

# July 2020



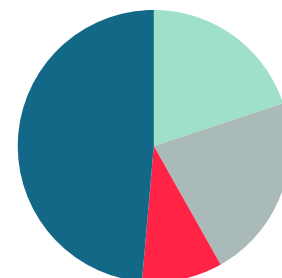
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	164,950	137,450	-16.67%
Median Sale Price	155,750	137,700	-11.59%
Median Percent of Selling Price to List Price	99.14%	100.00%	0.86%
Median Days on Market to Sale	31.00	14.00	-54.84%
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.

#### 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 **11.59%** in July 2020 to \$137,700 versus the previous year at \$155,750.

#### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 17.00 days or **54.84%** in July 2020 compared to last year's same month at **31.00** DOM.

#### Sales Success for July 2020 is Positive

Overall, with Median 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.

### 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

# July 2020



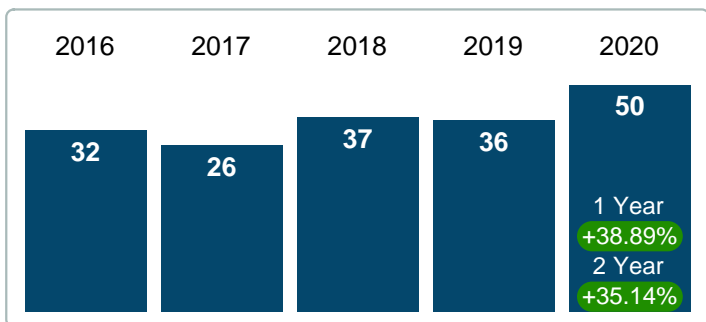
Area Delimited by County Of Mayes - Residential Property Type



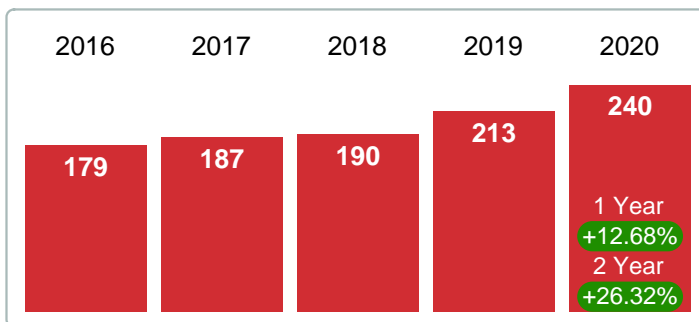
## CLOSED LISTINGS

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

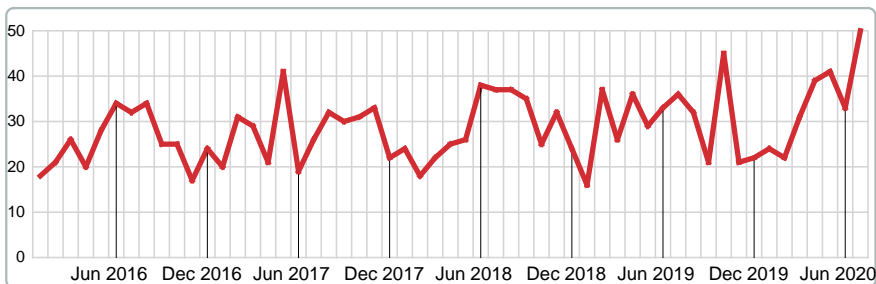
### JULY



### YEAR TO DATE (YTD)

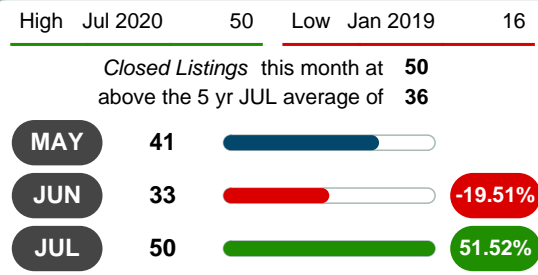


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 36



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	10.00%	10.0	3	1	1	0
\$50,001 - \$90,000	5	10.00%	31.0	2	3	0	0
\$90,001 - \$120,000	7	14.00%	11.0	0	6	1	0
\$120,001 - \$170,000	15	30.00%	13.0	2	10	3	0
\$170,001 - \$190,000	6	12.00%	37.5	0	5	1	0
\$190,001 - \$240,000	7	14.00%	46.0	2	5	0	0
\$240,001 and up	5	10.00%	65.0	0	3	2	0
<b>Total Closed Units</b>	<b>50</b>			<b>9</b>	<b>33</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,447,584</b>	<b>100%</b>	<b>14.0</b>	<b>957.88K</b>	<b>5.05M</b>	<b>1.44M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$137,700</b>			<b>\$60,000</b>	<b>\$135,500</b>	<b>\$168,750</b>	<b>\$0</b>

