

November 2020



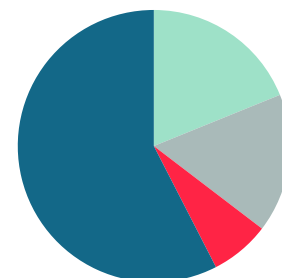
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	164,500	207,450	26.11%
Median Sale Price	155,000	201,500	30.00%
Median Percent of Selling Price to List Price	91.58%	97.99%	7.00%
Median Days on Market to Sale	39.00	21.50	-44.87%
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.

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 **30.00%** in November 2020 to \$201,500 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 17.50 days or **44.87%** in November 2020 compared to last year's same month at **39.00** DOM.

Sales Success for November 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 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



Area Delimited by County Of Mayes - Residential Property Type

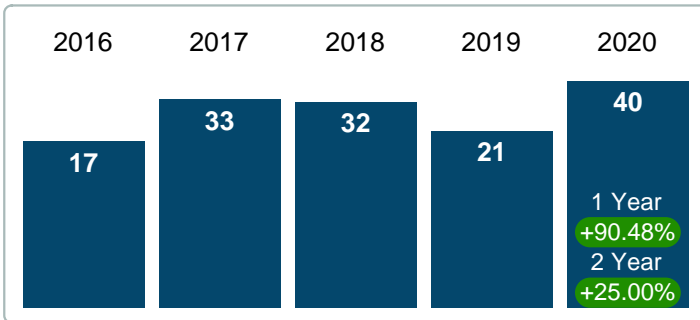


November 2020

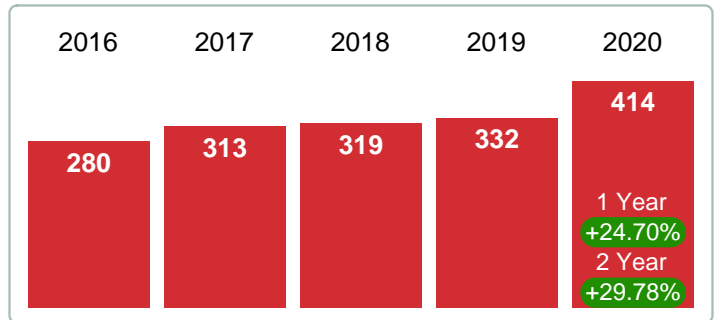
CLOSED LISTINGS

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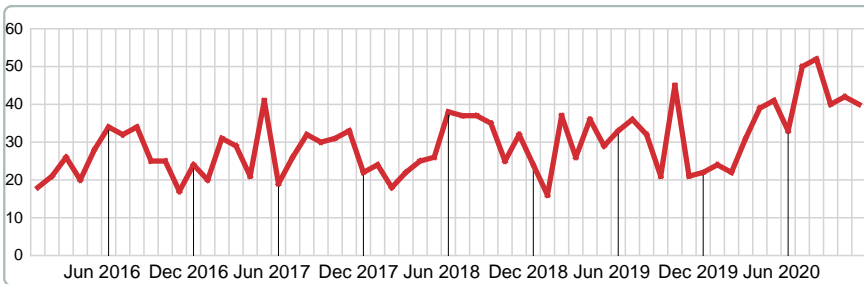
NOVEMBER



YEAR TO DATE (YTD)

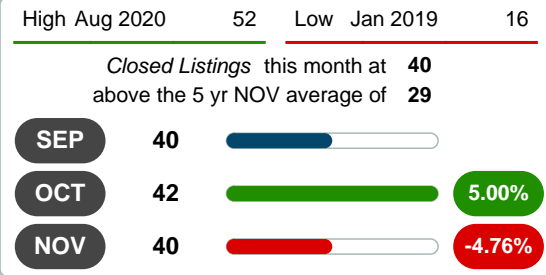


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	10.00%	19.0	1	3	0	0
\$75,001 - \$100,000	3	7.50%	118.0	1	2	0	0
\$100,001 - \$150,000	8	20.00%	12.5	1	7	0	0
\$150,001 - \$225,000	10	25.00%	9.5	0	5	5	0
\$225,001 - \$375,000	5	12.50%	35.0	0	4	1	0
\$375,001 - \$525,000	7	17.50%	72.0	0	3	4	0
\$525,001 and up	3	7.50%	61.0	0	1	2	0
Total Closed Units	40			3	25	12	0
Total Closed Volume	11,437,450	100%	21.5	215.90K	5.30M	5.92M	0.00B
Median Closed Price	\$201,500			\$79,900	\$175,000	\$361,500	\$0

