

# August 2021



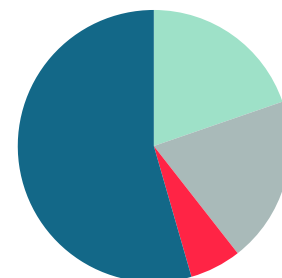
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	52	42	-19.23%
Pending Listings	42	42	0.00%
New Listings	71	53	-25.35%
Average List Price	161,154	198,069	22.91%
Average Sale Price	155,869	194,438	24.74%
Average Percent of Selling Price to List Price	96.44%	98.39%	2.03%
Average Days on Market to Sale	51.15	31.31	-38.79%
End of Month Inventory	131	116	-11.45%
Months Supply of Inventory	3.92	2.78	-29.12%



■ Closed (19.72%)  
■ Pending (19.72%)  
■ Other OffMarket (6.10%)  
■ Active (54.46%)

**Absorption:** Last 12 months, an Average of **42** Sales/Month  
**Active Inventory** as of August 31, 2021 = **116**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **11.45%** to 116 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **2.78** 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 **24.74%** in August 2021 to \$194,438 versus the previous year at \$155,869.

#### Average Days on Market Shortens

The average number of **31.31** days that homes spent on the market before selling decreased by 19.84 days or **38.79%** in August 2021 compared to last year's same month at **51.15** 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 53 New Listings in August 2021, down **25.35%** from last year at 71. Furthermore, there were 42 Closed Listings this month versus last year at 52, a **-19.23%** decrease.

Closed versus Listed trends yielded a **79.2%** ratio, up from previous year's, August 2020, at **73.2%**, a **8.20%** 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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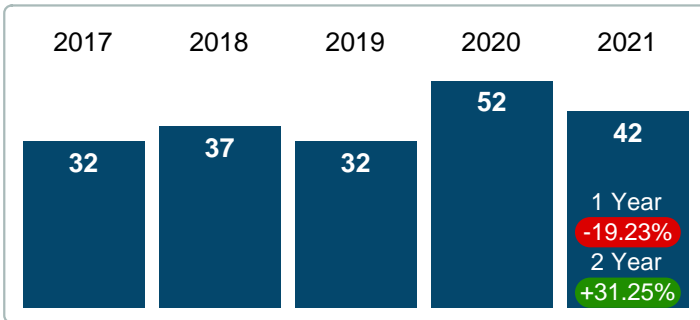
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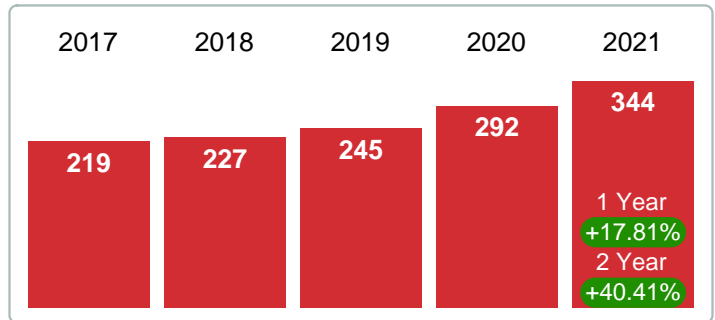
## CLOSED LISTINGS

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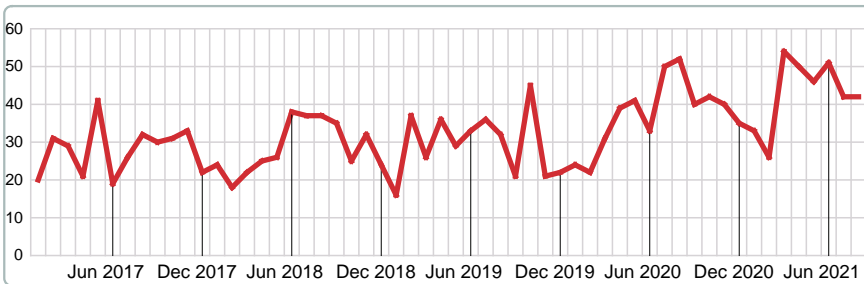
### AUGUST



### YEAR TO DATE (YTD)

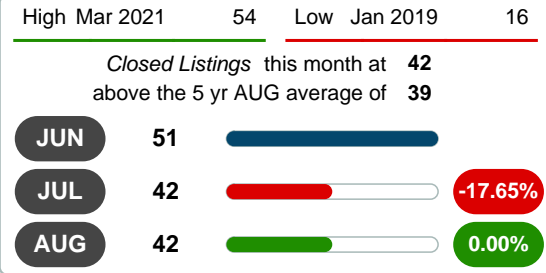


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 39



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.52%	17.5	3	1	0	0
\$50,001 - \$75,000	2	4.76%	5.0	0	2	0	0
\$75,001 - \$125,000	9	21.43%	23.7	3	5	1	0
\$125,001 - \$175,000	11	26.19%	24.8	1	9	1	0
\$175,001 - \$250,000	5	11.90%	32.6	1	4	0	0
\$250,001 - \$350,000	6	14.29%	50.5	2	4	0	0
\$350,001 and up	5	11.90%	56.6	0	4	1	0
<b>Total Closed Units</b>	<b>42</b>			<b>10</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,166,399</b>	<b>100%</b>	<b>31.3</b>	<b>1.31M</b>	<b>5.87M</b>	<b>981.90K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$194,438</b>			<b>\$131,400</b>	<b>\$202,431</b>	<b>\$327,300</b>	<b>\$0</b>

