

## July 2021



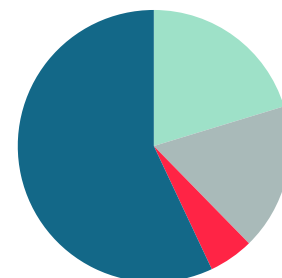
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	50	42	-16.00%
Pending Listings	55	36	-34.55%
New Listings	44	62	40.91%
Median List Price	137,450	187,200	36.19%
Median Sale Price	137,700	187,200	35.95%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	10.50	-25.00%
End of Month Inventory	122	118	-3.28%
Months Supply of Inventory	3.84	2.77	-27.88%



■ Closed (20.29%)  
■ Pending (17.39%)  
■ Other OffMarket (5.31%)  
■ Active (57.00%)

**Absorption:** Last 12 months, an Average of **43** Sales/Month  
**Active Inventory** as of July 31, 2021 = **118**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **3.28%** to 118 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **2.77** 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 **35.95%** in July 2021 to \$187,200 versus the previous year at \$137,700.

## Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 3.50 days or **25.00%** in July 2021 compared to last year's same month at **14.00** DOM.

## Sales Success for July 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 62 New Listings in July 2021, up **40.91%** from last year at 44. Furthermore, there were 42 Closed Listings this month versus last year at 50, a **-16.00%** decrease.

Closed versus Listed trends yielded a **67.7%** ratio, down from previous year's, July 2020, at **113.6%**, a **40.39%** downswing. This will certainly create pressure on a decreasing Monthly 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

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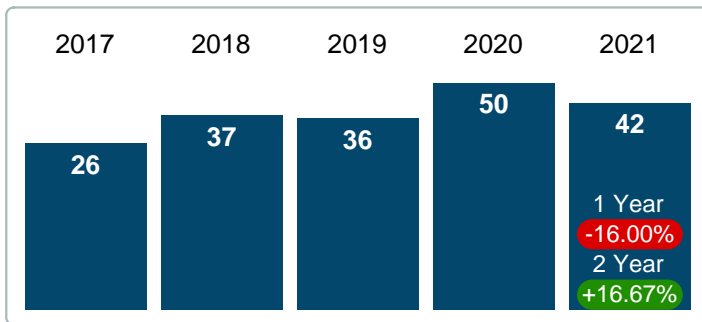
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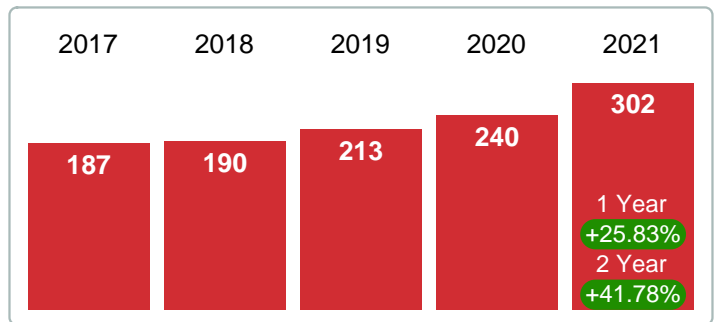
## CLOSED LISTINGS

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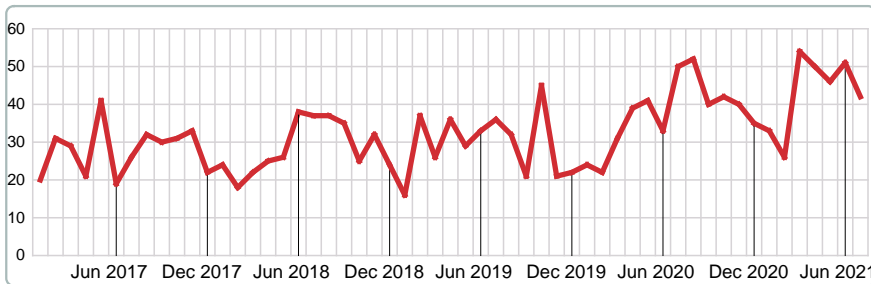
### JULY



