

September 2021



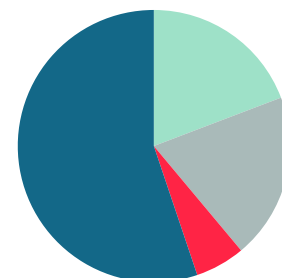
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	40	39	-2.50%
Pending Listings	49	40	-18.37%
New Listings	51	45	-11.76%
Average List Price	183,412	222,120	21.10%
Average Sale Price	175,440	205,423	17.09%
Average Percent of Selling Price to List Price	95.26%	97.00%	1.83%
Average Days on Market to Sale	54.00	47.87	-11.35%
End of Month Inventory	121	112	-7.44%
Months Supply of Inventory	3.46	2.69	-22.25%



■ Closed (19.21%)
■ Pending (19.70%)
■ Other OffMarket (5.91%)
■ Active (55.17%)

Absorption: Last 12 months, an Average of **42 Sales/Month**
Active Inventory as of September 30, 2021 = **112**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **7.44%** to 112 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 **2.69** 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 **17.09%** in September 2021 to \$205,423 versus the previous year at \$175,440.

Average Days on Market Shortens

The average number of **47.87** days that homes spent on the market before selling decreased by 6.13 days or **11.35%** in September 2021 compared to last year's same month at **54.00** DOM.

Sales Success for September 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 45 New Listings in September 2021, down **11.76%** from last year at 51. Furthermore, there were 39 Closed Listings this month versus last year at 40, a **-2.50%** decrease.

Closed versus Listed trends yielded a **86.7%** ratio, up from previous year's, September 2020, at **78.4%**, a **10.50%** 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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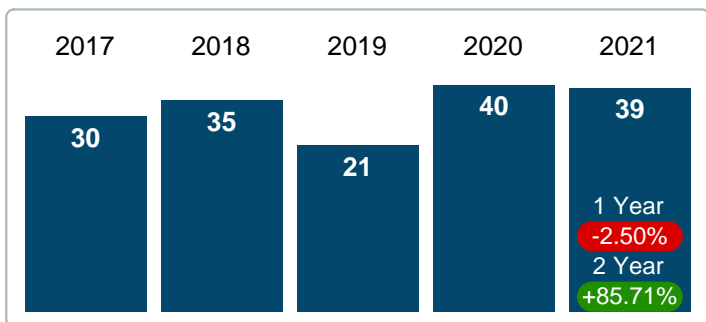
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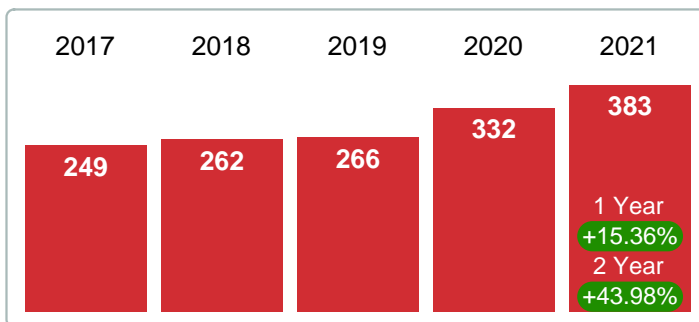
CLOSED LISTINGS

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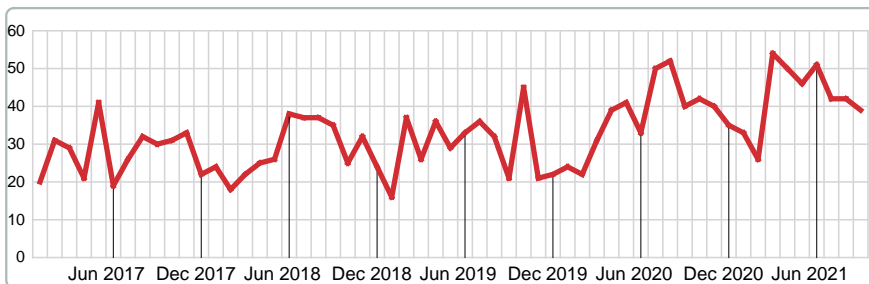
SEPTEMBER



YEAR TO DATE (YTD)

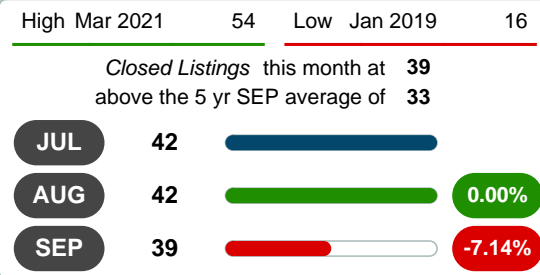


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 33



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	2	5.13%	60.0	1	0	1	0
\$50,001 - \$75,000	3	7.69%	110.7	1	2	0	0
\$75,001 - \$100,000	6	15.38%	45.3	0	6	0	0
\$100,001 - \$175,000	14	35.90%	34.6	4	7	3	0
\$175,001 - \$275,000	5	12.82%	19.8	1	4	0	0
\$275,001 - \$550,000	6	15.38%	46.2	2	4	0	0
\$550,001 and up	3	7.69%	94.3	0	0	1	2
Total Closed Units	39			9	23	5	2
Total Closed Volume	8,011,500	100%	47.9	1.69M	3.95M	1.06M	1.32M
Average Closed Price	\$205,423			\$187,333	\$171,548	\$212,980	\$657,500

