

August 2021



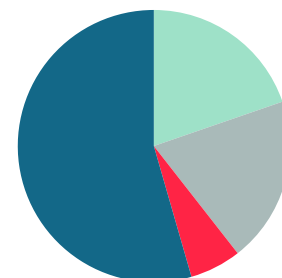
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	143,950	145,000	0.73%
Median Sale Price	142,500	149,000	4.56%
Median Percent of Selling Price to List Price	98.87%	100.00%	1.14%
Median Days on Market to Sale	31.50	10.00	-68.25%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.56%** in August 2021 to \$149,000 versus the previous year at \$142,500.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 21.50 days or **68.25%** in August 2021 compared to last year's same month at **31.50** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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.

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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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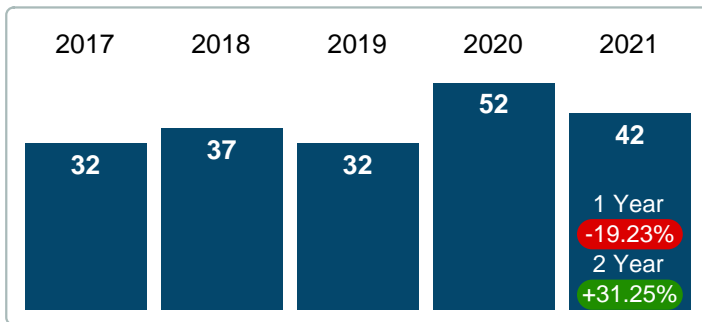
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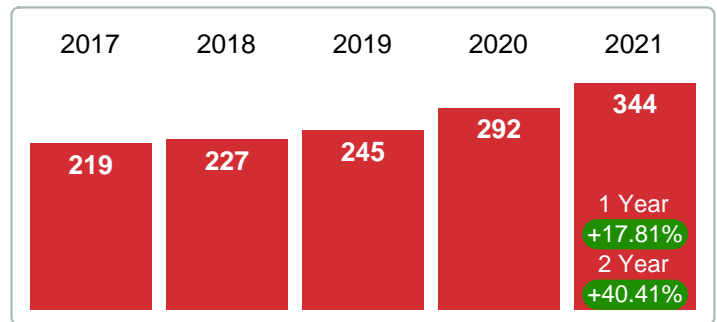
CLOSED LISTINGS

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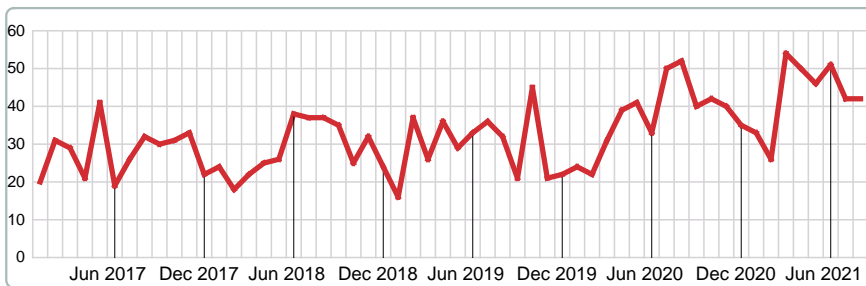
AUGUST



YEAR TO DATE (YTD)

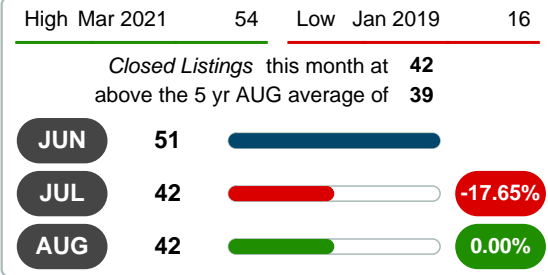


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	9.52%	9.0	3	1	0	0
\$60,001 - \$90,000	4	9.52%	7.0	2	2	0	0
\$90,001 - \$130,000	7	16.67%	11.0	1	5	1	0
\$130,001 - \$170,000	9	21.43%	6.0	1	7	1	0
\$170,001 - \$260,000	7	16.67%	10.0	1	6	0	0
\$260,001 - \$360,000	6	14.29%	9.5	2	4	0	0
\$360,001 and up	5	11.90%	32.0	0	4	1	0
Total Closed Units	42			10	29	3	0
Total Closed Volume	8,166,399	100%	10.0	1.31M	5.87M	981.90K	0.00B
Median Closed Price	\$149,000			\$92,450	\$170,000	\$135,000	\$0

