

March 2020



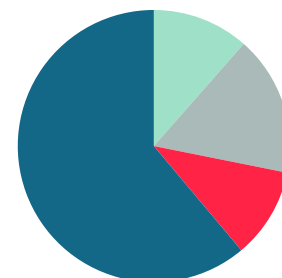
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	125,950	138,900	10.28%
Median Sale Price	116,000	136,000	17.24%
Median Percent of Selling Price to List Price	97.43%	96.88%	-0.56%
Median Days on Market to Sale	61.00	32.00	-47.54%
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.

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 **17.24%** in March 2020 to \$136,000 versus the previous year at \$116,000.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 29.00 days or **47.54%** in March 2020 compared to last year's same month at **61.00** DOM.

Sales Success for March 2020 is Positive

Overall, with Median Prices going up 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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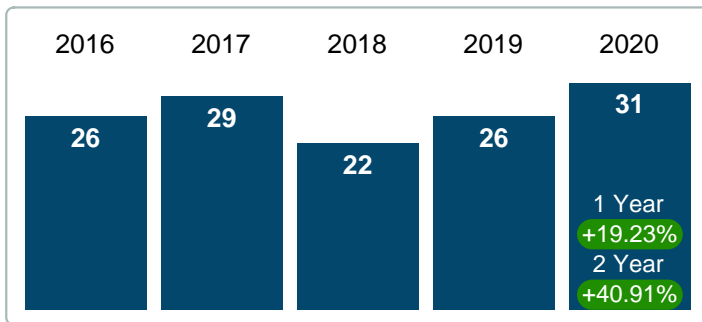
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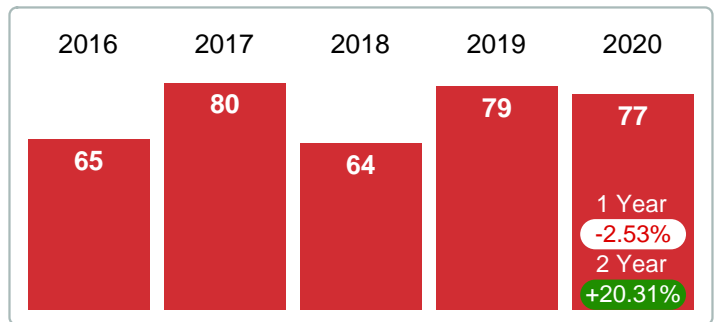
CLOSED LISTINGS

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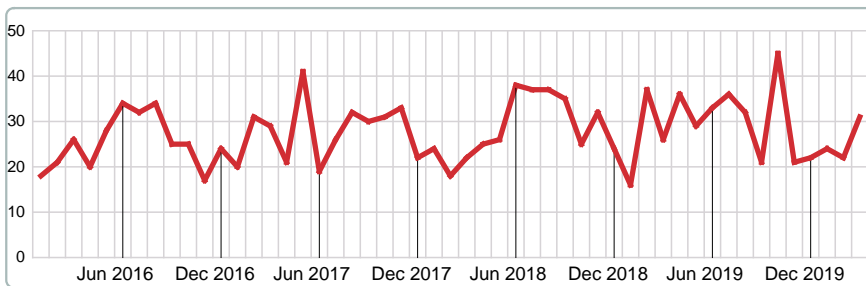
MARCH



YEAR TO DATE (YTD)

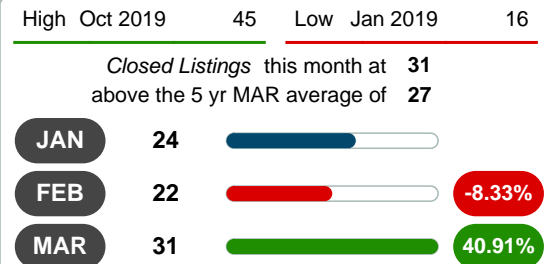


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	9.68%	32.0	2	1	0	0
\$30,001 - \$50,000	3	9.68%	15.0	2	1	0	0
\$50,001 - \$90,000	5	16.13%	20.0	0	5	0	0
\$90,001 - \$140,000	8	25.81%	45.0	1	7	0	0
\$140,001 - \$190,000	5	16.13%	86.0	0	5	0	0
\$190,001 - \$280,000	4	12.90%	10.0	0	2	2	0
\$280,001 and up	3	9.68%	42.0	0	2	0	1
Total Closed Units	31			5	23	2	1
Total Closed Volume	4,592,099	100%	32.0	253.50K	3.39M	477.50K	469.90K
Median Closed Price	\$136,000			\$37,000	\$136,000	\$238,750	\$469,900

