



November 2021

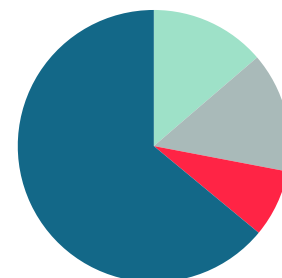
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	53	48	-9.43%
Pending Listings	46	50	8.70%
New Listings	69	62	-10.14%
Average List Price	247,202	219,975	-11.01%
Average Sale Price	235,197	210,875	-10.34%
Average Percent of Selling Price to List Price	101.06%	95.80%	-5.21%
Average Days on Market to Sale	44.60	48.81	9.44%
End of Month Inventory	362	224	-38.12%
Months Supply of Inventory	7.91	4.17	-47.33%



■ Closed (13.71%)
■ Pending (14.29%)
■ Other OffMarket (8.00%)
■ Active (64.00%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of November 30, 2021 = **224**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **38.12%** to 224 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 **4.17** 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 **10.34%** in November 2021 to \$210,875 versus the previous year at \$235,197.

Average Days on Market Lengthens

The average number of **48.81** days that homes spent on the market before selling increased by 4.21 days or **9.44%** in November 2021 compared to last year's same month at **44.60** DOM.

Sales Success for November 2021 is Positive

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

There were 62 New Listings in November 2021, down **10.14%** from last year at 69. Furthermore, there were 48 Closed Listings this month versus last year at 53, a **-9.43%** decrease.

Closed versus Listed trends yielded a **77.4%** ratio, up from previous year's, November 2020, at **76.8%**, a **0.79%** 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



November 2021

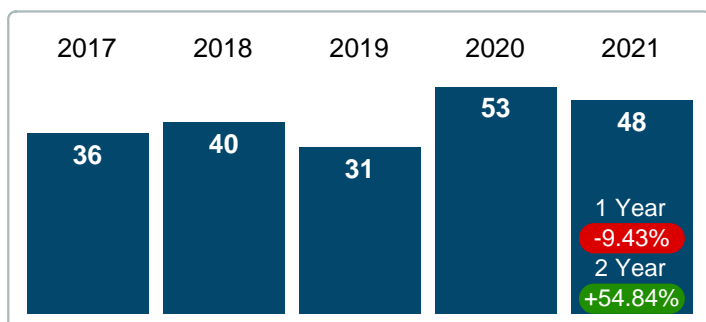
Area Delimited by County Of Mayes



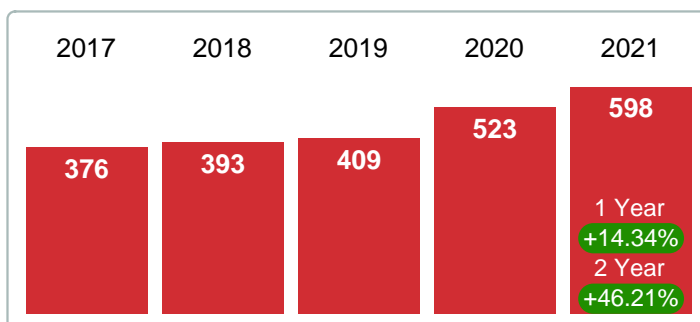
CLOSED LISTINGS

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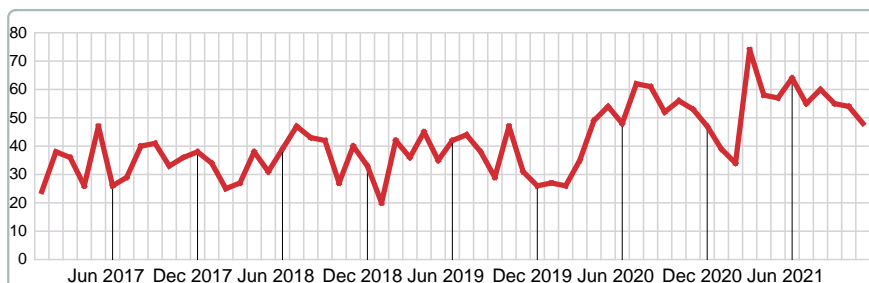
NOVEMBER



YEAR TO DATE (YTD)

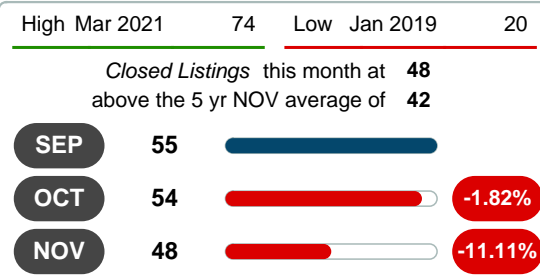


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 42



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	2	4.17%	179.5	2	0	0	0
\$25,001 - \$75,000	6	12.50%	77.8	4	2	0	0
\$75,001 - \$125,000	9	18.75%	24.0	1	7	1	0
\$125,001 - \$200,000	12	25.00%	41.3	1	10	1	0
\$200,001 - \$300,000	8	16.67%	39.4	1	5	2	0
\$300,001 - \$400,000	5	10.42%	53.8	0	4	1	0
\$400,001 and up	6	12.50%	37.0	2	2	1	1
Total Closed Units	48			11	30	6	1
Total Closed Volume	10,122,000	100%	48.8	1.73M	6.25M	1.72M	422.50K
Average Closed Price	\$210,875			\$157,627	\$208,280	\$286,200	\$422,500



