

November 2021



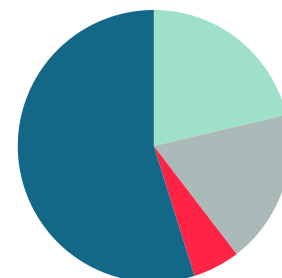
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	40	42	5.00%
Pending Listings	35	36	2.86%
New Listings	51	46	-9.80%
Average List Price	303,310	233,607	-22.98%
Average Sale Price	285,936	223,967	-21.67%
Average Percent of Selling Price to List Price	96.14%	95.88%	-0.27%
Average Days on Market to Sale	42.93	36.00	-16.13%
End of Month Inventory	122	108	-11.48%
Months Supply of Inventory	3.36	2.57	-23.42%



■ Closed (21.32%)
■ Pending (18.27%)
■ Other OffMarket (5.58%)
■ Active (54.82%)

Absorption: Last 12 months, an Average of **42 Sales/Month Active Inventory** as of November 30, 2021 = **108**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **11.48%** to 108 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 **2.57** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **21.67%** in November 2021 to \$223,967 versus the previous year at \$285,936.

Average Days on Market Shortens

The average number of **36.00** days that homes spent on the market before selling decreased by 6.93 days or **16.13%** in November 2021 compared to last year's same month at **42.93** DOM.

Sales Success for November 2021 is Positive

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

There were 46 New Listings in November 2021, down **9.80%** from last year at 51. Furthermore, there were 42 Closed Listings this month versus last year at 40, a **5.00%** increase.

Closed versus Listed trends yielded a **91.3%** ratio, up from previous year's, November 2020, at **78.4%**, a **16.41%** 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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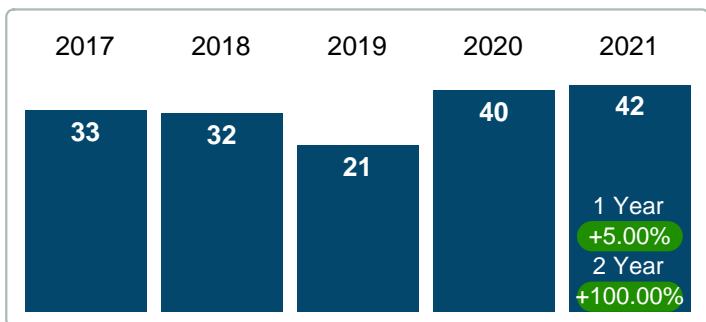
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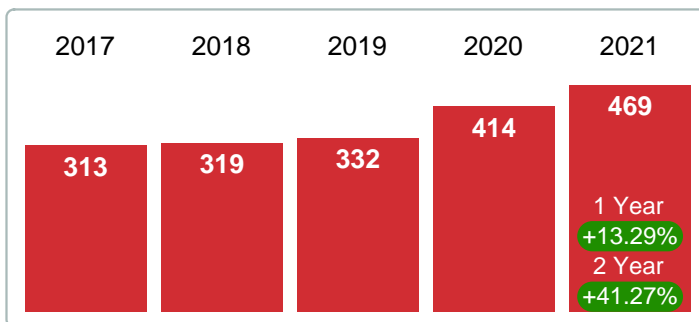
CLOSED LISTINGS

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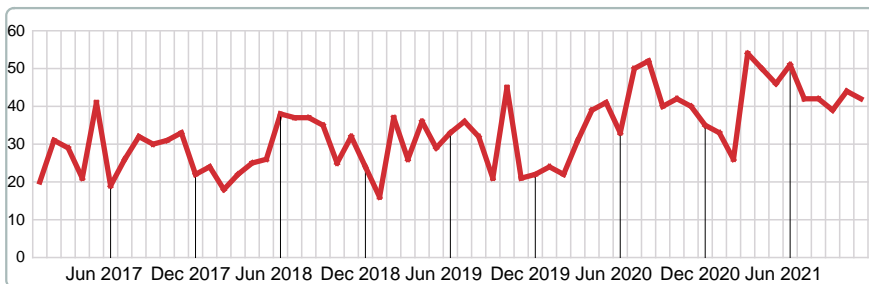
NOVEMBER



YEAR TO DATE (YTD)

