

December 2021

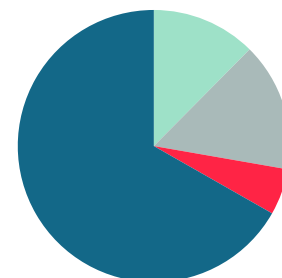
Area Delimited by County Of Mayes



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%
Median List Price	129,000	140,000	8.53%
Median Sale Price	118,000	139,000	17.80%
Median Percent of Selling Price to List Price	97.33%	100.00%	2.74%
Median Days on Market to Sale	23.00	19.00	-17.39%
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.

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 **17.80%** in December 2021 to \$139,000 versus the previous year at \$118,000.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 4.00 days or **17.39%** in December 2021 compared to last year's same month at **23.00** DOM.

Sales Success for December 2021 is Positive

Overall, with Median Prices going up 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.

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



December 2021

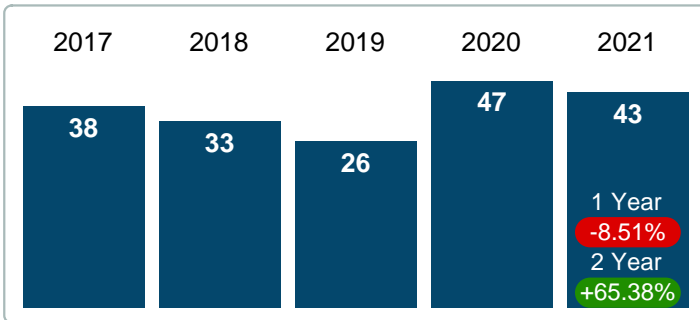
Area Delimited by County Of Mayes



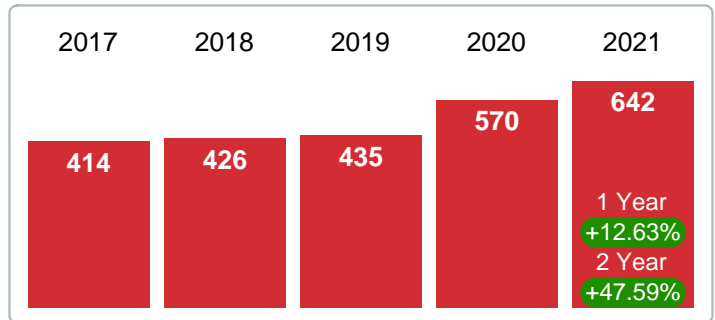
CLOSED LISTINGS

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

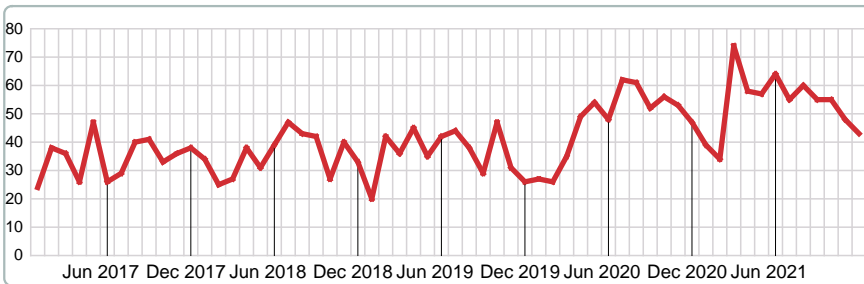
DECEMBER



YEAR TO DATE (YTD)

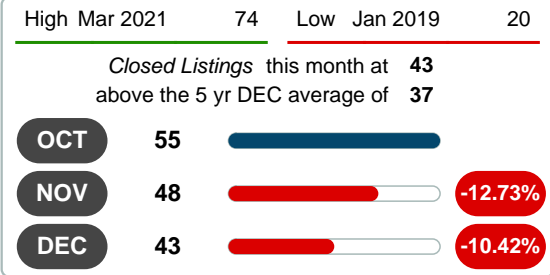


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.98%	21.0	2	1	0	0
\$40,001 - \$70,000	7	16.28%	60.0	5	2	0	0
\$70,001 - \$100,000	6	13.95%	36.5	3	3	0	0
\$100,001 - \$170,000	10	23.26%	12.5	3	7	0	0
\$170,001 - \$270,000	7	16.28%	11.0	1	5	1	0
\$270,001 - \$310,000	6	13.95%	8.0	0	6	0	0
\$310,001 and up	4	9.30%	54.0	0	4	0	0
Total Closed Units	43			14	28	1	0
Total Closed Volume	7,426,000	100%	19.0	1.31M	5.90M	220.00K	0.00B
Median Closed Price	\$139,000			\$77,500	\$184,700	\$220,000	\$0