# July 2020



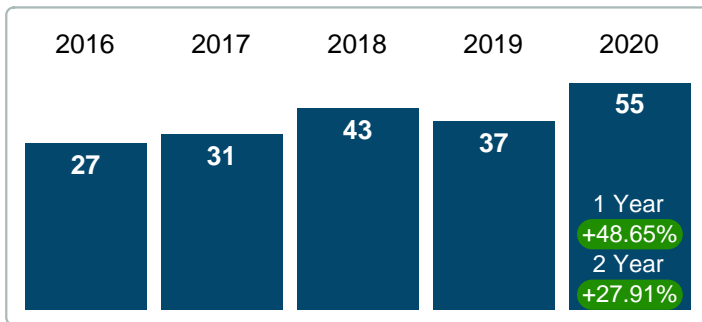
Area Delimited by County Of Mayes - Residential Property Type



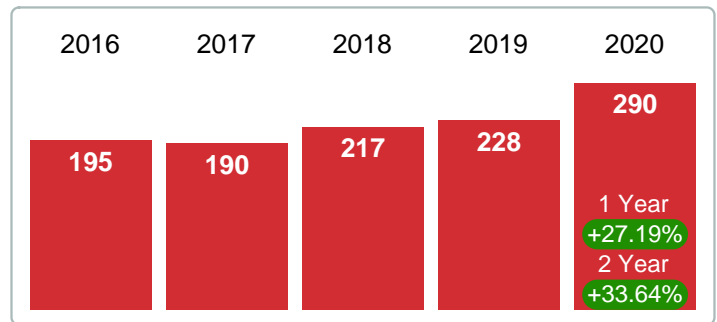
## PENDING LISTINGS

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

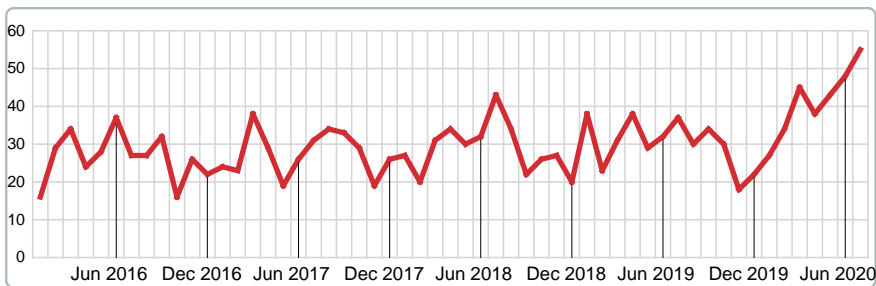
### JULY



### YEAR TO DATE (YTD)

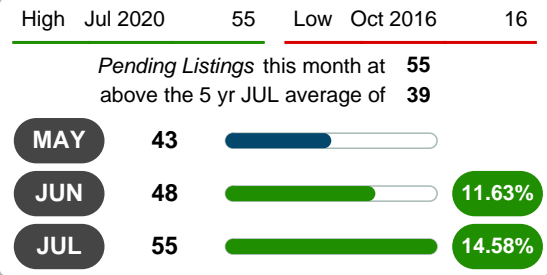


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 39



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.27%	50.0	1	2	1	0
\$50,001 - \$90,000	8	14.55%	71.5	2	6	0	0
\$90,001 - \$130,000	8	14.55%	37.0	1	7	0	0
\$130,001 - \$180,000	14	25.45%	33.0	2	11	1	0
\$180,001 - \$220,000	9	16.36%	84.0	1	6	2	0
\$220,001 - \$250,000	6	10.91%	90.5	1	3	2	0
\$250,001 and up	6	10.91%	30.5	0	5	1	0
<b>Total Pending Units</b>	<b>55</b>			<b>8</b>	<b>40</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,992,350</b>	<b>100%</b>	<b>50.0</b>	<b>1.01M</b>	<b>6.51M</b>	<b>1.47M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$145,000</b>			<b>\$134,000</b>	<b>\$142,500</b>	<b>\$219,000</b>	<b>\$0</b>

