

# August 2020



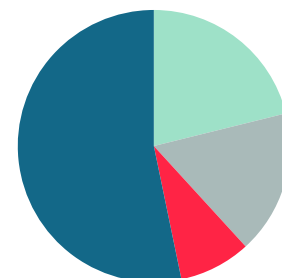
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	32	52	62.50%
Pending Listings	30	42	40.00%
New Listings	71	71	0.00%
Average List Price	199,347	161,154	-19.16%
Average Sale Price	187,718	155,869	-16.97%
Average Percent of Selling Price to List Price	95.84%	96.44%	0.63%
Average Days on Market to Sale	45.09	51.15	13.44%
End of Month Inventory	199	131	-34.17%
Months Supply of Inventory	6.61	3.92	-40.74%



■ Closed (21.14%)  
■ Pending (17.07%)  
■ Other OffMarket (8.54%)  
■ Active (53.25%)

**Absorption:** Last 12 months, an Average of **33** Sales/Month  
**Active Inventory** as of August 31, 2020 = **131**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **34.17%** to 131 existing homes available for sale. Over the last 12 months this area has had an average of 33 closed sales per month. This represents an unsold inventory index of **3.92** 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 **16.97%** in August 2020 to \$155,869 versus the previous year at \$187,718.

#### Average Days on Market Lengthens

The average number of **51.15** days that homes spent on the market before selling increased by 6.06 days or **13.44%** in August 2020 compared to last year's same month at **45.09** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 71 New Listings in August 2020, down **0.00%** from last year at 71. Furthermore, there were 52 Closed Listings this month versus last year at 32, a **62.50%** increase.

Closed versus Listed trends yielded a **73.2%** ratio, up from previous year's, August 2019, at **45.1%**, a **62.50%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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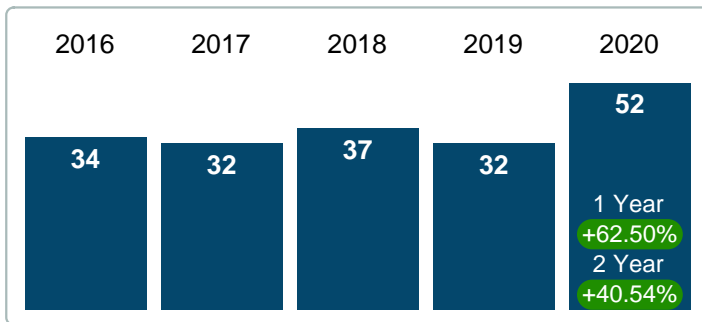
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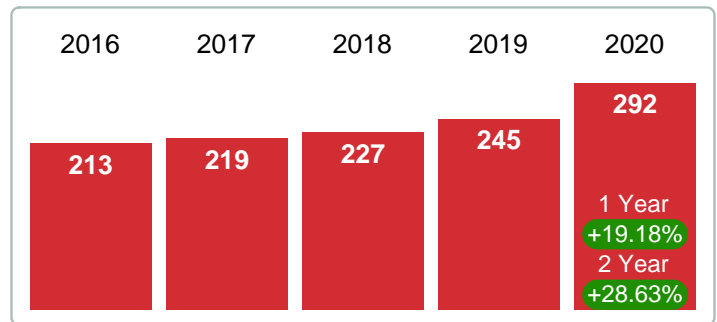
## CLOSED LISTINGS

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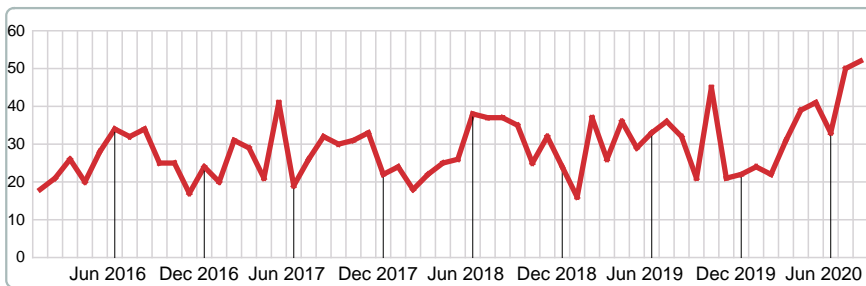
### AUGUST



### YEAR TO DATE (YTD)

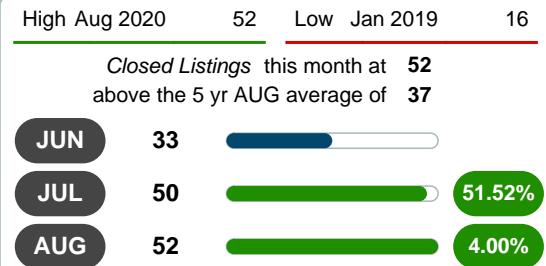


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 37



### 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	3.85%	47.5	2	0	0	0
\$50,001 - \$75,000	4	7.69%	42.5	1	3	0	0
\$75,001 - \$125,000	12	23.08%	54.8	2	10	0	0
\$125,001 - \$150,000	13	25.00%	30.8	4	8	1	0
\$150,001 - \$200,000	9	17.31%	42.6	2	5	2	0
\$200,001 - \$225,000	3	5.77%	35.0	0	2	1	0
\$225,001 and up	9	17.31%	94.3	2	6	1	0
<b>Total Closed Units</b>	<b>52</b>			<b>13</b>	<b>34</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,105,200</b>	<b>100%</b>	<b>51.2</b>	<b>1.89M</b>	<b>5.31M</b>	<b>913.40K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$155,869</b>			<b>\$145,000</b>	<b>\$156,082</b>	<b>\$182,680</b>	<b>\$0</b>

