

# August 2019



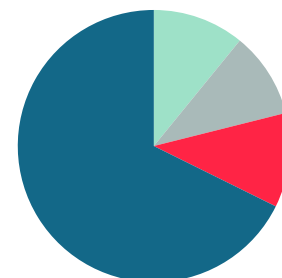
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	37	32	-13.51%
Pending Listings	34	30	-11.76%
New Listings	56	71	26.79%
Average List Price	151,762	199,347	31.35%
Average Sale Price	144,514	187,718	29.90%
Average Percent of Selling Price to List Price	93.65%	95.84%	2.34%
Average Days on Market to Sale	72.22	45.09	-37.56%
End of Month Inventory	226	199	-11.95%
Months Supply of Inventory	7.91	6.61	-16.34%



■ Closed (10.88%)  
■ Pending (10.20%)  
■ Other OffMarket (11.22%)  
■ Active (67.69%)

**Absorption:** Last 12 months, an Average of **30** Sales/Month  
**Active Inventory** as of August 31, 2019 = **199**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2019 decreased **11.95%** to 199 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **6.61** 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 **29.90%** in August 2019 to \$187,718 versus the previous year at \$144,514.

#### Average Days on Market Shortens

The average number of **45.09** days that homes spent on the market before selling decreased by 27.12 days or **37.56%** in August 2019 compared to last year's same month at **72.22** DOM.

#### Sales Success for August 2019 is Positive

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

There were 71 New Listings in August 2019, up **26.79%** from last year at 56. Furthermore, there were 32 Closed Listings this month versus last year at 37, a **-13.51%** decrease.

Closed versus Listed trends yielded a **45.1%** ratio, down from previous year's, August 2018, at **66.1%**, a **31.79%** downswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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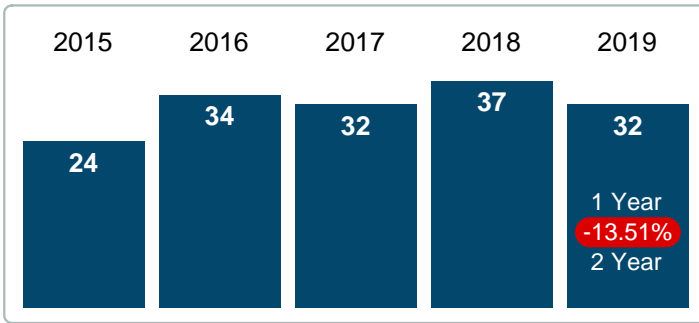
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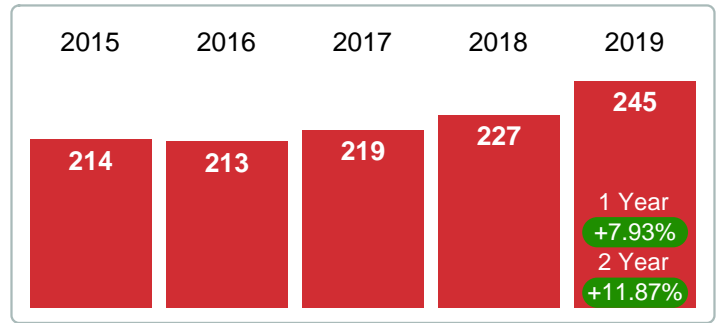
## CLOSED LISTINGS

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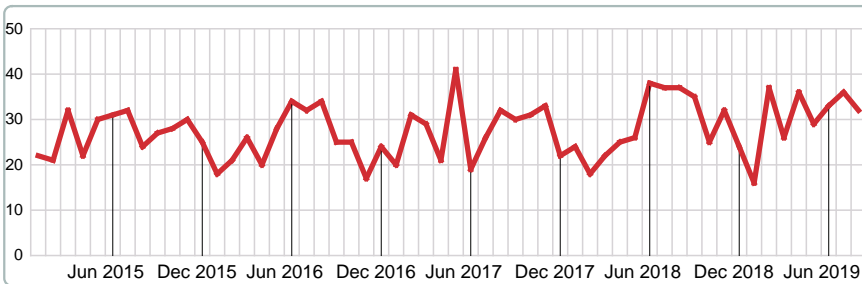
### AUGUST



