

October 2020



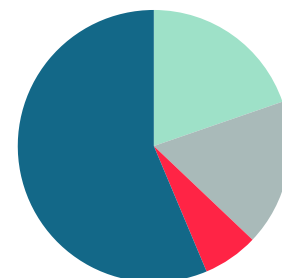
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	45	42	-6.67%
Pending Listings	30	37	23.33%
New Listings	53	49	-7.55%
Average List Price	168,737	213,458	26.50%
Average Sale Price	161,793	210,583	30.16%
Average Percent of Selling Price to List Price	94.84%	104.60%	10.29%
Average Days on Market to Sale	57.24	46.12	-19.43%
End of Month Inventory	182	120	-34.07%
Months Supply of Inventory	5.95	3.45	-41.97%



■ Closed (19.72%)
■ Pending (17.37%)
■ Other OffMarket (6.57%)
■ Active (56.34%)

Absorption: Last 12 months, an Average of **35** Sales/Month
Active Inventory as of October 31, 2020 = **120**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **34.07%** to 120 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **3.45** 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 **30.16%** in October 2020 to \$210,583 versus the previous year at \$161,793.

Average Days on Market Shortens

The average number of **46.12** days that homes spent on the market before selling decreased by 11.13 days or **19.43%** in October 2020 compared to last year's same month at **57.24** DOM.

Sales Success for October 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 49 New Listings in October 2020, down **7.55%** from last year at 53. Furthermore, there were 42 Closed Listings this month versus last year at 45, a **-6.67%** decrease.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, October 2019, at **84.9%**, a **0.95%** 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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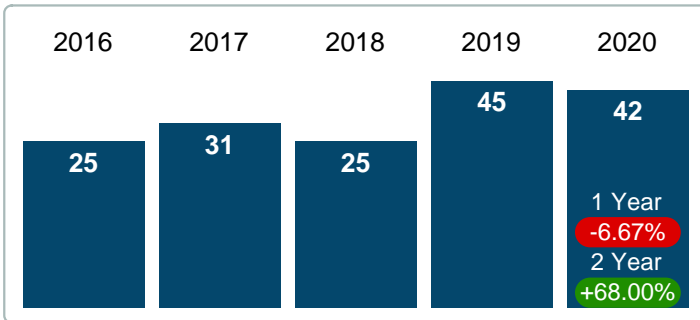
Area Delimited by County Of Mayes - Residential Property Type



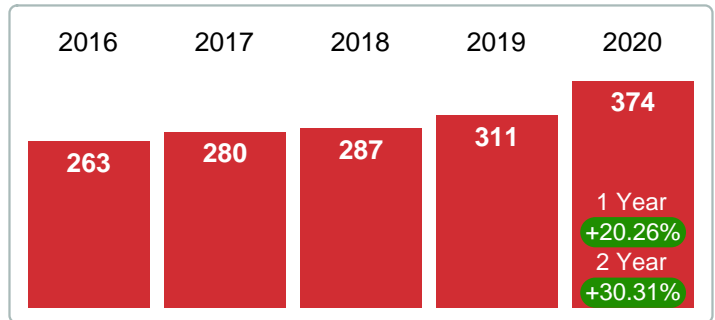
CLOSED LISTINGS

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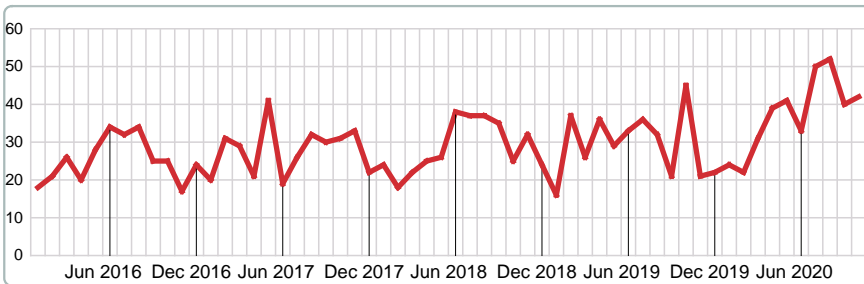
OCTOBER



YEAR TO DATE (YTD)

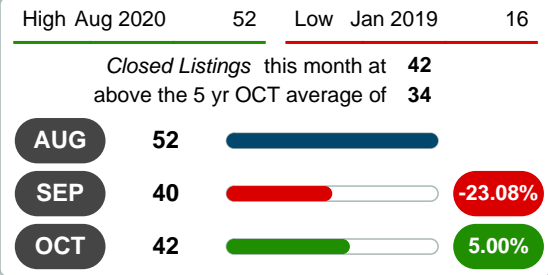


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



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	9.52%	38.5	2	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	10	23.81%	29.2	1	9	0	0
\$125,001 - \$175,000	7	16.67%	47.6	0	6	0	1
\$175,001 - \$250,000	8	19.05%	45.8	1	6	1	0
\$250,001 - \$400,000	9	21.43%	65.0	2	6	1	0
\$400,001 and up	4	9.52%	51.8	0	2	0	2
Total Closed Units	42			6	31	2	3
Total Closed Volume	8,844,500	100%	46.1	1.00M	5.85M	500.00K	1.49M
Average Closed Price	\$210,583			\$166,667	\$188,758	\$250,000	\$497,667

