

May 2020



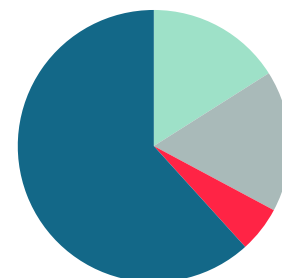
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	137,800	121,000	-12.19%
Median Sale Price	130,000	123,000	-5.38%
Median Percent of Selling Price to List Price	98.36%	98.16%	-0.21%
Median Days on Market to Sale	36.00	23.00	-36.11%
End of Month Inventory	193	158	-18.13%
Months Supply of Inventory	6.23	5.17	-17.02%



■ Closed (16.02%)
■ Pending (16.80%)
■ Other OffMarket (5.47%)
■ Active (61.72%)

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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.38%** in May 2020 to \$123,000 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 13.00 days or **36.11%** in May 2020 compared to last year's same month at **36.00** DOM.

Sales Success for May 2020 is Positive

Overall, with Median Prices falling 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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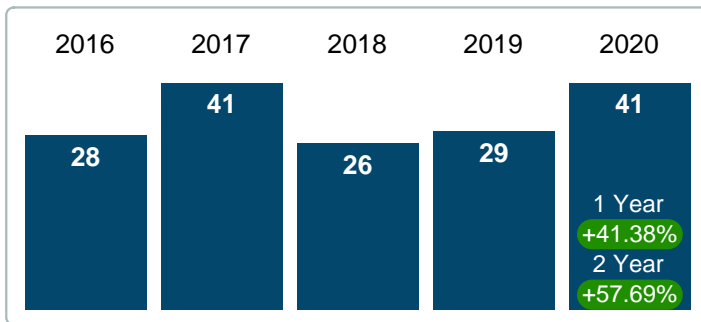
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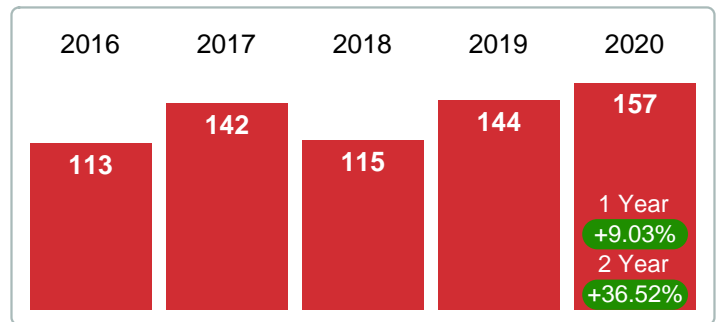
CLOSED LISTINGS

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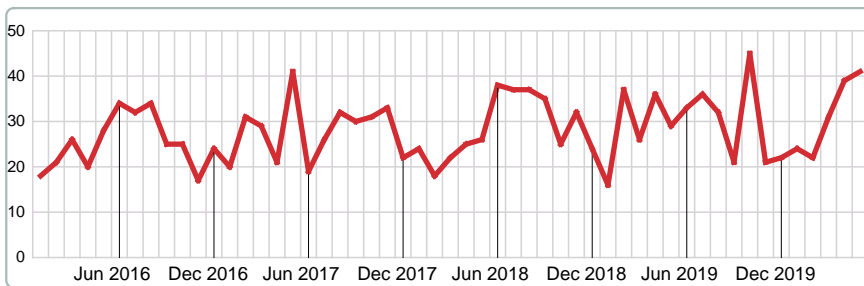
MAY



YEAR TO DATE (YTD)

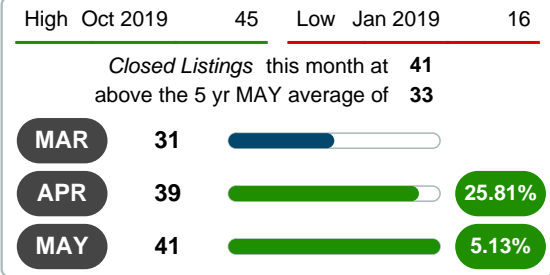


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.76%	21.5	3	1	0	0
\$40,001 - \$50,000	2	4.88%	64.5	1	1	0	0
\$50,001 - \$90,000	9	21.95%	24.0	5	4	0	0
\$90,001 - \$130,000	11	26.83%	58.0	0	9	2	0
\$130,001 - \$210,000	6	14.63%	13.0	0	5	1	0
\$210,001 - \$320,000	5	12.20%	6.0	0	3	1	1
\$320,001 and up	4	9.76%	22.0	0	2	2	0
Total Closed Units	41			9	25	6	1
Total Closed Volume	6,444,800	100%	23.0	443.90K	4.30M	1.44M	261.90K
Median Closed Price	\$123,000			\$51,500	\$129,500	\$187,150	\$261,900