### YEAR TO DATE (YTD)

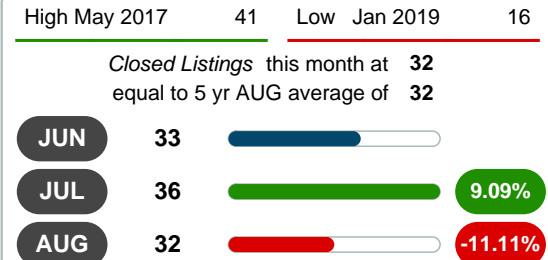


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 32



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.38%	104.0	2	1	0	0
\$50,001 - \$100,000	4	12.50%	35.8	3	1	0	0
\$100,001 - \$125,000	2	6.25%	25.0	0	2	0	0
\$125,001 - \$200,000	11	34.38%	21.6	3	6	1	1
\$200,001 - \$250,000	4	12.50%	26.8	0	3	0	1
\$250,001 - \$325,000	4	12.50%	29.0	0	1	2	1
\$325,001 and up	4	12.50%	119.3	0	2	1	1
<b>Total Closed Units</b>	<b>32</b>			<b>8</b>	<b>16</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>6,006,980</b>	<b>100%</b>	<b>45.1</b>	<b>759.00K</b>	<b>2.90M</b>	<b>1.32M</b>	<b>1.03M</b>
<b>Average Closed Price</b>	<b>\$187,718</b>			<b>\$94,875</b>	<b>\$181,034</b>	<b>\$329,733</b>	<b>\$258,125</b>

# August 2019



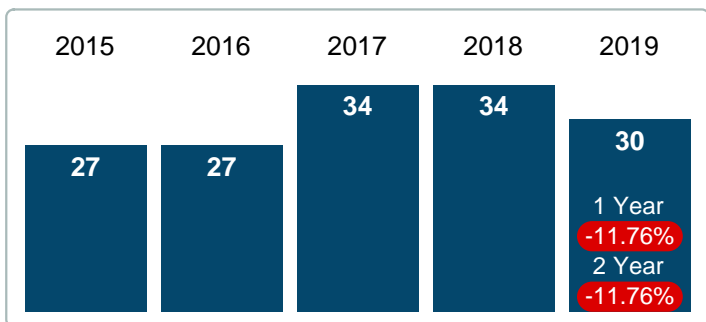
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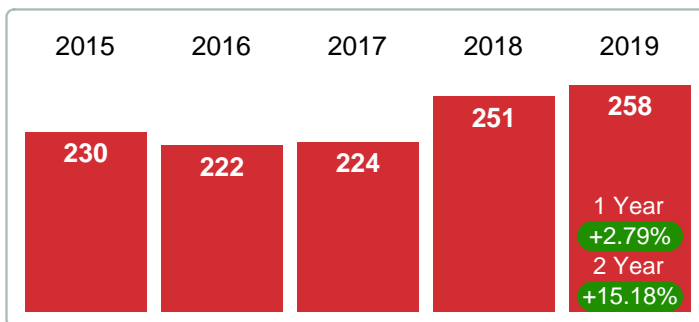
## PENDING LISTINGS

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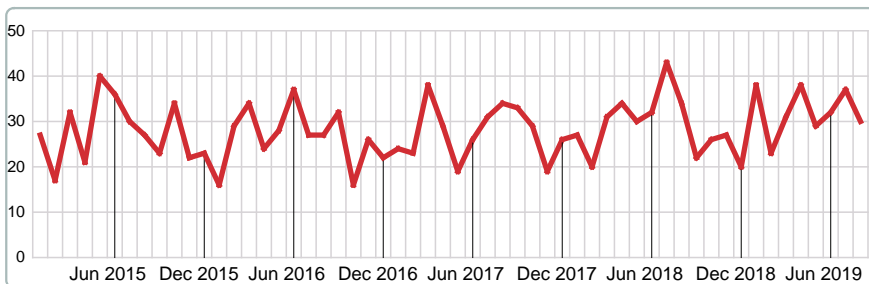
### AUGUST



### YEAR TO DATE (YTD)

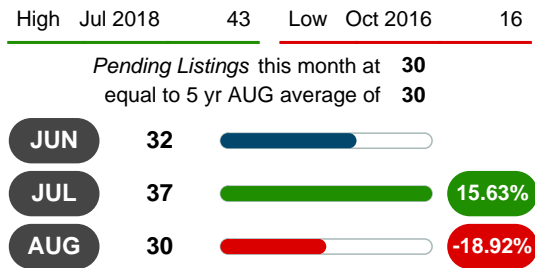


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 30



### 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	10.00%	105.0	1	2	0	0
\$75,001 - \$100,000	3	10.00%	101.0	0	3	0	0
\$100,001 - \$125,000	2	6.67%	2.5	0	1	1	0
\$125,001 - \$175,000	10	33.33%	34.1	1	6	2	1
\$175,001 - \$225,000	6	20.00%	91.3	1	3	2	0
\$225,001 - \$325,000	3	10.00%	25.3	0	1	2	0
\$325,001 and up	3	10.00%	34.3	0	0	1	2
<b>Total Pending Units</b>	<b>30</b>			<b>3</b>	<b>16</b>	<b>8</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>5,436,975</b>	<b>100%</b>	<b>56.4</b>	<b>364.90K</b>	<b>2.20M</b>	<b>2.01M</b>	<b>861.50K</b>
<b>Average Listing Price</b>	<b>\$181,233</b>			<b>\$121,633</b>	<b>\$137,461</b>	<b>\$251,400</b>	<b>\$287,167</b>

