

March 2021



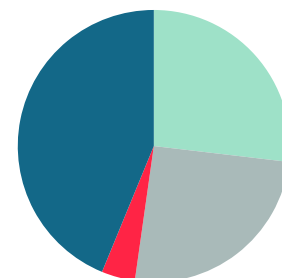
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	31	54	74.19%
Pending Listings	45	51	13.33%
New Listings	73	54	-26.03%
Median List Price	138,900	167,250	20.41%
Median Sale Price	136,000	167,250	22.98%
Median Percent of Selling Price to List Price	96.88%	100.00%	3.22%
Median Days on Market to Sale	32.00	21.50	-32.81%
End of Month Inventory	165	88	-46.67%
Months Supply of Inventory	5.63	2.18	-61.29%



■ Closed (26.87%)
■ Pending (25.37%)
■ Other OffMarket (3.98%)
■ Active (43.78%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of March 31, 2021 = **88**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **46.67%** to 88 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **2.18** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **22.98%** in March 2021 to \$167,250 versus the previous year at \$136,000.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 10.50 days or **32.81%** in March 2021 compared to last year's same month at **32.00** DOM.

Sales Success for March 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 54 New Listings in March 2021, down **26.03%** from last year at 73. Furthermore, there were 54 Closed Listings this month versus last year at 31, a **74.19%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, March 2020, at **42.5%**, a **135.48%** upswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

March 2021



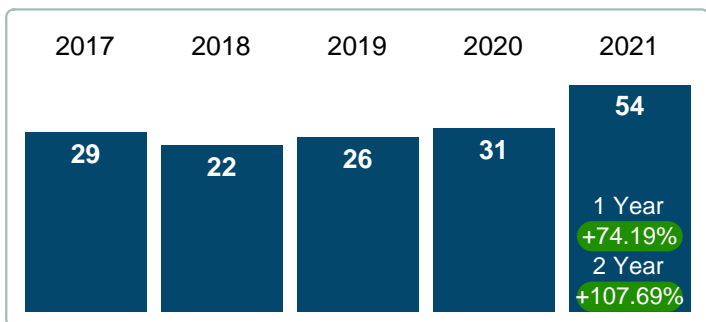
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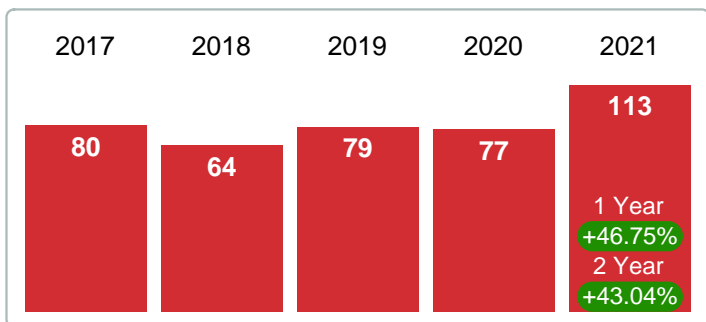
CLOSED LISTINGS

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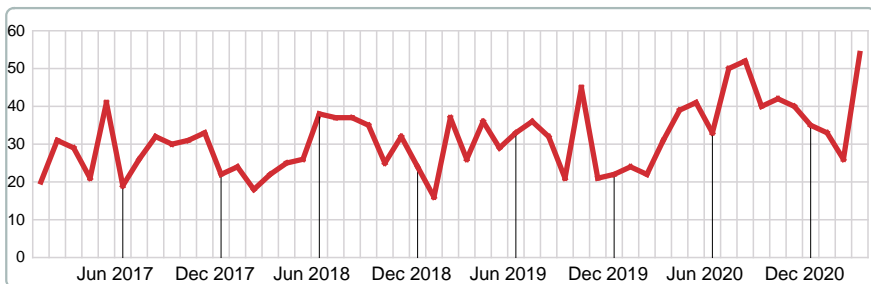
MARCH



YEAR TO DATE (YTD)

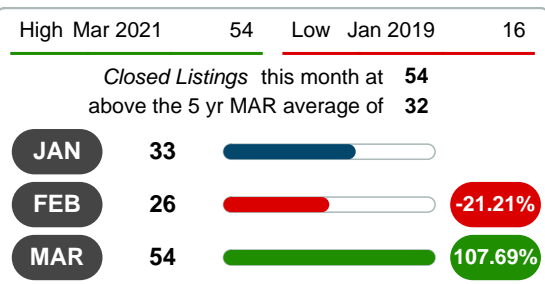


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 32



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.56%	26.0	2	1	0	0
\$50,001 - \$100,000	9	16.67%	39.0	2	6	1	0
\$100,001 - \$125,000	4	7.41%	11.0	0	4	0	0
\$125,001 - \$175,000	16	29.63%	7.0	0	12	4	0
\$175,001 - \$200,000	7	12.96%	21.0	1	5	1	0
\$200,001 - \$325,000	10	18.52%	31.0	2	4	3	1
\$325,001 and up	5	9.26%	36.0	0	2	2	1
Total Closed Units	54			7	34	11	2
Total Closed Volume	10,322,600	100%	21.5	924.10K	5.73M	2.83M	839.00K
Median Closed Price	\$167,250			\$98,000	\$155,000	\$195,000	\$419,500

