

# February 2020



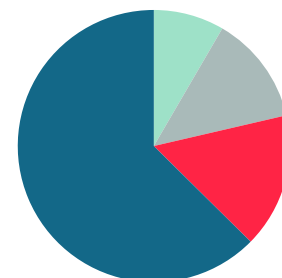
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2019	2020	
Closed Listings	37	22	-40.54%
Pending Listings	23	34	47.83%
New Listings	49	57	16.33%
Median List Price	124,500	194,450	56.18%
Median Sale Price	115,000	188,500	63.91%
Median Percent of Selling Price to List Price	94.20%	96.93%	2.90%
Median Days on Market to Sale	67.00	60.00	-10.45%
End of Month Inventory	185	164	-11.35%
Months Supply of Inventory	6.27	5.67	-9.56%



■ Closed (8.40%)  
■ Pending (12.98%)  
■ Other OffMarket (16.03%)  
■ Active (62.60%)

**Absorption:** Last 12 months, an Average of **29** Sales/Month  
**Active Inventory** as of February 29, 2020 = **164**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2020 decreased **11.35%** to 164 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 **5.67** 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 **63.91%** in February 2020 to \$188,500 versus the previous year at \$115,000.

#### Median Days on Market Shortens

The median number of **60.00** days that homes spent on the market before selling decreased by 7.00 days or **10.45%** in February 2020 compared to last year's same month at **67.00** DOM.

#### Sales Success for February 2020 is Positive

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

There were 57 New Listings in February 2020, up **16.33%** from last year at 49. Furthermore, there were 22 Closed Listings this month versus last year at 37, a **-40.54%** decrease.

Closed versus Listed trends yielded a **38.6%** ratio, down from previous year's, February 2019, at **75.5%**, a **48.89%** 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

# February 2020



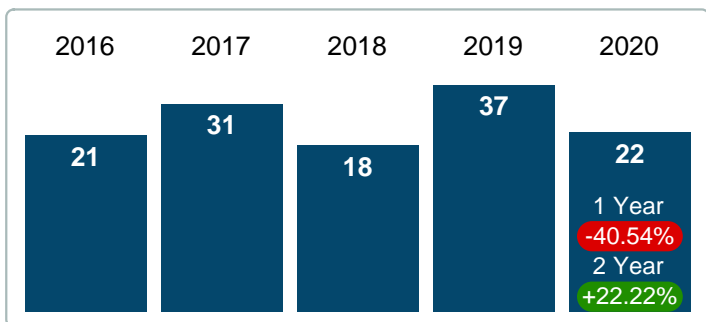
Area Delimited by County Of Mayes - Residential Property Type



