

September 2020



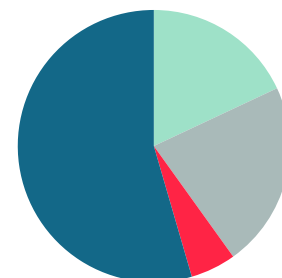
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	21	40	90.48%
Pending Listings	34	49	44.12%
New Listings	59	51	-13.56%
Average List Price	153,800	183,412	19.25%
Average Sale Price	144,555	175,440	21.37%
Average Percent of Selling Price to List Price	93.00%	95.26%	2.42%
Average Days on Market to Sale	56.33	54.00	-4.14%
End of Month Inventory	189	121	-35.98%
Months Supply of Inventory	6.54	3.46	-47.11%



■ Closed (18.02%)
■ Pending (22.07%)
■ Other OffMarket (5.41%)
■ Active (54.50%)

Absorption: Last 12 months, an Average of **35 Sales/Month**
Active Inventory as of September 30, 2020 = **121**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **35.98%** to 121 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 **3.46** 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 **21.37%** in September 2020 to \$175,440 versus the previous year at \$144,555.

Average Days on Market Shortens

The average number of **54.00** days that homes spent on the market before selling decreased by 2.33 days or **4.14%** in September 2020 compared to last year's same month at **56.33** DOM.

Sales Success for September 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 September 2020, down **13.56%** from last year at 59. 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, September 2019, at **35.6%**, a **120.35%** 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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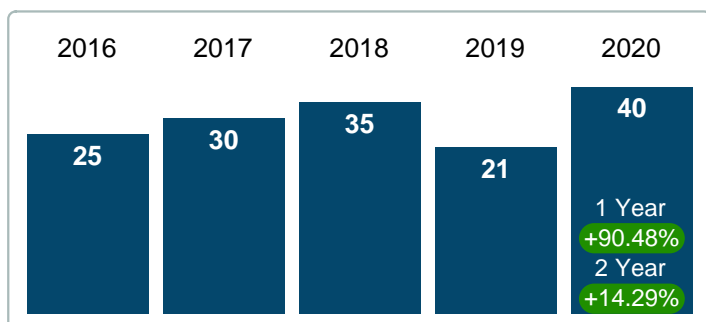
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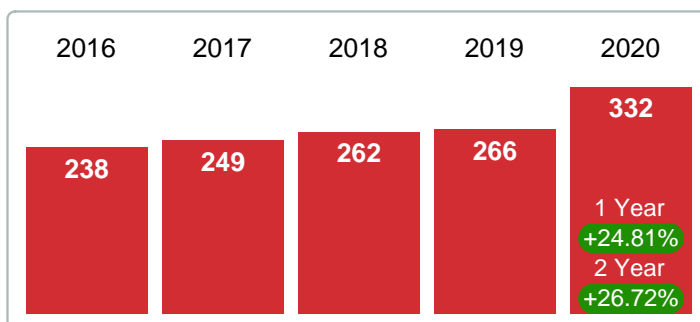
CLOSED LISTINGS

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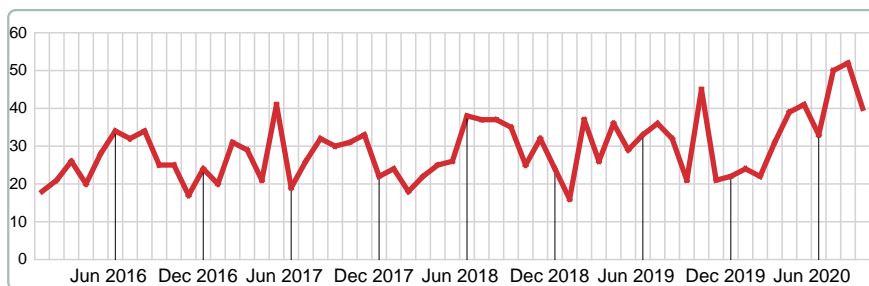
SEPTEMBER



YEAR TO DATE (YTD)

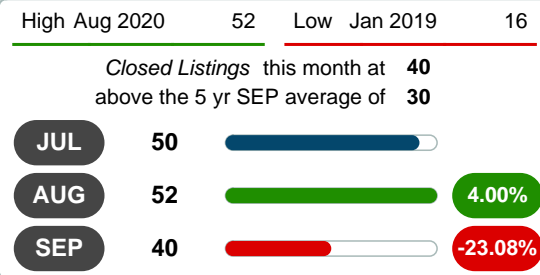


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 30



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	5.00%	46.0	1	1	0	0
\$25,001 - \$75,000	4	10.00%	103.3	2	2	0	0
\$75,001 - \$100,000	7	17.50%	42.6	0	7	0	0
\$100,001 - \$175,000	10	25.00%	58.7	1	9	0	0
\$175,001 - \$275,000	8	20.00%	44.3	2	3	3	0
\$275,001 - \$350,000	5	12.50%	28.0	1	3	1	0
\$350,001 and up	4	10.00%	69.0	0	4	0	0
Total Closed Units	40			7	29	4	0
Total Closed Volume	7,017,602	100%	54.0	992.60K	5.06M	969.00K	0.00B
Average Closed Price	\$175,440			\$141,800	\$174,345	\$242,250	\$0

