

# August 2021

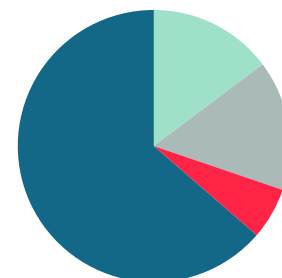
Area Delimited by County Of Mayes



## 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%
Median List Price	135,000	129,950	-3.74%
Median Sale Price	137,000	135,500	-1.09%
Median Percent of Selling Price to List Price	98.24%	100.00%	1.79%
Median Days on Market to Sale	33.00	10.50	-68.18%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.09%** in August 2021 to \$135,500 versus the previous year at \$137,000.

#### Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 22.50 days or **68.18%** in August 2021 compared to last year's same month at **33.00** DOM.

#### Sales Success for August 2021 is Positive

Overall, with Median Prices falling 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# August 2021



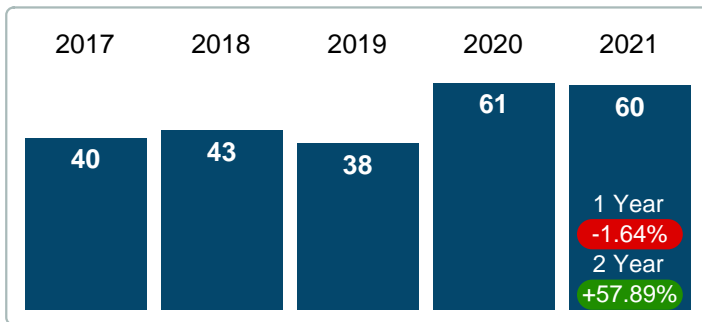
Area Delimited by County Of Mayes



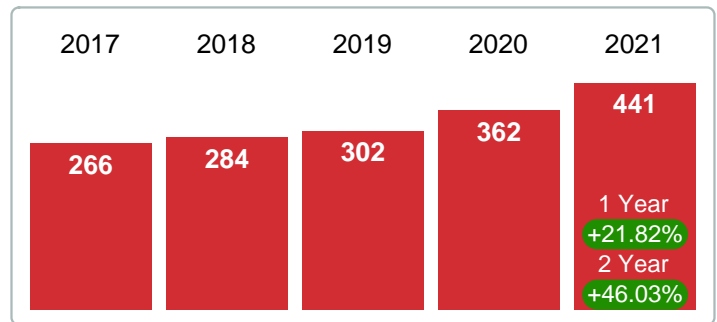
## CLOSED LISTINGS

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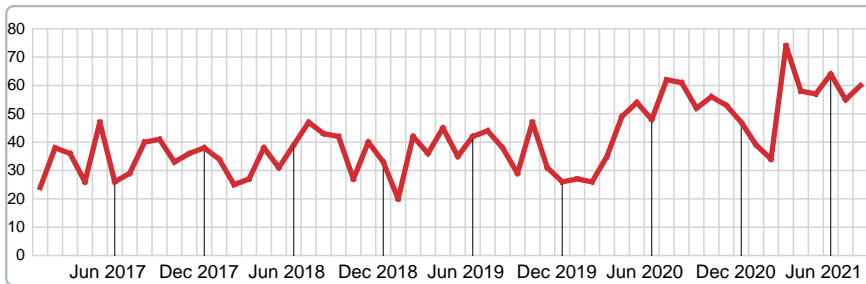
### AUGUST



### YEAR TO DATE (YTD)

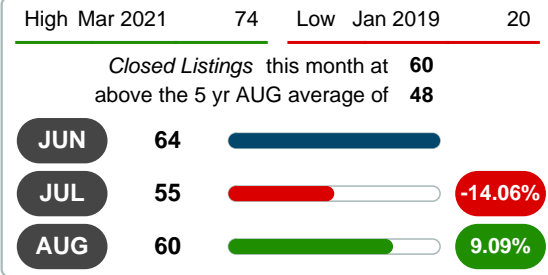


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 48



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	10.00%	45.0	6	0	0	0
\$30,001 - \$50,000	7	11.67%	23.0	6	1	0	0
\$50,001 - \$90,000	8	13.33%	5.0	6	2	0	0
\$90,001 - \$160,000	16	26.67%	10.0	3	11	2	0
\$160,001 - \$250,000	10	16.67%	7.0	3	7	0	0
\$250,001 - \$400,000	7	11.67%	15.0	2	5	0	0
\$400,001 and up	6	10.00%	23.0	2	3	1	0
<b>Total Closed Units</b>	<b>60</b>			<b>28</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,288,548</b>	<b>100%</b>	<b>10.5</b>	<b>3.44M</b>	<b>5.87M</b>	<b>981.90K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$135,500</b>			<b>\$66,250</b>	<b>\$170,000</b>	<b>\$135,000</b>	<b>\$0</b>