# August 2019



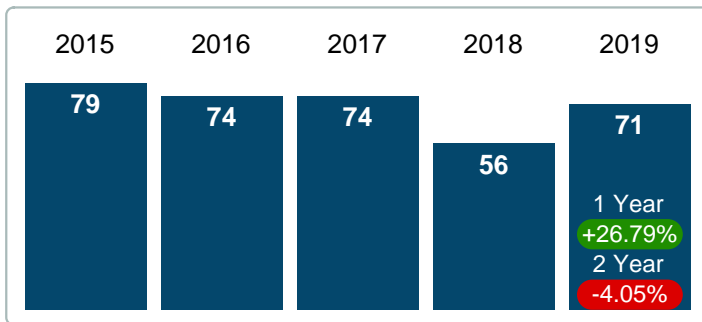
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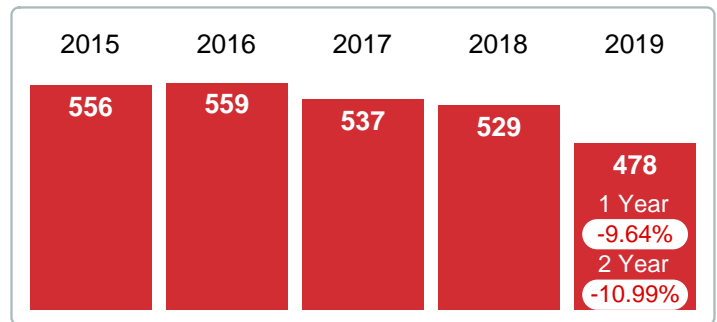
## NEW LISTINGS

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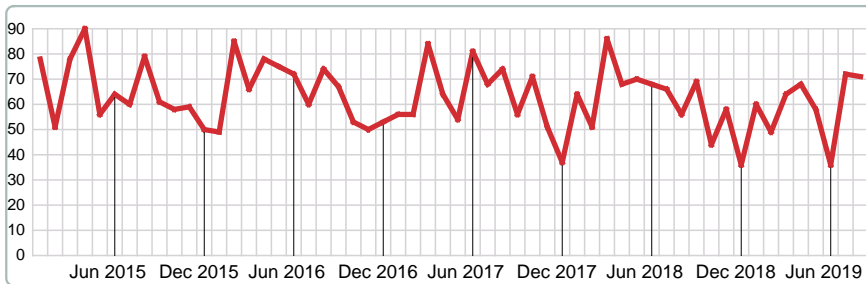
### AUGUST



### YEAR TO DATE (YTD)

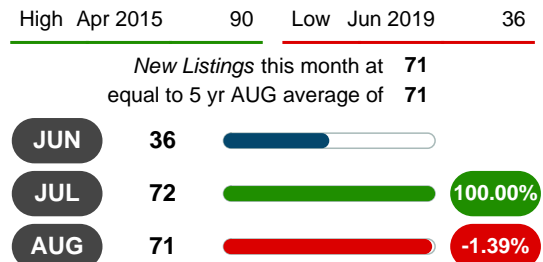


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 71



### 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	2	2.82%	1	1	0	0
\$50,001 - \$100,000	13	18.31%	4	7	1	1
\$100,001 - \$125,000	6	8.45%	2	3	1	0
\$125,001 - \$175,000	20	28.17%	1	14	4	1
\$175,001 - \$225,000	9	12.68%	1	6	1	1
\$225,001 - \$325,000	13	18.31%	1	7	4	1
\$325,001 and up	8	11.27%	1	3	0	4
<b>Total New Listed Units</b>	<b>71</b>		<b>11</b>	<b>41</b>	<b>11</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>17,170,844</b>	<b>100%</b>	<b>1.57M</b>	<b>7.57M</b>	<b>2.07M</b>	<b>5.96M</b>
<b>Average New Listed Listing Price</b>	<b>\$186,827</b>		<b>\$143,155</b>	<b>\$184,589</b>	<b>\$187,791</b>	<b>\$745,288</b>