# August 2020



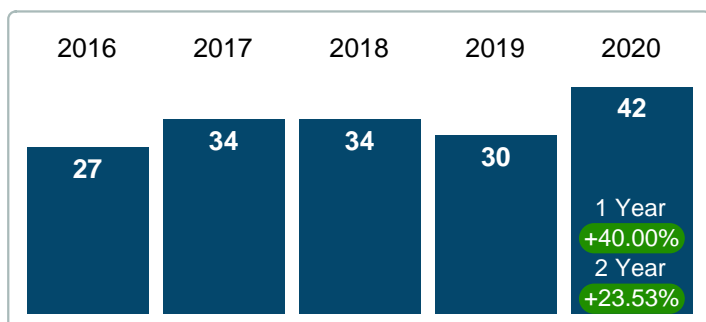
Area Delimited by County Of Mayes - Residential Property Type



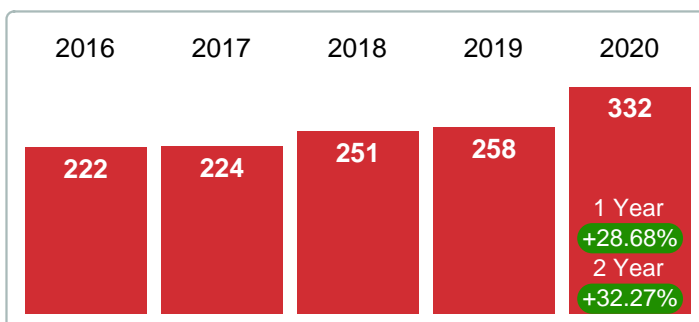
## PENDING LISTINGS

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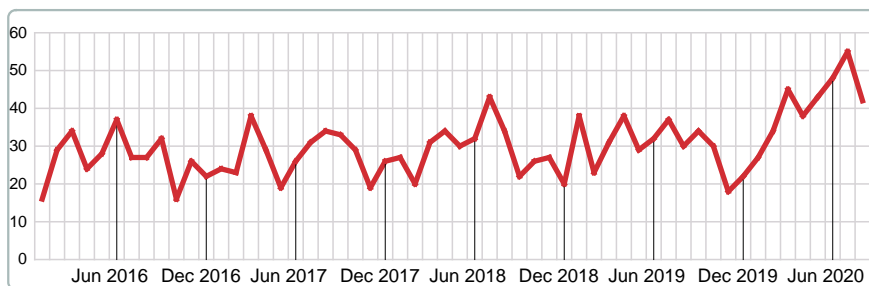
### AUGUST



### YEAR TO DATE (YTD)

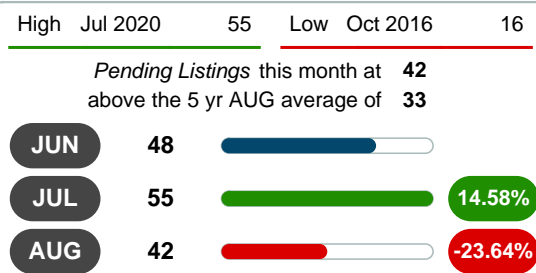


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG 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
\$50,000 and less	3	7.14%	106.0	2	1	0	0
\$50,001 - \$100,000	7	16.67%	66.4	2	4	1	0
\$100,001 - \$125,000	4	9.52%	82.5	0	4	0	0
\$125,001 - \$175,000	10	23.81%	40.1	1	8	1	0
\$175,001 - \$250,000	8	19.05%	39.0	1	5	2	0
\$250,001 - \$400,000	5	11.90%	57.2	1	2	2	0
\$400,001 and up	5	11.90%	61.0	0	4	0	1
<b>Total Pending Units</b>	<b>42</b>			<b>7</b>	<b>28</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,762,010</b>	<b>100%</b>	<b>58.7</b>	<b>949.16K</b>	<b>5.58M</b>	<b>1.23M</b>	<b>999.90K</b>
<b>Average Listing Price</b>	<b>\$209,195</b>			<b>\$135,594</b>	<b>\$199,220</b>	<b>\$205,800</b>	<b>\$999,900</b>