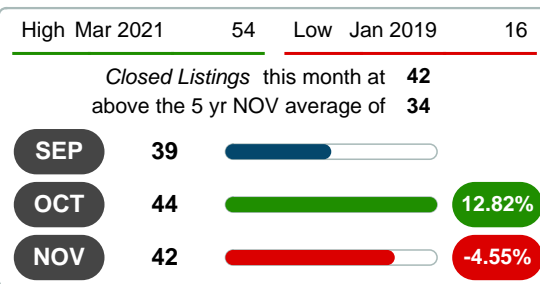


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.52%	59.3	2	2	0	0
\$75,001 - \$100,000	4	9.52%	24.8	0	4	0	0
\$100,001 - \$125,000	5	11.90%	23.4	1	3	1	0
\$125,001 - \$200,000	11	26.19%	31.7	0	10	1	0
\$200,001 - \$300,000	8	19.05%	39.4	1	5	2	0
\$300,001 - \$400,000	5	11.90%	53.8	0	4	1	0
\$400,001 and up	5	11.90%	25.2	1	2	1	1
Total Closed Units	42			5	30	6	1
Total Closed Volume	9,406,600	100%	36.0	1.02M	6.25M	1.72M	422.50K
Average Closed Price	\$223,967			\$203,700	\$208,280	\$286,200	\$422,500

November 2021



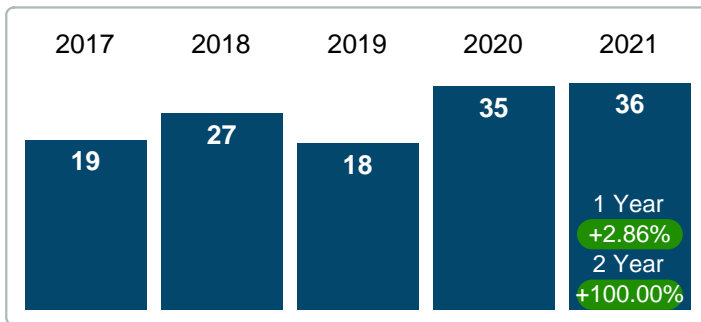
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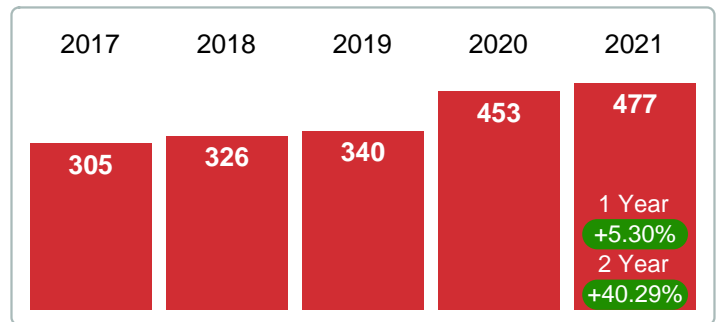
PENDING LISTINGS

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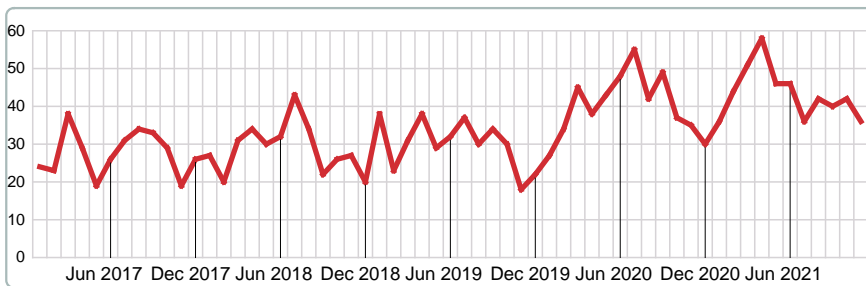
NOVEMBER



YEAR TO DATE (YTD)

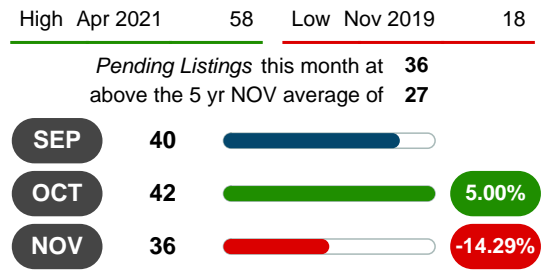


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 27



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8.33%	71.7	2	1	0	0
\$50,001 - \$100,000	5	13.89%	15.4	2	3	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$225,000	15	41.67%	30.9	3	10	2	0
\$225,001 - \$275,000	1	2.78%	49.0	0	1	0	0
\$275,001 - \$425,000	9	25.00%	41.9	1	7	0	1
\$425,001 and up	3	8.33%	75.0	1	2	0	0
Total Pending Units	36			9	24	2	1
Total Pending Volume	9,934,230	100%	39.1	1.50M	7.74M	372.50K	324.90K
Average Listing Price	\$275,951			\$166,226	\$322,533	\$186,250	\$324,900

