

# December 2019



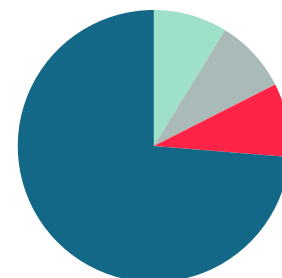
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	24	22	-8.33%
Pending Listings	20	22	10.00%
New Listings	36	39	8.33%
Median List Price	134,450	174,900	30.09%
Median Sale Price	129,750	168,500	29.87%
Median Percent of Selling Price to List Price	96.86%	99.43%	2.65%
Median Days on Market to Sale	55.00	32.50	-40.91%
End of Month Inventory	195	185	-5.13%
Months Supply of Inventory	6.82	6.27	-8.08%



■ Closed (8.76%)  
■ Pending (8.76%)  
■ Other OffMarket (8.76%)  
■ Active (73.71%)

**Absorption:** Last 12 months, an Average of **30** Sales/Month  
**Active Inventory** as of December 31, 2019 = **185**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2019 decreased **5.13%** to 185 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 **6.27** 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 **29.87%** in December 2019 to \$168,500 versus the previous year at \$129,750.

#### Median Days on Market Shortens

The median number of **32.50** days that homes spent on the market before selling decreased by 22.50 days or **40.91%** in December 2019 compared to last year's same month at **55.00** DOM.

#### Sales Success for December 2019 is Positive

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

There were 39 New Listings in December 2019, up **8.33%** from last year at 36. Furthermore, there were 22 Closed Listings this month versus last year at 24, a **-8.33%** decrease.

Closed versus Listed trends yielded a **56.4%** ratio, down from previous year's, December 2018, at **66.7%**, a **15.38%** 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>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

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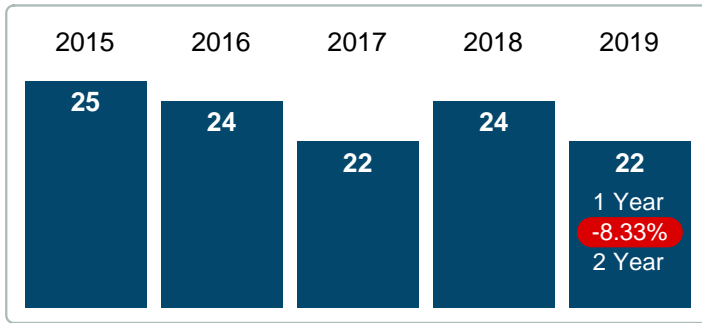
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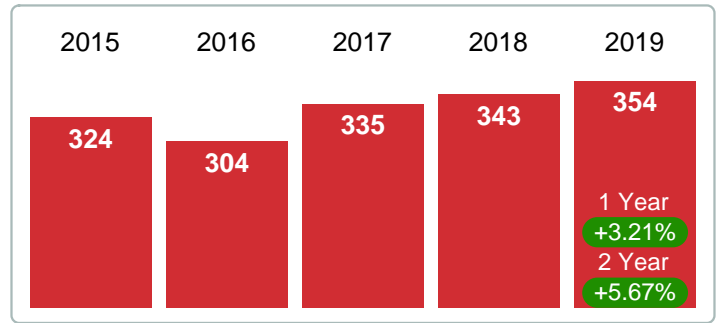
## CLOSED LISTINGS

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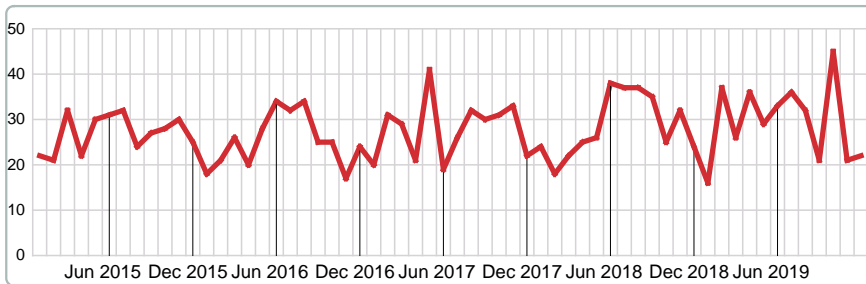
### DECEMBER