# August 2020



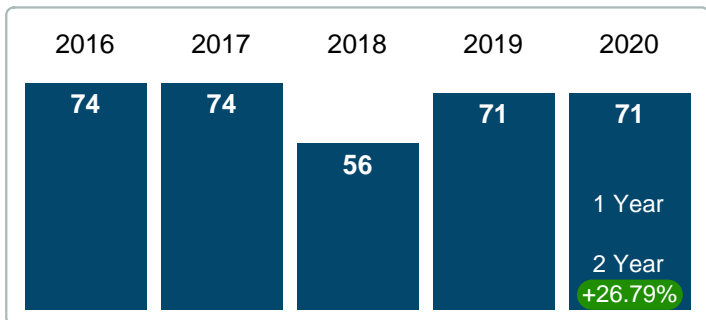
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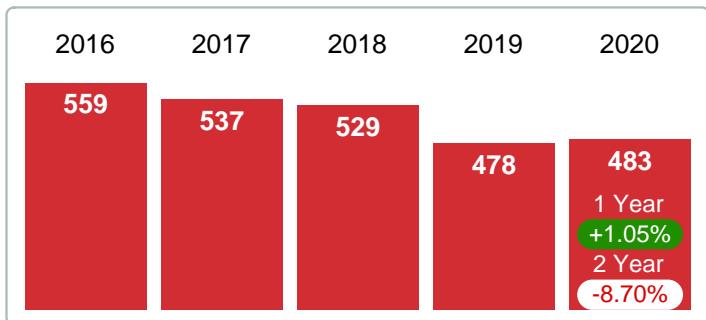
## NEW LISTINGS

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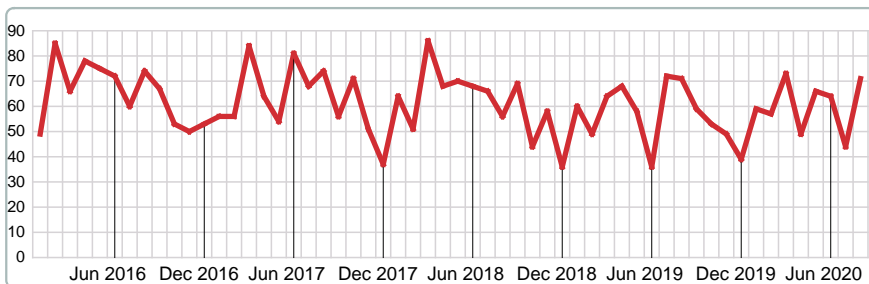
### AUGUST



### YEAR TO DATE (YTD)

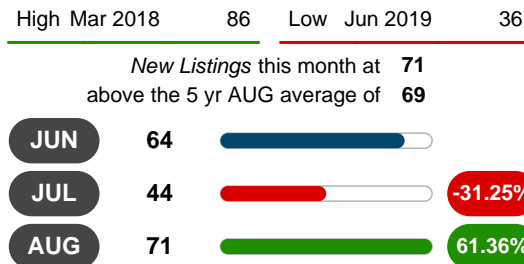


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 69



### 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	6	8.45%	3	3	0	0
\$75,001 - \$125,000	9	12.68%	3	6	0	0
\$125,001 - \$150,000	7	9.86%	0	6	0	1
\$150,001 - \$275,000	21	29.58%	3	13	5	0
\$275,001 - \$350,000	12	16.90%	0	10	2	0
\$350,001 - \$725,000	8	11.27%	1	3	3	1
\$725,001 and up	8	11.27%	0	3	2	3
<b>Total New Listed Units</b>	<b>71</b>		<b>10</b>	<b>44</b>	<b>12</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>23,478,795</b>	<b>100%</b>	<b>1.55M</b>	<b>11.68M</b>	<b>6.88M</b>	<b>3.38M</b>
<b>Average New Listed Listing Price</b>	<b>\$258,475</b>		<b>\$154,590</b>	<b>\$265,454</b>	<b>\$573,158</b>	<b>\$675,000</b>

# August 2020



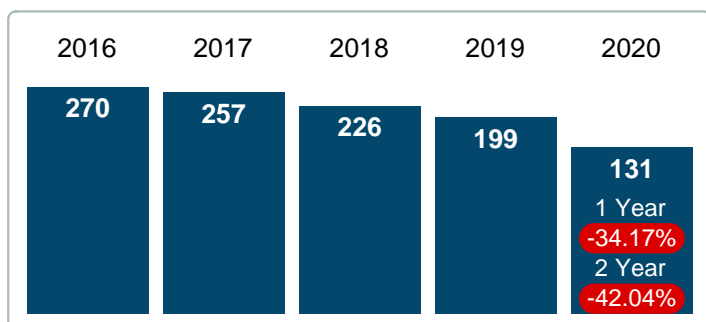
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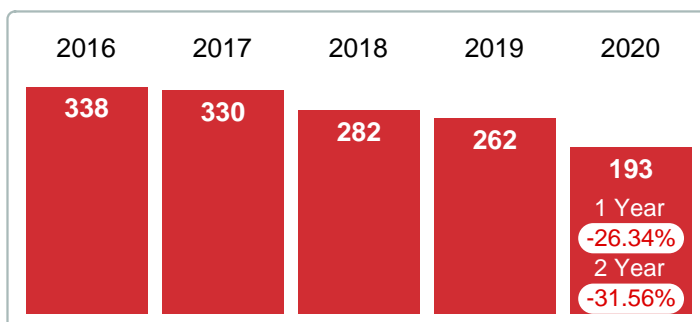
## ACTIVE INVENTORY

