

December 2021

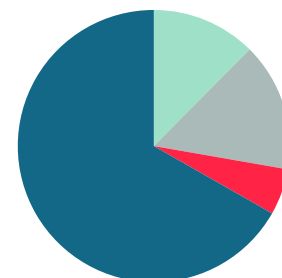
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	47	43	-8.51%
Pending Listings	39	53	35.90%
New Listings	50	76	52.00%
Average List Price	179,611	173,810	-3.23%
Average Sale Price	173,183	172,698	-0.28%
Average Percent of Selling Price to List Price	94.88%	97.93%	3.21%
Average Days on Market to Sale	42.15	38.56	-8.52%
End of Month Inventory	328	231	-29.57%
Months Supply of Inventory	6.91	4.32	-37.47%



■ Closed (12.43%)
■ Pending (15.32%)
■ Other OffMarket (5.49%)
■ Active (66.76%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of December 31, 2021 = **231**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **29.57%** to 231 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **4.32** 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 **0.28%** in December 2021 to \$172,698 versus the previous year at \$173,183.

Average Days on Market Shortens

The average number of **38.56** days that homes spent on the market before selling decreased by 3.59 days or **8.52%** in December 2021 compared to last year's same month at **42.15** DOM.

Sales Success for December 2021 is Positive

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

There were 76 New Listings in December 2021, up **52.00%** from last year at 50. Furthermore, there were 43 Closed Listings this month versus last year at 47, a **-8.51%** decrease.

Closed versus Listed trends yielded a **56.6%** ratio, down from previous year's, December 2020, at **94.0%**, a **39.81%** downswing. 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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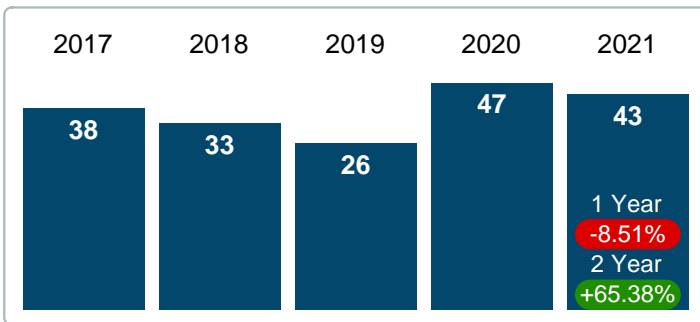
Area Delimited by County Of Mayes



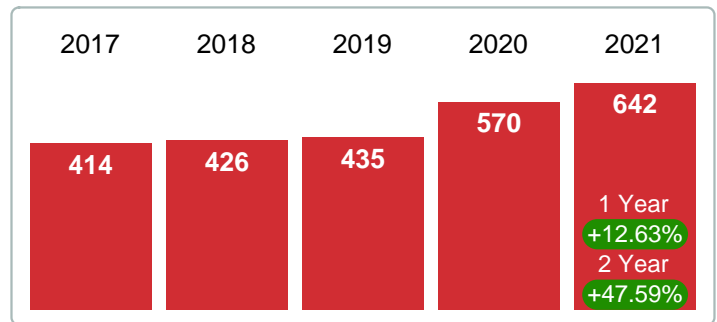
CLOSED LISTINGS

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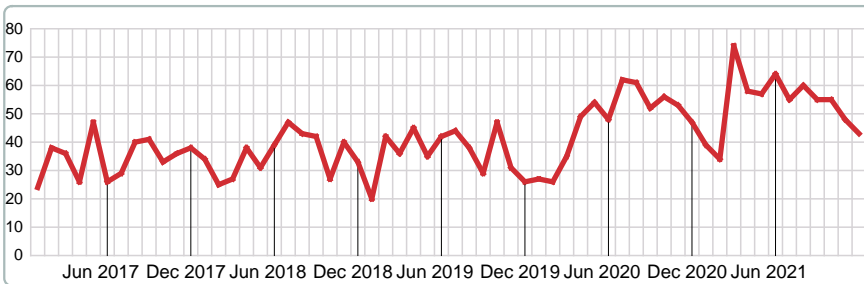
DECEMBER



YEAR TO DATE (YTD)

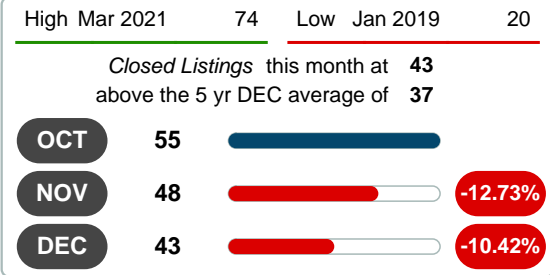


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC 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
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	6	13.95%	75.5	3	3	0	0
\$50,001 - \$100,000	10	23.26%	42.4	7	3	0	0
\$100,001 - \$175,000	10	23.26%	24.8	3	7	0	0
\$175,001 - \$275,000	8	18.60%	16.4	1	6	1	0
\$275,001 - \$300,000	3	6.98%	37.0	0	3	0	0
\$300,001 and up	6	13.95%	48.5	0	6	0	0
Total Closed Units	43			14	28	1	0
Total Closed Volume	7,426,000	100%	38.6	1.31M	5.90M	220.00K	0.00B
Average Closed Price	\$172,698			\$93,636	\$210,539	\$220,000	\$0