### YEAR TO DATE (YTD)

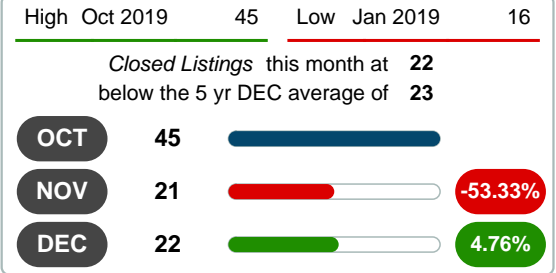


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 23



### 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	1	4.55%	170.0	1	0	0	0
\$75,001 - \$100,000	2	9.09%	12.5	0	2	0	0
\$100,001 - \$125,000	2	9.09%	36.0	0	2	0	0
\$125,001 - \$175,000	8	36.36%	43.5	0	5	2	1
\$175,001 - \$225,000	4	18.18%	82.5	1	2	1	0
\$225,001 - \$275,000	2	9.09%	19.5	0	0	1	1
\$275,001 and up	3	13.64%	19.0	1	1	1	0
<b>Total Closed Units</b>	<b>22</b>			<b>3</b>	<b>12</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>3,971,482</b>	<b>100%</b>	<b>32.5</b>	<b>608.50K</b>	<b>1.83M</b>	<b>1.14M</b>	<b>395.00K</b>
<b>Median Closed Price</b>	<b>\$168,500</b>			<b>\$190,000</b>	<b>\$141,441</b>	<b>\$219,000</b>	<b>\$197,500</b>

# December 2019



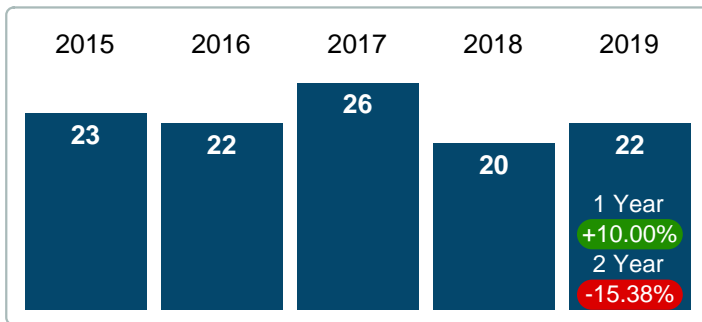
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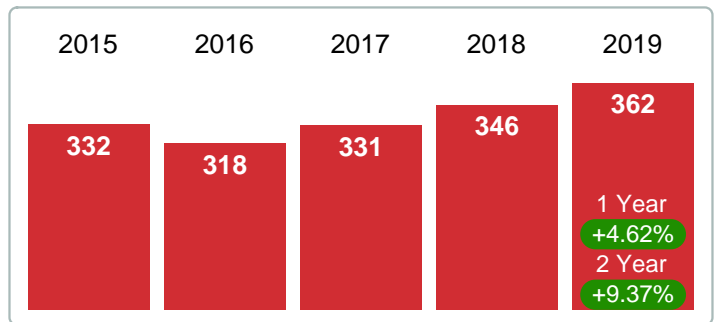
## PENDING LISTINGS

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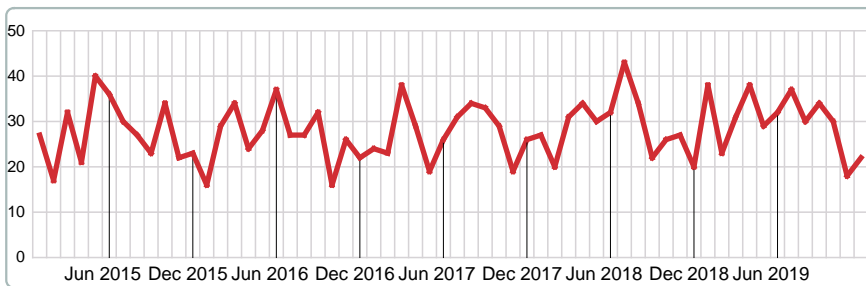
### DECEMBER



### YEAR TO DATE (YTD)

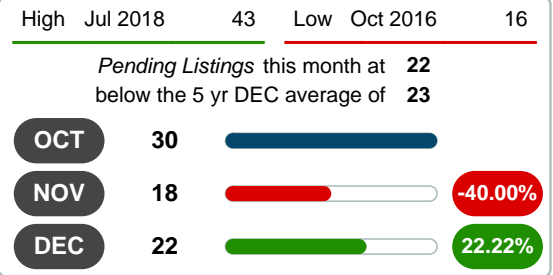


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 23



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	4.55%	18.0	1	0	0	0
\$30,001 - \$70,000	3	13.64%	49.0	0	1	2	0
\$70,001 - \$130,000	4	18.18%	39.5	2	2	0	0
\$130,001 - \$160,000	4	18.18%	71.0	0	4	0	0
\$160,001 - \$250,000	6	27.27%	11.0	0	4	2	0
\$250,001 - \$260,000	1	4.55%	134.0	0	1	0	0
\$260,001 and up	3	13.64%	71.0	0	2	0	1
<b>Total Pending Units</b>	<b>22</b>			<b>3</b>	<b>14</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>3,836,900</b>	<b>100%</b>	<b>53.5</b>	<b>182.00K</b>	<b>2.83M</b>	<b>526.70K</b>	<b>300.00K</b>
<b>Median Listing Price</b>	<b>\$147,950</b>			<b>\$77,500</b>	<b>\$164,950</b>	<b>\$119,400</b>	<b>\$300,000</b>

