

November 2020



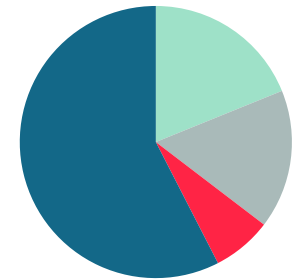
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	21	40	90.48%
Pending Listings	18	35	94.44%
New Listings	49	51	4.08%
Average List Price	166,755	303,310	81.89%
Average Sale Price	158,543	285,936	80.35%
Average Percent of Selling Price to List Price	103.32%	96.14%	-6.95%
Average Days on Market to Sale	51.81	42.93	-17.15%
End of Month Inventory	190	122	-35.79%
Months Supply of Inventory	6.40	3.36	-47.57%



■ Closed (18.87%)
■ Pending (16.51%)
■ Other OffMarket (7.08%)
■ Active (57.55%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of November 30, 2020 = **122**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **35.79%** to 122 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **3.36** 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 **80.35%** in November 2020 to \$285,936 versus the previous year at \$158,543.

Average Days on Market Shortens

The average number of **42.93** days that homes spent on the market before selling decreased by 8.88 days or **17.15%** in November 2020 compared to last year's same month at **51.81** DOM.

Sales Success for November 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 51 New Listings in November 2020, up **4.08%** from last year at 49. Furthermore, there were 40 Closed Listings this month versus last year at 21, a **90.48%** increase.

Closed versus Listed trends yielded a **78.4%** ratio, up from previous year's, November 2019, at **42.9%**, a **83.01%** 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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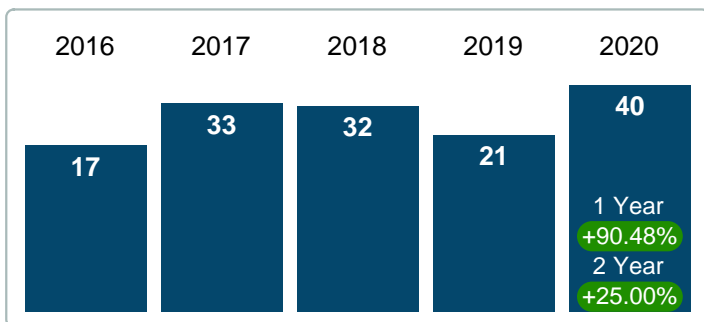
Area Delimited by County Of Mayes - Residential Property Type



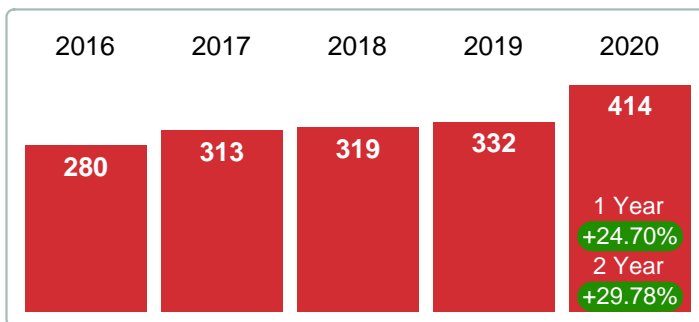
CLOSED LISTINGS

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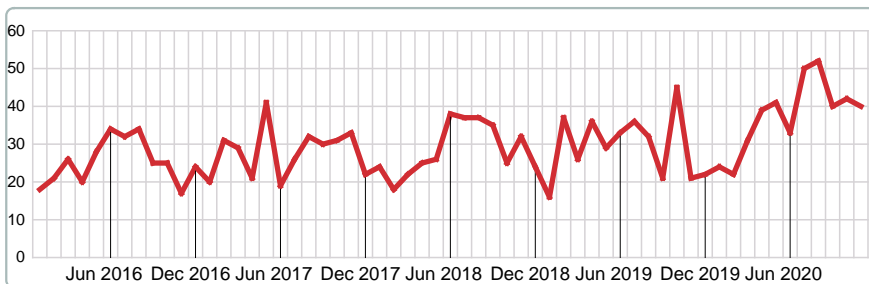
NOVEMBER



YEAR TO DATE (YTD)

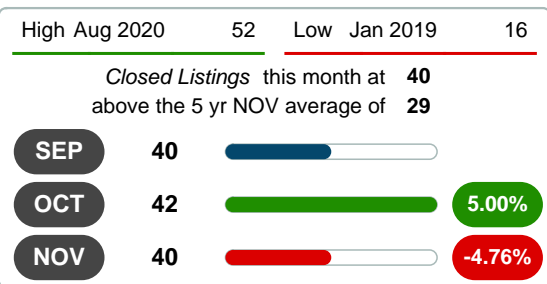


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	10.00%	38.8	1	3	0	0
\$75,001 - \$100,000	3	7.50%	109.3	1	2	0	0
\$100,001 - \$150,000	8	20.00%	16.3	1	7	0	0
\$150,001 - \$225,000	10	25.00%	23.5	0	5	5	0
\$225,001 - \$375,000	5	12.50%	32.6	0	4	1	0
\$375,001 - \$525,000	7	17.50%	66.4	0	3	4	0
\$525,001 and up	3	7.50%	80.3	0	1	2	0
Total Closed Units	40			3	25	12	0
Total Closed Volume	11,437,450	100%	42.9	215.90K	5.30M	5.92M	0.00B
Average Closed Price	\$285,936			\$71,967	\$212,122	\$493,208	\$0

