

May 2021



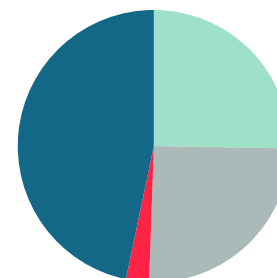
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	May 2021	+/-%
Closed Listings	41	46	12.20%
Pending Listings	43	46	6.98%
New Listings	66	58	-12.12%
Average List Price	161,438	277,286	71.76%
Average Sale Price	157,190	275,205	75.08%
Average Percent of Selling Price to List Price	99.10%	103.74%	4.68%
Average Days on Market to Sale	38.76	30.39	-21.58%
End of Month Inventory	158	85	-46.20%
Months Supply of Inventory	5.17	2.04	-60.59%



■ Closed (25.27%)
■ Pending (25.27%)
■ Other OffMarket (2.75%)
■ Active (46.70%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of May 31, 2021 = **85**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **46.20%** to 85 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **2.04** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **75.08%** in May 2021 to \$275,205 versus the previous year at \$157,190.

Average Days on Market Shortens

The average number of **30.39** days that homes spent on the market before selling decreased by 8.36 days or **21.58%** in May 2021 compared to last year's same month at **38.76** DOM.

Sales Success for May 2021 is Positive

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

There were 58 New Listings in May 2021, down **12.12%** from last year at 66. Furthermore, there were 46 Closed Listings this month versus last year at 41, a **12.20%** increase.

Closed versus Listed trends yielded a **79.3%** ratio, up from previous year's, May 2020, at **62.1%**, a **27.67%** upswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

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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

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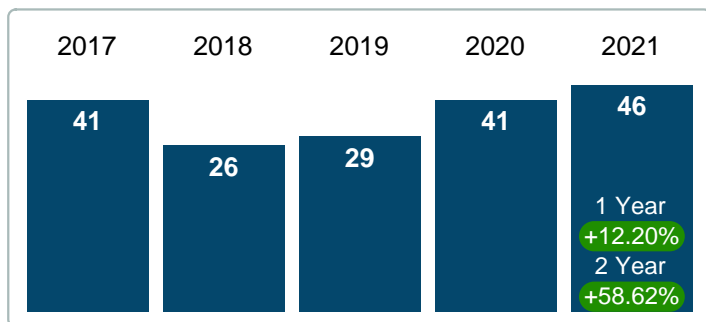
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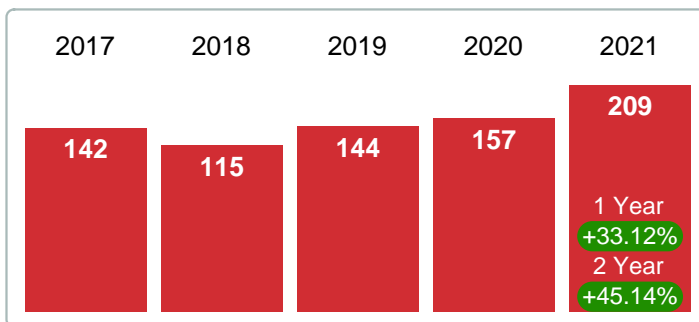
CLOSED LISTINGS

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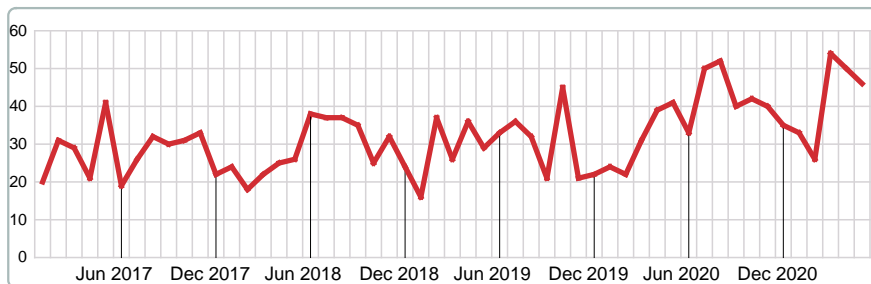
MAY



YEAR TO DATE (YTD)

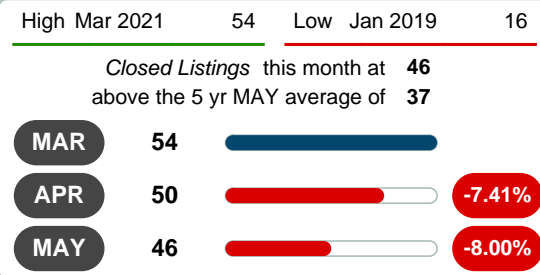


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.35%	64.0	1	1	0	0
\$50,001 - \$100,000	6	13.04%	6.7	3	3	0	0
\$100,001 - \$150,000	7	15.22%	66.7	1	6	0	0
\$150,001 - \$250,000	14	30.43%	13.3	0	10	3	1
\$250,001 - \$375,000	6	13.04%	21.3	0	3	3	0
\$375,001 - \$575,000	6	13.04%	32.7	1	2	3	0
\$575,001 and up	5	10.87%	50.6	0	2	2	1
Total Closed Units	46			6	27	11	2
Total Closed Volume	12,659,413	100%	30.4	866.50K	6.08M	4.57M	1.15M
Average Closed Price	\$275,205			\$144,417	\$225,134	\$415,391	\$572,500