# December 2019



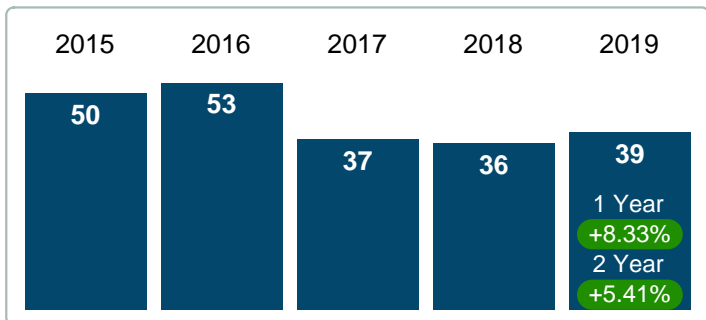
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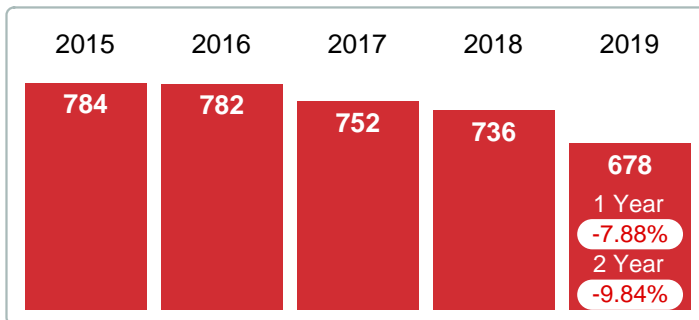
## NEW LISTINGS

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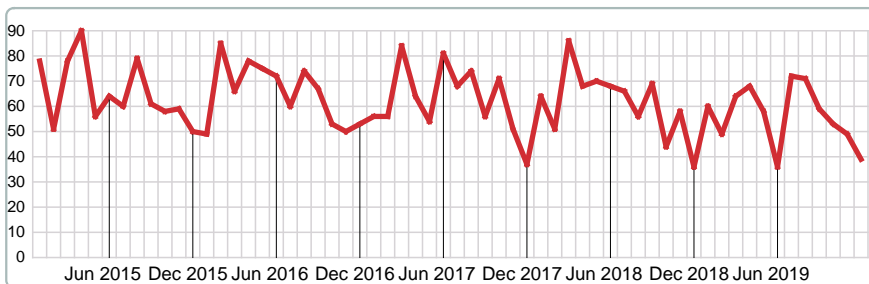
### DECEMBER



### YEAR TO DATE (YTD)

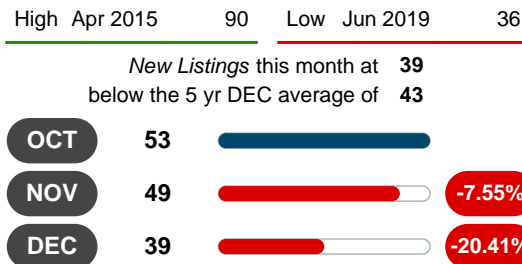


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 43



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	2.56%	1	0	0	0
\$40,001 - \$60,000	6	15.38%	2	4	0	0
\$60,001 - \$80,000	5	12.82%	3	2	0	0
\$80,001 - \$150,000	12	30.77%	2	8	2	0
\$150,001 - \$210,000	6	15.38%	0	4	2	0
\$210,001 - \$470,000	5	12.82%	0	4	1	0
\$470,001 and up	4	10.26%	0	1	1	2
<b>Total New Listed Units</b>	<b>39</b>		<b>8</b>	<b>23</b>	<b>6</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>7,386,100</b>	<b>100%</b>	<b>562.90K</b>	<b>3.52M</b>	<b>1.68M</b>	<b>1.62M</b>
<b>Median New Listed Listing Price</b>	<b>\$133,500</b>		<b>\$69,950</b>	<b>\$135,000</b>	<b>\$182,200</b>	<b>\$807,500</b>