September 2021



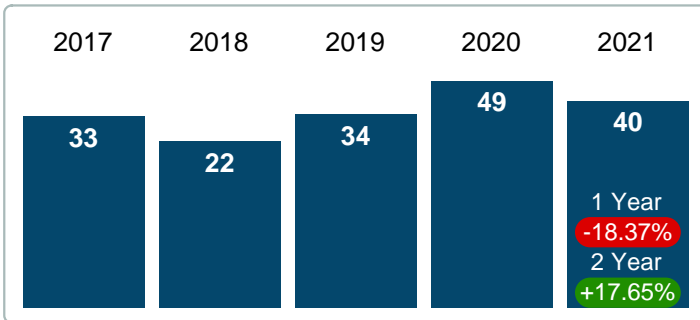
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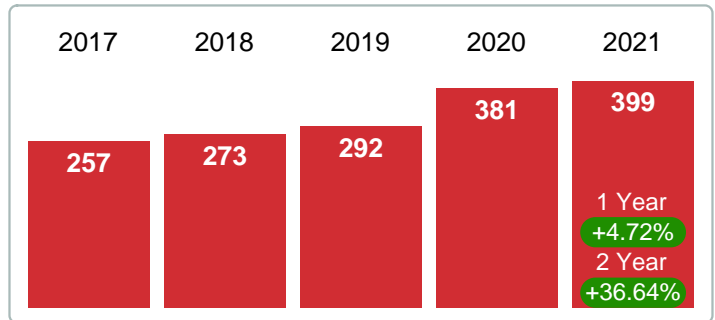
PENDING LISTINGS

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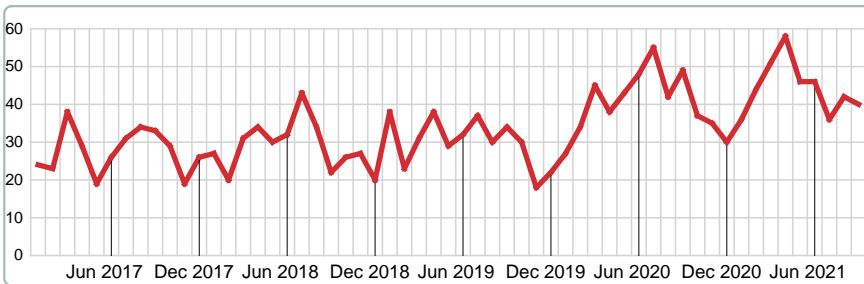
SEPTEMBER



YEAR TO DATE (YTD)

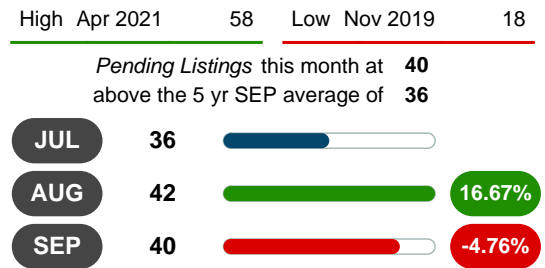


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 36



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	3	7.50%	81.3	3	0	0	0
\$50,001 - \$75,000	2	5.00%	93.0	1	1	0	0
\$75,001 - \$125,000	11	27.50%	29.5	5	6	0	0
\$125,001 - \$175,000	9	22.50%	34.9	0	9	0	0
\$175,001 - \$225,000	5	12.50%	30.2	0	4	1	0
\$225,001 - \$375,000	4	10.00%	30.3	1	3	0	0
\$375,001 and up	6	15.00%	55.5	0	2	3	1
Total Pending Units	40			10	25	4	1
Total Pending Volume	7,963,827	100%	41.4	928.90K	4.44M	1.88M	715.00K
Average Listing Price	\$200,536			\$92,890	\$177,446	\$470,944	\$715,000

