

July 2020



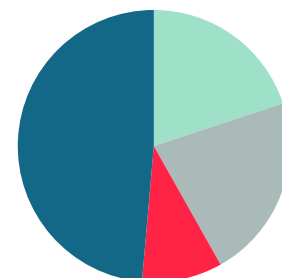
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	36	50	38.89%
Pending Listings	37	55	48.65%
New Listings	72	44	-38.89%
Average List Price	197,838	150,324	-24.02%
Average Sale Price	188,301	148,952	-20.90%
Average Percent of Selling Price to List Price	96.10%	101.12%	5.23%
Average Days on Market to Sale	50.47	41.14	-18.49%
End of Month Inventory	191	122	-36.13%
Months Supply of Inventory	6.26	3.84	-38.64%



■ Closed (19.92%)
■ Pending (21.91%)
■ Other OffMarket (9.56%)
■ Active (48.61%)

Absorption: Last 12 months, an Average of **32 Sales/Month Active Inventory** as of July 31, 2020 = **122**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **36.13%** to 122 existing homes available for sale. Over the last 12 months this area has had an average of 32 closed sales per month. This represents an unsold inventory index of **3.84** 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 **20.90%** in July 2020 to \$148,952 versus the previous year at \$188,301.

Average Days on Market Shortens

The average number of **41.14** days that homes spent on the market before selling decreased by 9.33 days or **18.49%** in July 2020 compared to last year's same month at **50.47** DOM.

Sales Success for July 2020 is Positive

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

There were 44 New Listings in July 2020, down **38.89%** from last year at 72. Furthermore, there were 50 Closed Listings this month versus last year at 36, a **38.89%** increase.

Closed versus Listed trends yielded a **113.6%** ratio, up from previous year's, July 2019, at **50.0%**, a **127.27%** 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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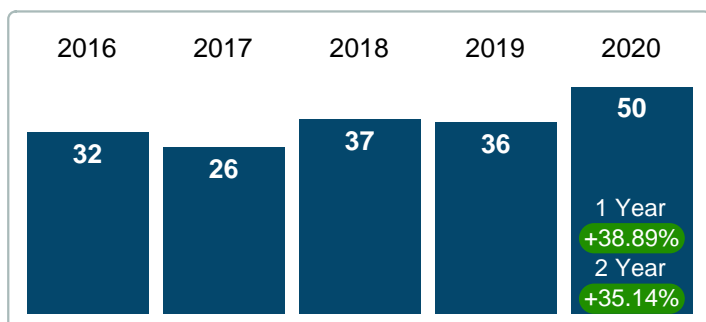
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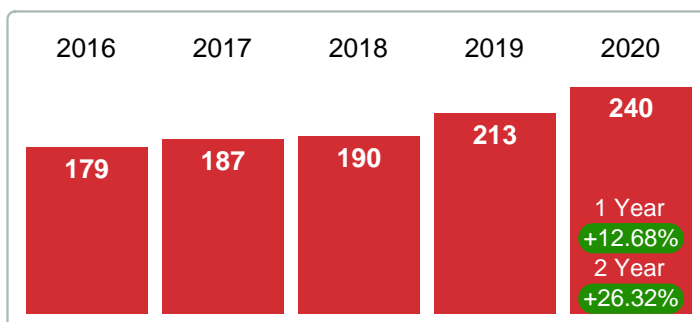
CLOSED LISTINGS

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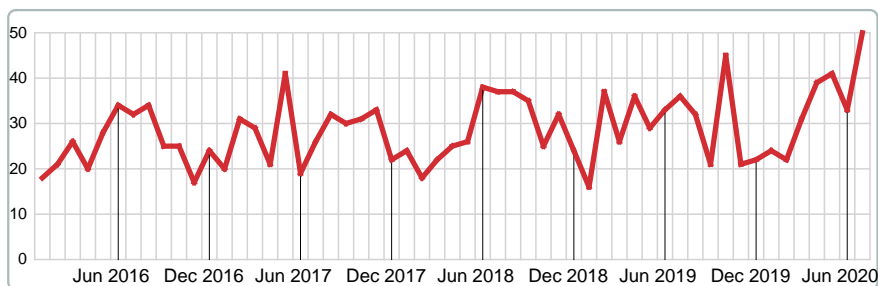
JULY



YEAR TO DATE (YTD)

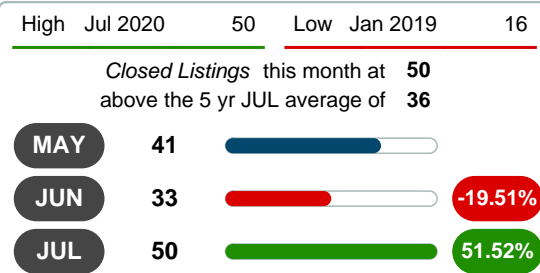


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 36



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	5	10.00%	37.4	3	1	1	0
\$50,001 - \$90,000	5	10.00%	40.8	2	3	0	0
\$90,001 - \$120,000	7	14.00%	44.9	0	6	1	0
\$120,001 - \$170,000	15	30.00%	31.9	2	10	3	0
\$170,001 - \$190,000	6	12.00%	48.8	0	5	1	0
\$190,001 - \$240,000	7	14.00%	50.6	2	5	0	0
\$240,001 and up	5	10.00%	45.4	0	3	2	0
Total Closed Units	50			9	33	8	0
Total Closed Volume	7,447,584	100%	41.1	957.88K	5.05M	1.44M	0.00B
Average Closed Price	\$148,952			\$106,432	\$153,100	\$179,675	\$0

