

September 2020



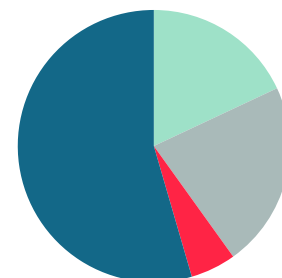
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	139,500	155,000	11.11%
Median Sale Price	127,500	153,500	20.39%
Median Percent of Selling Price to List Price	95.36%	97.07%	1.80%
Median Days on Market to Sale	44.00	29.00	-34.09%
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.

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 **20.39%** in September 2020 to \$153,500 versus the previous year at \$127,500.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 15.00 days or **34.09%** in September 2020 compared to last year's same month at **44.00** DOM.

Sales Success for September 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 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

September 2020



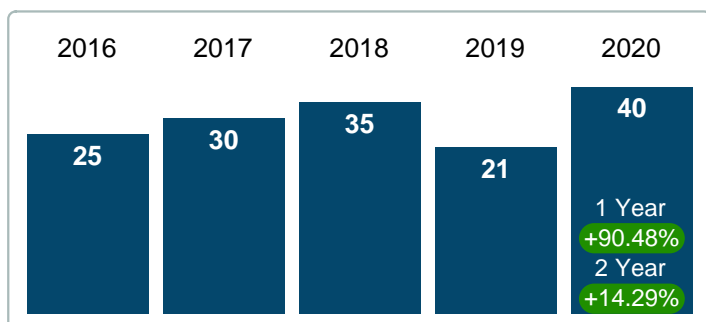
Area Delimited by County Of Mayes - Residential Property Type



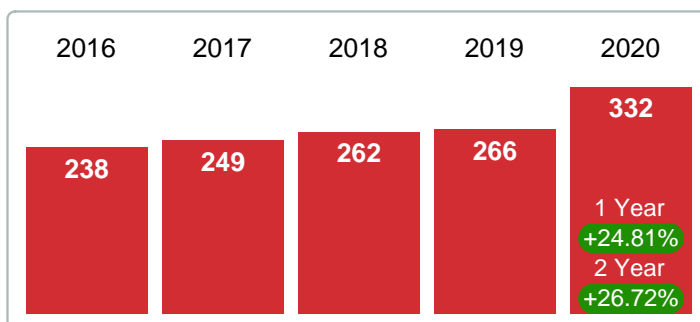
CLOSED LISTINGS

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

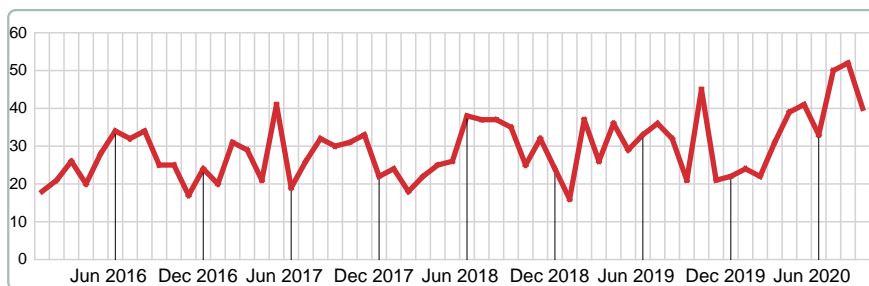
SEPTEMBER



YEAR TO DATE (YTD)

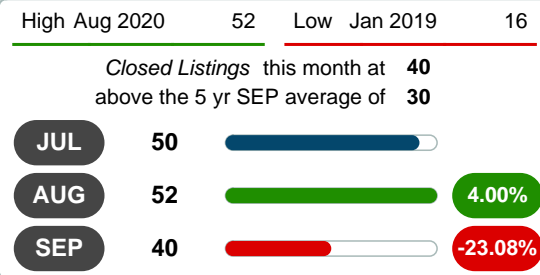


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 30



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	93.0	2	2	0	0
\$75,001 - \$100,000	7	17.50%	11.0	0	7	0	0
\$100,001 - \$175,000	10	25.00%	21.0	1	9	0	0
\$175,001 - \$275,000	8	20.00%	22.5	2	3	3	0
\$275,001 - \$350,000	5	12.50%	25.0	1	3	1	0
\$350,001 and up	4	10.00%	49.5	0	4	0	0
Total Closed Units	40			7	29	4	0
Total Closed Volume	7,017,602	100%	29.0	992.60K	5.06M	969.00K	0.00B
Median Closed Price	\$153,500			\$115,000	\$137,000	\$229,250	\$0

