

# October 2021



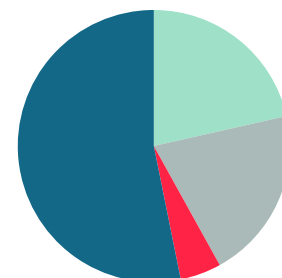
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	42	44	4.76%
Pending Listings	37	42	13.51%
New Listings	49	49	0.00%
Average List Price	213,458	178,975	-16.15%
Average Sale Price	210,583	173,711	-17.51%
Average Percent of Selling Price to List Price	104.60%	97.66%	-6.64%
Average Days on Market to Sale	46.12	29.16	-36.77%
End of Month Inventory	120	109	-9.17%
Months Supply of Inventory	3.45	2.61	-24.55%



■ Closed (21.46%)  
■ Pending (20.49%)  
■ Other OffMarket (4.88%)  
■ Active (53.17%)

**Absorption:** Last 12 months, an Average of **42** Sales/Month  
**Active Inventory** as of October 31, 2021 = **109**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **9.17%** to 109 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 **2.61** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.51%** in October 2021 to \$173,711 versus the previous year at \$210,583.

#### Average Days on Market Shortens

The average number of **29.16** days that homes spent on the market before selling decreased by 16.96 days or **36.77%** in October 2021 compared to last year's same month at **46.12** DOM.

#### Sales Success for October 2021 is Positive

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

There were 49 New Listings in October 2021, down **0.00%** from last year at 49. Furthermore, there were 44 Closed Listings this month versus last year at 42, a **4.76%** increase.

Closed versus Listed trends yielded a **89.8%** ratio, up from previous year's, October 2020, at **85.7%**, a **4.76%** upswing. 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>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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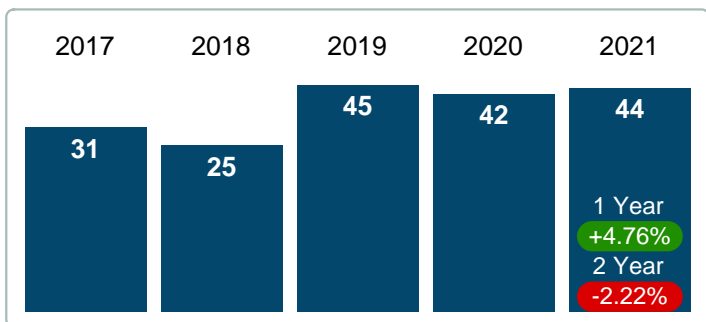
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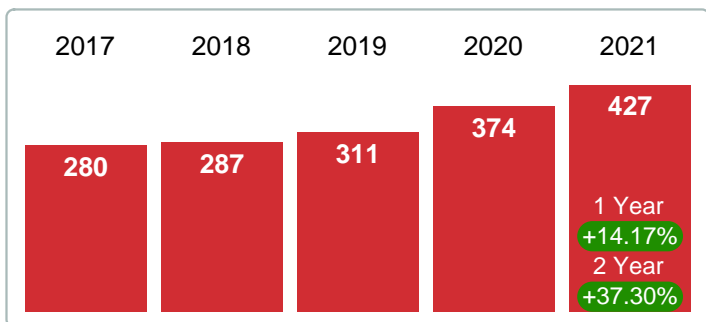
## CLOSED LISTINGS

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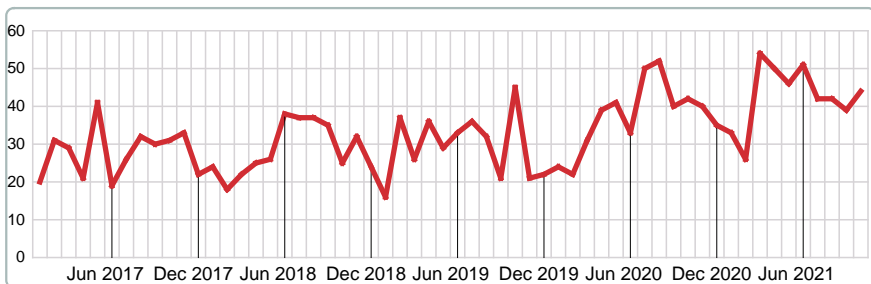
### OCTOBER