# December 2019



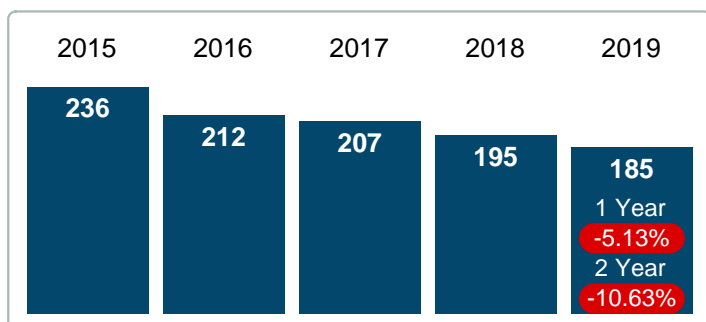
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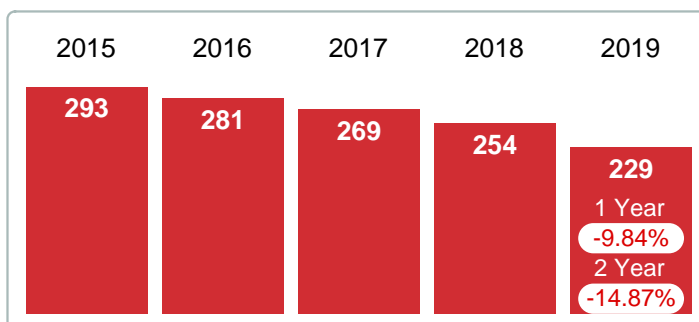
## ACTIVE INVENTORY

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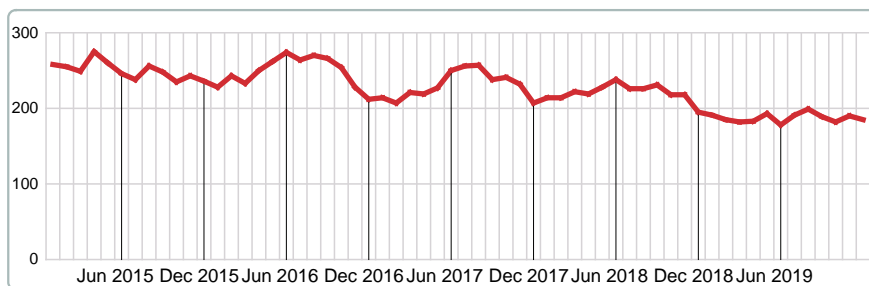
### END OF DECEMBER



### ACTIVE DURING DECEMBER

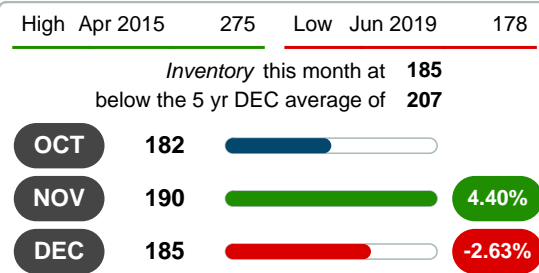


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 207



### 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	9	4.86%	41.0	7	2	0	0
\$50,001 - \$75,000	17	9.19%	81.0	4	10	2	1
\$75,001 - \$125,000	34	18.38%	66.5	4	28	2	0
\$125,001 - \$200,000	51	27.57%	88.0	9	35	6	1
\$200,001 - \$325,000	33	17.84%	113.0	4	15	14	0
\$325,001 - \$550,000	22	11.89%	82.5	5	13	3	1
\$550,001 and up	19	10.27%	84.0	1	2	7	9
<b>Total Active Inventory by Units</b>	<b>185</b>			<b>34</b>	<b>105</b>	<b>34</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>56,472,793</b>	<b>100%</b>	<b>89.0</b>	<b>6.74M</b>	<b>19.53M</b>	<b>11.72M</b>	<b>18.48M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$166,900</b>			<b>\$137,250</b>	<b>\$144,500</b>	<b>\$248,750</b>	<b>\$887,500</b>

# December 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

### MSI FOR DECEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
185	0	0	inf	0.000%
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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	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		4.86%	2.57	3.82	1.26	0.00	0.00	
\$50,001 - \$75,000	17		9.19%	6.80	3.20	8.00	0.00	0.00	
\$75,001 - \$125,000	34		18.38%	5.16	3.43	5.89	3.00	0.00	
\$125,001 - \$200,000	51		27.57%	5.51	8.31	5.38	4.24	4.00	
\$200,001 - \$325,000	33		17.84%	5.74	16.00	4.39	8.40	0.00	
\$325,001 - \$550,000	22		11.89%	13.89	60.00	17.33	6.00	4.00	
\$550,001 and up	19		10.27%	57.00	0.00	24.00	42.00	108.00	
Market Supply of Inventory (MSI)		6.27			6.00	5.73	7.56	12.00	
Total Active Inventory by Units		185	100%	6.27	34	105	34	12	

