

June 2020



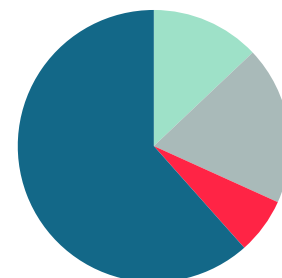
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	33	33	0.00%
Pending Listings	32	48	50.00%
New Listings	36	64	77.78%
Average List Price	186,047	187,079	0.55%
Average Sale Price	176,526	181,130	2.61%
Average Percent of Selling Price to List Price	96.08%	96.70%	0.64%
Average Days on Market to Sale	55.06	31.85	-42.16%
End of Month Inventory	178	157	-11.80%
Months Supply of Inventory	5.82	5.13	-11.80%



■ Closed (12.94%)
■ Pending (18.82%)
■ Other OffMarket (6.67%)
■ Active (61.57%)

Absorption: Last 12 months, an Average of **31** Sales/Month
Active Inventory as of June 30, 2020 = **157**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **11.80%** to 157 existing homes available for sale. Over the last 12 months this area has had an average of 31 closed sales per month. This represents an unsold inventory index of **5.13** 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 **2.61%** in June 2020 to \$181,130 versus the previous year at \$176,526.

Average Days on Market Shortens

The average number of **31.85** days that homes spent on the market before selling decreased by 23.21 days or **42.16%** in June 2020 compared to last year's same month at **55.06** DOM.

Sales Success for June 2020 is Positive

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

There were 64 New Listings in June 2020, up **77.78%** from last year at 36. Furthermore, there were 33 Closed Listings this month versus last year at 33, a **0.00%** decrease.

Closed versus Listed trends yielded a **51.6%** ratio, down from previous year's, June 2019, at **91.7%**, a **43.75%** downswing. This will certainly create pressure on a decreasing Monthly 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

June 2020



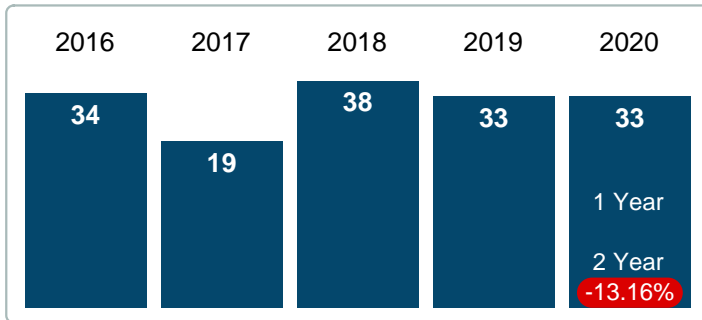
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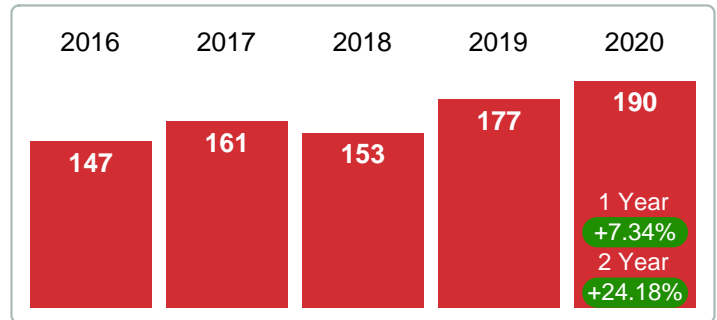
CLOSED LISTINGS

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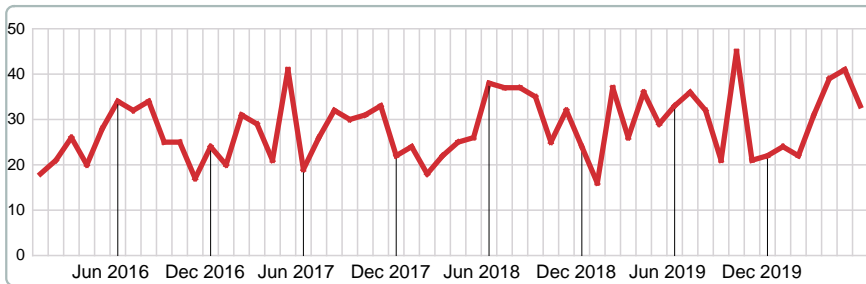
JUNE



YEAR TO DATE (YTD)

