

October 2021



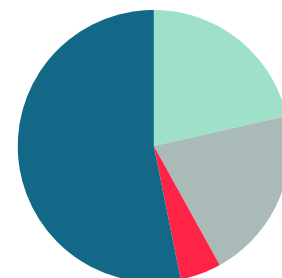
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	174,450	137,950	-20.92%
Median Sale Price	173,250	138,000	-20.35%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.50	15.50	-39.22%
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.

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 **20.35%** in October 2021 to \$138,000 versus the previous year at \$173,250.

Median Days on Market Shortens

The median number of **15.50** days that homes spent on the market before selling decreased by 10.00 days or **39.22%** in October 2021 compared to last year's same month at **25.50** DOM.

Sales Success for October 2021 is Positive

Overall, with Median 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 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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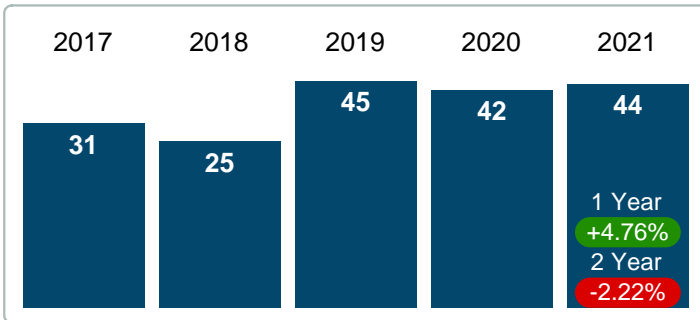
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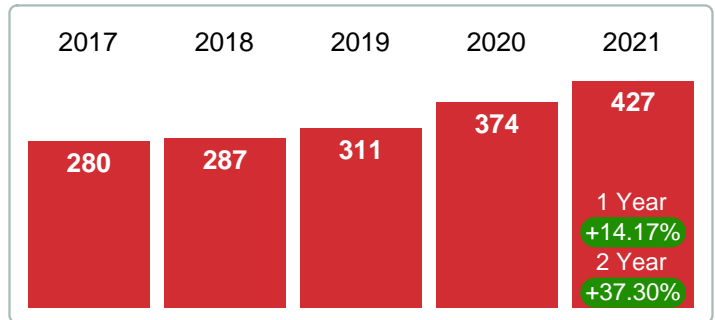
CLOSED LISTINGS

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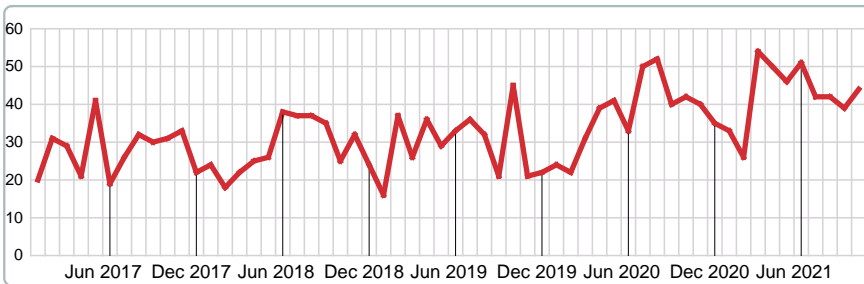
OCTOBER



YEAR TO DATE (YTD)

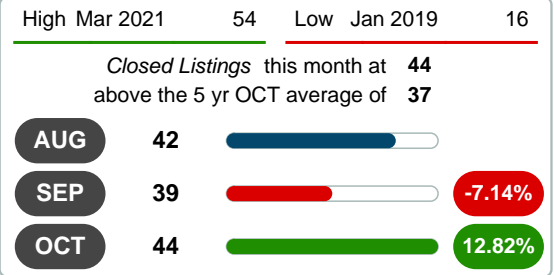


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	9.09%	58.0	4	0	0	0
\$60,001 - \$80,000	7	15.91%	5.0	4	3	0	0
\$80,001 - \$120,000	7	15.91%	3.0	2	5	0	0
\$120,001 - \$160,000	8	18.18%	12.0	0	8	0	0
\$160,001 - \$230,000	6	13.64%	22.5	1	3	2	0
\$230,001 - \$280,000	7	15.91%	27.0	1	6	0	0
\$280,001 and up	5	11.36%	89.0	0	4	1	0
Total Closed Units	44			12	29	3	0
Total Closed Volume	7,643,300	100%	15.5	1.15M	5.40M	1.10M	0.00B
Median Closed Price	\$138,000			\$77,500	\$160,000	\$200,000	\$0

