

# September 2019



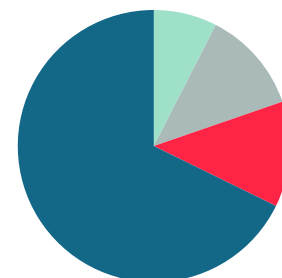
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	135,000	139,500	3.33%
Median Sale Price	128,000	127,500	-0.39%
Median Percent of Selling Price to List Price	97.90%	95.36%	-2.60%
Median Days on Market to Sale	37.00	44.00	18.92%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.39%** in September 2019 to \$127,500 versus the previous year at \$128,000.

#### Median Days on Market Lengthens

The median number of **44.00** days that homes spent on the market before selling increased by 7.00 days or **18.92%** in September 2019 compared to last year's same month at **37.00** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median 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 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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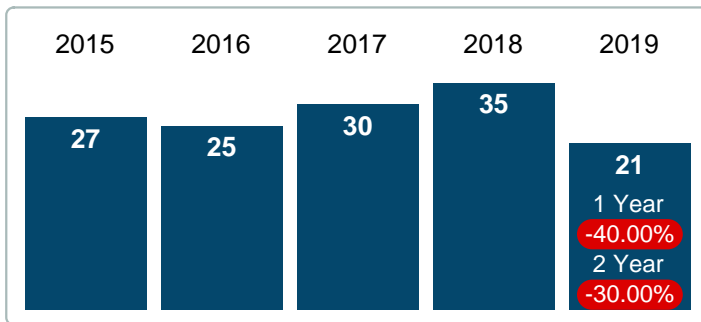
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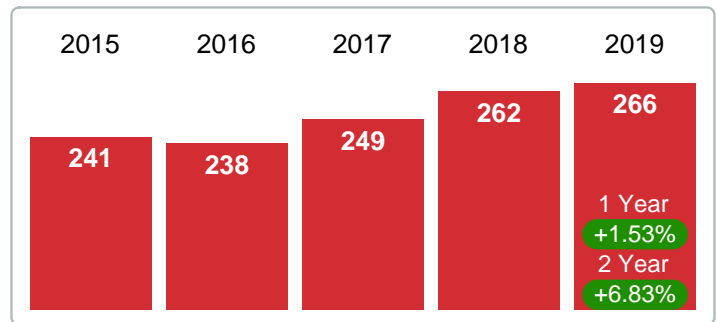
## CLOSED LISTINGS

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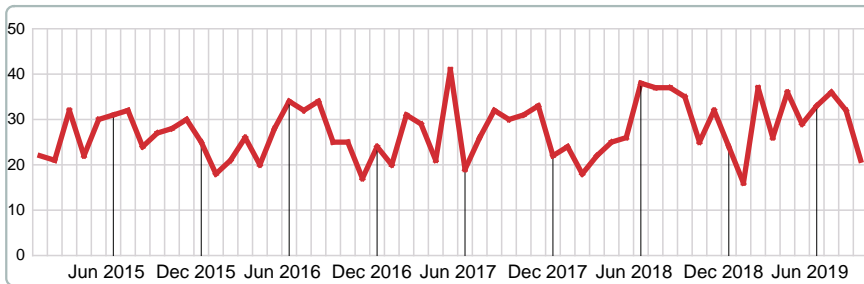
### SEPTEMBER



### YEAR TO DATE (YTD)

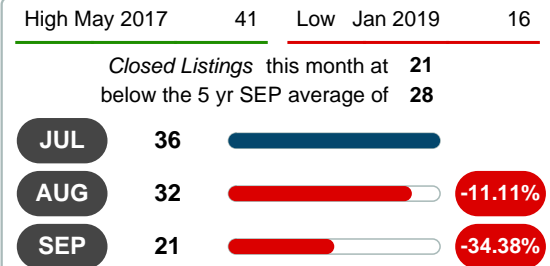


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 28



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	31.0	0	3	0	0
\$100,001 - \$150,000	6	28.57%	27.5	1	3	2	0
\$150,001 - \$200,000	3	14.29%	66.0	1	0	2	0
\$200,001 - \$240,000	2	9.52%	40.5	0	1	1	0
\$240,001 and up	3	14.29%	7.0	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>44.0</b>	<b>326.00K</b>	<b>1.55M</b>	<b>1.16M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$127,500</b>			<b>\$76,250</b>	<b>\$104,500</b>	<b>\$177,000</b>	<b>\$0</b>

