

# October 2021

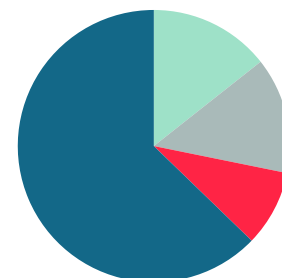
Area Delimited by County Of Mayes



## 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%
Median List Price	134,700	137,950	2.41%
Median Sale Price	136,000	132,000	-2.94%
Median Percent of Selling Price to List Price	100.00%	99.11%	-0.89%
Median Days on Market to Sale	27.00	23.00	-14.81%
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.

#### 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 **2.94%** in October 2021 to \$132,000 versus the previous year at \$136,000.

#### Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 4.00 days or **14.81%** in October 2021 compared to last year's same month at **27.00** DOM.

#### Sales Success for October 2021 is Positive

Overall, with Median 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>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

# October 2021



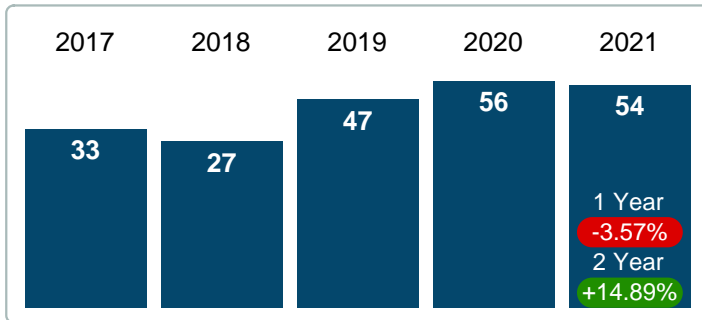
Area Delimited by County Of Mayes



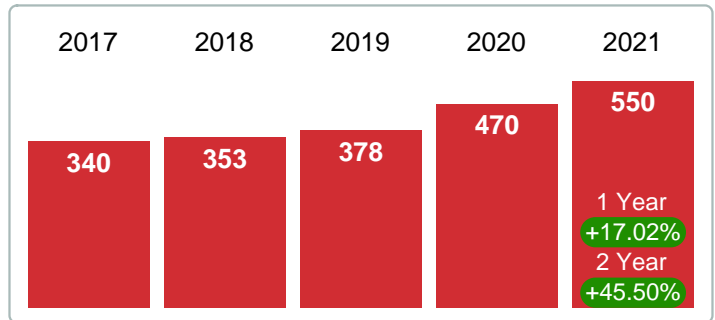
## CLOSED LISTINGS

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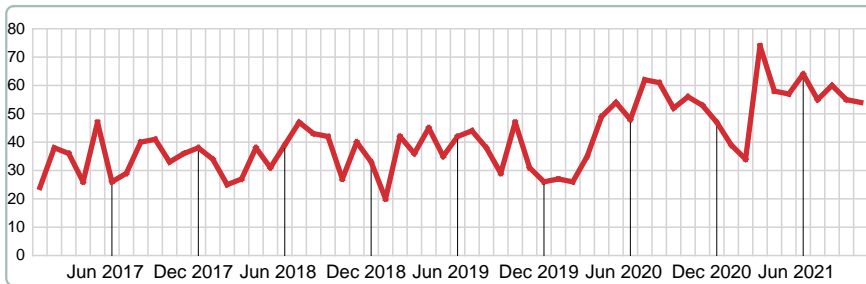
### OCTOBER



### YEAR TO DATE (YTD)

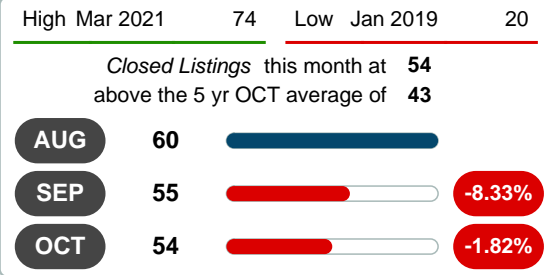


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 43



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	9.26%	39.0	5	0	0	0
\$30,001 - \$70,000	6	11.11%	24.0	4	2	0	0
\$70,001 - \$110,000	9	16.67%	9.0	5	4	0	0
\$110,001 - \$160,000	14	25.93%	13.0	4	10	0	0
\$160,001 - \$230,000	7	12.96%	33.0	2	3	2	0
\$230,001 - \$280,000	7	12.96%	27.0	1	6	0	0
\$280,001 and up	6	11.11%	80.0	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>23.0</b>	<b>2.45M</b>	<b>5.40M</b>	<b>1.10M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$132,000</b>			<b>\$77,500</b>	<b>\$160,000</b>	<b>\$200,000</b>	<b>\$0</b>

