

# October 2021

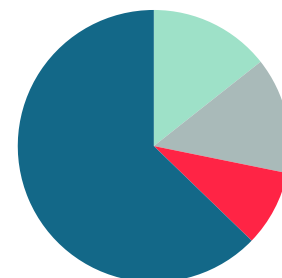
Area Delimited by County Of Mayes



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	56	54	-3.57%
Pending Listings	47	52	10.64%
New Listings	93	67	-27.96%
Average List Price	185,342	174,580	-5.81%
Average Sale Price	181,680	165,644	-8.83%
Average Percent of Selling Price to List Price	102.06%	96.47%	-5.48%
Average Days on Market to Sale	47.59	37.19	-21.86%
End of Month Inventory	365	236	-35.34%
Months Supply of Inventory	8.31	4.36	-47.58%



■ Closed (14.36%)  
■ Pending (13.83%)  
■ Other OffMarket (9.04%)  
■ Active (62.77%)

**Absorption:** Last 12 months, an Average of **54** Sales/Month  
**Active Inventory** as of October 31, 2021 = **236**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **35.34%** to 236 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 **4.36** 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 **8.83%** in October 2021 to \$165,644 versus the previous year at \$181,680.

#### Average Days on Market Shortens

The average number of **37.19** days that homes spent on the market before selling decreased by 10.40 days or **21.86%** in October 2021 compared to last year's same month at **47.59** DOM.

#### Sales Success for October 2021 is Positive

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

There were 67 New Listings in October 2021, down **27.96%** from last year at 93. Furthermore, there were 54 Closed Listings this month versus last year at 56, a **-3.57%** decrease.

Closed versus Listed trends yielded a **80.6%** ratio, up from previous year's, October 2020, at **60.2%**, a **33.85%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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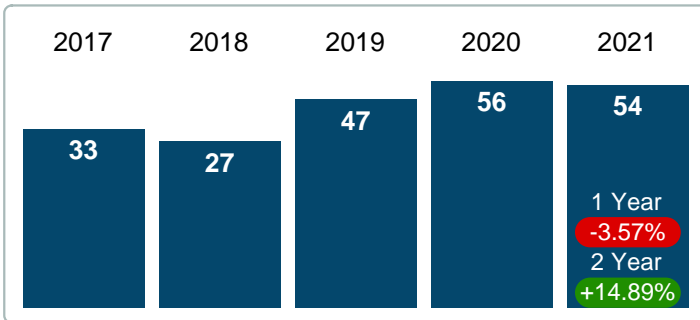
Area Delimited by County Of Mayes



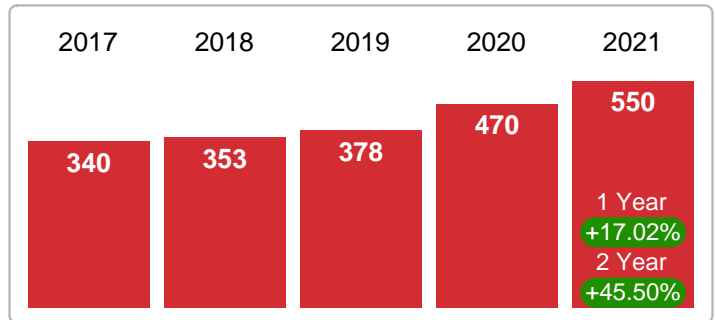
## CLOSED LISTINGS

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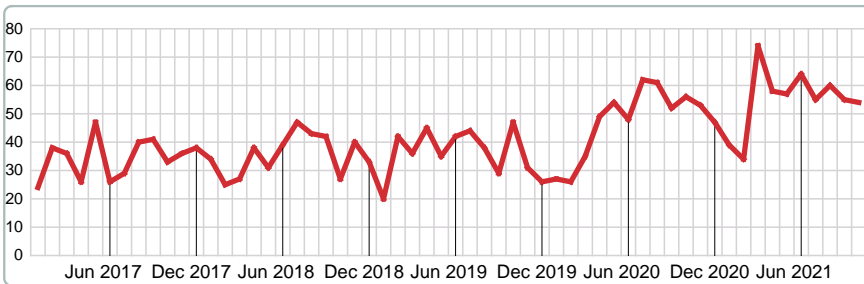
### OCTOBER



### YEAR TO DATE (YTD)

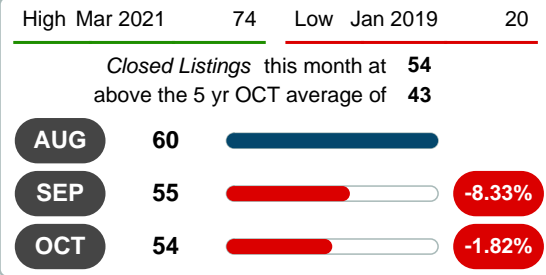


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 43



### 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	3.70%	29.0	2	0	0	0
\$25,001 - \$75,000	11	20.37%	38.2	9	2	0	0
\$75,001 - \$100,000	6	11.11%	25.0	3	3	0	0
\$100,001 - \$150,000	10	18.52%	14.2	2	8	0	0
\$150,001 - \$225,000	11	20.37%	47.9	4	5	2	0
\$225,001 - \$275,000	8	14.81%	23.5	1	7	0	0
\$275,001 and up	6	11.11%	87.2	1	4	1	0
<b>Total Closed Units</b>	<b>54</b>			<b>22</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,944,800</b>	<b>100%</b>	<b>37.2</b>	<b>2.45M</b>	<b>5.40M</b>	<b>1.10M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$165,644</b>			<b>\$111,205</b>	<b>\$186,183</b>	<b>\$366,333</b>	<b>\$0</b>

