



September 2021

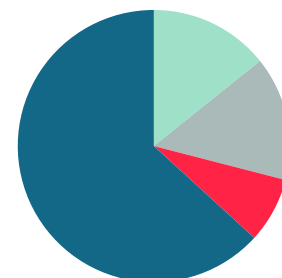
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	52	55	5.77%
Pending Listings	63	57	-9.52%
New Listings	95	66	-30.53%
Median List Price	139,700	120,000	-14.10%
Median Sale Price	133,000	115,000	-13.53%
Median Percent of Selling Price to List Price	97.07%	100.00%	3.02%
Median Days on Market to Sale	32.50	26.00	-20.00%
End of Month Inventory	356	244	-31.46%
Months Supply of Inventory	8.25	4.49	-45.55%



■ Closed (14.25%)
■ Pending (14.77%)
■ Other OffMarket (7.77%)
■ Active (63.21%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of September 30, 2021 = **244**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **31.46%** to 244 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 **4.49** 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 **13.53%** in September 2021 to \$115,000 versus the previous year at \$133,000.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 6.50 days or **20.00%** in September 2021 compared to last year's same month at **32.50** DOM.

Sales Success for September 2021 is Positive

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

There were 66 New Listings in September 2021, down **30.53%** from last year at 95. Furthermore, there were 55 Closed Listings this month versus last year at 52, a **5.77%** increase.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, September 2020, at **54.7%**, a **52.24%** 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

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

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



September 2021

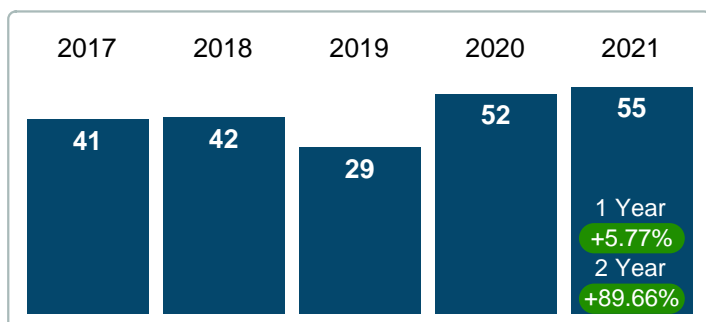
Area Delimited by County Of Mayes



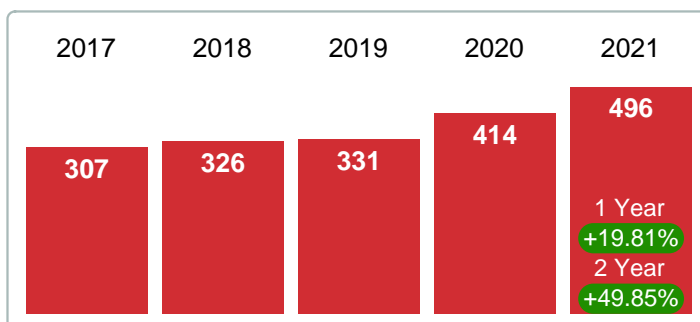
CLOSED LISTINGS

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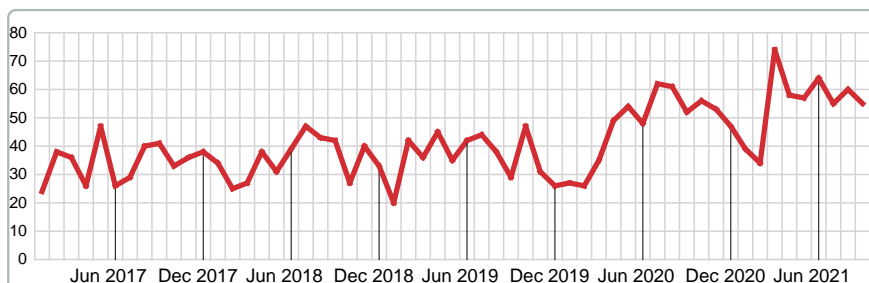
SEPTEMBER



YEAR TO DATE (YTD)

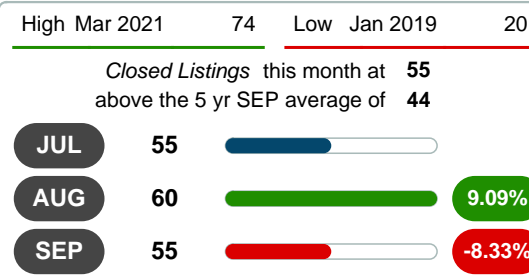


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	9.09%	67.0	5	0	0	0
\$40,001 - \$60,000	6	10.91%	66.5	4	1	1	0
\$60,001 - \$80,000	7	12.73%	13.0	4	3	0	0
\$80,001 - \$150,000	17	30.91%	23.0	5	10	2	0
\$150,001 - \$250,000	8	14.55%	49.5	3	4	1	0
\$250,001 - \$520,000	6	10.91%	28.0	2	4	0	0
\$520,001 and up	6	10.91%	73.5	2	1	1	2
Total Closed Units	55			25	23	5	2
Total Closed Volume	11,423,500	100%	26.0	5.10M	3.95M	1.06M	1.32M
Median Closed Price	\$115,000			\$75,000	\$131,000	\$135,000	\$657,500



