

# September 2019



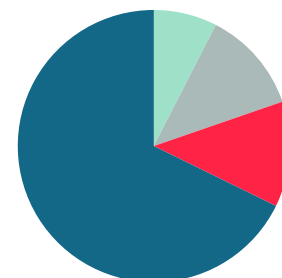
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	35	21	-40.00%
Pending Listings	22	34	54.55%
New Listings	69	59	-14.49%
Average List Price	155,896	153,800	-1.34%
Average Sale Price	153,659	144,555	-5.92%
Average Percent of Selling Price to List Price	101.88%	93.00%	-8.71%
Average Days on Market to Sale	55.17	56.33	2.11%
End of Month Inventory	231	189	-18.18%
Months Supply of Inventory	7.97	6.54	-17.95%



■ Closed (7.53%)  
■ Pending (12.19%)  
■ Other OffMarket (12.54%)  
■ Active (67.74%)

**Absorption:** Last 12 months, an Average of **29** Sales/Month  
**Active Inventory** as of September 30, 2019 = **189**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2019 decreased **18.18%** to 189 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 **6.54** 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 **5.92%** in September 2019 to \$144,555 versus the previous year at \$153,659.

#### Average Days on Market Lengthens

The average number of **56.33** days that homes spent on the market before selling increased by 1.16 days or **2.11%** in September 2019 compared to last year's same month at **55.17** DOM.

#### Sales Success for September 2019 is Positive

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

There were 59 New Listings in September 2019, down **14.49%** from last year at 69. Furthermore, there were 21 Closed Listings this month versus last year at 35, a **-40.00%** decrease.

Closed versus Listed trends yielded a **35.6%** ratio, down from previous year's, September 2018, at **50.7%**, a **29.83%** 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

# September 2019



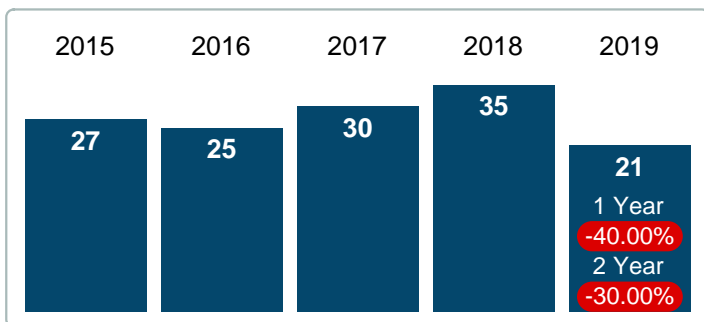
Area Delimited by County Of Mayes - Residential Property Type



