

June 2020



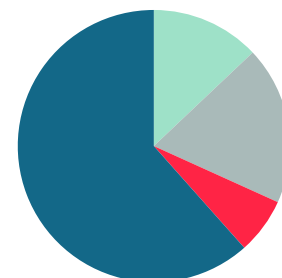
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	159,900	159,000	-0.56%
Median Sale Price	149,000	155,000	4.03%
Median Percent of Selling Price to List Price	98.00%	97.14%	-0.87%
Median Days on Market to Sale	27.00	17.00	-37.04%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.03%** in June 2020 to \$155,000 versus the previous year at \$149,000.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 10.00 days or **37.04%** in June 2020 compared to last year's same month at **27.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



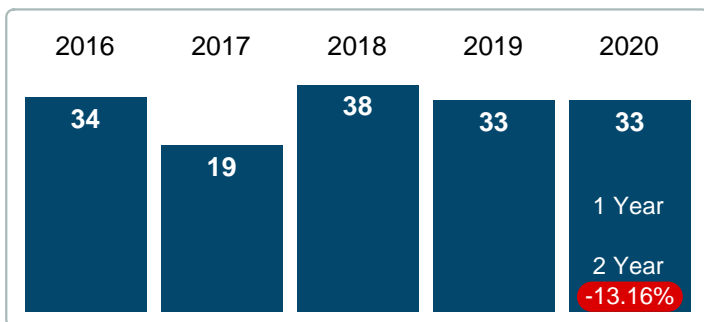
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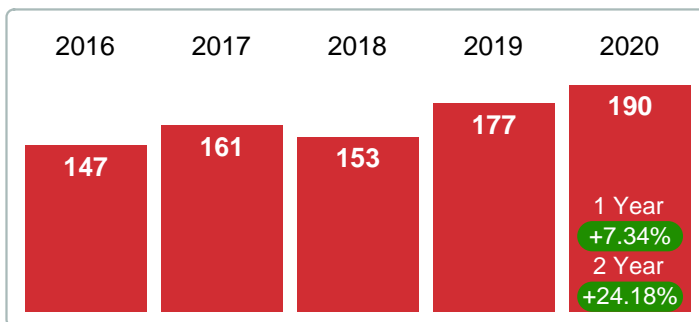
CLOSED LISTINGS

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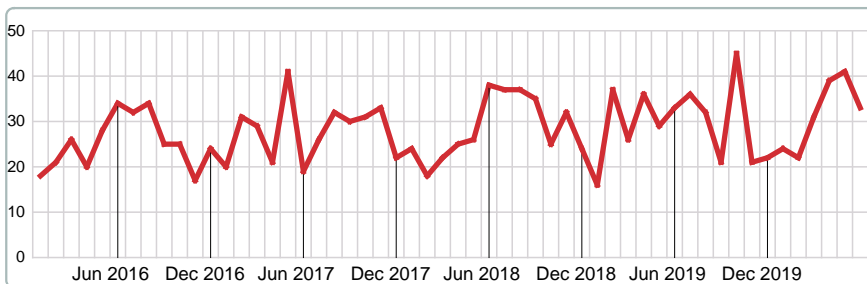
JUNE



YEAR TO DATE (YTD)

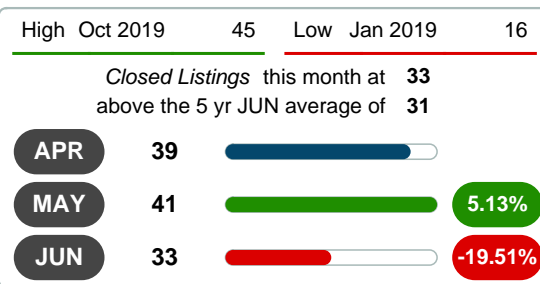


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	26.0	0	3	0	0
\$100,001 - \$125,000	8	24.24%	26.5	0	7	1	0
\$125,001 - \$150,000	3	9.09%	12.0	0	2	1	0
\$150,001 - \$200,000	10	30.30%	18.0	2	8	0	0
\$200,001 - \$250,000	4	12.12%	16.5	0	3	1	0
\$250,001 and up	4	12.12%	14.0	1	1	1	1
Total Closed Units	33			3	25	4	1
Total Closed Volume	5,977,300	100%	17.0	595.90K	3.81M	1.14M	425.00K
Median Closed Price	\$155,000			\$185,000	\$150,000	\$182,450	\$425,000