# October 2021



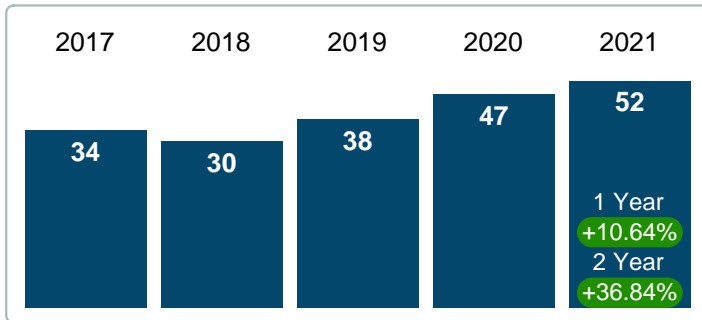
Area Delimited by County Of Mayes



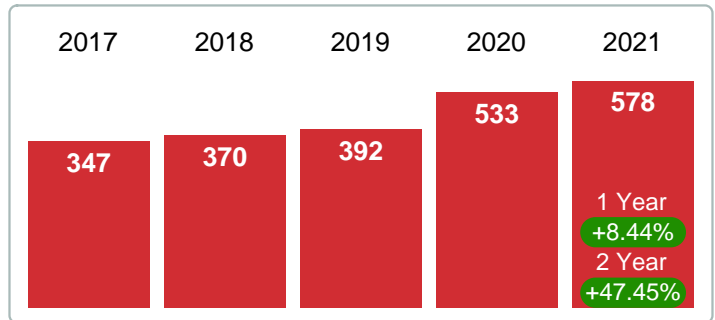
## PENDING LISTINGS

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

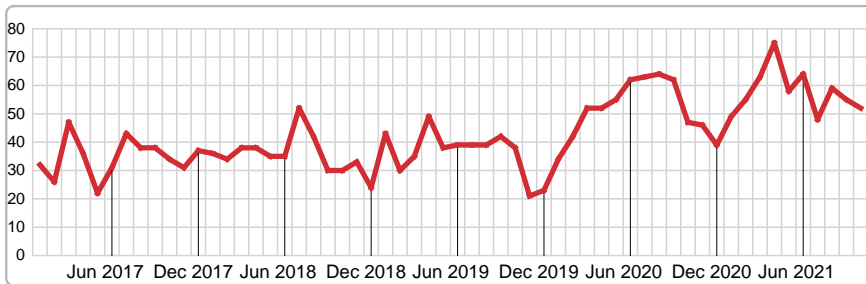
### OCTOBER



### YEAR TO DATE (YTD)

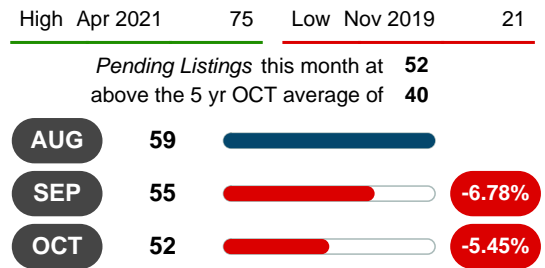


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 40



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	93.0	5	2	0	0
\$75,001 - \$125,000	10	19.23%	24.0	2	7	1	0
\$125,001 - \$175,000	14	26.92%	36.5	4	10	0	0
\$175,001 - \$275,000	6	11.54%	12.5	1	5	0	0
\$275,001 - \$350,000	5	9.62%	13.0	0	5	0	0
\$350,001 and up	8	15.38%	42.5	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>29.0</b>	<b>2.00M</b>	<b>7.22M</b>	<b>484.00K</b>	<b>450.00K</b>
<b>Median Listing Price</b>	<b>\$162,500</b>			<b>\$100,000</b>	<b>\$175,000</b>	<b>\$242,000</b>	<b>\$450,000</b>