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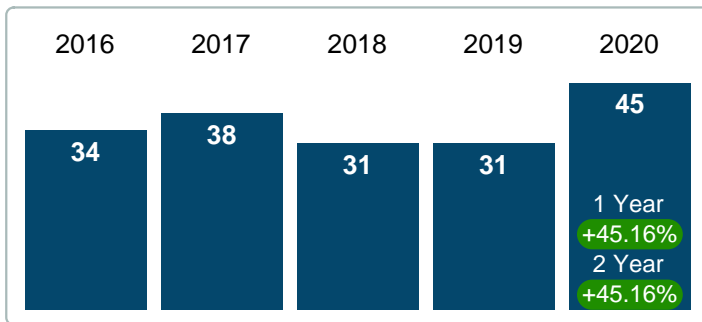
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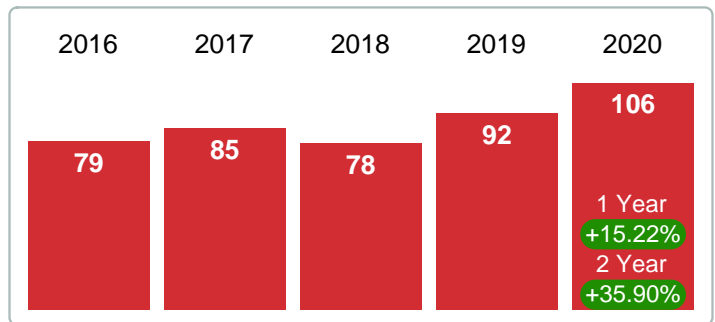
PENDING LISTINGS

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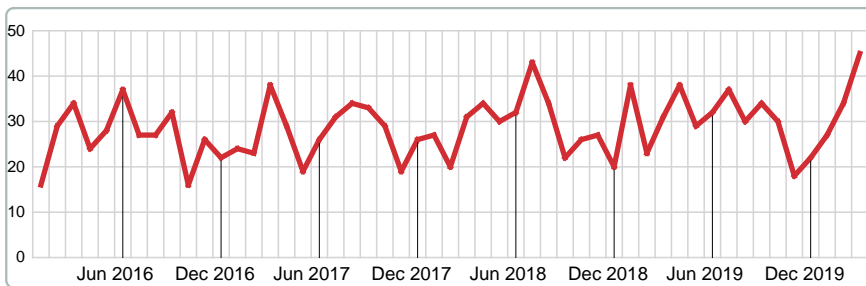
MARCH



YEAR TO DATE (YTD)

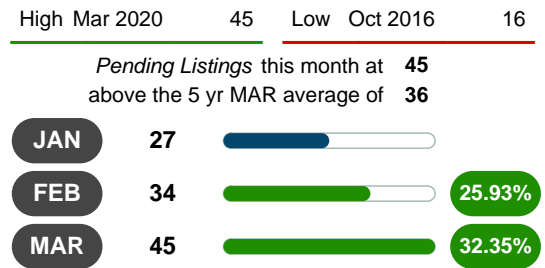


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.89%	57.5	3	1	0	0
\$40,001 - \$60,000	4	8.89%	19.5	3	1	0	0
\$60,001 - \$80,000	7	15.56%	11.0	3	4	0	0
\$80,001 - \$120,000	13	28.89%	71.0	1	11	1	0
\$120,001 - \$130,000	4	8.89%	31.0	0	3	1	0
\$130,001 - \$170,000	8	17.78%	52.5	1	6	1	0
\$170,001 and up	5	11.11%	51.0	0	2	3	0
Total Pending Units	45			11	28	6	0
Total Pending Volume	5,659,814	100%	40.0	702.20K	3.13M	1.82M	0.00B
Median Listing Price	\$105,000			\$48,500	\$111,700	\$218,700	\$0

March 2020



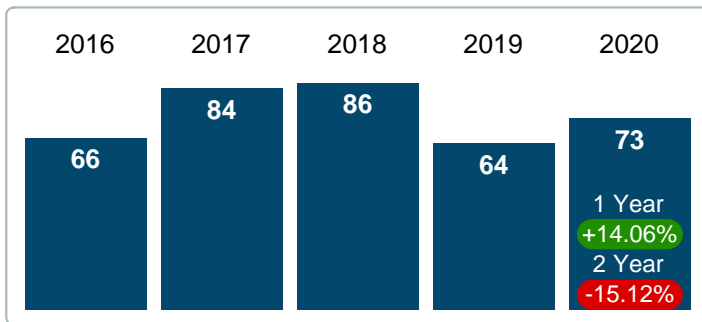
Area Delimited by County Of Mayes - Residential Property Type