# August 2021



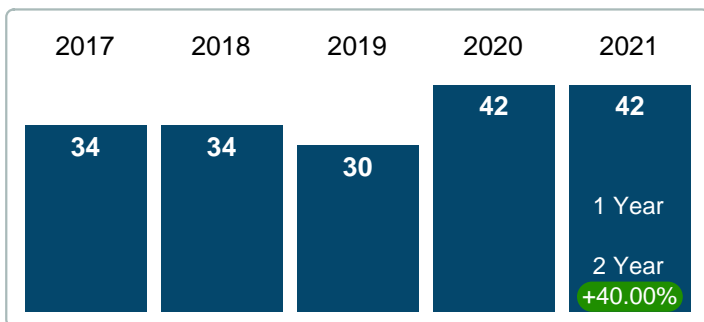
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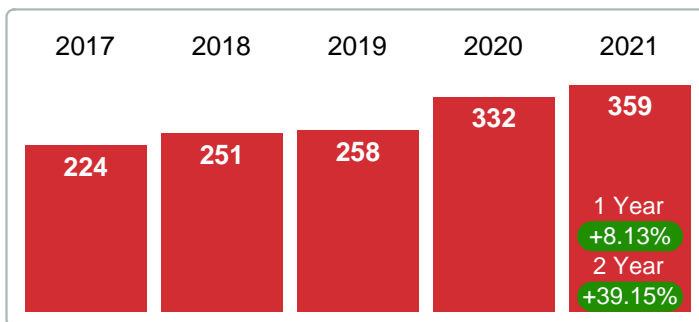
## PENDING LISTINGS

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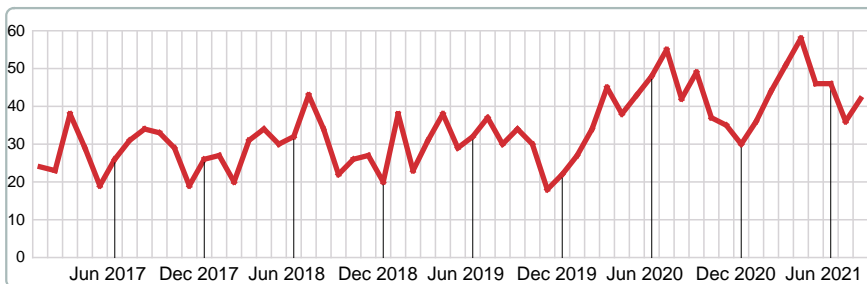
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 36

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at **42**  
above the 5 yr AUG average of **36**

- JUN 46
- JUL 36 (-21.74%)
- AUG 42 (16.67%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.52%	80.8	3	0	1	0
\$50,001 - \$75,000	2	4.76%	103.0	1	1	0	0
\$75,001 - \$100,000	4	9.52%	42.0	0	4	0	0
\$100,001 - \$225,000	17	40.48%	26.6	3	10	4	0
\$225,001 - \$250,000	5	11.90%	33.6	1	4	0	0
\$250,001 - \$300,000	4	9.52%	30.8	1	2	1	0
\$300,001 and up	6	14.29%	115.5	0	5	0	1
<b>Total Pending Units</b>	<b>42</b>			<b>9</b>	<b>26</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,797,499</b>	<b>100%</b>	<b>50.8</b>	<b>1.19M</b>	<b>5.61M</b>	<b>897.40K</b>	<b>1.10M</b>
<b>Average Listing Price</b>	<b>\$209,464</b>			<b>\$131,722</b>	<b>\$215,946</b>	<b>\$149,567</b>	<b>\$1,100,000</b>

