

# July 2019



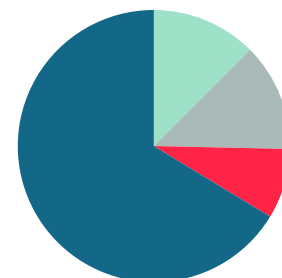
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	37	36	-2.70%
Pending Listings	43	37	-13.95%
New Listings	66	72	9.09%
Median List Price	137,900	164,950	19.62%
Median Sale Price	136,500	155,750	14.10%
Median Percent of Selling Price to List Price	96.62%	99.14%	2.61%
Median Days on Market to Sale	35.00	31.00	-11.43%
End of Month Inventory	226	191	-15.49%
Months Supply of Inventory	8.02	6.26	-21.95%



■ Closed (12.50%)  
■ Pending (12.85%)  
■ Other OffMarket (8.33%)  
■ Active (66.32%)

**Absorption:** Last 12 months, an Average of **31** Sales/Month  
**Active Inventory** as of July 31, 2019 = **191**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **15.49%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 31 closed sales per month. This represents an unsold inventory index of **6.26** 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 **14.10%** in July 2019 to \$155,750 versus the previous year at \$136,500.

#### Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 4.00 days or **11.43%** in July 2019 compared to last year's same month at **35.00** DOM.

#### Sales Success for July 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 72 New Listings in July 2019, up **9.09%** from last year at 66. Furthermore, there were 36 Closed Listings this month versus last year at 37, a **-2.70%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, down from previous year's, July 2018, at **56.1%**, a **10.81%** downswing. This will certainly create pressure on a decreasing Monthly 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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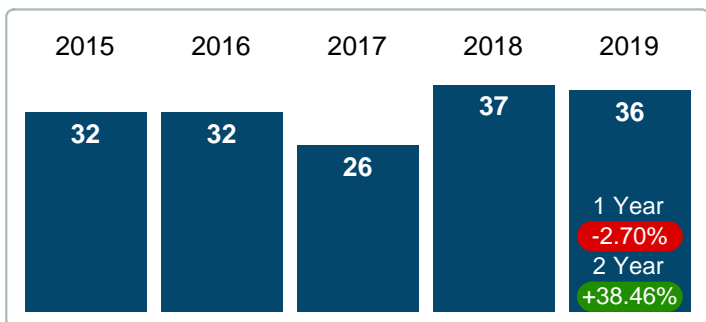
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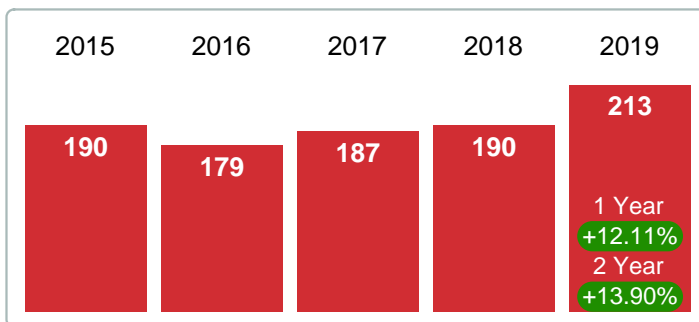
## CLOSED LISTINGS

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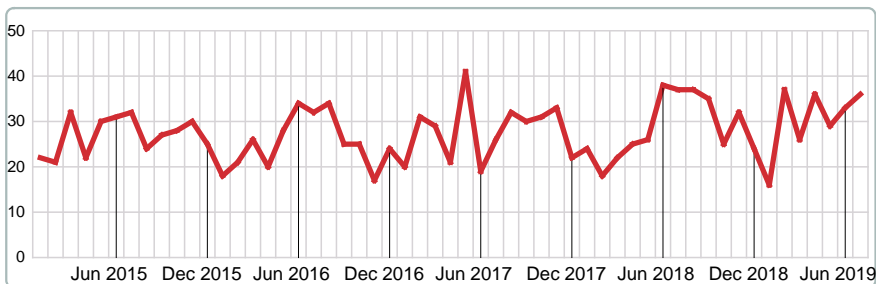
### JULY