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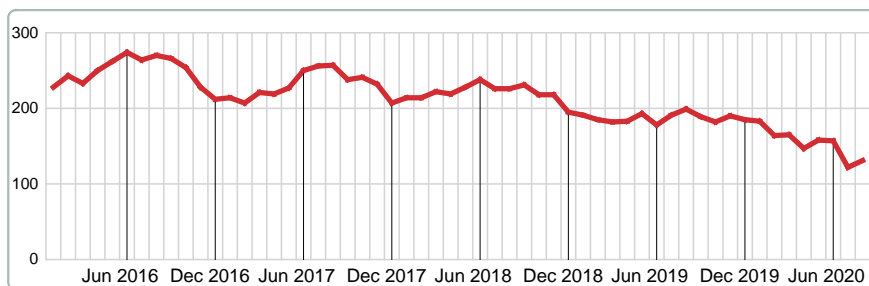
### END OF AUGUST



### ACTIVE DURING AUGUST

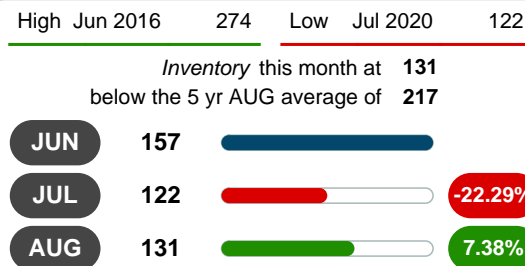


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 217



### 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	7	5.34%	96.9	3	4	0	0
\$50,001 - \$75,000	8	6.11%	49.5	3	5	0	0
\$75,001 - \$150,000	32	24.43%	61.7	7	22	2	1
\$150,001 - \$300,000	32	24.43%	56.6	5	23	4	0
\$300,001 - \$400,000	22	16.79%	51.8	1	10	11	0
\$400,001 - \$725,000	16	12.21%	53.2	1	8	5	2
\$725,001 and up	14	10.69%	82.6	0	3	4	7
Total Active Inventory by Units	131			20	75	26	10
Total Active Inventory by Volume	48,740,595	100%	61.1	2.71M	18.08M	13.36M	14.59M
Average Active Inventory Listing Price	\$372,066			\$135,310	\$241,063	\$514,027	\$1,459,000

# August 2020



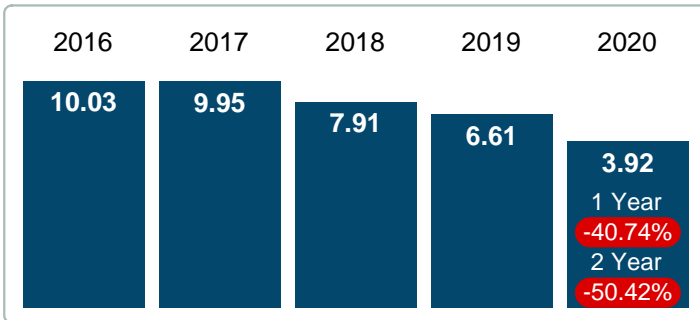
Area Delimited by County Of Mayes - Residential Property Type



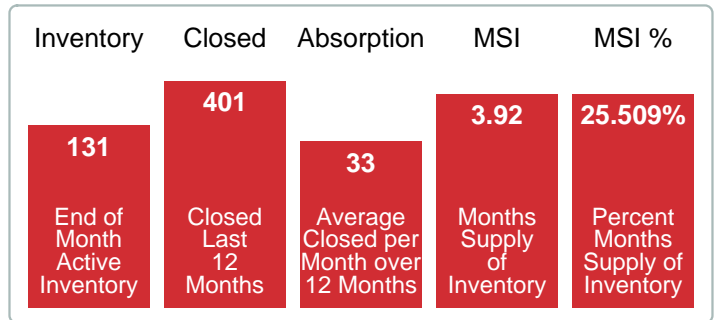
## MONTHS SUPPLY of INVENTORY (MSI)

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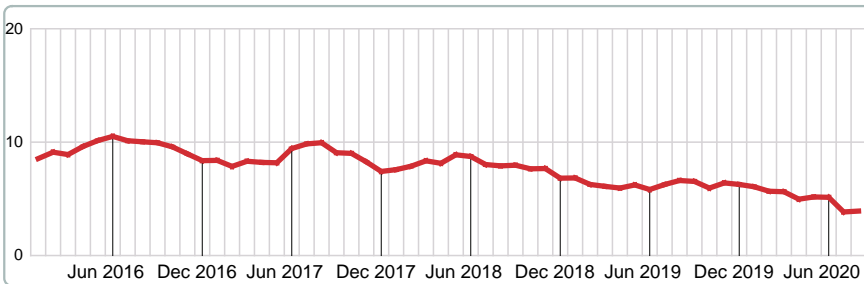
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020