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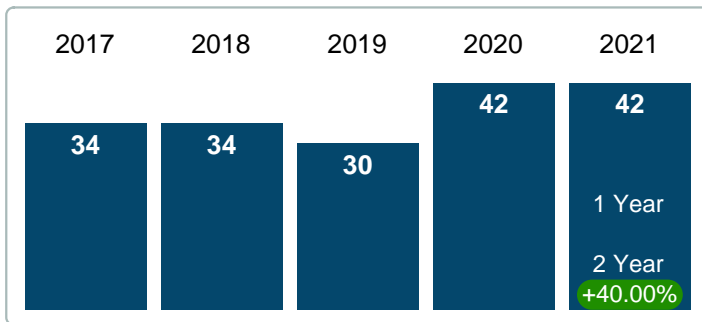
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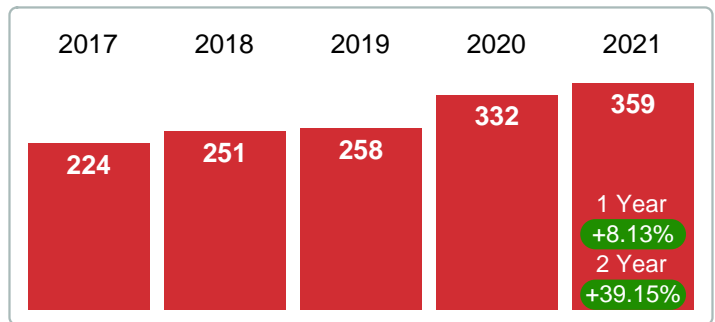
PENDING LISTINGS

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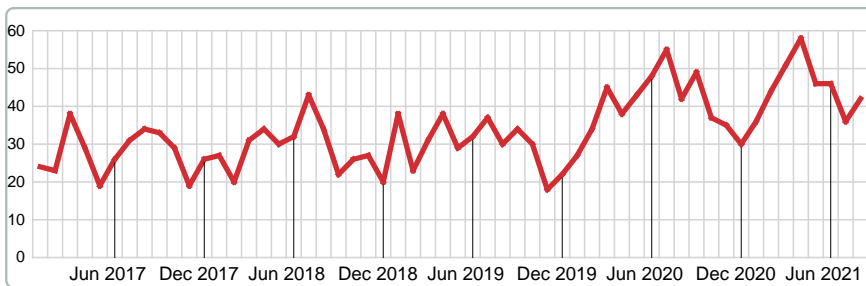
AUGUST



YEAR TO DATE (YTD)

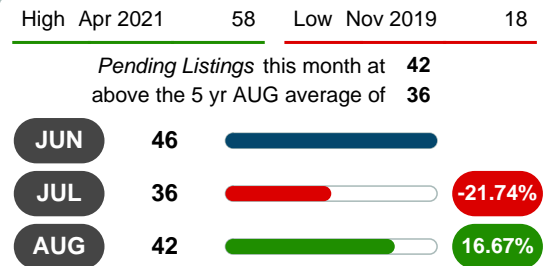


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.52%	78.0	3	0	1	0
\$50,001 - \$90,000	4	9.52%	8.5	1	3	0	0
\$90,001 - \$120,000	8	19.05%	15.5	2	5	1	0
\$120,001 - \$220,000	10	23.81%	21.5	0	7	3	0
\$220,001 - \$260,000	6	14.29%	25.0	2	4	0	0
\$260,001 - \$310,000	4	9.52%	33.0	1	2	1	0
\$310,001 and up	6	14.29%	112.5	0	5	0	1
Total Pending Units	42			9	26	6	1
Total Pending Volume	8,797,499	100%	32.0	1.19M	5.61M	897.40K	1.10M
Median Listing Price	\$146,200			\$119,900	\$182,000	\$129,250	\$1,100,000

