

March 2020



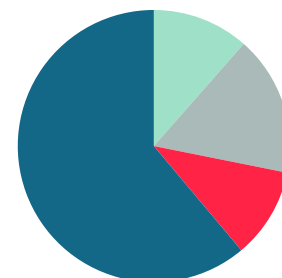
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	26	31	19.23%
Pending Listings	31	45	45.16%
New Listings	64	73	14.06%
Average List Price	159,408	153,413	-3.76%
Average Sale Price	154,017	148,132	-3.82%
Average Percent of Selling Price to List Price	94.53%	94.04%	-0.52%
Average Days on Market to Sale	74.12	49.10	-33.76%
End of Month Inventory	182	165	-9.34%
Months Supply of Inventory	6.10	5.63	-7.80%



■ Closed (11.48%)
■ Pending (16.67%)
■ Other OffMarket (10.74%)
■ Active (61.11%)

Absorption: Last 12 months, an Average of **29** Sales/Month
Active Inventory as of March 31, 2020 = **165**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **9.34%** to 165 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 **5.63** 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 **3.82%** in March 2020 to \$148,132 versus the previous year at \$154,017.

Average Days on Market Shortens

The average number of **49.10** days that homes spent on the market before selling decreased by 25.02 days or **33.76%** in March 2020 compared to last year's same month at **74.12** DOM.

Sales Success for March 2020 is Positive

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

There were 73 New Listings in March 2020, up **14.06%** from last year at 64. Furthermore, there were 31 Closed Listings this month versus last year at 26, a **19.23%** increase.

Closed versus Listed trends yielded a **42.5%** ratio, up from previous year's, March 2019, at **40.6%**, a **4.53%** 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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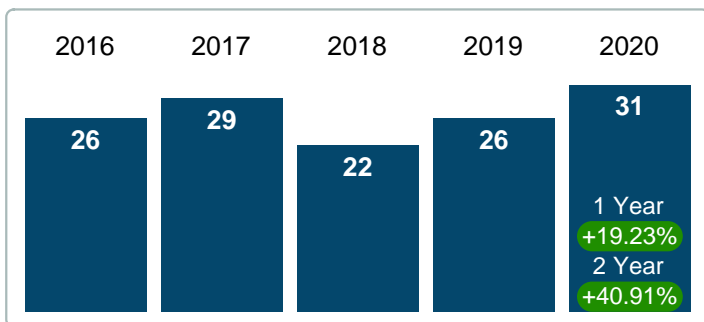
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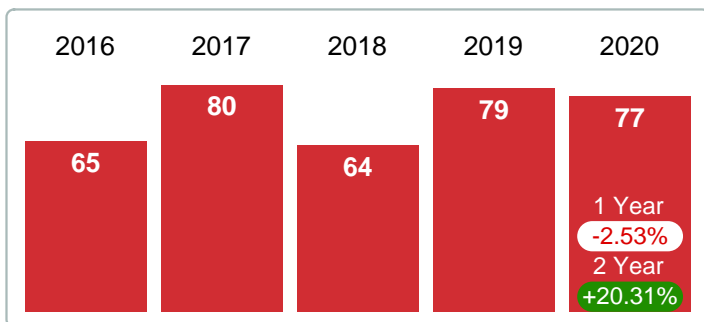
CLOSED LISTINGS

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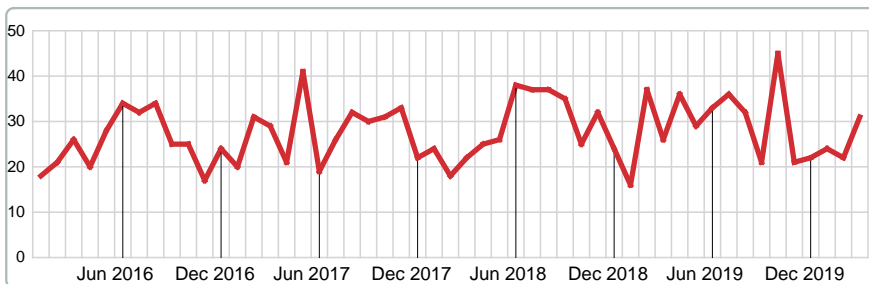
MARCH



YEAR TO DATE (YTD)

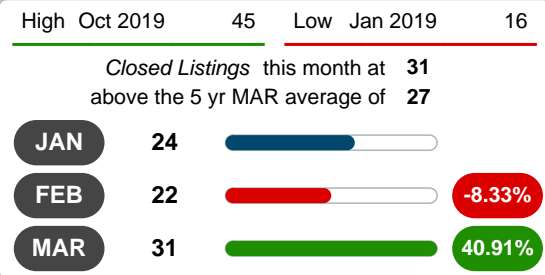


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	9.68%	33.3	2	1	0	0
\$30,001 - \$50,000	3	9.68%	32.7	2	1	0	0
\$50,001 - \$90,000	5	16.13%	39.4	0	5	0	0
\$90,001 - \$140,000	8	25.81%	65.4	1	7	0	0
\$140,001 - \$190,000	5	16.13%	85.6	0	5	0	0
\$190,001 - \$280,000	4	12.90%	11.0	0	2	2	0
\$280,001 and up	3	9.68%	44.0	0	2	0	1
Total Closed Units	31			5	23	2	1
Total Closed Volume	4,592,099	100%	49.1	253.50K	3.39M	477.50K	469.90K
Average Closed Price	\$148,132			\$50,700	\$147,443	\$238,750	\$469,900