# October 2021



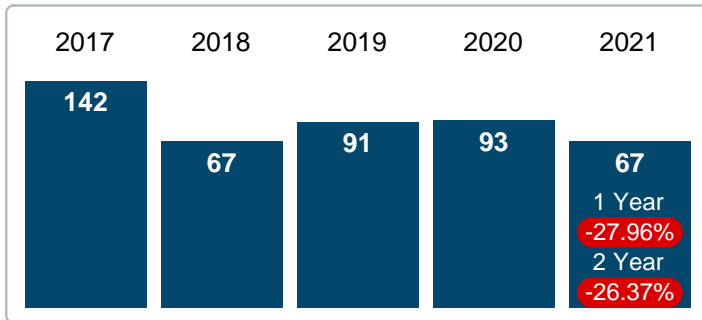
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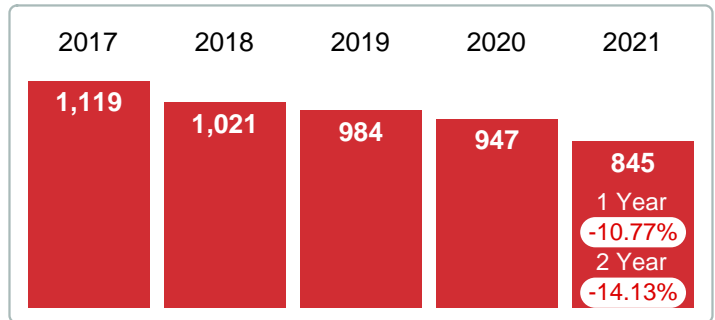
## NEW LISTINGS

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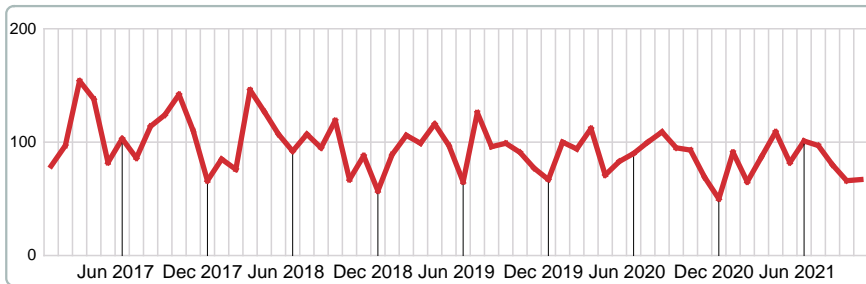
### OCTOBER



### YEAR TO DATE (YTD)

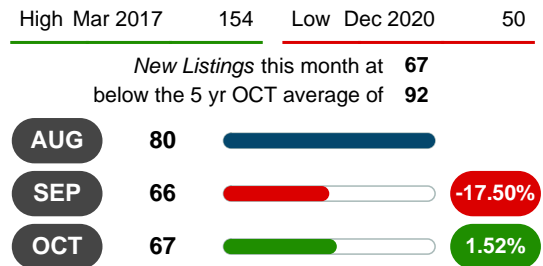


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$167,500</b>		<b>\$80,000</b>	<b>\$182,450</b>	<b>\$237,000</b>	<b>\$0</b>

# October 2021



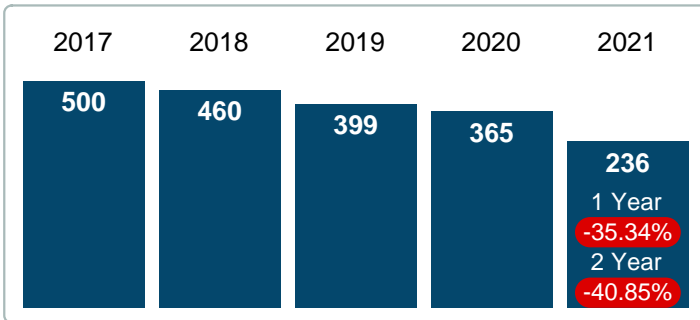
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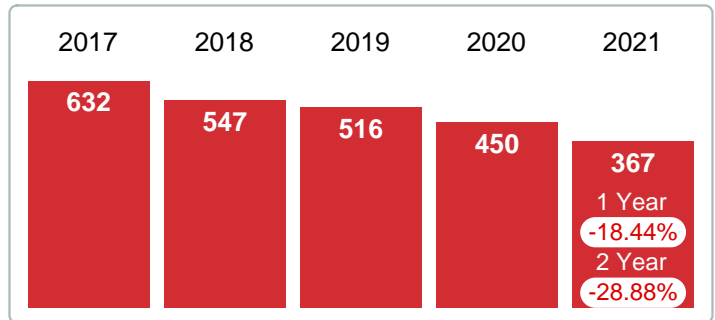
## ACTIVE INVENTORY