December 2021

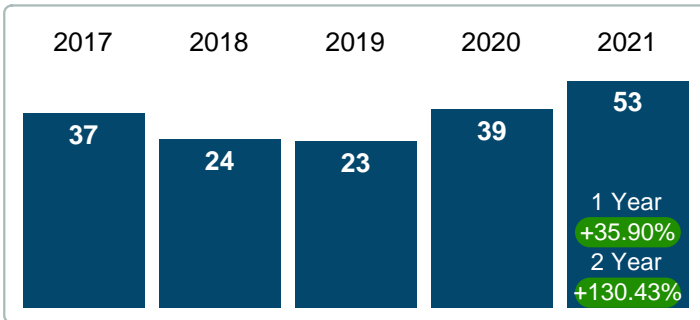
Area Delimited by County Of Mayes



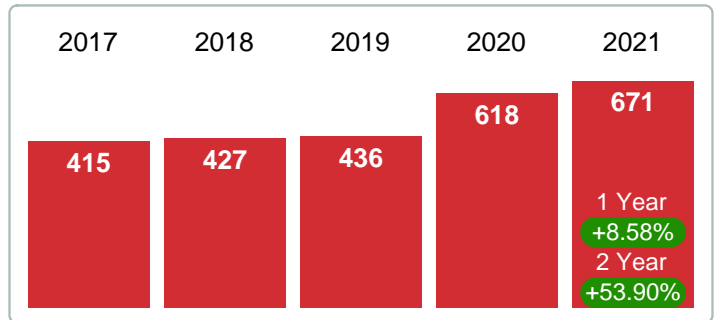
PENDING LISTINGS

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

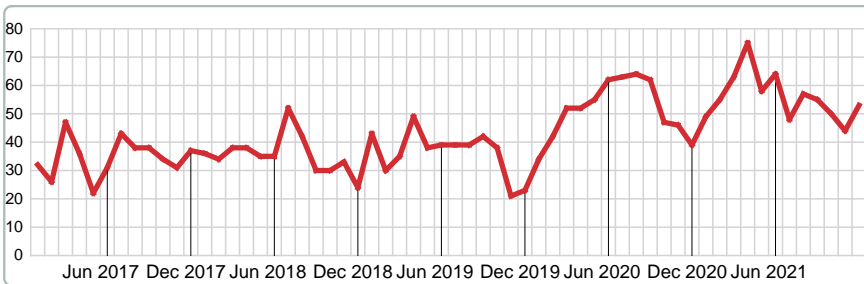
DECEMBER



YEAR TO DATE (YTD)

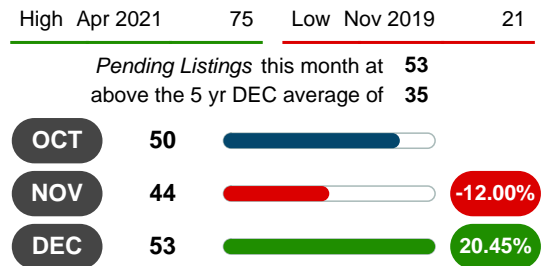


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.55%	19.5	4	0	0	0
\$50,001 - \$125,000	8	15.09%	19.0	5	3	0	0
\$125,001 - \$150,000	6	11.32%	22.0	5	1	0	0
\$150,001 - \$225,000	13	24.53%	22.0	2	11	0	0
\$225,001 - \$325,000	12	22.64%	17.0	3	4	5	0
\$325,001 - \$425,000	4	7.55%	111.0	0	3	1	0
\$425,001 and up	6	11.32%	95.0	3	2	0	1
Total Pending Units	53			22	24	6	1
Total Pending Volume	12,793,025	100%	27.0	4.80M	5.64M	1.84M	520.00K
Median Listing Price	\$189,500			\$129,500	\$200,250	\$308,500	\$520,000