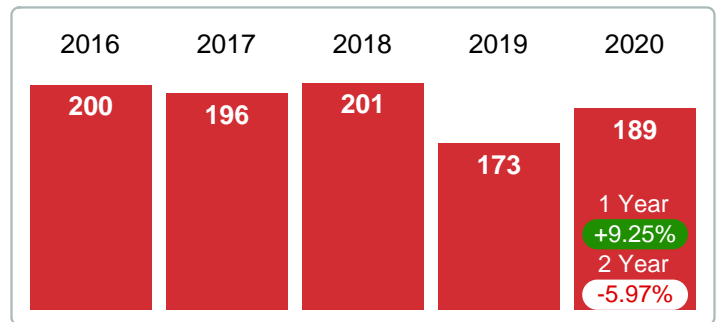
NEW LISTINGS

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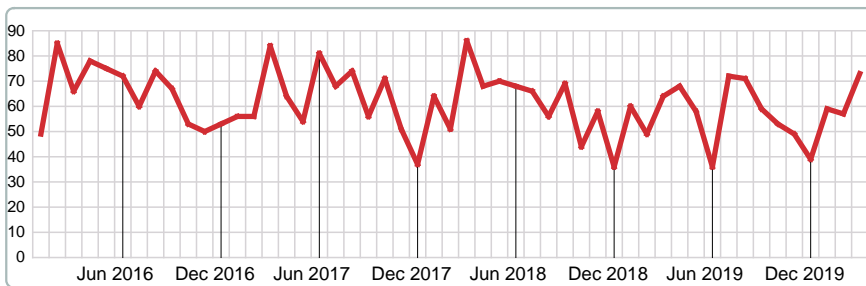
MARCH



YEAR TO DATE (YTD)

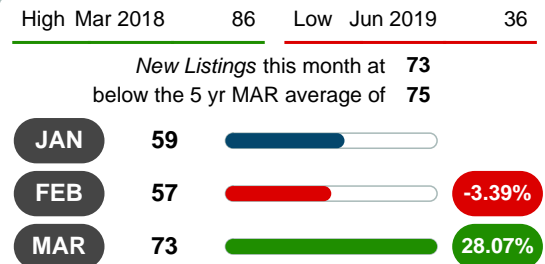


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$169,900		\$139,000	\$133,150	\$379,900	\$685,000

March 2020



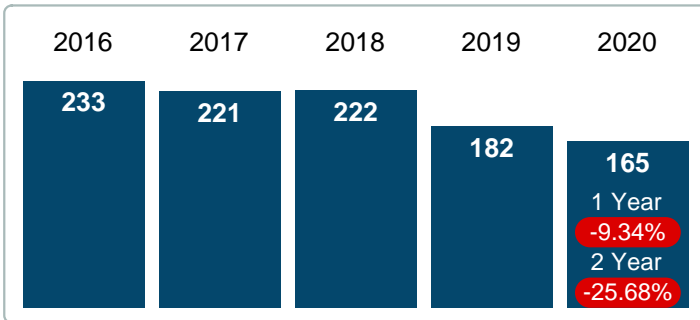
Area Delimited by County Of Mayes - Residential Property Type



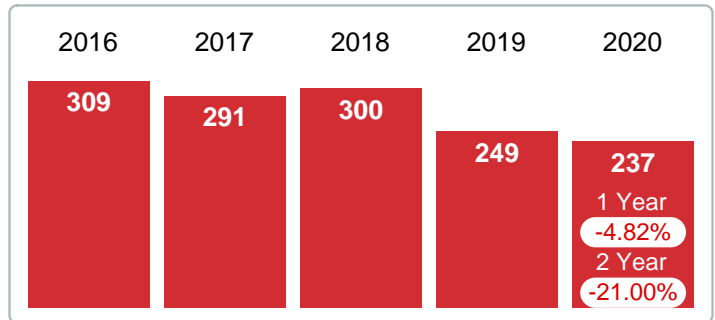
ACTIVE INVENTORY

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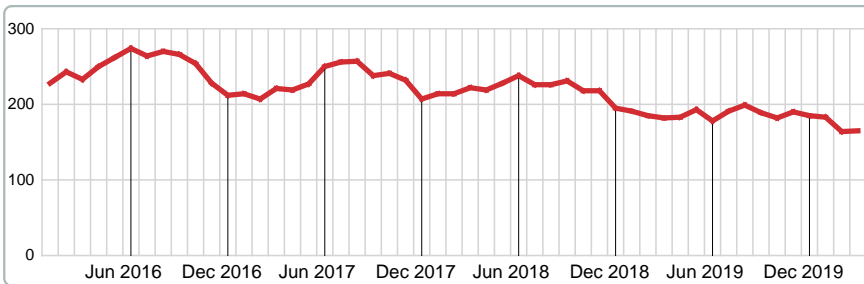
END OF MARCH