# August 2021



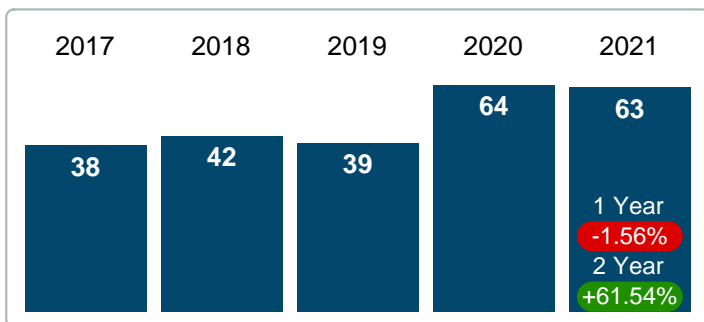
Area Delimited by County Of Mayes



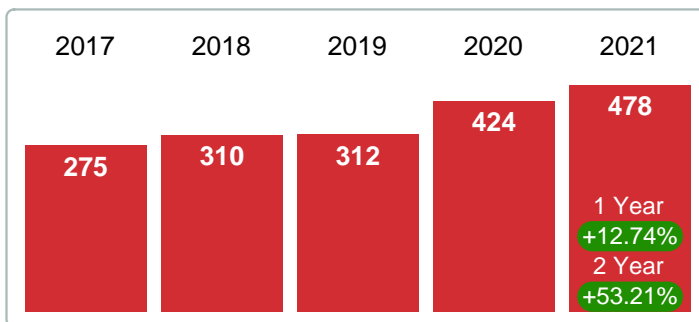
## PENDING LISTINGS

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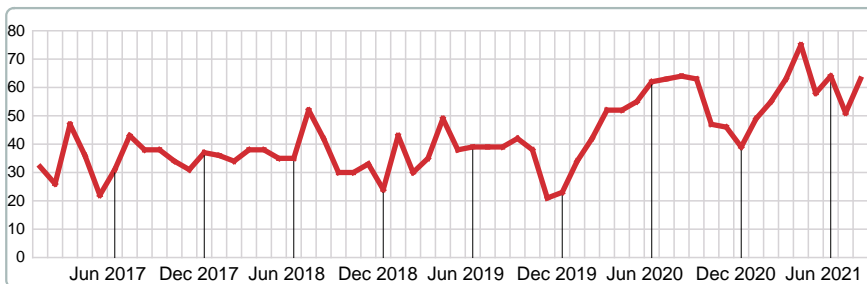
### AUGUST



### YEAR TO DATE (YTD)

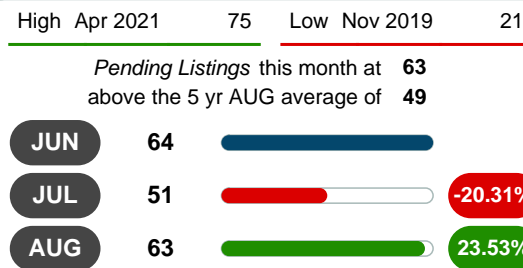


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 49



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.35%	5.5	4	0	0	0
\$40,001 - \$70,000	7	11.11%	78.0	5	1	1	0
\$70,001 - \$110,000	11	17.46%	27.0	4	5	2	0
\$110,001 - \$200,000	17	26.98%	23.0	6	9	2	0
\$200,001 - \$250,000	10	15.87%	40.5	4	5	1	0
\$250,001 - \$310,000	6	9.52%	35.5	1	4	1	0
\$310,001 and up	8	12.70%	79.5	1	5	0	2
<b>Total Pending Units</b>	<b>63</b>			<b>25</b>	<b>29</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,262,799</b>	<b>100%</b>	<b>35.0</b>	<b>3.09M</b>	<b>6.38M</b>	<b>976.40K</b>	<b>1.82M</b>
<b>Median Listing Price</b>	<b>\$139,900</b>			<b>\$92,500</b>	<b>\$197,500</b>	<b>\$120,500</b>	<b>\$907,500</b>