June 2020



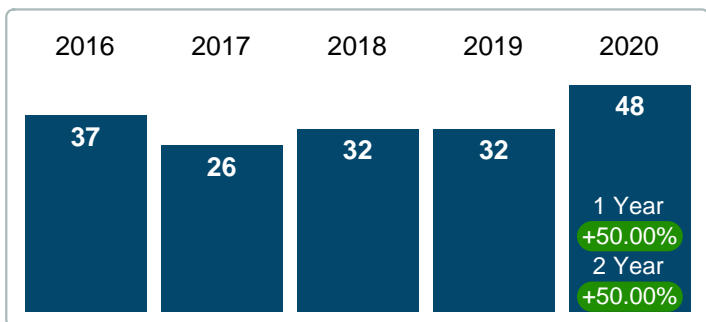
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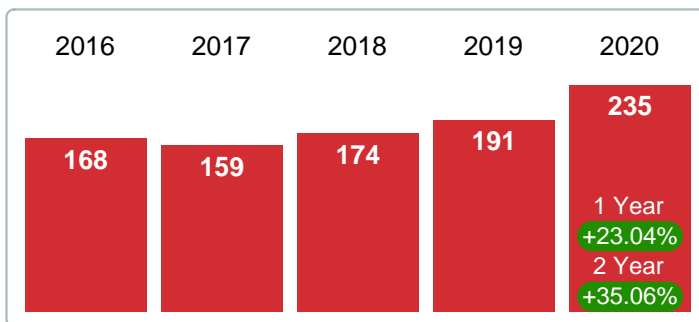
PENDING LISTINGS

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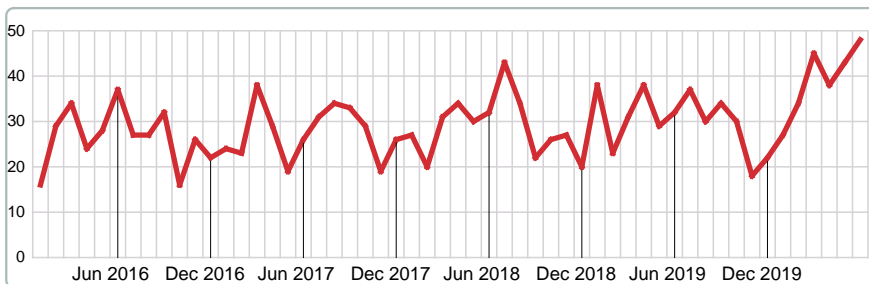
JUNE



YEAR TO DATE (YTD)

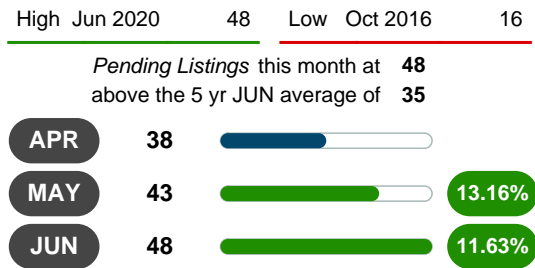


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	8.33%	27.5	3	1	0	0
\$60,001 - \$90,000	6	12.50%	19.0	1	4	1	0
\$90,001 - \$120,000	8	16.67%	11.5	1	7	0	0
\$120,001 - \$160,000	11	22.92%	14.0	1	10	0	0
\$160,001 - \$180,000	8	16.67%	68.0	0	4	4	0
\$180,001 - \$240,000	5	10.42%	24.0	0	5	0	0
\$240,001 and up	6	12.50%	87.0	3	3	0	0
Total Pending Units	48			9	34	5	0
Total Pending Volume	7,470,599	100%	24.0	1.43M	5.27M	768.20K	0.00B
Median Listing Price	\$137,450			\$100,000	\$137,450	\$165,000	\$0

June 2020



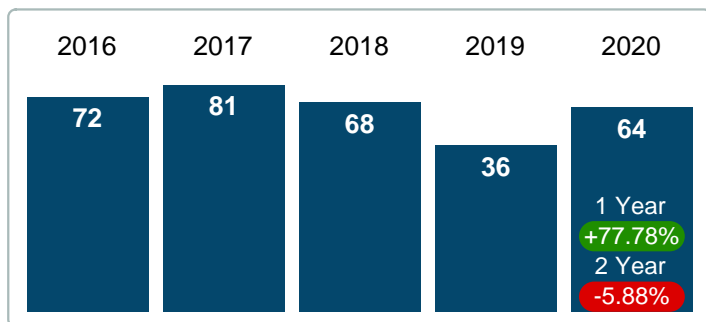
Area Delimited by County Of Mayes - Residential Property Type