### YEAR TO DATE (YTD)

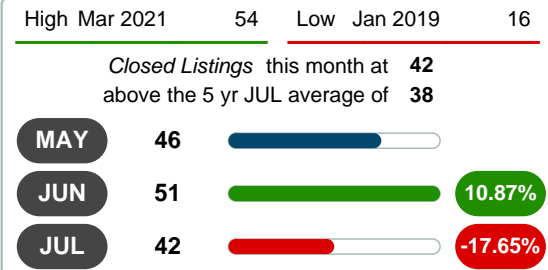


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 38



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	11.90%	15.0	3	2	0	0
\$100,001 - \$125,000	2	4.76%	28.0	0	2	0	0
\$125,001 - \$150,000	6	14.29%	20.0	0	5	1	0
\$150,001 - \$225,000	12	28.57%	6.5	1	9	1	1
\$225,001 - \$275,000	7	16.67%	4.0	1	4	2	0
\$275,001 - \$350,000	5	11.90%	7.0	0	4	1	0
\$350,001 and up	5	11.90%	43.0	0	2	3	0
<b>Total Closed Units</b>	<b>42</b>			<b>5</b>	<b>28</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,862,420</b>	<b>100%</b>	<b>10.5</b>	<b>644.54K</b>	<b>5.68M</b>	<b>2.36M</b>	<b>184.50K</b>
<b>Median Closed Price</b>	<b>\$187,200</b>			<b>\$80,500</b>	<b>\$174,950</b>	<b>\$285,000</b>	<b>\$184,500</b>

# July 2021



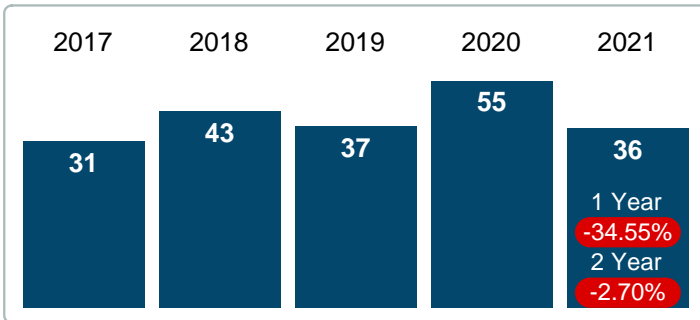
Area Delimited by County Of Mayes - Residential Property Type



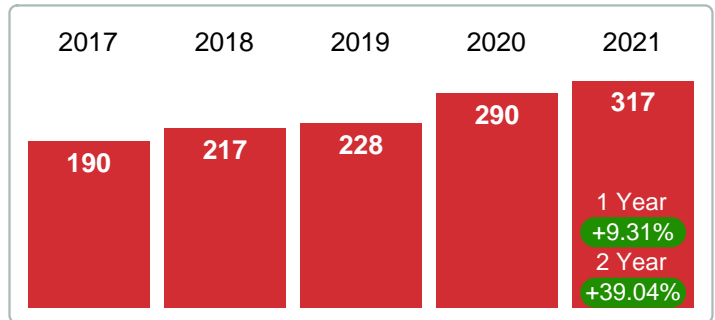
## PENDING LISTINGS

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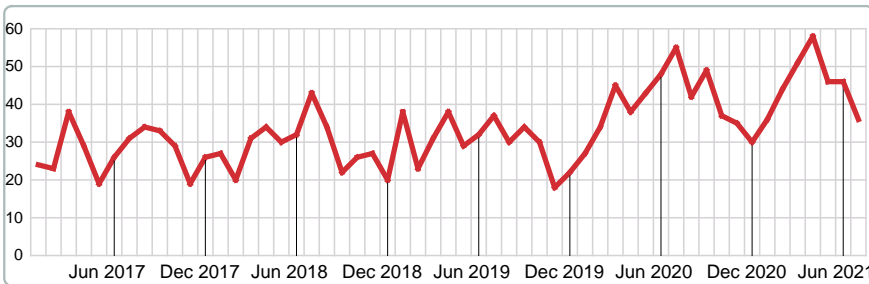
### JULY



### YEAR TO DATE (YTD)

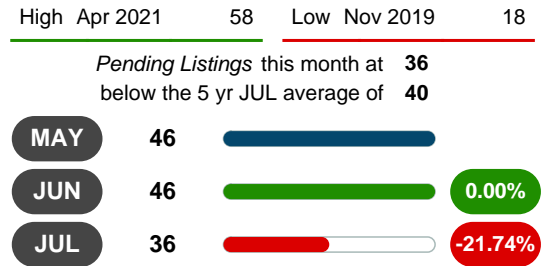


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL 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
\$60,000 and less	2	5.56%	5.0	1	1	0	0
\$60,001 - \$90,000	6	16.67%	15.0	2	4	0	0
\$90,001 - \$120,000	6	16.67%	18.0	1	5	0	0
\$120,001 - \$150,000	6	16.67%	20.0	1	3	2	0
\$150,001 - \$290,000	7	19.44%	5.0	2	4	1	0
\$290,001 - \$420,000	6	16.67%	39.0	1	4	1	0
\$420,001 and up	3	8.33%	40.0	0	2	1	0
<b>Total Pending Units</b>	<b>36</b>			<b>8</b>	<b>23</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,017,550</b>	<b>100%</b>	<b>15.5</b>	<b>1.07M</b>	<b>4.62M</b>	<b>1.33M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$136,500</b>			<b>\$118,950</b>	<b>\$135,000</b>	<b>\$159,500</b>	<b>\$0</b>