November 2021



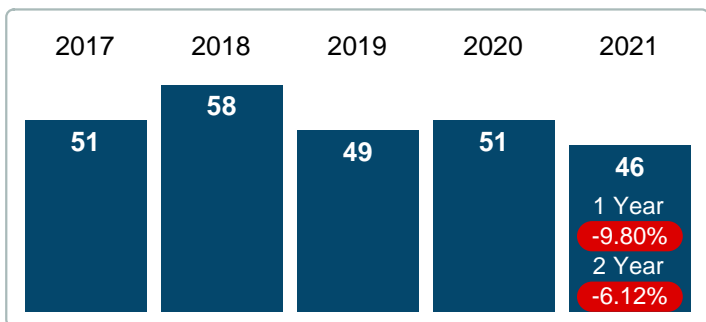
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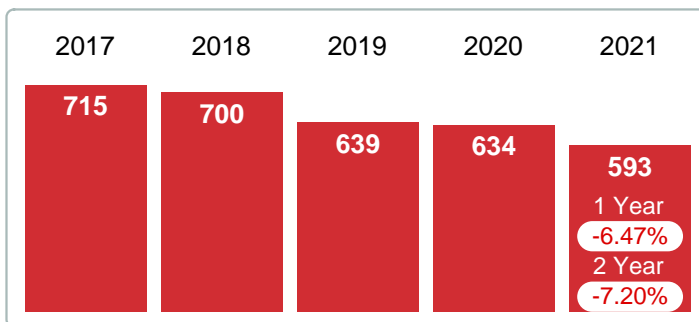
NEW LISTINGS

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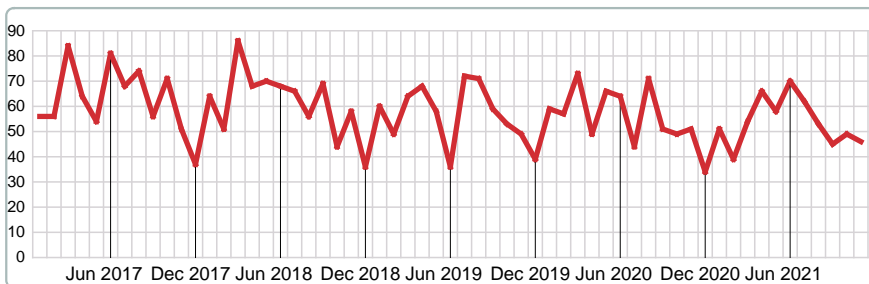
NOVEMBER



YEAR TO DATE (YTD)

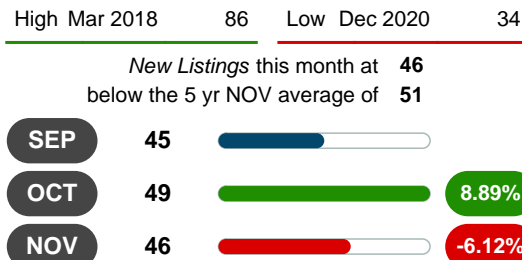


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 51



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	3	6.52%	2	1	0	0
\$50,001 - \$125,000	8	17.39%	3	5	0	0
\$125,001 - \$175,000	4	8.70%	1	3	0	0
\$175,001 - \$275,000	11	23.91%	0	8	3	0
\$275,001 - \$375,000	9	19.57%	0	5	4	0
\$375,001 - \$775,000	6	13.04%	1	1	3	1
\$775,001 and up	5	10.87%	0	2	2	1
Total New Listed Units	46		7	25	12	2
Total New Listed Volume	14,943,750	100%	1.11M	7.39M	4.82M	1.61M
Average New Listed Listing Price	\$263,170		\$159,086	\$295,718	\$401,933	\$807,000

November 2021



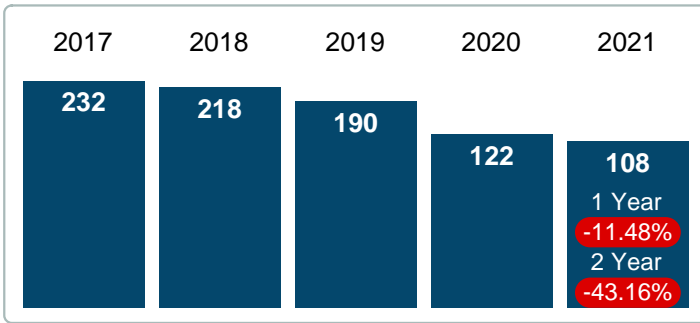
Area Delimited by County Of Mayes - Residential Property Type