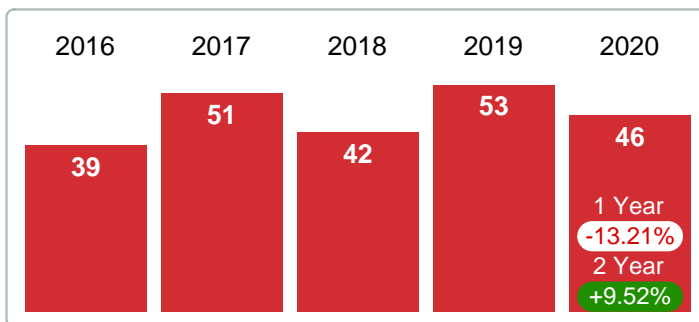
## CLOSED LISTINGS

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

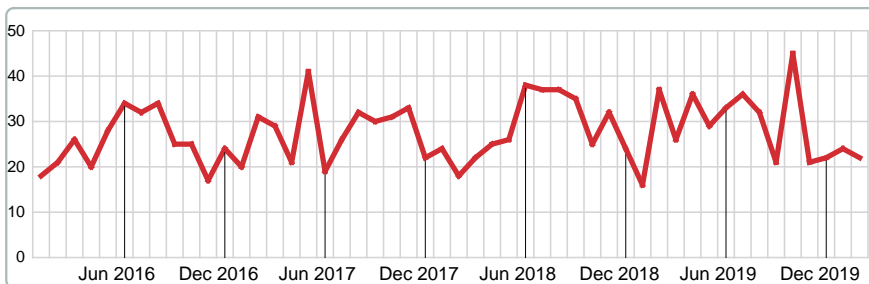
### FEBRUARY



### YEAR TO DATE (YTD)

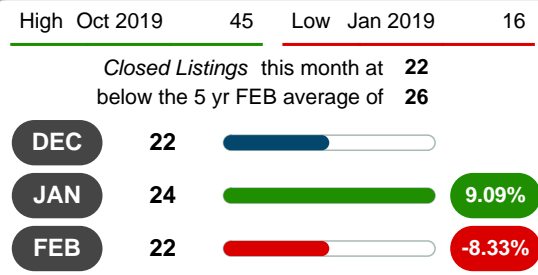


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 26



### 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	2	9.09%	38.5	1	1	0	0
\$50,001 - \$75,000	1	4.55%	40.0	0	1	0	0
\$75,001 - \$125,000	3	13.64%	11.0	2	1	0	0
\$125,001 - \$200,000	6	27.27%	63.0	2	4	0	0
\$200,001 - \$300,000	5	22.73%	132.0	0	2	2	1
\$300,001 - \$575,000	2	9.09%	56.5	0	1	1	0
\$575,001 and up	3	13.64%	110.0	0	1	1	1
<b>Total Closed Units</b>	<b>22</b>			<b>5</b>	<b>11</b>	<b>4</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,587,900</b>	<b>100%</b>	<b>60.0</b>	<b>522.40K</b>	<b>2.35M</b>	<b>1.42M</b>	<b>2.30M</b>
<b>Median Closed Price</b>	<b>\$188,500</b>			<b>\$79,900</b>	<b>\$168,000</b>	<b>\$298,500</b>	<b>\$1,147,500</b>

# February 2020



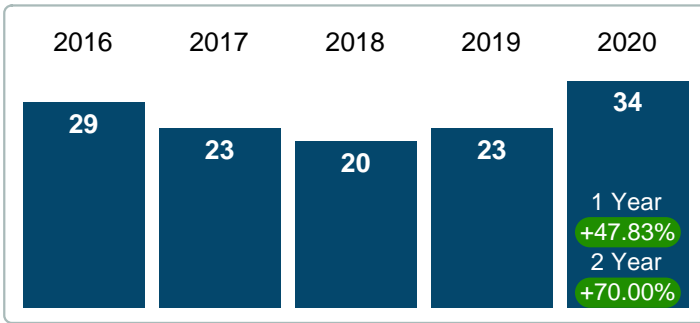
Area Delimited by County Of Mayes - Residential Property Type