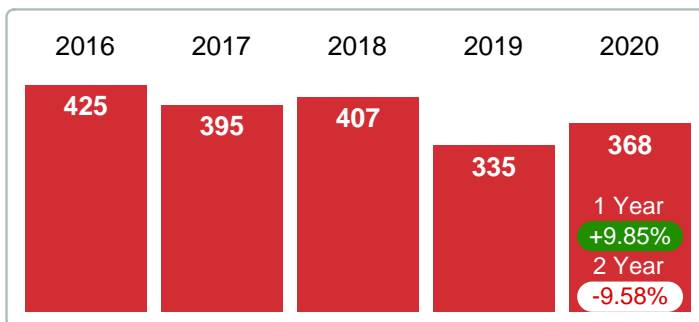
NEW LISTINGS

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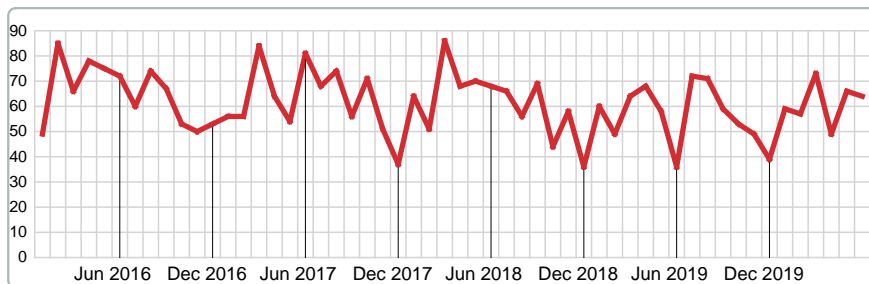
JUNE



YEAR TO DATE (YTD)

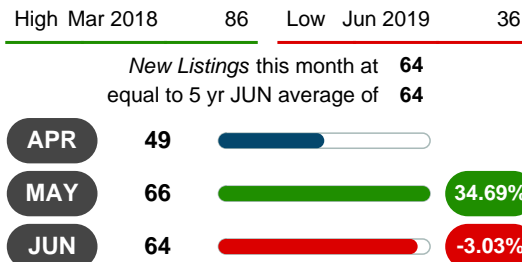


5 YEAR MARKET ACTIVITY TRENDS



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 - \$80,000	5	7.81%	2	3	0	0
\$80,001 - \$110,000	13	20.31%	1	11	1	0
\$110,001 - \$150,000	16	25.00%	2	11	3	0
\$150,001 - \$210,000	10	15.63%	2	7	1	0
\$210,001 - \$350,000	7	10.94%	0	7	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
Median New Listed Listing Price	\$138,000		\$85,000	\$135,950	\$142,900	\$665,000

June 2020



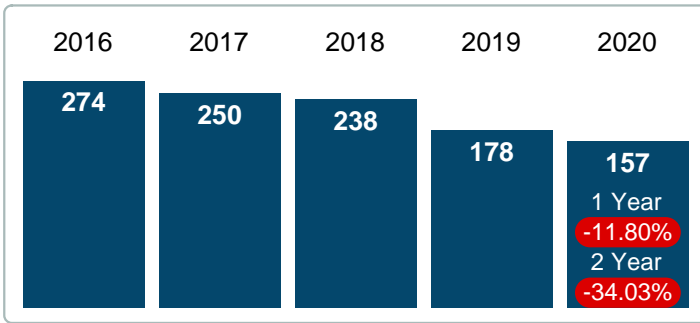
Area Delimited by County Of Mayes - Residential Property Type



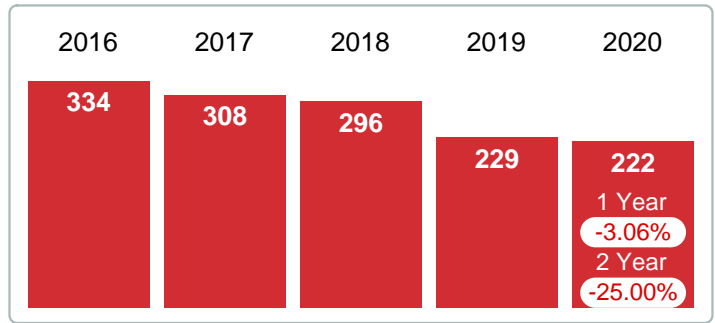
ACTIVE INVENTORY

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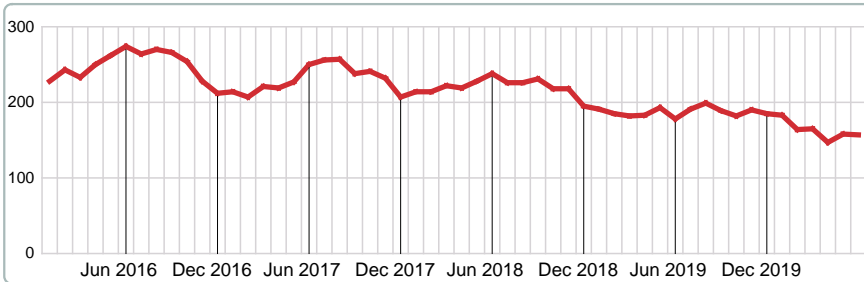
END OF JUNE