September 2021



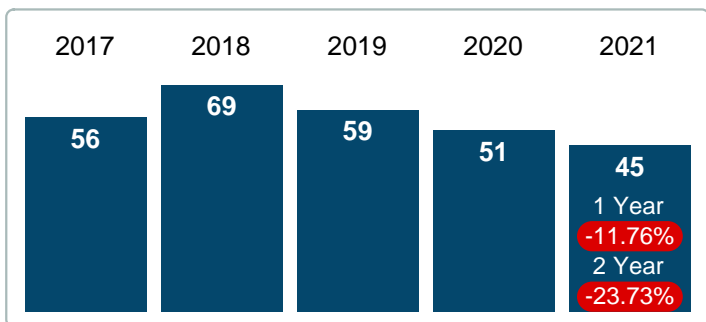
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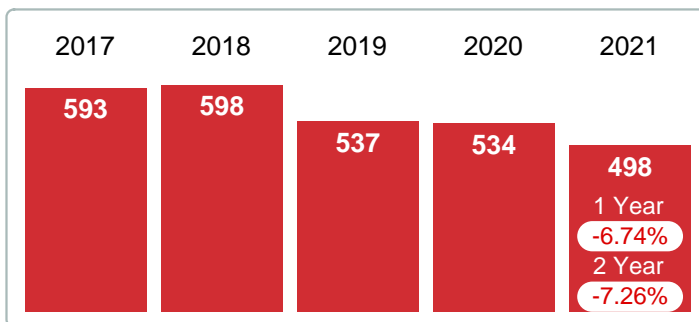
NEW LISTINGS

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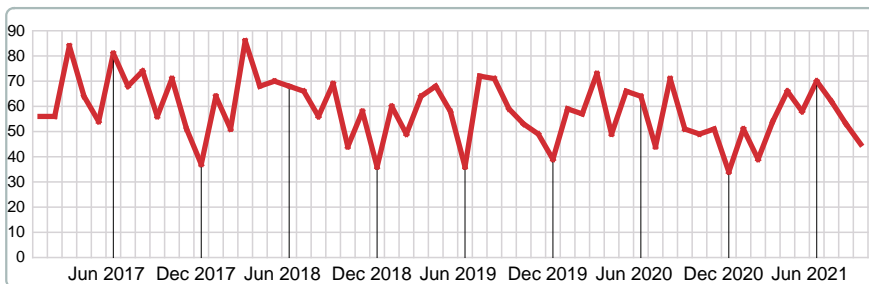
SEPTEMBER



YEAR TO DATE (YTD)

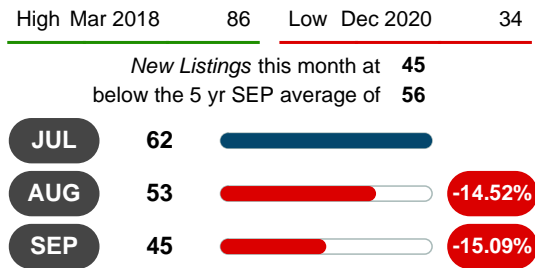


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	11.11%	1	4	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$100,000	8	17.78%	3	5	0	0
\$100,001 - \$225,000	14	31.11%	4	8	2	0
\$225,001 - \$300,000	7	15.56%	1	5	1	0
\$300,001 - \$475,000	7	15.56%	1	2	2	2
\$475,001 and up	4	8.89%	0	2	1	1
Total New Listed Units	45		10	26	6	3
Total New Listed Volume	15,418,000	100%	1.40M	7.81M	2.98M	3.22M
Average New Listed Listing Price	\$270,162		\$140,410	\$300,377	\$496,533	\$1,074,967

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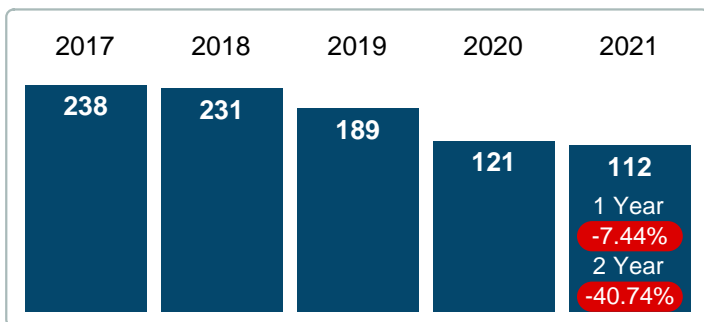
Area Delimited by County Of Mayes - Residential Property Type