September 2020



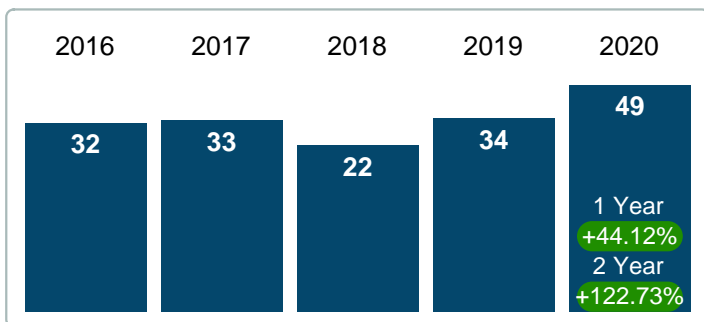
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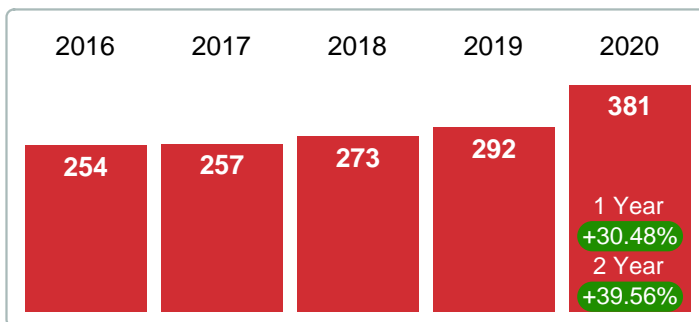
PENDING LISTINGS

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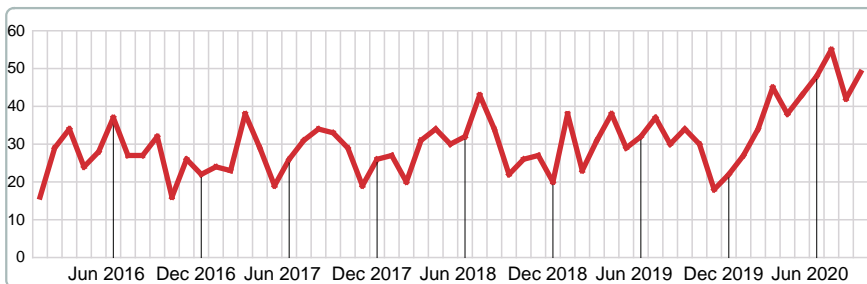
SEPTEMBER



YEAR TO DATE (YTD)

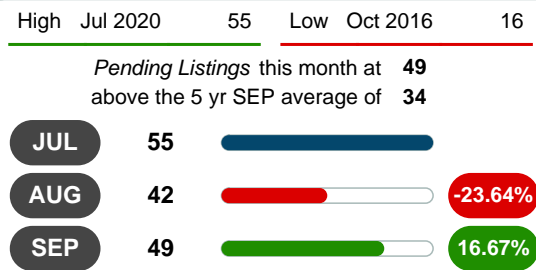


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 34



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.12%	46.7	1	2	0	0
\$75,001 - \$125,000	7	14.29%	61.1	0	7	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	16	32.65%	24.0	2	13	0	1
\$200,001 - \$350,000	10	20.41%	33.6	2	6	2	0
\$350,001 - \$450,000	9	18.37%	69.9	0	5	3	1
\$450,001 and up	4	8.16%	124.3	0	2	1	1
Total Pending Units	49			5	35	6	3
Total Pending Volume	12,247,200	100%	49.3	942.80K	7.37M	2.65M	1.28M
Average Listing Price	\$249,943			\$188,560	\$210,697	\$441,833	\$426,333

