

# September 2021



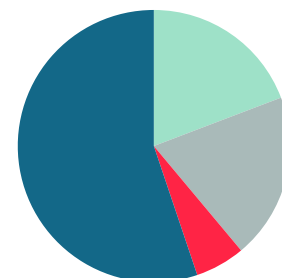
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	155,000	138,000	-10.97%
Median Sale Price	153,500	135,000	-12.05%
Median Percent of Selling Price to List Price	97.07%	100.00%	3.02%
Median Days on Market to Sale	29.00	26.00	-10.34%
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.

#### 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 **12.05%** in September 2021 to \$135,000 versus the previous year at \$153,500.

#### Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 3.00 days or **10.34%** in September 2021 compared to last year's same month at **29.00** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Median Prices falling 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.

### 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

# September 2021



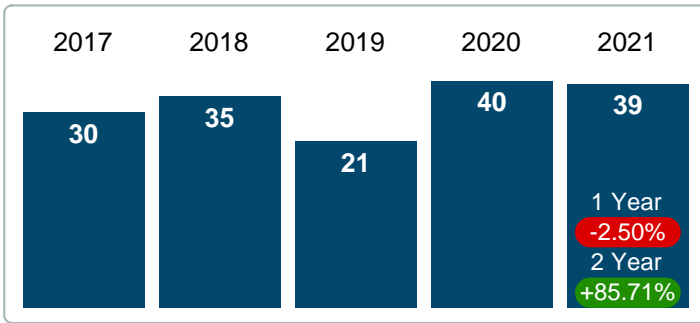
Area Delimited by County Of Mayes - Residential Property Type



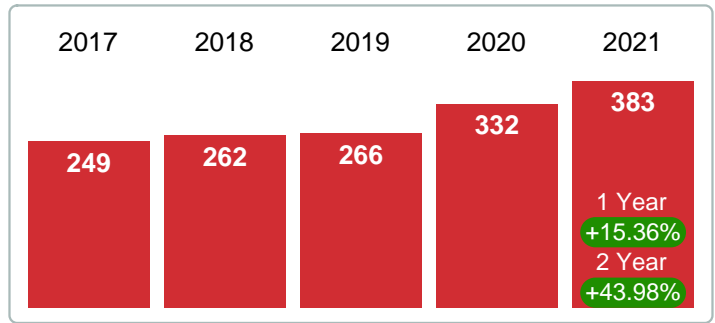
## CLOSED LISTINGS

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

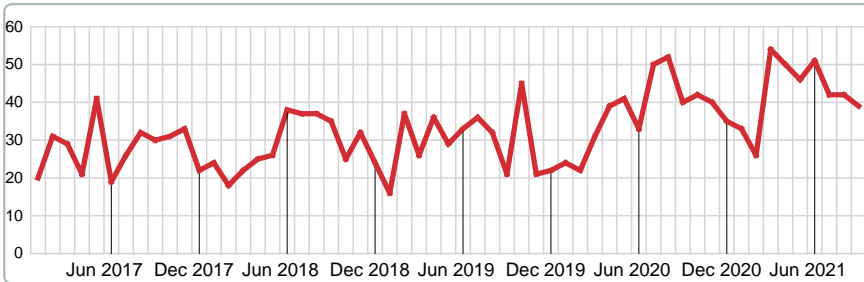
### SEPTEMBER



### YEAR TO DATE (YTD)

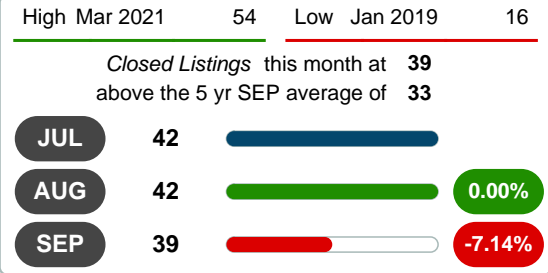


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 33



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.13%	60.0	1	0	1	0
\$50,001 - \$80,000	5	12.82%	26.0	1	4	0	0
\$80,001 - \$110,000	6	15.38%	25.0	0	5	1	0
\$110,001 - \$170,000	11	28.21%	25.0	4	5	2	0
\$170,001 - \$290,000	7	17.95%	19.0	1	6	0	0
\$290,001 - \$550,000	5	12.82%	64.0	2	3	0	0
\$550,001 and up	3	7.69%	76.0	0	0	1	2
<b>Total Closed Units</b>	<b>39</b>			<b>9</b>	<b>23</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>8,011,500</b>	<b>100%</b>	<b>26.0</b>	<b>1.69M</b>	<b>3.95M</b>	<b>1.06M</b>	<b>1.32M</b>
<b>Median Closed Price</b>	<b>\$135,000</b>			<b>\$125,000</b>	<b>\$131,000</b>	<b>\$135,000</b>	<b>\$657,500</b>