May 2021



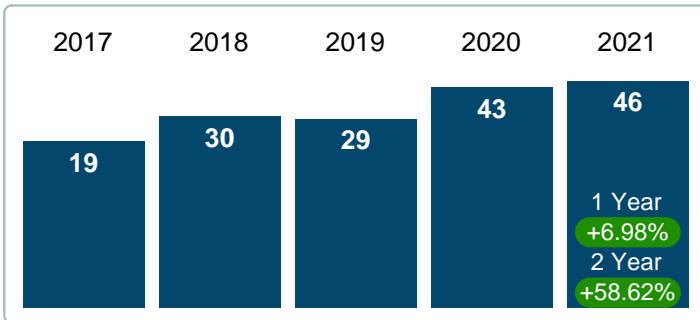
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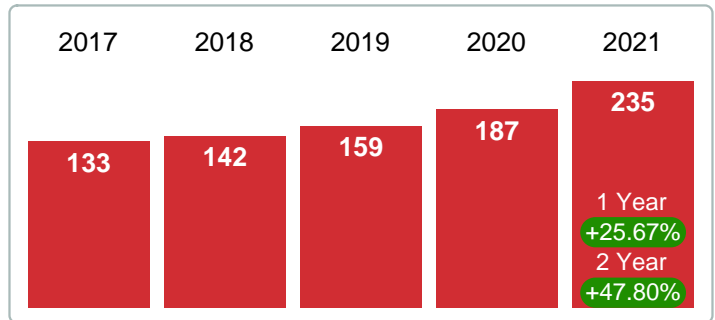
PENDING LISTINGS

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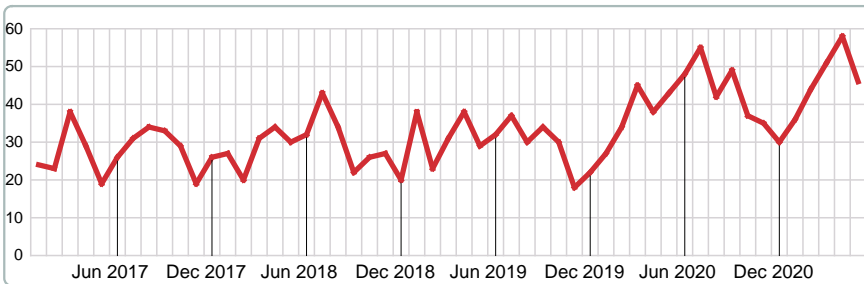
MAY



YEAR TO DATE (YTD)

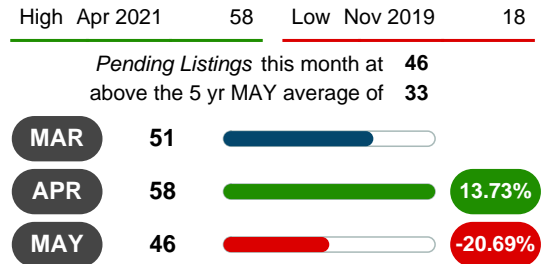


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	64.3	1	2	0	0
\$75,001 - \$125,000	7	15.22%	19.1	3	4	0	0
\$125,001 - \$150,000	5	10.87%	28.8	0	5	0	0
\$150,001 - \$200,000	11	23.91%	11.1	1	8	1	1
\$200,001 - \$275,000	7	15.22%	19.7	1	3	2	1
\$275,001 - \$375,000	8	17.39%	26.1	1	3	4	0
\$375,001 and up	5	10.87%	23.4	1	1	2	1
Total Pending Units	46			8	26	9	3
Total Pending Volume	10,923,450	100%	23.0	1.65M	4.77M	2.78M	1.72M
Average Listing Price	\$237,466			\$205,750	\$183,579	\$308,878	\$574,833

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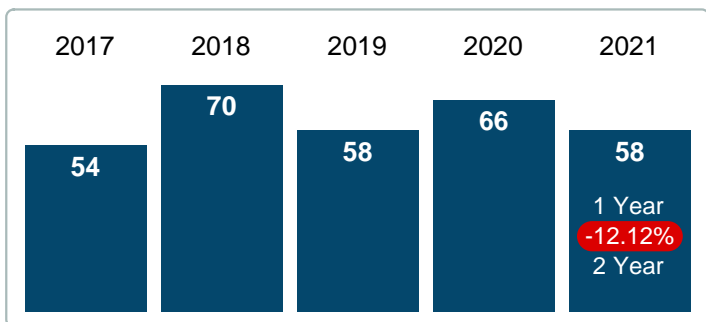
Area Delimited by County Of Mayes - Residential Property Type