# October 2021



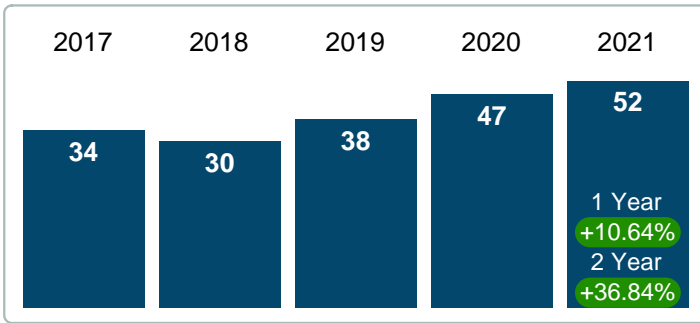
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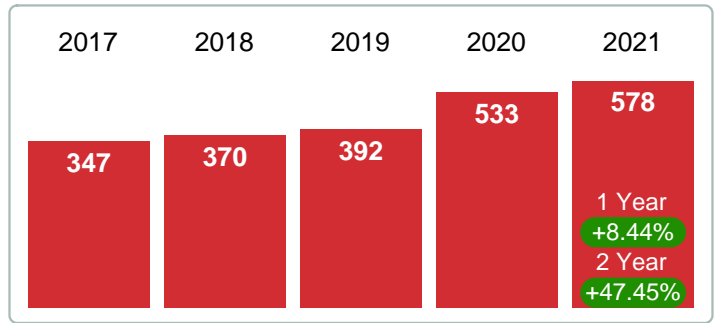
## PENDING LISTINGS

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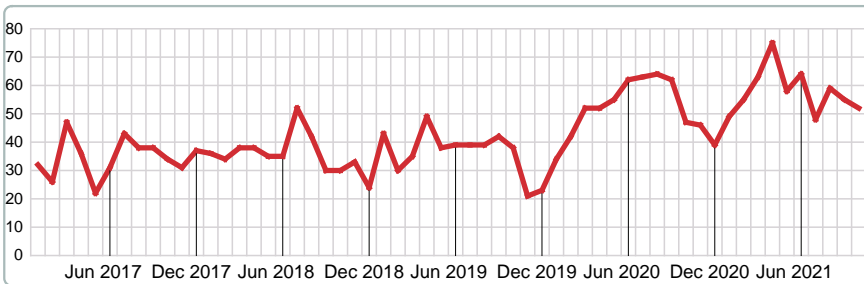
### OCTOBER



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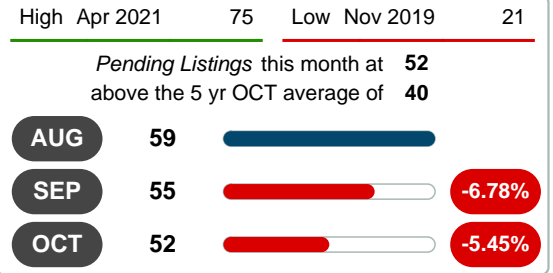


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 40



### 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	2	3.85%	214.5	2	0	0	0
\$25,001 - \$75,000	7	13.46%	86.7	5	2	0	0
\$75,001 - \$125,000	10	19.23%	39.6	2	7	1	0
\$125,001 - \$175,000	14	26.92%	40.9	4	10	0	0
\$175,001 - \$275,000	6	11.54%	27.3	1	5	0	0
\$275,001 - \$350,000	5	9.62%	36.0	0	5	0	0
\$350,001 and up	8	15.38%	42.4	1	5	1	1
<b>Total Pending Units</b>	<b>52</b>			<b>15</b>	<b>34</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,146,999</b>	<b>100%</b>	<b>29.8</b>	<b>2.00M</b>	<b>7.22M</b>	<b>484.00K</b>	<b>450.00K</b>
<b>Average Listing Price</b>	<b>\$233,980</b>			<b>\$133,113</b>	<b>\$212,244</b>	<b>\$242,000</b>	<b>\$450,000</b>