November 2020



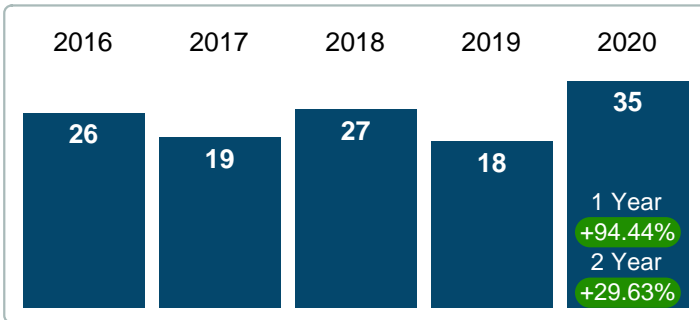
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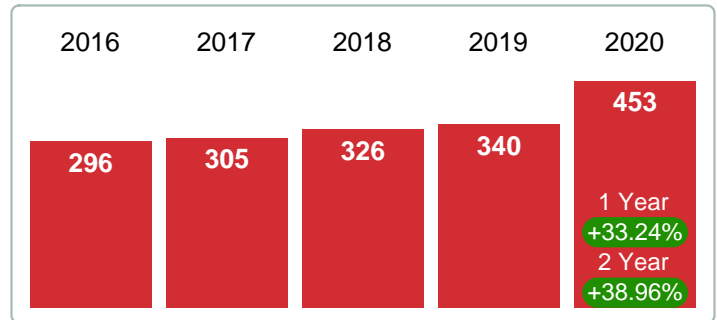
PENDING LISTINGS

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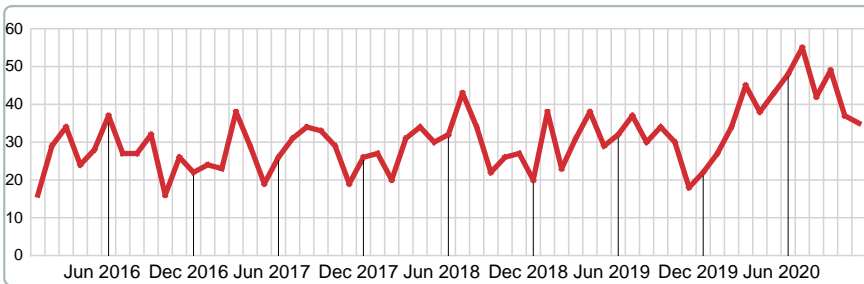
NOVEMBER



YEAR TO DATE (YTD)

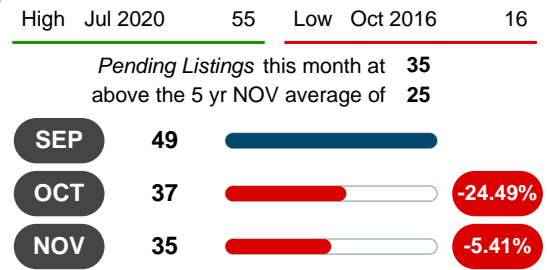


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	11.43%	7.0	1	2	1	0
\$50,001 - \$60,000	2	5.71%	55.5	1	1	0	0
\$60,001 - \$110,000	6	17.14%	47.5	3	3	0	0
\$110,001 - \$180,000	10	28.57%	38.0	1	6	2	1
\$180,001 - \$230,000	6	17.14%	12.5	0	5	1	0
\$230,001 - \$390,000	3	8.57%	51.0	0	2	1	0
\$390,001 and up	4	11.43%	31.5	1	1	1	1
Total Pending Units	35			7	20	6	2
Total Pending Volume	6,746,850	100%	30.0	1.02M	3.40M	1.42M	910.00K
Median Listing Price	\$148,000			\$65,000	\$158,450	\$181,500	\$455,000

November 2020



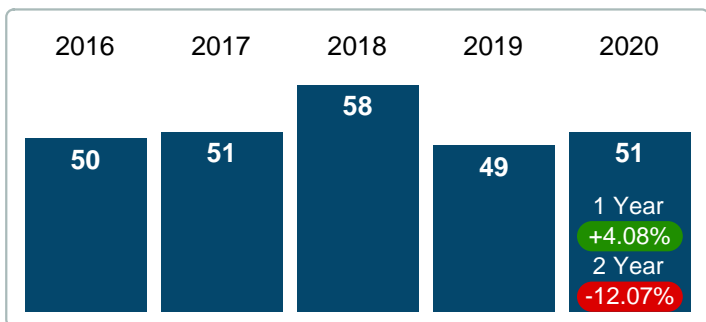
Area Delimited by County Of Mayes - Residential Property Type



