

# April 2020



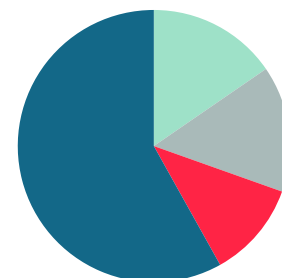
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	129,500	120,000	-7.34%
Median Sale Price	127,500	115,000	-9.80%
Median Percent of Selling Price to List Price	96.31%	97.99%	1.75%
Median Days on Market to Sale	42.00	38.00	-9.52%
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.

#### 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 **9.80%** in April 2020 to \$115,000 versus the previous year at \$127,500.

#### Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 4.00 days or **9.52%** in April 2020 compared to last year's same month at **42.00** DOM.

#### Sales Success for April 2020 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 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.

### 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

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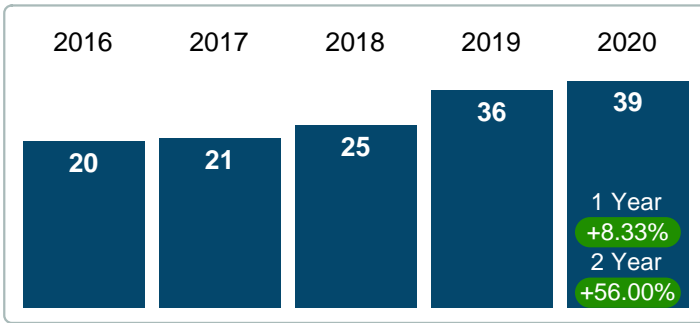
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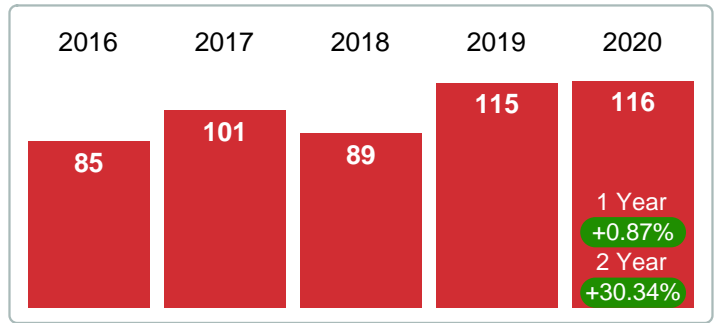
## CLOSED LISTINGS

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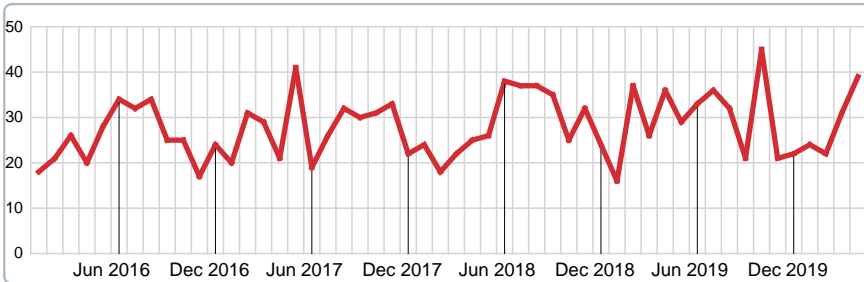
### APRIL



### YEAR TO DATE (YTD)

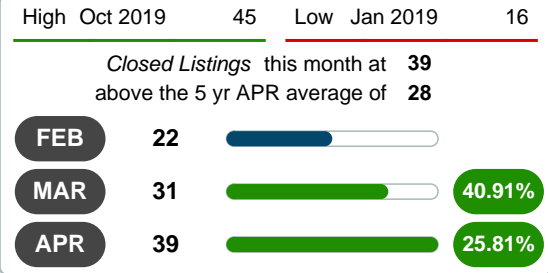


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 28



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	3	7.69%	41.0	1	2	0	0
\$60,001 - \$80,000	6	15.38%	19.5	3	3	0	0
\$80,001 - \$90,000	2	5.13%	28.0	1	1	0	0
\$90,001 - \$130,000	12	30.77%	57.0	2	8	2	0
\$130,001 - \$160,000	7	17.95%	71.0	1	5	1	0
\$160,001 - \$250,000	6	15.38%	16.0	0	4	2	0
\$250,001 and up	3	7.69%	38.0	1	0	2	0
<b>Total Closed Units</b>	<b>39</b>			<b>9</b>	<b>23</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,635,600</b>	<b>100%</b>	<b>38.0</b>	<b>1.15M</b>	<b>2.72M</b>	<b>1.76M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$115,000</b>			<b>\$84,500</b>	<b>\$115,000</b>	<b>\$182,500</b>	<b>\$0</b>

