

# August 2020



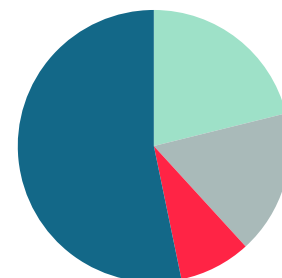
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	182,450	143,950	-21.10%
Median Sale Price	163,500	142,500	-12.84%
Median Percent of Selling Price to List Price	98.31%	98.87%	0.57%
Median Days on Market to Sale	18.00	31.50	75.00%
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.

#### 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 **12.84%** in August 2020 to \$142,500 versus the previous year at \$163,500.

#### Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 13.50 days or **75.00%** in August 2020 compared to last year's same month at **18.00** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Median 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>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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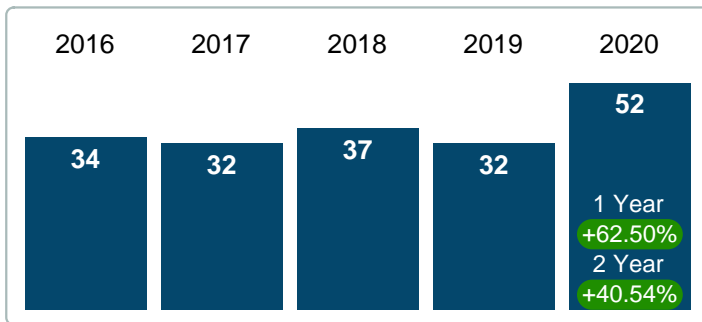
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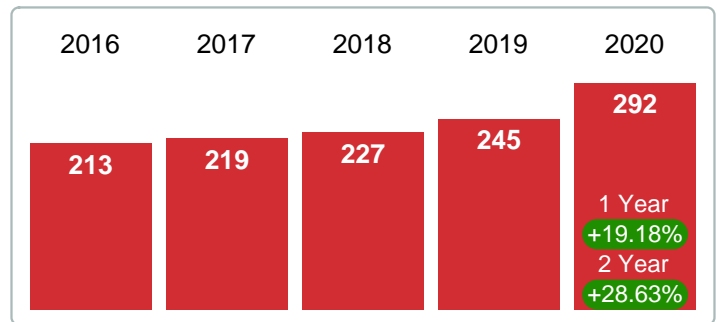
## CLOSED LISTINGS

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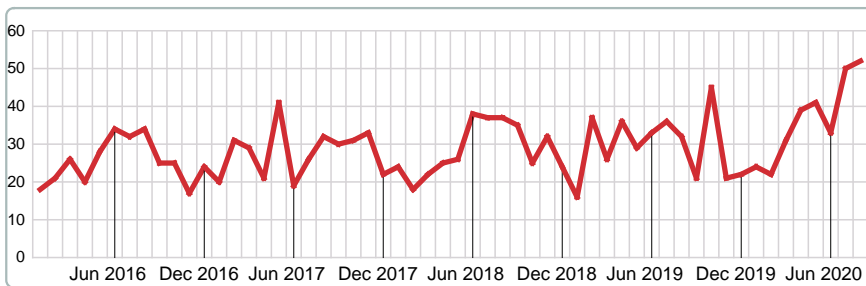
### AUGUST



### YEAR TO DATE (YTD)

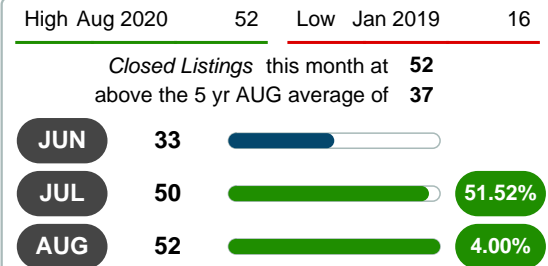


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 37



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	9.62%	38.0	3	2	0	0
\$70,001 - \$80,000	5	9.62%	16.0	1	4	0	0
\$80,001 - \$130,000	9	17.31%	38.0	2	7	0	0
\$130,001 - \$150,000	12	23.08%	20.5	3	8	1	0
\$150,001 - \$200,000	9	17.31%	24.0	2	5	2	0
\$200,001 - \$240,000	7	13.46%	70.0	0	5	2	0
\$240,001 and up	5	9.62%	112.0	2	3	0	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>31.5</b>	<b>1.89M</b>	<b>5.31M</b>	<b>913.40K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$142,500</b>			<b>\$137,000</b>	<b>\$139,500</b>	<b>\$179,900</b>	<b>\$0</b>