### YEAR TO DATE (YTD)

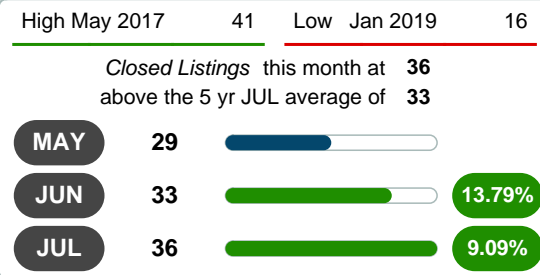


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 33



### 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	3	8.33%	40.0	3	0	0	0
\$50,001 - \$100,000	6	16.67%	20.5	1	5	0	0
\$100,001 - \$125,000	2	5.56%	46.5	0	2	0	0
\$125,001 - \$175,000	10	27.78%	31.0	2	8	0	0
\$175,001 - \$200,000	4	11.11%	85.0	0	2	2	0
\$200,001 - \$375,000	8	22.22%	19.0	0	6	2	0
\$375,001 and up	3	8.33%	113.0	0	0	2	1
<b>Total Closed Units</b>	<b>36</b>			<b>6</b>	<b>23</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,778,819</b>	<b>100%</b>	<b>31.0</b>	<b>446.00K</b>	<b>3.79M</b>	<b>2.14M</b>	<b>400.00K</b>
<b>Median Closed Price</b>	<b>\$155,750</b>			<b>\$54,000</b>	<b>\$155,000</b>	<b>\$276,750</b>	<b>\$400,000</b>

# July 2019



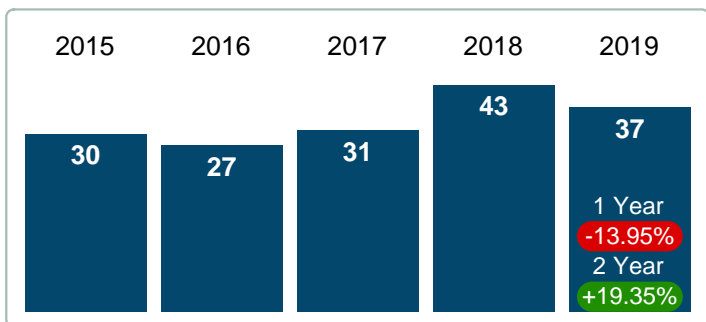
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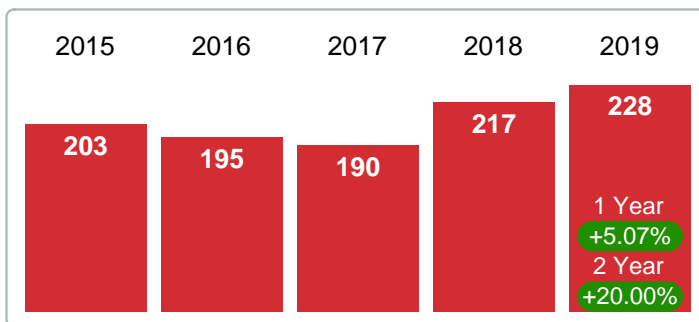
## PENDING LISTINGS

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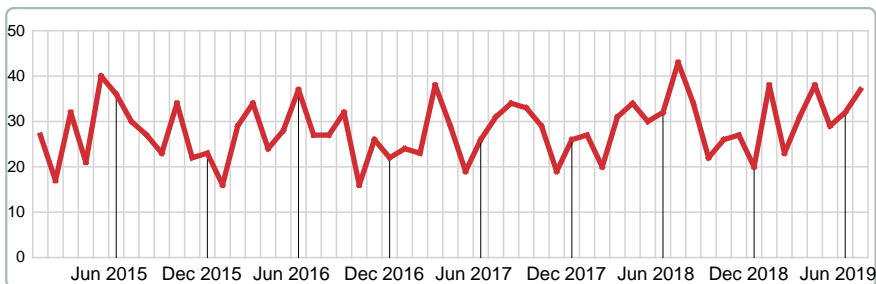
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 34

High Jul 2018 43 Low Oct 2016 16

Pending Listings this month at 37 above the 5 yr JUL average of 34

MAY	29	<div style="width: 85%;"></div>
JUN	32	<div style="width: 94%;"></div> 10.34%
JUL	37	<div style="width: 108%;"></div> 15.63%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	113.0	0	0	0	0
\$25,001 - \$50,000	5	13.51%	14.0	3	1	1	0
\$50,001 - \$125,000	7	18.92%	27.0	3	4	0	0
\$125,001 - \$225,000	10	27.03%	25.5	3	4	2	1
\$225,001 - \$275,000	7	18.92%	12.0	1	4	2	0
\$275,001 - \$350,000	4	10.81%	12.0	0	1	3	0
\$350,001 and up	4	10.81%	107.0	0	1	0	3
<b>Total Pending Units</b>	<b>37</b>			<b>10</b>	<b>15</b>	<b>8</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>7,206,099</b>	<b>100%</b>	<b>23.0</b>	<b>1.00M</b>	<b>2.76M</b>	<b>1.89M</b>	<b>1.56M</b>
<b>Median Listing Price</b>	<b>\$199,500</b>			<b>\$69,750</b>	<b>\$199,900</b>	<b>\$270,000</b>	<b>\$422,450</b>