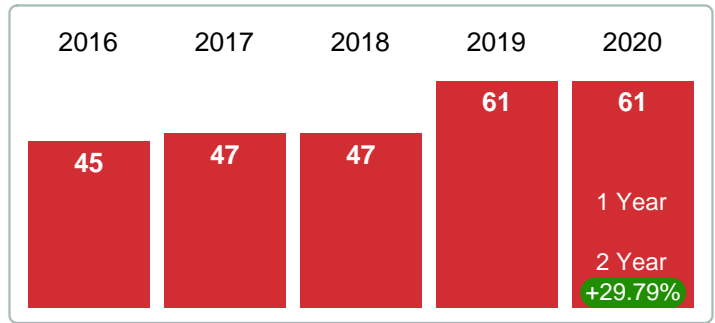
## PENDING LISTINGS

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

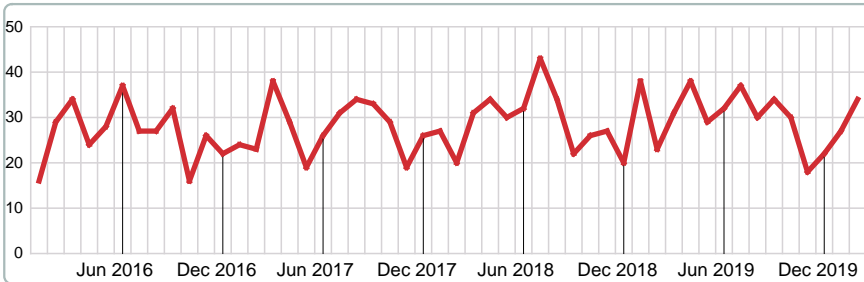
### FEBRUARY



### YEAR TO DATE (YTD)

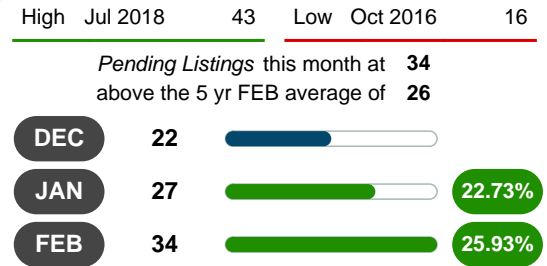


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 26



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	5.88%	23.5	2	0	0	0
\$40,001 - \$80,000	5	14.71%	57.0	2	3	0	0
\$80,001 - \$90,000	2	5.88%	62.0	1	1	0	0
\$90,001 - \$140,000	13	38.24%	56.0	0	12	1	0
\$140,001 - \$180,000	4	11.76%	55.5	0	3	1	0
\$180,001 - \$250,000	5	14.71%	10.0	0	4	1	0
\$250,001 and up	3	8.82%	38.0	1	1	1	0
<b>Total Pending Units</b>	<b>34</b>			<b>6</b>	<b>24</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,221,295</b>	<b>100%</b>	<b>37.5</b>	<b>799.20K</b>	<b>3.52M</b>	<b>902.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$129,750</b>			<b>\$62,400</b>	<b>\$135,450</b>	<b>\$178,750</b>	<b>\$0</b>

# February 2020



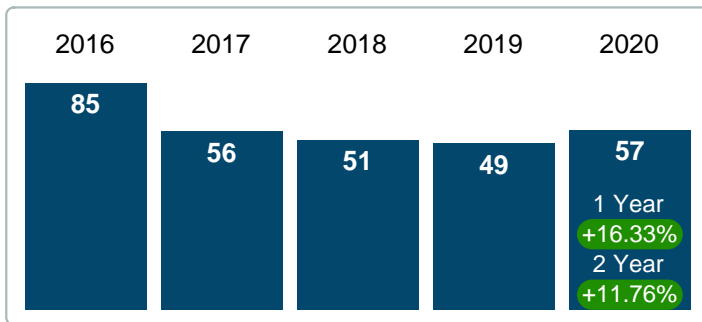
Area Delimited by County Of Mayes - Residential Property Type