# April 2020



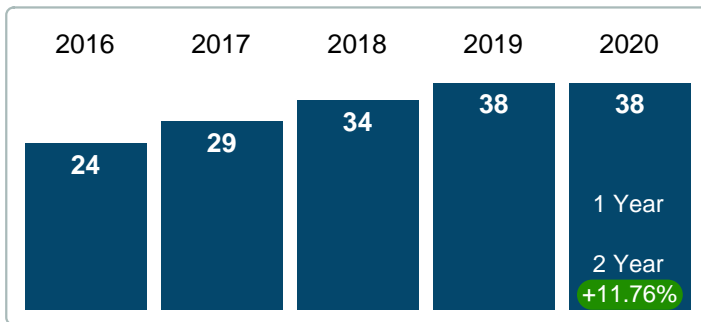
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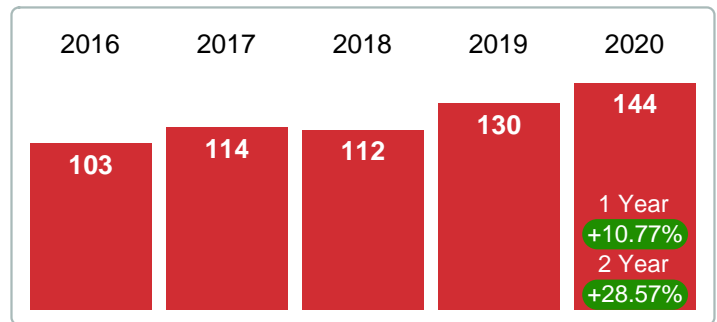
## PENDING LISTINGS

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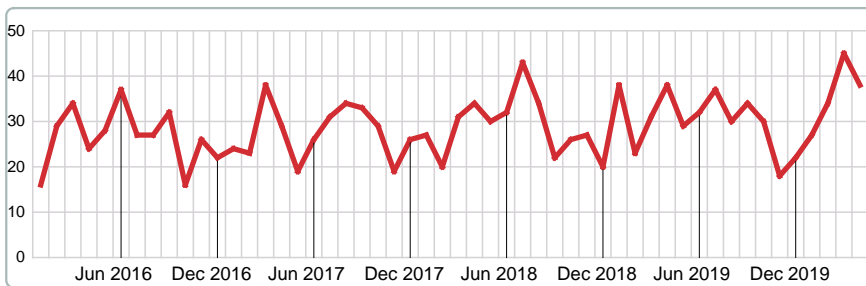
### APRIL



### YEAR TO DATE (YTD)

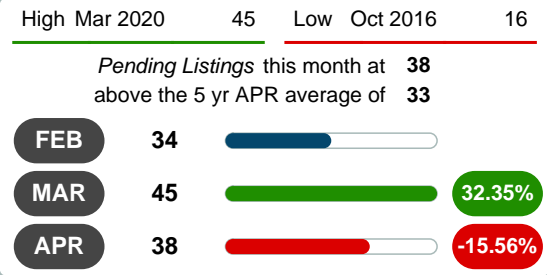


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 33



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	7.89%	19.0	2	1	0	0
\$40,001 - \$90,000	5	13.16%	24.0	2	3	0	0
\$90,001 - \$120,000	6	15.79%	41.5	1	5	0	0
\$120,001 - \$160,000	9	23.68%	22.0	1	7	1	0
\$160,001 - \$200,000	7	18.42%	25.0	1	5	1	0
\$200,001 - \$390,000	4	10.53%	8.0	0	3	0	1
\$390,001 and up	4	10.53%	21.5	0	2	1	1
<b>Total Pending Units</b>	<b>38</b>			<b>7</b>	<b>26</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>6,694,948</b>	<b>100%</b>	<b>23.0</b>	<b>607.80K</b>	<b>4.65M</b>	<b>743.90K</b>	<b>694.90K</b>
<b>Median Listing Price</b>	<b>\$143,700</b>			<b>\$58,900</b>	<b>\$143,700</b>	<b>\$189,500</b>	<b>\$347,450</b>

# April 2020



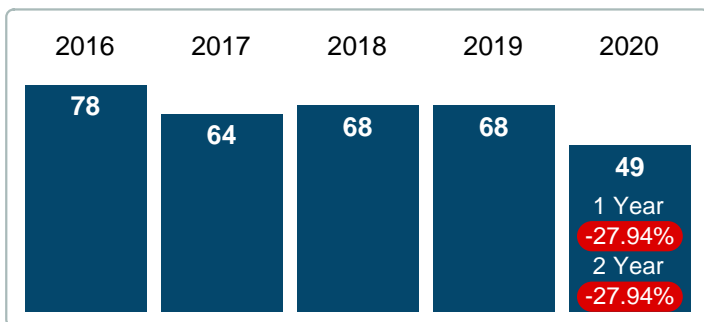
Area Delimited by County Of Mayes - Residential Property Type