# August 2021



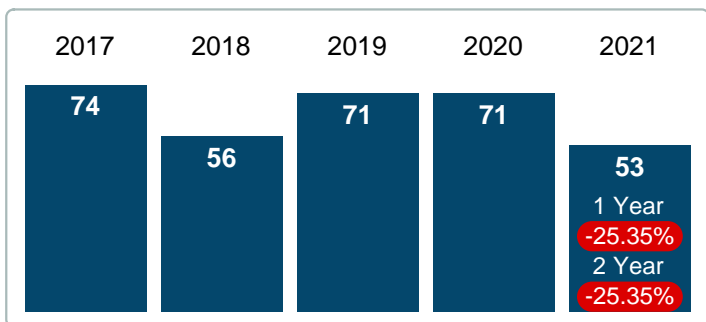
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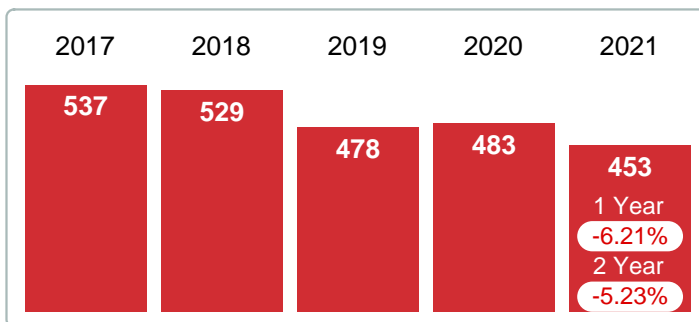
## NEW LISTINGS

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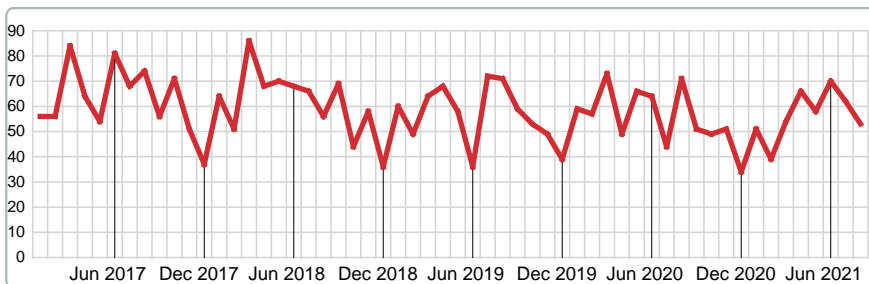
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 65

High Mar 2018 86 Low Dec 2020 34

New Listings this month at 53 below the 5 yr AUG average of 65

- JUN 70
- JUL 62 (-11.43%)
- AUG 53 (-14.52%)

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.43%	3	2	0	0
\$75,001 - \$100,000	2	3.77%	0	2	0	0
\$100,001 - \$150,000	11	20.75%	3	7	1	0
\$150,001 - \$225,000	12	22.64%	1	11	0	0
\$225,001 - \$375,000	10	18.87%	0	7	3	0
\$375,001 - \$800,000	8	15.09%	0	6	1	1
\$800,001 and up	5	9.43%	0	1	1	3
<b>Total New Listed Units</b>	<b>53</b>		<b>7</b>	<b>36</b>	<b>6</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>18,089,279</b>	<b>100%</b>	<b>618.53K</b>	<b>8.66M</b>	<b>3.15M</b>	<b>5.66M</b>
<b>Average New Listed Listing Price</b>	<b>\$184,408</b>		<b>\$88,361</b>	<b>\$240,653</b>	<b>\$524,750</b>	<b>\$1,414,688</b>

# August 2021



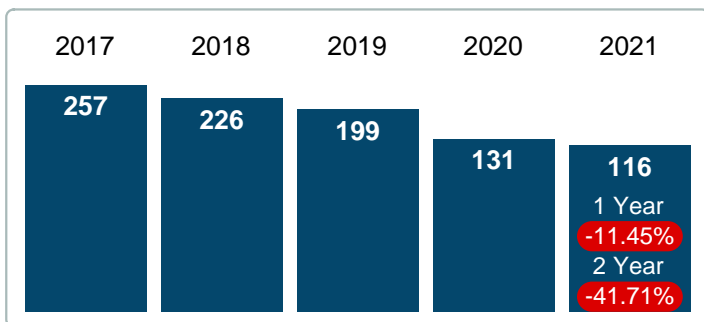
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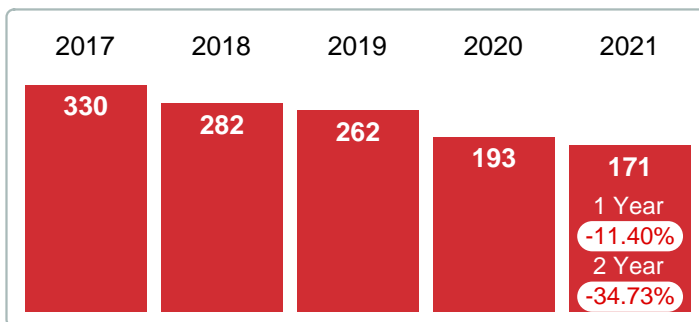
## ACTIVE INVENTORY