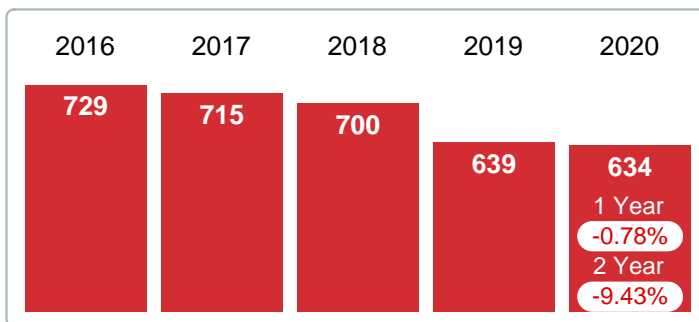
NEW LISTINGS

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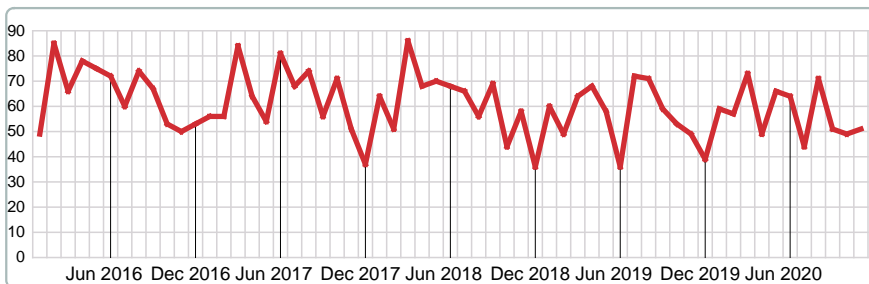
NOVEMBER



YEAR TO DATE (YTD)

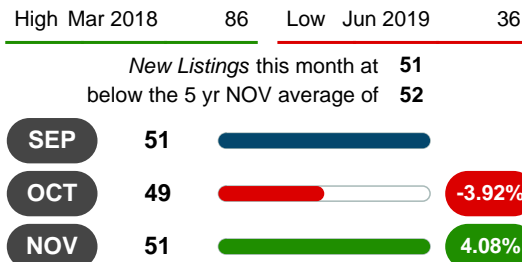


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$164,900		\$109,000	\$142,500	\$229,000	\$870,000

November 2020



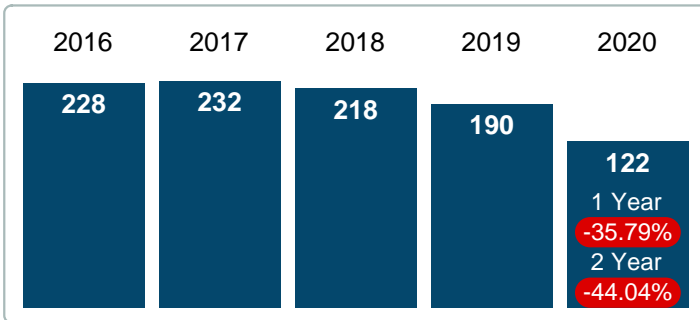
Area Delimited by County Of Mayes - Residential Property Type



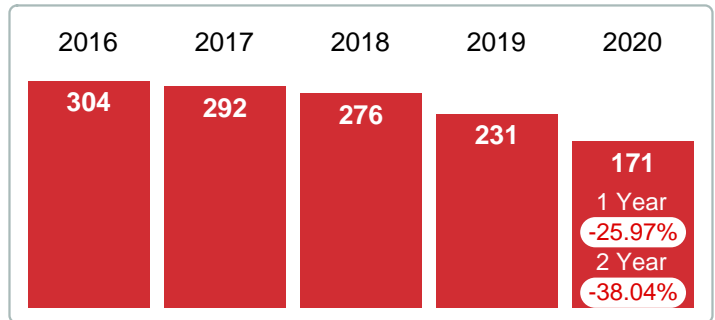
ACTIVE INVENTORY

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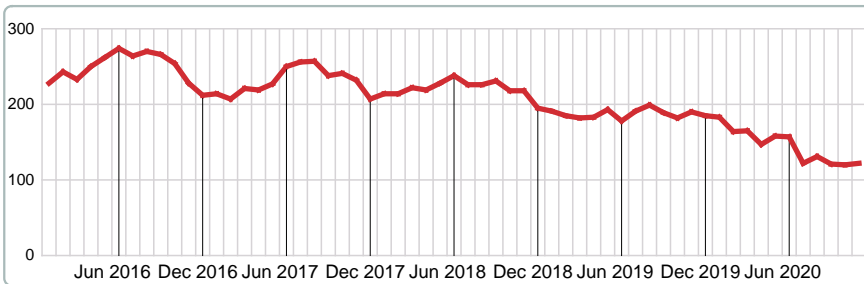
END OF NOVEMBER