# August 2020



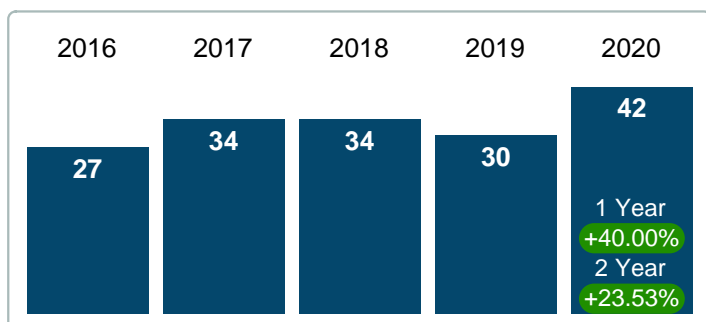
Area Delimited by County Of Mayes - Residential Property Type



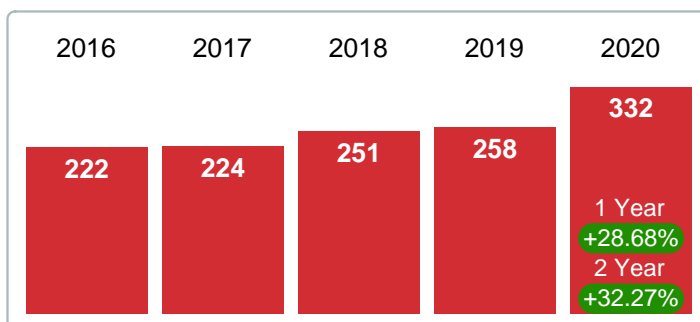
## PENDING LISTINGS

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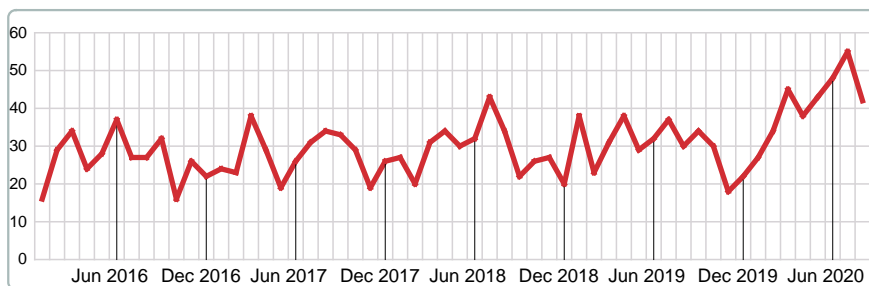
### AUGUST



### YEAR TO DATE (YTD)

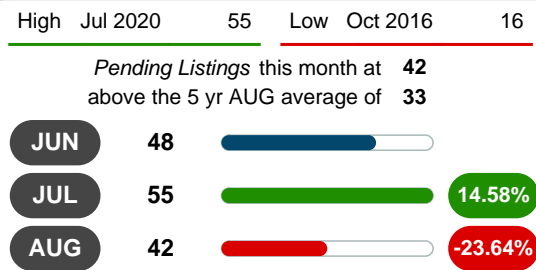


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 33



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.14%	91.0	2	1	0	0
\$50,001 - \$100,000	7	16.67%	69.0	2	4	1	0
\$100,001 - \$125,000	4	9.52%	74.0	0	4	0	0
\$125,001 - \$175,000	10	23.81%	24.0	1	8	1	0
\$175,001 - \$250,000	8	19.05%	8.5	1	5	2	0
\$250,001 - \$400,000	5	11.90%	30.0	1	2	2	0
\$400,001 and up	5	11.90%	53.0	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>46.5</b>	<b>949.16K</b>	<b>5.58M</b>	<b>1.23M</b>	<b>999.90K</b>
<b>Median Listing Price</b>	<b>\$164,400</b>			<b>\$85,000</b>	<b>\$143,500</b>	<b>\$212,450</b>	<b>\$999,900</b>

# August 2020



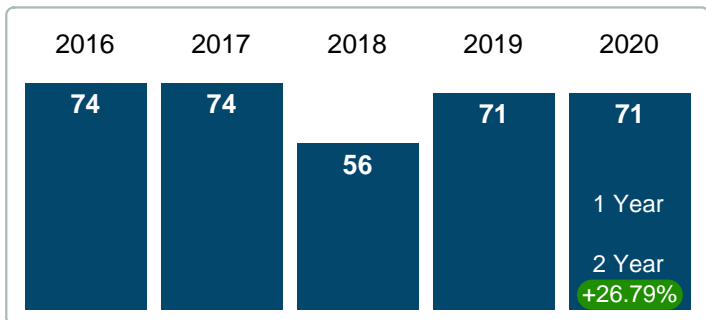
Area Delimited by County Of Mayes - Residential Property Type