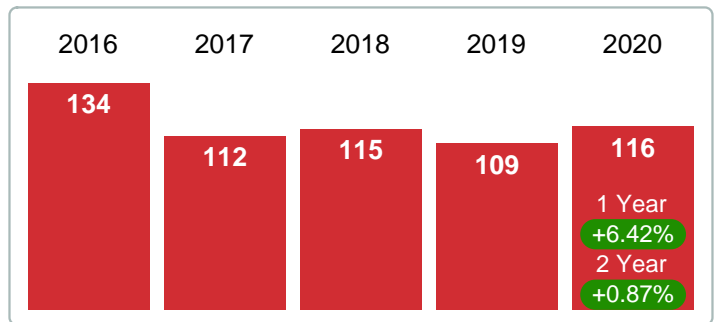
## NEW LISTINGS

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

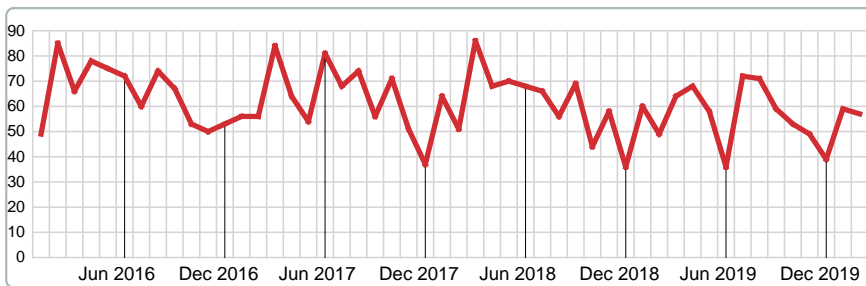
### FEBRUARY



### YEAR TO DATE (YTD)

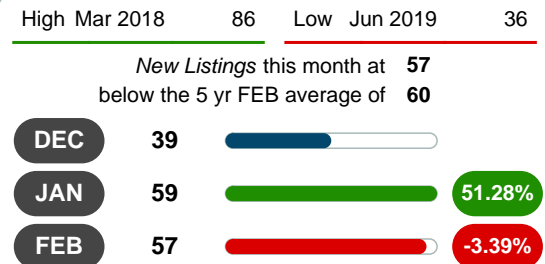


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 60



### 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	2	3.51%	0	1	1	0
\$40,001 - \$70,000	8	14.04%	5	3	0	0
\$70,001 - \$110,000	11	19.30%	3	7	1	0
\$110,001 - \$160,000	11	19.30%	1	8	2	0
\$160,001 - \$220,000	12	21.05%	1	9	2	0
\$220,001 - \$300,000	7	12.28%	0	4	3	0
\$300,001 and up	6	10.53%	1	1	2	2
<b>Total New Listed Units</b>	<b>57</b>		<b>11</b>	<b>33</b>	<b>11</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>10,721,640</b>	<b>100%</b>	<b>1.14M</b>	<b>5.31M</b>	<b>2.83M</b>	<b>1.44M</b>
<b>Median New Listed Listing Price</b>	<b>\$139,000</b>		<b>\$79,900</b>	<b>\$135,500</b>	<b>\$197,500</b>	<b>\$720,000</b>

# February 2020



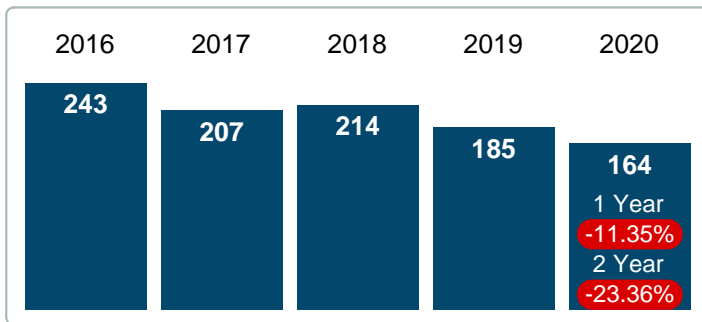
Area Delimited by County Of Mayes - Residential Property Type



