

August 2021



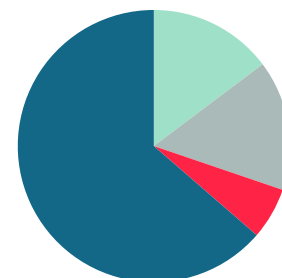
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	August 2021	+/-%
Closed Listings	61	60	-1.64%
Pending Listings	64	63	-1.56%
New Listings	109	80	-26.61%
Average List Price	141,843	180,152	27.01%
Average Sale Price	136,979	171,476	25.18%
Average Percent of Selling Price to List Price	96.01%	100.11%	4.27%
Average Days on Market to Sale	52.84	36.07	-31.74%
End of Month Inventory	352	259	-26.42%
Months Supply of Inventory	8.53	4.79	-43.88%



■ Closed (14.74%)
■ Pending (15.48%)
■ Other OffMarket (6.14%)
■ Active (63.64%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of August 31, 2021 = **259**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **26.42%** to 259 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 **4.79** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **25.18%** in August 2021 to \$171,476 versus the previous year at \$136,979.

Average Days on Market Shortens

The average number of **36.07** days that homes spent on the market before selling decreased by 16.77 days or **31.74%** in August 2021 compared to last year's same month at **52.84** DOM.

Sales Success for August 2021 is Positive

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

There were 80 New Listings in August 2021, down **26.61%** from last year at 109. Furthermore, there were 60 Closed Listings this month versus last year at 61, a **-1.64%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, August 2020, at **56.0%**, a **34.02%** 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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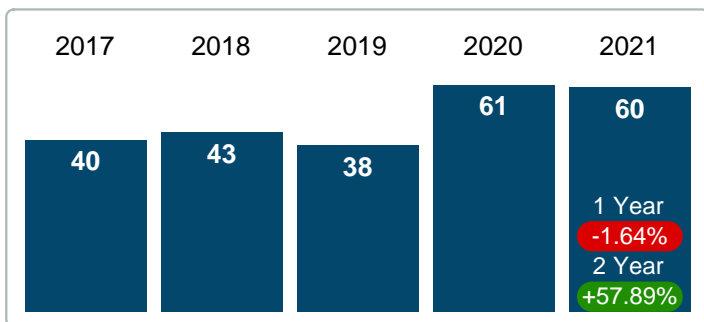
Area Delimited by County Of Mayes



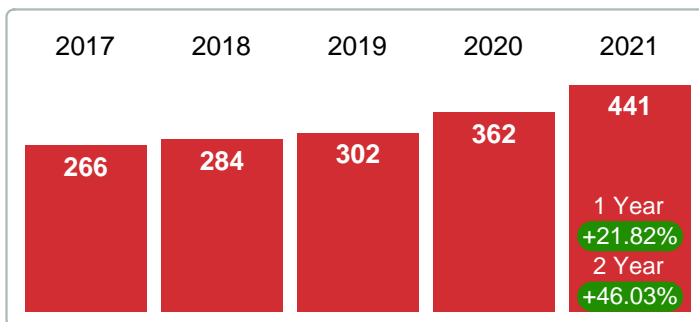
CLOSED LISTINGS

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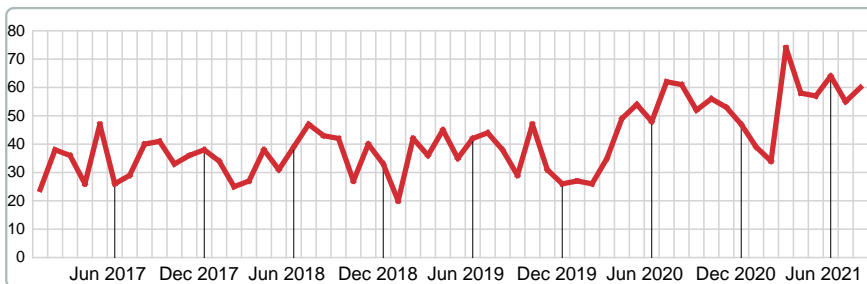
AUGUST



YEAR TO DATE (YTD)

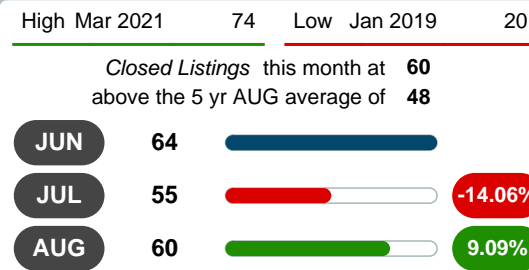


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 48



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	6	10.00%	56.8	6	0	0	0
\$25,001 - \$50,000	7	11.67%	43.6	6	1	0	0
\$50,001 - \$75,000	5	8.33%	16.4	3	2	0	0
\$75,001 - \$150,000	17	28.33%	26.1	5	10	2	0
\$150,001 - \$250,000	12	20.00%	22.0	4	8	0	0
\$250,001 - \$400,000	7	11.67%	53.3	2	5	0	0
\$400,001 and up	6	10.00%	59.2	2	3	1	0
Total Closed Units	60			28	29	3	0
Total Closed Volume	10,288,548	100%	36.1	3.44M	5.87M	981.90K	0.00B
Average Closed Price	\$171,476			\$122,720	\$202,431	\$327,300	\$0

