

May 2021



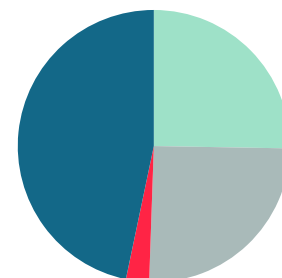
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	121,000	184,450	52.44%
Median Sale Price	123,000	184,950	50.37%
Median Percent of Selling Price to List Price	98.16%	100.00%	1.88%
Median Days on Market to Sale	23.00	7.00	-69.57%
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.

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 **50.37%** in May 2021 to \$184,950 versus the previous year at \$123,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 16.00 days or **69.57%** in May 2021 compared to last year's same month at **23.00** DOM.

Sales Success for May 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 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 Month's 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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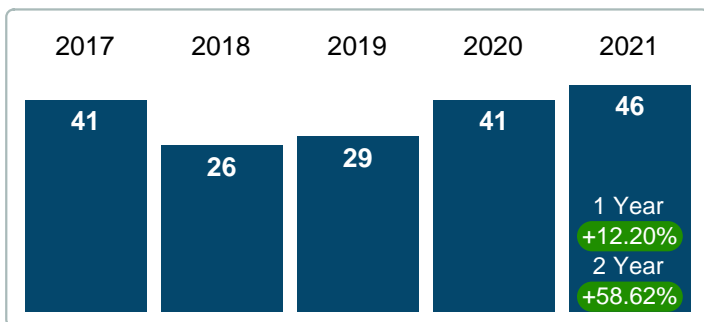
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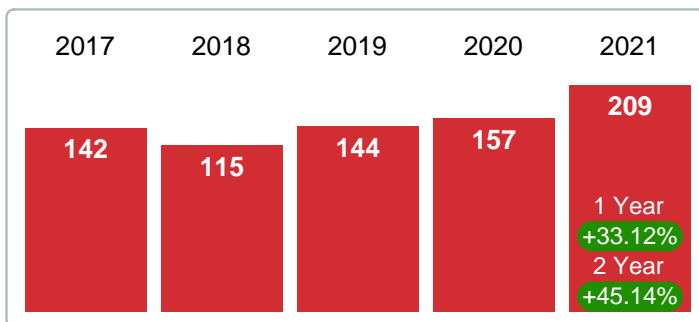
CLOSED LISTINGS

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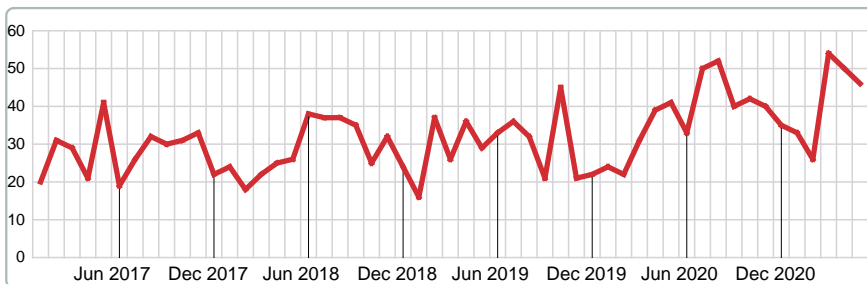
MAY



YEAR TO DATE (YTD)

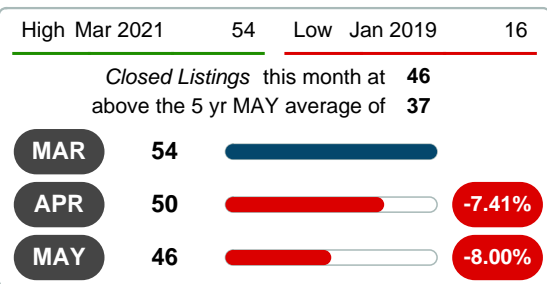


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	2.5	3	3	0	0
\$100,001 - \$150,000	7	15.22%	11.0	1	6	0	0
\$150,001 - \$250,000	14	30.43%	5.0	0	10	3	1
\$250,001 - \$375,000	6	13.04%	8.5	0	3	3	0
\$375,001 - \$575,000	6	13.04%	8.0	1	2	3	0
\$575,001 and up	5	10.87%	49.0	0	2	2	1
Total Closed Units	46			6	27	11	2
Total Closed Volume	12,659,413	100%	7.0	866.50K	6.08M	4.57M	1.15M
Median Closed Price	\$184,950			\$76,500	\$157,000	\$372,000	\$572,500