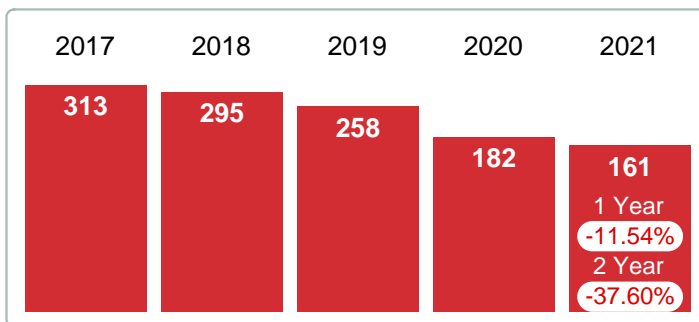
ACTIVE INVENTORY

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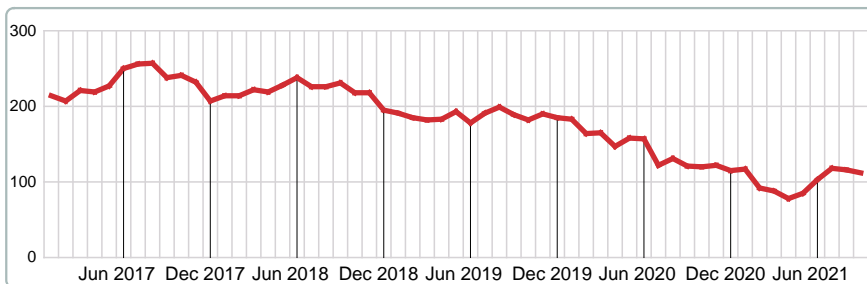
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

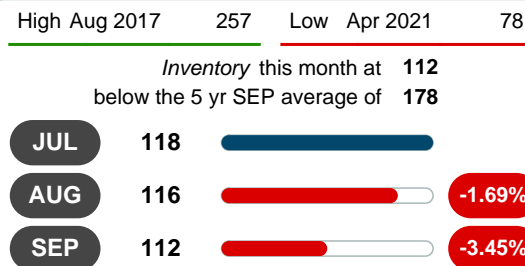


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 178



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	5	4.46%	94.0	3	2	0	0
\$50,001 - \$100,000	18	16.07%	70.7	6	11	1	0
\$100,001 - \$175,000	19	16.96%	63.2	4	13	2	0
\$175,001 - \$350,000	28	25.00%	70.4	3	21	2	2
\$350,001 - \$475,000	18	16.07%	63.5	0	13	3	2
\$475,001 - \$950,000	13	11.61%	81.8	1	6	2	4
\$950,001 and up	11	9.82%	69.5	0	3	4	4
Total Active Inventory by Units	112			17	69	14	12
Total Active Inventory by Volume	52,840,756	100%	70.4	2.79M	24.61M	8.89M	16.55M
Average Active Inventory Listing Price	\$471,792			\$163,836	\$356,691	\$635,086	\$1,379,388

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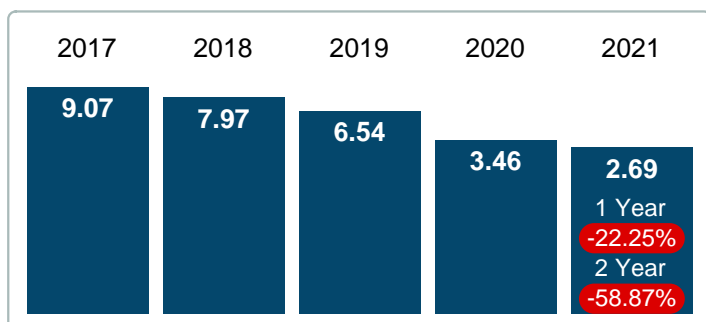
Area Delimited by County Of Mayes - Residential Property Type



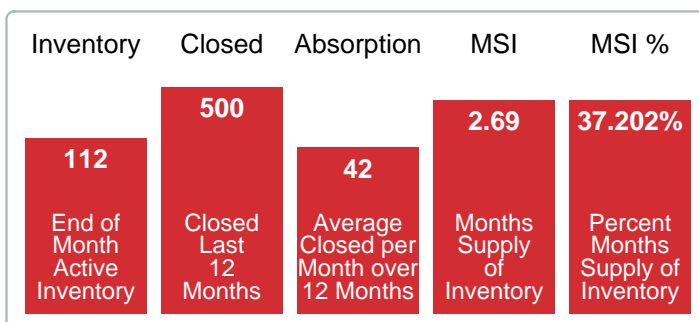
MONTHS SUPPLY of INVENTORY (MSI)

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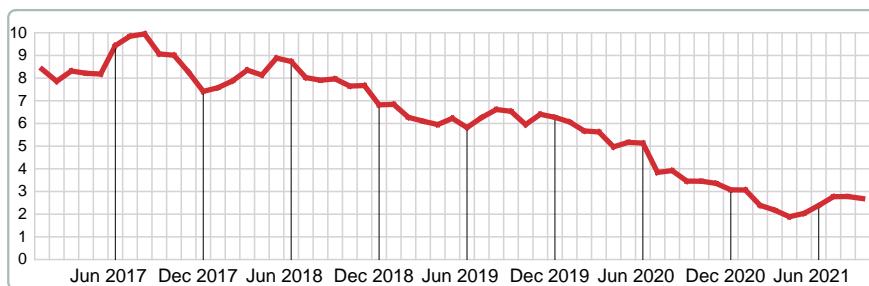
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