October 2020



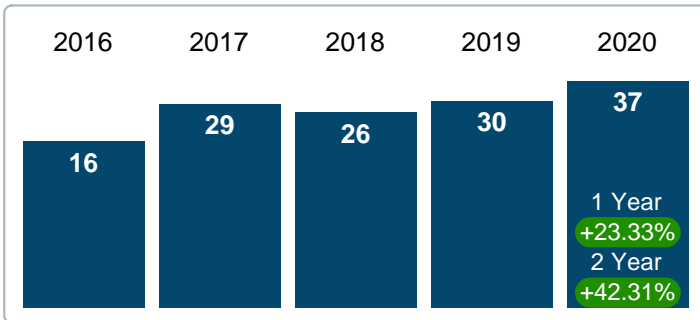
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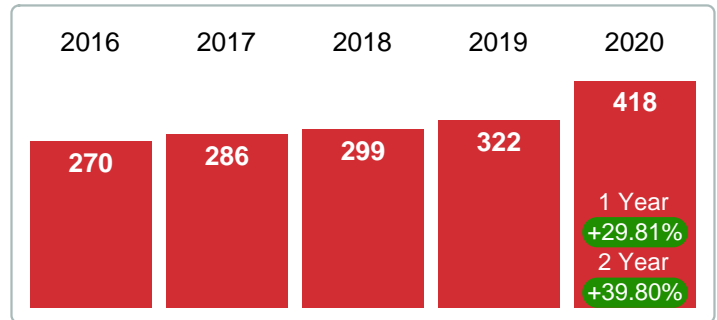
PENDING LISTINGS

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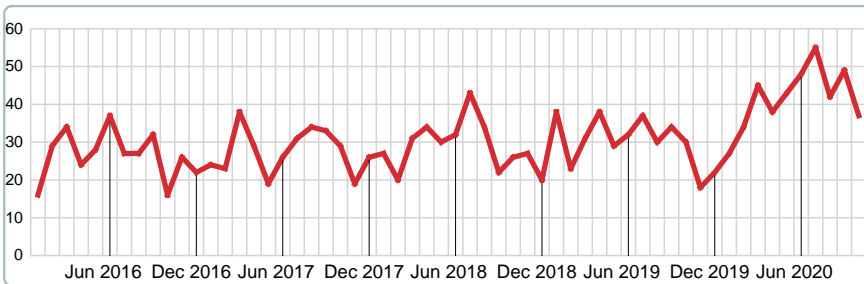
OCTOBER



YEAR TO DATE (YTD)

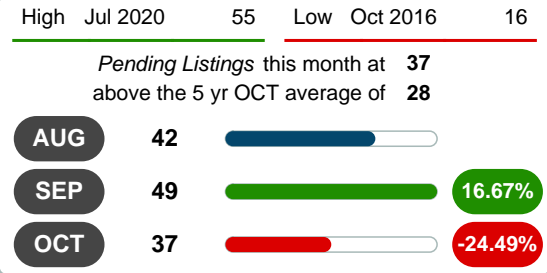


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28



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	10.81%	39.8	2	2	0	0
\$50,001 - \$75,000	2	5.41%	57.5	1	1	0	0
\$75,001 - \$125,000	7	18.92%	28.9	0	7	0	0
\$125,001 - \$175,000	6	16.22%	21.8	0	5	1	0
\$175,001 - \$325,000	9	24.32%	50.6	1	7	1	0
\$325,001 - \$575,000	5	13.51%	47.8	0	4	1	0
\$575,001 and up	4	10.81%	34.8	1	0	2	1
Total Pending Units	37			5	26	5	1
Total Pending Volume	9,867,985	100%	39.9	948.50K	4.68M	3.66M	580.00K
Average Listing Price	\$256,750			\$189,700	\$180,019	\$731,800	\$580,000

October 2020



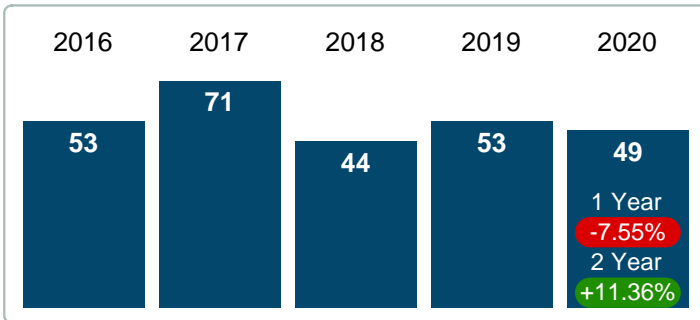
Area Delimited by County Of Mayes - Residential Property Type