December 2021

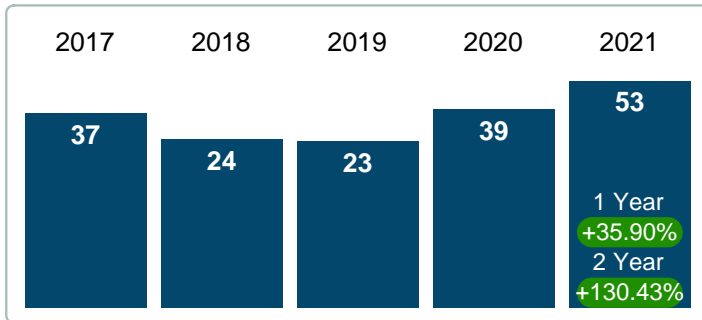
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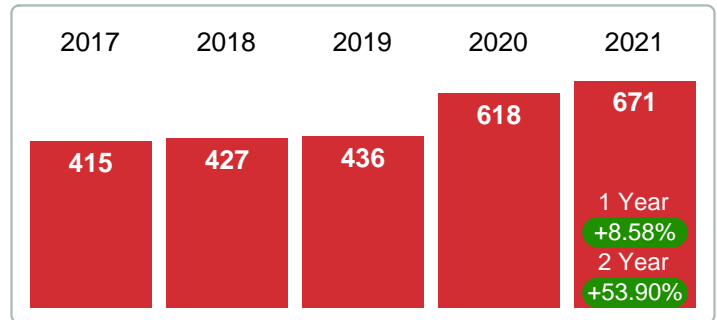
PENDING LISTINGS

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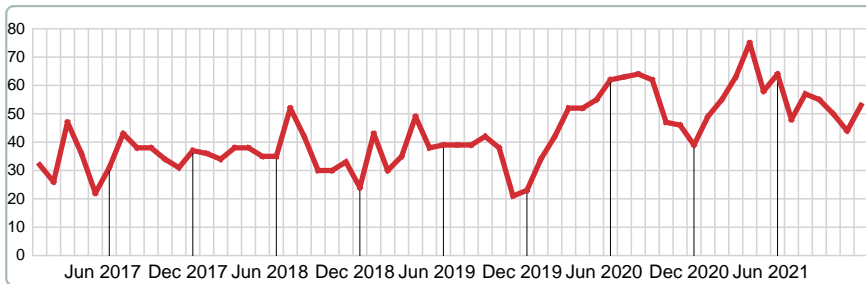
DECEMBER



YEAR TO DATE (YTD)

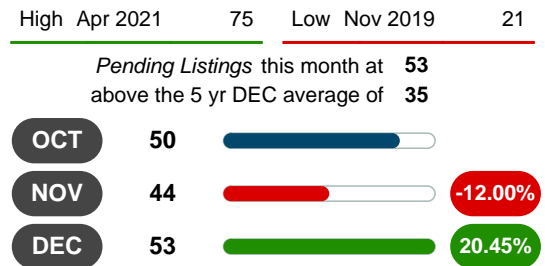


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	7.55%	36.8	4	0	0	0
\$60,001 - \$120,000	7	13.21%	49.1	4	3	0	0
\$120,001 - \$150,000	7	13.21%	26.4	6	1	0	0
\$150,001 - \$240,000	15	28.30%	63.2	2	12	1	0
\$240,001 - \$320,000	8	15.09%	40.9	3	3	2	0
\$320,001 - \$430,000	6	11.32%	79.7	0	3	3	0
\$430,001 and up	6	11.32%	100.3	3	2	0	1
Total Pending Units	53			22	24	6	1
Total Pending Volume	12,793,025	100%	0.0	4.80M	5.64M	1.84M	520.00K
Average Listing Price	\$85,000			\$218,147	\$234,871	\$306,150	\$520,000



