

# October 2019



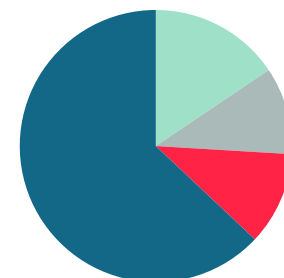
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	25	45	80.00%
Pending Listings	26	30	15.38%
New Listings	44	53	20.45%
Average List Price	171,376	168,737	-1.54%
Average Sale Price	168,112	161,793	-3.76%
Average Percent of Selling Price to List Price	110.88%	94.84%	-14.47%
Average Days on Market to Sale	66.64	57.24	-14.10%
End of Month Inventory	218	182	-16.51%
Months Supply of Inventory	7.65	5.95	-22.20%



■ Closed (15.57%)  
■ Pending (10.38%)  
■ Other OffMarket (11.07%)  
■ Active (62.98%)

**Absorption:** Last 12 months, an Average of **31** Sales/Month  
**Active Inventory** as of October 31, 2019 = **182**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2019 decreased **16.51%** to 182 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 **5.95** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.76%** in October 2019 to \$161,793 versus the previous year at \$168,112.

#### Average Days on Market Shortens

The average number of **57.24** days that homes spent on the market before selling decreased by 9.40 days or **14.10%** in October 2019 compared to last year's same month at **66.64** DOM.

#### Sales Success for October 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 53 New Listings in October 2019, up **20.45%** from last year at 44. Furthermore, there were 45 Closed Listings this month versus last year at 25, a **80.00%** increase.

Closed versus Listed trends yielded a **84.9%** ratio, up from previous year's, October 2018, at **56.8%**, a **49.43%** 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>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

# October 2019



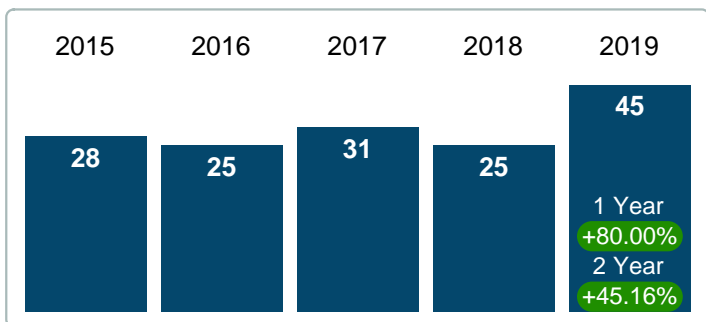
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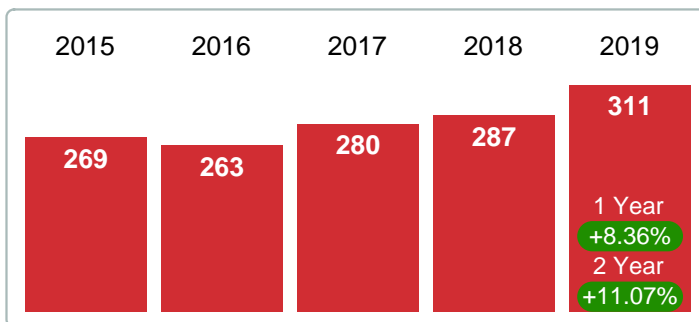
## CLOSED LISTINGS

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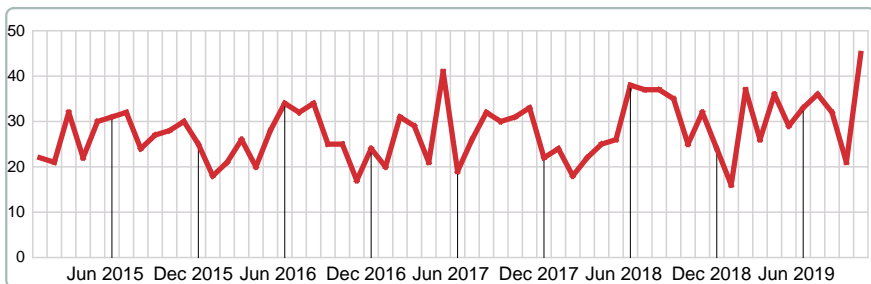
### OCTOBER