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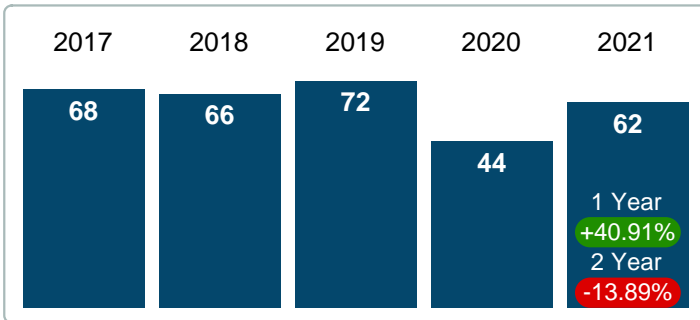
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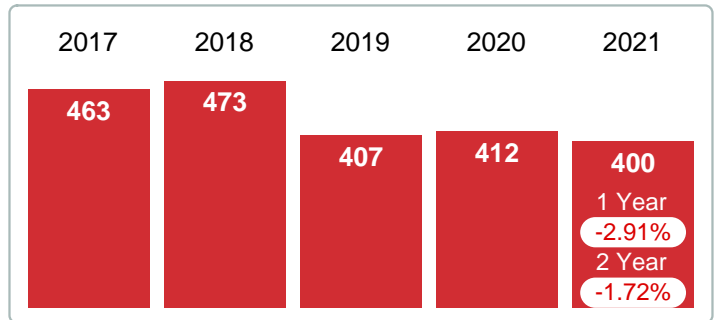
## NEW LISTINGS

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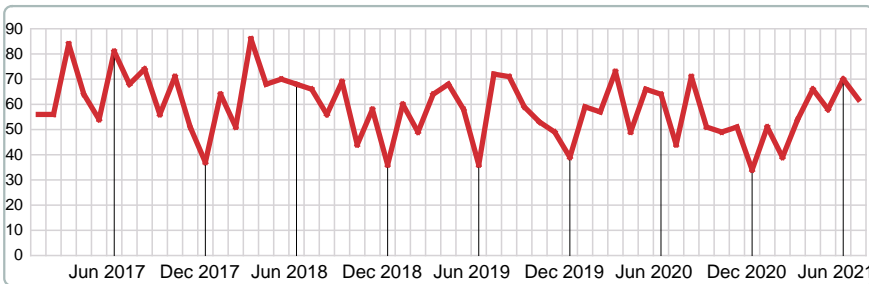
### JULY



### YEAR TO DATE (YTD)

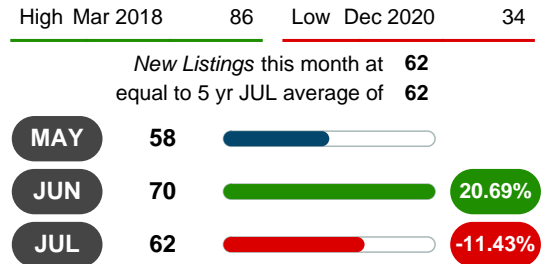


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 62



### 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	6	9.68%	3	3	0	0
\$75,001 - \$125,000	8	12.90%	3	4	1	0
\$125,001 - \$175,000	10	16.13%	0	9	1	0
\$175,001 - \$275,000	13	20.97%	1	10	1	1
\$275,001 - \$375,000	11	17.74%	4	5	2	0
\$375,001 - \$475,000	8	12.90%	0	6	1	1
\$475,001 and up	6	9.68%	0	2	2	2
<b>Total New Listed Units</b>	<b>62</b>		<b>11</b>	<b>39</b>	<b>8</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,730,704</b>	<b>100%</b>	<b>1.91M</b>	<b>11.99M</b>	<b>2.68M</b>	<b>3.15M</b>
<b>Median New Listed Listing Price</b>	<b>\$232,500</b>		<b>\$119,900</b>	<b>\$230,000</b>	<b>\$287,450</b>	<b>\$595,000</b>

