

# October 2018



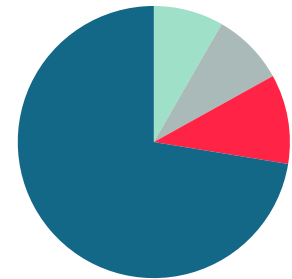
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	2017	October 2018	+/-%
Closed Listings	31	25	-19.35%
Pending Listings	29	26	-10.34%
New Listings	71	44	-38.03%
Median List Price	124,500	124,500	0.00%
Median Sale Price	117,000	122,000	4.27%
Median Percent of Selling Price to List Price	95.55%	100.00%	4.66%
Median Days on Market to Sale	63.00	55.00	-12.70%
End of Month Inventory	241	218	-9.54%
Months Supply of Inventory	9.01	7.65	-15.10%



■ Closed (8.31%)  
■ Pending (8.64%)  
■ Other OffMarket (10.63%)  
■ Active (72.43%)

**Absorption:** Last 12 months, an Average of **29** Sales/Month  
**Active Inventory** as of October 31, 2018 = **218**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **9.54%** to 218 existing homes available for sale. Over the last 12 months this area has had an average of 29 closed sales per month. This represents an unsold inventory index of **7.65** 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 **4.27%** in October 2018 to \$122,000 versus the previous year at \$117,000.

#### Median Days on Market Shortens

The median number of **55.00** days that homes spent on the market before selling decreased by 8.00 days or **12.70%** in October 2018 compared to last year's same month at **63.00** DOM.

#### Sales Success for October 2018 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 44 New Listings in October 2018, down **38.03%** from last year at 71. Furthermore, there were 25 Closed Listings this month versus last year at 31, a **-19.35%** decrease.

Closed versus Listed trends yielded a **56.8%** ratio, up from previous year's, October 2017, at **43.7%**, a **30.13%** 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

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

### 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

# October 2018



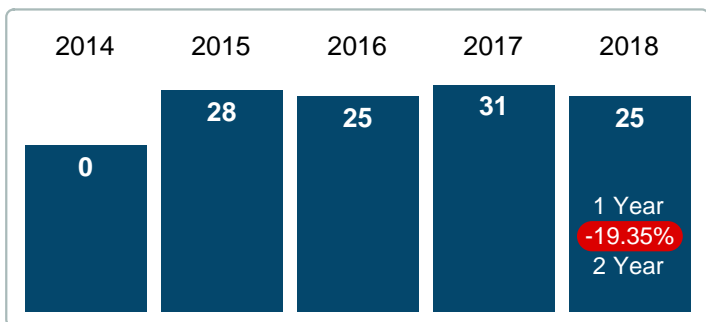
Area Delimited by County Of Mayes - Residential Property Type



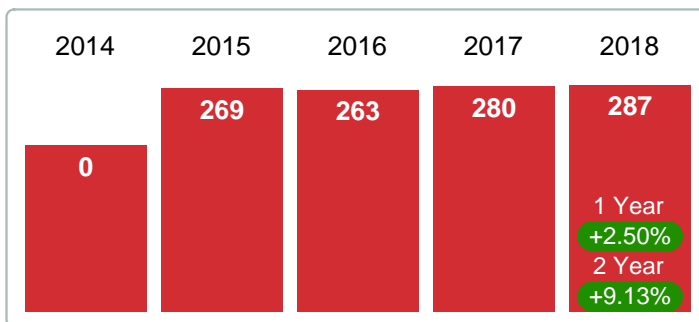
## CLOSED LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