ACTIVE DURING MARCH

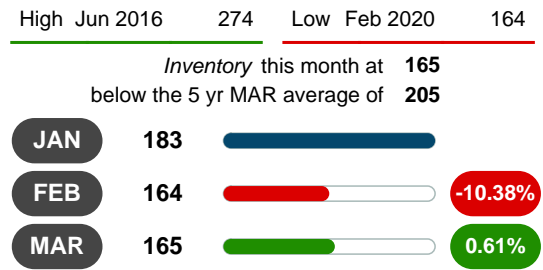


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 205



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	5.45%	68.0	3	5	1	0
\$50,001 - \$100,000	29	17.58%	47.0	8	21	0	0
\$100,001 - \$125,000	15	9.09%	47.0	1	13	1	0
\$125,001 - \$225,000	47	28.48%	43.0	8	33	6	0
\$225,001 - \$325,000	24	14.55%	28.5	4	15	4	1
\$325,001 - \$650,000	24	14.55%	76.0	4	11	7	2
\$650,001 and up	17	10.30%	67.0	1	3	6	7
Total Active Inventory by Units	165			29	101	25	10
Total Active Inventory by Volume	52,682,503	100%	49.0	5.85M	20.27M	10.18M	16.39M
Median Active Inventory Listing Price	\$175,000			\$139,000	\$149,900	\$339,000	\$787,500

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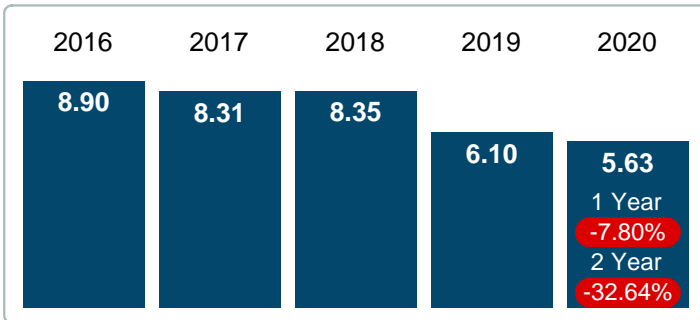
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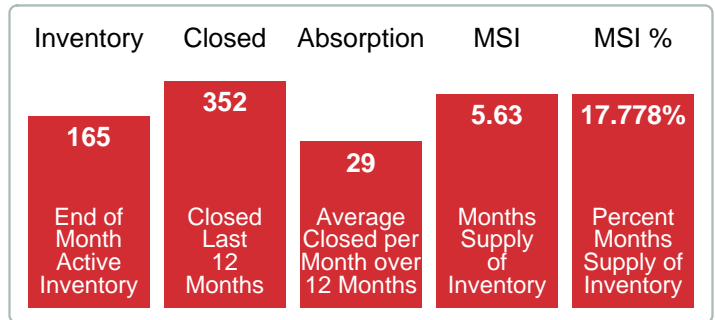
MONTHS SUPPLY of INVENTORY (MSI)

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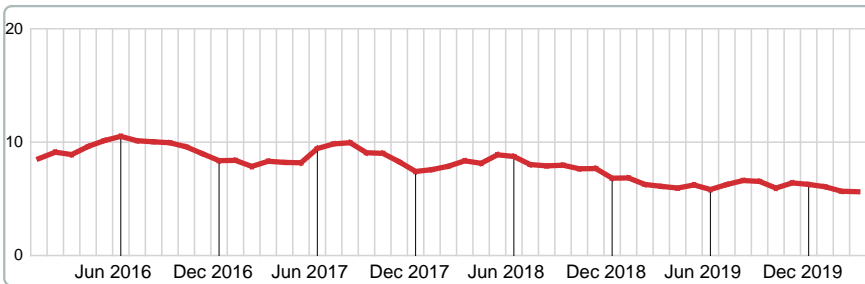
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