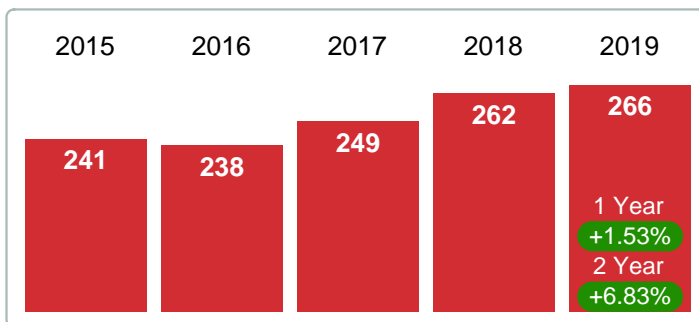
## CLOSED LISTINGS

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

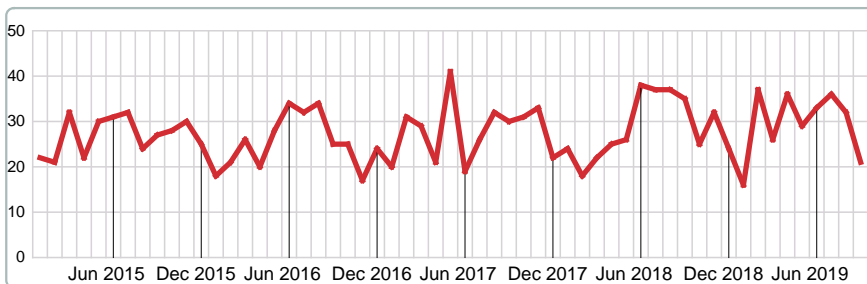
### SEPTEMBER



### YEAR TO DATE (YTD)

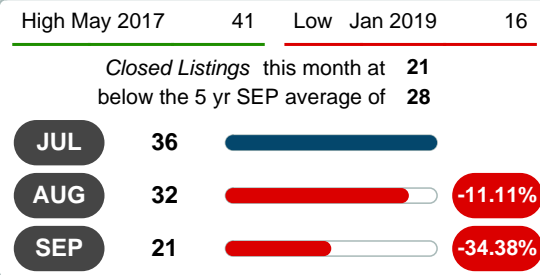


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 28



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	9.52%	68.0	2	0	0	0
\$30,001 - \$50,000	2	9.52%	64.0	0	2	0	0
\$50,001 - \$100,000	3	14.29%	31.3	0	3	0	0
\$100,001 - \$150,000	6	28.57%	60.2	1	3	2	0
\$150,001 - \$200,000	3	14.29%	83.0	1	0	2	0
\$200,001 - \$240,000	2	9.52%	40.5	0	1	1	0
\$240,001 and up	3	14.29%	44.7	0	2	1	0
<b>Total Closed Units</b>	<b>21</b>			<b>4</b>	<b>11</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>3,035,660</b>	<b>100%</b>	<b>56.3</b>	<b>326.00K</b>	<b>1.55M</b>	<b>1.16M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$144,555</b>			<b>\$81,500</b>	<b>\$140,818</b>	<b>\$193,443</b>	<b>\$0</b>

# September 2019



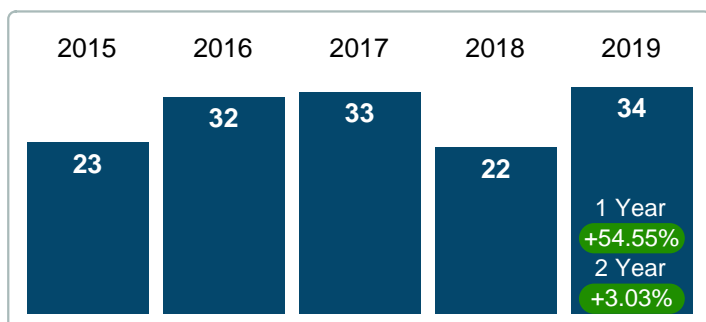
Area Delimited by County Of Mayes - Residential Property Type



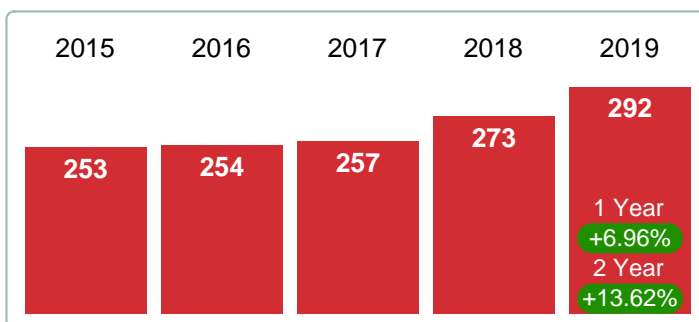
## PENDING LISTINGS

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

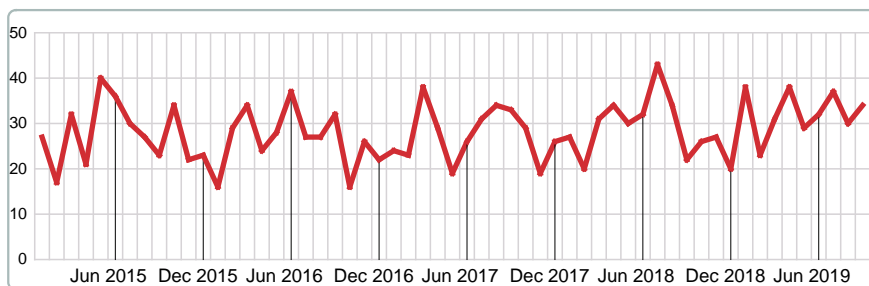
### SEPTEMBER



### YEAR TO DATE (YTD)

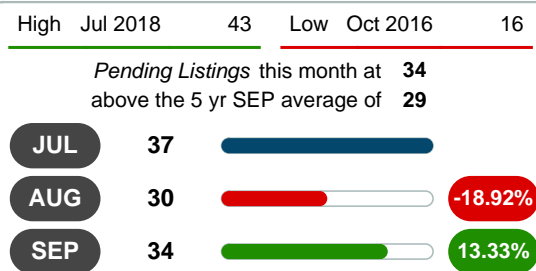


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 29



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	5.88%	82.5	1	1	0	0
\$25,001 - \$50,000	3	8.82%	58.3	2	1	0	0
\$50,001 - \$75,000	3	8.82%	62.3	1	2	0	0
\$75,001 - \$175,000	13	38.24%	44.1	3	9	1	0
\$175,001 - \$225,000	5	14.71%	50.0	0	4	1	0
\$225,001 - \$275,000	3	8.82%	109.3	0	3	0	0
\$275,001 and up	5	14.71%	74.0	0	4	0	1
<b>Total Pending Units</b>	<b>34</b>			<b>7</b>	<b>24</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,198,199</b>	<b>100%</b>	<b>60.2</b>	<b>418.40K</b>	<b>4.56M</b>	<b>323.00K</b>	<b>895.00K</b>
<b>Average Listing Price</b>	<b>\$182,300</b>			<b>\$59,771</b>	<b>\$190,075</b>	<b>\$161,500</b>	<b>\$895,000</b>

