

April 2020



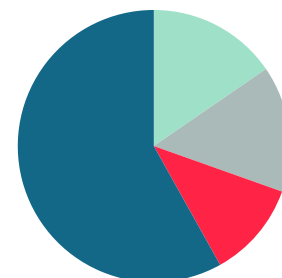
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	36	39	8.33%
Pending Listings	38	38	0.00%
New Listings	68	49	-27.94%
Average List Price	159,544	150,388	-5.74%
Average Sale Price	150,057	144,503	-3.70%
Average Percent of Selling Price to List Price	92.58%	96.40%	4.13%
Average Days on Market to Sale	56.47	47.97	-15.05%
End of Month Inventory	183	147	-19.67%
Months Supply of Inventory	5.95	4.97	-16.50%



■ Closed (15.42%)
■ Pending (15.02%)
■ Other OffMarket (11.46%)
■ Active (58.10%)

Absorption: Last 12 months, an Average of **30** Sales/Month
Active Inventory as of April 30, 2020 = **147**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **19.67%** to 147 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **4.97** 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 **3.70%** in April 2020 to \$144,503 versus the previous year at \$150,057.

Average Days on Market Shortens

The average number of **47.97** days that homes spent on the market before selling decreased by 8.50 days or **15.05%** in April 2020 compared to last year's same month at **56.47** DOM.

Sales Success for April 2020 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 April 2020, down **27.94%** from last year at 68. Furthermore, there were 39 Closed Listings this month versus last year at 36, a **8.33%** increase.

Closed versus Listed trends yielded a **79.6%** ratio, up from previous year's, April 2019, at **52.9%**, a **50.34%** 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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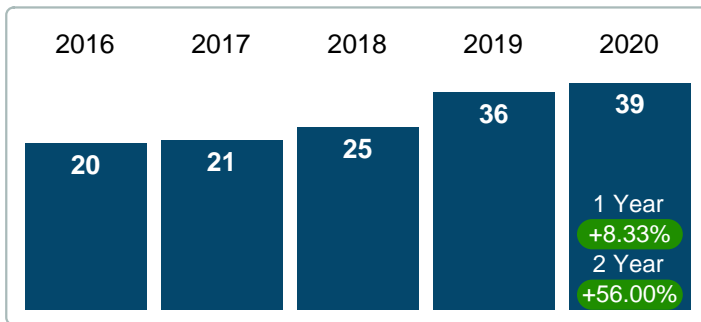
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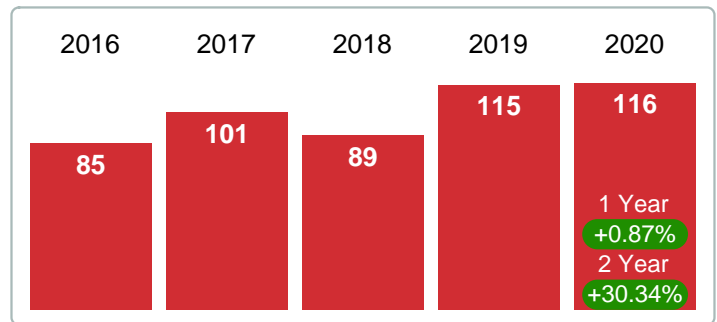
CLOSED LISTINGS

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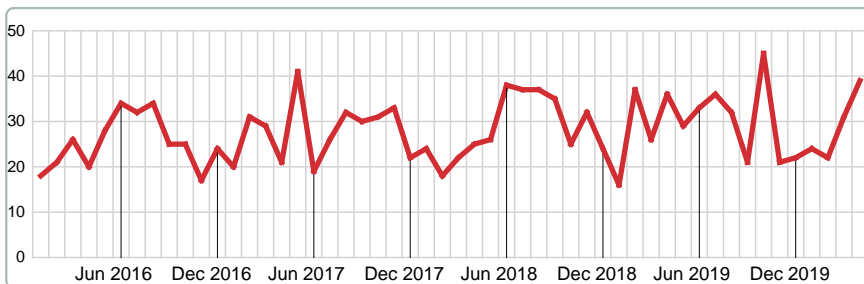
APRIL



YEAR TO DATE (YTD)

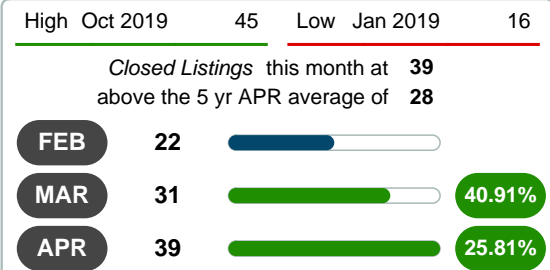


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	3	7.69%	40.7	1	2	0	0
\$60,001 - \$80,000	6	15.38%	34.7	3	3	0	0
\$80,001 - \$90,000	2	5.13%	28.0	1	1	0	0
\$90,001 - \$130,000	12	30.77%	60.1	2	8	2	0
\$130,001 - \$160,000	7	17.95%	67.7	1	5	1	0
\$160,001 - \$250,000	6	15.38%	21.3	0	4	2	0
\$250,001 and up	3	7.69%	54.0	1	0	2	0
Total Closed Units	39			9	23	7	0
Total Closed Volume	5,635,600	100%	48.0	1.15M	2.72M	1.76M	0.00B
Average Closed Price	\$144,503			\$127,711	\$118,365	\$251,971	\$0