ACTIVE DURING JUNE

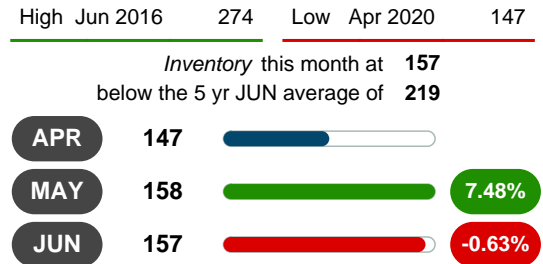


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 219



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	8.92%	59.0	7	6	1	0
\$50,001 - \$75,000	7	4.46%	95.0	2	4	1	0
\$75,001 - \$125,000	36	22.93%	55.0	7	29	0	0
\$125,001 - \$225,000	39	24.84%	54.0	10	25	4	0
\$225,001 - \$325,000	24	15.29%	86.5	5	14	5	0
\$325,001 - \$625,000	22	14.01%	57.0	3	10	8	1
\$625,001 and up	15	9.55%	109.0	0	2	5	8
Total Active Inventory by Units	157			34	90	24	9
Total Active Inventory by Volume	46,869,964			5.30M	17.43M	9.49M	14.65M
Median Active Inventory Listing Price	\$178,500			\$134,000	\$139,700	\$339,500	\$995,000

June 2020



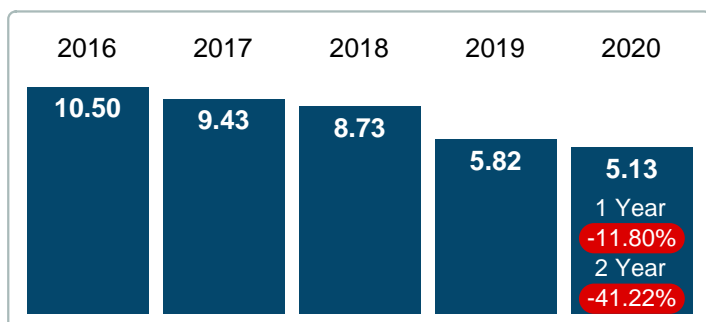
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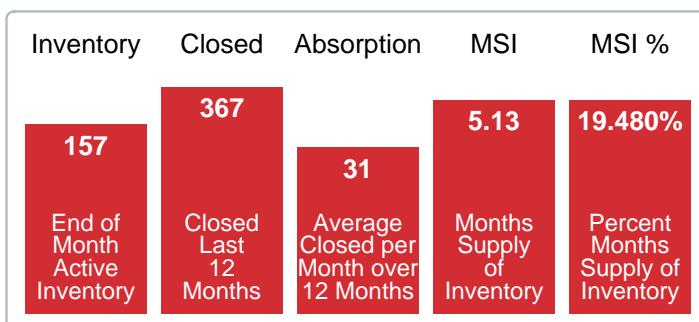
MONTHS SUPPLY of INVENTORY (MSI)

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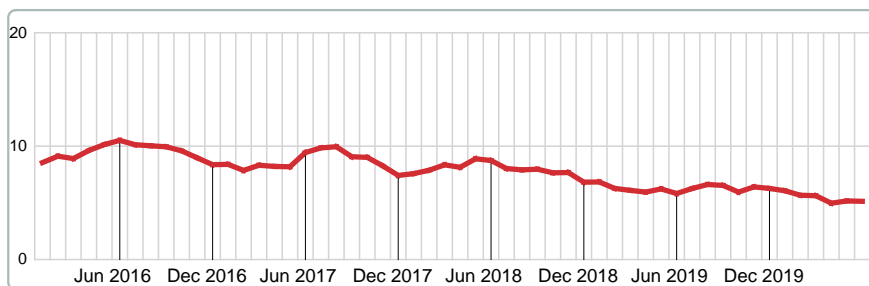
MSI FOR JUNE