September 2021

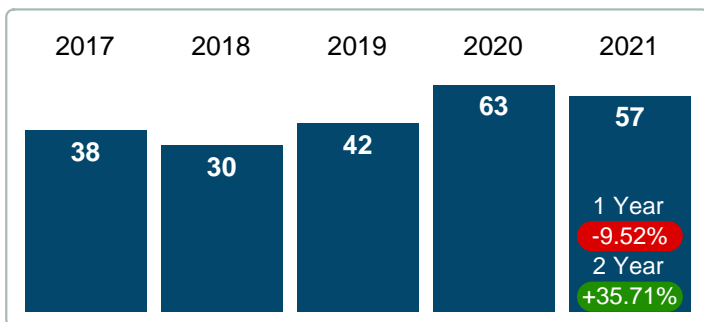
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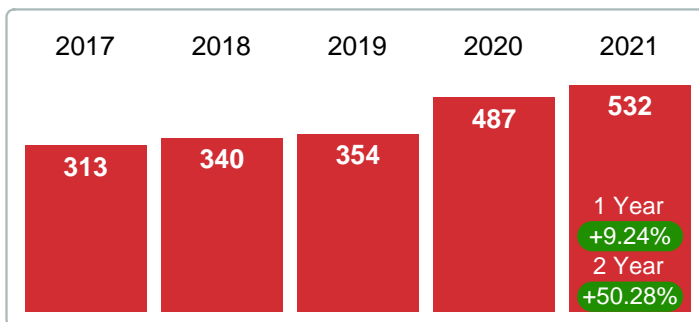
PENDING LISTINGS

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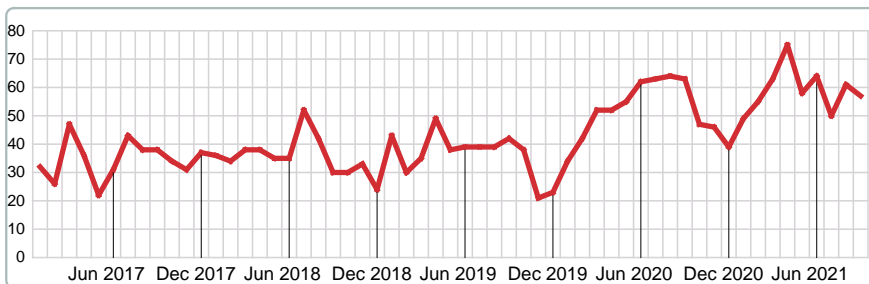
SEPTEMBER



YEAR TO DATE (YTD)

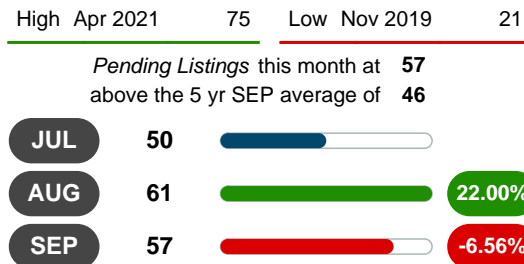


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	10.53%	39.5	6	0	0	0
\$30,001 - \$70,000	6	10.53%	37.0	5	1	0	0
\$70,001 - \$110,000	9	15.79%	4.0	5	4	0	0
\$110,001 - \$160,000	15	26.32%	13.0	6	9	0	0
\$160,001 - \$210,000	7	12.28%	23.0	1	5	1	0
\$210,001 - \$390,000	7	12.28%	27.0	1	6	0	0
\$390,001 and up	7	12.28%	65.0	1	2	3	1
Total Pending Units	57			25	27	4	1
Total Pending Volume	9,999,027	100%	27.0	2.51M	4.89M	1.88M	715.00K
Median Listing Price	\$133,900			\$79,500	\$160,000	\$492,439	\$715,000