### YEAR TO DATE (YTD)

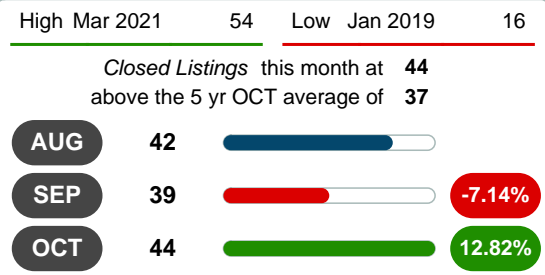


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37



### 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	9.09%	52.3	4	0	0	0
\$50,001 - \$75,000	4	9.09%	27.3	2	2	0	0
\$75,001 - \$100,000	5	11.36%	3.6	2	3	0	0
\$100,001 - \$150,000	10	22.73%	14.2	2	8	0	0
\$150,001 - \$225,000	8	18.18%	20.6	1	5	2	0
\$225,001 - \$275,000	8	18.18%	23.5	1	7	0	0
\$275,001 and up	5	11.36%	90.4	0	4	1	0
<b>Total Closed Units</b>	<b>44</b>			<b>12</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,643,300</b>	<b>100%</b>	<b>29.2</b>	<b>1.15M</b>	<b>5.40M</b>	<b>1.10M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$173,711</b>			<b>\$95,417</b>	<b>\$186,183</b>	<b>\$366,333</b>	<b>\$0</b>

# October 2021



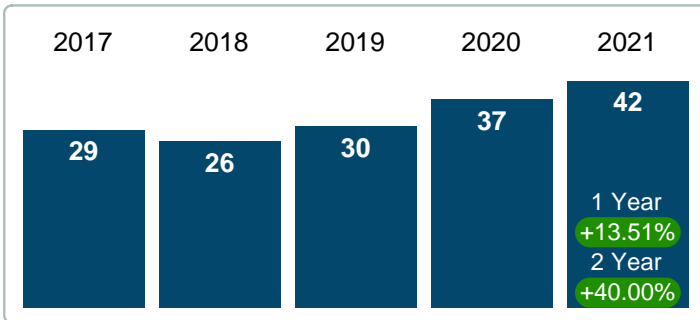
Area Delimited by County Of Mayes - Residential Property Type



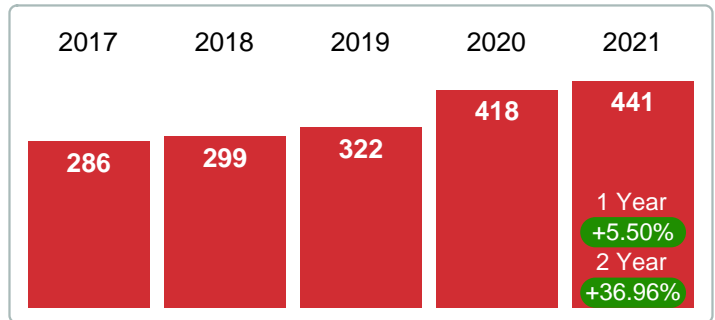
## PENDING LISTINGS

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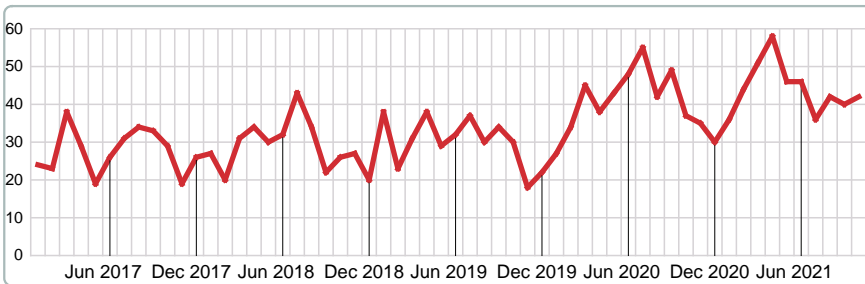
### OCTOBER



### YEAR TO DATE (YTD)

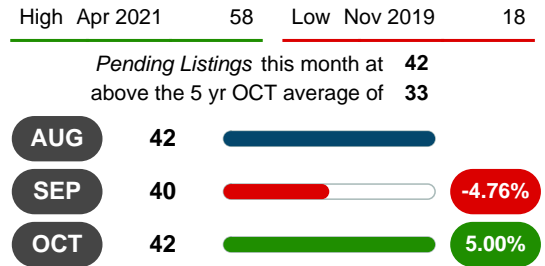


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 33



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.52%	79.3	2	2	0	0
\$75,001 - \$100,000	6	14.29%	36.3	1	5	0	0
\$100,001 - \$125,000	4	9.52%	44.5	1	2	1	0
\$125,001 - \$200,000	12	28.57%	28.0	2	10	0	0
\$200,001 - \$275,000	4	9.52%	34.8	1	3	0	0
\$275,001 - \$350,000	5	11.90%	36.0	0	5	0	0
\$350,001 and up	7	16.67%	38.3	0	5	1	1
<b>Total Pending Units</b>	<b>42</b>			<b>7</b>	<b>32</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,716,199</b>	<b>100%</b>	<b>39.0</b>	<b>890.80K</b>	<b>6.89M</b>	<b>484.00K</b>	<b>450.00K</b>
<b>Average Listing Price</b>	<b>\$207,529</b>			<b>\$127,257</b>	<b>\$215,356</b>	<b>\$242,000</b>	<b>\$450,000</b>