September 2020



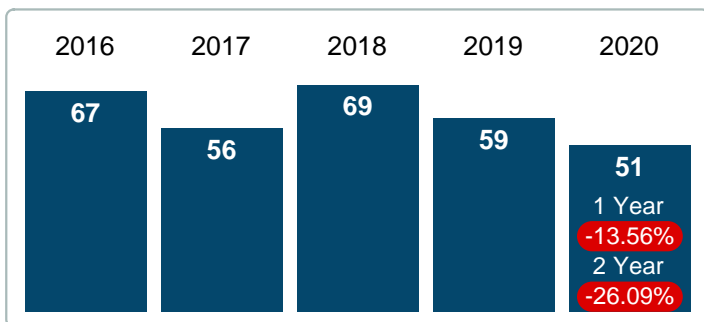
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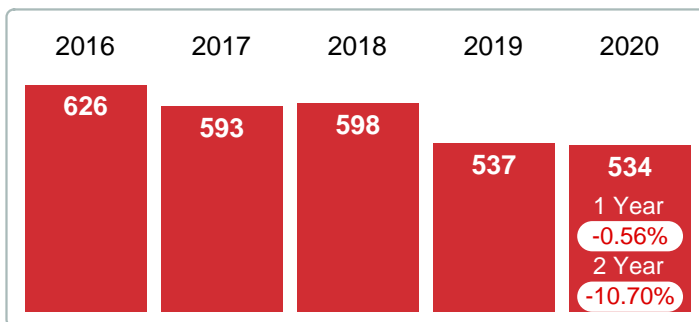
NEW LISTINGS

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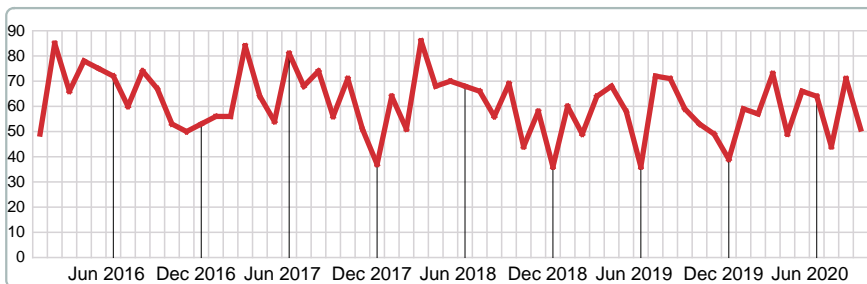
SEPTEMBER



YEAR TO DATE (YTD)

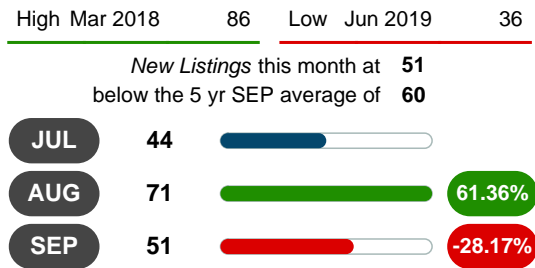


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.80%	4	1	0	0
\$75,001 - \$100,000	2	3.92%	0	2	0	0
\$100,001 - \$150,000	12	23.53%	1	10	0	1
\$150,001 - \$200,000	9	17.65%	0	9	0	0
\$200,001 - \$350,000	11	21.57%	1	6	3	1
\$350,001 - \$525,000	8	15.69%	1	3	3	1
\$525,001 and up	4	7.84%	0	1	1	2
Total New Listed Units	51		7	32	7	5
Total New Listed Volume	15,003,900	100%	1.03M	6.47M	3.12M	4.38M
Average New Listed Listing Price	\$232,938		\$147,686	\$202,144	\$445,500	\$876,600

September 2020



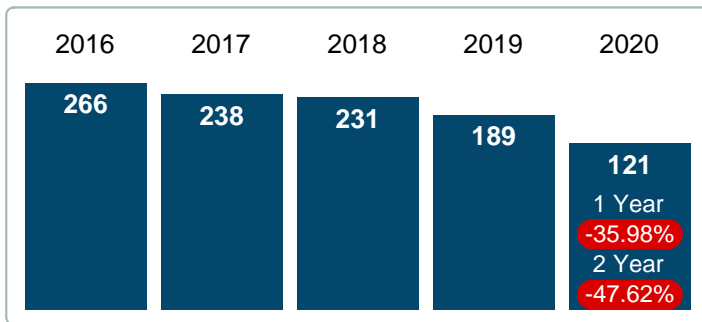
Area Delimited by County Of Mayes - Residential Property Type



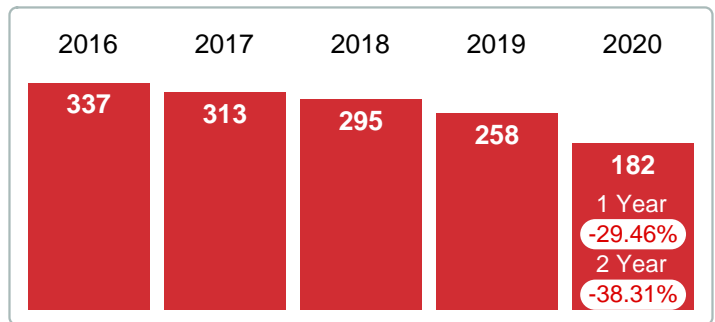
ACTIVE INVENTORY

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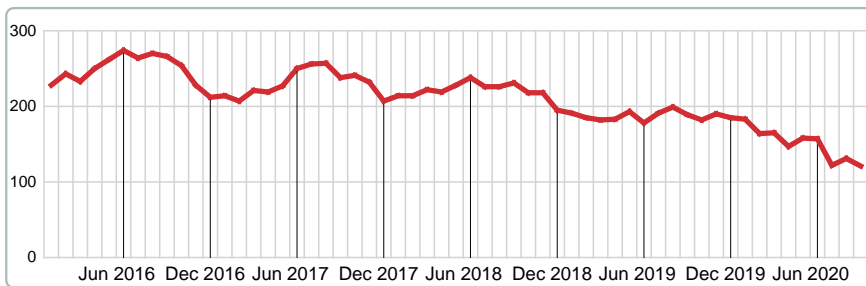
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