March 2021



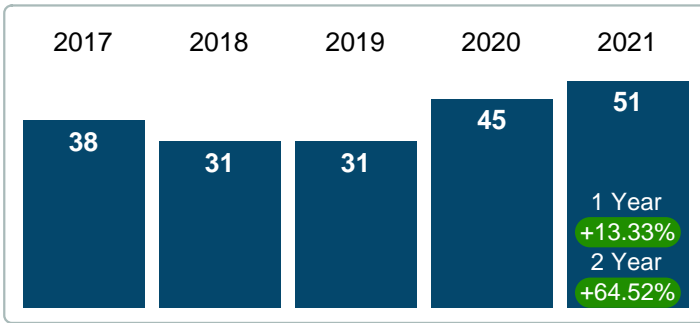
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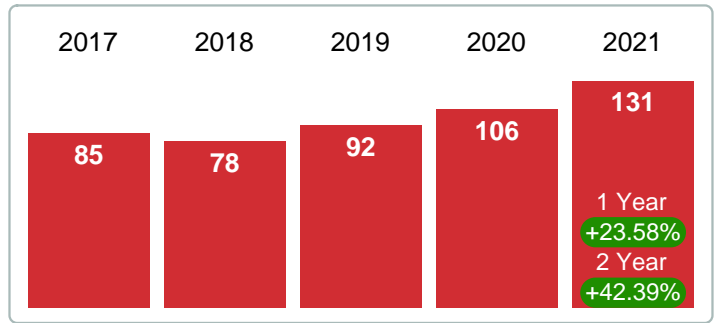
PENDING LISTINGS

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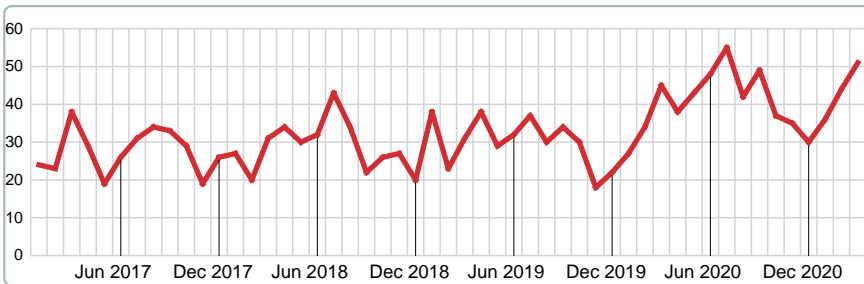
MARCH



YEAR TO DATE (YTD)

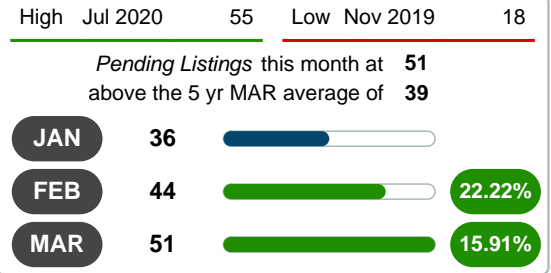


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.84%	2.0	2	2	0	0
\$75,001 - \$100,000	5	9.80%	28.0	0	5	0	0
\$100,001 - \$125,000	8	15.69%	38.0	3	3	2	0
\$125,001 - \$225,000	14	27.45%	97.0	2	9	2	1
\$225,001 - \$300,000	7	13.73%	7.0	1	6	0	0
\$300,001 - \$550,000	8	15.69%	15.0	0	5	3	0
\$550,001 and up	5	9.80%	58.0	0	1	2	2
Total Pending Units	51			8	31	9	3
Total Pending Volume	13,018,534	100%	32.0	1.01M	6.54M	3.66M	1.80M
Median Listing Price	\$179,900			\$109,250	\$179,900	\$398,000	\$665,000