# July 2020



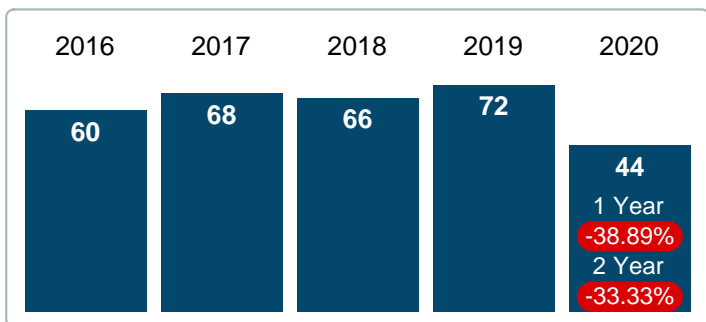
Area Delimited by County Of Mayes - Residential Property Type



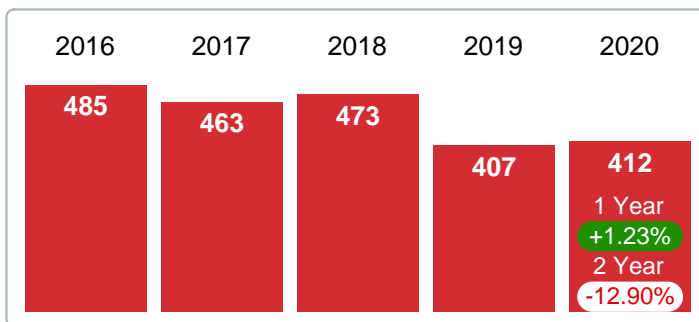
## NEW LISTINGS

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

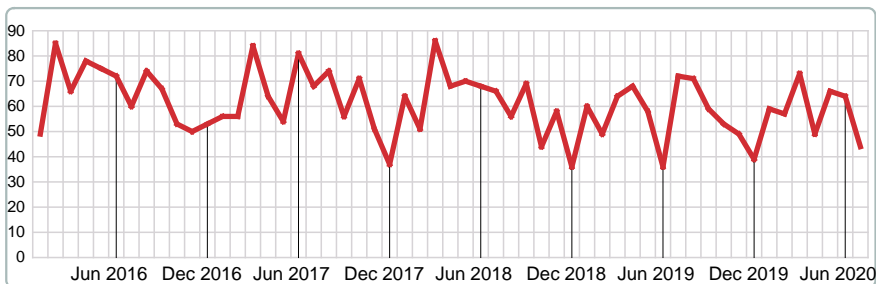
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 62

High Mar 2018 86 Low Jun 2019 36

New Listings this month at 44  
below the 5 yr JUL average of 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
<b>Total New Listed Units</b>	<b>44</b>		<b>3</b>	<b>30</b>	<b>11</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>11,091,950</b>	<b>100%</b>	<b>580.00K</b>	<b>6.94M</b>	<b>3.57M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$181,200</b>		<b>\$195,000</b>	<b>\$157,225</b>	<b>\$325,000</b>	<b>\$0</b>

# July 2020



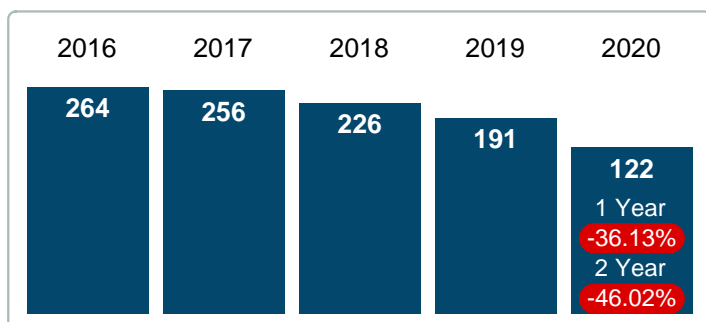
Area Delimited by County Of Mayes - Residential Property Type