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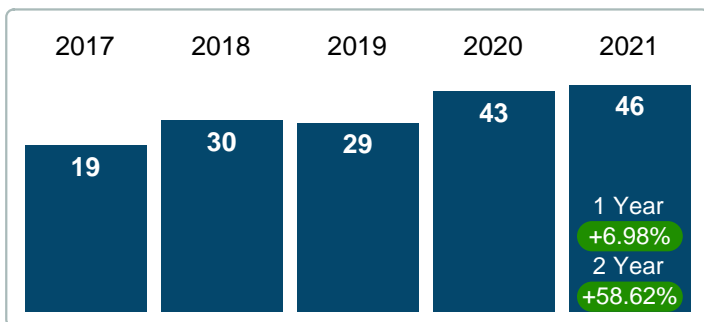
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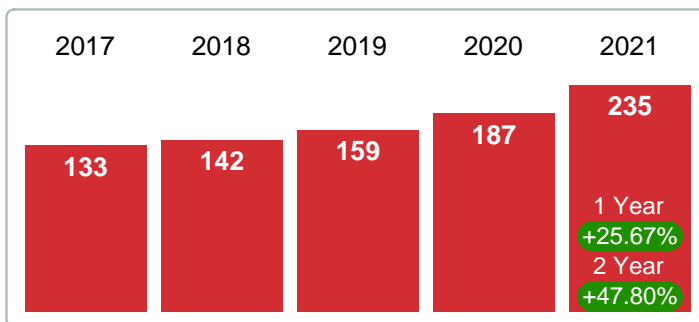
PENDING LISTINGS

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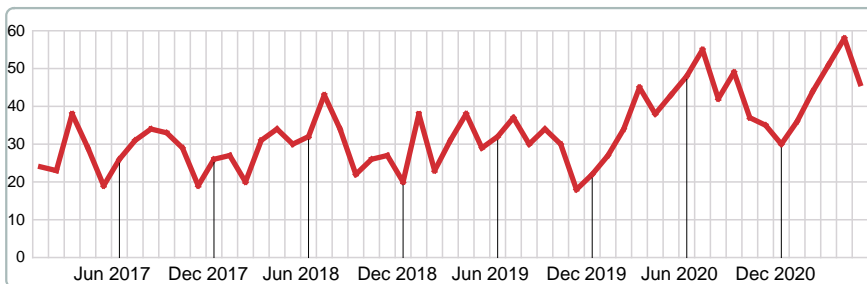
MAY



YEAR TO DATE (YTD)

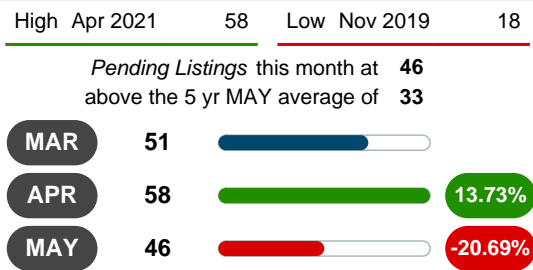


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	9.0	1	2	0	0
\$75,001 - \$125,000	7	15.22%	3.0	3	4	0	0
\$125,001 - \$150,000	5	10.87%	5.0	0	5	0	0
\$150,001 - \$200,000	11	23.91%	7.0	1	8	1	1
\$200,001 - \$275,000	7	15.22%	5.0	1	3	2	1
\$275,001 - \$375,000	8	17.39%	5.5	1	3	4	0
\$375,001 and up	5	10.87%	20.0	1	1	2	1
Total Pending Units	46			8	26	9	3
Total Pending Volume	10,923,450	100%	6.5	1.65M	4.77M	2.78M	1.72M
Median Listing Price	\$189,700			\$156,750	\$161,000	\$285,000	\$215,000

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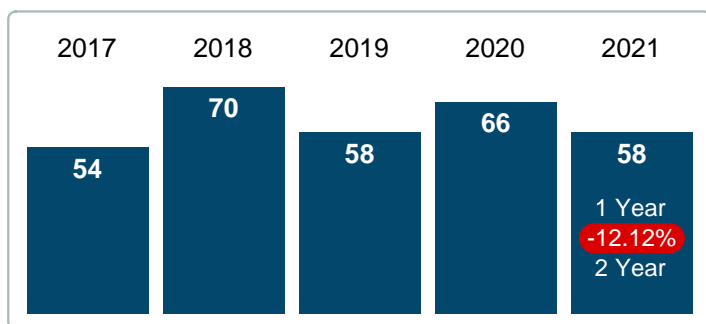
Area Delimited by County Of Mayes - Residential Property Type