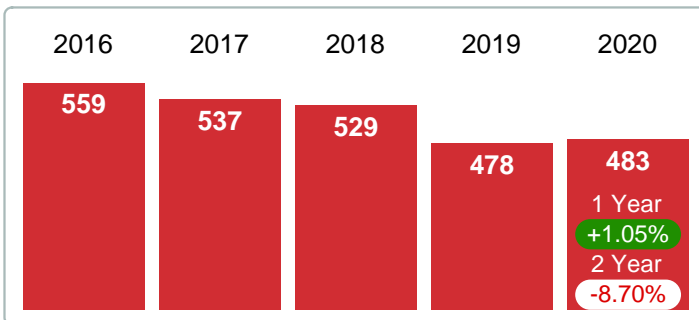
## NEW LISTINGS

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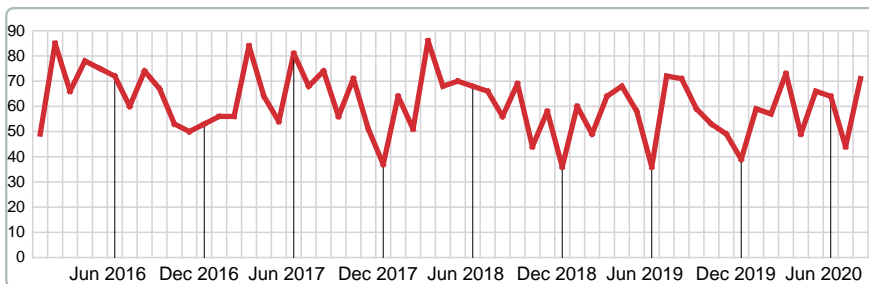
### AUGUST



### YEAR TO DATE (YTD)

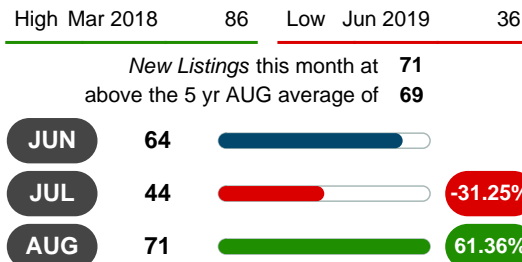


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$218,000</b>		<b>\$87,000</b>	<b>\$199,950</b>	<b>\$312,000</b>	<b>\$825,000</b>

# August 2020



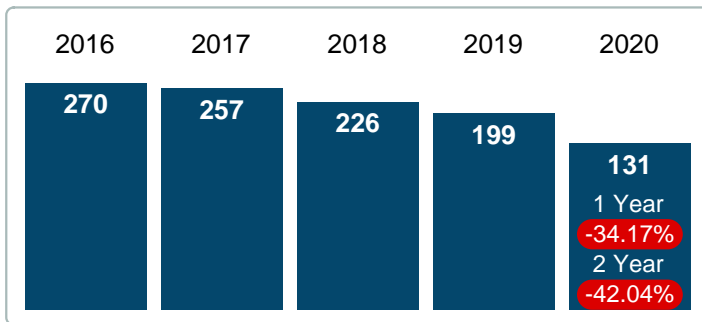
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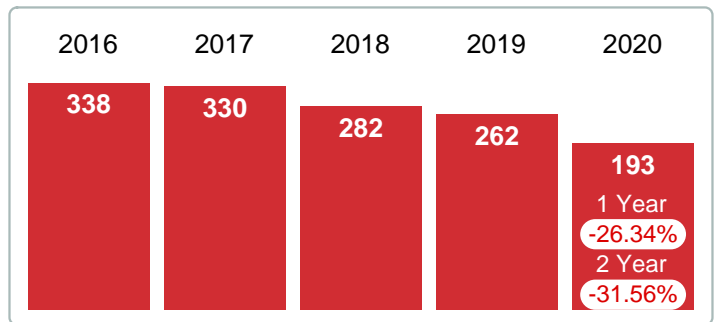
## ACTIVE INVENTORY