November 2021

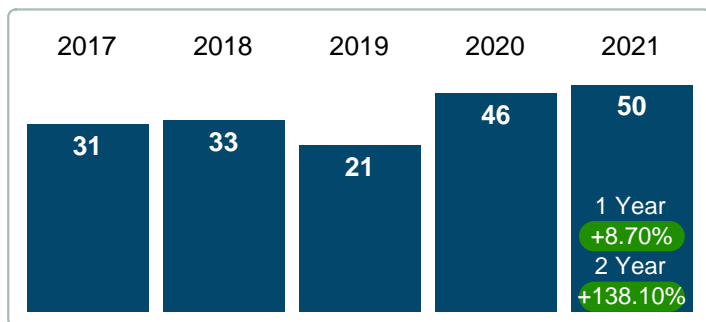
Area Delimited by County Of Mayes



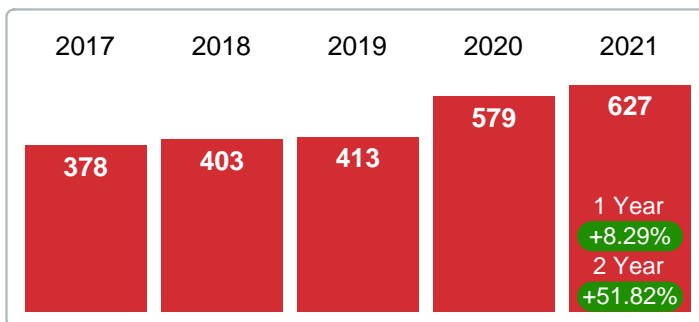
PENDING LISTINGS

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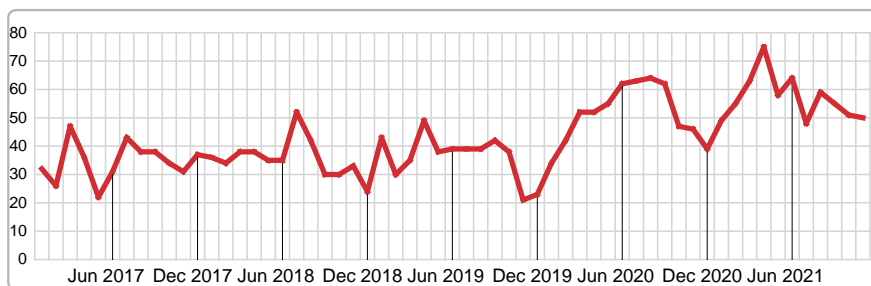
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

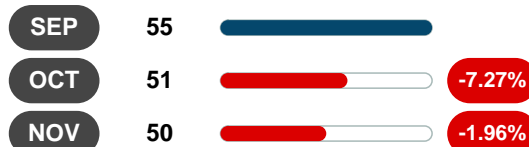


3 MONTHS

5 year NOV AVG = 36

High Apr 2021 75 Low Nov 2019 21

Pending Listings this month at 50
above the 5 yr NOV average of 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.00%	224.0	1	0	0	0
\$25,001 - \$50,000	6	12.00%	91.3	5	1	0	0
\$50,001 - \$100,000	8	16.00%	69.0	5	3	0	0
\$100,001 - \$200,000	16	32.00%	42.7	4	10	2	0
\$200,001 - \$275,000	4	8.00%	15.8	0	3	1	0
\$275,001 - \$425,000	11	22.00%	50.6	3	7	0	1
\$425,001 and up	4	8.00%	59.3	1	2	1	0
Total Pending Units	50			19	26	4	1
Total Pending Volume	12,069,830	100%	0.0	2.65M	8.13M	967.30K	324.90K
Average Listing Price	\$600,000			\$139,412	\$312,646	\$241,825	\$324,900



