

February 2020



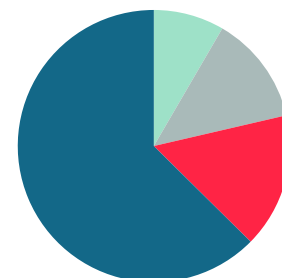
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2019	2020	
Closed Listings	37	22	-40.54%
Pending Listings	23	34	47.83%
New Listings	49	57	16.33%
Average List Price	143,331	310,118	116.37%
Average Sale Price	135,851	299,450	120.43%
Average Percent of Selling Price to List Price	94.25%	95.46%	1.28%
Average Days on Market to Sale	63.68	70.05	10.00%
End of Month Inventory	185	164	-11.35%
Months Supply of Inventory	6.27	5.67	-9.56%



■ Closed (8.40%)
■ Pending (12.98%)
■ Other OffMarket (16.03%)
■ Active (62.60%)

Absorption: Last 12 months, an Average of **29** Sales/Month
Active Inventory as of February 29, 2020 = **164**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **11.35%** to 164 existing homes available for sale. Over the last 12 months this area has had an average of 29 closed sales per month. This represents an unsold inventory index of **5.67** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **120.43%** in February 2020 to \$299,450 versus the previous year at \$135,851.

Average Days on Market Lengthens

The average number of **70.05** days that homes spent on the market before selling increased by 6.37 days or **10.00%** in February 2020 compared to last year's same month at **63.68** DOM.

Sales Success for February 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 57 New Listings in February 2020, up **16.33%** from last year at 49. Furthermore, there were 22 Closed Listings this month versus last year at 37, a **-40.54%** decrease.

Closed versus Listed trends yielded a **38.6%** ratio, down from previous year's, February 2019, at **75.5%**, a **48.89%** downswing. 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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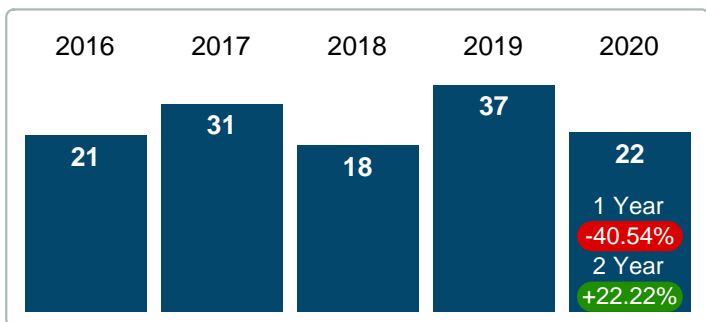
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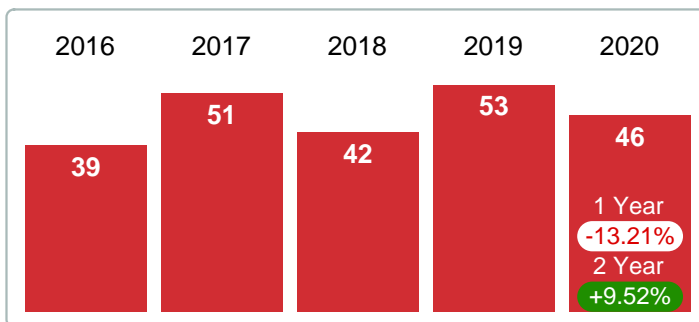
CLOSED LISTINGS

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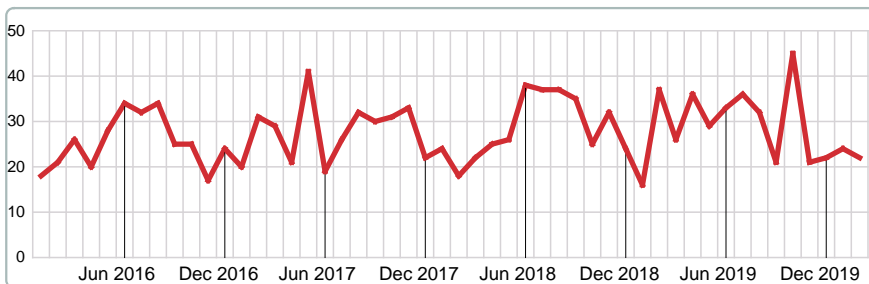
FEBRUARY



YEAR TO DATE (YTD)