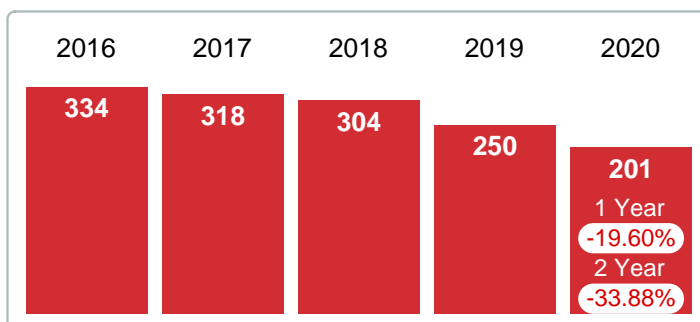
## ACTIVE INVENTORY

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

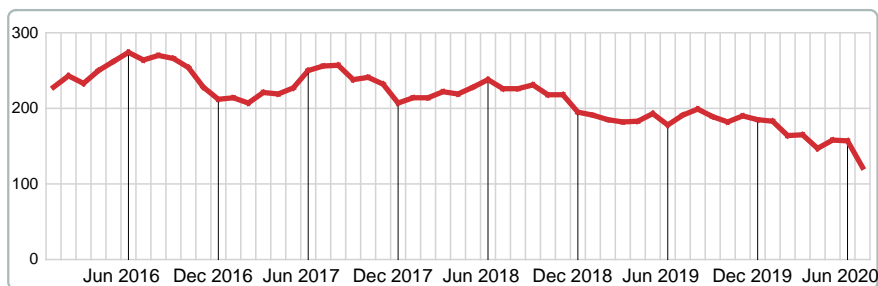
### END OF JULY



### ACTIVE DURING JULY

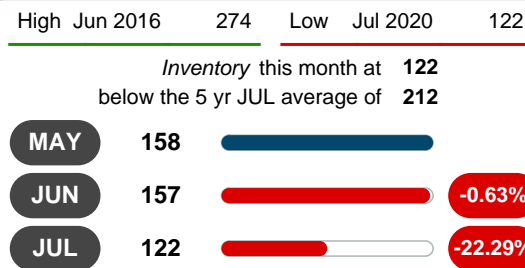


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 212



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.20%	65.5	5	5	0	0
\$50,001 - \$75,000	5	4.10%	141.0	1	3	1	0
\$75,001 - \$125,000	30	24.59%	52.5	6	23	1	0
\$125,001 - \$225,000	27	22.13%	67.0	6	18	3	0
\$225,001 - \$375,000	21	17.21%	69.0	3	10	8	0
\$375,001 - \$625,000	17	13.93%	42.0	1	10	6	0
\$625,001 and up	12	9.84%	126.0	0	1	4	7
<b>Total Active Inventory by Units</b>	<b>122</b>			<b>22</b>	<b>70</b>	<b>23</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>39,962,500</b>	<b>100%</b>	<b>69.0</b>	<b>3.21M</b>	<b>14.34M</b>	<b>9.21M</b>	<b>13.21M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$182,400</b>			<b>\$99,250</b>	<b>\$135,075</b>	<b>\$351,000</b>	<b>\$999,900</b>

# July 2020



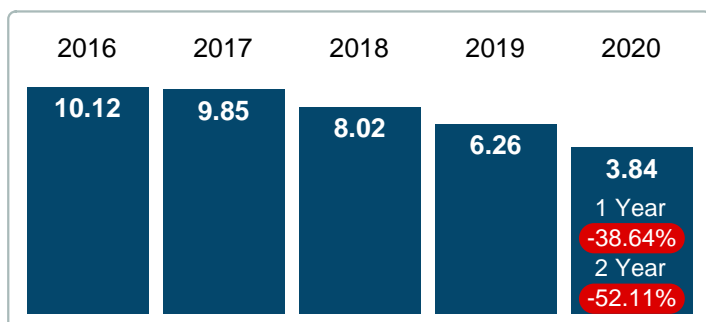
Area Delimited by County Of Mayes - Residential Property Type



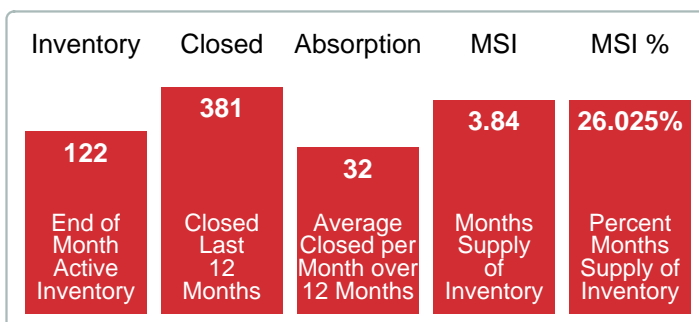
## MONTHS SUPPLY of INVENTORY (MSI)