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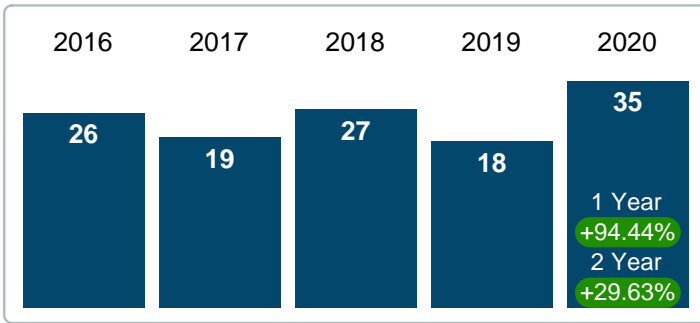
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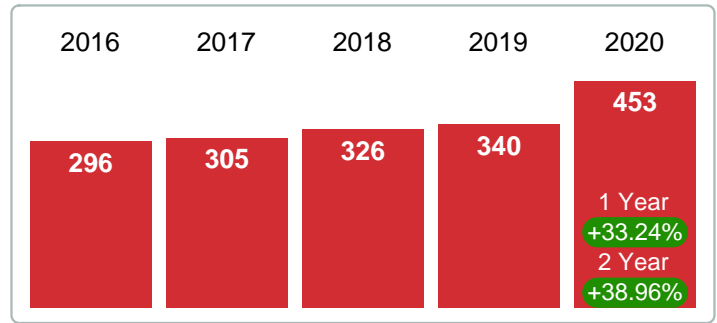
PENDING LISTINGS

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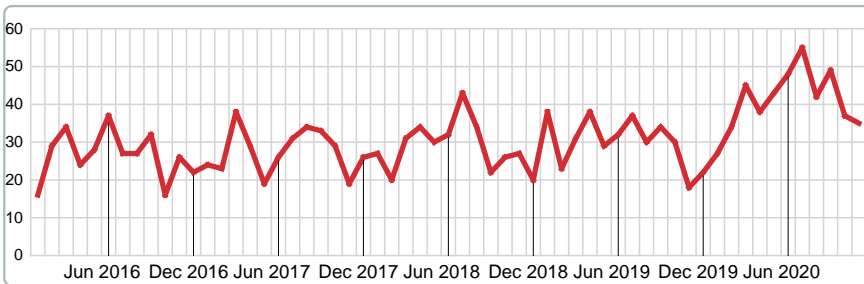
NOVEMBER



YEAR TO DATE (YTD)

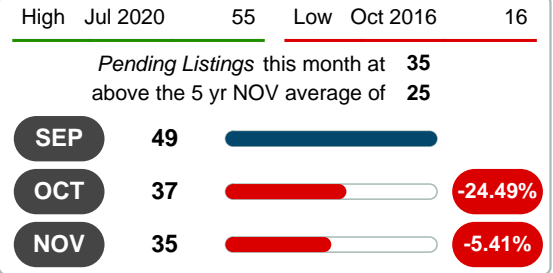


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	11.43%	4.8	1	2	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	8	22.86%	71.8	4	4	0	0
\$100,001 - \$175,000	9	25.71%	48.7	0	6	2	1
\$175,001 - \$225,000	5	14.29%	5.8	1	3	1	0
\$225,001 - \$375,000	5	14.29%	91.4	0	4	1	0
\$375,001 and up	4	11.43%	35.8	1	1	1	1
Total Pending Units	35			7	20	6	2
Total Pending Volume	6,746,850	100%	48.4	1.02M	3.40M	1.42M	910.00K
Average Listing Price	\$192,562			\$145,743	\$169,943	\$236,300	\$455,000

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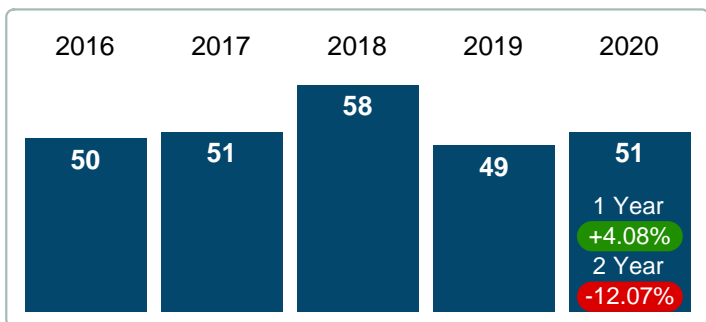
Area Delimited by County Of Mayes - Residential Property Type