November 2021

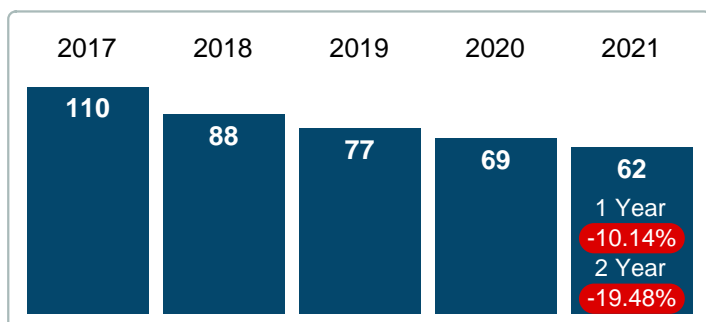
Area Delimited by County Of Mayes



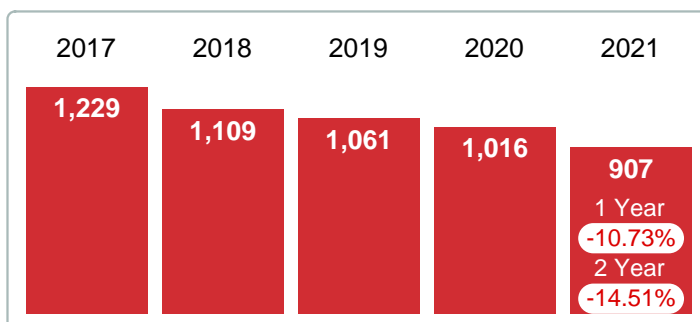
NEW LISTINGS

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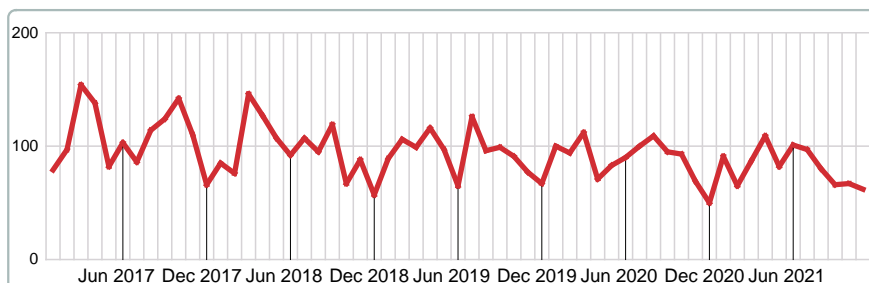
NOVEMBER



YEAR TO DATE (YTD)

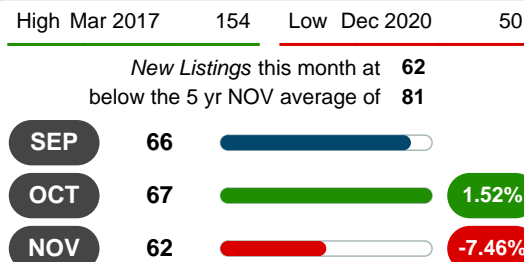


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 81



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	6	9.68%	5	1	0	0
\$50,001 - \$100,000	7	11.29%	4	3	0	0
\$100,001 - \$175,000	10	16.13%	5	5	0	0
\$175,001 - \$275,000	12	19.35%	1	8	3	0
\$275,001 - \$425,000	13	20.97%	2	5	6	0
\$425,001 - \$875,000	7	11.29%	4	1	1	1
\$875,001 and up	7	11.29%	2	2	2	1
Total New Listed Units	62		23	25	12	2
Total New Listed Volume	21,053,450	100%	6.75M	7.41M	5.16M	1.73M
Average New Listed Listing Price	\$600,000		\$293,461	\$296,362	\$430,067	\$867,000