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

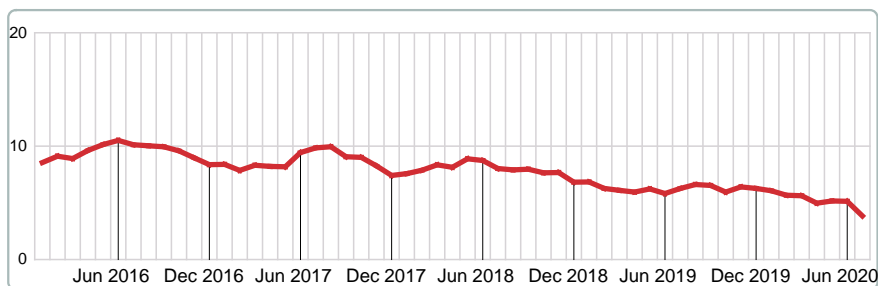
### MSI FOR JULY



### INDICATORS FOR JULY 2020

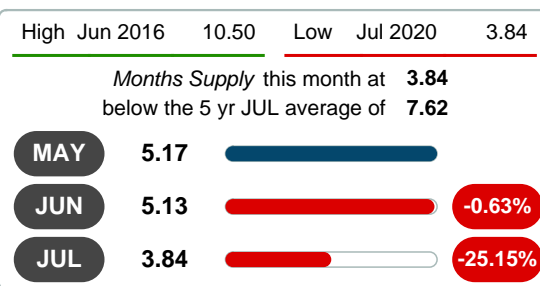


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



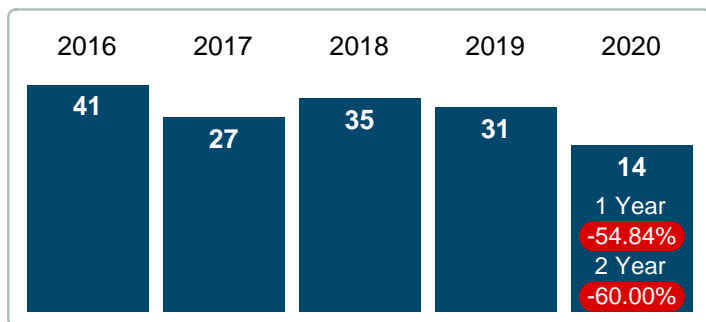
Area Delimited by County Of Mayes - Residential Property Type



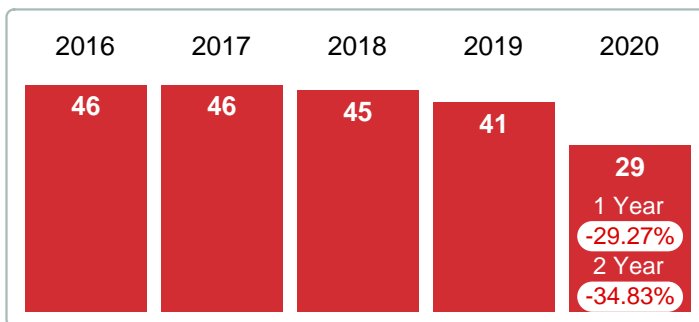
## MEDIAN DAYS ON MARKET TO SALE

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

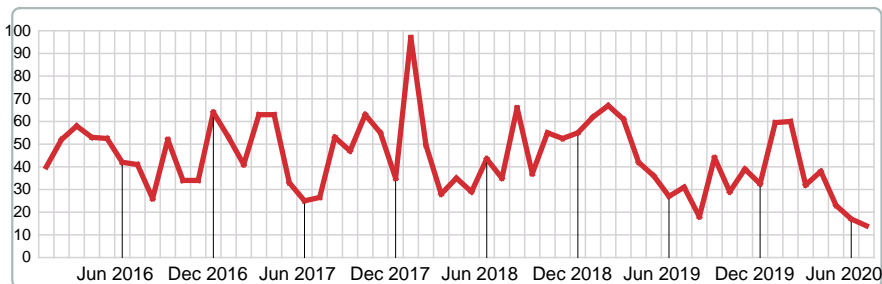
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 30

High Jan 2018 97 Low Jul 2020 14

Median Days on Market to Sale this month at 14 below the 5 yr JUL average of 30



### 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
\$50,000 and less	10.00%	10	10	8	124	0
\$50,001 - \$90,000	10.00%	31	19	55	0	0
\$90,001 - \$120,000	14.00%	11	0	26	5	0
\$120,001 - \$170,000	30.00%	13	5	14	20	0
\$170,001 - \$190,000	12.00%	38	0	14	61	0
\$190,001 - \$240,000	14.00%	46	54	46	0	0
\$240,001 and up	10.00%	65	0	71	36	0
Median Closed DOM		14	8	14	41	0
Total Closed Units	100%	14.0	9	33	8	
Total Closed Volume		7,447,584	957.88K	5.05M	1.44M	0.00B

# July 2020



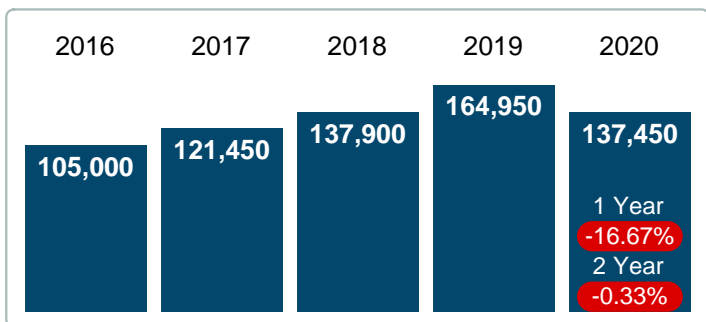
Area Delimited by County Of Mayes - Residential Property Type