# August 2019



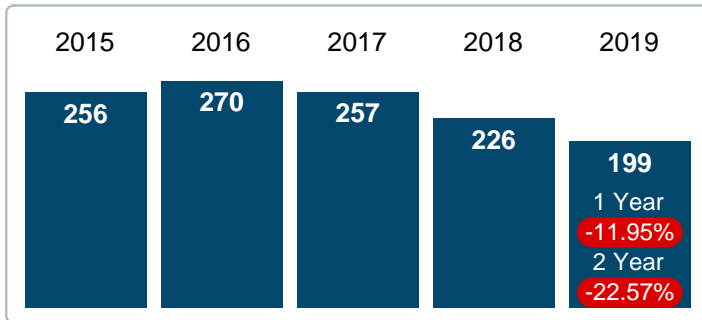
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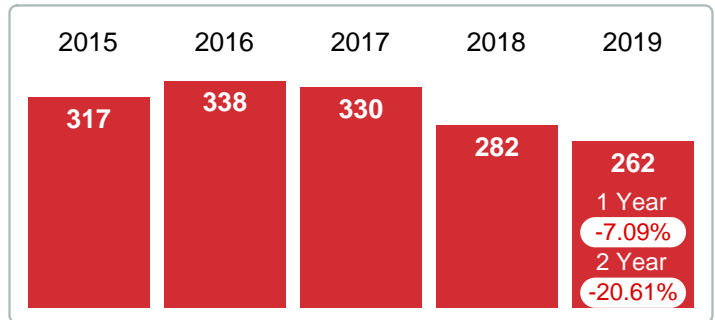
## ACTIVE INVENTORY

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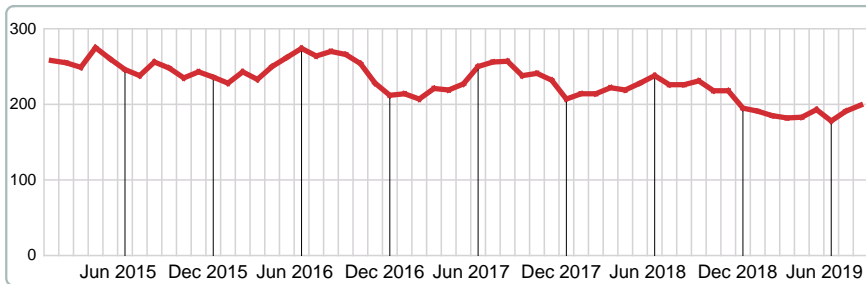
### END OF AUGUST



### ACTIVE DURING AUGUST

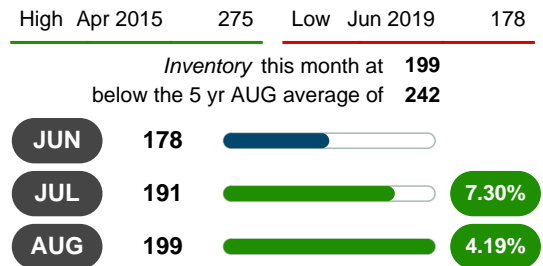


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 242



### 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	9	4.52%	79.6	5	4	0	0
\$50,001 - \$100,000	34	17.09%	62.2	9	20	4	1
\$100,001 - \$125,000	15	7.54%	55.6	4	9	2	0
\$125,001 - \$225,000	62	31.16%	58.1	6	42	13	1
\$225,001 - \$350,000	35	17.59%	84.3	4	18	12	1
\$350,001 - \$575,000	24	12.06%	96.5	4	13	4	3
\$575,001 and up	20	10.05%	96.8	2	2	9	7
<b>Total Active Inventory by Units</b>	<b>199</b>			<b>34</b>	<b>108</b>	<b>44</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>62,802,743</b>	<b>100%</b>	<b>72.7</b>	<b>7.00M</b>	<b>22.62M</b>	<b>15.45M</b>	<b>17.73M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$315,592</b>			<b>\$205,776</b>	<b>\$209,476</b>	<b>\$351,209</b>	<b>\$1,363,823</b>

# August 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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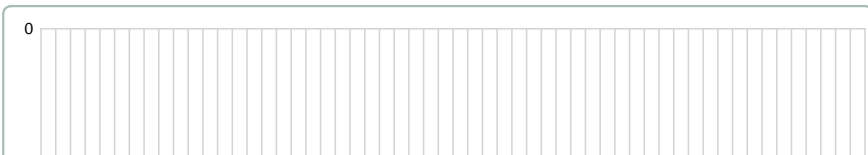
### MSI FOR AUGUST

2015	2016	2017	2018	2019

### INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>199</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9		4.52%	2.51	2.73	2.53	0.00	0.00	
\$50,001 - \$100,000	34		17.09%	4.98	5.14	4.62	5.33	0.00	
\$100,001 - \$125,000	15		7.54%	4.50	6.00	3.48	24.00	0.00	
\$125,001 - \$225,000	62		31.16%	6.10	5.14	5.73	9.75	3.00	
\$225,001 - \$350,000	35		17.59%	7.64	9.60	8.64	6.55	4.00	
\$350,001 - \$575,000	24		12.06%	19.20	48.00	19.50	12.00	18.00	
\$575,001 and up	20		10.05%	60.00	0.00	12.00	54.00	0.00	
Market Supply of Inventory (MSI)		6.61			5.75	5.76	9.43	17.33	
Total Active Inventory by Units		199	100%	6.61	34	108	44	13	