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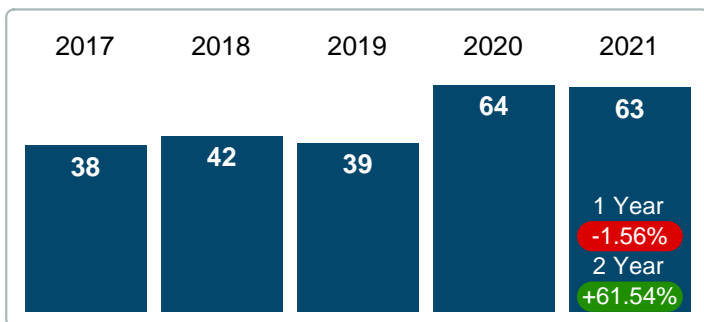
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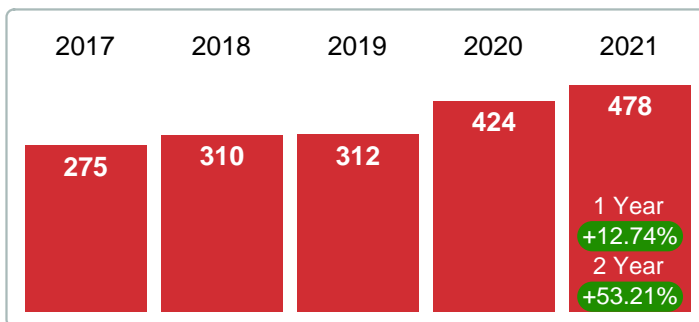
PENDING LISTINGS

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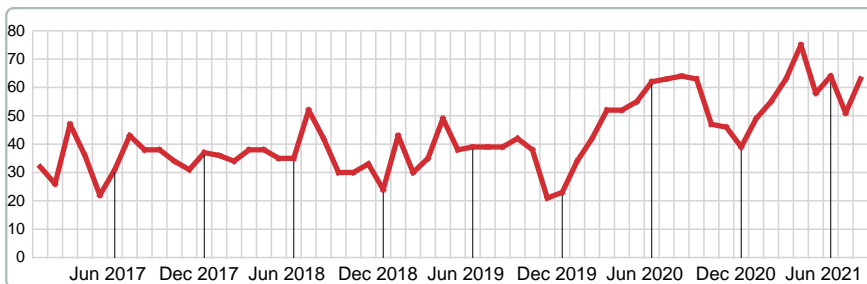
AUGUST



YEAR TO DATE (YTD)

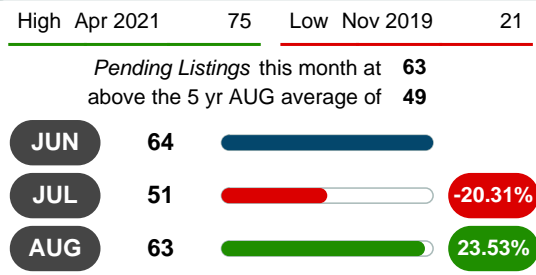


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.35%	14.0	4	0	0	0
\$40,001 - \$70,000	7	11.11%	74.1	5	1	1	0
\$70,001 - \$110,000	11	17.46%	57.2	4	5	2	0
\$110,001 - \$200,000	17	26.98%	38.6	6	9	2	0
\$200,001 - \$250,000	10	15.87%	56.3	4	5	1	0
\$250,001 - \$310,000	6	9.52%	39.0	1	4	1	0
\$310,001 and up	8	12.70%	89.5	1	5	0	2
Total Pending Units	63			25	29	7	2
Total Pending Volume	12,262,799	100%	54.3	3.09M	6.38M	976.40K	1.82M
Average Listing Price	\$149,325			\$123,512	\$220,124	\$139,486	\$907,500

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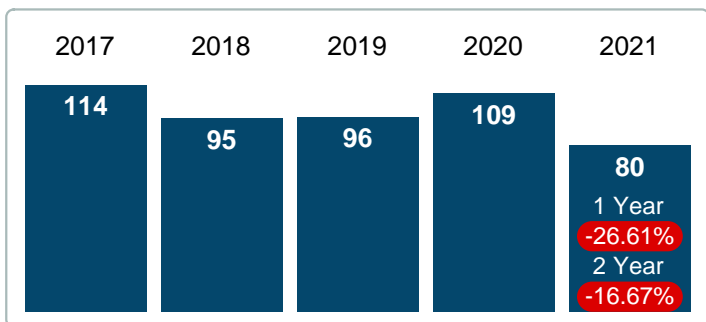
Area Delimited by County Of Mayes