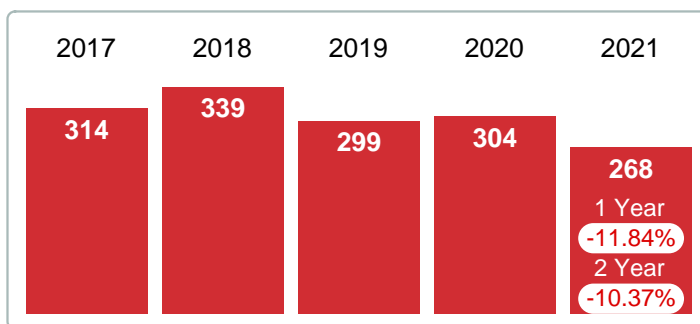
NEW LISTINGS

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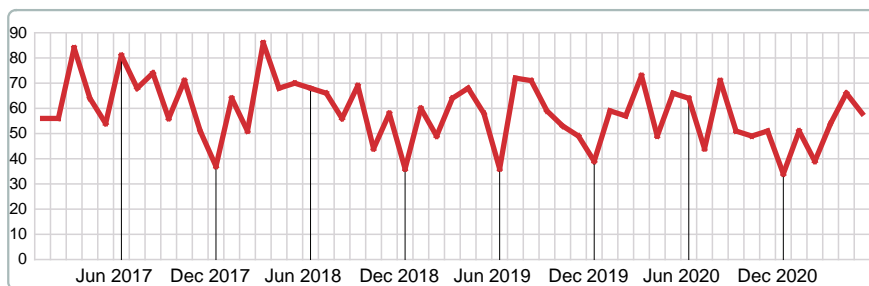
MAY



YEAR TO DATE (YTD)

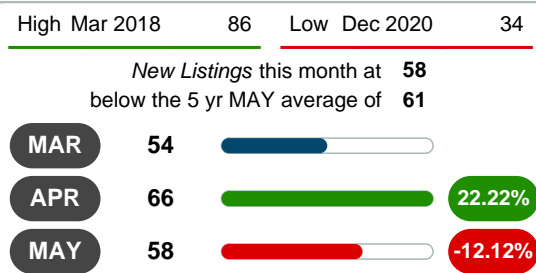


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61



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
Median New Listed Listing Price	\$168,950		\$80,000	\$162,500	\$265,000	\$1,100,000

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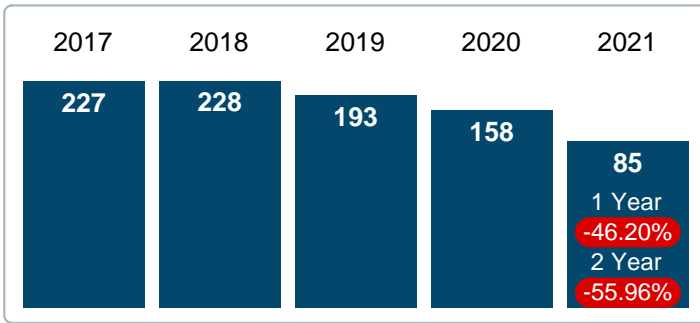
Area Delimited by County Of Mayes - Residential Property Type



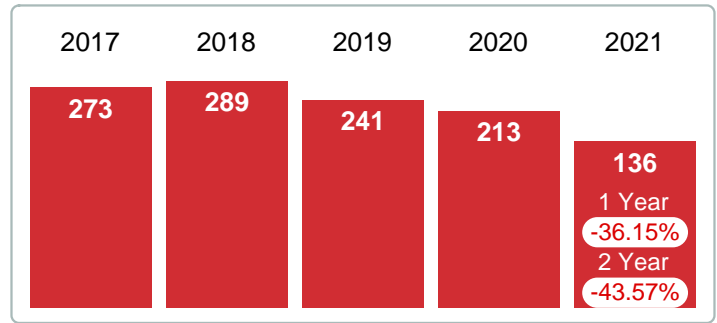
ACTIVE INVENTORY

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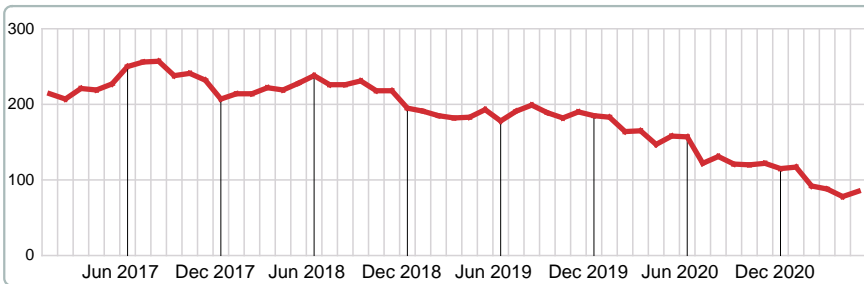
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 178