October 2021



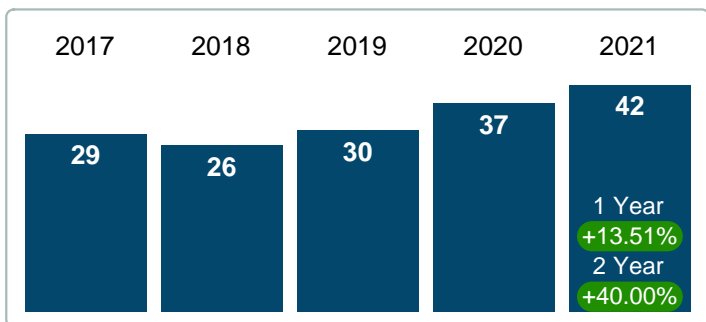
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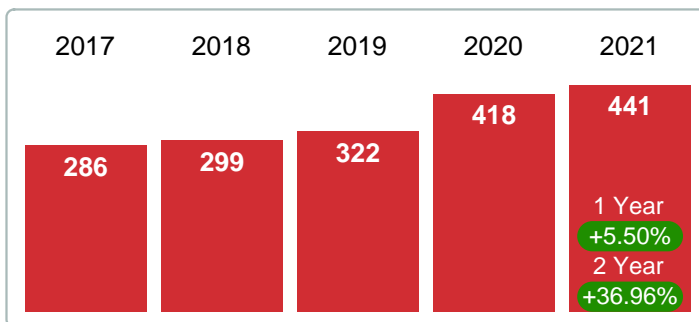
PENDING LISTINGS

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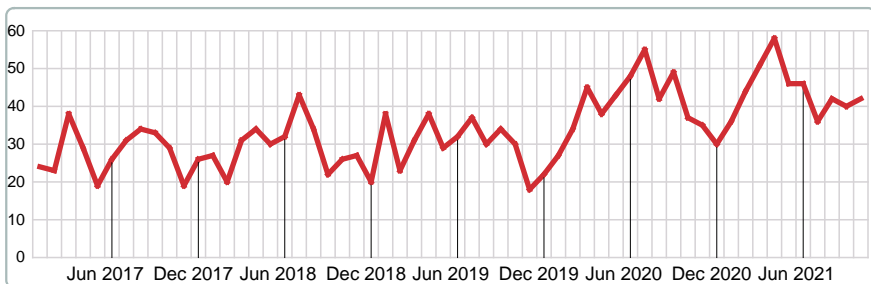
OCTOBER



YEAR TO DATE (YTD)

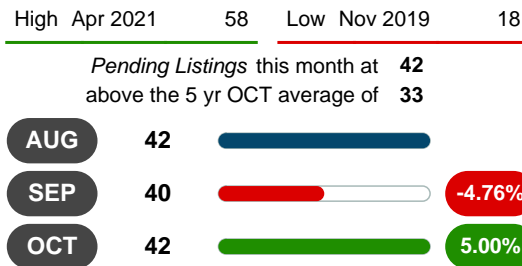


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.52%	86.0	2	2	0	0
\$75,001 - \$100,000	6	14.29%	19.0	1	5	0	0
\$100,001 - \$125,000	4	9.52%	39.0	1	2	1	0
\$125,001 - \$200,000	12	28.57%	10.5	2	10	0	0
\$200,001 - \$275,000	4	9.52%	17.5	1	3	0	0
\$275,001 - \$350,000	5	11.90%	13.0	0	5	0	0
\$350,001 and up	7	16.67%	27.0	0	5	1	1
Total Pending Units	42			7	32	2	1
Total Pending Volume	8,716,199	100%	18.0	890.80K	6.89M	484.00K	450.00K
Median Listing Price	\$175,000			\$119,900	\$175,000	\$242,000	\$450,000