December 2021

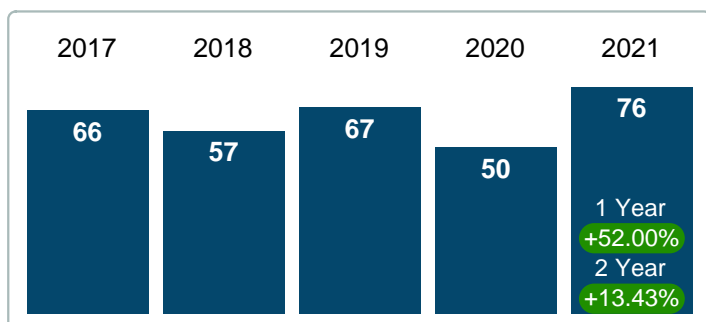
Area Delimited by County Of Mayes



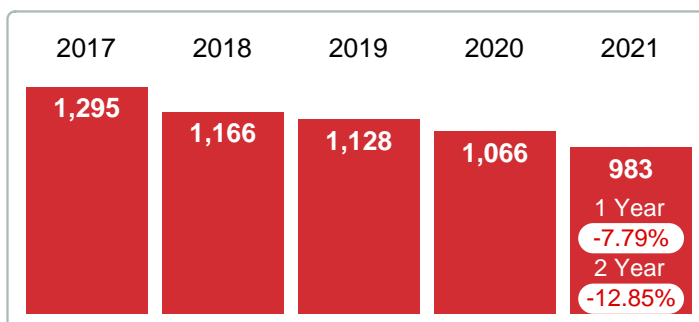
NEW LISTINGS

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

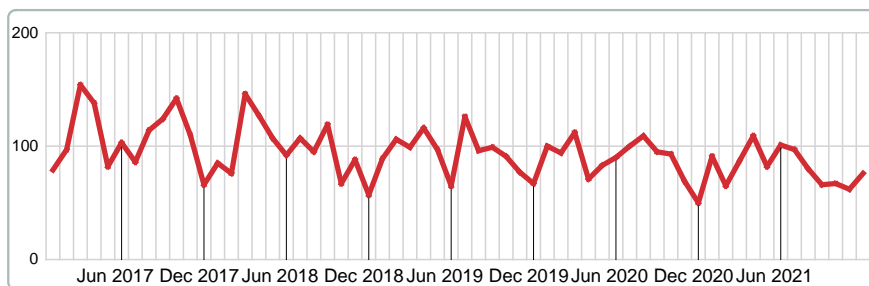
DECEMBER



YEAR TO DATE (YTD)

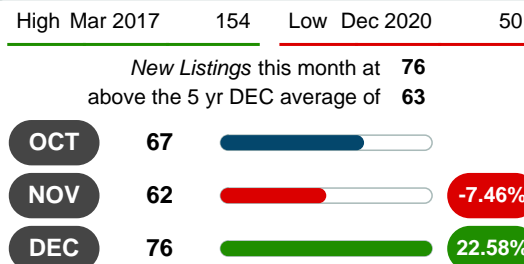


5 YEAR MARKET ACTIVITY TRENDS



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 - \$75,000	12	15.79%	10	2	0	0
\$75,001 - \$125,000	11	14.47%	6	5	0	0
\$125,001 - \$200,000	16	21.05%	8	7	1	0
\$200,001 - \$300,000	12	15.79%	1	9	2	0
\$300,001 - \$375,000	9	11.84%	4	2	1	2
\$375,001 and up	9	11.84%	3	2	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
Median New Listed Listing Price	\$177,000		\$84,500	\$197,000	\$290,000	\$437,000