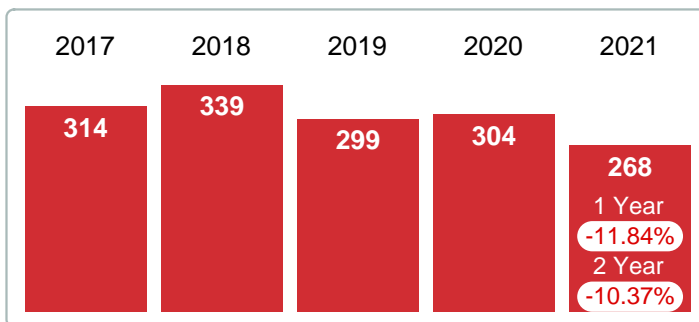
NEW LISTINGS

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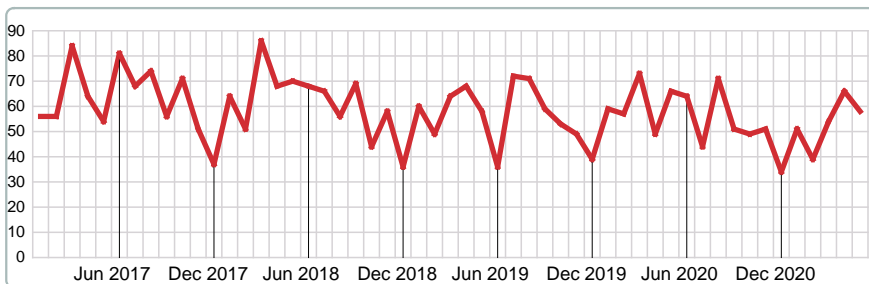
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61

High Mar 2018 86 Low Dec 2020 34

New Listings this month at **58**
below the 5 yr MAY average of **61**

- MAR 54
- APR 66 +22.22%
- MAY 58 -12.12%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	12.07%	5	2	0	0
\$75,001 - \$100,000	6	10.34%	3	3	0	0
\$100,001 - \$125,000	6	10.34%	1	3	2	0
\$125,001 - \$175,000	14	24.14%	2	11	1	0
\$175,001 - \$275,000	9	15.52%	1	4	2	2
\$275,001 - \$475,000	10	17.24%	1	5	4	0
\$475,001 and up	6	10.34%	0	3	0	3
Total New Listed Units	58		13	31	9	5
Total New Listed Volume	17,761,549	100%	1.56M	6.72M	2.15M	7.32M
Average New Listed Listing Price	\$238,699		\$120,146	\$216,818	\$239,311	\$1,464,900

May 2021



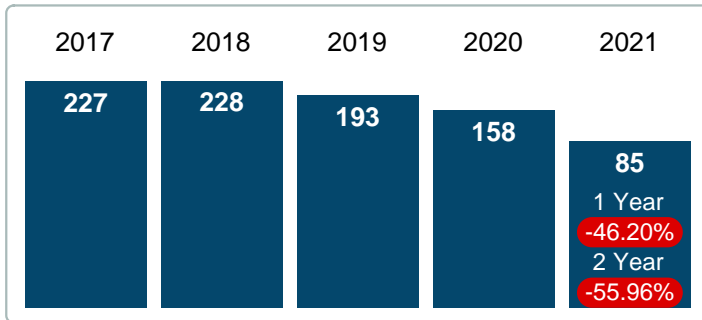
Area Delimited by County Of Mayes - Residential Property Type



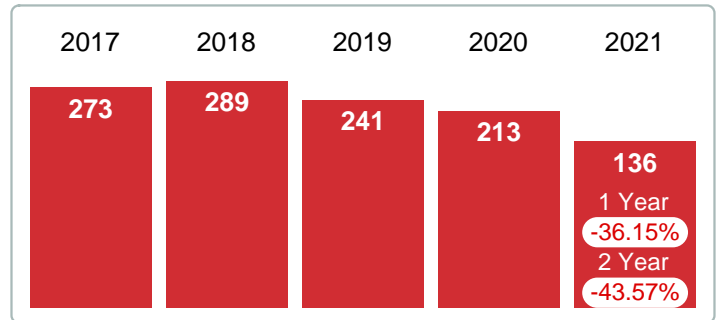
ACTIVE INVENTORY

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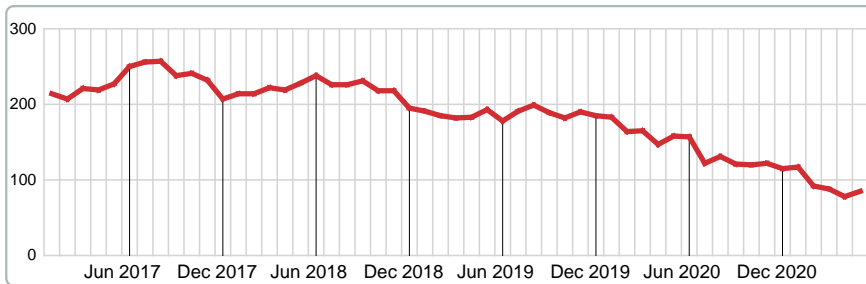
END OF MAY