September 2021

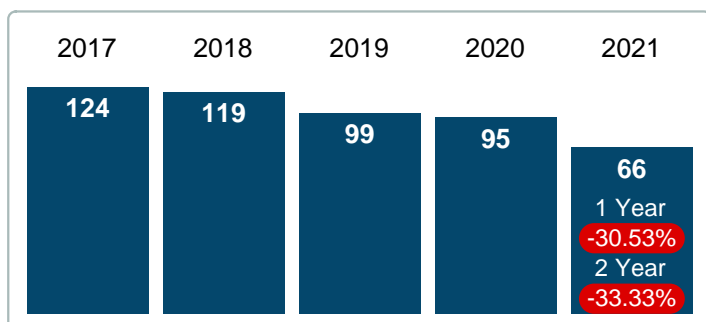
Area Delimited by County Of Mayes



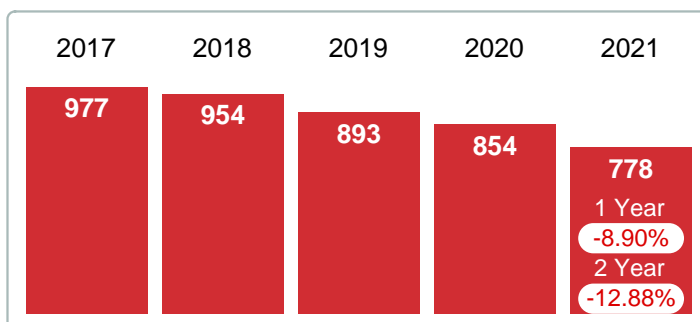
NEW LISTINGS

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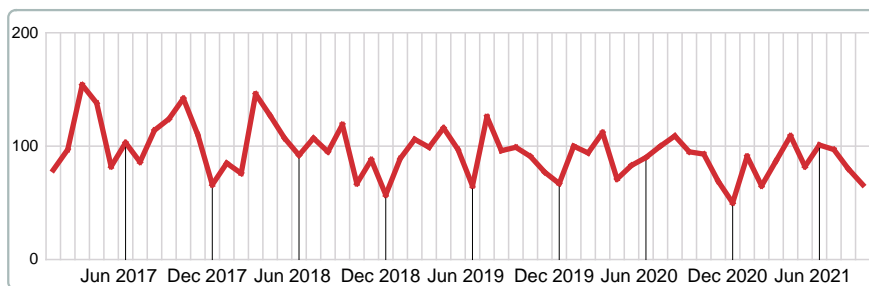
SEPTEMBER



YEAR TO DATE (YTD)

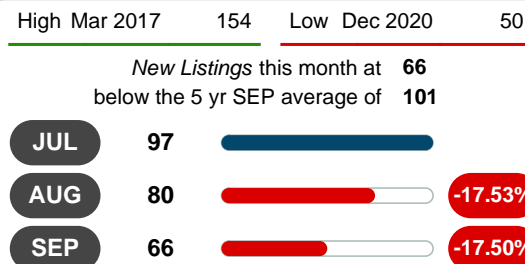


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 101



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.58%	5	0	0	0
\$50,001 - \$75,000	8	12.12%	5	3	0	0
\$75,001 - \$100,000	9	13.64%	3	6	0	0
\$100,001 - \$200,000	19	28.79%	11	6	2	0
\$200,001 - \$325,000	10	15.15%	1	7	1	1
\$325,001 - \$725,000	8	12.12%	3	2	2	1
\$725,001 and up	7	10.61%	3	2	1	1
Total New Listed Units	66		31	26	6	3
Total New Listed Volume	20,590,375	100%	6.53M	7.87M	2.97M	3.22M
Median New Listed Listing Price	\$151,500		\$125,000	\$133,700	\$317,200	\$450,000