ACTIVE DURING NOVEMBER

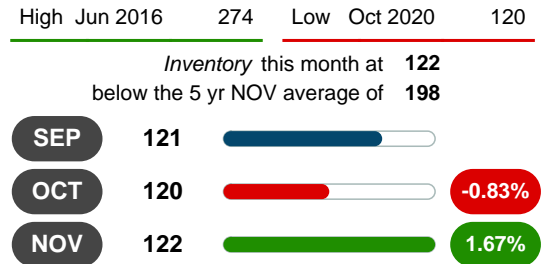


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 198



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.20%	58.0	4	6	0	0
\$75,001 - \$100,000	14	11.48%	97.5	6	7	1	0
\$100,001 - \$150,000	17	13.93%	42.0	3	10	3	1
\$150,001 - \$275,000	34	27.87%	55.0	1	25	6	2
\$275,001 - \$375,000	17	13.93%	94.0	0	9	7	1
\$375,001 - \$725,000	17	13.93%	81.0	2	5	8	2
\$725,001 and up	13	10.66%	83.0	0	4	3	6
Total Active Inventory by Units	122			16	66	28	12
Total Active Inventory by Volume	43,339,097	100%	66.0	2.14M	16.79M	11.15M	13.26M
Median Active Inventory Listing Price	\$195,375			\$86,500	\$175,450	\$327,000	\$745,000

November 2020



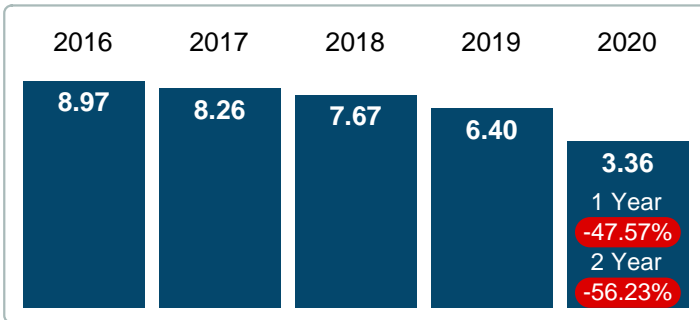
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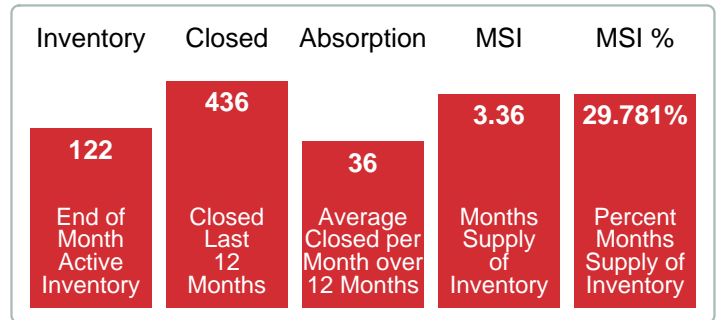
MONTHS SUPPLY of INVENTORY (MSI)

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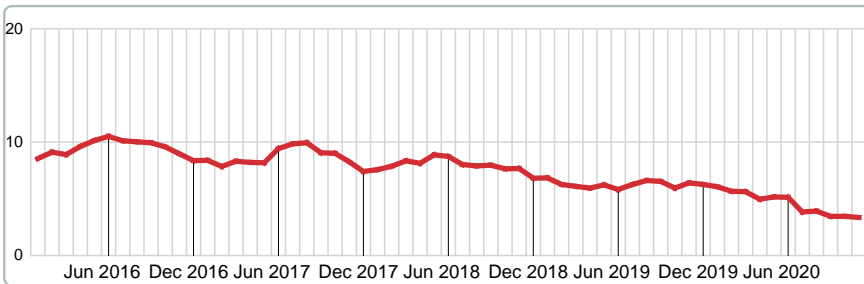
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