# October 2021



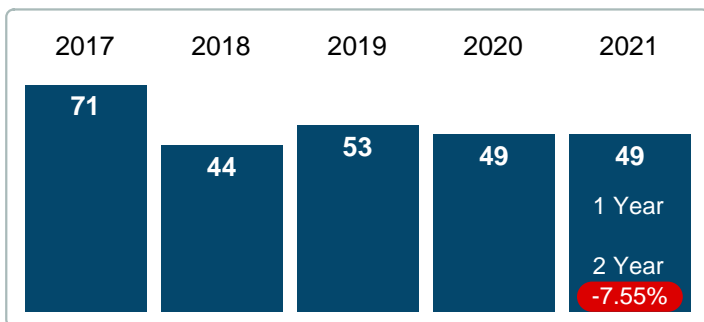
Area Delimited by County Of Mayes - Residential Property Type



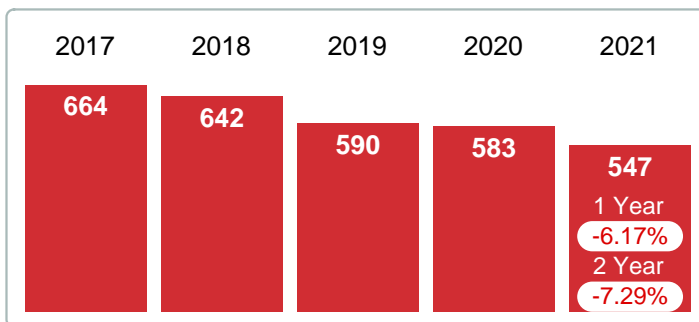
## NEW LISTINGS

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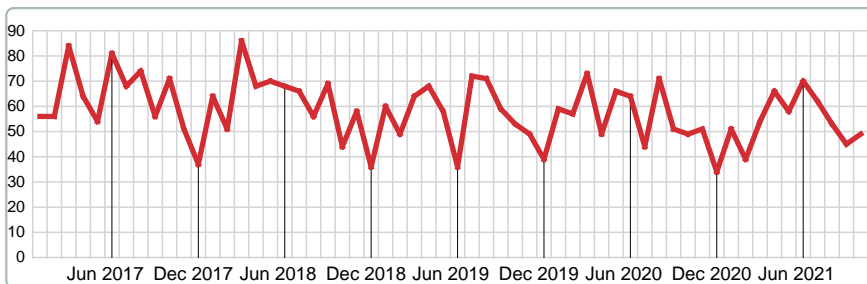
### OCTOBER



### YEAR TO DATE (YTD)

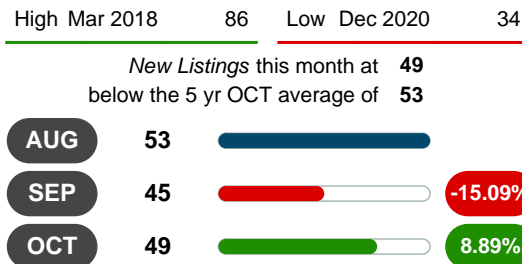


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 53



### 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	4	8.16%	3	1	0	0
\$75,001 - \$100,000	4	8.16%	1	2	1	0
\$100,001 - \$150,000	12	24.49%	2	10	0	0
\$150,001 - \$225,000	11	22.45%	1	9	1	0
\$225,001 - \$275,000	5	10.20%	1	4	0	0
\$275,001 - \$400,000	8	16.33%	1	6	1	0
\$400,001 and up	5	10.20%	0	4	1	0
<b>Total New Listed Units</b>	<b>49</b>		<b>9</b>	<b>36</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>12,404,600</b>	<b>100%</b>	<b>1.27M</b>	<b>8.33M</b>	<b>2.80M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$199,683</b>		<b>\$141,056</b>	<b>\$231,475</b>	<b>\$700,500</b>	<b>\$0</b>

# October 2021



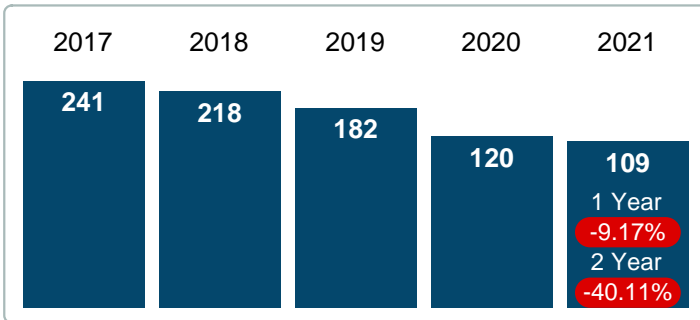
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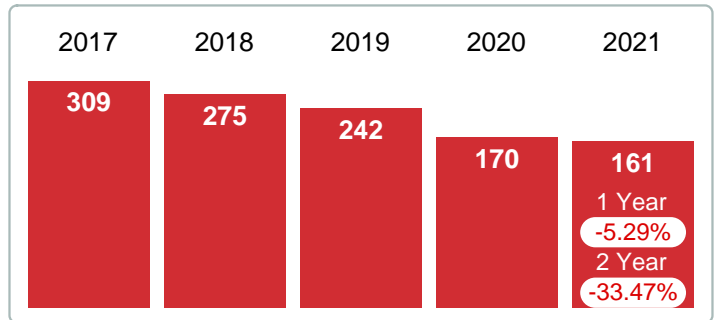
## ACTIVE INVENTORY