# September 2019



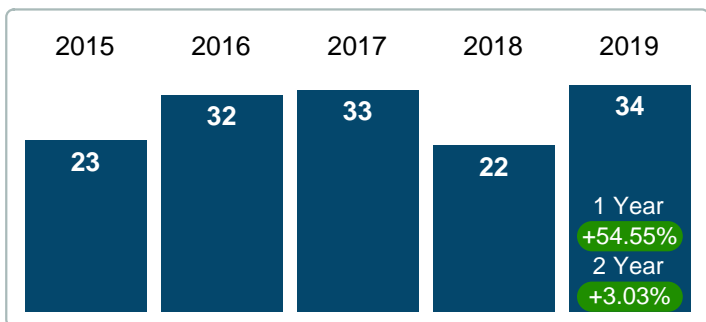
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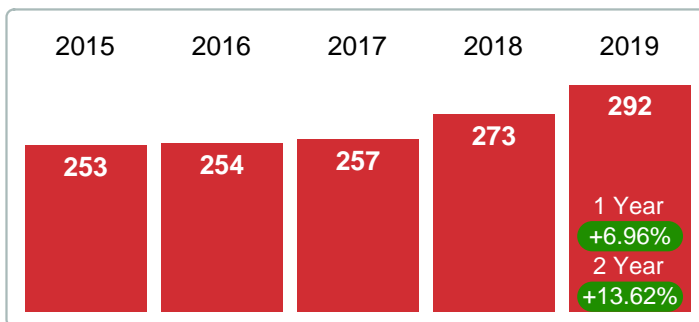
## PENDING LISTINGS

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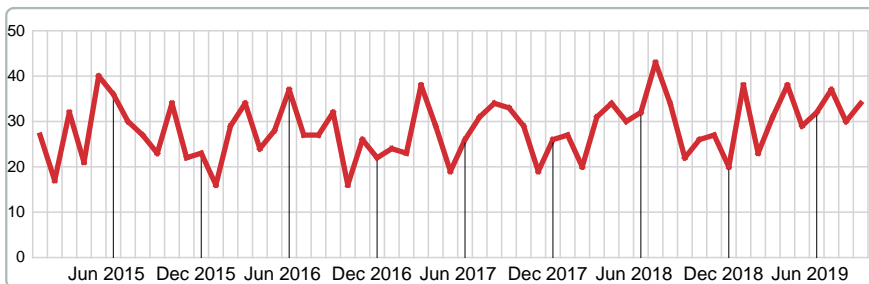
### SEPTEMBER



### YEAR TO DATE (YTD)

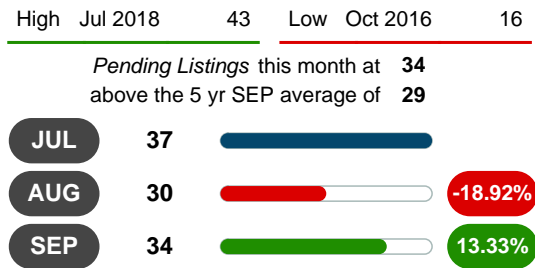


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 29



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	5.88%	82.5	1	1	0	0
\$30,001 - \$60,000	4	11.76%	73.5	2	2	0	0
\$60,001 - \$90,000	6	17.65%	48.5	3	3	0	0
\$90,001 - \$180,000	9	26.47%	14.0	1	7	1	0
\$180,001 - \$240,000	5	14.71%	33.0	0	4	1	0
\$240,001 - \$290,000	4	11.76%	73.5	0	4	0	0
\$290,001 and up	4	11.76%	105.5	0	3	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>33.5</b>	<b>418.40K</b>	<b>4.56M</b>	<b>323.00K</b>	<b>895.00K</b>
<b>Median Listing Price</b>	<b>\$134,950</b>			<b>\$69,500</b>	<b>\$164,200</b>	<b>\$161,500</b>	<b>\$895,000</b>