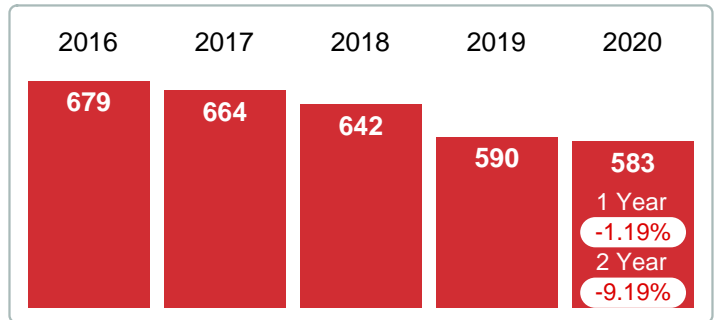
NEW LISTINGS

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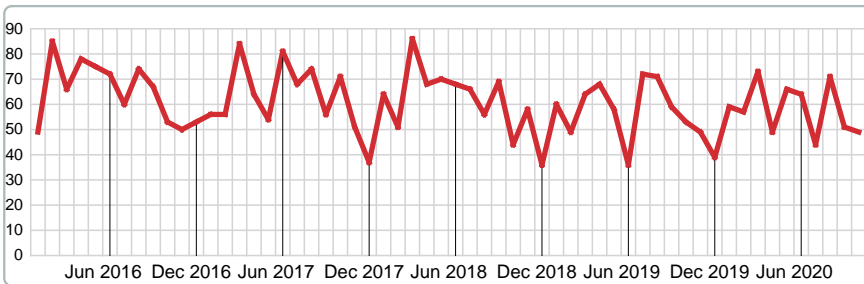
OCTOBER



YEAR TO DATE (YTD)

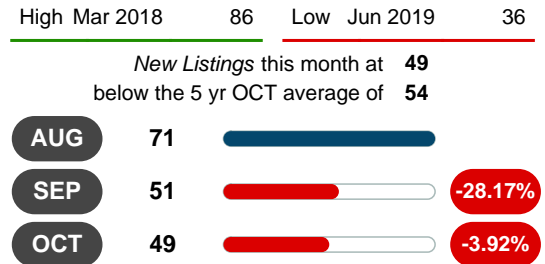


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 54



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	6	12.24%	2	3	1	0
\$50,001 - \$100,000	3	6.12%	1	2	0	0
\$100,001 - \$150,000	11	22.45%	1	7	2	1
\$150,001 - \$175,000	7	14.29%	0	6	1	0
\$175,001 - \$300,000	9	18.37%	0	8	1	0
\$300,001 - \$575,000	8	16.33%	0	3	4	1
\$575,001 and up	5	10.20%	1	2	1	1
Total New Listed Units	49		5	31	10	3
Total New Listed Volume	12,090,187	100%	870.50K	6.90M	3.30M	1.02M
Average New Listed Listing Price	\$200,286		\$174,100	\$222,429	\$329,950	\$341,633

October 2020



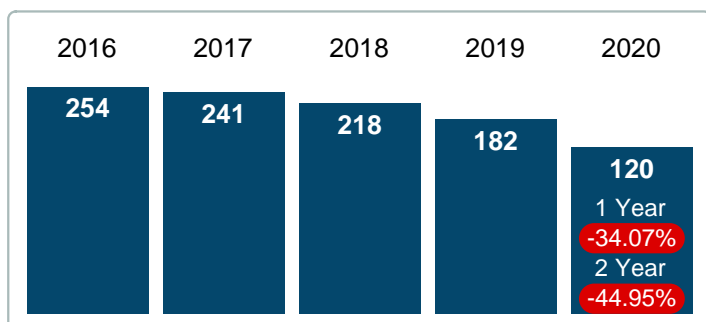
Area Delimited by County Of Mayes - Residential Property Type