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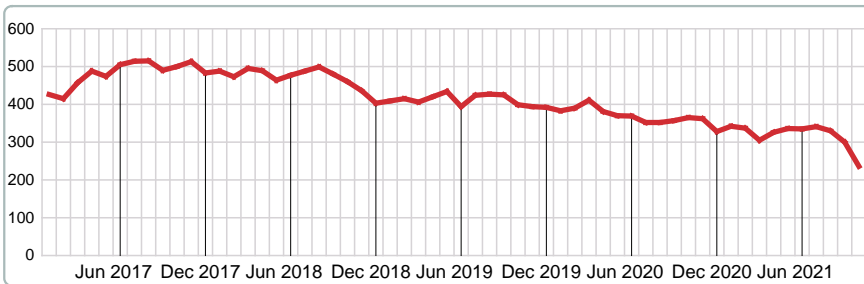
### END OF OCTOBER



### ACTIVE DURING OCTOBER

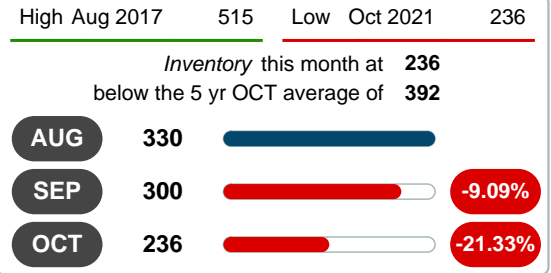


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 392



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	9.32%	222.5	22	0	0	0
\$25,001 - \$50,000	23	9.75%	109.0	22	1	0	0
\$50,001 - \$100,000	39	16.53%	97.0	28	10	1	0
\$100,001 - \$250,000	61	25.85%	64.0	26	32	2	1
\$250,001 - \$400,000	38	16.10%	91.5	20	12	5	1
\$400,001 - \$775,000	29	12.29%	103.0	11	12	3	3
\$775,001 and up	24	10.17%	89.0	9	4	5	6
Total Active Inventory by Units		236		138	71	16	11
Total Active Inventory by Volume		87,207,336	100%	35.84M	24.43M	10.82M	16.11M
Median Active Inventory Listing Price		\$175,000		\$92,000	\$220,000	\$409,889	\$825,000

# October 2021



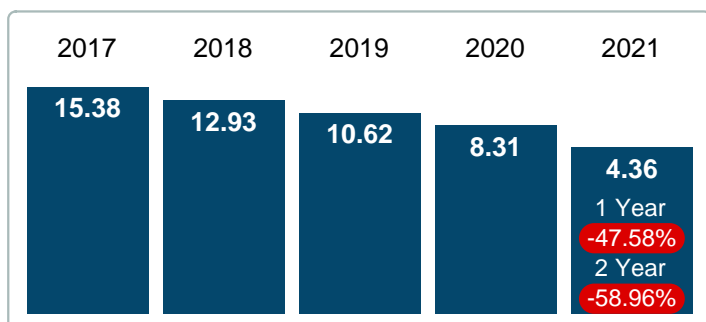
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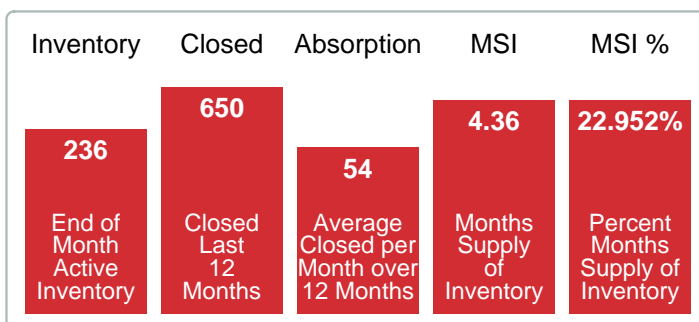
## MONTHS SUPPLY of INVENTORY (MSI)

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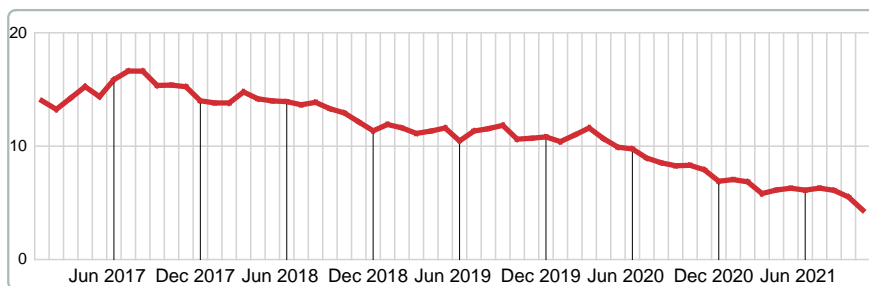
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 10.32