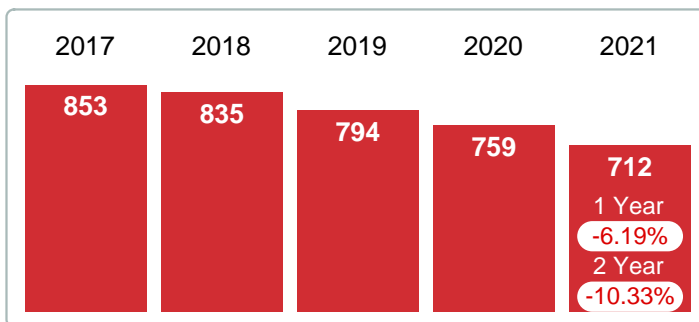
NEW LISTINGS

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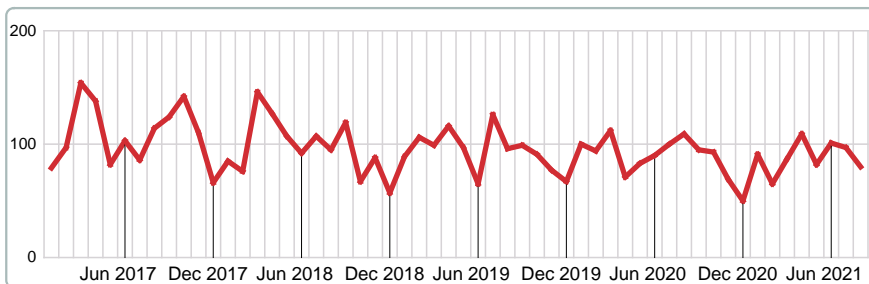
AUGUST



YEAR TO DATE (YTD)

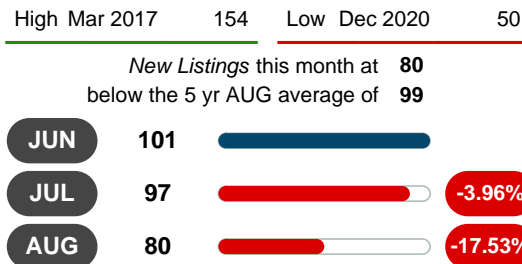


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	11.25%	9	0	0	0
\$40,001 - \$90,000	9	11.25%	6	3	0	0
\$90,001 - \$120,000	8	10.00%	3	5	0	0
\$120,001 - \$230,000	22	27.50%	7	14	1	0
\$230,001 - \$350,000	14	17.50%	6	6	2	0
\$350,001 - \$520,000	10	12.50%	4	4	1	1
\$520,001 and up	8	10.00%	0	3	2	3
Total New Listed Units	80		35	35	6	4
Total New Listed Volume	23,153,348	100%	5.54M	8.81M	3.15M	5.66M
Average New Listed Listing Price	\$0		\$158,246	\$251,643	\$524,750	\$1,414,688

August 2021



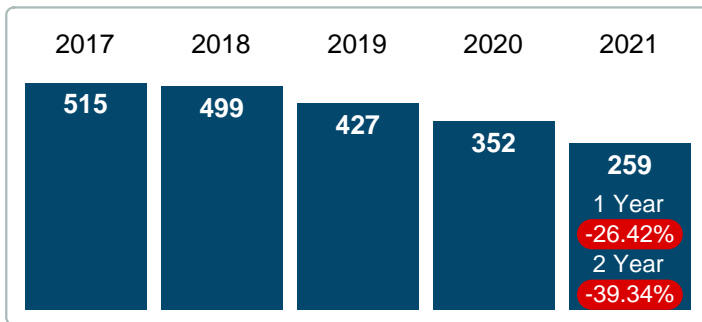
Area Delimited by County Of Mayes



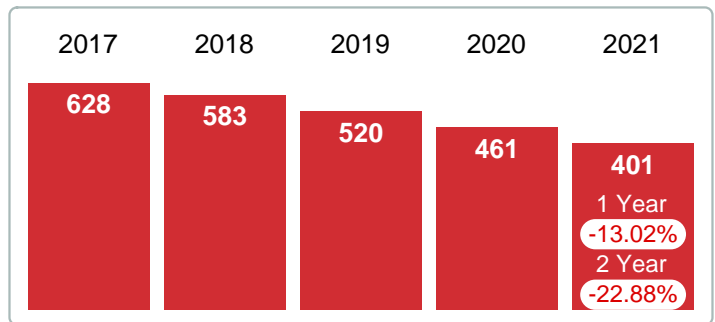
ACTIVE INVENTORY

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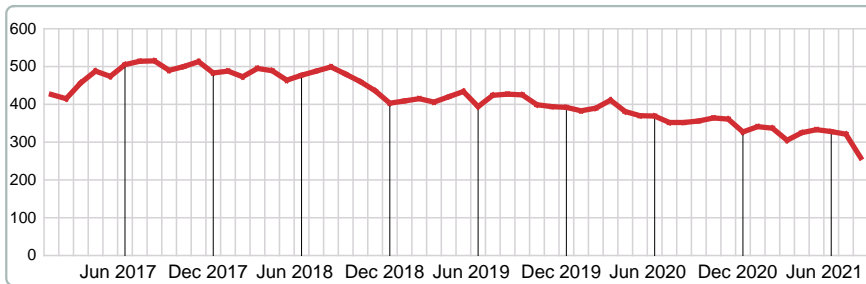
END OF AUGUST