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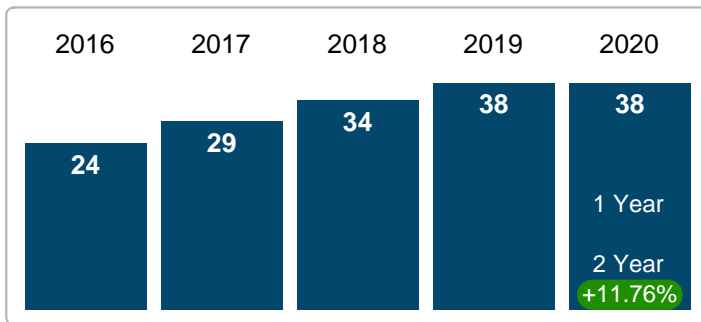
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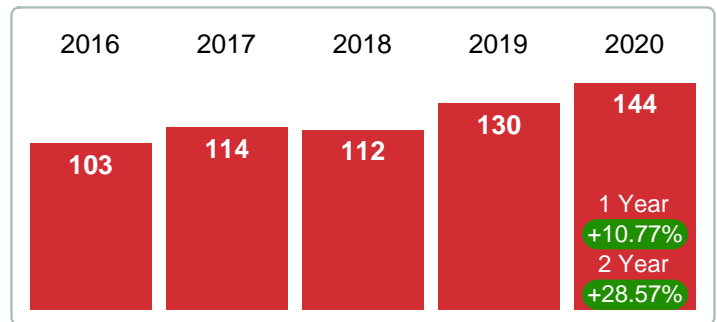
PENDING LISTINGS

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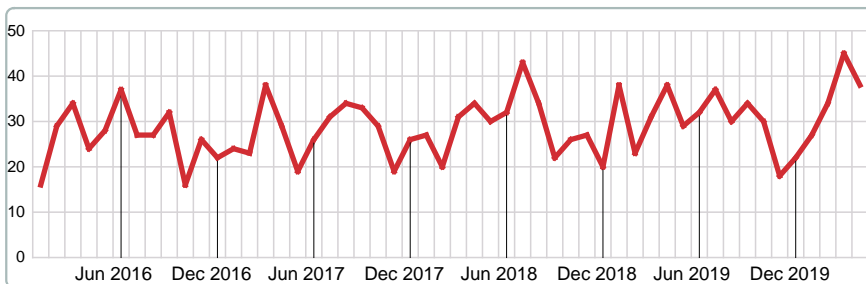
APRIL



YEAR TO DATE (YTD)

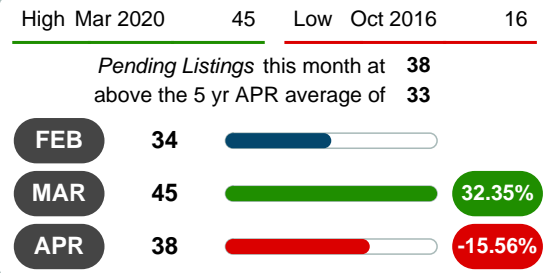


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$25,000 and less	1	2.63%	0.0	1	0	0	0
\$25,001 - \$75,000	7	18.42%	45.7	3	4	0	0
\$75,001 - \$125,000	6	15.79%	45.3	1	5	0	0
\$125,001 - \$150,000	6	15.79%	58.3	1	5	0	0
\$150,001 - \$200,000	10	26.32%	22.3	1	7	2	0
\$200,001 - \$375,000	4	10.53%	8.5	0	3	0	1
\$375,001 and up	4	10.53%	31.8	0	2	1	1
Total Pending Units	38			7	26	3	2
Total Pending Volume	6,694,948	100%	34.9	607.80K	4.65M	743.90K	694.90K
Average Listing Price	\$176,183			\$86,829	\$178,783	\$247,967	\$347,450

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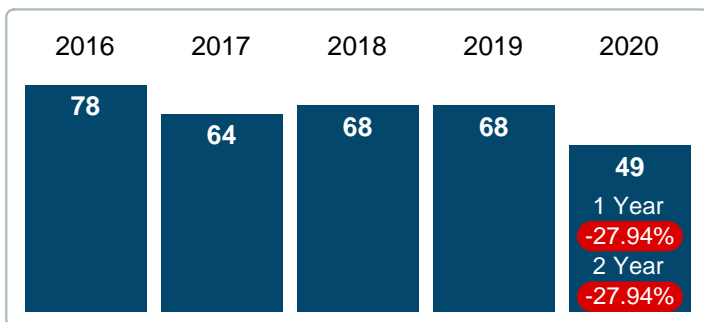
Area Delimited by County Of Mayes - Residential Property Type