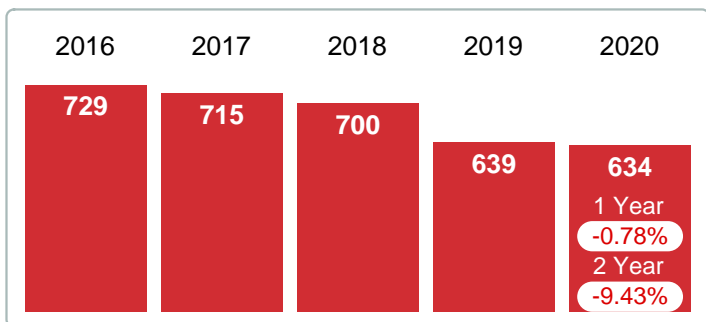
NEW LISTINGS

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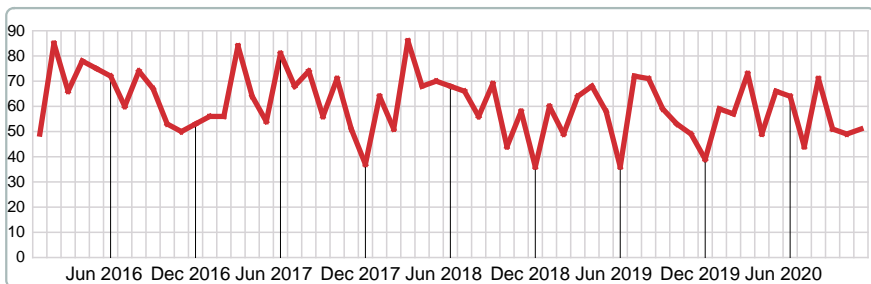
NOVEMBER



YEAR TO DATE (YTD)

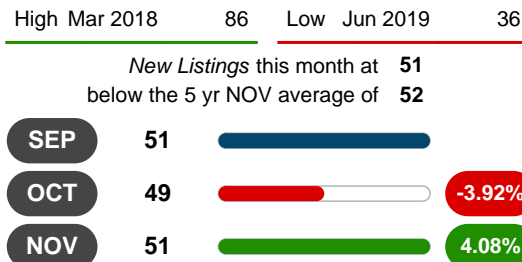


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 52



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	3.92%	1	1	0	0
\$50,001 - \$75,000	4	7.84%	0	4	0	0
\$75,001 - \$125,000	9	17.65%	3	5	1	0
\$125,001 - \$175,000	12	23.53%	1	9	1	1
\$175,001 - \$275,000	12	23.53%	1	6	4	1
\$275,001 - \$525,000	6	11.76%	0	3	3	0
\$525,001 and up	6	11.76%	1	1	0	4
Total New Listed Units	51		7	29	9	6
Total New Listed Volume	16,501,450	100%	1.19M	4.99M	2.24M	8.08M
Average New Listed Listing Price	\$187,809		\$170,114	\$172,124	\$248,422	\$1,347,208

November 2020



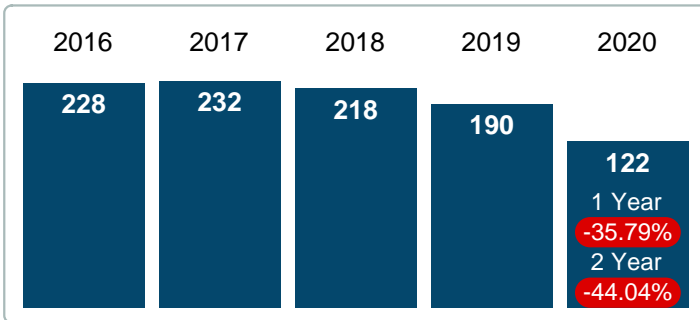
Area Delimited by County Of Mayes - Residential Property Type