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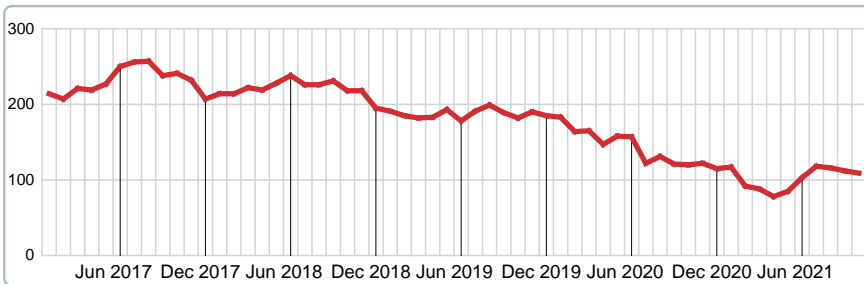
### END OF OCTOBER



### ACTIVE DURING OCTOBER

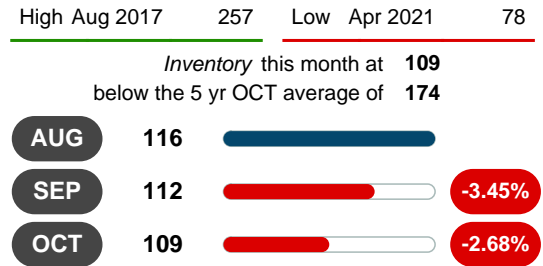


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 174



### 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	3	2.75%	65.3	2	1	0	0
\$50,001 - \$100,000	16	14.68%	83.6	7	8	1	0
\$100,001 - \$175,000	21	19.27%	47.7	3	16	2	0
\$175,001 - \$325,000	26	23.85%	72.1	3	20	1	2
\$325,001 - \$475,000	18	16.51%	88.4	2	12	3	1
\$475,001 - \$950,000	14	12.84%	90.4	1	7	2	4
\$950,001 and up	11	10.09%	84.0	0	3	4	4
<b>Total Active Inventory by Units</b>	<b>109</b>			<b>18</b>	<b>67</b>	<b>13</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>52,458,457</b>	<b>100%</b>	<b>75.1</b>	<b>3.12M</b>	<b>23.92M</b>	<b>9.31M</b>	<b>16.10M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$481,270</b>			<b>\$173,556</b>	<b>\$357,024</b>	<b>\$716,246</b>	<b>\$1,463,877</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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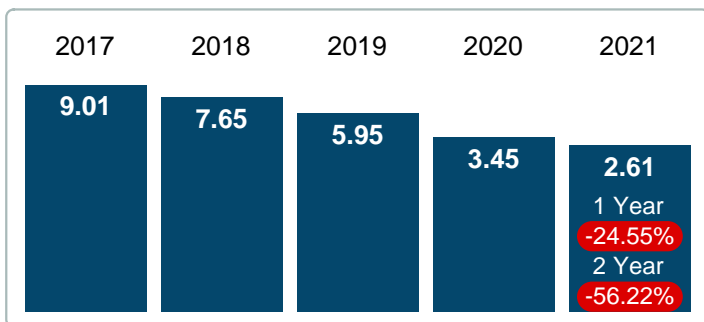
Area Delimited by County Of Mayes - Residential Property Type



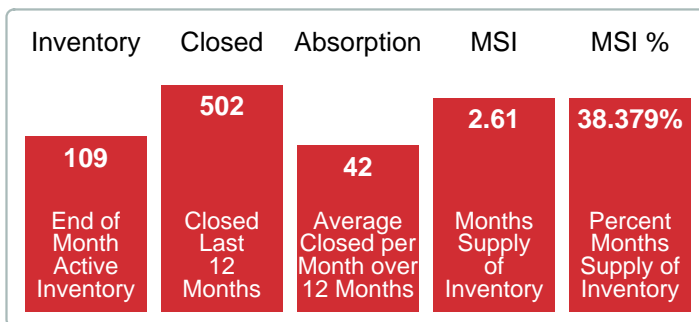
## MONTHS SUPPLY of INVENTORY (MSI)