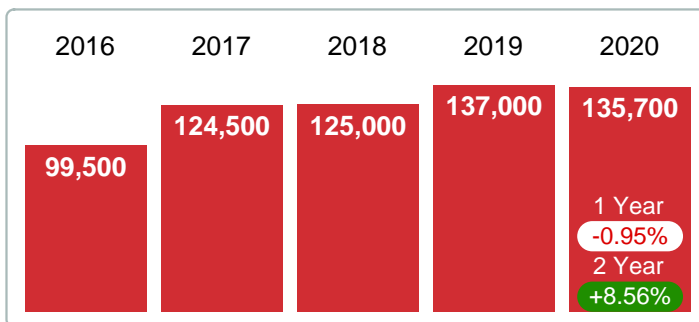
## MEDIAN LIST PRICE AT CLOSING

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

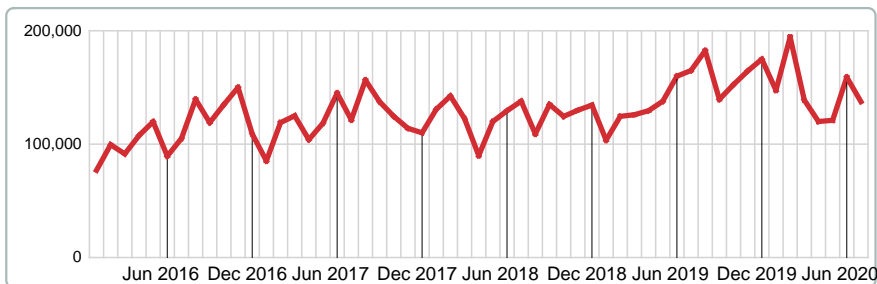
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 133,350

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

Median List Price at Closing this month at **137,450**  
 above the 5 yr JUL average of **133,350**

- MAY: 121,000
- JUN: 159,000 (+31.40%)
- JUL: 137,450 (-13.55%)

### 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
\$50,000 and less	12.00%	36,950	36,950	40,000	16,000	0
\$50,001 - \$90,000	10.00%	89,900	66,500	89,900	89,900	0
\$90,001 - \$120,000	14.00%	109,000	0	109,000	0	0
\$120,001 - \$170,000	30.00%	139,900	137,500	133,000	164,950	0
\$170,001 - \$190,000	10.00%	175,000	0	175,000	0	0
\$190,001 - \$240,000	10.00%	210,000	0	210,000	0	0
\$240,001 and up	14.00%	259,900	248,500	259,900	329,950	0
<b>Median List Price</b>		<b>137,450</b>	<b>66,500</b>	<b>135,000</b>	<b>164,950</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>137,450</b>	<b>9</b>	<b>33</b>	<b>8</b>	
<b>Total Closed Volume</b>		<b>7,516,199</b>	<b>987.40K</b>	<b>5.10M</b>	<b>1.43M</b>	<b>0.00B</b>



# July 2020



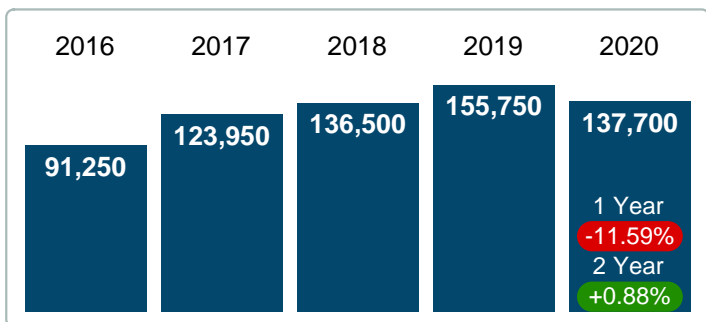
Area Delimited by County Of Mayes - Residential Property Type