May 2020



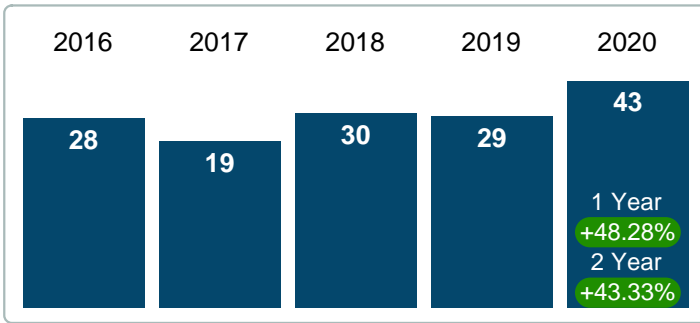
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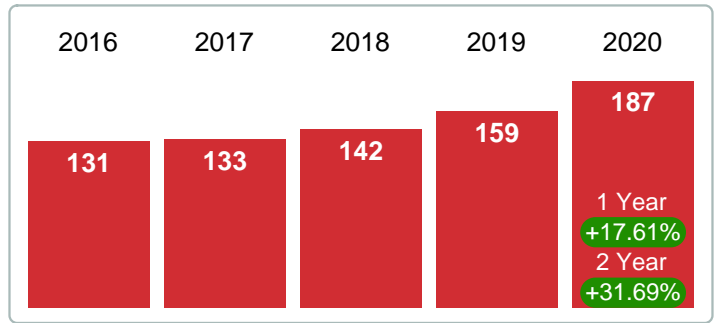
PENDING LISTINGS

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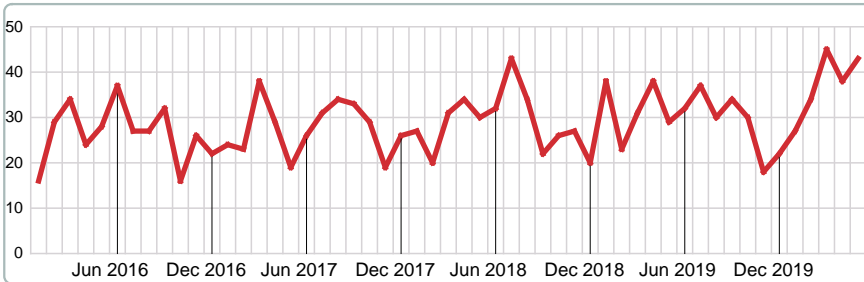
MAY



YEAR TO DATE (YTD)

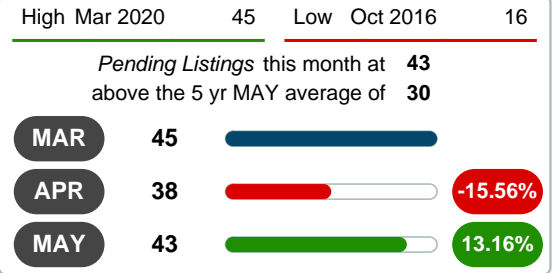


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 30



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	4	9.30%	9.0	2	2	0	0
\$80,001 - \$90,000	3	6.98%	55.0	0	3	0	0
\$90,001 - \$130,000	10	23.26%	38.0	0	9	1	0
\$130,001 - \$150,000	5	11.63%	15.0	4	1	0	0
\$150,001 - \$220,000	11	25.58%	11.0	1	7	3	0
\$220,001 - \$260,000	6	13.95%	4.0	2	2	2	0
\$260,001 and up	4	9.30%	52.5	0	3	1	0
Total Pending Units	43			9	27	7	0
Total Pending Volume	7,537,100	100%	12.0	1.34M	4.36M	1.84M	0.00B
Median Listing Price	\$147,000			\$140,000	\$130,000	\$219,900	\$0