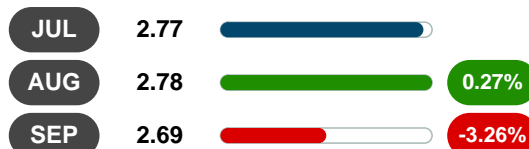


3 MONTHS

5 year SEP AVG = 5.94

High Aug 2017 9.95 Low Apr 2021 1.89

Months Supply this month at **2.69**
below the 5 yr SEP average of **5.94**



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	5	4.46%	2.14	3.00	1.85	0.00	0.00
\$50,001 - \$100,000	18	16.07%	2.60	2.77	2.36	12.00	0.00
\$100,001 - \$175,000	19	16.96%	1.42	2.53	1.34	1.09	0.00
\$175,001 - \$350,000	28	25.00%	2.10	1.89	2.38	0.77	6.00
\$350,001 - \$475,000	18	16.07%	6.97	0.00	9.75	2.77	24.00
\$475,001 - \$950,000	13	11.61%	4.73	6.00	6.55	2.40	4.80
\$950,001 and up	11	9.82%	33.00	0.00	0.00	24.00	24.00
Market Supply of Inventory (MSI)			2.69	2.58	2.60	2.05	6.86
Total Active Inventory by Units		100%	2.69	17	69	14	12

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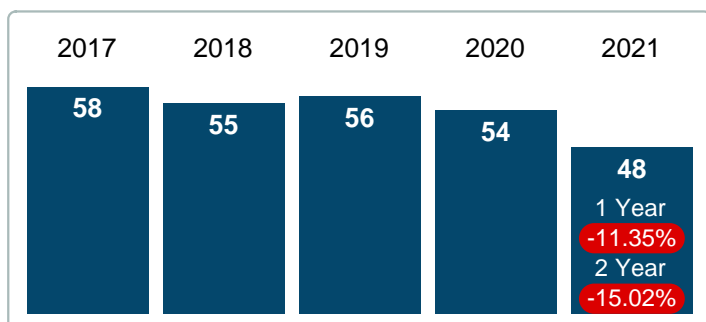
Area Delimited by County Of Mayes - Residential Property Type



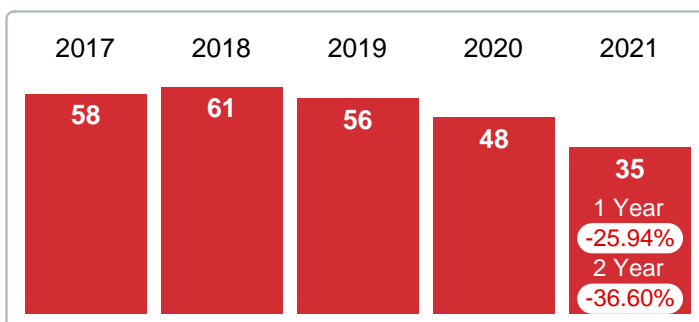
AVERAGE DAYS ON MARKET TO SALE

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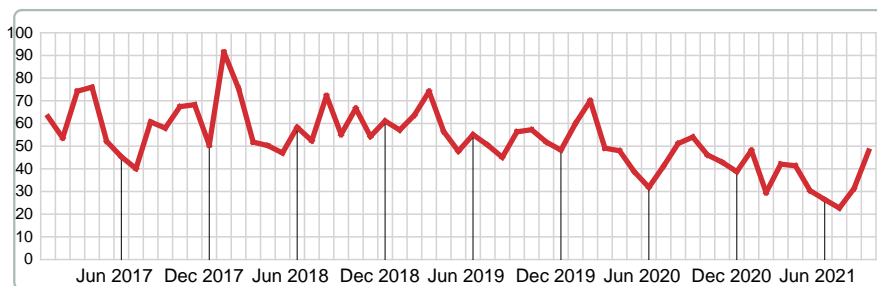
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

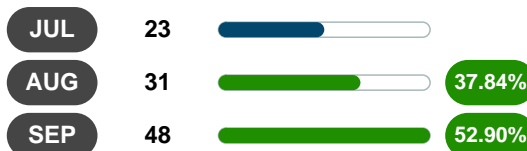


3 MONTHS

5 year SEP AVG = 54

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 48 below the 5 yr SEP average of 54



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	5.13%	60	10	0	110	0
\$50,001 - \$75,000	7.69%	111	191	71	0	0
\$75,001 - \$100,000	15.38%	45	0	45	0	0
\$100,001 - \$175,000	35.90%	35	25	25	71	0
\$175,001 - \$275,000	12.82%	20	42	14	0	0
\$275,001 - \$550,000	15.38%	46	20	60	0	0
\$550,001 and up	7.69%	94	0	0	152	66
Average Closed DOM		48	42	38	95	66
Total Closed Units	100%	48	9	23	5	2
Total Closed Volume		8,011,500	1.69M	3.95M	1.06M	1.32M