# September 2019



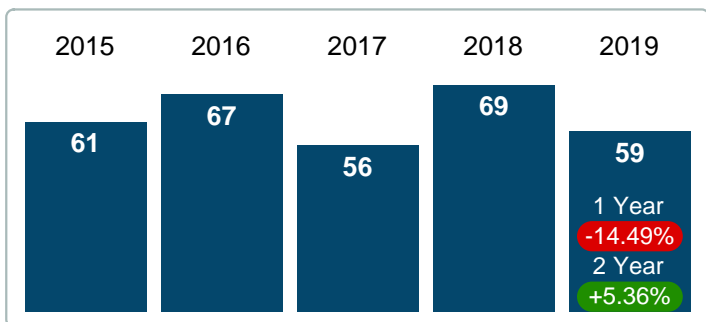
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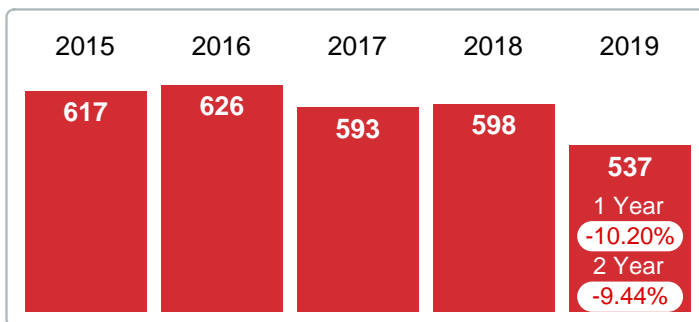
## NEW LISTINGS

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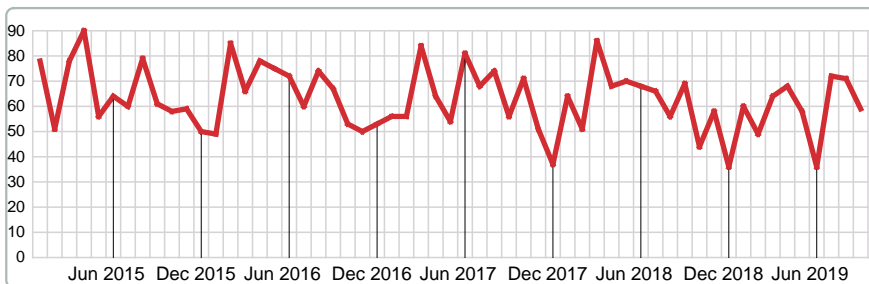
### SEPTEMBER



### YEAR TO DATE (YTD)

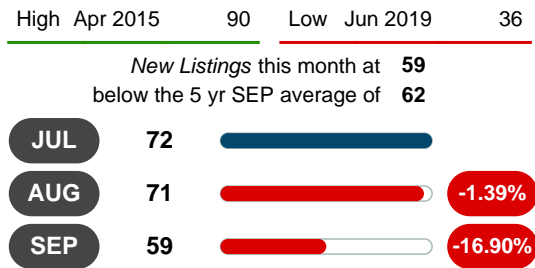


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$209,900</b>		<b>\$137,500</b>	<b>\$174,700</b>	<b>\$339,250</b>	<b>\$339,950</b>