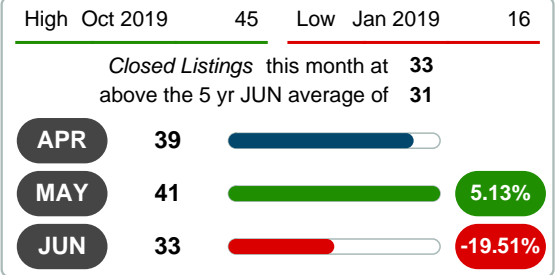


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	3.03%	13.0	0	1	0	0
\$75,001 - \$100,000	3	9.09%	33.3	0	3	0	0
\$100,001 - \$125,000	8	24.24%	37.8	0	7	1	0
\$125,001 - \$150,000	3	9.09%	61.0	0	2	1	0
\$150,001 - \$200,000	10	30.30%	28.2	2	8	0	0
\$200,001 - \$250,000	4	12.12%	28.3	0	3	1	0
\$250,001 and up	4	12.12%	14.5	1	1	1	1
Total Closed Units	33			3	25	4	1
Total Closed Volume	5,977,300	100%	31.8	595.90K	3.81M	1.14M	425.00K
Average Closed Price	\$181,130			\$198,633	\$152,540	\$285,725	\$425,000

June 2020



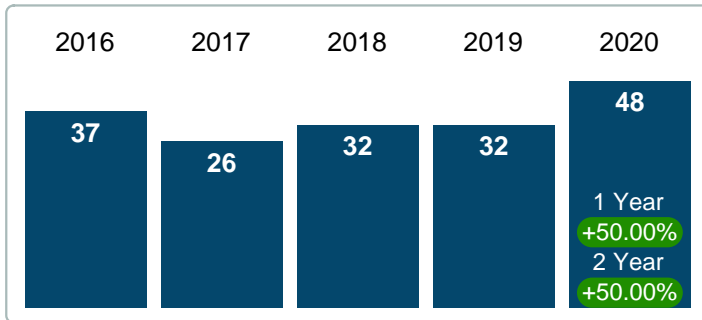
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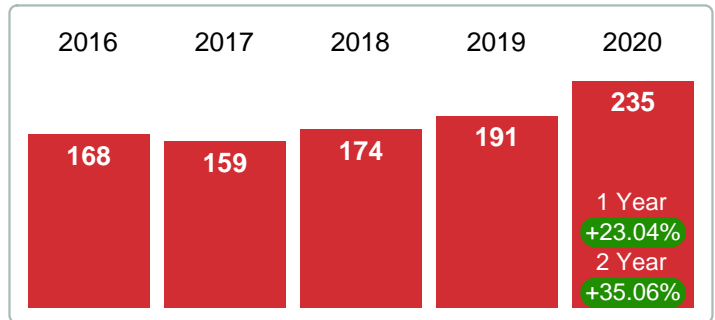
PENDING LISTINGS

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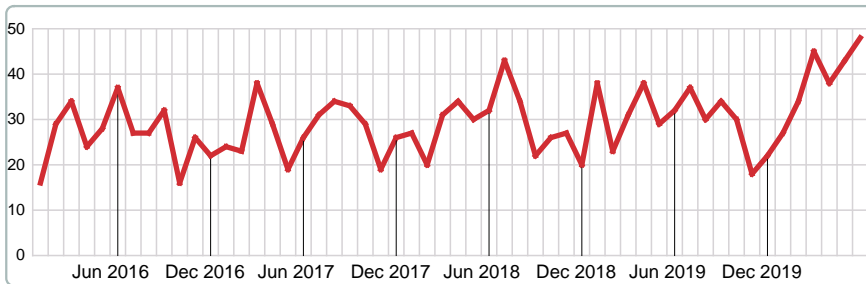
JUNE



YEAR TO DATE (YTD)

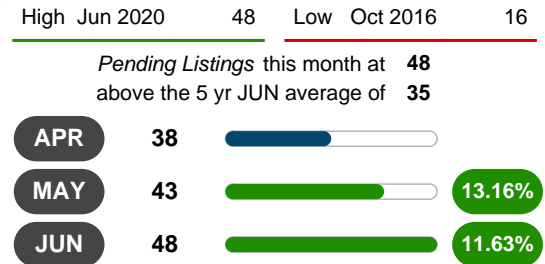


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 35



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	8.33%	25.0	3	1	0	0
\$50,001 - \$75,000	2	4.17%	74.5	1	1	0	0
\$75,001 - \$100,000	7	14.58%	9.1	1	5	1	0
\$100,001 - \$150,000	13	27.08%	43.5	1	12	0	0
\$150,001 - \$175,000	10	20.83%	47.2	0	7	3	0
\$175,001 - \$225,000	6	12.50%	44.2	0	5	1	0
\$225,001 and up	6	12.50%	86.8	3	3	0	0
Total Pending Units	48			9	34	5	0
Total Pending Volume	7,470,599	100%	44.5	1.43M	5.27M	768.20K	0.00B
Average Listing Price	\$155,637			\$159,211	\$154,985	\$153,640	\$0

June 2020



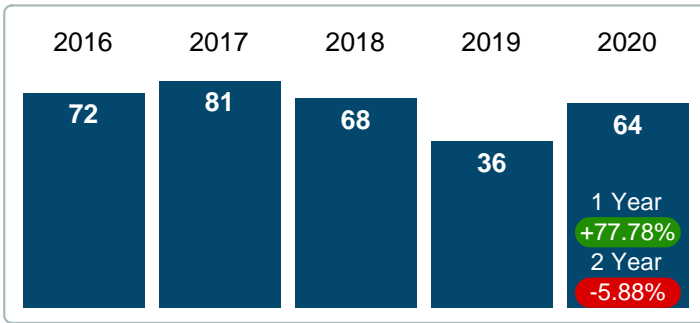
Area Delimited by County Of Mayes - Residential Property Type