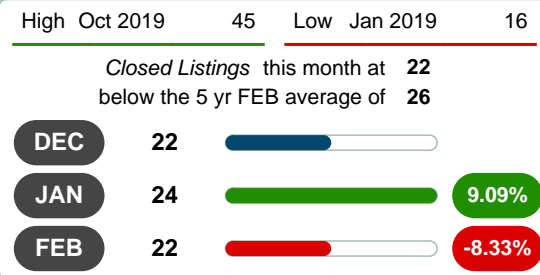


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 26



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	9.09%	38.5	1	1	0	0
\$50,001 - \$75,000	1	4.55%	40.0	0	1	0	0
\$75,001 - \$125,000	3	13.64%	23.7	2	1	0	0
\$125,001 - \$200,000	6	27.27%	57.2	2	4	0	0
\$200,001 - \$300,000	5	22.73%	107.6	0	2	2	1
\$300,001 - \$575,000	2	9.09%	56.5	0	1	1	0
\$575,001 and up	3	13.64%	119.7	0	1	1	1
Total Closed Units	22			5	11	4	2
Total Closed Volume	6,587,900	100%	70.0	522.40K	2.35M	1.42M	2.30M
Average Closed Price	\$299,450			\$104,480	\$214,045	\$354,000	\$1,147,500

February 2020



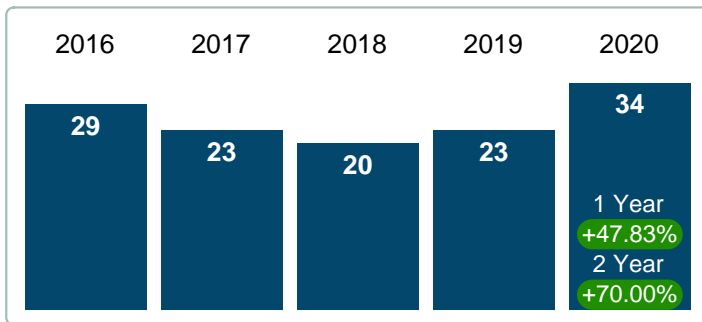
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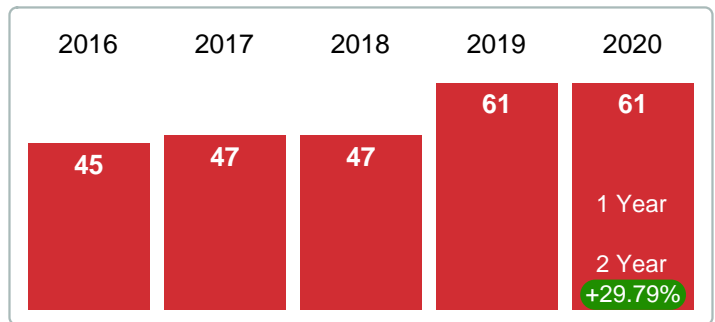
PENDING LISTINGS

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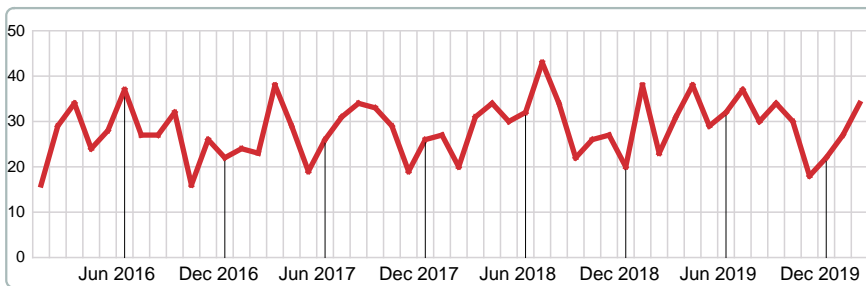
FEBRUARY



YEAR TO DATE (YTD)

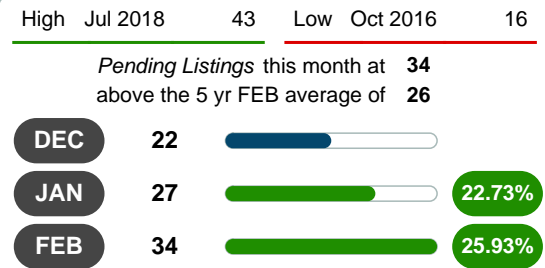


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 26



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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	6	17.65%	37.3	4	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	10	29.41%	69.5	1	8	1	0
\$125,001 - \$175,000	10	29.41%	66.6	0	9	1	0
\$175,001 - \$250,000	5	14.71%	22.6	0	4	1	0
\$250,001 and up	3	8.82%	36.7	1	1	1	0
Total Pending Units	34			6	24	4	0
Total Pending Volume	5,221,295	100%	53.2	799.20K	3.52M	902.00K	0.00B
Average Listing Price	\$153,568			\$133,199	\$146,671	\$225,500	\$0