# September 2019



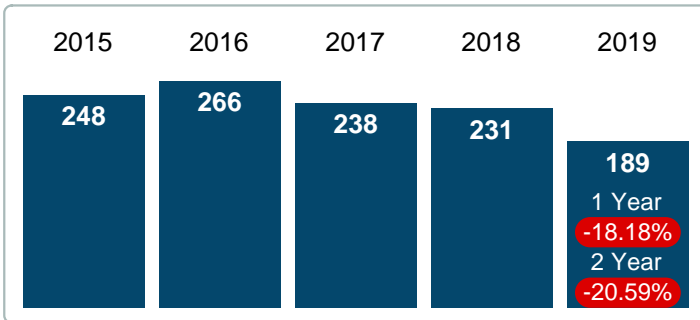
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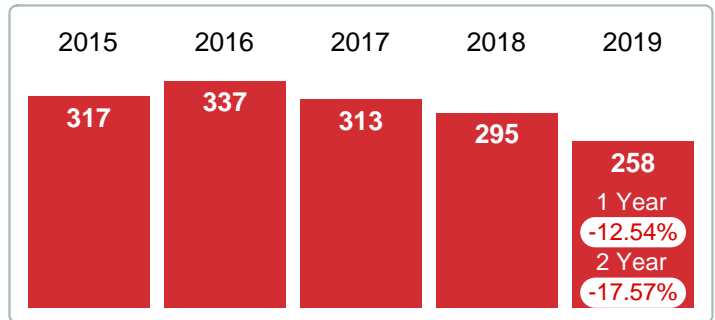
## ACTIVE INVENTORY

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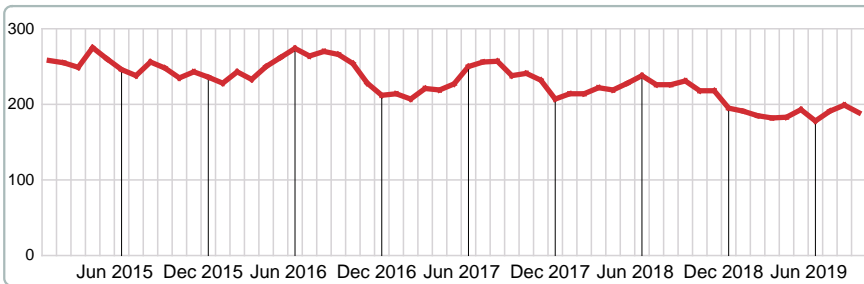
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

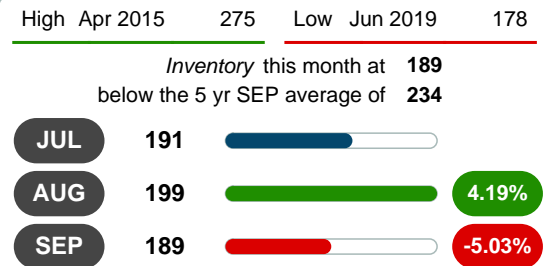


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 234



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	3.70%	32.0	5	2	0	0
\$50,001 - \$100,000	27	14.29%	49.0	6	18	2	1
\$100,001 - \$125,000	17	8.99%	66.0	5	10	2	0
\$125,001 - \$225,000	60	31.75%	57.5	8	39	12	1
\$225,001 - \$325,000	34	17.99%	34.5	4	17	10	3
\$325,001 - \$550,000	25	13.23%	80.0	4	14	6	1
\$550,001 and up	19	10.05%	127.0	1	3	8	7
Total Active Inventory by Units		189		33	103	40	13
Total Active Inventory by Volume		59,194,844	100%	6.35M	21.67M	14.32M	16.85M
Median Active Inventory Listing Price		\$189,900		\$137,000	\$169,250	\$274,250	\$565,000

# 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
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### 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		189	100%	33	103	40	13

# September 2019



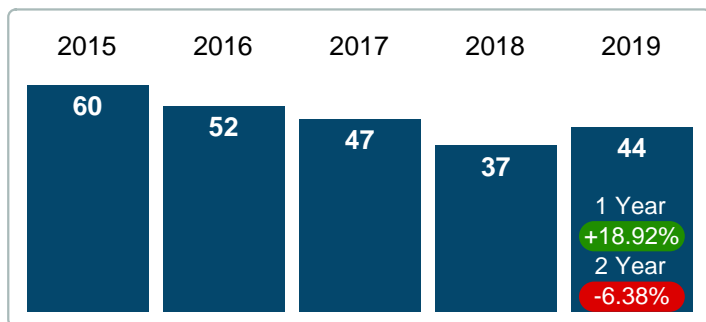
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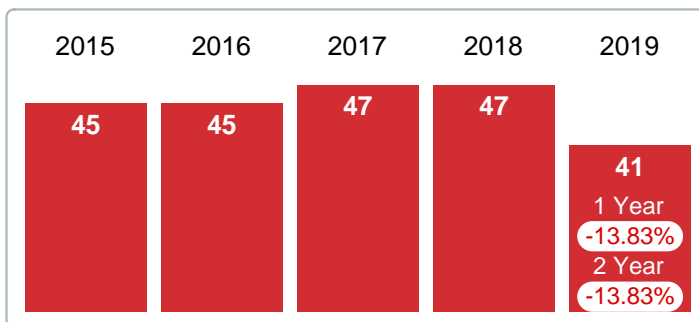
## MEDIAN DAYS ON MARKET TO SALE

