

May 2020



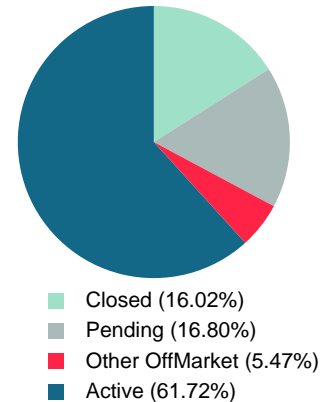
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	29	41	41.38%
Pending Listings	29	43	48.28%
New Listings	58	66	13.79%
Average List Price	147,891	161,438	9.16%
Average Sale Price	142,374	157,190	10.41%
Average Percent of Selling Price to List Price	96.97%	99.10%	2.19%
Average Days on Market to Sale	47.76	38.76	-18.85%
End of Month Inventory	193	158	-18.13%
Months Supply of Inventory	6.23	5.17	-17.02%



Absorption: Last 12 months, an Average of **31** Sales/Month
Active Inventory as of May 31, 2020 = **158**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **18.13%** to 158 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 **5.17** 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 **10.41%** in May 2020 to \$157,190 versus the previous year at \$142,374.

Average Days on Market Shortens

The average number of **38.76** days that homes spent on the market before selling decreased by 9.00 days or **18.85%** in May 2020 compared to last year's same month at **47.76** DOM.

Sales Success for May 2020 is Positive

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

There were 66 New Listings in May 2020, up **13.79%** from last year at 58. Furthermore, there were 41 Closed Listings this month versus last year at 29, a **41.38%** increase.

Closed versus Listed trends yielded a **62.1%** ratio, up from previous year's, May 2019, at **50.0%**, a **24.24%** 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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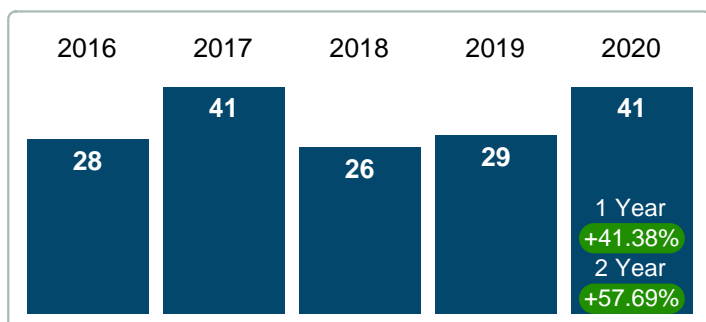
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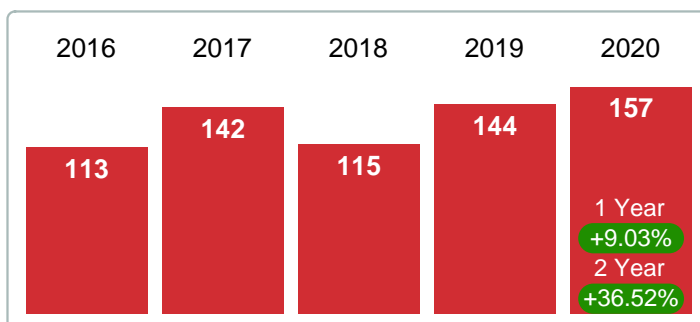
CLOSED LISTINGS

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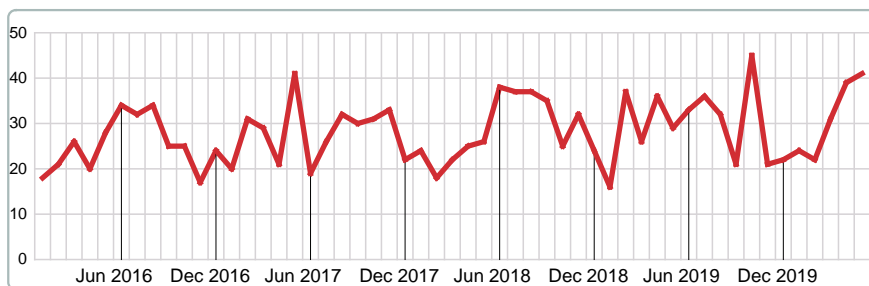
MAY



YEAR TO DATE (YTD)