# September 2019



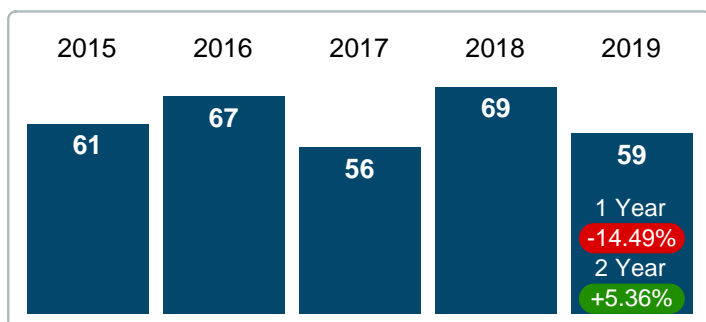
Area Delimited by County Of Mayes - Residential Property Type



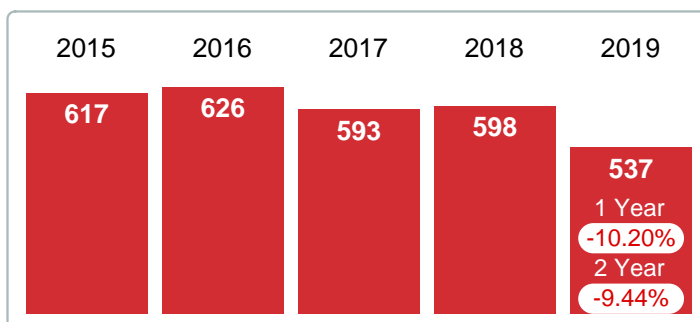
## NEW LISTINGS

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

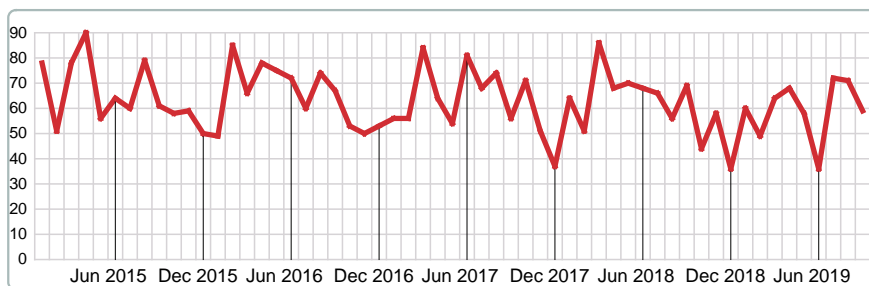
### SEPTEMBER



### YEAR TO DATE (YTD)

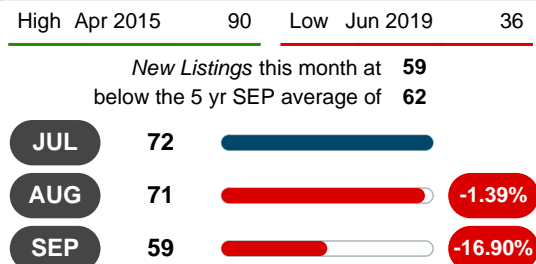


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 62



### 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	6.78%	3	1	0	0
\$50,001 - \$100,000	8	13.56%	2	6	0	0
\$100,001 - \$125,000	3	5.08%	1	2	0	0
\$125,001 - \$225,000	18	30.51%	2	15	1	0
\$225,001 - \$300,000	13	22.03%	0	10	1	2
\$300,001 - \$375,000	6	10.17%	4	0	2	0
\$375,001 and up	7	11.86%	1	2	2	2
<b>Total New Listed Units</b>	<b>59</b>		<b>13</b>	<b>36</b>	<b>6</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>15,726,500</b>	<b>100%</b>	<b>2.49M</b>	<b>6.85M</b>	<b>2.81M</b>	<b>3.58M</b>
<b>Average New Listed Listing Price</b>	<b>\$163,193</b>		<b>\$191,877</b>	<b>\$190,203</b>	<b>\$467,650</b>	<b>\$894,725</b>