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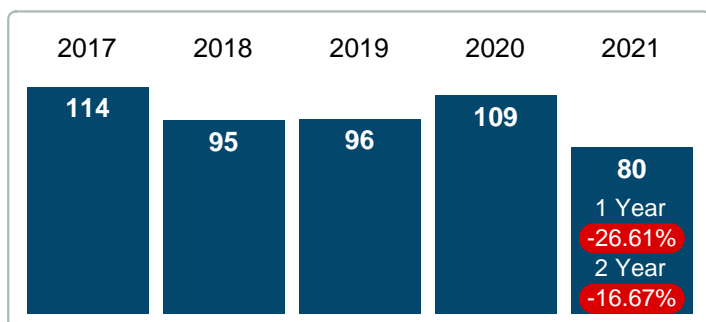
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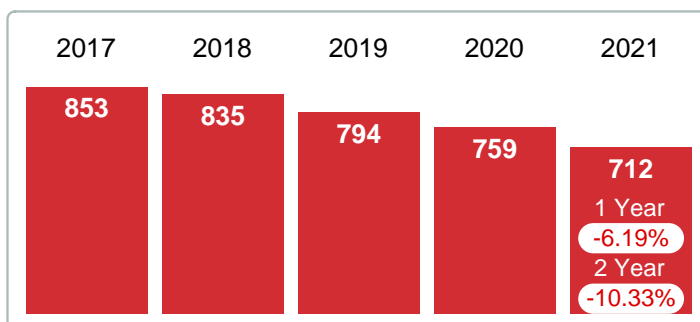
## NEW LISTINGS

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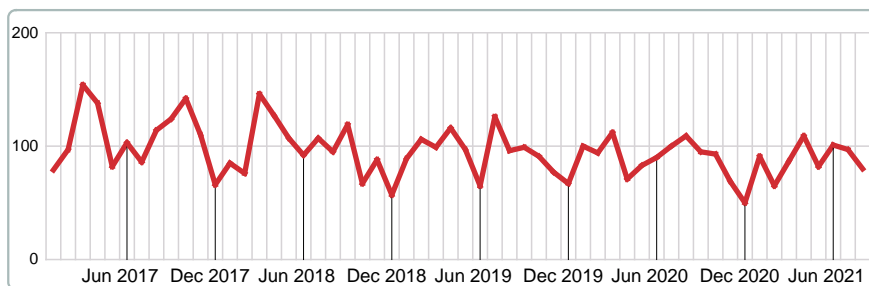
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

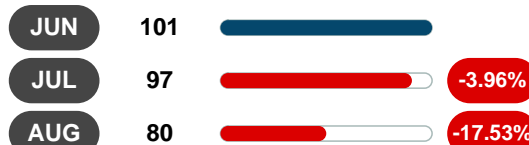


### 3 MONTHS

5 year AUG AVG = 99

High Mar 2017 154 Low Dec 2020 50

New Listings this month at **80**  
below the 5 yr AUG average of **99**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.75%	3	0	0	0
\$25,001 - \$75,000	11	13.75%	10	1	0	0
\$75,001 - \$125,000	16	20.00%	8	7	1	0
\$125,001 - \$225,000	17	21.25%	3	14	0	0
\$225,001 - \$350,000	15	18.75%	7	6	2	0
\$350,001 - \$525,000	11	13.75%	4	5	1	1
\$525,001 and up	7	8.75%	0	2	2	3
<b>Total New Listed Units</b>	<b>80</b>		<b>35</b>	<b>35</b>	<b>6</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>23,153,348</b>	<b>100%</b>	<b>5.54M</b>	<b>8.81M</b>	<b>3.15M</b>	<b>5.66M</b>
<b>Median New Listed Listing Price</b>	<b>\$175,000</b>		<b>\$120,000</b>	<b>\$182,000</b>	<b>\$347,000</b>	<b>\$827,375</b>

# August 2021



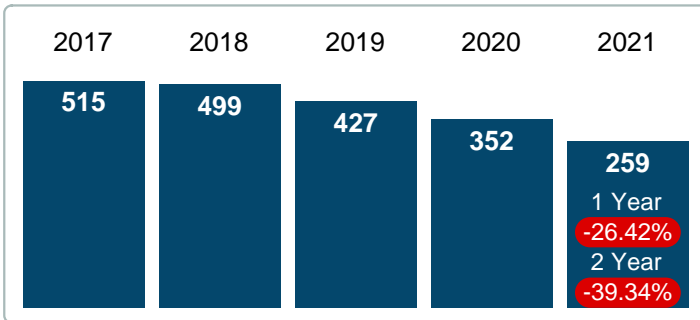
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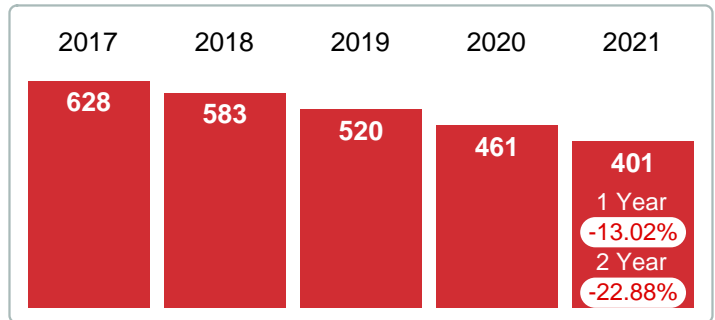
## ACTIVE INVENTORY