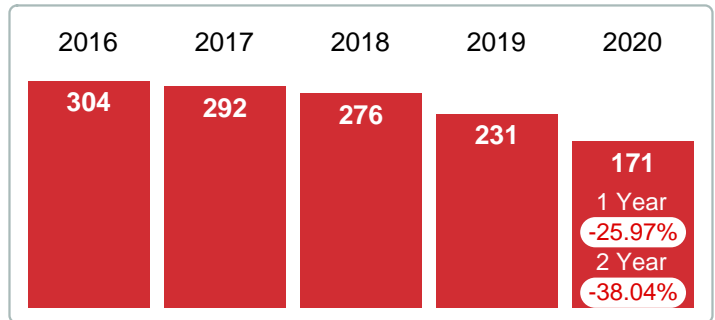
ACTIVE INVENTORY

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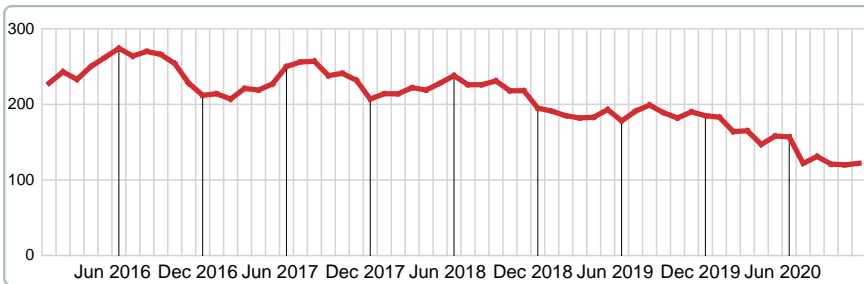
END OF NOVEMBER



ACTIVE DURING NOVEMBER

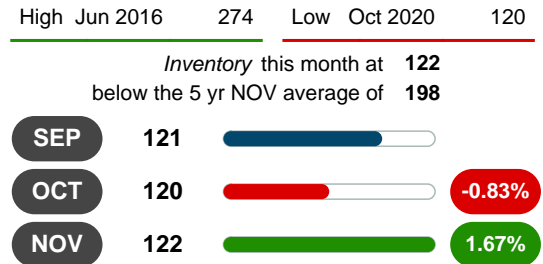


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 198



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.20%	67.4	4	6	0	0
\$75,001 - \$100,000	14	11.48%	80.9	6	7	1	0
\$100,001 - \$150,000	17	13.93%	57.2	3	10	3	1
\$150,001 - \$275,000	34	27.87%	61.8	1	25	6	2
\$275,001 - \$375,000	17	13.93%	77.0	0	9	7	1
\$375,001 - \$725,000	17	13.93%	87.2	2	5	8	2
\$725,001 and up	13	10.66%	74.5	0	4	3	6
Total Active Inventory by Units	122			16	66	28	12
Total Active Inventory by Volume	43,339,097	100%	70.8	2.14M	16.79M	11.15M	13.26M
Average Active Inventory Listing Price	\$355,239			\$133,869	\$254,443	\$398,100	\$1,104,763

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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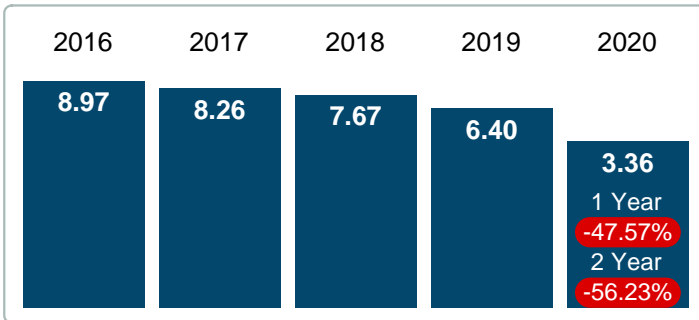
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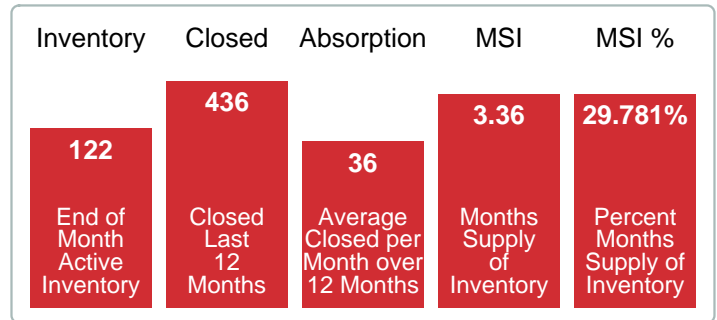
MONTHS SUPPLY of INVENTORY (MSI)

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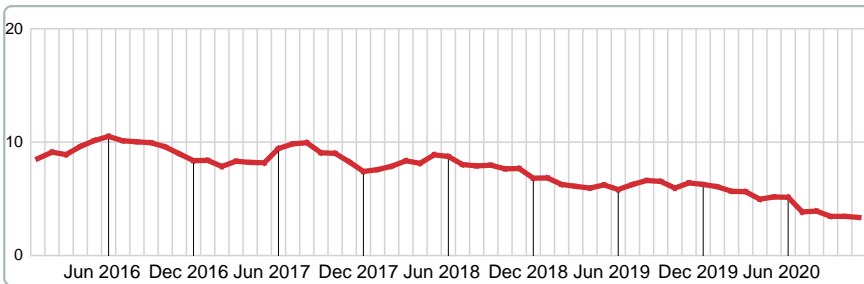
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 6.93