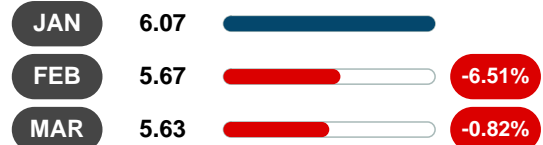


3 MONTHS

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

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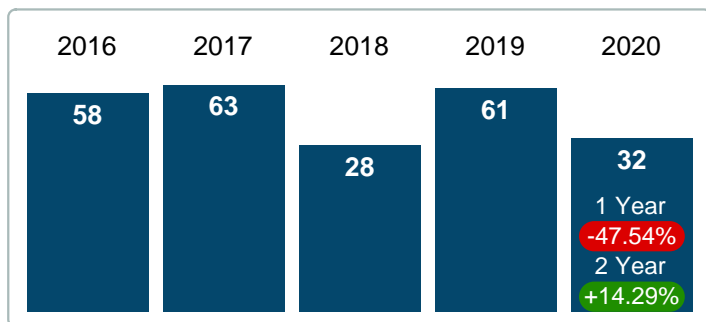
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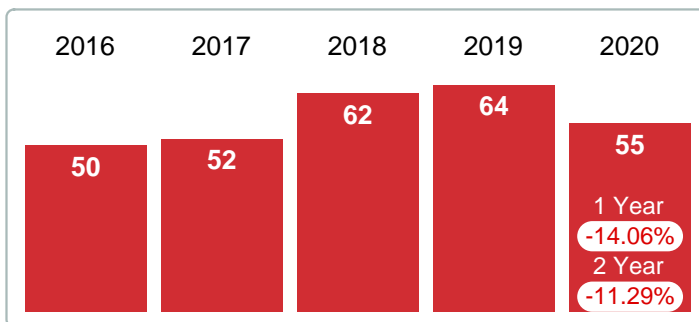
MEDIAN DAYS ON MARKET TO SALE

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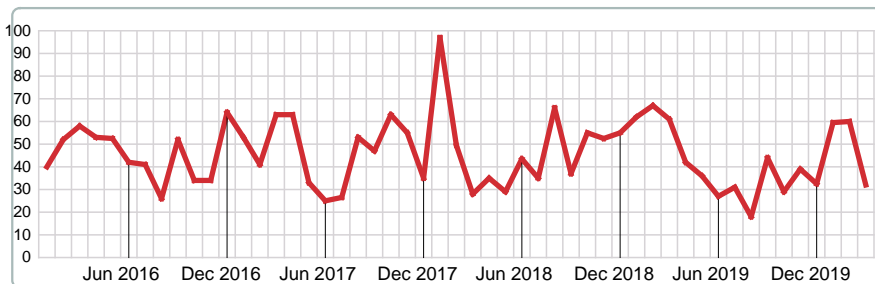
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

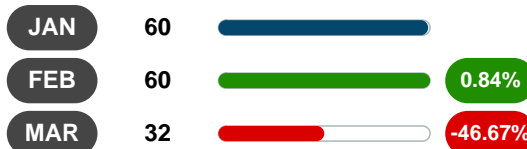


3 MONTHS

5 year MAR AVG = 48

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 32 below the 5 yr MAR average of 48



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
\$30,000 and less	9.68%	32	44	12	0	0
\$30,001 - \$50,000	9.68%	15	15	69	0	0
\$50,001 - \$90,000	16.13%	20	0	20	0	0
\$90,001 - \$140,000	25.81%	45	123	15	0	0
\$140,001 - \$190,000	16.13%	86	0	86	0	0
\$190,001 - \$280,000	12.90%	10	0	8	14	0
\$280,001 and up	9.68%	42	0	27	0	78
Median Closed DOM		32	32	39	14	78
Total Closed Units	100%	31	5	23	2	1
Total Closed Volume		4,592,099	253.50K	3.39M	477.50K	469.90K