ACTIVE DURING MAY

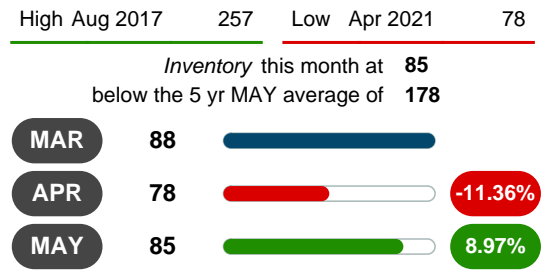


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 178



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.71%	58.3	3	0	1	0
\$50,001 - \$75,000	9	10.59%	52.6	5	4	0	0
\$75,001 - \$125,000	13	15.29%	64.2	3	7	3	0
\$125,001 - \$300,000	23	27.06%	64.0	4	15	4	0
\$300,001 - \$475,000	16	18.82%	81.1	1	9	5	1
\$475,001 - \$675,000	10	11.76%	90.1	1	6	2	1
\$675,001 and up	10	11.76%	94.4	0	3	2	5
Total Active Inventory by Units	85			17	44	17	7
Total Active Inventory by Volume	33,500,002	100%	72.4	2.51M	13.15M	6.26M	11.59M
Average Active Inventory Listing Price	\$394,118			\$147,706	\$298,771	\$368,065	\$1,655,143

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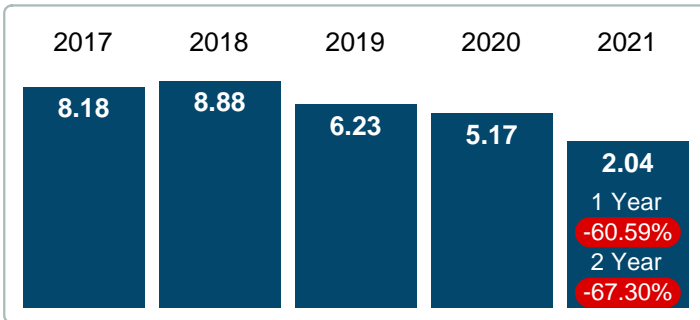
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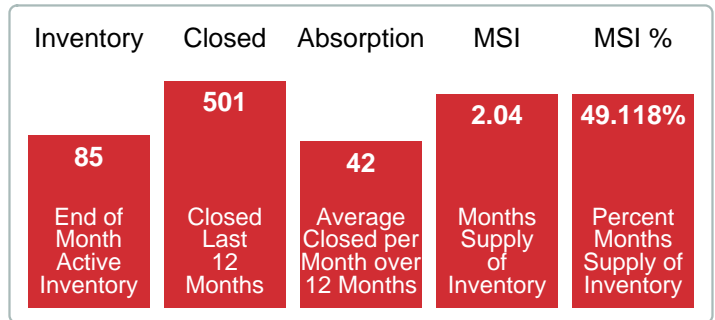
MONTHS SUPPLY of INVENTORY (MSI)

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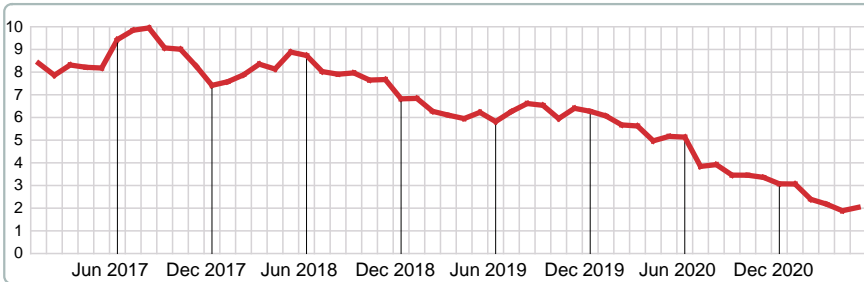
MSI FOR MAY