December 2021

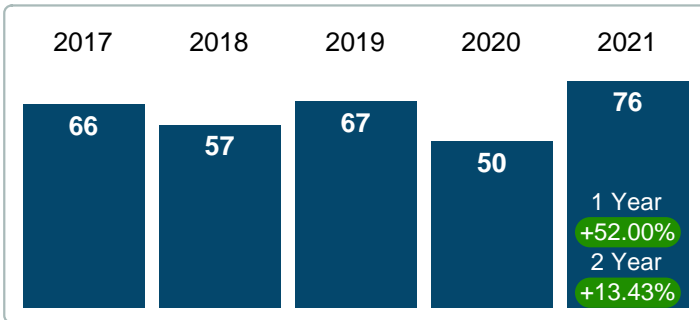
Area Delimited by County Of Mayes



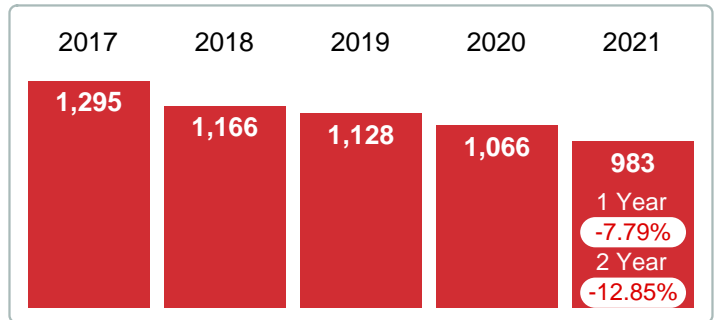
NEW LISTINGS

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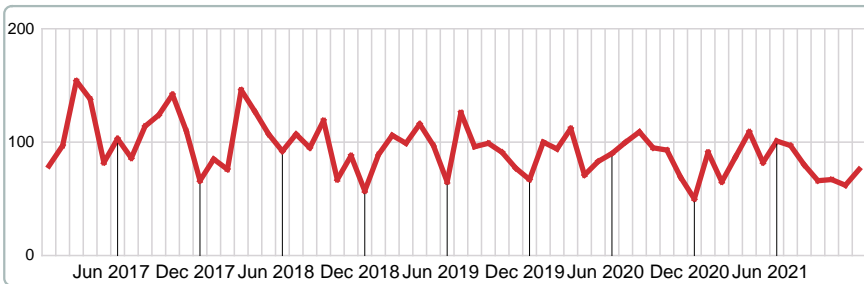
DECEMBER



YEAR TO DATE (YTD)

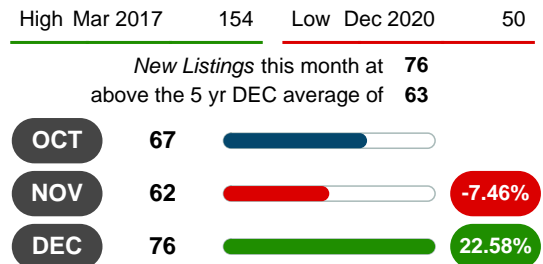


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 63



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	7	9.21%	7	0	0	0
\$50,001 - \$70,000	9	11.84%	9	0	0	0
\$70,001 - \$120,000	11	14.47%	6	5	0	0
\$120,001 - \$210,000	20	26.32%	9	10	1	0
\$210,001 - \$300,000	11	14.47%	1	8	2	0
\$300,001 - \$390,000	10	13.16%	4	3	1	2
\$390,001 and up	8	10.53%	3	1	2	2
Total New Listed Units	76		39	27	6	4
Total New Listed Volume	15,470,400	100%	5.70M	5.65M	2.30M	1.83M
Average New Listed Listing Price	\$85,000		\$146,031	\$209,196	\$382,817	\$457,500



December 2021

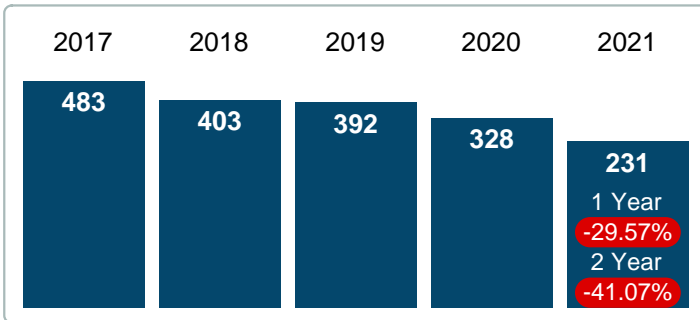
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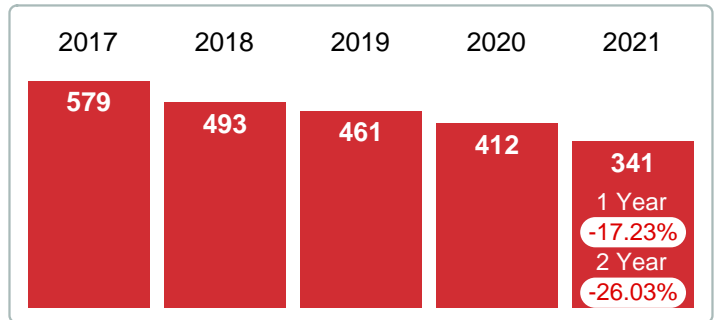
ACTIVE INVENTORY