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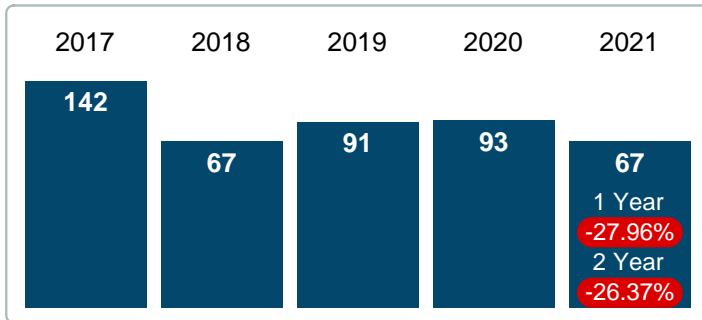
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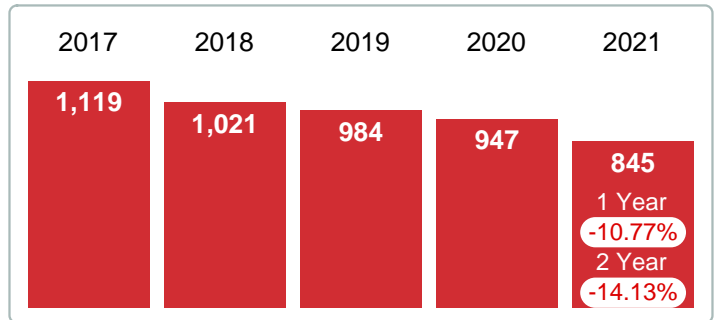
## NEW LISTINGS

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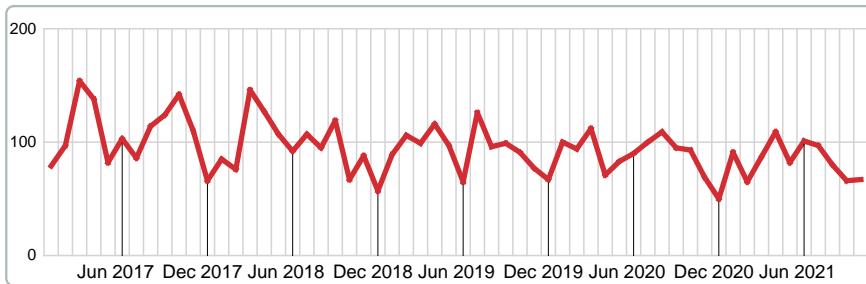
### OCTOBER



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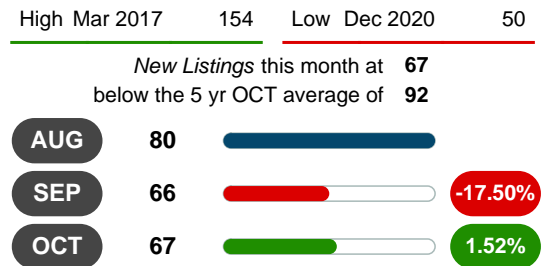


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 92



### 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	5	7.46%	5	0	0	0
\$25,001 - \$75,000	9	13.43%	8	1	0	0
\$75,001 - \$125,000	11	16.42%	3	7	1	0
\$125,001 - \$200,000	16	23.88%	3	12	1	0
\$200,001 - \$275,000	8	11.94%	2	6	0	0
\$275,001 - \$575,000	11	16.42%	2	8	1	0
\$575,001 and up	7	10.45%	4	2	1	0
<b>Total New Listed Units</b>	<b>67</b>		<b>27</b>	<b>36</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>20,119,297</b>	<b>100%</b>	<b>8.66M</b>	<b>8.41M</b>	<b>3.05M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$174,500</b>		<b>\$320,563</b>	<b>\$233,642</b>	<b>\$763,250</b>	<b>\$0</b>

# October 2021



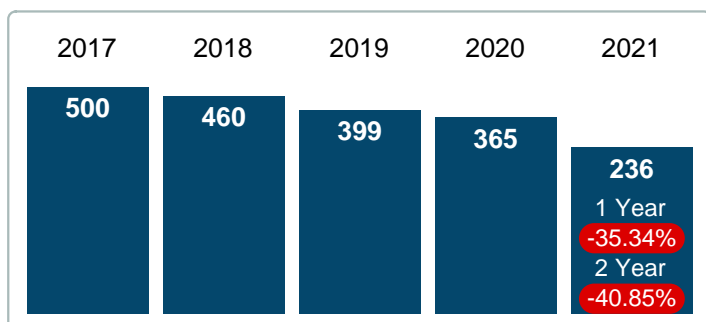
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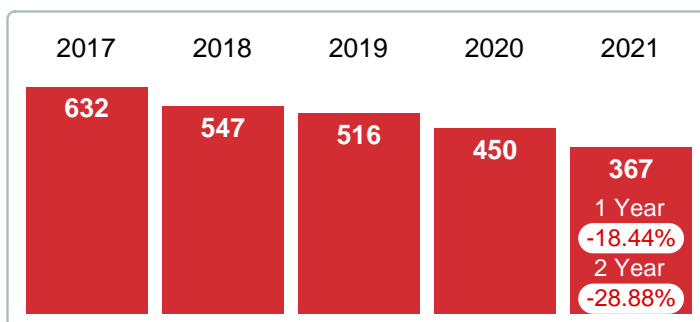
## ACTIVE INVENTORY