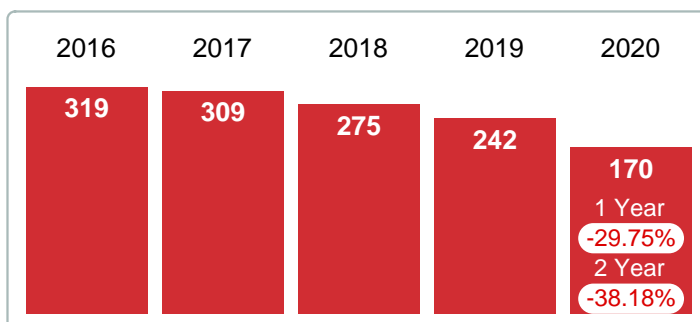
ACTIVE INVENTORY

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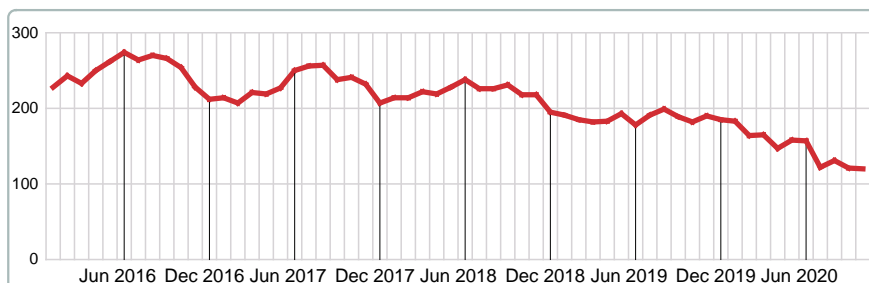
END OF OCTOBER



ACTIVE DURING OCTOBER

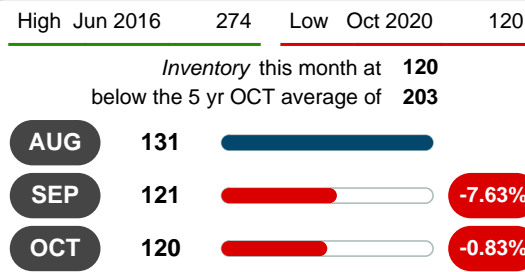


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 203



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	8	6.67%	65.4	3	4	1	0
\$50,001 - \$100,000	18	15.00%	101.8	10	8	0	0
\$100,001 - \$150,000	15	12.50%	64.2	2	7	4	2
\$150,001 - \$300,000	33	27.50%	63.7	1	29	3	0
\$300,001 - \$400,000	19	15.83%	59.4	1	7	10	1
\$400,001 - \$775,000	15	12.50%	72.9	2	5	6	2
\$775,001 and up	12	10.00%	89.8	0	3	3	6
Total Active Inventory by Units	120			19	63	27	11
Total Active Inventory by Volume	44,126,797	100%	72.7	2.79M	16.02M	11.13M	14.18M
Average Active Inventory Listing Price	\$367,723			\$146,858	\$254,346	\$412,363	\$1,288,991

October 2020



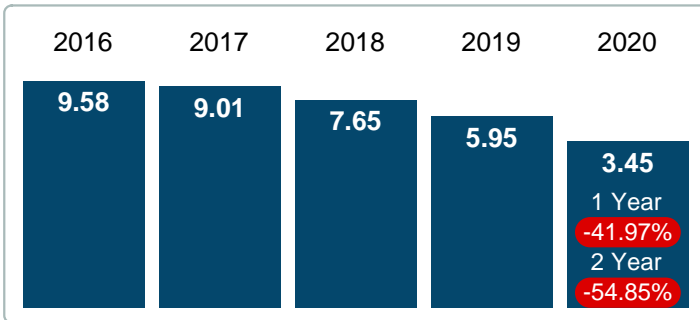
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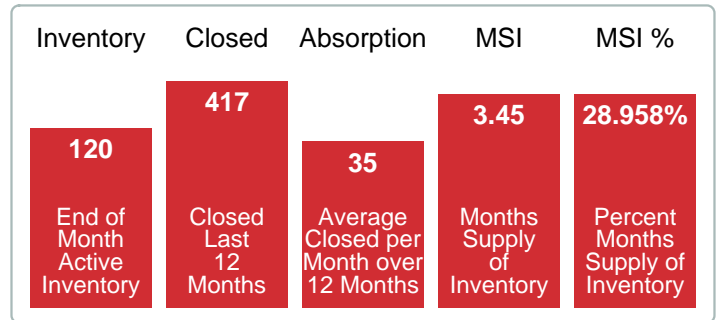
MONTHS SUPPLY of INVENTORY (MSI)

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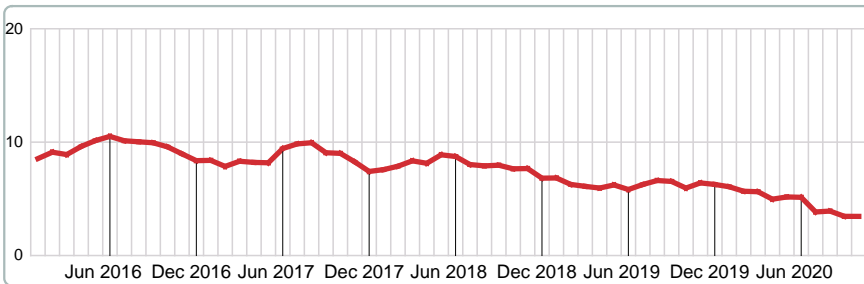
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