May 2020



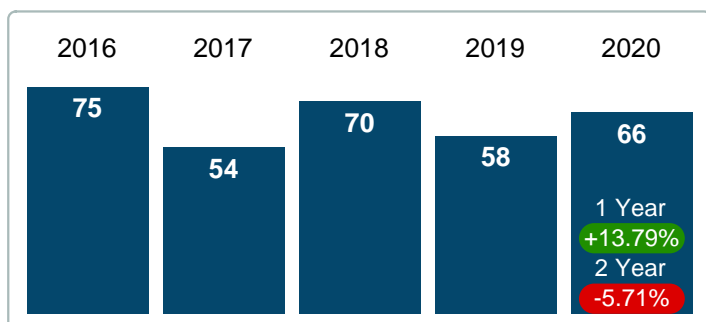
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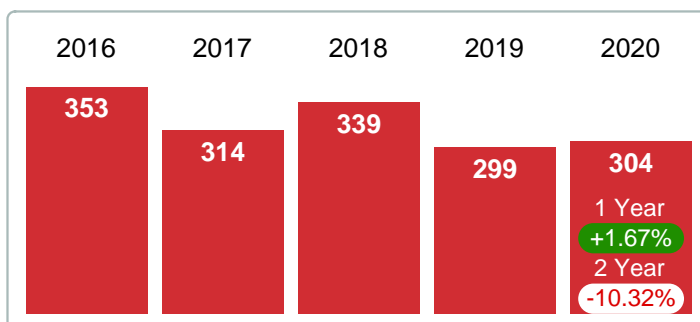
NEW LISTINGS

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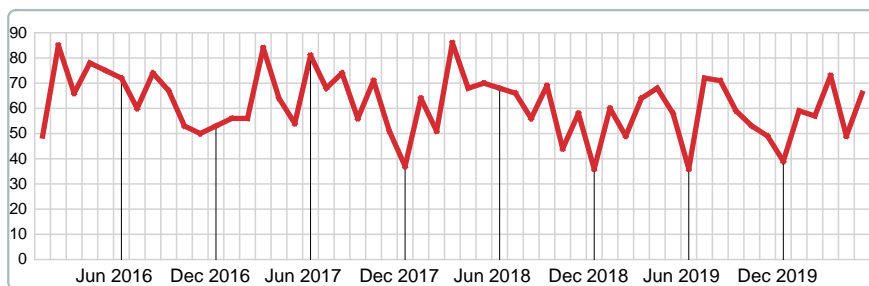
MAY



YEAR TO DATE (YTD)

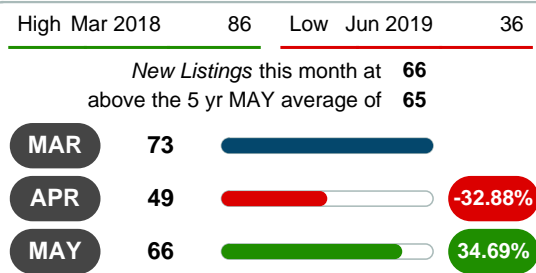


5 YEAR MARKET ACTIVITY TRENDS



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 - \$80,000	6	9.09%	3	2	1	0
\$80,001 - \$110,000	11	16.67%	3	8	0	0
\$110,001 - \$180,000	16	24.24%	5	9	2	0
\$180,001 - \$240,000	9	13.64%	1	7	1	0
\$240,001 - \$390,000	10	15.15%	3	7	0	0
\$390,001 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
Median New Listed Listing Price	\$140,000		\$122,000	\$139,900	\$192,900	\$999,900

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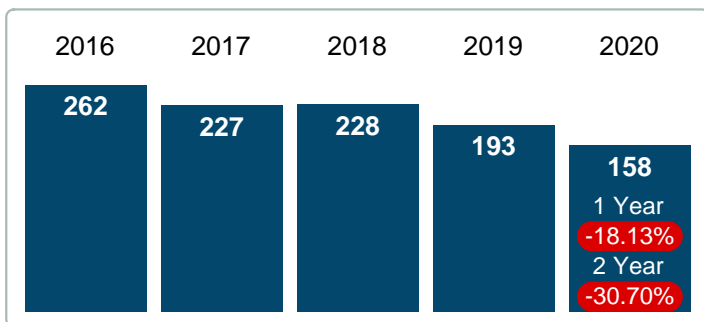
Area Delimited by County Of Mayes - Residential Property Type