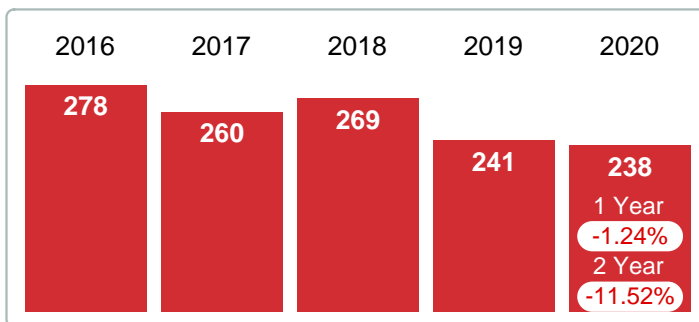
NEW LISTINGS

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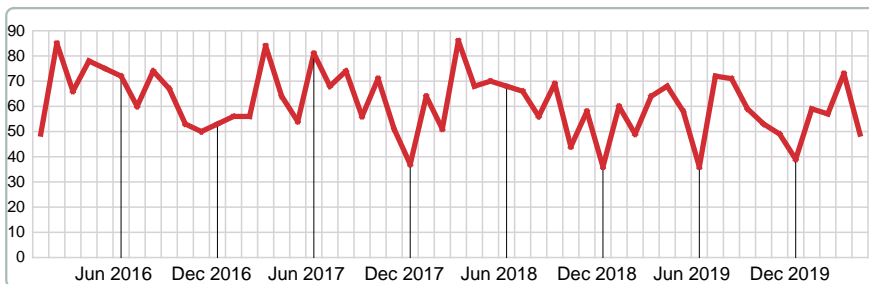
APRIL



YEAR TO DATE (YTD)

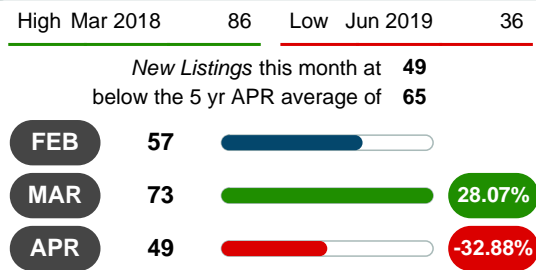


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 65



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.08%	2	0	0	0
\$25,001 - \$100,000	8	16.33%	3	5	0	0
\$100,001 - \$125,000	5	10.20%	0	5	0	0
\$125,001 - \$200,000	14	28.57%	2	10	2	0
\$200,001 - \$250,000	7	14.29%	1	3	3	0
\$250,001 - \$400,000	8	16.33%	2	4	2	0
\$400,001 and up	5	10.20%	0	2	2	1
Total New Listed Units	49		10	29	9	1
Total New Listed Volume	10,659,148	100%	1.41M	5.40M	3.42M	429.00K
Average New Listed Listing Price	\$201,604		\$141,320	\$186,040	\$380,200	\$429,000

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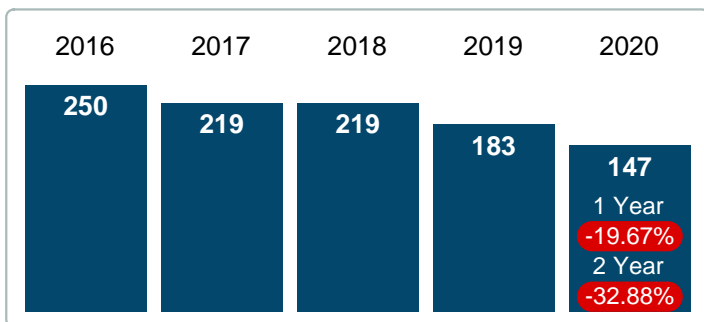
Area Delimited by County Of Mayes - Residential Property Type