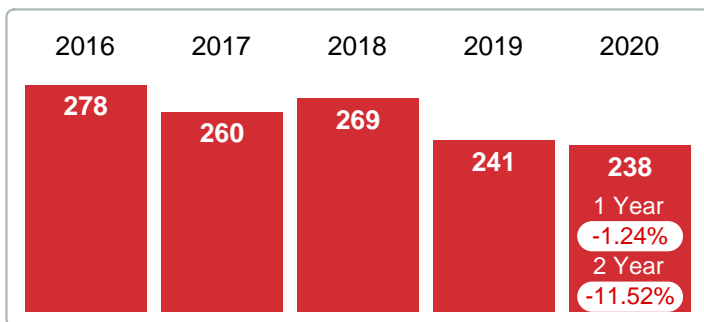
## NEW LISTINGS

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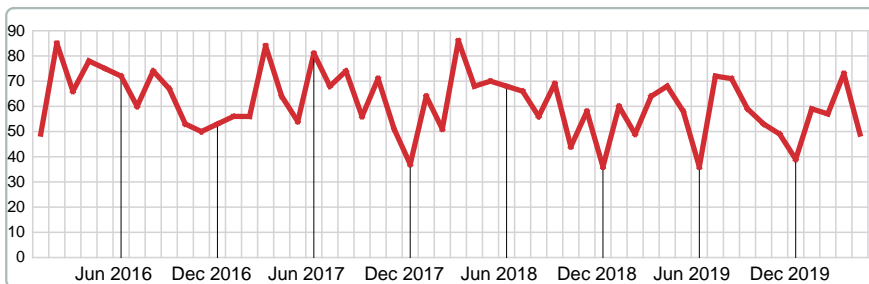
### APRIL



### YEAR TO DATE (YTD)

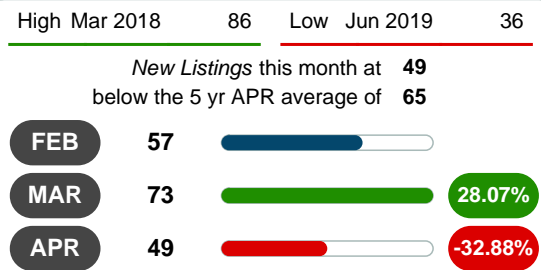


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>49</b>		<b>10</b>	<b>29</b>	<b>9</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,659,148</b>	<b>100%</b>	<b>1.41M</b>	<b>5.40M</b>	<b>3.42M</b>	<b>429.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$174,500</b>		<b>\$103,950</b>	<b>\$159,000</b>	<b>\$219,900</b>	<b>\$429,000</b>

# April 2020



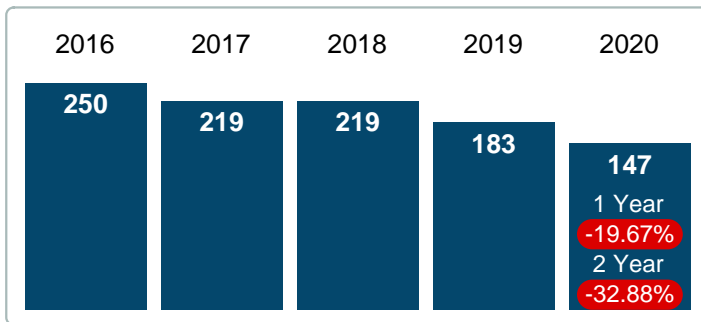
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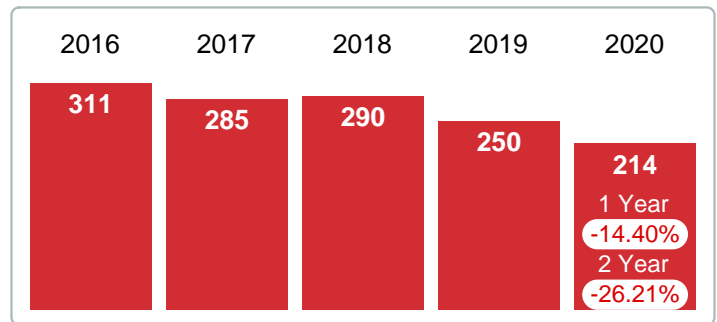
## ACTIVE INVENTORY