March 2020



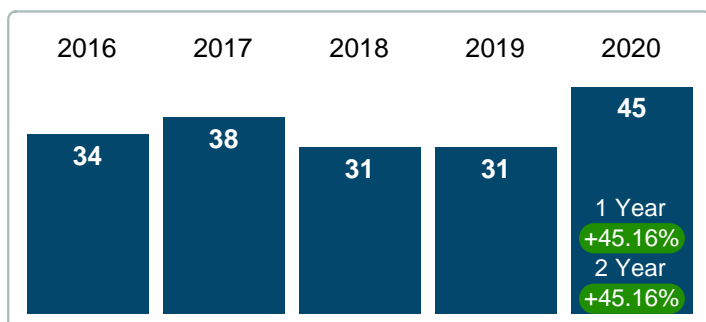
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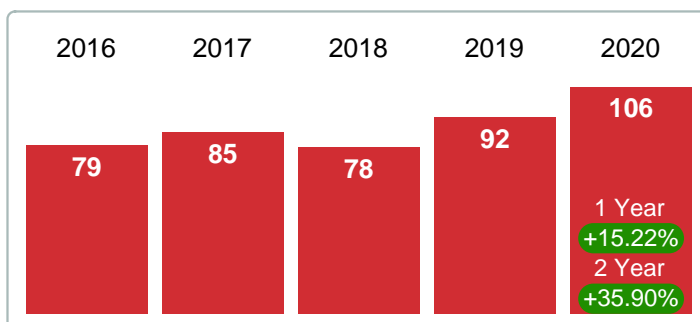
PENDING LISTINGS

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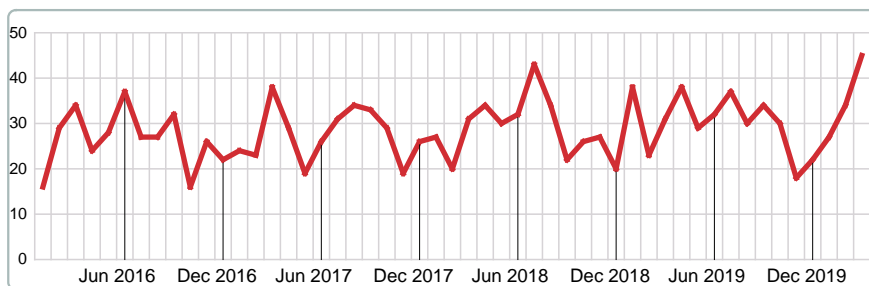
MARCH



YEAR TO DATE (YTD)

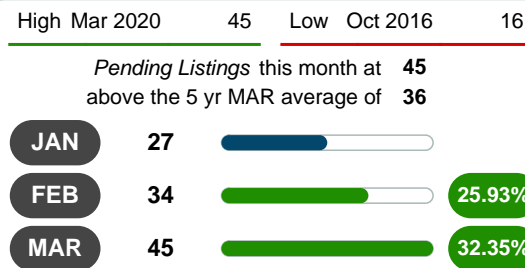


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.89%	56.5	3	1	0	0
\$40,001 - \$60,000	4	8.89%	24.8	3	1	0	0
\$60,001 - \$80,000	7	15.56%	26.1	3	4	0	0
\$80,001 - \$120,000	13	28.89%	68.5	1	11	1	0
\$120,001 - \$130,000	4	8.89%	47.8	0	3	1	0
\$130,001 - \$170,000	8	17.78%	64.3	1	6	1	0
\$170,001 and up	5	11.11%	65.8	0	2	3	0
Total Pending Units	45			11	28	6	0
Total Pending Volume	5,659,814	100%	52.7	702.20K	3.13M	1.82M	0.00B
Average Listing Price	\$112,192			\$63,836	\$111,936	\$303,900	\$0

March 2020



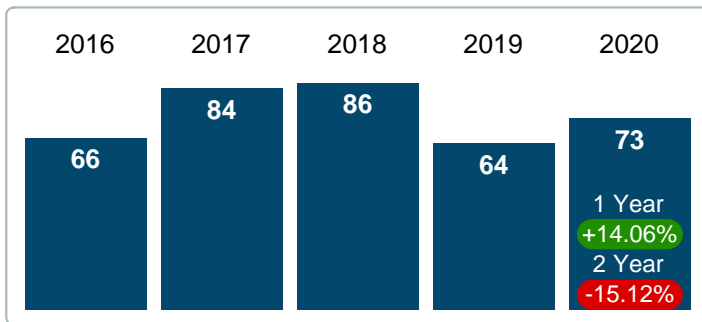
Area Delimited by County Of Mayes - Residential Property Type