September 2020



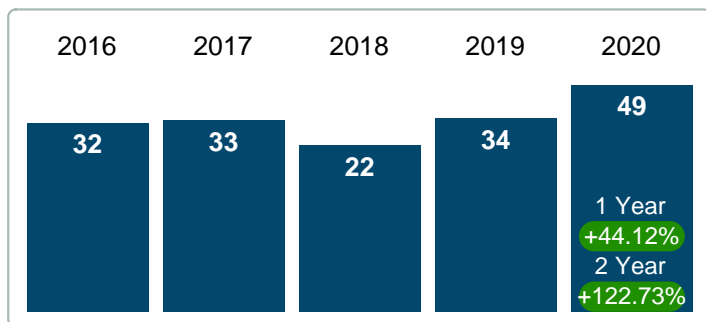
Area Delimited by County Of Mayes - Residential Property Type



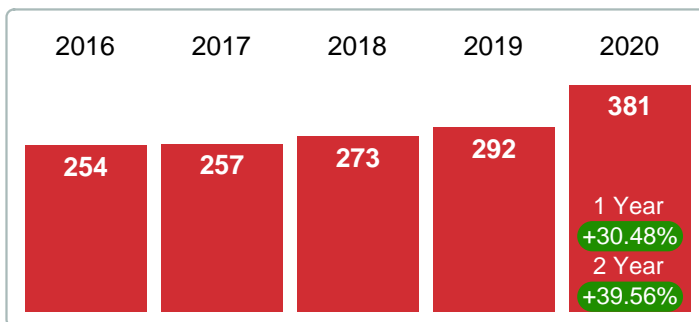
PENDING LISTINGS

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

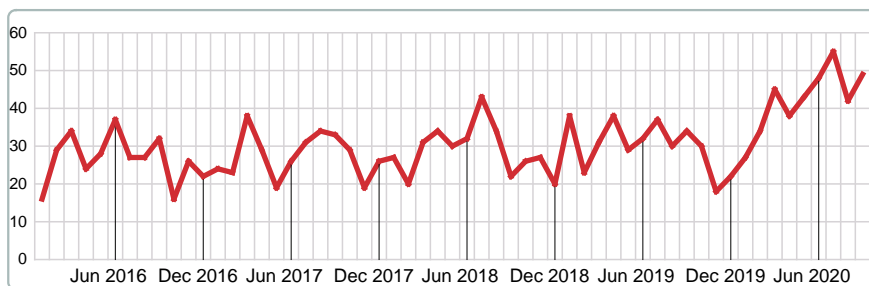
SEPTEMBER



YEAR TO DATE (YTD)

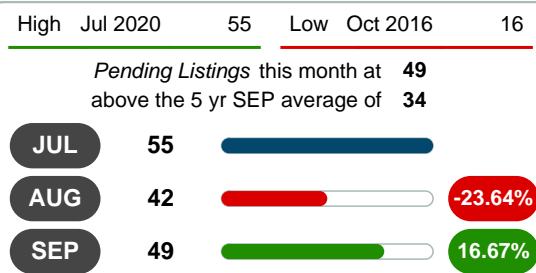


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 34



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.12%	33.0	1	2	0	0
\$75,001 - \$125,000	7	14.29%	66.0	0	7	0	0
\$125,001 - \$125,000	0	0.00%	66.0	0	0	0	0
\$125,001 - \$200,000	16	32.65%	6.0	2	13	0	1
\$200,001 - \$350,000	10	20.41%	8.0	2	6	2	0
\$350,001 - \$450,000	9	18.37%	57.0	0	5	3	1
\$450,001 and up	4	8.16%	132.0	0	2	1	1
Total Pending Units	49			5	35	6	3
Total Pending Volume	12,247,200	100%	29.0	942.80K	7.37M	2.65M	1.28M
Median Listing Price	\$189,900			\$179,000	\$187,000	\$388,000	\$399,000

September 2020



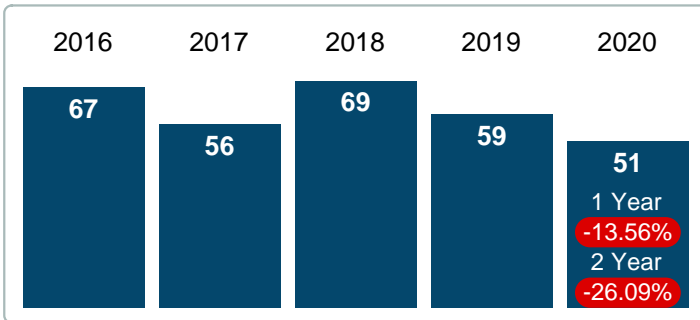
Area Delimited by County Of Mayes - Residential Property Type