High Jul 2017 16.63 Low Oct 2021 4.36

Months Supply this month at 4.36  
below the 5 yr OCT average of 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



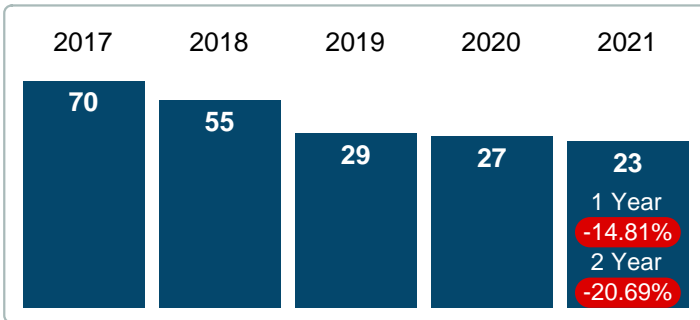
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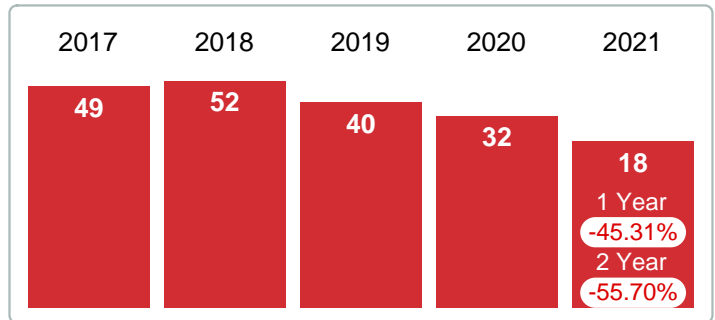
## MEDIAN DAYS ON MARKET TO SALE

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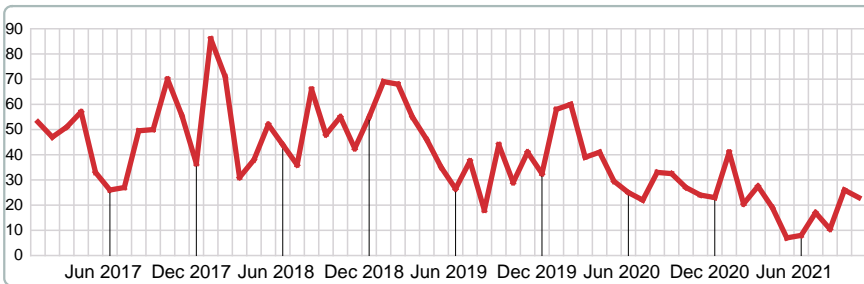
### OCTOBER



### YEAR TO DATE (YTD)

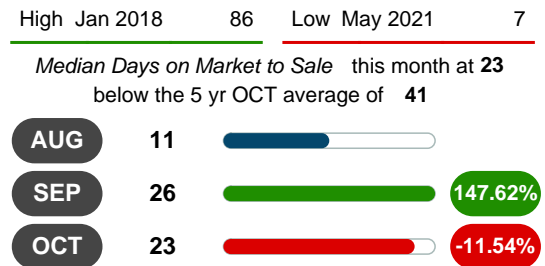


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 41



### 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	9.26%	39	39	0	0	0
\$30,001 - \$70,000	11.11%	24	58	3	0	0
\$70,001 - \$110,000	16.67%	9	57	2	0	0
\$110,001 - \$160,000	25.93%	13	16	9	0	0
\$160,001 - \$230,000	12.96%	33	136	12	20	0
\$230,001 - \$280,000	12.96%	27	1	29	0	0
\$280,001 and up	11.11%	80	71	80	92	0
<b>Median Closed DOM</b>		<b>23</b>	<b>41</b>	<b>12</b>	<b>36</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>23.0</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>