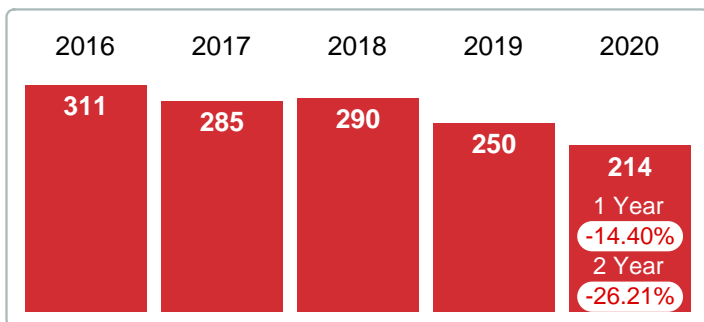
ACTIVE INVENTORY

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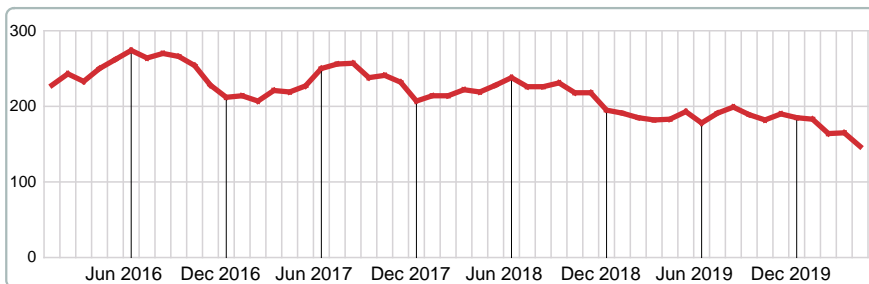
END OF APRIL



ACTIVE DURING APRIL

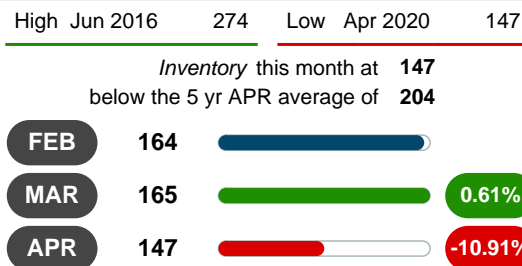


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 204



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	9	6.12%	77.7	5	3	1	0
\$50,001 - \$100,000	22	14.97%	73.8	6	16	0	0
\$100,001 - \$125,000	16	10.88%	55.9	1	14	1	0
\$125,001 - \$225,000	40	27.21%	65.3	7	26	7	0
\$225,001 - \$300,000	22	14.97%	52.9	3	15	4	0
\$300,001 - \$650,000	23	15.65%	75.1	8	7	7	1
\$650,001 and up	15	10.20%	91.0	0	2	6	7
Total Active Inventory by Units	147			30	83	26	8
Total Active Inventory by Volume	47,383,103	100%	68.6	5.66M	15.95M	10.22M	15.56M
Average Active Inventory Listing Price	\$322,334			\$188,787	\$192,149	\$392,927	\$1,944,375

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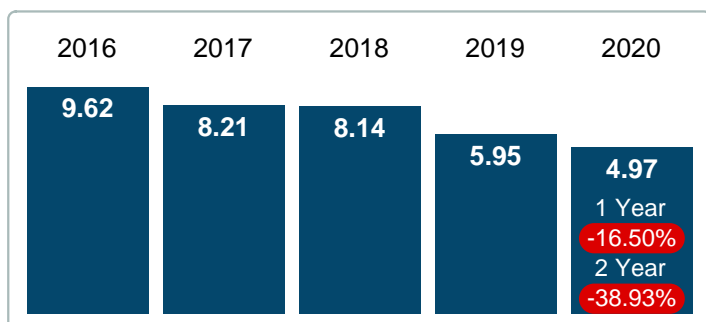
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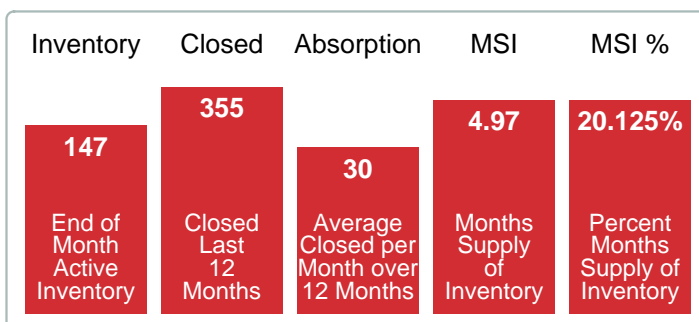
MONTHS SUPPLY of INVENTORY (MSI)

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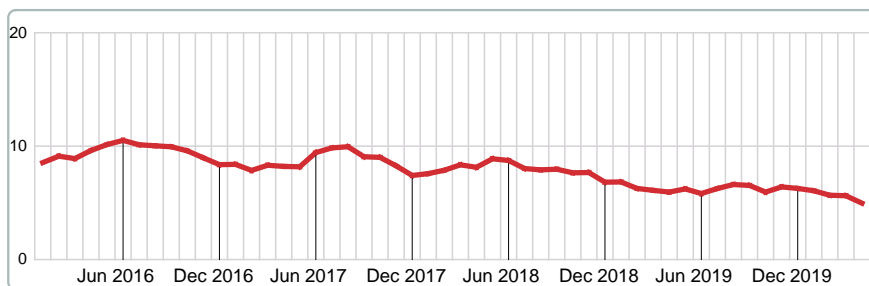
MSI FOR APRIL