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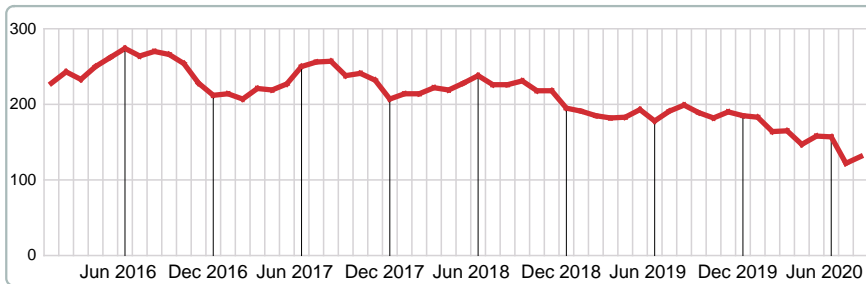
### END OF AUGUST



### ACTIVE DURING AUGUST

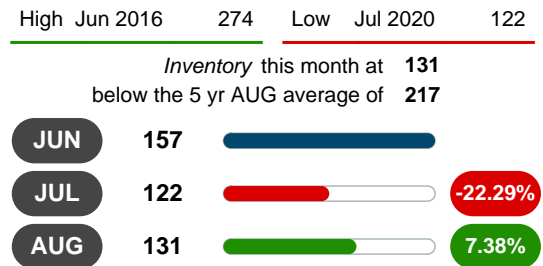


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 217



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	5.34%	88.0	3	4	0	0
\$50,001 - \$75,000	8	6.11%	21.5	3	5	0	0
\$75,001 - \$150,000	32	24.43%	54.0	7	22	2	1
\$150,001 - \$300,000	32	24.43%	24.0	5	23	4	0
\$300,001 - \$400,000	22	16.79%	33.0	1	10	11	0
\$400,001 - \$725,000	16	12.21%	54.0	1	8	5	2
\$725,001 and up	14	10.69%	24.5	0	3	4	7
Total Active Inventory by Units	131			20	75	26	10
Total Active Inventory by Volume	48,740,595	100%	40.0	2.71M	18.08M	13.36M	14.59M
Median Active Inventory Listing Price	\$220,000			\$85,000	\$185,000	\$367,100	\$905,000

# August 2020



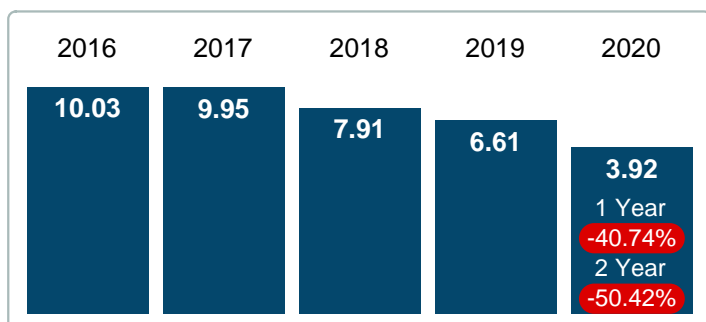
Area Delimited by County Of Mayes - Residential Property Type



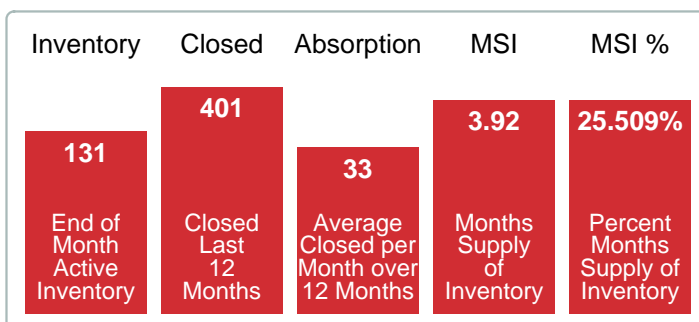
## MONTHS SUPPLY of INVENTORY (MSI)

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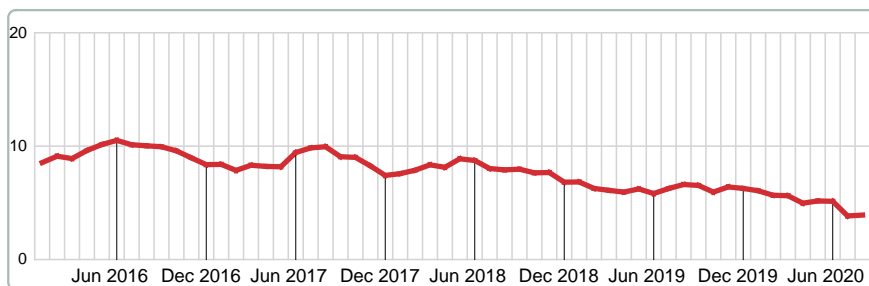
### MSI FOR AUGUST