July 2020



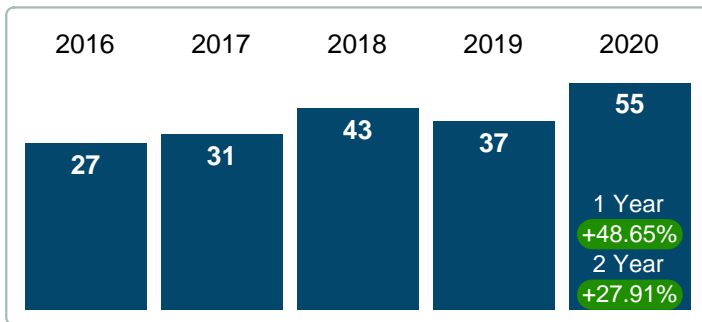
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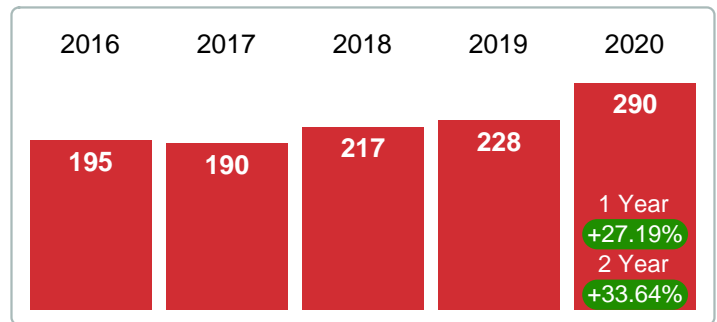
PENDING LISTINGS

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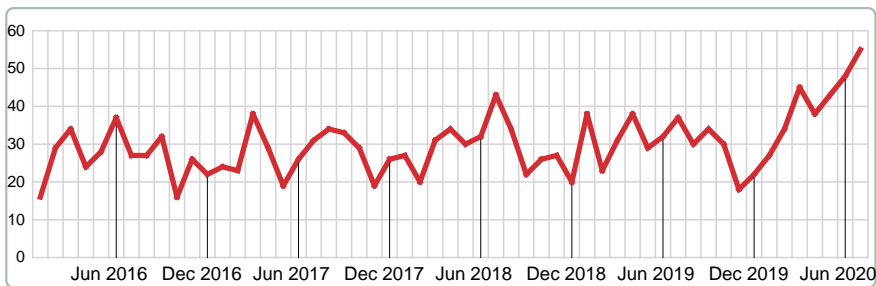
JULY



YEAR TO DATE (YTD)

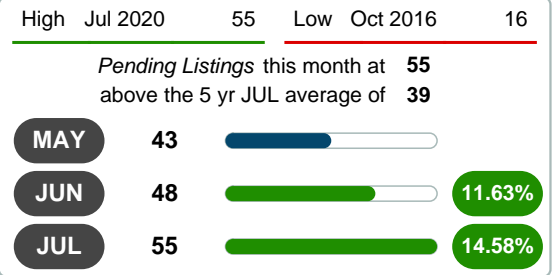


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39



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	4	7.27%	62.3	1	2	1	0
\$50,001 - \$75,000	2	3.64%	59.5	1	1	0	0
\$75,001 - \$125,000	13	23.64%	63.2	1	12	0	0
\$125,001 - \$175,000	13	23.64%	47.0	3	9	1	0
\$175,001 - \$200,000	8	14.55%	62.8	1	7	0	0
\$200,001 - \$250,000	9	16.36%	85.6	1	4	4	0
\$250,001 and up	6	10.91%	51.3	0	5	1	0
Total Pending Units	55			8	40	7	0
Total Pending Volume	8,992,350	100%	61.5	1.01M	6.51M	1.47M	0.00B
Average Listing Price	\$163,497			\$126,813	\$162,789	\$209,471	\$0

July 2020



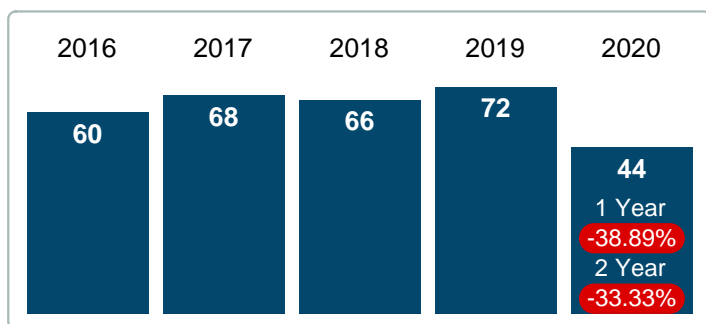
Area Delimited by County Of Mayes - Residential Property Type