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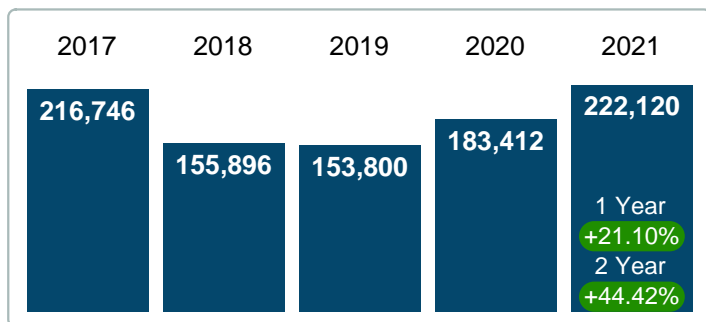
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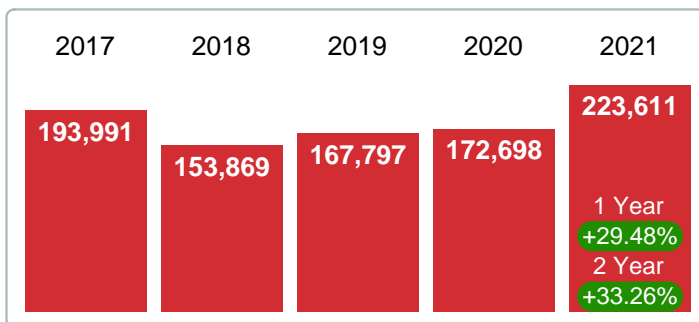
AVERAGE LIST PRICE AT CLOSING

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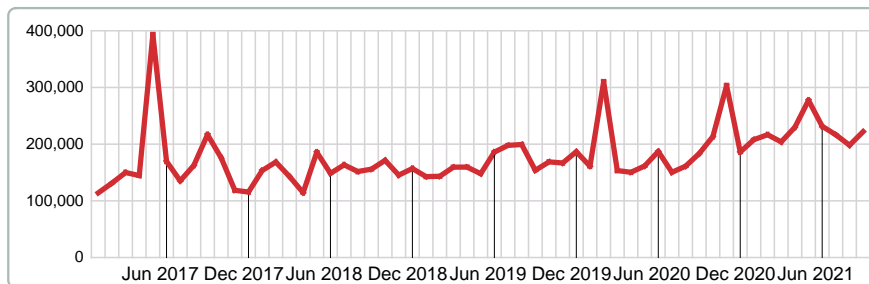
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

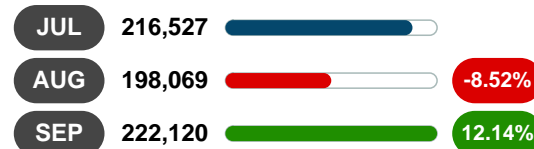


3 MONTHS

5 year SEP AVG = 186,395

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

Average List Price at Closing this month at **222,120** above the 5 yr SEP average of **186,395**



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	5.13%	42,500	40,000	0	45,000	0
\$50,001 - \$75,000	7.69%	63,667	55,000	68,000	0	0
\$75,001 - \$100,000	17.95%	90,714	0	89,167	0	0
\$100,001 - \$175,000	33.33%	137,292	137,750	133,043	134,167	0
\$175,001 - \$275,000	10.26%	225,225	290,000	225,225	0	0
\$275,001 - \$550,000	15.38%	337,833	411,500	378,250	0	0
\$550,001 and up	10.26%	759,750	0	0	625,000	907,500
Average List Price		222,120	195,444	174,617	214,500	907,500
Total Closed Units	100%	222,120	9	23	5	2
Total Closed Volume		8,662,699	1.76M	4.02M	1.07M	1.82M

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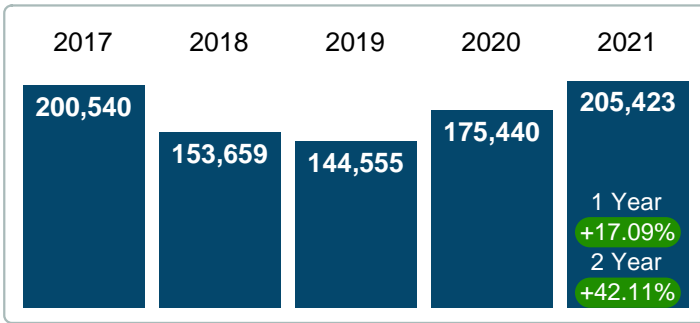
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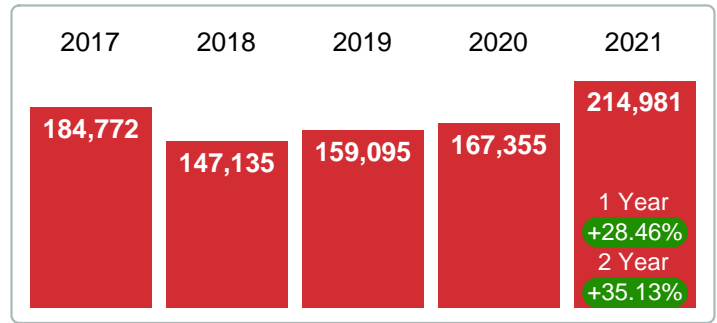
AVERAGE SOLD PRICE AT CLOSING