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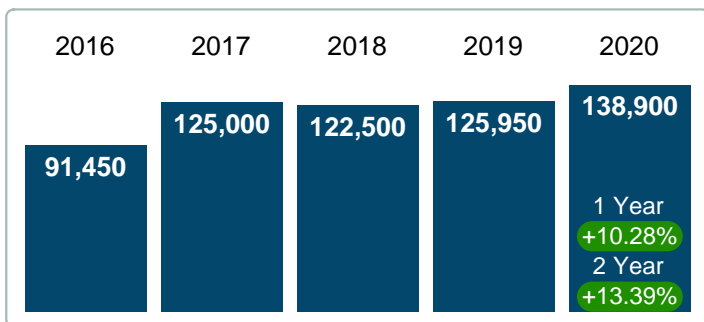
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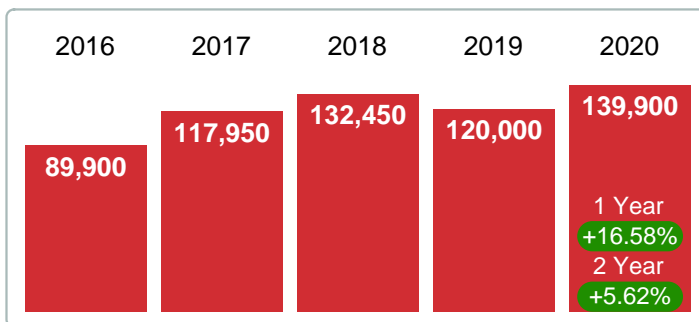
MEDIAN LIST PRICE AT CLOSING

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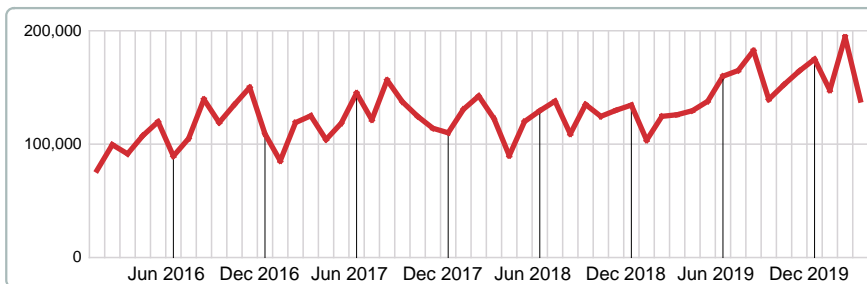
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

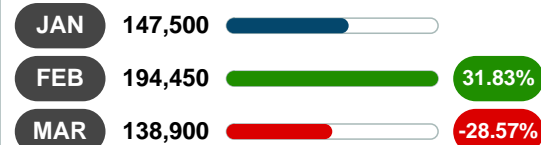


3 MONTHS

5 year MAR AVG = 120,760

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

Median List Price at Closing this month at **138,900**
above the 5 yr MAR average of **120,760**



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
\$30,000 and less	9.68%	29,995	25,998	30,000	0	0
\$30,001 - \$50,000	9.68%	45,000	44,900	45,000	0	0
\$50,001 - \$90,000	12.90%	80,000	0	80,000	0	0
\$90,001 - \$140,000	29.03%	137,500	137,500	133,200	0	0
\$140,001 - \$190,000	19.35%	165,400	0	165,400	0	0
\$190,001 - \$280,000	6.45%	211,200	0	224,900	197,500	0
\$280,001 and up	12.90%	444,450	0	444,450	299,900	469,900
Median List Price		138,900	39,900	139,000	248,700	469,900
Total Closed Units	100%	138,900	5	23	2	1
Total Closed Volume		4,755,794	279.30K	3.51M	497.40K	469.90K

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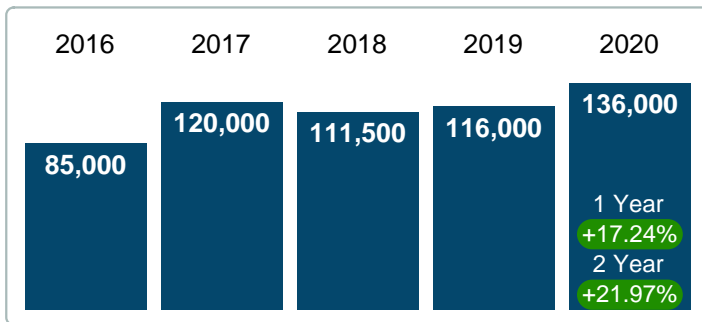
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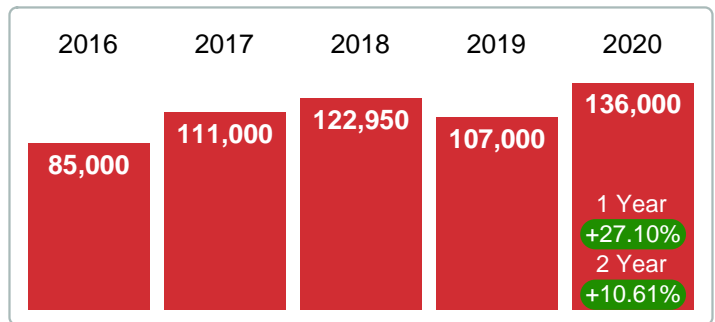
MEDIAN SOLD PRICE AT CLOSING