High Aug 2017 257 Low Apr 2021 78

Inventory this month at **85**
below the 5 yr MAY average of **178**



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	4	4.71%	69.5	3	0	1	0
\$50,001 - \$75,000	9	10.59%	40.0	5	4	0	0
\$75,001 - \$125,000	13	15.29%	54.0	3	7	3	0
\$125,001 - \$300,000	23	27.06%	49.0	4	15	4	0
\$300,001 - \$475,000	16	18.82%	47.0	1	9	5	1
\$475,001 - \$675,000	10	11.76%	85.0	1	6	2	1
\$675,001 and up	10	11.76%	54.0	0	3	2	5
Total Active Inventory by Units	85			17	44	17	7
Total Active Inventory by Volume	33,500,002	100%	55.0	2.51M	13.15M	6.26M	11.59M
Median Active Inventory Listing Price	\$214,900			\$79,000	\$221,950	\$301,000	\$1,100,000

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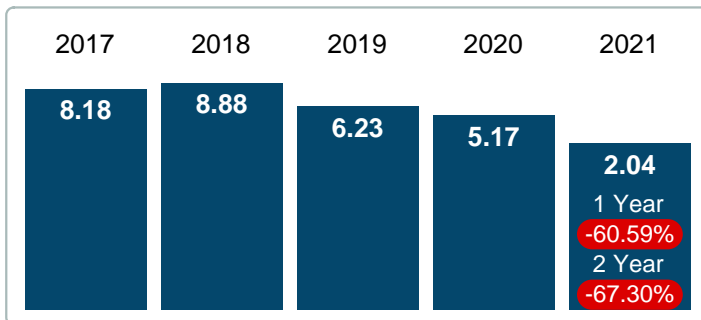
Area Delimited by County Of Mayes - Residential Property Type



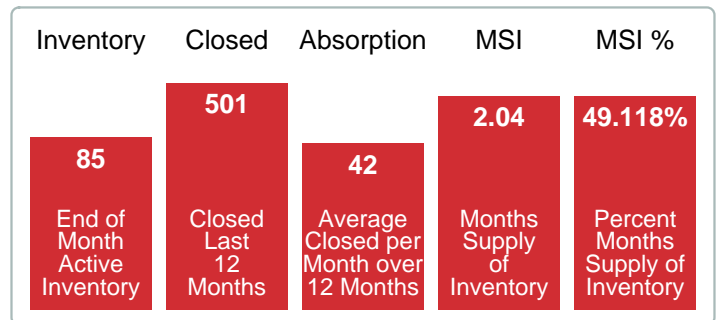
MONTHS SUPPLY of INVENTORY (MSI)

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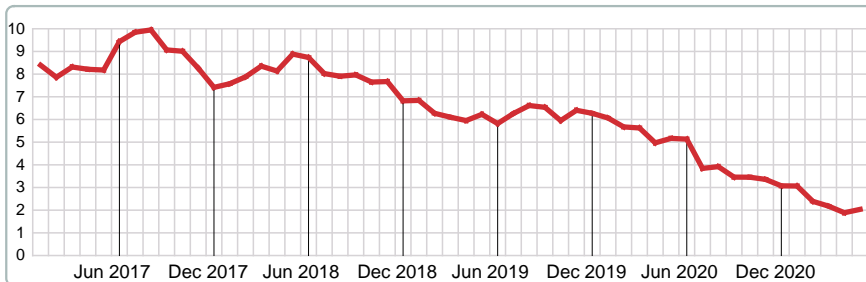
MSI FOR MAY