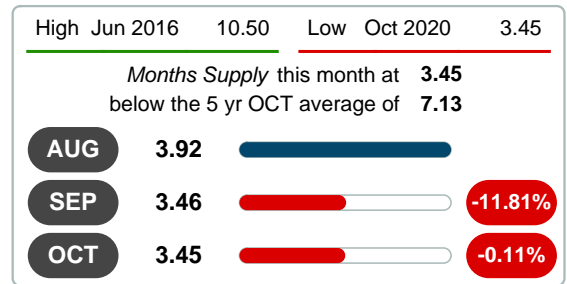


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 7.13



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	8	6.67%	2.59	1.80	3.43	4.00	0.00
\$50,001 - \$100,000	18	15.00%	2.45	5.22	1.55	0.00	0.00
\$100,001 - \$150,000	15	12.50%	1.73	1.85	1.02	6.00	24.00
\$150,001 - \$300,000	33	27.50%	2.73	0.80	3.66	1.16	0.00
\$300,001 - \$400,000	19	15.83%	10.86	6.00	6.46	20.00	0.00
\$400,001 - \$775,000	15	12.50%	9.00	12.00	5.45	18.00	8.00
\$775,001 and up	12	10.00%	72.00	0.00	0.00	0.00	36.00
Market Supply of Inventory (MSI)			3.45	3.04	2.73	5.89	13.20
Total Active Inventory by Units		100%	3.45	19	63	27	11

October 2020



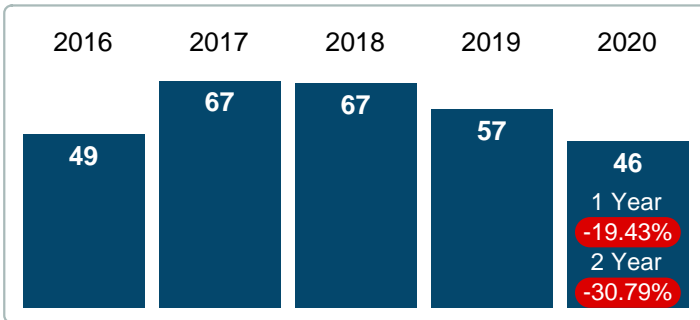
Area Delimited by County Of Mayes - Residential Property Type



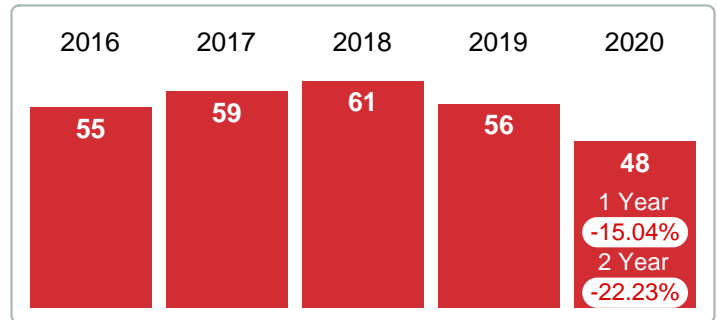
AVERAGE DAYS ON MARKET TO SALE

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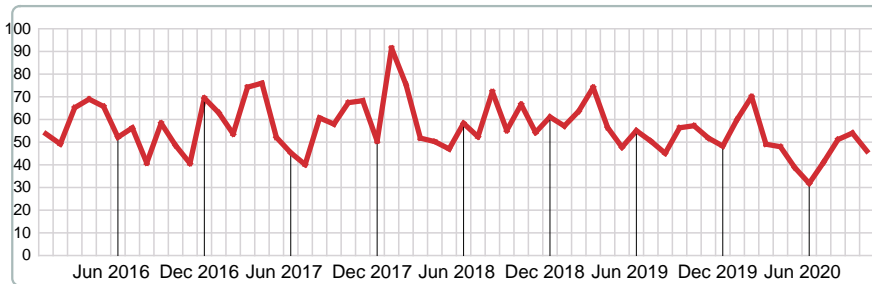
OCTOBER



YEAR TO DATE (YTD)

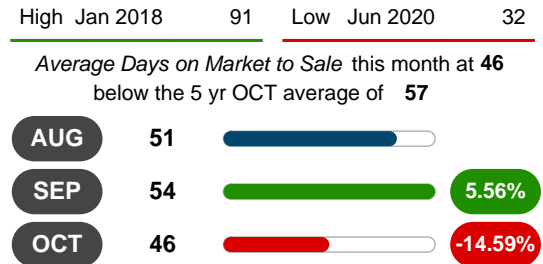


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



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	9.52%	39	22	55	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	23.81%	29	5	32	0	0
\$125,001 - \$175,000	16.67%	48	0	55	0	2
\$175,001 - \$250,000	19.05%	46	19	36	134	0
\$250,001 - \$400,000	21.43%	65	79	71	3	0
\$400,001 and up	9.52%	52	0	41	0	63
Average Closed DOM		46	38	47	69	43
Total Closed Units	100%	46	6	31	2	3
Total Closed Volume		8,844,500	1.00M	5.85M	500.00K	1.49M

