

October 2020



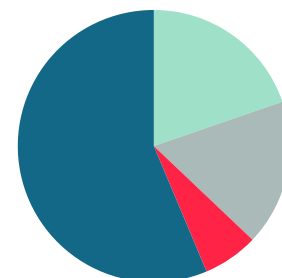
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	152,500	174,450	14.39%
Median Sale Price	140,000	173,250	23.75%
Median Percent of Selling Price to List Price	97.94%	100.00%	2.11%
Median Days on Market to Sale	29.00	25.50	-12.07%
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.

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 **23.75%** in October 2020 to \$173,250 versus the previous year at \$140,000.

Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 3.50 days or **12.07%** in October 2020 compared to last year's same month at **29.00** DOM.

Sales Success for October 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 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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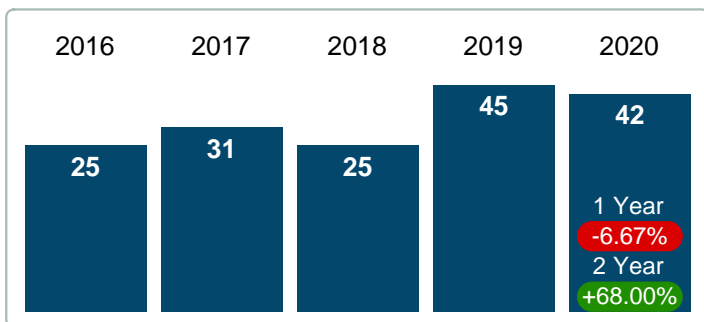
Area Delimited by County Of Mayes - Residential Property Type



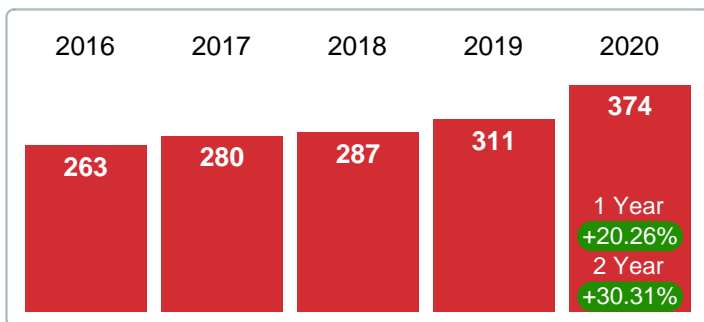
CLOSED LISTINGS

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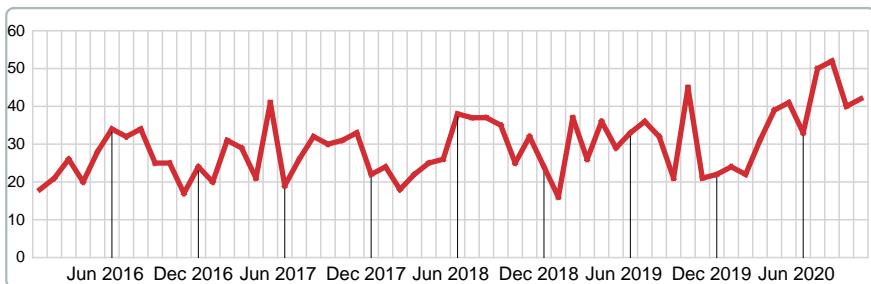
OCTOBER



YEAR TO DATE (YTD)

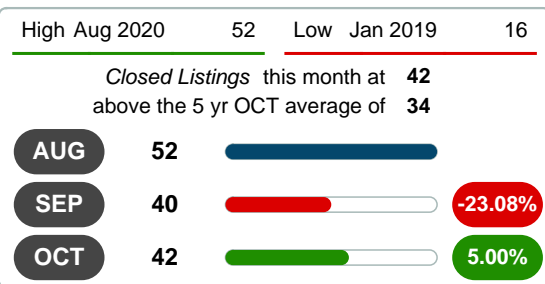


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.52%	38.0	2	2	0	0
\$75,001 - \$75,000	0	0.00%	38.0	0	0	0	0
\$75,001 - \$125,000	10	23.81%	19.5	1	9	0	0
\$125,001 - \$175,000	7	16.67%	32.0	0	6	0	1
\$175,001 - \$250,000	8	19.05%	10.5	1	6	1	0
\$250,001 - \$400,000	9	21.43%	28.0	2	6	1	0
\$400,001 and up	4	9.52%	40.5	0	2	0	2
Total Closed Units	42			6	31	2	3
Total Closed Volume	8,844,500	100%	25.5	1.00M	5.85M	500.00K	1.49M
Median Closed Price	\$173,250			\$138,750	\$145,000	\$250,000	\$410,000