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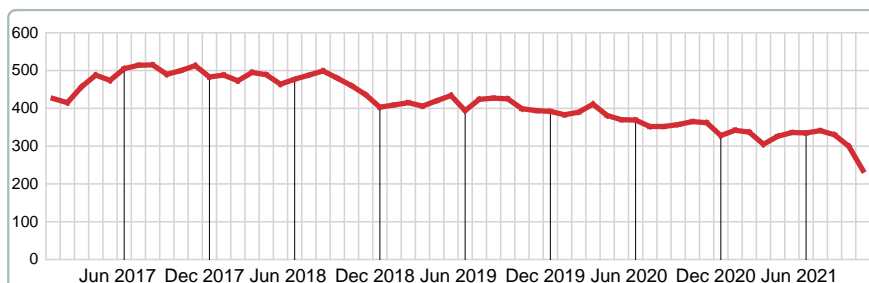
### END OF OCTOBER



### ACTIVE DURING OCTOBER

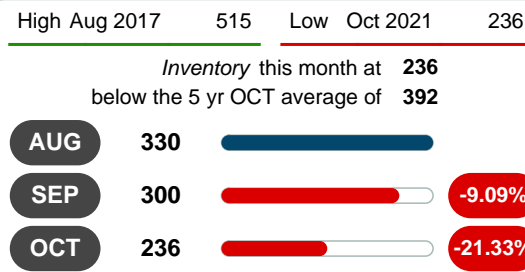


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 392



### 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	9.32%	165.5	22	0	0	0
\$25,001 - \$50,000	23	9.75%	121.0	22	1	0	0
\$50,001 - \$100,000	39	16.53%	105.2	28	10	1	0
\$100,001 - \$250,000	61	25.85%	77.2	26	32	2	1
\$250,001 - \$400,000	38	16.10%	91.7	20	12	5	1
\$400,001 - \$775,000	29	12.29%	102.8	11	12	3	3
\$775,001 and up	24	10.17%	94.1	9	4	5	6
Total Active Inventory by Units			236	138	71	16	11
Total Active Inventory by Volume			87,207,336	35.84M	24.43M	10.82M	16.11M
Average Active Inventory Listing Price			\$369,523	\$259,724	\$344,124	\$676,374	\$1,464,605

# October 2021



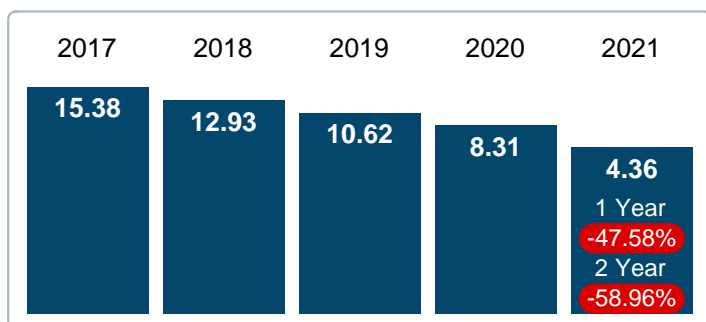
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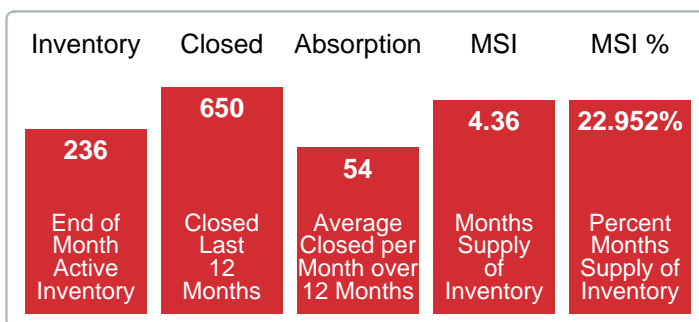
## MONTHS SUPPLY of INVENTORY (MSI)

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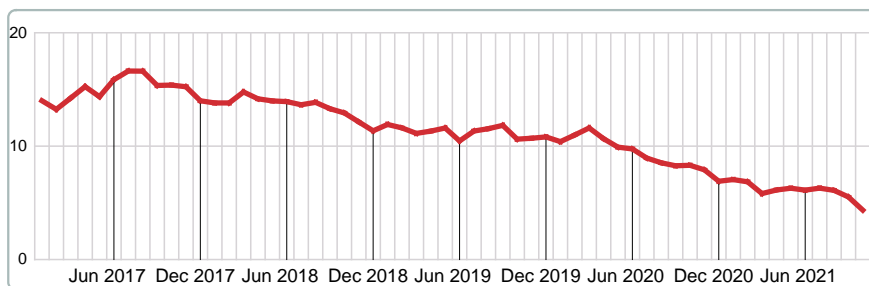
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