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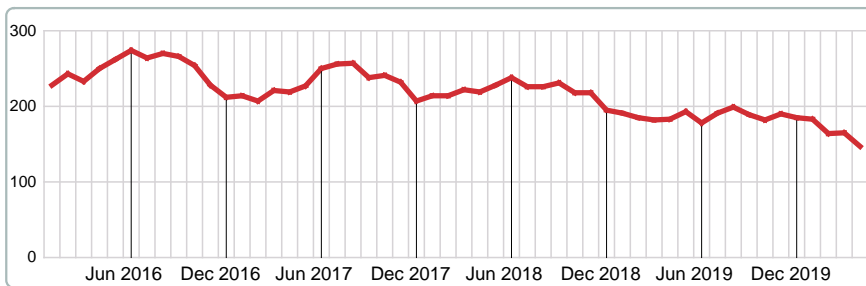
### END OF APRIL



### ACTIVE DURING APRIL

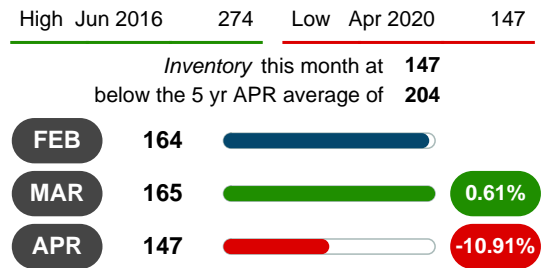


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 204



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	6.12%	74.0	5	3	1	0
\$50,001 - \$100,000	22	14.97%	61.0	6	16	0	0
\$100,001 - \$125,000	16	10.88%	57.5	1	14	1	0
\$125,001 - \$225,000	40	27.21%	51.5	7	26	7	0
\$225,001 - \$300,000	22	14.97%	46.5	3	15	4	0
\$300,001 - \$650,000	23	15.65%	64.0	8	7	7	1
\$650,001 and up	15	10.20%	92.0	0	2	6	7
<b>Total Active Inventory by Units</b>	<b>147</b>			<b>30</b>	<b>83</b>	<b>26</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>47,383,103</b>	<b>100%</b>	<b>57.0</b>	<b>5.66M</b>	<b>15.95M</b>	<b>10.22M</b>	<b>15.56M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$184,900</b>			<b>\$154,000</b>	<b>\$159,000</b>	<b>\$289,500</b>	<b>\$910,000</b>

# April 2020



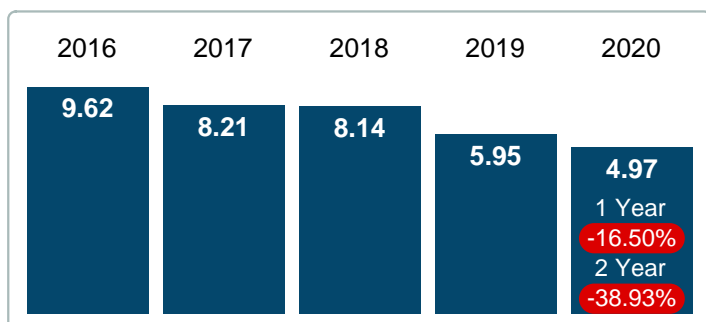
Area Delimited by County Of Mayes - Residential Property Type



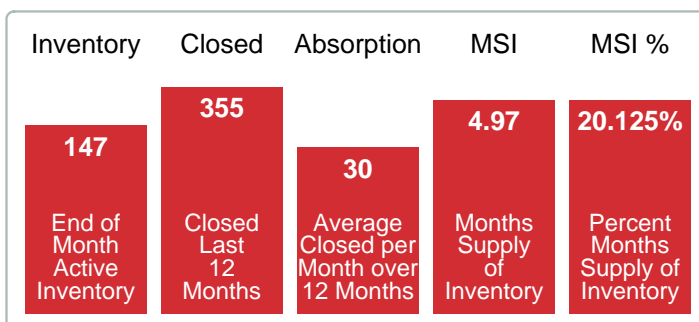
## MONTHS SUPPLY of INVENTORY (MSI)

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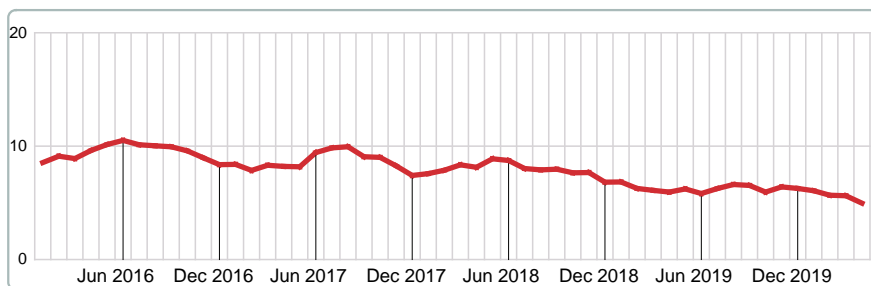
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