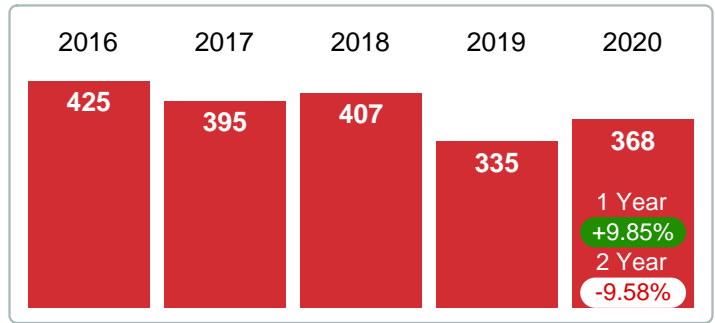
NEW LISTINGS

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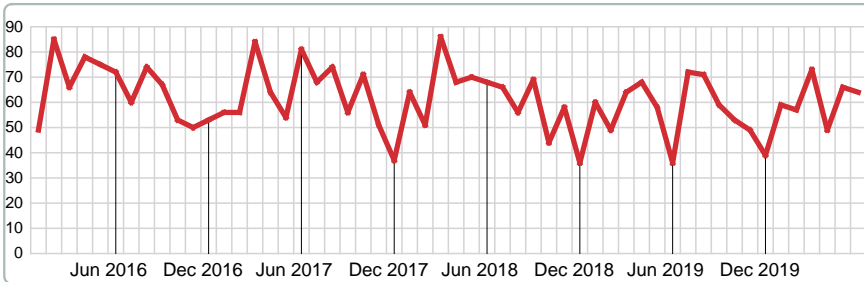
JUNE



YEAR TO DATE (YTD)

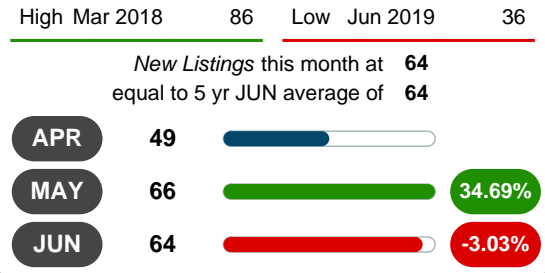


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 64



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	3	3	0	0
\$50,001 - \$75,000	1	1.56%	1	0	0	0
\$75,001 - \$100,000	17	26.56%	2	14	1	0
\$100,001 - \$150,000	16	25.00%	2	11	3	0
\$150,001 - \$200,000	9	14.06%	2	6	1	0
\$200,001 - \$350,000	8	12.50%	0	8	0	0
\$350,001 and up	7	10.94%	0	4	2	1
Total New Listed Units	64		10	46	7	1
Total New Listed Volume	10,815,460	100%	915.36K	7.73M	1.51M	665.00K
Average New Listed Listing Price	\$159,064		\$91,536	\$167,989	\$215,371	\$665,000

June 2020



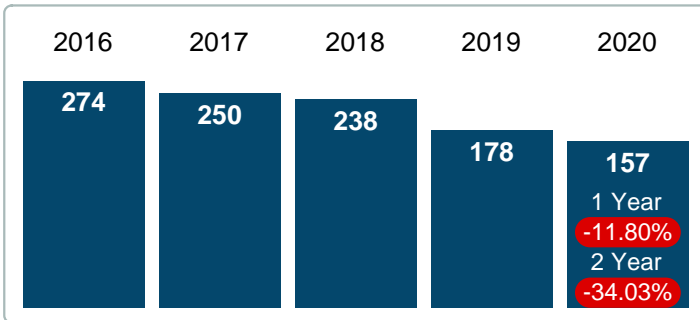
Area Delimited by County Of Mayes - Residential Property Type