February 2020



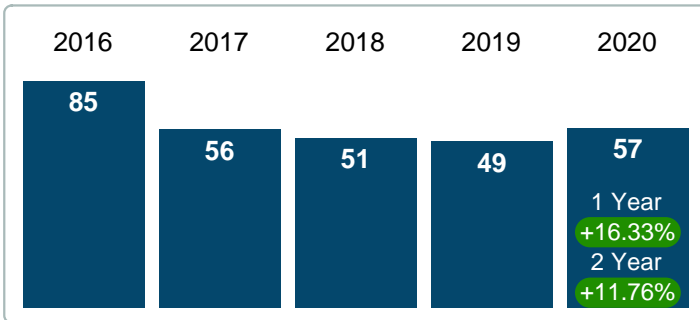
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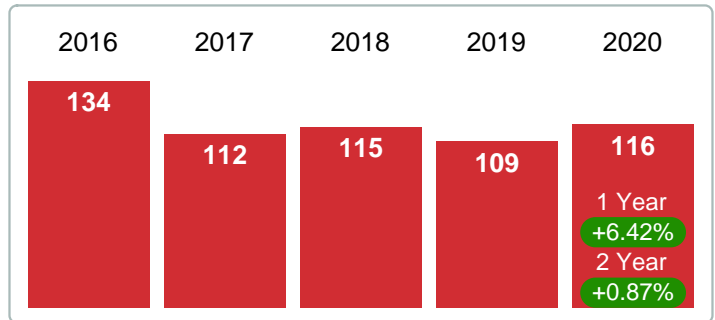
NEW LISTINGS

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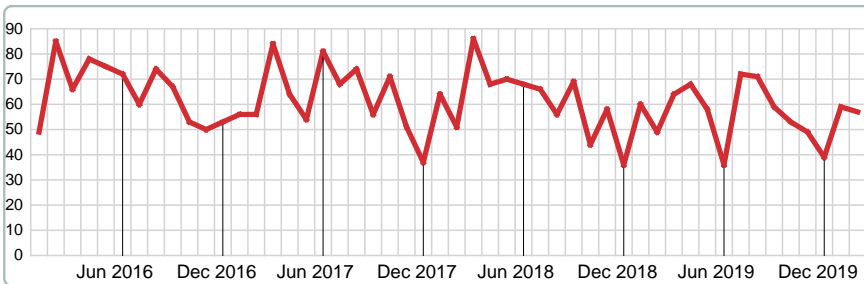
FEBRUARY



YEAR TO DATE (YTD)

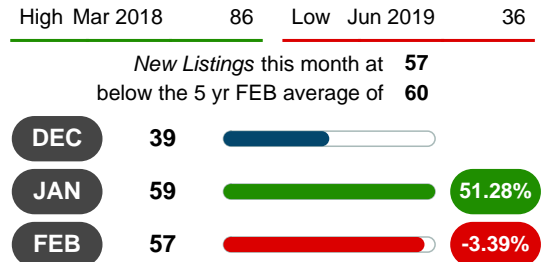


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.75%	0	0	1	0
\$25,001 - \$75,000	11	19.30%	5	6	0	0
\$75,001 - \$100,000	8	14.04%	3	4	1	0
\$100,001 - \$150,000	11	19.30%	1	9	1	0
\$150,001 - \$200,000	11	19.30%	1	7	3	0
\$200,001 - \$300,000	9	15.79%	0	6	3	0
\$300,001 and up	6	10.53%	1	1	2	2
Total New Listed Units	57		11	33	11	2
Total New Listed Volume	10,721,640	100%	1.14M	5.31M	2.83M	1.44M
Average New Listed Listing Price	\$164,665		\$103,518	\$160,898	\$257,573	\$720,000

February 2020



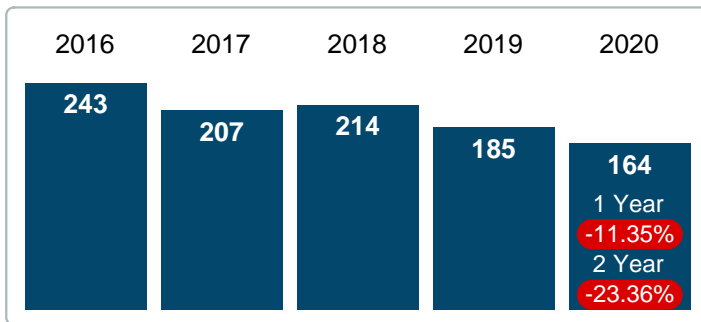
Area Delimited by County Of Mayes - Residential Property Type