INDICATORS FOR JUNE 2020



5 YEAR MARKET ACTIVITY TRENDS

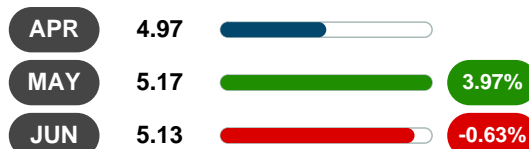


3 MONTHS

5 year JUN AVG = 7.93

High Jun 2016 10.50 Low Apr 2020 4.97

Months Supply this month at 5.13 below the 5 yr JUN average of 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



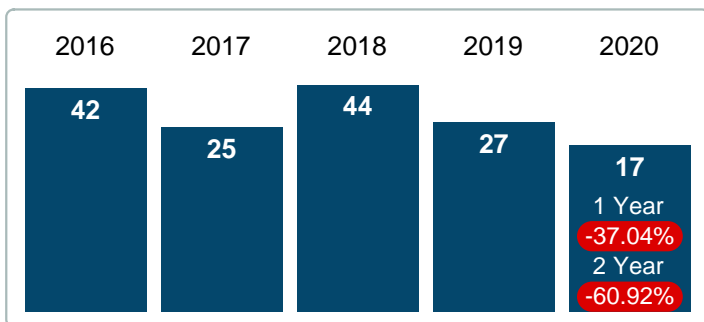
Area Delimited by County Of Mayes - Residential Property Type



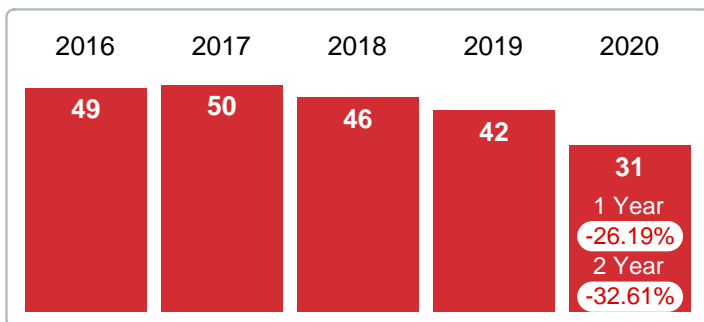
MEDIAN DAYS ON MARKET TO SALE

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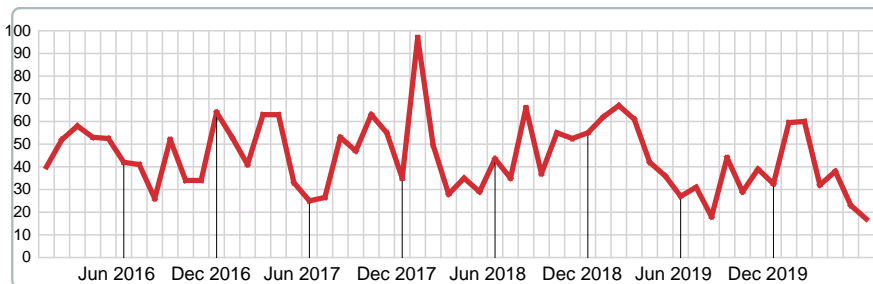
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

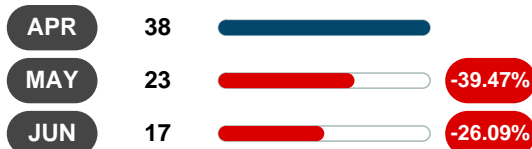


3 MONTHS

5 year JUN AVG = 31

High Jan 2018 97 Low Jun 2020 17

Median Days on Market to Sale this month at 17 below the 5 yr JUN average of 31



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
\$75,000 and less	3.03%	13	0	13	0	0
\$75,001 - \$100,000	9.09%	26	0	26	0	0
\$100,001 - \$125,000	24.24%	27	0	24	103	0
\$125,001 - \$150,000	9.09%	12	0	86	12	0
\$150,001 - \$200,000	30.30%	18	10	28	0	0
\$200,001 - \$250,000	12.12%	17	0	17	2	0
\$250,001 and up	12.12%	14	1	7	21	29
Median Closed DOM		17	8	24	17	29
Total Closed Units	100%	33	3	25	4	1
Total Closed Volume		5,977,300	595.90K	3.81M	1.14M	425.00K