# December 2019



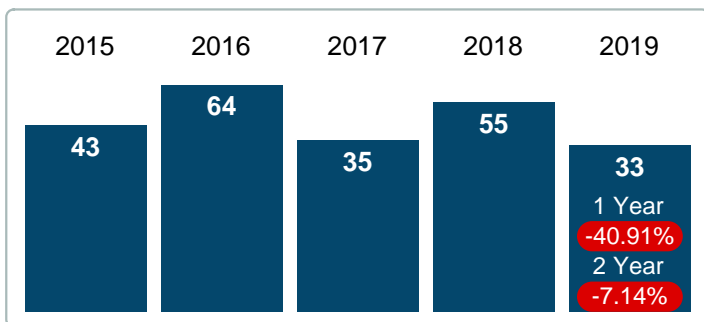
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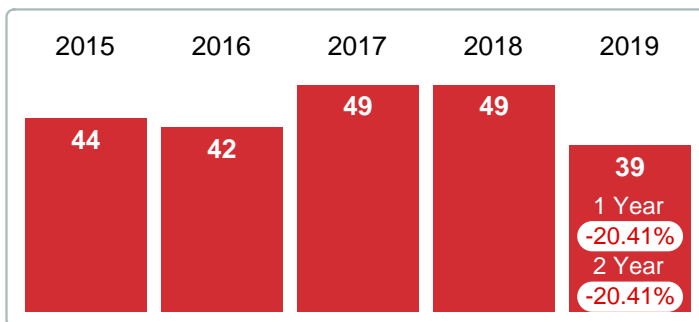
## MEDIAN DAYS ON MARKET TO SALE

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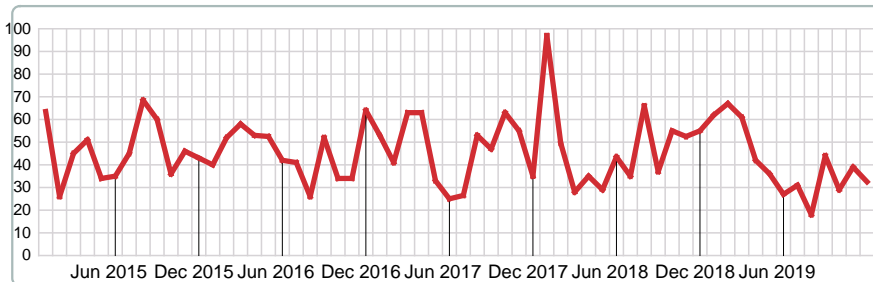
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 46

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 33 below the 5 yr DEC average of 46



### 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	1	4.55%	170	170	0	0	0
\$75,001 - \$100,000	2	9.09%	13	0	13	0	0
\$100,001 - \$125,000	2	9.09%	36	0	36	0	0
\$125,001 - \$175,000	8	36.36%	44	0	31	44	105
\$175,001 - \$225,000	4	18.18%	83	62	65	107	0
\$225,001 - \$275,000	2	9.09%	20	0	0	5	34
\$275,001 and up	3	13.64%	19	11	51	19	0
Median Closed DOM			33	62	29	21	70
Total Closed Units		100%	32.5	3	12	5	2
Total Closed Volume			3,971,482	608.50K	1.83M	1.14M	395.00K

# December 2019



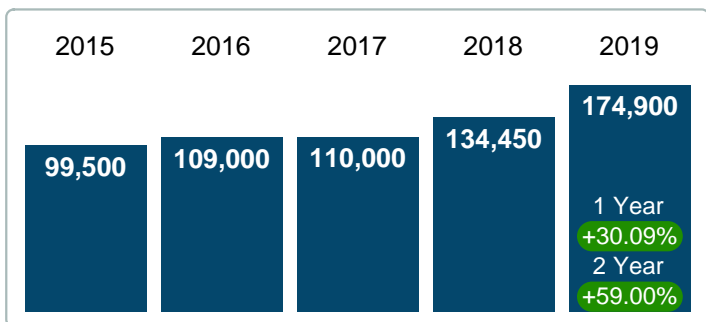
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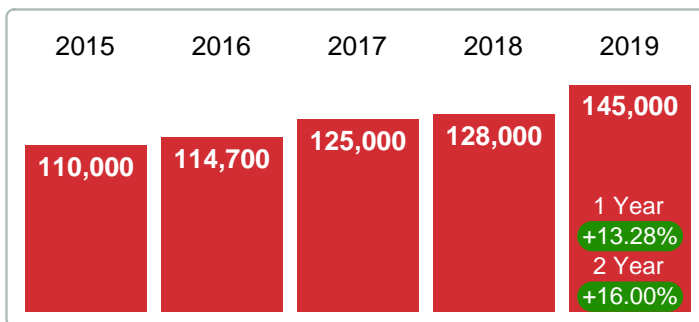
## MEDIAN LIST PRICE AT CLOSING