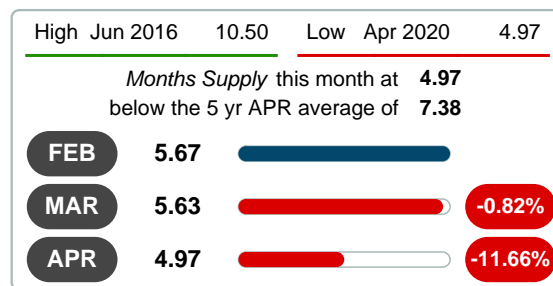


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		100%	4.97	30	83	26	8

# April 2020



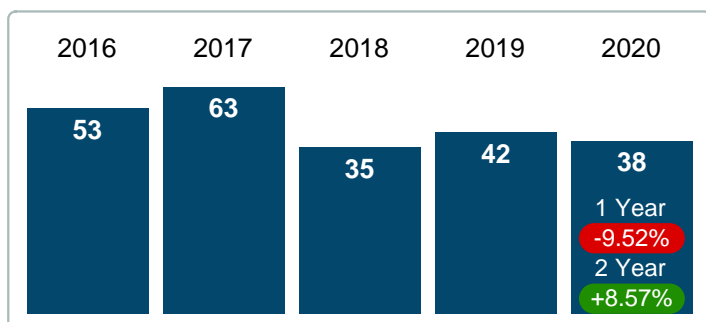
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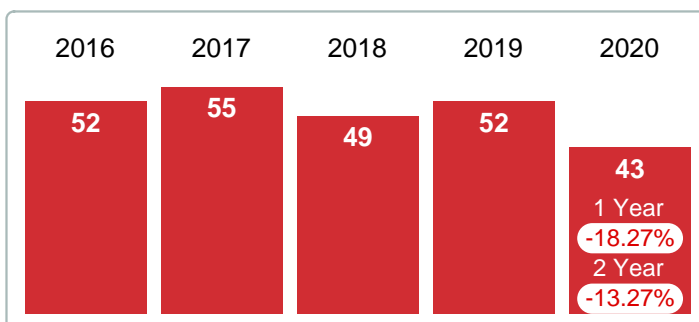
## MEDIAN DAYS ON MARKET TO SALE

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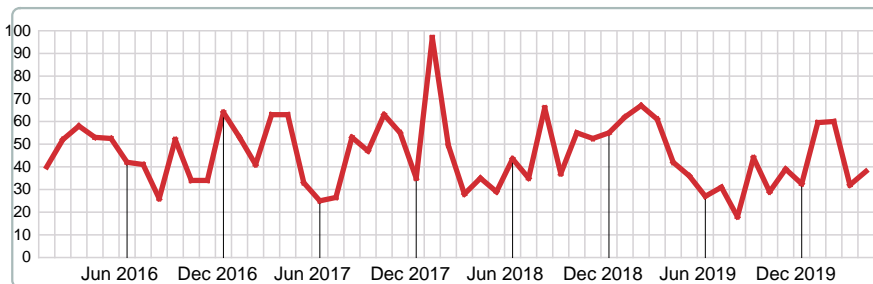
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 46

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 38 below the 5 yr APR average of 46



### 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	7.69%	41	70	26	0	0
\$60,001 - \$80,000	15.38%	20	30	6	0	0
\$80,001 - \$90,000	5.13%	28	28	28	0	0
\$90,001 - \$130,000	30.77%	57	72	73	14	0
\$130,001 - \$160,000	17.95%	71	71	72	9	0
\$160,001 - \$250,000	15.38%	16	0	22	16	0
\$250,001 and up	7.69%	38	38	0	62	0
Median Closed DOM		38	38	43	21	0
Total Closed Units	100%	39	9	23	7	
Total Closed Volume		5,635,600	1.15M	2.72M	1.76M	0.00B