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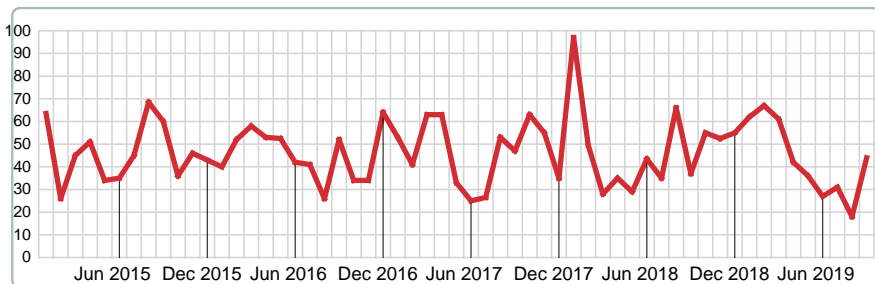
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

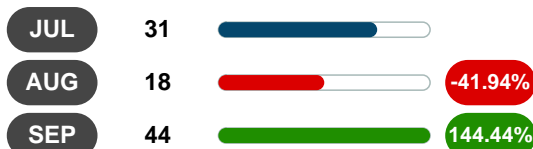


### 3 MONTHS

5 year SEP AVG = 48

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 44 below the 5 yr SEP average of 48



### 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
\$30,000 and less	2	9.52%	68	68	0	0	0
\$30,001 - \$50,000	2	9.52%	64	0	64	0	0
\$50,001 - \$100,000	3	14.29%	31	0	31	0	0
\$100,001 - \$150,000	6	28.57%	28	44	122	10	0
\$150,001 - \$200,000	3	14.29%	66	66	0	92	0
\$200,001 - \$240,000	2	9.52%	41	0	72	9	0
\$240,001 and up	3	14.29%	7	0	64	7	0
Median Closed DOM			44	55	45	10	0
Total Closed Units		100%	21	4	11	6	
Total Closed Volume			3,035,660	326.00K	1.55M	1.16M	0.00B

# September 2019



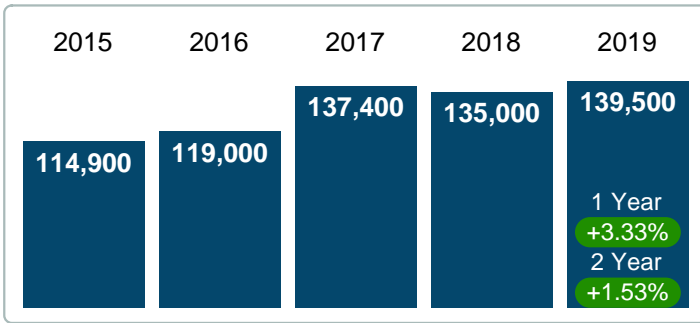
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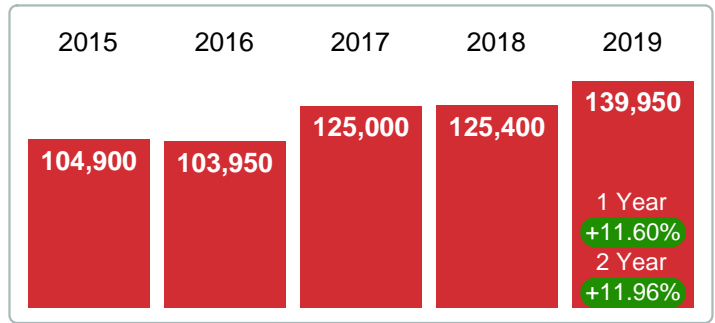
## MEDIAN LIST PRICE AT CLOSING