INDICATORS FOR MAY 2021

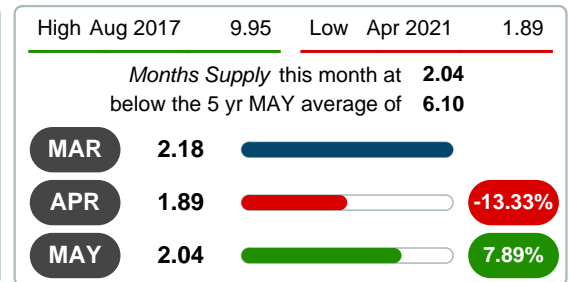


5 YEAR MARKET ACTIVITY TRENDS



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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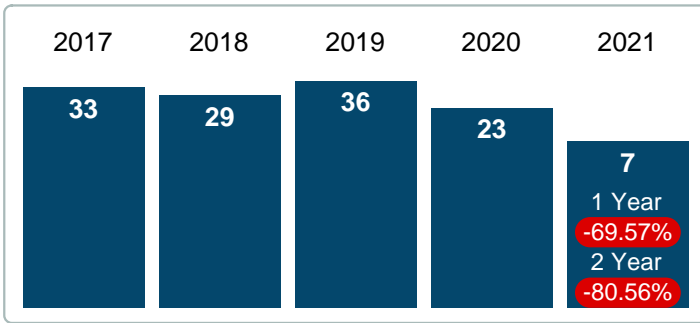
Area Delimited by County Of Mayes - Residential Property Type



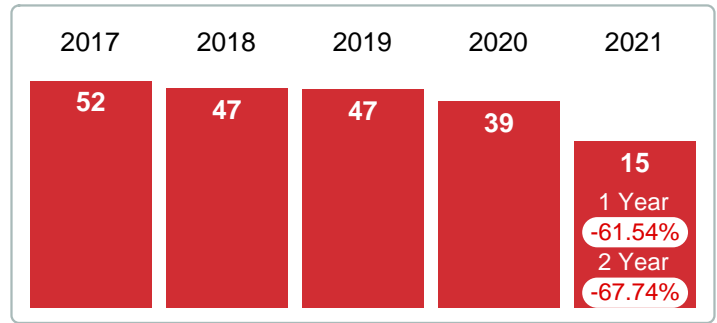
MEDIAN DAYS ON MARKET TO SALE

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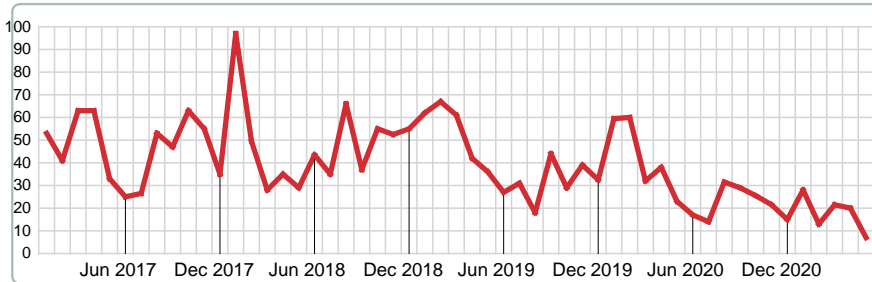
MAY



YEAR TO DATE (YTD)

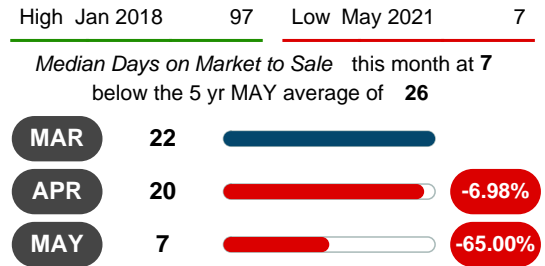


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 26



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	4.35%	64	125	3	0	0
\$50,001 - \$100,000	13.04%	3	1	4	0	0
\$100,001 - \$150,000	15.22%	11	8	13	0	0
\$150,001 - \$250,000	30.43%	5	0	5	15	1
\$250,001 - \$375,000	13.04%	9	0	4	12	0
\$375,001 - \$575,000	13.04%	8	13	2	42	0
\$575,001 and up	10.87%	49	0	33	78	33
Median Closed DOM		7	9	6	23	17
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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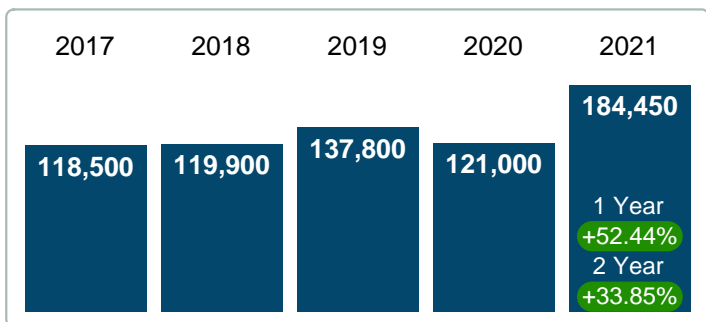
Area Delimited by County Of Mayes - Residential Property Type