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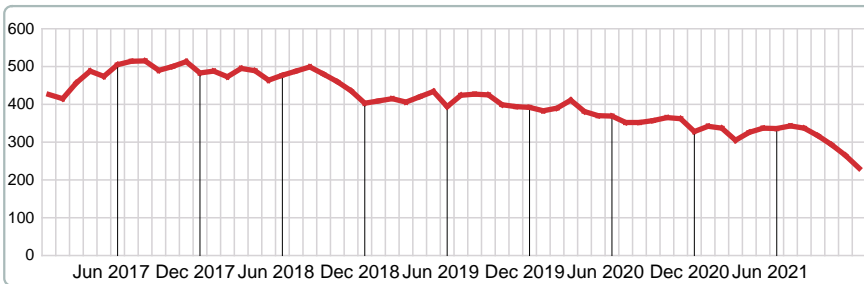
END OF DECEMBER



ACTIVE DURING DECEMBER

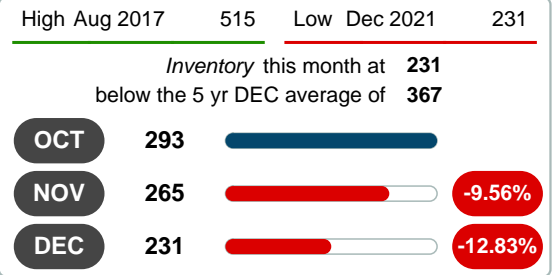


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 367



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	9.52%	183.0	22	0	0	0
\$25,001 - \$50,000	21	9.09%	146.9	21	0	0	0
\$50,001 - \$100,000	40	17.32%	100.3	33	6	1	0
\$100,001 - \$250,000	58	25.11%	86.1	24	30	3	1
\$250,001 - \$375,000	35	15.15%	91.5	17	10	5	3
\$375,001 - \$750,000	33	14.29%	83.7	13	9	6	5
\$750,001 and up	22	9.52%	116.9	7	4	5	6
Total Active Inventory by Units	231			137	59	20	15
Total Active Inventory by Volume	79,602,914	100%	106.7	33.49M	19.54M	12.26M	14.31M
Average Active Inventory Listing Price	\$344,601			\$244,483	\$331,109	\$613,030	\$954,177



December 2021

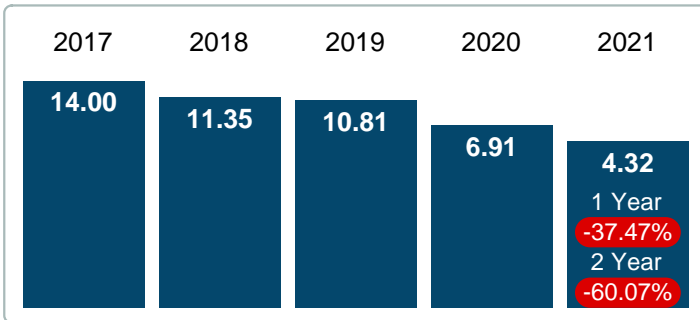
Area Delimited by County Of Mayes



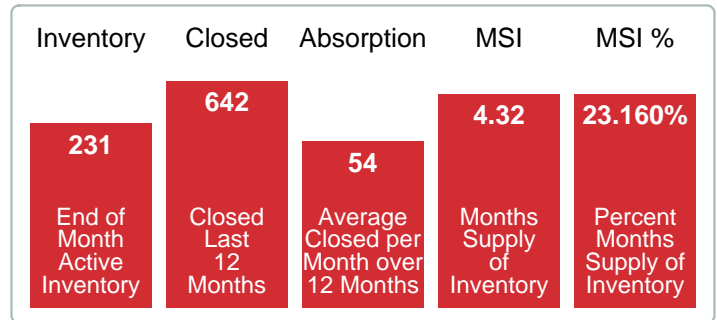
MONTHS SUPPLY of INVENTORY (MSI)

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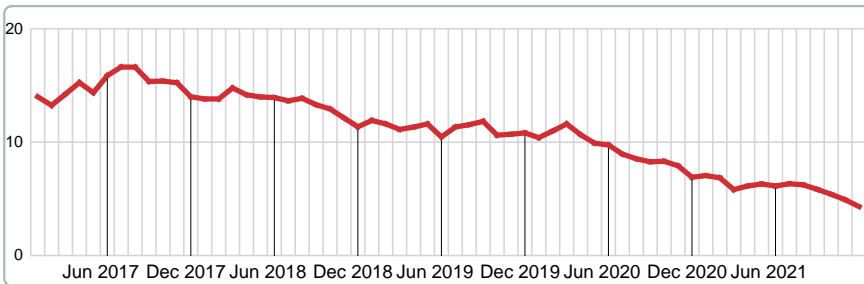
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