# October 2021



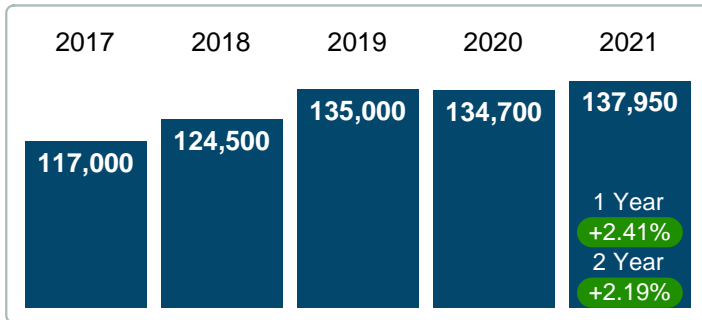
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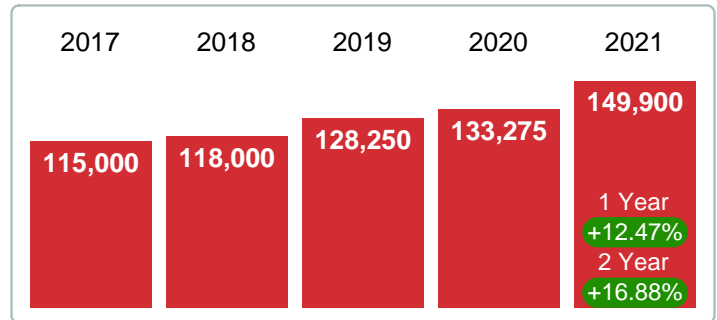
## MEDIAN LIST PRICE AT CLOSING

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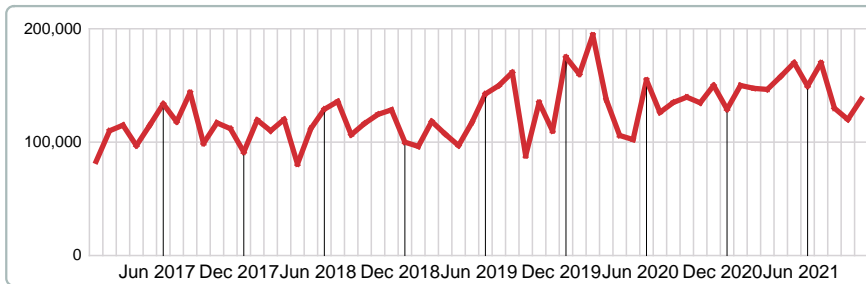
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

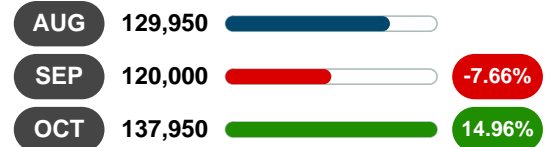


### 3 MONTHS

5 year OCT AVG = 129,830

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

Median List Price at Closing this month at **137,950**  
above the 5 yr OCT average of **129,830**



### 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	9.26%	28,000	28,000	0	0	0
\$30,001 - \$70,000	11.11%	47,825	44,200	59,875	0	0
\$70,001 - \$110,000	16.67%	90,000	84,750	99,900	0	0
\$110,001 - \$160,000	20.37%	132,500	119,900	136,000	0	0
\$160,001 - \$230,000	16.67%	199,900	219,000	177,000	204,450	0
\$230,001 - \$280,000	14.81%	241,000	259,000	235,000	0	0
\$280,001 and up	11.11%	494,700	600,000	356,950	699,000	0
<b>Median List Price</b>		<b>137,950</b>	<b>84,750</b>	<b>159,900</b>	<b>209,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>137,950</b>	<b>22</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>2.76M</b>	<b>5.56M</b>	<b>1.11M</b>	<b>0.00B</b>



# October 2021



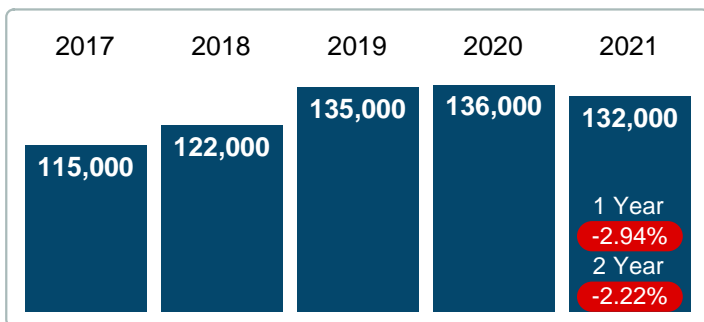
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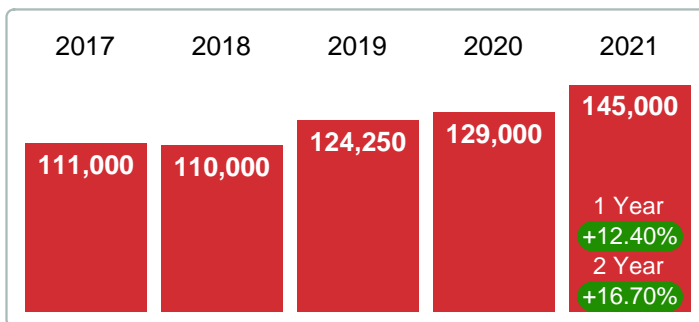
## MEDIAN SOLD PRICE AT CLOSING