INDICATORS FOR APRIL 2020

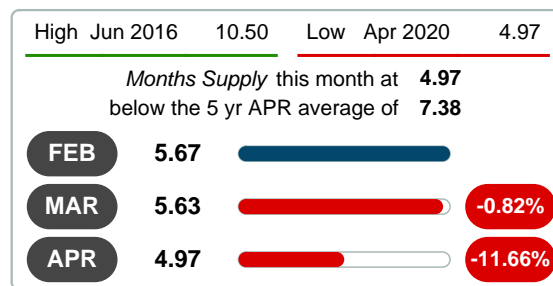


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.38



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	9	6.12%	2.70	3.00	2.12	4.00	0.00
\$50,001 - \$100,000	22	14.97%	4.13	3.79	4.80	0.00	0.00
\$100,001 - \$125,000	16	10.88%	5.65	2.40	6.22	6.00	0.00
\$125,001 - \$225,000	40	27.21%	3.31	5.25	3.06	3.50	0.00
\$225,001 - \$300,000	22	14.97%	6.95	18.00	8.57	3.69	0.00
\$300,001 - \$650,000	23	15.65%	8.90	48.00	6.46	7.64	2.40
\$650,001 and up	15	10.20%	60.00	0.00	0.00	72.00	42.00
Market Supply of Inventory (MSI)	4.97			5.63	4.53	5.29	8.00
Total Active Inventory by Units	147	100%	4.97	30	83	26	8

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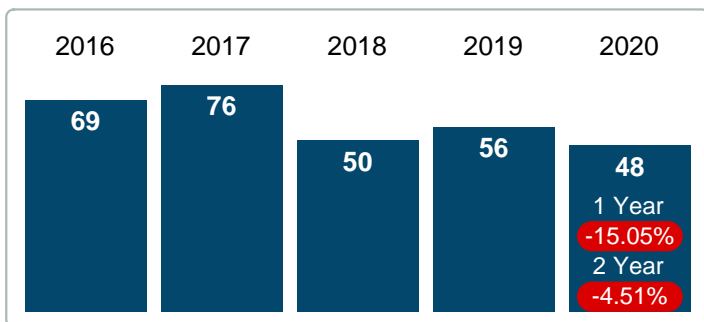
Area Delimited by County Of Mayes - Residential Property Type



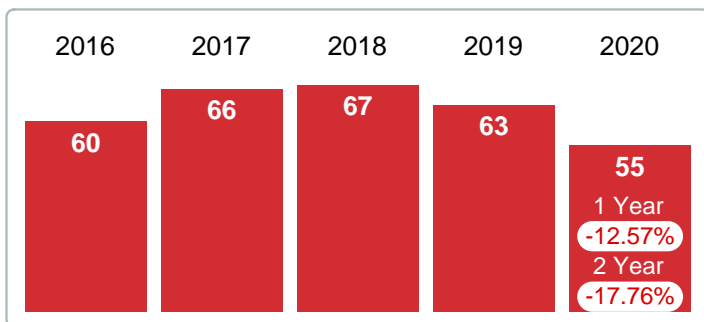
AVERAGE DAYS ON MARKET TO SALE

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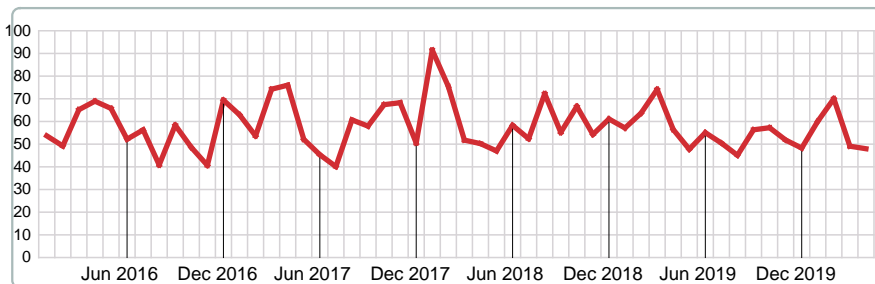
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

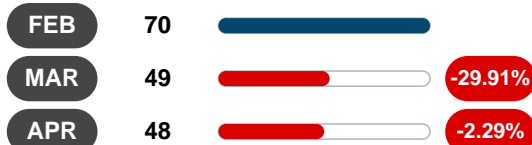


3 MONTHS

5 year APR AVG = 60

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 48 below the 5 yr APR average of 60



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
\$60,000 and less	7.69%	41	70	26	0	0
\$60,001 - \$80,000	15.38%	35	32	37	0	0
\$80,001 - \$90,000	5.13%	28	28	28	0	0
\$90,001 - \$130,000	30.77%	60	72	69	14	0
\$130,001 - \$160,000	17.95%	68	71	79	9	0
\$160,001 - \$250,000	15.38%	21	0	24	16	0
\$250,001 and up	7.69%	54	38	0	62	0
Average Closed DOM		48				
Total Closed Units	100%	48	9	23	7	0
Total Closed Volume		5,635,600	1.15M	2.72M	1.76M	0.00B