October 2021



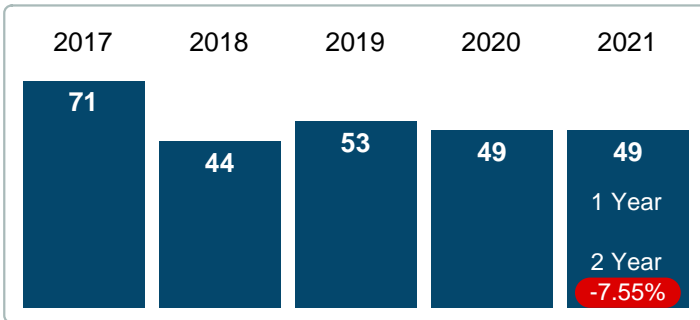
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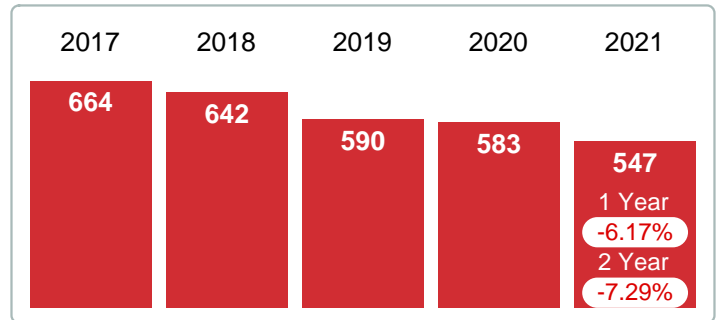
NEW LISTINGS

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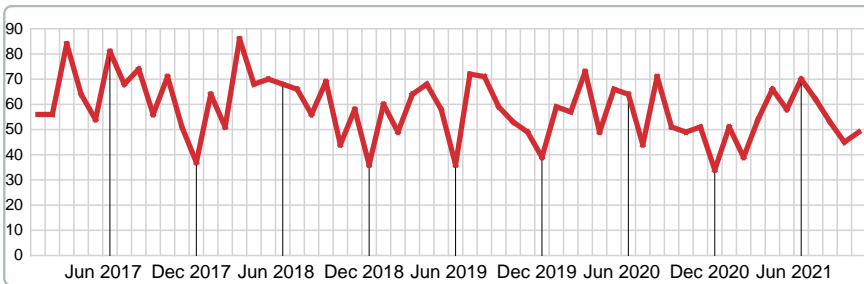
OCTOBER



YEAR TO DATE (YTD)

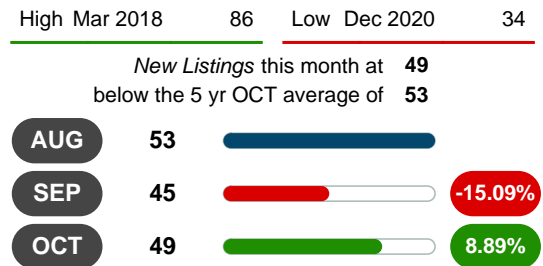


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	49		9	36	4	0
Total New Listed Volume	12,404,600	100%	1.27M	8.33M	2.80M	0.00B
Median New Listed Listing Price	\$175,000		\$109,000	\$182,450	\$237,000	\$0

October 2021



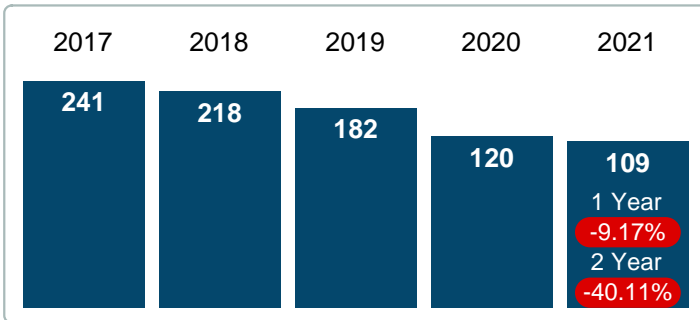
Area Delimited by County Of Mayes - Residential Property Type