September 2021

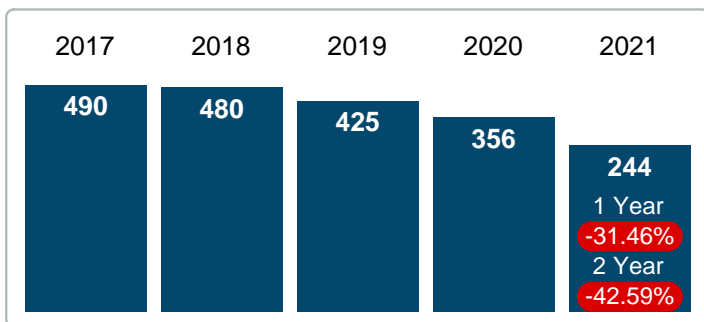
Area Delimited by County Of Mayes



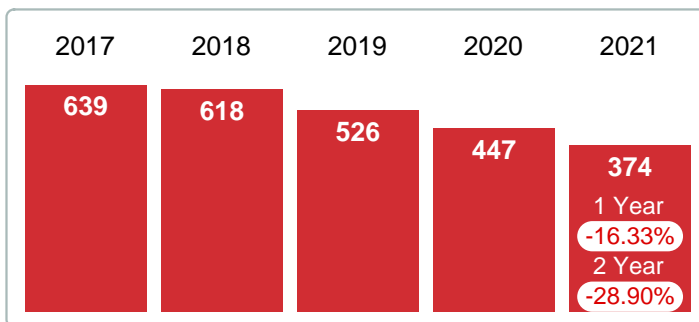
ACTIVE INVENTORY

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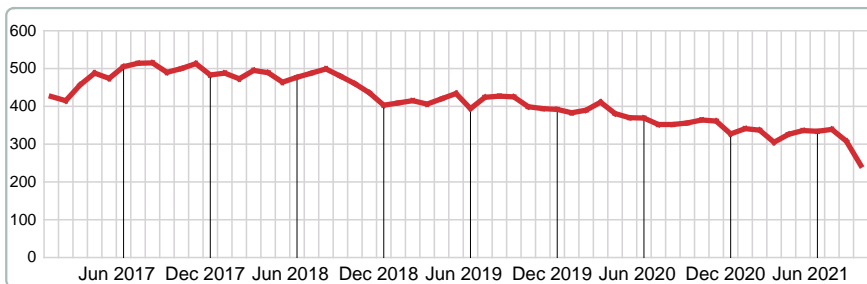
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

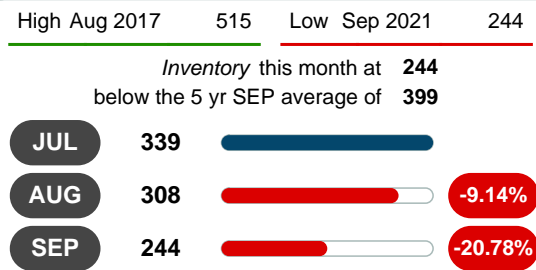


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 399



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	23	9.43%	192.0	23	0	0	0
\$25,001 - \$50,000	25	10.25%	114.0	22	3	0	0
\$50,001 - \$100,000	39	15.98%	66.0	27	12	0	0
\$100,001 - \$275,000	65	26.64%	63.0	35	27	2	1
\$275,001 - \$400,000	35	14.34%	66.0	18	12	4	1
\$400,001 - \$750,000	34	13.93%	81.5	14	14	2	4
\$750,001 and up	23	9.43%	63.0	8	4	5	6
Total Active Inventory by Units		244		147	72	13	12
Total Active Inventory by Volume		84,208,330	100%	34.84M	25.24M	8.86M	15.27M
Median Active Inventory Listing Price		\$175,000		\$114,000	\$229,750	\$424,900	\$779,500



September 2021

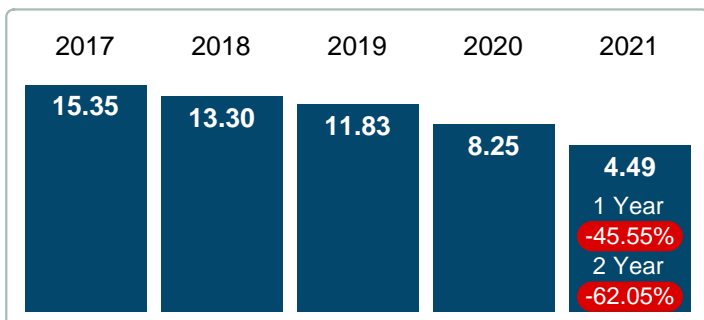
Area Delimited by County Of Mayes



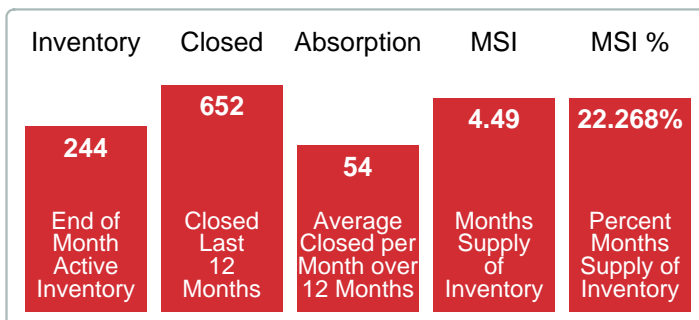
MONTHS SUPPLY of INVENTORY (MSI)

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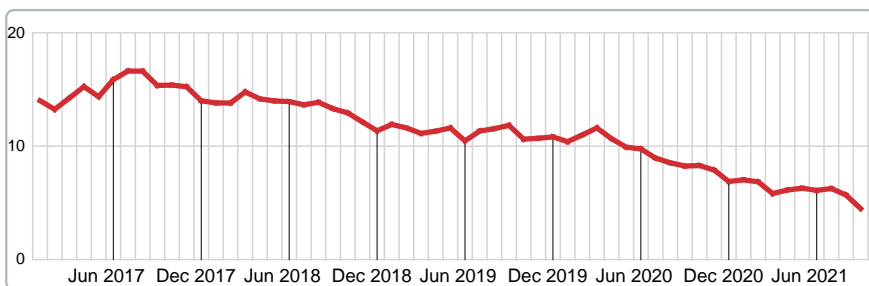
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 10.65