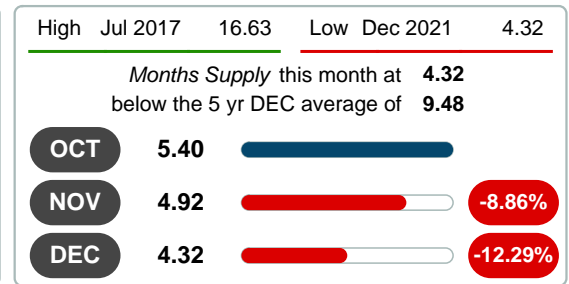


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 9.48



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
\$25,000 and less	9.52%	6.44	6.95	0.00	0.00	0.00
\$25,001 - \$50,000	9.09%	4.94	6.46	0.00	0.00	0.00
\$50,001 - \$100,000	17.32%	4.17	6.39	1.38	12.00	0.00
\$100,001 - \$250,000	25.11%	2.44	4.72	1.97	1.03	2.00
\$250,001 - \$375,000	15.15%	4.94	20.40	2.14	3.33	36.00
\$375,001 - \$750,000	14.29%	7.20	12.00	5.14	4.80	10.00
\$750,001 and up	9.52%	26.40	42.00	48.00	20.00	18.00
Market Supply of Inventory (MSI)		4.32	7.31	2.17	3.29	10.59
Total Active Inventory by Units		231	137	59	20	15



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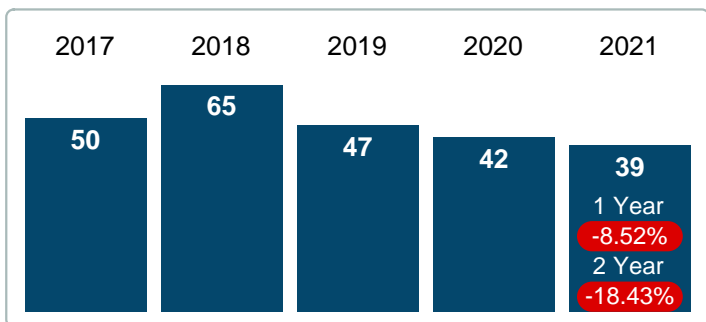
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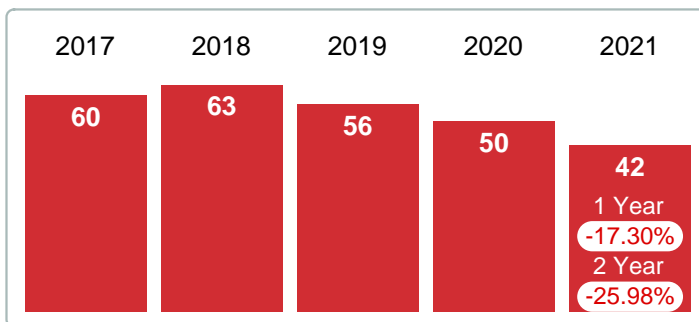
AVERAGE DAYS ON MARKET TO SALE

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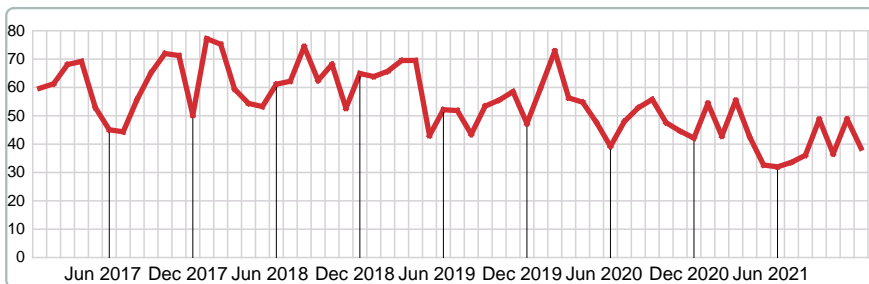
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 49

High Jan 2018 77 Low Jun 2021 32

Average Days on Market to Sale this month at 39 below the 5 yr DEC average of 49



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$50,000	13.95%	76	56	95	0	0
\$50,001 - \$100,000	23.26%	42	30	72	0	0
\$100,001 - \$175,000	23.26%	25	59	10	0	0
\$175,001 - \$275,000	18.60%	16	1	21	7	0
\$275,001 - \$300,000	6.98%	37	0	37	0	0
\$300,001 and up	13.95%	49	0	49	0	0
Average Closed DOM		39	40	39	7	0
Total Closed Units	100%	39	14	28	1	0
Total Closed Volume		7,426,000	1.31M	5.90M	220.00K	0.00B