November 2021

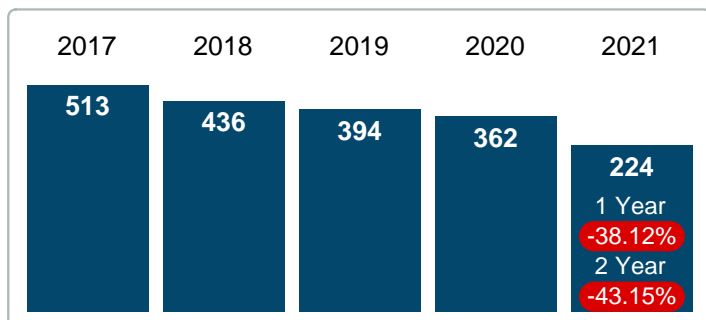
Area Delimited by County Of Mayes



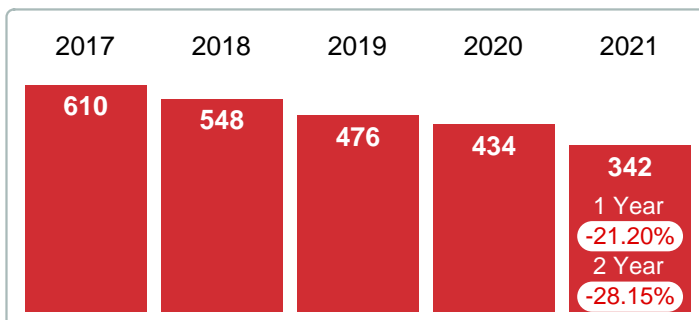
ACTIVE INVENTORY

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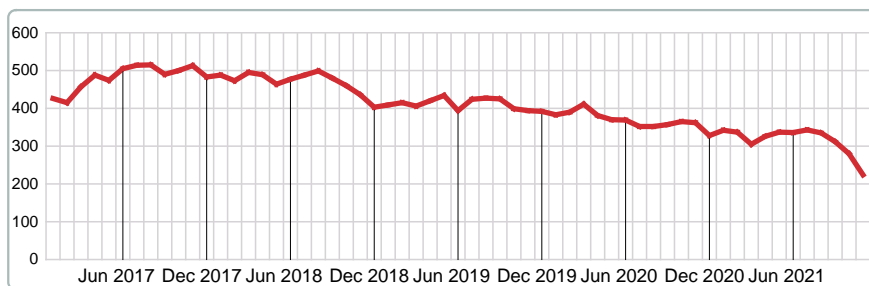
END OF NOVEMBER



ACTIVE DURING NOVEMBER

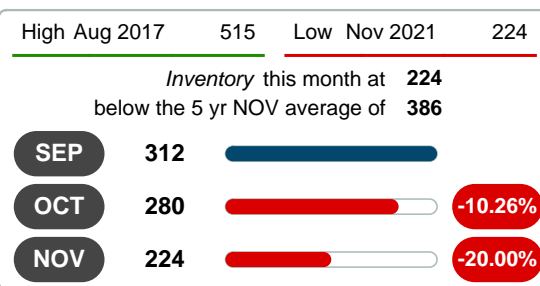


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 386



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	9.82%	177.5	22	0	0	0
\$25,001 - \$50,000	21	9.38%	140.0	20	1	0	0
\$50,001 - \$125,000	42	18.75%	104.6	28	13	1	0
\$125,001 - \$275,000	53	23.66%	85.6	22	27	3	1
\$275,001 - \$425,000	34	15.18%	81.6	13	13	8	0
\$425,001 - \$875,000	29	12.95%	84.3	11	9	3	6
\$875,001 and up	23	10.27%	90.1	9	5	5	4
Total Active Inventory by Units	224			125	68	20	11
Total Active Inventory by Volume	82,641,579	100%	103.0	33.99M	22.99M	12.65M	13.01M
Average Active Inventory Listing Price	\$368,936			\$271,949	\$338,023	\$632,530	\$1,182,886



November 2021

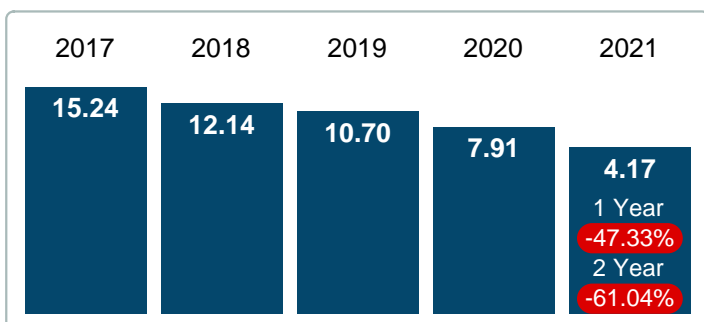
Area Delimited by County Of Mayes



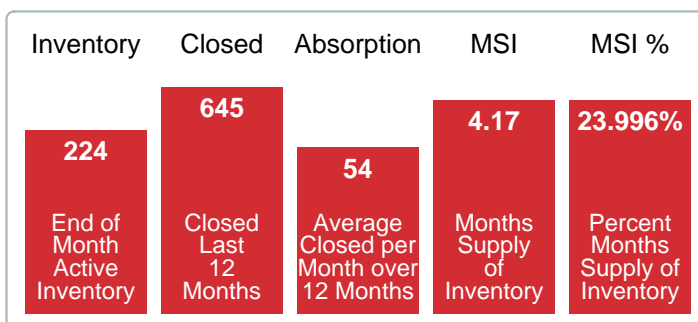
MONTHS SUPPLY of INVENTORY (MSI)

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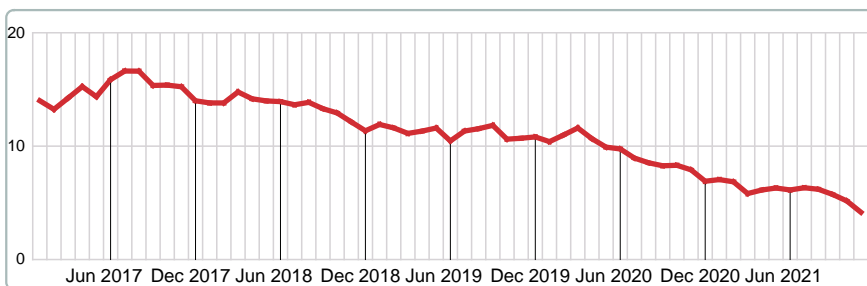
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