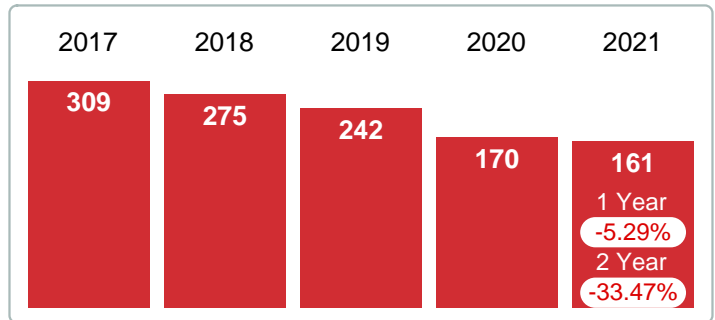
ACTIVE INVENTORY

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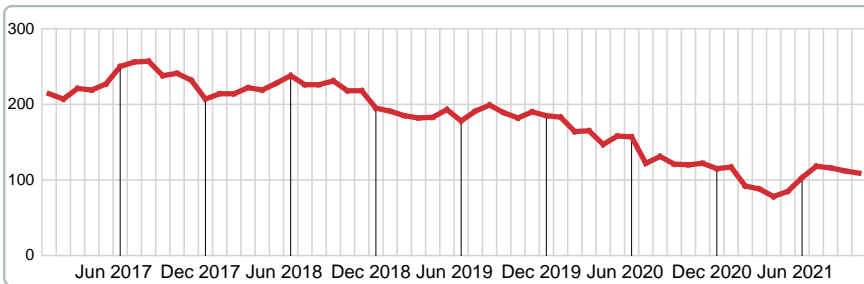
END OF OCTOBER



ACTIVE DURING OCTOBER

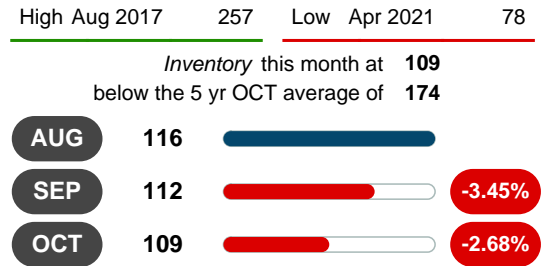


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 174



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	2.75%	86.0	2	1	0	0
\$50,001 - \$100,000	16	14.68%	56.5	7	8	1	0
\$100,001 - \$175,000	21	19.27%	22.0	3	16	2	0
\$175,001 - \$325,000	26	23.85%	54.5	3	20	1	2
\$325,001 - \$475,000	18	16.51%	94.5	2	12	3	1
\$475,001 - \$950,000	14	12.84%	88.0	1	7	2	4
\$950,001 and up	11	10.09%	89.0	0	3	4	4
Total Active Inventory by Units	109			18	67	13	11
Total Active Inventory by Volume	52,458,457	100%	64.0	3.12M	23.92M	9.31M	16.10M
Median Active Inventory Listing Price	\$245,000			\$102,500	\$239,900	\$424,900	\$825,000

October 2021



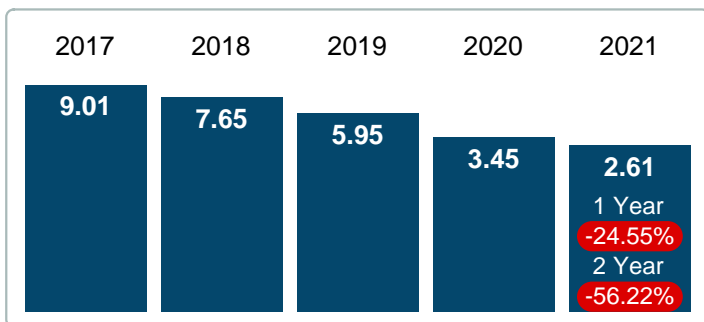
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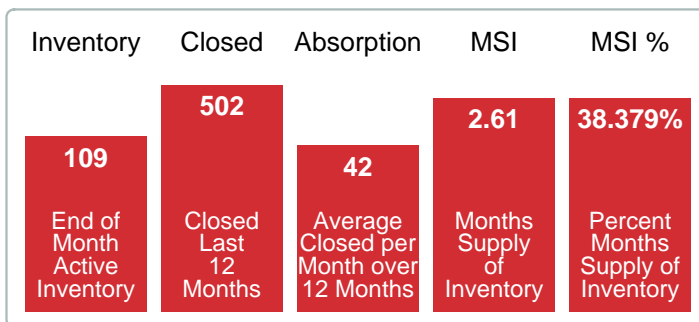
MONTHS SUPPLY of INVENTORY (MSI)