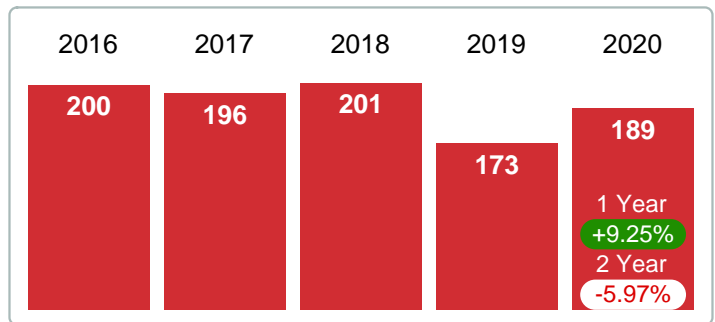
NEW LISTINGS

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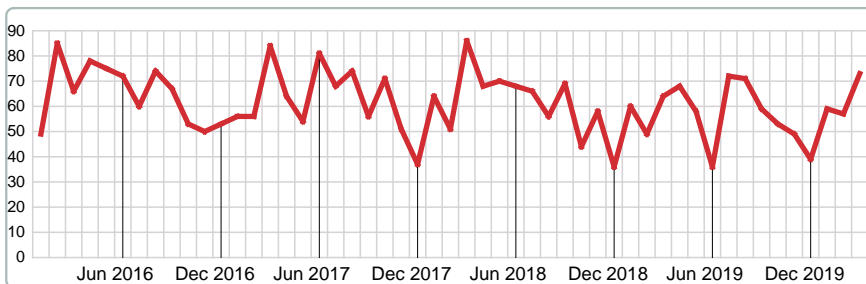
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YEAR TO DATE (YTD)

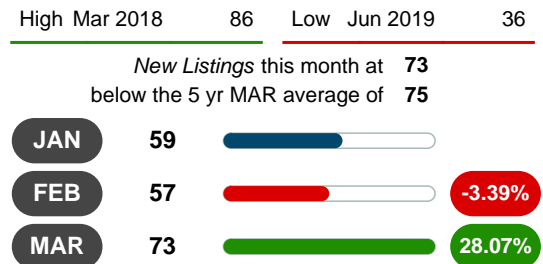


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 75



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	2	2.74%	1	1	0	0
\$50,001 - \$75,000	9	12.33%	2	7	0	0
\$75,001 - \$125,000	14	19.18%	3	11	0	0
\$125,001 - \$200,000	19	26.03%	3	14	2	0
\$200,001 - \$250,000	10	13.70%	3	5	2	0
\$250,001 - \$475,000	11	15.07%	2	6	2	1
\$475,001 and up	8	10.96%	1	1	3	3
Total New Listed Units	73		15	45	9	4
Total New Listed Volume	18,803,514	100%	2.79M	7.47M	4.26M	4.29M
Average New Listed Listing Price	\$188,323		\$186,193	\$165,976	\$472,867	\$1,071,475

March 2020



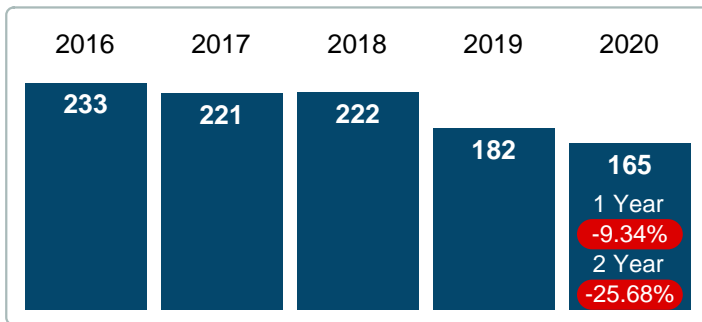
Area Delimited by County Of Mayes - Residential Property Type