March 2021



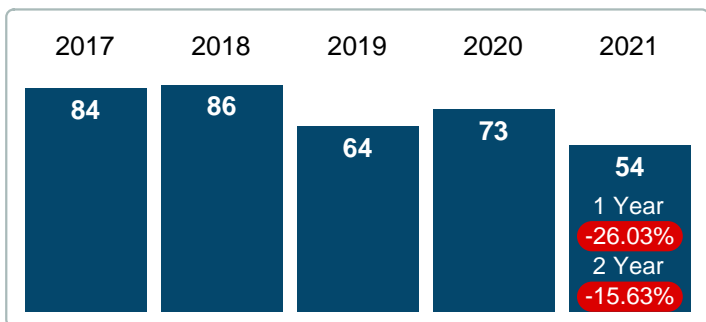
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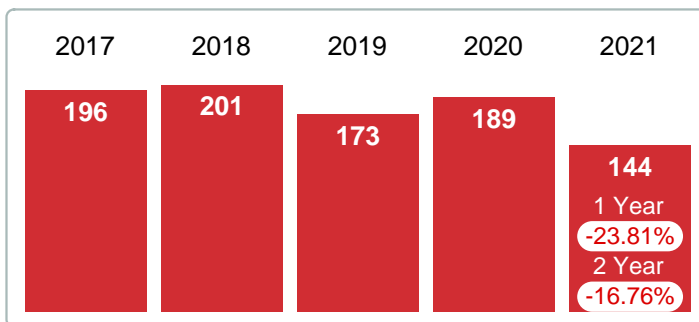
NEW LISTINGS

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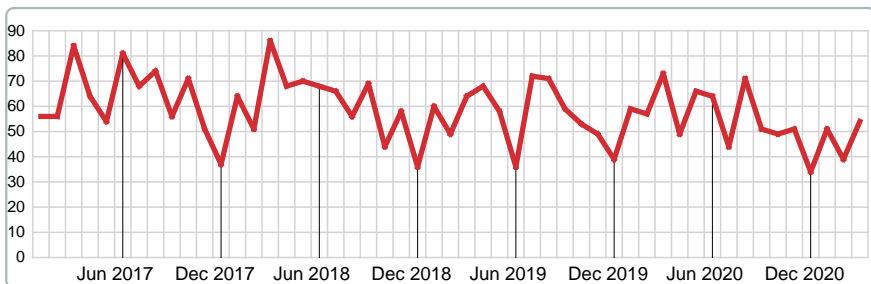
MARCH



YEAR TO DATE (YTD)

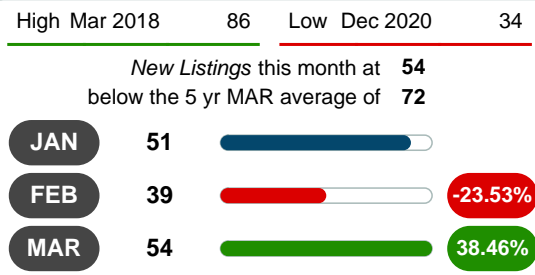


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.26%	2	2	1	0
\$50,001 - \$75,000	4	7.41%	1	3	0	0
\$75,001 - \$150,000	11	20.37%	2	8	1	0
\$150,001 - \$200,000	11	20.37%	1	5	5	0
\$200,001 - \$300,000	10	18.52%	2	8	0	0
\$300,001 - \$375,000	6	11.11%	0	5	1	0
\$375,001 and up	7	12.96%	0	4	2	1
Total New Listed Units	54		8	35	10	1
Total New Listed Volume	11,276,838	100%	1.05M	7.72M	2.12M	385.00K
Median New Listed Listing Price	\$172,400		\$120,450	\$199,900	\$164,050	\$385,000

March 2021



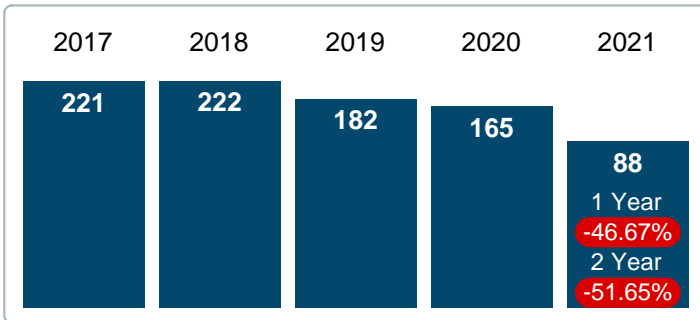
Area Delimited by County Of Mayes - Residential Property Type