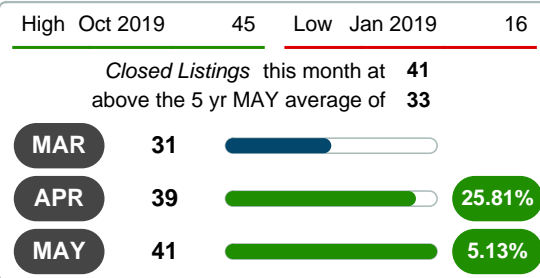


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.44%	1.0	1	0	0	0
\$25,001 - \$50,000	5	12.20%	45.2	3	2	0	0
\$50,001 - \$75,000	6	14.63%	37.3	5	1	0	0
\$75,001 - \$125,000	10	24.39%	59.4	0	9	1	0
\$125,001 - \$200,000	9	21.95%	29.4	0	7	2	0
\$200,001 - \$300,000	4	9.76%	5.8	0	2	1	1
\$300,001 and up	6	14.63%	42.7	0	4	2	0
Total Closed Units	41			9	25	6	1
Total Closed Volume	6,444,800	100%	38.8	443.90K	4.30M	1.44M	261.90K
Average Closed Price	\$157,190			\$49,322	\$172,148	\$239,217	\$261,900

May 2020



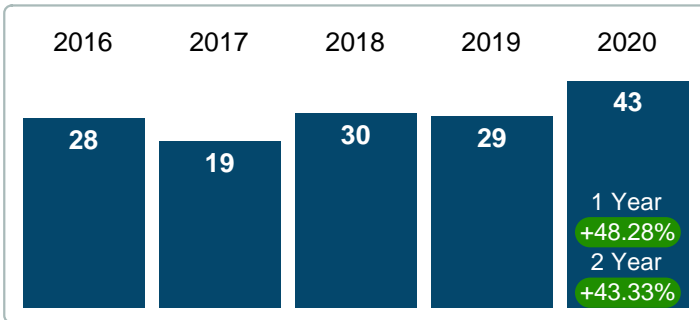
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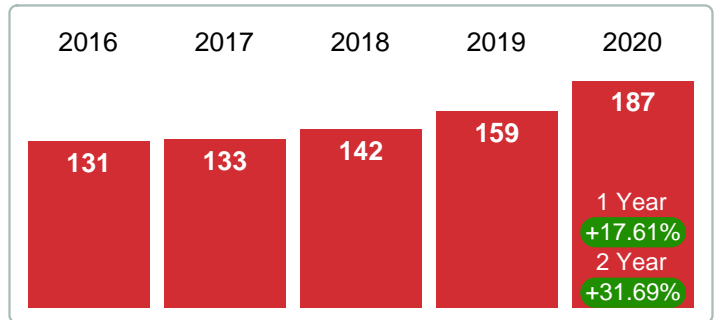
PENDING LISTINGS

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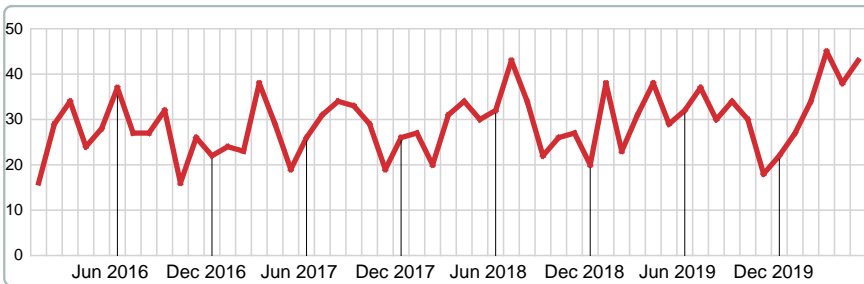
MAY



YEAR TO DATE (YTD)

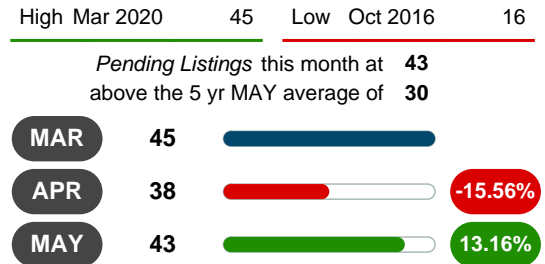


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 30



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.30%	9.3	2	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	11	25.58%	60.2	0	10	1	0
\$125,001 - \$150,000	7	16.28%	35.3	4	3	0	0
\$150,001 - \$200,000	9	20.93%	41.3	1	6	2	0
\$200,001 - \$250,000	5	11.63%	17.6	1	2	2	0
\$250,001 and up	7	16.28%	37.4	1	4	2	0
Total Pending Units	43			9	27	7	0
Total Pending Volume	7,537,100	100%	36.3	1.34M	4.36M	1.84M	0.00B
Average Listing Price	\$178,259			\$149,267	\$161,315	\$262,600	\$0

May 2020



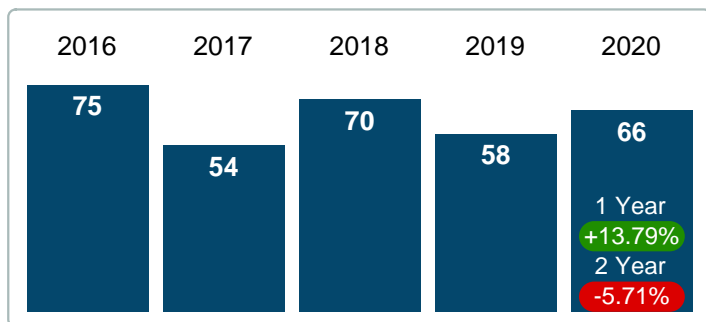
Area Delimited by County Of Mayes - Residential Property Type