October 2020



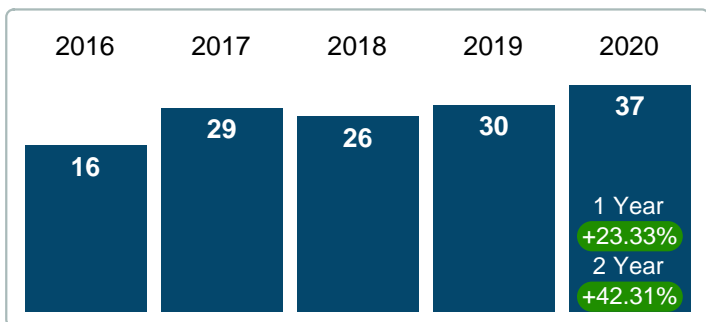
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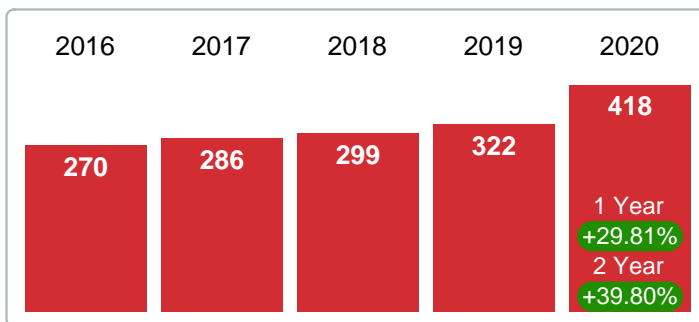
PENDING LISTINGS

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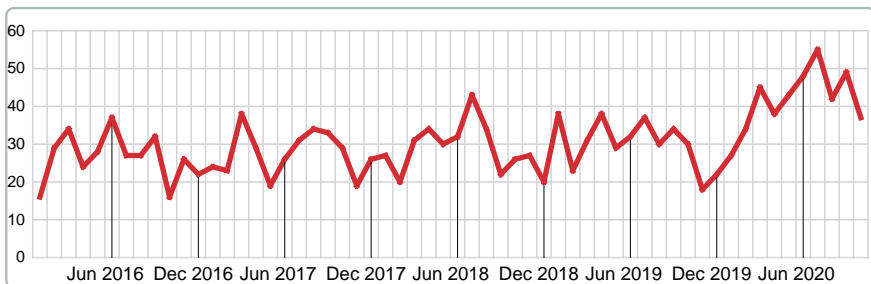
OCTOBER



YEAR TO DATE (YTD)

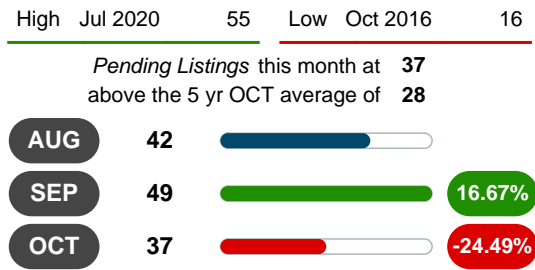


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	10.81%	21.0	2	2	0	0
\$50,001 - \$75,000	2	5.41%	57.5	1	1	0	0
\$75,001 - \$125,000	7	18.92%	27.0	0	7	0	0
\$125,001 - \$175,000	6	16.22%	16.5	0	5	1	0
\$175,001 - \$325,000	9	24.32%	26.0	1	7	1	0
\$325,001 - \$575,000	5	13.51%	54.0	0	4	1	0
\$575,001 and up	4	10.81%	32.5	1	0	2	1
Total Pending Units	37			5	26	5	1
Total Pending Volume	9,867,985	100%	27.0	948.50K	4.68M	3.66M	580.00K
Median Listing Price	\$175,000			\$73,000	\$144,750	\$357,200	\$580,000

October 2020



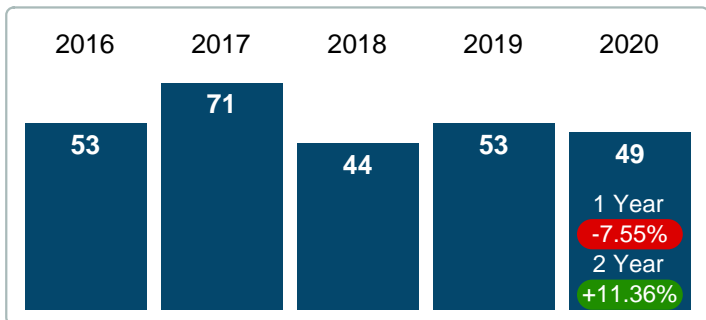
Area Delimited by County Of Mayes - Residential Property Type