### 5 YEAR MARKET ACTIVITY TRENDS

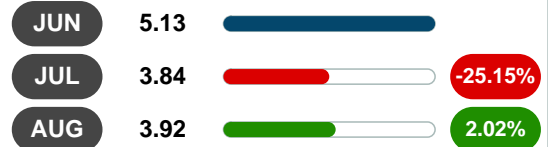


### 3 MONTHS

5 year AUG AVG = 7.68

High Jun 2016 10.50 Low Jul 2020 3.84

Months Supply this month at 3.92 below the 5 yr AUG average of 7.68



### 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	7	5.34%	2.05	1.71	2.82	0.00	0.00
\$50,001 - \$75,000	8	6.11%	3.00	2.25	3.75	0.00	0.00
\$75,001 - \$150,000	32	24.43%	2.51	4.20	2.26	1.50	0.00
\$150,001 - \$300,000	32	24.43%	2.69	5.00	2.88	1.55	0.00
\$300,001 - \$400,000	22	16.79%	20.31	12.00	24.00	22.00	0.00
\$400,001 - \$725,000	16	12.21%	12.00	6.00	12.00	15.00	12.00
\$725,001 and up	14	10.69%	56.00	0.00	36.00	0.00	42.00
Market Supply of Inventory (MSI)	3.92			3.33	3.46	5.20	13.33
Total Active Inventory by Units	131	100%	3.92	20	75	26	10

# August 2020



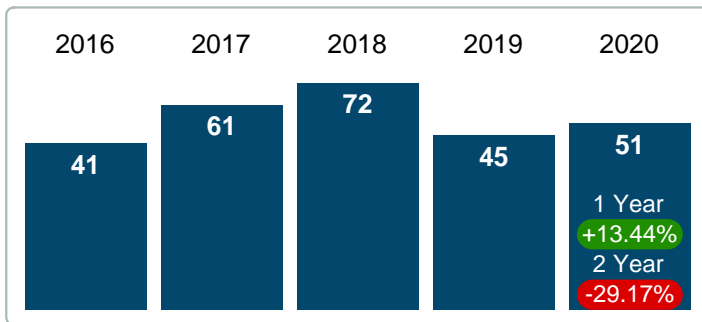
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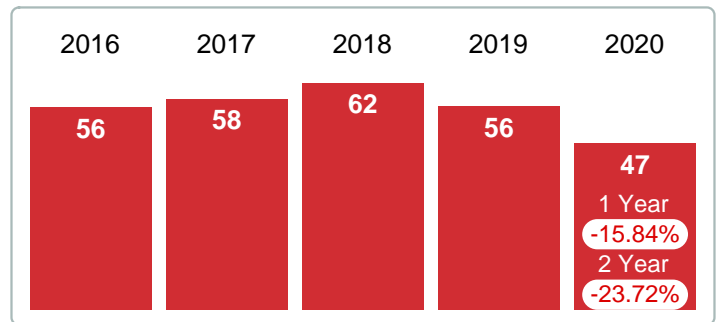
## AVERAGE DAYS ON MARKET TO SALE

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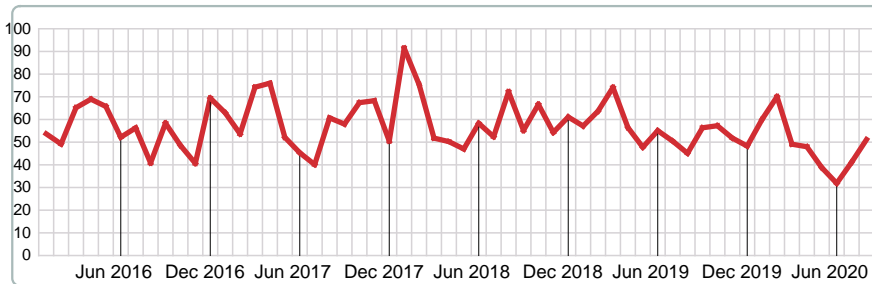
### AUGUST



### YEAR TO DATE (YTD)

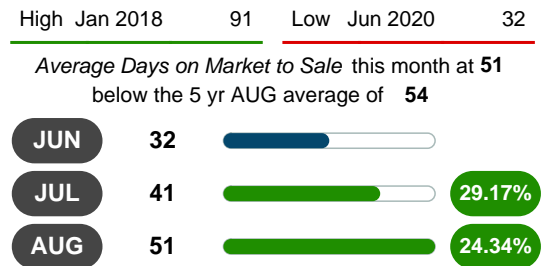


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 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	3.85%	48	48	0	0	0
\$50,001 - \$75,000	7.69%	43	38	44	0	0
\$75,001 - \$125,000	23.08%	55	17	62	0	0
\$125,001 - \$150,000	25.00%	31	37	27	33	0
\$150,001 - \$200,000	17.31%	43	84	26	42	0
\$200,001 - \$225,000	5.77%	35	0	11	83	0
\$225,001 and up	17.31%	94	113	75	172	0
<b>Average Closed DOM</b>		<b>51</b>	<b>55</b>	<b>46</b>	<b>74</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>51</b>	<b>13</b>	<b>34</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,105,200</b>	<b>1.89M</b>	<b>5.31M</b>	<b>913.40K</b>	<b>0.00B</b>