High Jul 2017 16.63 Low Sep 2021 4.49

Months Supply this month at 4.49 below the 5 yr SEP average of 10.65



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	23	9.43%	5.75	6.13	0.00	0.00	0.00
\$25,001 - \$50,000	25	10.25%	6.25	7.76	3.27	0.00	0.00
\$50,001 - \$100,000	39	15.98%	3.90	5.14	2.57	0.00	0.00
\$100,001 - \$275,000	65	26.64%	2.56	6.36	1.69	0.60	1.71
\$275,001 - \$400,000	35	14.34%	5.92	19.64	3.89	2.18	12.00
\$400,001 - \$750,000	34	13.93%	8.68	18.67	8.84	2.00	6.86
\$750,001 and up	23	9.43%	21.23	48.00	48.00	15.00	12.00
Market Supply of Inventory (MSI)			4.49	7.67	2.71	1.90	6.86
Total Active Inventory by Units		100%	4.49	147	72	13	12



September 2021

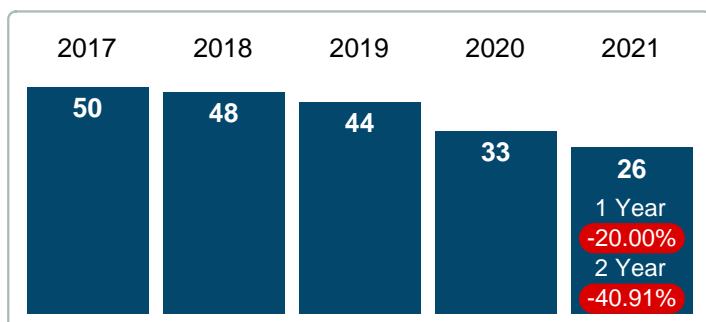
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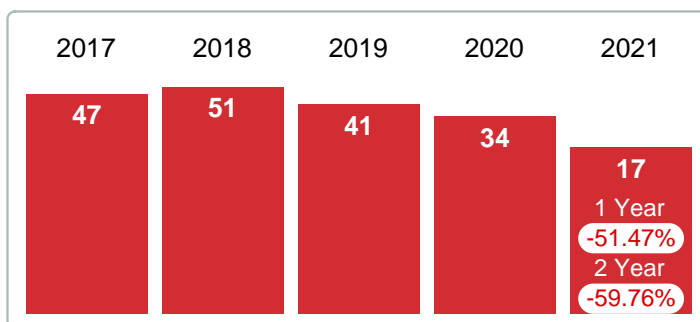
MEDIAN DAYS ON MARKET TO SALE

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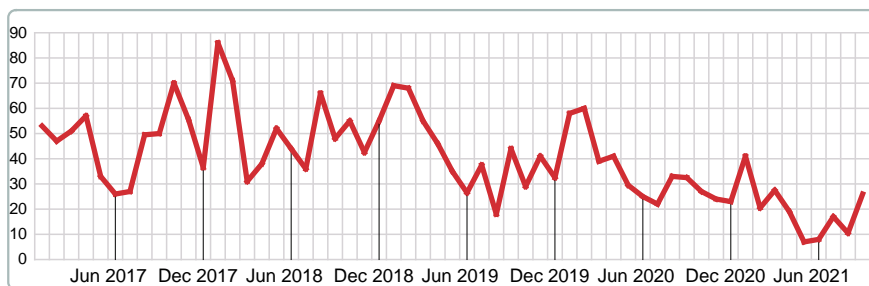
SEPTEMBER



YEAR TO DATE (YTD)

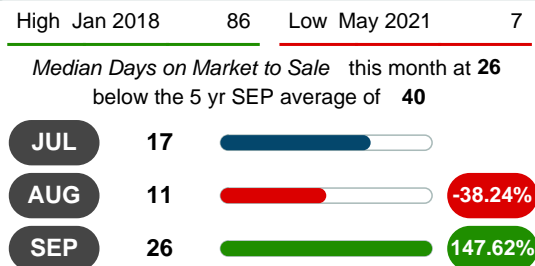


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 40



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
\$40,000 and less	9.09%	67	67	0	0	0
\$40,001 - \$60,000	10.91%	67	12	140	110	0
\$60,001 - \$80,000	12.73%	13	10	14	0	0
\$80,001 - \$150,000	30.91%	23	3	22	57	0
\$150,001 - \$250,000	14.55%	50	57	21	99	0
\$250,001 - \$520,000	10.91%	28	28	35	0	0
\$520,001 and up	10.91%	74	63	71	152	66
Median Closed DOM		26	27	23	99	66
Total Closed Units	100%	55	25	23	5	2
Total Closed Volume		11,423,500	5.10M	3.95M	1.06M	1.32M