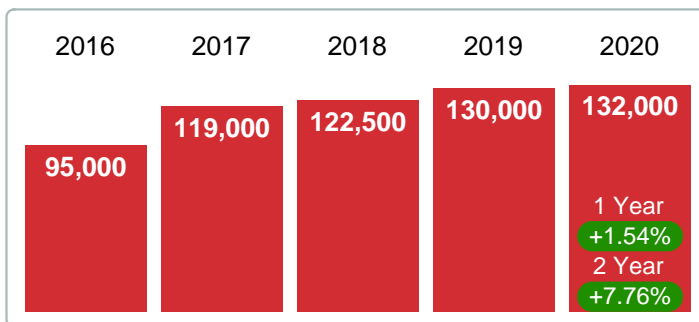
## MEDIAN SOLD PRICE AT CLOSING

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

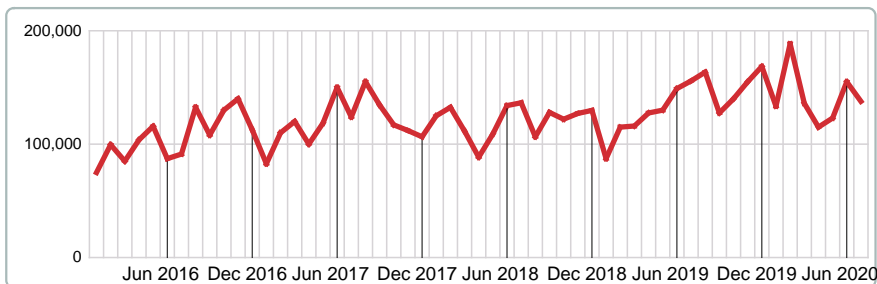
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

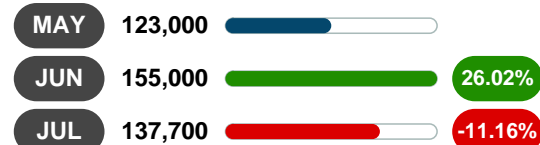


### 3 MONTHS

5 year JUL AVG = 129,030

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

Median Sold Price at Closing this month at 137,700 above the 5 yr JUL average of 129,030



### 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
\$50,000 and less	10.00%	34,000	35,700	34,000	16,000	0
\$50,001 - \$90,000	10.00%	69,900	59,592	88,500	0	0
\$90,001 - \$120,000	14.00%	100,000	0	101,500	92,000	0
\$120,001 - \$170,000	30.00%	135,500	131,000	132,500	167,500	0
\$170,001 - \$190,000	12.00%	177,200	0	177,500	170,400	0
\$190,001 - \$240,000	14.00%	210,000	232,500	200,000	0	0
\$240,001 and up	10.00%	270,000	0	267,600	329,500	0
<b>Median Sold Price</b>		<b>137,700</b>	<b>60,000</b>	<b>135,500</b>	<b>168,750</b>	<b>0</b>
<b>Total Closed Units</b>		<b>50</b>	<b>9</b>	<b>33</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,447,584</b>	<b>957.88K</b>	<b>5.05M</b>	<b>1.44M</b>	<b>0.00B</b>

# July 2020



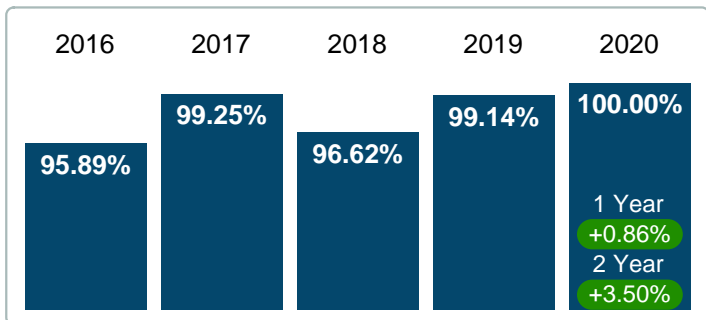
Area Delimited by County Of Mayes - Residential Property Type



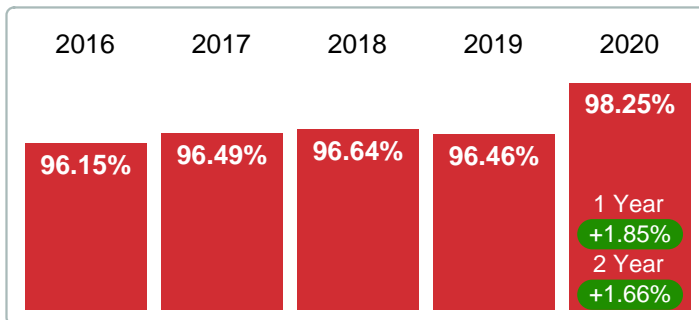
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

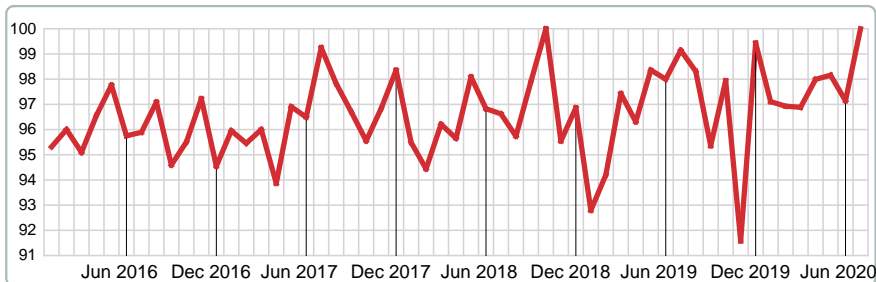
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