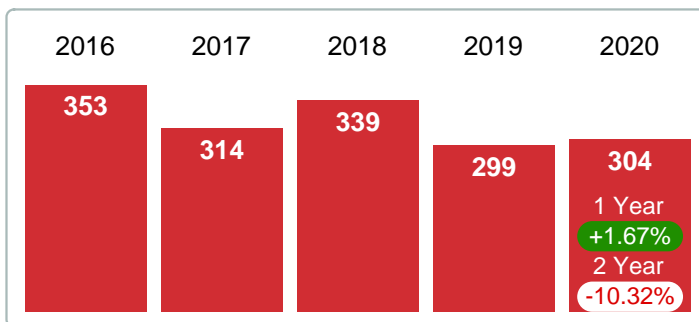
NEW LISTINGS

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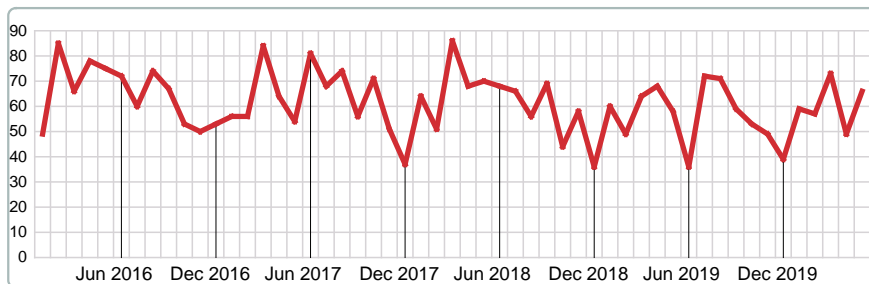
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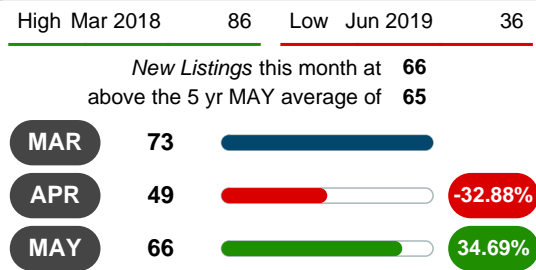


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 65



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	7	10.61%	4	3	0	0
\$50,001 - \$75,000	5	7.58%	2	2	1	0
\$75,001 - \$100,000	10	15.15%	3	7	0	0
\$100,001 - \$175,000	18	27.27%	6	10	2	0
\$175,001 - \$225,000	9	13.64%	1	7	1	0
\$225,001 - \$375,000	10	15.15%	3	7	0	0
\$375,001 and up	7	10.61%	1	1	2	3
Total New Listed Units	66		20	37	6	3
Total New Listed Volume	17,976,300	100%	2.81M	6.19M	1.41M	7.56M
Average New Listed Listing Price	\$179,127		\$140,310	\$167,338	\$235,617	\$2,521,633

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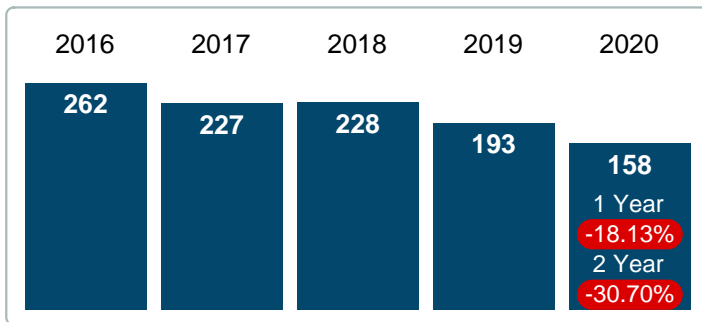
Area Delimited by County Of Mayes - Residential Property Type