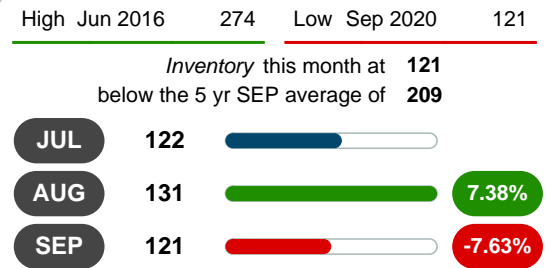


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 209



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		6.61%	100.1	4	4	0	0
\$50,001 - \$75,000		7.44%	67.1	5	4	0	0
\$75,001 - \$150,000		23.14%	67.5	6	19	2	1
\$150,001 - \$300,000		24.79%	63.6	3	24	3	0
\$300,001 - \$375,000		13.22%	56.3	0	8	7	1
\$375,001 - \$725,000		14.05%	50.5	2	5	8	2
\$725,001 and up		10.74%	65.9	0	3	3	7
Total Active Inventory by Units	121			20	67	23	11
Total Active Inventory by Volume	44,854,395	100%	64.6	2.53M	15.47M	11.81M	15.04M
Average Active Inventory Listing Price	\$370,697			\$126,360	\$230,909	\$513,578	\$1,367,636

September 2020



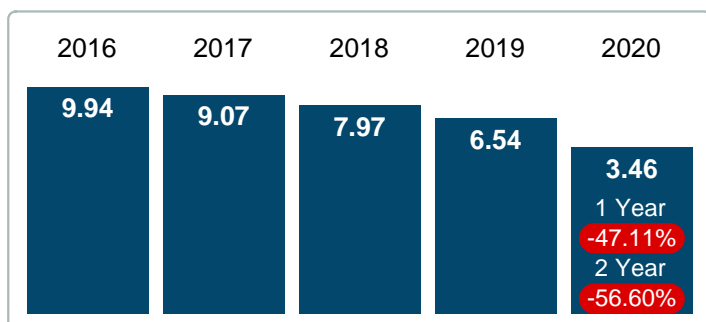
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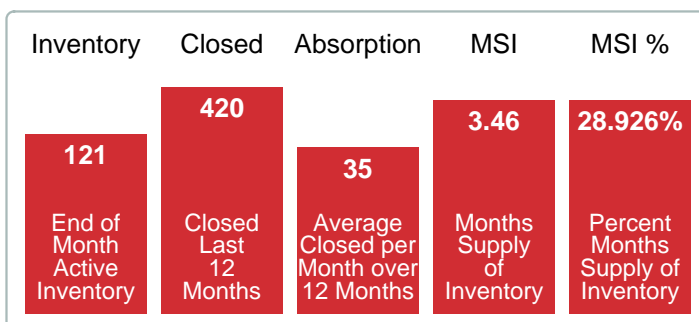
MONTHS SUPPLY of INVENTORY (MSI)

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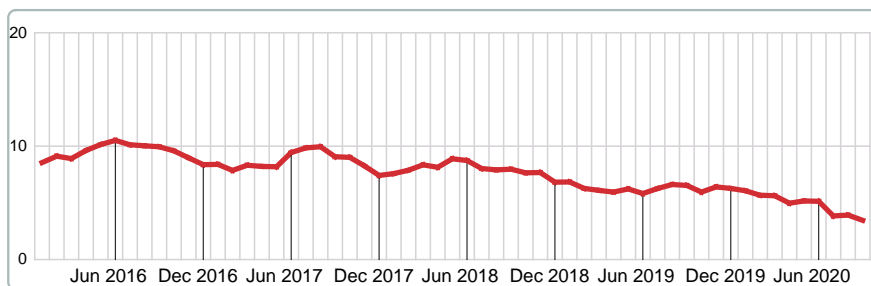
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7.39