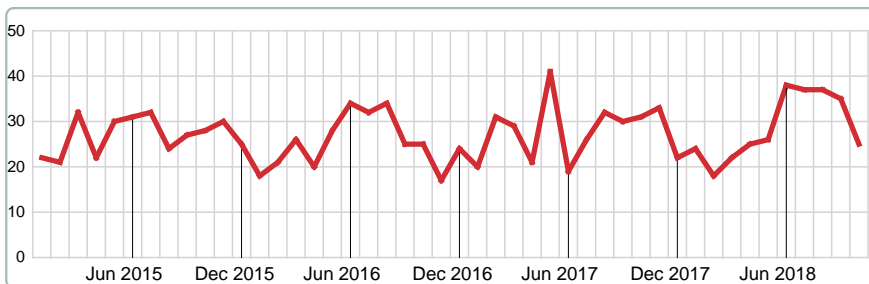
### OCTOBER



### YEAR TO DATE (YTD)

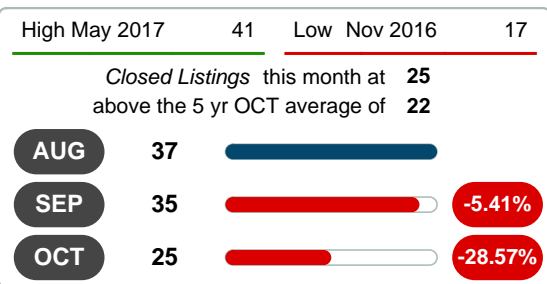


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 22



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	8.00%	62.0	0	2	0	0
\$50,001 - \$70,000	3	12.00%	5.0	1	2	0	0
\$70,001 - \$110,000	5	20.00%	26.0	0	5	0	0
\$110,001 - \$140,000	4	16.00%	57.0	1	3	0	0
\$140,001 - \$270,000	5	20.00%	55.0	0	2	3	0
\$270,001 - \$330,000	4	16.00%	117.0	0	2	2	0
\$330,001 and up	2	8.00%	136.5	0	2	0	0
<b>Total Closed Units</b>	<b>25</b>			<b>2</b>	<b>18</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,202,795</b>	<b>100%</b>	<b>55.0</b>	<b>183.00K</b>	<b>2.80M</b>	<b>1.22M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$122,000</b>			<b>\$91,500</b>	<b>\$112,250</b>	<b>\$254,010</b>	<b>\$0</b>

# October 2018



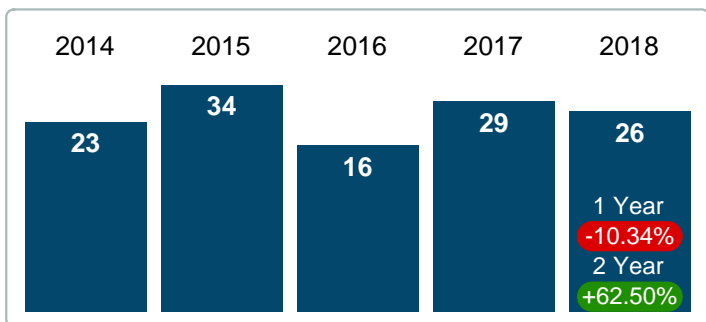
Area Delimited by County Of Mayes - Residential Property Type



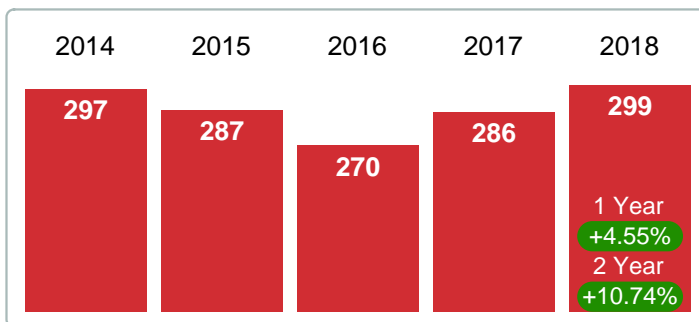
## PENDING LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

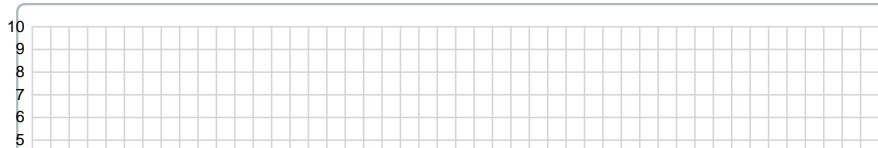
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 26

High Oct 2018: 0    Low Oct 2018: 0

Pending Listings this month at 26  
equal to 5 yr OCT average of 26

AUG: 0  
SEP: 0 (nan%)  
OCT: 0 (nan%)

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	7.69%	84.5	1	1	0	0
\$20,001 - \$60,000	4	15.38%	102.0	0	4	0	0
\$60,001 - \$80,000	3	11.54%	116.0	0	3	0	0
\$80,001 - \$150,000	7	26.92%	8.0	3	4	0	0
\$150,001 - \$220,000	3	11.54%	63.0	0	3	0	0
\$220,001 - \$290,000	4	15.38%	66.5	1	2	0	1
\$290,001 and up	3	11.54%	83.0	0	2	1	0
<b>Total Pending Units</b>	<b>26</b>			<b>5</b>	<b>19</b>	<b>1</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,073,950</b>	<b>100%</b>	<b>73.0</b>	<b>657.45K</b>	<b>2.87M</b>	<b>322.00K</b>	<b>225.00K</b>
<b>Median Listing Price</b>	<b>\$129,900</b>			<b>\$129,000</b>	<b>\$129,900</b>	<b>\$322,000</b>	<b>\$225,000</b>