# April 2020



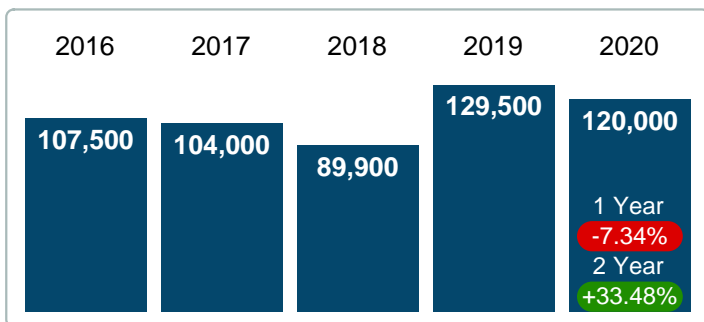
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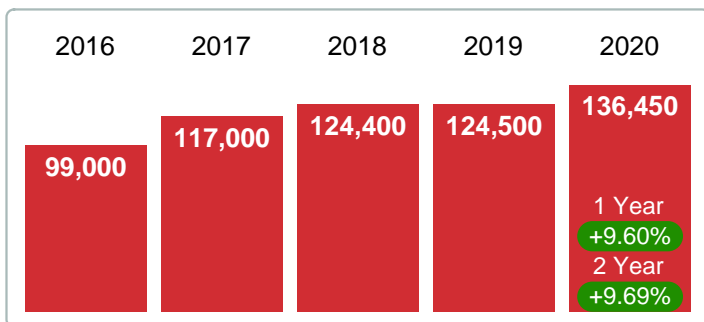
## MEDIAN LIST PRICE AT CLOSING

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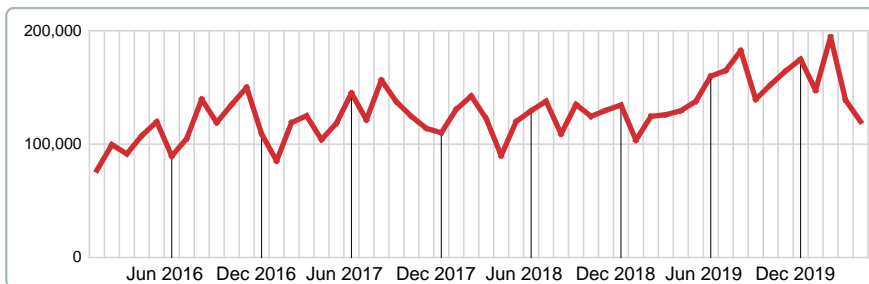
### APRIL



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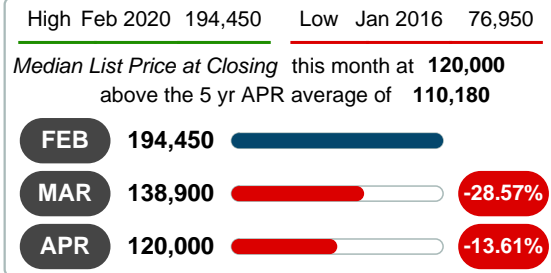


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 110,180



### 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	7.69%	39,000	37,000	42,000	0	0
\$60,001 - \$80,000	12.82%	74,900	75,000	67,450	0	0
\$80,001 - \$90,000	10.26%	85,750	84,500	87,000	0	0
\$90,001 - \$130,000	23.08%	108,500	105,900	116,400	95,000	0
\$130,001 - \$160,000	23.08%	137,500	136,000	143,700	137,500	0
\$160,001 - \$250,000	15.38%	182,200	0	172,200	199,250	0
\$250,001 and up	7.69%	520,000	520,000	0	550,000	0
<b>Median List Price</b>		<b>120,000</b>	<b>84,500</b>	<b>120,000</b>	<b>189,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>120,000</b>	<b>9</b>	<b>23</b>	<b>7</b>	
<b>Total Closed Volume</b>		<b>5,865,150</b>	<b>1.25M</b>	<b>2.79M</b>	<b>1.83M</b>	<b>0.00B</b>



# April 2020



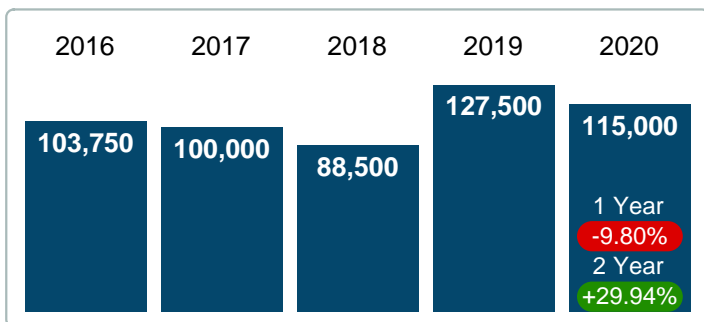
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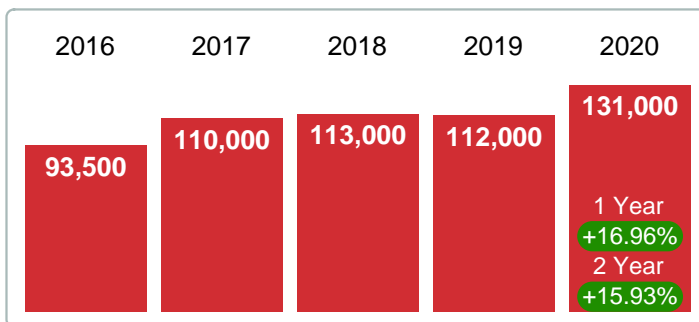
## MEDIAN SOLD PRICE AT CLOSING