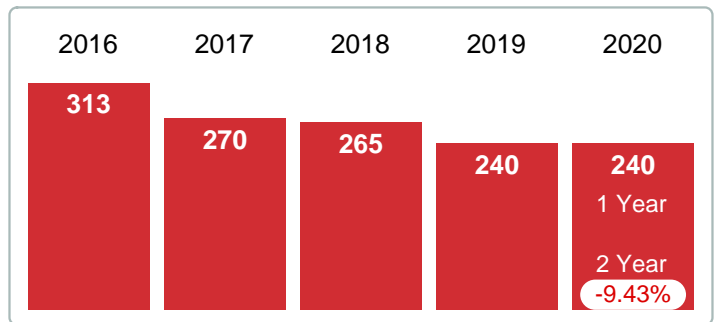
## ACTIVE INVENTORY

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

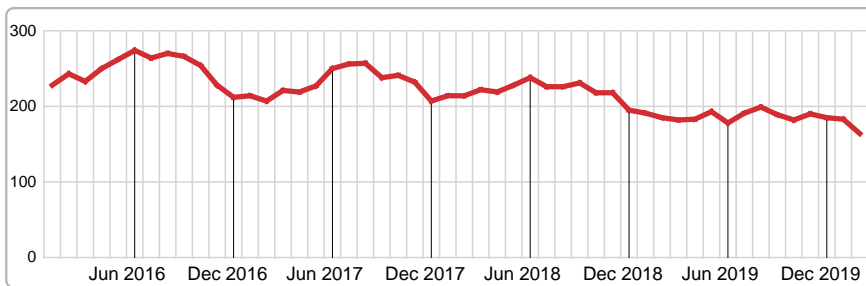
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

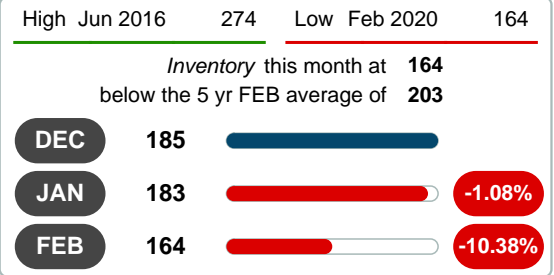


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 203



### 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	16	9.76%	37.0	9	6	1	0
\$50,001 - \$80,000	15	9.15%	26.0	6	9	0	0
\$80,001 - \$120,000	30	18.29%	46.0	5	23	2	0
\$120,001 - \$210,000	41	25.00%	59.0	6	29	6	0
\$210,001 - \$330,000	25	15.24%	78.0	2	16	7	0
\$330,001 - \$640,000	20	12.20%	111.0	4	10	5	1
\$640,001 and up	17	10.37%	79.0	1	3	6	7
Total Active Inventory by Units	164			33	96	27	8
Total Active Inventory by Volume	49,620,838	100%	54.5	5.37M	18.34M	10.22M	15.70M
Median Active Inventory Listing Price	\$149,450			\$90,000	\$138,250	\$299,900	\$972,500

# February 2020



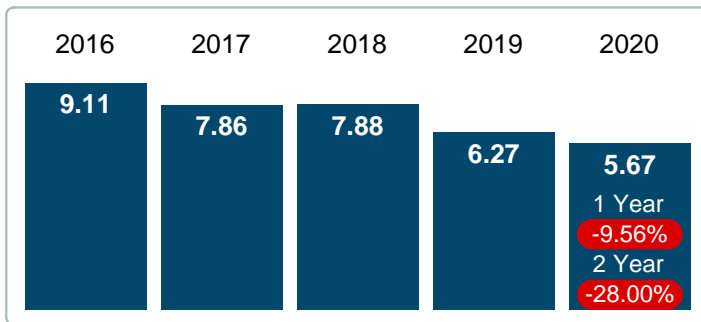
Area Delimited by County Of Mayes - Residential Property Type



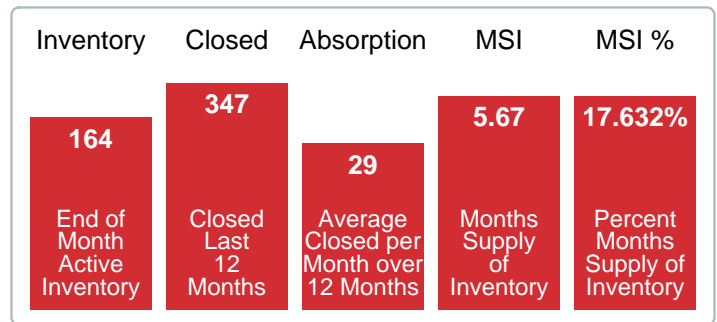
## MONTHS SUPPLY of INVENTORY (MSI)