# September 2021



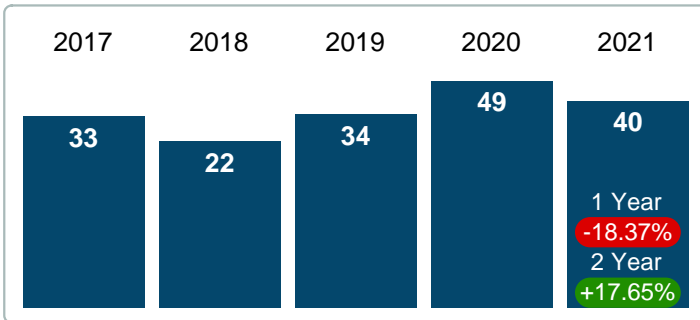
Area Delimited by County Of Mayes - Residential Property Type



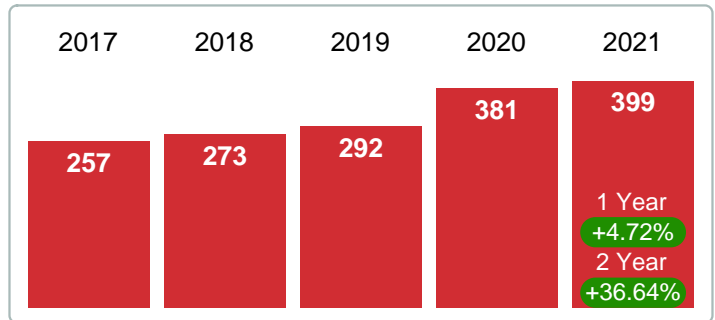
## PENDING LISTINGS

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

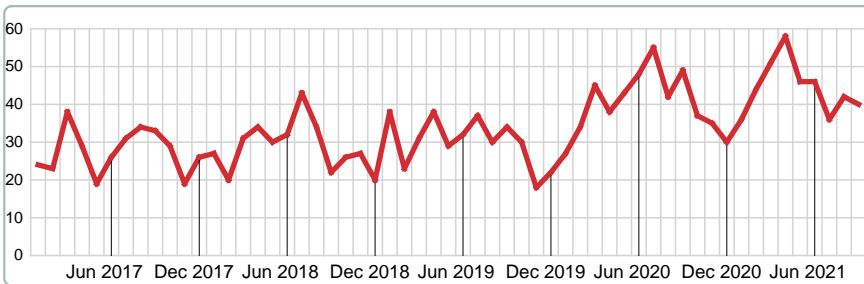
### SEPTEMBER



### YEAR TO DATE (YTD)

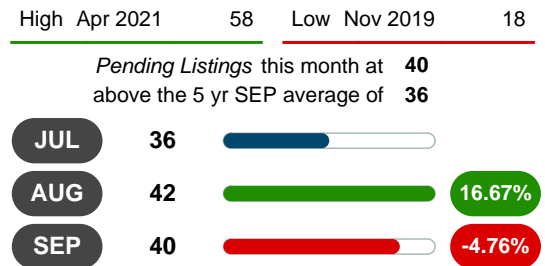


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 36



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.50%	40.0	3	0	0	0
\$50,001 - \$75,000	2	5.00%	93.0	1	1	0	0
\$75,001 - \$125,000	11	27.50%	3.0	5	6	0	0
\$125,001 - \$175,000	9	22.50%	31.0	0	9	0	0
\$175,001 - \$225,000	5	12.50%	19.0	0	4	1	0
\$225,001 - \$375,000	4	10.00%	25.0	1	3	0	0
\$375,001 and up	6	15.00%	60.0	0	2	3	1
<b>Total Pending Units</b>	<b>40</b>			<b>10</b>	<b>25</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,963,827</b>	<b>100%</b>	<b>25.0</b>	<b>928.90K</b>	<b>4.44M</b>	<b>1.88M</b>	<b>715.00K</b>
<b>Median Listing Price</b>	<b>\$154,900</b>			<b>\$82,250</b>	<b>\$159,900</b>	<b>\$492,439</b>	<b>\$715,000</b>