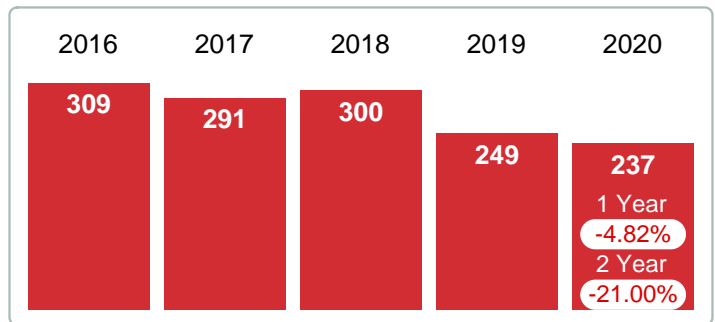
ACTIVE INVENTORY

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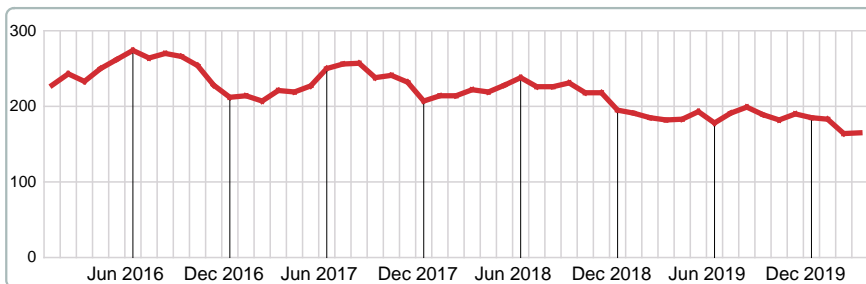
END OF MARCH



ACTIVE DURING MARCH

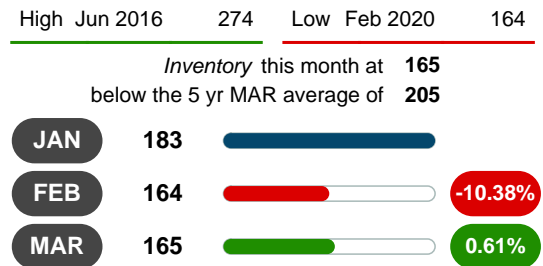


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 205



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	9	5.45%	68.6	3	5	1	0
\$50,001 - \$100,000	29	17.58%	64.0	8	21	0	0
\$100,001 - \$125,000	15	9.09%	48.2	1	13	1	0
\$125,001 - \$225,000	47	28.48%	63.9	8	33	6	0
\$225,001 - \$325,000	24	14.55%	48.4	4	15	4	1
\$325,001 - \$650,000	24	14.55%	87.3	4	11	7	2
\$650,001 and up	17	10.30%	75.6	1	3	6	7
Total Active Inventory by Units	165			29	101	25	10
Total Active Inventory by Volume	52,682,503	100%	65.1	5.85M	20.27M	10.18M	16.39M
Average Active Inventory Listing Price	\$319,288			\$201,628	\$200,656	\$407,324	\$1,638,590

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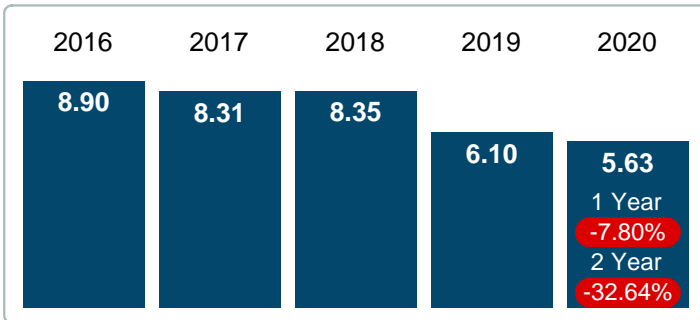
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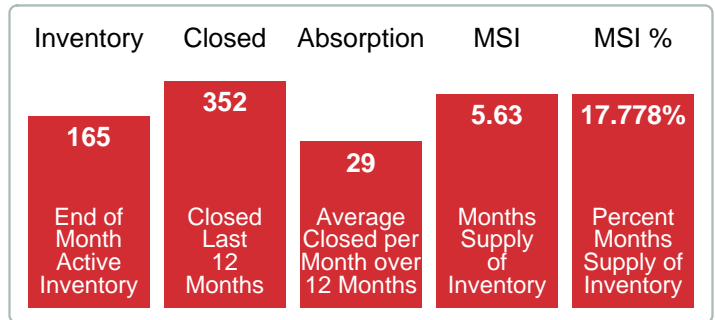
MONTHS SUPPLY of INVENTORY (MSI)

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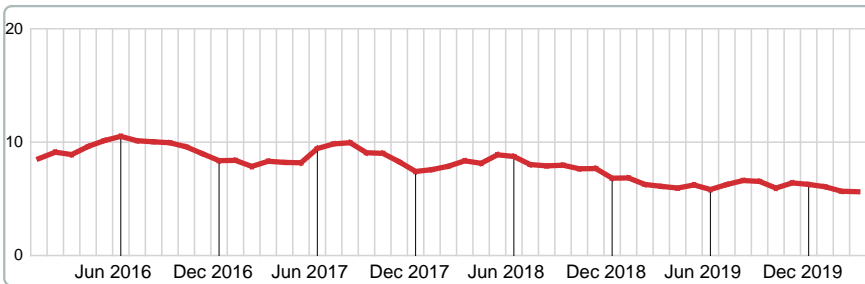
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