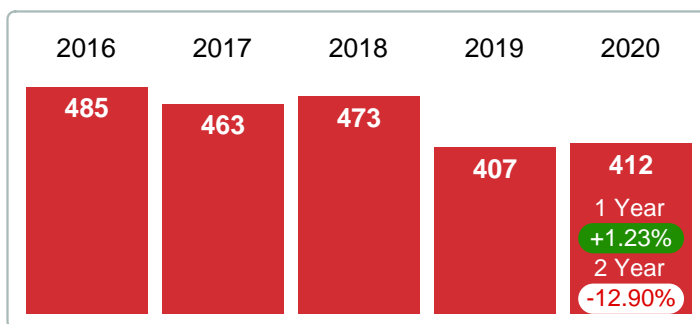
NEW LISTINGS

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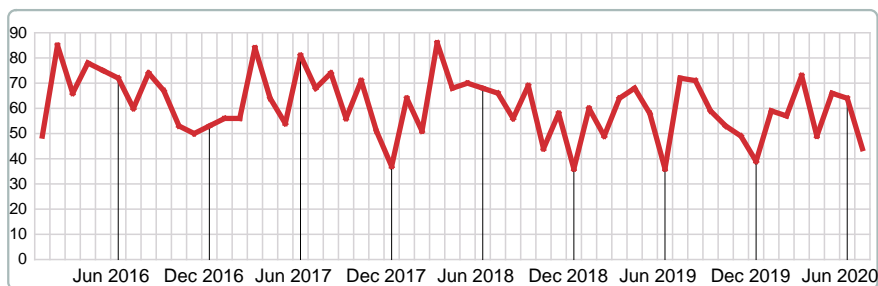
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YEAR TO DATE (YTD)

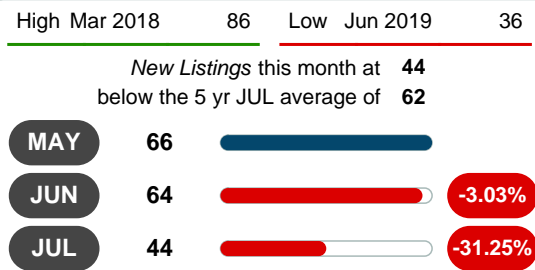


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 62



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	2	4.55%	0	2	0	0
\$75,001 - \$100,000	5	11.36%	1	4	0	0
\$100,001 - \$125,000	6	13.64%	0	5	1	0
\$125,001 - \$225,000	13	29.55%	1	10	2	0
\$225,001 - \$375,000	8	18.18%	1	2	5	0
\$375,001 - \$475,000	6	13.64%	0	4	2	0
\$475,001 and up	4	9.09%	0	3	1	0
Total New Listed Units	44		3	30	11	0
Total New Listed Volume	11,091,950	100%	580.00K	6.94M	3.57M	0.00B
Average New Listed Listing Price	\$206,729		\$193,333	\$231,305	\$324,800	\$0

July 2020



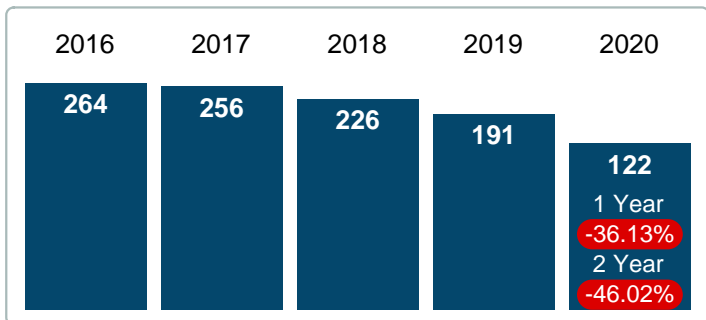
Area Delimited by County Of Mayes - Residential Property Type