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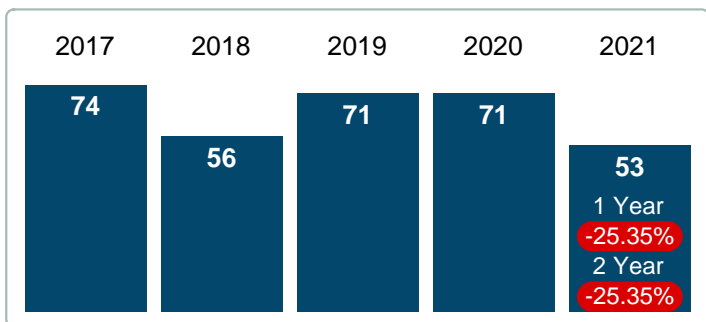
Area Delimited by County Of Mayes - Residential Property Type



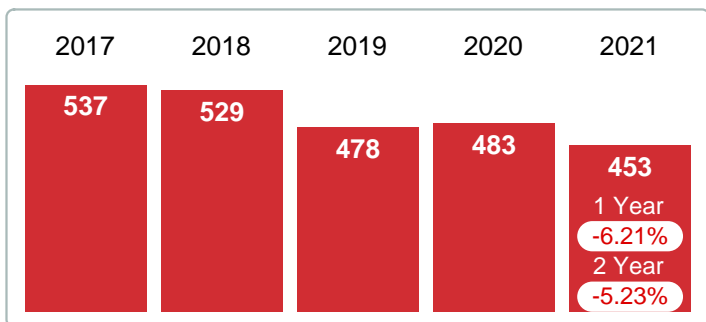
NEW LISTINGS

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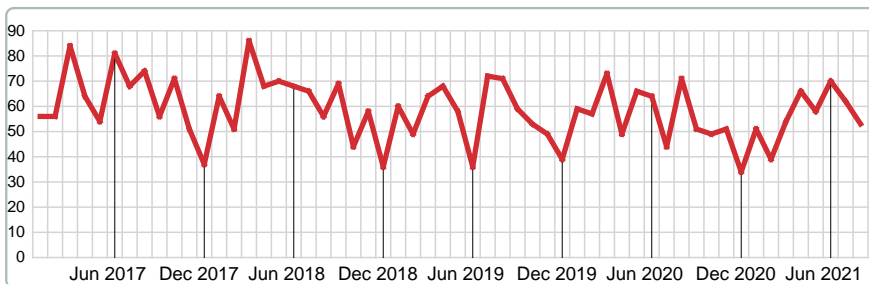
AUGUST



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



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
Total New Listed Units	53		7	36	6	4
Total New Listed Volume	18,089,279	100%	618.53K	8.66M	3.15M	5.66M
Median New Listed Listing Price	\$185,000		\$105,000	\$182,250	\$347,000	\$827,375

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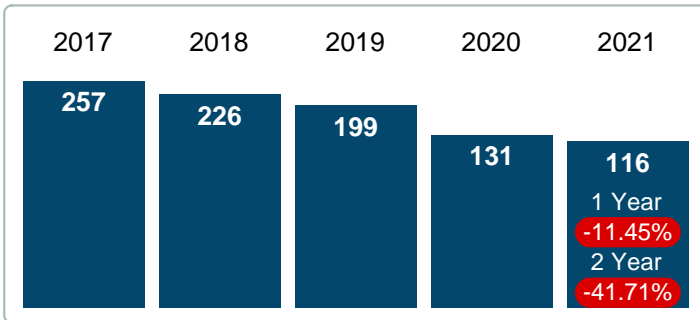
Area Delimited by County Of Mayes - Residential Property Type