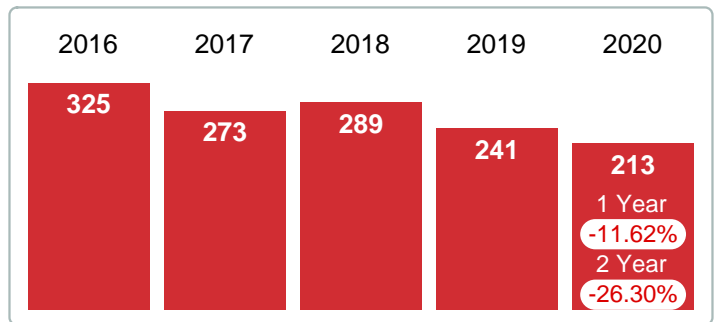
ACTIVE INVENTORY

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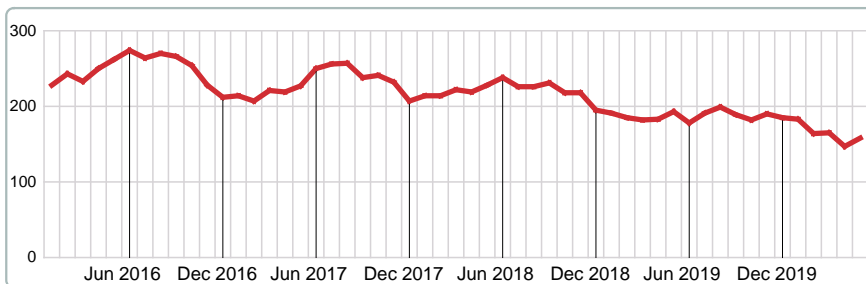
END OF MAY



ACTIVE DURING MAY

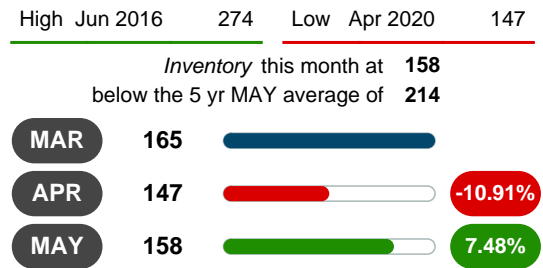


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 214



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	13	8.23%	66.5	8	4	1	0
\$50,001 - \$75,000	10	6.33%	80.1	3	6	1	0
\$75,001 - \$125,000	32	20.25%	65.7	8	24	0	0
\$125,001 - \$225,000	42	26.58%	63.1	7	29	6	0
\$225,001 - \$325,000	26	16.46%	70.3	7	14	5	0
\$325,001 - \$625,000	19	12.03%	69.4	4	7	6	2
\$625,001 and up	16	10.13%	109.2	0	2	6	8
Total Active Inventory by Units	158			37	86	25	10
Total Active Inventory by Volume	47,446,003	100%	71.6	6.13M	16.31M	9.79M	15.22M
Average Active Inventory Listing Price	\$300,291			\$165,578	\$189,629	\$391,664	\$1,521,990

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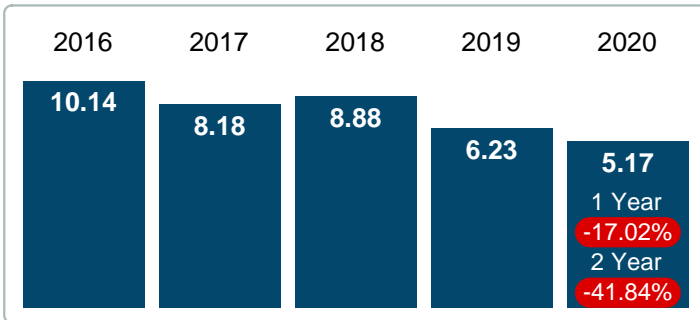
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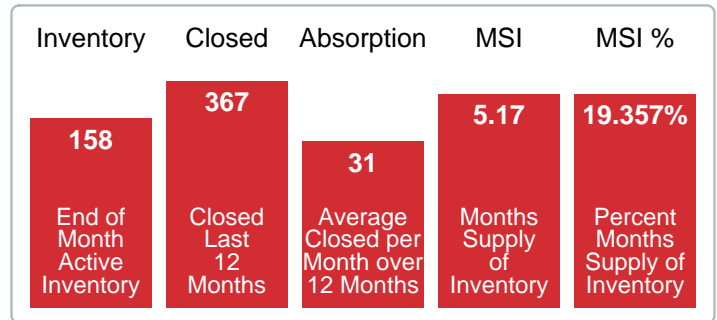
MONTHS SUPPLY of INVENTORY (MSI)

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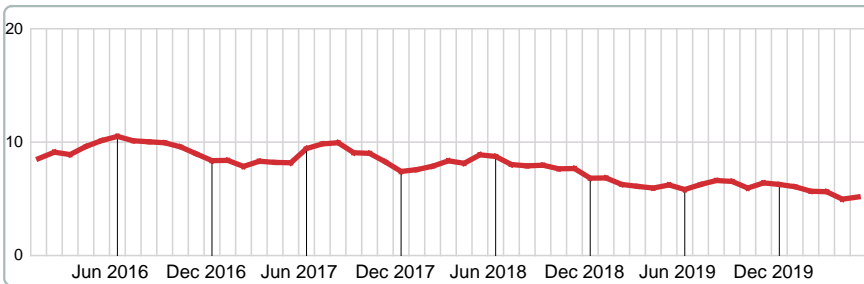
MSI FOR MAY