# September 2021



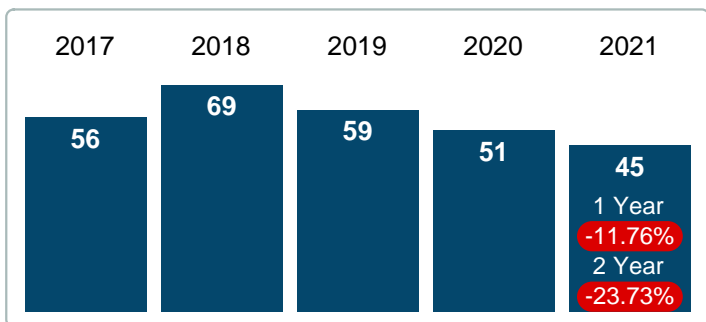
Area Delimited by County Of Mayes - Residential Property Type



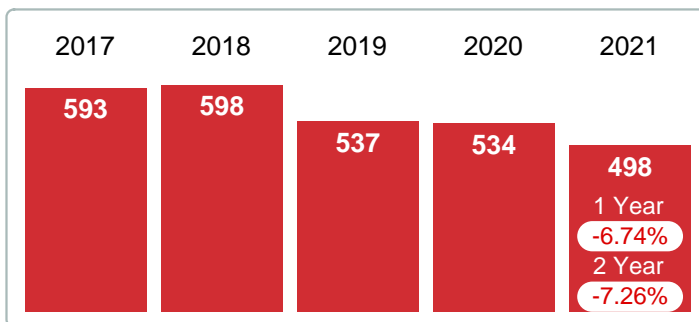
## NEW LISTINGS

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

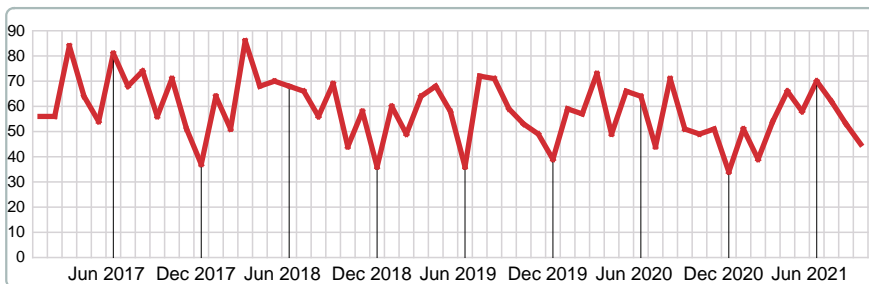
### SEPTEMBER



### YEAR TO DATE (YTD)

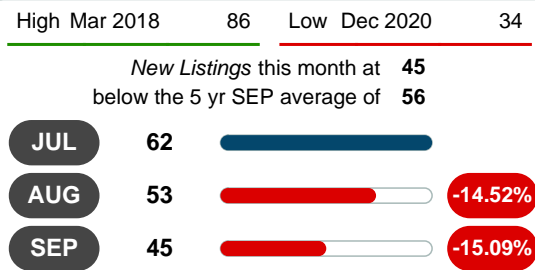


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 56



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
<b>Total New Listed Units</b>	<b>45</b>		<b>10</b>	<b>26</b>	<b>6</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>15,418,000</b>	<b>100%</b>	<b>1.40M</b>	<b>7.81M</b>	<b>2.98M</b>	<b>3.22M</b>
<b>Median New Listed Listing Price</b>	<b>\$169,900</b>		<b>\$111,050</b>	<b>\$133,700</b>	<b>\$317,200</b>	<b>\$450,000</b>

# September 2021



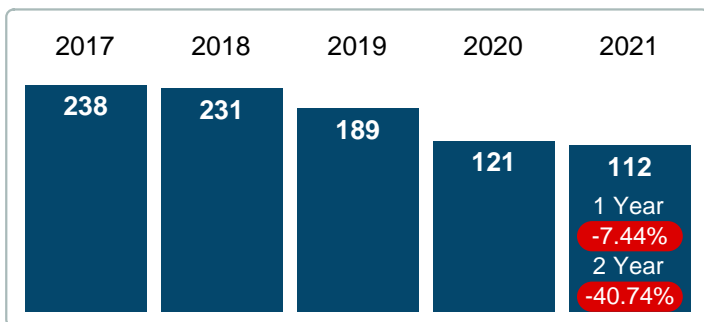
Area Delimited by County Of Mayes - Residential Property Type