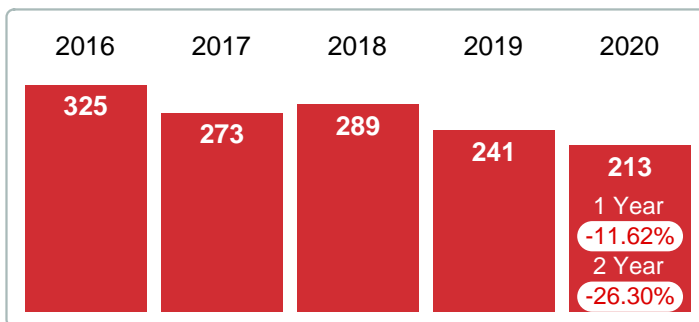
ACTIVE INVENTORY

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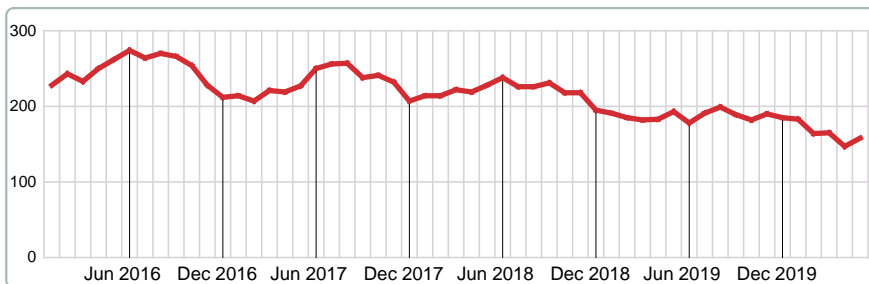
END OF MAY



ACTIVE DURING MAY

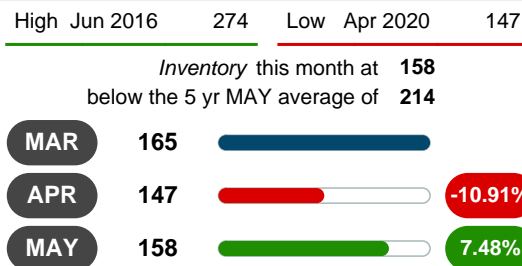


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 214



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	8.23%	46.0	8	4	1	0
\$50,001 - \$75,000	10	6.33%	84.5	3	6	1	0
\$75,001 - \$125,000	32	20.25%	68.0	8	24	0	0
\$125,001 - \$225,000	42	26.58%	55.0	7	29	6	0
\$225,001 - \$325,000	26	16.46%	69.0	7	14	5	0
\$325,001 - \$625,000	19	12.03%	64.0	4	7	6	2
\$625,001 and up	16	10.13%	104.0	0	2	6	8
Total Active Inventory by Units	158			37	86	25	10
Total Active Inventory by Volume	47,446,003	100%	68.0	6.13M	16.31M	9.79M	15.22M
Median Active Inventory Listing Price	\$183,450			\$125,000	\$162,495	\$325,000	\$910,000

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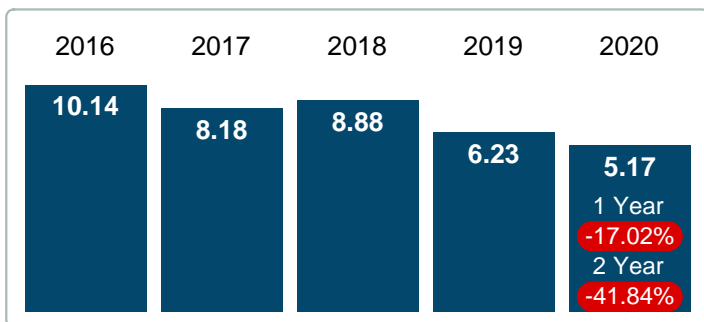
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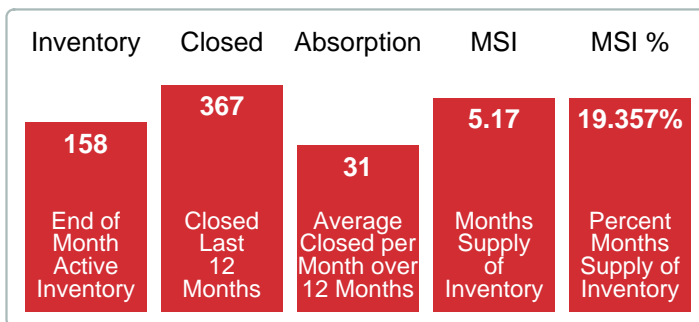
MONTHS SUPPLY of INVENTORY (MSI)

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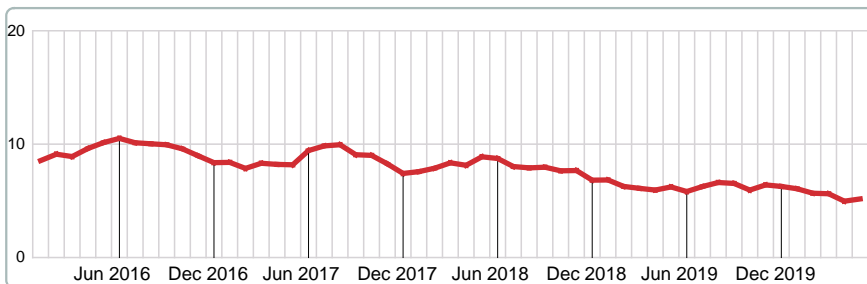
MSI FOR MAY