# October 2018



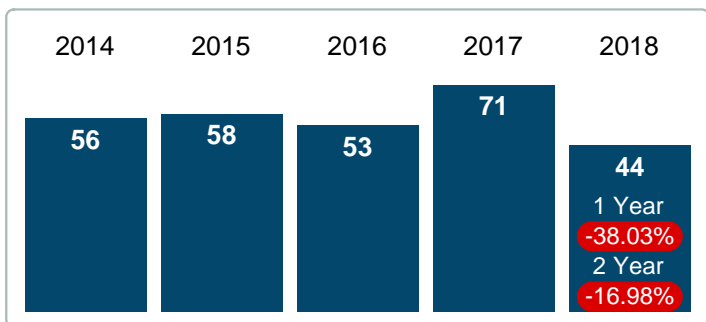
Area Delimited by County Of Mayes - Residential Property Type



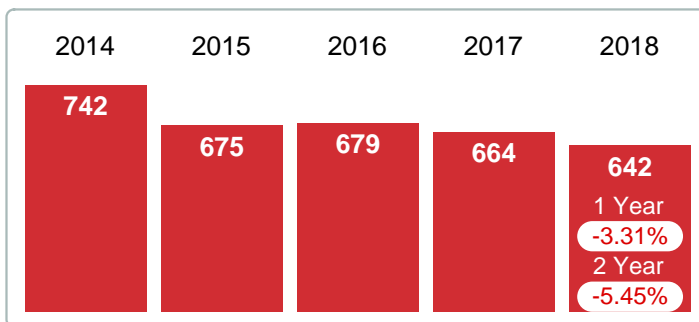
## NEW LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

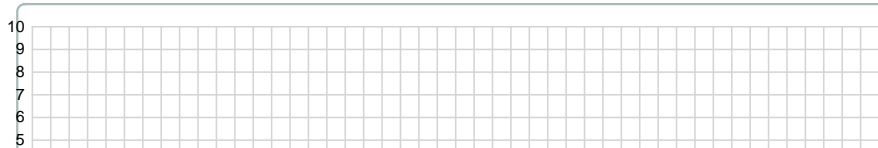
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 56

High Oct 2018: 0    Low Oct 2018: 0

New Listings this month at **44**  
 below the 5 yr OCT average of **56**

AUG: 0  
 SEP: 0  
 OCT: 0

nan%  
 nan%

### Distribution of New Listings by Price Range

Price Range	Count	%
\$50,000 and less	4	9.09%
\$50,001 - \$75,000	4	9.09%
\$75,001 - \$125,000	6	13.64%
\$125,001 - \$225,000	13	29.55%
\$225,001 - \$350,000	5	11.36%
\$350,001 - \$675,000	8	18.18%
\$675,001 and up	4	9.09%
<b>Total New Listed Units</b>	<b>44</b>	
<b>Total New Listed Volume</b>	<b>12,223,400</b>	<b>100%</b>
<b>Median New Listed Listing Price</b>	<b>\$177,500</b>	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	2	0	0
\$50,001 - \$75,000	0	4	0	0
\$75,001 - \$125,000	1	3	2	0
\$125,001 - \$225,000	5	7	1	0
\$225,001 - \$350,000	1	1	3	0
\$350,001 - \$675,000	0	6	1	1
\$675,001 and up	0	1	0	3
<b>Total</b>	<b>9</b>	<b>24</b>	<b>7</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>1.30M</b>	<b>5.21M</b>	<b>1.89M</b>	<b>3.83M</b>
<b>Median New Listed Listing Price</b>	<b>\$129,900</b>	<b>\$153,000</b>	<b>\$230,000</b>	<b>\$990,000</b>

# October 2018



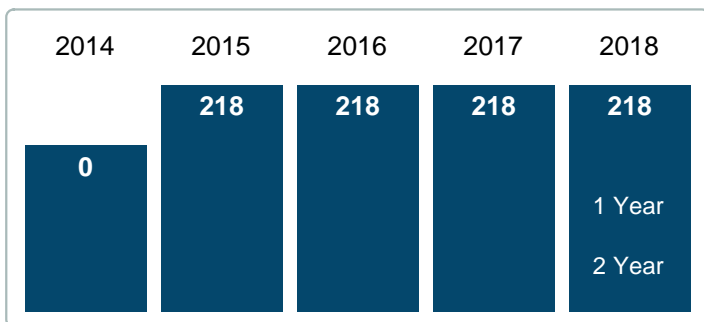
Area Delimited by County Of Mayes - Residential Property Type