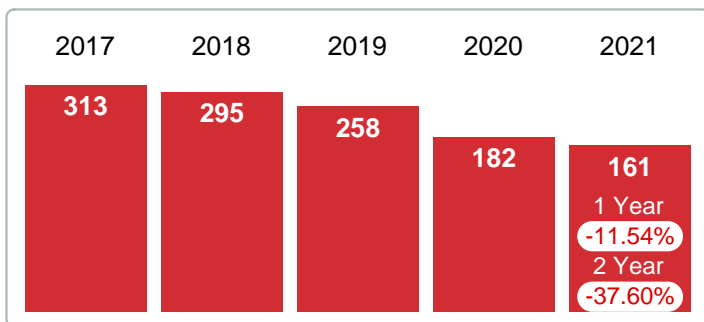
## ACTIVE INVENTORY

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

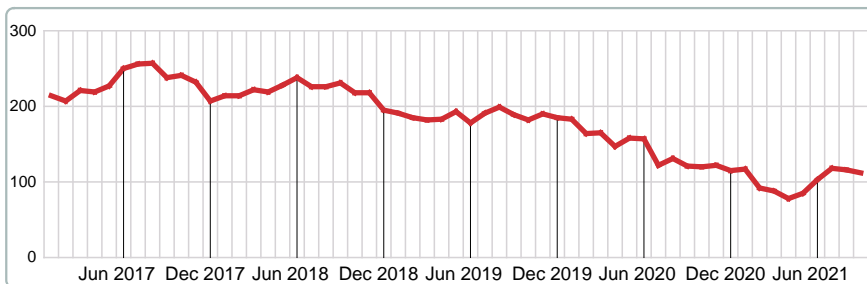
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

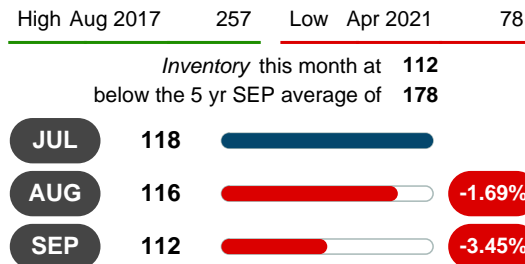


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 178



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.46%	114.0	3	2	0	0
\$50,001 - \$100,000	18	16.07%	31.5	6	11	1	0
\$100,001 - \$175,000	19	16.96%	45.0	4	13	2	0
\$175,001 - \$350,000	28	25.00%	62.5	3	21	2	2
\$350,001 - \$475,000	18	16.07%	53.5	0	13	3	2
\$475,001 - \$950,000	13	11.61%	58.0	1	6	2	4
\$950,001 and up	11	9.82%	63.0	0	3	4	4
<b>Total Active Inventory by Units</b>	<b>112</b>			<b>17</b>	<b>69</b>	<b>14</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>52,840,756</b>	<b>100%</b>	<b>59.5</b>	<b>2.79M</b>	<b>24.61M</b>	<b>8.89M</b>	<b>16.55M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$275,250</b>			<b>\$100,000</b>	<b>\$240,000</b>	<b>\$391,950</b>	<b>\$779,500</b>

# September 2021



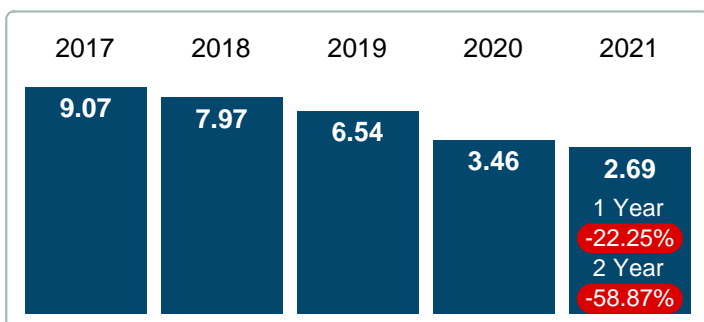
Area Delimited by County Of Mayes - Residential Property Type



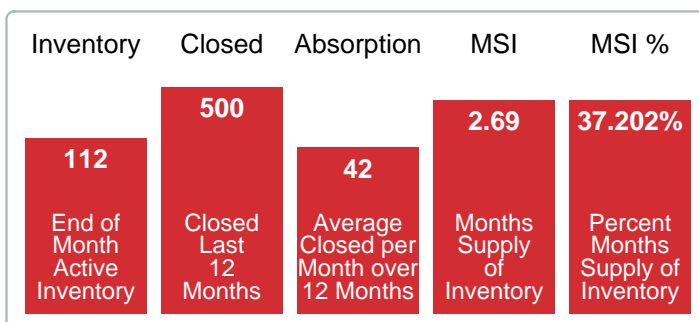
## MONTHS SUPPLY of INVENTORY (MSI)