INDICATORS FOR MAY 2020

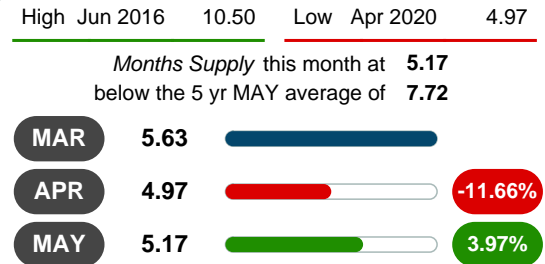


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.72



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	13	8.23%	3.80	4.57	2.67	6.00	0.00
\$50,001 - \$75,000	10	6.33%	4.14	2.25	5.54	0.00	0.00
\$75,001 - \$125,000	32	20.25%	5.05	9.60	4.97	0.00	0.00
\$125,001 - \$225,000	42	26.58%	3.38	5.60	3.31	2.77	0.00
\$225,001 - \$325,000	26	16.46%	7.80	0.00	7.30	4.62	0.00
\$325,001 - \$625,000	19	12.03%	8.44	24.00	7.00	8.00	6.00
\$625,001 and up	16	10.13%	38.40	0.00	24.00	36.00	48.00
Market Supply of Inventory (MSI)			5.17	6.94	4.49	5.00	9.23
Total Active Inventory by Units		100%	5.17	37	86	25	10

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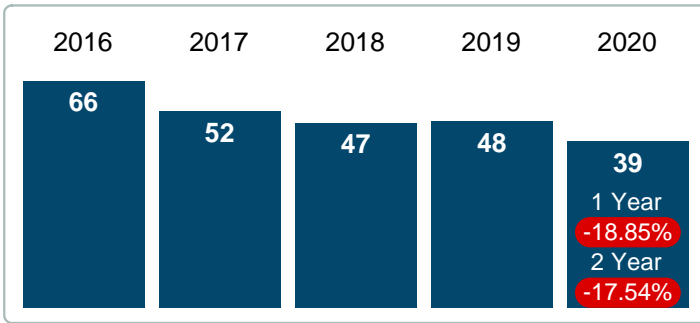
Area Delimited by County Of Mayes - Residential Property Type



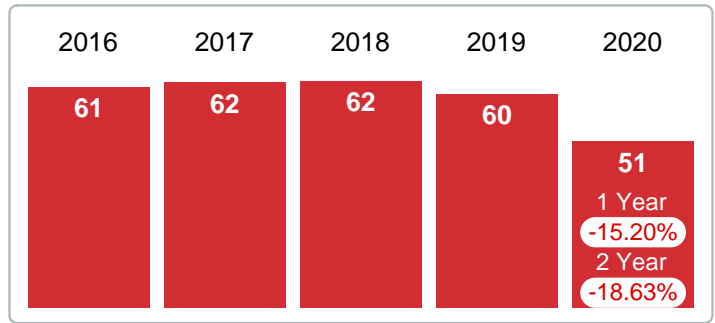
AVERAGE DAYS ON MARKET TO SALE

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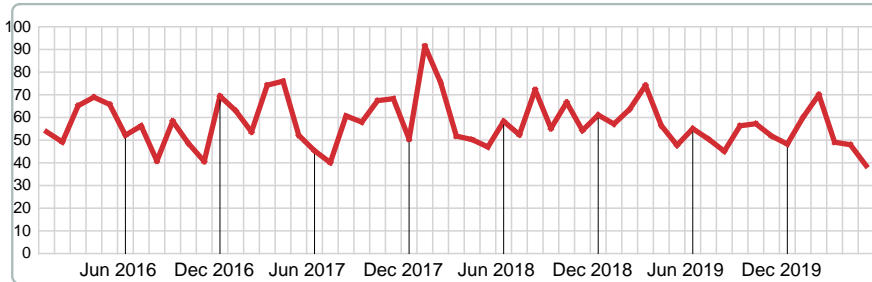
MAY



YEAR TO DATE (YTD)

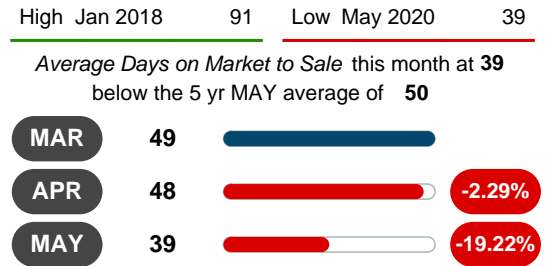


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 50



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
\$25,000 and less	2.44%	1	1	0	0	0
\$25,001 - \$50,000	12.20%	45	31	67	0	0
\$50,001 - \$75,000	14.63%	37	42	13	0	0
\$75,001 - \$125,000	24.39%	59	0	50	145	0
\$125,001 - \$200,000	21.95%	29	0	32	19	0
\$200,001 - \$300,000	9.76%	6	0	6	1	10
\$300,001 and up	14.63%	43	0	53	22	0
Average Closed DOM		39				
Total Closed Units	100%	39	9	25	6	1
Total Closed Volume		6,444,800	443.90K	4.30M	1.44M	261.90K