# July 2021



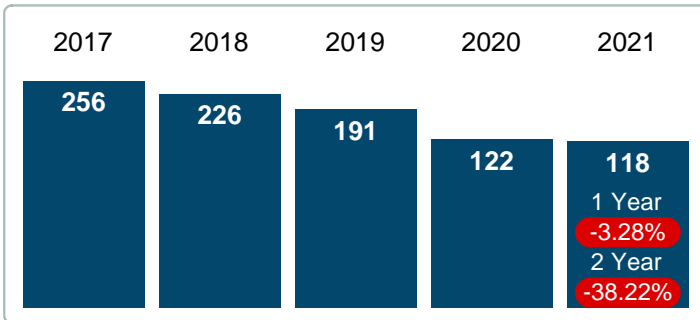
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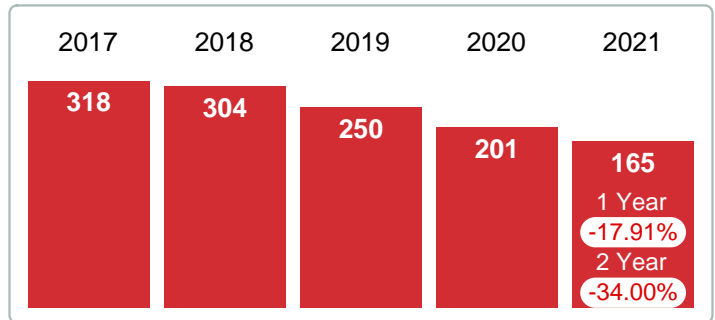
## ACTIVE INVENTORY

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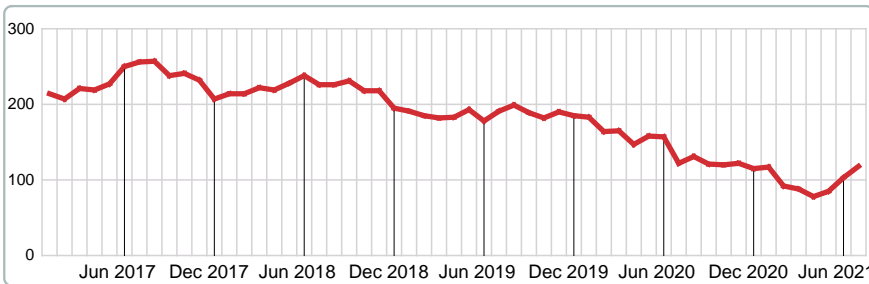
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 183

High Aug 2017 257 Low Apr 2021 78

Inventory this month at 118  
below the 5 yr JUL average of 183



### 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	10	8.47%	53.0	7	2	1	0
\$50,001 - \$100,000	16	13.56%	76.0	8	7	1	0
\$100,001 - \$150,000	17	14.41%	24.0	3	10	4	0
\$150,001 - \$300,000	29	24.58%	25.0	4	22	2	1
\$300,001 - \$450,000	20	16.95%	65.5	2	13	4	1
\$450,001 - \$675,000	13	11.02%	67.0	1	8	2	2
\$675,001 and up	13	11.02%	57.0	0	4	3	6
Total Active Inventory by Units		118		25	66	17	10
Total Active Inventory by Volume		43,373,702	100%	3.72M	21.37M	7.01M	11.27M
Median Active Inventory Listing Price		\$237,450		\$79,500	\$244,950	\$319,000	\$724,500

# July 2021



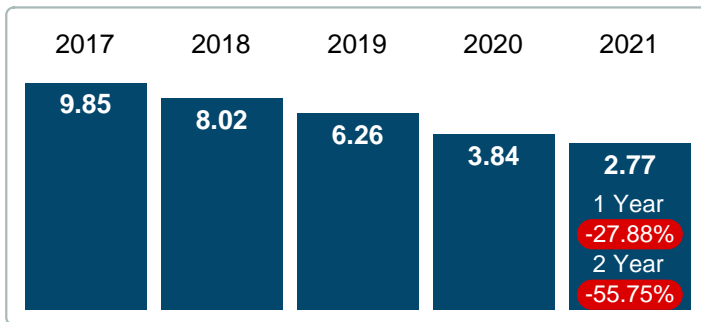
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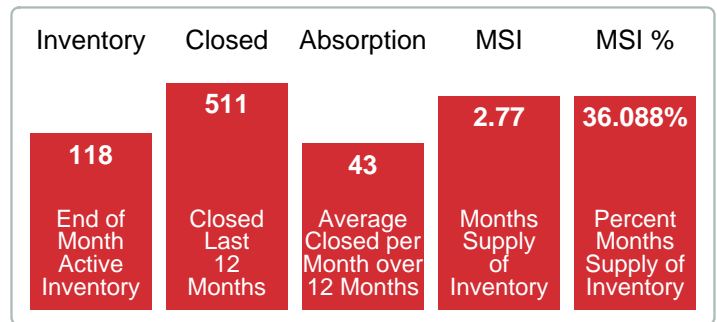
## MONTHS SUPPLY of INVENTORY (MSI)