June 2020



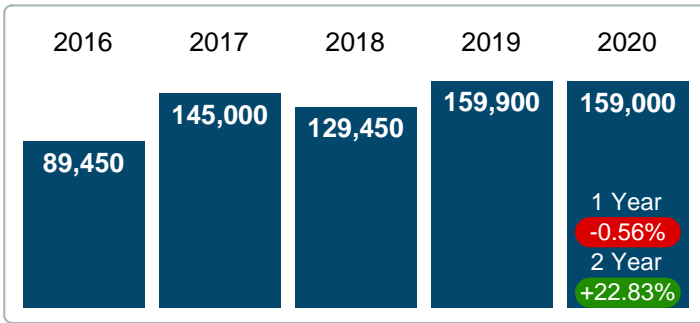
Area Delimited by County Of Mayes - Residential Property Type



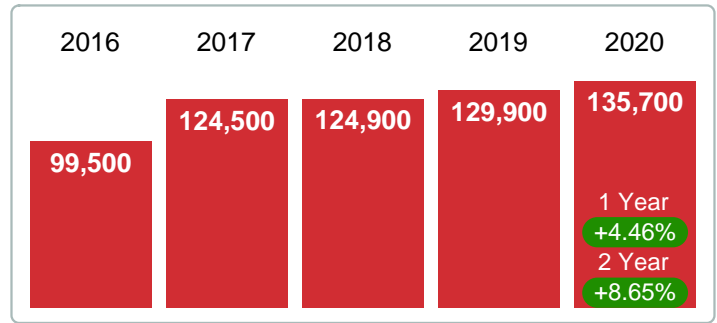
MEDIAN LIST PRICE AT CLOSING

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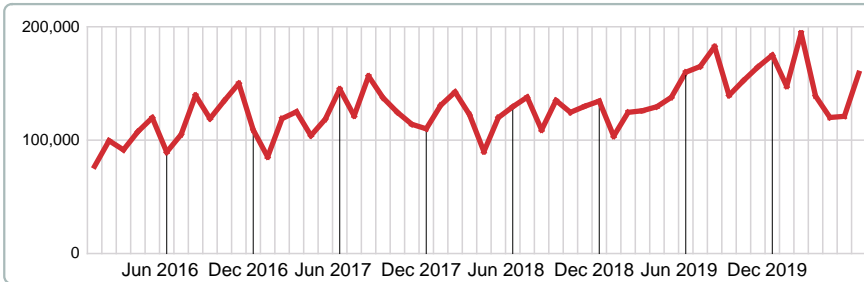
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

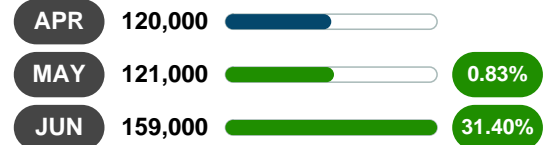


3 MONTHS

5 year JUN AVG = 136,560

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

Median List Price at Closing this month at **159,000**
above the 5 yr JUN average of **136,560**



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
\$75,000 and less	1	3.03%	75,000	0	75,000	0	0
\$75,001 - \$100,000	3	9.09%	95,000	0	95,000	0	0
\$100,001 - \$125,000	6	18.18%	115,000	0	112,500	119,000	0
\$125,001 - \$150,000	3	9.09%	130,000	0	130,000	0	0
\$150,001 - \$200,000	12	36.36%	159,450	179,000	159,900	154,500	0
\$200,001 - \$250,000	2	6.06%	214,450	0	209,000	219,900	0
\$250,001 and up	6	18.18%	316,950	258,900	255,000	695,000	429,000
Median List Price			159,000	199,000	155,000	187,200	429,000
Total Closed Units		100%	159,000	3	25	4	1
Total Closed Volume			6,173,600	616.90K	3.94M	1.19M	429.00K

June 2020



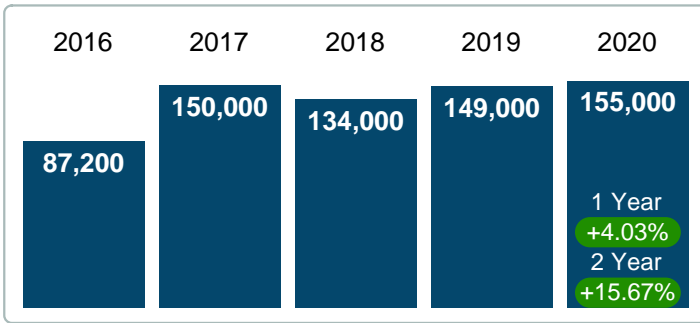
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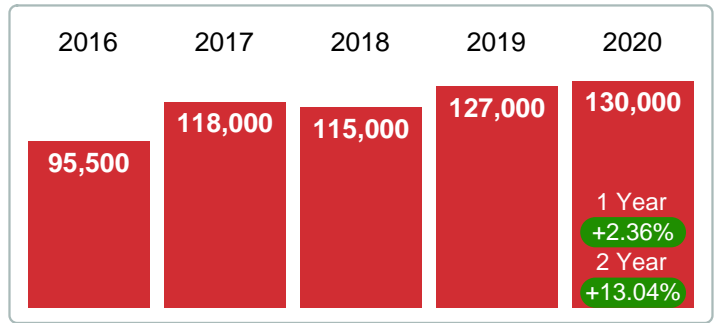
MEDIAN SOLD PRICE AT CLOSING