### 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		100%	3.92	20	75	26	10

# August 2020



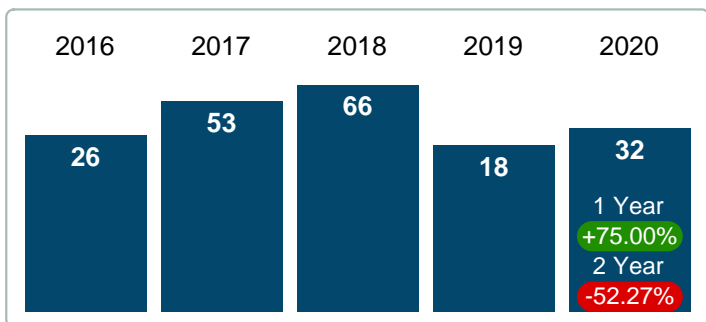
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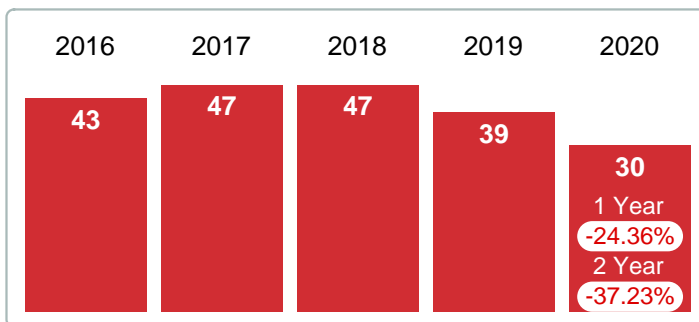
## MEDIAN DAYS ON MARKET TO SALE

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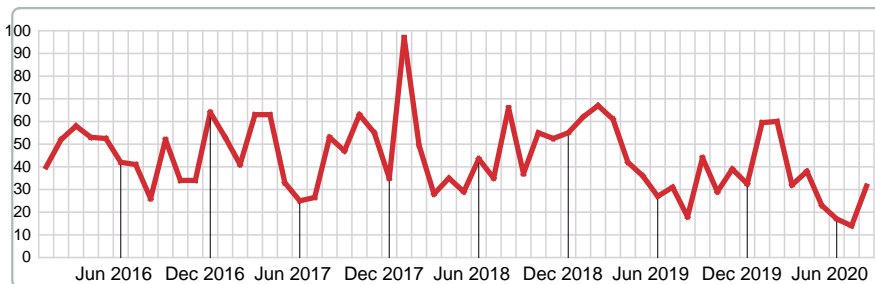
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 39

High Jan 2018 97 Low Jul 2020 14

Median Days on Market to Sale this month at 32 below the 5 yr AUG average of 39



### 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
\$70,000 and less	9.62%	38	38	60	0	0
\$70,001 - \$80,000	9.62%	16	30	14	0	0
\$80,001 - \$130,000	17.31%	38	9	50	0	0
\$130,001 - \$150,000	23.08%	21	27	12	33	0
\$150,001 - \$200,000	17.31%	24	84	12	42	0
\$200,001 - \$240,000	13.46%	70	0	23	128	0
\$240,001 and up	9.62%	112	113	64	0	0
<b>Median Closed DOM</b>		<b>32</b>	<b>38</b>	<b>24</b>	<b>74</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</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>1.89M</b>	<b>5.31M</b>	<b>913.40K</b>	<b>0.00B</b>

# August 2020



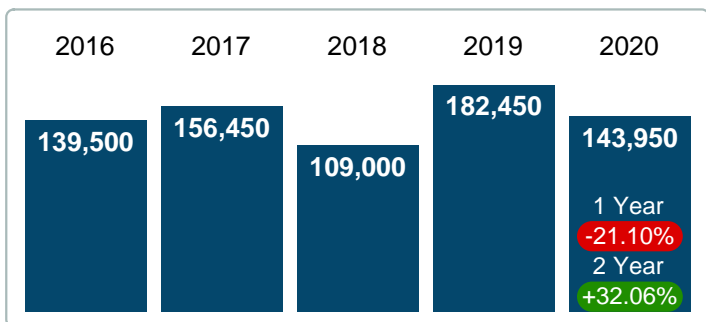
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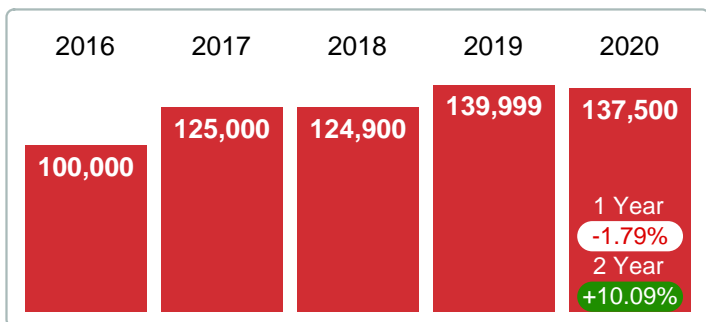
## MEDIAN LIST PRICE AT CLOSING