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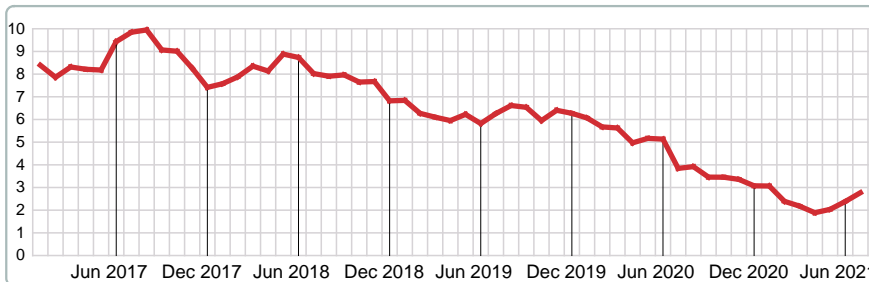
### MSI FOR JULY



### INDICATORS FOR JULY 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 6.15

High Aug 2017 9.95 Low Apr 2021 1.89

Months Supply this month at 2.77 below the 5 yr JUL average of 6.15



### 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	10	8.47%	4.14	7.00	1.60	6.00	0.00
\$50,001 - \$100,000	16	13.56%	2.16	3.69	1.35	12.00	0.00
\$100,001 - \$150,000	17	14.41%	1.74	1.89	1.43	4.80	0.00
\$150,001 - \$300,000	29	24.58%	1.90	2.67	2.13	0.63	4.00
\$300,001 - \$450,000	20	16.95%	3.87	6.00	4.59	2.18	6.00
\$450,001 - \$675,000	13	11.02%	9.18	12.00	10.67	6.00	8.00
\$675,001 and up	13	11.02%	11.14	0.00	48.00	6.00	10.29
Market Supply of Inventory (MSI)			2.77	3.75	2.41	2.46	6.32
Total Active Inventory by Units		100%	2.77	25	66	17	10

# July 2021



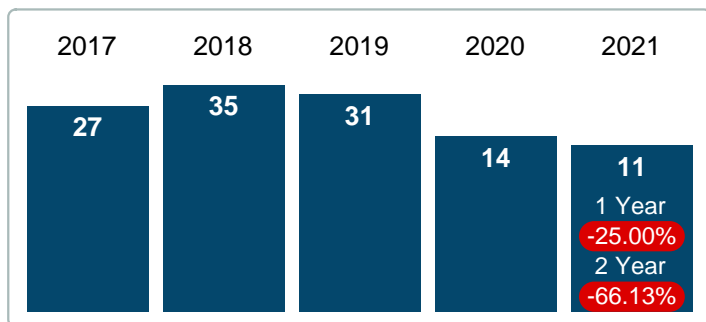
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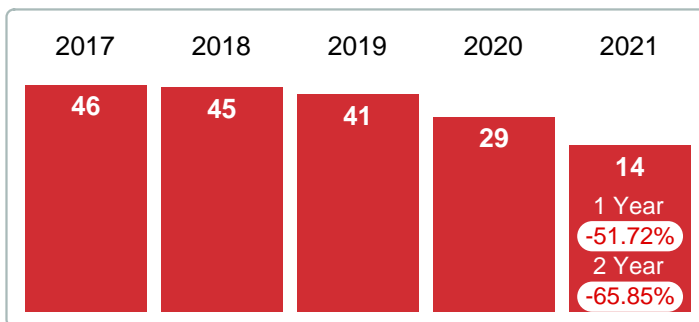
## MEDIAN DAYS ON MARKET TO SALE

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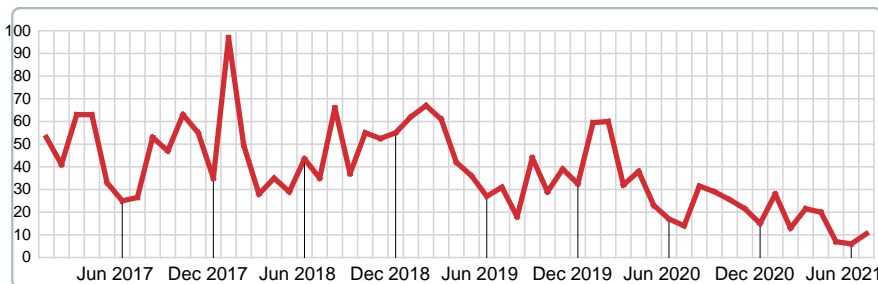
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 23

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 11 below the 5 yr JUL average of 23