### YEAR TO DATE (YTD)

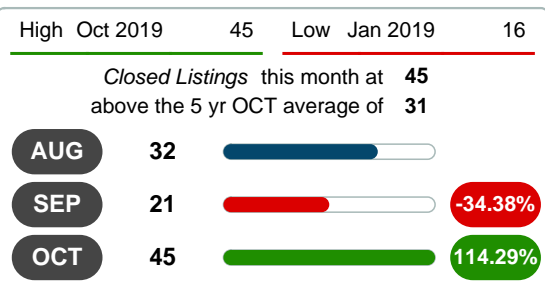


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 31



### 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	5	11.11%	72.6	1	4	0	0
\$50,001 - \$75,000	4	8.89%	54.0	3	1	0	0
\$75,001 - \$100,000	6	13.33%	84.7	1	4	1	0
\$100,001 - \$175,000	13	28.89%	30.9	0	10	3	0
\$175,001 - \$200,000	6	13.33%	69.3	1	5	0	0
\$200,001 - \$275,000	6	13.33%	72.5	0	5	1	0
\$275,001 and up	5	11.11%	47.2	0	3	0	2
<b>Total Closed Units</b>	<b>45</b>			<b>6</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>7,280,703</b>	<b>100%</b>	<b>57.2</b>	<b>476.50K</b>	<b>4.89M</b>	<b>720.90K</b>	<b>1.19M</b>
<b>Average Closed Price</b>	<b>\$161,793</b>			<b>\$79,417</b>	<b>\$152,853</b>	<b>\$144,180</b>	<b>\$596,000</b>

# October 2019



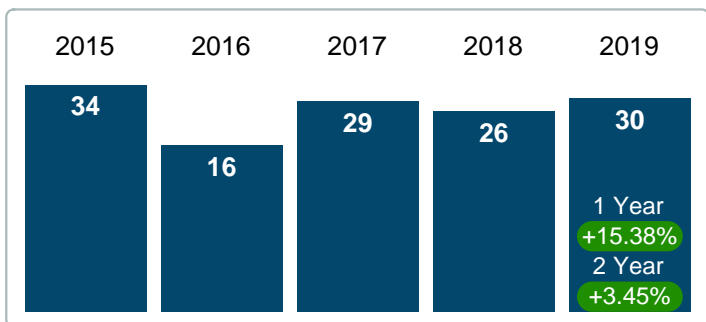
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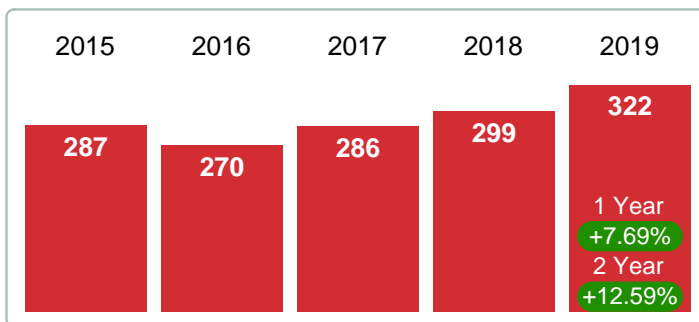
## PENDING LISTINGS

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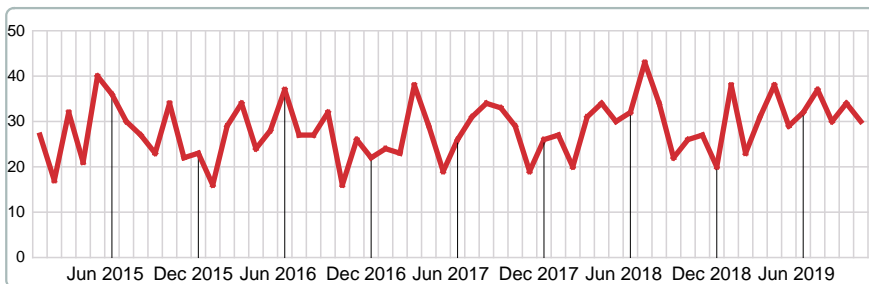
### OCTOBER



### YEAR TO DATE (YTD)

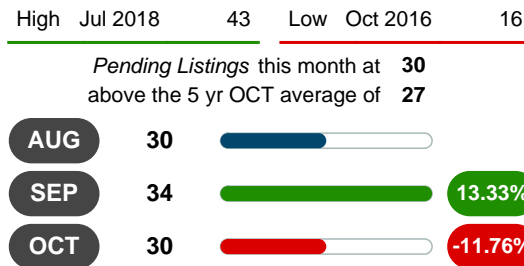


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 27



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>1</b>	3.33%	39.0	0	1	0	0
\$50,001 - \$75,000	<b>3</b>	10.00%	98.7	1	2	0	0
\$75,001 - \$125,000	<b>7</b>	23.33%	34.6	1	6	0	0
\$125,001 - \$175,000	<b>6</b>	20.00%	70.8	0	4	2	0
\$175,001 - \$225,000	<b>6</b>	20.00%	111.0	0	4	2	0
\$225,001 - \$275,000	<b>4</b>	13.33%	18.3	0	3	0	1
\$275,001 and up	<b>3</b>	10.00%	99.0	0	2	1	0
<b>Total Pending Units</b>	<b>30</b>			<b>2</b>	<b>22</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,309,950</b>	<b>100%</b>	<b>70.6</b>	<b>183.30K</b>	<b>3.54M</b>	<b>1.33M</b>	<b>249.00K</b>
<b>Average Listing Price</b>	<b>\$181,213</b>			<b>\$91,650</b>	<b>\$161,039</b>	<b>\$266,960</b>	<b>\$249,000</b>