ACTIVE DURING AUGUST

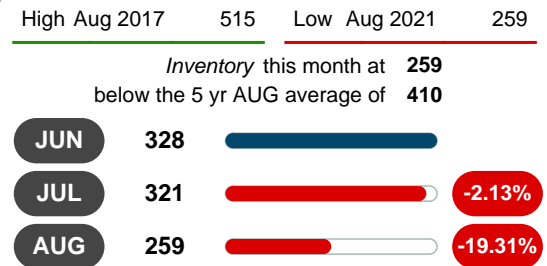


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 410



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	27	10.42%	165.9	27	0	0	0
\$25,001 - \$50,000	31	11.97%	90.5	29	2	0	0
\$50,001 - \$100,000	35	13.51%	90.3	28	7	0	0
\$100,001 - \$275,000	69	26.64%	67.9	35	31	2	1
\$275,001 - \$400,000	34	13.13%	73.5	17	13	4	0
\$400,001 - \$675,000	35	13.51%	88.8	16	14	2	3
\$675,001 and up	28	10.81%	81.7	10	5	6	7
Total Active Inventory by Units	259			162	72	14	11
Total Active Inventory by Volume	81,947,156	100%	88.9	36.47M	23.43M	8.68M	13.37M
Average Active Inventory Listing Price	\$316,398			\$225,097	\$325,395	\$620,298	\$1,215,341

August 2021



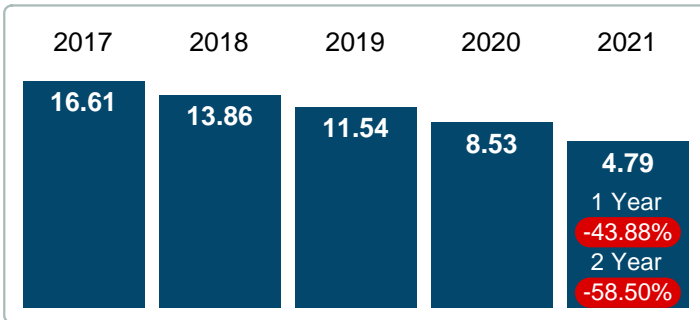
Area Delimited by County Of Mayes



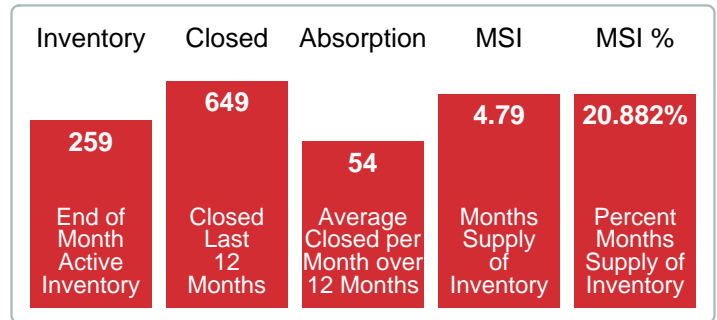
MONTHS SUPPLY of INVENTORY (MSI)

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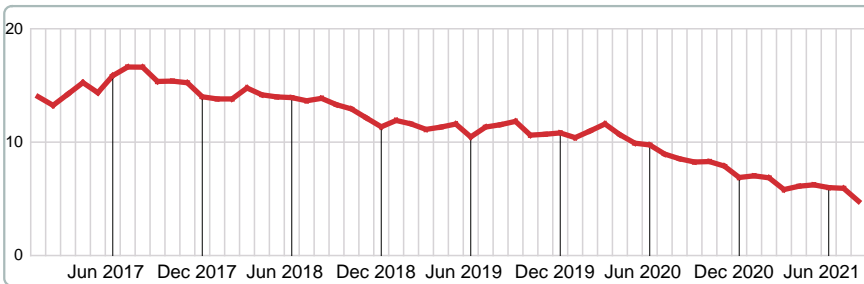
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