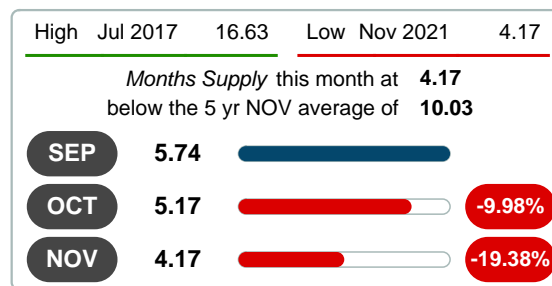


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 10.03



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	22	9.82%	6.00	6.44	0.00	0.00	0.00
\$25,001 - \$50,000	21	9.38%	4.85	6.00	1.33	0.00	0.00
\$50,001 - \$125,000	42	18.75%	2.85	4.10	1.81	1.50	0.00
\$125,001 - \$275,000	53	23.66%	2.60	6.44	1.92	1.20	2.40
\$275,001 - \$425,000	34	15.18%	5.44	17.33	3.90	4.00	0.00
\$425,001 - \$875,000	29	12.95%	7.40	10.15	7.20	3.27	9.00
\$875,001 and up	23	10.27%	55.20	108.00	0.00	60.00	16.00
Market Supply of Inventory (MSI)	4.17			6.61	2.53	3.12	6.95
Total Active Inventory by Units	224	100%	4.17	125	68	20	11



November 2021

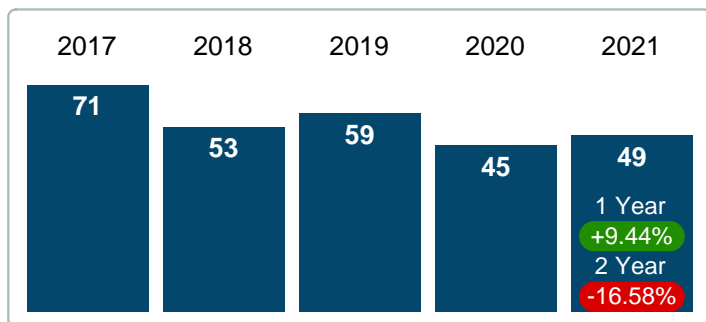
Area Delimited by County Of Mayes



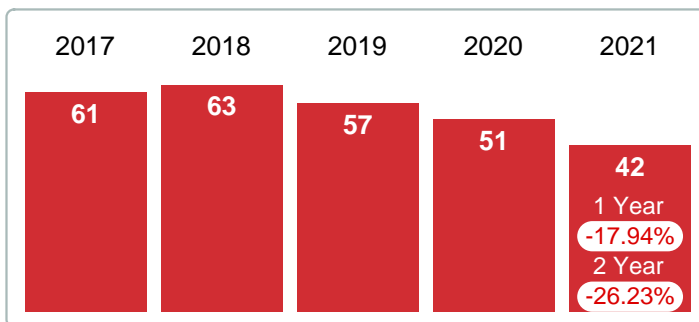
AVERAGE DAYS ON MARKET TO SALE

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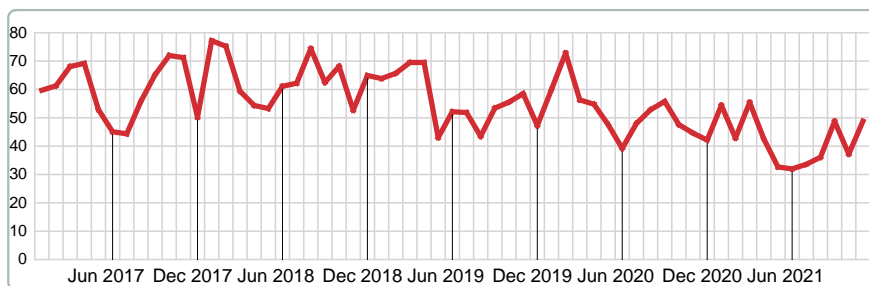
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 55

High Jan 2018 77 Low Jun 2021 32

Average Days on Market to Sale this month at **49**
below the 5 yr NOV average of **55**

Month	Value	Change
SEP	49	
OCT	37	-23.72%
NOV	49	31.27%

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	4.17%	180	180	0	0	0
\$25,001 - \$75,000	12.50%	78	105	24	0	0
\$75,001 - \$125,000	18.75%	24	9	27	20	0
\$125,001 - \$200,000	25.00%	41	146	26	94	0
\$200,001 - \$300,000	16.67%	39	71	37	29	0
\$300,001 - \$400,000	10.42%	54	0	51	65	0
\$400,001 and up	12.50%	37	49	15	70	26
Average Closed DOM		49				
Total Closed Units	100%	49	11	30	6	1
Total Closed Volume		10,122,000	1.73M	6.25M	1.72M	422.50K