# August 2020



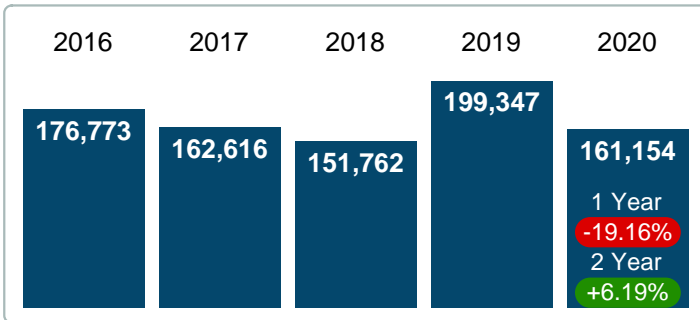
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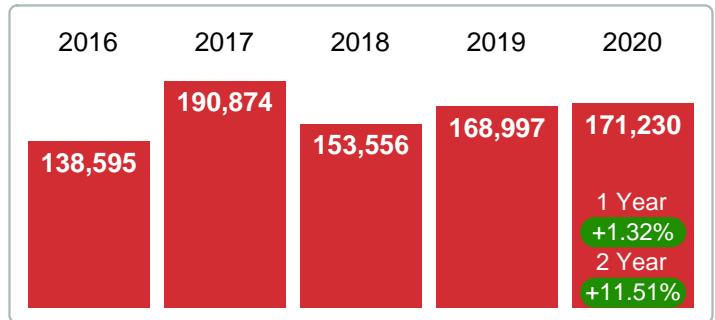
## AVERAGE LIST PRICE AT CLOSING

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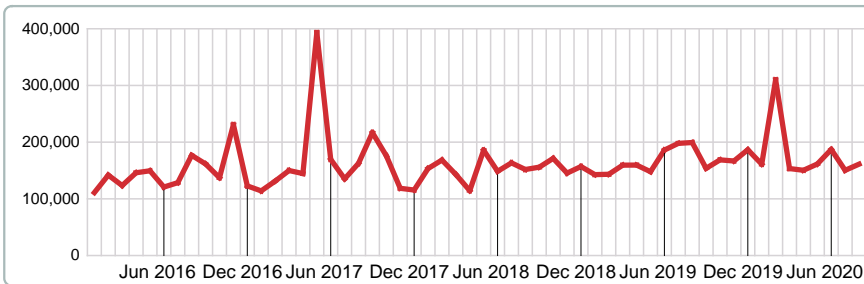
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

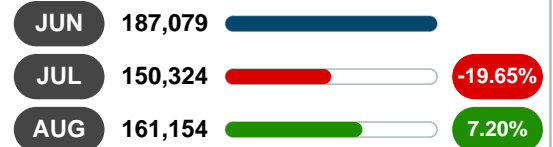


### 3 MONTHS

5 year AUG AVG = 170,330

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

Average List Price at Closing this month at **161,154**  
below the 5 yr AUG average of **170,330**



### 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	1	1.92%	25,000	39,750	0	0	0
\$50,001 - \$75,000	4	7.69%	63,350	64,000	71,300	0	0
\$75,001 - \$125,000	13	25.00%	93,100	82,500	96,630	0	0
\$125,001 - \$150,000	11	21.15%	139,386	142,750	141,481	142,900	0
\$150,001 - \$200,000	11	21.15%	172,705	176,680	179,000	169,450	0
\$200,001 - \$225,000	2	3.85%	212,250	0	228,500	204,500	0
\$225,001 and up	10	19.23%	303,380	392,500	294,467	245,000	0
Average List Price			161,154	155,220	159,731	186,260	0
Total Closed Units		100%	161,154	13	34	5	
Total Closed Volume			8,380,010	2.02M	5.43M	931.30K	0.00B



# August 2020



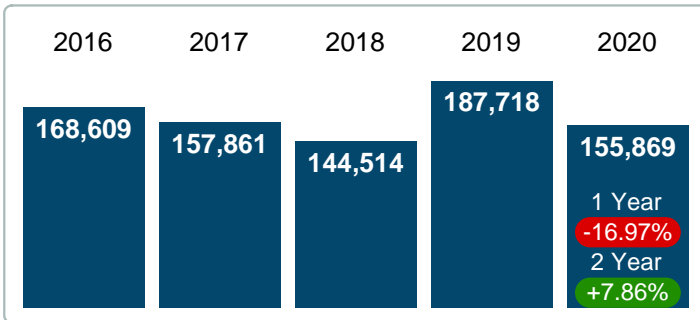
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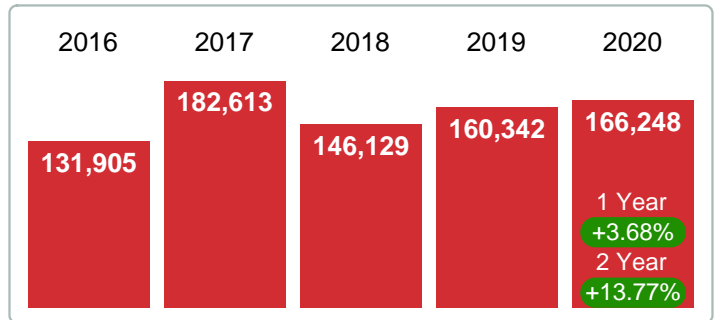
## AVERAGE SOLD PRICE AT CLOSING