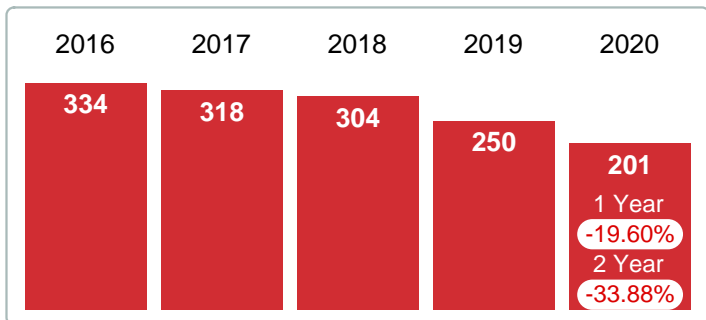
ACTIVE INVENTORY

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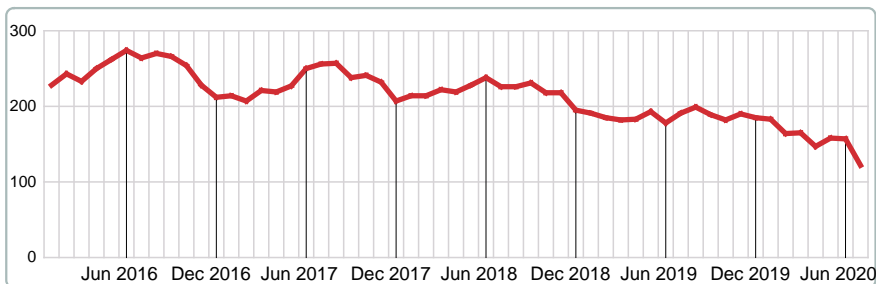
END OF JULY



ACTIVE DURING JULY

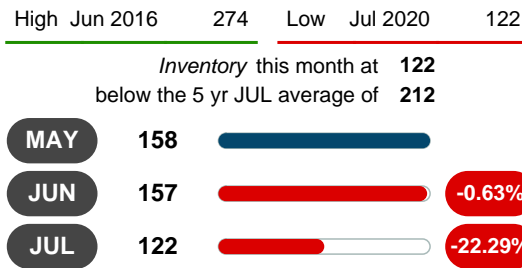


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 212



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	10	8.20%	75.3	5	5	0	0
\$50,001 - \$75,000	5	4.10%	125.6	1	3	1	0
\$75,001 - \$125,000	30	24.59%	70.6	6	23	1	0
\$125,001 - \$225,000	27	22.13%	75.1	6	18	3	0
\$225,001 - \$375,000	21	17.21%	67.7	3	10	8	0
\$375,001 - \$625,000	17	13.93%	57.5	1	10	6	0
\$625,001 and up	12	9.84%	114.4	0	1	4	7
Total Active Inventory by Units	122			22	70	23	7
Total Active Inventory by Volume	39,962,500	100%	76.2	3.21M	14.34M	9.21M	13.21M
Average Active Inventory Listing Price	\$327,561			\$145,725	\$204,858	\$400,287	\$1,887,129

July 2020



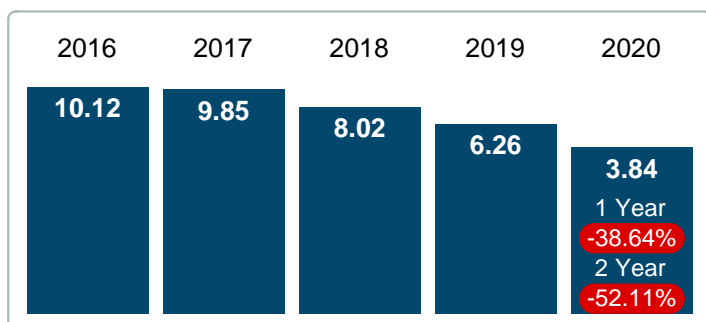
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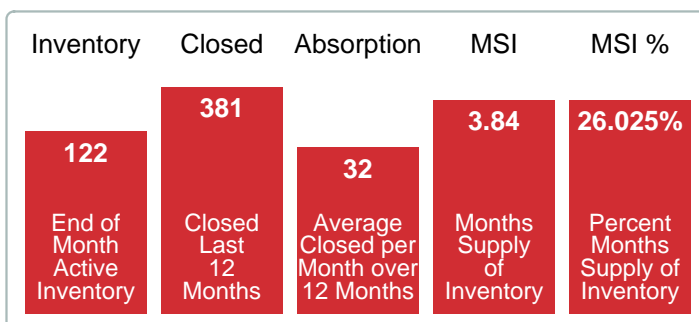
MONTHS SUPPLY of INVENTORY (MSI)

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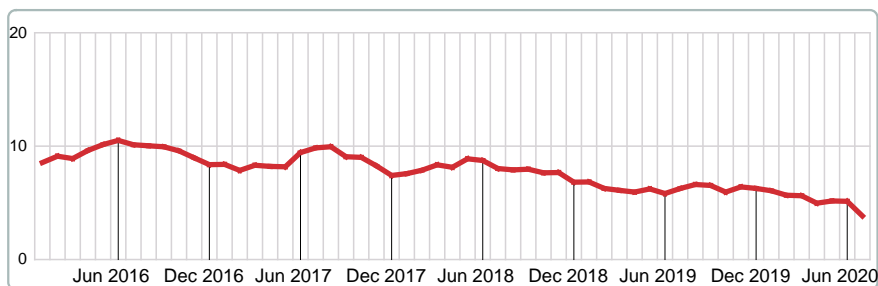
MSI FOR JULY