# August 2019



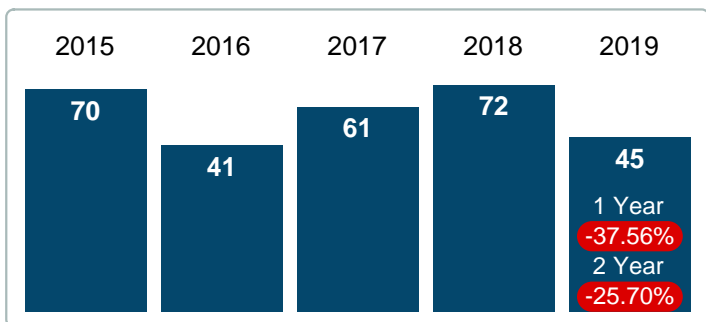
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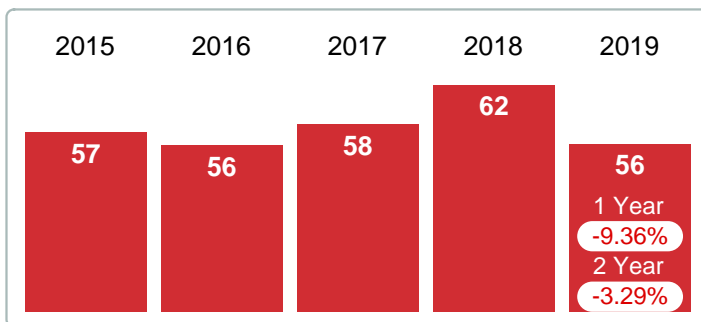
## AVERAGE DAYS ON MARKET TO SALE

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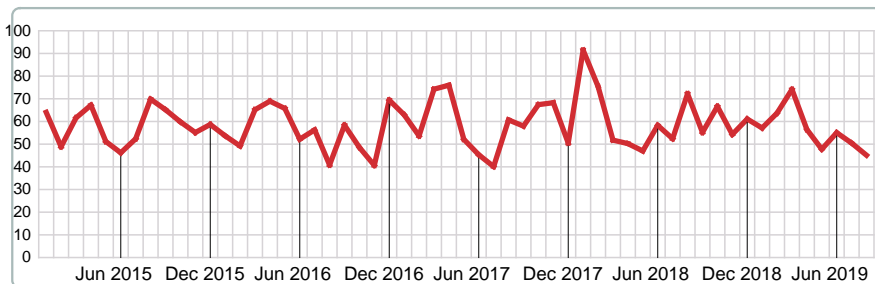
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 58

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 45 below the 5 yr AUG average of 58



## 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
\$50,000 and less	9.38%	104	88	137	0	0
\$50,001 - \$100,000	12.50%	36	1	140	0	0
\$100,001 - \$125,000	6.25%	25	0	25	0	0
\$125,001 - \$200,000	34.38%	22	37	20	5	1
\$200,001 - \$250,000	12.50%	27	0	33	0	9
\$250,001 - \$325,000	12.50%	29	0	65	16	19
\$325,001 and up	12.50%	119	0	132	75	138
<b>Average Closed DOM</b>		<b>45</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>8</b>	<b>16</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>6,006,980</b>	<b>759.00K</b>	<b>2.90M</b>	<b>1.32M</b>	<b>1.03M</b>

# August 2019



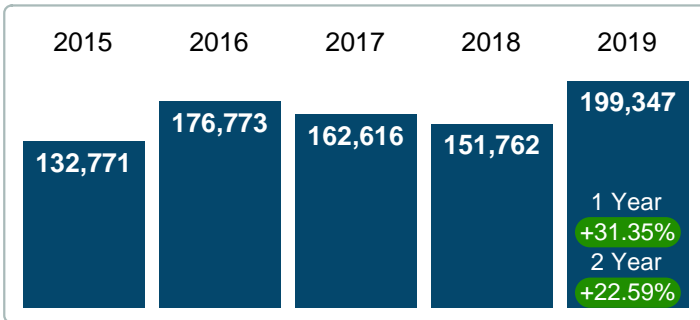
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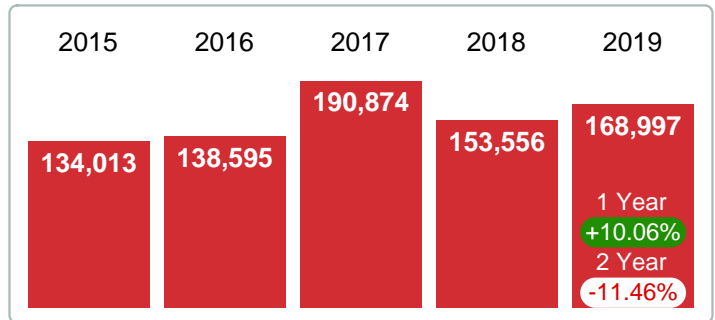
## AVERAGE LIST PRICE AT CLOSING