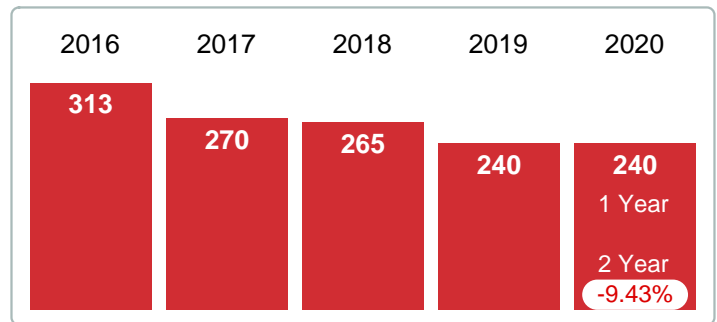
ACTIVE INVENTORY

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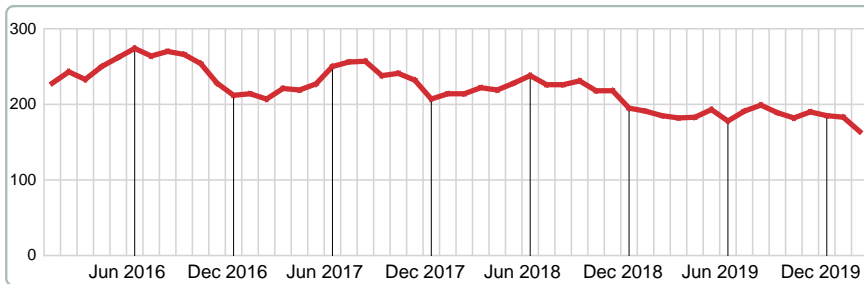
END OF FEBRUARY



ACTIVE DURING FEBRUARY

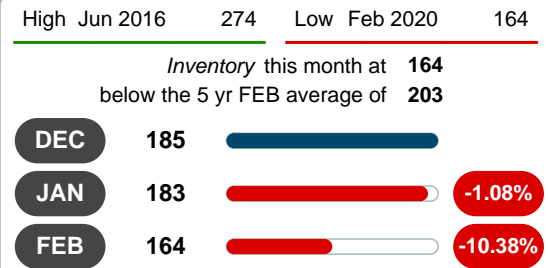


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 203



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	16	9.76%	46.6	9	6	1	0
\$50,001 - \$75,000	13	7.93%	63.6	5	8	0	0
\$75,001 - \$100,000	20	12.20%	61.0	4	16	0	0
\$100,001 - \$200,000	53	32.32%	67.4	8	37	8	0
\$200,001 - \$325,000	25	15.24%	84.1	2	16	7	0
\$325,001 - \$625,000	20	12.20%	101.8	4	10	5	1
\$625,001 and up	17	10.37%	84.6	1	3	6	7
Total Active Inventory by Units	164			33	96	27	8
Total Active Inventory by Volume	49,620,838	100%	72.8	5.37M	18.34M	10.22M	15.70M
Average Active Inventory Listing Price	\$302,566			\$162,588	\$191,035	\$378,374	\$1,962,500

February 2020



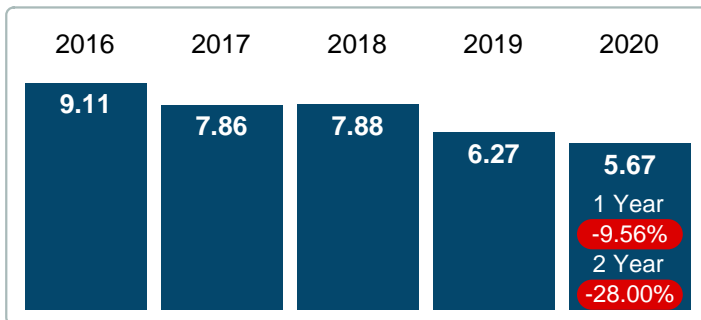
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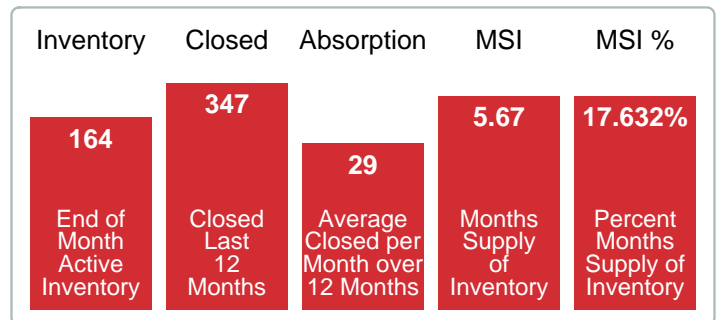
MONTHS SUPPLY of INVENTORY (MSI)

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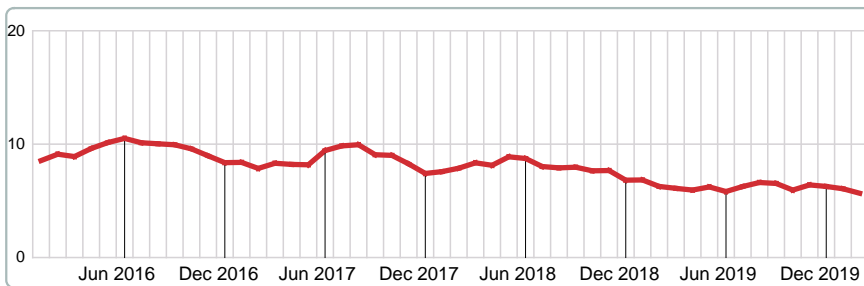
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS

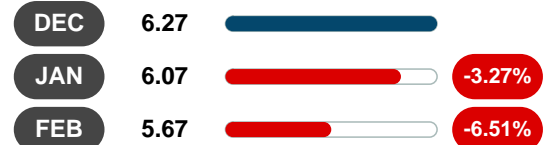


3 MONTHS

5 year FEB AVG = 7.36

High Jun 2016 10.50 Low Feb 2020 5.67

Months Supply this month at **5.67**
below the 5 yr FEB average of **7.36**



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	16	9.76%	4.47	4.70	4.24	4.00	0.00
\$50,001 - \$80,000	15	9.15%	6.00	4.50	7.71	0.00	0.00
\$80,001 - \$120,000	30	18.29%	6.79	10.00	6.57	4.80	0.00
\$120,001 - \$210,000	41	25.00%	3.76	4.24	3.91	3.27	0.00
\$210,001 - \$330,000	25	15.24%	4.62	8.00	5.33	4.00	0.00
\$330,001 - \$640,000	20	12.20%	11.43	48.00	12.00	8.57	4.00
\$640,001 and up	17	10.37%	51.00	0.00	0.00	36.00	42.00
Market Supply of Inventory (MSI)	5.67			6.00	5.54	5.40	7.38
		100%	5.67				
Total Active Inventory by Units	164			33	96	27	8

February 2020



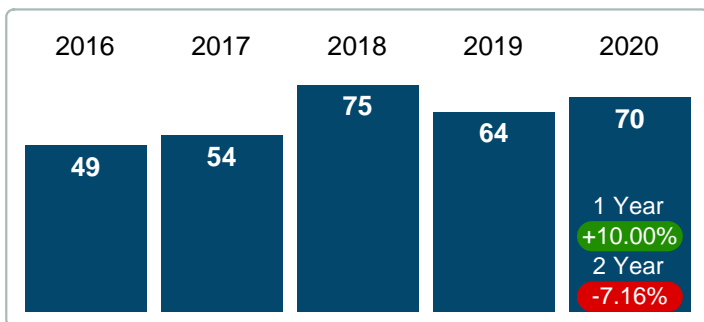
Area Delimited by County Of Mayes - Residential Property Type



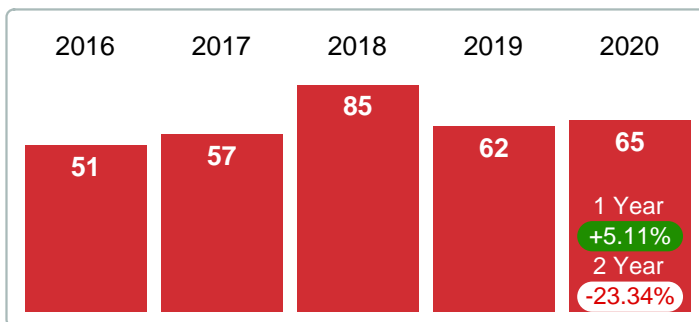
AVERAGE DAYS ON MARKET TO SALE

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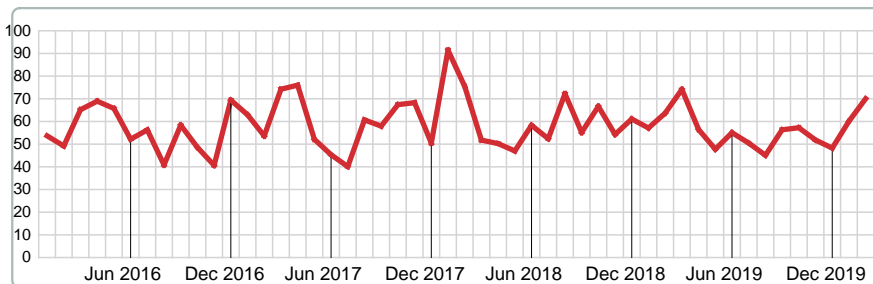
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

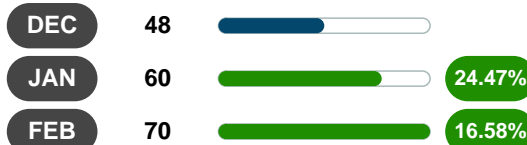


3 MONTHS

5 year FEB AVG = 62

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 70 above the 5 yr FEB average of 62



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	9.09%	39	40	37	0	0
\$50,001 - \$75,000	4.55%	40	0	40	0	0
\$75,001 - \$125,000	13.64%	24	8	55	0	0
\$125,001 - \$200,000	27.27%	57	92	40	0	0
\$200,001 - \$300,000	22.73%	108	0	133	83	106
\$300,001 - \$575,000	9.09%	57	0	48	65	0
\$575,001 and up	13.64%	120	0	71	178	110
Average Closed DOM		70	48	62	102	108
Total Closed Units	100%	70	5	11	4	2
Total Closed Volume		6,587,900	522.40K	2.35M	1.42M	2.30M