INDICATORS FOR JULY 2020

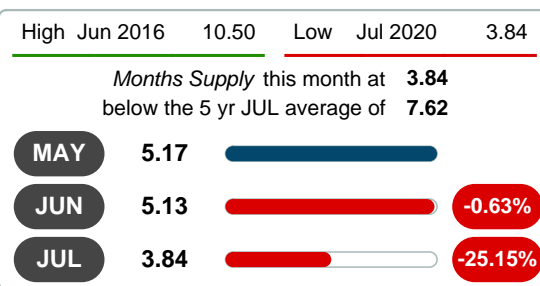


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.62



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	10	8.20%	2.86	2.86	3.33	0.00	0.00
\$50,001 - \$75,000	5	4.10%	1.94	0.71	2.57	0.00	0.00
\$75,001 - \$125,000	30	24.59%	4.29	7.20	4.18	1.50	0.00
\$125,001 - \$225,000	27	22.13%	2.10	5.14	2.00	1.24	0.00
\$225,001 - \$375,000	21	17.21%	5.25	9.00	4.44	8.73	0.00
\$375,001 - \$625,000	17	13.93%	12.00	12.00	15.00	12.00	0.00
\$625,001 and up	12	9.84%	28.80	0.00	12.00	24.00	42.00
Market Supply of Inventory (MSI)			3.84	3.94	3.47	4.68	6.46
Total Active Inventory by Units		100%	3.84	22	70	23	7

July 2020



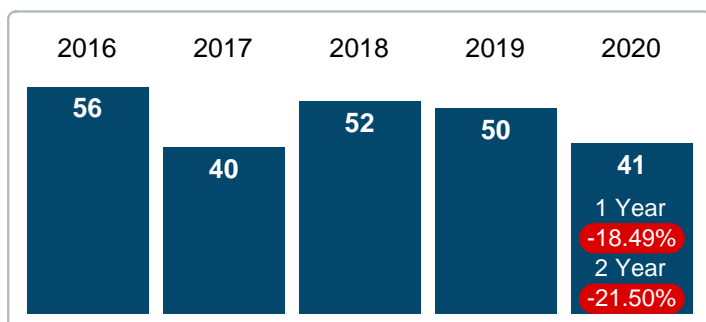
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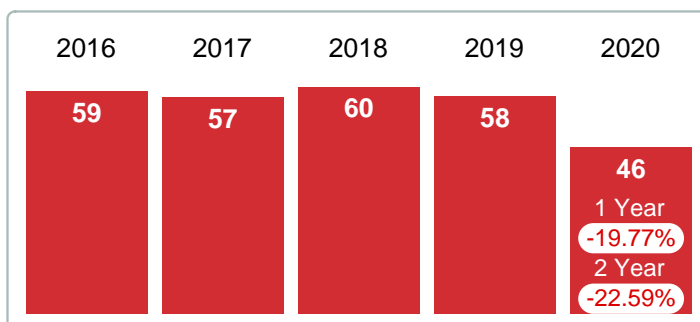
AVERAGE DAYS ON MARKET TO SALE

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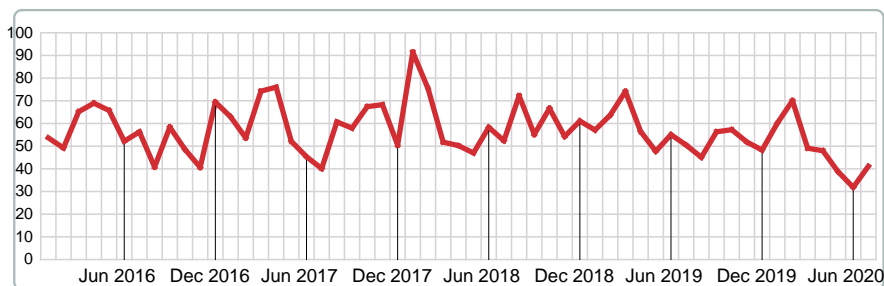
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

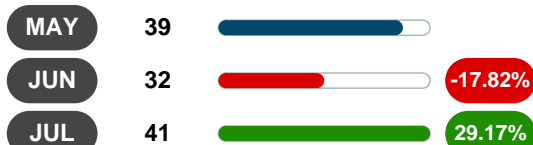


3 MONTHS

5 year JUL AVG = 48

High Jan 2018 91 Low Jun 2020 32

Average Days on Market to Sale this month at 41 below the 5 yr JUL average of 48



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	10.00%	37	18	8	124	0
\$50,001 - \$90,000	10.00%	41	19	55	0	0
\$90,001 - \$120,000	14.00%	45	0	52	5	0
\$120,001 - \$170,000	30.00%	32	5	35	38	0
\$170,001 - \$190,000	12.00%	49	0	46	61	0
\$190,001 - \$240,000	14.00%	51	54	49	0	0
\$240,001 and up	10.00%	45	0	52	36	0
Average Closed DOM		41	23	45	47	0
Total Closed Units	100%	41	9	33	8	
Total Closed Volume		7,447,584	957.88K	5.05M	1.44M	0.00B