High Jun 2016 10.50 Low Nov 2020 3.36

Months Supply this month at 3.36 below the 5 yr NOV average of 6.93



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
\$75,000 and less	10	8.20%	1.82	1.41	2.48	0.00	0.00
\$75,001 - \$100,000	14	11.48%	2.85	9.00	1.75	4.00	0.00
\$100,001 - \$150,000	17	13.93%	1.87	2.77	1.38	4.50	12.00
\$150,001 - \$275,000	34	27.87%	2.98	0.92	3.33	2.32	8.00
\$275,001 - \$375,000	17	13.93%	7.03	0.00	6.35	12.00	12.00
\$375,001 - \$725,000	17	13.93%	6.58	12.00	4.00	8.73	8.00
\$725,001 and up	13	10.66%	31.20	0.00	48.00	18.00	36.00
Market Supply of Inventory (MSI)			3.36	2.59	2.76	5.17	14.40
Total Active Inventory by Units		100%	3.36	16	66	28	12

November 2020



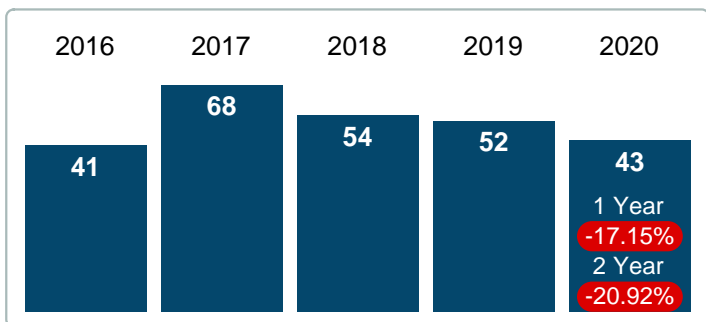
Area Delimited by County Of Mayes - Residential Property Type



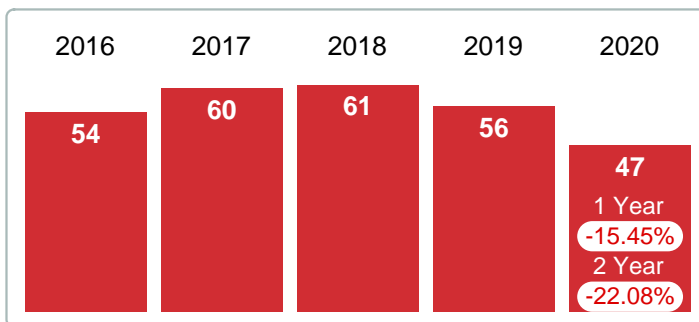
AVERAGE DAYS ON MARKET TO SALE

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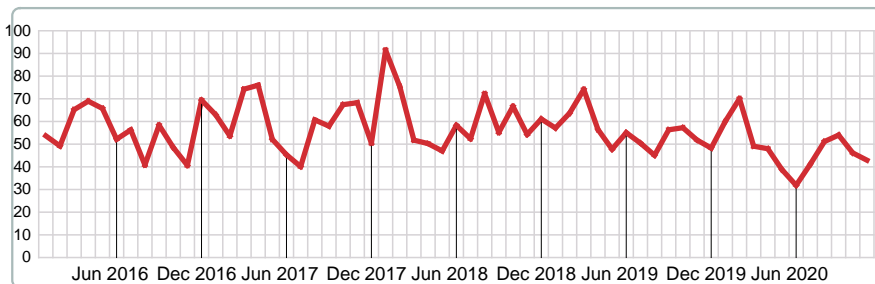
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 52

High Jan 2018 91 Low Jun 2020 32

Average Days on Market to Sale this month at 43 below the 5 yr NOV average of 52



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
\$75,000 and less	10.00%	39	110	15	0	0
\$75,001 - \$100,000	7.50%	109	118	105	0	0
\$100,001 - \$150,000	20.00%	16	3	18	0	0
\$150,001 - \$225,000	25.00%	24	0	39	8	0
\$225,001 - \$375,000	12.50%	33	0	21	78	0
\$375,001 - \$525,000	17.50%	66	0	60	71	0
\$525,001 and up	7.50%	80	0	13	114	0
Average Closed DOM		43	77	34	52	0
Total Closed Units	100%	43	3	25	12	0
Total Closed Volume		11,437,450	215.90K	5.30M	5.92M	0.00B