November 2021

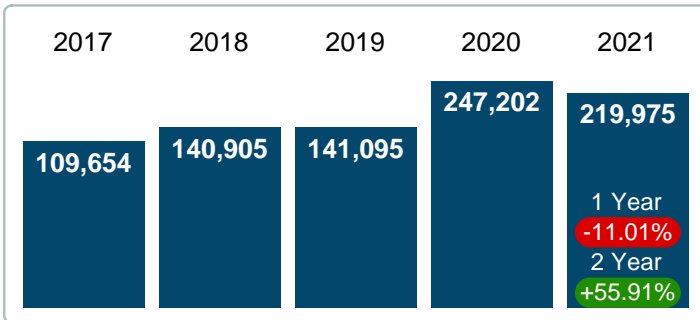
Area Delimited by County Of Mayes



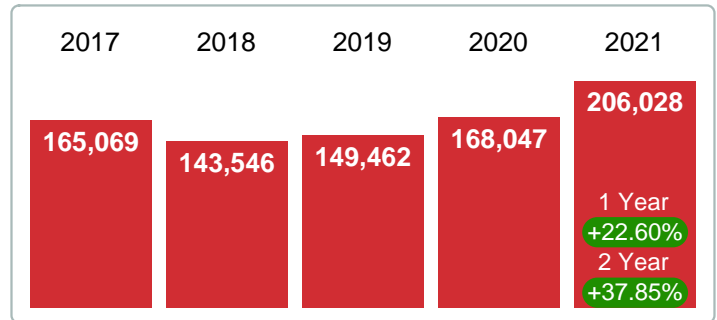
AVERAGE LIST PRICE AT CLOSING

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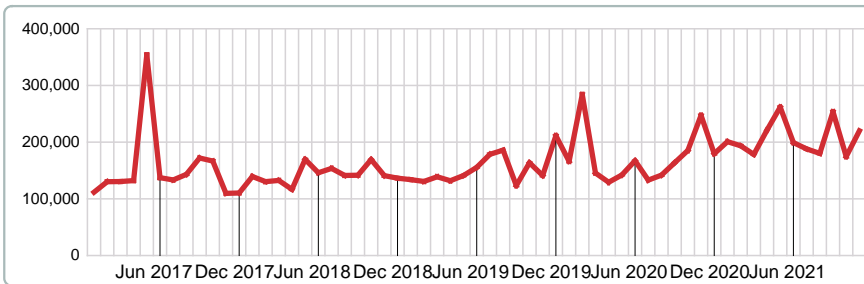
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

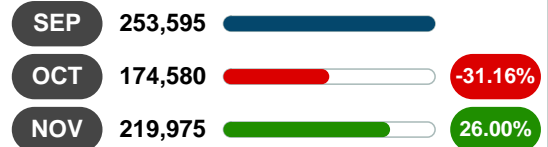


3 MONTHS

5 year NOV AVG = 171,766

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

Average List Price at Closing this month at **219,975**
above the 5 yr NOV average of **171,766**



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	2	4.17%	19,250	19,250	0	0	0
\$25,001 - \$75,000	5	10.42%	49,360	48,700	68,500	0	0
\$75,001 - \$125,000	11	22.92%	106,809	119,900	103,500	120,500	0
\$125,001 - \$200,000	10	20.83%	159,250	149,900	166,260	125,000	0
\$200,001 - \$300,000	8	16.67%	245,513	239,900	244,860	319,450	0
\$300,001 - \$400,000	4	8.33%	359,719	0	381,225	394,877	0
\$400,001 and up	8	16.67%	512,888	534,500	577,100	590,000	450,000
Average List Price			219,975	164,727	214,250	311,546	450,000
Total Closed Units		100%	219,975	11	30	6	1
Total Closed Volume			10,558,776	1.81M	6.43M	1.87M	450.00K



November 2021

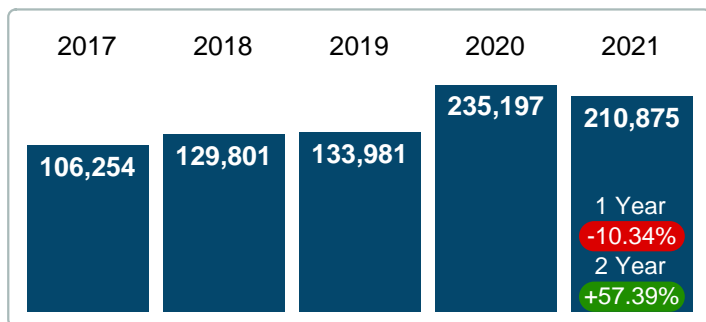
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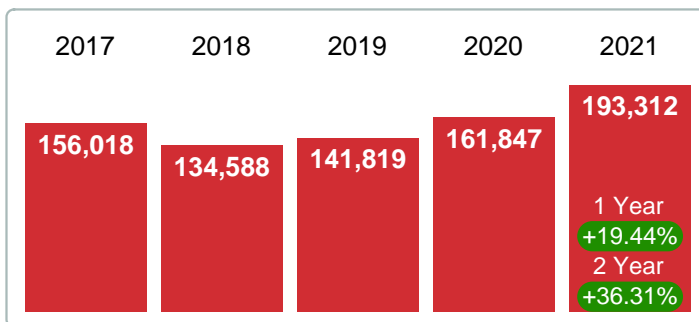
AVERAGE SOLD PRICE AT CLOSING