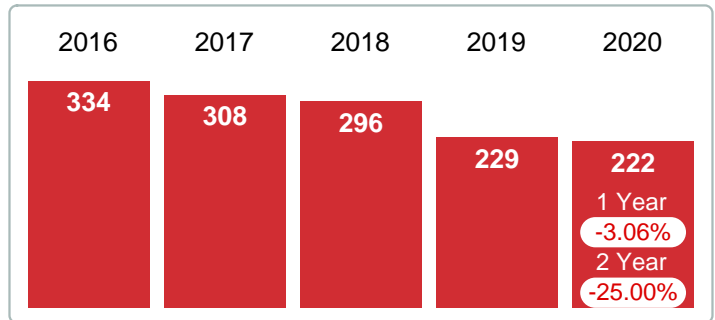
ACTIVE INVENTORY

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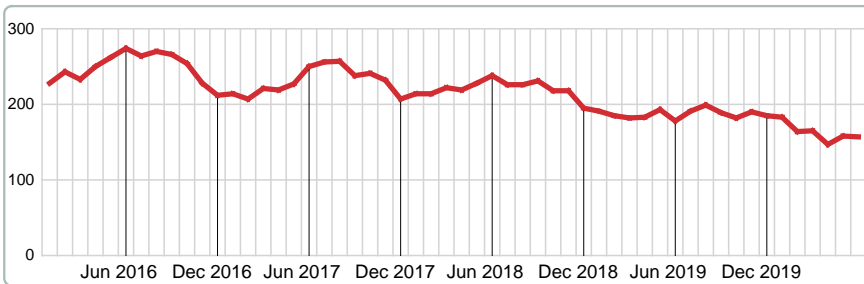
END OF JUNE



ACTIVE DURING JUNE

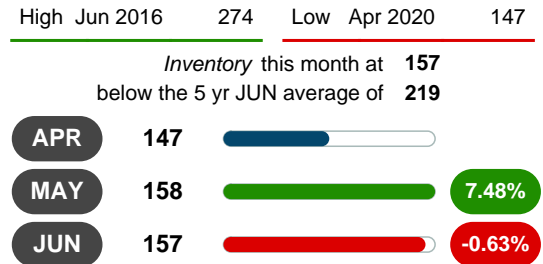


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 219



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	14	8.92%	68.9	7	6	1	0
\$50,001 - \$75,000	7	4.46%	81.1	2	4	1	0
\$75,001 - \$125,000	36	22.93%	71.8	7	29	0	0
\$125,001 - \$225,000	39	24.84%	60.0	10	25	4	0
\$225,001 - \$325,000	24	15.29%	82.0	5	14	5	0
\$325,001 - \$625,000	22	14.01%	80.1	3	10	8	1
\$625,001 and up	15	9.55%	118.1	0	2	5	8
Total Active Inventory by Units	157			34	90	24	9
Total Active Inventory by Volume	46,869,964	100%	76.2	5.30M	17.43M	9.49M	14.65M
Average Active Inventory Listing Price	\$298,535			\$155,790	\$193,613	\$395,542	\$1,628,322

June 2020



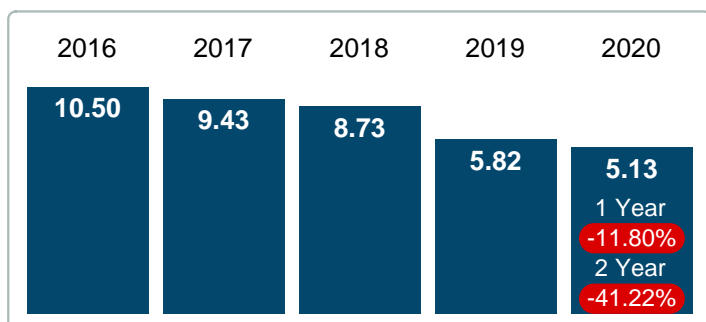
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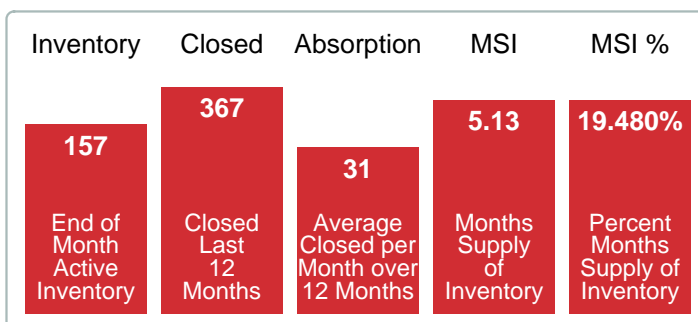
MONTHS SUPPLY of INVENTORY (MSI)

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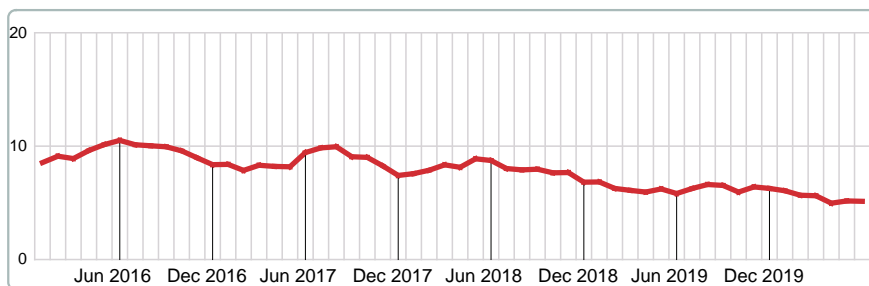
MSI FOR JUNE