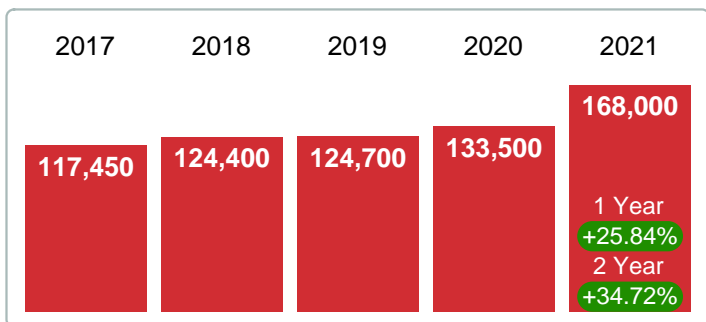
MEDIAN LIST PRICE AT CLOSING

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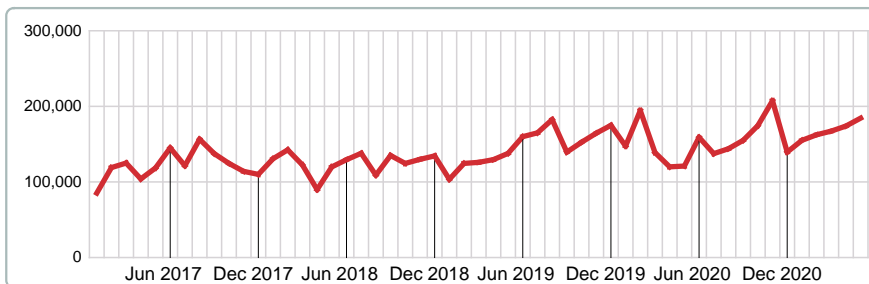
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

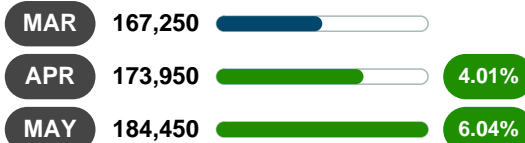


3 MONTHS

5 year MAY AVG = 136,330

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

Median List Price at Closing this month at **184,450**
above the 5 yr MAY average of **136,330**



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	6.52%	42,500	42,500	39,250	0	0
\$50,001 - \$100,000	13.04%	80,000	68,000	95,000	0	0
\$100,001 - \$150,000	17.39%	121,750	121,000	122,500	0	0
\$150,001 - \$250,000	23.91%	179,900	0	189,000	164,400	215,000
\$250,001 - \$375,000	13.04%	281,950	0	264,700	310,750	0
\$375,001 - \$575,000	15.22%	450,000	545,000	437,000	419,000	0
\$575,001 and up	10.87%	875,000	0	737,000	912,500	995,000
Median List Price		184,450	79,000	159,900	380,000	605,000
Total Closed Units	100%	184,450	6	27	11	2
Total Closed Volume		12,755,150	926.50K	5.97M	4.65M	1.21M

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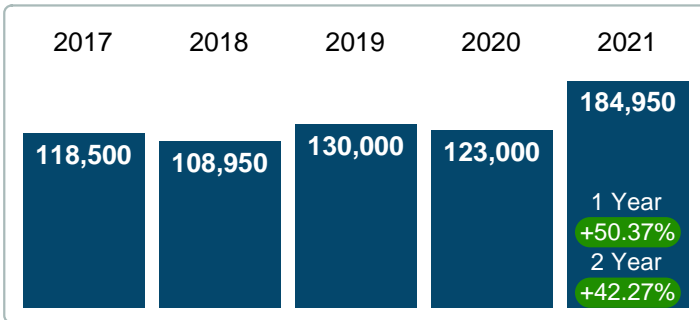
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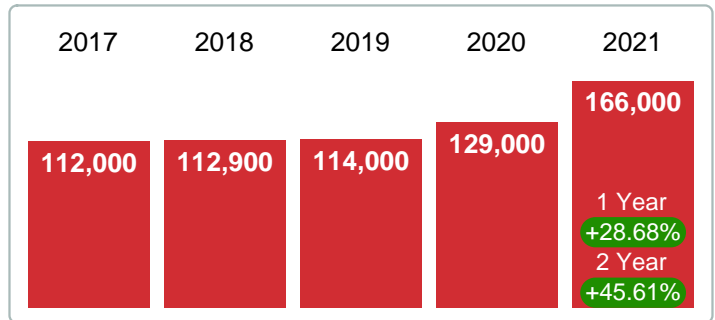
MEDIAN SOLD PRICE AT CLOSING