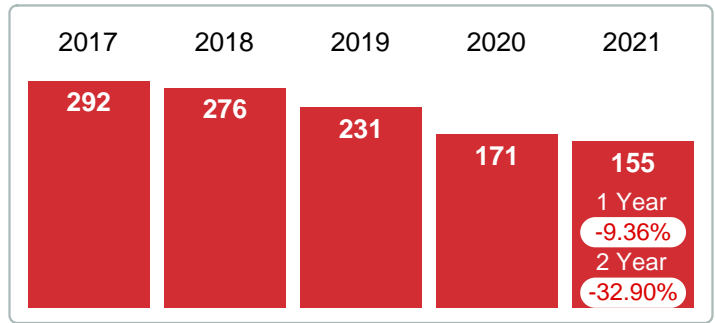
ACTIVE INVENTORY

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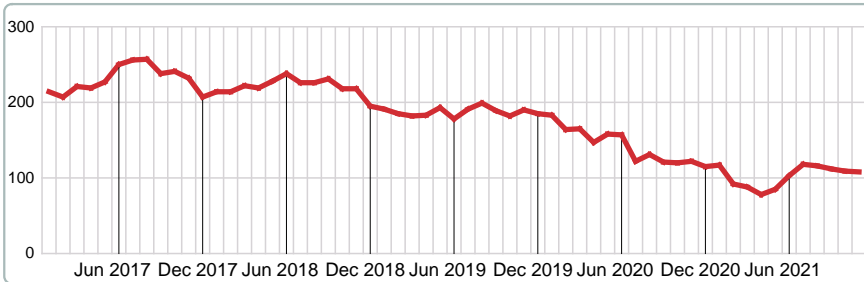
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

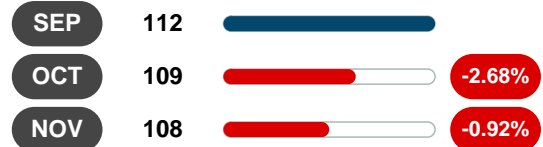


3 MONTHS

5 year NOV AVG = 174

High Aug 2017 257 Low Apr 2021 78

Inventory this month at 108
below the 5 yr NOV average of 174



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	10.19%	73.7	5	6	0	0
\$75,001 - \$150,000	14	12.96%	71.2	4	9	1	0
\$150,001 - \$200,000	13	12.04%	94.5	1	11	1	0
\$200,001 - \$350,000	29	26.85%	72.5	3	18	7	1
\$350,001 - \$625,000	17	15.74%	83.4	0	11	4	2
\$625,001 - \$950,000	13	12.04%	83.8	1	4	4	4
\$950,001 and up	11	10.19%	93.0	0	3	4	4
Total Active Inventory by Units	108			14	62	21	11
Total Active Inventory by Volume	50,275,577	100%	80.3	2.58M	21.79M	13.02M	12.89M
Average Active Inventory Listing Price	\$465,515			\$184,291	\$351,383	\$619,905	\$1,171,977

November 2021



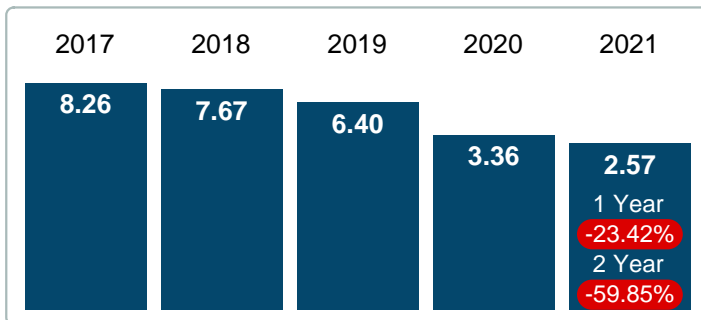
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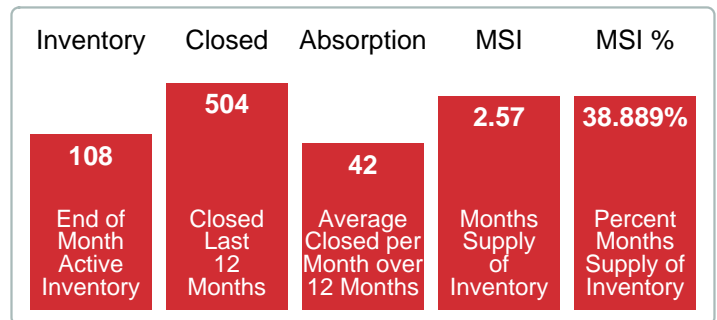
MONTHS SUPPLY of INVENTORY (MSI)

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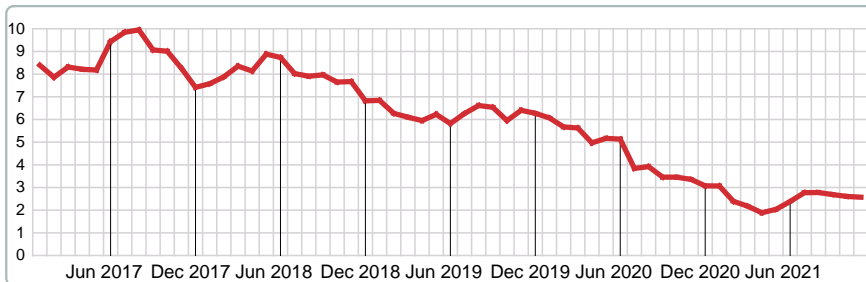
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