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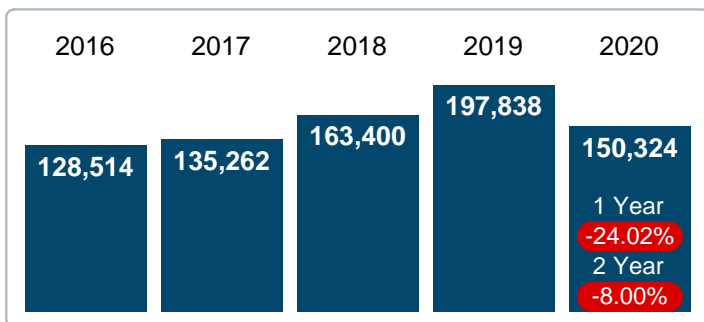
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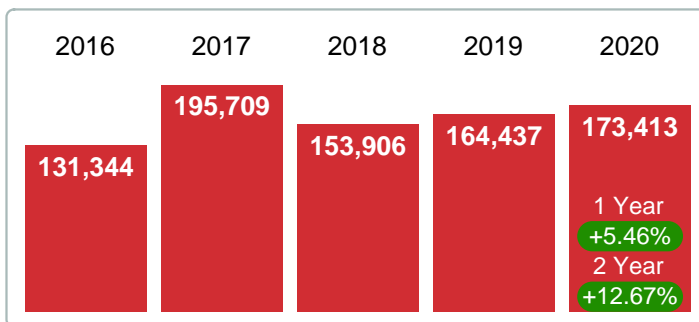
AVERAGE LIST PRICE AT CLOSING

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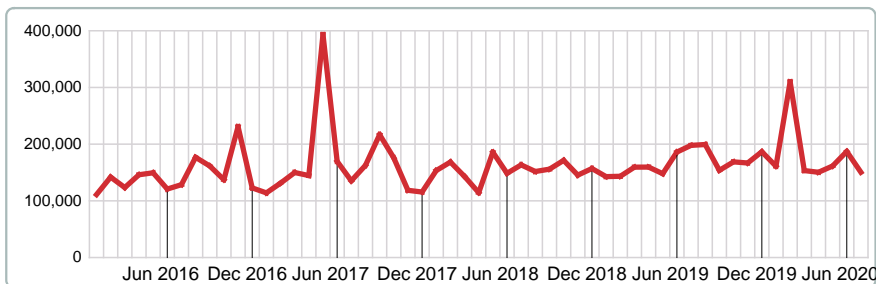
JULY



YEAR TO DATE (YTD)

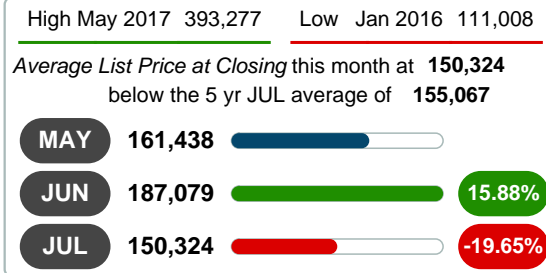


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 155,067



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	12.00%	34,150	41,300	40,000	16,000	0
\$50,001 - \$75,000	4.00%	70,700	45,750	74,900	0	0
\$75,001 - \$100,000	12.00%	92,533	0	93,060	89,900	0
\$100,001 - \$150,000	26.00%	127,246	137,500	125,382	0	0
\$150,001 - \$175,000	20.00%	168,670	0	166,767	165,725	0
\$175,001 - \$225,000	12.00%	204,500	0	194,500	0	0
\$225,001 and up	14.00%	292,400	248,500	296,633	329,950	0
Average List Price		150,324	109,711	154,548	178,588	0
Total Closed Units	100%	150,324	9	33	8	0
Total Closed Volume		7,516,199	987.40K	5.10M	1.43M	0.00B

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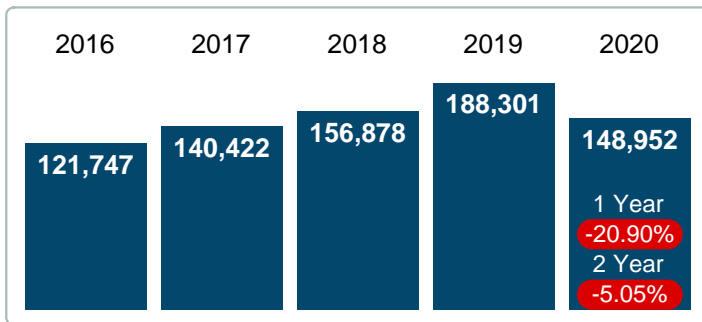
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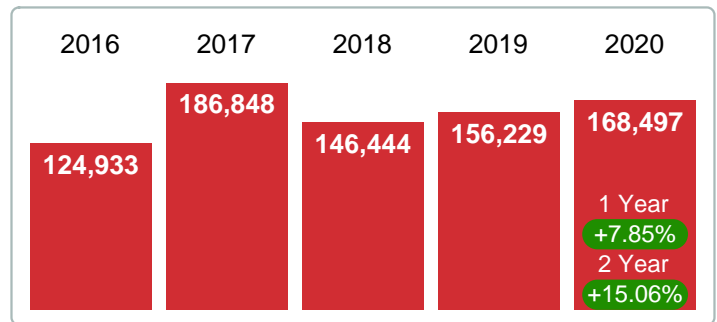
AVERAGE SOLD PRICE AT CLOSING