# October 2019



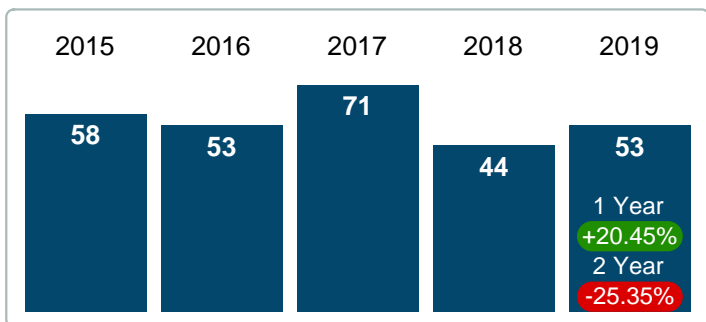
Area Delimited by County Of Mayes - Residential Property Type



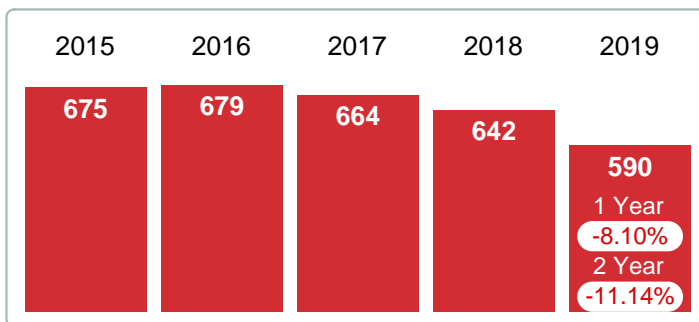
## NEW LISTINGS

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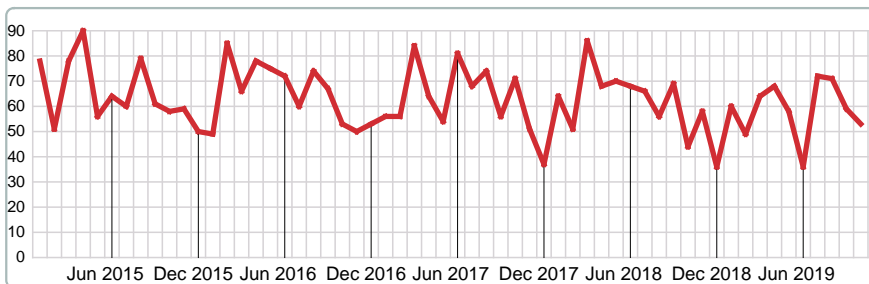
### OCTOBER



### YEAR TO DATE (YTD)

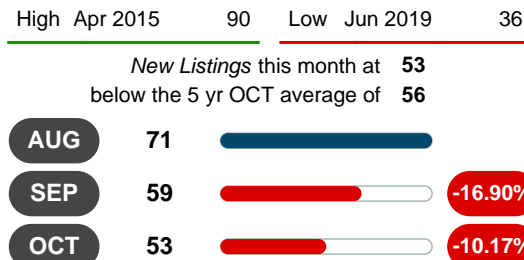


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 56



### 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	4	7.55%	1	1	2	0
\$50,001 - \$75,000	3	5.66%	0	3	0	0
\$75,001 - \$100,000	6	11.32%	0	6	0	0
\$100,001 - \$175,000	20	37.74%	3	14	3	0
\$175,001 - \$275,000	9	16.98%	1	7	1	0
\$275,001 - \$475,000	5	9.43%	0	3	2	0
\$475,001 and up	6	11.32%	0	2	2	2
<b>Total New Listed Units</b>	<b>53</b>		<b>5</b>	<b>36</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>13,056,675</b>	<b>100%</b>	<b>596.80K</b>	<b>6.42M</b>	<b>3.47M</b>	<b>2.57M</b>
<b>Average New Listed Listing Price</b>	<b>\$233,423</b>		<b>\$119,360</b>	<b>\$178,380</b>	<b>\$347,320</b>	<b>\$1,282,500</b>