October 2020



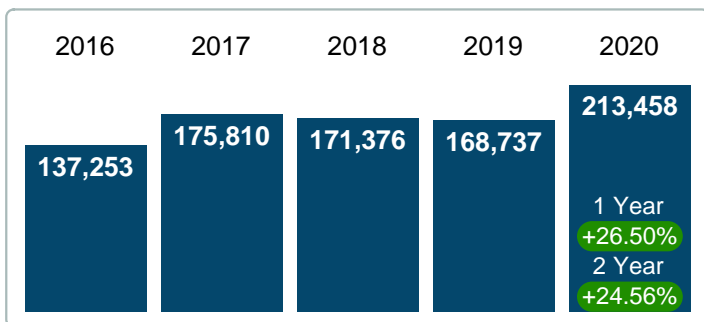
Area Delimited by County Of Mayes - Residential Property Type



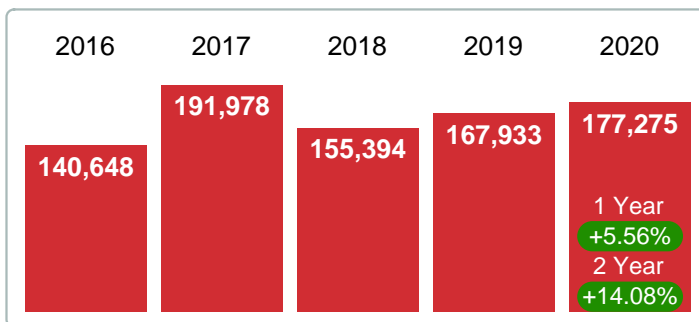
AVERAGE LIST PRICE AT CLOSING

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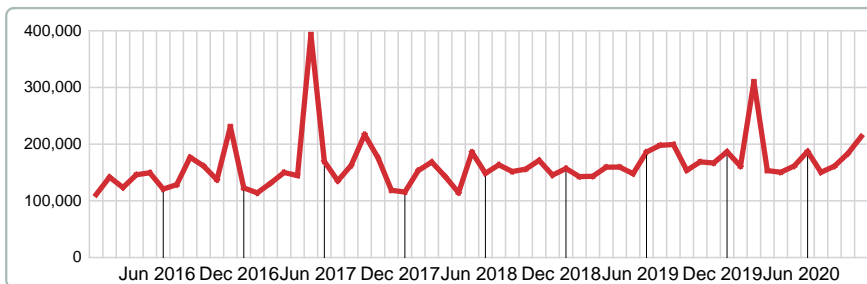
OCTOBER



YEAR TO DATE (YTD)

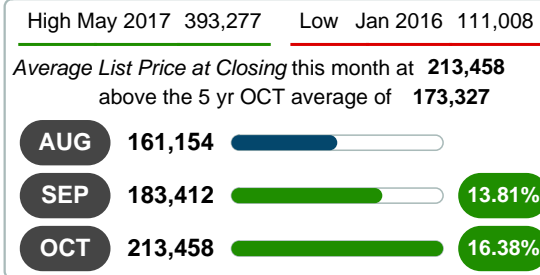


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 173,327



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	4	9.52%	53,725	63,450	74,000	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	9	21.43%	97,489	100,000	94,700	0	0
\$125,001 - \$175,000	8	19.05%	140,919	0	143,742	0	130,000
\$175,001 - \$250,000	8	19.05%	197,500	179,000	194,333	235,000	0
\$250,001 - \$400,000	9	21.43%	312,422	289,950	333,817	255,000	0
\$400,001 and up	4	9.52%	588,450	0	464,450	0	699,450
Average List Price			213,458	164,300	192,276	245,000	509,633
Total Closed Units		100%	213,458	6	31	2	3
Total Closed Volume			8,965,250	985.80K	5.96M	490.00K	1.53M

October 2020



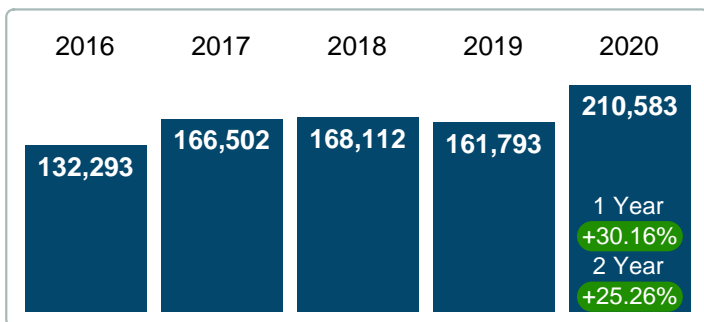
Area Delimited by County Of Mayes - Residential Property Type