INDICATORS FOR MAY 2021

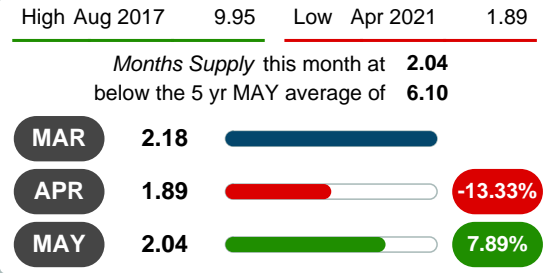


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.10



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	4	4.71%	1.50	2.40	0.00	4.00	0.00
\$50,001 - \$75,000	9	10.59%	3.09	4.29	2.40	0.00	0.00
\$75,001 - \$125,000	13	15.29%	1.46	2.00	1.02	6.00	0.00
\$125,001 - \$300,000	23	27.06%	1.13	1.85	1.04	1.20	0.00
\$300,001 - \$475,000	16	18.82%	3.49	4.00	3.60	3.16	4.00
\$475,001 - \$675,000	10	11.76%	7.50	12.00	9.00	6.00	4.00
\$675,001 and up	10	11.76%	10.00	0.00	36.00	4.80	10.00
Market Supply of Inventory (MSI)			2.04	2.65	1.61	2.62	4.67
Total Active Inventory by Units		100%	2.04	17	44	17	7

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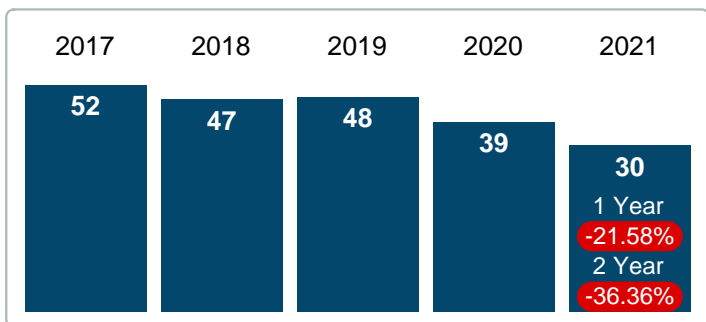
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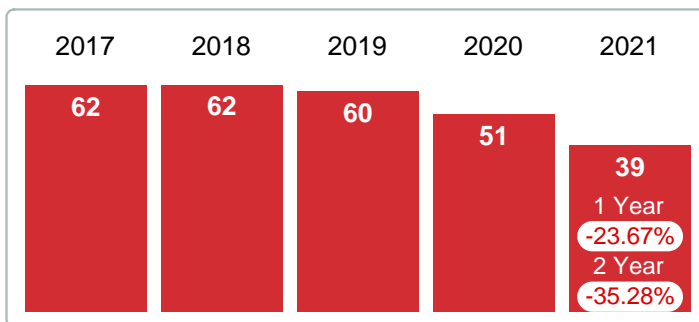
AVERAGE DAYS ON MARKET TO SALE

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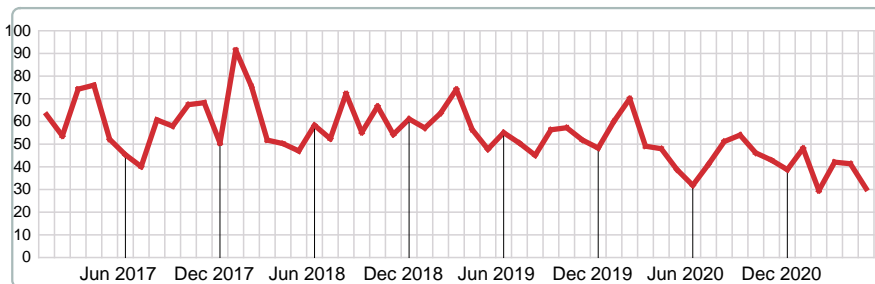
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

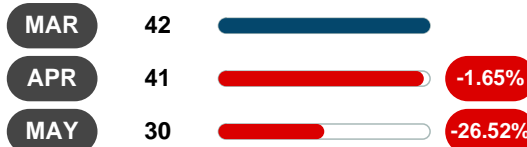


3 MONTHS

5 year MAY AVG = 43

High Jan 2018 91 Low Feb 2021 30

Average Days on Market to Sale this month at 30 below the 5 yr MAY average of 43



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4.35%	64	125	3	0	0
\$50,001 - \$100,000	13.04%	7	4	10	0	0
\$100,001 - \$150,000	15.22%	67	8	77	0	0
\$150,001 - \$250,000	30.43%	13	0	15	13	1
\$250,001 - \$375,000	13.04%	21	0	6	37	0
\$375,001 - \$575,000	13.04%	33	13	2	60	0
\$575,001 and up	10.87%	51	0	33	78	33
Average Closed DOM		30				
Total Closed Units	100%	46	6	27	11	2
Total Closed Volume		12,659,413	866.50K	6.08M	4.57M	1.15M