# October 2019



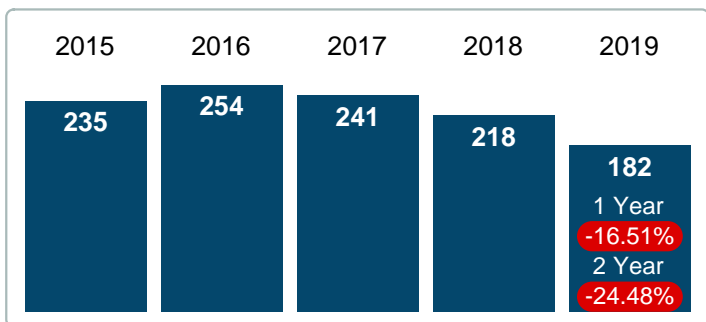
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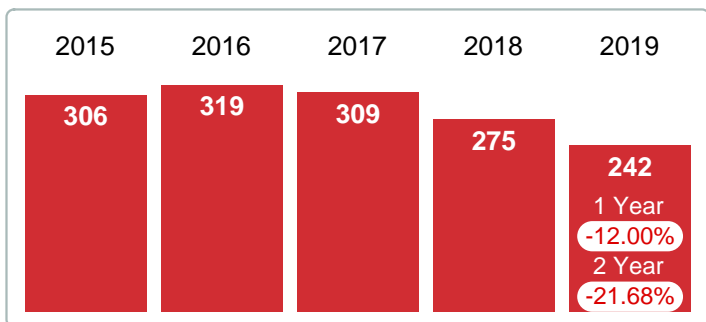
## ACTIVE INVENTORY

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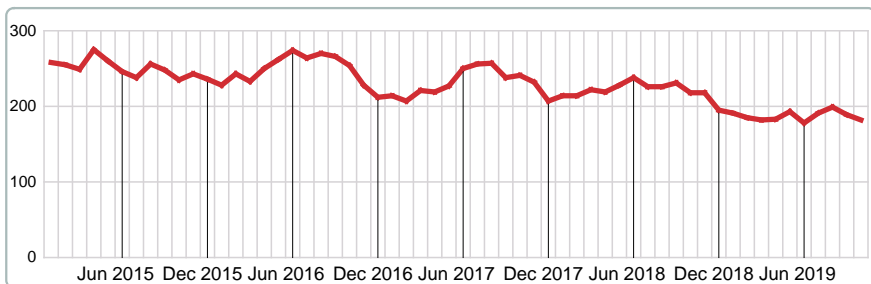
### END OF OCTOBER



### ACTIVE DURING OCTOBER

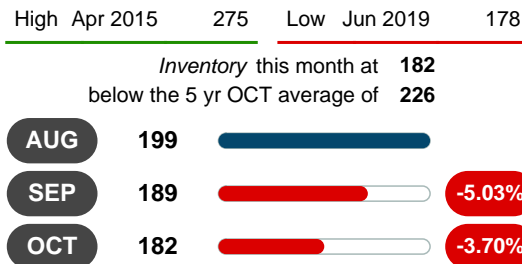


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 226



### 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	4.95%	53.2	5	2	2	0
\$50,001 - \$100,000	28	15.38%	70.3	5	20	2	1
\$100,001 - \$125,000	18	9.89%	57.4	4	12	2	0
\$125,001 - \$225,000	57	31.32%	68.4	7	39	10	1
\$225,001 - \$325,000	28	15.38%	60.6	4	13	9	2
\$325,001 - \$500,000	23	12.64%	81.0	3	12	7	1
\$500,001 and up	19	10.44%	84.5	2	3	6	8
<b>Total Active Inventory by Units</b>	<b>182</b>			<b>30</b>	<b>101</b>	<b>38</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>57,126,869</b>	<b>100%</b>	<b>68.9</b>	<b>5.99M</b>	<b>20.08M</b>	<b>12.45M</b>	<b>18.61M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$313,884</b>			<b>\$199,720</b>	<b>\$198,817</b>	<b>\$327,608</b>	<b>\$1,431,208</b>

# October 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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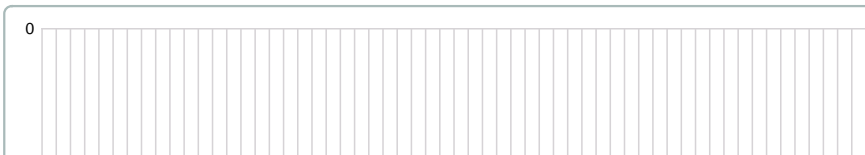
### MSI FOR OCTOBER

2015	2016	2017	2018	2019

### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>182</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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr OCT average of <b>inf</b>			
<b>AUG</b>	inf		%
<b>SEP</b>	inf		%
<b>OCT</b>	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>9</b>		4.95%	2.25	2.50	1.09	12.00	0.00	
\$50,001 - \$100,000	<b>28</b>		15.38%	4.25	2.73	4.90	3.00	0.00	
\$100,001 - \$125,000	<b>18</b>		9.89%	5.84	6.86	5.14	12.00	0.00	
\$125,001 - \$225,000	<b>57</b>		31.32%	5.18	5.60	4.98	6.32	3.00	
\$225,001 - \$325,000	<b>28</b>		15.38%	6.86	9.60	6.24	6.75	8.00	
\$325,001 - \$500,000	<b>23</b>		12.64%	17.25	0.00	16.00	21.00	4.00	
\$500,001 and up	<b>19</b>		10.44%	38.00	0.00	18.00	24.00	96.00	
Market Supply of Inventory (MSI)		5.95			4.93	5.29	8.44	14.18	
Total Active Inventory by Units		182	100%	5.95	30	101	38	13	