December 2021

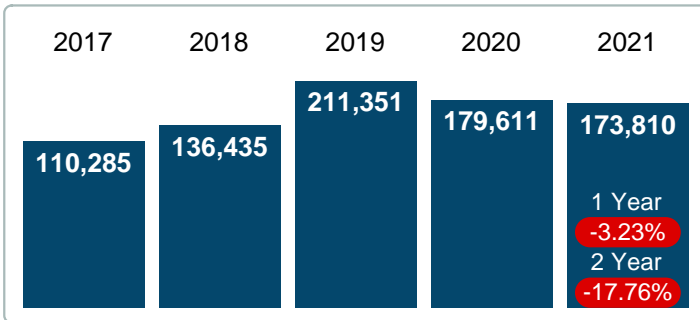
Area Delimited by County Of Mayes



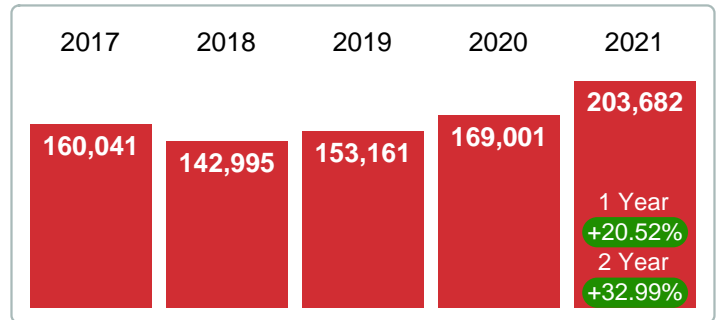
AVERAGE LIST PRICE AT CLOSING

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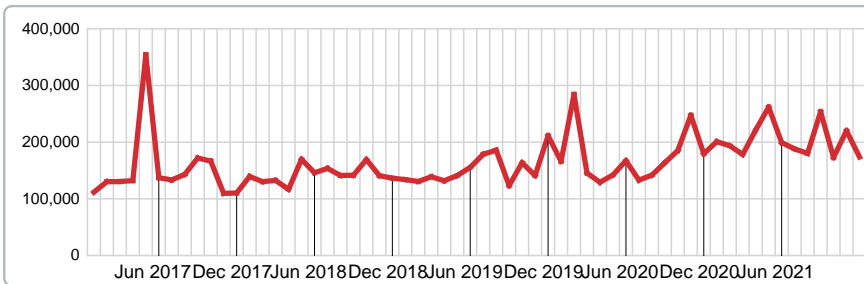
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

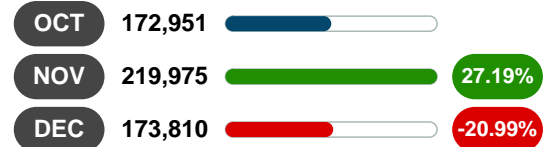


3 MONTHS

5 year DEC AVG = 162,299

High May 2017 353,984 Low Nov 2017 109,654

Average List Price at Closing this month at **173,810**
above the 5 yr DEC average of **162,299**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	5	11.63%	43,286	42,177	49,967	0	0
\$50,001 - \$100,000	9	20.93%	77,200	80,771	96,967	0	0
\$100,001 - \$175,000	12	27.91%	137,450	139,667	144,129	0	0
\$175,001 - \$275,000	7	16.28%	226,686	250,000	234,050	217,500	0
\$275,001 - \$300,000	6	13.95%	291,233	0	291,500	0	0
\$300,001 and up	4	9.30%	394,750	0	361,150	0	0
Average List Price			173,810	97,209	210,550	217,500	0
Total Closed Units		100%	173,810	14	28	1	
Total Closed Volume			7,473,830	1.36M	5.90M	217.50K	0.00B



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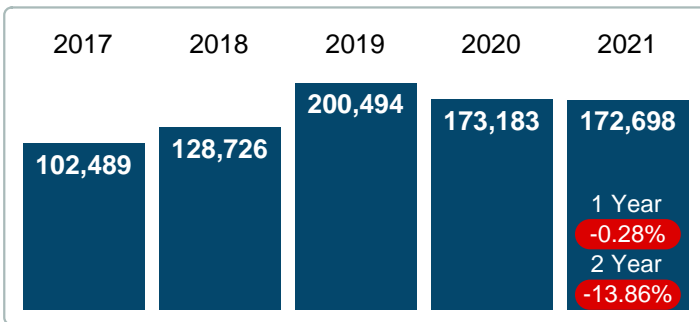
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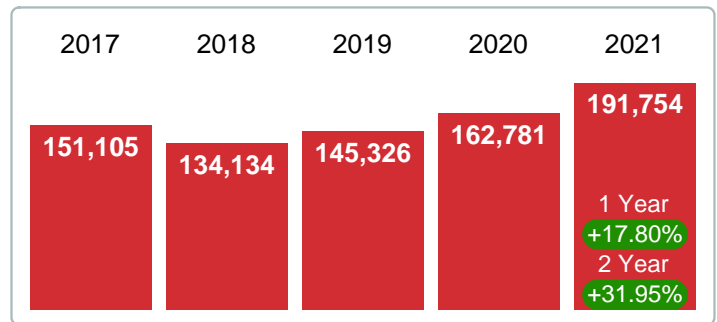
AVERAGE SOLD PRICE AT CLOSING