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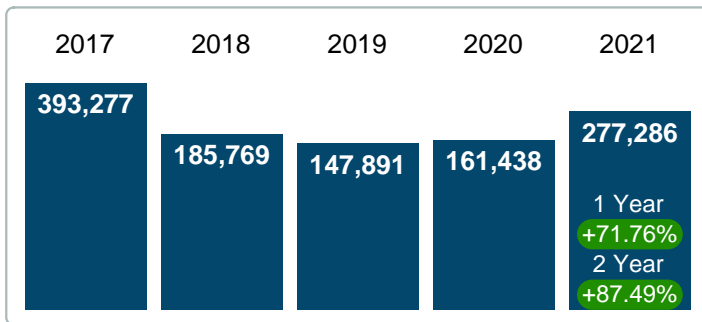
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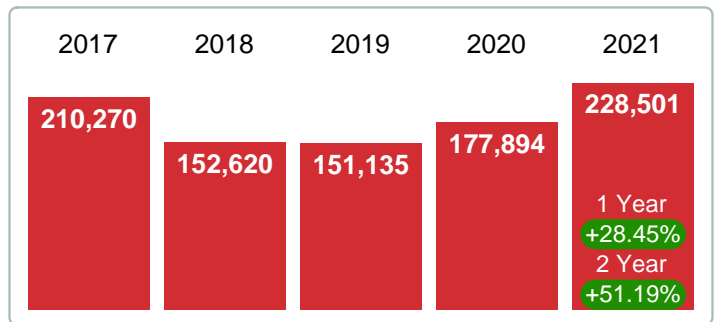
AVERAGE LIST PRICE AT CLOSING

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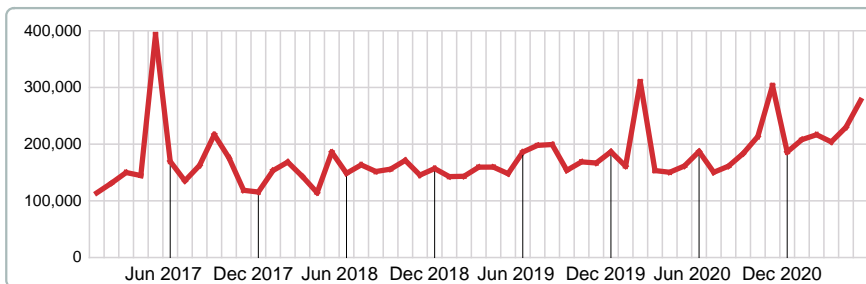
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

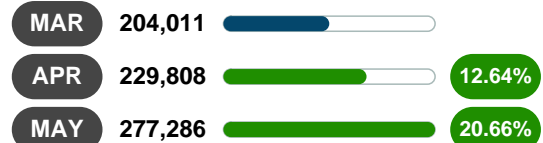


3 MONTHS

5 year MAY AVG = 233,132

High May 2017 393,277 Low Jan 2017 114,044

Average List Price at Closing this month at **277,286**
above the 5 yr MAY average of **233,132**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6.52%	40,333	42,500	28,500	0	0
\$50,001 - \$100,000	13.04%	79,917	72,667	87,167	0	0
\$100,001 - \$150,000	17.39%	125,806	121,000	123,408	0	0
\$150,001 - \$250,000	23.91%	180,155	0	171,330	169,333	215,000
\$250,001 - \$375,000	13.04%	293,417	0	293,133	333,833	0
\$375,001 - \$575,000	15.22%	444,571	545,000	437,000	437,667	0
\$575,001 and up	10.87%	858,800	0	737,000	912,500	995,000
Average List Price		277,286	154,417	221,154	422,500	605,000
Total Closed Units	100%	277,286	6	27	11	2
Total Closed Volume		12,755,150	926.50K	5.97M	4.65M	1.21M

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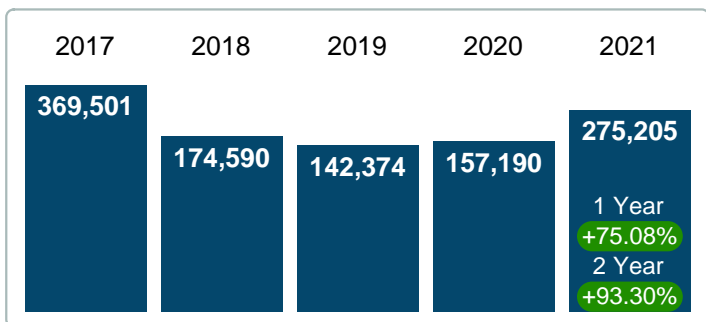
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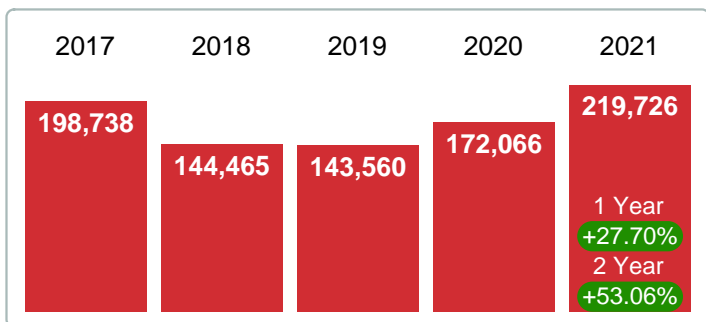
AVERAGE SOLD PRICE AT CLOSING