INDICATORS FOR MAY 2020

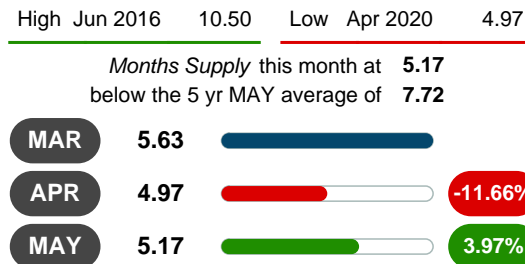


5 YEAR MARKET ACTIVITY TRENDS



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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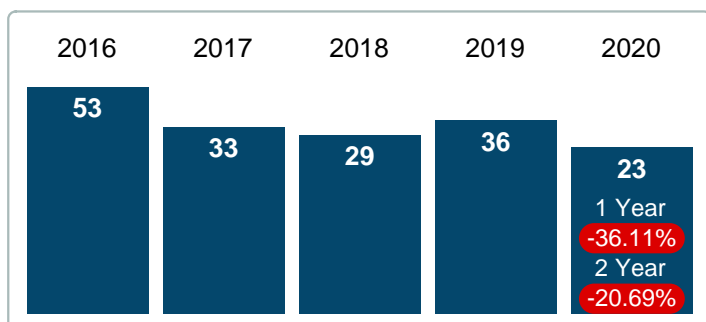
Area Delimited by County Of Mayes - Residential Property Type



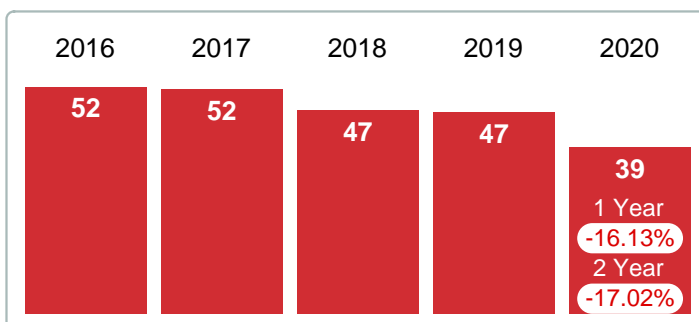
MEDIAN DAYS ON MARKET TO SALE

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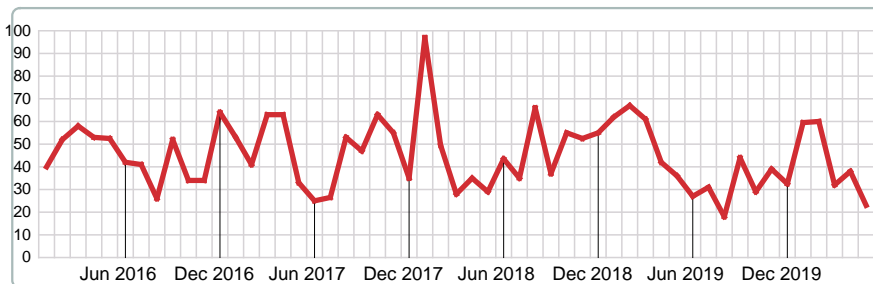
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

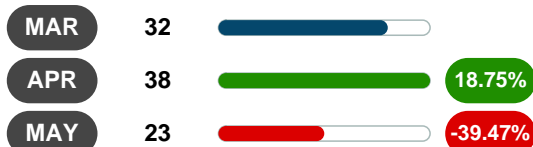


3 MONTHS

5 year MAY AVG = 35

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 23 below the 5 yr MAY average of 35



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
\$40,000 and less	9.76%	22	16	27	0	0
\$40,001 - \$50,000	4.88%	65	23	106	0	0
\$50,001 - \$90,000	21.95%	24	54	13	0	0
\$90,001 - \$130,000	26.83%	58	0	58	85	0
\$130,001 - \$210,000	14.63%	13	0	12	14	0
\$210,001 - \$320,000	12.20%	6	0	6	1	10
\$320,001 and up	9.76%	22	0	42	22	0
Median Closed DOM		23				
Total Closed Units	100%	23.0	9	25	6	1
Total Closed Volume		6,444,800	443.90K	4.30M	1.44M	261.90K