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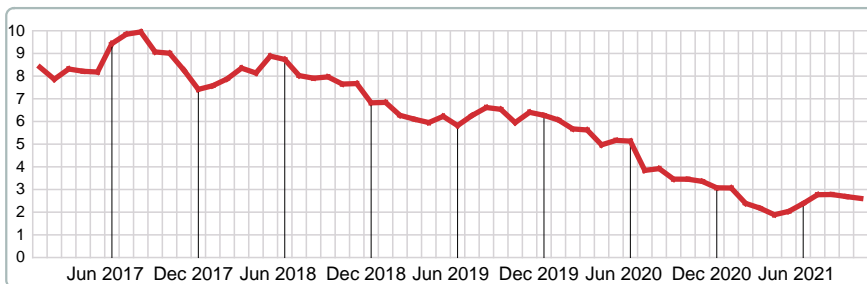
MSI FOR OCTOBER



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



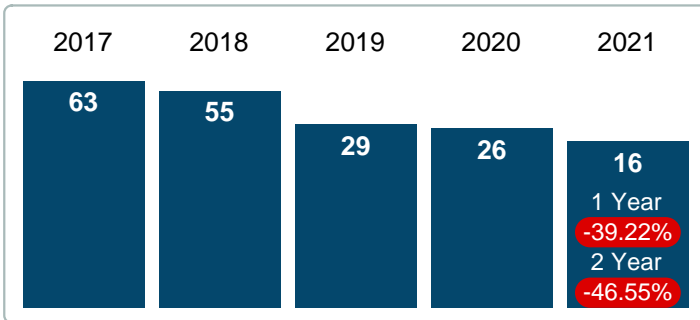
Area Delimited by County Of Mayes - Residential Property Type



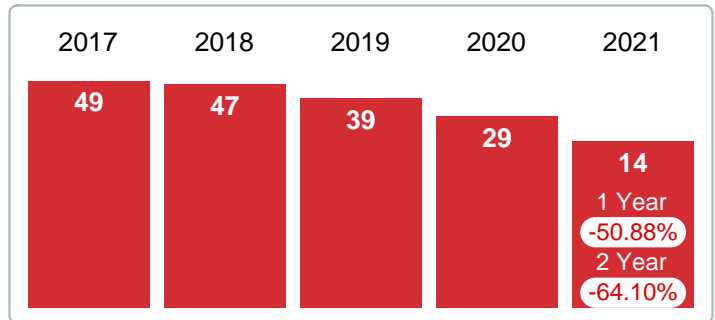
MEDIAN DAYS ON MARKET TO SALE

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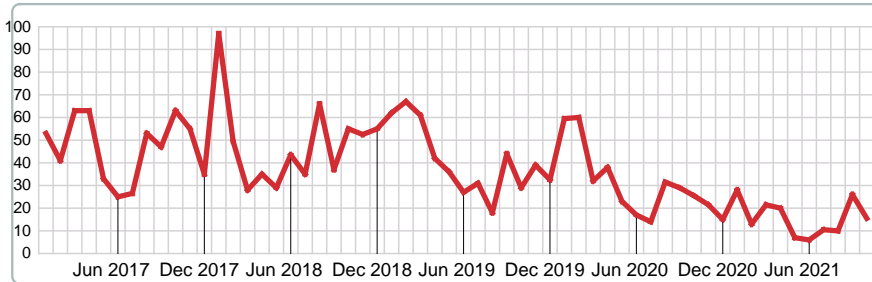
OCTOBER



YEAR TO DATE (YTD)

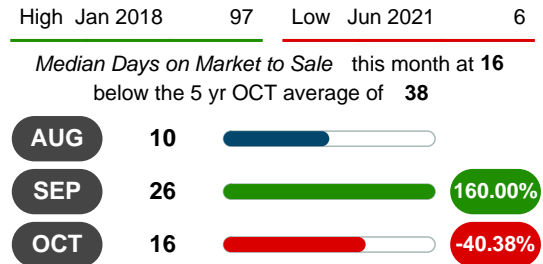


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	9.09%	58	58	0	0	0
\$60,001 - \$80,000	15.91%	5	25	5	0	0
\$80,001 - \$120,000	15.91%	3	15	3	0	0
\$120,001 - \$160,000	18.18%	12	0	12	0	0
\$160,001 - \$230,000	13.64%	23	33	12	20	0
\$230,001 - \$280,000	15.91%	27	1	29	0	0
\$280,001 and up	11.36%	89	0	80	92	0
Median Closed DOM		16	25	12	36	0
Total Closed Units	100%	44	12	29	3	
Total Closed Volume		7,643,300	1.15M	5.40M	1.10M	0.00B