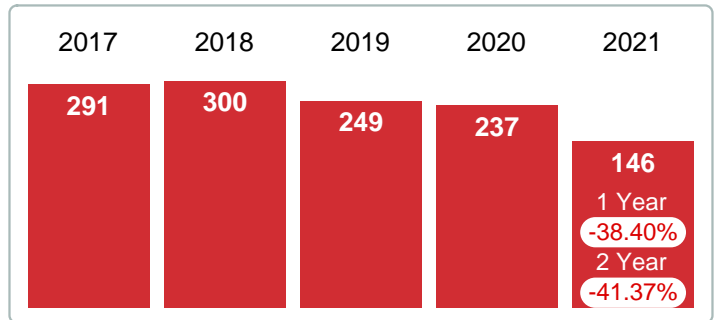
ACTIVE INVENTORY

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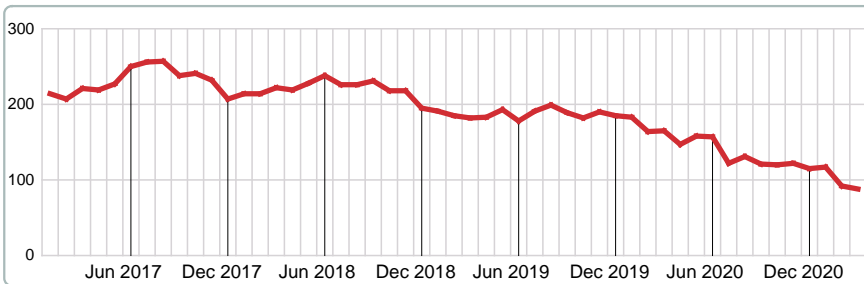
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 176

High Aug 2017 257 Low Mar 2021 88

Inventory this month at **88**
below the 5 yr MAR average of **176**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.82%	21.0	3	2	1	0
\$50,001 - \$100,000	13	14.77%	66.0	2	11	0	0
\$100,001 - \$150,000	12	13.64%	38.5	3	8	1	0
\$150,001 - \$250,000	23	26.14%	23.0	2	15	5	1
\$250,001 - \$350,000	13	14.77%	58.0	1	7	5	0
\$350,001 - \$625,000	12	13.64%	35.5	0	6	5	1
\$625,001 and up	9	10.23%	134.0	0	2	3	4
Total Active Inventory by Units	88			11	51	20	6
Total Active Inventory by Volume	30,199,650	100%	53.0	1.40M	11.72M	7.94M	9.14M
Median Active Inventory Listing Price	\$176,750			\$113,000	\$170,000	\$320,750	\$911,925

March 2021



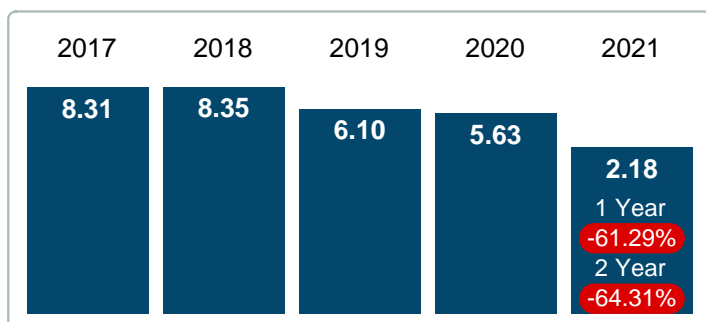
Area Delimited by County Of Mayes - Residential Property Type



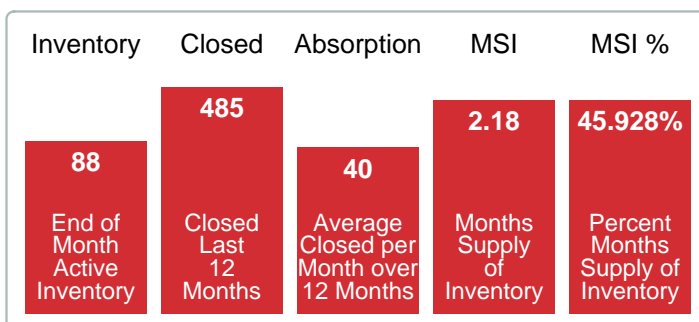
MONTHS SUPPLY of INVENTORY (MSI)

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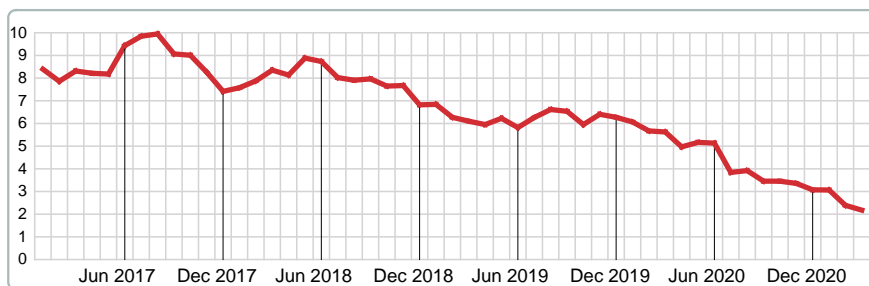
MSI FOR MARCH