December 2021

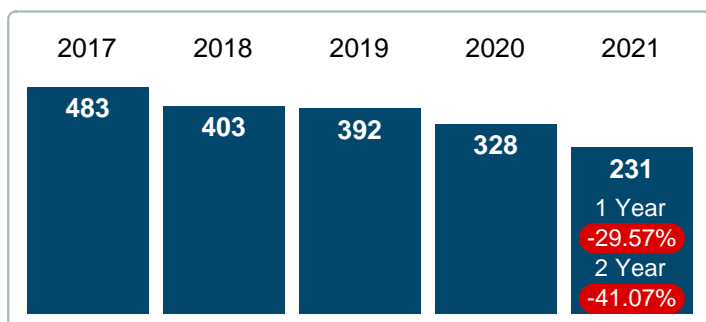
Area Delimited by County Of Mayes



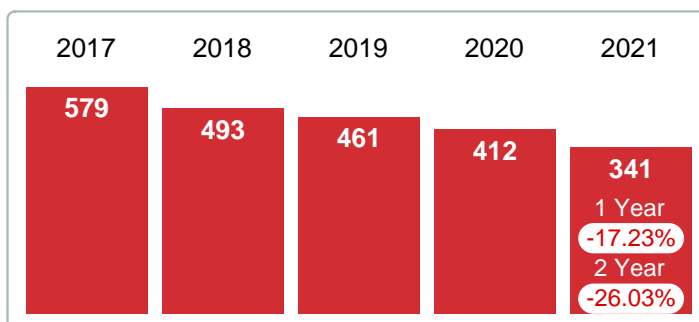
ACTIVE INVENTORY

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

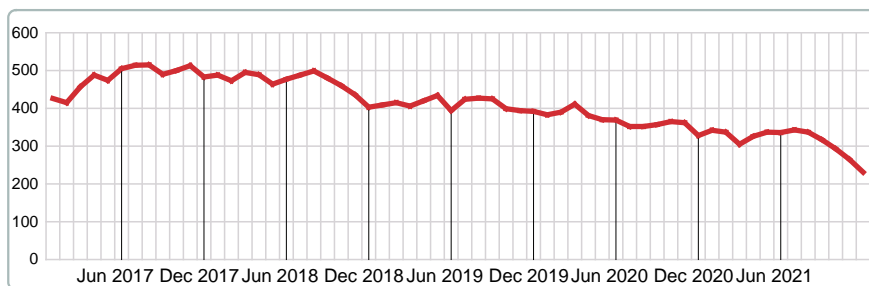
END OF DECEMBER



ACTIVE DURING DECEMBER

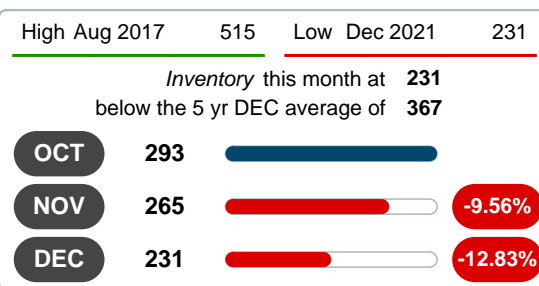


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 367



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	9.52%	187.0	22	0	0	0
\$25,001 - \$50,000	21	9.09%	147.0	21	0	0	0
\$50,001 - \$100,000	40	17.32%	75.0	33	6	1	0
\$100,001 - \$250,000	58	25.11%	66.5	24	30	3	1
\$250,001 - \$375,000	35	15.15%	78.0	17	10	5	3
\$375,001 - \$750,000	33	14.29%	55.0	13	9	6	5
\$750,001 and up	22	9.52%	124.0	7	4	5	6
Total Active Inventory by Units	231			137	59	20	15
Total Active Inventory by Volume	79,602,914	100%	78.0	33.49M	19.54M	12.26M	14.31M
Median Active Inventory Listing Price	\$179,000			\$79,900	\$225,000	\$389,450	\$635,000



December 2021

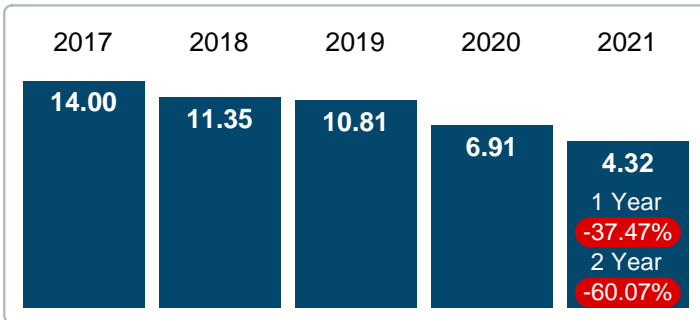
Area Delimited by County Of Mayes



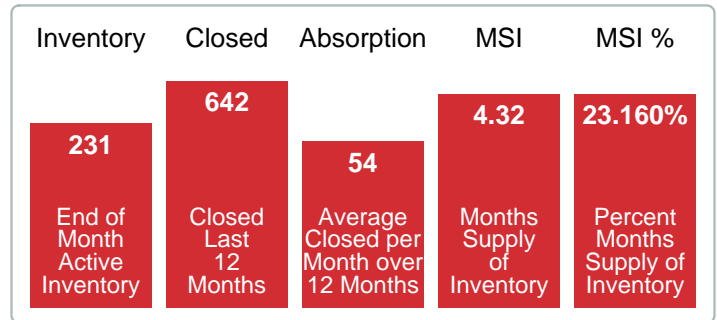
MONTHS SUPPLY of INVENTORY (MSI)

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

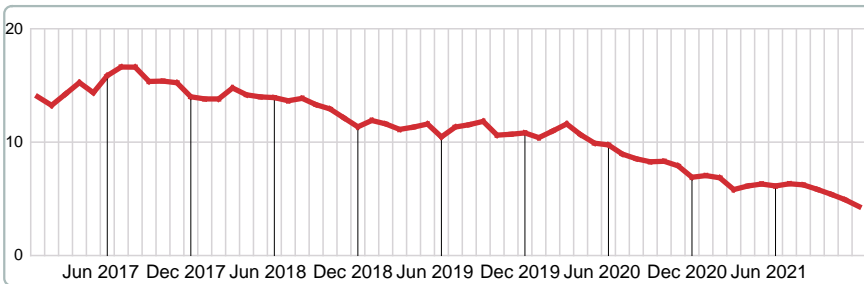
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