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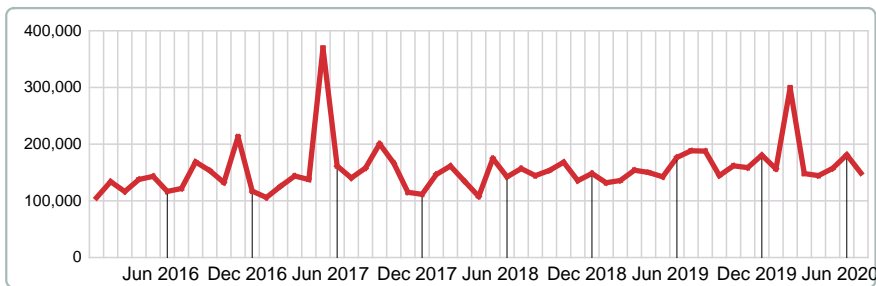
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

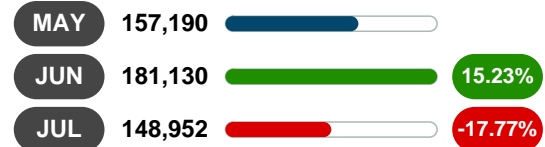


3 MONTHS

5 year JUL AVG = 151,260

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

Average Sold Price at Closing this month at **148,952**
 below the 5 yr JUL average of **151,260**



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	10.00%	32,340	37,233	34,000	16,000	0
\$50,001 - \$90,000	10.00%	73,497	59,592	82,767	0	0
\$90,001 - \$120,000	14.00%	101,914	0	103,567	92,000	0
\$120,001 - \$170,000	30.00%	142,473	131,000	137,510	166,667	0
\$170,001 - \$190,000	12.00%	176,717	0	177,980	170,400	0
\$190,001 - \$240,000	14.00%	212,000	232,500	203,800	0	0
\$240,001 and up	10.00%	304,720	0	288,200	329,500	0
Average Sold Price		148,952	106,432	153,100	179,675	0
Total Closed Units	100%	148,952	9	33	8	0
Total Closed Volume		7,447,584	957.88K	5.05M	1.44M	0.00B

July 2020



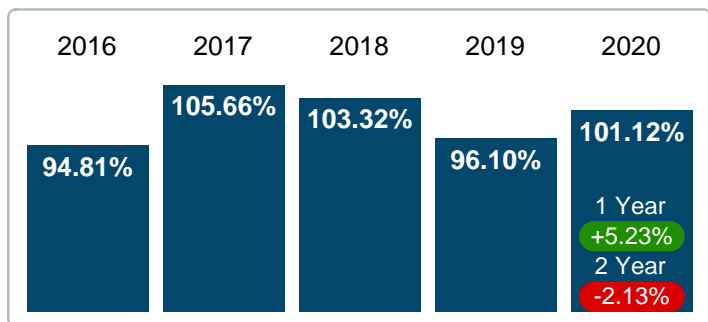
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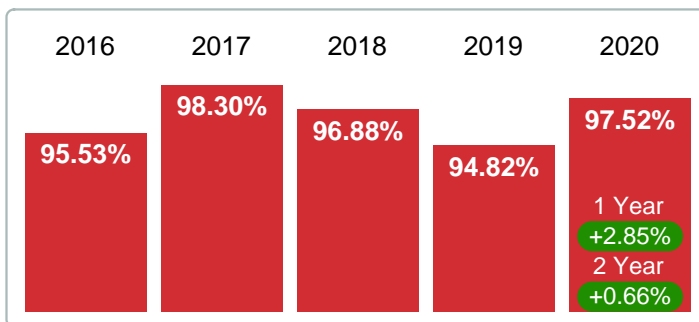
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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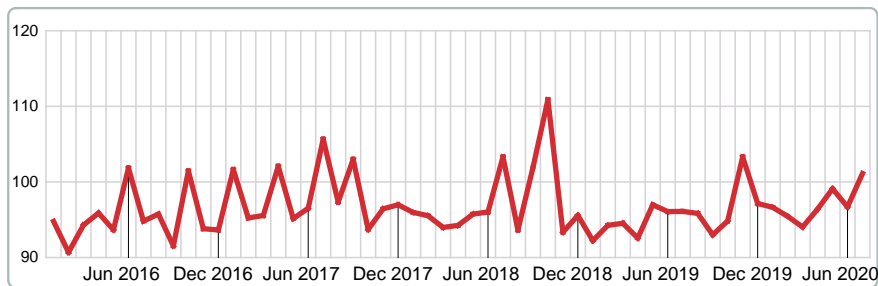
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