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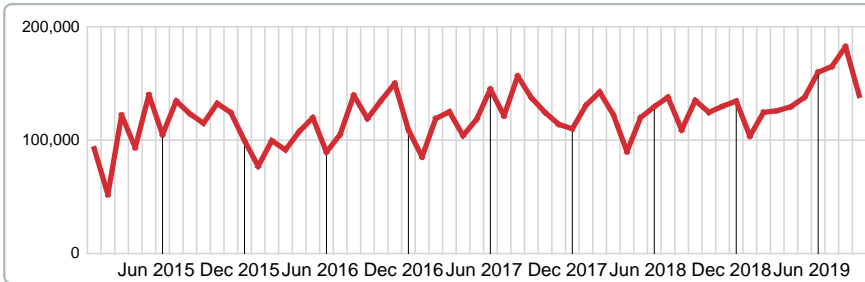
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

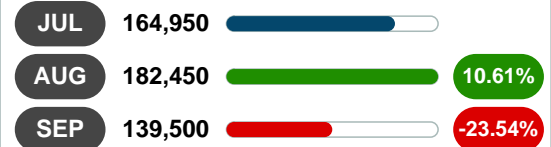


### 3 MONTHS

5 year SEP AVG = 129,160

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

Median List Price at Closing this month at **139,500**  
above the 5 yr SEP average of **129,160**



### 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
\$30,000 and less	1	4.76%	19,900	19,900	0	0	0
\$30,001 - \$50,000	2	9.52%	37,500	35,000	39,999	0	0
\$50,001 - \$100,000	4	19.05%	71,750	0	71,750	0	0
\$100,001 - \$150,000	6	28.57%	134,700	149,900	110,000	136,900	0
\$150,001 - \$200,000	3	14.29%	189,000	162,500	0	189,500	0
\$200,001 - \$240,000	2	9.52%	222,500	0	215,000	230,000	0
\$240,001 and up	3	14.29%	339,000	0	373,850	339,000	0
Median List Price			139,500	92,450	104,500	189,500	0
Total Closed Units		100%	139,500	4	11	6	
Total Closed Volume			3,229,799	367.30K	1.64M	1.22M	0.00B



# September 2019



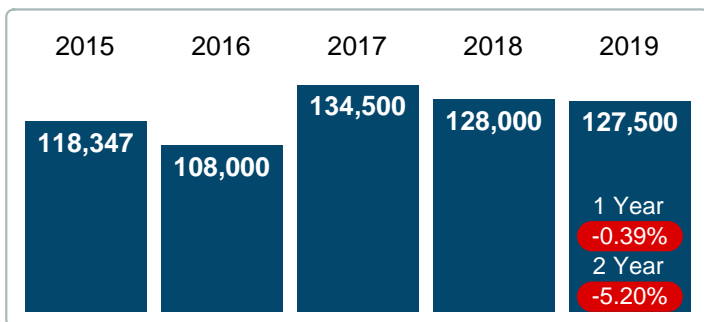
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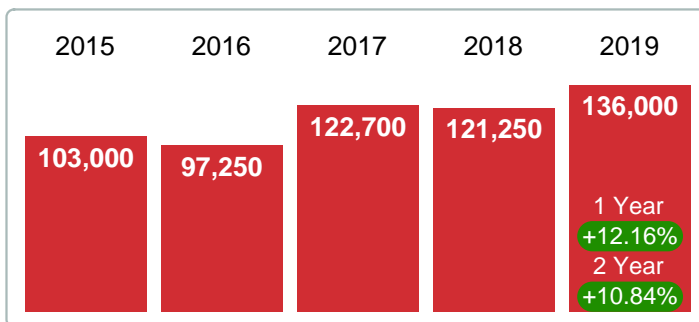
## MEDIAN SOLD PRICE AT CLOSING