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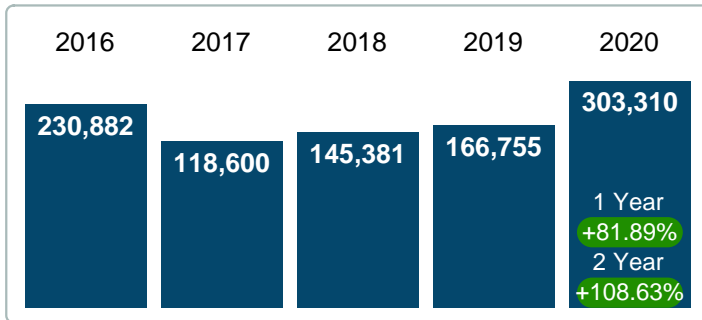
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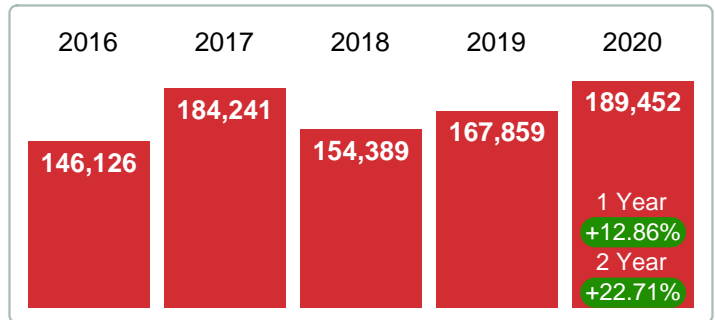
AVERAGE LIST PRICE AT CLOSING

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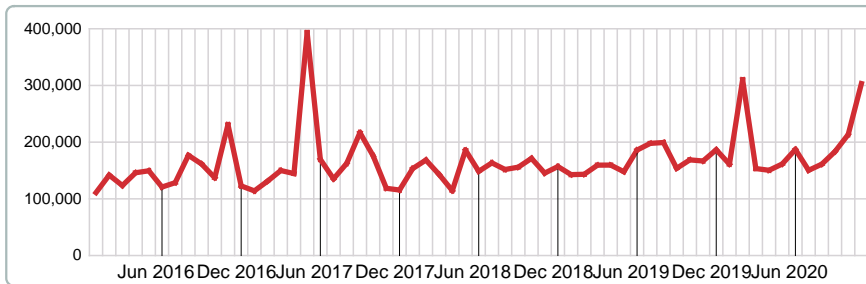
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

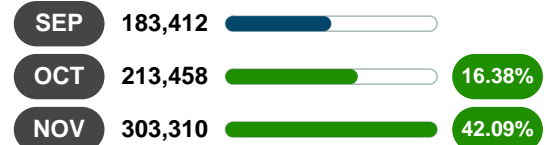


3 MONTHS

5 year NOV AVG = 192,986

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

Average List Price at Closing this month at **303,310** above the 5 yr NOV average of **192,986**



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
\$75,000 and less	12.50%	48,460	20,500	48,967	0	0
\$75,001 - \$100,000	5.00%	92,498	74,900	92,498	0	0
\$100,001 - \$150,000	20.00%	124,488	130,000	123,700	0	0
\$150,001 - \$225,000	25.00%	199,610	0	196,760	202,460	0
\$225,001 - \$375,000	12.50%	313,440	0	302,500	357,200	0
\$375,001 - \$525,000	15.00%	431,833	0	476,633	437,750	0
\$525,001 and up	10.00%	1,138,725	0	675,000	1,645,000	0
Average List Price		303,310	75,133	219,860	534,208	0
Total Closed Units	100%	303,310	3	25	12	0
Total Closed Volume		12,132,395	225.40K	5.50M	6.41M	0.00B

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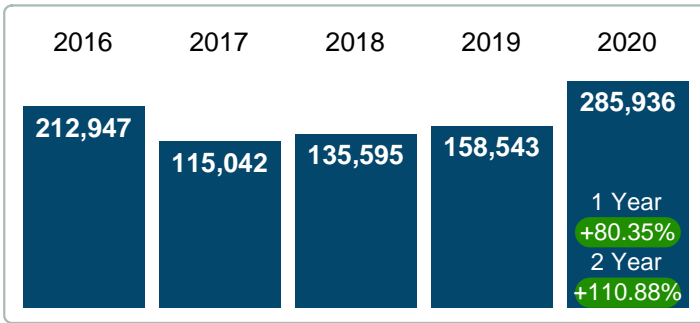
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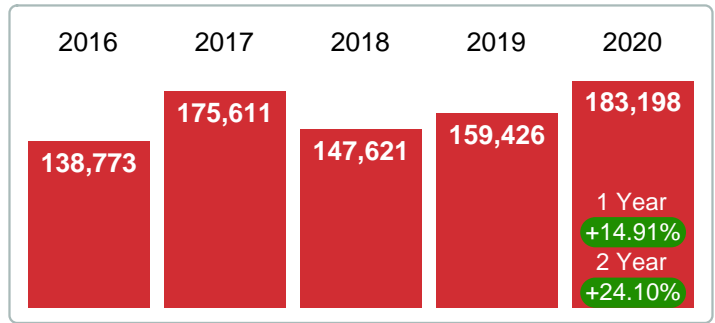
AVERAGE SOLD PRICE AT CLOSING