High Jun 2016 10.50 Low Sep 2020 3.46

Months Supply this month at 3.46
below the 5 yr SEP average of 7.39



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	6.61%	2.29	2.29	2.67	0.00	0.00
\$50,001 - \$75,000	9	7.44%	3.60	3.53	3.69	0.00	0.00
\$75,001 - \$150,000	28	23.14%	2.09	3.60	1.80	1.71	0.00
\$150,001 - \$300,000	30	24.79%	2.40	2.57	2.85	1.16	0.00
\$300,001 - \$375,000	16	13.22%	13.71	0.00	10.67	28.00	12.00
\$375,001 - \$725,000	17	14.05%	10.20	12.00	6.67	13.71	12.00
\$725,001 and up	13	10.74%	52.00	0.00	36.00	0.00	42.00
Market Supply of Inventory (MSI)			3.46	3.20	2.89	4.76	14.67
Total Active Inventory by Units		100%	3.46	20	67	23	11

September 2020



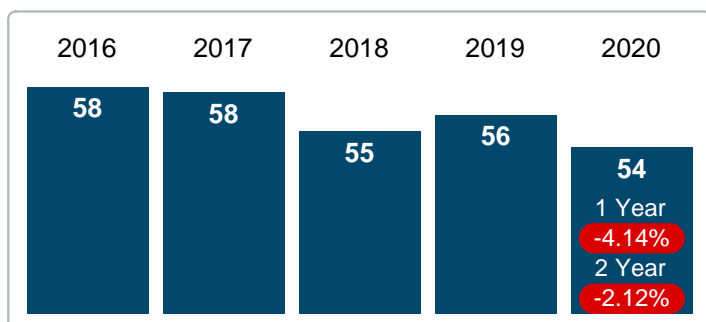
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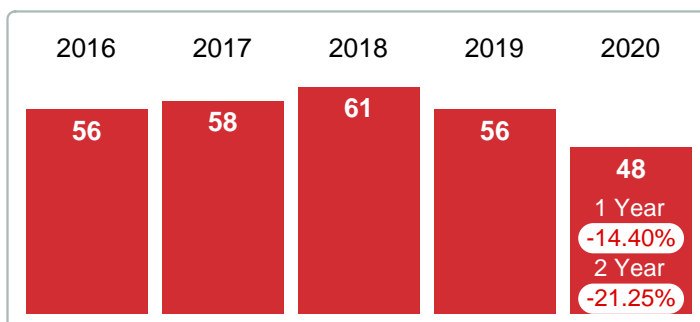
AVERAGE DAYS ON MARKET TO SALE

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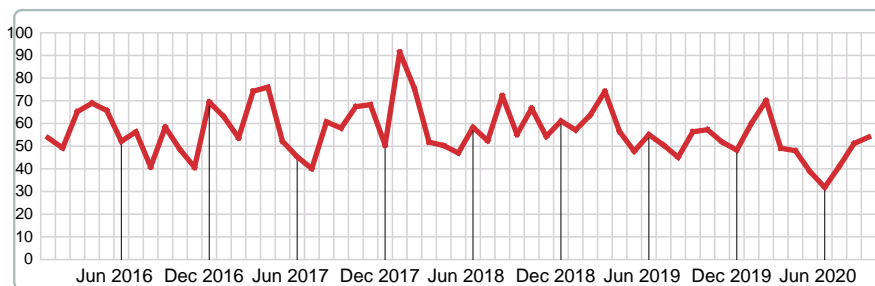
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

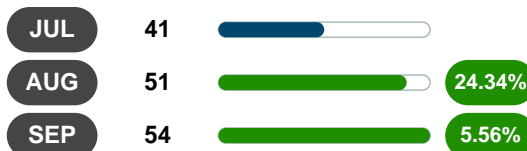


3 MONTHS

5 year SEP AVG = 56

High Jan 2018 91 Low Jun 2020 32

Average Days on Market to Sale this month at 54 below the 5 yr SEP average of 56



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
\$25,000 and less	5.00%	46	91	1	0	0
\$25,001 - \$75,000	10.00%	103	154	53	0	0
\$75,001 - \$100,000	17.50%	43	0	43	0	0
\$100,001 - \$175,000	25.00%	59	14	64	0	0
\$175,001 - \$275,000	20.00%	44	30	14	84	0
\$275,001 - \$350,000	12.50%	28	30	34	7	0
\$350,001 and up	10.00%	69	0	69	0	0
Average Closed DOM		54	72	48	65	0
Total Closed Units	100%	54	7	29	4	0
Total Closed Volume		7,017,602	992.60K	5.06M	969.00K	0.00B

September 2020



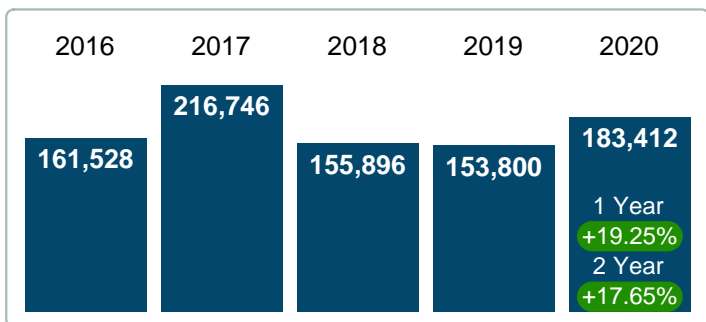
Area Delimited by County Of Mayes - Residential Property Type