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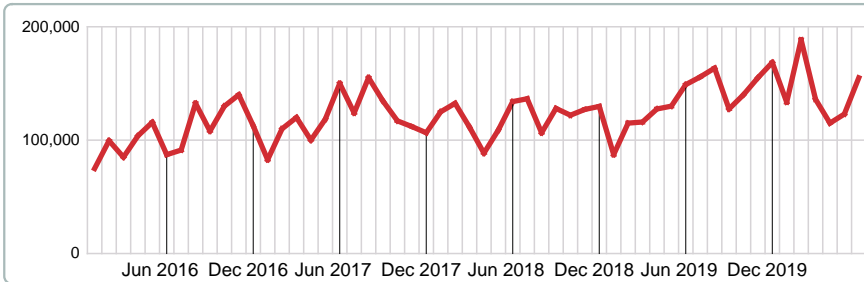
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

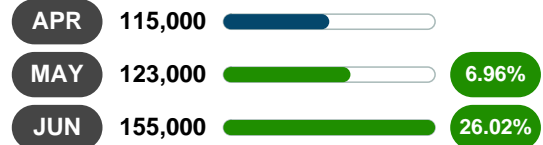


3 MONTHS

5 year JUN AVG = 135,040

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

Median Sold Price at Closing this month at **155,000**
above the 5 yr JUN average of **135,040**



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
\$75,000 and less	1	3.03%	60,000	0	60,000	0	0
\$75,001 - \$100,000	3	9.09%	93,500	0	93,500	0	0
\$100,001 - \$125,000	8	24.24%	115,000	0	117,000	113,000	0
\$125,001 - \$150,000	3	9.09%	145,000	0	144,000	145,000	0
\$150,001 - \$200,000	10	30.30%	159,000	168,500	159,000	0	0
\$200,001 - \$250,000	4	12.12%	232,450	0	245,000	219,900	0
\$250,001 and up	4	12.12%	392,500	258,900	360,000	665,000	425,000
Median Sold Price			155,000	185,000	150,000	182,450	425,000
Total Closed Units		100%	155,000	3	25	4	1
Total Closed Volume			5,977,300	595.90K	3.81M	1.14M	425.00K

June 2020



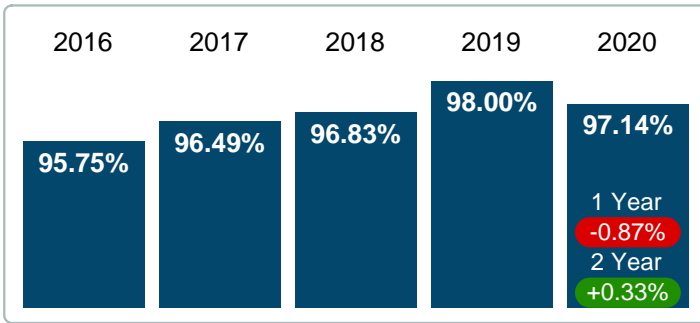
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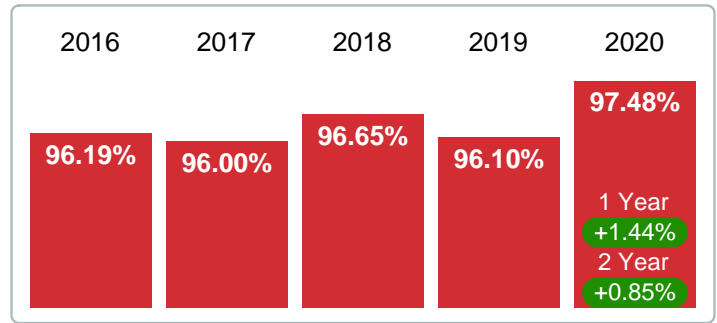
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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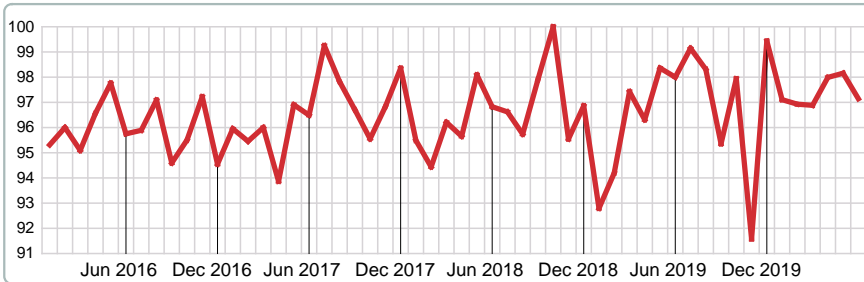
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