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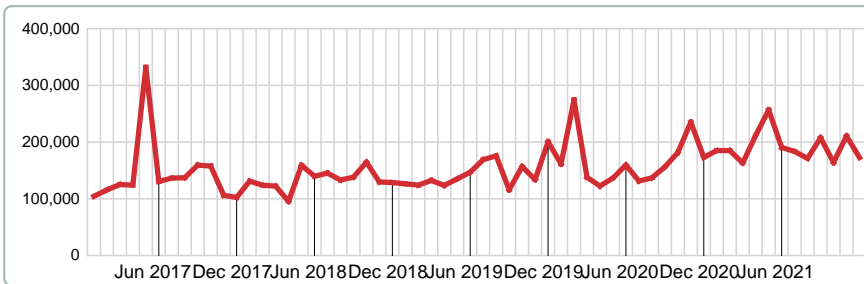
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

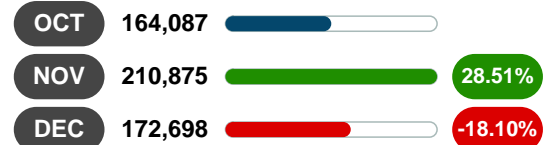


3 MONTHS

5 year DEC AVG = 155,518

High May 2017 331,958 Low Apr 2018 95,594

Average Sold Price at Closing this month at **172,698**
above the 5 yr DEC average of **155,518**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	6	13.95%	42,217	39,967	44,467	0	0
\$50,001 - \$100,000	10	23.26%	80,840	76,000	92,133	0	0
\$100,001 - \$175,000	10	23.26%	142,050	136,333	144,500	0	0
\$175,001 - \$275,000	8	18.60%	231,550	250,000	230,400	220,000	0
\$275,001 - \$300,000	3	6.98%	293,633	0	293,633	0	0
\$300,001 and up	6	13.95%	368,417	0	368,417	0	0
Average Sold Price			172,698	93,636	210,539	220,000	0
Total Closed Units		100%	172,698	14	28	1	0
Total Closed Volume			7,426,000	1.31M	5.90M	220.00K	0.00B

December 2021



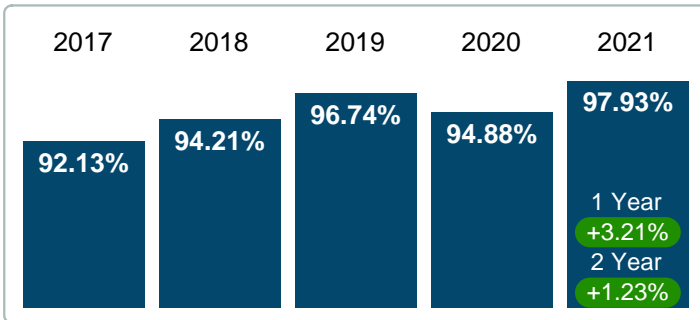
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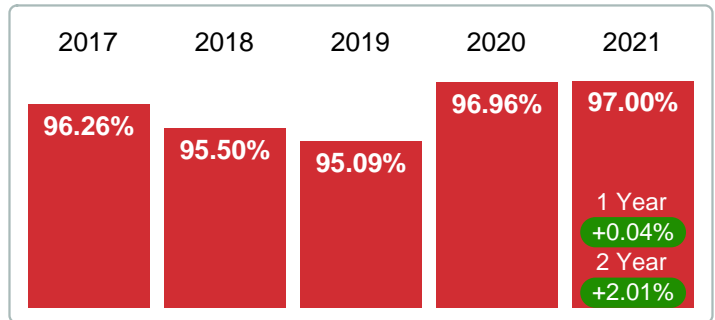
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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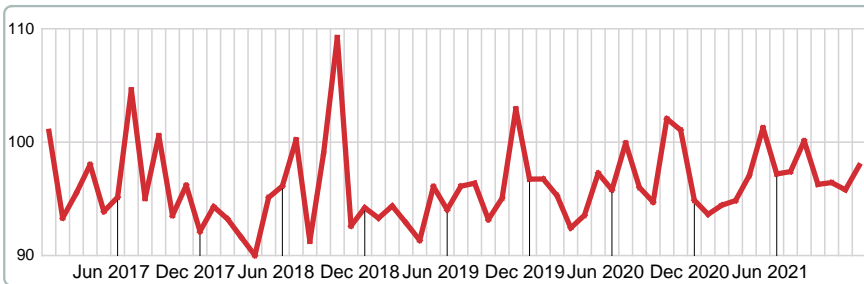
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