# July 2019



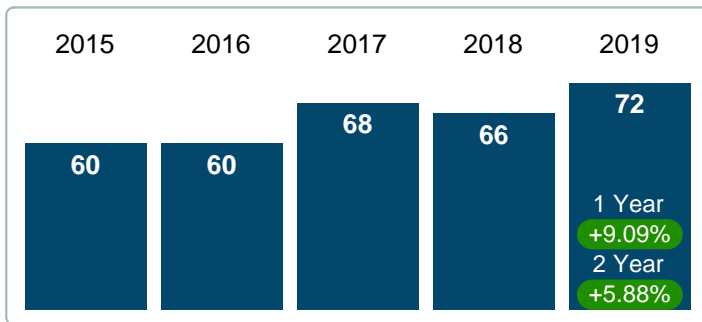
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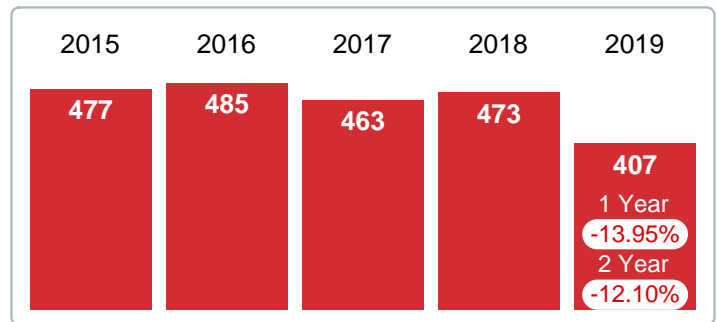
## NEW LISTINGS

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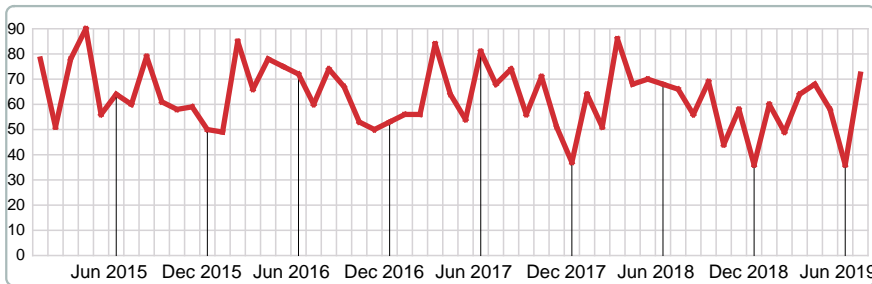
### JULY



### YEAR TO DATE (YTD)

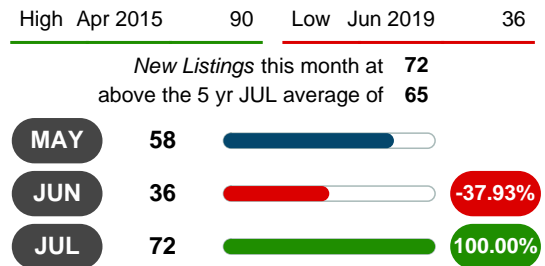


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 65



### 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	6	8.33%	4	1	1	0
\$50,001 - \$75,000	8	11.11%	3	4	1	0
\$75,001 - \$125,000	11	15.28%	3	6	2	0
\$125,001 - \$200,000	20	27.78%	1	12	7	0
\$200,001 - \$225,000	6	8.33%	0	1	5	0
\$225,001 - \$350,000	13	18.06%	0	4	9	0
\$350,001 and up	8	11.11%	2	1	3	2
<b>Total New Listed Units</b>	<b>72</b>		<b>13</b>	<b>29</b>	<b>28</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,286,699</b>	<b>100%</b>	<b>1.71M</b>	<b>4.83M</b>	<b>6.53M</b>	<b>1.21M</b>
<b>Median New Listed Listing Price</b>	<b>\$172,750</b>		<b>\$69,500</b>	<b>\$162,000</b>	<b>\$214,750</b>	<b>\$605,000</b>