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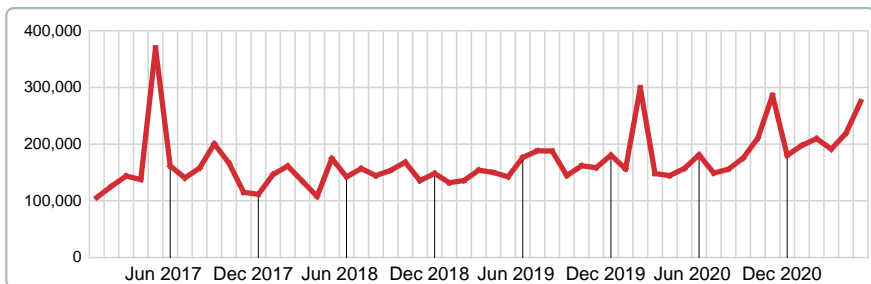
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

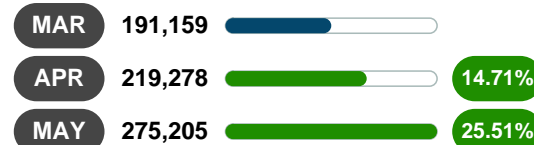


3 MONTHS

5 year MAY AVG = 223,772

High May 2017 369,501 Low Jan 2017 105,899

Average Sold Price at Closing this month at **275,205**
above the 5 yr MAY average of **223,772**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4.35%	31,750	30,000	33,500	0	0
\$50,001 - \$100,000	13.04%	79,417	71,000	87,833	0	0
\$100,001 - \$150,000	15.22%	123,993	123,500	124,075	0	0
\$150,001 - \$250,000	30.43%	182,855	0	184,566	166,433	215,000
\$250,001 - \$375,000	13.04%	309,417	0	291,500	327,333	0
\$375,001 - \$575,000	13.04%	434,667	500,000	427,500	417,667	0
\$575,001 and up	10.87%	845,400	0	731,000	917,500	930,000
Average Sold Price		275,205	144,417	225,134	415,391	572,500
Total Closed Units	100%	275,205	6	27	11	2
Total Closed Volume		12,659,413	866.50K	6.08M	4.57M	1.15M

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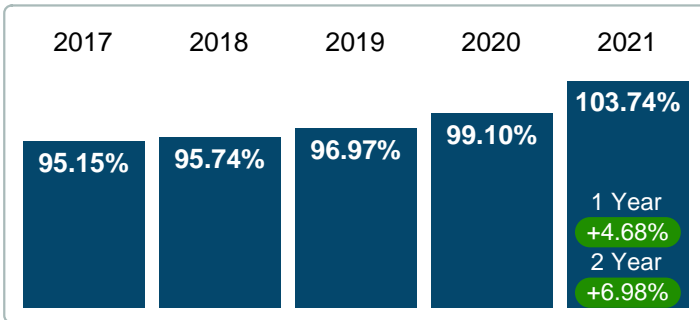
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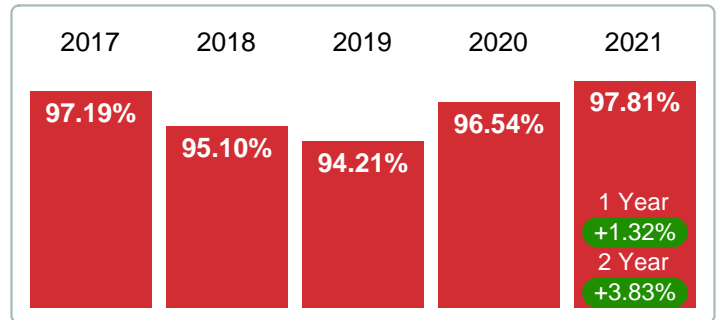
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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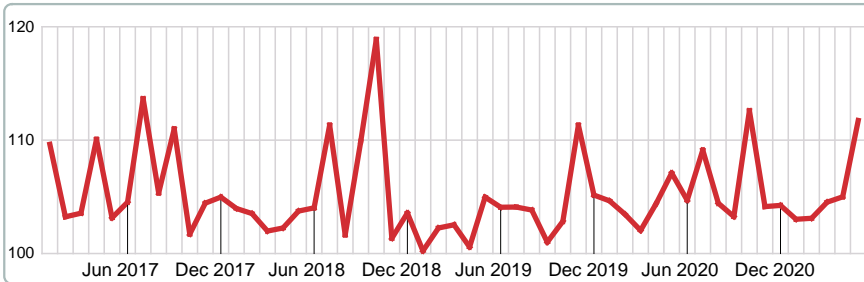
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