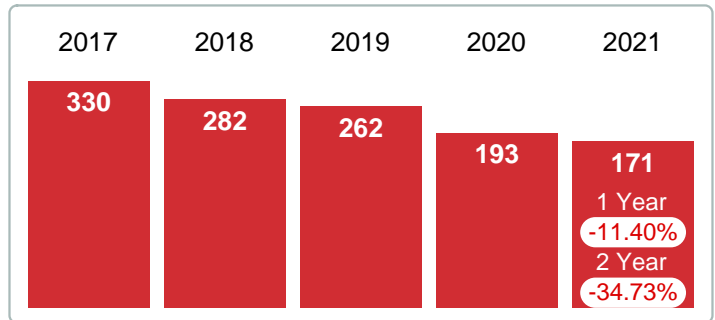
ACTIVE INVENTORY

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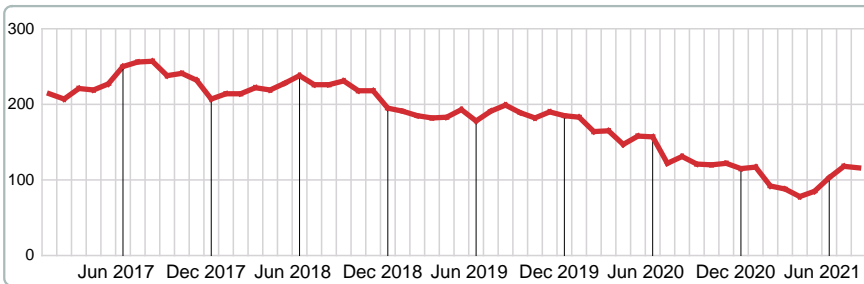
END OF AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.90%	63.5	6	2	0	0
\$50,001 - \$125,000	19	16.38%	84.0	9	8	2	0
\$125,001 - \$175,000	18	15.52%	34.5	1	16	1	0
\$175,001 - \$350,000	27	23.28%	36.0	2	22	2	1
\$350,001 - \$475,000	18	15.52%	44.0	0	14	3	1
\$475,001 - \$800,000	15	12.93%	88.0	1	6	4	4
\$800,001 and up	11	9.48%	33.0	0	3	3	5
Total Active Inventory by Units	116			19	71	15	11
Total Active Inventory by Volume	48,736,583	100%	44.5	2.53M	22.90M	8.69M	14.62M
Median Active Inventory Listing Price	\$258,500			\$75,000	\$239,900	\$424,900	\$734,000

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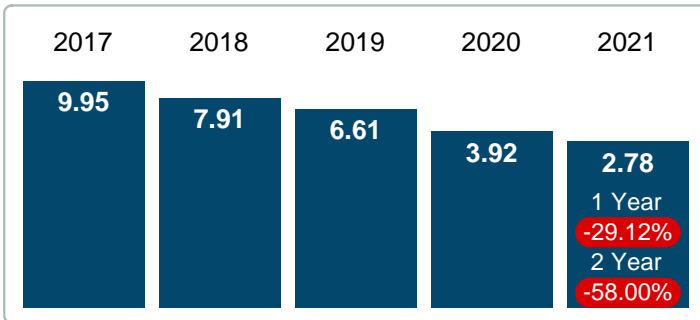
Area Delimited by County Of Mayes - Residential Property Type



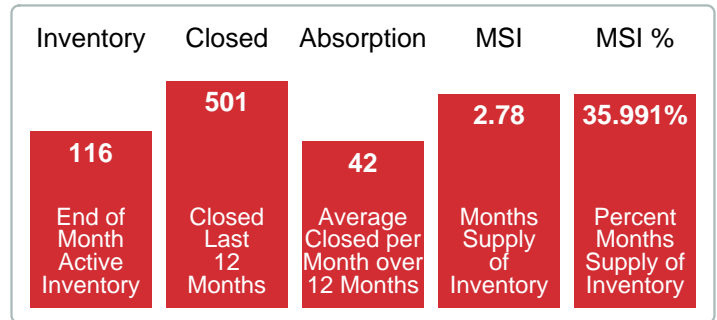
MONTHS SUPPLY of INVENTORY (MSI)

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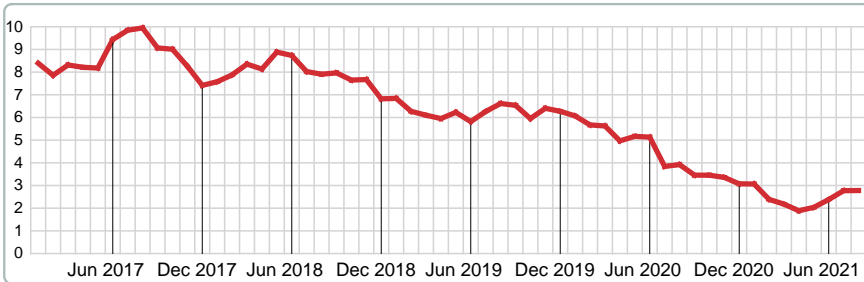
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

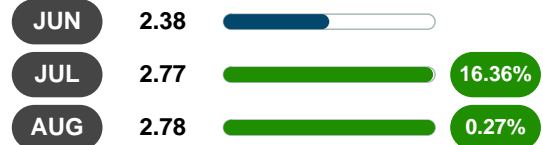


3 MONTHS

5 year AUG AVG = 6.23

High Aug 2017 9.95 Low Apr 2021 1.89

Months Supply this month at 2.78
below the 5 yr AUG average of 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