September 2021

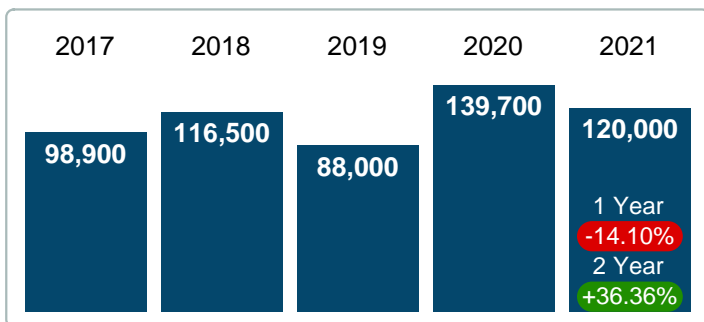
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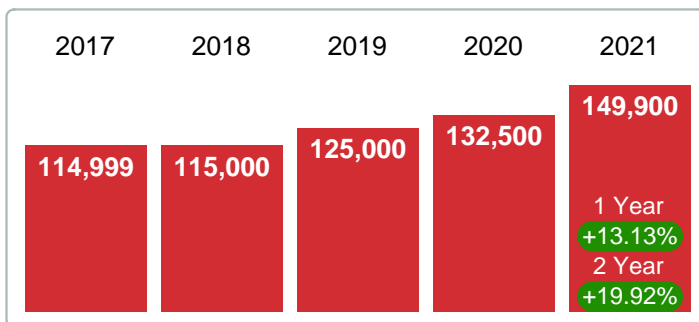
MEDIAN LIST PRICE AT CLOSING

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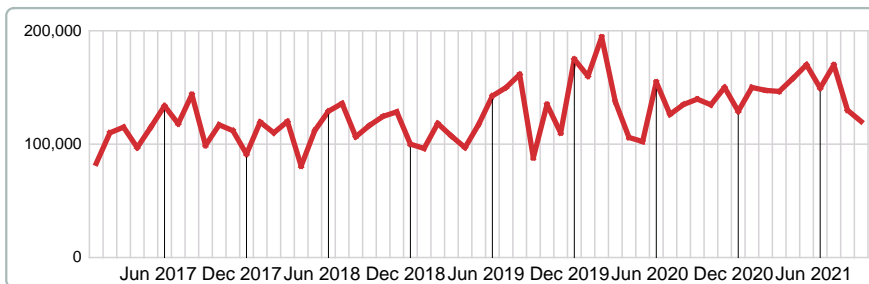
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

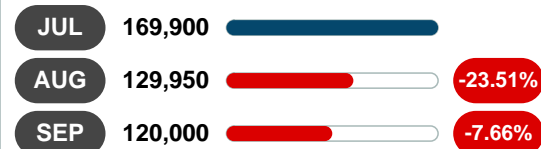


3 MONTHS

5 year SEP AVG = 112,620

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

Median List Price at Closing this month at **120,000**
above the 5 yr SEP average of **112,620**



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
\$40,000 and less	9.09%	24,000	24,000	0	0	0
\$40,001 - \$60,000	7.27%	55,000	55,000	0	45,000	0
\$60,001 - \$80,000	12.73%	72,000	68,500	73,000	0	0
\$80,001 - \$150,000	32.73%	102,500	103,500	100,000	121,500	0
\$150,001 - \$250,000	14.55%	171,500	166,500	195,000	159,500	0
\$250,001 - \$520,000	12.73%	298,000	298,000	297,000	0	0
\$520,001 and up	10.91%	670,000	2,262,500	599,000	625,000	907,500
Median List Price		120,000	85,000	129,900	138,000	907,500
Total Closed Units	100%	120,000	25	23	5	2
Total Closed Volume		13,947,699	7.04M	4.02M	1.07M	1.82M



September 2021

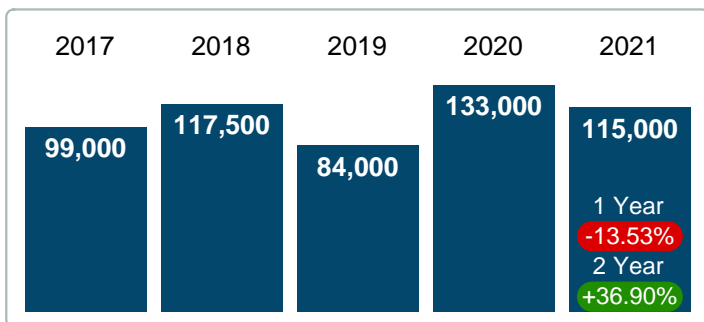
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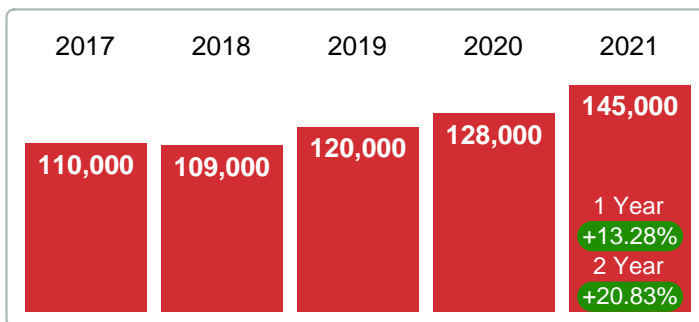
MEDIAN SOLD PRICE AT CLOSING