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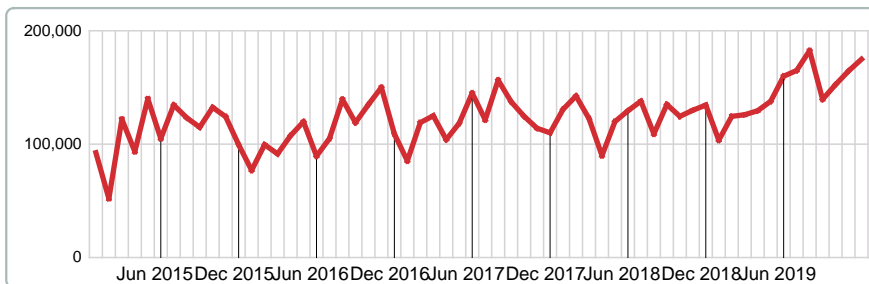
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

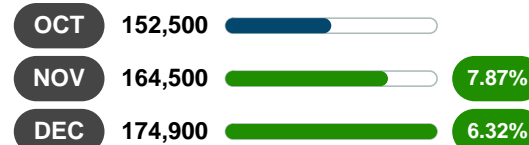


### 3 MONTHS

5 year DEC AVG = 125,570

High Aug 2019 182,450 Low Feb 2015 52,000

Median List Price at Closing this month at **174,900**  
above the 5 yr DEC average of **125,570**



### 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	4.55%	68,500	68,500	0	0	0
\$75,001 - \$100,000	4.55%	85,000	0	85,000	0	0
\$100,001 - \$125,000	13.64%	105,000	0	105,000	0	0
\$125,001 - \$175,000	27.27%	146,441	0	146,441	134,900	155,000
\$175,001 - \$225,000	22.73%	182,000	0	182,000	199,700	0
\$225,001 - \$275,000	13.64%	249,000	229,500	0	250,000	249,000
\$275,001 and up	13.64%	367,500	379,900	299,000	367,500	0
<b>Median List Price</b>		<b>174,900</b>	<b>229,500</b>	<b>146,441</b>	<b>219,500</b>	<b>202,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>174,900</b>	<b>3</b>	<b>12</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>4,104,782</b>	<b>677.90K</b>	<b>1.87M</b>	<b>1.15M</b>	<b>404.00K</b>



# December 2019



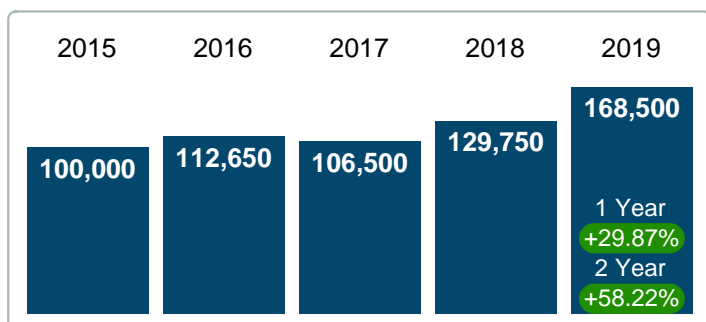
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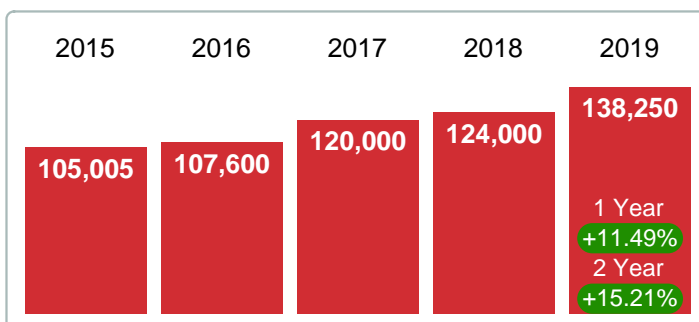
## MEDIAN SOLD PRICE AT CLOSING