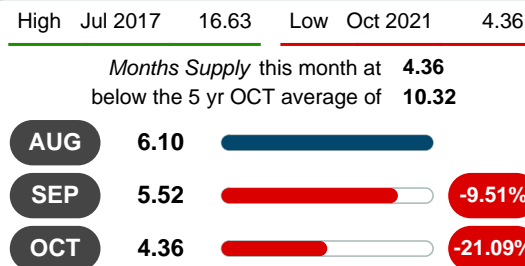


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 10.32



### 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	9.32%	5.50	5.87	0.00	0.00	0.00
\$25,001 - \$50,000	23	9.75%	5.21	6.77	1.09	0.00	0.00
\$50,001 - \$100,000	39	16.53%	4.11	5.60	2.26	12.00	0.00
\$100,001 - \$250,000	61	25.85%	2.54	5.03	2.10	0.65	2.00
\$250,001 - \$400,000	38	16.10%	5.18	17.14	3.00	2.40	12.00
\$400,001 - \$775,000	29	12.29%	6.96	12.00	8.00	2.77	4.50
\$775,001 and up	24	10.17%	32.00	108.00	48.00	15.00	24.00
Market Supply of Inventory (MSI)			4.36	7.14	2.69	2.31	7.33
Total Active Inventory by Units		100%	4.36	138	71	16	11

# October 2021



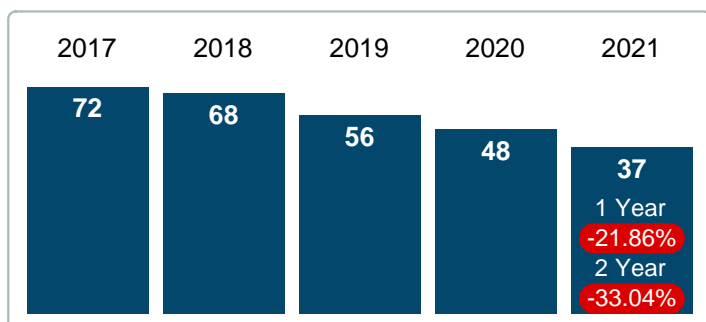
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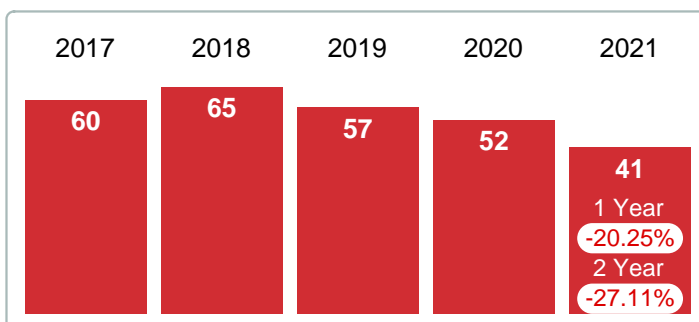
## AVERAGE DAYS ON MARKET TO SALE

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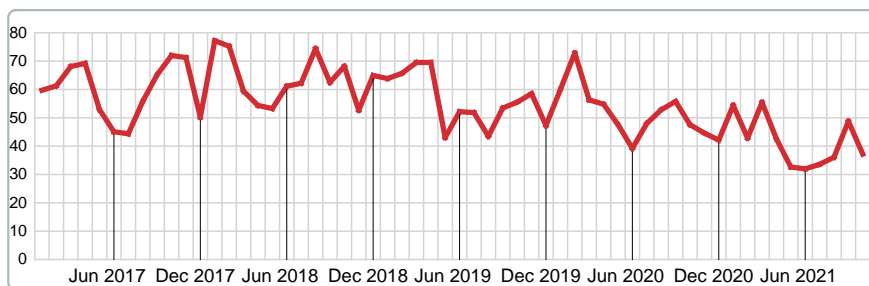
### OCTOBER



### YEAR TO DATE (YTD)

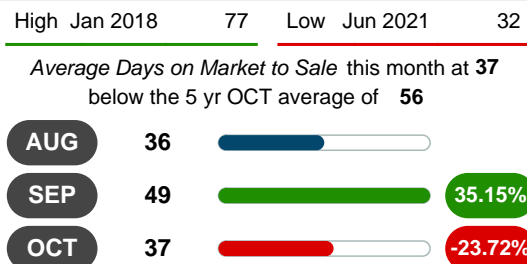


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 56



### 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	3.70%	29	29	0	0	0
\$25,001 - \$75,000	20.37%	38	46	3	0	0
\$75,001 - \$100,000	11.11%	25	46	4	0	0
\$100,001 - \$150,000	18.52%	14	15	14	0	0
\$150,001 - \$225,000	20.37%	48	99	18	20	0
\$225,001 - \$275,000	14.81%	24	1	27	0	0
\$275,001 and up	11.11%	87	71	90	92	0
Average Closed DOM		37	50	27	44	0
Total Closed Units	100%	37	22	29	3	
Total Closed Volume		8,944,800	2.45M	5.40M	1.10M	0.00B