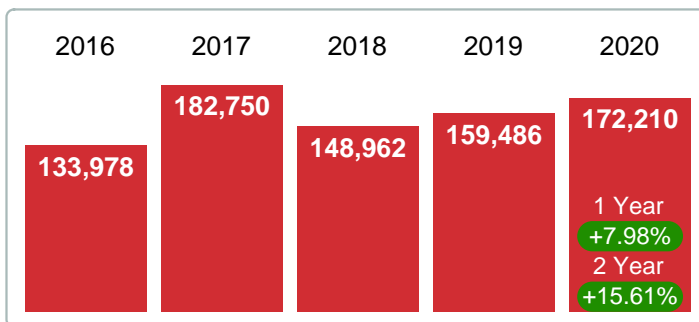
AVERAGE SOLD PRICE AT CLOSING

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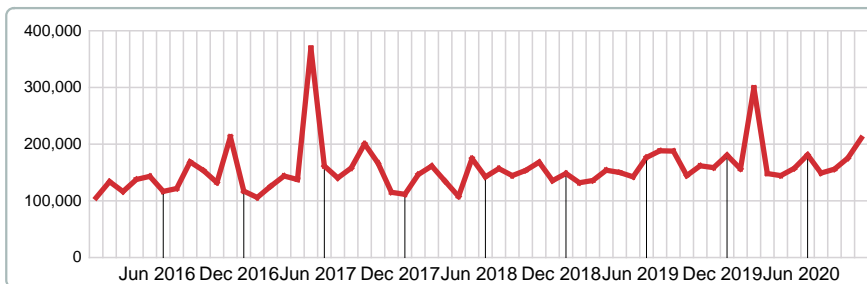
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

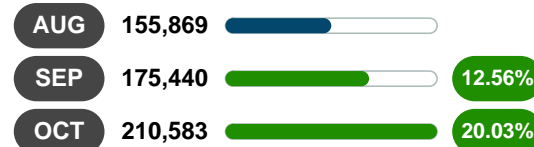


3 MONTHS

5 year OCT AVG = 167,857

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

Average Sold Price at Closing this month at **210,583**
 above the 5 yr OCT average of **167,857**



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	9.52%	65,125	61,250	69,000	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	23.81%	99,750	100,000	99,722	0	0
\$125,001 - \$175,000	16.67%	142,071	0	143,583	0	133,000
\$175,001 - \$250,000	19.05%	194,813	177,500	191,000	235,000	0
\$250,001 - \$400,000	21.43%	312,056	300,000	323,917	265,000	0
\$400,001 and up	9.52%	556,250	0	432,500	0	680,000
Average Sold Price		210,583	166,667	188,758	250,000	497,667
Total Closed Units	100%	210,583	6	31	2	3
Total Closed Volume		8,844,500	1.00M	5.85M	500.00K	1.49M

October 2020



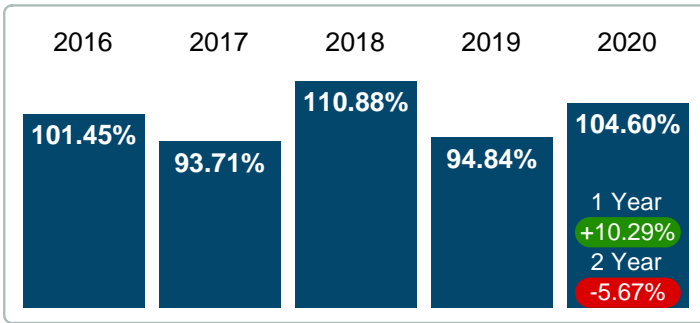
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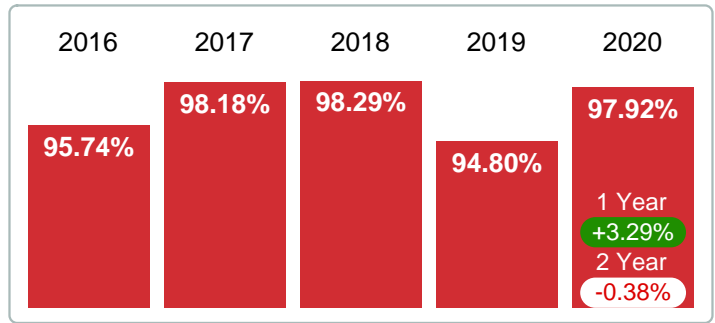
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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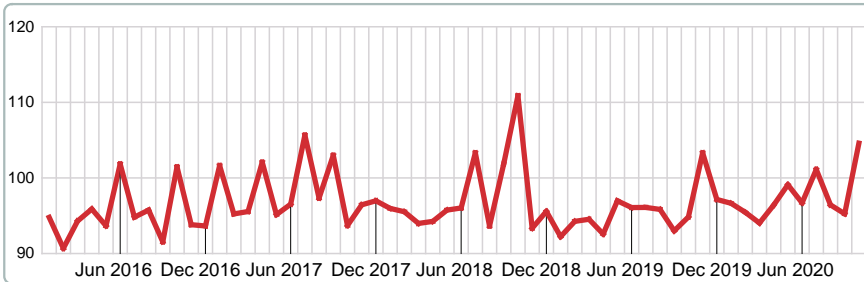
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