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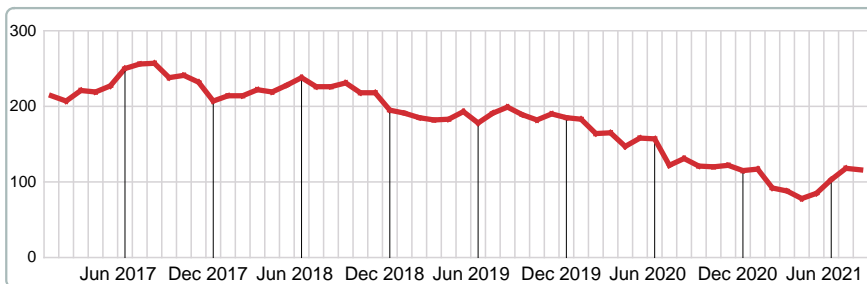
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 186

High Aug 2017 257 Low Apr 2021 78

Inventory this month at 116  
below the 5 yr AUG average of 186



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.90%	65.0	6	2	0	0
\$50,001 - \$125,000	19	16.38%	77.8	9	8	2	0
\$125,001 - \$175,000	18	15.52%	56.1	1	16	1	0
\$175,001 - \$350,000	27	23.28%	59.3	2	22	2	1
\$350,001 - \$475,000	18	15.52%	48.6	0	14	3	1
\$475,001 - \$800,000	15	12.93%	95.3	1	6	4	4
\$800,001 and up	11	9.48%	48.6	0	3	3	5
<b>Total Active Inventory by Units</b>	<b>116</b>			<b>19</b>	<b>71</b>	<b>15</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>48,736,583</b>	<b>100%</b>	<b>64.2</b>	<b>2.53M</b>	<b>22.90M</b>	<b>8.69M</b>	<b>14.62M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$420,143</b>			<b>\$133,269</b>	<b>\$322,494</b>	<b>\$579,245</b>	<b>\$1,328,977</b>

# August 2021



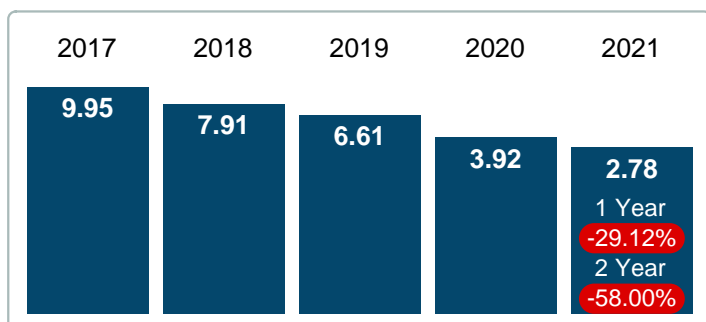
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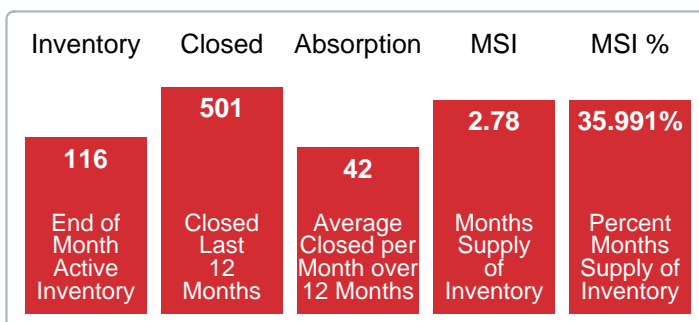
## MONTHS SUPPLY of INVENTORY (MSI)

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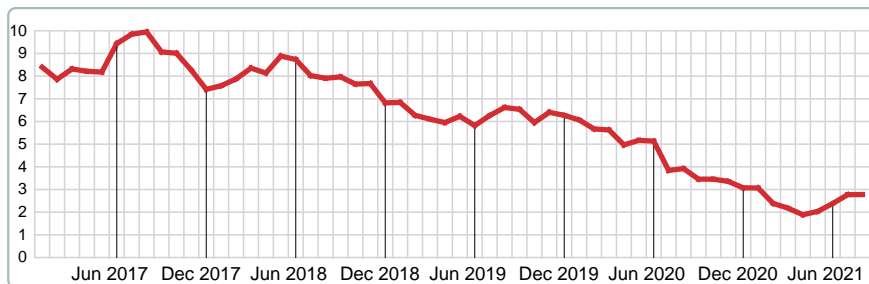
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

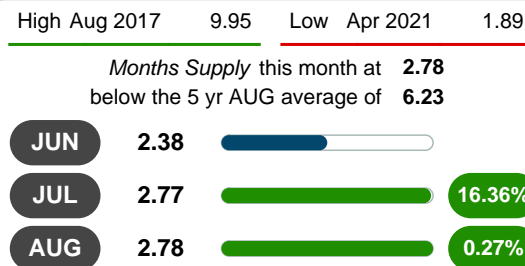


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.23



### 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
\$50,000 and less	8	6.90%	3.10	5.54	1.50	0.00	0.00
\$50,001 - \$125,000	19	16.38%	1.77	2.84	1.14	4.00	0.00
\$125,001 - \$175,000	18	15.52%	1.96	3.00	2.16	0.86	0.00
\$175,001 - \$350,000	27	23.28%	1.98	1.20	2.51	0.69	3.00
\$350,001 - \$475,000	18	15.52%	6.17	0.00	8.40	2.77	12.00
\$475,001 - \$800,000	15	12.93%	7.50	12.00	8.00	6.00	8.00
\$800,001 and up	11	9.48%	16.50	0.00	36.00	12.00	15.00
Market Supply of Inventory (MSI)			2.78	2.96	2.63	2.22	6.95
Total Active Inventory by Units		100%	2.78	19	71	15	11