# October 2021



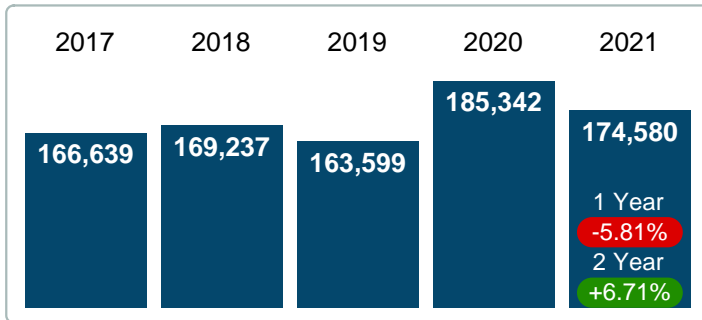
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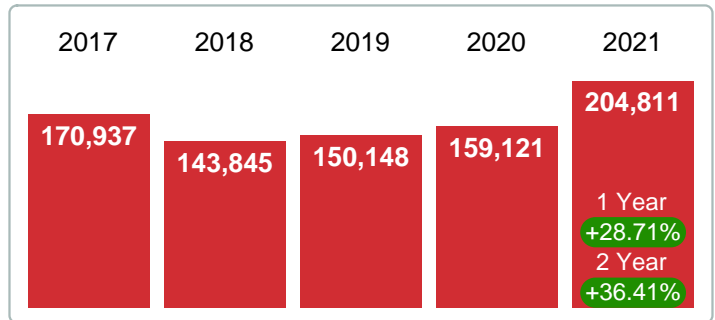
## AVERAGE LIST PRICE AT CLOSING

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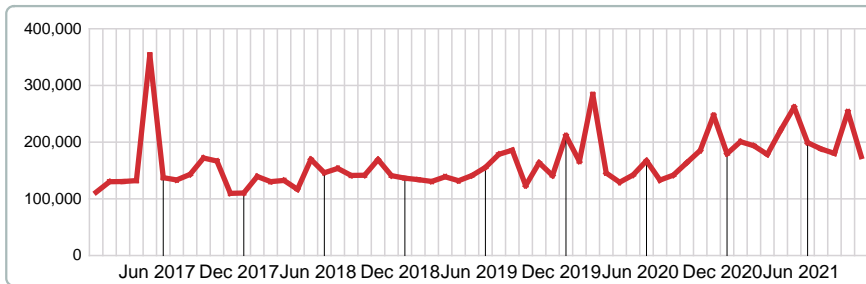
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

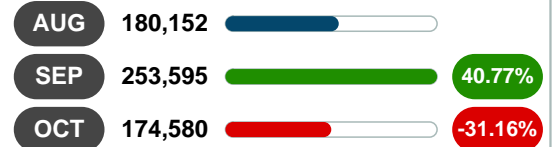


### 3 MONTHS

5 year OCT AVG = 171,879

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

Average List Price at Closing this month at **174,580**  
above the 5 yr OCT average of **171,879**



### 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	3.70%	25,000	27,500	0	0	0
\$25,001 - \$75,000	10	18.52%	45,245	45,244	59,875	0	0
\$75,001 - \$100,000	6	11.11%	89,467	135,667	91,600	0	0
\$100,001 - \$150,000	10	18.52%	124,310	119,900	125,413	0	0
\$150,001 - \$225,000	12	22.22%	187,933	197,000	166,760	204,450	0
\$225,001 - \$275,000	7	12.96%	244,414	259,000	247,400	0	0
\$275,001 and up	7	12.96%	454,121	600,000	399,988	699,000	0
Average List Price			174,580	125,273	191,841	369,300	0
Total Closed Units		100%	174,580	22	29	3	
Total Closed Volume			9,427,300	2.76M	5.56M	1.11M	0.00B



# October 2021



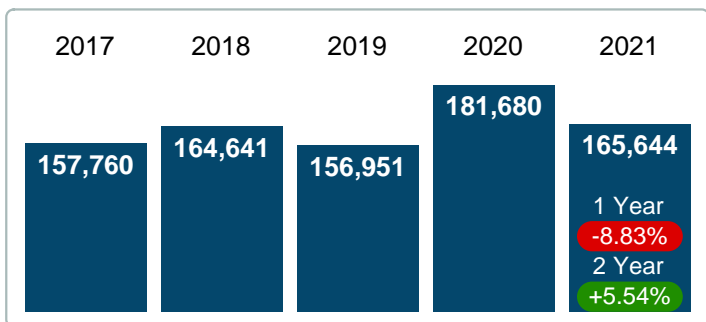
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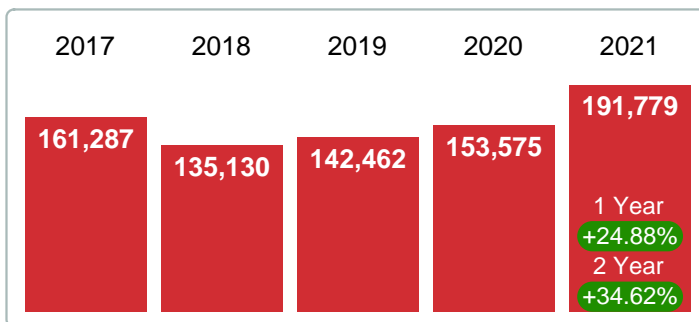
## AVERAGE SOLD PRICE AT CLOSING