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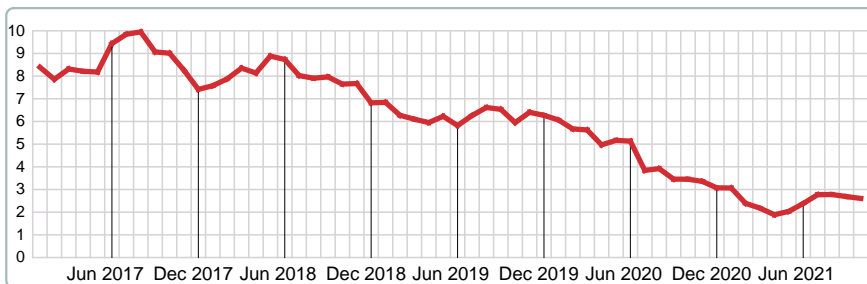
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 5.73

High Aug 2017 9.95 Low Apr 2021 1.89

Months Supply this month at 2.61  
below the 5 yr OCT average of 5.73



### 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	3	2.75%	1.13	1.50	0.92	0.00	0.00
\$50,001 - \$100,000	16	14.68%	2.37	3.11	1.81	12.00	0.00
\$100,001 - \$175,000	21	19.27%	1.52	1.71	1.60	1.09	0.00
\$175,001 - \$325,000	26	23.85%	2.09	2.00	2.40	0.44	6.00
\$325,001 - \$475,000	18	16.51%	6.00	24.00	8.00	2.12	0.00
\$475,001 - \$950,000	14	12.84%	4.94	6.00	7.00	2.18	5.33
\$950,001 and up	11	10.09%	33.00	0.00	0.00	24.00	24.00
Market Supply of Inventory (MSI)	2.61	100%	2.61	2.54	2.54	1.88	7.33
Total Active Inventory by Units	109			18	67	13	11

# October 2021



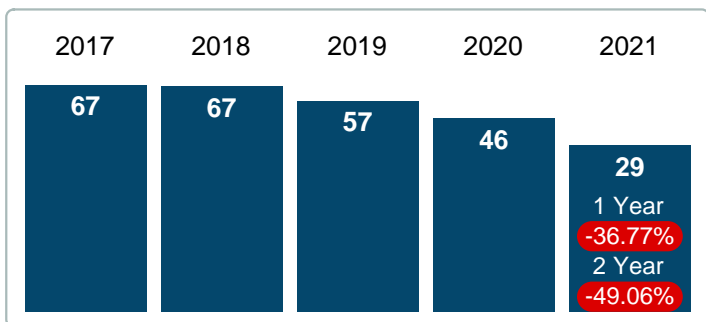
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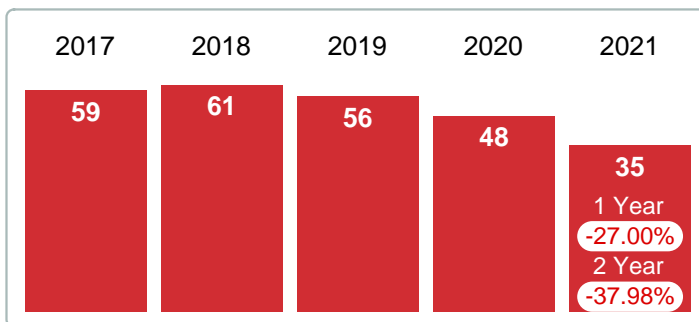
## AVERAGE DAYS ON MARKET TO SALE

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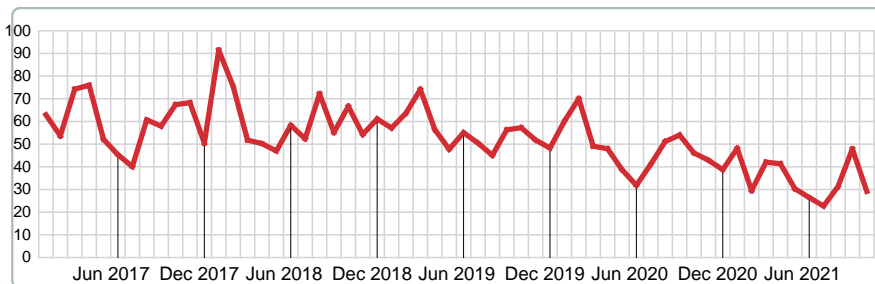
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

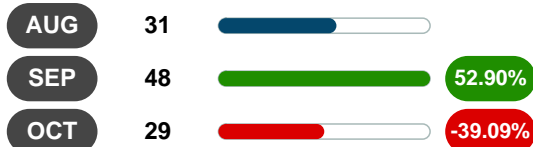


### 3 MONTHS

5 year OCT AVG = 53

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 29 below the 5 yr OCT average of 53



### 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	9.09%	52	52	0	0	0
\$50,001 - \$75,000	9.09%	27	52	3	0	0
\$75,001 - \$100,000	11.36%	4	3	4	0	0
\$100,001 - \$150,000	22.73%	14	15	14	0	0
\$150,001 - \$225,000	18.18%	21	33	18	20	0
\$225,001 - \$275,000	18.18%	24	1	27	0	0
\$275,001 and up	11.36%	90	0	90	92	0
Average Closed DOM		29	32	27	44	0
Total Closed Units	100%	29	12	29	3	
Total Closed Volume		7,643,300	1.15M	5.40M	1.10M	0.00B