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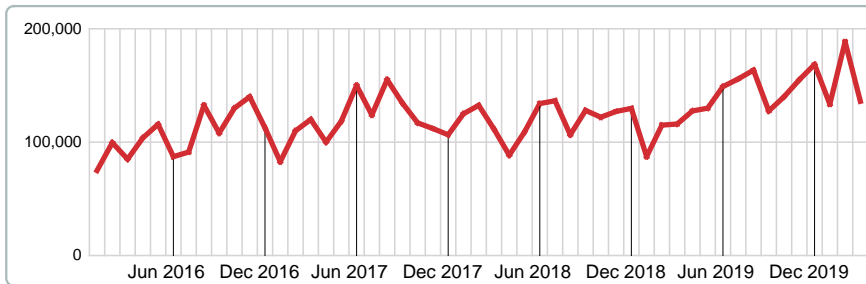
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

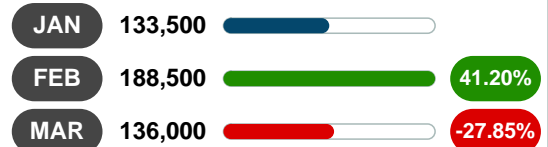


3 MONTHS

5 year MAR AVG = 113,700

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

Median Sold Price at Closing this month at **136,000** above the 5 yr MAR average of **113,700**



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
\$30,000 and less	9.68%	20,000	19,000	24,000	0	0
\$30,001 - \$50,000	9.68%	41,000	39,750	41,000	0	0
\$50,001 - \$90,000	16.13%	75,000	0	75,000	0	0
\$90,001 - \$140,000	25.81%	131,750	136,000	127,500	0	0
\$140,001 - \$190,000	16.13%	158,000	0	158,000	0	0
\$190,001 - \$280,000	12.90%	211,200	0	207,950	238,750	0
\$280,001 and up	9.68%	435,000	0	427,500	0	469,900
Median Sold Price		136,000	37,000	136,000	238,750	469,900
Total Closed Units	100%	136,000	5	23	2	1
Total Closed Volume		4,592,099	253.50K	3.39M	477.50K	469.90K

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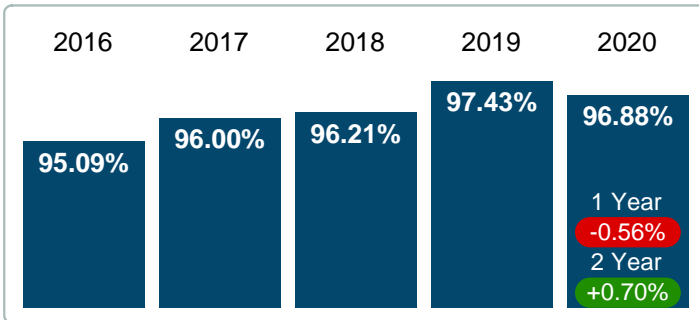
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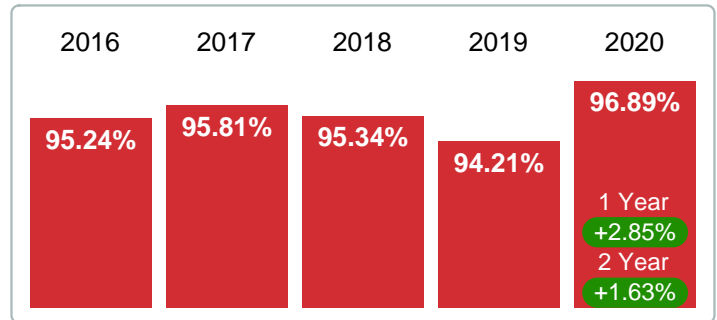
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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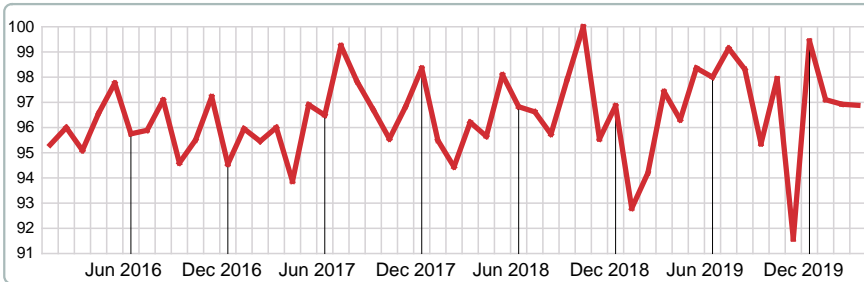
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