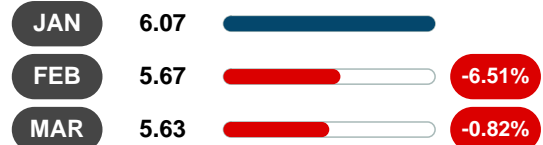


3 MONTHS

5 year MAR AVG = 7.46

High Jun 2016 10.50 Low Mar 2020 5.63

Months Supply this month at 5.63 below the 5 yr MAR average of 7.46



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	9	5.45%	2.40	1.44	3.53	4.00	0.00
\$50,001 - \$100,000	29	17.58%	5.80	5.65	6.46	0.00	0.00
\$100,001 - \$125,000	15	9.09%	6.21	3.00	6.78	6.00	0.00
\$125,001 - \$225,000	47	28.48%	3.97	6.40	3.92	3.13	0.00
\$225,001 - \$325,000	24	14.55%	5.88	16.00	7.83	2.53	3.00
\$325,001 - \$650,000	24	14.55%	12.52	48.00	11.00	14.00	6.00
\$650,001 and up	17	10.30%	51.00	0.00	0.00	36.00	42.00
Market Supply of Inventory (MSI)			5.63	5.35	5.64	5.08	9.23
Total Active Inventory by Units		100%	5.63	29	101	25	10

March 2020



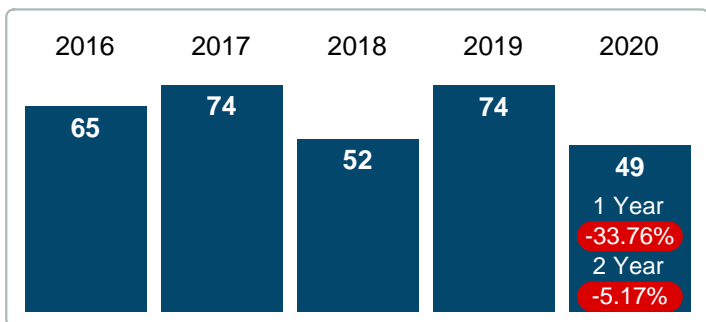
Area Delimited by County Of Mayes - Residential Property Type



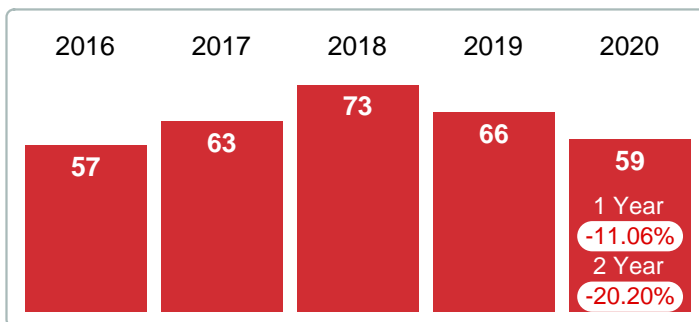
AVERAGE DAYS ON MARKET TO SALE

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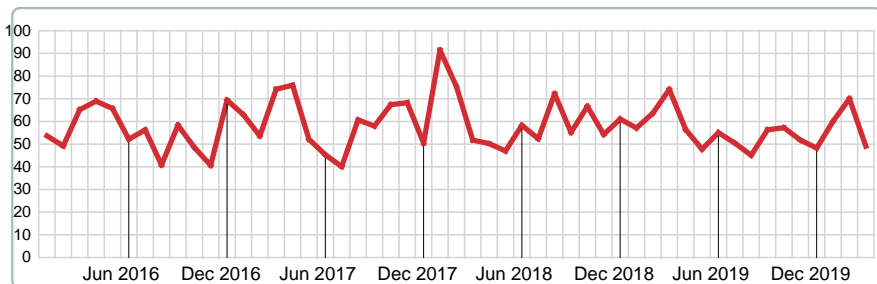
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

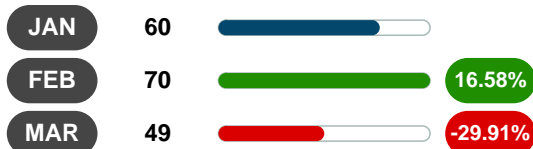


3 MONTHS

5 year MAR AVG = 63

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 49 below the 5 yr MAR average of 63



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
\$30,000 and less	9.68%	33	44	12	0	0
\$30,001 \$50,000	9.68%	33	15	69	0	0
\$50,001 \$90,000	16.13%	39	0	39	0	0
\$90,001 \$140,000	25.81%	65	123	57	0	0
\$140,001 \$190,000	16.13%	86	0	86	0	0
\$190,001 \$280,000	12.90%	11	0	8	14	0
\$280,001 and up	9.68%	44	0	27	0	78
Average Closed DOM		49	48	51	14	78
Total Closed Units	100%	49	5	23	2	1
Total Closed Volume		4,592,099	253.50K	3.39M	477.50K	469.90K