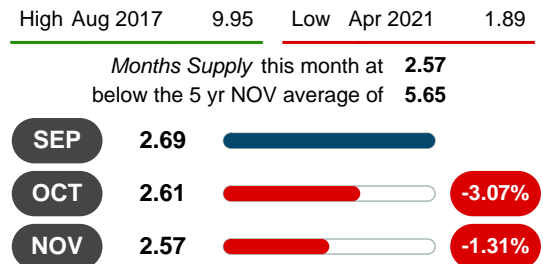


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.65



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
\$75,000 and less	11	10.19%	1.94	1.94	2.18	0.00	0.00
\$75,001 - \$150,000	14	12.96%	1.02	1.55	0.93	0.80	0.00
\$150,001 - \$200,000	13	12.04%	1.79	1.33	2.06	0.92	0.00
\$200,001 - \$350,000	29	26.85%	2.88	3.00	2.60	3.65	4.00
\$350,001 - \$625,000	17	15.74%	4.64	0.00	6.29	3.20	6.00
\$625,001 - \$950,000	13	12.04%	9.75	0.00	12.00	8.00	8.00
\$950,001 and up	11	10.19%	44.00	0.00	0.00	48.00	24.00
Market Supply of Inventory (MSI)			2.57	1.93	2.32	3.27	6.95
Total Active Inventory by Units		100%	2.57	14	62	21	11

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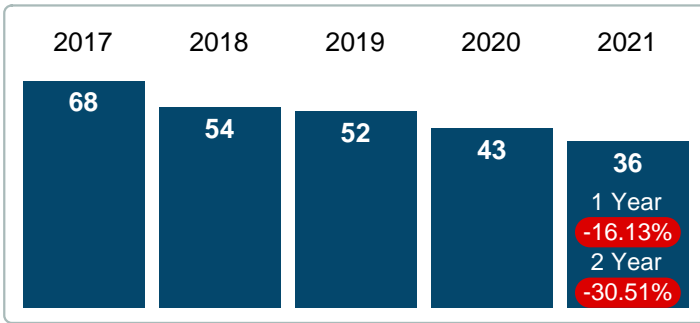
Area Delimited by County Of Mayes - Residential Property Type



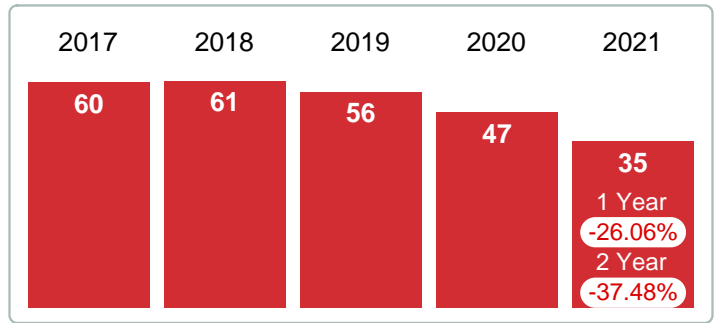
AVERAGE DAYS ON MARKET TO SALE

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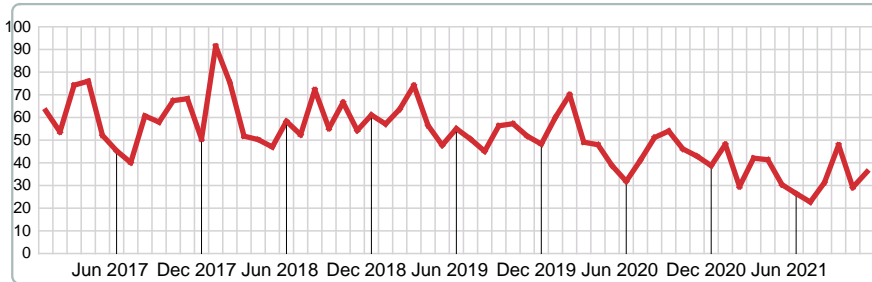
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 51

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 36 below the 5 yr NOV average of 51



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
\$75,000 and less	9.52%	59	95	24	0	0
\$75,001 - \$100,000	9.52%	25	0	25	0	0
\$100,001 - \$125,000	11.90%	23	9	29	20	0
\$125,001 - \$200,000	26.19%	32	0	26	94	0
\$200,001 - \$300,000	19.05%	39	71	37	29	0
\$300,001 - \$400,000	11.90%	54	0	51	65	0
\$400,001 and up	11.90%	25	1	15	70	26
Average Closed DOM		36	54	30	51	26
Total Closed Units	100%	36	5	30	6	1
Total Closed Volume		9,406,600	1.02M	6.25M	1.72M	422.50K