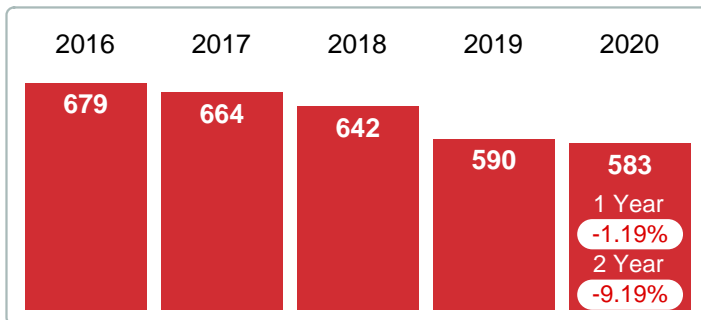
NEW LISTINGS

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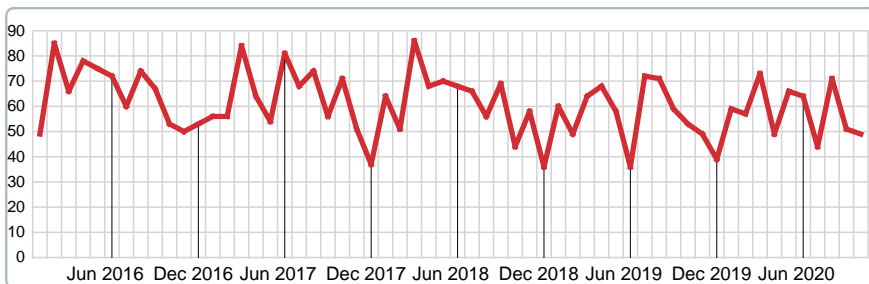
OCTOBER



YEAR TO DATE (YTD)

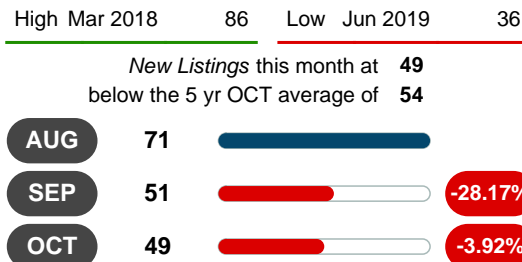


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$174,499		\$51,500	\$174,499	\$253,750	\$329,900

October 2020



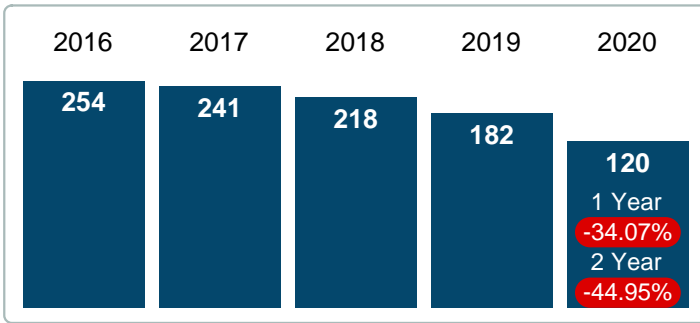
Area Delimited by County Of Mayes - Residential Property Type



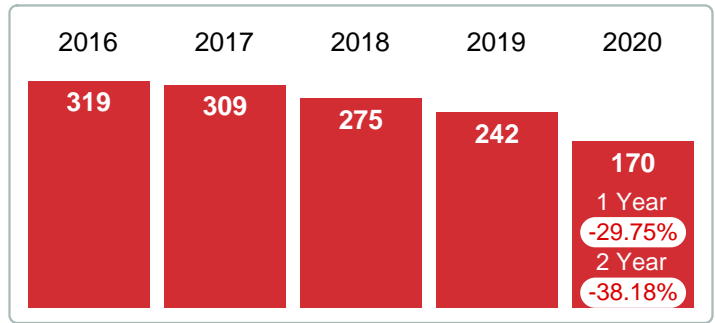
ACTIVE INVENTORY

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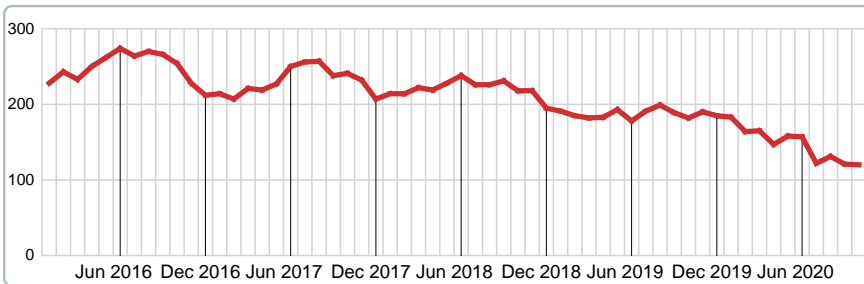
END OF OCTOBER