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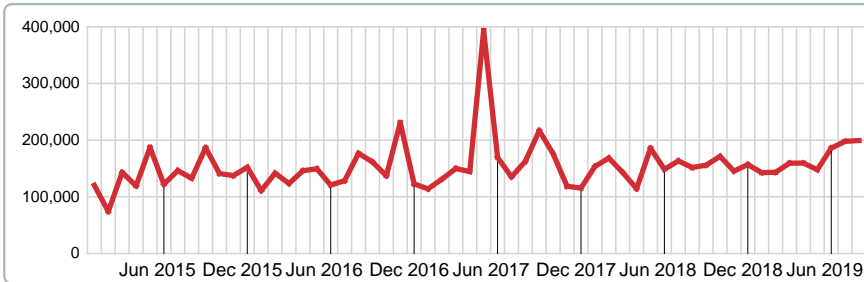
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

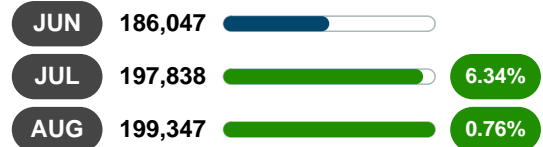


### 3 MONTHS

5 year AUG AVG = 164,654

High May 2017 393,277 Low Feb 2015 74,311

Average List Price at Closing this month at **199,347**  
above the 5 yr AUG average of **164,654**



### 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
\$50,000 and less	6.25%	31,500	46,000	36,000	0	0
\$50,001 - \$100,000	15.63%	69,400	69,833	72,500	0	0
\$100,001 - \$125,000	6.25%	108,500	0	108,500	0	0
\$125,001 - \$200,000	31.25%	164,070	171,300	167,300	199,500	127,500
\$200,001 - \$250,000	15.63%	225,100	0	235,500	0	215,000
\$250,001 - \$325,000	9.38%	280,333	0	257,000	292,000	385,000
\$325,001 and up	15.63%	428,980	0	354,950	675,000	375,000
<b>Average List Price</b>		<b>199,347</b>	<b>101,925</b>	<b>187,669</b>	<b>364,625</b>	<b>275,625</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,347</b>	<b>8</b>	<b>16</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>6,379,100</b>	<b>815.40K</b>	<b>3.00M</b>	<b>1.46M</b>	<b>1.10M</b>



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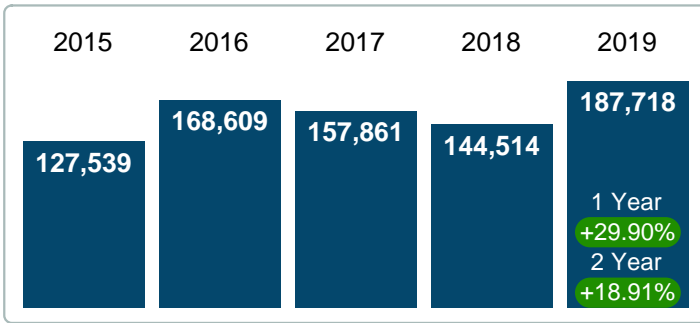
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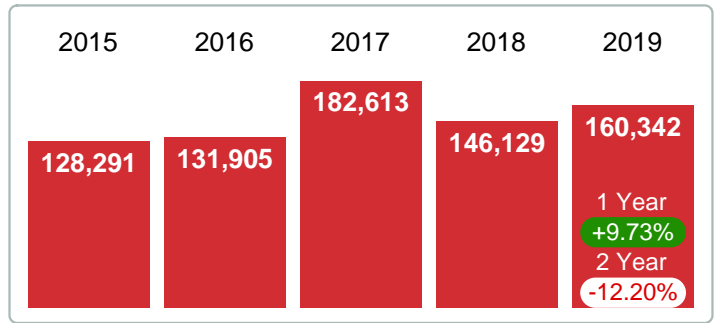
## AVERAGE SOLD PRICE AT CLOSING