October 2021



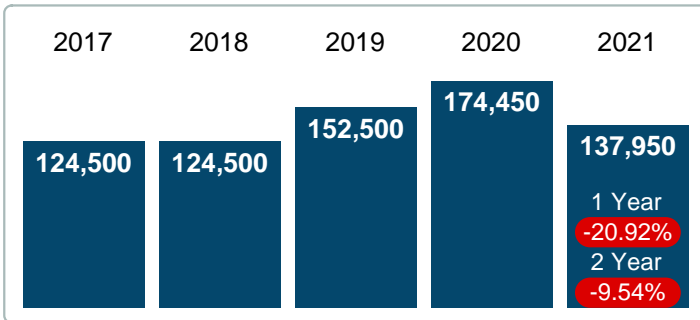
Area Delimited by County Of Mayes - Residential Property Type



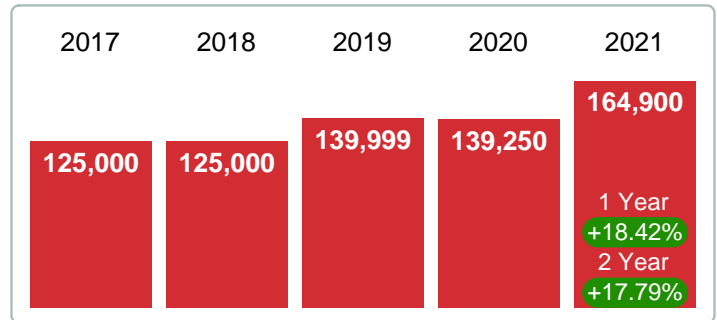
MEDIAN LIST PRICE AT CLOSING

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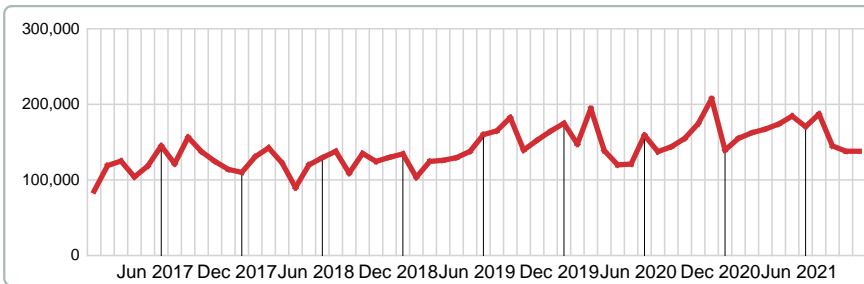
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

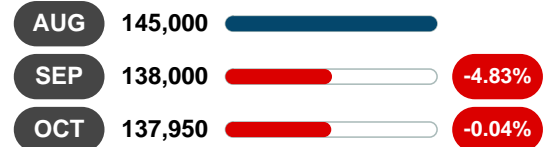


3 MONTHS

5 year OCT AVG = 142,780

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

Median List Price at Closing this month at 137,950 below the 5 yr OCT average of 142,780



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	11.36%	45,900	37,950	49,750	0	0
\$60,001 - \$80,000	6.82%	74,500	77,000	70,000	0	0
\$80,001 - \$120,000	22.73%	104,950	104,950	104,950	0	0
\$120,001 - \$160,000	18.18%	137,950	0	137,950	0	0
\$160,001 - \$230,000	11.36%	199,900	225,000	177,000	204,450	0
\$230,001 - \$280,000	18.18%	241,000	259,000	235,000	0	0
\$280,001 and up	11.36%	399,900	0	356,950	699,000	0
Median List Price		137,950	82,250	159,900	209,000	0
Total Closed Units	100%	44	12	29	3	
Total Closed Volume		7,874,900	1.20M	5.56M	1.11M	0.00B