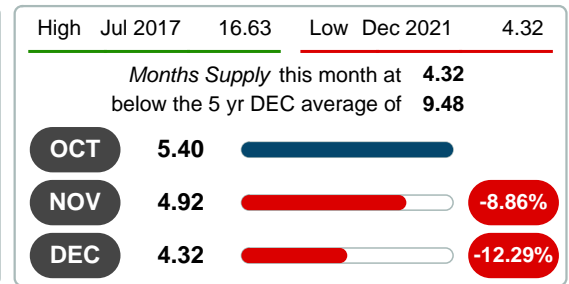


5 YEAR MARKET ACTIVITY TRENDS



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



December 2021

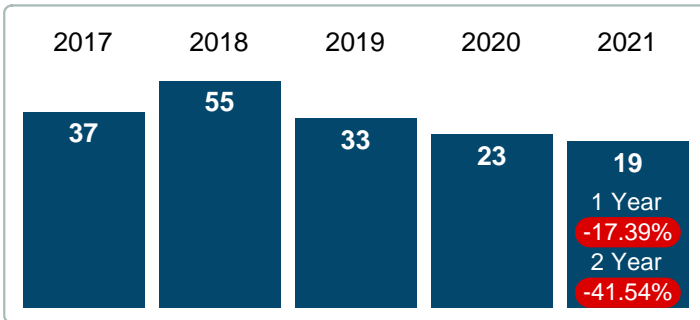
Area Delimited by County Of Mayes



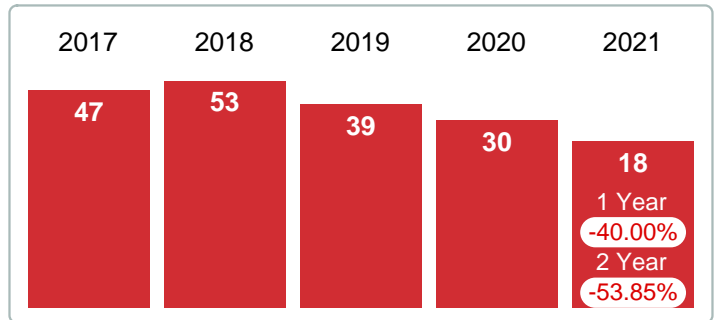
MEDIAN DAYS ON MARKET TO SALE

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

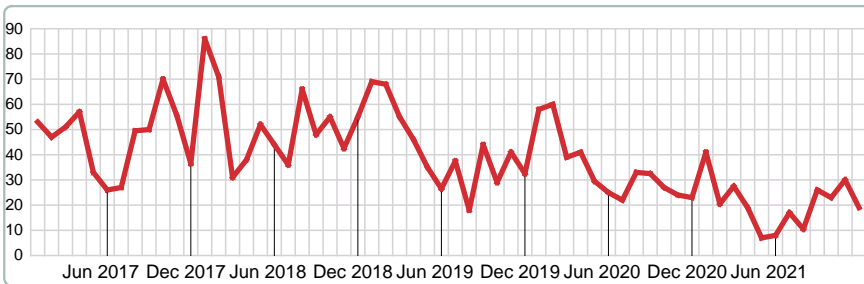
DECEMBER



YEAR TO DATE (YTD)

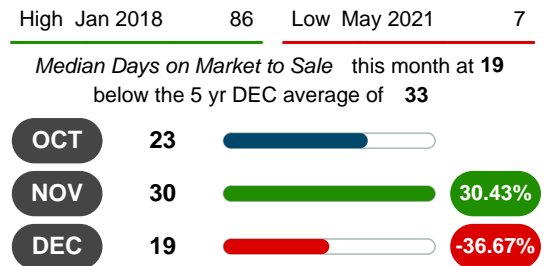


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 33



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
\$40,000 and less	6.98%	21	14	114	0	0
\$40,001 - \$70,000	16.28%	60	60	86	0	0
\$70,001 - \$100,000	13.95%	37	28	75	0	0
\$100,001 - \$170,000	23.26%	13	44	10	0	0
\$170,001 - \$270,000	16.28%	11	1	14	7	0
\$270,001 - \$310,000	13.95%	8	0	8	0	0
\$310,001 and up	9.30%	54	0	54	0	0
Median Closed DOM		19	33	15	7	0
Total Closed Units	100%	43	14	28	1	
Total Closed Volume		7,426,000	1.31M	5.90M	220.00K	0.00B