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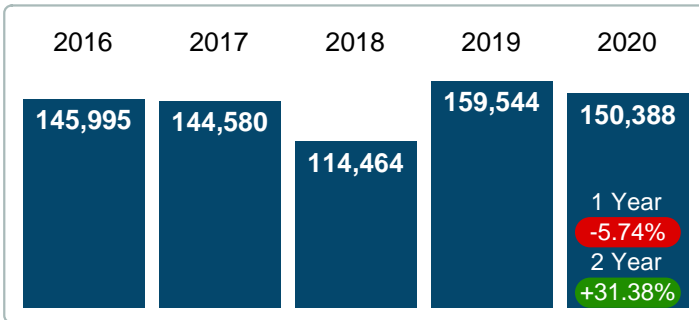
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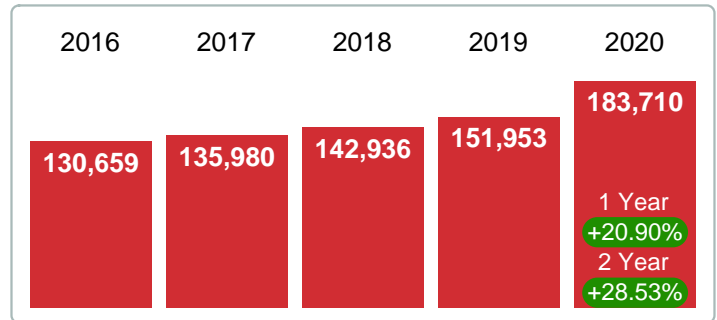
AVERAGE LIST PRICE AT CLOSING

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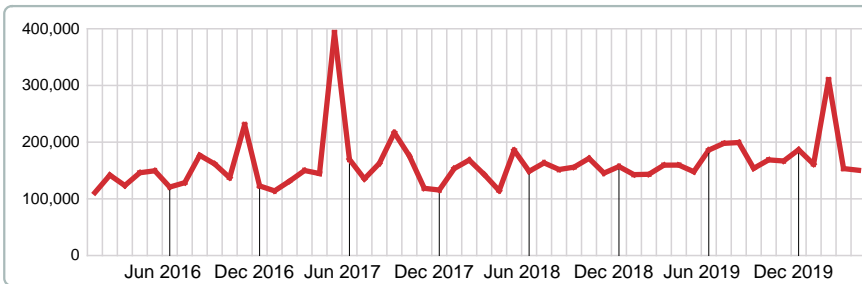
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

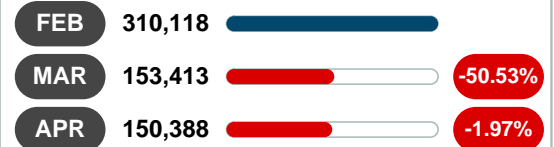


3 MONTHS

5 year APR AVG = 142,994

High May 2017 393,277 Low Jan 2016 111,008

Average List Price at Closing this month at **150,388**
above the 5 yr APR average of **142,994**



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	7.69%	40,333	37,000	42,000	0	0
\$50,001 - \$75,000	10.26%	71,200	76,600	67,450	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	33.33%	98,212	95,200	108,345	95,000	0
\$125,001 - \$150,000	20.51%	136,738	136,000	139,133	137,500	0
\$150,001 - \$250,000	20.51%	183,588	0	178,367	199,250	0
\$250,001 and up	7.69%	540,000	520,000	0	550,000	0
Average List Price		150,388	138,800	121,302	260,857	0
Total Closed Units	100%	150,388	9	23	7	
Total Closed Volume		5,865,150	1.25M	2.79M	1.83M	0.00B

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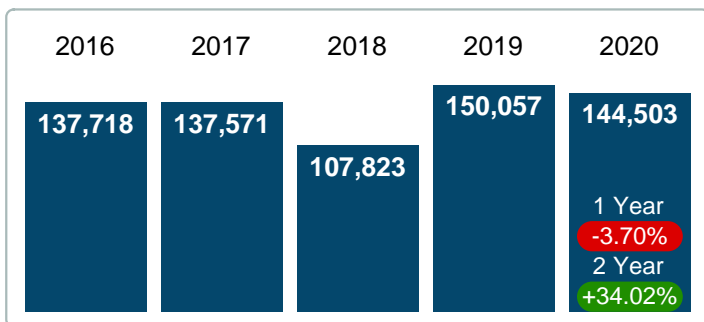
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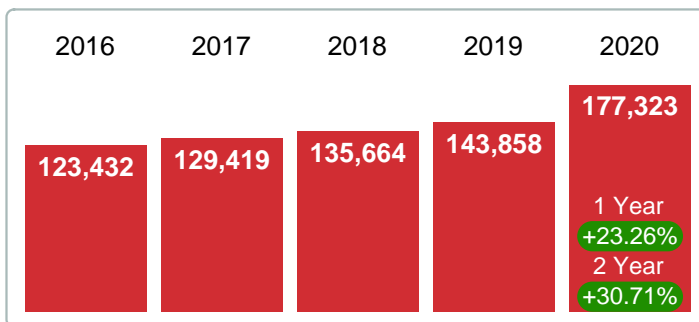
AVERAGE SOLD PRICE AT CLOSING