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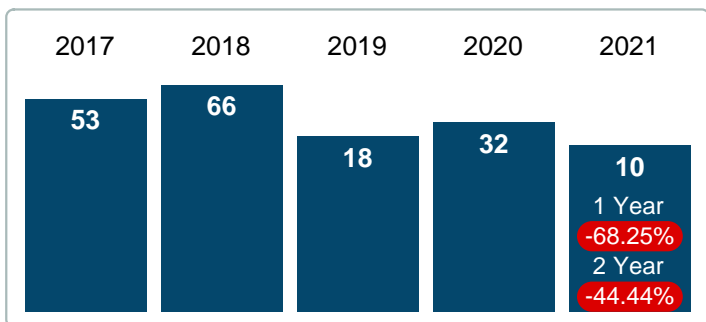
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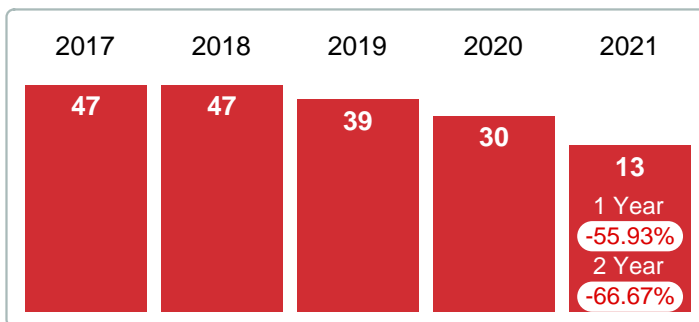
MEDIAN DAYS ON MARKET TO SALE

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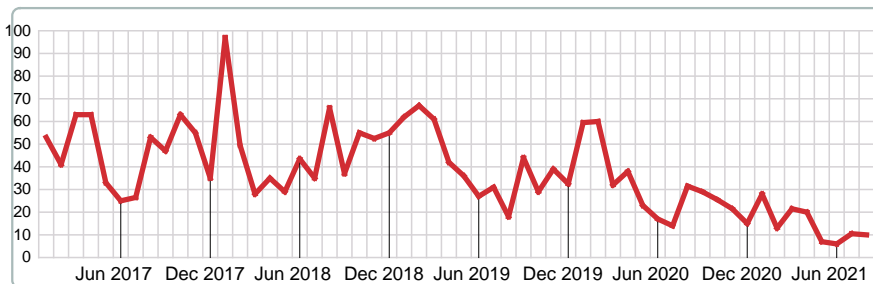
AUGUST



YEAR TO DATE (YTD)

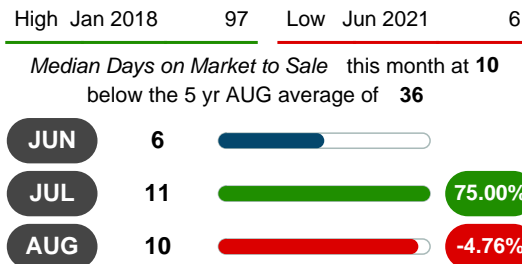


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 36



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
\$60,000 and less	9.52%	9	8	47	0	0
\$60,001 - \$90,000	9.52%	7	9	5	0	0
\$90,001 - \$130,000	16.67%	11	6	15	9	0
\$130,001 - \$170,000	21.43%	6	4	7	6	0
\$170,001 - \$260,000	16.67%	10	3	11	0	0
\$260,001 - \$360,000	14.29%	10	2	49	0	0
\$360,001 and up	11.90%	32	0	23	154	0
Median Closed DOM		10	6	13	9	0
Total Closed Units	100%	42	10	29	3	
Total Closed Volume		8,166,399	1.31M	5.87M	981.90K	0.00B

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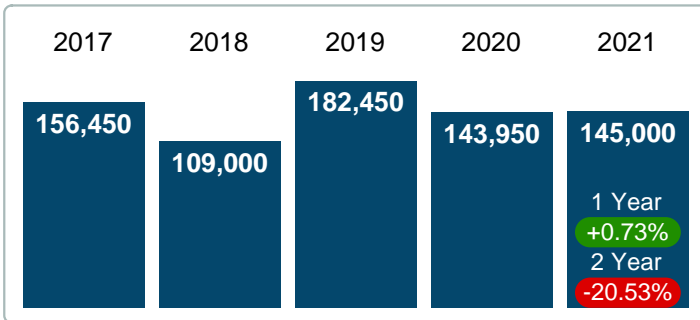
Area Delimited by County Of Mayes - Residential Property Type