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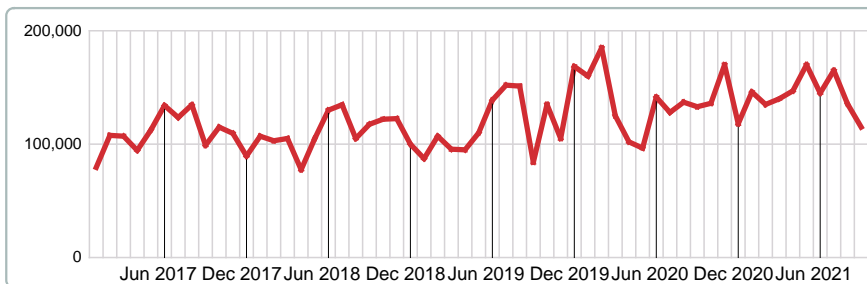
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

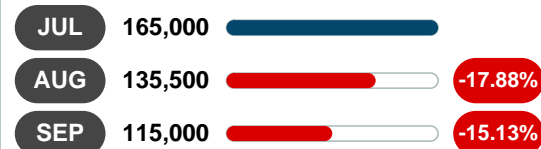


3 MONTHS

5 year SEP AVG = 109,700

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

Median Sold Price at Closing this month at 115,000 above the 5 yr SEP average of 109,700



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
\$40,000 and less	5	9.09%	18,500	18,500	0	0	0
\$40,001 - \$60,000	6	10.91%	55,000	56,750	51,500	45,000	0
\$60,001 - \$80,000	7	12.73%	73,000	68,500	77,500	0	0
\$80,001 - \$150,000	17	30.91%	115,000	115,000	110,050	122,500	0
\$150,001 - \$250,000	8	14.55%	183,500	159,000	193,500	159,900	0
\$250,001 - \$520,000	6	10.91%	304,000	367,500	300,000	0	0
\$520,001 and up	6	10.91%	607,500	1,312,500	550,000	615,000	657,500
Median Sold Price			115,000	75,000	131,000	135,000	657,500
Total Closed Units		100%	115,000	25	23	5	2
Total Closed Volume			11,423,500	5.10M	3.95M	1.06M	1.32M



September 2021

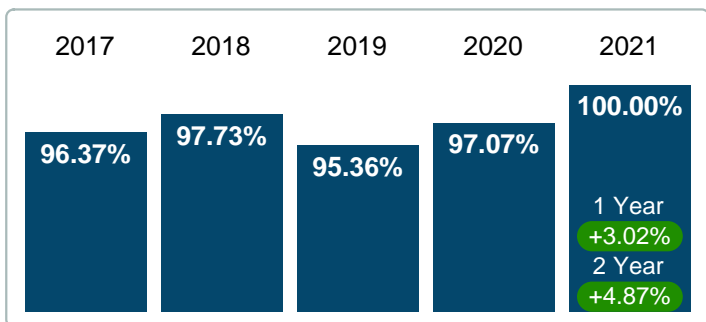
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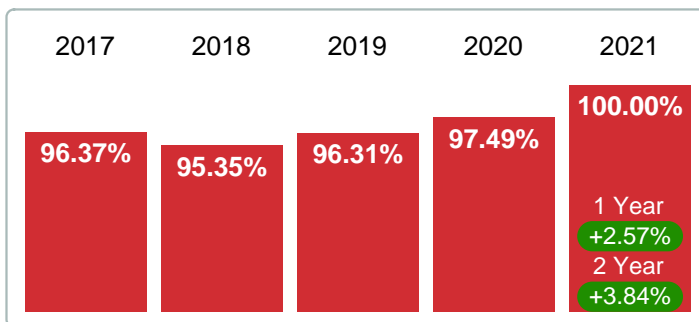
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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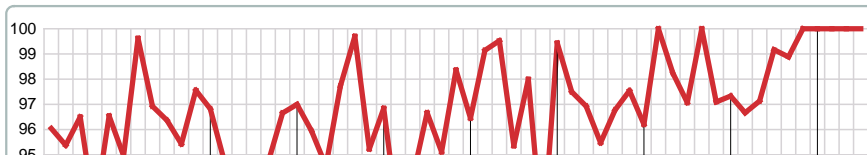
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 97.30%