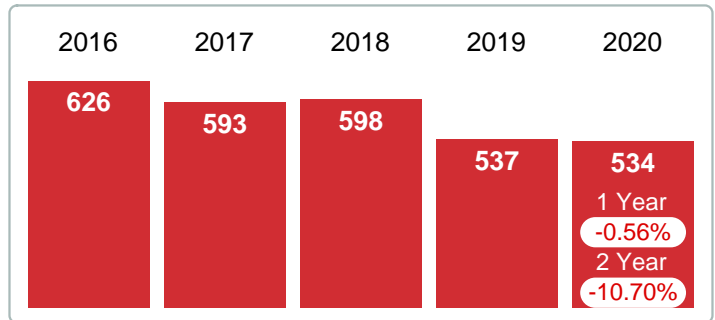
NEW LISTINGS

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

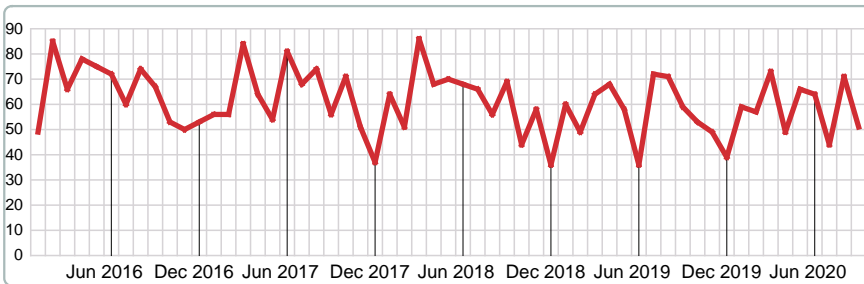
SEPTEMBER



YEAR TO DATE (YTD)

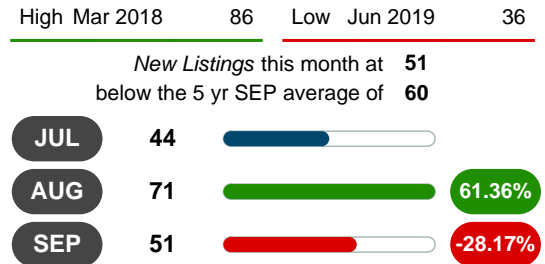


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$189,900		\$69,900	\$188,000	\$398,500	\$399,000

September 2020



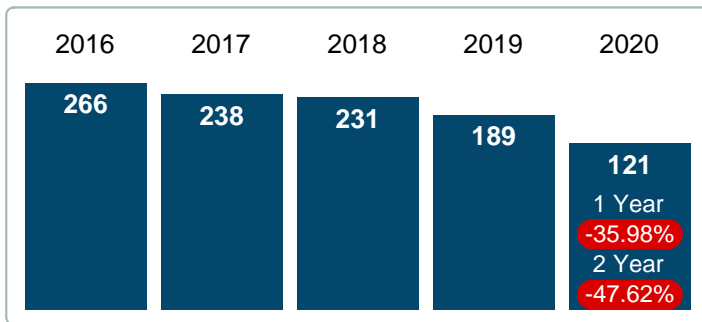
Area Delimited by County Of Mayes - Residential Property Type



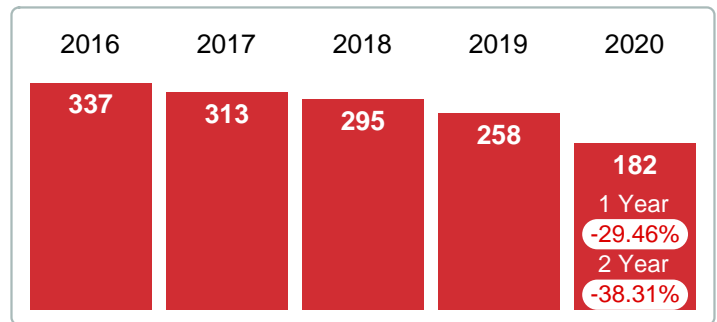
ACTIVE INVENTORY

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

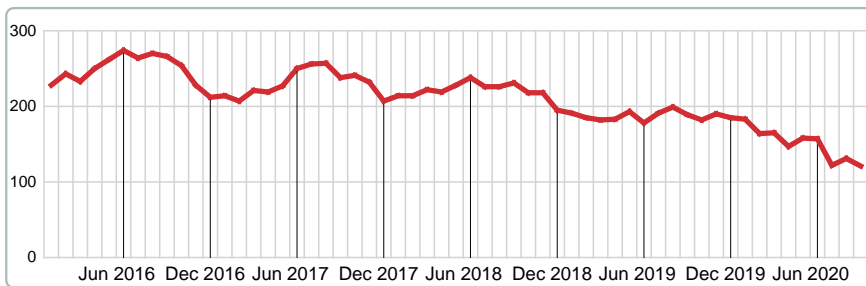
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