November 2021



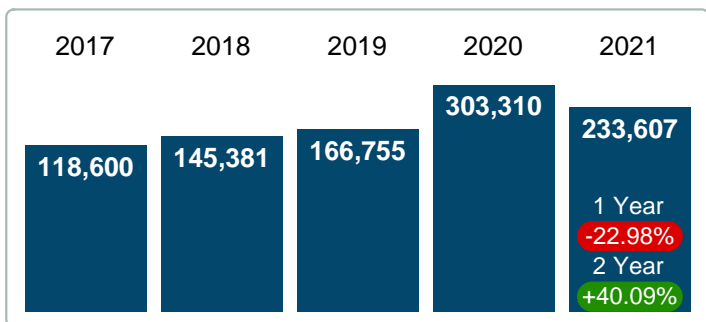
Area Delimited by County Of Mayes - Residential Property Type



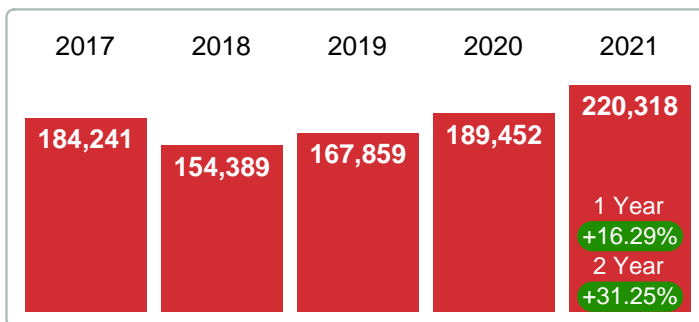
AVERAGE LIST PRICE AT CLOSING

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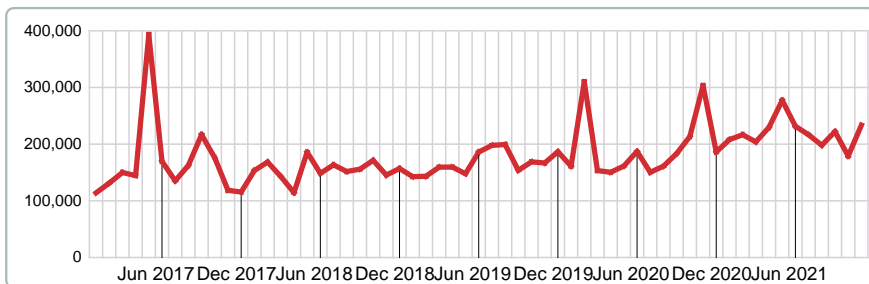
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

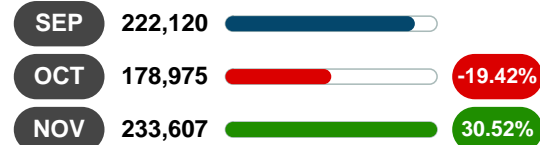


3 MONTHS

5 year NOV AVG = 193,530

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

Average List Price at Closing this month at **233,607**
above the 5 yr NOV average of **193,530**



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
\$75,000 and less	7.14%	52,300	52,450	68,500	0	0
\$75,001 - \$100,000	9.52%	88,875	0	95,125	0	0
\$100,001 - \$125,000	16.67%	117,057	119,900	114,667	120,500	0
\$125,001 - \$200,000	21.43%	160,289	0	166,260	125,000	0
\$200,001 - \$300,000	19.05%	245,513	239,900	244,860	319,450	0
\$300,001 - \$400,000	9.52%	359,719	0	381,225	394,877	0
\$400,001 and up	16.67%	519,157	600,000	577,100	590,000	450,000
Average List Price		233,607	212,940	214,250	311,546	450,000
Total Closed Units	100%	233,607	5	30	6	1
Total Closed Volume		9,811,476	1.06M	6.43M	1.87M	450.00K

November 2021



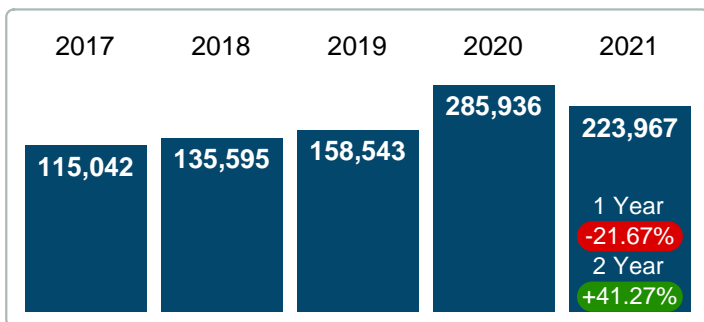
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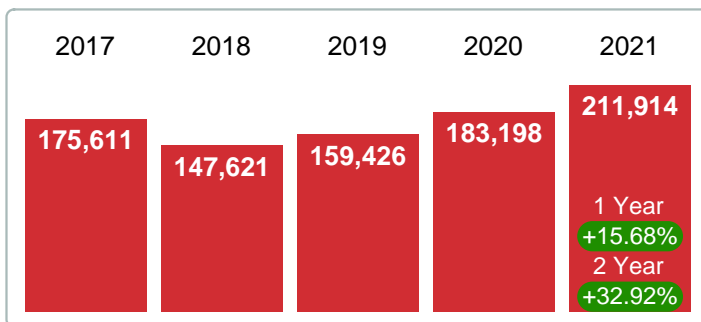
AVERAGE SOLD PRICE AT CLOSING