May 2020



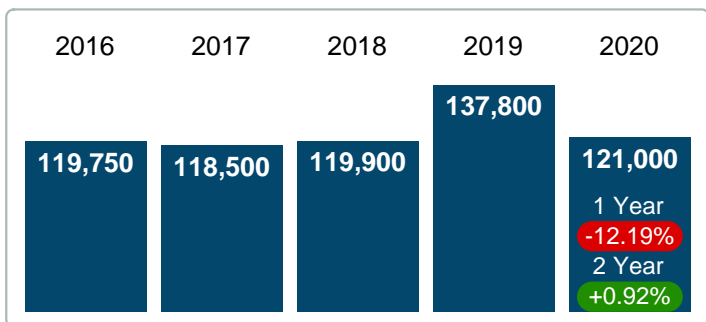
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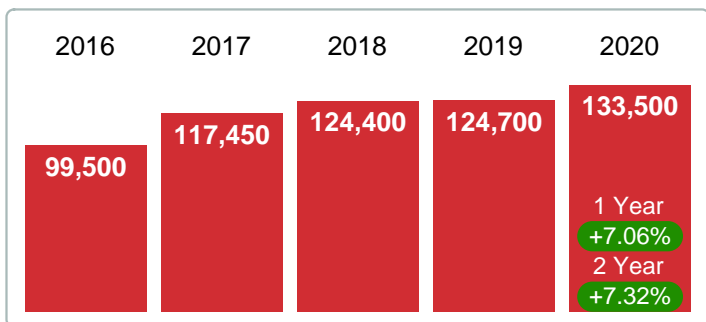
MEDIAN LIST PRICE AT CLOSING

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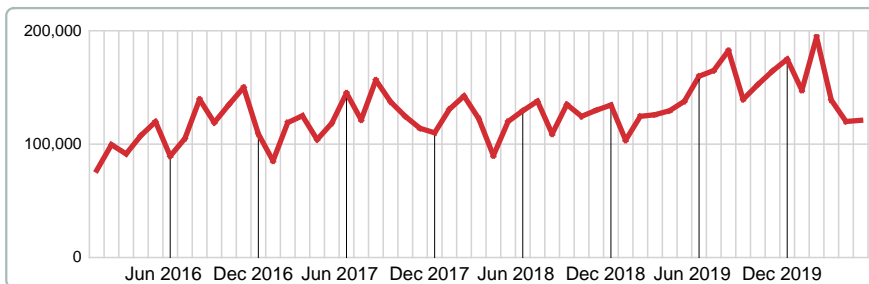
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

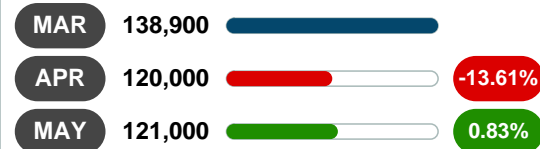


3 MONTHS

5 year MAY AVG = 123,390

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

Median List Price at Closing this month at 121,000 below the 5 yr MAY average of 123,390



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
\$40,000 and less	9.76%	34,900	39,900	29,900	0	0
\$40,001 - \$50,000	9.76%	44,450	45,000	43,900	0	0
\$50,001 - \$90,000	12.20%	62,248	58,200	75,000	0	0
\$90,001 - \$130,000	29.27%	116,900	94,900	118,900	115,500	0
\$130,001 - \$210,000	17.07%	160,000	0	162,450	160,000	0
\$210,001 - \$320,000	7.32%	220,800	0	217,000	220,800	265,900
\$320,001 and up	14.63%	397,450	0	372,500	424,950	0
Median List Price		121,000	45,000	129,900	190,400	265,900
Total Closed Units	100%	121,000	9	25	6	1
Total Closed Volume		6,618,948	449.20K	4.44M	1.46M	265.90K

May 2020



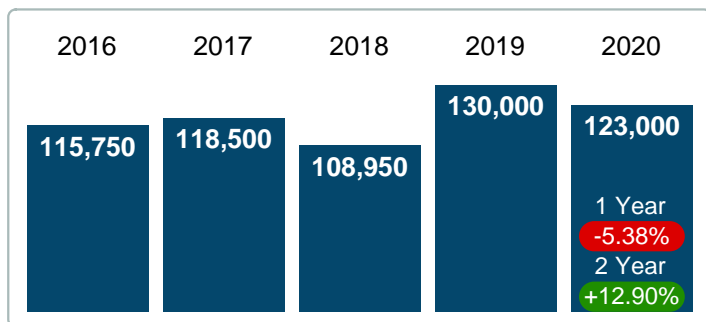
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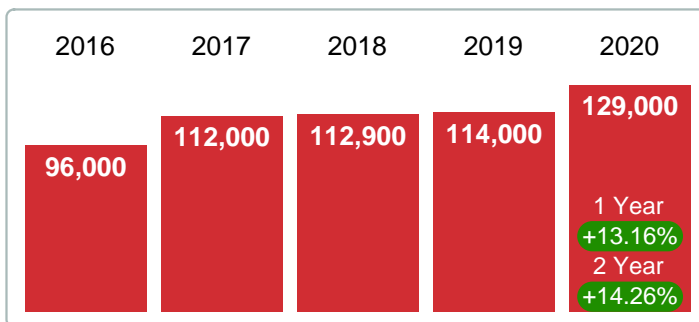
MEDIAN SOLD PRICE AT CLOSING