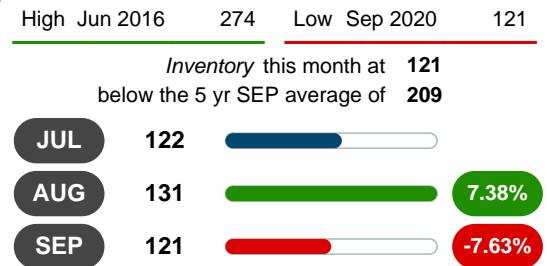


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 209



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.61%	100.0	4	4	0	0
\$50,001 - \$75,000	9	7.44%	45.0	5	4	0	0
\$75,001 - \$150,000	28	23.14%	52.0	6	19	2	1
\$150,001 - \$300,000	30	24.79%	49.0	3	24	3	0
\$300,001 - \$375,000	16	13.22%	49.5	0	8	7	1
\$375,001 - \$725,000	17	14.05%	51.0	2	5	8	2
\$725,001 and up	13	10.74%	44.0	0	3	3	7
Total Active Inventory by Units	121			20	67	23	11
Total Active Inventory by Volume	44,854,395	100%	49.0	2.53M	15.47M	11.81M	15.04M
Median Active Inventory Listing Price	\$204,000			\$80,000	\$179,900	\$357,200	\$879,000

September 2020



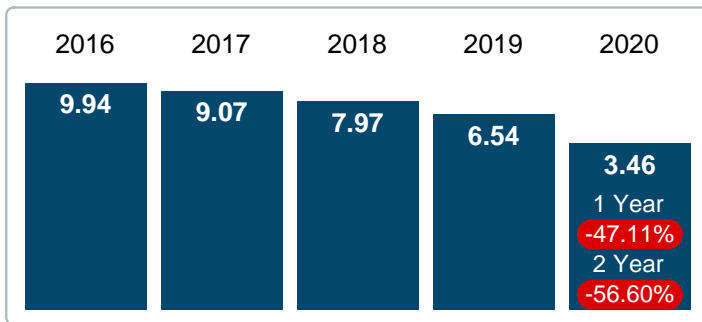
Area Delimited by County Of Mayes - Residential Property Type



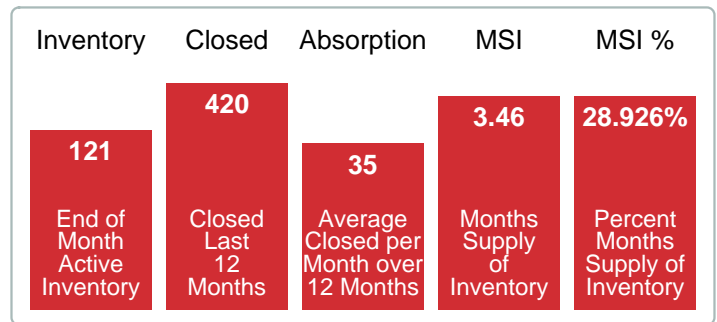
MONTHS SUPPLY of INVENTORY (MSI)

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

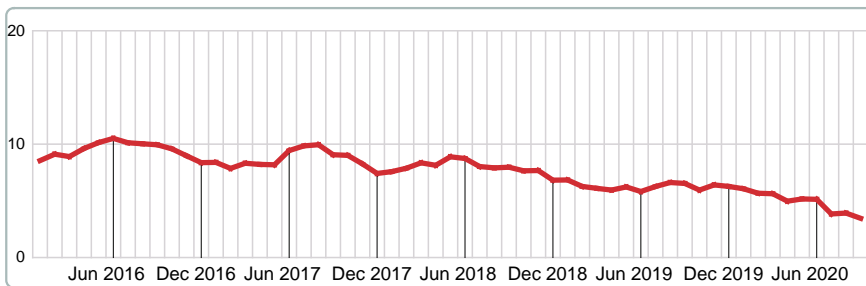
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