# October 2021



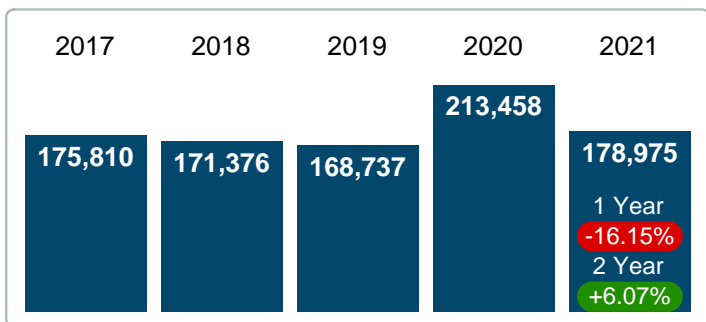
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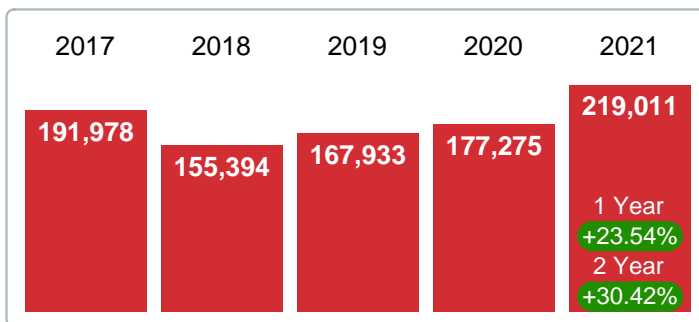
## AVERAGE LIST PRICE AT CLOSING

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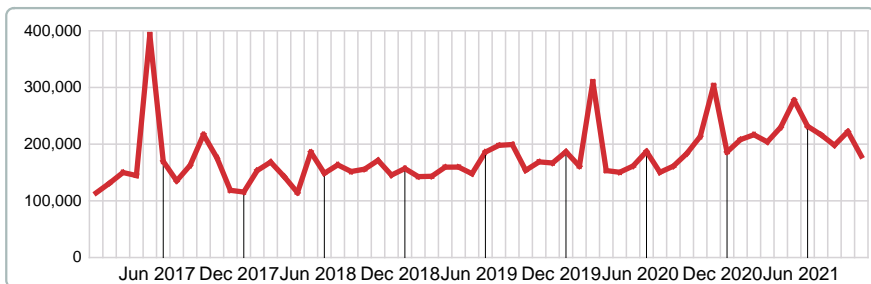
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

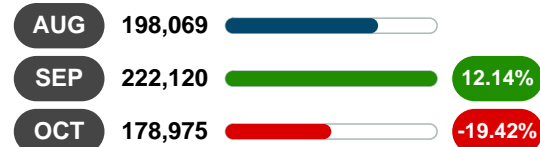


### 3 MONTHS

5 year OCT AVG = 181,671

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

Average List Price at Closing this month at **178,975** below the 5 yr OCT average of **181,671**



### 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	11.36%	40,110	37,700	0	0	0
\$50,001 - \$75,000	4.55%	72,250	77,000	59,875	0	0
\$75,001 - \$100,000	13.64%	88,217	87,500	91,600	0	0
\$100,001 - \$150,000	22.73%	124,310	119,900	125,413	0	0
\$150,001 - \$225,000	18.18%	183,463	225,000	166,760	204,450	0
\$225,001 - \$275,000	15.91%	244,414	259,000	247,400	0	0
\$275,001 and up	13.64%	429,808	0	399,988	699,000	0
<b>Average List Price</b>		<b>178,975</b>	<b>100,300</b>	<b>191,841</b>	<b>369,300</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>178,975</b>	<b>12</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,874,900</b>	<b>1.20M</b>	<b>5.56M</b>	<b>1.11M</b>	<b>0.00B</b>



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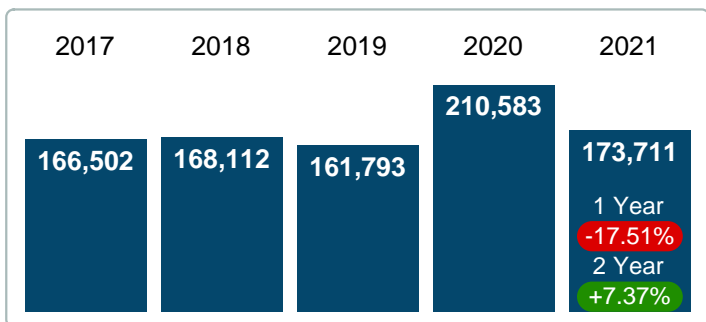
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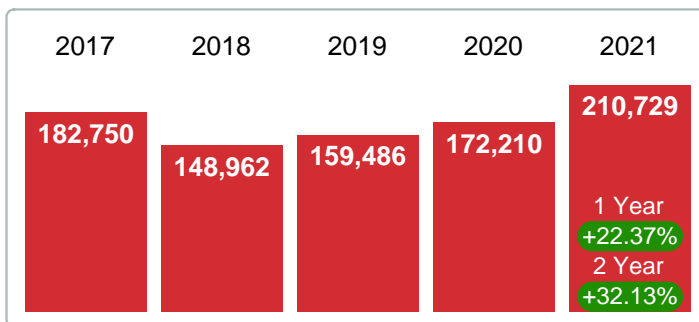
## AVERAGE SOLD PRICE AT CLOSING