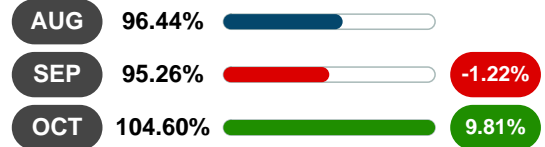


3 MONTHS

5 year OCT AVG = 101.10%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **104.60%** above the 5 yr OCT average of **101.10%**



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	9.52%	96.29%	98.47%	94.12%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	10	23.81%	123.81%	100.00%	126.45%	0.00%	0.00%
\$125,001 - \$175,000	7	16.67%	100.34%	0.00%	100.01%	0.00%	102.31%
\$175,001 - \$250,000	8	19.05%	98.63%	99.16%	98.31%	100.00%	0.00%
\$250,001 - \$400,000	9	21.43%	99.30%	103.09%	97.27%	103.92%	0.00%
\$400,001 and up	4	9.52%	96.20%	0.00%	93.52%	0.00%	98.88%
Average Sold/List Ratio			104.60%	100.38%	106.03%	101.96%	100.02%
Total Closed Units			42	6	31	2	3
Total Closed Volume			8,844,500	1.00M	5.85M	500.00K	1.49M

October 2020



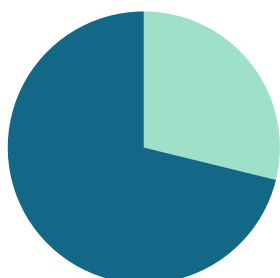
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

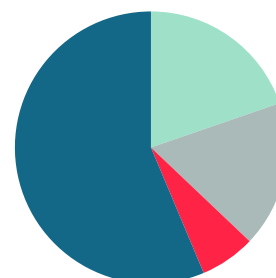


Inventory
 New Listings
49 = 28.82%
 Start Inventory
121
 Total Inventory Units
170
 Volume
\$56,944,582

Market Activity

Closed Sales
42 = 19.72%
 Pending Sales
37 = 17.37%
 Other Off Market
14 = 6.57%
 Active Inventory
120 = 56.34%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	45	42	-6.67%	311	374	20.26%
Pending Sales	30	37	23.33%	322	418	29.81%
New Listings	53	49	-7.55%	590	583	-1.19%
Average List Price	168,737	213,458	26.50%	167,933	177,275	5.56%
Average Sale Price	161,793	210,583	30.16%	159,486	172,210	7.98%
Average Percent of Selling Price to List Price	94.84%	104.60%	10.29%	94.80%	97.92%	3.29%
Average Days on Market to Sale	57.24	46.12	-19.43%	56.11	47.67	-15.04%
Monthly Inventory	182	120	-34.07%	182	120	-34.07%
Months Supply of Inventory	5.95	3.45	-41.97%	5.95	3.45	-41.97%

Absorption: Last 12 months, an Average of **35** Sales/Month

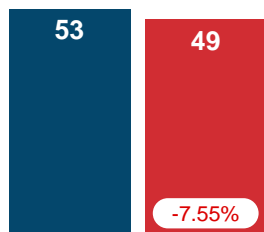
Inventory on October 31, 2020 = **120**

2019 2020

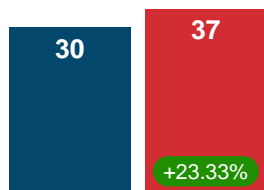
OCTOBER MARKET

AVERAGE PRICES

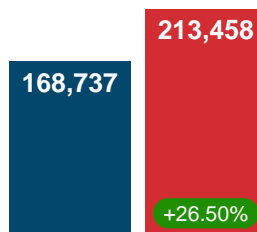
New Listings



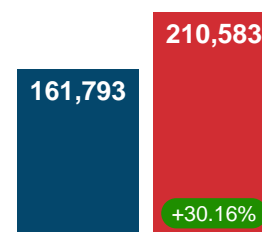
Pending Listings



List Price



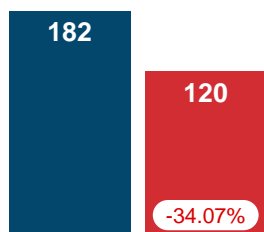
Sale Price



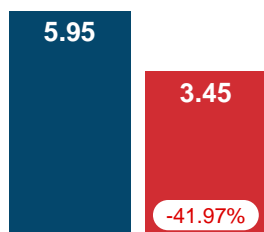
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

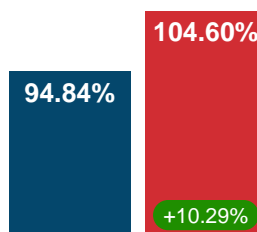
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