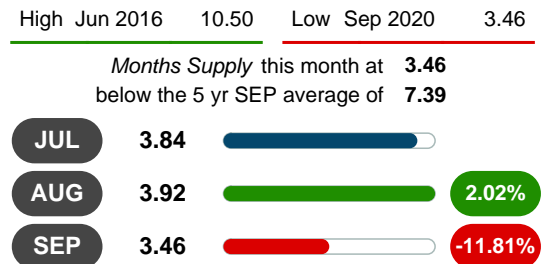


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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



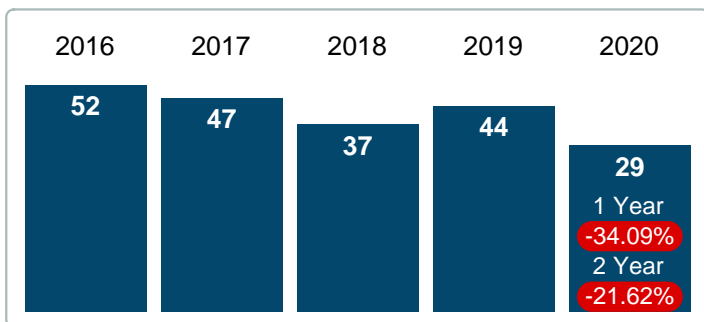
Area Delimited by County Of Mayes - Residential Property Type



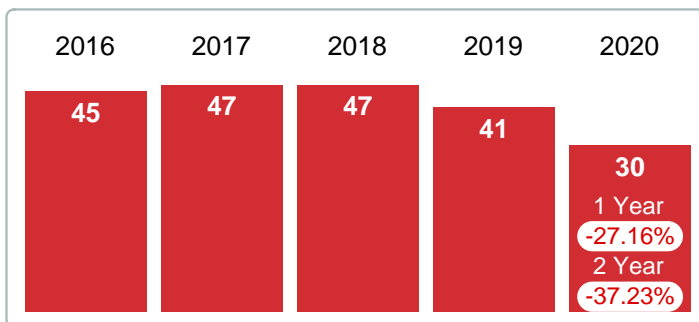
MEDIAN DAYS ON MARKET TO SALE

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

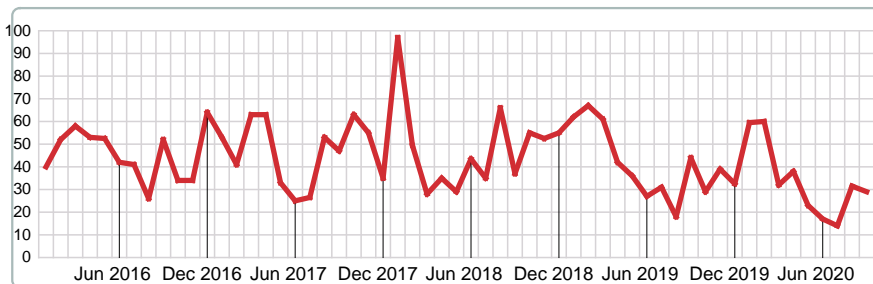
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

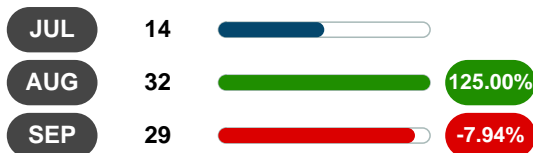


3 MONTHS

5 year SEP AVG = 42

High Jan 2018 97 Low Jul 2020 14

Median Days on Market to Sale this month at 29 below the 5 yr SEP average of 42



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
\$25,000 and less	5.00%	46	91	1	0	0
\$25,001 - \$75,000	10.00%	93	154	53	0	0
\$75,001 - \$100,000	17.50%	11	0	11	0	0
\$100,001 - \$175,000	25.00%	21	14	28	0	0
\$175,001 - \$275,000	20.00%	23	30	2	84	0
\$275,001 - \$350,000	12.50%	25	30	25	7	0
\$350,001 and up	10.00%	50	0	50	0	0
Median Closed DOM		29	59	25	46	0
Total Closed Units	100%	40	7	29	4	
Total Closed Volume		7,017,602	992.60K	5.06M	969.00K	0.00B

September 2020



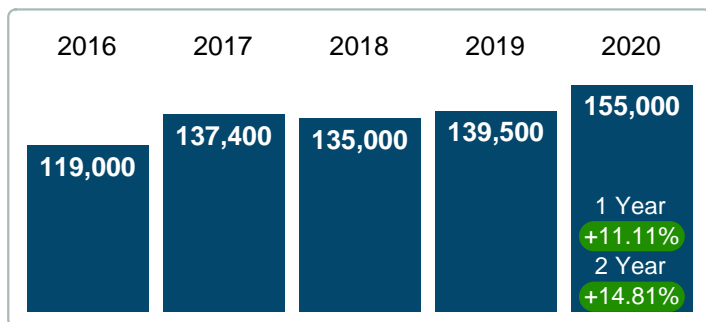
Area Delimited by County Of Mayes - Residential Property Type