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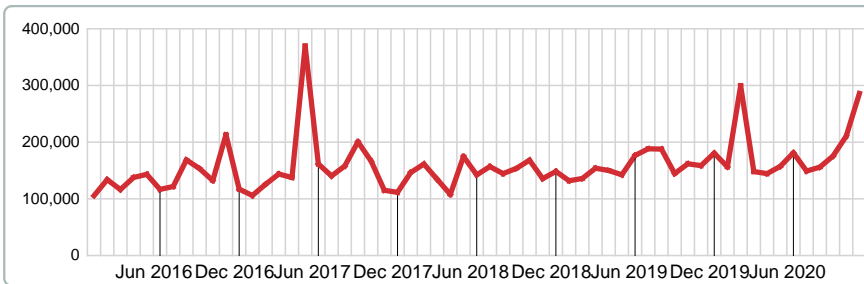
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

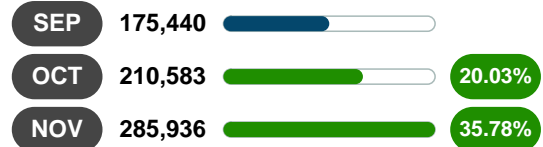


3 MONTHS

5 year NOV AVG = 181,613

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

Average Sold Price at Closing this month at **285,936** above the 5 yr NOV average of **181,613**



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
\$75,000 and less	10.00%	36,250	18,000	42,333	0	0
\$75,001 - \$100,000	7.50%	80,633	79,900	81,000	0	0
\$100,001 - \$150,000	20.00%	123,100	118,000	123,829	0	0
\$150,001 - \$225,000	25.00%	198,825	0	195,950	201,700	0
\$225,001 - \$375,000	12.50%	303,700	0	293,125	346,000	0
\$375,001 - \$525,000	17.50%	442,429	0	456,667	431,750	0
\$525,001 and up	7.50%	1,154,000	0	625,000	1,418,500	0
Average Sold Price		285,936	71,967	212,122	493,208	0
Total Closed Units	100%	285,936	3	25	12	0
Total Closed Volume		11,437,450	215.90K	5.30M	5.92M	0.00B

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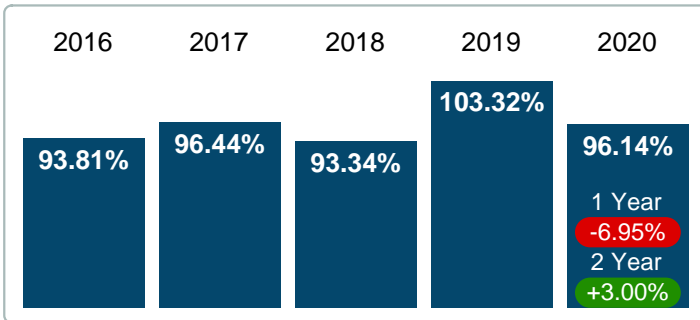
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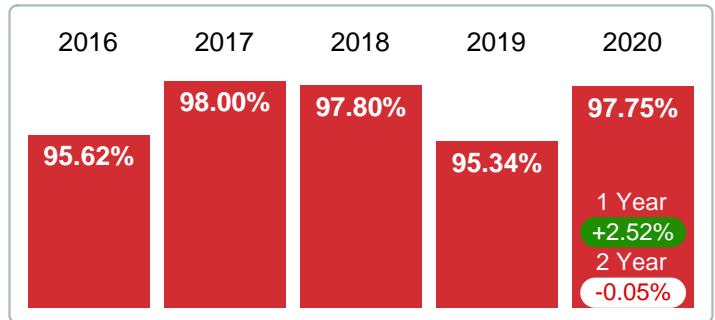
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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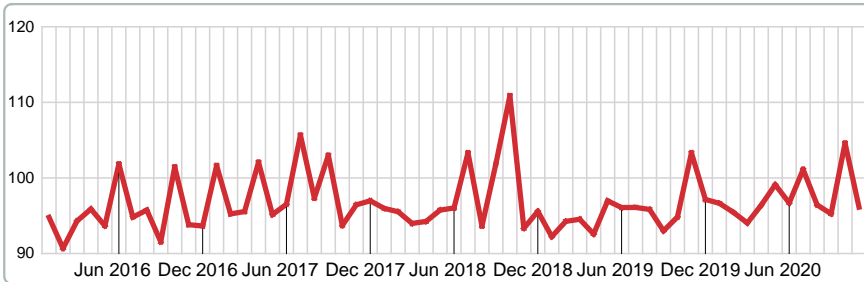
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