# September 2019



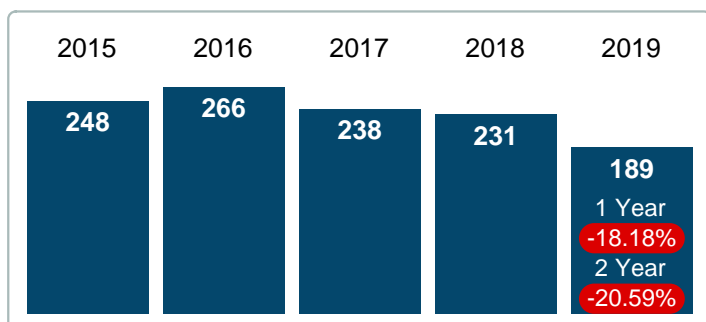
Area Delimited by County Of Mayes - Residential Property Type



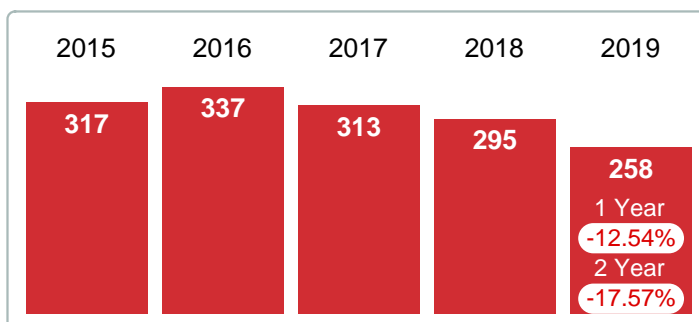
## ACTIVE INVENTORY

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

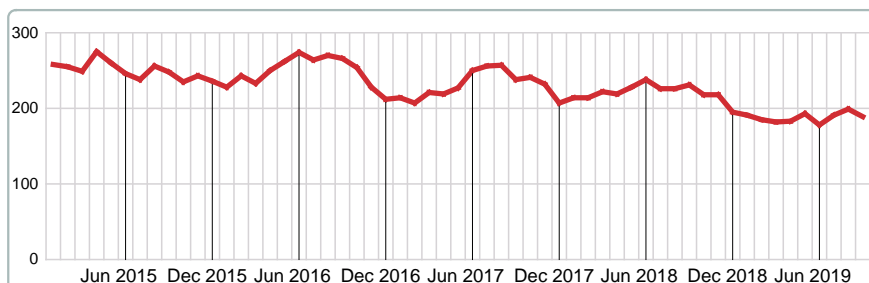
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

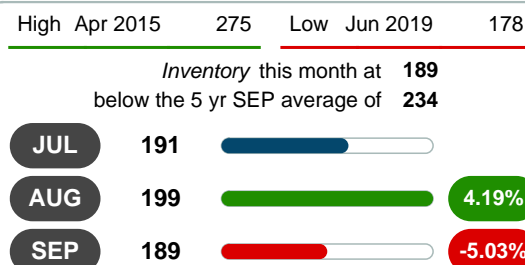


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 234



### 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	7	3.70%	65.0	5	2	0	0
\$50,001 - \$100,000	27	14.29%	61.2	6	18	2	1
\$100,001 - \$125,000	17	8.99%	76.2	5	10	2	0
\$125,001 - \$225,000	60	31.75%	64.9	8	39	12	1
\$225,001 - \$325,000	34	17.99%	51.4	4	17	10	3
\$325,001 - \$550,000	25	13.23%	90.3	4	14	6	1
\$550,001 and up	19	10.05%	104.5	1	3	8	7
<b>Total Active Inventory by Units</b>	<b>189</b>			<b>33</b>	<b>103</b>	<b>40</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>59,194,844</b>	<b>100%</b>	<b>70.3</b>	<b>6.35M</b>	<b>21.67M</b>	<b>14.32M</b>	<b>16.85M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$313,200</b>			<b>\$192,452</b>	<b>\$210,345</b>	<b>\$358,093</b>	<b>\$1,296,515</b>

# September 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
189	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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	3.70%	1.87	2.61	1.20	0.00	0.00
\$50,001 - \$100,000	27	14.29%	4.32	3.79	4.41	3.43	0.00
\$100,001 - \$125,000	17	8.99%	5.37	7.50	4.14	24.00	0.00
\$125,001 - \$225,000	60	31.75%	6.05	6.86	5.64	8.00	3.00
\$225,001 - \$325,000	34	17.99%	8.68	9.60	10.20	6.32	12.00
\$325,001 - \$550,000	25	13.23%	15.79	0.00	14.00	14.40	6.00
\$550,001 and up	19	10.05%	57.00	0.00	18.00	48.00	0.00
Market Supply of Inventory (MSI)			6.54	5.74	5.75	8.89	17.33
Total Active Inventory by Units		100%	6.54	33	103	40	13