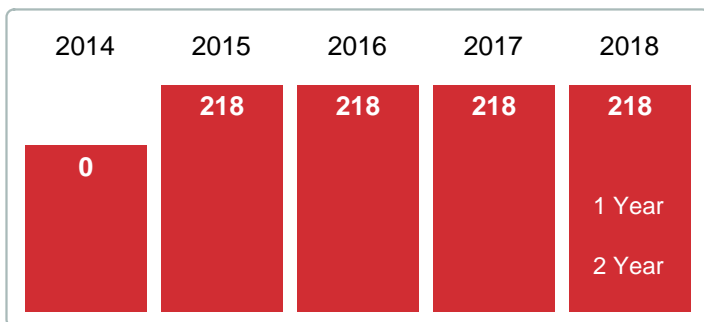
## ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 174

Month	High	Low	
High Oct 2018	218	Low Oct 2018	218
Inventory this month at <b>218</b> above the 5 yr OCT average of <b>174</b>			
AUG	218		
SEP	218		0.00%
OCT	218		0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	5.50%	50.0	6	5	1	0
\$50,001 - \$100,000	34	15.60%	62.0	6	24	4	0
\$100,001 - \$125,000	19	8.72%	77.0	7	10	2	0
\$125,001 - \$225,000	64	29.36%	73.0	10	42	9	3
\$225,001 - \$325,000	34	15.60%	83.0	2	22	9	1
\$325,001 - \$525,000	30	13.76%	62.5	4	17	8	1
\$525,001 and up	25	11.47%	60.0	3	7	8	7
<b>Total Active Inventory by Units</b>	<b>218</b>			<b>38</b>	<b>127</b>	<b>41</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>63,365,632</b>	<b>100%</b>	<b>70.0</b>	<b>10.05M</b>	<b>28.01M</b>	<b>16.31M</b>	<b>9.00M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$183,000</b>			<b>\$127,450</b>	<b>\$169,900</b>	<b>\$255,000</b>	<b>\$579,450</b>

# October 2018



Area Delimited by County Of Mayes - Residential Property Type



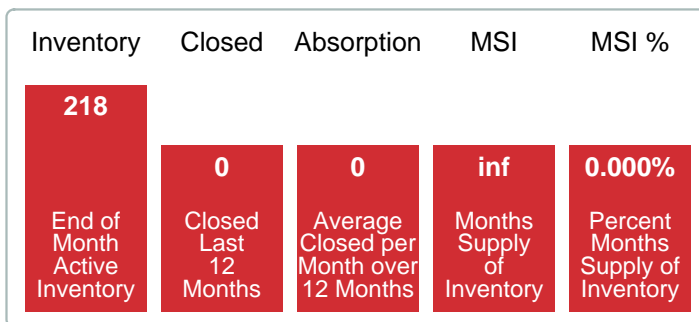
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 19, 2023 for MLS Technology Inc.

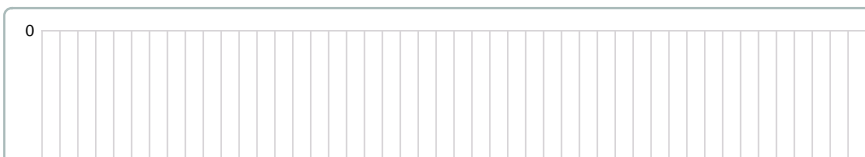
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018

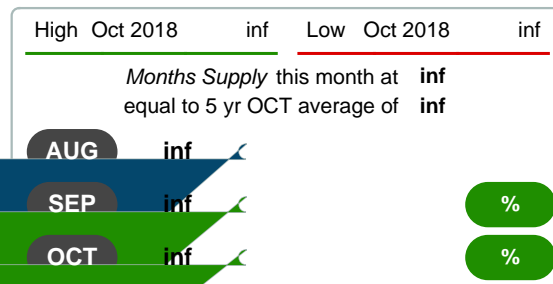


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12		5.50%	3.27	3.60	3.00	3.00	0.00	
\$50,001 - \$100,000	34		15.60%	4.64	2.67	5.43	6.86	0.00	
\$100,001 - \$125,000	19		8.72%	4.47	16.80	3.00	4.00	0.00	
\$125,001 - \$225,000	64		29.36%	7.11	17.14	6.30	5.40	36.00	
\$225,001 - \$325,000	34		15.60%	12.00	12.00	17.60	7.20	6.00	
\$325,001 - \$525,000	30		13.76%	27.69	16.00	34.00	32.00	12.00	
\$525,001 and up	25		11.47%	75.00	0.00	42.00	96.00	84.00	
Market Supply of Inventory (MSI)		7.65			7.13	7.06	8.79	24.00	
Total Active Inventory by Units		218	100%	7.65	38	127	41	12	