### 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
\$100,000 and less	11.90%	15	35	6	0	0
\$100,001 - \$125,000	4.76%	28	0	28	0	0
\$125,001 - \$150,000	14.29%	20	0	7	34	0
\$150,001 - \$225,000	28.57%	7	31	5	12	7
\$225,001 - \$275,000	16.67%	4	29	30	3	0
\$275,001 - \$350,000	11.90%	7	0	12	1	0
\$350,001 and up	11.90%	43	0	25	43	0
Median Closed DOM		11	31	7	14	7
Total Closed Units	100%	42	5	28	8	1
Total Closed Volume		8,862,420	644.54K	5.68M	2.36M	184.50K



# July 2021



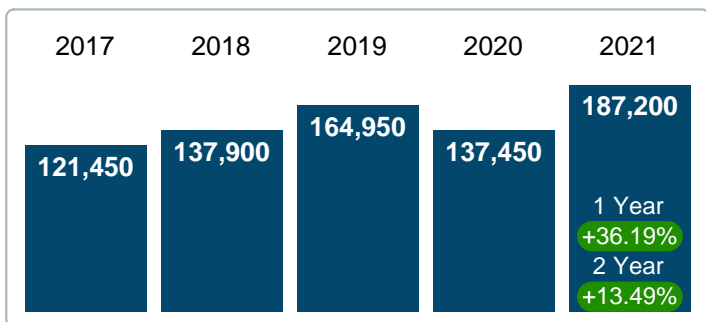
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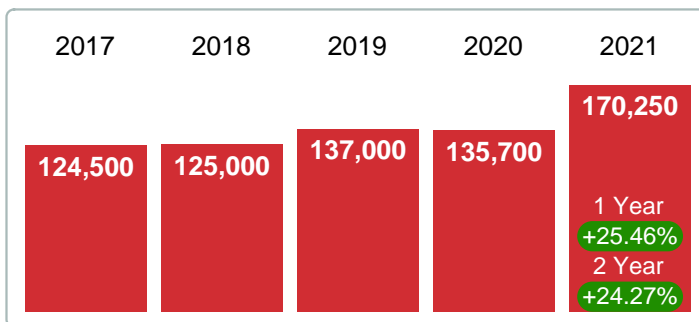
## MEDIAN LIST PRICE AT CLOSING

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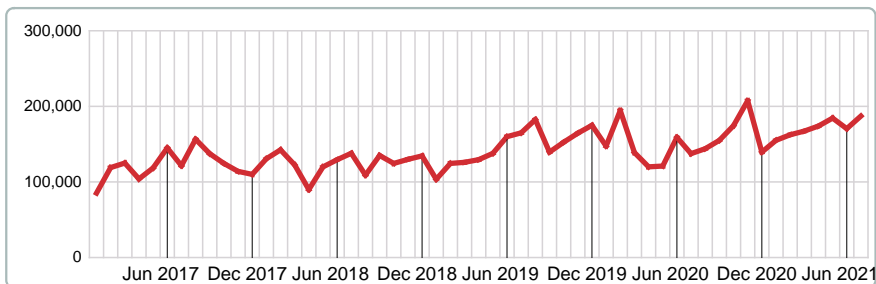
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 149,790

High Nov 2020 207,450 Low Jan 2017 85,250  
 Median List Price at Closing this month at **187,200**  
 above the 5 yr JUL average of **149,790**

- MAY 184,450
- JUN 170,500 -7.56%
- JUL 187,200 9.79%

### 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
\$100,000 and less <b>5</b>	11.90%	79,000	75,000	91,950	0	0
\$100,001 - \$125,000 <b>2</b>	4.76%	120,000	0	120,000	0	0
\$125,001 - \$150,000 <b>4</b>	9.52%	146,950	0	146,950	0	0
\$150,001 - \$225,000 <b>14</b>	33.33%	172,400	189,500	169,450	179,950	184,500
\$225,001 - \$275,000 <b>6</b>	14.29%	258,603	250,000	258,603	265,000	0
\$275,001 - \$350,000 <b>6</b>	14.29%	296,000	0	298,000	291,500	0
\$350,001 and up <b>5</b>	11.90%	390,000	0	412,000	389,000	0
<b>Median List Price</b>		187,200	79,000	172,400	291,500	184,500
<b>Total Closed Units</b>	100%	187,200	5	28	8	1
<b>Total Closed Volume</b>		9,094,140	652.50K	5.79M	2.47M	184.50K