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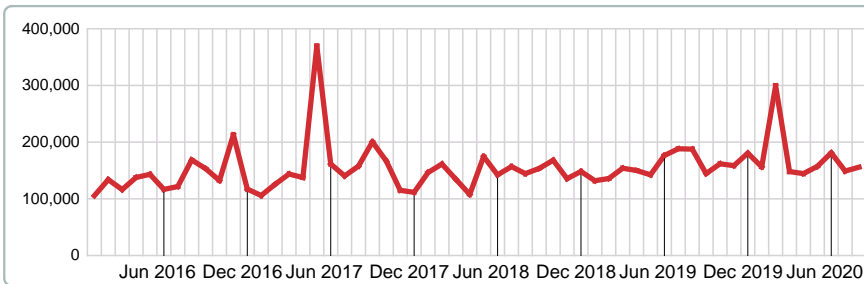
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

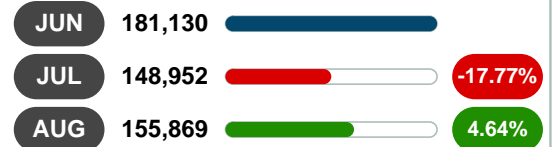


### 3 MONTHS

5 year AUG AVG = 162,914

High May 2017 369,501 Low Jan 2016 105,578

Average Sold Price at Closing this month at **155,869**  
 below the 5 yr AUG average of **162,914**



### 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	3.85%	32,500	32,500	0	0	0
\$50,001 - \$75,000	7.69%	63,750	64,000	63,667	0	0
\$75,001 - \$125,000	23.08%	92,158	82,500	94,090	0	0
\$125,001 - \$150,000	25.00%	140,031	140,000	140,300	138,000	0
\$150,001 - \$200,000	17.31%	172,544	157,000	180,000	169,450	0
\$200,001 - \$225,000	5.77%	212,167	0	217,500	201,500	0
\$225,001 and up	17.31%	296,611	358,500	286,250	235,000	0
<b>Average Sold Price</b>		<b>155,869</b>	<b>145,000</b>	<b>156,082</b>	<b>182,680</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>155,869</b>	<b>13</b>	<b>34</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,105,200</b>	<b>1.89M</b>	<b>5.31M</b>	<b>913.40K</b>	<b>0.00B</b>

# August 2020



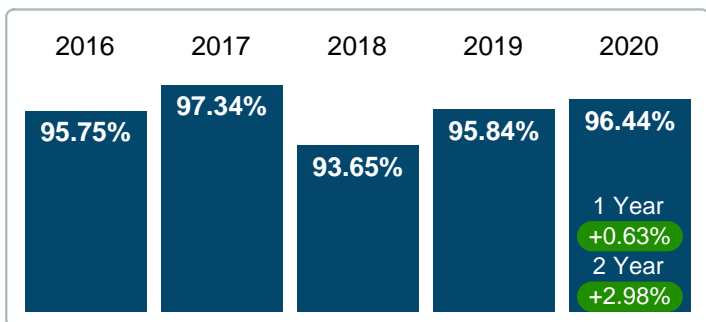
Area Delimited by County Of Mayes - Residential Property Type



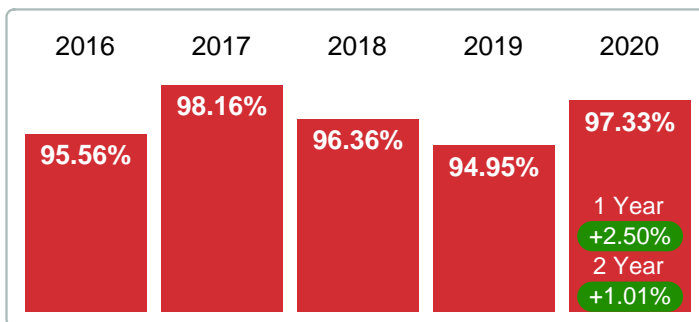
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

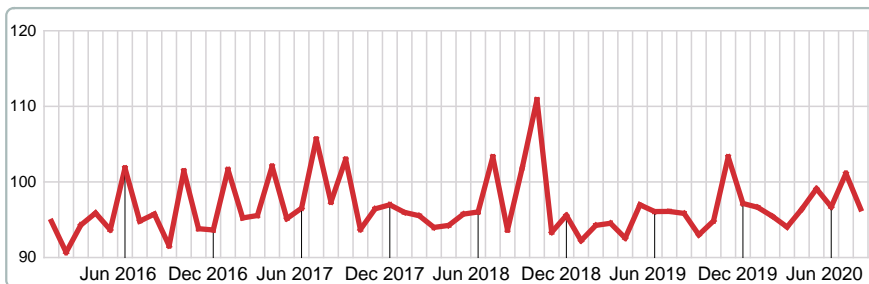
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