# September 2019



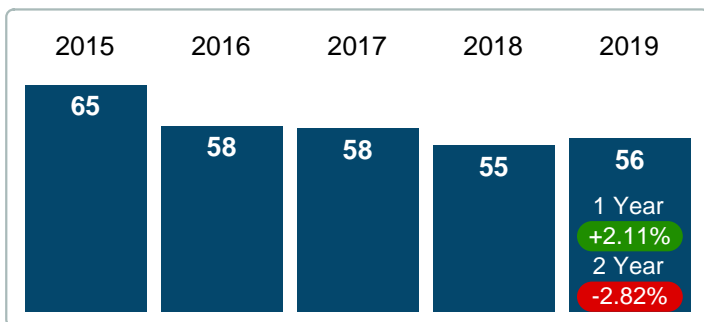
Area Delimited by County Of Mayes - Residential Property Type



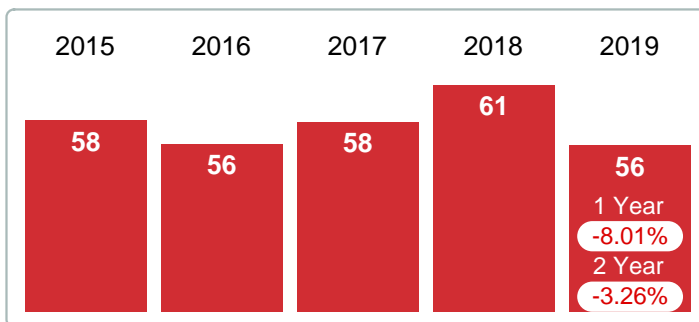
## AVERAGE DAYS ON MARKET TO SALE

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

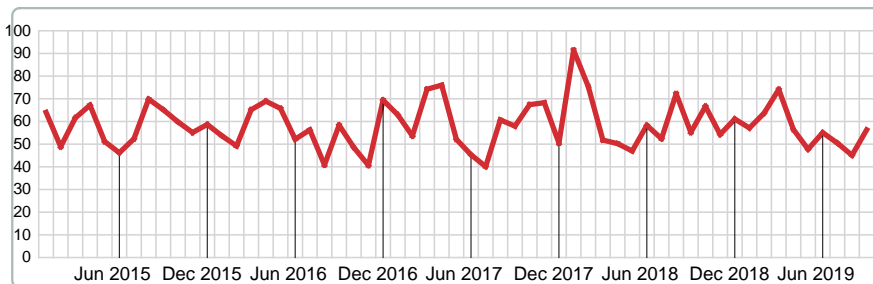
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

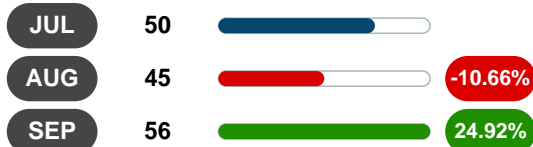


### 3 MONTHS

5 year SEP AVG = 59

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 56 below the 5 yr SEP average of 59



### 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
\$30,000 and less	9.52%	68	68	0	0	0
\$30,001 - \$50,000	9.52%	64	0	64	0	0
\$50,001 - \$100,000	14.29%	31	0	31	0	0
\$100,001 - \$150,000	28.57%	60	44	99	10	0
\$150,001 - \$200,000	14.29%	83	66	0	92	0
\$200,001 - \$240,000	9.52%	41	0	72	9	0
\$240,001 and up	14.29%	45	0	64	7	0
<b>Average Closed DOM</b>		<b>56</b>	<b>62</b>	<b>65</b>	<b>37</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>56</b>	<b>4</b>	<b>11</b>	<b>6</b>	<b></b>
<b>Total Closed Volume</b>		<b>3,035,660</b>	<b>326.00K</b>	<b>1.55M</b>	<b>1.16M</b>	<b>0.00B</b>

# September 2019



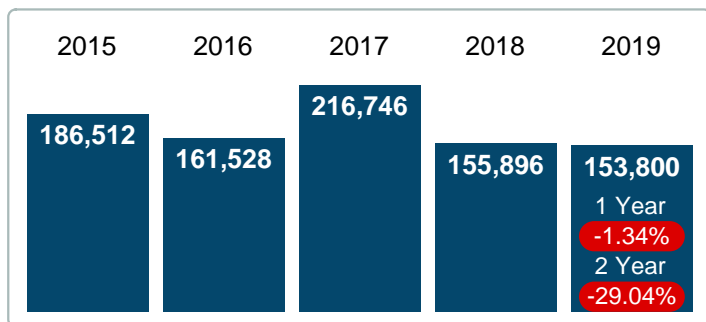
Area Delimited by County Of Mayes - Residential Property Type