# August 2021



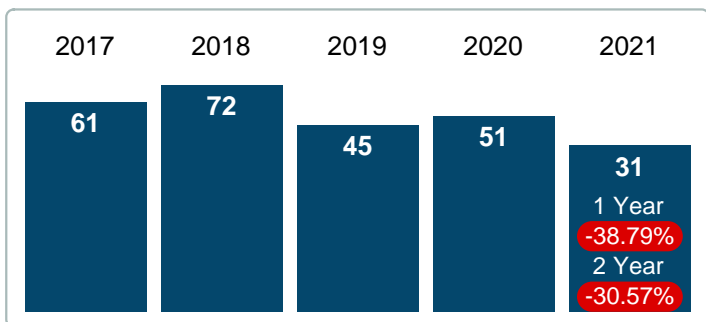
Area Delimited by County Of Mayes - Residential Property Type



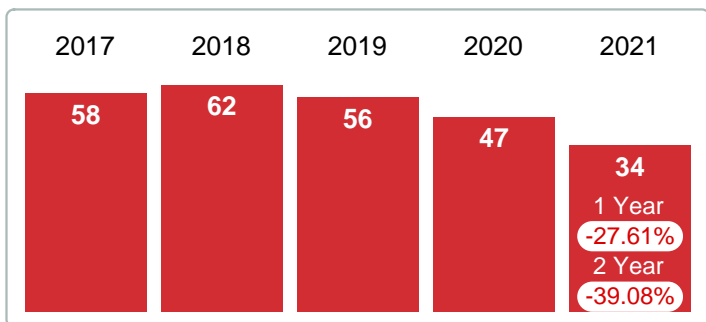
## AVERAGE DAYS ON MARKET TO SALE

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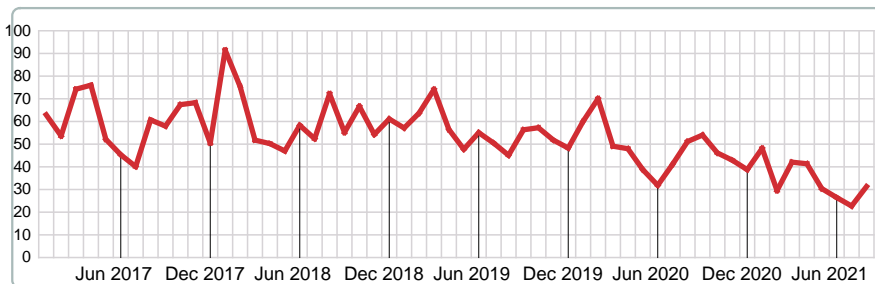
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 52

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 31 below the 5 yr AUG average of 52



### 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
\$50,000 and less	9.52%	18	8	47	0	0
\$50,001 - \$75,000	4.76%	5	0	5	0	0
\$75,001 - \$125,000	21.43%	24	8	36	9	0
\$125,001 - \$175,000	26.19%	25	4	29	6	0
\$175,001 - \$250,000	11.90%	33	3	40	0	0
\$250,001 - \$350,000	14.29%	51	2	75	0	0
\$350,001 and up	11.90%	57	0	32	154	0
<b>Average Closed DOM</b>		<b>31</b>	<b>6</b>	<b>38</b>	<b>56</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>31</b>	<b>10</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,166,399</b>	<b>1.31M</b>	<b>5.87M</b>	<b>981.90K</b>	<b>0.00B</b>