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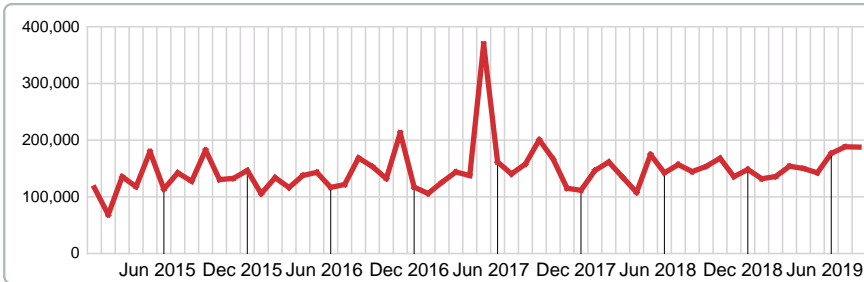
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

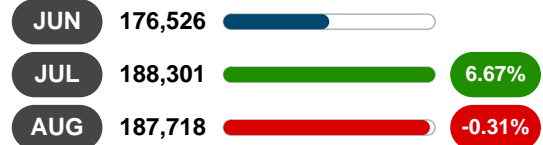


### 3 MONTHS

5 year AUG AVG = 157,248

High May 2017 369,501 Low Feb 2015 68,582

Average Sold Price at Closing this month at **187,718**  
above the 5 yr AUG average of **157,248**



### 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
\$50,000 and less	9.38%	37,333	38,000	36,000	0	0
\$50,001 - \$100,000	12.50%	69,875	69,000	72,500	0	0
\$100,001 - \$125,000	6.25%	109,500	0	109,500	0	0
\$125,001 - \$200,000	34.38%	161,082	158,667	161,483	199,500	127,500
\$200,001 - \$250,000	12.50%	221,000	0	224,667	0	210,000
\$250,001 - \$325,000	12.50%	287,020	0	258,650	284,715	320,000
\$325,001 and up	12.50%	398,125	0	333,750	550,000	375,000
<b>Average Sold Price</b>		<b>187,718</b>	<b>94,875</b>	<b>181,034</b>	<b>329,733</b>	<b>258,125</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,718</b>	<b>8</b>	<b>16</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>6,006,980</b>	<b>759.00K</b>	<b>2.90M</b>	<b>1.32M</b>	<b>1.03M</b>

# August 2019



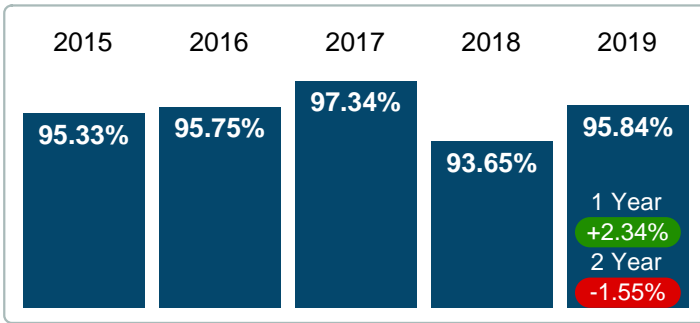
Area Delimited by County Of Mayes - Residential Property Type



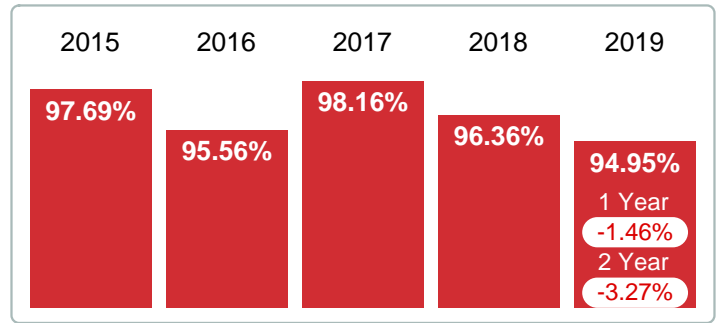
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

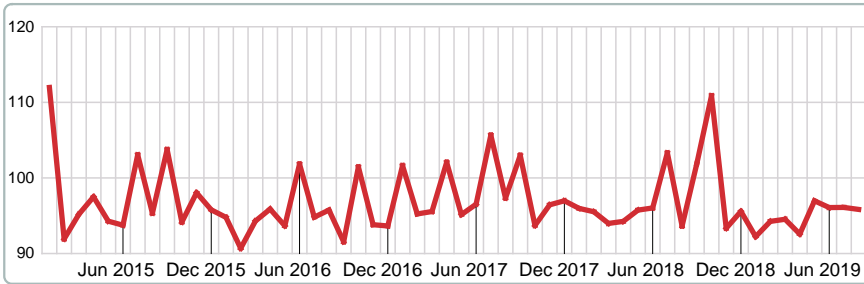
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