# July 2019



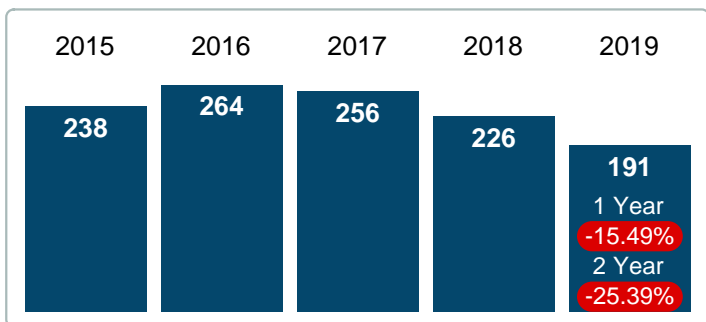
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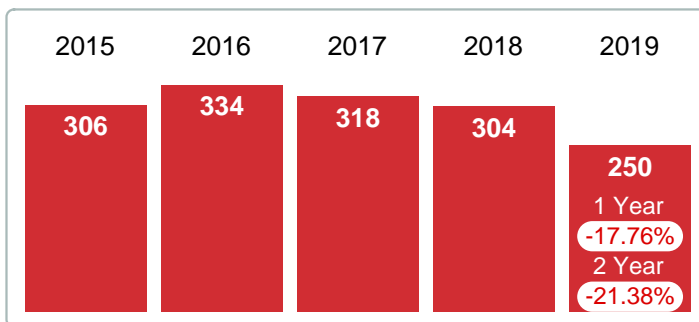
## ACTIVE INVENTORY

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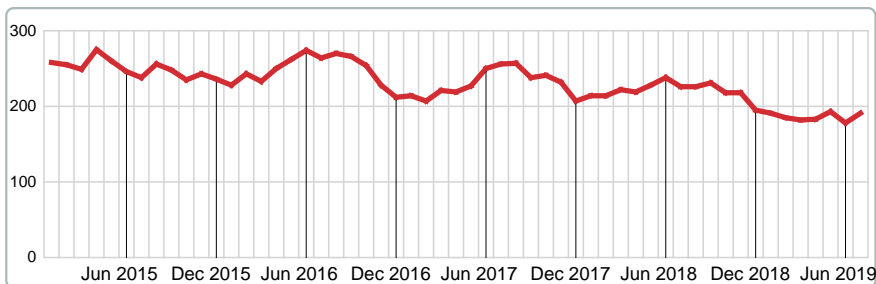
### END OF JULY



### ACTIVE DURING JULY

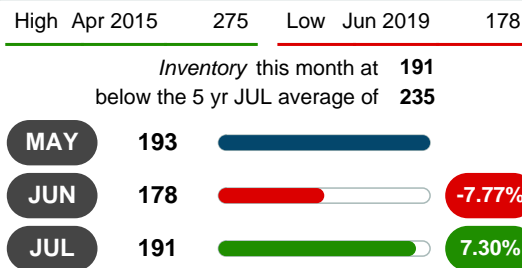


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 235



### 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	11	5.76%	72.0	5	5	1	0	
\$50,001 - \$100,000	30	15.71%	73.5	9	18	3	0	
\$100,001 - \$150,000	31	16.23%	51.0	6	17	8	0	
\$150,001 - \$225,000	43	22.51%	47.0	4	29	9	1	
\$225,001 - \$350,000	32	16.75%	107.0	3	15	14	0	
\$350,001 - \$575,000	24	12.57%	78.5	3	13	4	4	
\$575,001 and up	20	10.47%	91.0	2	2	10	6	
Total Active Inventory by Units		191		32	99	49	11	
Total Active Inventory by Volume		60,582,674	100%	76.0	6.38M	21.23M	16.81M	16.16M
Median Active Inventory Listing Price		\$189,000			\$117,500	\$165,000	\$239,000	\$589,000

# July 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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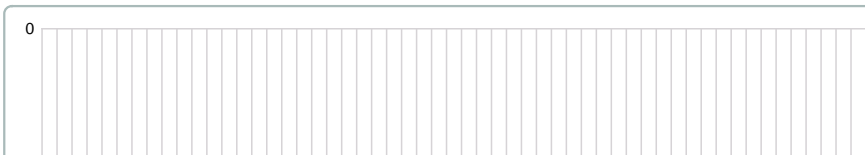
### MSI FOR JULY

2015	2016	2017	2018	2019
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### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>191</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 JUL AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	5.76%	2.81	2.50	3.00	4.00	0.00
\$50,001 - \$100,000	30	15.71%	4.09	4.70	3.93	3.60	0.00
\$100,001 - \$150,000	31	16.23%	3.84	4.80	2.91	8.73	0.00
\$150,001 - \$225,000	43	22.51%	8.06	12.00	7.10	10.80	12.00
\$225,001 - \$350,000	32	16.75%	7.38	6.00	7.83	8.00	0.00
\$350,001 - \$575,000	24	12.57%	22.15	36.00	19.50	16.00	48.00
\$575,001 and up	20	10.47%	48.00	0.00	8.00	60.00	0.00
Market Supply of Inventory (MSI)		6.26		5.26	5.21	9.80	26.40
Total Active Inventory by Units		191	100%	32	99	49	11