# October 2019



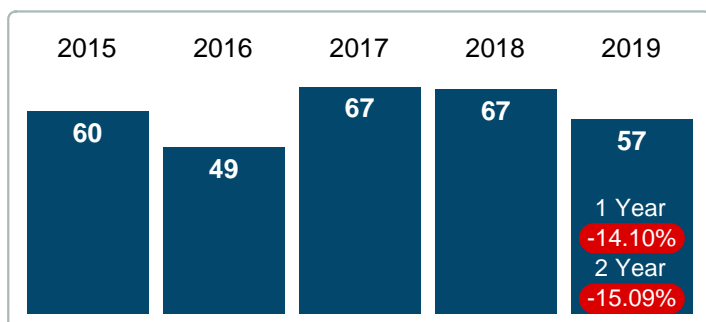
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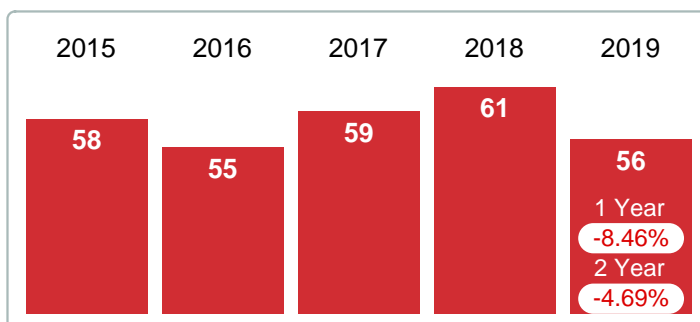
## AVERAGE DAYS ON MARKET TO SALE

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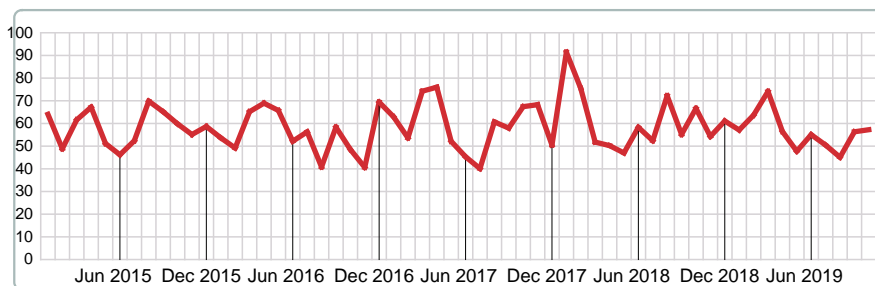
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

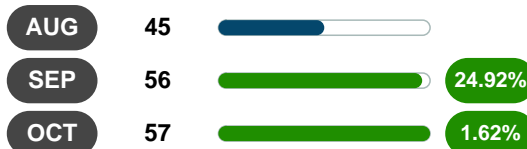


### 3 MONTHS

5 year OCT AVG = 60

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 57 below the 5 yr OCT average of 60



### 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	11.11%	73	138	56	0	0
\$50,001 - \$75,000	8.89%	54	64	24	0	0
\$75,001 - \$100,000	13.33%	85	7	107	74	0
\$100,001 - \$175,000	28.89%	31	0	23	59	0
\$175,001 - \$200,000	13.33%	69	13	81	0	0
\$200,001 - \$275,000	13.33%	73	0	80	34	0
\$275,001 and up	11.11%	47	0	24	0	82
<b>Average Closed DOM</b>		<b>57</b>	<b>58</b>	<b>56</b>	<b>57</b>	<b>82</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>57</b>	<b>6</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>7,280,703</b>	<b>476.50K</b>	<b>4.89M</b>	<b>720.90K</b>	<b>1.19M</b>

# October 2019



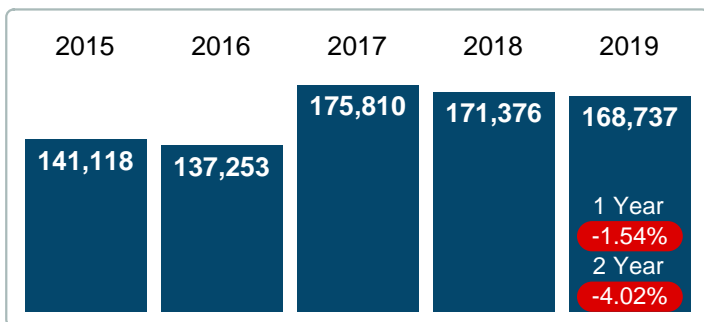
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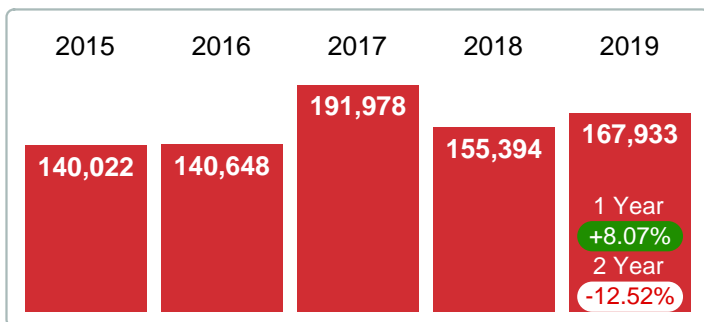
## AVERAGE LIST PRICE AT CLOSING