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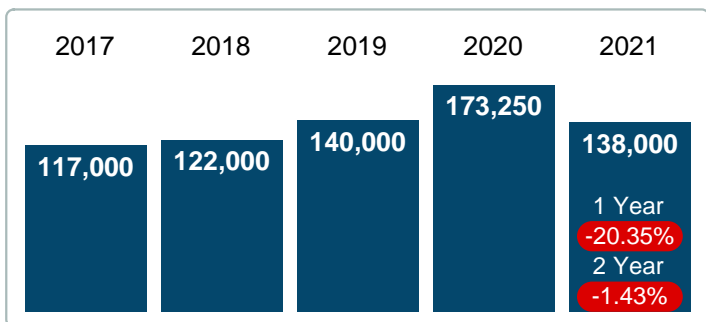
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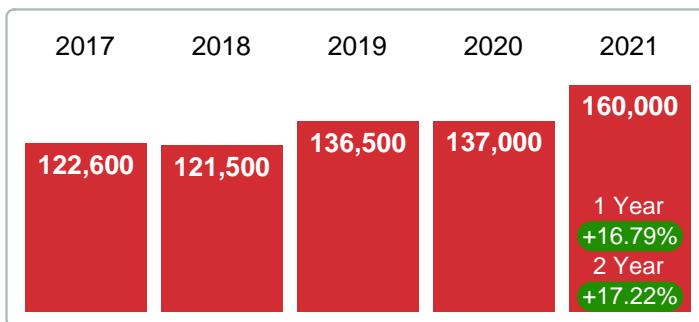
MEDIAN SOLD PRICE AT CLOSING

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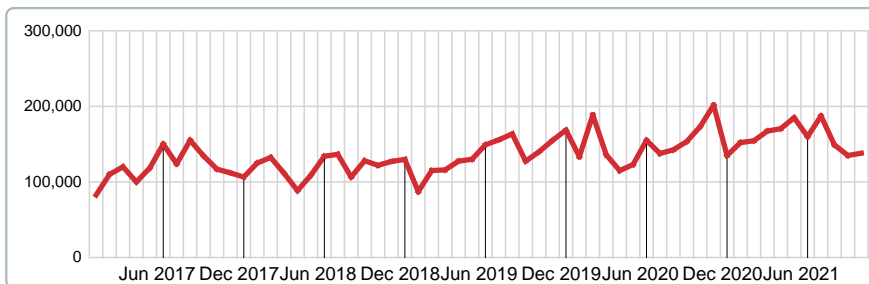
OCTOBER



YEAR TO DATE (YTD)

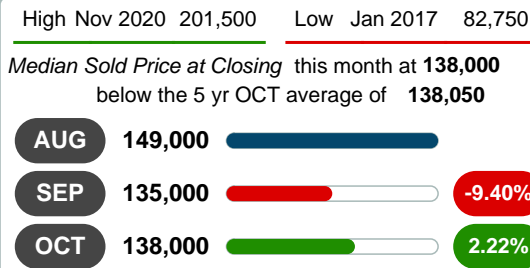


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 138,050



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	9.09%	35,500	35,500	0	0	0
\$60,001 - \$80,000	15.91%	75,000	77,500	70,000	0	0
\$80,001 - \$120,000	15.91%	114,000	117,500	105,000	0	0
\$120,001 - \$160,000	18.18%	138,000	0	138,000	0	0
\$160,001 - \$230,000	13.64%	200,000	207,000	169,000	200,000	0
\$230,001 - \$280,000	15.91%	240,000	259,000	238,500	0	0
\$280,001 and up	11.36%	375,000	0	337,500	699,000	0
Median Sold Price		138,000	77,500	160,000	200,000	0
Total Closed Units	100%	138,000	12	29	3	
Total Closed Volume		7,643,300	1.15M	5.40M	1.10M	0.00B

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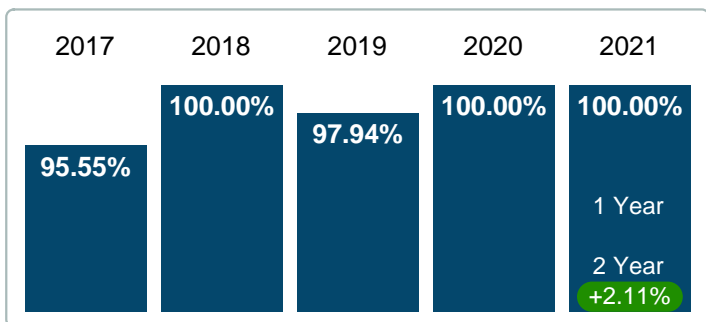
Area Delimited by County Of Mayes - Residential Property Type