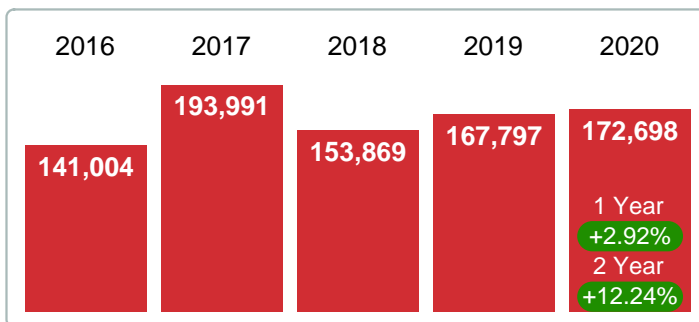
AVERAGE LIST PRICE AT CLOSING

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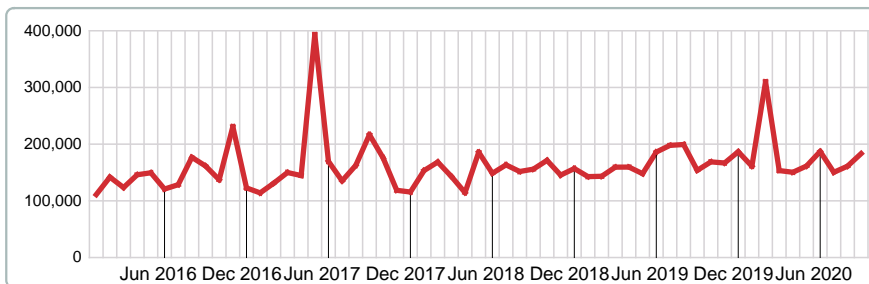
SEPTEMBER



YEAR TO DATE (YTD)

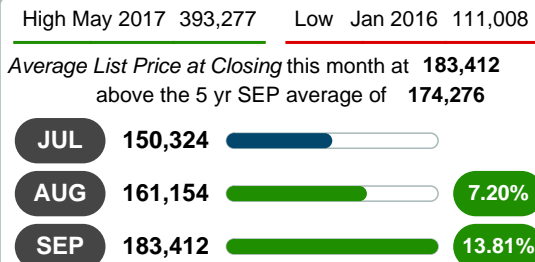


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 174,276



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
\$25,000 and less	1	2.50%	19,200	38,000	19,200	0	0
\$25,001 - \$75,000	5	12.50%	46,580	52,450	45,000	0	0
\$75,001 - \$100,000	6	15.00%	90,717	0	92,686	0	0
\$100,001 - \$175,000	10	25.00%	135,820	139,000	143,689	0	0
\$175,001 - \$275,000	9	22.50%	208,378	245,000	186,333	215,967	0
\$275,001 - \$350,000	3	7.50%	301,667	300,000	333,333	325,000	0
\$350,001 and up	6	15.00%	400,250	0	420,375	0	0
Average List Price			183,412	153,128	182,472	243,225	0
Total Closed Units		100%	183,412	7	29	4	0
Total Closed Volume			7,336,499	1.07M	5.29M	972.90K	0.00B

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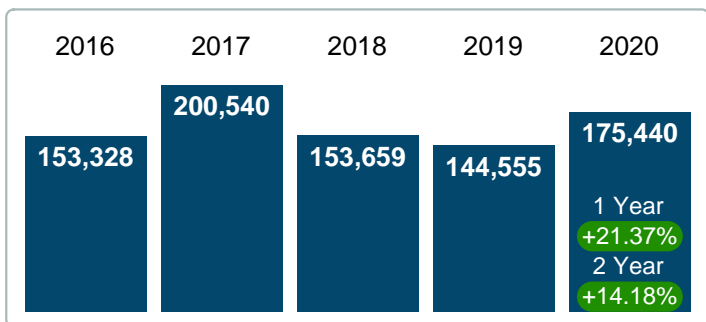
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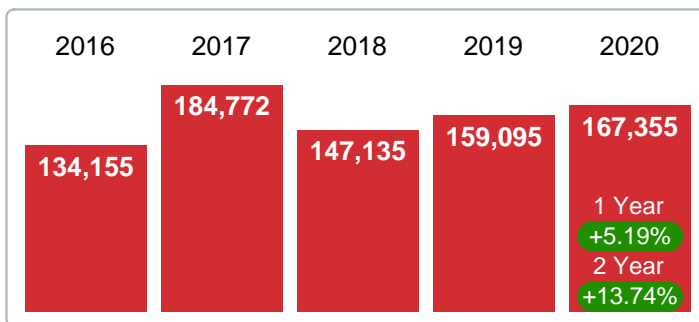
AVERAGE SOLD PRICE AT CLOSING