February 2020



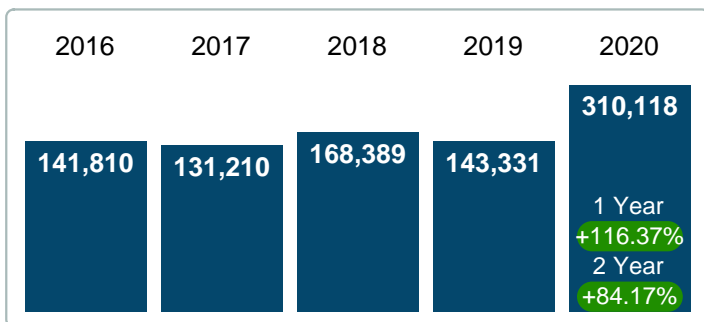
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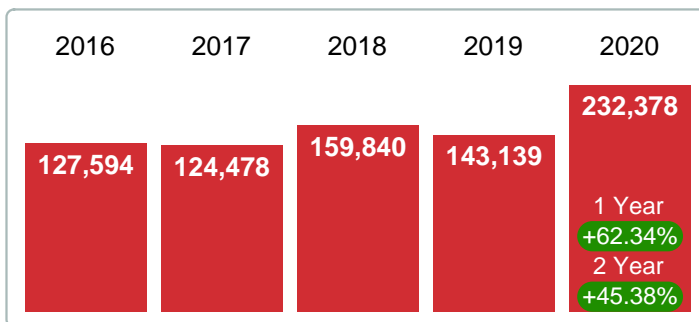
AVERAGE LIST PRICE AT CLOSING

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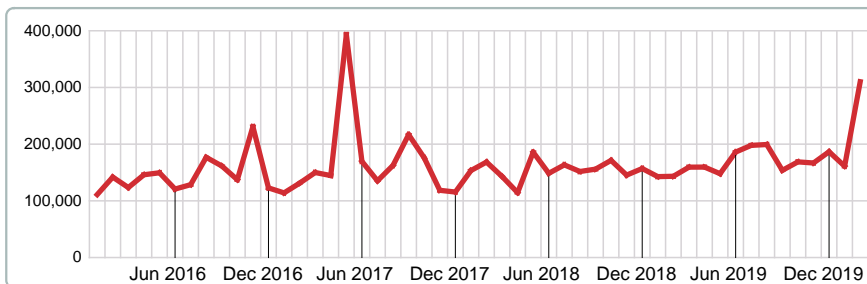
FEBRUARY



YEAR TO DATE (YTD)

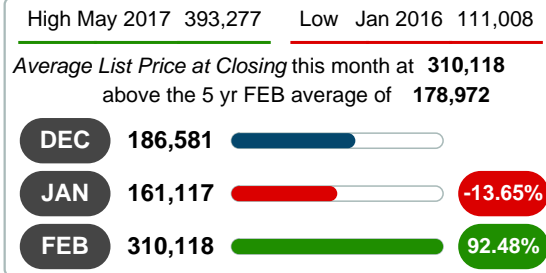


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 178,972



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	4.55%	45,000	45,000	55,000	0	0
\$50,001 - \$75,000	9.09%	57,500	0	60,000	0	0
\$75,001 - \$125,000	18.18%	99,350	78,700	119,000	0	0
\$125,001 - \$200,000	22.73%	168,140	169,450	155,700	0	0
\$200,001 - \$300,000	22.73%	257,100	0	235,250	257,500	300,000
\$300,001 - \$575,000	9.09%	392,500	0	475,000	310,000	0
\$575,001 and up	13.64%	1,118,000	0	679,000	675,000	2,000,000
Average List Price		310,118	108,260	225,573	375,000	1,150,000
Total Closed Units	100%	310,118	5	11	4	2
Total Closed Volume		6,822,600	541.30K	2.48M	1.50M	2.30M

February 2020



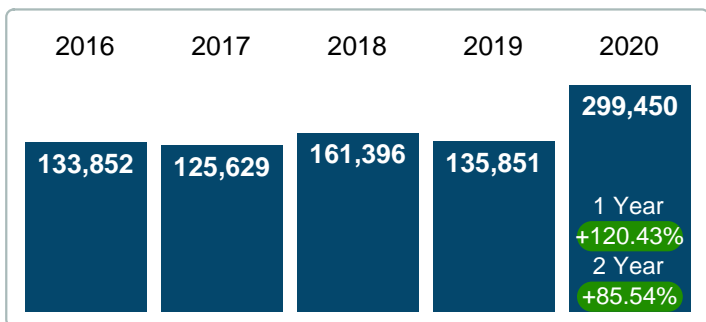
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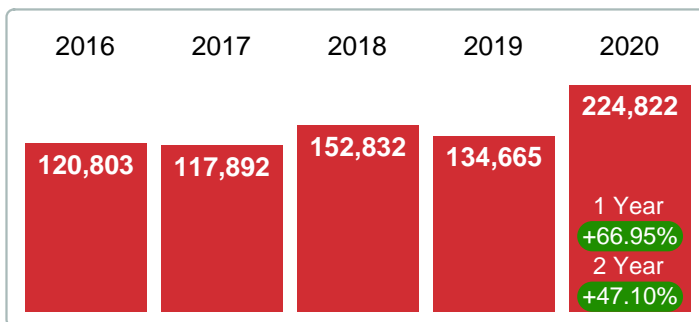
AVERAGE SOLD PRICE AT CLOSING