INDICATORS FOR JUNE 2020

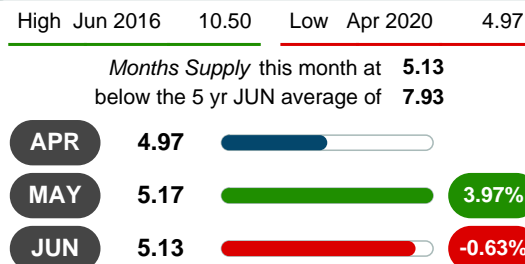


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.93



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	14	8.92%	4.20	4.00	4.24	6.00	0.00
\$50,001 - \$75,000	7	4.46%	2.90	1.50	3.69	0.00	0.00
\$75,001 - \$125,000	36	22.93%	5.40	9.33	5.44	0.00	0.00
\$125,001 - \$225,000	39	24.84%	3.18	8.00	2.94	1.78	0.00
\$225,001 - \$325,000	24	15.29%	7.38	60.00	7.30	5.45	0.00
\$325,001 - \$625,000	22	14.01%	10.15	18.00	10.00	13.71	2.40
\$625,001 and up	15	9.55%	30.00	0.00	24.00	20.00	48.00
Market Supply of Inventory (MSI)			5.13	6.38	4.66	5.05	7.71
Total Active Inventory by Units		100%	5.13	34	90	24	9

June 2020



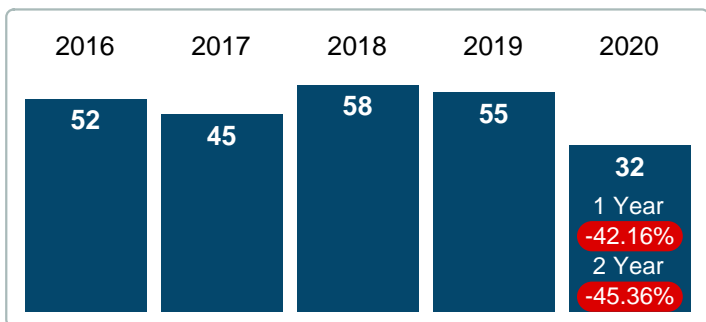
Area Delimited by County Of Mayes - Residential Property Type



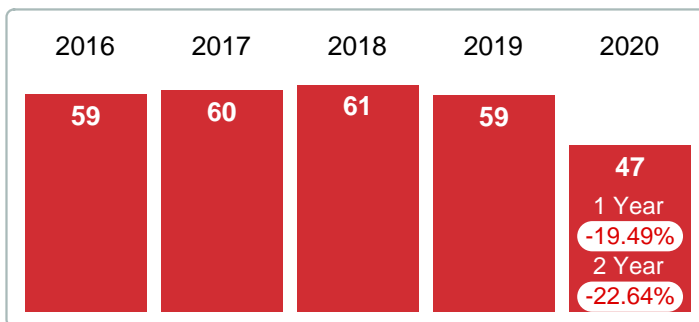
AVERAGE DAYS ON MARKET TO SALE

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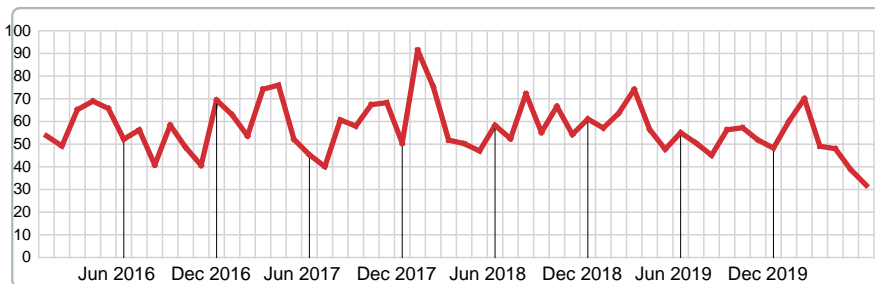
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

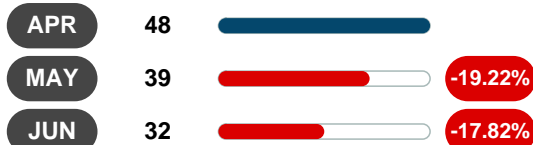


3 MONTHS

5 year JUN AVG = 49

High Jan 2018 91 Low Jun 2020 32

Average Days on Market to Sale this month at 32 below the 5 yr JUN average of 49



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
\$75,000 and less	3.03%	13	0	13	0	0
\$75,001 - \$100,000	9.09%	33	0	33	0	0
\$100,001 - \$125,000	24.24%	38	0	28	103	0
\$125,001 - \$150,000	9.09%	61	0	86	12	0
\$150,001 - \$200,000	30.30%	28	10	33	0	0
\$200,001 - \$250,000	12.12%	28	0	37	2	0
\$250,001 and up	12.12%	15	1	7	21	29
Average Closed DOM		32	7	35	35	29
Total Closed Units	100%	32	3	25	4	1
Total Closed Volume		5,977,300	595.90K	3.81M	1.14M	425.00K