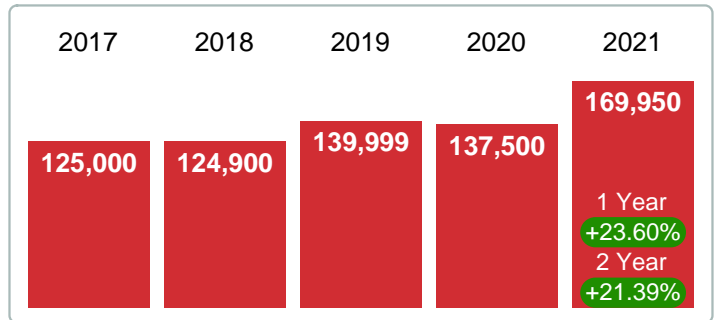
MEDIAN LIST PRICE AT CLOSING

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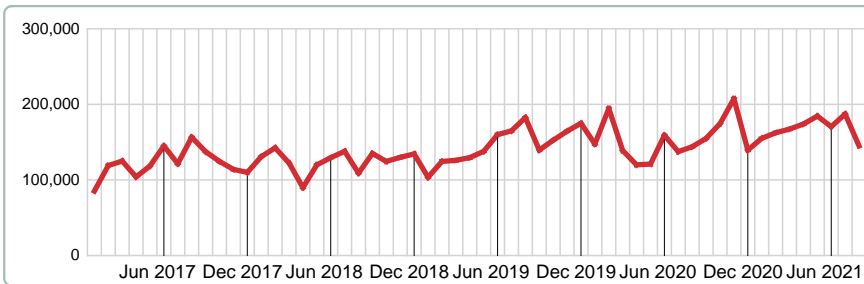
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

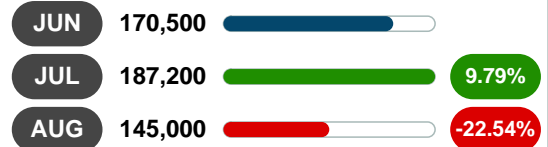


3 MONTHS

5 year AUG AVG = 147,370

High Nov 2020 207,450 Low Jan 2017 85,250

Median List Price at Closing this month at **145,000**
 below the 5 yr AUG average of **147,370**



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
\$60,000 and less	9.52%	44,850	39,900	55,000	0	0
\$60,001 - \$90,000	9.52%	77,000	79,450	72,450	0	0
\$90,001 - \$130,000	21.43%	122,000	99,900	119,000	123,500	0
\$130,001 - \$170,000	16.67%	144,999	159,000	142,000	0	0
\$170,001 - \$260,000	19.05%	192,450	205,950	189,500	0	0
\$260,001 - \$360,000	9.52%	307,250	315,000	299,500	0	0
\$360,001 and up	14.29%	457,500	0	420,000	724,900	0
Median List Price		145,000	89,900	166,000	125,000	0
Total Closed Units	100%	145,000	10	29	3	0
Total Closed Volume		8,318,899	1.27M	6.07M	971.90K	0.00B

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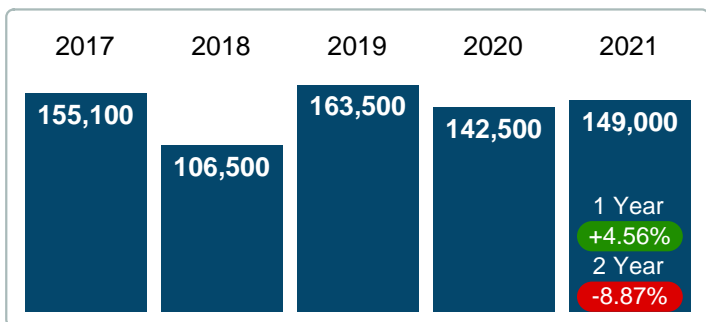
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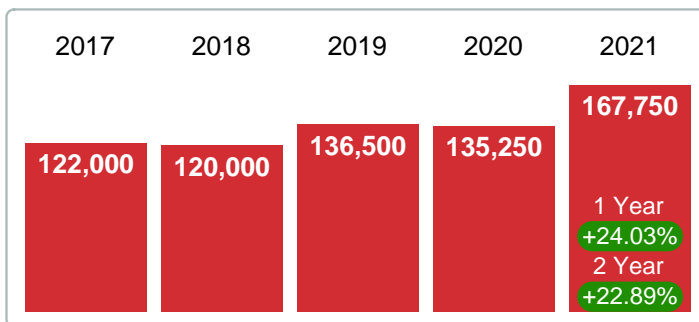
MEDIAN SOLD PRICE AT CLOSING