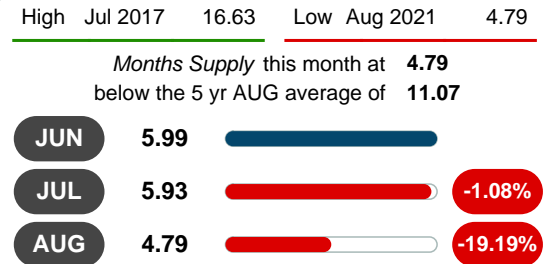


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 11.07



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	27	10.42%	6.48	7.04	0.00	0.00	0.00
\$25,001 - \$50,000	31	11.97%	7.44	9.94	1.85	0.00	0.00
\$50,001 - \$100,000	35	13.51%	3.72	5.89	1.53	0.00	0.00
\$100,001 - \$275,000	69	26.64%	2.70	6.27	1.93	0.60	1.71
\$275,001 - \$400,000	34	13.13%	5.44	18.55	3.90	2.09	0.00
\$400,001 - \$675,000	35	13.51%	11.67	38.40	8.84	3.00	9.00
\$675,001 and up	28	10.81%	18.67	40.00	60.00	10.29	12.00
Market Supply of Inventory (MSI)			4.79	8.68	2.66	2.07	6.95
Total Active Inventory by Units		100%	4.79	162	72	14	11

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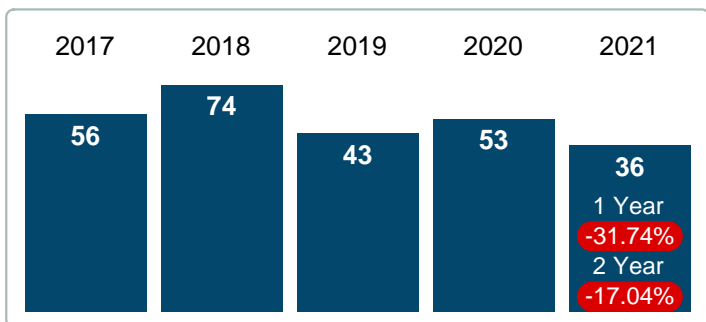
Area Delimited by County Of Mayes



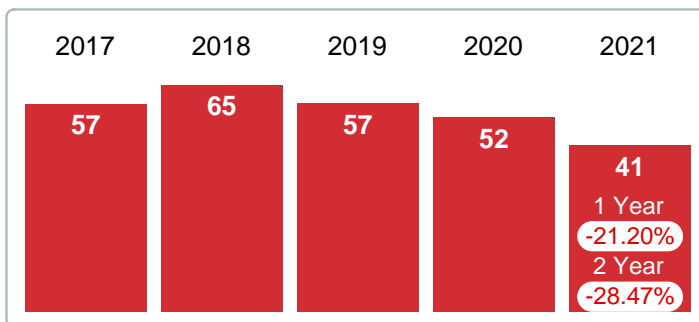
AVERAGE DAYS ON MARKET TO SALE

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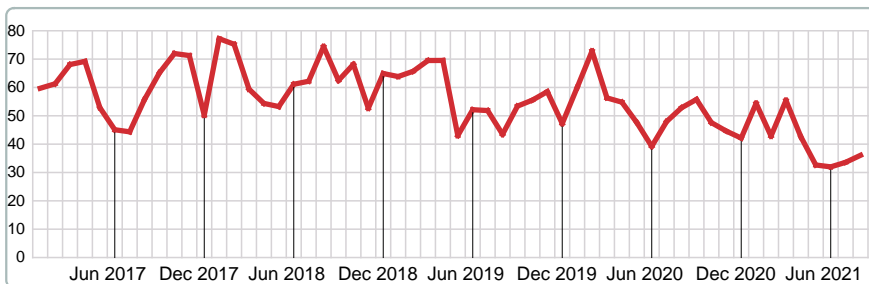
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

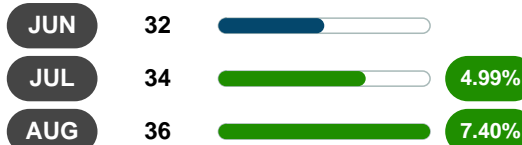


3 MONTHS

5 year AUG AVG = 53

High Jan 2018 77 Low Jun 2021 32

Average Days on Market to Sale this month at 36 below the 5 yr AUG average of 53



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	10.00%	57	57	0	0	0
\$25,001 - \$50,000	11.67%	44	43	47	0	0
\$50,001 - \$75,000	8.33%	16	24	5	0	0
\$75,001 - \$150,000	28.33%	26	16	35	8	0
\$150,001 - \$250,000	20.00%	22	2	32	0	0
\$250,001 - \$400,000	11.67%	53	2	74	0	0
\$400,001 and up	10.00%	59	71	20	154	0
Average Closed DOM		36	32	38	56	0
Total Closed Units	100%	36	28	29	3	0
Total Closed Volume		10,288,548	3.44M	5.87M	981.90K	0.00B