March 2020



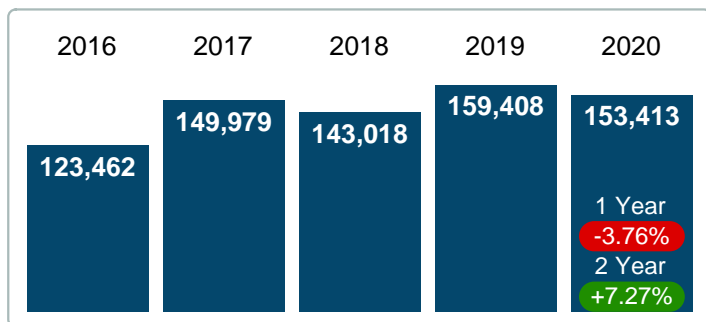
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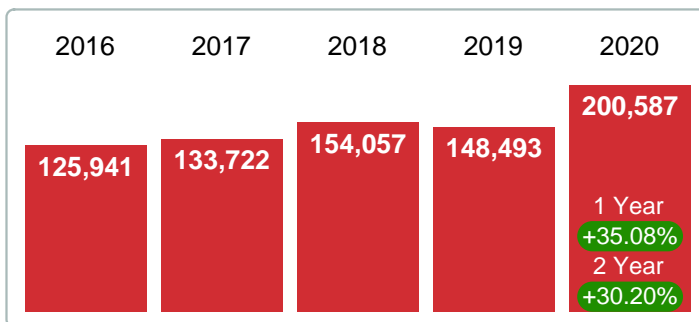
AVERAGE LIST PRICE AT CLOSING

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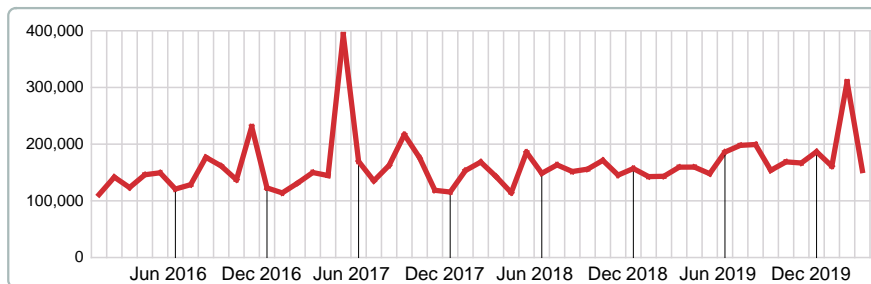
MARCH



YEAR TO DATE (YTD)

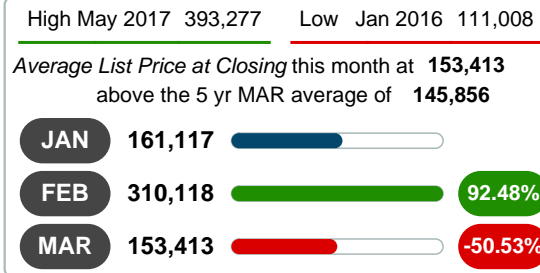


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 145,856



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
\$25,000 and less	1	3.23%	22,000	25,998	30,000	0	0
\$25,001 - \$50,000	5	16.13%	38,959	44,900	45,000	0	0
\$50,001 - \$75,000	1	3.23%	52,500	0	70,833	0	0
\$75,001 - \$125,000	6	19.35%	94,733	0	109,680	0	0
\$125,001 - \$175,000	10	32.26%	145,960	137,500	147,762	0	0
\$175,001 - \$275,000	4	12.90%	199,950	0	200,767	197,500	0
\$275,001 and up	4	12.90%	414,675	0	444,450	299,900	469,900
Average List Price			153,413	55,859	152,574	248,700	469,900
Total Closed Units		100%	153,413	5	23	2	1
Total Closed Volume			4,755,794	279.30K	3.51M	497.40K	469.90K

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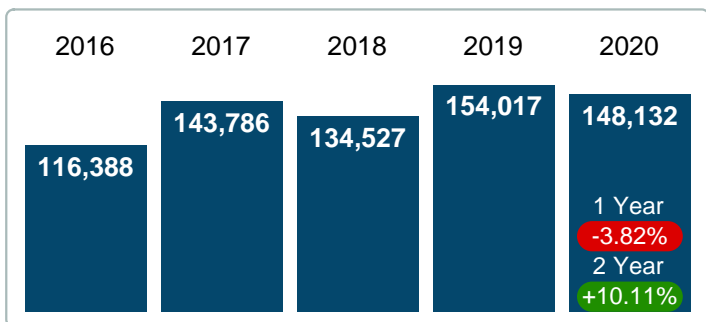
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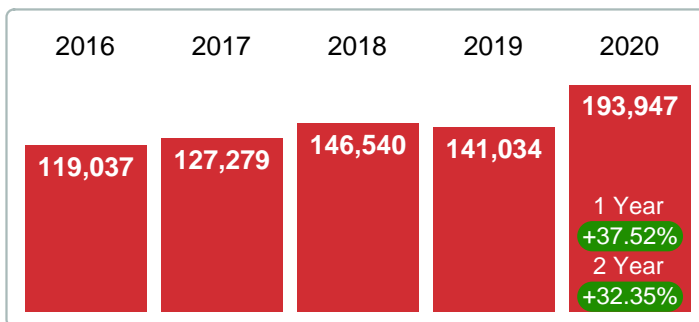
AVERAGE SOLD PRICE AT CLOSING