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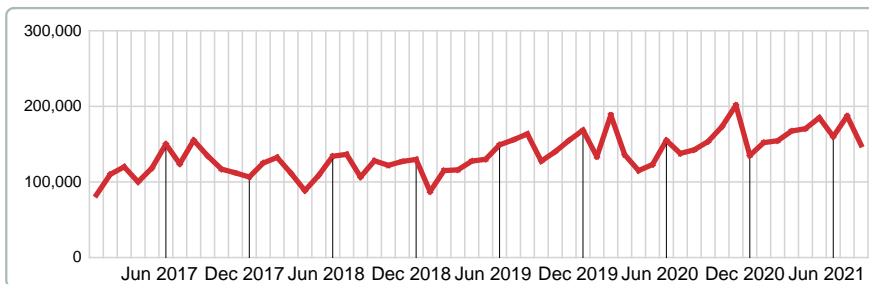
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

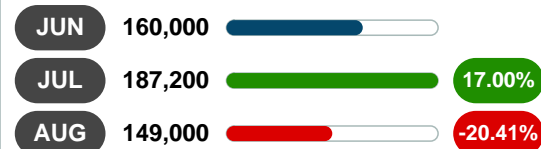


3 MONTHS

5 year AUG AVG = 143,320

High Nov 2020 201,500 Low Jan 2017 82,750

Median Sold Price at Closing this month at 149,000 above the 5 yr AUG average of 143,320



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
\$60,000 and less	9.52%	39,600	40,200	37,000	0	0
\$60,001 - \$90,000	9.52%	77,450	82,450	72,000	0	0
\$90,001 - \$130,000	16.67%	115,000	99,900	115,000	122,000	0
\$130,001 - \$170,000	21.43%	144,500	159,000	144,500	135,000	0
\$170,001 - \$260,000	16.67%	189,000	189,000	192,000	0	0
\$260,001 - \$360,000	14.29%	305,500	290,000	305,500	0	0
\$360,001 and up	11.90%	430,000	0	417,500	724,900	0
Median Sold Price		149,000	92,450	170,000	135,000	0
Total Closed Units	100%	149,000	10	29	3	0
Total Closed Volume		8,166,399	1.31M	5.87M	981.90K	0.00B

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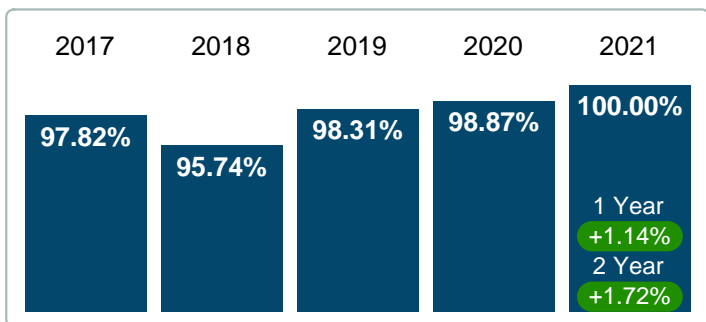
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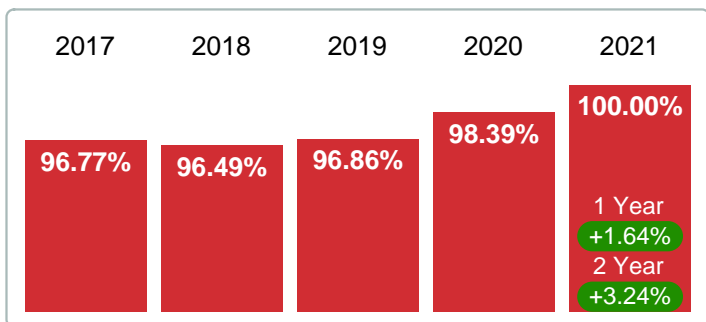
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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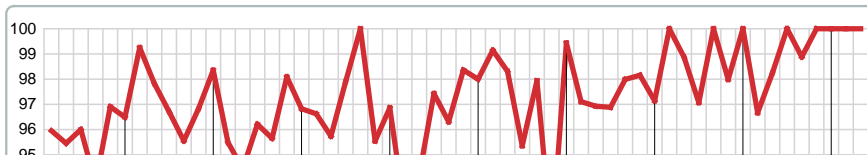
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.15%