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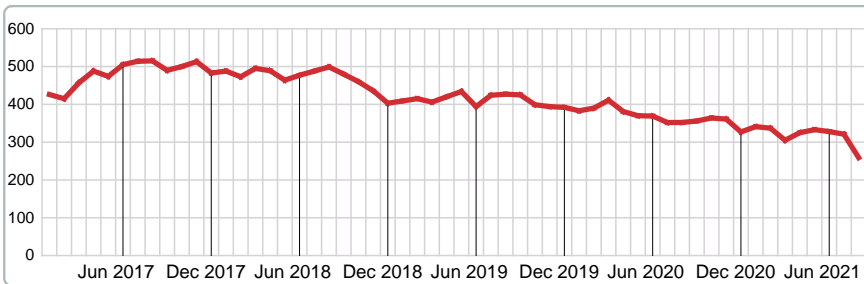
### END OF AUGUST



### ACTIVE DURING AUGUST

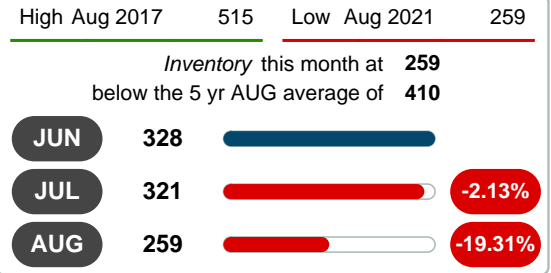


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 410



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	27	10.42%	165.0	27	0	0	0
\$25,001 - \$50,000	31	11.97%	84.0	29	2	0	0
\$50,001 - \$100,000	35	13.51%	84.0	28	7	0	0
\$100,001 - \$275,000	69	26.64%	48.0	35	31	2	1
\$275,001 - \$400,000	34	13.13%	40.5	17	13	4	0
\$400,001 - \$675,000	35	13.51%	62.0	16	14	2	3
\$675,001 and up	28	10.81%	59.0	10	5	6	7
<b>Total Active Inventory by Units</b>	<b>259</b>			<b>162</b>	<b>72</b>	<b>14</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>81,947,156</b>	<b>100%</b>	<b>70.0</b>	<b>36.47M</b>	<b>23.43M</b>	<b>8.68M</b>	<b>13.37M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$175,000</b>			<b>\$99,500</b>	<b>\$234,450</b>	<b>\$507,450</b>	<b>\$769,000</b>

# August 2021



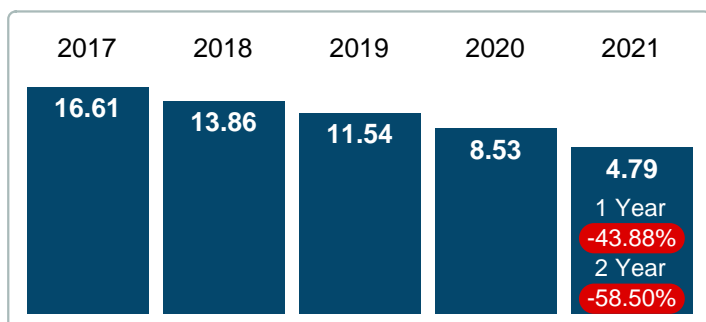
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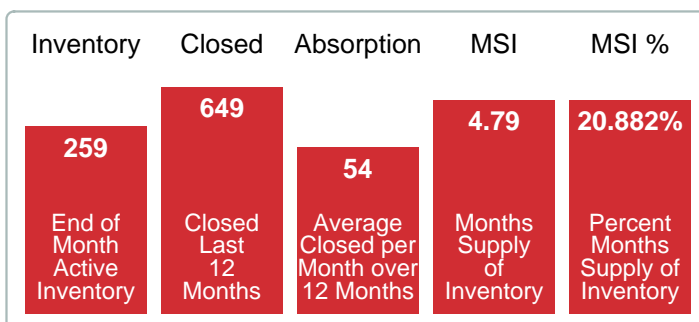
## MONTHS SUPPLY of INVENTORY (MSI)