ACTIVE DURING OCTOBER

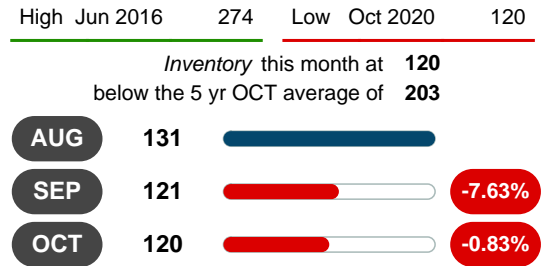


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 203



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.67%	35.0	3	4	1	0
\$50,001 - \$100,000	18	15.00%	78.0	10	8	0	0
\$100,001 - \$150,000	15	12.50%	30.0	2	7	4	2
\$150,001 - \$300,000	33	27.50%	62.0	1	29	3	0
\$300,001 - \$400,000	19	15.83%	64.0	1	7	10	1
\$400,001 - \$775,000	15	12.50%	78.0	2	5	6	2
\$775,001 and up	12	10.00%	62.5	0	3	3	6
Total Active Inventory by Units	120			19	63	27	11
Total Active Inventory by Volume	44,126,797	100%	67.0	2.79M	16.02M	11.13M	14.18M
Median Active Inventory Listing Price	\$195,450			\$80,000	\$179,900	\$339,900	\$825,000

October 2020



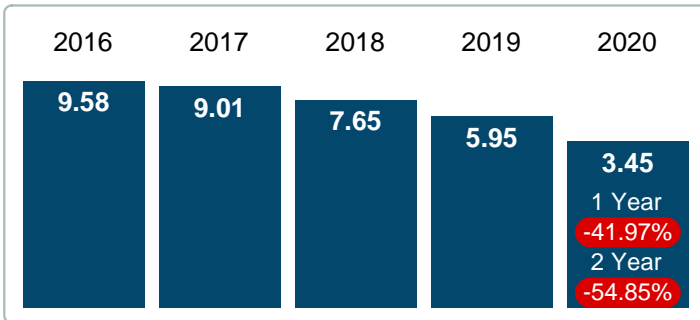
Area Delimited by County Of Mayes - Residential Property Type



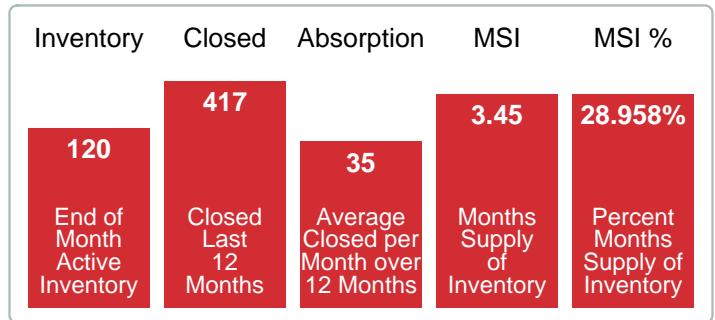
MONTHS SUPPLY of INVENTORY (MSI)

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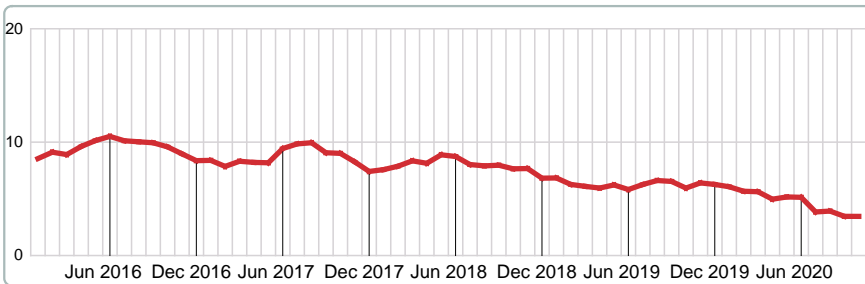
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