December 2021

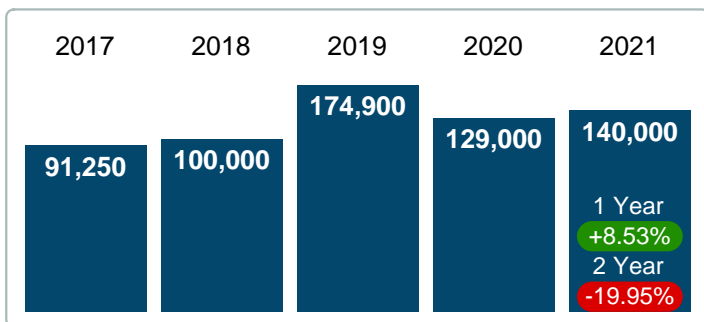
Area Delimited by County Of Mayes



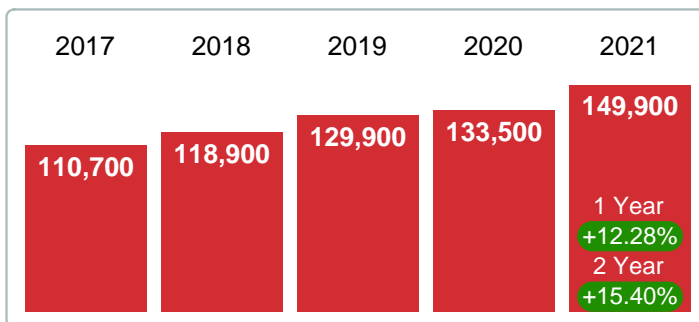
MEDIAN LIST PRICE AT CLOSING

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

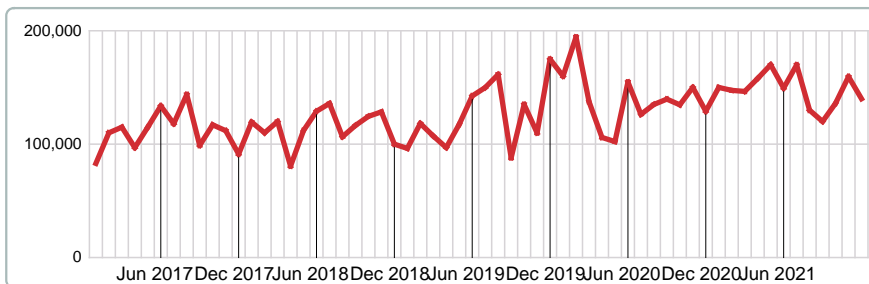
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 127,030

High Feb 2020 194,450 Low Apr 2018 80,700

Median List Price at Closing this month at **140,000**
above the 5 yr DEC average of **127,030**

- OCT** 136,000
- NOV** 159,500 (+17.28%)
- DEC** 140,000 (-12.23%)

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
\$40,000 and less	4.65%	36,500	33,000	40,000	0	0
\$40,001 - \$70,000	16.28%	60,000	60,000	54,950	0	0
\$70,001 - \$100,000	11.63%	88,900	85,000	89,200	0	0
\$100,001 - \$170,000	20.93%	118,000	109,000	119,500	0	0
\$170,001 - \$270,000	20.93%	189,900	212,500	184,700	217,500	0
\$270,001 - \$310,000	18.60%	292,000	0	292,000	0	0
\$310,001 and up	6.98%	425,000	0	425,000	0	0
Median List Price		140,000	78,750	184,700	217,500	0
Total Closed Units	100%	140,000	14	28	1	0
Total Closed Volume		7,473,830	1.36M	5.90M	217.50K	0.00B