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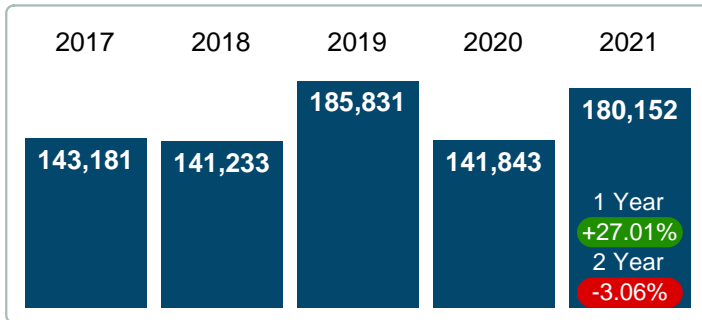
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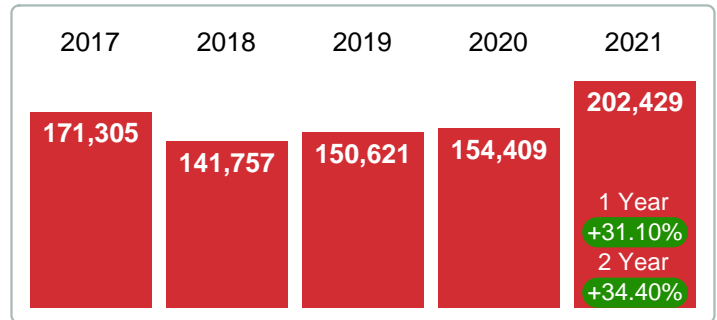
AVERAGE LIST PRICE AT CLOSING

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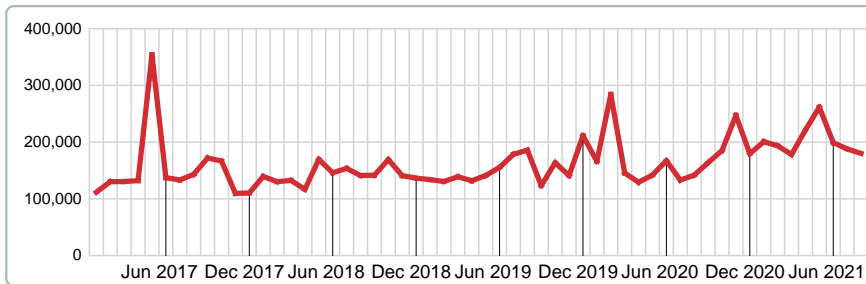
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

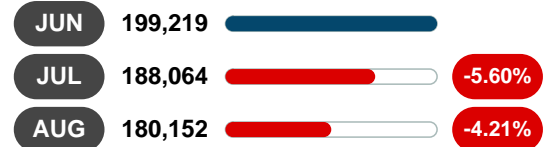


3 MONTHS

5 year AUG AVG = 158,448

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

Average List Price at Closing this month at **180,152** above the 5 yr AUG average of **158,448**



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	11.67%	13,493	14,075	0	0	0
\$25,001 - \$50,000	6.67%	42,400	43,267	55,000	0	0
\$50,001 - \$75,000	10.00%	66,483	66,333	72,450	0	0
\$75,001 - \$150,000	31.67%	115,479	93,720	125,950	123,500	0
\$150,001 - \$250,000	15.00%	189,211	258,475	193,613	0	0
\$250,001 - \$400,000	13.33%	310,913	271,000	330,880	0	0
\$400,001 and up	11.67%	537,414	588,500	470,000	724,900	0
Average List Price		180,152	134,448	209,403	323,967	0
Total Closed Units	100%	180,152	28	29	3	0
Total Closed Volume		10,809,148	3.76M	6.07M	971.90K	0.00B

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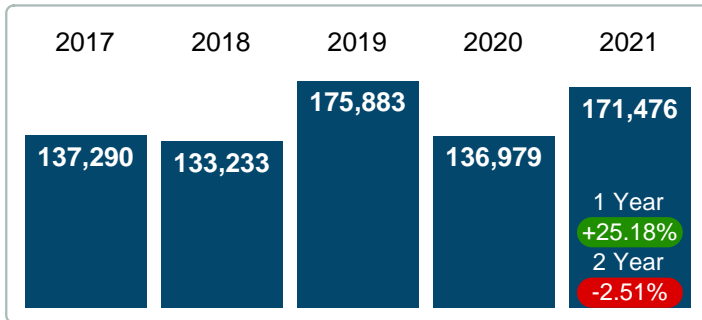
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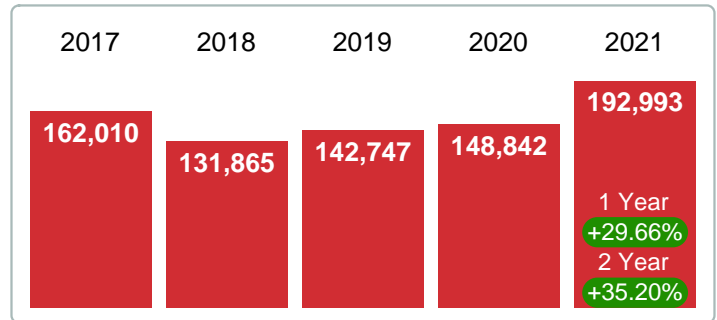
AVERAGE SOLD PRICE AT CLOSING