INDICATORS FOR MARCH 2021

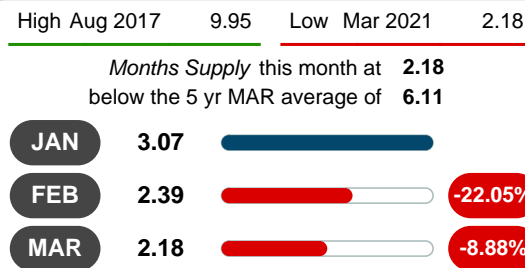


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 6.11



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.82%	1.85	1.89	1.41	4.00	0.00
\$50,001 - \$100,000	13	14.77%	1.58	0.89	1.94	0.00	0.00
\$100,001 - \$150,000	12	13.64%	1.21	3.00	1.02	1.20	0.00
\$150,001 - \$250,000	23	26.14%	1.96	1.85	1.80	2.22	12.00
\$250,001 - \$350,000	13	14.77%	3.71	2.00	3.82	5.00	0.00
\$350,001 - \$625,000	12	13.64%	4.36	0.00	4.50	6.00	3.00
\$625,001 and up	9	10.23%	9.00	0.00	8.00	7.20	12.00
Market Supply of Inventory (MSI)			2.18	1.65	1.91	3.38	5.14
Total Active Inventory by Units		100%	2.18	11	51	20	6

March 2021



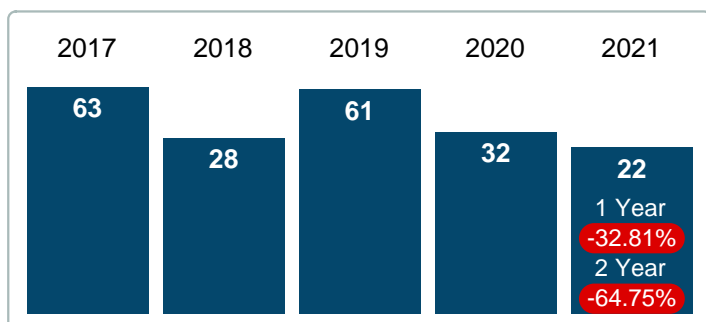
Area Delimited by County Of Mayes - Residential Property Type



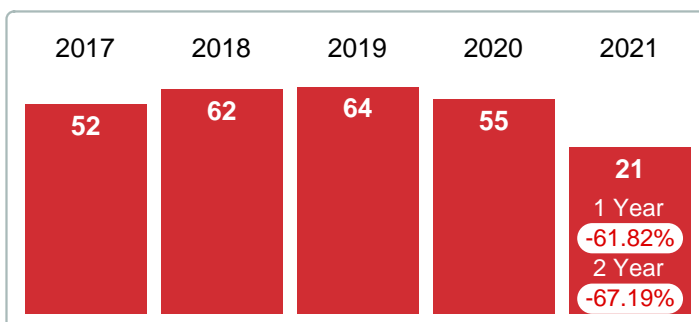
MEDIAN DAYS ON MARKET TO SALE

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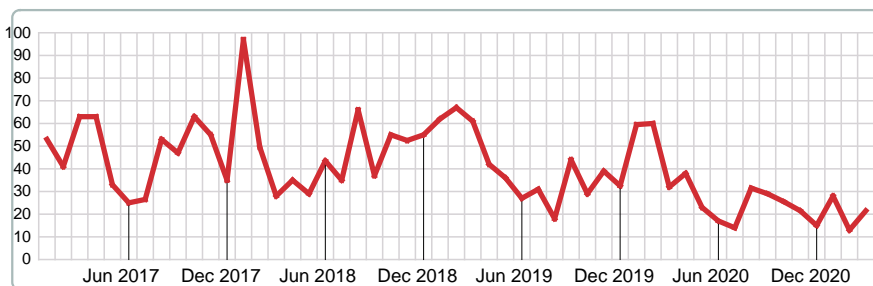
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

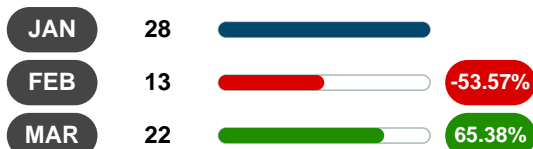


3 MONTHS

5 year MAR AVG = 41

High Jan 2018 97 Low Feb 2021 13

Median Days on Market to Sale this month at 22 below the 5 yr MAR average of 41



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	5.56%	26	38	26	0	0	
\$50,001 - \$100,000	16.67%	39	39	34	69	0	
\$100,001 - \$125,000	7.41%	11	0	11	0	0	
\$125,001 - \$175,000	29.63%	7	0	7	56	0	
\$175,001 - \$200,000	12.96%	21	9	21	28	0	
\$200,001 - \$325,000	18.52%	31	31	31	4	37	
\$325,001 and up	9.26%	36	0	109	90	23	
Median Closed DOM		22		27	14	36	30
Total Closed Units	100%	54		7	34	11	2
Total Closed Volume		10,322,600		924.10K	5.73M	2.83M	839.00K