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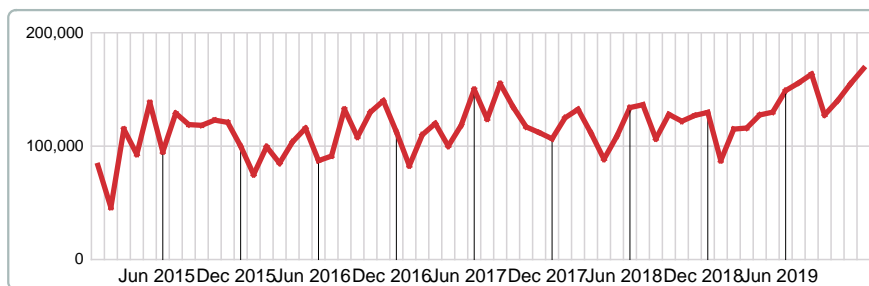
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

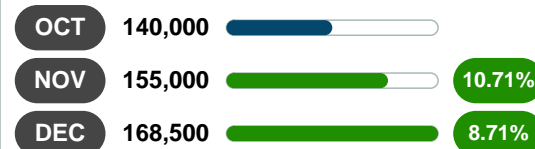


### 3 MONTHS

5 year DEC AVG = 123,480

High Dec 2019 168,500 Low Feb 2015 45,914

Median Sold Price at Closing this month at **168,500** above the 5 yr DEC average of **123,480**



### 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	4.55%	68,500	68,500	0	0	0
\$75,001 - \$100,000	9.09%	87,200	0	87,200	0	0
\$100,001 - \$125,000	9.09%	111,000	0	111,000	0	0
\$125,001 - \$175,000	36.36%	151,441	0	147,882	153,500	155,000
\$175,001 - \$225,000	18.18%	199,000	190,000	197,000	219,000	0
\$225,001 - \$275,000	9.09%	245,000	0	0	250,000	240,000
\$275,001 and up	13.64%	350,000	350,000	291,000	359,000	0
<b>Median Sold Price</b>		<b>168,500</b>	<b>190,000</b>	<b>141,441</b>	<b>219,000</b>	<b>197,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>168,500</b>	<b>3</b>	<b>12</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>3,971,482</b>	<b>608.50K</b>	<b>1.83M</b>	<b>1.14M</b>	<b>395.00K</b>

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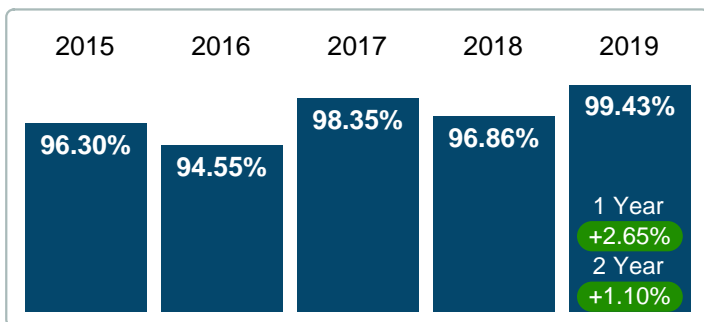
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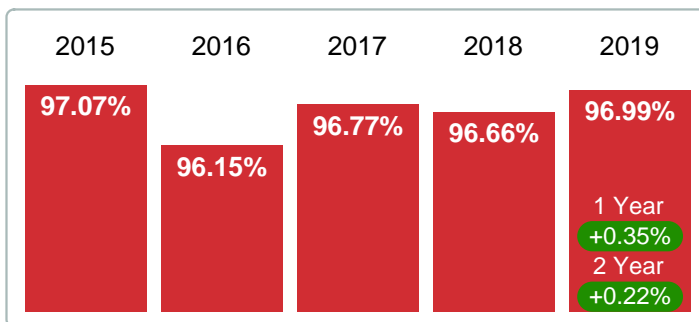
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

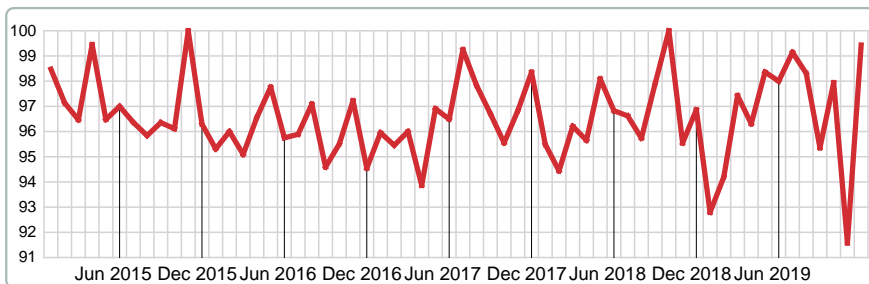
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