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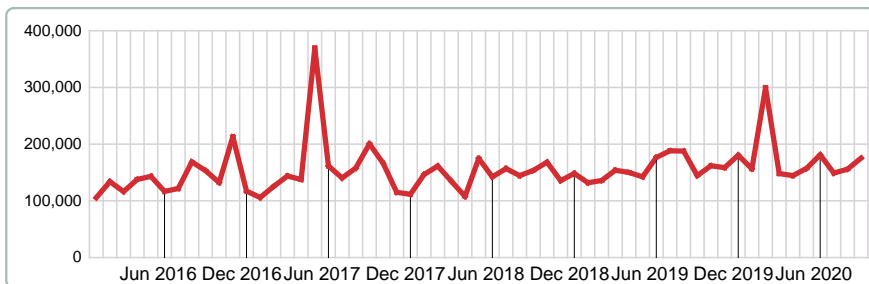
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

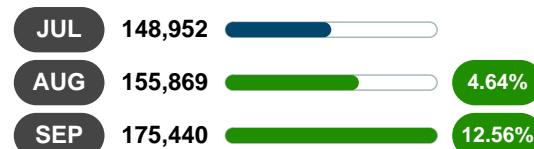


3 MONTHS

5 year SEP AVG = 165,504

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

Average Sold Price at Closing this month at **175,440** above the 5 yr SEP average of **165,504**



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
\$25,000 and less	5.00%	24,751	25,000	24,501	0	0
\$25,001 - \$75,000	10.00%	41,775	46,300	37,250	0	0
\$75,001 - \$100,000	17.50%	89,943	0	89,943	0	0
\$100,001 - \$175,000	25.00%	135,390	115,000	137,656	0	0
\$175,001 - \$275,000	20.00%	207,125	230,000	185,167	213,833	0
\$275,001 - \$350,000	12.50%	321,500	300,000	326,667	327,500	0
\$350,001 and up	10.00%	388,250	0	388,250	0	0
Average Sold Price		175,440	141,800	174,345	242,250	0
Total Closed Units	100%	175,440	7	29	4	0
Total Closed Volume		7,017,602	992.60K	5.06M	969.00K	0.00B

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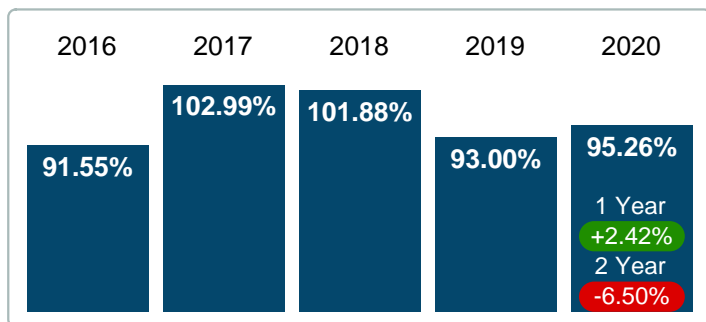
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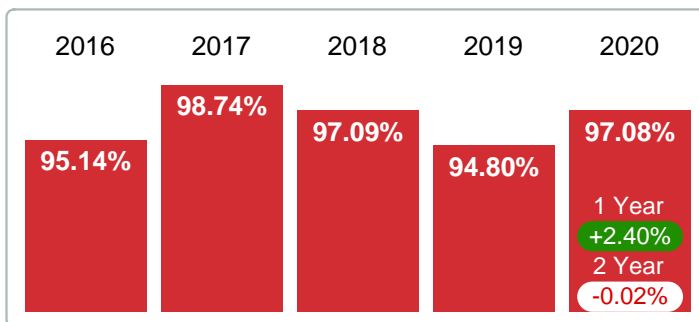
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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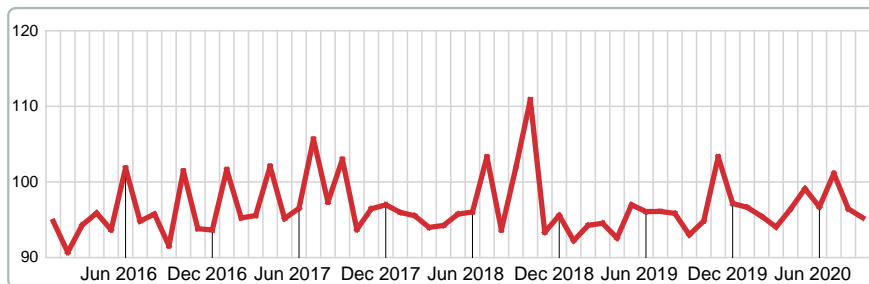
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