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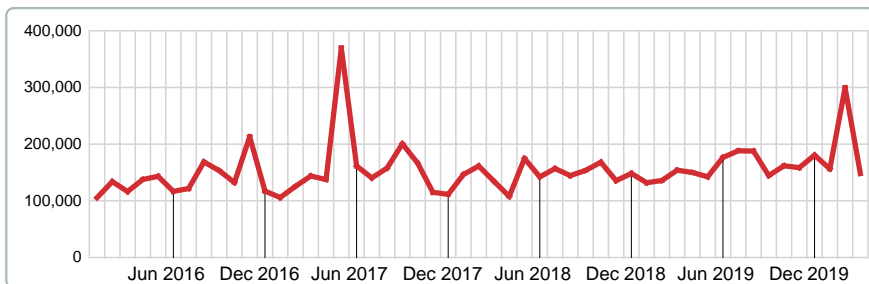
MARCH



YEAR TO DATE (YTD)

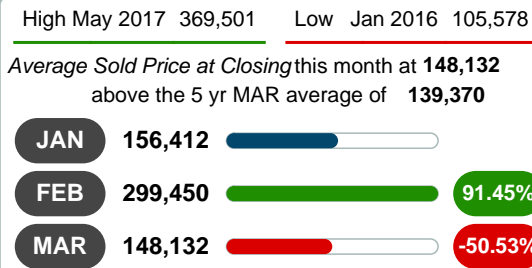


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 139,370



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
\$30,000 and less	9.68%	20,667	19,000	24,000	0	0
\$30,001 - \$50,000	9.68%	40,167	39,750	41,000	0	0
\$50,001 - \$90,000	16.13%	71,500	0	71,500	0	0
\$90,001 - \$140,000	25.81%	127,988	136,000	126,843	0	0
\$140,001 - \$190,000	16.13%	161,980	0	161,980	0	0
\$190,001 - \$280,000	12.90%	223,350	0	207,950	238,750	0
\$280,001 and up	9.68%	441,633	0	427,500	0	469,900
Average Sold Price		148,132	50,700	147,443	238,750	469,900
Total Closed Units	100%	148,132	5	23	2	1
Total Closed Volume		4,592,099	253.50K	3.39M	477.50K	469.90K

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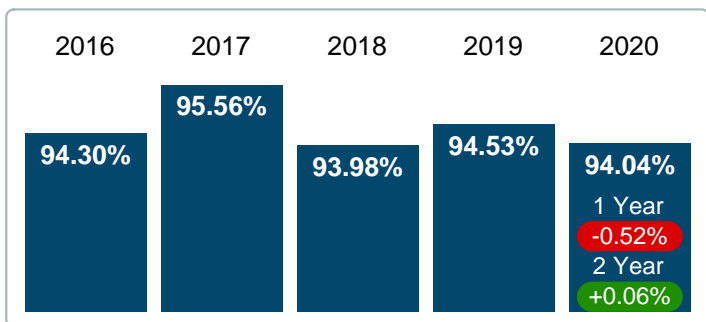
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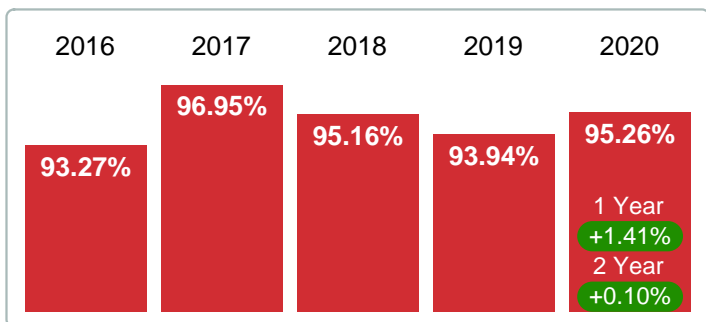
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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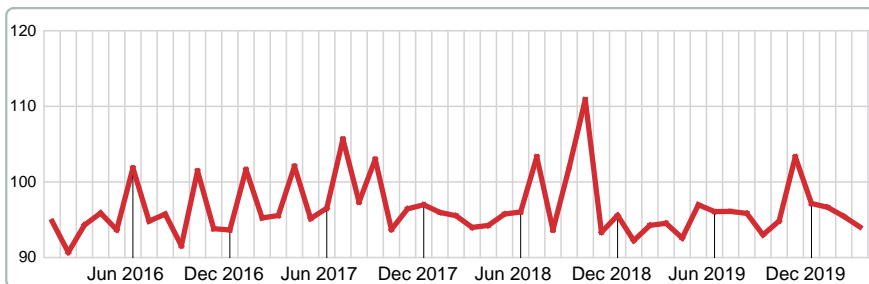
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