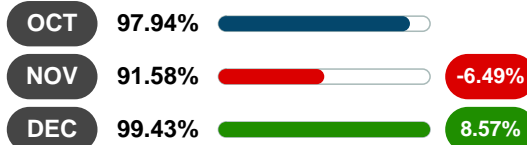


### 3 MONTHS

5 year DEC AVG = 97.10%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **99.43%**  
above the 5 yr DEC average of **97.10%**



### 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	1	4.55%	100.00%	100.00%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	2	9.09%	93.06%	0.00%	93.06%	0.00%	0.00%
\$100,001 - \$125,000	2	9.09%	100.00%	0.00%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	8	36.36%	98.62%	0.00%	99.40%	97.56%	100.00%
\$175,001 - \$225,000	4	18.18%	100.99%	82.79%	102.36%	99.77%	0.00%
\$225,001 - \$275,000	2	9.09%	98.19%	0.00%	0.00%	100.00%	96.39%
\$275,001 and up	3	13.64%	97.32%	92.13%	97.32%	97.69%	0.00%
Median Sold/List Ratio		99.43%		92.13%	99.74%	97.85%	98.19%
Total Closed Units		22	100%	3	12	5	2
Total Closed Volume		3,971,482		608.50K	1.83M	1.14M	395.00K

# December 2019



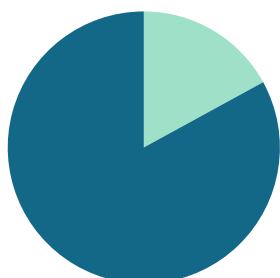
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY



**Inventory**

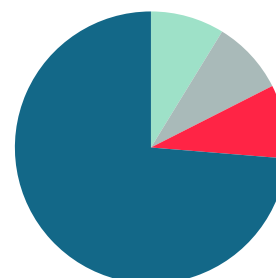
- New Listings **39 = 17.03%**
- Start Inventory **190**
- Total Inventory Units **229**
- Volume **\$65,286,193**

### Market Activity

**Market Activity**

- Closed Sales **22 = 8.76%**
- Pending Sales **22 = 8.76%**
- Other Off Market **22 = 8.76%**
- Active Inventory **185 = 73.71%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	24	22	-8.33%	343	354	3.21%
Pending Sales	20	22	10.00%	346	362	4.62%
New Listings	36	39	8.33%	736	678	-7.88%
Median List Price	134,450	174,900	30.09%	128,000	145,000	13.28%
Median Sale Price	129,750	168,500	29.87%	124,000	138,250	11.49%
Median Percent of Selling Price to List Price	96.86%	99.43%	2.65%	96.66%	96.99%	0.35%
Median Days on Market to Sale	55.00	32.50	-40.91%	49.00	39.00	-20.41%
Monthly Inventory	195	185	-5.13%	195	185	-5.13%
Months Supply of Inventory	6.82	6.27	-8.08%	6.82	6.27	-8.08%

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

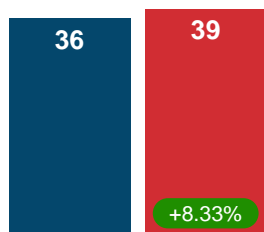
**Inventory** on December 31, 2019 = **185**

**2018** **2019**

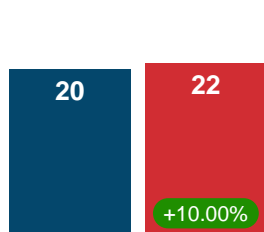
### DECEMBER MARKET

### MEDIAN PRICES

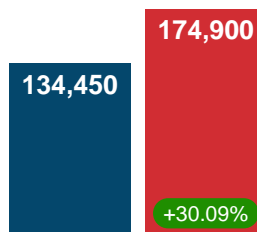
#### New Listings



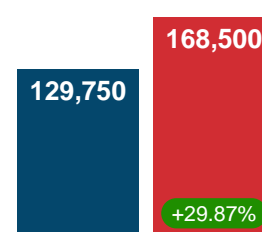
#### Pending Listings



#### List Price



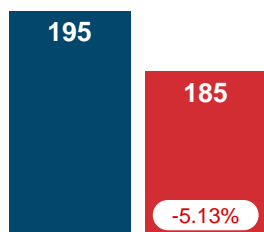
#### Sale Price



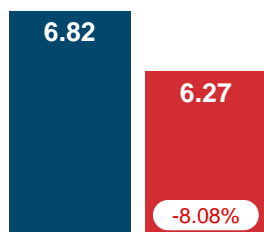
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

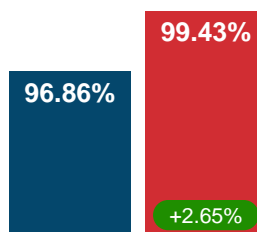
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