# August 2021



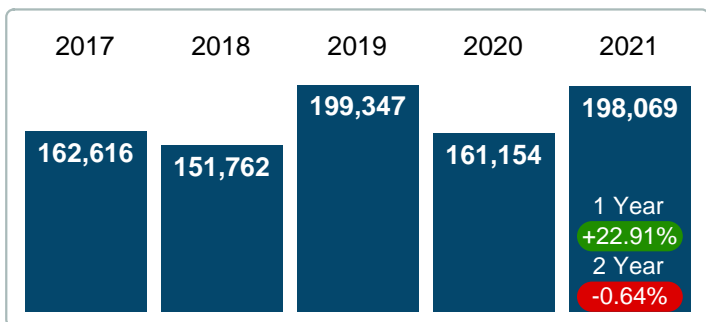
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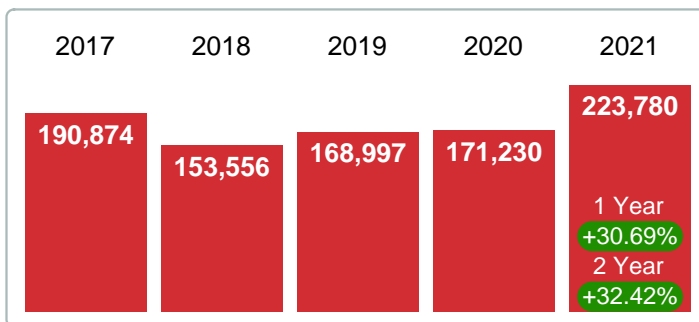
## AVERAGE LIST PRICE AT CLOSING

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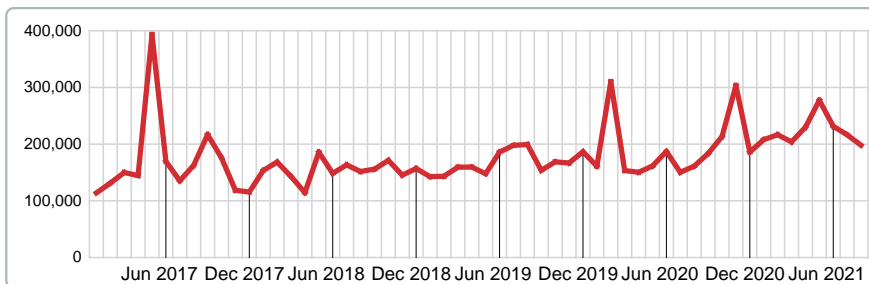
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 174,590

High May 2017 393,277    Low Jan 2017 114,044

Average List Price at Closing this month at **198,069**  
above the 5 yr AUG average of **174,590**

JUN	231,580	
JUL	216,527	-6.50%
AUG	198,069	-8.52%

### 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
\$50,000 and less	7.14%	43,200	43,200	55,000	0	0
\$50,001 - \$75,000	7.14%	66,633	0	72,450	0	0
\$75,001 - \$125,000	23.81%	107,730	86,267	114,300	122,000	0
\$125,001 - \$175,000	23.81%	149,900	159,000	148,889	125,000	0
\$175,001 - \$250,000	9.52%	197,725	184,900	224,225	0	0
\$250,001 - \$350,000	14.29%	287,050	271,000	316,100	0	0
\$350,001 and up	14.29%	483,317	0	450,000	724,900	0
<b>Average List Price</b>		<b>198,069</b>	<b>127,430</b>	<b>209,403</b>	<b>323,967</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198,069</b>	<b>10</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,318,899</b>	<b>1.27M</b>	<b>6.07M</b>	<b>971.90K</b>	<b>0.00B</b>



# August 2021



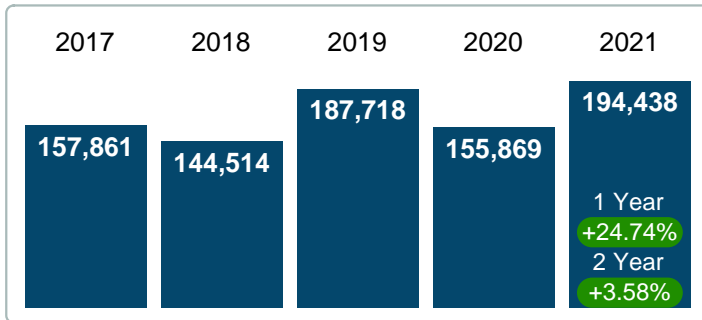
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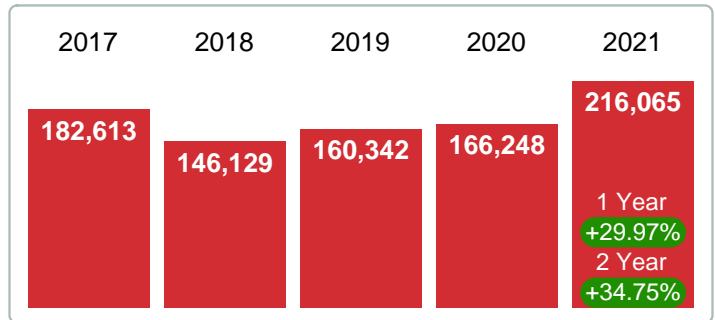
## AVERAGE SOLD PRICE AT CLOSING