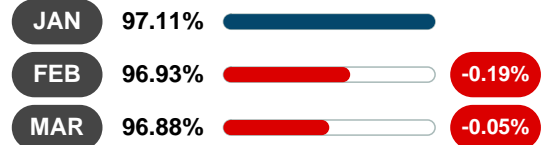


3 MONTHS

5 year MAR AVG = 96.32%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **96.88%**
above the 5 yr MAR average of **96.32%**



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
\$30,000 and less	3	9.68%	80.00%	75.46%	80.00%	0.00%	0.00%
\$30,001 \$50,000	3	9.68%	91.11%	88.95%	91.11%	0.00%	0.00%
\$50,001 \$90,000	5	16.13%	93.75%	0.00%	93.75%	0.00%	0.00%
\$90,001 \$140,000	8	25.81%	99.13%	98.91%	99.35%	0.00%	0.00%
\$140,001 \$190,000	5	16.13%	99.40%	0.00%	99.40%	0.00%	0.00%
\$190,001 \$280,000	4	12.90%	100.00%	0.00%	100.93%	96.68%	0.00%
\$280,001 and up	3	9.68%	96.88%	0.00%	96.18%	0.00%	100.00%
Median Sold/List Ratio		96.88%		90.91%	97.21%	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



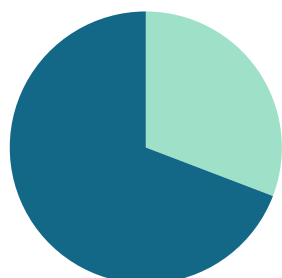
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

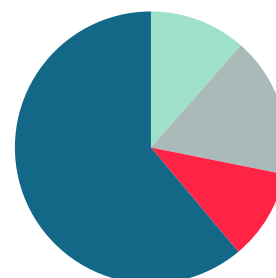


Inventory
 New Listings
73 = 30.80%
 Start Inventory
164
 Total Inventory Units
237
 Volume
\$68,424,352

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%
Median List Price	125,950	138,900	10.28%	120,000	139,900	16.58%
Median Sale Price	116,000	136,000	17.24%	107,000	136,000	27.10%
Median Percent of Selling Price to List Price	97.43%	96.88%	-0.56%	94.21%	96.89%	2.85%
Median Days on Market to Sale	61.00	32.00	-47.54%	64.00	55.00	-14.06%
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

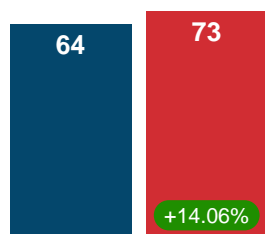
Inventory on March 31, 2020 = **165**

2019 **2020**

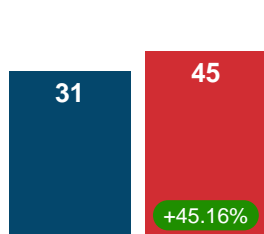
MARCH MARKET

MEDIAN PRICES

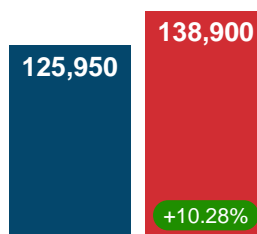
New Listings



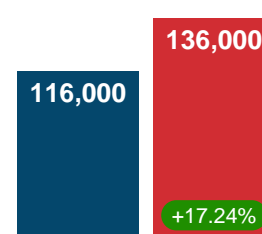
Pending Listings



List Price



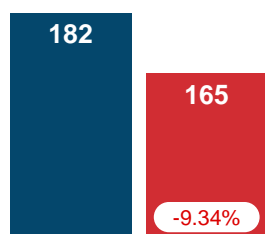
Sale Price



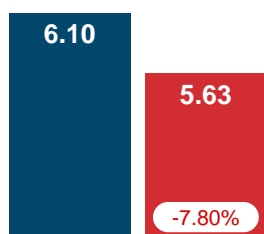
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

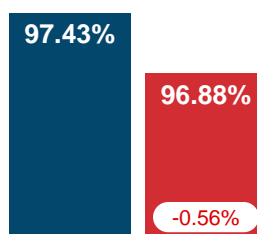
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