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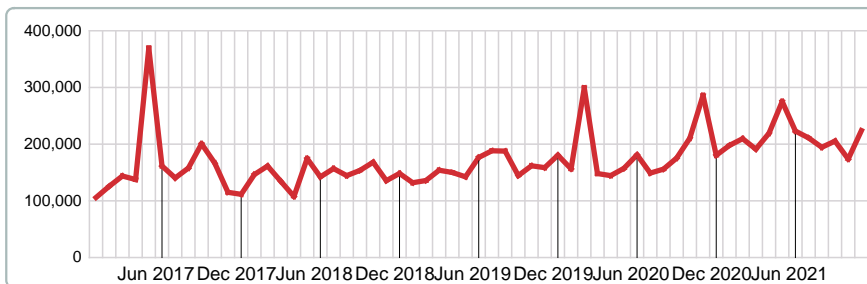
NOVEMBER



YEAR TO DATE (YTD)

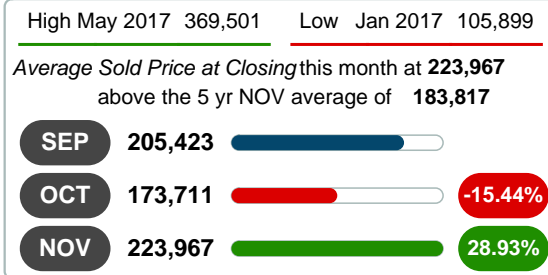


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 183,817



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
\$75,000 and less	9.52%	50,125	44,250	56,000	0	0
\$75,001 - \$100,000	9.52%	92,500	0	92,500	0	0
\$100,001 - \$125,000	11.90%	115,580	120,000	116,000	109,900	0
\$125,001 - \$200,000	26.19%	159,773	0	162,320	134,300	0
\$200,001 - \$300,000	19.05%	251,250	210,000	244,800	288,000	0
\$300,001 - \$400,000	11.90%	353,800	0	354,250	352,000	0
\$400,001 and up	11.90%	544,340	600,000	577,100	545,000	422,500
Average Sold Price		223,967	203,700	208,280	286,200	422,500
Total Closed Units	100%	223,967	5	30	6	1
Total Closed Volume		9,406,600	1.02M	6.25M	1.72M	422.50K

November 2021



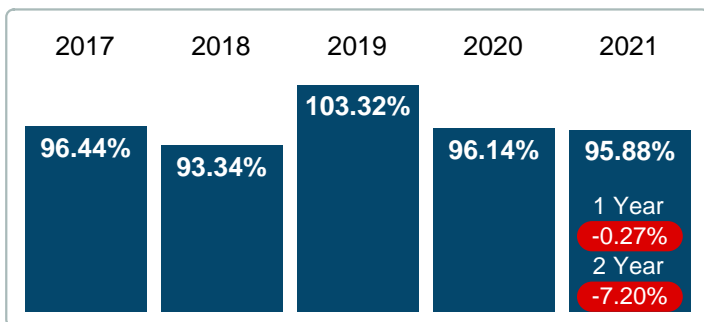
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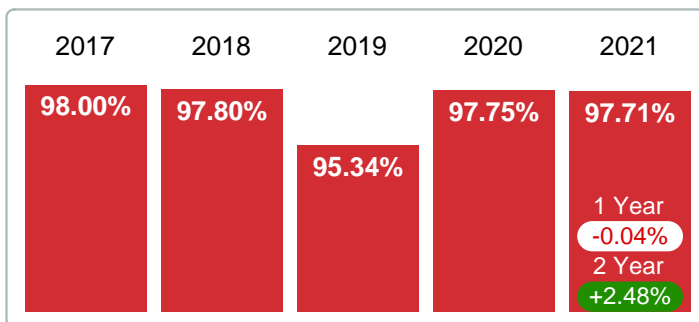
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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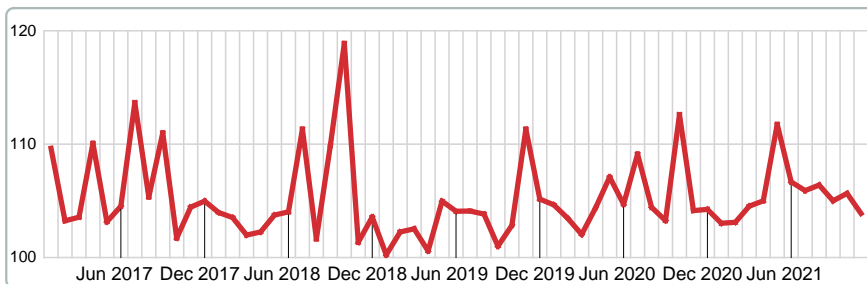
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