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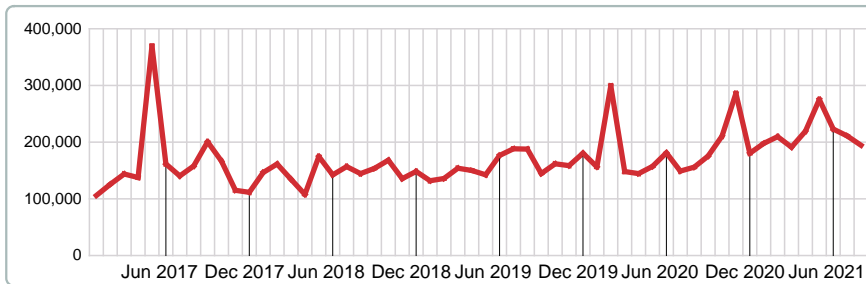
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

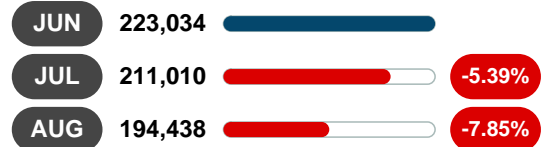


### 3 MONTHS

5 year AUG AVG = 168,080

High May 2017 369,501 Low Jan 2017 105,899

Average Sold Price at Closing this month at **194,438**  
above the 5 yr AUG average of **168,080**



### 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
\$50,000 and less	9.52%	39,550	40,400	37,000	0	0
\$50,001 - \$75,000	4.76%	72,000	0	72,000	0	0
\$75,001 - \$125,000	21.43%	102,978	88,267	108,000	122,000	0
\$125,001 - \$175,000	26.19%	151,227	159,000	152,167	135,000	0
\$175,001 - \$250,000	11.90%	214,600	189,000	221,000	0	0
\$250,001 - \$350,000	14.29%	297,667	290,000	301,500	0	0
\$350,001 and up	11.90%	482,980	0	422,500	724,900	0
<b>Average Sold Price</b>		<b>194,438</b>	<b>131,400</b>	<b>202,431</b>	<b>327,300</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>194,438</b>	<b>10</b>	<b>29</b>	<b>3</b>	
<b>Total Closed Volume</b>		<b>8,166,399</b>	<b>1.31M</b>	<b>5.87M</b>	<b>981.90K</b>	<b>0.00B</b>

# August 2021



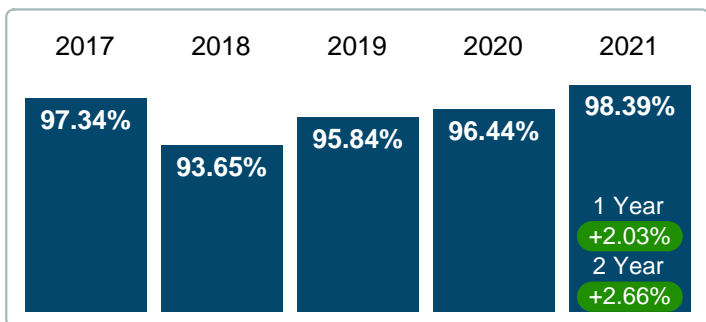
Area Delimited by County Of Mayes - Residential Property Type



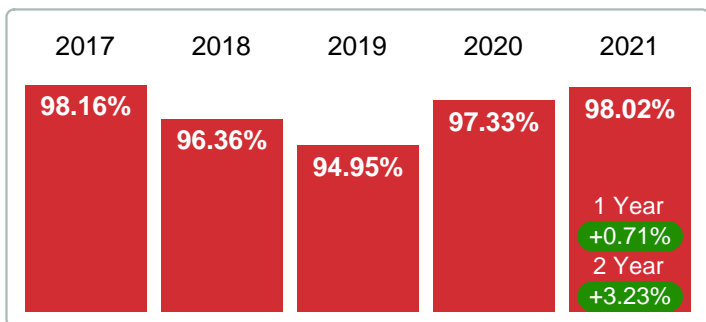
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

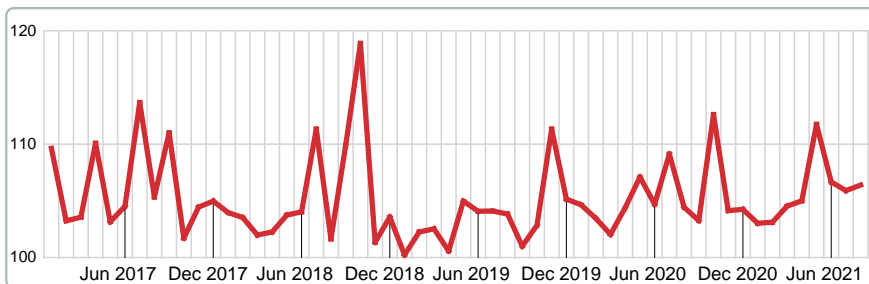
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

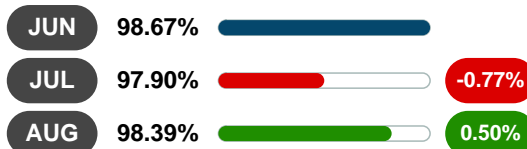


### 3 MONTHS

5 year AUG AVG = 96.33%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.39%**  
above the 5 yr AUG average of **96.33%**