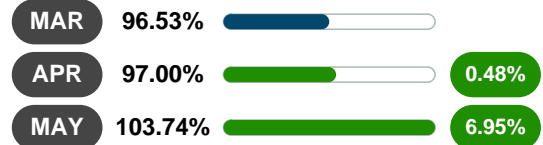


3 MONTHS

5 year MAY AVG = 98.14%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **103.74%**
above the 5 yr MAY average of **98.14%**



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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.35%	94.07%	70.59%	117.54%	0.00%	0.00%
\$50,001 - \$100,000	6	13.04%	99.42%	98.15%	100.70%	0.00%	0.00%
\$100,001 - \$150,000	7	15.22%	100.77%	102.07%	100.55%	0.00%	0.00%
\$150,001 - \$250,000	14	30.43%	115.83%	0.00%	122.70%	98.23%	100.00%
\$250,001 - \$375,000	6	13.04%	98.77%	0.00%	99.38%	98.16%	0.00%
\$375,001 - \$575,000	6	13.04%	95.75%	91.74%	97.87%	95.67%	0.00%
\$575,001 and up	5	10.87%	98.61%	0.00%	99.00%	100.80%	93.47%
Average Sold/List Ratio			103.70%	93.14%	108.96%	97.98%	96.73%
Total Closed Units		100%	103.70%	6	27	11	2
Total Closed Volume				866.50K	6.08M	4.57M	1.15M

May 2021



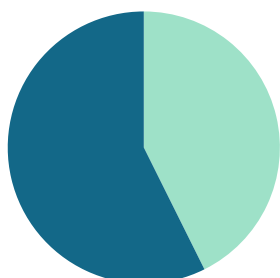
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

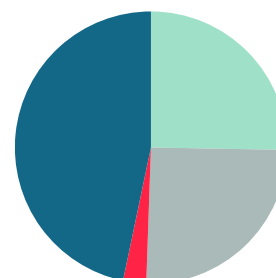


Inventory
 New Listings
58 = 42.65%
 Start Inventory
78
 Total Inventory Units
136
 Volume
\$50,756,802

Market Activity

Closed Sales
46 = 25.27%
 Pending Sales
46 = 25.27%
 Other Off Market
5 = 2.75%
 Active Inventory
85 = 46.70%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	41	46	12.20%	157	209	33.12%
Pending Sales	43	46	6.98%	187	235	25.67%
New Listings	66	58	-12.12%	304	268	-11.84%
Average List Price	161,438	277,286	71.76%	177,894	228,501	28.45%
Average Sale Price	157,190	275,205	75.08%	172,066	219,726	27.70%
Average Percent of Selling Price to List Price	99.10%	103.74%	4.68%	96.54%	97.81%	1.32%
Average Days on Market to Sale	38.76	30.39	-21.58%	50.73	38.72	-23.67%
Monthly Inventory	158	85	-46.20%	158	85	-46.20%
Months Supply of Inventory	5.17	2.04	-60.59%	5.17	2.04	-60.59%

Absorption: Last 12 months, an Average of **42** Sales/Month

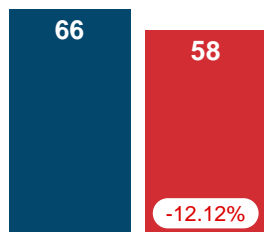
Inventory on May 31, 2021 = **85**

2020 **2021**

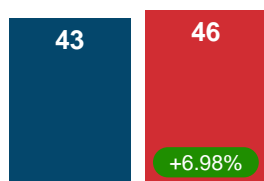
MAY MARKET

AVERAGE PRICES

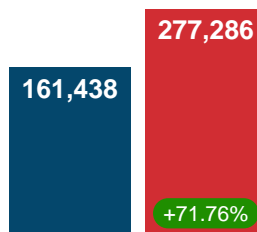
New Listings



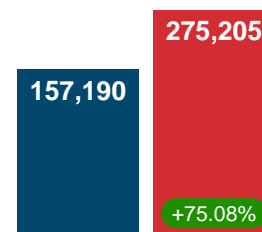
Pending Listings



List Price



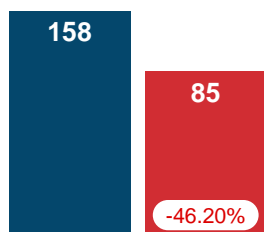
Sale Price



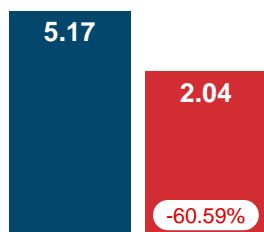
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

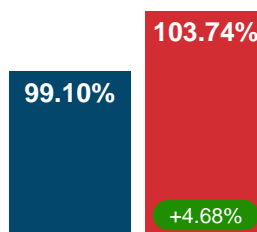
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