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 **98.15%**

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
\$60,000 and less	4	9.52%	91.04%	97.74%	67.27%	0.00%	0.00%
\$60,001 - \$90,000	4	9.52%	100.00%	103.80%	99.36%	0.00%	0.00%
\$90,001 - \$130,000	7	16.67%	97.56%	100.00%	92.38%	100.00%	0.00%
\$130,001 - \$170,000	9	21.43%	102.26%	100.00%	102.26%	108.00%	0.00%
\$170,001 - \$260,000	7	16.67%	100.00%	102.22%	100.00%	0.00%	0.00%
\$260,001 - \$360,000	6	14.29%	100.25%	108.37%	99.34%	0.00%	0.00%
\$360,001 and up	5	11.90%	96.43%	0.00%	95.01%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	99.66%	100.00%	0.00%
Total Closed Units		42	100%	100.00%	10	29	3
Total Closed Volume		8,166,399			1.31M	5.87M	981.90K

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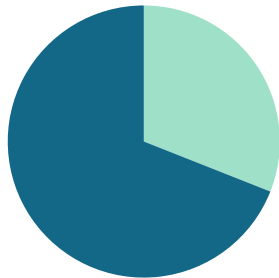
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

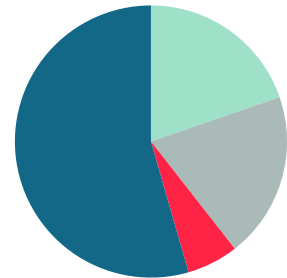


Inventory
 New Listings
53 = 30.99%
 Start Inventory
118
 Total Inventory Units
171
 Volume
\$61,462,981

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%
Median List Price	143,950	145,000	0.73%	137,500	169,950	23.60%
Median Sale Price	142,500	149,000	4.56%	135,250	167,750	24.03%
Median Percent of Selling Price to List Price	98.87%	100.00%	1.14%	98.39%	100.00%	1.64%
Median Days on Market to Sale	31.50	10.00	-68.25%	29.50	13.00	-55.93%
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

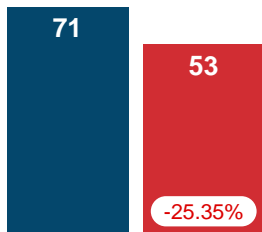
Inventory on August 31, 2021 = **116**

2020 **2021**

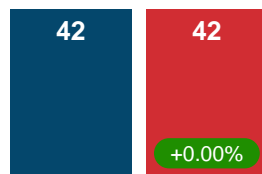
AUGUST MARKET

MEDIAN PRICES

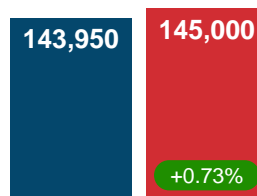
New Listings



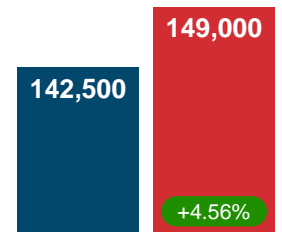
Pending Listings



List Price



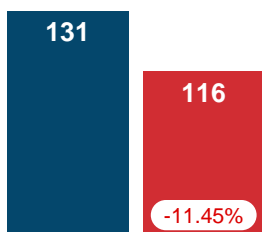
Sale Price



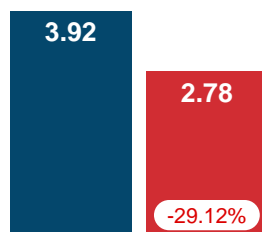
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

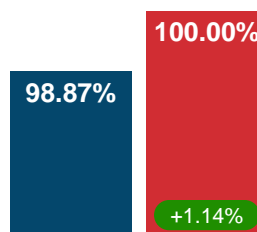
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