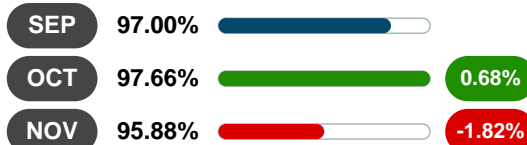


3 MONTHS

5 year NOV AVG = 97.03%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **95.88%**
below the 5 yr NOV average of **97.03%**



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
\$75,000 and less	4	9.52%	84.03%	84.64%	83.43%	0.00%	0.00%
\$75,001 - \$100,000	4	9.52%	97.59%	0.00%	97.59%	0.00%	0.00%
\$100,001 - \$125,000	5	11.90%	98.93%	100.08%	101.12%	91.20%	0.00%
\$125,001 - \$200,000	11	26.19%	98.83%	0.00%	97.97%	107.44%	0.00%
\$200,001 - \$300,000	8	19.05%	96.19%	87.54%	99.97%	91.09%	0.00%
\$300,001 - \$400,000	5	11.90%	92.61%	0.00%	93.48%	89.14%	0.00%
\$400,001 and up	5	11.90%	97.25%	100.00%	100.00%	92.37%	93.89%
Average Sold/List Ratio		95.90%		91.38%	97.13%	93.72%	93.89%
Total Closed Units		42	100%	5	30	6	1
Total Closed Volume		9,406,600		1.02M	6.25M	1.72M	422.50K

November 2021



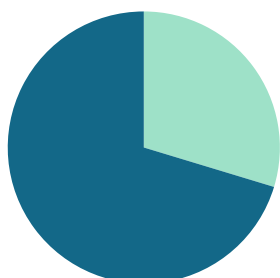
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

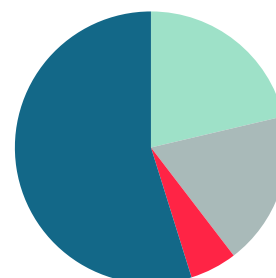


Inventory
 New Listings
46 = 29.68%
 Start Inventory
109
 Total Inventory Units
155
 Volume
\$67,402,207

Market Activity

Closed Sales
42 = 21.32%
 Pending Sales
36 = 18.27%
 Other Off Market
11 = 5.58%
 Active Inventory
108 = 54.82%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	40	42	5.00%	414	469	13.29%
Pending Sales	35	36	2.86%	453	477	5.30%
New Listings	51	46	-9.80%	634	593	-6.47%
Average List Price	303,310	233,607	-22.98%	189,452	220,318	16.29%
Average Sale Price	285,936	223,967	-21.67%	183,198	211,914	15.68%
Average Percent of Selling Price to List Price	96.14%	95.88%	-0.27%	97.75%	97.71%	-0.04%
Average Days on Market to Sale	42.93	36.00	-16.13%	47.22	34.91	-26.06%
Monthly Inventory	122	108	-11.48%	122	108	-11.48%
Months Supply of Inventory	3.36	2.57	-23.42%	3.36	2.57	-23.42%

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

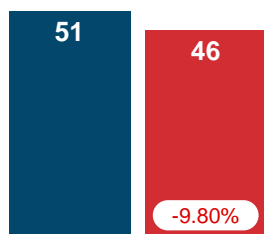
Inventory on November 30, 2021 = **108**

2020 **2021**

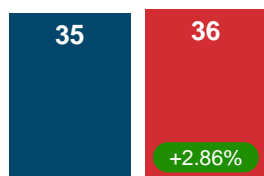
NOVEMBER MARKET

AVERAGE PRICES

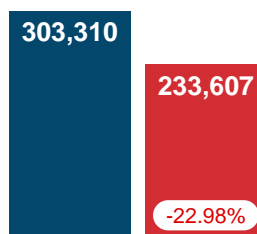
New Listings



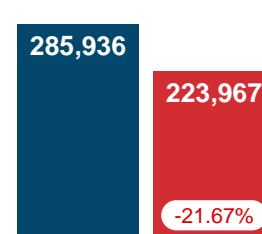
Pending Listings



List Price



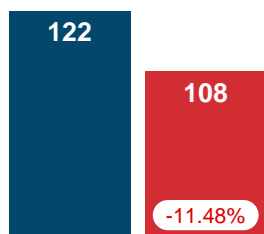
Sale Price



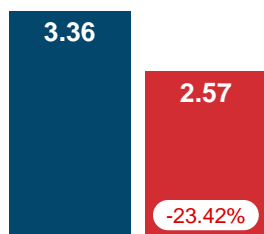
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

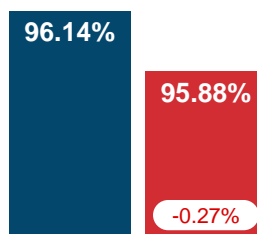
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