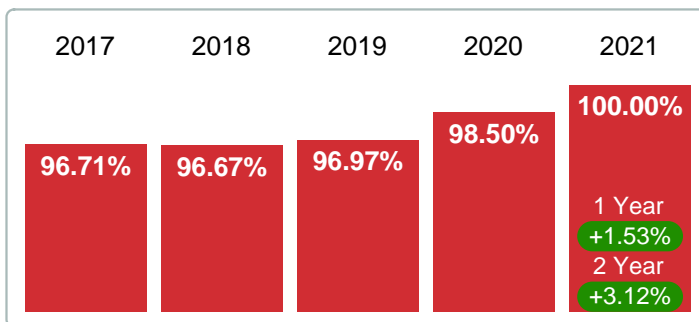
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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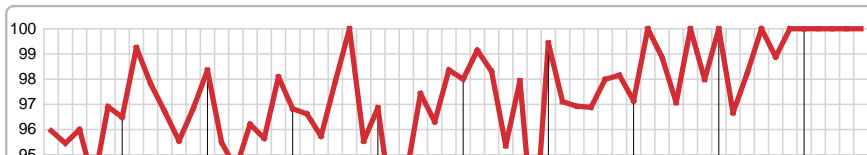
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.70%

High Oct 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr OCT average of **98.70%**

AUG 100.00%
SEP 100.00%
OCT 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	9.09%	85.24%	85.24%	0.00%	0.00%	0.00%
\$60,001 - \$80,000	7	15.91%	94.34%	94.23%	100.00%	0.00%	0.00%
\$80,001 - \$120,000	7	15.91%	100.08%	98.00%	100.08%	0.00%	0.00%
\$120,001 - \$160,000	8	18.18%	100.00%	0.00%	100.00%	0.00%	0.00%
\$160,001 - \$230,000	6	13.64%	99.03%	92.00%	100.00%	97.87%	0.00%
\$230,001 - \$280,000	7	15.91%	100.00%	100.00%	100.00%	0.00%	0.00%
\$280,001 and up	5	11.36%	95.54%	0.00%	94.66%	100.00%	0.00%
Median Sold/List Ratio		100.00%		94.23%	100.00%	100.00%	0.00%
Total Closed Units		44	100%	12	29	3	
Total Closed Volume		7,643,300		1.15M	5.40M	1.10M	0.00B

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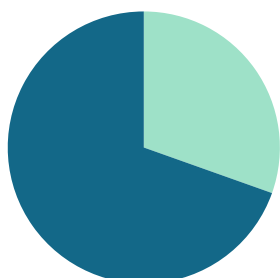
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

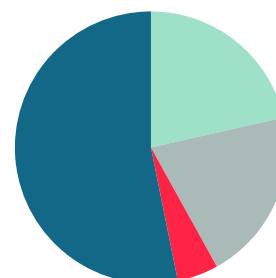


Inventory
 New Listings
49 = 30.43%
 Start Inventory
112
 Total Inventory Units
161
 Volume
\$65,245,356

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%
Median List Price	174,450	137,950	-20.92%	139,250	164,900	18.42%
Median Sale Price	173,250	138,000	-20.35%	137,000	160,000	16.79%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.50%	100.00%	1.53%
Median Days on Market to Sale	25.50	15.50	-39.22%	28.50	14.00	-50.88%
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

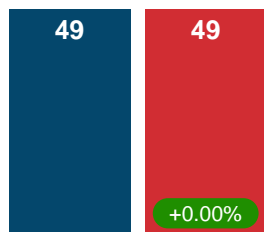
Inventory on October 31, 2021 = **109**

2020 **2021**

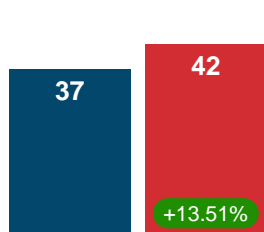
OCTOBER MARKET

MEDIAN PRICES

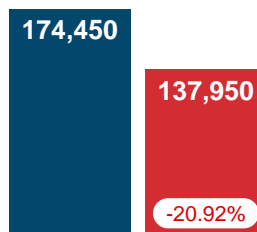
New Listings



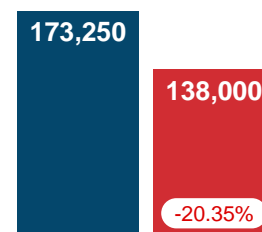
Pending Listings



List Price



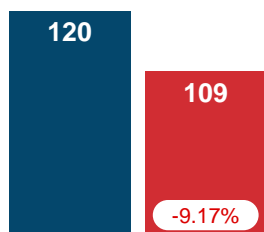
Sale Price



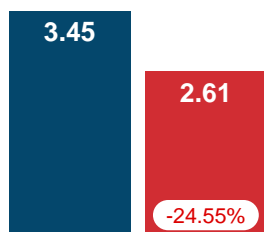
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