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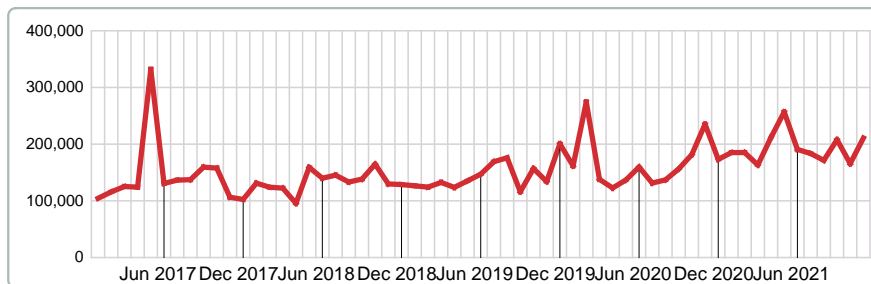
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

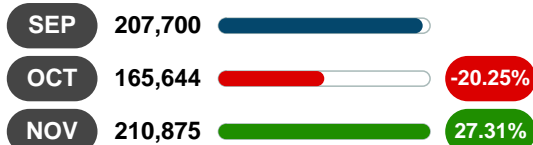


3 MONTHS

5 year NOV AVG = 163,222

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

Average Sold Price at Closing this month at **210,875** above the 5 yr NOV average of **163,222**



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	4.17%	17,750	17,750	0	0	0
\$25,001 - \$75,000	12.50%	48,400	44,600	56,000	0	0
\$75,001 - \$125,000	18.75%	105,322	120,000	102,571	109,900	0
\$125,001 - \$200,000	25.00%	157,708	135,000	162,320	134,300	0
\$200,001 - \$300,000	16.67%	251,250	210,000	244,800	288,000	0
\$300,001 - \$400,000	10.42%	353,800	0	354,250	352,000	0
\$400,001 and up	12.50%	529,450	527,500	577,100	545,000	422,500
Average Sold Price		210,875	157,627	208,280	286,200	422,500
Total Closed Units	100%	210,875	11	30	6	1
Total Closed Volume		10,122,000	1.73M	6.25M	1.72M	422.50K

November 2021



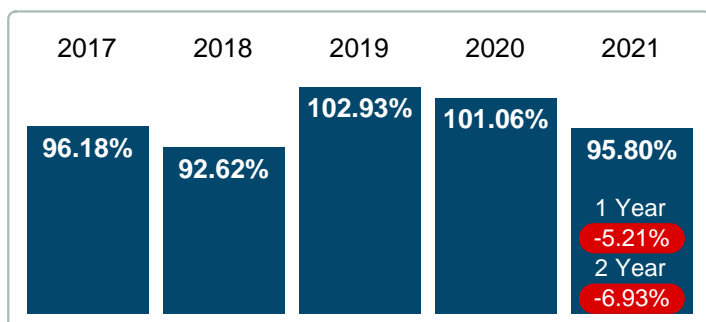
Area Delimited by County Of Mayes



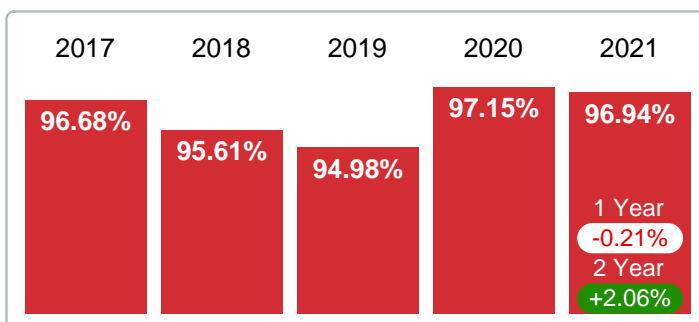
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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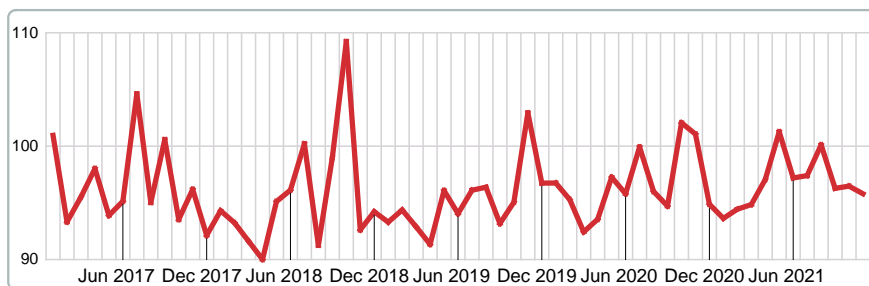
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