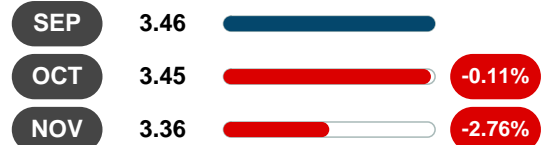


3 MONTHS

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



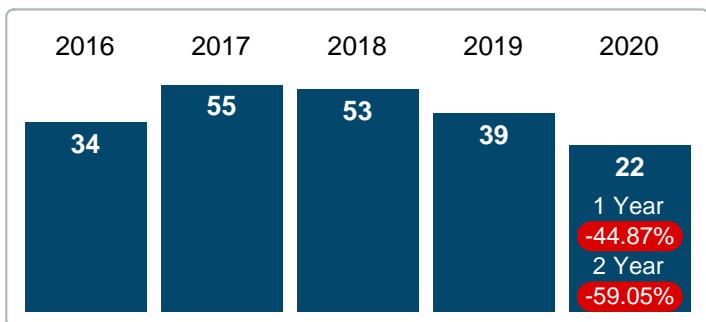
Area Delimited by County Of Mayes - Residential Property Type



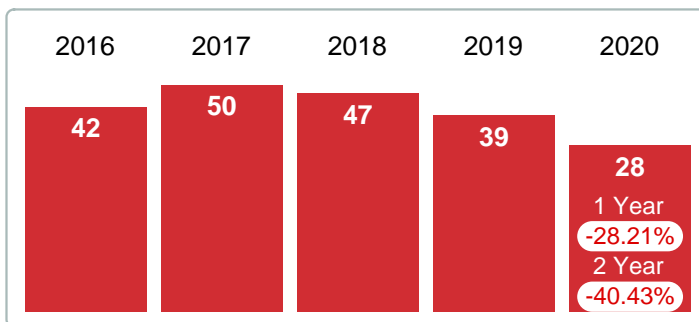
MEDIAN DAYS ON MARKET TO SALE

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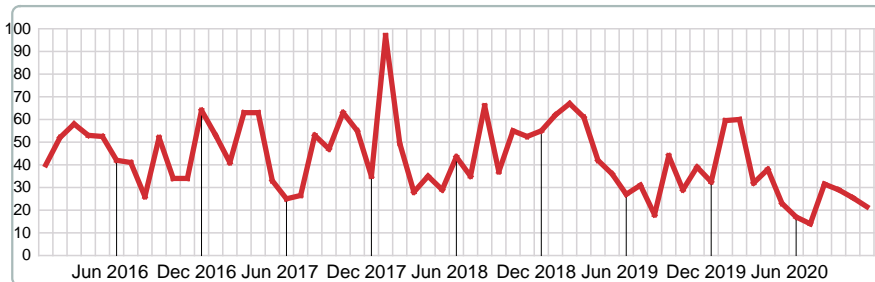
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40

High Jan 2018 97 Low Jul 2020 14

Median Days on Market to Sale this month at 22 below the 5 yr NOV average of 40



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
\$75,000 and less	4	10.00%	19	110	14	0	0
\$75,001 - \$100,000	3	7.50%	118	118	105	0	0
\$100,001 - \$150,000	8	20.00%	13	3	15	0	0
\$150,001 - \$225,000	10	25.00%	10	0	11	1	0
\$225,001 - \$375,000	5	12.50%	35	0	21	78	0
\$375,001 - \$525,000	7	17.50%	72	0	83	65	0
\$525,001 and up	3	7.50%	61	0	13	114	0
Median Closed DOM			22	110	15	38	0
Total Closed Units		100%	21.5	3	25	12	
Total Closed Volume			11,437,450	215.90K	5.30M	5.92M	0.00B

November 2020



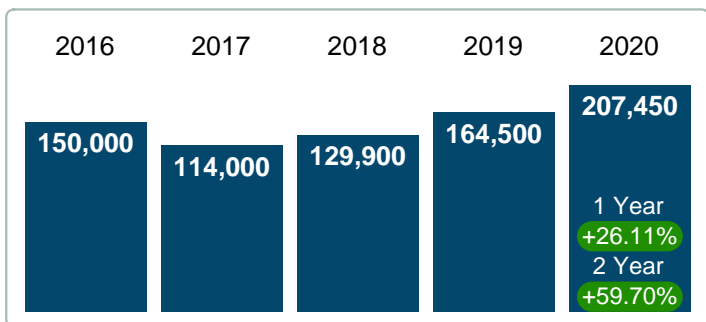
Area Delimited by County Of Mayes - Residential Property Type