# October 2018



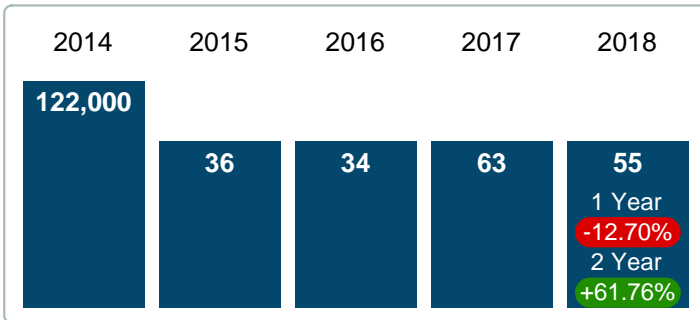
Area Delimited by County Of Mayes - Residential Property Type



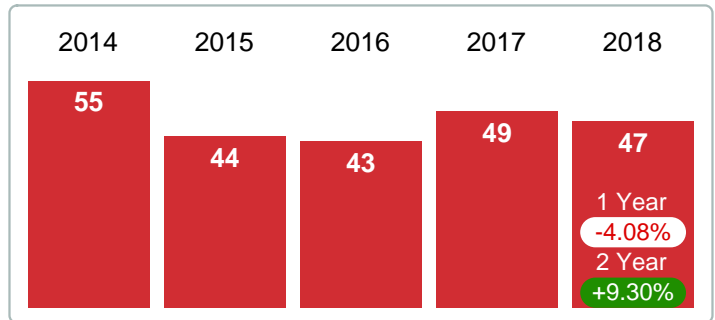
## MEDIAN DAYS ON MARKET TO SALE

Report produced on Jul 19, 2023 for MLS Technology Inc.

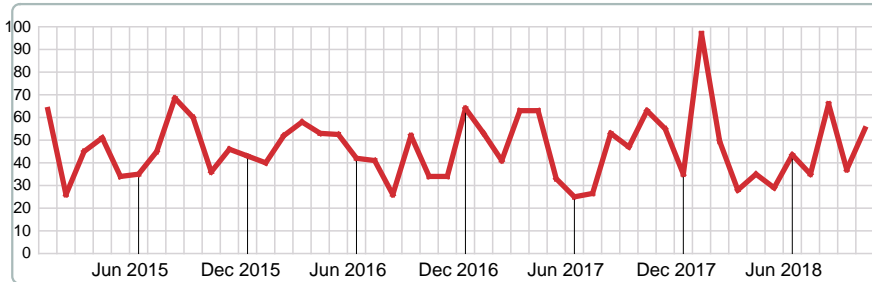
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 24,438

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 55 below the 5 yr OCT average of 24,438



### 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
\$50,000 and less	2	8.00%	62	0	62	0	0
\$50,001 - \$70,000	3	12.00%	5	35	3	0	0
\$70,001 - \$110,000	5	20.00%	26	0	26	0	0
\$110,001 - \$140,000	4	16.00%	57	55	59	0	0
\$140,001 - \$270,000	5	20.00%	55	0	66	55	0
\$270,001 - \$330,000	4	16.00%	117	0	120	117	0
\$330,001 and up	2	8.00%	137	0	137	0	0
Median Closed DOM			55	45	56	65	0
Total Closed Units		100%	55.0	2	18	5	
Total Closed Volume			4,202,795	183.00K	2.80M	1.22M	0.00B

# October 2018



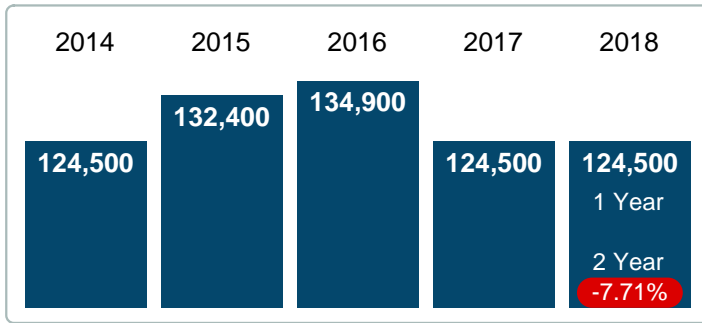
Area Delimited by County Of Mayes - Residential Property Type



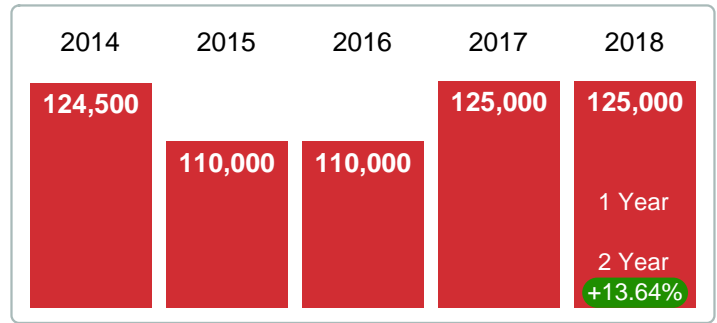
## MEDIAN LIST PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