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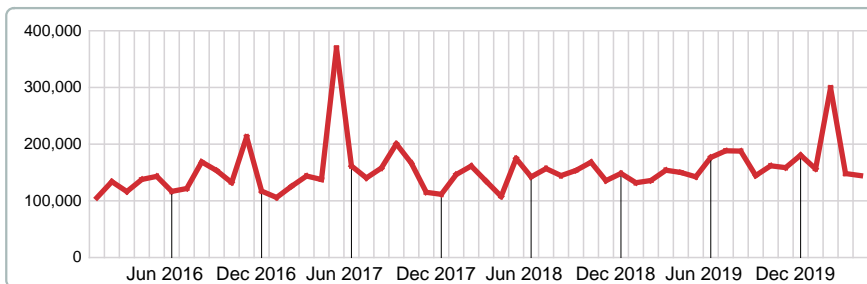
APRIL



YEAR TO DATE (YTD)

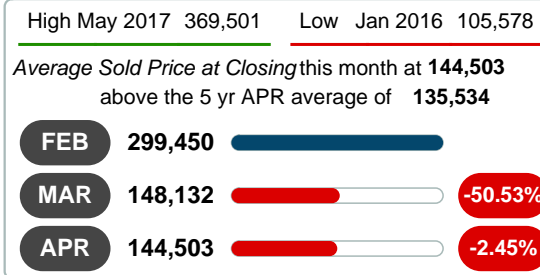


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 135,534



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
\$60,000 and less	7.69%	32,667	37,000	30,500	0	0
\$60,001 - \$80,000	15.38%	71,733	71,633	71,833	0	0
\$80,001 - \$90,000	5.13%	84,500	84,500	84,500	0	0
\$90,001 - \$130,000	30.77%	109,375	115,500	111,063	96,500	0
\$130,001 - \$160,000	17.95%	140,571	132,000	142,700	138,500	0
\$160,001 - \$250,000	15.38%	191,117	0	189,850	193,650	0
\$250,001 and up	7.69%	498,333	450,000	0	522,500	0
Average Sold Price		144,503	127,711	118,365	251,971	0
Total Closed Units	100%	144,503	9	23	7	
Total Closed Volume		5,635,600	1.15M	2.72M	1.76M	0.00B

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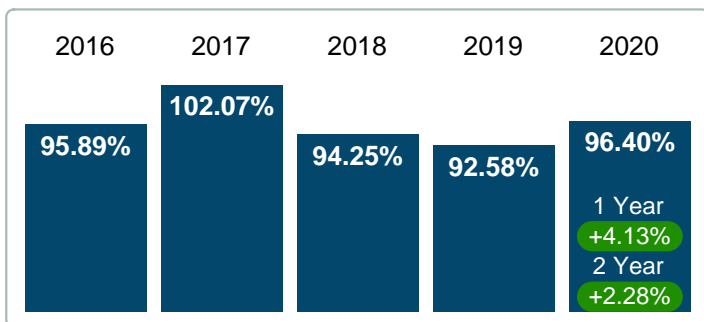
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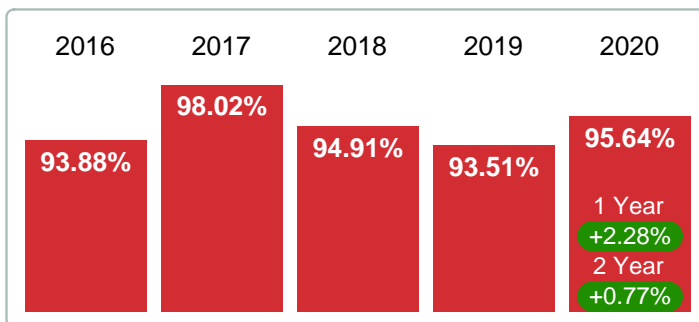
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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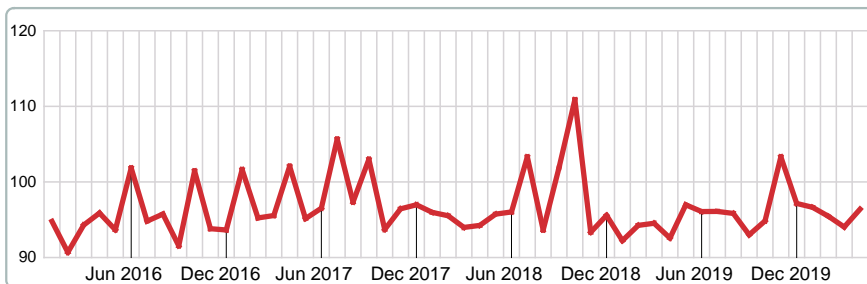
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