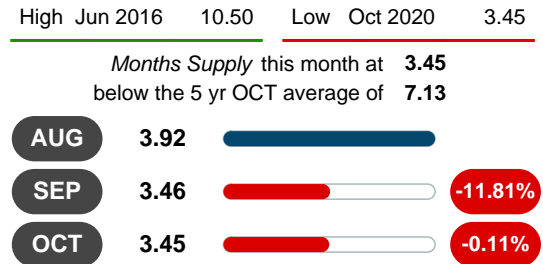


5 YEAR MARKET ACTIVITY TRENDS



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



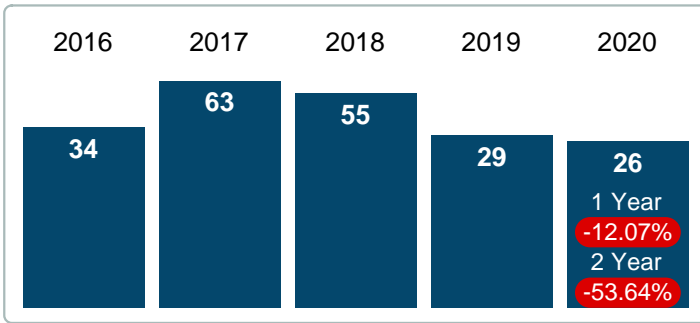
Area Delimited by County Of Mayes - Residential Property Type



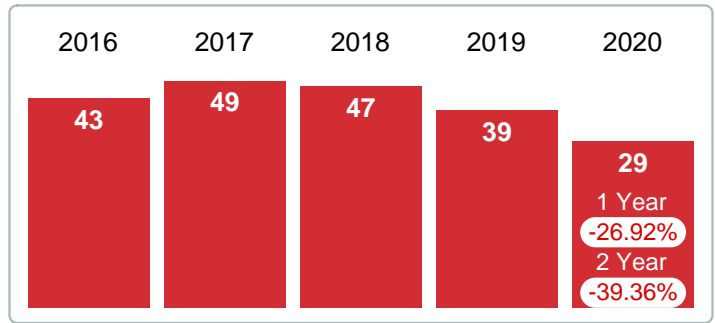
MEDIAN DAYS ON MARKET TO SALE

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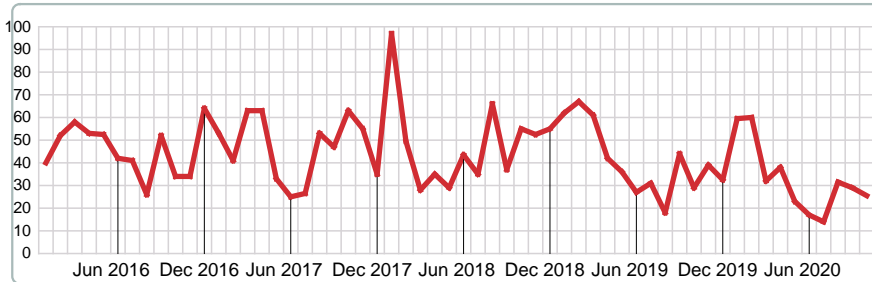
OCTOBER



YEAR TO DATE (YTD)

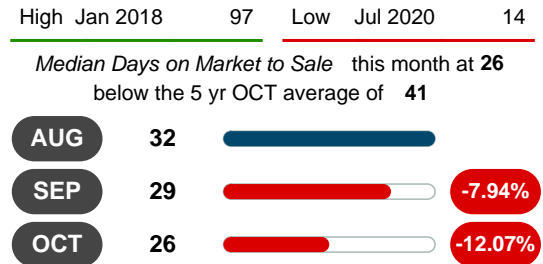


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 41



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	9.52%	38	22	55	0	0
\$75,001 - \$75,000	0	0.00%	38	0	0	0	0
\$75,001 - \$125,000	10	23.81%	20	5	23	0	0
\$125,001 - \$175,000	7	16.67%	32	0	37	0	2
\$175,001 - \$250,000	8	19.05%	11	19	6	134	0
\$250,001 - \$400,000	9	21.43%	28	79	62	3	0
\$400,001 and up	4	9.52%	41	0	41	0	63
Median Closed DOM			26	12	28	69	8
Total Closed Units		100%	25.5	6	31	2	3
Total Closed Volume			8,844,500	1.00M	5.85M	500.00K	1.49M