# July 2019



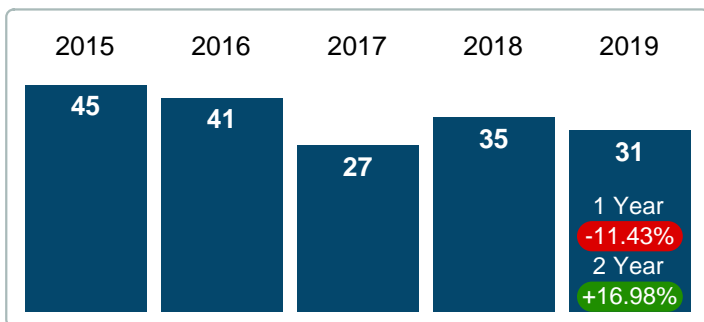
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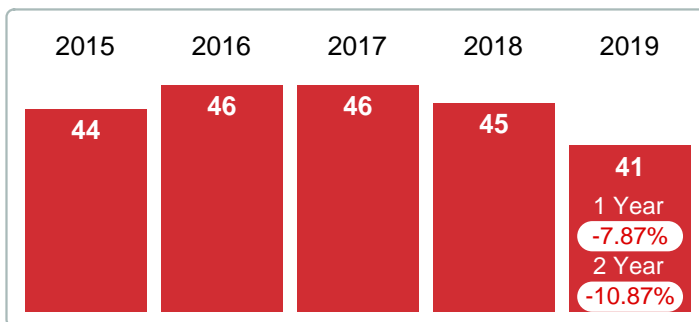
## MEDIAN DAYS ON MARKET TO SALE

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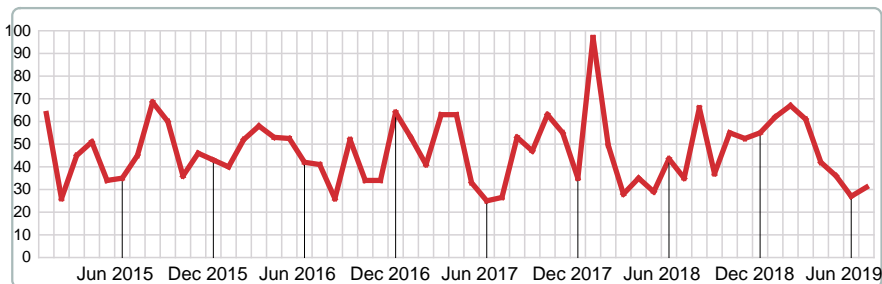
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

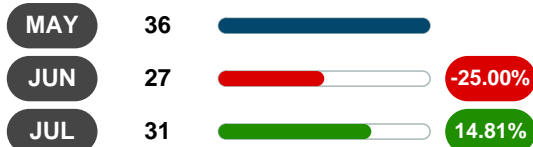


### 3 MONTHS

5 year JUL AVG = 36

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 31 below the 5 yr JUL average of 36



### 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	8.33%	40	40	0	0	0
\$50,001 - \$100,000	16.67%	21	9	26	0	0
\$100,001 - \$125,000	5.56%	47	0	47	0	0
\$125,001 - \$175,000	27.78%	31	24	44	0	0
\$175,001 - \$200,000	11.11%	85	0	67	85	0
\$200,001 - \$375,000	22.22%	19	0	32	8	0
\$375,001 and up	8.33%	113	0	0	87	113
<b>Median Closed DOM</b>		<b>31</b>	<b>24</b>	<b>34</b>	<b>48</b>	<b>113</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>6</b>	<b>23</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,778,819</b>	<b>446.00K</b>	<b>3.79M</b>	<b>2.14M</b>	<b>400.00K</b>

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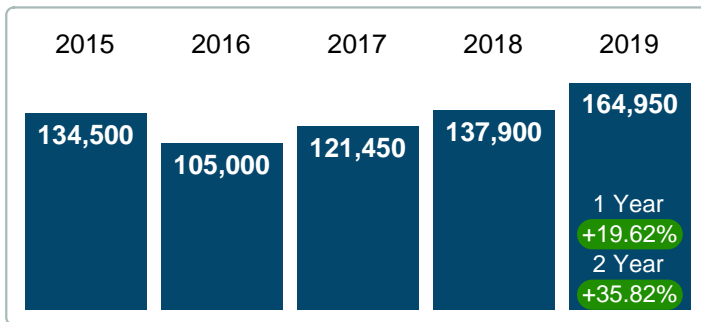
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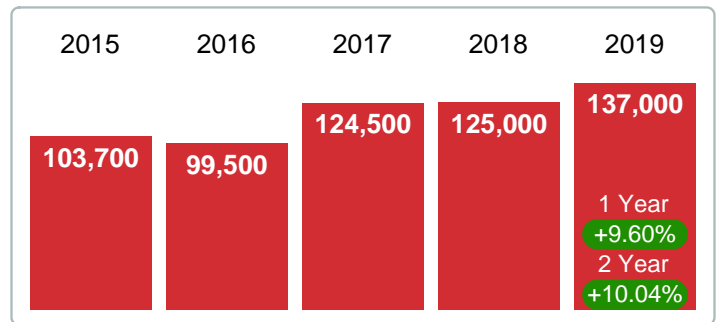
## MEDIAN LIST PRICE AT CLOSING