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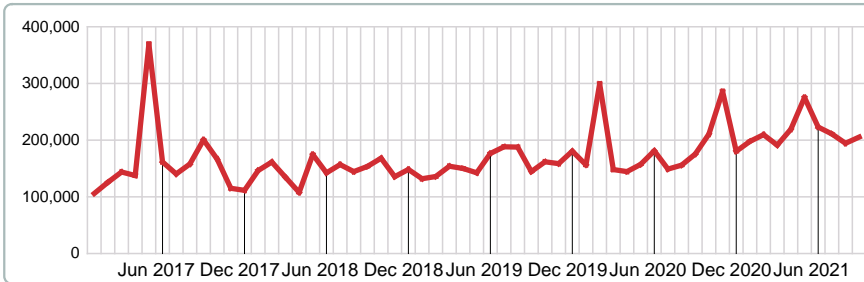
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

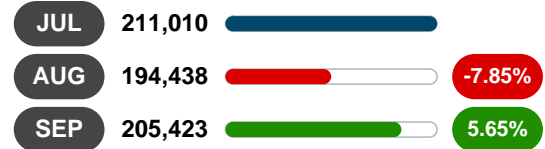


3 MONTHS

5 year SEP AVG = 175,923

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

Average Sold Price at Closing this month at **205,423**
above the 5 yr SEP average of **175,923**



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	2	5.13%	42,500	40,000	0	45,000	0
\$50,001 - \$75,000	3	7.69%	59,833	55,000	62,250	0	0
\$75,001 - \$100,000	6	15.38%	87,167	0	87,167	0	0
\$100,001 - \$175,000	14	35.90%	132,786	129,500	133,729	134,967	0
\$175,001 - \$275,000	5	12.82%	229,400	250,000	224,250	0	0
\$275,001 - \$550,000	6	15.38%	381,333	411,500	366,250	0	0
\$550,001 and up	3	7.69%	643,333	0	0	615,000	657,500
Average Sold Price			205,423	187,333	171,548	212,980	657,500
Total Closed Units		100%	205,423	9	23	5	2
Total Closed Volume				1.69M	3.95M	1.06M	1.32M

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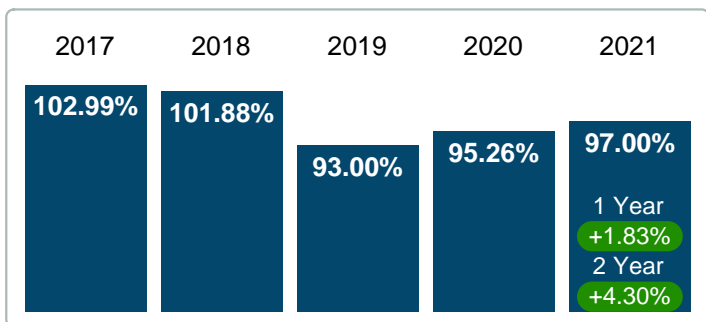
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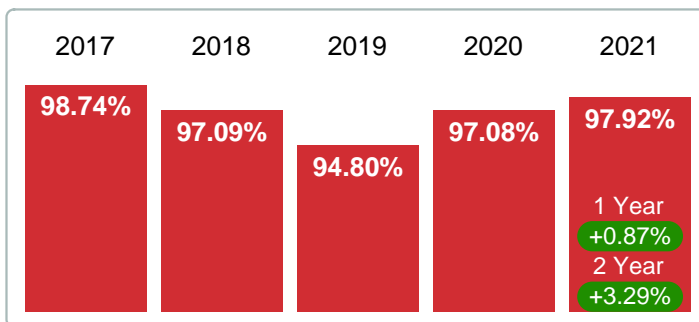
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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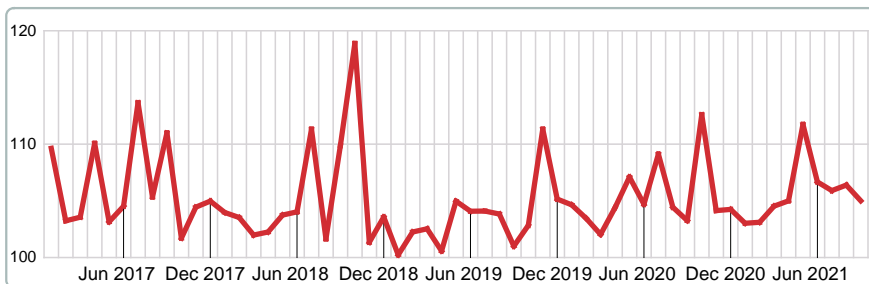
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