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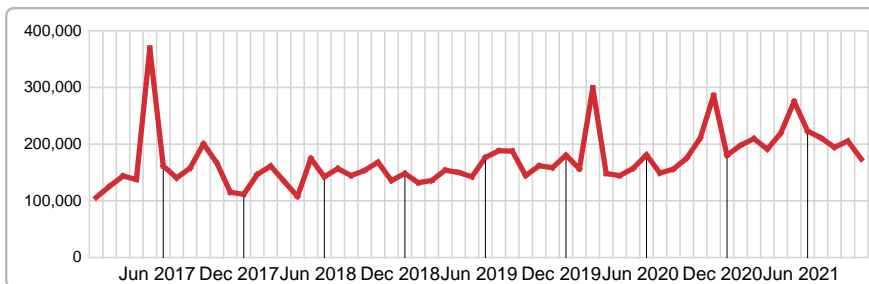
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

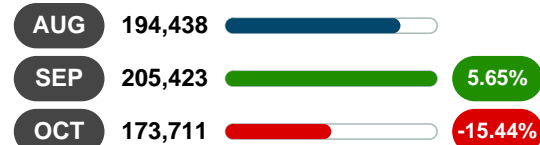


### 3 MONTHS

5 year OCT AVG = 176,140

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

Average Sold Price at Closing this month at 173,711 below the 5 yr OCT average of 176,140



### 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	9.09%	34,000	34,000	0	0	0
\$50,001 - \$75,000	9.09%	70,000	74,000	66,000	0	0
\$75,001 - \$100,000	11.36%	85,180	80,000	88,633	0	0
\$100,001 - \$150,000	22.73%	123,300	117,500	124,750	0	0
\$150,001 - \$225,000	18.18%	177,125	207,000	162,000	200,000	0
\$225,001 - \$275,000	18.18%	245,800	259,000	243,914	0	0
\$275,001 and up	11.36%	437,000	0	371,500	699,000	0
<b>Average Sold Price</b>		<b>173,711</b>	<b>95,417</b>	<b>186,183</b>	<b>366,333</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>173,711</b>	<b>12</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,643,300</b>	<b>1.15M</b>	<b>5.40M</b>	<b>1.10M</b>	<b>0.00B</b>

# October 2021



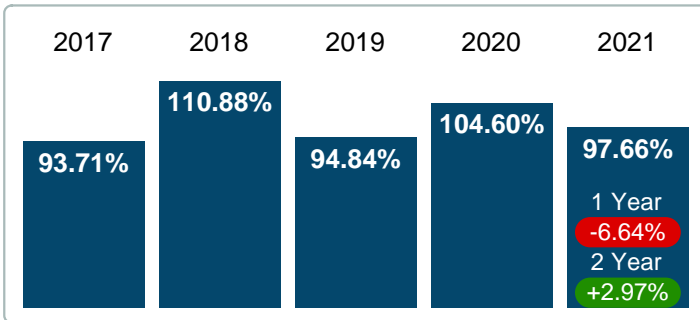
Area Delimited by County Of Mayes - Residential Property Type



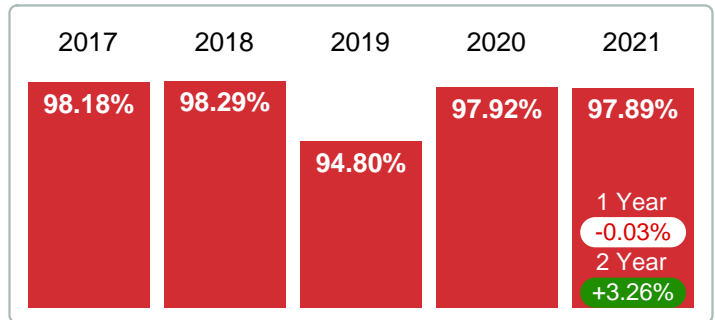
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