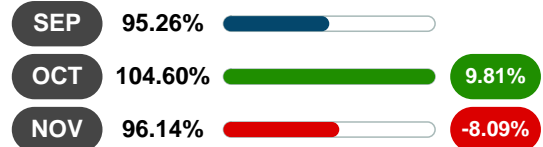


3 MONTHS

5 year NOV AVG = 96.61%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.14%**
below the 5 yr NOV average of **96.61%**



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
\$75,000 and less	4	10.00%	86.71%	87.80%	86.34%	0.00%	0.00%
\$75,001 - \$100,000	3	7.50%	94.38%	106.68%	88.24%	0.00%	0.00%
\$100,001 - \$150,000	8	20.00%	98.88%	90.77%	100.03%	0.00%	0.00%
\$150,001 - \$225,000	10	25.00%	99.67%	0.00%	99.77%	99.56%	0.00%
\$225,001 - \$375,000	5	12.50%	97.05%	0.00%	97.09%	96.86%	0.00%
\$375,001 - \$525,000	7	17.50%	97.76%	0.00%	96.69%	98.57%	0.00%
\$525,001 and up	3	7.50%	86.11%	0.00%	92.59%	82.87%	0.00%
Average Sold/List Ratio		96.10%		95.08%	96.23%	96.23%	0.00%
Total Closed Units		40	100%	3	25	12	
Total Closed Volume		11,437,450		215.90K	5.30M	5.92M	0.00B

November 2020



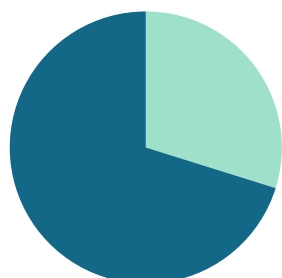
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

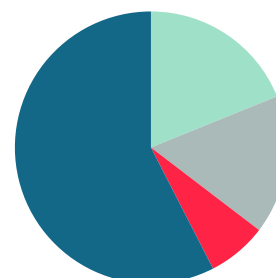


Inventory
 New Listings
51 = 29.82%
 Start Inventory
120
 Total Inventory Units
171
 Volume
\$60,628,247

Market Activity

Closed Sales
40 = 18.87%
 Pending Sales
35 = 16.51%
 Other Off Market
15 = 7.08%
 Active Inventory
122 = 57.55%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	21	40	90.48%	332	414	24.70%
Pending Sales	18	35	94.44%	340	453	33.24%
New Listings	49	51	4.08%	639	634	-0.78%
Average List Price	166,755	303,310	81.89%	167,859	189,452	12.86%
Average Sale Price	158,543	285,936	80.35%	159,426	183,198	14.91%
Average Percent of Selling Price to List Price	103.32%	96.14%	-6.95%	95.34%	97.75%	2.52%
Average Days on Market to Sale	51.81	42.93	-17.15%	55.84	47.22	-15.45%
Monthly Inventory	190	122	-35.79%	190	122	-35.79%
Months Supply of Inventory	6.40	3.36	-47.57%	6.40	3.36	-47.57%

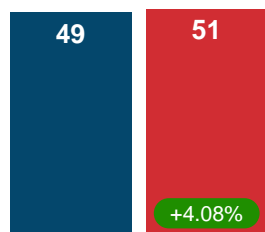
Absorption: Last 12 months, an Average of **36** Sales/Month

Inventory on November 30, 2020 = **122** 2019 2020

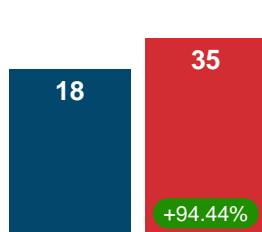
NOVEMBER MARKET

AVERAGE PRICES

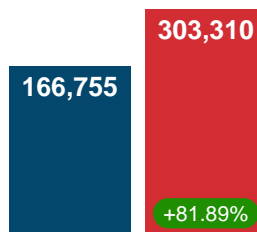
New Listings



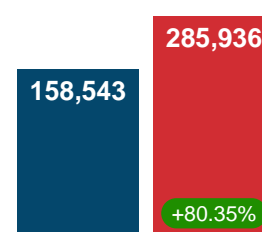
Pending Listings



List Price



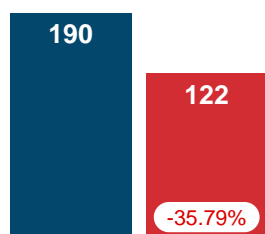
Sale Price



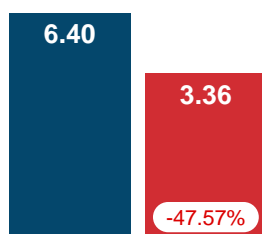
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

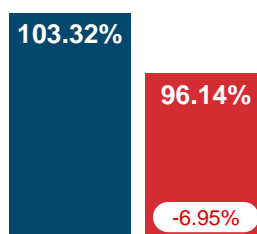
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