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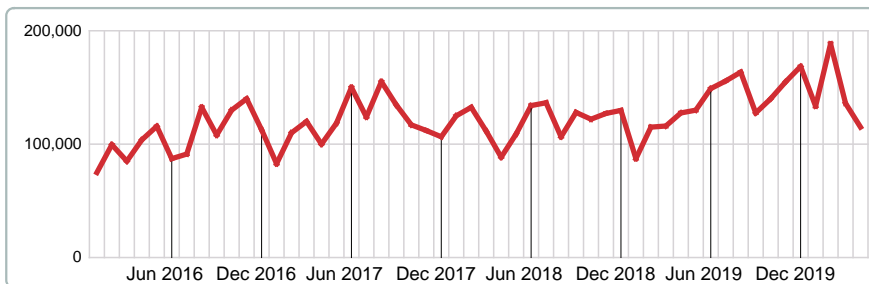
### APRIL



### YEAR TO DATE (YTD)

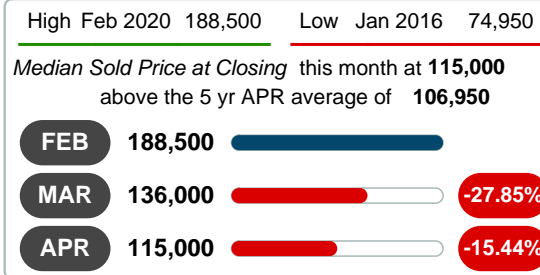


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 106,950



### 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	7.69%	31,000	37,000	30,500	0	0
\$60,001 - \$80,000	15.38%	74,200	74,900	73,500	0	0
\$80,001 - \$90,000	5.13%	84,500	84,500	84,500	0	0
\$90,001 - \$130,000	30.77%	110,000	115,500	115,000	96,500	0
\$130,001 - \$160,000	17.95%	138,500	132,000	139,000	138,500	0
\$160,001 - \$250,000	15.38%	177,500	0	172,250	193,650	0
\$250,001 and up	7.69%	450,000	450,000	0	522,500	0
<b>Median Sold Price</b>		<b>115,000</b>	<b>84,500</b>	<b>115,000</b>	<b>182,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>115,000</b>	<b>9</b>	<b>23</b>	<b>7</b>	
<b>Total Closed Volume</b>		<b>5,635,600</b>	<b>1.15M</b>	<b>2.72M</b>	<b>1.76M</b>	<b>0.00B</b>

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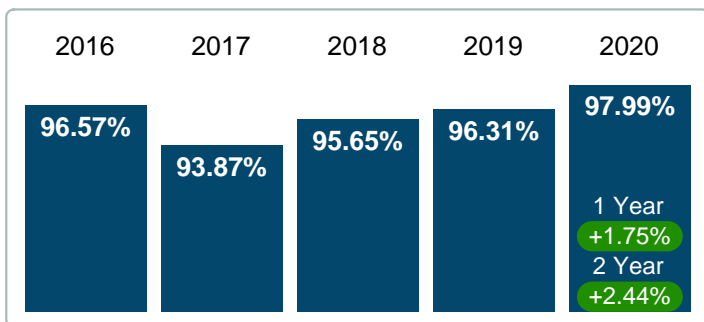
Area Delimited by County Of Mayes - Residential Property Type



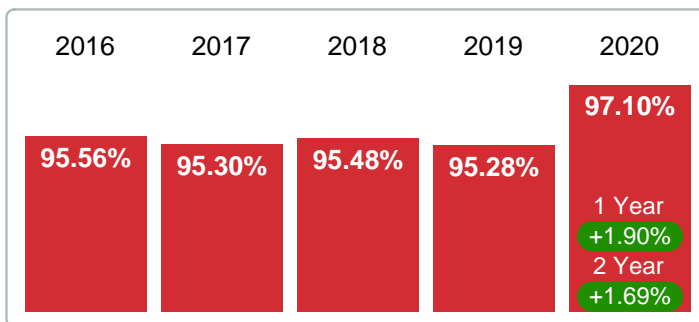
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