June 2020



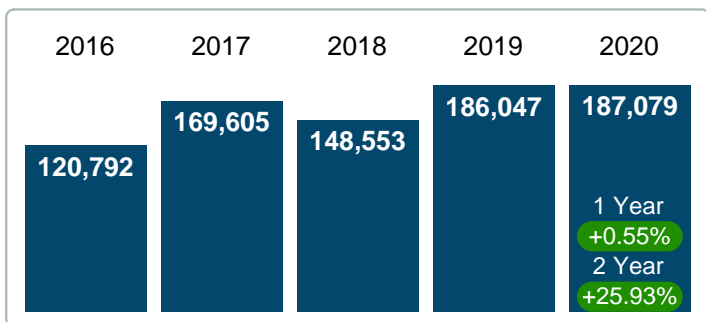
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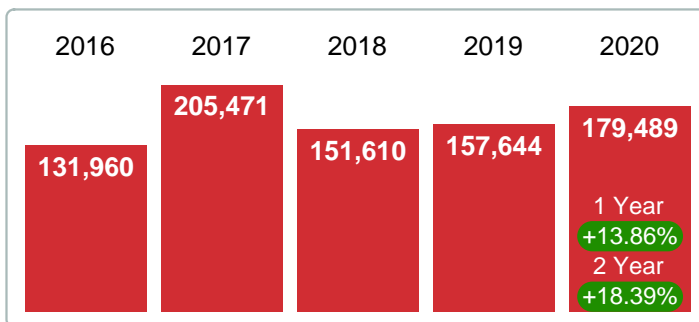
AVERAGE LIST PRICE AT CLOSING

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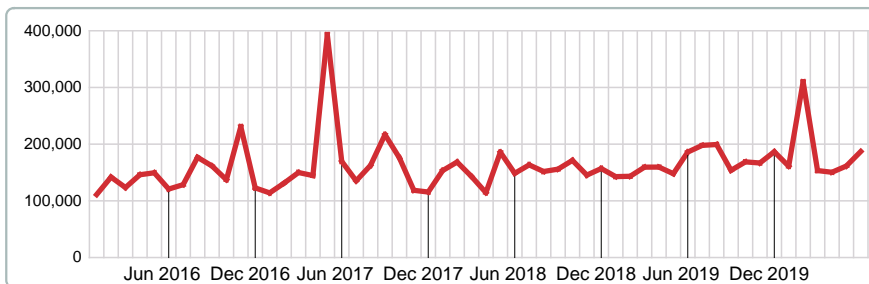
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

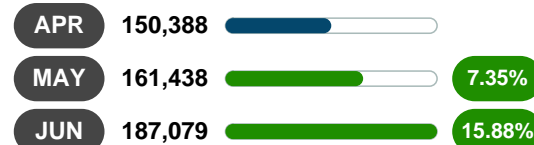


3 MONTHS

5 year JUN AVG = 162,415

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

Average List Price at Closing this month at **187,079**
above the 5 yr JUN average of **162,415**



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
\$75,000 and less	1	3.03%	75,000	0	75,000	0	0
\$75,001 - \$100,000	3	9.09%	95,833	0	95,833	0	0
\$100,001 - \$125,000	6	18.18%	113,667	0	117,357	119,000	0
\$125,001 - \$150,000	3	9.09%	132,500	0	149,000	154,500	0
\$150,001 - \$200,000	12	36.36%	169,575	179,000	170,425	0	0
\$200,001 - \$250,000	2	6.06%	214,450	0	239,633	219,900	0
\$250,001 and up	6	18.18%	377,967	258,900	375,000	695,000	429,000
Average List Price			187,079	205,633	157,572	297,100	429,000
Total Closed Units		100%	187,079	3	25	4	1
Total Closed Volume			6,173,600	616.90K	3.94M	1.19M	429.00K

June 2020



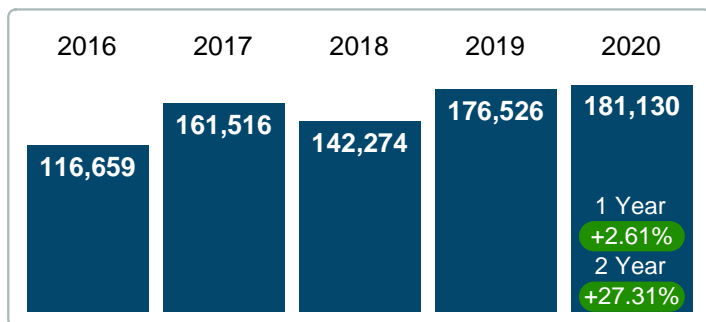
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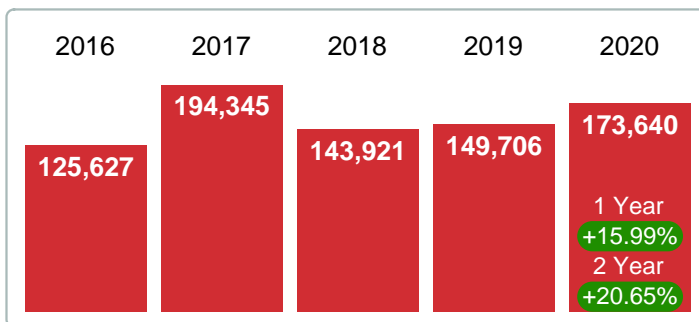
AVERAGE SOLD PRICE AT CLOSING