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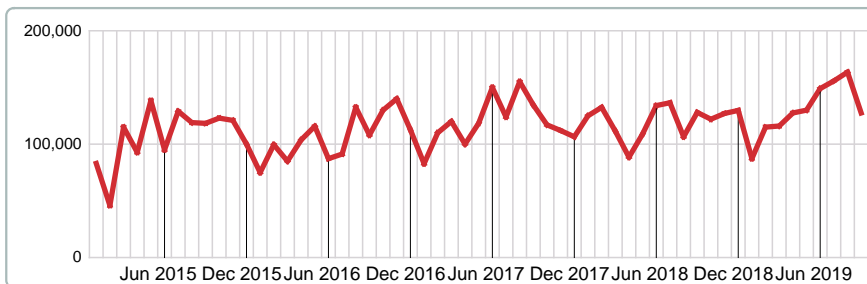
### SEPTEMBER



### YEAR TO DATE (YTD)

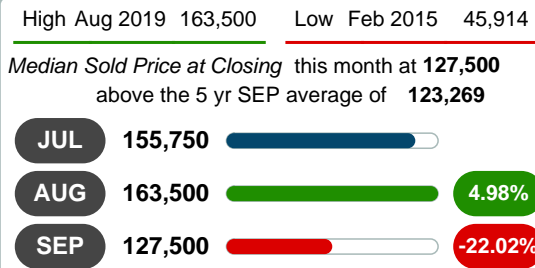


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 123,269



### 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
\$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%	65,000	0	65,000	0	0
\$100,001 - \$150,000	28.57%	126,250	125,000	110,000	137,200	0
\$150,001 - \$200,000	14.29%	170,000	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%	323,260	0	349,000	323,260	0
<b>Median Sold Price</b>		<b>127,500</b>	<b>76,250</b>	<b>104,500</b>	<b>177,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</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>326.00K</b>	<b>1.55M</b>	<b>1.16M</b>	<b>0.00B</b>

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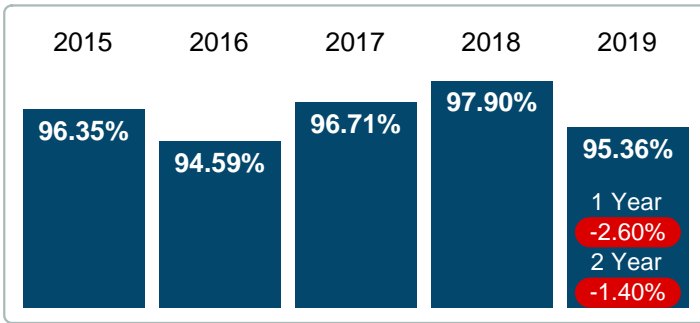
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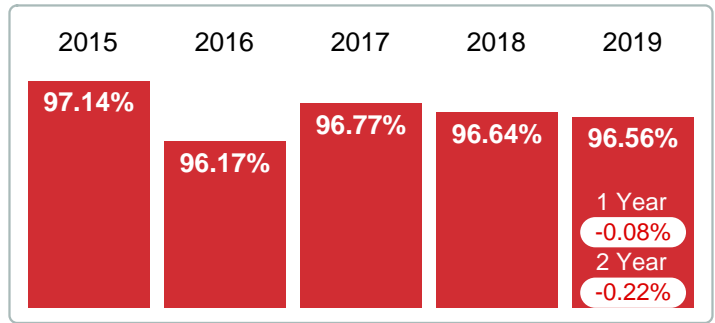
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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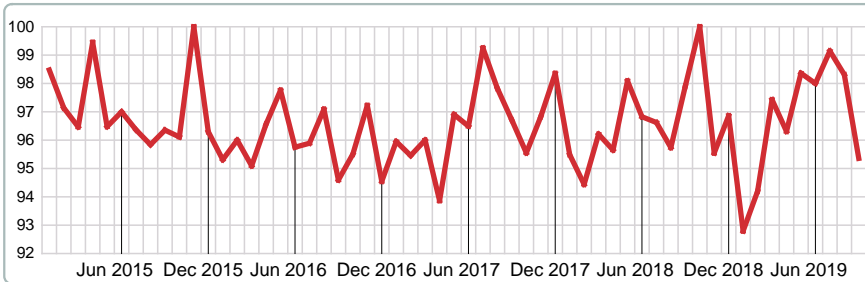
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