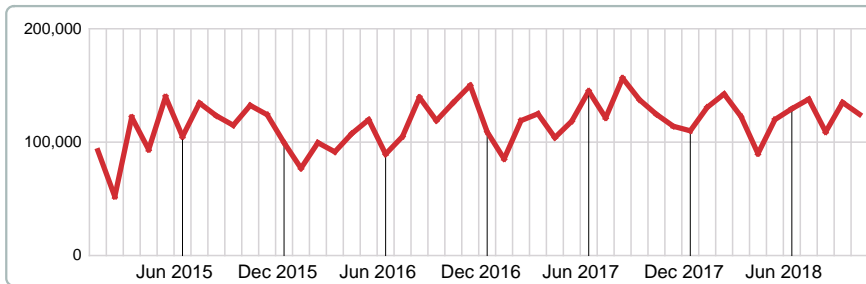
### OCTOBER



### YEAR TO DATE (YTD)

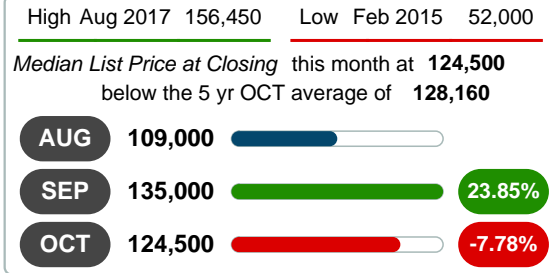


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 128,160



### 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
\$50,000 and less	12.00%	29,900	0	29,900	0	0
\$50,001 - \$70,000	12.00%	65,000	69,500	62,450	0	0
\$70,001 - \$110,000	12.00%	80,000	0	80,000	0	0
\$110,001 - \$140,000	16.00%	120,500	124,500	119,000	0	0
\$140,001 - \$270,000	24.00%	161,400	0	147,000	225,000	0
\$270,001 - \$330,000	12.00%	299,900	0	299,900	298,450	0
\$330,001 and up	12.00%	359,000	0	359,000	0	0
<b>Median List Price</b>		<b>124,500</b>	<b>97,000</b>	<b>119,000</b>	<b>254,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>124,500</b>	<b>2</b>	<b>18</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,284,400</b>	<b>194.00K</b>	<b>2.86M</b>	<b>1.23M</b>	<b>0.00B</b>



# October 2018



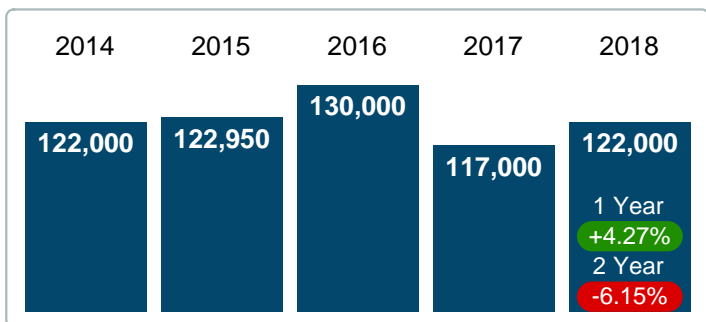
Area Delimited by County Of Mayes - Residential Property Type



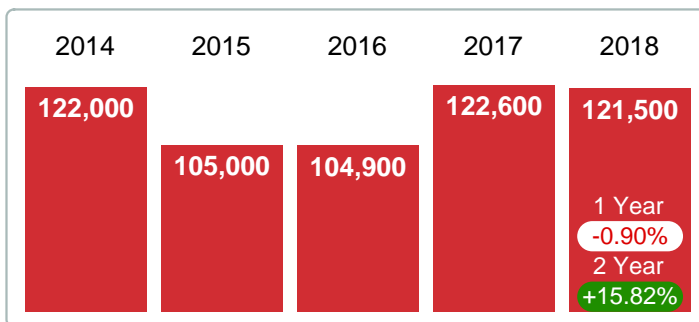
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

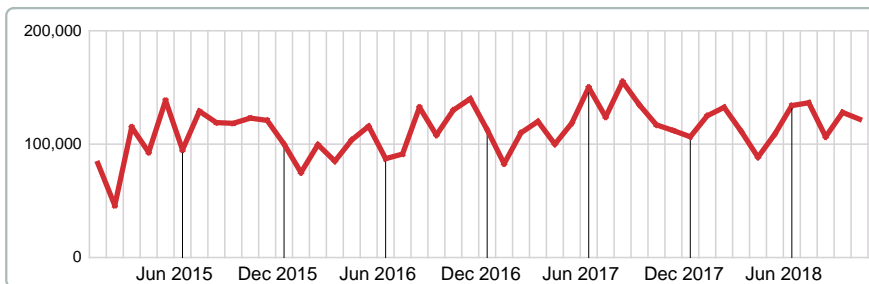
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