### 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
\$50,000 and less	<div style="width: 9.52%;"></div> 4	9.52%	87.53%	94.28%	67.27%	0.00%	0.00%
\$50,001 - \$75,000	<div style="width: 4.76%;"></div> 2	4.76%	99.36%	0.00%	99.36%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 21.43%;"></div> 9	21.43%	97.71%	102.53%	94.36%	100.00%	0.00%
\$125,001 - \$175,000	<div style="width: 26.19%;"></div> 11	26.19%	102.66%	100.00%	102.36%	108.00%	0.00%
\$175,001 - \$250,000	<div style="width: 11.90%;"></div> 5	11.90%	99.56%	102.22%	98.90%	0.00%	0.00%
\$250,001 - \$350,000	<div style="width: 14.29%;"></div> 6	14.29%	100.20%	108.37%	96.12%	0.00%	0.00%
\$350,001 and up	<div style="width: 11.90%;"></div> 5	11.90%	95.18%	0.00%	93.97%	100.00%	0.00%
Average Sold/List Ratio		98.40%		100.94%	97.07%	102.67%	0.00%
Total Closed Units		42	100%	10	29	3	
Total Closed Volume		8,166,399		1.31M	5.87M	981.90K	0.00B

# August 2021



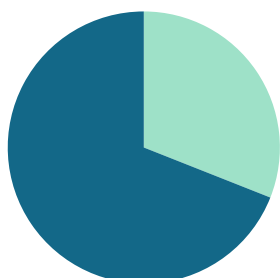
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

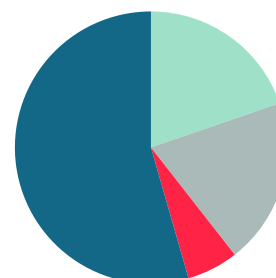


**Inventory**  
 New Listings  
**53 = 30.99%**  
 Start Inventory  
**118**  
 Total Inventory Units  
**171**  
 Volume  
**\$61,462,981**

### Market Activity

Closed Sales  
**42 = 19.72%**  
 Pending Sales  
**42 = 19.72%**  
 Other Off Market  
**13 = 6.10%**  
 Active Inventory  
**116 = 54.46%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	52	42	-19.23%	292	344	17.81%
Pending Sales	42	42	0.00%	332	359	8.13%
New Listings	71	53	-25.35%	483	453	-6.21%
Average List Price	161,154	198,069	22.91%	171,230	223,780	30.69%
Average Sale Price	155,869	194,438	24.74%	166,248	216,065	29.97%
Average Percent of Selling Price to List Price	96.44%	98.39%	2.03%	97.33%	98.02%	0.71%
Average Days on Market to Sale	51.15	31.31	-38.79%	47.03	34.04	-27.61%
Monthly Inventory	131	116	-11.45%	131	116	-11.45%
Months Supply of Inventory	3.92	2.78	-29.12%	3.92	2.78	-29.12%

**Absorption:** Last 12 months, an Average of **42** Sales/Month

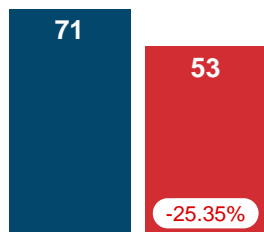
**Inventory** on August 31, 2021 = **116**

**2020** **2021**

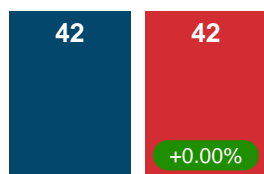
### AUGUST MARKET

### AVERAGE PRICES

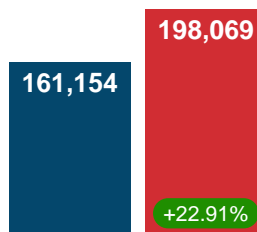
#### New Listings



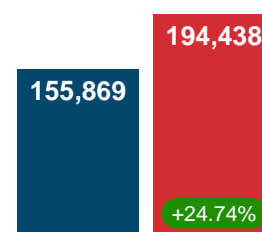
#### Pending Listings



#### List Price



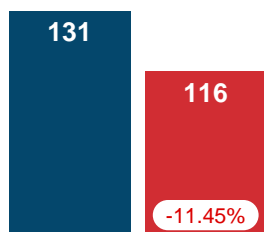
#### Sale Price



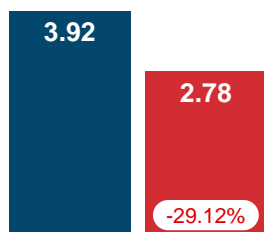
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

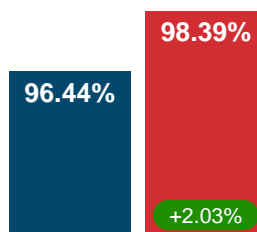
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