March 2021



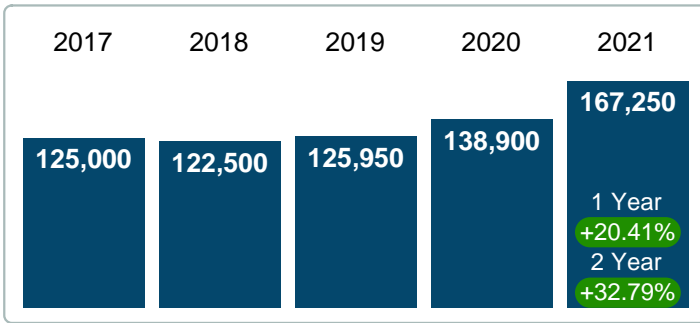
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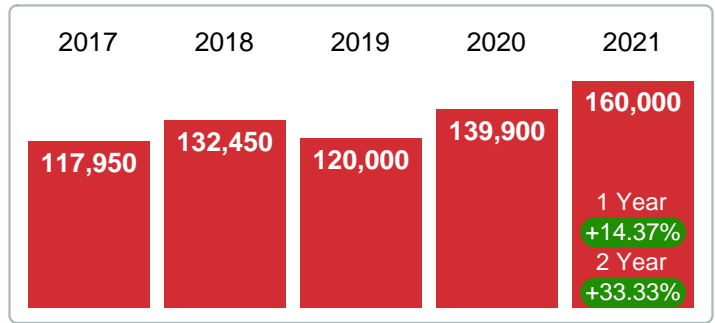
MEDIAN LIST PRICE AT CLOSING

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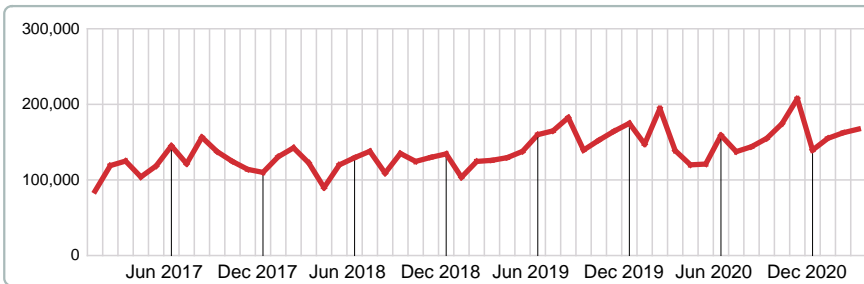
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

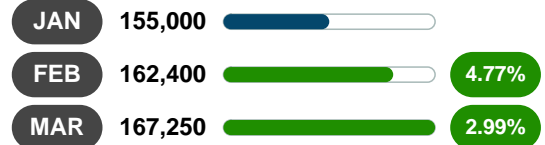


3 MONTHS

5 year MAR AVG = 135,920

High Nov 2020 207,450 Low Jan 2017 85,250

Median List Price at Closing this month at **167,250**
above the 5 yr MAR average of **135,920**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	35,000	38,100	35,000	0	0
\$50,001 - \$100,000	8	86,050	59,900	86,050	94,900	0
\$100,001 - \$125,000	4	108,950	109,000	108,900	0	0
\$125,001 - \$175,000	17	149,900	0	150,000	148,950	0
\$175,001 - \$200,000	4	186,200	0	186,200	0	0
\$200,001 - \$325,000	12	230,000	219,900	224,750	247,500	232,000
\$325,001 and up	6	501,450	0	349,500	788,950	625,000
Median List Price		167,250	109,000	155,000	215,000	428,500
Total Closed Units		54	7	34	11	2
Total Closed Volume		11,016,600	968.00K	5.90M	3.30M	857.00K

March 2021



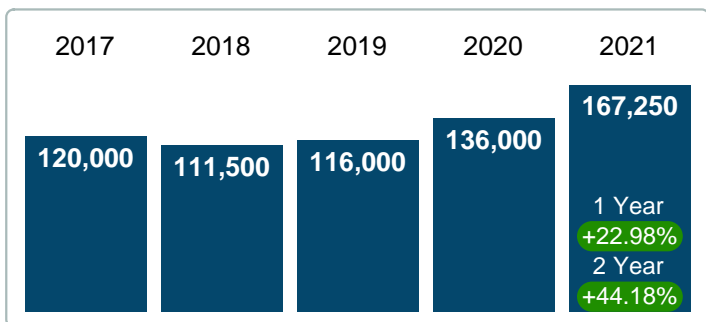
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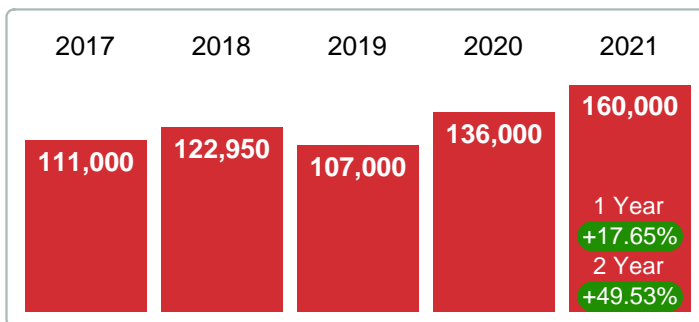
MEDIAN SOLD PRICE AT CLOSING