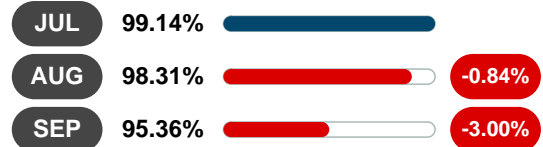


### 3 MONTHS

5 year SEP AVG = 96.18%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **95.36%**  
below the 5 yr SEP average of **96.18%**



### 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
\$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%	83.08%	0.00%	83.08%	0.00%	0.00%
\$100,001 - \$150,000	6	28.57%	99.64%	83.39%	100.00%	100.12%	0.00%
\$150,001 - \$200,000	3	14.29%	95.38%	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%	95.36%	0.00%	94.92%	95.36%	0.00%
Median Sold/List Ratio		95.36%		88.18%	97.50%	96.36%	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



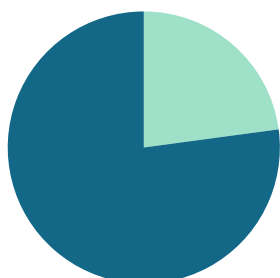
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

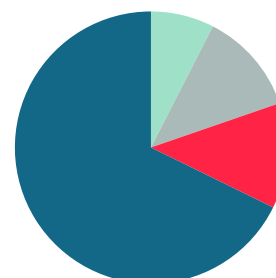


**Inventory**  
 New Listings  
**59 = 22.87%**  
 Start Inventory  
**199**  
 Total Inventory Units  
**258**  
 Volume  
**\$78,529,243**

### 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%
Median List Price	135,000	139,500	3.33%	125,400	139,950	11.60%
Median Sale Price	128,000	127,500	-0.39%	121,250	136,000	12.16%
Median Percent of Selling Price to List Price	97.90%	95.36%	-2.60%	96.64%	96.56%	-0.08%
Median Days on Market to Sale	37.00	44.00	18.92%	47.00	40.50	-13.83%
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

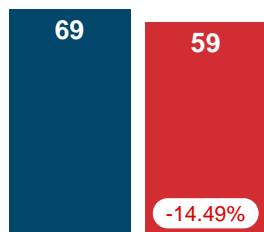
**Inventory** on September 30, 2019 = **189**

**2018** **2019**

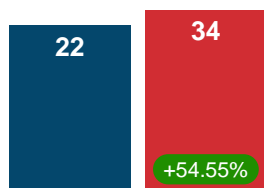
### SEPTEMBER MARKET

### MEDIAN PRICES

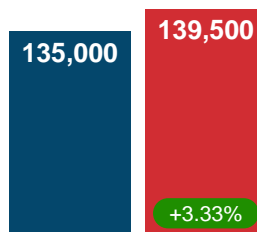
#### New Listings



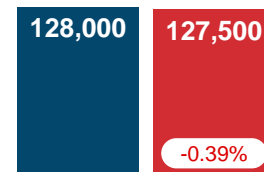
#### Pending Listings



#### List Price



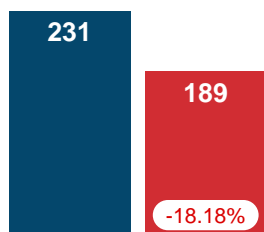
#### Sale Price



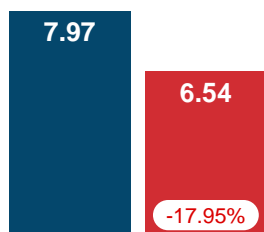
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

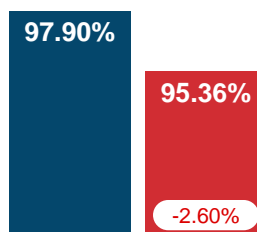
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