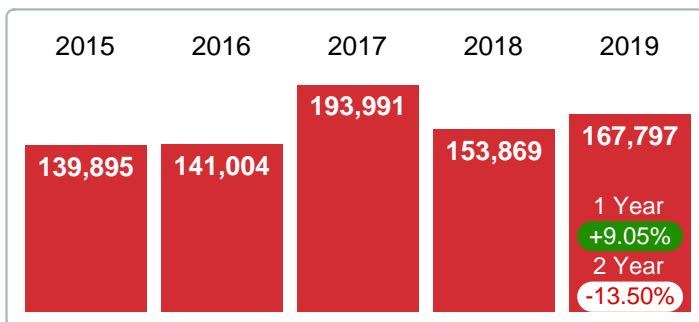
## AVERAGE LIST PRICE AT CLOSING

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

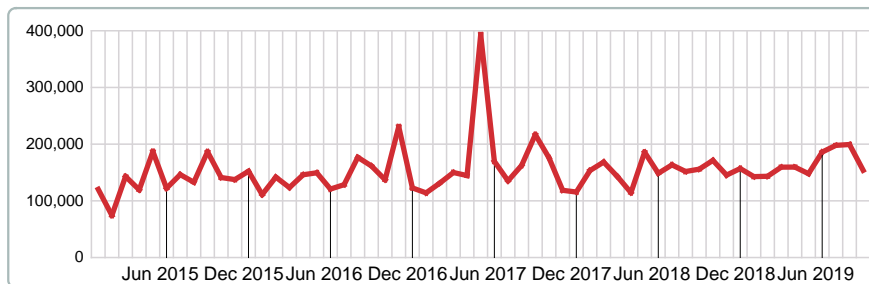
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 174,896

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

Average List Price at Closing this month at **153,800**  
below the 5 yr SEP average of **174,896**

- JUL** 197,838
- AUG** 199,347 +0.76%
- SEP** 153,800 -22.85%

### 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
\$25,000 and less	1	4.76%	19,900	19,900	0	0	0
\$25,001 - \$50,000	2	9.52%	37,500	35,000	49,250	0	0
\$50,001 - \$100,000	4	19.05%	71,000	0	75,167	0	0
\$100,001 - \$150,000	6	28.57%	129,617	149,900	118,000	136,900	0
\$150,001 - \$200,000	3	14.29%	180,500	162,500	0	189,500	0
\$200,001 - \$225,000	1	4.76%	215,000	0	215,000	230,000	0
\$225,001 and up	4	19.05%	329,175	0	373,850	339,000	0
<b>Average List Price</b>			<b>153,800</b>	<b>91,825</b>	<b>149,154</b>	<b>203,633</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>153,800</b>	<b>4</b>	<b>11</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>				<b>367.30K</b>	<b>1.64M</b>	<b>1.22M</b>	<b>0.00B</b>



# September 2019



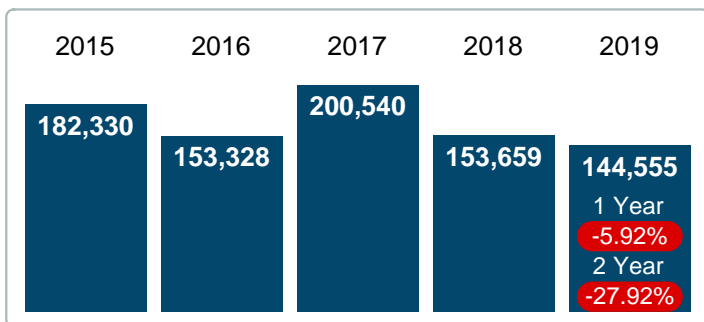
Area Delimited by County Of Mayes - Residential Property Type



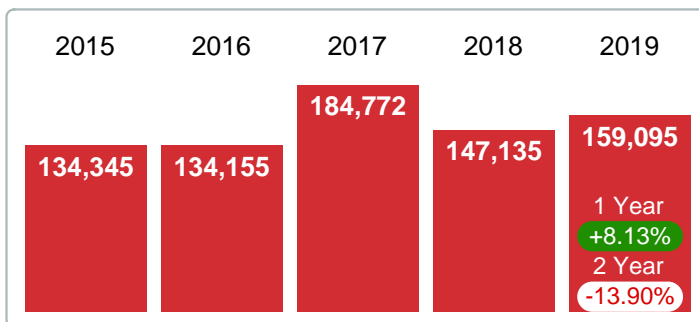
## AVERAGE SOLD PRICE AT CLOSING

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

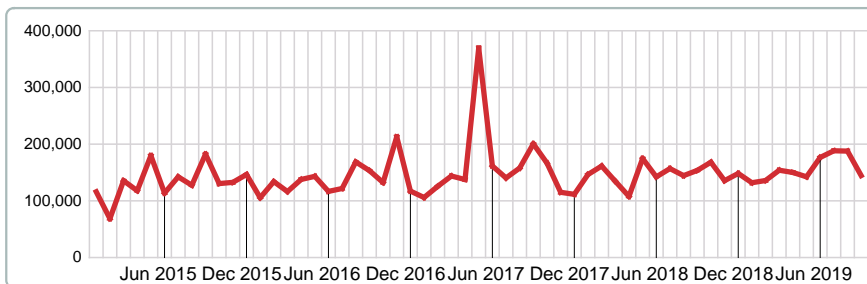
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