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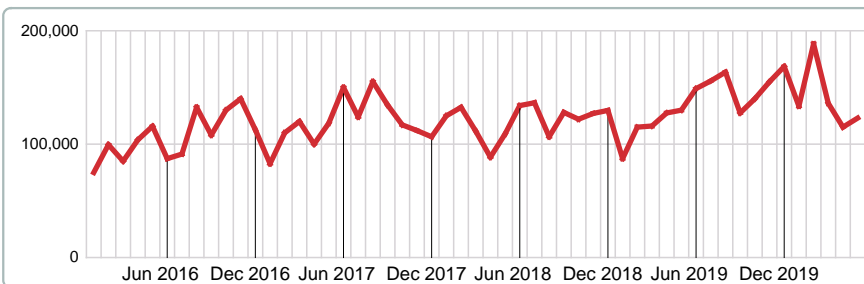
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 119,240

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

Median Sold Price at Closing this month at **123,000**
 above the 5 yr MAY average of **119,240**

- MAR** 136,000
- APR** 115,000 (-15.44%)
- MAY** 123,000 (6.96%)

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
\$40,000 and less	4	9.76%	37,250	37,500	37,000	0	0
\$40,001 - \$50,000	2	4.88%	43,250	45,000	41,500	0	0
\$50,001 - \$90,000	9	21.95%	60,000	57,500	81,750	0	0
\$90,001 - \$130,000	11	26.83%	123,000	0	123,000	120,500	0
\$130,001 - \$210,000	6	14.63%	161,850	0	169,900	153,500	0
\$210,001 - \$320,000	5	12.20%	261,900	0	310,000	220,800	261,900
\$320,001 and up	4	9.76%	410,000	0	580,000	410,000	0
Median Sold Price			123,000	51,500	129,500	187,150	261,900
Total Closed Units		100%	123,000	9	25	6	1
Total Closed Volume			6,444,800	443.90K	4.30M	1.44M	261.90K

May 2020



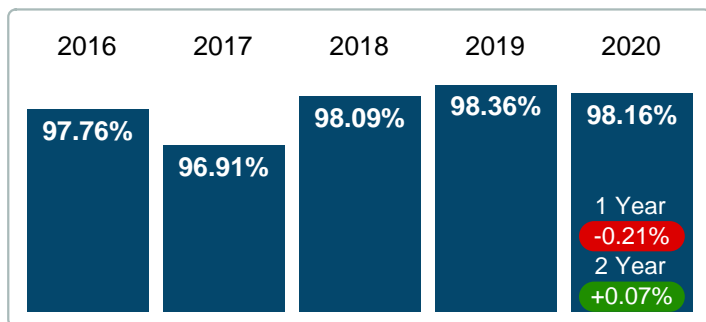
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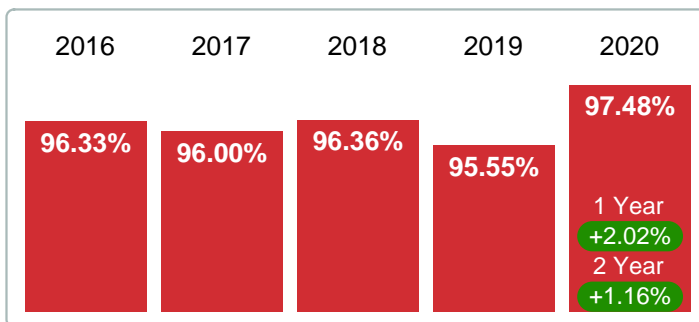
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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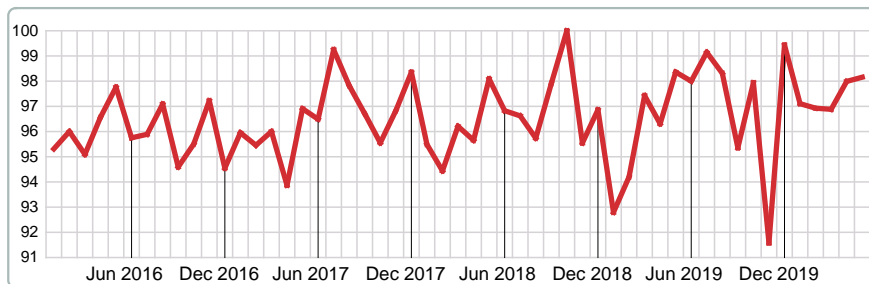
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