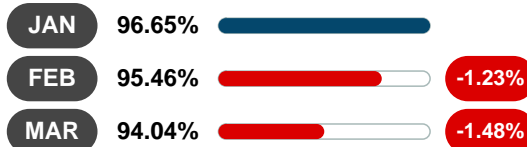


3 MONTHS

5 year MAR AVG = 94.48%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **94.04%** equal to 5 yr MAR average of **94.48%**



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
\$30,000 and less	3	9.68%	76.97%	75.46%	80.00%	0.00%	0.00%
\$30,001 - \$50,000	3	9.68%	89.67%	88.95%	91.11%	0.00%	0.00%
\$50,001 - \$90,000	5	16.13%	90.76%	0.00%	90.76%	0.00%	0.00%
\$90,001 - \$140,000	8	25.81%	97.92%	98.91%	97.77%	0.00%	0.00%
\$140,001 - \$190,000	5	16.13%	98.12%	0.00%	98.12%	0.00%	0.00%
\$190,001 - \$280,000	4	12.90%	98.81%	0.00%	100.93%	96.68%	0.00%
\$280,001 and up	3	9.68%	97.45%	0.00%	96.18%	0.00%	100.00%
Average Sold/List Ratio		94.00%		85.55%	95.40%	96.68%	100.00%
Total Closed Units		31	100%	5	23	2	1
Total Closed Volume		4,592,099		253.50K	3.39M	477.50K	469.90K

March 2020



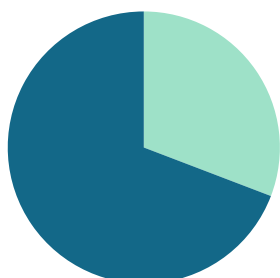
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

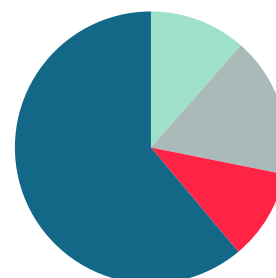


Inventory
 New Listings
73 = 30.80%
 Start Inventory
164
 Total Inventory Units
237
 Volume
\$68,424,352

Market Activity

Closed Sales
31 = 11.48%
 Pending Sales
45 = 16.67%
 Other Off Market
29 = 10.74%
 Active Inventory
165 = 61.11%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	26	31	19.23%	79	77	-2.53%
Pending Sales	31	45	45.16%	92	106	15.22%
New Listings	64	73	14.06%	173	189	9.25%
Average List Price	159,408	153,413	-3.76%	148,493	200,587	35.08%
Average Sale Price	154,017	148,132	-3.82%	141,034	193,947	37.52%
Average Percent of Selling Price to List Price	94.53%	94.04%	-0.52%	93.94%	95.26%	1.41%
Average Days on Market to Sale	74.12	49.10	-33.76%	65.78	58.51	-11.06%
Monthly Inventory	182	165	-9.34%	182	165	-9.34%
Months Supply of Inventory	6.10	5.63	-7.80%	6.10	5.63	-7.80%

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

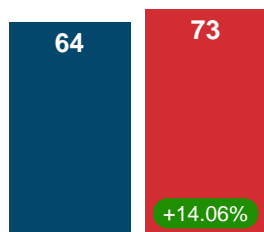
Inventory on March 31, 2020 = **165**

2019 **2020**

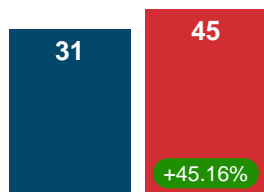
MARCH MARKET

AVERAGE PRICES

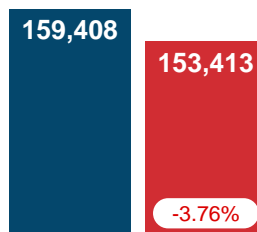
New Listings



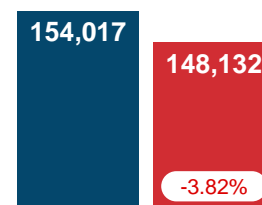
Pending Listings



List Price



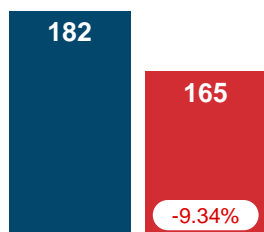
Sale Price



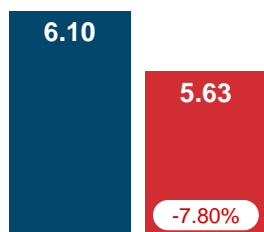
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

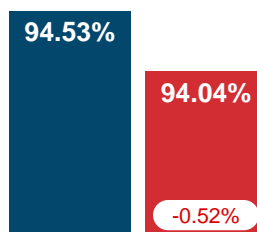
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