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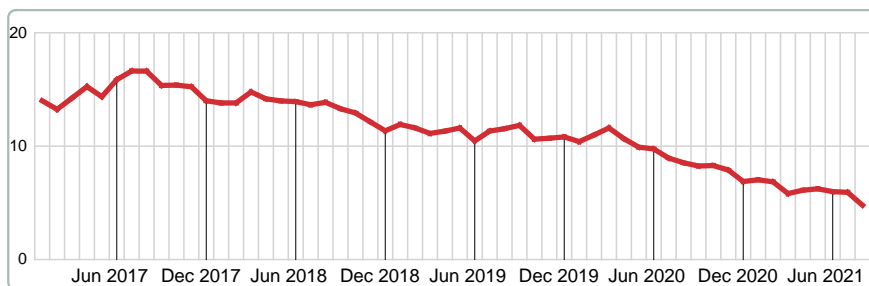
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

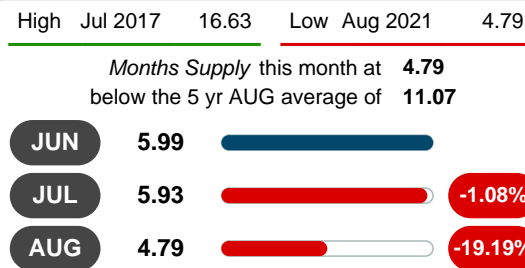


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# August 2021



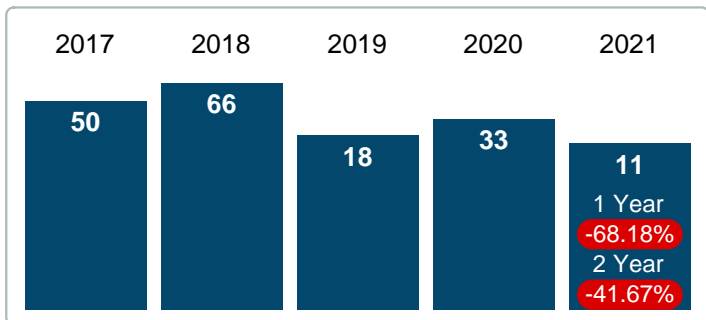
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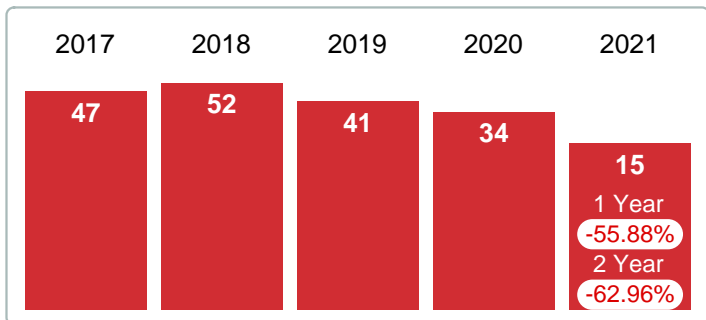
## MEDIAN DAYS ON MARKET TO SALE

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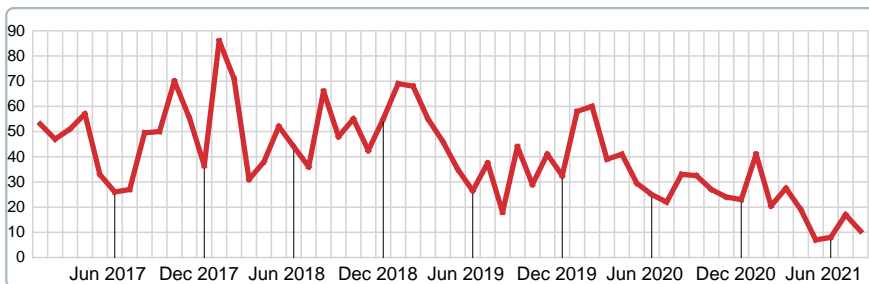
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 35

High Jan 2018 86 Low May 2021 7

Median Days on Market to Sale this month at 11 below the 5 yr AUG average of 35



### 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
\$30,000 and less	10.00%	45	45	0	0	0
\$30,001 - \$50,000	11.67%	23	17	47	0	0
\$50,001 - \$90,000	13.33%	5	5	5	0	0
\$90,001 - \$160,000	26.67%	10	6	11	8	0
\$160,001 - \$250,000	16.67%	7	1	10	0	0
\$250,001 - \$400,000	11.67%	15	2	70	0	0
\$400,001 and up	10.00%	23	71	14	154	0
Median Closed DOM		11	8	13	9	0
Total Closed Units	100%	60	28	29	3	
Total Closed Volume		10,288,548	3.44M	5.87M	981.90K	0.00B