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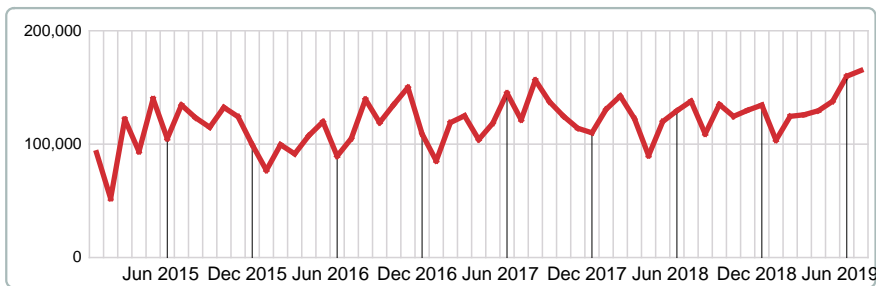
### JULY



### YEAR TO DATE (YTD)

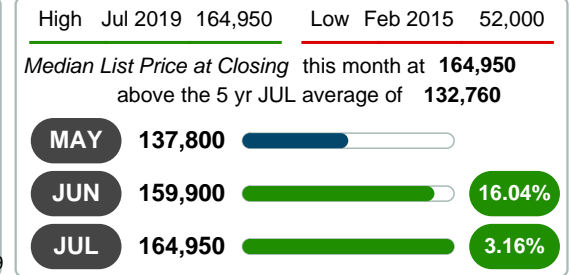


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 132,760



### 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	8.33%	35,900	35,900	0	0	0
\$50,001 - \$100,000	11.11%	79,750	75,000	82,500	0	0
\$100,001 - \$125,000	11.11%	111,000	0	111,000	0	0
\$125,001 - \$175,000	25.00%	149,900	139,950	149,900	0	0
\$175,001 - \$200,000	13.89%	189,000	0	189,000	188,450	0
\$200,001 - \$375,000	19.44%	249,999	0	239,000	277,450	0
\$375,001 and up	11.11%	449,730	0	390,000	649,280	499,900
<b>Median List Price</b>		<b>164,950</b>	<b>59,950</b>	<b>164,900</b>	<b>277,450</b>	<b>499,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>164,950</b>	<b>6</b>	<b>23</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,122,159</b>	<b>462.70K</b>	<b>3.93M</b>	<b>2.23M</b>	<b>499.90K</b>



# July 2019



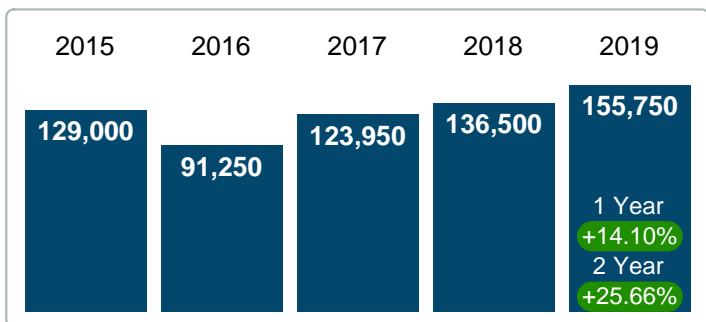
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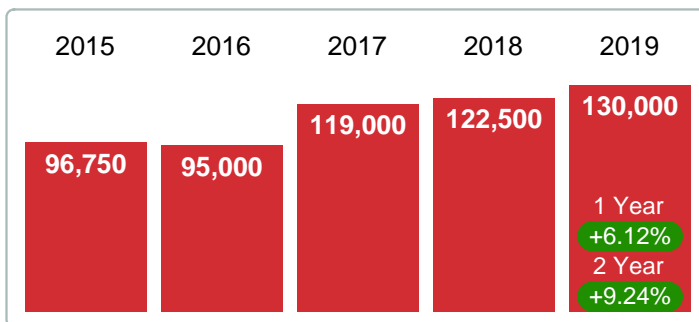
## MEDIAN SOLD PRICE AT CLOSING