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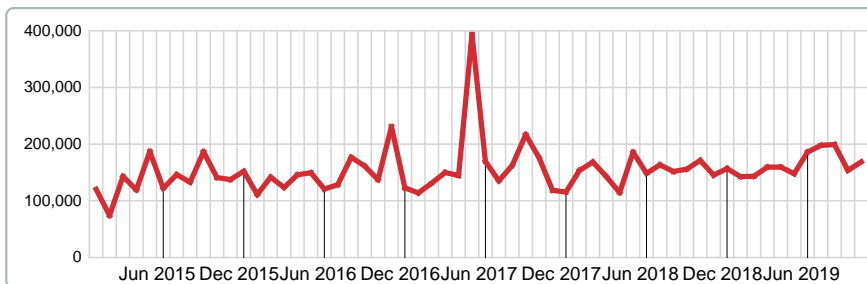
### OCTOBER



### YEAR TO DATE (YTD)

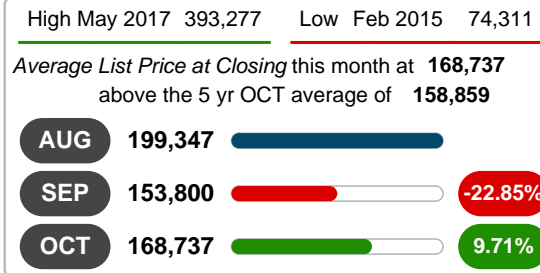


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 158,859



### 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	4	8.89%	24,769	24,500	32,394	0	0
\$50,001 - \$75,000	3	6.67%	63,133	75,633	64,900	0	0
\$75,001 - \$100,000	8	17.78%	87,288	92,000	87,725	98,000	0
\$100,001 - \$175,000	12	26.67%	141,483	0	145,380	152,800	0
\$175,001 - \$200,000	5	11.11%	190,260	182,500	195,760	0	0
\$200,001 - \$275,000	8	17.78%	228,663	0	235,980	225,000	0
\$275,001 and up	5	11.11%	425,600	0	294,667	0	622,000
<b>Average List Price</b>			<b>168,737</b>	<b>87,650</b>	<b>157,559</b>	<b>156,280</b>	<b>622,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>168,737</b>	<b>6</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>7,593,174</b>	<b>525.90K</b>	<b>5.04M</b>	<b>781.40K</b>	<b>1.24M</b>



# October 2019



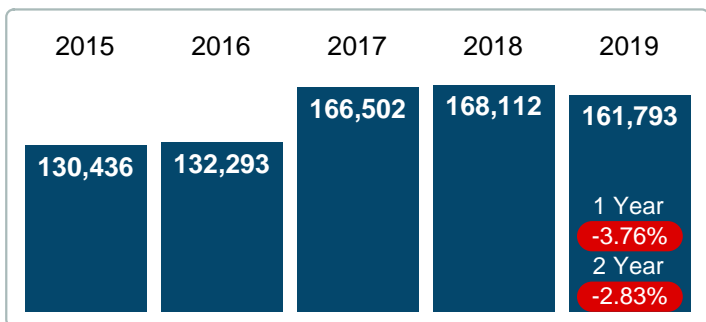
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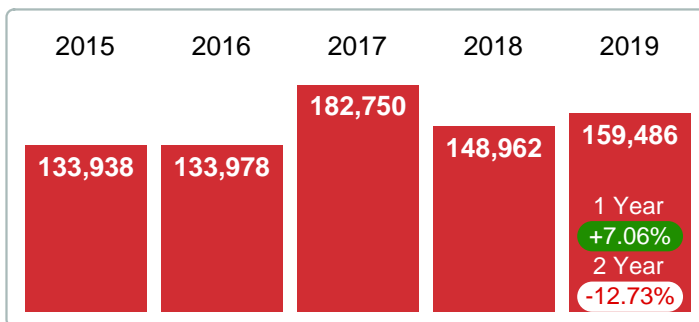
## AVERAGE SOLD PRICE AT CLOSING