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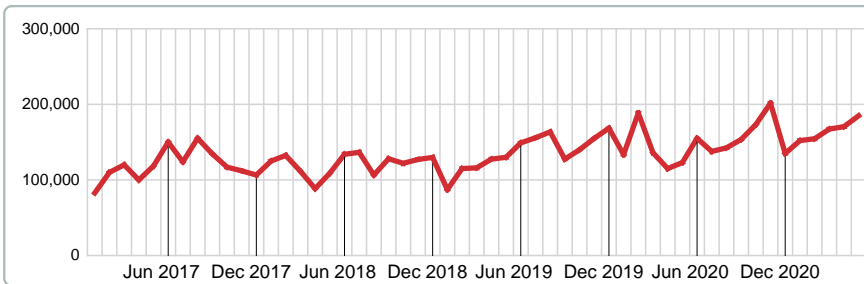
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

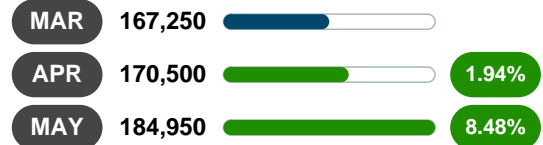


3 MONTHS

5 year MAY AVG = 133,080

High Nov 2020 201,500 Low Jan 2017 82,750

Median Sold Price at Closing this month at **184,950**
above the 5 yr MAY average of **133,080**



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	4.35%	31,750	30,000	33,500	0	0
\$50,001 - \$100,000	13.04%	77,500	68,000	96,500	0	0
\$100,001 - \$150,000	15.22%	123,500	123,500	122,750	0	0
\$150,001 - \$250,000	30.43%	174,950	0	180,000	164,900	215,000
\$250,001 - \$375,000	13.04%	305,000	0	264,500	305,000	0
\$375,001 - \$575,000	13.04%	432,500	500,000	427,500	420,000	0
\$575,001 and up	10.87%	875,000	0	731,000	917,500	930,000
Median Sold Price		184,950	76,500	157,000	372,000	572,500
Total Closed Units	100%	184,950	6	27	11	2
Total Closed Volume		12,659,413	866.50K	6.08M	4.57M	1.15M

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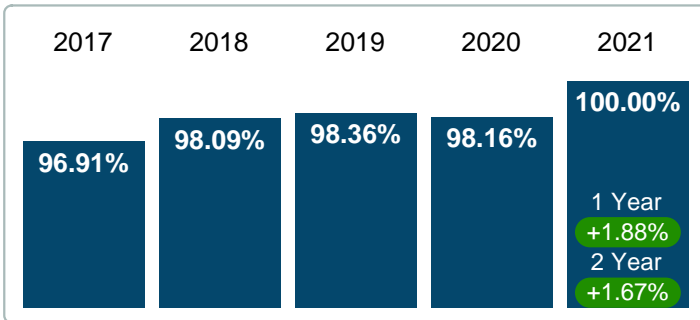
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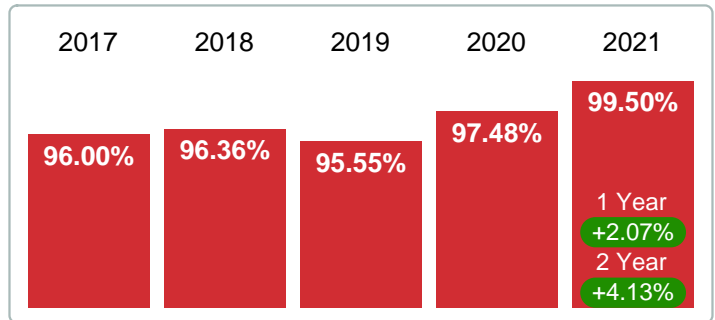
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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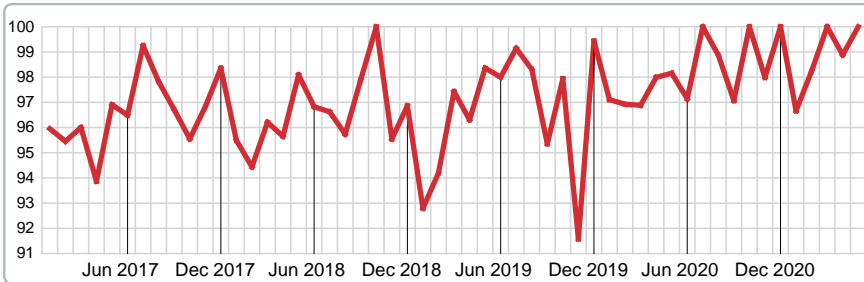
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