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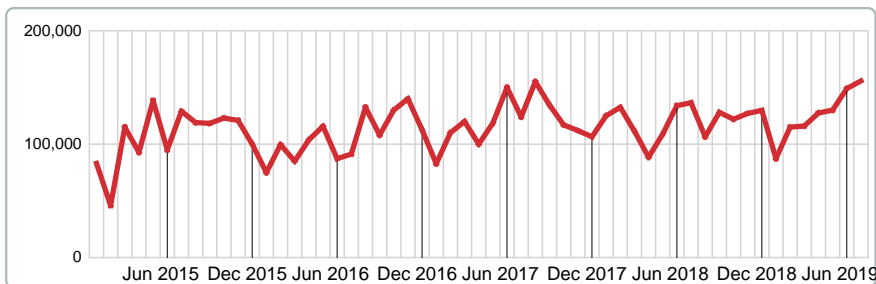
### JULY



### YEAR TO DATE (YTD)

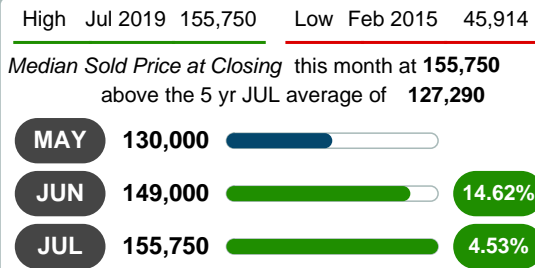


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 127,290



### 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	3	8.33%	35,000	35,000	0	0	0
\$50,001 - \$100,000	6	16.67%	88,750	70,000	95,000	0	0
\$100,001 - \$125,000	2	5.56%	112,500	0	112,500	0	0
\$125,001 - \$175,000	10	27.78%	152,000	140,500	154,000	0	0
\$175,001 - \$200,000	4	11.11%	187,250	0	187,250	188,450	0
\$200,001 - \$375,000	8	22.22%	244,500	0	231,900	276,750	0
\$375,001 and up	3	8.33%	400,000	0	0	604,000	400,000
Median Sold Price			155,750	54,000	155,000	276,750	400,000
Total Closed Units		100%	155,750	6	23	6	1
Total Closed Volume			6,778,819	446.00K	3.79M	2.14M	400.00K

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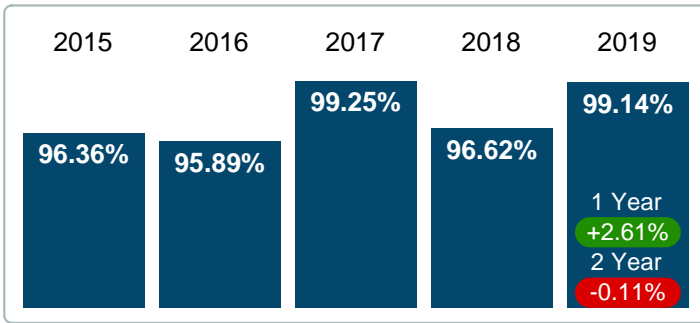
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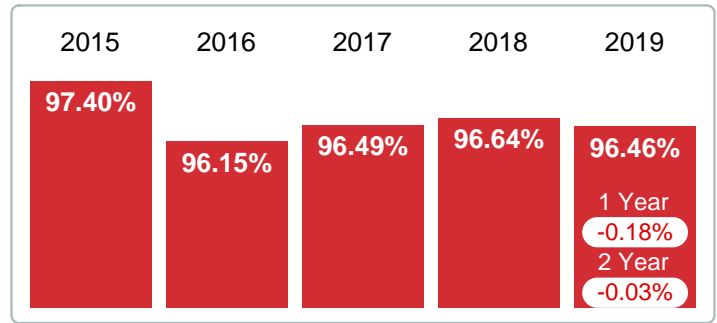
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

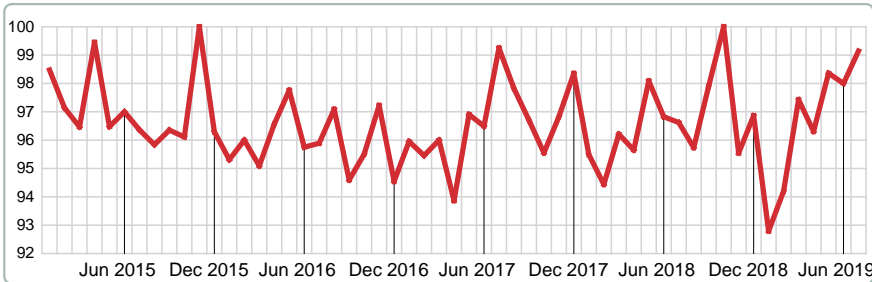
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