December 2021

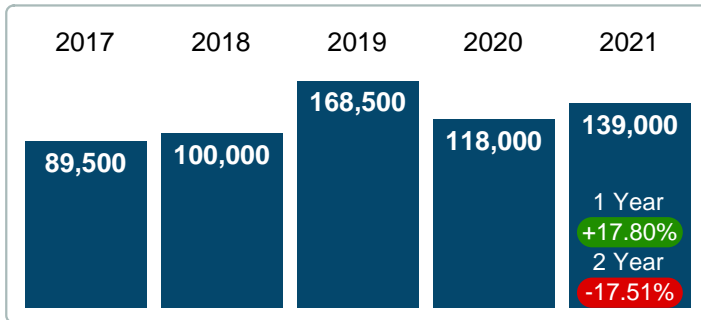
Area Delimited by County Of Mayes



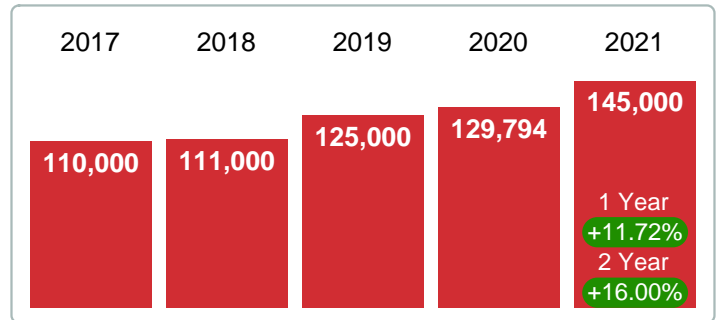
MEDIAN SOLD PRICE AT CLOSING

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

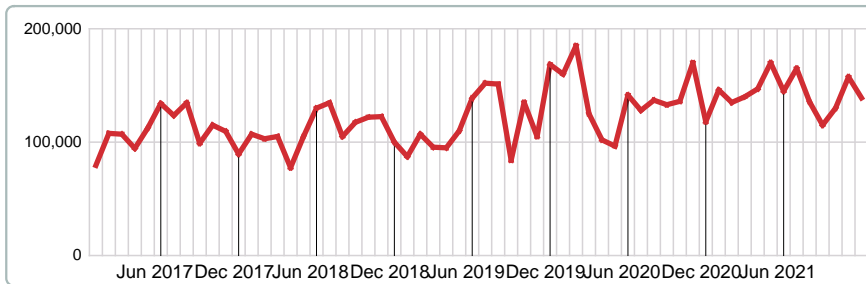
DECEMBER



YEAR TO DATE (YTD)

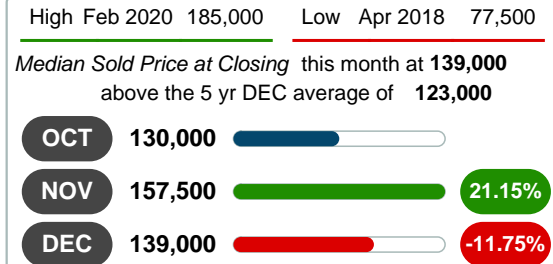


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123,000



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
\$40,000 and less	6.98%	38,500	35,000	38,500	0	0
\$40,001 - \$70,000	16.28%	54,000	63,000	47,450	0	0
\$70,001 - \$100,000	13.95%	92,250	95,000	89,500	0	0
\$100,001 - \$170,000	23.26%	138,250	139,000	137,500	0	0
\$170,001 - \$270,000	16.28%	225,000	250,000	225,000	220,000	0
\$270,001 - \$310,000	13.95%	299,000	0	299,000	0	0
\$310,001 and up	9.30%	387,500	0	387,500	0	0
Median Sold Price		139,000	77,500	184,700	220,000	0
Total Closed Units	100%	139,000	14	28	1	
Total Closed Volume		7,426,000	1.31M	5.90M	220.00K	0.00B



December 2021

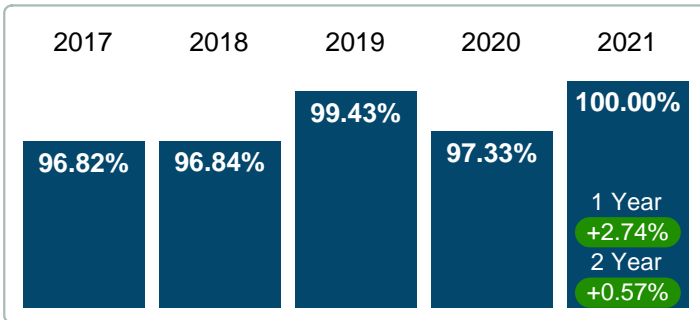
Area Delimited by County Of Mayes



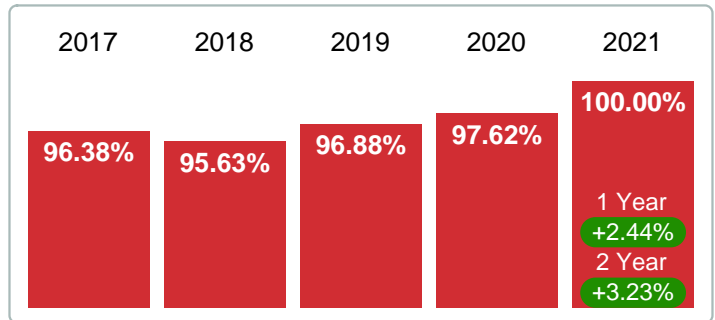
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

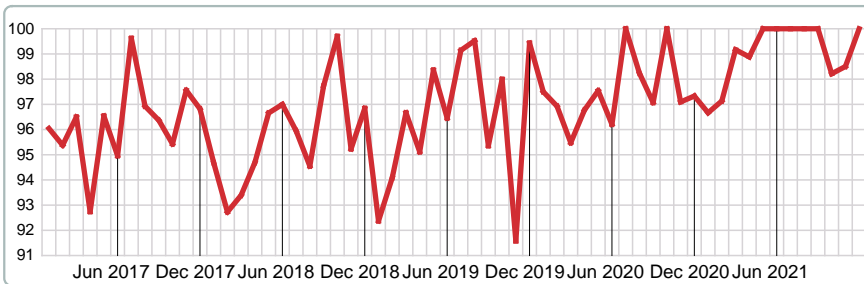
DECEMBER



YEAR TO DATE (YTD)