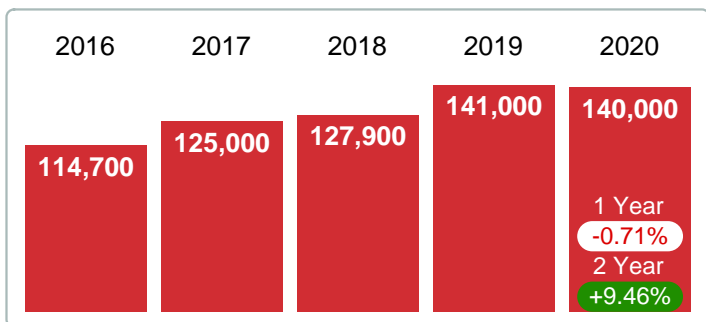
MEDIAN LIST PRICE AT CLOSING

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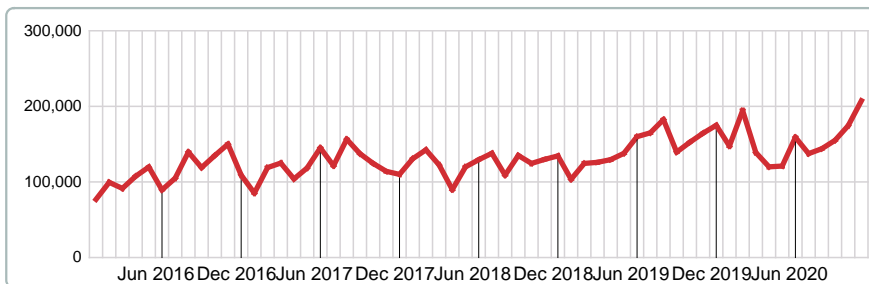
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 153,170

High Nov 2020 207,450 Low Jan 2016 76,950
 Median List Price at Closing this month at **207,450**
 above the 5 yr NOV average of **153,170**

SEP	155,000	100%
OCT	174,450	12.55%
NOV	207,450	18.92%

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
\$75,000 and less	12.50%	49,900	47,700	49,900	0	0
\$75,001 - \$100,000	5.00%	92,498	0	92,498	0	0
\$100,001 - \$150,000	20.00%	129,950	130,000	129,900	0	0
\$150,001 - \$225,000	25.00%	207,450	0	204,900	215,000	0
\$225,001 - \$375,000	12.50%	327,000	0	321,000	357,200	0
\$375,001 - \$525,000	15.00%	420,000	0	420,000	424,500	0
\$525,001 and up	10.00%	832,500	0	632,450	1,645,000	0
Median List Price		207,450	74,900	168,900	367,100	0
Total Closed Units	100%	207,450	3	25	12	
Total Closed Volume		12,132,395	225.40K	5.50M	6.41M	0.00B

November 2020



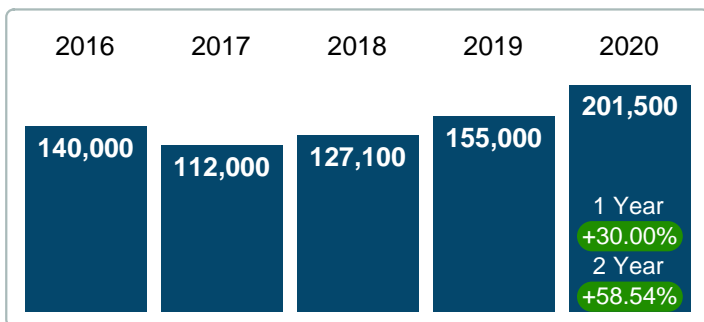
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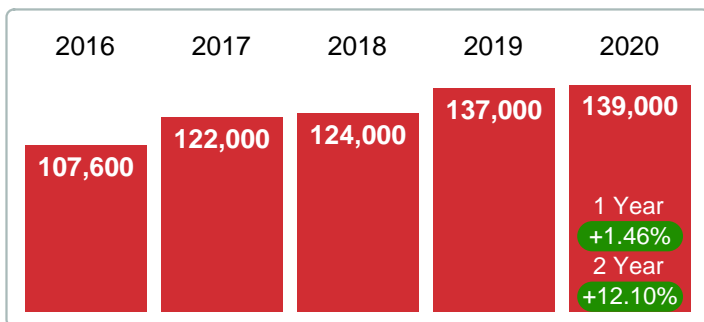
MEDIAN SOLD PRICE AT CLOSING