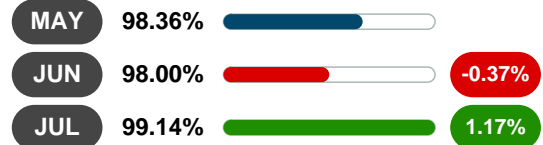


### 3 MONTHS

5 year JUL AVG = 97.45%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **99.14%**  
above the 5 yr JUL average of **97.45%**



### 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	3	8.33%	84.63%	84.63%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	16.67%	95.60%	93.33%	97.74%	0.00%	0.00%
\$100,001 - \$125,000	2	5.56%	95.83%	0.00%	95.83%	0.00%	0.00%
\$125,001 - \$175,000	10	27.78%	99.39%	100.37%	98.42%	0.00%	0.00%
\$175,001 - \$200,000	4	11.11%	100.00%	0.00%	96.65%	100.00%	0.00%
\$200,001 - \$375,000	8	22.22%	100.00%	0.00%	100.00%	99.75%	0.00%
\$375,001 and up	3	8.33%	90.10%	0.00%	0.00%	94.85%	80.02%
Median Sold/List Ratio		99.14%		95.41%	98.79%	99.80%	80.02%
Total Closed Units		36	100%	6	23	6	1
Total Closed Volume		6,778,819		446.00K	3.79M	2.14M	400.00K

# July 2019



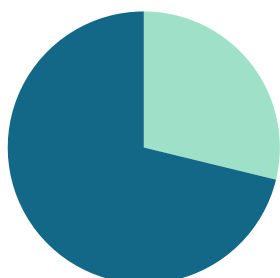
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

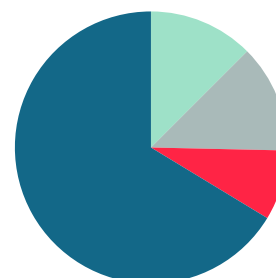


**Inventory**  
 New Listings  
**72 = 28.80%**  
 Start Inventory  
**178**  
 Total Inventory Units  
**250**  
 Volume  
**\$76,445,673**

### Market Activity

Closed Sales  
**36 = 12.50%**  
 Pending Sales  
**37 = 12.85%**  
 Other Off Market  
**24 = 8.33%**  
 Active Inventory  
**191 = 66.32%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	36	-2.70%	190	213	12.11%
Pending Sales	43	37	-13.95%	217	228	5.07%
New Listings	66	72	9.09%	473	407	-13.95%
Median List Price	137,900	164,950	19.62%	125,000	137,000	9.60%
Median Sale Price	136,500	155,750	14.10%	122,500	130,000	6.12%
Median Percent of Selling Price to List Price	96.62%	99.14%	2.61%	96.64%	96.46%	-0.18%
Median Days on Market to Sale	35.00	31.00	-11.43%	44.50	41.00	-7.87%
Monthly Inventory	226	191	-15.49%	226	191	-15.49%
Months Supply of Inventory	8.02	6.26	-21.95%	8.02	6.26	-21.95%

**Absorption:** Last 12 months, an Average of **31** Sales/Month

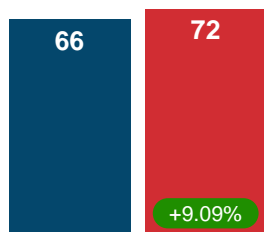
**Inventory** on July 31, 2019 = **191**

**2018** **2019**

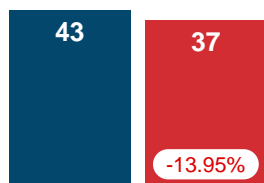
### JULY MARKET

### MEDIAN PRICES

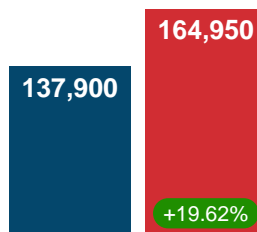
#### New Listings



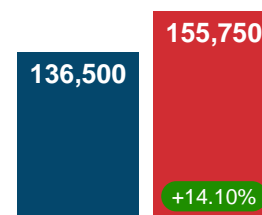
#### Pending Listings



#### List Price



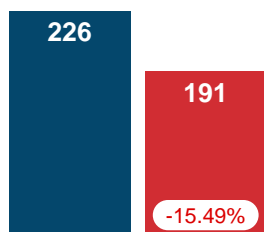
#### Sale Price



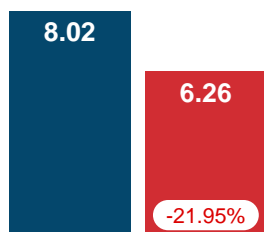
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

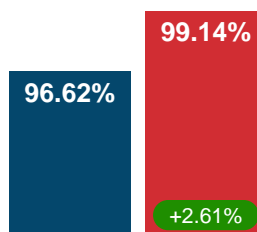
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