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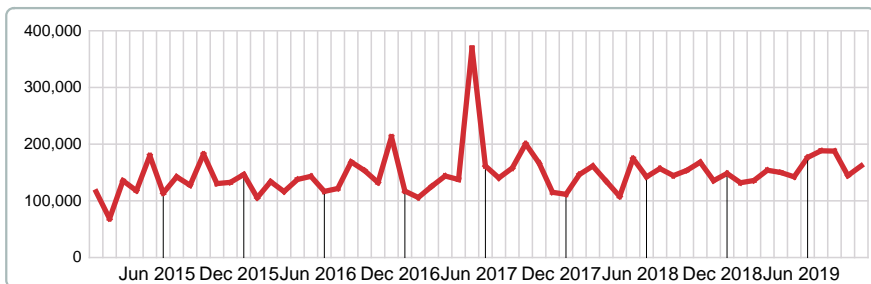
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

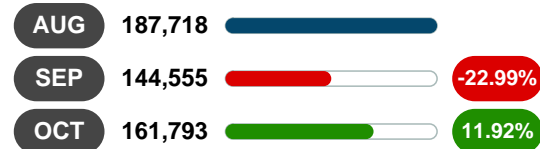


### 3 MONTHS

5 year OCT AVG = 151,827

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

Average Sold Price at Closing this month at **161,793** above the 5 yr OCT average of **151,827**



### 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	11.11%	25,350	24,500	25,563	0	0
\$50,001 - \$75,000	8.89%	62,225	61,333	64,900	0	0
\$75,001 - \$100,000	13.33%	86,833	89,500	86,000	87,500	0
\$100,001 - \$175,000	28.89%	139,831	0	140,590	137,300	0
\$175,001 - \$200,000	13.33%	188,892	178,500	190,971	0	0
\$200,001 - \$275,000	13.33%	228,483	0	229,880	221,500	0
\$275,001 and up	11.11%	412,400	0	290,000	0	596,000
<b>Average Sold Price</b>		<b>161,793</b>	<b>79,417</b>	<b>152,853</b>	<b>144,180</b>	<b>596,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>161,793</b>	<b>6</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>7,280,703</b>	<b>476.50K</b>	<b>4.89M</b>	<b>720.90K</b>	<b>1.19M</b>

# October 2019



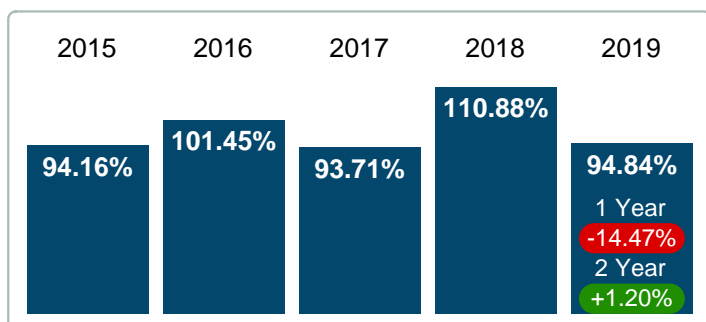
Area Delimited by County Of Mayes - Residential Property Type



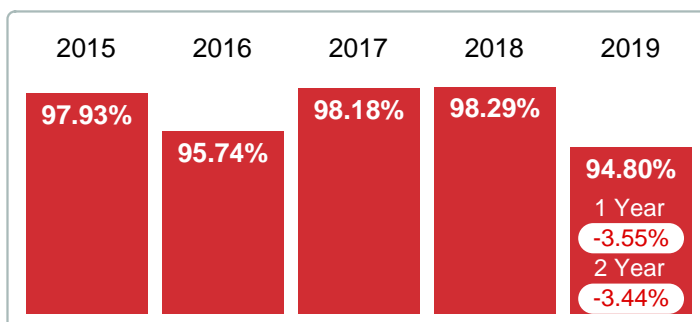
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

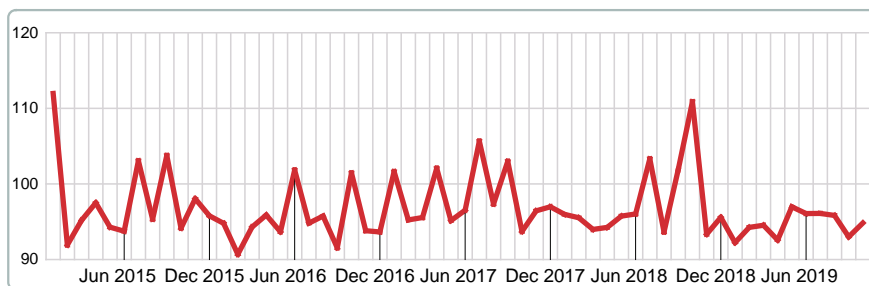
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