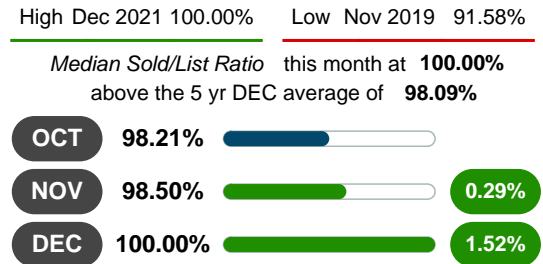


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 98.09%



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
\$40,000 and less	3	6.98%	91.68%	91.29%	96.25%	0.00%	0.00%
\$40,001 - \$70,000	7	16.28%	92.99%	92.99%	87.50%	0.00%	0.00%
\$70,001 - \$100,000	6	13.95%	97.50%	95.00%	100.00%	0.00%	0.00%
\$100,001 - \$170,000	10	23.26%	100.00%	100.00%	100.00%	0.00%	0.00%
\$170,001 - \$270,000	7	16.28%	100.00%	100.00%	100.00%	101.15%	0.00%
\$270,001 - \$310,000	6	13.95%	101.46%	0.00%	101.46%	0.00%	0.00%
\$310,001 and up	4	9.30%	98.67%	0.00%	98.67%	0.00%	0.00%
Median Sold/List Ratio		100.00%		94.64%	100.00%	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



December 2021

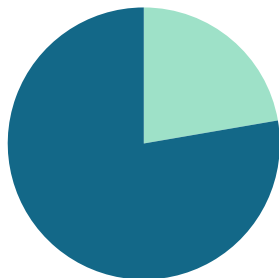
Area Delimited by County Of Mayes



MARKET SUMMARY

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

INVENTORY

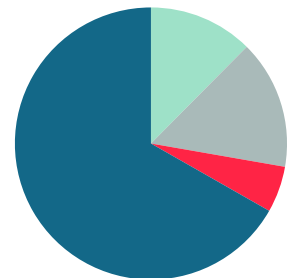


Inventory
 New Listings
76 = 22.29%
 Start Inventory
265
 Total Inventory Units
341
 Volume
\$105,599,419

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%
Median List Price	129,000	140,000	8.53%	133,500	149,900	12.28%
Median Sale Price	118,000	139,000	17.80%	129,794	145,000	11.72%
Median Percent of Selling Price to List Price	97.33%	100.00%	2.74%	97.62%	100.00%	2.44%
Median Days on Market to Sale	23.00	19.00	-17.39%	30.00	18.00	-40.00%
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%

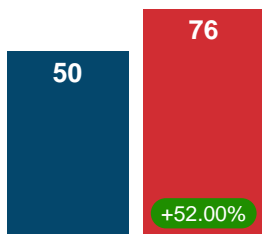
Absorption: Last 12 months, an Average of **54** Sales/Month

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

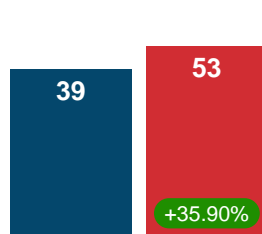
DECEMBER MARKET

MEDIAN PRICES

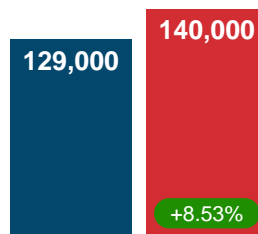
New Listings



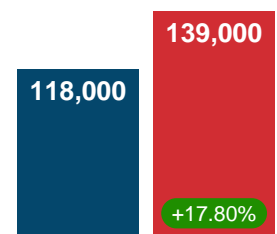
Pending Listings



List Price



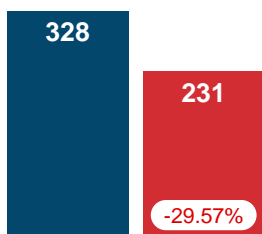
Sale Price



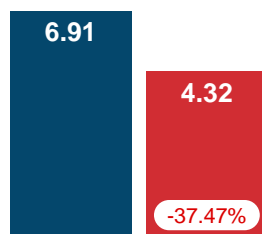
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

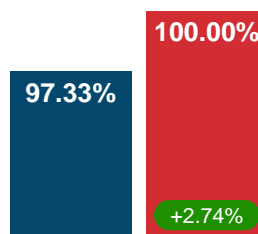
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