October 2020



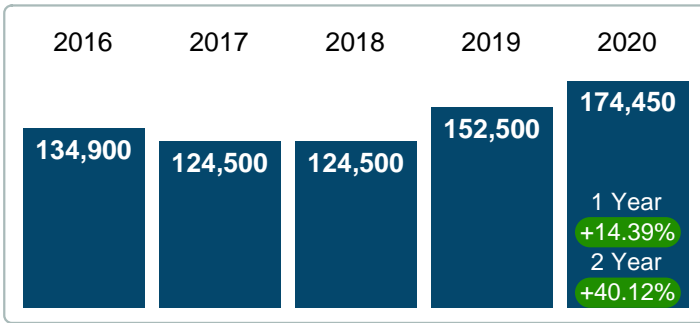
Area Delimited by County Of Mayes - Residential Property Type



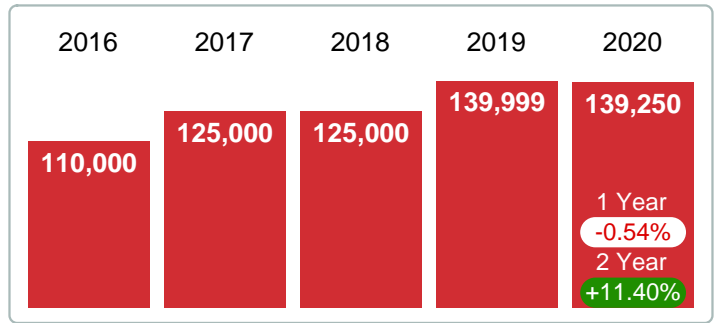
MEDIAN LIST PRICE AT CLOSING

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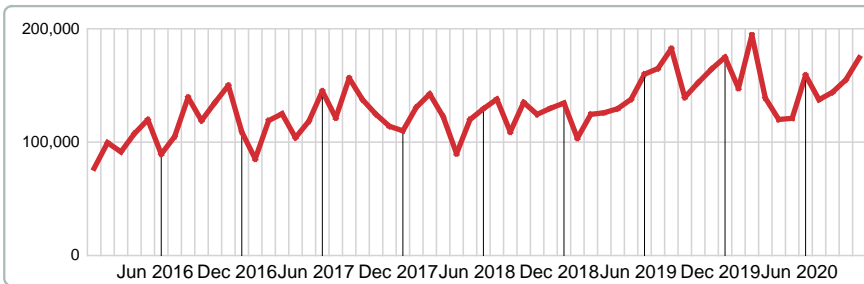
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

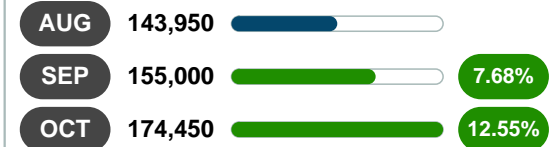


3 MONTHS

5 year OCT AVG = 142,170

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

Median List Price at Closing this month at **174,450**
above the 5 yr OCT average of **142,170**



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	9.52%	58,450	63,450	44,000	0	0
\$75,001 - \$75,000	0.00%	58,450	0	0	0	0
\$75,001 - \$125,000	21.43%	96,000	100,000	92,950	0	0
\$125,001 - \$175,000	19.05%	134,700	0	134,900	0	130,000
\$175,001 - \$250,000	19.05%	191,000	179,000	191,000	235,000	0
\$250,001 - \$400,000	21.43%	300,000	289,950	300,000	255,000	399,000
\$400,001 and up	9.52%	464,450	0	429,900	0	999,900
Median List Price		174,450	139,500	150,000	245,000	399,000
Total Closed Units	100%	174,450	6	31	2	3
Total Closed Volume		8,965,250	985.80K	5.96M	490.00K	1.53M

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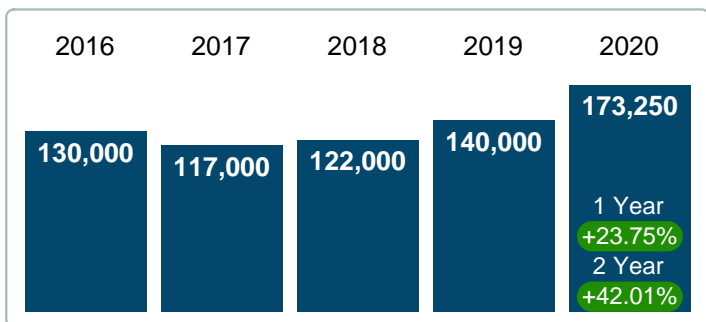
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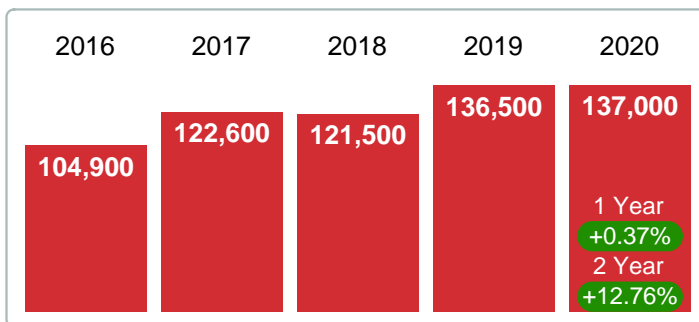
MEDIAN SOLD PRICE AT CLOSING