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

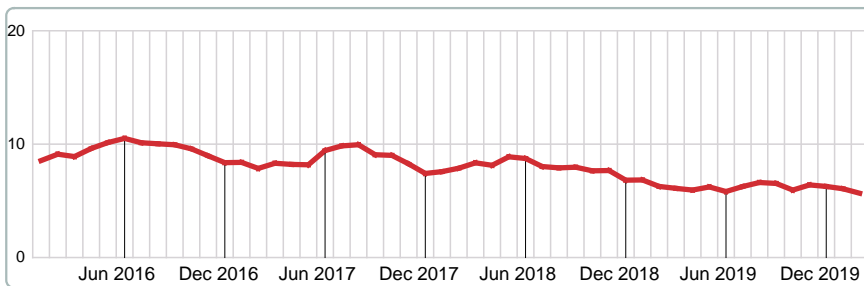
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS

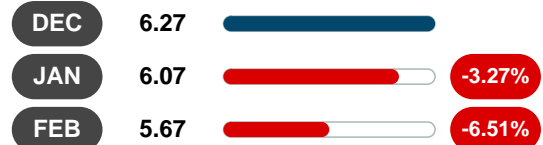


### 3 MONTHS

5 year FEB AVG = 7.36

High Jun 2016 10.50 Low Feb 2020 5.67

Months Supply this month at **5.67**  
below the 5 yr FEB average of **7.36**



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.76%	4.47	4.70	4.24	4.00	0.00
\$50,001 - \$80,000	15	9.15%	6.00	4.50	7.71	0.00	0.00
\$80,001 - \$120,000	30	18.29%	6.79	10.00	6.57	4.80	0.00
\$120,001 - \$210,000	41	25.00%	3.76	4.24	3.91	3.27	0.00
\$210,001 - \$330,000	25	15.24%	4.62	8.00	5.33	4.00	0.00
\$330,001 - \$640,000	20	12.20%	11.43	48.00	12.00	8.57	4.00
\$640,001 and up	17	10.37%	51.00	0.00	0.00	36.00	42.00
Market Supply of Inventory (MSI)	5.67			6.00	5.54	5.40	7.38
		100%	5.67				
Total Active Inventory by Units	164			33	96	27	8

# February 2020



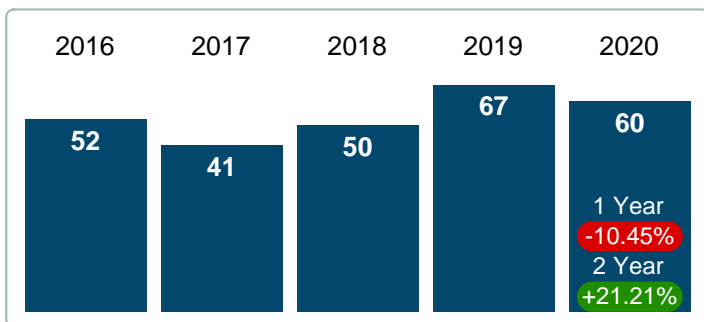
Area Delimited by County Of Mayes - Residential Property Type