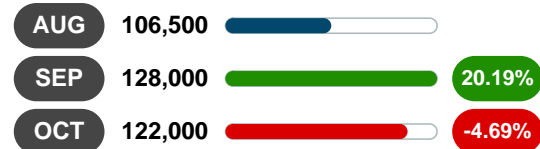


### 3 MONTHS

5 year OCT AVG = 122,790

High Aug 2017 155,100 Low Feb 2015 45,914

Median Sold Price at Closing this month at 122,000 below the 5 yr OCT average of 122,790



### 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
\$50,000 and less	8.00%	32,200	0	32,200	0	0
\$50,001 - \$70,000	12.00%	65,000	65,000	58,650	0	0
\$70,001 - \$110,000	20.00%	87,500	0	87,500	0	0
\$110,001 - \$140,000	16.00%	120,000	118,000	122,000	0	0
\$140,001 - \$270,000	20.00%	169,000	0	158,000	217,500	0
\$270,001 - \$330,000	16.00%	310,500	0	314,500	299,043	0
\$330,001 and up	8.00%	422,500	0	422,500	0	0
Median Sold Price		122,000	91,500	112,250	254,010	0
Total Closed Units	100%	122,000	2	18	5	
Total Closed Volume		4,202,795	183.00K	2.80M	1.22M	0.00B

# October 2018



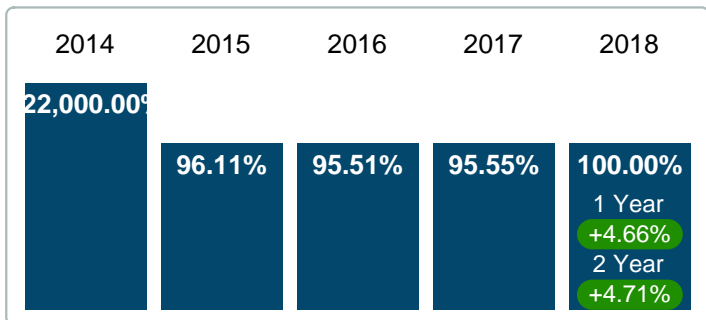
Area Delimited by County Of Mayes - Residential Property Type



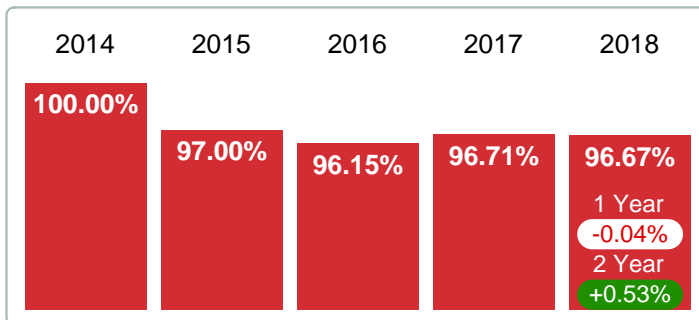
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 19, 2023 for MLS Technology Inc.

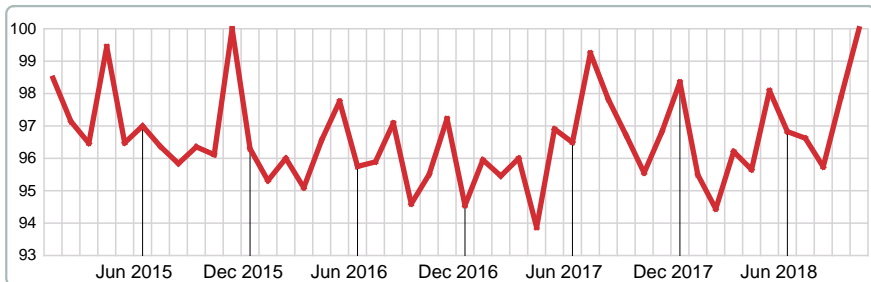
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

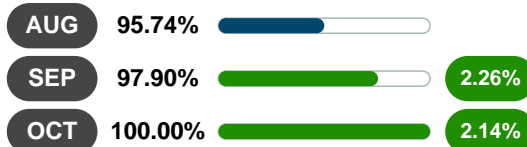


### 3 MONTHS

5 year OCT AVG = 24,477.43%

High Oct 2018 100.00% Low Apr 2017 93.87%

Median Sold/List Ratio this month at **100.00%**  
below the 5 yr OCT average of **24,477.43%**