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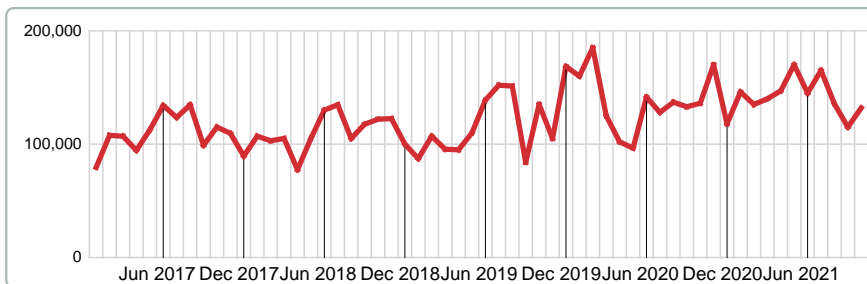
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

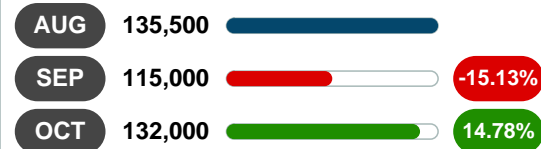


### 3 MONTHS

5 year OCT AVG = 128,000

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

Median Sold Price at Closing this month at 132,000 above the 5 yr OCT average of 128,000



### 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
\$30,000 and less	9.26%	27,000	27,000	0	0	0
\$30,001 - \$70,000	11.11%	44,250	40,000	66,000	0	0
\$70,001 - \$110,000	16.67%	90,000	80,000	95,000	0	0
\$110,001 - \$160,000	25.93%	132,000	138,750	132,000	0	0
\$160,001 - \$230,000	12.96%	200,000	213,000	169,000	200,000	0
\$230,001 - \$280,000	12.96%	240,000	259,000	238,500	0	0
\$280,001 and up	11.11%	436,000	497,000	337,500	699,000	0
Median Sold Price		132,000	77,500	160,000	200,000	0
Total Closed Units	100%	54	22	29	3	
Total Closed Volume		8,944,800	2.45M	5.40M	1.10M	0.00B

# October 2021

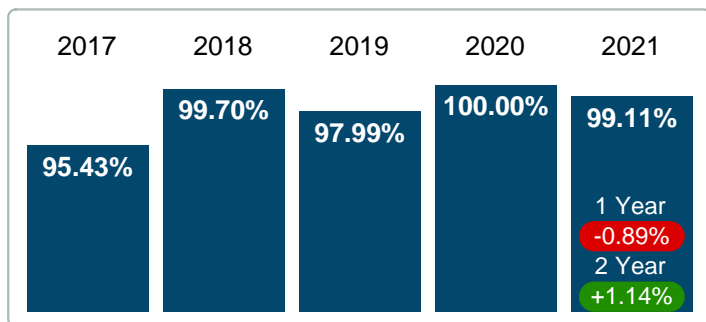
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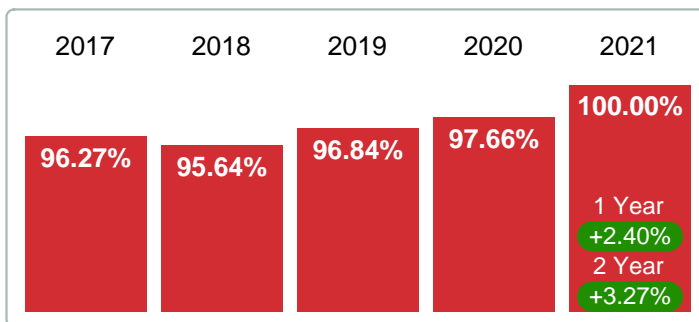
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

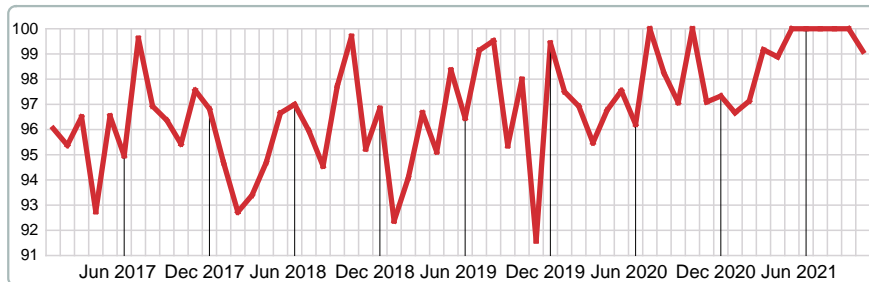
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