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

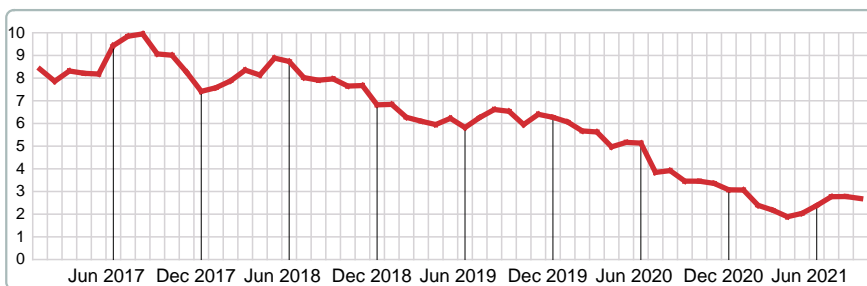
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

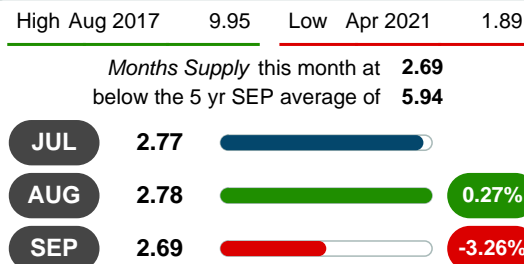


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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

# September 2021



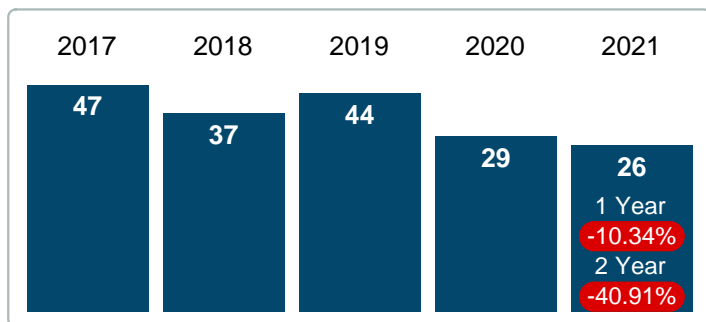
Area Delimited by County Of Mayes - Residential Property Type



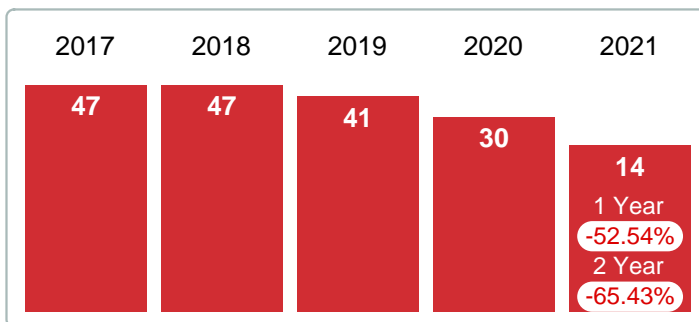
## MEDIAN DAYS ON MARKET TO SALE

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

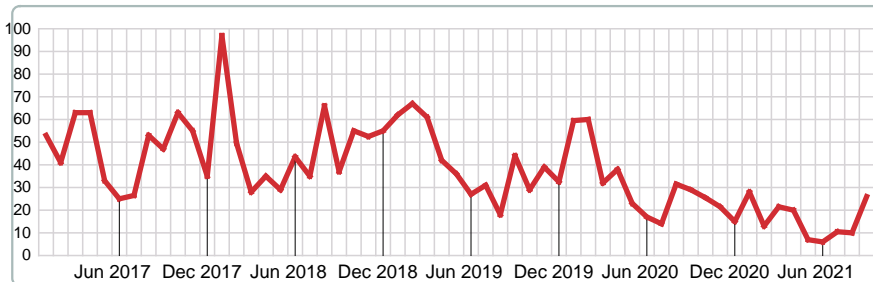
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 26 below the 5 yr SEP average of 37



### 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
\$50,000 and less	5.13%	60	10	0	110	0
\$50,001 - \$80,000	12.82%	26	191	20	0	0
\$80,001 - \$110,000	15.38%	25	0	23	73	0
\$110,001 - \$170,000	28.21%	25	14	16	70	0
\$170,001 - \$290,000	17.95%	19	42	15	0	0
\$290,001 - \$550,000	12.82%	64	20	71	0	0
\$550,001 and up	7.69%	76	0	0	152	66
Median Closed DOM		26	25	23	99	66
Total Closed Units	100%	39	9	23	5	2
Total Closed Volume		8,011,500	1.69M	3.95M	1.06M	1.32M