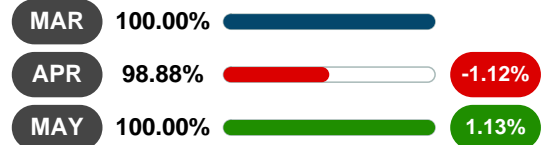


3 MONTHS

5 year MAY AVG = 98.30%

High May 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.30%**



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	2	4.35%	94.07%	70.59%	117.54%	0.00%	0.00%
\$50,001 - \$100,000	6	13.04%	100.00%	100.00%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	7	15.22%	100.83%	102.07%	100.42%	0.00%	0.00%
\$150,001 - \$250,000	14	30.43%	100.42%	0.00%	101.86%	100.00%	100.00%
\$250,001 - \$375,000	6	13.04%	99.08%	0.00%	100.00%	97.89%	0.00%
\$375,001 - \$575,000	6	13.04%	95.32%	91.74%	97.87%	93.68%	0.00%
\$575,001 and up	5	10.87%	100.00%	0.00%	99.00%	100.80%	93.47%
Median Sold/List Ratio		100.00%		97.22%	100.00%	100.00%	96.73%
Total Closed Units		46	100%	6	27	11	2
Total Closed Volume		12,659,413		866.50K	6.08M	4.57M	1.15M

May 2021



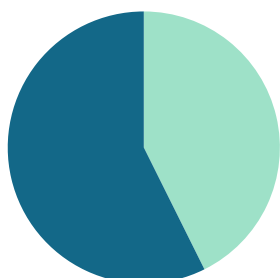
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

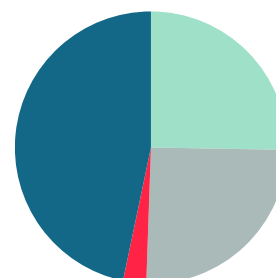


Inventory
 New Listings
58 = 42.65%
 Start Inventory
78
 Total Inventory Units
136
 Volume
\$50,756,802

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%
Median List Price	121,000	184,450	52.44%	133,500	168,000	25.84%
Median Sale Price	123,000	184,950	50.37%	129,000	166,000	28.68%
Median Percent of Selling Price to List Price	98.16%	100.00%	1.88%	97.48%	99.50%	2.07%
Median Days on Market to Sale	23.00	7.00	-69.57%	39.00	15.00	-61.54%
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

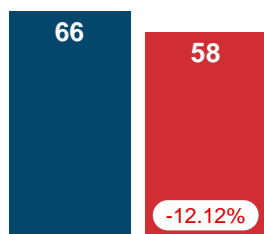
Inventory on May 31, 2021 = **85**

2020 **2021**

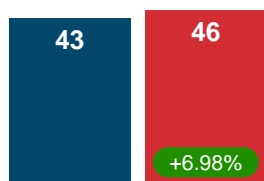
MAY MARKET

MEDIAN PRICES

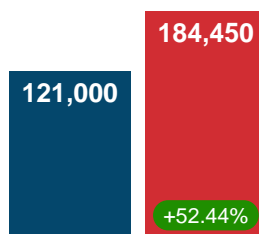
New Listings



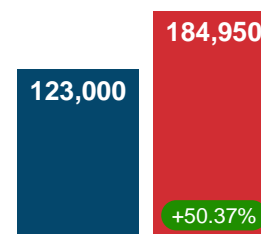
Pending Listings



List Price



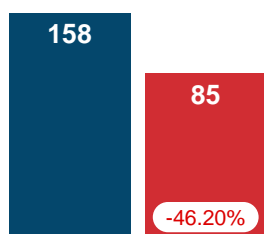
Sale Price



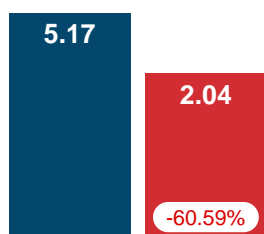
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

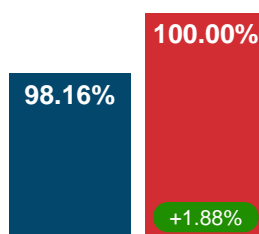
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