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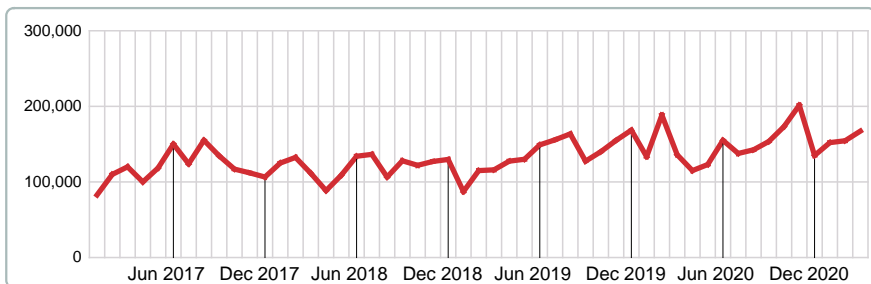
MARCH



YEAR TO DATE (YTD)

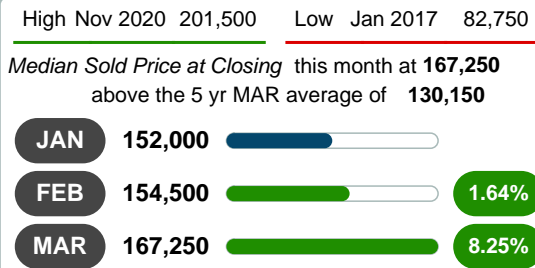


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 130,150



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.56%	30,000	38,100	30,000	0	0
\$50,001 - \$100,000	9	16.67%	77,000	78,950	81,000	70,000	0
\$100,001 - \$125,000	4	7.41%	104,450	0	104,450	0	0
\$125,001 - \$175,000	16	29.63%	150,500	0	155,000	147,500	0
\$175,001 - \$200,000	7	12.96%	195,000	195,000	193,900	195,000	0
\$200,001 - \$325,000	10	18.52%	232,500	247,500	224,500	235,000	239,000
\$325,001 and up	5	9.26%	600,000	0	502,500	588,750	600,000
Median Sold Price			167,250	98,000	155,000	195,000	419,500
Total Closed Units		100%	167,250	7	34	11	2
Total Closed Volume			10,322,600	924.10K	5.73M	2.83M	839.00K

March 2021



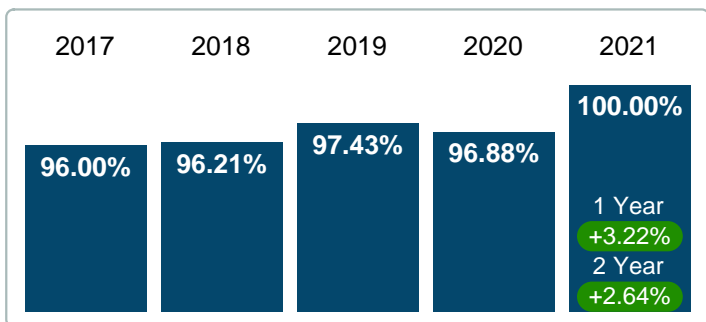
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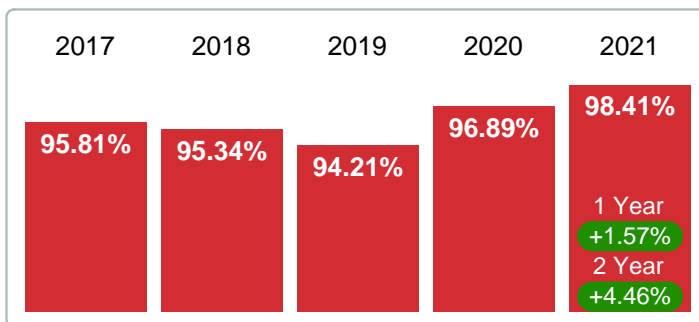
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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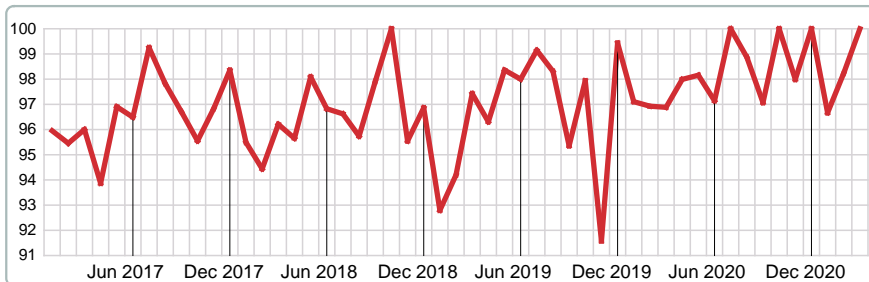
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