High Sep 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **97.30%**

JUL 100.00%
AUG 100.00%
SEP 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
\$40,000 and less	5	9.09%	100.00%	100.00%	0.00%	0.00%	0.00%
\$40,001 - \$60,000	6	10.91%	100.00%	100.00%	81.75%	100.00%	0.00%
\$60,001 - \$80,000	7	12.73%	100.00%	94.12%	100.00%	0.00%	0.00%
\$80,001 - \$150,000	17	30.91%	100.00%	100.00%	100.00%	101.29%	0.00%
\$150,001 - \$250,000	8	14.55%	99.00%	94.05%	100.00%	100.25%	0.00%
\$250,001 - \$520,000	6	10.91%	100.00%	104.76%	100.00%	0.00%	0.00%
\$520,001 and up	6	10.91%	95.11%	76.25%	91.82%	98.40%	77.27%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	77.27%
Total Closed Units		55	100%	25	23	5	2
Total Closed Volume		11,423,500		5.10M	3.95M	1.06M	1.32M



September 2021

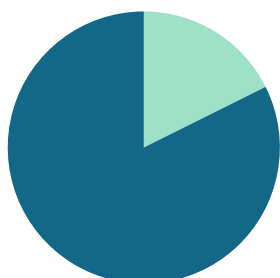
Area Delimited by County Of Mayes



MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

INVENTORY



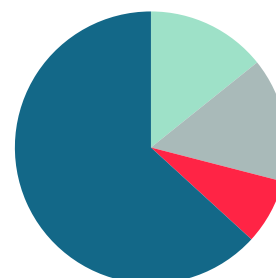
Inventory

- New Listings **66 = 17.65%**
- Start Inventory **308**
- Total Inventory Units **374**
- Volume **\$114,775,931**

Market Activity

- Closed Sales **55 = 14.25%**
- Pending Sales **57 = 14.77%**
- Other Off Market **30 = 7.77%**
- Active Inventory **244 = 63.21%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	52	55	5.77%	414	496	19.81%
Pending Sales	63	57	-9.52%	487	532	9.24%
New Listings	95	66	-30.53%	854	778	-8.90%
Median List Price	139,700	120,000	-14.10%	132,500	149,900	13.13%
Median Sale Price	133,000	115,000	-13.53%	128,000	145,000	13.28%
Median Percent of Selling Price to List Price	97.07%	100.00%	3.02%	97.49%	100.00%	2.57%
Median Days on Market to Sale	32.50	26.00	-20.00%	34.00	16.50	-51.47%
Monthly Inventory	356	244	-31.46%	356	244	-31.46%
Months Supply of Inventory	8.25	4.49	-45.55%	8.25	4.49	-45.55%

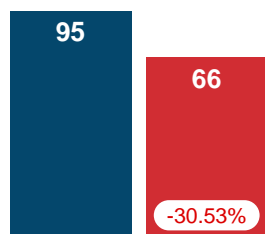
Absorption: Last 12 months, an Average of **54** Sales/Month

Inventory on September 30, 2021 = **244** 2020 2021

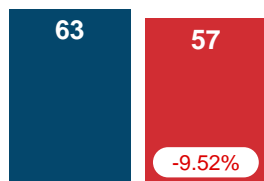
SEPTEMBER MARKET

MEDIAN PRICES

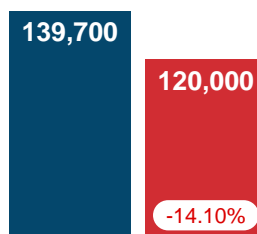
New Listings



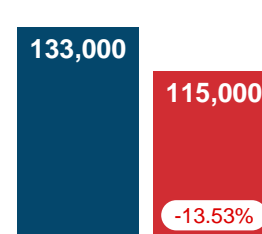
Pending Listings



List Price



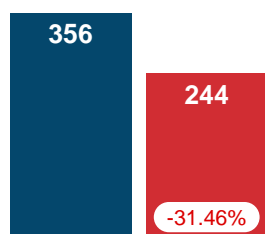
Sale Price



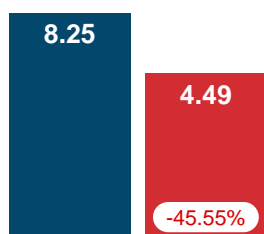
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

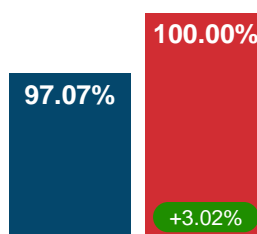
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