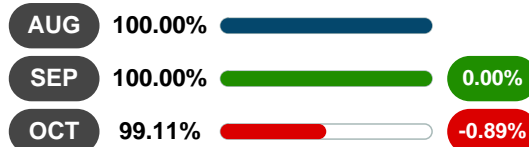


### 3 MONTHS

5 year OCT AVG = 98.45%

High Sep 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **99.11%**  
above the 5 yr OCT average of **98.45%**



## 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
\$30,000 and less	5	9.26%	98.21%	98.21%	0.00%	0.00%	0.00%
\$30,001 - \$70,000	6	11.11%	107.06%	100.63%	112.31%	0.00%	0.00%
\$70,001 - \$110,000	9	16.67%	95.45%	94.34%	97.73%	0.00%	0.00%
\$110,001 - \$160,000	14	25.93%	100.00%	96.74%	100.03%	0.00%	0.00%
\$160,001 - \$230,000	7	12.96%	100.00%	96.00%	100.00%	97.87%	0.00%
\$230,001 - \$280,000	7	12.96%	100.00%	100.00%	100.00%	0.00%	0.00%
\$280,001 and up	6	11.11%	94.66%	82.83%	94.66%	100.00%	0.00%
Median Sold/List Ratio		99.11%		96.61%	100.00%	100.00%	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

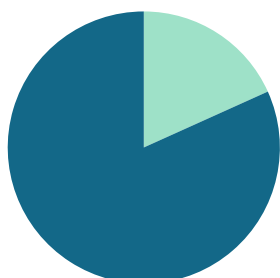
Area Delimited by County Of Mayes



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

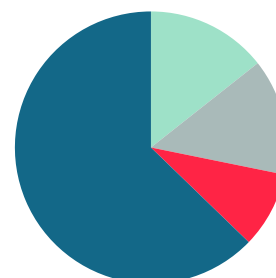
- New Listings **67 = 18.26%**
- Start Inventory **300**
- Total Inventory Units **367**
- Volume **\$114,971,634**

### Market Activity

**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%
Median List Price	134,700	137,950	2.41%	133,275	149,900	12.47%
Median Sale Price	136,000	132,000	-2.94%	129,000	145,000	12.40%
Median Percent of Selling Price to List Price	100.00%	99.11%	-0.89%	97.66%	100.00%	2.40%
Median Days on Market to Sale	27.00	23.00	-14.81%	32.00	17.50	-45.31%
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

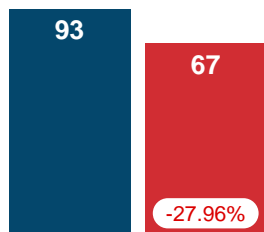
**Inventory** on October 31, 2021 = **236**

**2020** **2021**

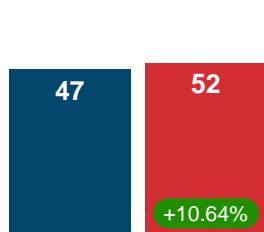
### OCTOBER MARKET

### MEDIAN PRICES

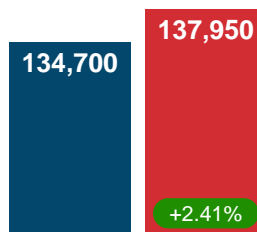
#### New Listings



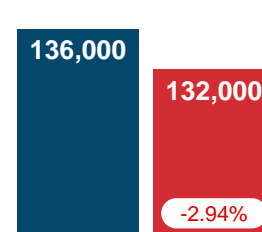
#### Pending Listings



#### List Price



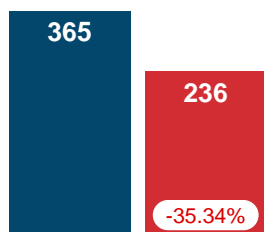
#### Sale Price



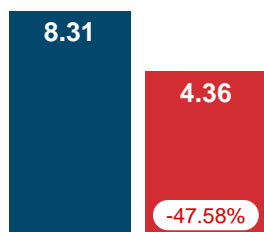
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

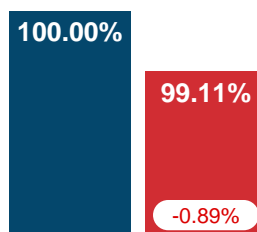
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