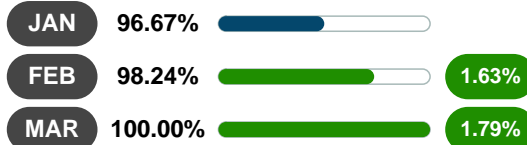


3 MONTHS

5 year MAR AVG = 97.30%

High Mar 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **97.30%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.56%	100.00%	100.00%	85.71%	0.00%	0.00%
\$50,001 - \$100,000	9	16.67%	93.67%	94.95%	94.11%	73.76%	0.00%
\$100,001 - \$125,000	4	7.41%	100.16%	0.00%	100.16%	0.00%	0.00%
\$125,001 - \$175,000	16	29.63%	100.00%	0.00%	100.00%	100.56%	0.00%
\$175,001 - \$200,000	7	12.96%	100.00%	95.12%	100.00%	90.70%	0.00%
\$200,001 - \$325,000	10	18.52%	97.70%	95.57%	96.38%	101.61%	103.02%
\$325,001 and up	5	9.26%	96.00%	0.00%	97.48%	83.28%	96.00%
Median Sold/List Ratio		100.00%		95.64%	100.00%	99.08%	99.51%
Total Closed Units		54	100%	7	34	11	2
Total Closed Volume		10,322,600		924.10K	5.73M	2.83M	839.00K

March 2021



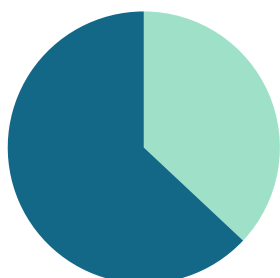
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

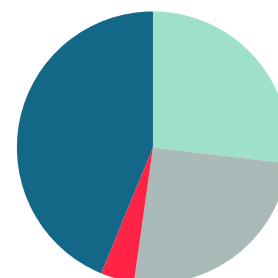


Inventory
 New Listings
54 = 36.99%
 Start Inventory
92
 Total Inventory Units
146
 Volume
\$47,734,184

Market Activity

Closed Sales
54 = 26.87%
 Pending Sales
51 = 25.37%
 Other Off Market
8 = 3.98%
 Active Inventory
88 = 43.78%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	31	54	74.19%	77	113	46.75%
Pending Sales	45	51	13.33%	106	131	23.58%
New Listings	73	54	-26.03%	189	144	-23.81%
Median List Price	138,900	167,250	20.41%	139,900	160,000	14.37%
Median Sale Price	136,000	167,250	22.98%	136,000	160,000	17.65%
Median Percent of Selling Price to List Price	96.88%	100.00%	3.22%	96.89%	98.41%	1.57%
Median Days on Market to Sale	32.00	21.50	-32.81%	55.00	21.00	-61.82%
Monthly Inventory	165	88	-46.67%	165	88	-46.67%
Months Supply of Inventory	5.63	2.18	-61.29%	5.63	2.18	-61.29%

Absorption: Last 12 months, an Average of **40** Sales/Month

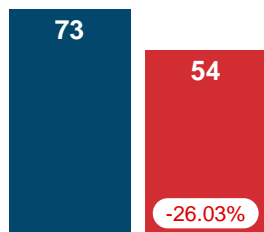
Inventory on March 31, 2021 = **88**

2020 **2021**

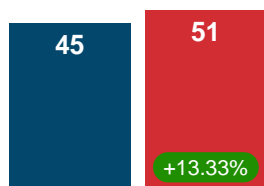
MARCH MARKET

MEDIAN PRICES

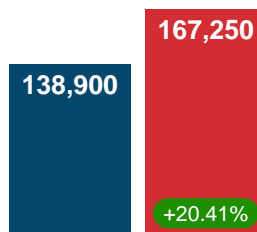
New Listings



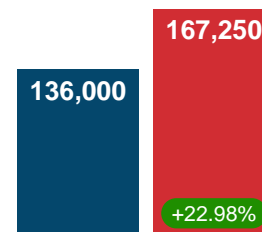
Pending Listings



List Price



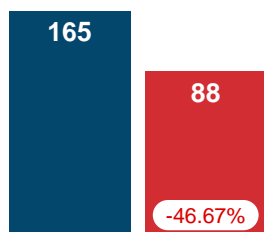
Sale Price



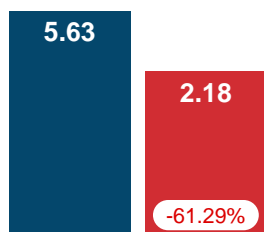
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

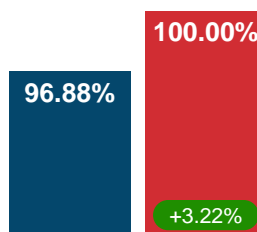
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