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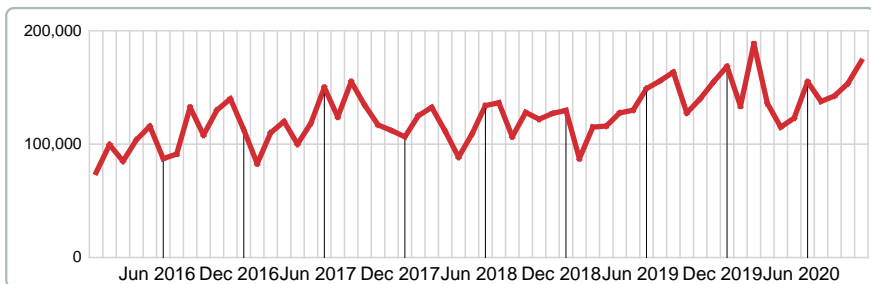
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

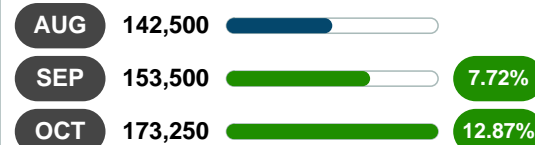


3 MONTHS

5 year OCT AVG = 136,450

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

Median Sold Price at Closing this month at **173,250** above the 5 yr OCT average of **136,450**



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	9.52%	62,750	61,250	69,000	0	0
\$75,001 - \$75,000	0	0.00%	62,750	0	0	0	0
\$75,001 - \$125,000	10	23.81%	96,000	100,000	95,000	0	0
\$125,001 - \$175,000	7	16.67%	137,000	0	140,500	0	133,000
\$175,001 - \$250,000	8	19.05%	186,000	177,500	186,000	235,000	0
\$250,001 - \$400,000	9	21.43%	300,000	300,000	324,500	265,000	0
\$400,001 and up	4	9.52%	432,500	0	432,500	0	680,000
Median Sold Price			173,250	138,750	145,000	250,000	410,000
Total Closed Units		100%	173,250	6	31	2	3
Total Closed Volume			8,844,500	1.00M	5.85M	500.00K	1.49M

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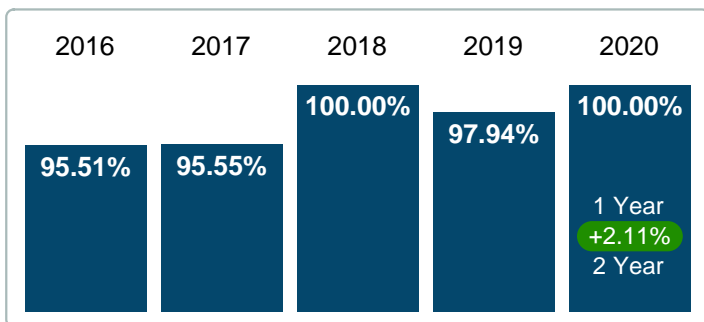
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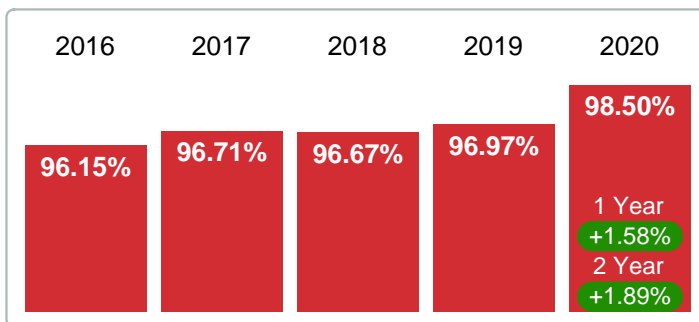
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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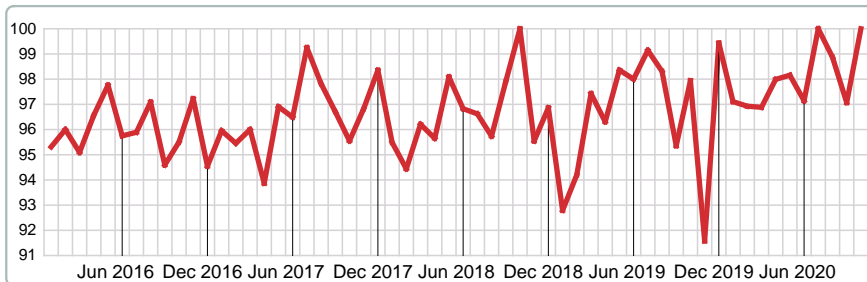
OCTOBER