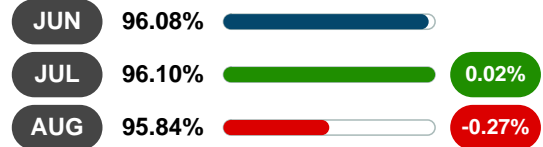


### 3 MONTHS

5 year AUG AVG = 95.58%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **95.84%**  
equal to 5 yr AUG average of **95.58%**



### 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
\$50,000 and less	3	9.38%	92.52%	88.77%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	4	12.50%	98.95%	98.60%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	2	6.25%	100.91%	0.00%	100.91%	0.00%	0.00%
\$125,001 - \$200,000	11	34.38%	96.27%	93.08%	96.61%	100.00%	100.00%
\$200,001 - \$250,000	4	12.50%	95.94%	0.00%	95.37%	0.00%	97.67%
\$250,001 - \$325,000	4	12.50%	94.72%	0.00%	100.64%	97.56%	83.12%
\$325,001 and up	4	12.50%	92.50%	0.00%	94.27%	81.48%	100.00%
Average Sold/List Ratio		95.80%		94.07%	97.30%	94.15%	95.20%
Total Closed Units		32	100%	8	16	4	4
Total Closed Volume		6,006,980		759.00K	2.90M	1.32M	1.03M

# August 2019



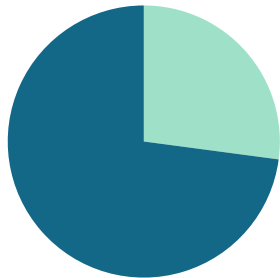
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

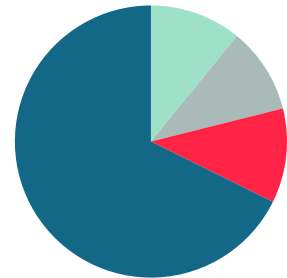


**Inventory**  
 New Listings  
**71 = 27.10%**  
 Start Inventory  
**191**  
 Total Inventory Units  
**262**  
 Volume  
**\$77,753,518**

### Market Activity

Closed Sales  
**32 = 10.88%**  
 Pending Sales  
**30 = 10.20%**  
 Other Off Market  
**33 = 11.22%**  
 Active Inventory  
**199 = 67.69%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	32	-13.51%	227	245	7.93%
Pending Sales	34	30	-11.76%	251	258	2.79%
New Listings	56	71	26.79%	529	478	-9.64%
Average List Price	151,762	199,347	31.35%	153,556	168,997	10.06%
Average Sale Price	144,514	187,718	29.90%	146,129	160,342	9.73%
Average Percent of Selling Price to List Price	93.65%	95.84%	2.34%	96.36%	94.95%	-1.46%
Average Days on Market to Sale	72.22	45.09	-37.56%	61.66	55.89	-9.36%
Monthly Inventory	226	199	-11.95%	226	199	-11.95%
Months Supply of Inventory	7.91	6.61	-16.34%	7.91	6.61	-16.34%

**Absorption:** Last 12 months, an Average of **30** Sales/Month

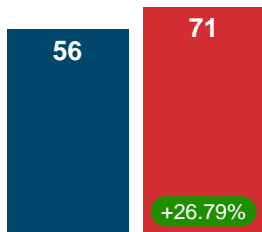
**Inventory** on August 31, 2019 = **199**

**2018** **2019**

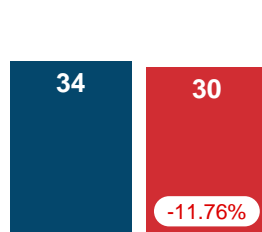
### AUGUST MARKET

### AVERAGE PRICES

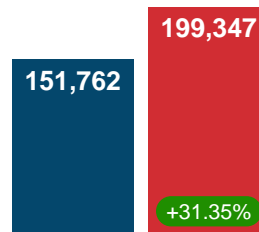
#### New Listings



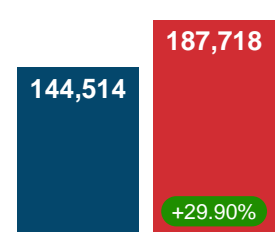
#### Pending Listings



#### List Price



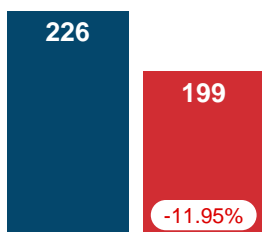
#### Sale Price



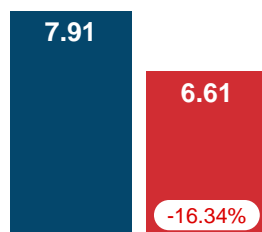
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

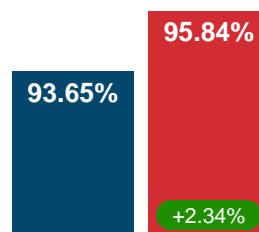
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