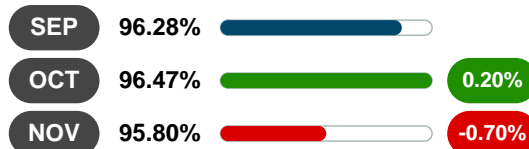


3 MONTHS

5 year NOV AVG = 97.72%

High Oct 2018 109.23% Low Apr 2018 90.01%

Average Sold/List Ratio this month at **95.80%**
below the 5 yr NOV average of **97.72%**



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	2	4.17%	92.05%	92.05%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	6	12.50%	89.35%	92.32%	83.43%	0.00%	0.00%
\$75,001 - \$125,000	9	18.75%	98.34%	100.08%	99.10%	91.20%	0.00%
\$125,001 - \$200,000	12	25.00%	98.10%	90.06%	97.97%	107.44%	0.00%
\$200,001 - \$300,000	8	16.67%	96.19%	87.54%	99.97%	91.09%	0.00%
\$300,001 - \$400,000	5	10.42%	92.61%	0.00%	93.48%	89.14%	0.00%
\$400,001 and up	6	12.50%	97.21%	98.51%	100.00%	92.37%	93.89%
Average Sold/List Ratio		95.80%		93.46%	97.13%	93.72%	93.89%
Total Closed Units		48	100%	11	30	6	1
Total Closed Volume		10,122,000		1.73M	6.25M	1.72M	422.50K



November 2021

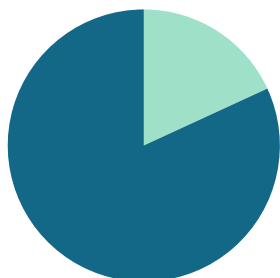
Area Delimited by County Of Mayes



MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY



Inventory

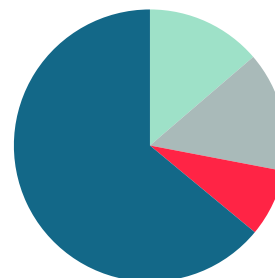
- New Listings **62 = 18.13%**
- Start Inventory **280**
- Total Inventory Units **342**
- Volume **\$116,411,835**

Market Activity

Market Activity

- Closed Sales **48 = 13.71%**
- Pending Sales **50 = 14.29%**
- Other Off Market **28 = 8.00%**
- Active Inventory **224 = 64.00%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	53	48	-9.43%	523	598	14.34%
Pending Sales	46	50	8.70%	579	627	8.29%
New Listings	69	62	-10.14%	1,016	907	-10.73%
Average List Price	247,202	219,975	-11.01%	168,047	206,028	22.60%
Average Sale Price	235,197	210,875	-10.34%	161,847	193,312	19.44%
Average Percent of Selling Price to List Price	101.06%	95.80%	-5.21%	97.15%	96.94%	-0.21%
Average Days on Market to Sale	44.60	48.81	9.44%	51.15	41.97	-17.94%
Monthly Inventory	362	224	-38.12%	362	224	-38.12%
Months Supply of Inventory	7.91	4.17	-47.33%	7.91	4.17	-47.33%

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

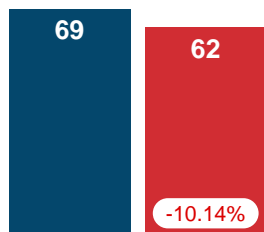
Inventory on November 30, 2021 = **224**

2020 **2021**

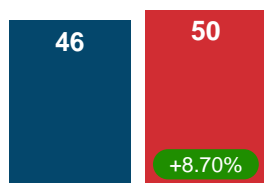
NOVEMBER MARKET

AVERAGE PRICES

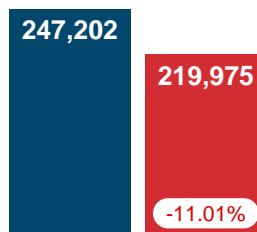
New Listings



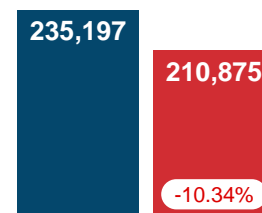
Pending Listings



List Price



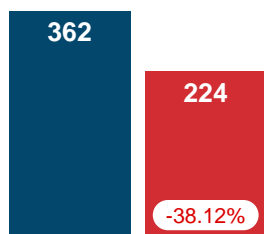
Sale Price



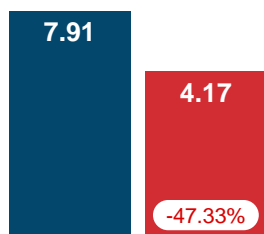
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

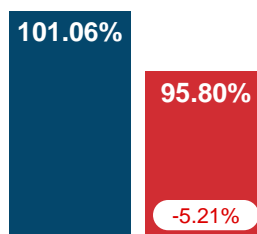
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