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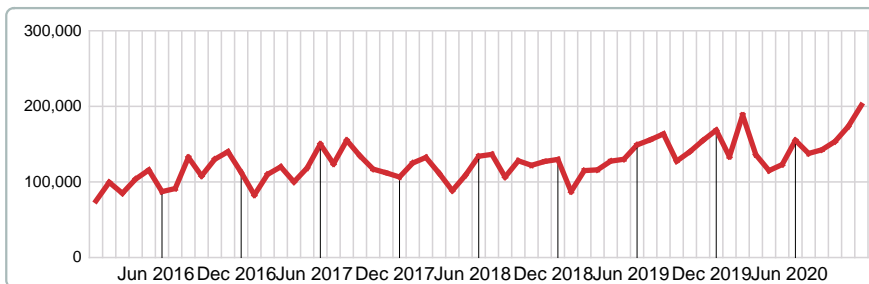
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

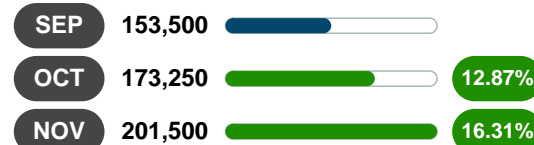


3 MONTHS

5 year NOV AVG = 147,120

High Nov 2020 201,500 Low Jan 2016 74,950

Median Sold Price at Closing this month at **201,500** above the 5 yr NOV average of **147,120**



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
\$75,000 and less	4	10.00%	41,000	18,000	44,000	0	0
\$75,001 - \$100,000	3	7.50%	80,000	79,900	81,000	0	0
\$100,001 - \$150,000	8	20.00%	123,750	118,000	129,500	0	0
\$150,001 - \$225,000	10	25.00%	201,500	0	195,000	215,000	0
\$225,001 - \$375,000	5	12.50%	315,000	0	307,500	346,000	0
\$375,001 - \$525,000	7	17.50%	450,000	0	450,000	415,000	0
\$525,001 and up	3	7.50%	737,000	0	625,000	1,418,500	0
Median Sold Price			201,500	79,900	175,000	361,500	0
Total Closed Units		100%	201,500	3	25	12	
Total Closed Volume			11,437,450	215.90K	5.30M	5.92M	0.00B

November 2020



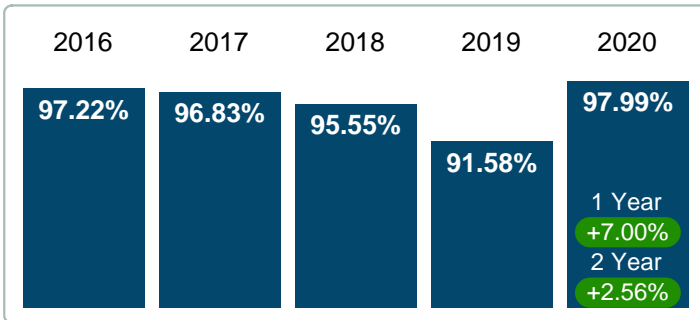
Area Delimited by County Of Mayes - Residential Property Type



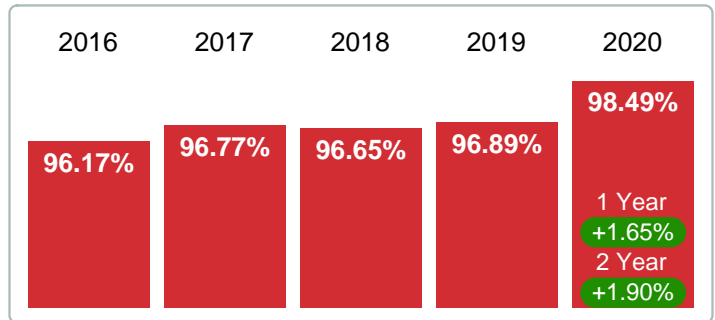
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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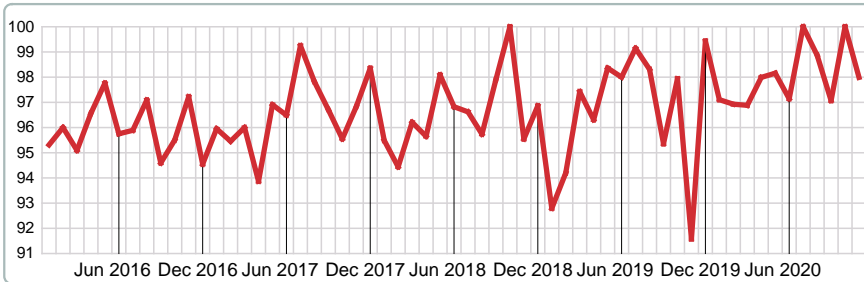
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