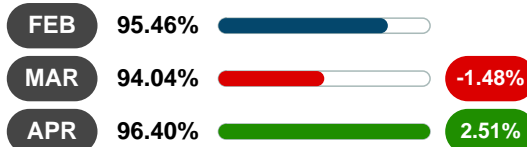


3 MONTHS

5 year APR AVG = 96.24%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.40%**
equal to 5 yr APR average of **96.24%**



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
\$60,000 and less	3	7.69%	82.05%	100.00%	73.08%	0.00%	0.00%
\$60,001 - \$80,000	6	15.38%	95.42%	93.51%	97.32%	0.00%	0.00%
\$80,001 - \$90,000	2	5.13%	102.32%	100.00%	104.64%	0.00%	0.00%
\$90,001 - \$130,000	12	30.77%	98.05%	95.94%	97.69%	101.59%	0.00%
\$130,001 - \$160,000	7	17.95%	98.24%	96.35%	98.12%	100.73%	0.00%
\$160,001 - \$250,000	6	15.38%	99.07%	0.00%	100.03%	97.15%	0.00%
\$250,001 and up	3	7.69%	92.53%	86.54%	0.00%	95.53%	0.00%
Average Sold/List Ratio		96.40%		95.03%	96.30%	98.46%	0.00%
Total Closed Units		39	100%	9	23	7	
Total Closed Volume		5,635,600		1.15M	2.72M	1.76M	0.00B

April 2020



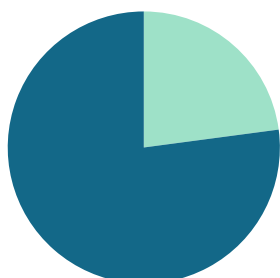
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

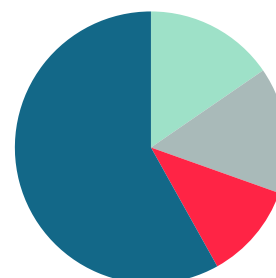


Inventory
 New Listings
49 = 22.90%
 Start Inventory
165
 Total Inventory Units
214
 Volume
\$63,341,651

Market Activity

Closed Sales
39 = 15.42%
 Pending Sales
38 = 15.02%
 Other Off Market
29 = 11.46%
 Active Inventory
147 = 58.10%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	36	39	8.33%	115	116	0.87%
Pending Sales	38	38	0.00%	130	144	10.77%
New Listings	68	49	-27.94%	241	238	-1.24%
Average List Price	159,544	150,388	-5.74%	151,953	183,710	20.90%
Average Sale Price	150,057	144,503	-3.70%	143,858	177,323	23.26%
Average Percent of Selling Price to List Price	92.58%	96.40%	4.13%	93.51%	95.64%	2.28%
Average Days on Market to Sale	56.47	47.97	-15.05%	62.87	54.97	-12.57%
Monthly Inventory	183	147	-19.67%	183	147	-19.67%
Months Supply of Inventory	5.95	4.97	-16.50%	5.95	4.97	-16.50%

Absorption: Last 12 months, an Average of **30** Sales/Month

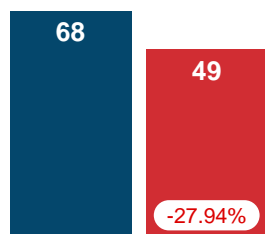
Inventory on April 30, 2020 = **147**

2019 **2020**

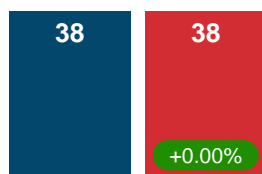
APRIL MARKET

AVERAGE PRICES

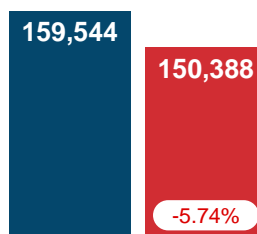
New Listings



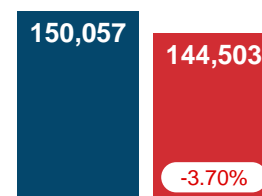
Pending Listings



List Price



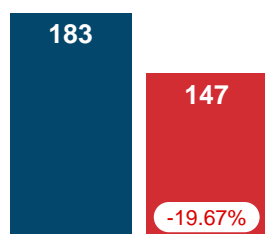
Sale Price



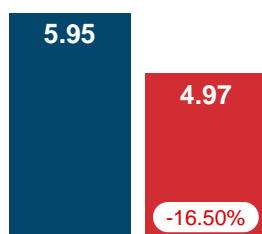
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

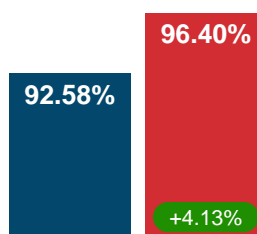
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