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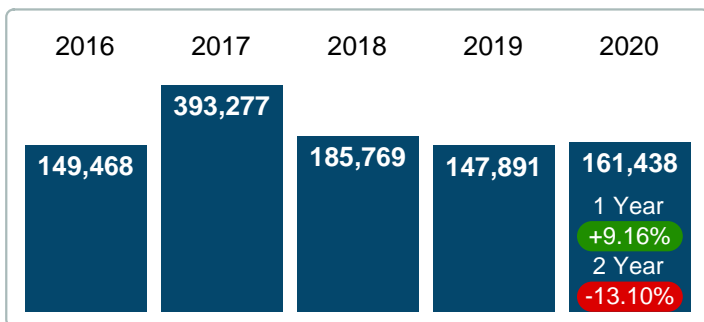
Area Delimited by County Of Mayes - Residential Property Type



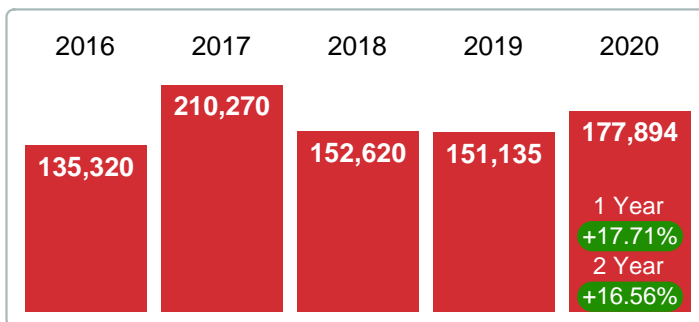
AVERAGE LIST PRICE AT CLOSING

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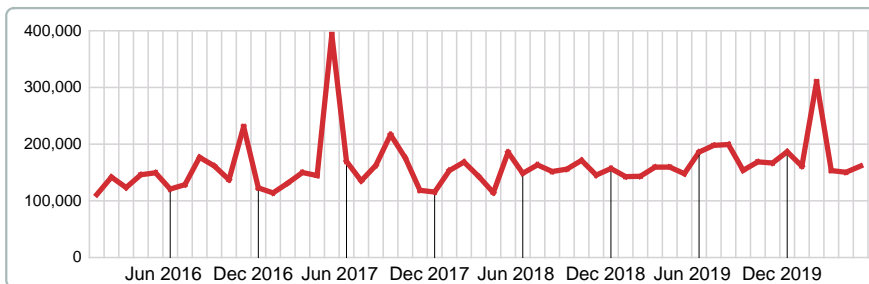
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 207,569

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

Average List Price at Closing this month at **161,438**
below the 5 yr MAY average of **207,569**

- MAR: 153,413
- APR: 150,388 (-1.97%)
- MAY: 161,438 (7.35%)

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	2.44%	22,500	22,500	0	0	0
\$25,001 - \$50,000	17.07%	41,314	43,467	36,900	0	0
\$50,001 - \$75,000	9.76%	63,412	59,260	62,248	0	0
\$75,001 - \$125,000	21.95%	103,856	0	104,411	105,000	0
\$125,001 - \$200,000	24.39%	148,040	0	152,071	143,000	0
\$200,001 - \$300,000	9.76%	228,425	0	213,500	220,800	265,900
\$300,001 and up	14.63%	454,133	0	468,725	424,950	0
Average List Price		161,438	49,911	177,686	243,617	265,900
Total Closed Units	100%	161,438	9	25	6	1
Total Closed Volume		6,618,948	449.20K	4.44M	1.46M	265.90K

May 2020



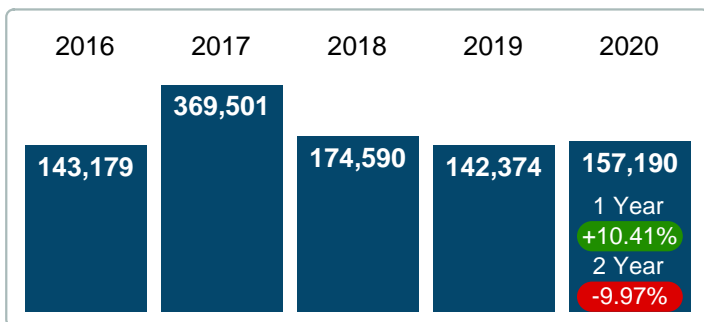
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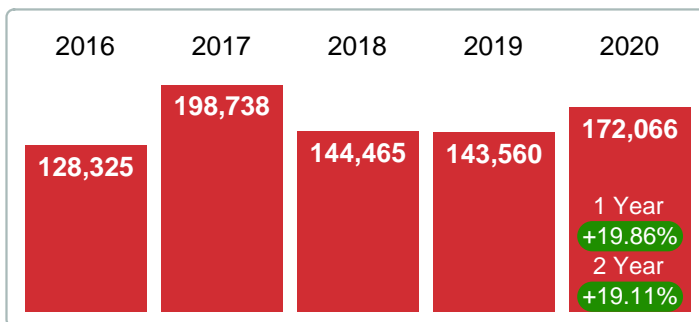
AVERAGE SOLD PRICE AT CLOSING