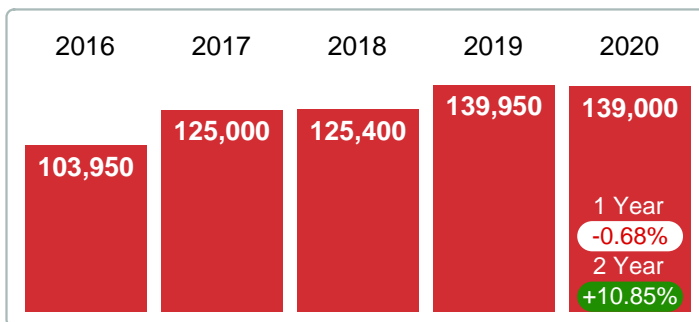
MEDIAN LIST PRICE AT CLOSING

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

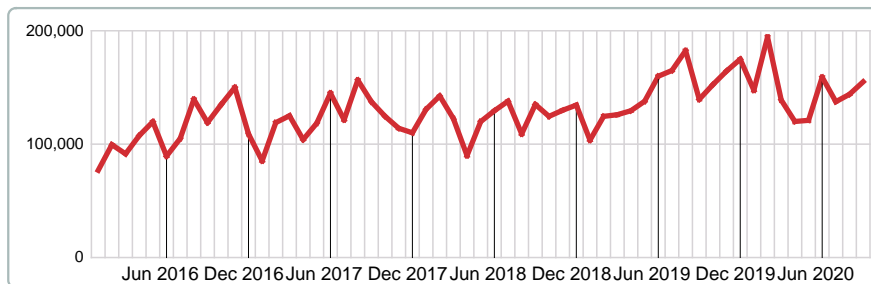
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

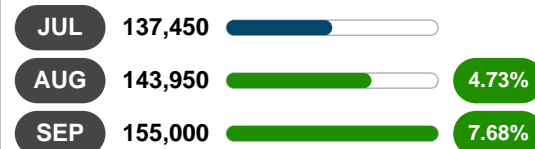


3 MONTHS

5 year SEP AVG = 137,180

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

Median List Price at Closing this month at **155,000**
above the 5 yr SEP average of **137,180**



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
\$25,000 and less	1	2.50%	19,200	0	19,200	0	0
\$25,001 - \$75,000	5	12.50%	40,000	38,000	45,000	0	0
\$75,001 - \$100,000	6	15.00%	90,000	0	90,000	0	0
\$100,001 - \$175,000	10	25.00%	139,250	139,000	139,500	0	0
\$175,001 - \$275,000	9	22.50%	189,900	245,000	185,000	219,000	0
\$275,001 - \$350,000	3	7.50%	300,000	300,000	280,000	325,000	0
\$350,001 and up	6	15.00%	392,500	0	392,500	0	0
Median List Price			155,000	139,000	139,900	229,000	0
Total Closed Units		100%	155,000	7	29	4	
Total Closed Volume			7,336,499	1.07M	5.29M	972.90K	0.00B

September 2020



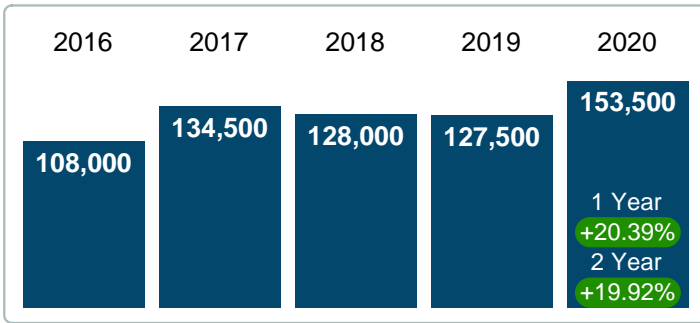
Area Delimited by County Of Mayes - Residential Property Type