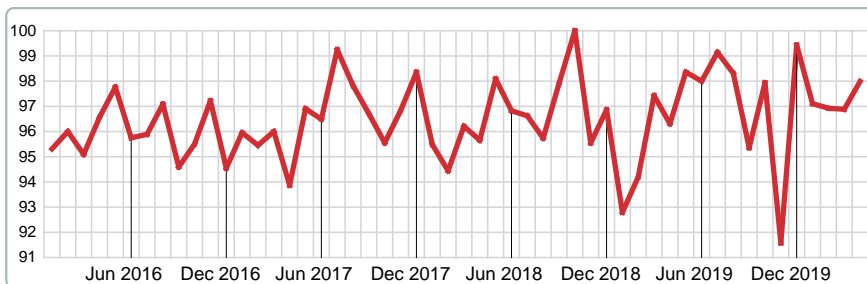
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

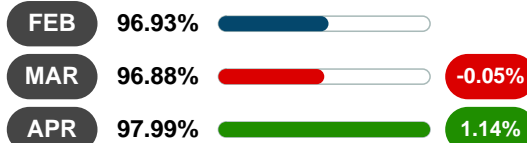


### 3 MONTHS

5 year APR AVG = 96.08%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.99%**  
above the 5 yr APR average of **96.08%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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	3	7.69%	79.49%	100.00%	73.08%	0.00%	0.00%
\$60,001 - \$80,000	6	15.38%	94.63%	93.87%	95.38%	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%	97.69%	95.94%	97.69%	101.59%	0.00%
\$130,001 - \$160,000	7	17.95%	100.00%	96.35%	100.00%	100.73%	0.00%
\$160,001 - \$250,000	6	15.38%	99.31%	0.00%	100.00%	97.15%	0.00%
\$250,001 and up	3	7.69%	93.53%	86.54%	0.00%	95.53%	0.00%
Median Sold/List Ratio		97.99%		96.32%	98.63%	97.99%	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



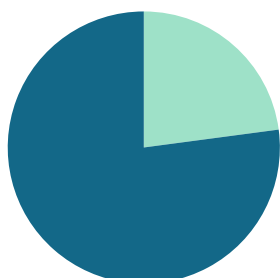
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

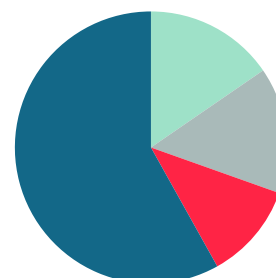


**Inventory**  
 New Listings  
**49 = 22.90%**  
 Start Inventory  
**165**  
 Total Inventory Units  
**214**  
 Volume  
**\$63,341,651**

### 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%
Median List Price	129,500	120,000	-7.34%	124,500	136,450	9.60%
Median Sale Price	127,500	115,000	-9.80%	112,000	131,000	16.96%
Median Percent of Selling Price to List Price	96.31%	97.99%	1.75%	95.28%	97.10%	1.90%
Median Days on Market to Sale	42.00	38.00	-9.52%	52.00	42.50	-18.27%
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

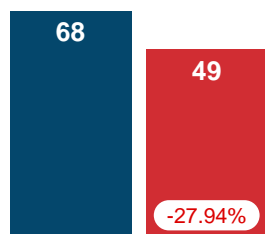
**Inventory** on April 30, 2020 = **147**

**2019** **2020**

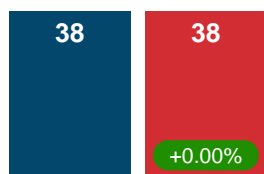
### APRIL MARKET

### MEDIAN PRICES

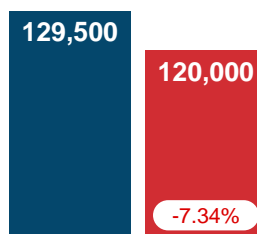
#### New Listings



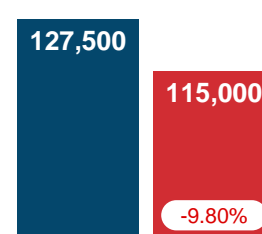
#### Pending Listings



#### List Price



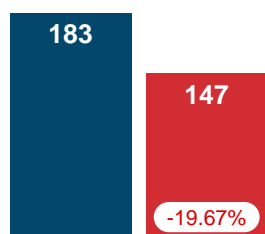
#### Sale Price



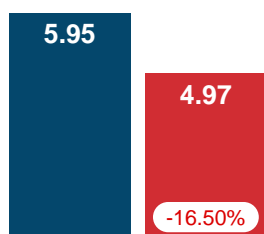
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

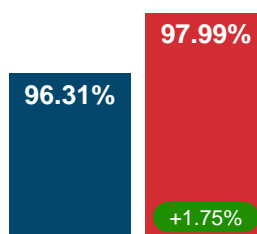
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