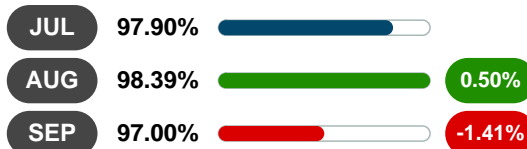


3 MONTHS

5 year SEP AVG = 98.03%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.00%**
below the 5 yr SEP average of **98.03%**



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	2	5.13%	100.00%	100.00%	0.00%	100.00%	0.00%
\$50,001 - \$75,000	3	7.69%	93.92%	100.00%	90.87%	0.00%	0.00%
\$75,001 - \$100,000	6	15.38%	97.83%	0.00%	97.83%	0.00%	0.00%
\$100,001 - \$175,000	14	35.90%	98.90%	94.21%	100.70%	100.95%	0.00%
\$175,001 - \$275,000	5	12.82%	96.84%	86.21%	99.50%	0.00%	0.00%
\$275,001 - \$550,000	6	15.38%	98.77%	100.00%	98.16%	0.00%	0.00%
\$550,001 and up	3	7.69%	84.32%	0.00%	0.00%	98.40%	77.27%
Average Sold/List Ratio		97.00%		95.89%	98.45%	100.25%	77.27%
Total Closed Units		39	100%	9	23	5	2
Total Closed Volume		8,011,500		1.69M	3.95M	1.06M	1.32M

September 2021



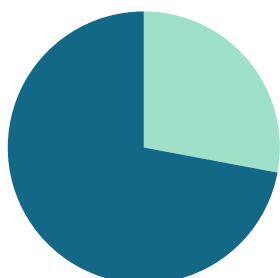
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

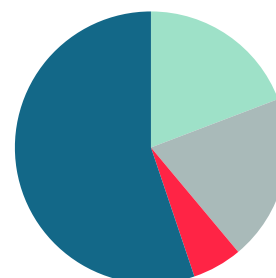


Inventory
 New Listings
45 = 27.95%
 Start Inventory
116
 Total Inventory Units
161
 Volume
\$64,154,583

Market Activity

Closed Sales
39 = 19.21%
 Pending Sales
40 = 19.70%
 Other Off Market
12 = 5.91%
 Active Inventory
112 = 55.17%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	40	39	-2.50%	332	383	15.36%
Pending Sales	49	40	-18.37%	381	399	4.72%
New Listings	51	45	-11.76%	534	498	-6.74%
Average List Price	183,412	222,120	21.10%	172,698	223,611	29.48%
Average Sale Price	175,440	205,423	17.09%	167,355	214,981	28.46%
Average Percent of Selling Price to List Price	95.26%	97.00%	1.83%	97.08%	97.92%	0.87%
Average Days on Market to Sale	54.00	47.87	-11.35%	47.87	35.45	-25.94%
Monthly Inventory	121	112	-7.44%	121	112	-7.44%
Months Supply of Inventory	3.46	2.69	-22.25%	3.46	2.69	-22.25%

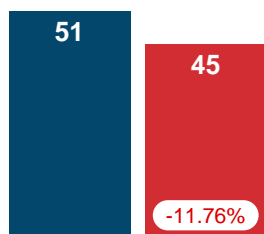
Absorption: Last 12 months, an Average of **42** Sales/Month

Inventory on September 30, 2021 = **112** 2020 2021

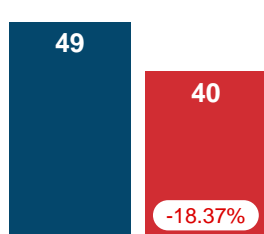
SEPTEMBER MARKET

AVERAGE PRICES

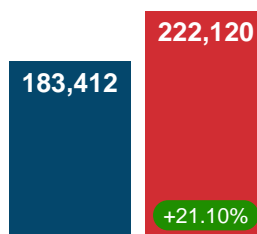
New Listings



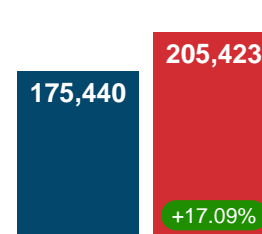
Pending Listings



List Price



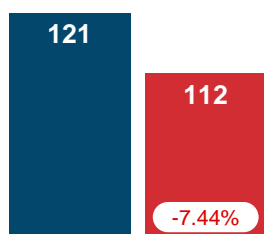
Sale Price



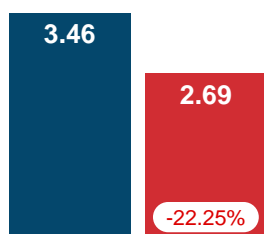
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

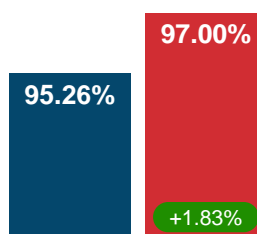
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