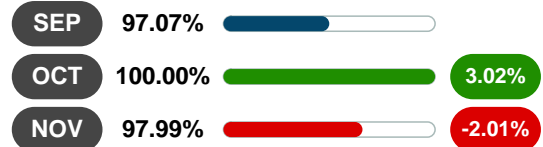


3 MONTHS

5 year NOV AVG = 95.83%

High Oct 2020 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.99%**
above the 5 yr NOV average of **95.83%**



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
\$75,000 and less	<div style="width: 10.00%;"></div> 4	10.00%	87.90%	87.80%	88.00%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 7.50%;"></div> 3	7.50%	96.47%	106.68%	88.24%	0.00%	0.00%
\$100,001 - \$150,000	<div style="width: 20.00%;"></div> 8	20.00%	99.10%	90.77%	99.62%	0.00%	0.00%
\$150,001 - \$225,000	<div style="width: 25.00%;"></div> 10	25.00%	100.00%	0.00%	100.00%	100.00%	0.00%
\$225,001 - \$375,000	<div style="width: 12.50%;"></div> 5	12.50%	96.86%	0.00%	96.57%	96.86%	0.00%
\$375,001 - \$525,000	<div style="width: 17.50%;"></div> 7	17.50%	99.05%	0.00%	95.18%	99.52%	0.00%
\$525,001 and up	<div style="width: 7.50%;"></div> 3	7.50%	91.30%	0.00%	92.59%	82.87%	0.00%
Median Sold/List Ratio		97.99%		90.77%	97.63%	99.52%	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



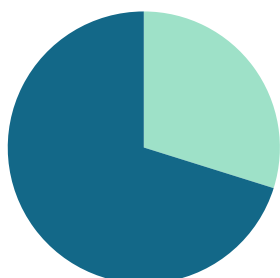
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

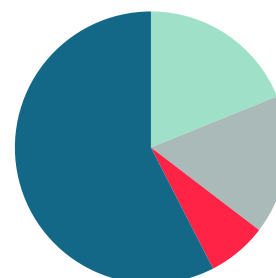


Inventory
 New Listings
51 = 29.82%
 Start Inventory
120
 Total Inventory Units
171
 Volume
\$60,628,247

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%
Median List Price	164,500	207,450	26.11%	141,000	140,000	-0.71%
Median Sale Price	155,000	201,500	30.00%	137,000	139,000	1.46%
Median Percent of Selling Price to List Price	91.58%	97.99%	7.00%	96.89%	98.49%	1.65%
Median Days on Market to Sale	39.00	21.50	-44.87%	39.00	28.00	-28.21%
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

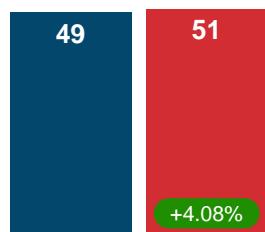
Inventory on November 30, 2020 = **122**

2019 **2020**

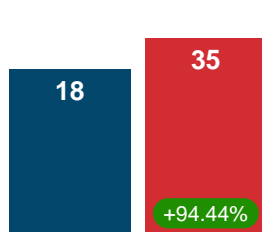
NOVEMBER MARKET

MEDIAN PRICES

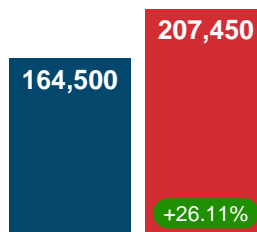
New Listings



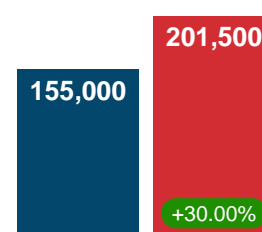
Pending Listings



List Price



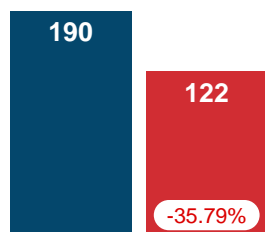
Sale Price



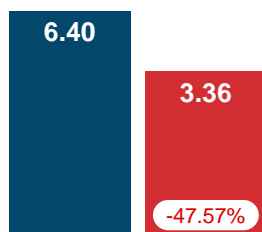
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

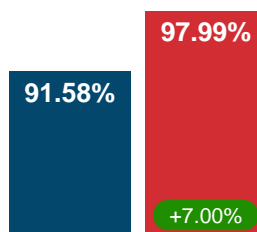
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