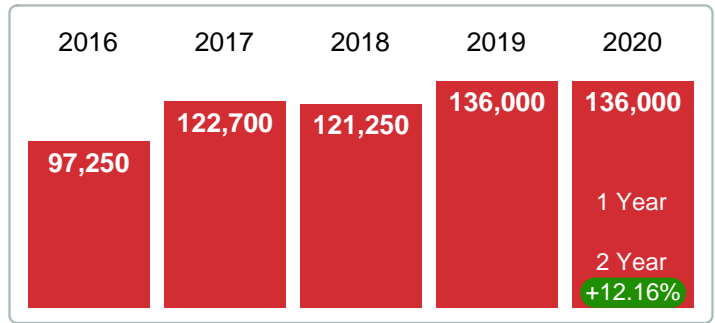
MEDIAN SOLD PRICE AT CLOSING

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

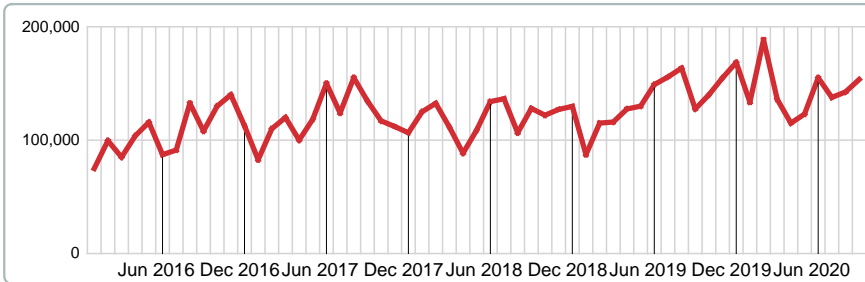
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

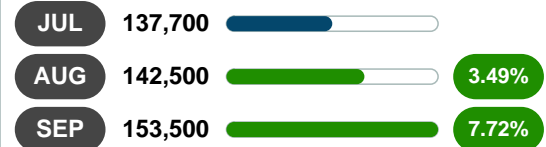


3 MONTHS

5 year SEP AVG = 130,300

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

Median Sold Price at Closing this month at **153,500** above the 5 yr SEP average of **130,300**



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
\$25,000 and less	5.00%	24,751	25,000	24,501	0	0
\$25,001 - \$75,000	10.00%	37,550	46,300	37,250	0	0
\$75,001 - \$100,000	17.50%	92,000	0	92,000	0	0
\$100,001 - \$175,000	25.00%	133,000	115,000	137,000	0	0
\$175,001 - \$275,000	20.00%	202,000	230,000	186,500	219,000	0
\$275,001 - \$350,000	12.50%	327,500	300,000	340,000	327,500	0
\$350,001 and up	10.00%	369,000	0	369,000	0	0
Median Sold Price		153,500	115,000	137,000	229,250	0
Total Closed Units		40	7	29	4	
Total Closed Volume		7,017,602	992.60K	5.06M	969.00K	0.00B

September 2020



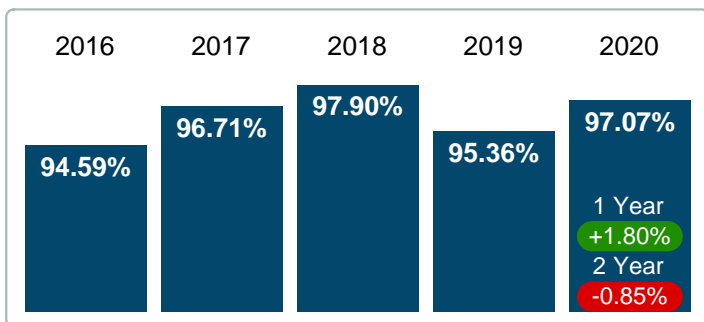
Area Delimited by County Of Mayes - Residential Property Type



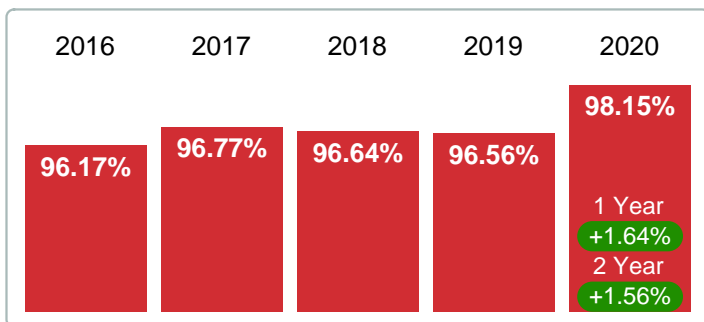
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