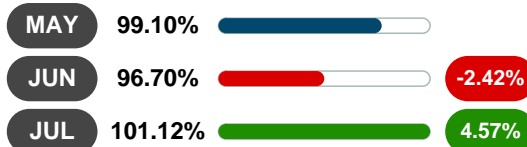


3 MONTHS

5 year JUL AVG = 100.20%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **101.12%** above the 5 yr JUL average of **100.20%**



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	5	10.00%	91.13%	90.22%	85.00%	100.00%	0.00%
\$50,001 - \$90,000	5	10.00%	124.15%	164.50%	97.26%	0.00%	0.00%
\$90,001 - \$120,000	7	14.00%	98.86%	0.00%	98.28%	102.34%	0.00%
\$120,001 - \$170,000	15	30.00%	100.53%	95.19%	101.66%	100.33%	0.00%
\$170,001 - \$190,000	6	12.00%	101.26%	0.00%	100.79%	103.59%	0.00%
\$190,001 - \$240,000	7	14.00%	96.63%	93.57%	97.85%	0.00%	0.00%
\$240,001 and up	5	10.00%	99.16%	0.00%	98.23%	100.56%	0.00%
Average Sold/List Ratio		101.10%		108.57%	99.12%	101.00%	0.00%
Total Closed Units		50	100%	9	33	8	
Total Closed Volume		7,447,584		957.88K	5.05M	1.44M	0.00B

July 2020



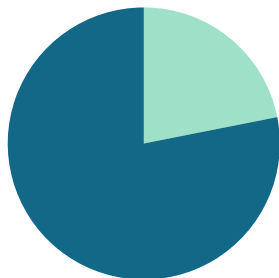
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

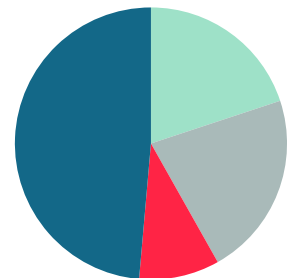


Inventory
 New Listings
44 = 21.89%
 Start Inventory
157
 Total Inventory Units
201
 Volume
\$57,961,914

Market Activity

Closed Sales
50 = 19.92%
 Pending Sales
55 = 21.91%
 Other Off Market
24 = 9.56%
 Active Inventory
122 = 48.61%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	36	50	38.89%	213	240	12.68%
Pending Sales	37	55	48.65%	228	290	27.19%
New Listings	72	44	-38.89%	407	412	1.23%
Average List Price	197,838	150,324	-24.02%	164,437	173,413	5.46%
Average Sale Price	188,301	148,952	-20.90%	156,229	168,497	7.85%
Average Percent of Selling Price to List Price	96.10%	101.12%	5.23%	94.82%	97.52%	2.85%
Average Days on Market to Sale	50.47	41.14	-18.49%	57.51	46.14	-19.77%
Monthly Inventory	191	122	-36.13%	191	122	-36.13%
Months Supply of Inventory	6.26	3.84	-38.64%	6.26	3.84	-38.64%

Absorption: Last 12 months, an Average of **32** Sales/Month

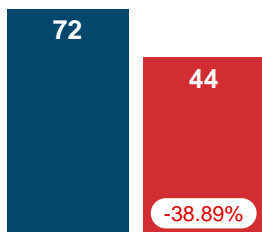
Inventory on July 31, 2020 = **122**

2019 2020

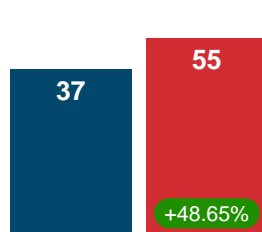
JULY MARKET

AVERAGE PRICES

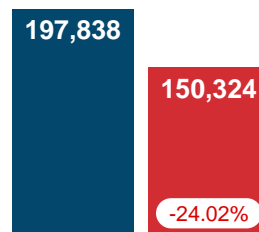
New Listings



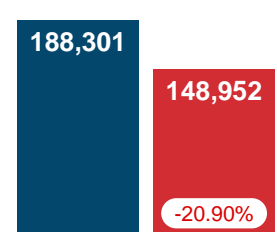
Pending Listings



List Price



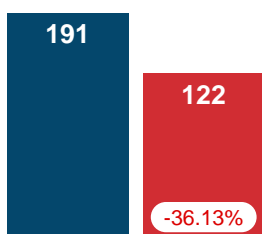
Sale Price



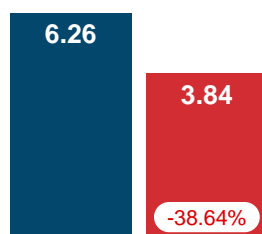
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

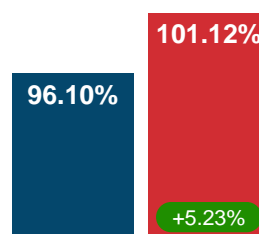
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