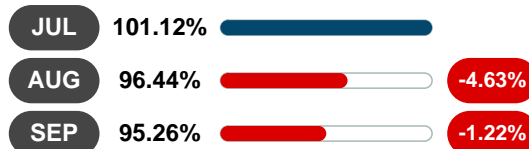


3 MONTHS

5 year SEP AVG = 96.94%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **95.26%**
below the 5 yr SEP average of **96.94%**



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
\$25,000 and less	2	5.00%	96.70%	65.79%	127.61%	0.00%	0.00%
\$25,001 - \$75,000	4	10.00%	86.03%	89.56%	82.50%	0.00%	0.00%
\$75,001 - \$100,000	7	17.50%	97.28%	0.00%	97.28%	0.00%	0.00%
\$100,001 - \$175,000	10	25.00%	94.36%	82.73%	95.65%	0.00%	0.00%
\$175,001 - \$275,000	8	20.00%	97.80%	93.88%	99.37%	98.86%	0.00%
\$275,001 - \$350,000	5	12.50%	99.20%	100.00%	98.41%	100.77%	0.00%
\$350,001 and up	4	10.00%	92.43%	0.00%	92.43%	0.00%	0.00%
Average Sold/List Ratio		95.30%		87.91%	96.47%	99.34%	0.00%
Total Closed Units		40	100%	7	29	4	
Total Closed Volume		7,017,602		992.60K	5.06M	969.00K	0.00B

September 2020



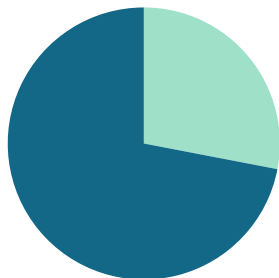
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

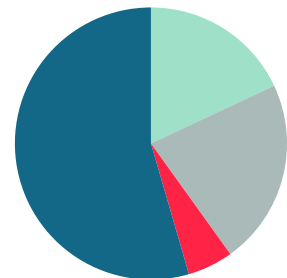


Inventory
 New Listings
51 = 28.02%
 Start Inventory
131
 Total Inventory Units
182
 Volume
\$63,744,495

Market Activity

Closed Sales
40 = 18.02%
 Pending Sales
49 = 22.07%
 Other Off Market
12 = 5.41%
 Active Inventory
121 = 54.50%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	21	40	90.48%	266	332	24.81%
Pending Sales	34	49	44.12%	292	381	30.48%
New Listings	59	51	-13.56%	537	534	-0.56%
Average List Price	153,800	183,412	19.25%	167,797	172,698	2.92%
Average Sale Price	144,555	175,440	21.37%	159,095	167,355	5.19%
Average Percent of Selling Price to List Price	93.00%	95.26%	2.42%	94.80%	97.08%	2.40%
Average Days on Market to Sale	56.33	54.00	-4.14%	55.92	47.87	-14.40%
Monthly Inventory	189	121	-35.98%	189	121	-35.98%
Months Supply of Inventory	6.54	3.46	-47.11%	6.54	3.46	-47.11%

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

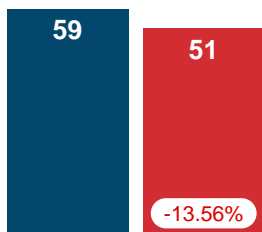
Inventory on September 30, 2020 = **121**

2019 **2020**

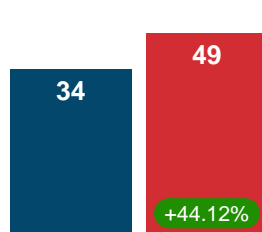
SEPTEMBER MARKET

AVERAGE PRICES

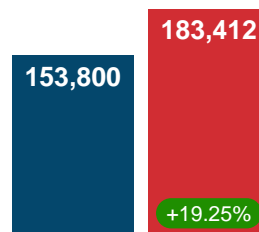
New Listings



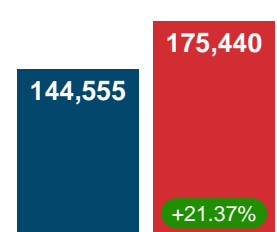
Pending Listings



List Price



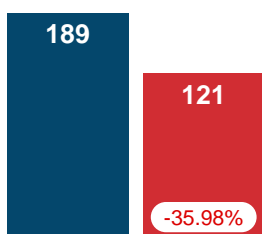
Sale Price



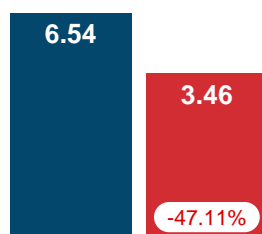
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

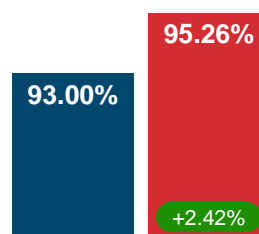
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