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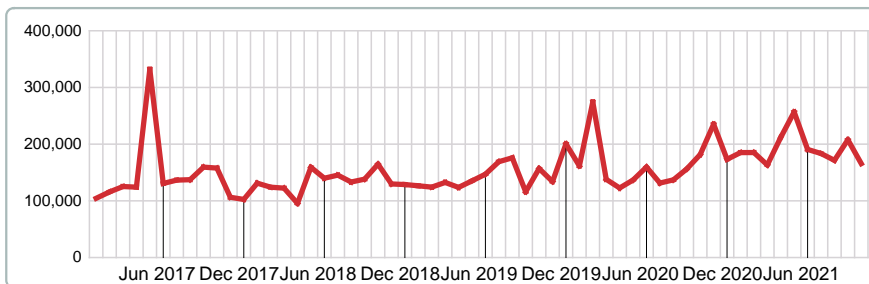
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

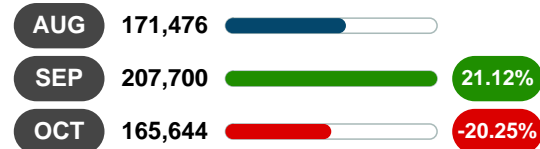


### 3 MONTHS

5 year OCT AVG = 165,335

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

Average Sold Price at Closing this month at **165,644** above the 5 yr OCT average of **165,335**



### 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	3.70%	25,000	25,000	0	0	0
\$25,001 - \$75,000	20.37%	47,636	43,556	66,000	0	0
\$75,001 - \$100,000	11.11%	89,317	90,000	88,633	0	0
\$100,001 - \$150,000	18.52%	123,300	117,500	124,750	0	0
\$150,001 - \$225,000	20.37%	177,591	185,875	162,000	200,000	0
\$225,001 - \$275,000	14.81%	245,800	259,000	243,914	0	0
\$275,001 and up	11.11%	447,000	497,000	371,500	699,000	0
<b>Average Sold Price</b>		<b>165,644</b>	<b>111,205</b>	<b>186,183</b>	<b>366,333</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,644</b>	<b>22</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,944,800</b>	<b>2.45M</b>	<b>5.40M</b>	<b>1.10M</b>	<b>0.00B</b>

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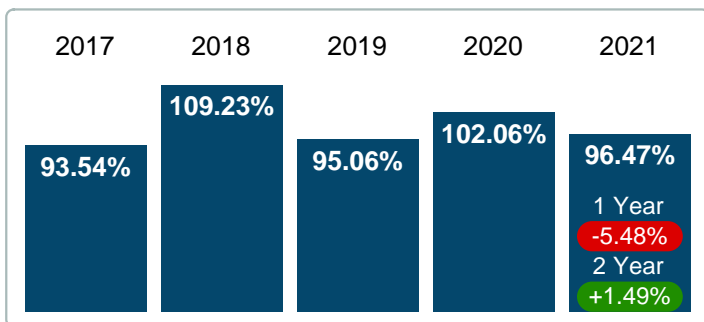
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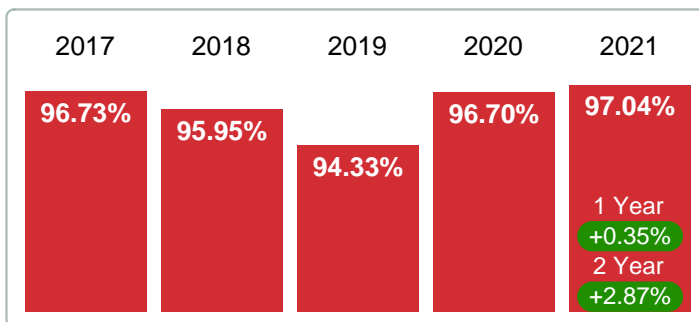
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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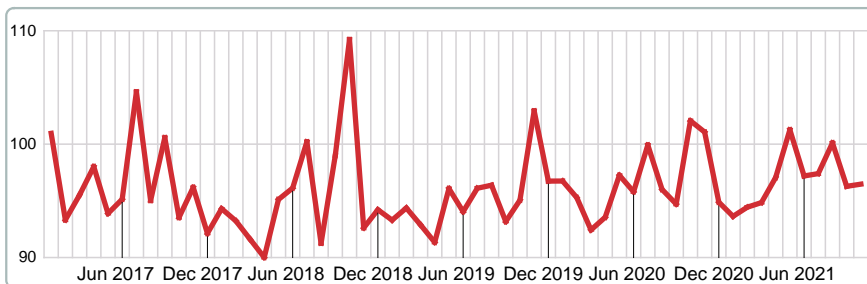
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