# September 2021



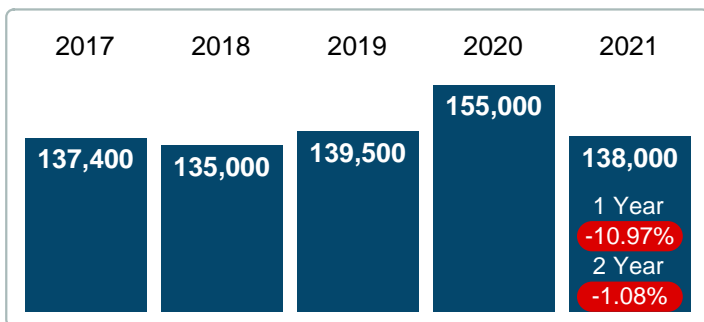
Area Delimited by County Of Mayes - Residential Property Type



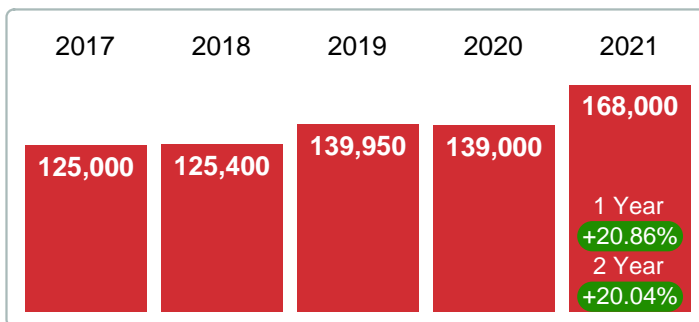
## MEDIAN LIST PRICE AT CLOSING

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

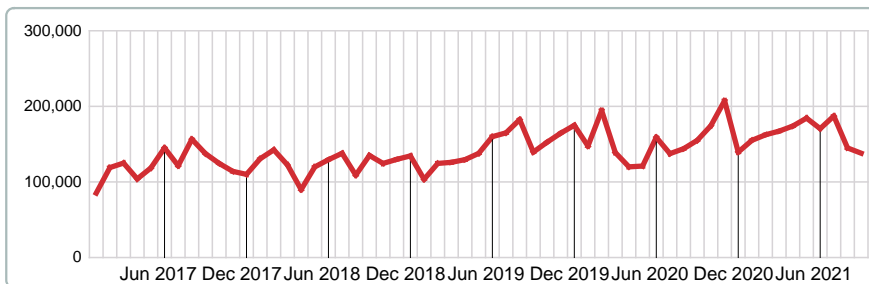
### SEPTEMBER



### YEAR TO DATE (YTD)

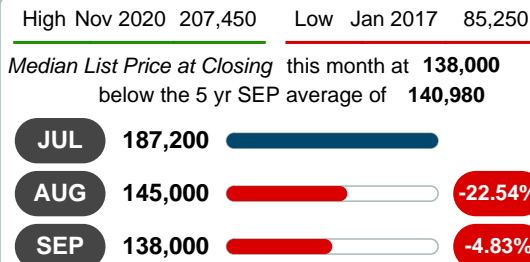


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 140,980



### 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
\$50,000 and less	5.13%	42,500	40,000	0	45,000	0
\$50,001 - \$80,000	10.26%	68,000	55,000	73,000	0	0
\$80,001 - \$110,000	17.95%	92,500	0	92,250	105,000	0
\$110,001 - \$170,000	28.21%	133,900	131,500	129,900	148,750	0
\$170,001 - \$290,000	17.95%	250,000	290,000	222,950	0	0
\$290,001 - \$550,000	10.26%	317,500	411,500	317,500	0	0
\$550,001 and up	10.26%	670,000	0	599,000	625,000	907,500
<b>Median List Price</b>		<b>138,000</b>	<b>138,000</b>	<b>129,900</b>	<b>138,000</b>	<b>907,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>138,000</b>	<b>9</b>	<b>23</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,662,699</b>	<b>1.76M</b>	<b>4.02M</b>	<b>1.07M</b>	<b>1.82M</b>



# September 2021



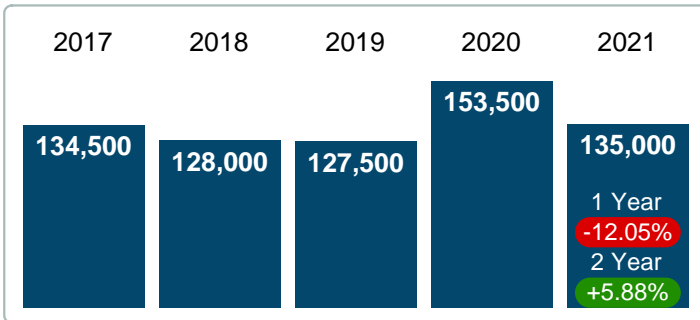
Area Delimited by County Of Mayes - Residential Property Type