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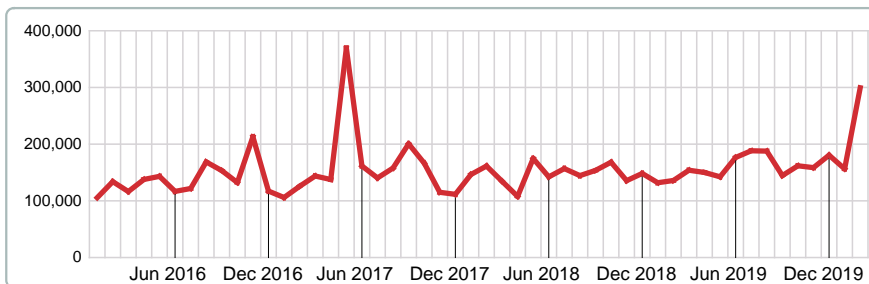
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

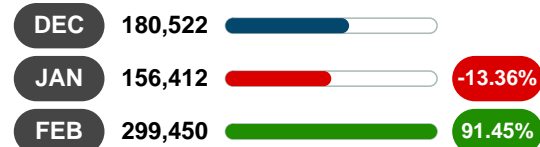


3 MONTHS

5 year FEB AVG = 171,236

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

Average Sold Price at Closing this month at **299,450** above the 5 yr FEB average of **171,236**



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	9.09%	43,000	42,000	44,000	0	0
\$50,001 - \$75,000	4.55%	52,500	0	52,500	0	0
\$75,001 - \$125,000	13.64%	85,800	78,700	100,000	0	0
\$125,001 - \$200,000	27.27%	155,667	161,500	152,750	0	0
\$200,001 - \$300,000	22.73%	253,200	0	237,500	248,000	295,000
\$300,001 - \$575,000	9.09%	392,500	0	475,000	310,000	0
\$575,001 and up	13.64%	1,069,000	0	597,000	610,000	2,000,000
Average Sold Price		299,450	104,480	214,045	354,000	1,147,500
Total Closed Units	100%	299,450	5	11	4	2
Total Closed Volume		6,587,900	522.40K	2.35M	1.42M	2.30M

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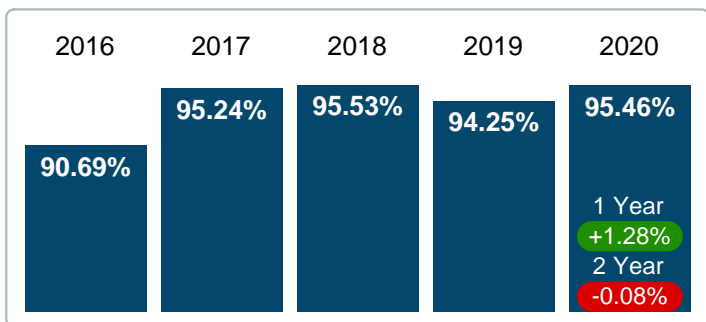
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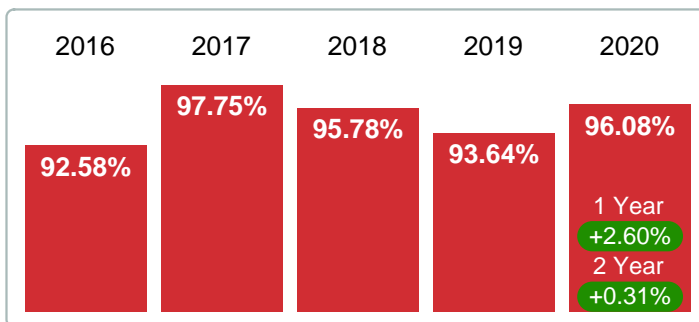
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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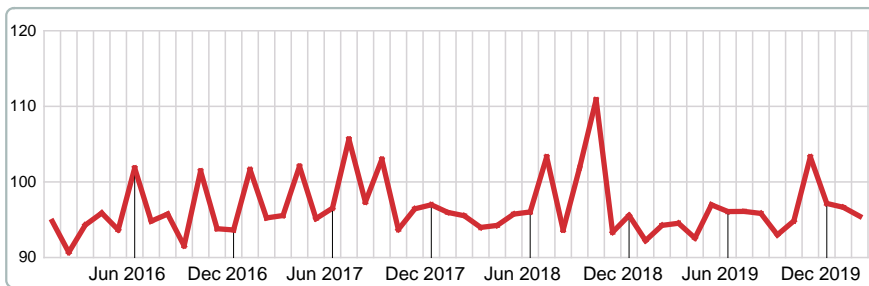
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