# August 2021



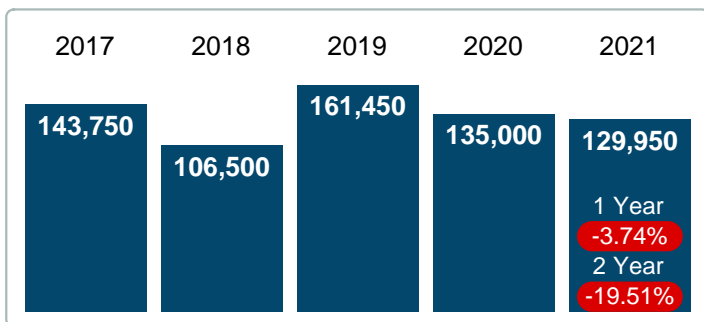
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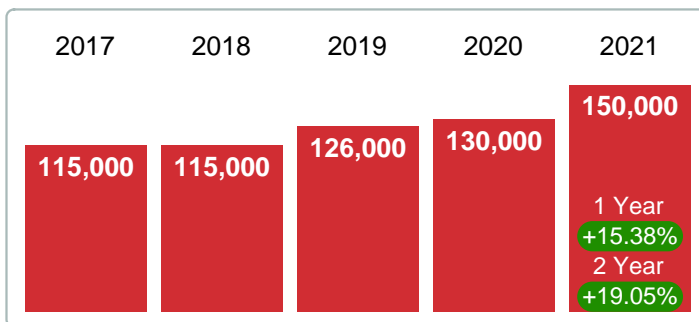
## MEDIAN LIST PRICE AT CLOSING

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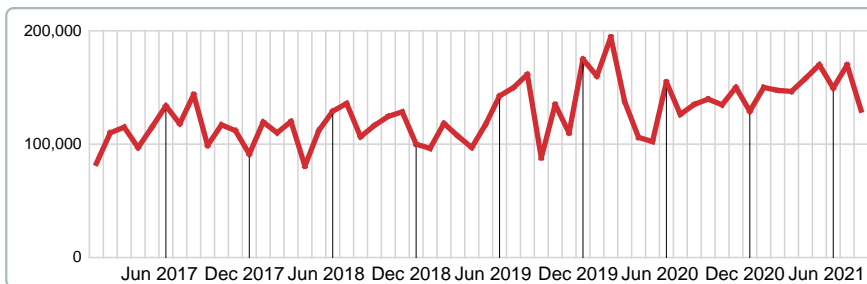
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

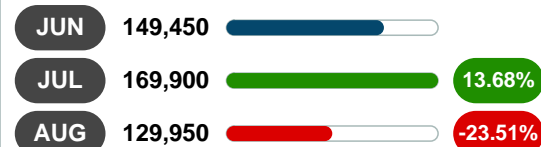


### 3 MONTHS

5 year AUG AVG = 135,330

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

Median List Price at Closing this month at **129,950**  
 below the 5 yr AUG average of **135,330**



### 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
\$30,000 and less	11.67%	10,000	10,000	0	0	0
\$30,001 - \$50,000	6.67%	39,950	39,950	0	0	0
\$50,001 - \$90,000	16.67%	75,000	79,000	69,900	0	0
\$90,001 - \$160,000	26.67%	127,450	129,900	130,000	123,500	0
\$160,001 - \$250,000	13.33%	181,950	227,000	175,000	0	0
\$250,001 - \$400,000	13.33%	307,250	315,000	299,500	0	0
\$400,001 and up	11.67%	495,000	485,000	495,000	724,900	0
<b>Median List Price</b>		<b>129,950</b>	<b>77,000</b>	<b>166,000</b>	<b>125,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>129,950</b>	<b>28</b>	<b>29</b>	<b>3</b>	
<b>Total Closed Volume</b>			<b>3.76M</b>	<b>6.07M</b>	<b>971.90K</b>	<b>0.00B</b>