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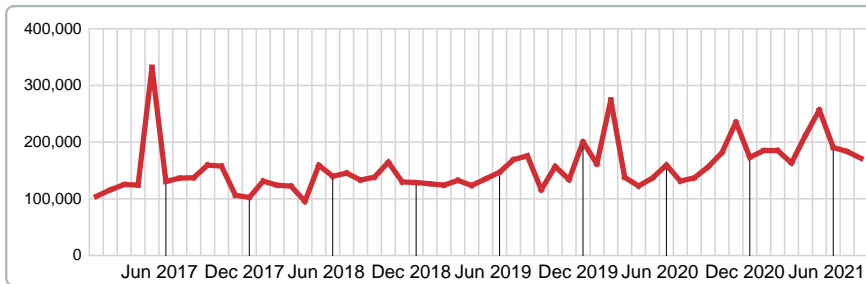
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

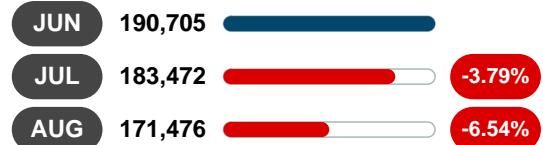


3 MONTHS

5 year AUG AVG = 150,972

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

Average Sold Price at Closing this month at 171,476 above the 5 yr AUG average of 150,972



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	10.00%	12,083	12,083	0	0	0
\$25,001 - \$50,000	11.67%	40,457	41,033	37,000	0	0
\$50,001 - \$75,000	8.33%	66,100	62,167	72,000	0	0
\$75,001 - \$150,000	28.33%	115,194	92,360	123,950	128,500	0
\$150,001 - \$250,000	20.00%	192,596	189,287	194,250	0	0
\$250,001 - \$400,000	11.67%	307,286	290,000	314,200	0	0
\$400,001 and up	10.00%	530,317	566,000	441,667	724,900	0
Average Sold Price		171,476	122,720	202,431	327,300	0
Total Closed Units	100%	171,476	28	29	3	
Total Closed Volume		10,288,548	3.44M	5.87M	981.90K	0.00B

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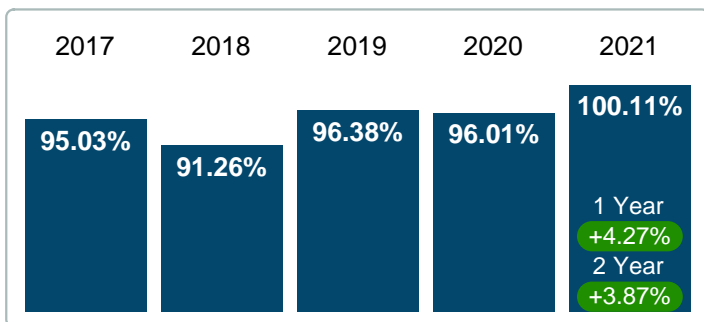
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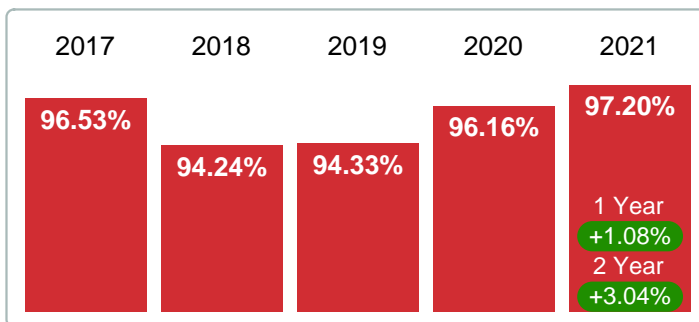
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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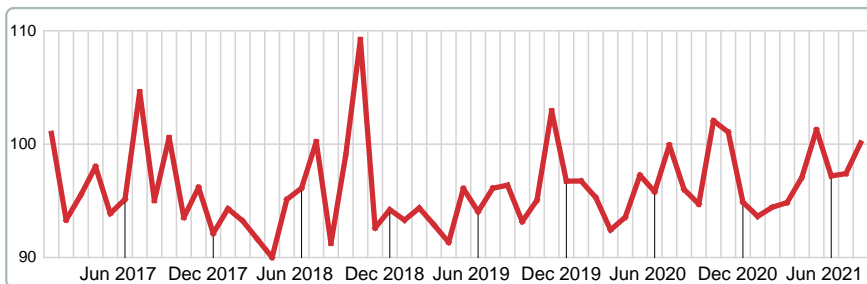
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