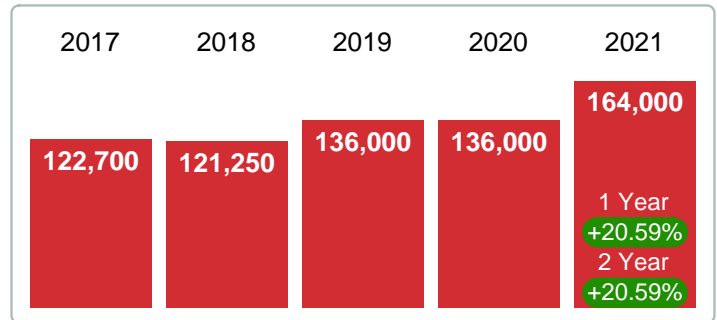
## MEDIAN SOLD PRICE AT CLOSING

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

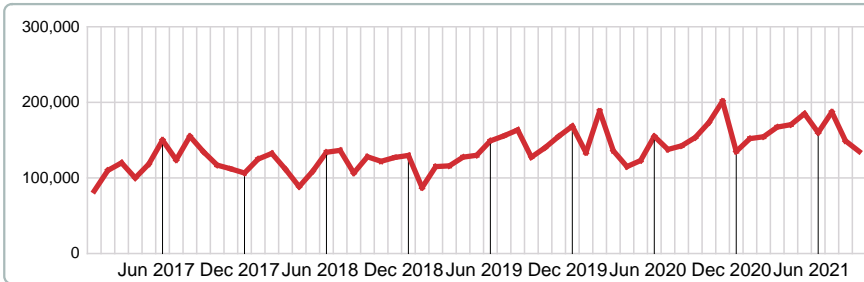
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

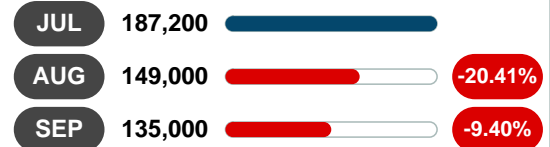


### 3 MONTHS

5 year SEP AVG = 135,700

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

Median Sold Price at Closing this month at 135,000 below the 5 yr SEP average of 135,700



### 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
\$50,000 and less	5.13%	42,500	40,000	0	45,000	0
\$50,001 - \$80,000	12.82%	73,000	55,000	75,250	0	0
\$80,001 - \$110,000	15.38%	96,250	0	92,500	110,000	0
\$110,001 - \$170,000	28.21%	131,000	122,500	131,000	147,450	0
\$170,001 - \$290,000	17.95%	250,000	250,000	222,500	0	0
\$290,001 - \$550,000	12.82%	315,000	411,500	315,000	0	0
\$550,001 and up	7.69%	615,000	0	0	615,000	657,500
<b>Median Sold Price</b>		<b>135,000</b>	<b>125,000</b>	<b>131,000</b>	<b>135,000</b>	<b>657,500</b>
<b>Total Closed Units</b>		<b>39</b>	<b>9</b>	<b>23</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,011,500</b>	<b>1.69M</b>	<b>3.95M</b>	<b>1.06M</b>	<b>1.32M</b>

# September 2021



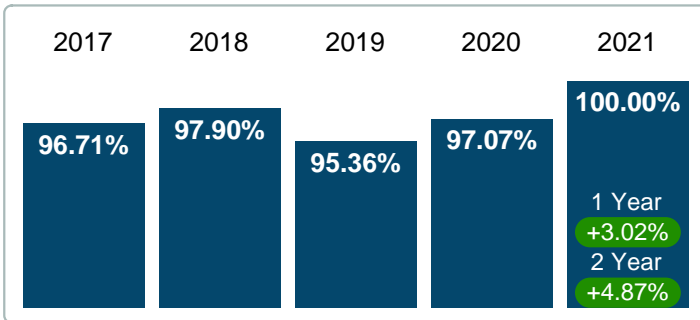
Area Delimited by County Of Mayes - Residential Property Type