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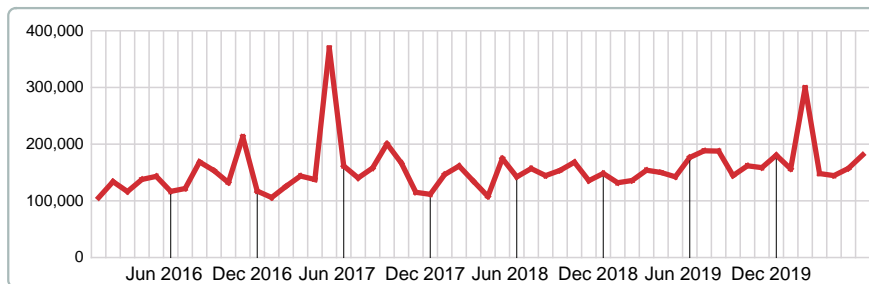
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 155,621

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

Average Sold Price at Closing this month at **181,130**
above the 5 yr JUN average of **155,621**

APR	144,503	<div style="width: 60%;"></div>
MAY	157,190	<div style="width: 80%;"></div> 8.78%
JUN	181,130	<div style="width: 100%;"></div> 15.23%

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
\$75,000 and less 1	3.03%	60,000	0	60,000	0	0
\$75,001 - \$100,000 3	9.09%	93,667	0	93,667	0	0
\$100,001 - \$125,000 8	24.24%	114,813	0	115,071	113,000	0
\$125,001 - \$150,000 3	9.09%	144,333	0	144,000	145,000	0
\$150,001 - \$200,000 10	30.30%	165,800	168,500	165,125	0	0
\$200,001 - \$250,000 4	12.12%	229,475	0	232,667	219,900	0
\$250,001 and up 4	12.12%	427,225	258,900	360,000	665,000	425,000
Average Sold Price		181,130	198,633	152,540	285,725	425,000
Total Closed Units	100%	181,130	3	25	4	1
Total Closed Volume		5,977,300	595.90K	3.81M	1.14M	425.00K

June 2020



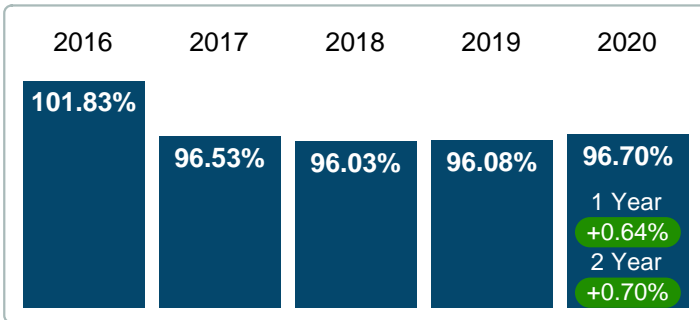
Area Delimited by County Of Mayes - Residential Property Type



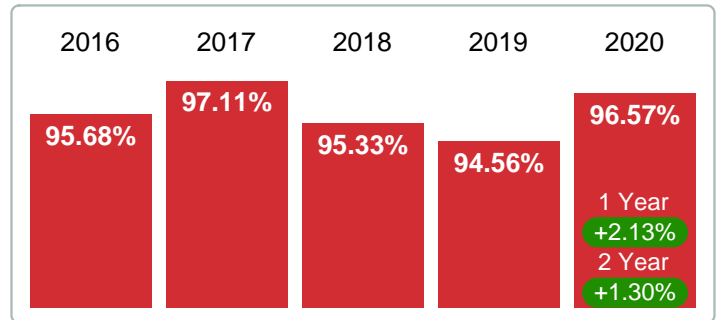
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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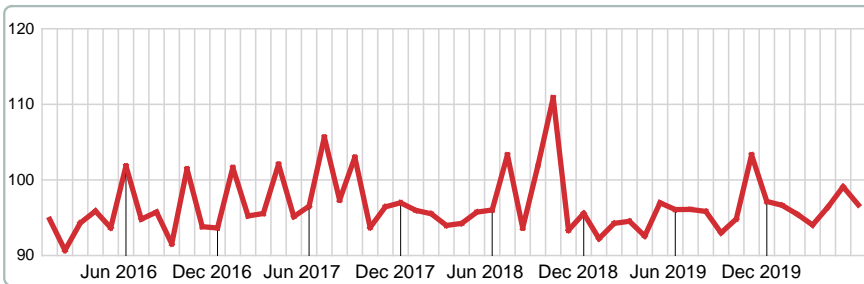
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