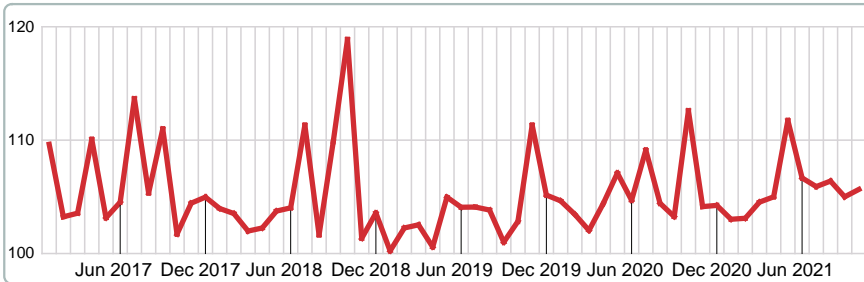
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 100.34%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.66%** below the 5 yr OCT average of **100.34%**



## 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	4	9.09%	93.66%	93.66%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	9.09%	104.24%	96.16%	112.31%	0.00%	0.00%
\$75,001 - \$100,000	5	11.36%	94.50%	91.50%	96.50%	0.00%	0.00%
\$100,001 - \$150,000	10	22.73%	99.22%	98.00%	99.53%	0.00%	0.00%
\$150,001 - \$225,000	8	18.18%	96.87%	92.00%	97.45%	97.87%	0.00%
\$225,001 - \$275,000	8	18.18%	98.85%	100.00%	98.69%	0.00%	0.00%
\$275,001 and up	5	11.36%	94.96%	0.00%	93.70%	100.00%	0.00%
Average Sold/List Ratio		97.70%		94.83%	98.73%	98.58%	0.00%
Total Closed Units		44	100%	12	29	3	
Total Closed Volume		7,643,300		1.15M	5.40M	1.10M	0.00B

# October 2021



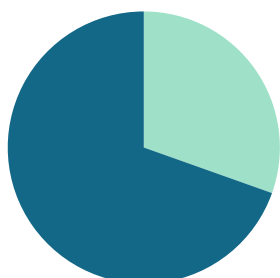
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

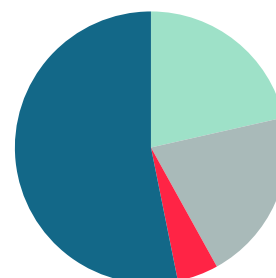


**Inventory**  
 New Listings  
**49 = 30.43%**  
 Start Inventory  
**112**  
 Total Inventory Units  
**161**  
 Volume  
**\$65,245,356**

### Market Activity

Closed Sales  
**44 = 21.46%**  
 Pending Sales  
**42 = 20.49%**  
 Other Off Market  
**10 = 4.88%**  
 Active Inventory  
**109 = 53.17%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	42	44	4.76%	374	427	14.17%
Pending Sales	37	42	13.51%	418	441	5.50%
New Listings	49	49	0.00%	583	547	-6.17%
Average List Price	213,458	178,975	-16.15%	177,275	219,011	23.54%
Average Sale Price	210,583	173,711	-17.51%	172,210	210,729	22.37%
Average Percent of Selling Price to List Price	104.60%	97.66%	-6.64%	97.92%	97.89%	-0.03%
Average Days on Market to Sale	46.12	29.16	-36.77%	47.67	34.80	-27.00%
Monthly Inventory	120	109	-9.17%	120	109	-9.17%
Months Supply of Inventory	3.45	2.61	-24.55%	3.45	2.61	-24.55%

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

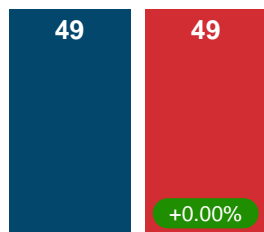
**Inventory** on October 31, 2021 = **109**

2020 2021

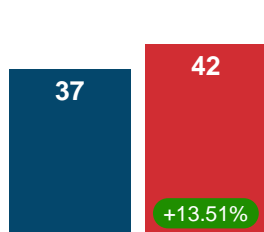
### OCTOBER MARKET

### AVERAGE PRICES

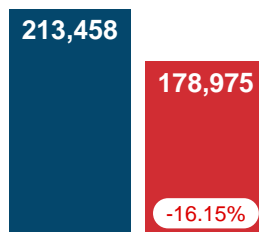
#### New Listings



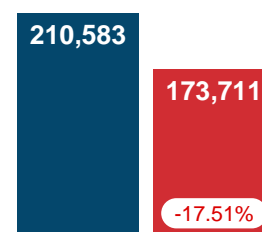
#### Pending Listings



#### List Price



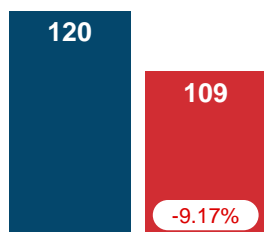
#### Sale Price



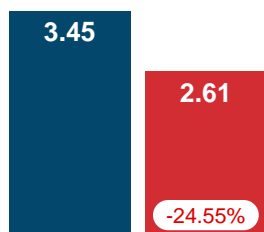
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

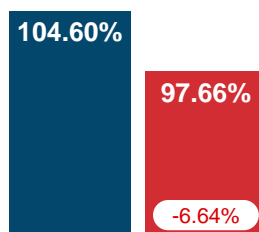
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