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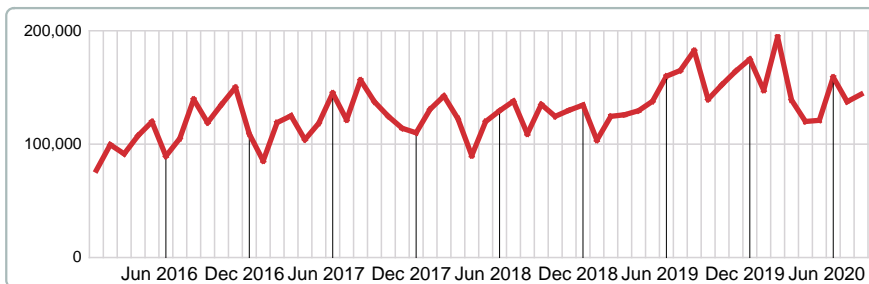
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

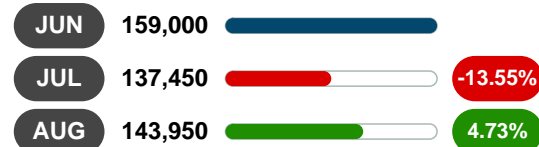


### 3 MONTHS

5 year AUG AVG = 146,270

High Feb 2020 194,450 Low Jan 2016 76,950

Median List Price at Closing this month at **143,950**  
below the 5 yr AUG average of **146,270**



### 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
\$70,000 and less	7.69%	57,200	54,500	59,900	0	0
\$70,001 - \$80,000	7.69%	79,500	80,000	79,000	0	0
\$80,001 - \$130,000	21.15%	96,000	107,000	96,000	0	0
\$130,001 - \$150,000	19.23%	139,500	141,000	139,000	142,900	0
\$150,001 - \$200,000	21.15%	179,000	171,360	180,750	169,450	0
\$200,001 - \$240,000	9.62%	229,000	0	233,000	204,500	0
\$240,001 and up	13.46%	290,000	392,500	274,500	245,000	0
<b>Median List Price</b>		<b>143,950</b>	<b>135,000</b>	<b>139,500</b>	<b>179,900</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>143,950</b>	<b>13</b>	<b>34</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,380,010</b>	<b>2.02M</b>	<b>5.43M</b>	<b>931.30K</b>	<b>0.00B</b>



# August 2020



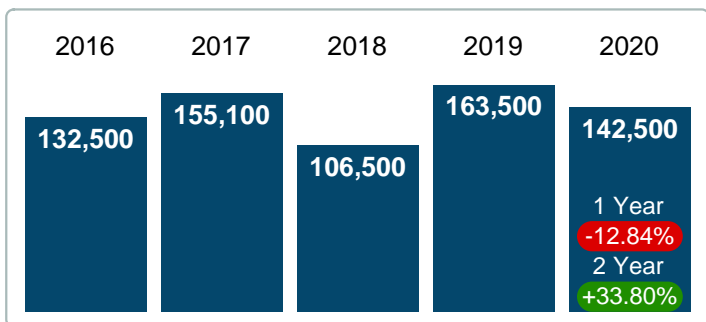
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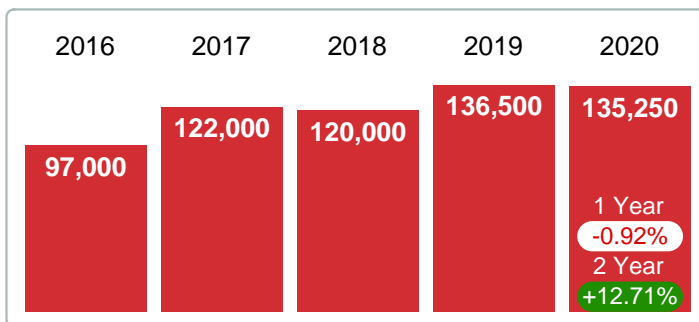
## MEDIAN SOLD PRICE AT CLOSING