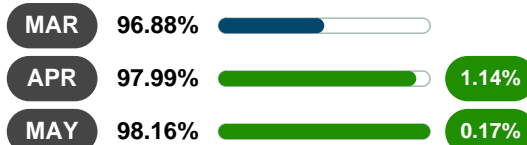


3 MONTHS

5 year MAY AVG = 97.85%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.16%**
 equal to 5 yr MAY average of **97.85%**



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
\$40,000 and less	4	9.76%	100.00%	100.00%	123.75%	0.00%	0.00%
\$40,001 - \$50,000	2	4.88%	93.66%	92.78%	94.53%	0.00%	0.00%
\$50,001 - \$90,000	9	21.95%	100.00%	100.00%	95.48%	0.00%	0.00%
\$90,001 - \$130,000	11	26.83%	100.00%	0.00%	99.69%	104.76%	0.00%
\$130,001 - \$210,000	6	14.63%	97.59%	0.00%	99.23%	95.94%	0.00%
\$210,001 - \$320,000	5	12.20%	98.16%	0.00%	95.55%	100.00%	98.50%
\$320,001 and up	4	9.76%	97.07%	0.00%	97.48%	96.47%	0.00%
Median Sold/List Ratio		98.16%		100.00%	97.48%	98.33%	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

May 2020



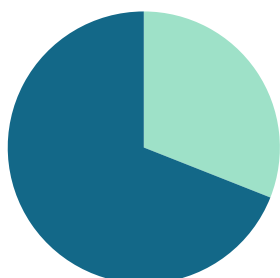
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

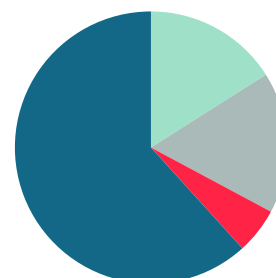


Inventory
 New Listings
66 = 30.99%
 Start Inventory
147
 Total Inventory Units
213
 Volume
\$65,359,403

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%
Median List Price	137,800	121,000	-12.19%	124,700	133,500	7.06%
Median Sale Price	130,000	123,000	-5.38%	114,000	129,000	13.16%
Median Percent of Selling Price to List Price	98.36%	98.16%	-0.21%	95.55%	97.48%	2.02%
Median Days on Market to Sale	36.00	23.00	-36.11%	46.50	39.00	-16.13%
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

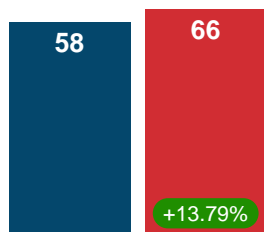
Inventory on May 31, 2020 = 158

2019 **2020**

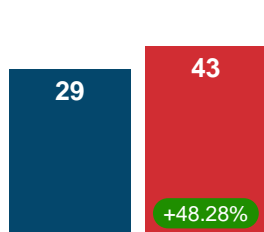
MAY MARKET

MEDIAN PRICES

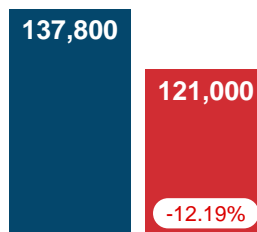
New Listings



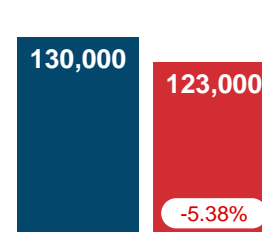
Pending Listings



List Price



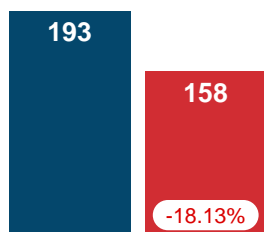
Sale Price



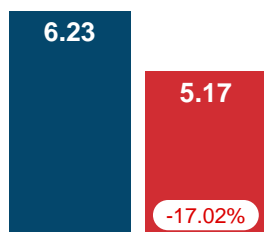
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

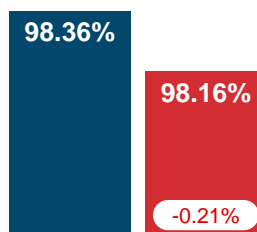
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