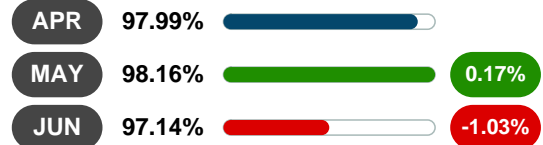


3 MONTHS

5 year JUN AVG = 96.84%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.14%**
equal to 5 yr JUN average of **96.84%**



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
\$75,000 and less	1	3.03%	80.00%	0.00%	80.00%	0.00%	0.00%
\$75,001 - \$100,000	3	9.09%	100.00%	0.00%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	8	24.24%	96.06%	0.00%	96.36%	94.96%	0.00%
\$125,001 - \$150,000	3	9.09%	94.34%	0.00%	96.81%	93.85%	0.00%
\$150,001 - \$200,000	10	30.30%	97.82%	94.28%	99.25%	0.00%	0.00%
\$200,001 - \$250,000	4	12.12%	97.63%	0.00%	97.61%	100.00%	0.00%
\$250,001 and up	4	12.12%	97.53%	100.00%	96.00%	95.68%	99.07%
Median Sold/List Ratio		97.14%		95.60%	97.61%	95.32%	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



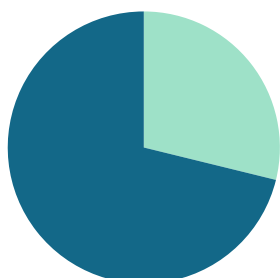
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

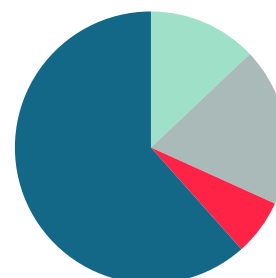


Inventory
 New Listings
64 = 28.83%
 Start Inventory
158
 Total Inventory Units
222
 Volume
\$58,261,463

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%
Median List Price	159,900	159,000	-0.56%	129,900	135,700	4.46%
Median Sale Price	149,000	155,000	4.03%	127,000	130,000	2.36%
Median Percent of Selling Price to List Price	98.00%	97.14%	-0.87%	96.10%	97.48%	1.44%
Median Days on Market to Sale	27.00	17.00	-37.04%	42.00	31.00	-26.19%
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

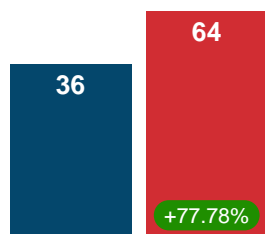
Inventory on June 30, 2020 = **157**

2019 **2020**

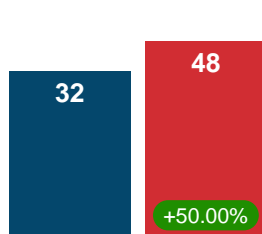
JUNE MARKET

MEDIAN PRICES

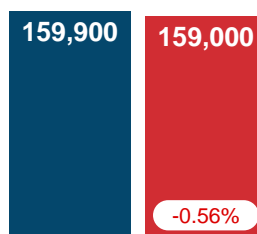
New Listings



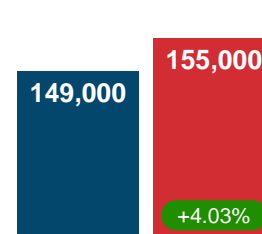
Pending Listings



List Price



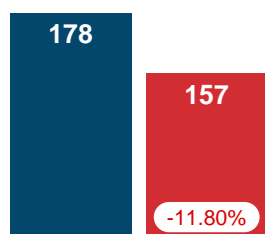
Sale Price



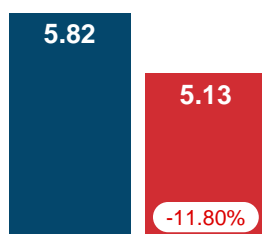
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

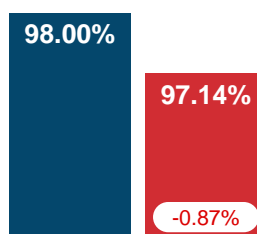
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