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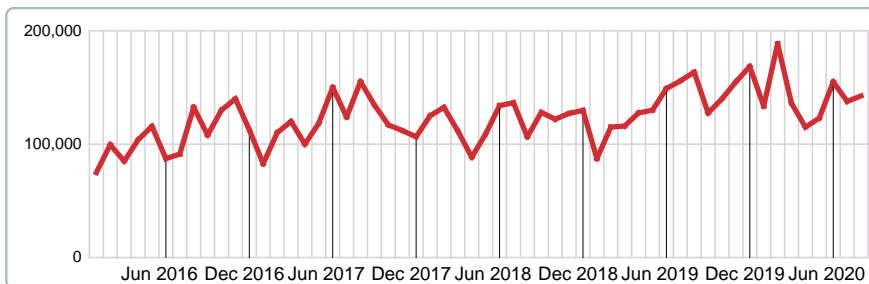
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

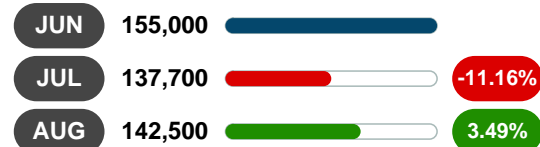


### 3 MONTHS

5 year AUG AVG = 140,020

High Feb 2020 188,500 Low Jan 2016 74,950

Median Sold Price at Closing this month at **142,500**  
above the 5 yr AUG average of **140,020**



### 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
\$70,000 and less	9.62%	57,000	49,000	59,500	0	0
\$70,001 - \$80,000	9.62%	78,000	80,000	78,000	0	0
\$80,001 - \$130,000	17.31%	96,000	105,500	96,000	0	0
\$130,001 - \$150,000	23.08%	139,500	147,000	139,500	138,000	0
\$150,001 - \$200,000	17.31%	179,000	157,000	179,000	169,450	0
\$200,001 - \$240,000	13.46%	229,000	0	229,000	218,250	0
\$240,001 and up	9.62%	297,000	358,500	275,000	0	0
<b>Median Sold Price</b>		<b>142,500</b>	<b>137,000</b>	<b>139,500</b>	<b>179,900</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</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>1.89M</b>	<b>5.31M</b>	<b>913.40K</b>	<b>0.00B</b>

# August 2020



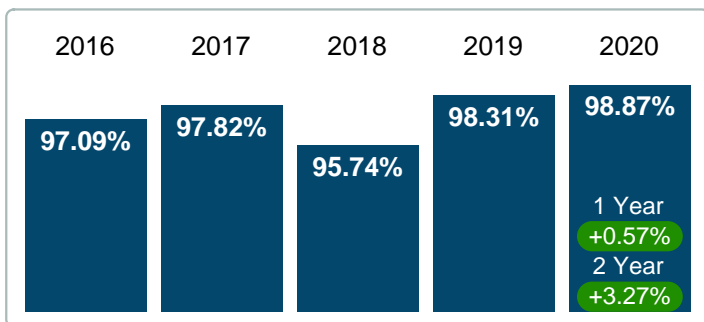
Area Delimited by County Of Mayes - Residential Property Type



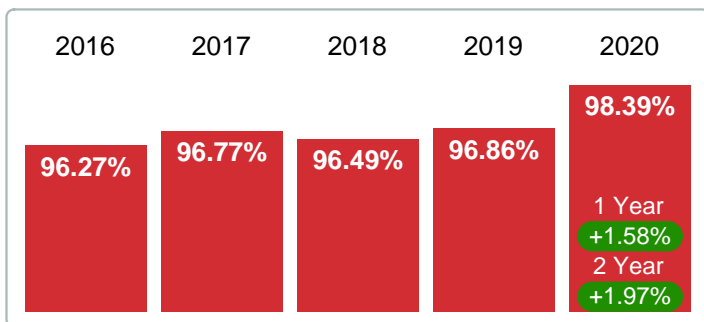
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

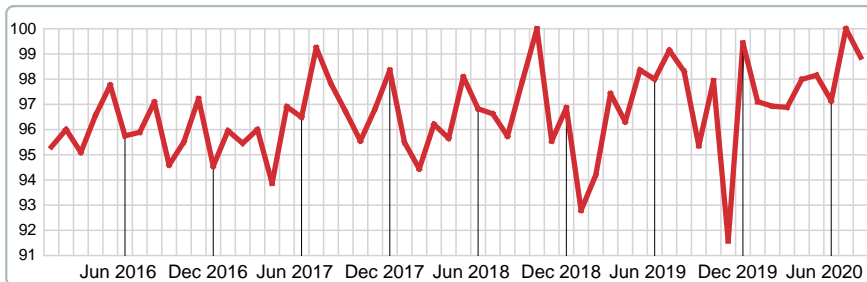
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