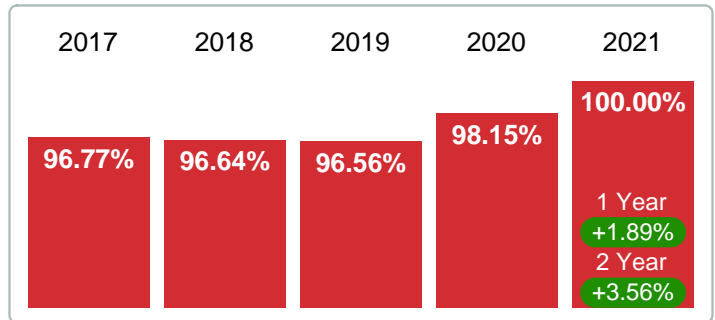
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

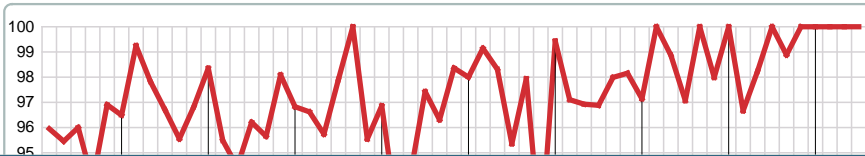
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 97.41%

High Sep 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr SEP average of **97.41%**



### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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 - \$80,000	5	12.82%	100.00%	100.00%	93.48%	0.00%	0.00%
\$80,001 - \$110,000	6	15.38%	100.00%	0.00%	100.00%	104.76%	0.00%
\$110,001 - \$170,000	11	28.21%	97.83%	94.94%	98.36%	99.04%	0.00%
\$170,001 - \$290,000	7	17.95%	100.00%	86.21%	100.00%	0.00%	0.00%
\$290,001 - \$550,000	5	12.82%	100.00%	100.00%	96.88%	0.00%	0.00%
\$550,001 and up	3	7.69%	98.40%	0.00%	0.00%	98.40%	77.27%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	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



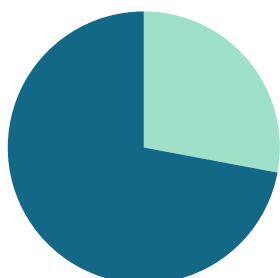
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

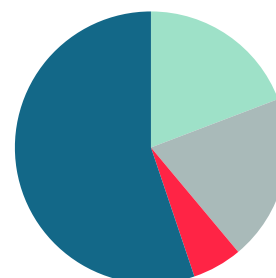


**Inventory**  
 New Listings  
**45 = 27.95%**  
 Start Inventory  
**116**  
 Total Inventory Units  
**161**  
 Volume  
**\$64,154,583**

### 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%
Median List Price	155,000	138,000	-10.97%	139,000	168,000	20.86%
Median Sale Price	153,500	135,000	-12.05%	136,000	164,000	20.59%
Median Percent of Selling Price to List Price	97.07%	100.00%	3.02%	98.15%	100.00%	1.89%
Median Days on Market to Sale	29.00	26.00	-10.34%	29.50	14.00	-52.54%
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%

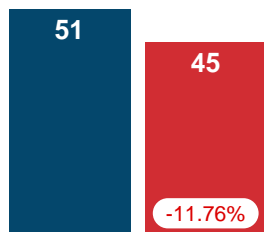
**Absorption:** Last 12 months, an Average of **42** Sales/Month

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

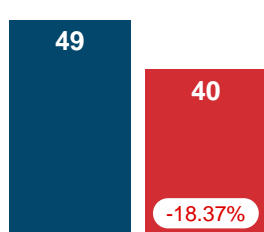
### SEPTEMBER MARKET

### MEDIAN PRICES

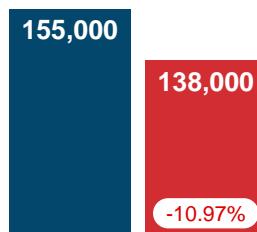
#### New Listings



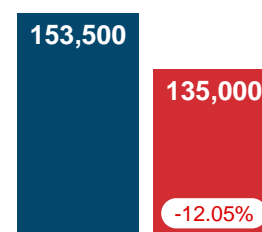
#### Pending Listings



#### List Price



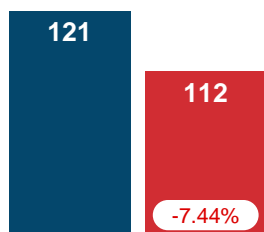
#### Sale Price



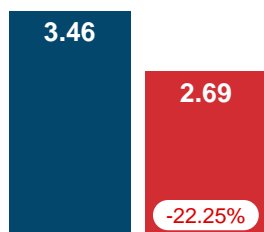
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

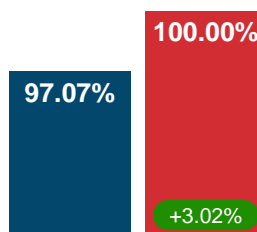
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