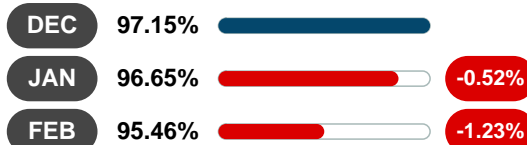


3 MONTHS

5 year FEB AVG = 94.23%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **95.46%**
above the 5 yr FEB average of **94.23%**



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	9.09%	86.67%	93.33%	80.00%	0.00%	0.00%	
\$50,001 - \$75,000	1	4.55%	87.50%	0.00%	87.50%	0.00%	0.00%	
\$75,001 - \$125,000	3	13.64%	94.68%	100.00%	84.03%	0.00%	0.00%	
\$125,001 - \$200,000	6	27.27%	97.44%	94.95%	98.68%	0.00%	0.00%	
\$200,001 - \$300,000	5	22.73%	98.45%	0.00%	100.77%	96.20%	98.33%	
\$300,001 - \$575,000	2	9.09%	100.00%	0.00%	100.00%	100.00%	0.00%	
\$575,001 and up	3	13.64%	92.76%	0.00%	87.92%	90.37%	100.00%	
Average Sold/List Ratio		95.50%		96.65%	94.15%	95.69%	99.17%	
Total Closed Units		22	100%	95.50%	5	11	4	2
Total Closed Volume		6,587,900			522.40K	2.35M	1.42M	2.30M

February 2020



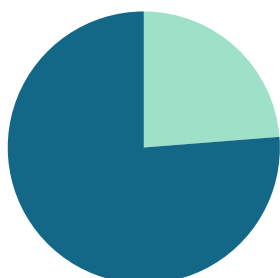
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

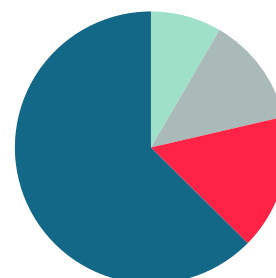


Inventory
 New Listings
57 = 23.75%
 Start Inventory
183
 Total Inventory Units
240
 Volume
\$64,245,428

Market Activity

Closed Sales
22 = 8.40%
 Pending Sales
34 = 12.98%
 Other Off Market
42 = 16.03%
 Active Inventory
164 = 62.60%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	37	22	-40.54%	53	46	-13.21%
Pending Sales	23	34	47.83%	61	61	0.00%
New Listings	49	57	16.33%	109	116	6.42%
Average List Price	143,331	310,118	116.37%	143,139	232,378	62.34%
Average Sale Price	135,851	299,450	120.43%	134,665	224,822	66.95%
Average Percent of Selling Price to List Price	94.25%	95.46%	1.28%	93.64%	96.08%	2.60%
Average Days on Market to Sale	63.68	70.05	10.00%	61.70	64.85	5.11%
Monthly Inventory	185	164	-11.35%	185	164	-11.35%
Months Supply of Inventory	6.27	5.67	-9.56%	6.27	5.67	-9.56%

Absorption: Last 12 months, an Average of **29** Sales/Month

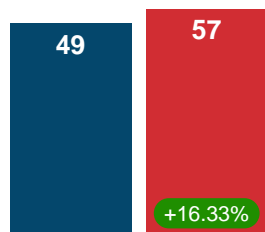
Inventory on February 29, 2020 = **164**

2019 **2020**

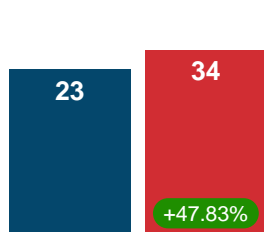
FEBRUARY MARKET

AVERAGE PRICES

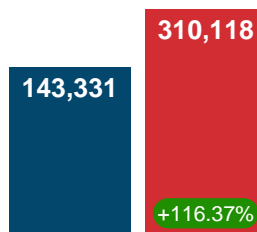
New Listings



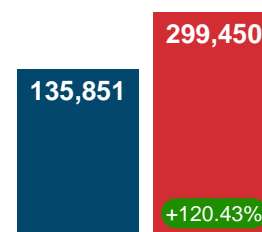
Pending Listings



List Price



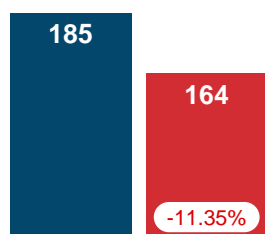
Sale Price



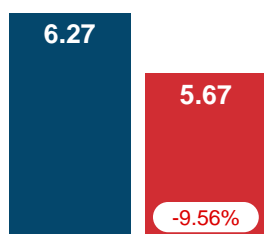
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

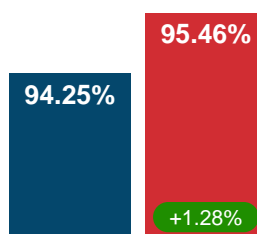
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