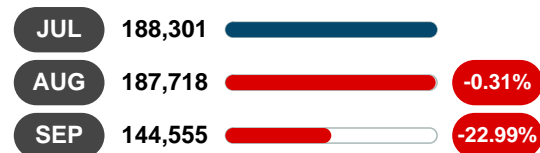


### 3 MONTHS

5 year SEP AVG = 166,882

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

Average Sold Price at Closing this month at 144,555 below the 5 yr SEP average of 166,882



### 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
\$30,000 and less	9.52%	23,000	23,000	0	0	0
\$30,001 - \$50,000	9.52%	44,500	0	44,500	0	0
\$50,001 - \$100,000	14.29%	64,667	0	64,667	0	0
\$100,001 - \$150,000	28.57%	125,400	125,000	117,667	137,200	0
\$150,001 - \$200,000	14.29%	169,667	155,000	0	177,000	0
\$200,001 - \$240,000	9.52%	212,000	0	215,000	209,000	0
\$240,001 and up	14.29%	340,420	0	349,000	323,260	0
<b>Average Sold Price</b>		<b>144,555</b>	<b>81,500</b>	<b>140,818</b>	<b>193,443</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>144,555</b>	<b>4</b>	<b>11</b>	<b>6</b>	
<b>Total Closed Volume</b>		<b>3,035,660</b>	<b>326.00K</b>	<b>1.55M</b>	<b>1.16M</b>	<b>0.00B</b>

# September 2019



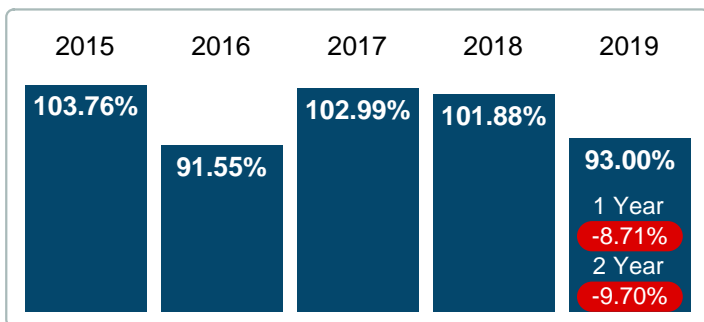
Area Delimited by County Of Mayes - Residential Property Type



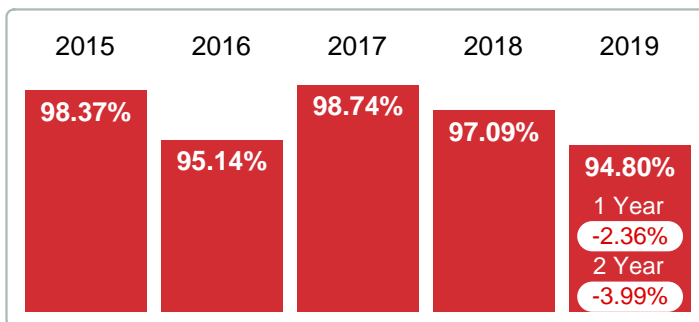
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

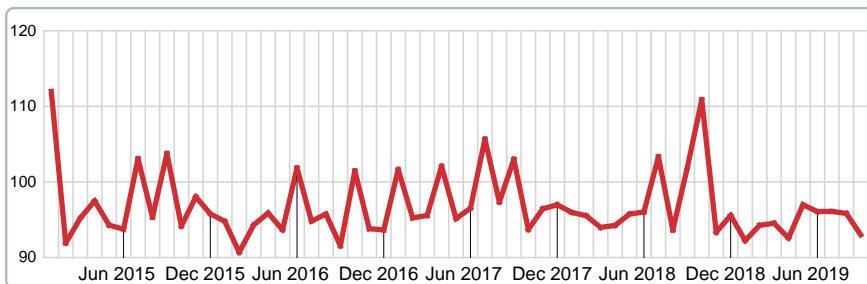
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