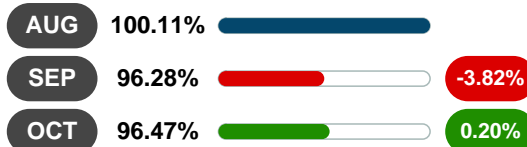


### 3 MONTHS

5 year OCT AVG = 99.27%

High Oct 2018 109.23% Low Apr 2018 90.01%

Average Sold/List Ratio this month at **96.47%**  
below the 5 yr OCT average of **99.27%**



## 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	3.70%	91.67%	91.67%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	11	20.37%	100.48%	97.84%	112.31%	0.00%	0.00%
\$75,001 - \$100,000	6	11.11%	86.70%	76.91%	96.50%	0.00%	0.00%
\$100,001 - \$150,000	10	18.52%	99.22%	98.00%	99.53%	0.00%	0.00%
\$150,001 - \$225,000	11	20.37%	96.37%	94.27%	97.45%	97.87%	0.00%
\$225,001 - \$275,000	8	14.81%	98.85%	100.00%	98.69%	0.00%	0.00%
\$275,001 and up	6	11.11%	92.94%	82.83%	93.70%	100.00%	0.00%
Average Sold/List Ratio		96.50%		93.21%	98.73%	98.58%	0.00%
Total Closed Units		54	100%	22	29	3	
Total Closed Volume		8,944,800		2.45M	5.40M	1.10M	0.00B

# October 2021



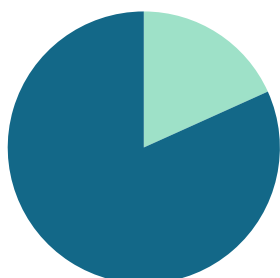
Area Delimited by County Of Mayes



## MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

### INVENTORY

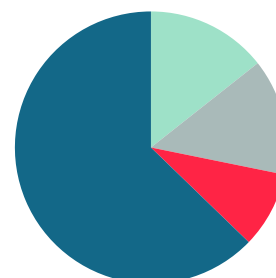


**Inventory**  
 New Listings  
**67 = 18.26%**  
 Start Inventory  
**300**  
 Total Inventory Units  
**367**  
 Volume  
**\$114,971,634**

### Market Activity

Closed Sales  
**54 = 14.36%**  
 Pending Sales  
**52 = 13.83%**  
 Other Off Market  
**34 = 9.04%**  
 Active Inventory  
**236 = 62.77%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	56	54	-3.57%	470	550	17.02%
Pending Sales	47	52	10.64%	533	578	8.44%
New Listings	93	67	-27.96%	947	845	-10.77%
Average List Price	185,342	174,580	-5.81%	159,121	204,811	28.71%
Average Sale Price	181,680	165,644	-8.83%	153,575	191,779	24.88%
Average Percent of Selling Price to List Price	102.06%	96.47%	-5.48%	96.70%	97.04%	0.35%
Average Days on Market to Sale	47.59	37.19	-21.86%	51.88	41.37	-20.25%
Monthly Inventory	365	236	-35.34%	365	236	-35.34%
Months Supply of Inventory	8.31	4.36	-47.58%	8.31	4.36	-47.58%

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

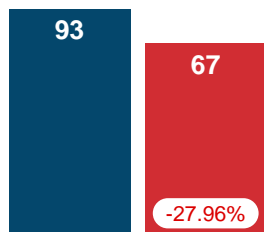
**Inventory** on October 31, 2021 = **236**

**2020** **2021**

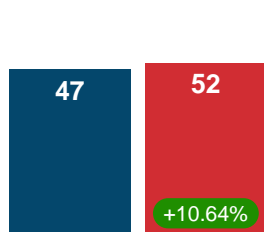
### OCTOBER MARKET

### AVERAGE PRICES

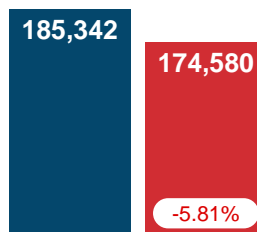
#### New Listings



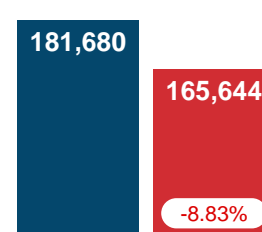
#### Pending Listings



#### List Price



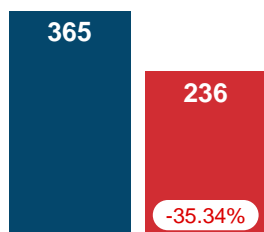
#### Sale Price



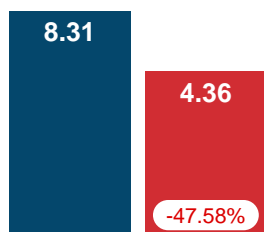
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

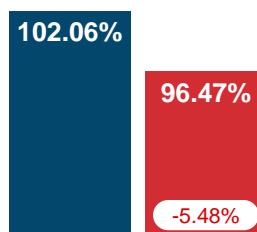
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