# August 2021



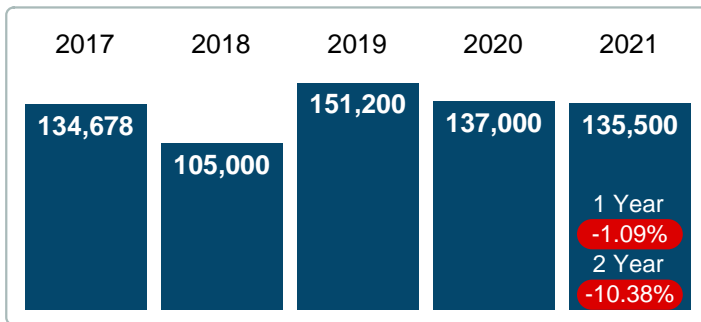
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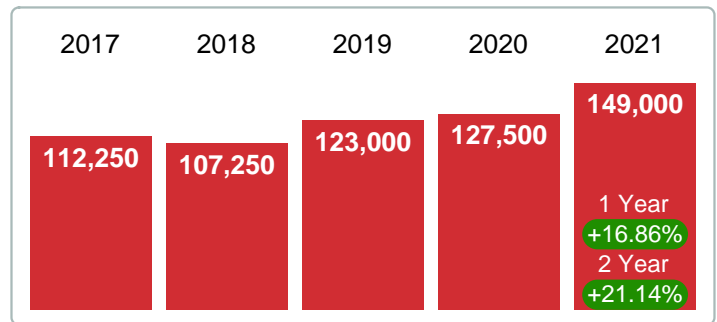
## MEDIAN SOLD PRICE AT CLOSING

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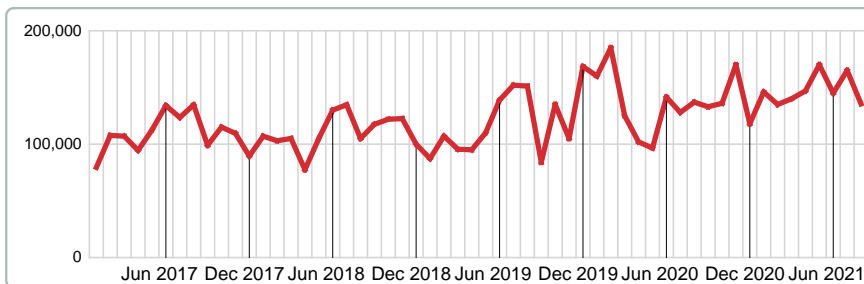
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

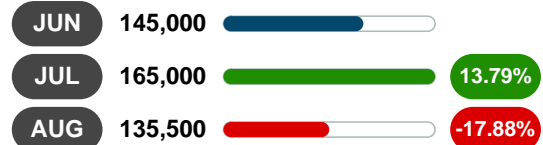


### 3 MONTHS

5 year AUG AVG = 132,676

High Feb 2020 185,000 Low Apr 2018 77,500

Median Sold Price at Closing this month at **135,500**  
above the 5 yr AUG average of **132,676**



### 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
\$30,000 and less	10.00%	10,250	10,250	0	0	0
\$30,001 - \$50,000	11.67%	40,000	40,100	37,000	0	0
\$50,001 - \$90,000	13.33%	72,500	74,950	72,000	0	0
\$90,001 - \$160,000	26.67%	128,500	115,000	136,000	128,500	0
\$160,001 - \$250,000	16.67%	184,000	189,000	179,000	0	0
\$250,001 - \$400,000	11.67%	310,000	290,000	310,000	0	0
\$400,001 and up	10.00%	465,000	566,000	430,000	724,900	0
<b>Median Sold Price</b>		<b>135,500</b>	<b>66,250</b>	<b>170,000</b>	<b>135,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>135,500</b>	<b>28</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,288,548</b>	<b>3.44M</b>	<b>5.87M</b>	<b>981.90K</b>	<b>0.00B</b>

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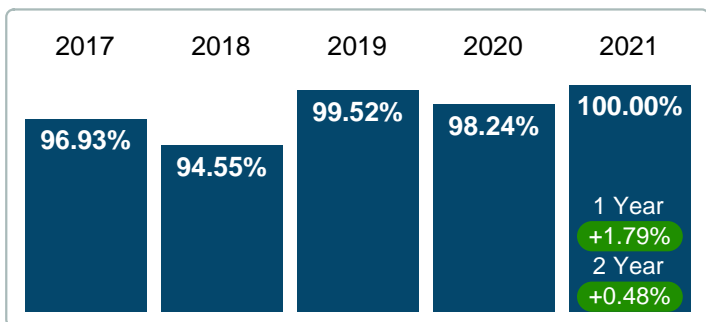
Area Delimited by County Of Mayes