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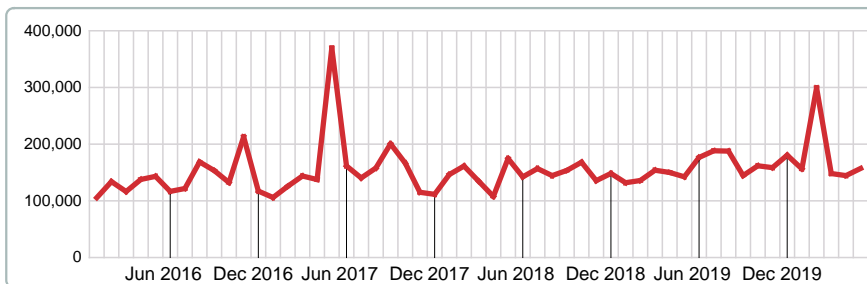
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 197,367

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

Average Sold Price at Closing this month at **157,190**
below the 5 yr MAY average of **197,367**

MAR	148,132	
APR	144,503	-2.45%
MAY	157,190	8.78%

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
\$25,000 and less	2.44%	22,500	22,500	0	0	0
\$25,001 - \$50,000	12.20%	40,180	40,800	39,250	0	0
\$50,001 - \$75,000	14.63%	58,450	59,800	51,700	0	0
\$75,001 - \$125,000	24.39%	103,040	0	101,711	115,000	0
\$125,001 - \$200,000	21.95%	147,178	0	149,300	139,750	0
\$200,001 - \$300,000	9.76%	226,425	0	211,500	220,800	261,900
\$300,001 and up	14.63%	435,000	0	447,500	410,000	0
Average Sold Price		157,190	49,322	172,148	239,217	261,900
Total Closed Units	100%	157,190	9	25	6	1
Total Closed Volume		6,444,800	443.90K	4.30M	1.44M	261.90K

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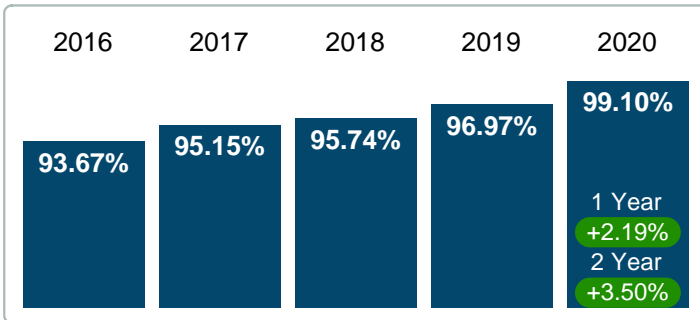
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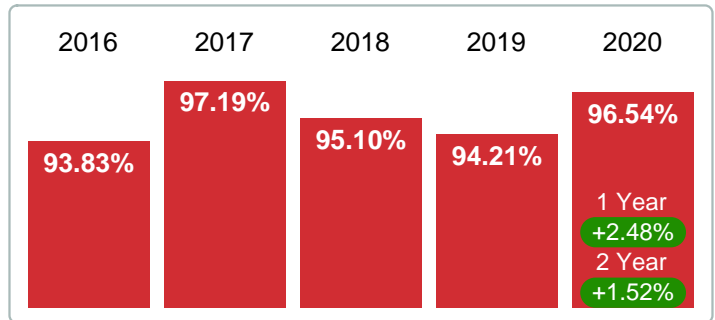
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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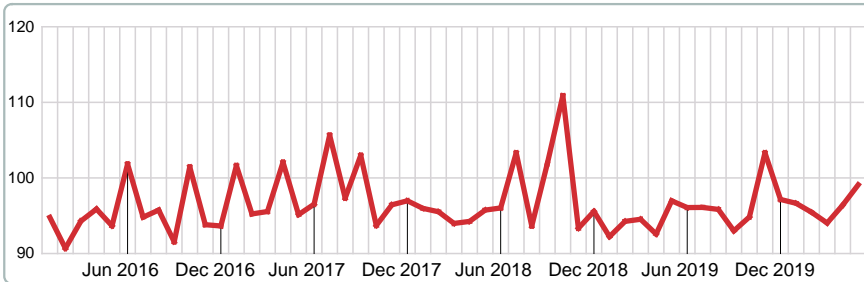
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