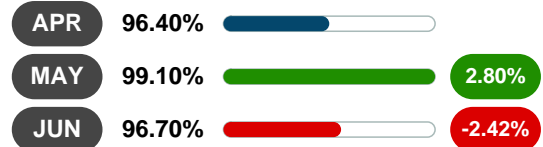


3 MONTHS

5 year JUN AVG = 97.43%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.70%**
equal to 5 yr JUN average of **97.43%**



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
\$75,000 and less	1	3.03%	80.00%	0.00%	80.00%	0.00%	0.00%
\$75,001 - \$100,000	3	9.09%	97.81%	0.00%	97.81%	0.00%	0.00%
\$100,001 - \$125,000	8	24.24%	97.80%	0.00%	98.20%	94.96%	0.00%
\$125,001 - \$150,000	3	9.09%	95.82%	0.00%	96.81%	93.85%	0.00%
\$150,001 - \$200,000	10	30.30%	96.57%	94.28%	97.14%	0.00%	0.00%
\$200,001 - \$250,000	4	12.12%	97.84%	0.00%	97.12%	100.00%	0.00%
\$250,001 and up	4	12.12%	97.69%	100.00%	96.00%	95.68%	99.07%
Average Sold/List Ratio		96.70%		96.19%	96.76%	96.12%	99.07%
Total Closed Units		33	100%	3	25	4	1
Total Closed Volume		5,977,300		595.90K	3.81M	1.14M	425.00K

June 2020



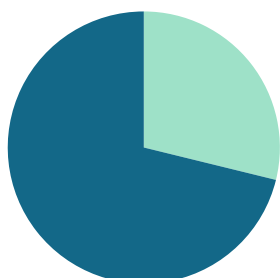
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

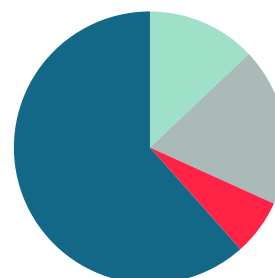


Inventory
 New Listings
64 = 28.83%
 Start Inventory
158
 Total Inventory Units
222
 Volume
\$58,261,463

Market Activity

Closed Sales
33 = 12.94%
 Pending Sales
48 = 18.82%
 Other Off Market
17 = 6.67%
 Active Inventory
157 = 61.57%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	33	33	0.00%	177	190	7.34%
Pending Sales	32	48	50.00%	191	235	23.04%
New Listings	36	64	77.78%	335	368	9.85%
Average List Price	186,047	187,079	0.55%	157,644	179,489	13.86%
Average Sale Price	176,526	181,130	2.61%	149,706	173,640	15.99%
Average Percent of Selling Price to List Price	96.08%	96.70%	0.64%	94.56%	96.57%	2.13%
Average Days on Market to Sale	55.06	31.85	-42.16%	58.94	47.45	-19.49%
Monthly Inventory	178	157	-11.80%	178	157	-11.80%
Months Supply of Inventory	5.82	5.13	-11.80%	5.82	5.13	-11.80%

Absorption: Last 12 months, an Average of **31** Sales/Month

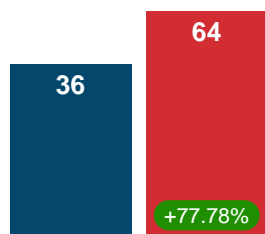
Inventory on June 30, 2020 = **157**

2019 **2020**

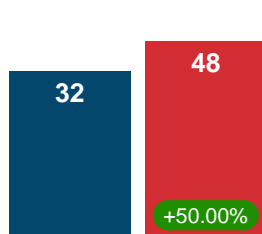
JUNE MARKET

AVERAGE PRICES

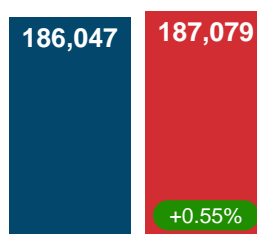
New Listings



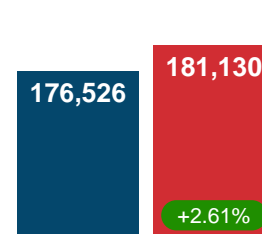
Pending Listings



List Price



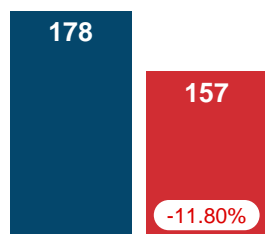
Sale Price



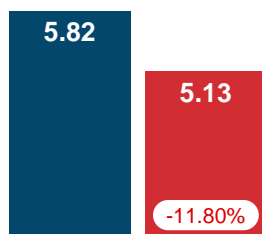
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

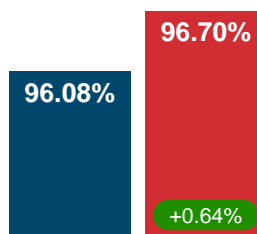
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