### 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
\$50,000 and less	2	8.00%	100.74%	0.00%	100.74%	0.00%	0.00%
\$50,001 - \$70,000	3	12.00%	93.53%	93.53%	93.64%	0.00%	0.00%
\$70,001 - \$110,000	5	20.00%	101.35%	0.00%	101.35%	0.00%	0.00%
\$110,001 - \$140,000	4	16.00%	95.66%	94.78%	96.22%	0.00%	0.00%
\$140,001 - \$270,000	5	20.00%	100.00%	0.00%	100.00%	96.67%	0.00%
\$270,001 - \$330,000	4	16.00%	99.85%	0.00%	95.81%	100.22%	0.00%
\$330,001 and up	2	8.00%	92.39%	0.00%	92.39%	0.00%	0.00%
Median Sold/List Ratio		100.00%		94.15%	100.00%	100.00%	0.00%
Total Closed Units		25	100%	2	18	5	
Total Closed Volume		4,202,795		183.00K	2.80M	1.22M	0.00B

# October 2018



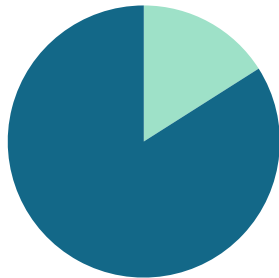
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

### INVENTORY

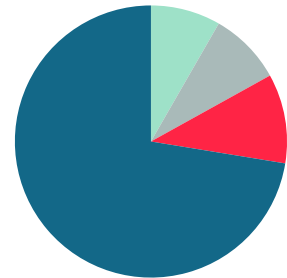


**Inventory**  
 New Listings  
**44 = 16.00%**  
 Start Inventory  
**231**  
 Total Inventory Units  
**275**  
 Volume  
**\$77,215,582**

### Market Activity

Closed Sales  
**25 = 8.31%**  
 Pending Sales  
**26 = 8.64%**  
 Other Off Market  
**32 = 10.63%**  
 Active Inventory  
**218 = 72.43%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	31	25	-19.35%	280	287	2.50%
Pending Sales	29	26	-10.34%	286	299	4.55%
New Listings	71	44	-38.03%	664	642	-3.31%
Median List Price	124,500	124,500	0.00%	125,000	125,000	0.00%
Median Sale Price	117,000	122,000	4.27%	122,600	121,500	-0.90%
Median Percent of Selling Price to List Price	95.55%	100.00%	4.66%	96.71%	96.67%	-0.04%
Median Days on Market to Sale	63.00	55.00	-12.70%	49.00	47.00	-4.08%
Monthly Inventory	241	218	-9.54%	241	218	-9.54%
Months Supply of Inventory	9.01	7.65	-15.10%	9.01	7.65	-15.10%

**Absorption:** Last 12 months, an Average of **29** Sales/Month

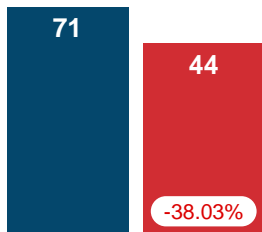
**Inventory** on October 31, 2018 = **218**

**2017** **2018**

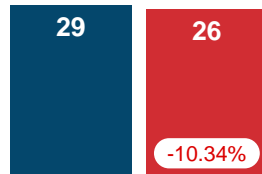
### OCTOBER MARKET

### MEDIAN PRICES

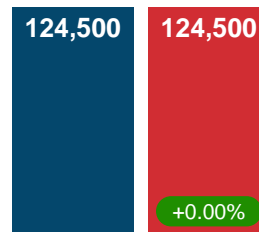
#### New Listings



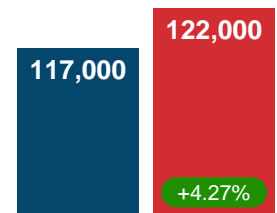
#### Pending Listings



#### List Price



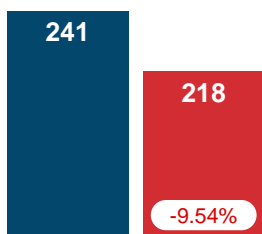
#### Sale Price



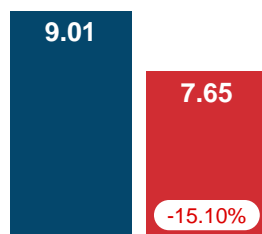
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

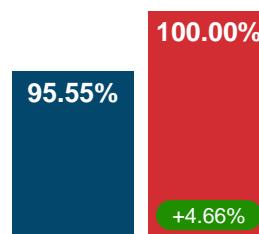
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