# July 2021



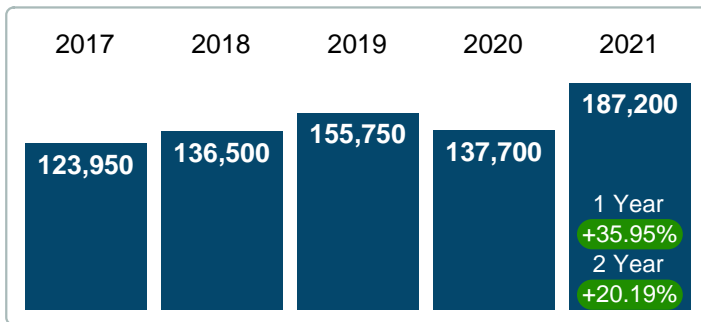
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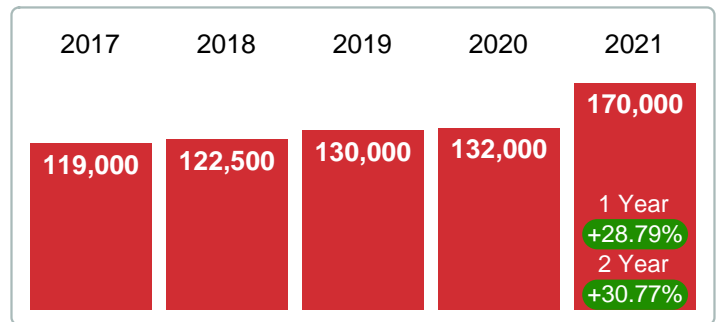
## MEDIAN SOLD PRICE AT CLOSING

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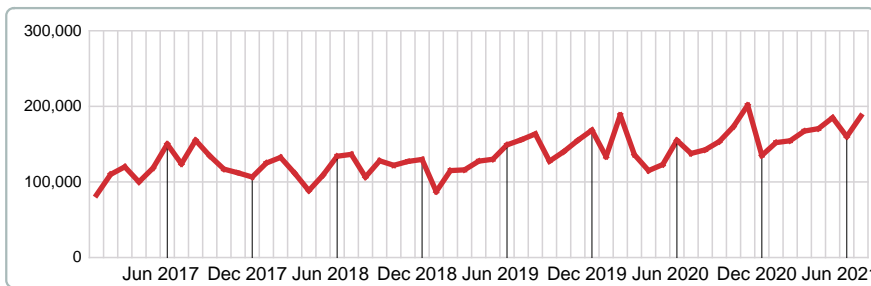
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 148,220

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

Median Sold Price at Closing this month at **187,200**  
above the 5 yr JUL average of **148,220**



### 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
\$100,000 and less	5	11.90%	80,500	68,000	92,200	0	0
\$100,001 - \$125,000	2	4.76%	115,500	0	115,500	0	0
\$125,001 - \$150,000	6	14.29%	144,950	0	141,000	150,000	0
\$150,001 - \$225,000	12	28.57%	177,250	189,500	165,000	170,000	184,500
\$225,001 - \$275,000	7	16.67%	255,000	244,000	259,000	260,000	0
\$275,001 - \$350,000	5	11.90%	289,000	0	287,000	295,000	0
\$350,001 and up	5	11.90%	389,000	0	397,000	389,000	0
Median Sold Price			187,200	80,500	174,950	285,000	184,500
Total Closed Units		100%	187,200	5	28	8	1
Total Closed Volume			8,862,420	644.54K	5.68M	2.36M	184.50K

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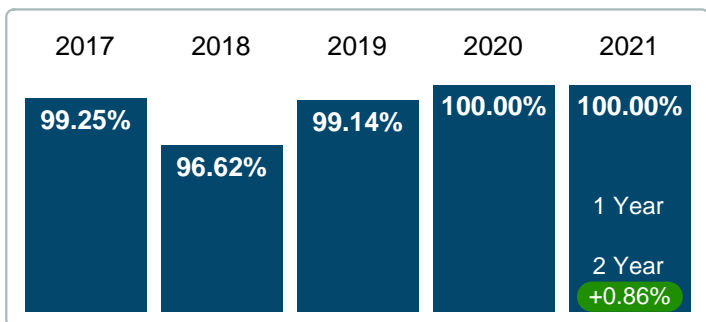
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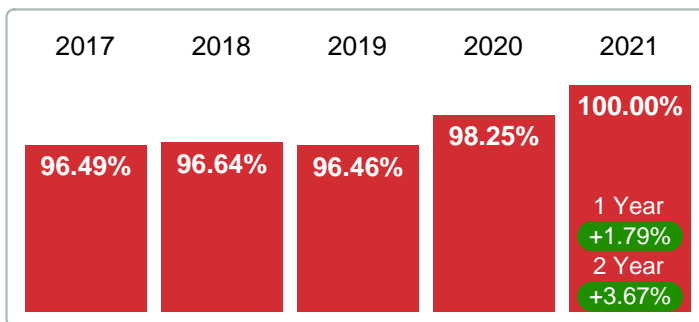
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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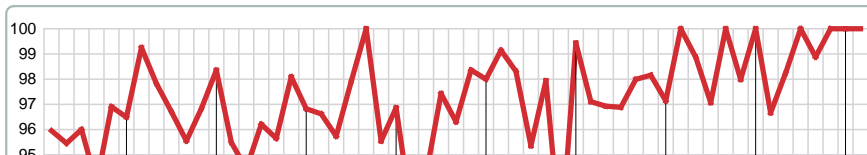
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 99.00%