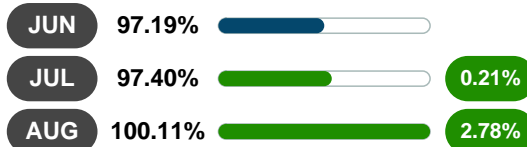


3 MONTHS

5 year AUG AVG = 95.76%

High Oct 2018 109.23% Low Apr 2018 90.01%

Average Sold/List Ratio this month at **100.11%**
above the 5 yr AUG average of **95.76%**



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	6	10.00%	86.88%	86.88%	0.00%	0.00%	0.00%
\$25,001 \$50,000	7	11.67%	128.59%	138.81%	67.27%	0.00%	0.00%
\$50,001 \$75,000	5	8.33%	96.41%	94.44%	99.36%	0.00%	0.00%
\$75,001 \$150,000	17	28.33%	99.25%	99.75%	98.06%	104.00%	0.00%
\$150,001 \$250,000	12	20.00%	95.66%	84.95%	101.01%	0.00%	0.00%
\$250,001 \$400,000	7	11.67%	99.26%	108.37%	95.61%	0.00%	0.00%
\$400,001 and up	6	10.00%	95.50%	95.36%	94.10%	100.00%	0.00%
Average Sold/List Ratio		100.10%		102.98%	97.07%	102.67%	0.00%
Total Closed Units		60	100%	28	29	3	
Total Closed Volume		10,288,548		3.44M	5.87M	981.90K	0.00B

August 2021

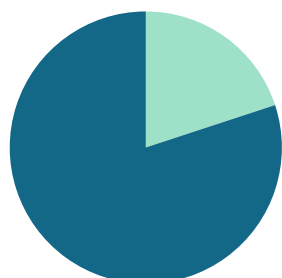
Area Delimited by County Of Mayes



MARKET SUMMARY

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

INVENTORY

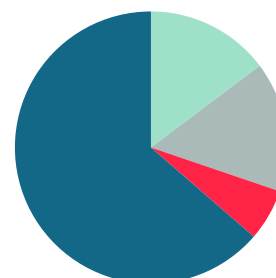


Inventory
 New Listings **80 = 19.95%**
 Start Inventory **321**
 Total Inventory Units **401**
 Volume **\$110,183,002**

Market Activity

Closed Sales **60 = 14.74%**
 Pending Sales **63 = 15.48%**
 Other Off Market **25 = 6.14%**
 Active Inventory **259 = 63.64%**

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	61	60	-1.64%	362	441	21.82%
Pending Sales	64	63	-1.56%	424	478	12.74%
New Listings	109	80	-26.61%	759	712	-6.19%
Average List Price	141,843	180,152	27.01%	154,409	202,429	31.10%
Average Sale Price	136,979	171,476	25.18%	148,842	192,993	29.66%
Average Percent of Selling Price to List Price	96.01%	100.11%	4.27%	96.16%	97.20%	1.08%
Average Days on Market to Sale	52.84	36.07	-31.74%	51.99	40.97	-21.20%
Monthly Inventory	352	259	-26.42%	352	259	-26.42%
Months Supply of Inventory	8.53	4.79	-43.88%	8.53	4.79	-43.88%

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

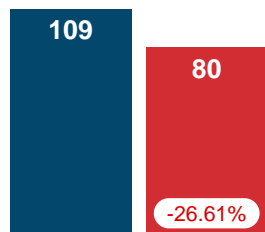
Inventory on August 31, 2021 = **259**

2020 **2021**

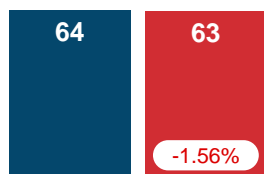
AUGUST MARKET

AVERAGE PRICES

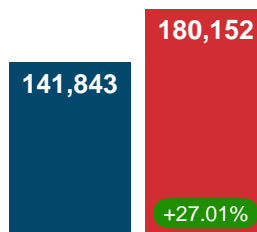
New Listings



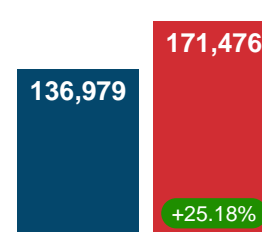
Pending Listings



List Price



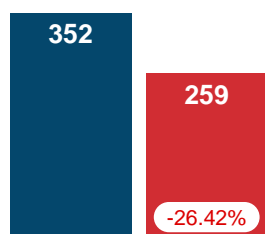
Sale Price



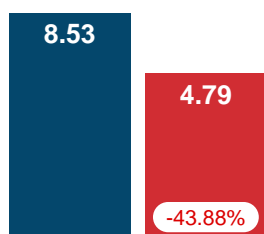
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

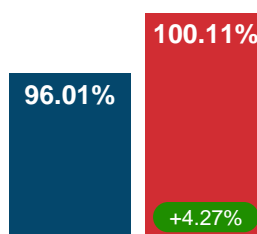
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