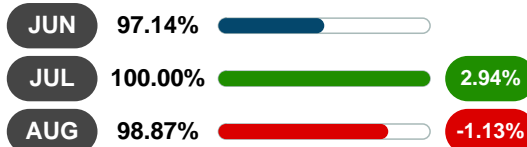


### 3 MONTHS

5 year AUG AVG = 97.57%

High Jul 2020 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.87%**  
above the 5 yr AUG average of **97.57%**



### 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
\$70,000 and less	<div style="width: 9.62%;"></div> 5	9.62%	89.91%	89.91%	86.82%	0.00%	0.00%
\$70,001 - \$80,000	<div style="width: 9.62%;"></div> 5	9.62%	96.00%	100.00%	95.27%	0.00%	0.00%
\$80,001 - \$130,000	<div style="width: 17.31%;"></div> 9	17.31%	100.00%	98.84%	100.00%	0.00%	0.00%
\$130,001 - \$150,000	<div style="width: 23.08%;"></div> 12	23.08%	100.00%	100.00%	100.00%	96.57%	0.00%
\$150,001 - \$200,000	<div style="width: 17.31%;"></div> 9	17.31%	100.00%	88.89%	100.00%	100.00%	0.00%
\$200,001 - \$240,000	<div style="width: 13.46%;"></div> 7	13.46%	98.53%	0.00%	99.21%	97.23%	0.00%
\$240,001 and up	<div style="width: 9.62%;"></div> 5	9.62%	97.06%	92.37%	98.20%	0.00%	0.00%
Median Sold/List Ratio		98.87%		97.06%	100.00%	98.53%	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



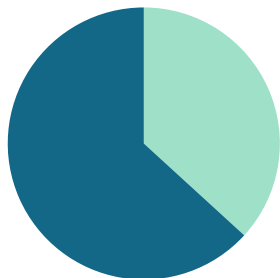
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

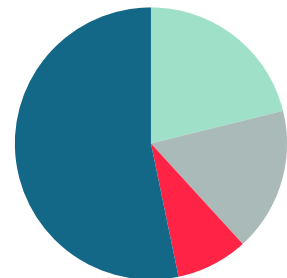


**Inventory**  
 New Listings  
**71 = 36.79%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**193**  
 Volume  
**\$63,441,295**

### 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%
Median List Price	182,450	143,950	-21.10%	139,999	137,500	-1.79%
Median Sale Price	163,500	142,500	-12.84%	136,500	135,250	-0.92%
Median Percent of Selling Price to List Price	98.31%	98.87%	0.57%	96.86%	98.39%	1.58%
Median Days on Market to Sale	18.00	31.50	75.00%	39.00	29.50	-24.36%
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

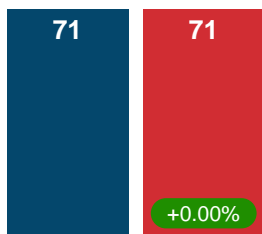
**Inventory** on August 31, 2020 = **131**

**2019** **2020**

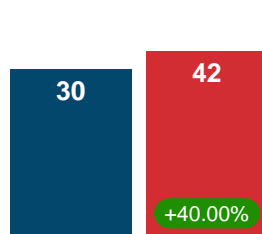
### AUGUST MARKET

### MEDIAN PRICES

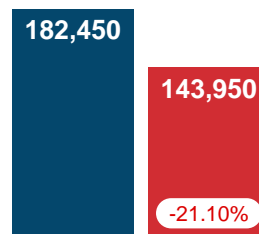
#### New Listings



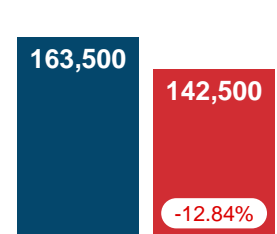
#### Pending Listings



#### List Price



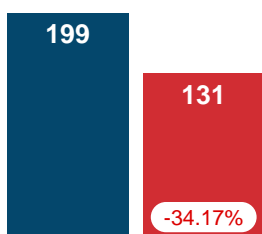
#### Sale Price



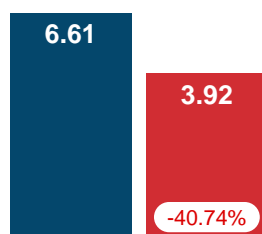
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

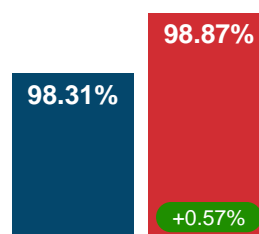
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