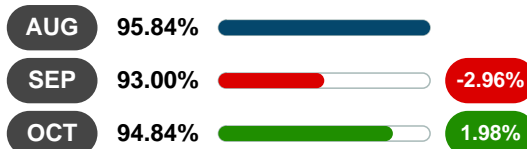


### 3 MONTHS

5 year OCT AVG = 99.01%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **94.84%**  
below the 5 yr OCT average of **99.01%**



### 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	5	11.11%	86.78%	100.00%	83.48%	0.00%	0.00%	
\$50,001 - \$75,000	4	8.89%	86.12%	81.50%	100.00%	0.00%	0.00%	
\$75,001 - \$100,000	6	13.33%	96.59%	97.28%	98.24%	89.29%	0.00%	
\$100,001 - \$175,000	13	28.89%	96.14%	0.00%	96.79%	93.97%	0.00%	
\$175,001 - \$200,000	6	13.33%	97.67%	97.81%	97.64%	0.00%	0.00%	
\$200,001 - \$275,000	6	13.33%	97.63%	0.00%	97.46%	98.44%	0.00%	
\$275,001 and up	5	11.11%	97.65%	0.00%	98.42%	0.00%	96.48%	
Average Sold/List Ratio		94.80%		89.93%	95.80%	93.93%	96.48%	
Total Closed Units		45	100%	94.80%	6	32	5	2
Total Closed Volume		7,280,703			476.50K	4.89M	720.90K	1.19M

# October 2019



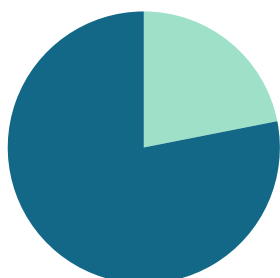
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

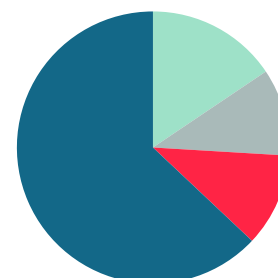


**Inventory**  
 New Listings  
**53 = 21.90%**  
 Start Inventory  
**189**  
 Total Inventory Units  
**242**  
 Volume  
**\$72,251,519**

### Market Activity

Closed Sales  
**45 = 15.57%**  
 Pending Sales  
**30 = 10.38%**  
 Other Off Market  
**32 = 11.07%**  
 Active Inventory  
**182 = 62.98%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	25	45	80.00%	287	311	8.36%
Pending Sales	26	30	15.38%	299	322	7.69%
New Listings	44	53	20.45%	642	590	-8.10%
Average List Price	171,376	168,737	-1.54%	155,394	167,933	8.07%
Average Sale Price	168,112	161,793	-3.76%	148,962	159,486	7.06%
Average Percent of Selling Price to List Price	110.88%	94.84%	-14.47%	98.29%	94.80%	-3.55%
Average Days on Market to Sale	66.64	57.24	-14.10%	61.30	56.11	-8.46%
Monthly Inventory	218	182	-16.51%	218	182	-16.51%
Months Supply of Inventory	7.65	5.95	-22.20%	7.65	5.95	-22.20%

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

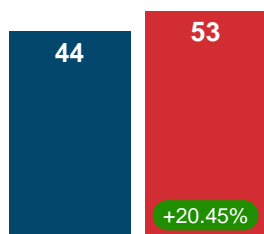
**Inventory** on October 31, 2019 = **182**

**2018** **2019**

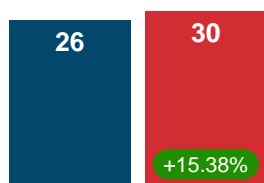
### OCTOBER MARKET

### AVERAGE PRICES

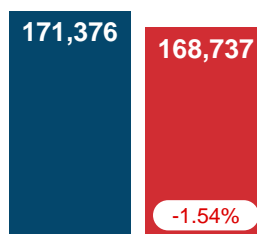
#### New Listings



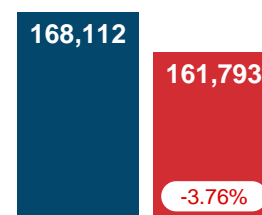
#### Pending Listings



#### List Price



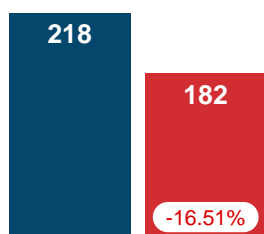
#### Sale Price



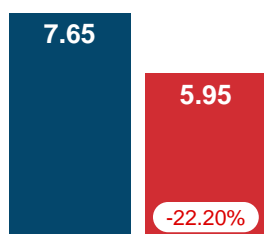
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

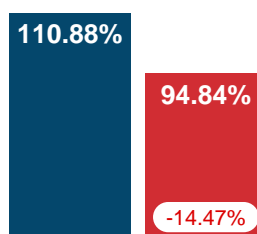
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