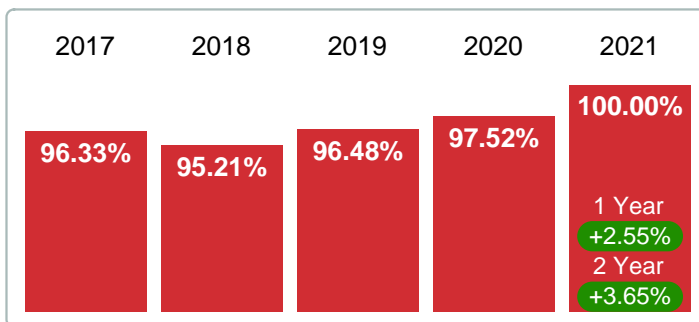
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

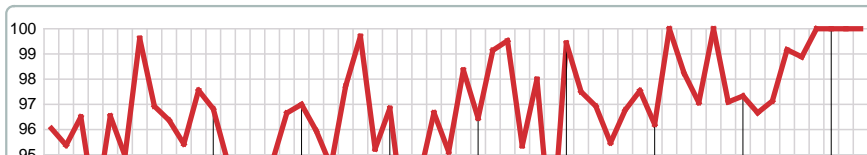
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 97.85%

High Aug 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **97.85%**

JUN 100.00%  
JUL 100.00%  
AUG 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	10.00%	88.89%	88.89%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	7	11.67%	87.50%	92.62%	67.27%	0.00%	0.00%
\$50,001 - \$90,000	8	13.33%	100.00%	100.00%	99.36%	0.00%	0.00%
\$90,001 - \$160,000	16	26.67%	100.00%	100.00%	100.00%	104.00%	0.00%
\$160,001 - \$250,000	10	16.67%	100.00%	100.00%	100.00%	0.00%	0.00%
\$250,001 - \$400,000	7	11.67%	100.00%	108.37%	98.18%	0.00%	0.00%
\$400,001 and up	6	10.00%	97.71%	95.36%	96.43%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	99.66%	100.00%	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



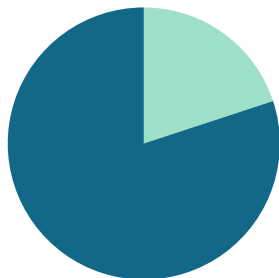
Area Delimited by County Of Mayes



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

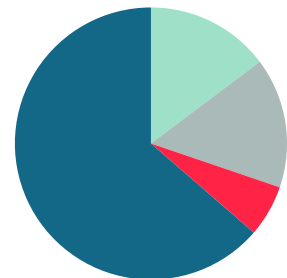
- New Listings **80 = 19.95%**
- Start Inventory **321**
- Total Inventory Units **401**
- Volume **\$110,183,002**

### Market Activity

**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%
Median List Price	135,000	129,950	-3.74%	130,000	150,000	15.38%
Median Sale Price	137,000	135,500	-1.09%	127,500	149,000	16.86%
Median Percent of Selling Price to List Price	98.24%	100.00%	1.79%	97.52%	100.00%	2.55%
Median Days on Market to Sale	33.00	10.50	-68.18%	34.00	15.00	-55.88%
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

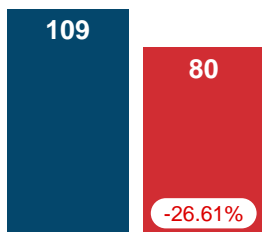
**Inventory** on August 31, 2021 = **259**

**2020** **2021**

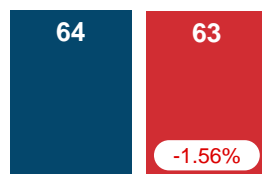
### AUGUST MARKET

### MEDIAN PRICES

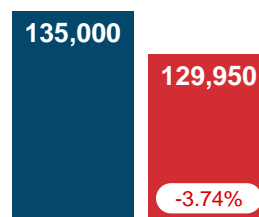
#### New Listings



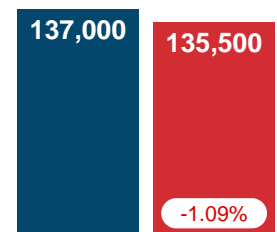
#### Pending Listings



#### List Price



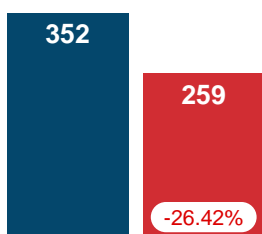
#### Sale Price



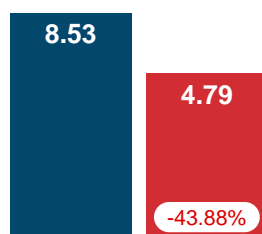
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

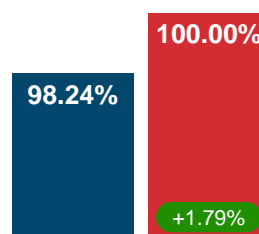
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