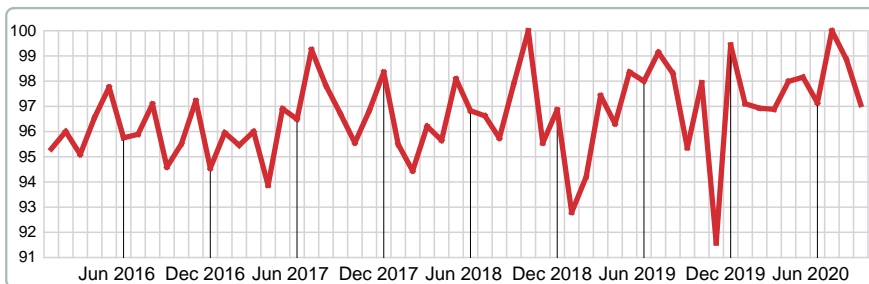
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

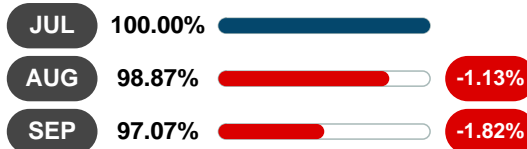


3 MONTHS

5 year SEP AVG = 96.33%

High Jul 2020 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.07%**
above the 5 yr SEP average of **96.33%**



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
\$25,000 and less	2	5.00%	96.70%	65.79%	127.61%	0.00%	0.00%
\$25,001 - \$75,000	4	10.00%	85.36%	89.56%	82.50%	0.00%	0.00%
\$75,001 - \$100,000	7	17.50%	100.00%	0.00%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	10	25.00%	96.09%	82.73%	96.92%	0.00%	0.00%
\$175,001 - \$275,000	8	20.00%	100.00%	93.88%	100.00%	100.00%	0.00%
\$275,001 - \$350,000	5	12.50%	100.00%	100.00%	97.22%	100.77%	0.00%
\$350,001 and up	4	10.00%	92.49%	0.00%	92.49%	0.00%	0.00%
Median Sold/List Ratio		97.07%		87.76%	97.22%	100.10%	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



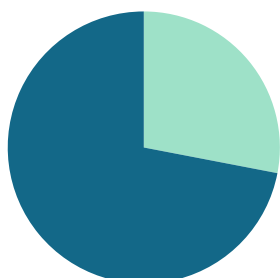
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

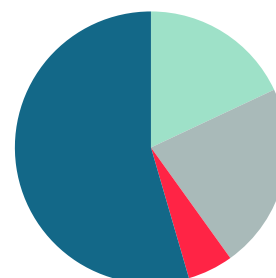


Inventory
 New Listings
51 = 28.02%
 Start Inventory
131
 Total Inventory Units
182
 Volume
\$63,744,495

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%
Median List Price	139,500	155,000	11.11%	139,950	139,000	-0.68%
Median Sale Price	127,500	153,500	20.39%	136,000	136,000	0.00%
Median Percent of Selling Price to List Price	95.36%	97.07%	1.80%	96.56%	98.15%	1.64%
Median Days on Market to Sale	44.00	29.00	-34.09%	40.50	29.50	-27.16%
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

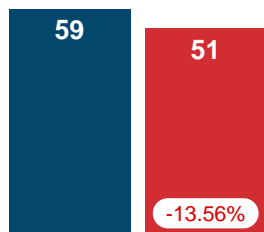
Inventory on September 30, 2020 = **121**

2019 **2020**

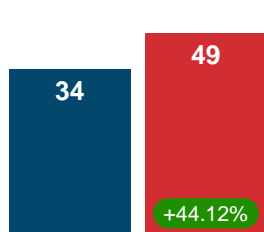
SEPTEMBER MARKET

MEDIAN PRICES

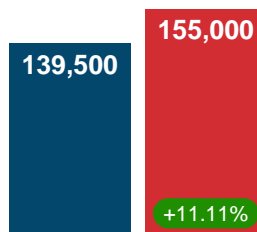
New Listings



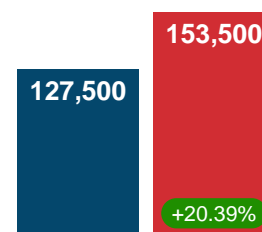
Pending Listings



List Price



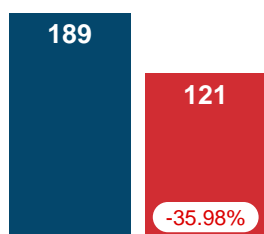
Sale Price



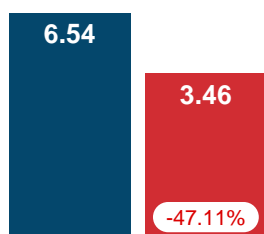
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

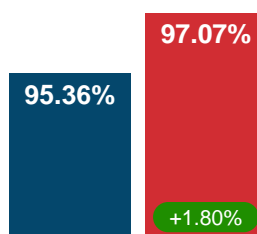
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