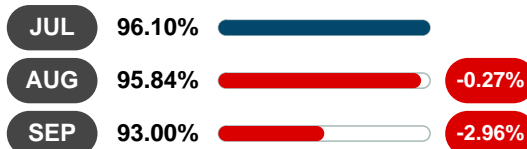


### 3 MONTHS

5 year SEP AVG = 98.64%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **93.00%**  
below the 5 yr SEP average of **98.64%**



## 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
\$30,000 and less	2	9.52%	85.77%	85.77%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	2	9.52%	91.49%	0.00%	91.49%	0.00%	0.00%
\$50,001 - \$100,000	3	14.29%	85.78%	0.00%	85.78%	0.00%	0.00%
\$100,001 - \$150,000	6	28.57%	97.15%	83.39%	99.76%	100.12%	0.00%
\$150,001 - \$200,000	3	14.29%	94.07%	95.38%	0.00%	93.41%	0.00%
\$200,001 - \$240,000	2	9.52%	95.43%	0.00%	100.00%	90.87%	0.00%
\$240,001 and up	3	14.29%	95.06%	0.00%	94.92%	95.36%	0.00%
Average Sold/List Ratio		93.00%		87.58%	93.58%	95.55%	0.00%
Total Closed Units		21	100%	4	11	6	
Total Closed Volume		3,035,660		326.00K	1.55M	1.16M	0.00B

# September 2019



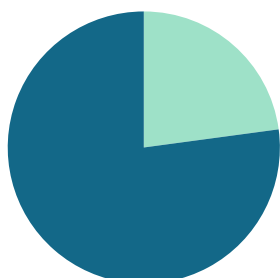
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

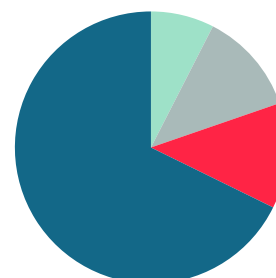


**Inventory**  
 New Listings  
**59 = 22.87%**  
 Start Inventory  
**199**  
 Total Inventory Units  
**258**  
 Volume  
**\$78,529,243**

### Market Activity

Closed Sales  
**21 = 7.53%**  
 Pending Sales  
**34 = 12.19%**  
 Other Off Market  
**35 = 12.54%**  
 Active Inventory  
**189 = 67.74%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	35	21	-40.00%	262	266	1.53%
Pending Sales	22	34	54.55%	273	292	6.96%
New Listings	69	59	-14.49%	598	537	-10.20%
Average List Price	155,896	153,800	-1.34%	153,869	167,797	9.05%
Average Sale Price	153,659	144,555	-5.92%	147,135	159,095	8.13%
Average Percent of Selling Price to List Price	101.88%	93.00%	-8.71%	97.09%	94.80%	-2.36%
Average Days on Market to Sale	55.17	56.33	2.11%	60.79	55.92	-8.01%
Monthly Inventory	231	189	-18.18%	231	189	-18.18%
Months Supply of Inventory	7.97	6.54	-17.95%	7.97	6.54	-17.95%

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

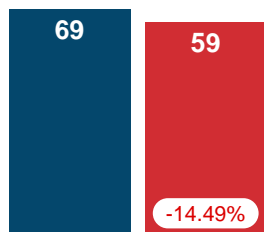
**Inventory** on September 30, 2019 = **189**

**2018** **2019**

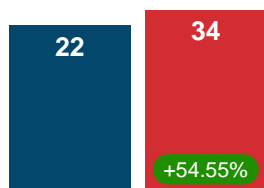
### SEPTEMBER MARKET

### AVERAGE PRICES

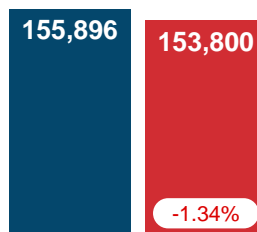
#### New Listings



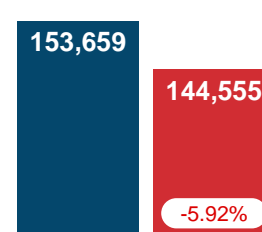
#### Pending Listings



#### List Price



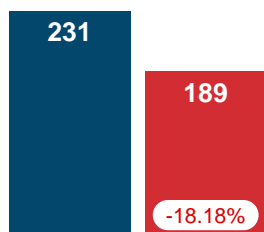
#### Sale Price



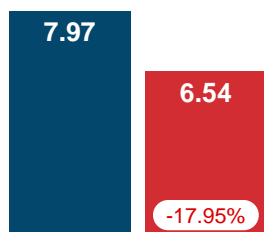
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

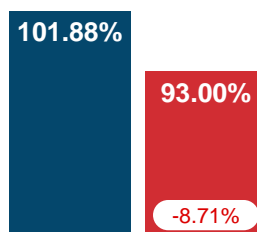
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