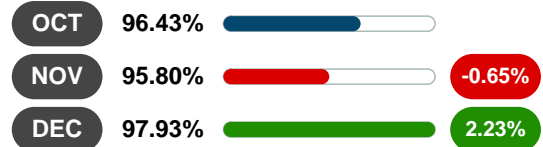


3 MONTHS

5 year DEC AVG = 95.18%

High Oct 2018 109.23% Low Apr 2018 90.01%

Average Sold/List Ratio this month at **97.93%**
above the 5 yr DEC average of **95.18%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	13.95%	92.31%	94.20%	90.42%	0.00%	0.00%
\$50,001 - \$100,000	10	23.26%	94.47%	93.94%	95.70%	0.00%	0.00%
\$100,001 - \$175,000	10	23.26%	99.93%	98.10%	100.72%	0.00%	0.00%
\$175,001 - \$275,000	8	18.60%	99.16%	100.00%	98.69%	101.15%	0.00%
\$275,001 - \$300,000	3	6.98%	100.87%	0.00%	100.87%	0.00%	0.00%
\$300,001 and up	6	13.95%	102.87%	0.00%	102.87%	0.00%	0.00%
Average Sold/List Ratio		97.90%		95.32%	99.12%	101.15%	0.00%
Total Closed Units		43	100%	14	28	1	
Total Closed Volume		7,426,000		1.31M	5.90M	220.00K	0.00B



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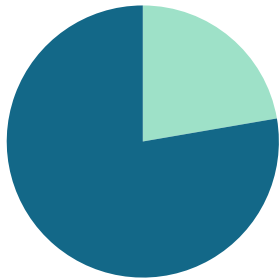
Area Delimited by County Of Mayes



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY

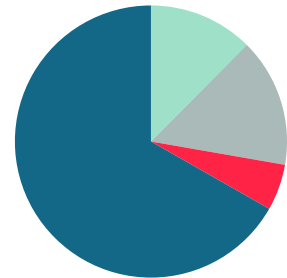


Inventory
 New Listings
76 = 22.29%
 Start Inventory
265
 Total Inventory Units
341
 Volume
\$105,599,419

Market Activity

Closed Sales
43 = 12.43%
 Pending Sales
53 = 15.32%
 Other Off Market
19 = 5.49%
 Active Inventory
231 = 66.76%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	47	43	-8.51%	570	642	12.63%
Pending Sales	39	53	35.90%	618	671	8.58%
New Listings	50	76	52.00%	1,066	983	-7.79%
Average List Price	179,611	173,810	-3.23%	169,001	203,682	20.52%
Average Sale Price	173,183	172,698	-0.28%	162,781	191,754	17.80%
Average Percent of Selling Price to List Price	94.88%	97.93%	3.21%	96.96%	97.00%	0.04%
Average Days on Market to Sale	42.15	38.56	-8.52%	50.40	41.68	-17.30%
Monthly Inventory	328	231	-29.57%	328	231	-29.57%
Months Supply of Inventory	6.91	4.32	-37.47%	6.91	4.32	-37.47%

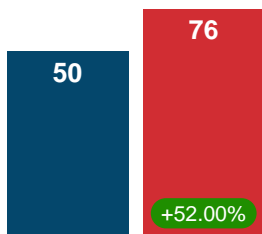
Absorption: Last 12 months, an Average of **54** Sales/Month

Inventory on December 31, 2021 = **231** 2020 2021

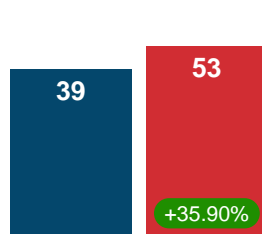
DECEMBER MARKET

AVERAGE PRICES

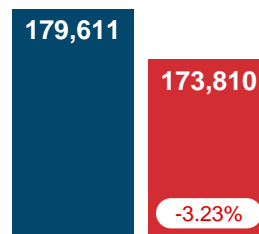
New Listings



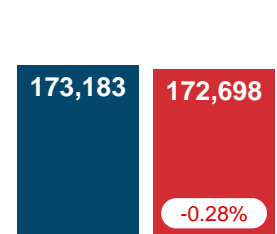
Pending Listings



List Price



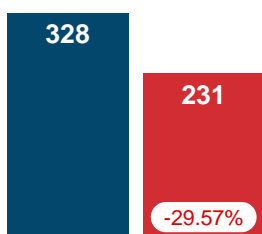
Sale Price



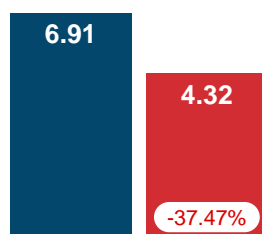
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

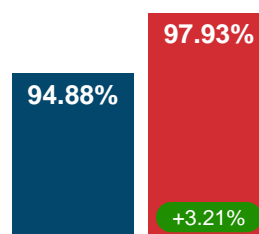
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