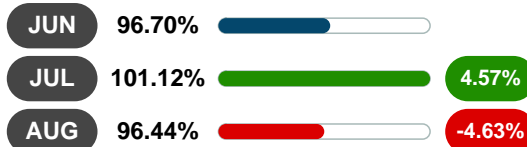


### 3 MONTHS

5 year AUG AVG = 95.80%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.44%**  
equal to 5 yr AUG average of **95.80%**



### 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	3.85%	76.95%	76.95%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	7.69%	92.41%	100.00%	89.88%	0.00%	0.00%
\$75,001 - \$125,000	12	23.08%	97.86%	100.00%	97.43%	0.00%	0.00%
\$125,001 - \$150,000	13	25.00%	98.72%	98.23%	99.23%	96.57%	0.00%
\$150,001 - \$200,000	9	17.31%	97.83%	88.89%	100.55%	100.00%	0.00%
\$200,001 - \$225,000	3	5.77%	96.42%	0.00%	95.36%	98.53%	0.00%
\$225,001 and up	9	17.31%	95.98%	92.37%	97.19%	95.92%	0.00%
Average Sold/List Ratio		96.40%		93.03%	97.48%	98.20%	0.00%
Total Closed Units		52	100%	13	34	5	
Total Closed Volume		8,105,200		1.89M	5.31M	913.40K	0.00B

# August 2020



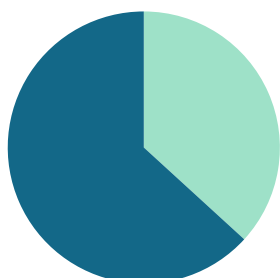
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

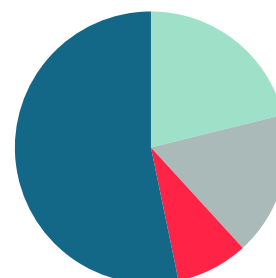


**Inventory**  
 New Listings  
**71 = 36.79%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**193**  
 Volume  
**\$63,441,295**

### Market Activity

Closed Sales  
**52 = 21.14%**  
 Pending Sales  
**42 = 17.07%**  
 Other Off Market  
**21 = 8.54%**  
 Active Inventory  
**131 = 53.25%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	32	52	62.50%	245	292	19.18%
Pending Sales	30	42	40.00%	258	332	28.68%
New Listings	71	71	0.00%	478	483	1.05%
Average List Price	199,347	161,154	-19.16%	168,997	171,230	1.32%
Average Sale Price	187,718	155,869	-16.97%	160,342	166,248	3.68%
Average Percent of Selling Price to List Price	95.84%	96.44%	0.63%	94.95%	97.33%	2.50%
Average Days on Market to Sale	45.09	51.15	13.44%	55.89	47.03	-15.84%
Monthly Inventory	199	131	-34.17%	199	131	-34.17%
Months Supply of Inventory	6.61	3.92	-40.74%	6.61	3.92	-40.74%

**Absorption:** Last 12 months, an Average of **33** Sales/Month

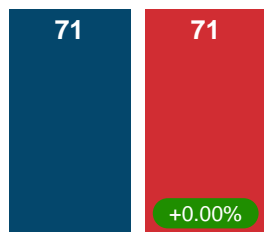
**Inventory** on August 31, 2020 = **131**

**2019** **2020**

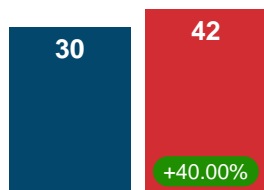
### AUGUST MARKET

### AVERAGE PRICES

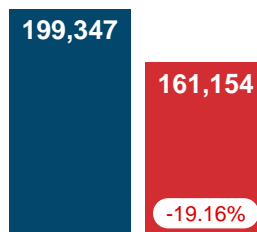
#### New Listings



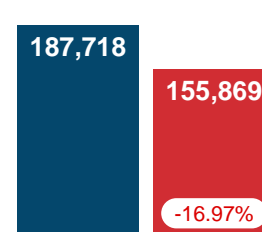
#### Pending Listings



#### List Price



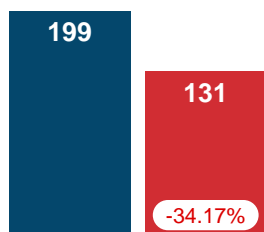
#### Sale Price



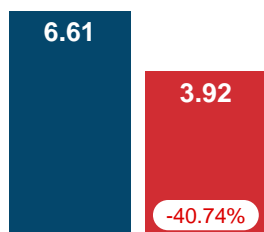
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

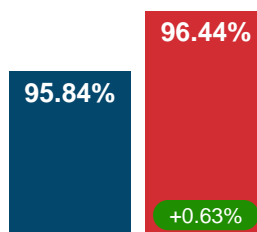
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