YEAR TO DATE (YTD)

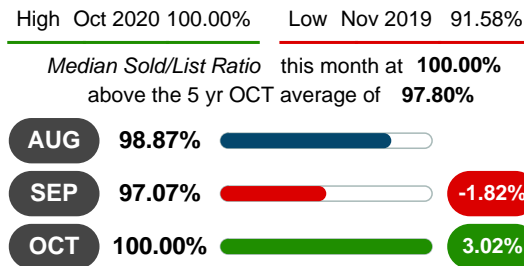


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 97.80%



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	4	9.52%	94.12%	98.47%	94.12%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	94.12%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	10	23.81%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	7	16.67%	100.00%	0.00%	99.74%	0.00%	102.31%
\$175,001 - \$250,000	8	19.05%	99.73%	99.16%	99.73%	100.00%	0.00%
\$250,001 - \$400,000	9	21.43%	100.00%	103.09%	97.39%	103.92%	0.00%
\$400,001 and up	4	9.52%	96.93%	0.00%	93.52%	0.00%	98.88%
Median Sold/List Ratio		100.00%		100.00%	100.00%	101.96%	102.31%
Total Closed Units		42	100%	6	31	2	3
Total Closed Volume		8,844,500		1.00M	5.85M	500.00K	1.49M

October 2020



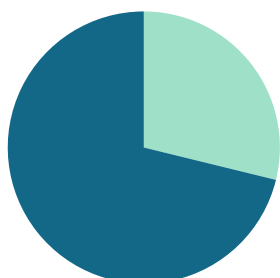
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

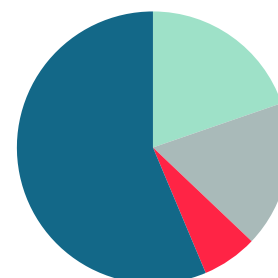


Inventory
 New Listings
49 = 28.82%
 Start Inventory
121
 Total Inventory Units
170
 Volume
\$56,944,582

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%
Median List Price	152,500	174,450	14.39%	139,999	139,250	-0.54%
Median Sale Price	140,000	173,250	23.75%	136,500	137,000	0.37%
Median Percent of Selling Price to List Price	97.94%	100.00%	2.11%	96.97%	98.50%	1.58%
Median Days on Market to Sale	29.00	25.50	-12.07%	39.00	28.50	-26.92%
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

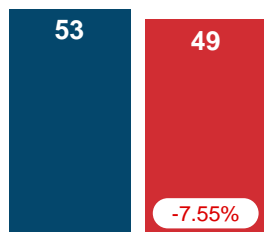
Inventory on October 31, 2020 = **120**

2019 **2020**

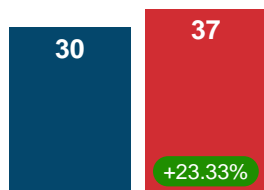
OCTOBER MARKET

MEDIAN PRICES

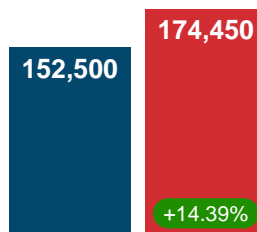
New Listings



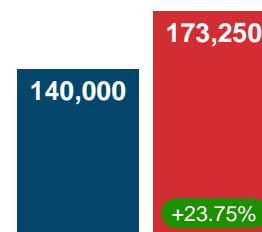
Pending Listings



List Price



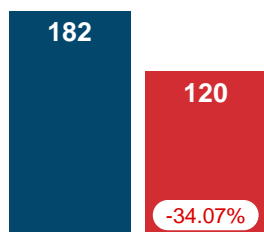
Sale Price



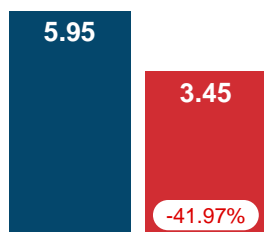
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

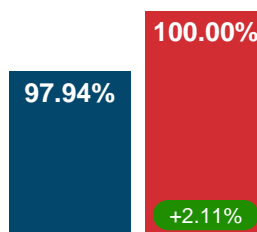
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