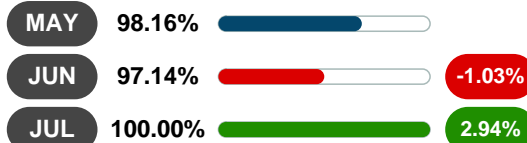


### 3 MONTHS

5 year JUL AVG = 98.18%

High Jul 2020 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.18%**



## 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
\$50,000 and less	5	10.00%	90.00%	90.00%	85.00%	100.00%	0.00%
\$50,001 - \$90,000	5	10.00%	98.44%	164.50%	98.44%	0.00%	0.00%
\$90,001 - \$120,000	7	14.00%	100.00%	0.00%	100.00%	102.34%	0.00%
\$120,001 - \$170,000	15	30.00%	100.00%	95.19%	100.00%	99.41%	0.00%
\$170,001 - \$190,000	6	12.00%	101.43%	0.00%	101.43%	103.59%	0.00%
\$190,001 - \$240,000	7	14.00%	97.50%	93.57%	100.00%	0.00%	0.00%
\$240,001 and up	5	10.00%	100.82%	0.00%	100.82%	100.56%	0.00%
Median Sold/List Ratio		100.00%		91.18%	100.00%	101.17%	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



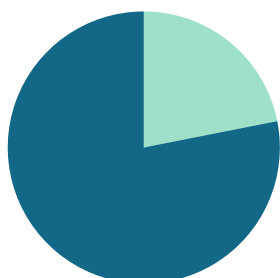
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

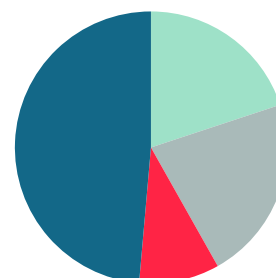


**Inventory**  
 New Listings  
**44 = 21.89%**  
 Start Inventory  
**157**  
 Total Inventory Units  
**201**  
 Volume  
**\$57,961,914**

### 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%
Median List Price	164,950	137,450	-16.67%	137,000	135,700	-0.95%
Median Sale Price	155,750	137,700	-11.59%	130,000	132,000	1.54%
Median Percent of Selling Price to List Price	99.14%	100.00%	0.86%	96.46%	98.25%	1.85%
Median Days on Market to Sale	31.00	14.00	-54.84%	41.00	29.00	-29.27%
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

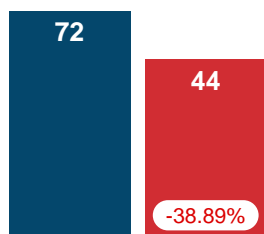
**Inventory** on July 31, 2020 = **122**

**2019** **2020**

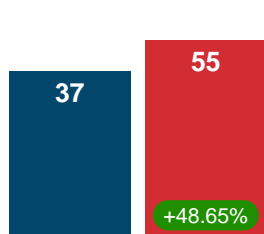
### JULY MARKET

### MEDIAN PRICES

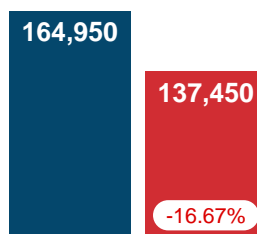
#### New Listings



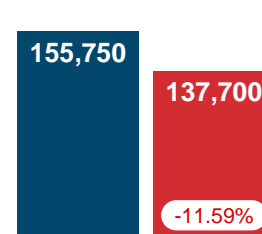
#### Pending Listings



#### List Price



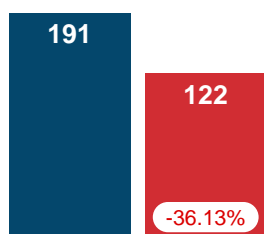
#### Sale Price



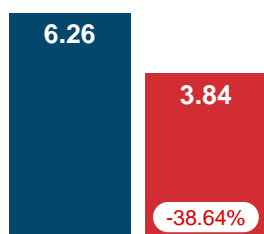
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

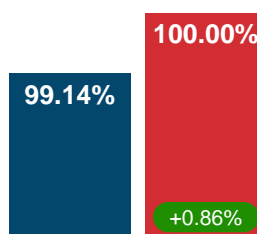
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