High Jul 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.00%**

MAY 100.00%  
JUN 100.00%  
JUL 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
\$100,000 and less	5	11.90%	101.90%	101.90%	100.09%	0.00%	0.00%
\$100,001 - \$125,000	2	4.76%	96.23%	0.00%	96.23%	0.00%	0.00%
\$125,001 - \$150,000	6	14.29%	95.42%	0.00%	96.77%	78.95%	0.00%
\$150,001 - \$225,000	12	28.57%	100.32%	100.00%	101.22%	100.06%	100.00%
\$225,001 - \$275,000	7	16.67%	97.60%	97.60%	100.10%	93.97%	0.00%
\$275,001 - \$350,000	5	11.90%	100.00%	0.00%	100.91%	100.00%	0.00%
\$350,001 and up	5	11.90%	96.19%	0.00%	96.15%	96.19%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	95.84%	100.00%
Total Closed Units		42	100%	5	28	8	1
Total Closed Volume		8,862,420		644.54K	5.68M	2.36M	184.50K

# July 2021



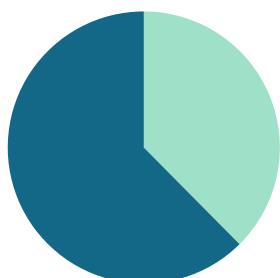
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

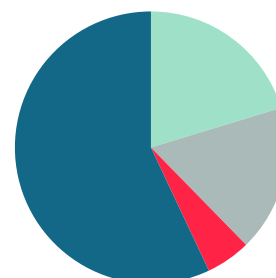


**Inventory**  
 New Listings  
**62 = 37.58%**  
 Start Inventory  
**103**  
 Total Inventory Units  
**165**  
 Volume  
**\$58,257,452**

### Market Activity

Closed Sales  
**42 = 20.29%**  
 Pending Sales  
**36 = 17.39%**  
 Other Off Market  
**11 = 5.31%**  
 Active Inventory  
**118 = 57.00%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	50	42	-16.00%	240	302	25.83%
Pending Sales	55	36	-34.55%	290	317	9.31%
New Listings	44	62	40.91%	412	400	-2.91%
Median List Price	137,450	187,200	36.19%	135,700	170,250	25.46%
Median Sale Price	137,700	187,200	35.95%	132,000	170,000	28.79%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.25%	100.00%	1.79%
Median Days on Market to Sale	14.00	10.50	-25.00%	29.00	14.00	-51.72%
Monthly Inventory	122	118	-3.28%	122	118	-3.28%
Months Supply of Inventory	3.84	2.77	-27.88%	3.84	2.77	-27.88%

**Absorption:** Last 12 months, an Average of **43** Sales/Month

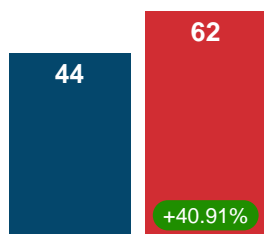
**Inventory** on July 31, 2021 = **118**

**2020** **2021**

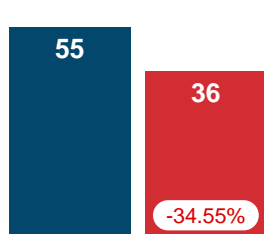
### JULY MARKET

### MEDIAN PRICES

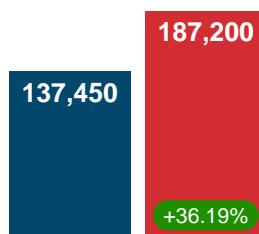
#### New Listings



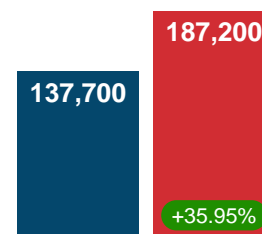
#### Pending Listings



#### List Price



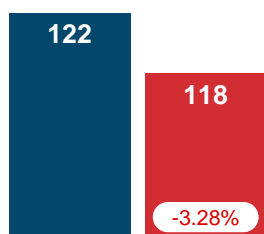
#### Sale Price



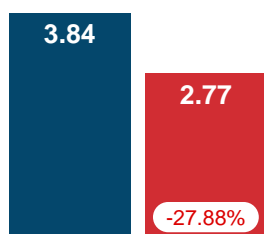
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