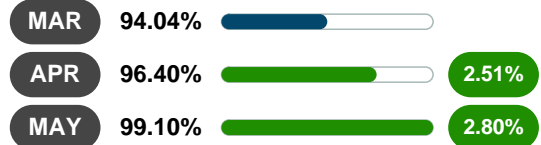


3 MONTHS

5 year MAY AVG = 96.13%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **99.10%**
above the 5 yr MAY average of **96.13%**



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
\$25,000 and less	1	2.44%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	12.20%	100.07%	94.02%	109.14%	0.00%	0.00%
\$50,001 - \$75,000	6	14.63%	103.39%	107.46%	83.05%	0.00%	0.00%
\$75,001 - \$125,000	10	24.39%	98.94%	0.00%	97.77%	109.52%	0.00%
\$125,001 - \$200,000	9	21.95%	98.25%	0.00%	98.33%	97.97%	0.00%
\$200,001 - \$300,000	4	9.76%	99.16%	0.00%	99.08%	100.00%	98.50%
\$300,001 and up	6	14.63%	95.34%	0.00%	94.77%	96.47%	0.00%
Average Sold/List Ratio		99.10%		102.15%	97.87%	99.73%	98.50%
Total Closed Units		41	100%	9	25	6	1
Total Closed Volume		6,444,800		443.90K	4.30M	1.44M	261.90K

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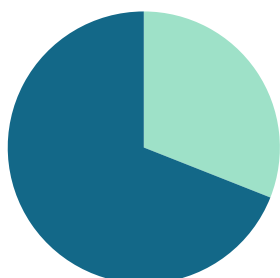
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

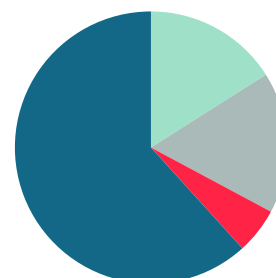


Inventory
 New Listings
66 = 30.99%
 Start Inventory
147
 Total Inventory Units
213
 Volume
\$65,359,403

Market Activity

Closed Sales
41 = 16.02%
 Pending Sales
43 = 16.80%
 Other Off Market
14 = 5.47%
 Active Inventory
158 = 61.72%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	29	41	41.38%	144	157	9.03%
Pending Sales	29	43	48.28%	159	187	17.61%
New Listings	58	66	13.79%	299	304	1.67%
Average List Price	147,891	161,438	9.16%	151,135	177,894	17.71%
Average Sale Price	142,374	157,190	10.41%	143,560	172,066	19.86%
Average Percent of Selling Price to List Price	96.97%	99.10%	2.19%	94.21%	96.54%	2.48%
Average Days on Market to Sale	47.76	38.76	-18.85%	59.83	50.73	-15.20%
Monthly Inventory	193	158	-18.13%	193	158	-18.13%
Months Supply of Inventory	6.23	5.17	-17.02%	6.23	5.17	-17.02%

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

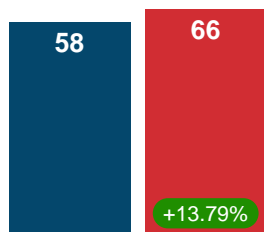
Inventory on May 31, 2020 = **158**

2019 **2020**

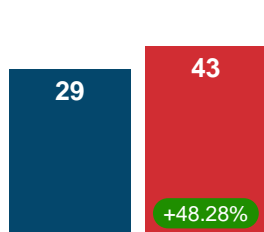
MAY MARKET

AVERAGE PRICES

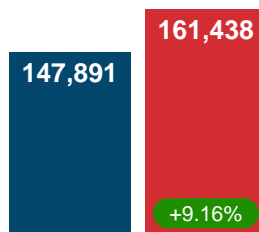
New Listings



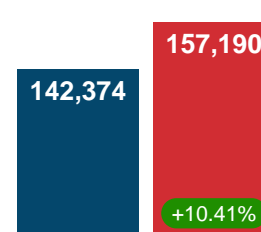
Pending Listings



List Price



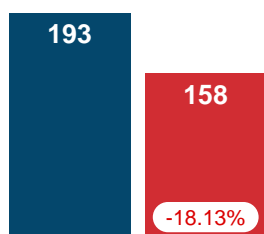
Sale Price



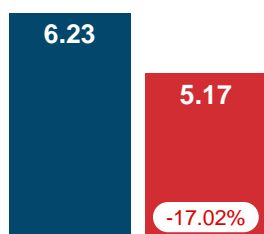
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

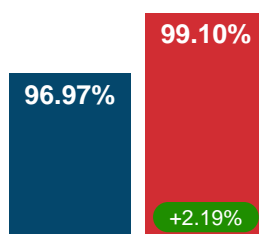
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