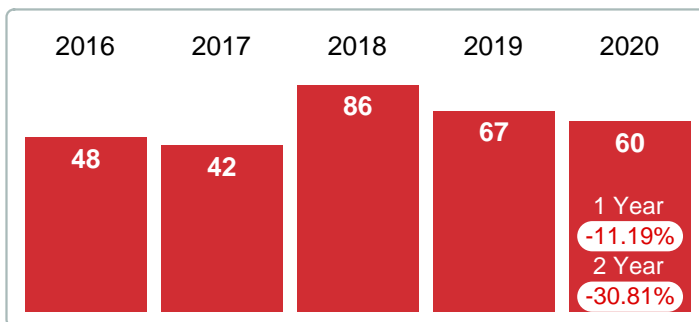
## MEDIAN DAYS ON MARKET TO SALE

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

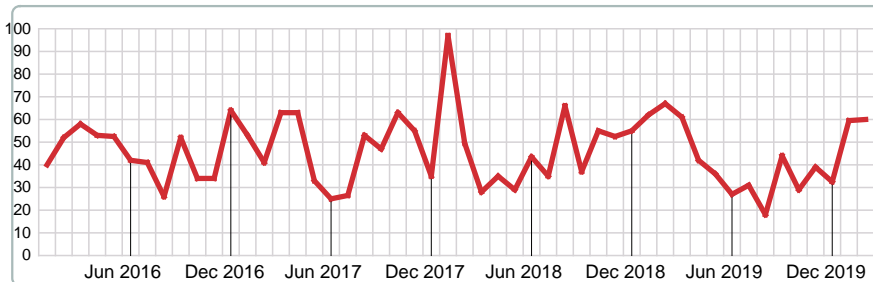
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

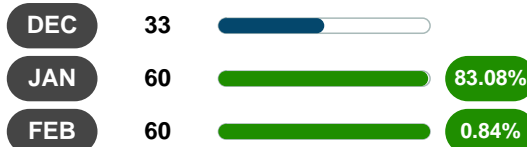


### 3 MONTHS

5 year FEB AVG = 54

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 60 above the 5 yr FEB average of 54



### 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	9.09%	39	40	37	0	0
\$50,001 - \$75,000	4.55%	40	0	40	0	0
\$75,001 - \$125,000	13.64%	11	8	55	0	0
\$125,001 - \$200,000	27.27%	63	92	38	0	0
\$200,001 - \$300,000	22.73%	132	0	133	83	106
\$300,001 - \$575,000	9.09%	57	0	48	65	0
\$575,001 and up	13.64%	110	0	71	178	110
Median Closed DOM		60	40	55	106	108
Total Closed Units	100%	60.0	5	11	4	2
Total Closed Volume		6,587,900	522.40K	2.35M	1.42M	2.30M

# February 2020



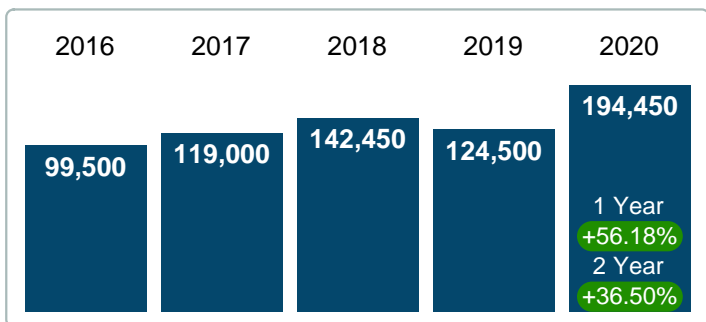
Area Delimited by County Of Mayes - Residential Property Type



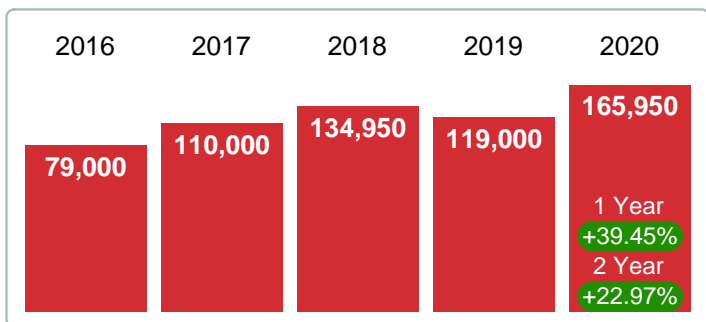
## MEDIAN LIST PRICE AT CLOSING

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

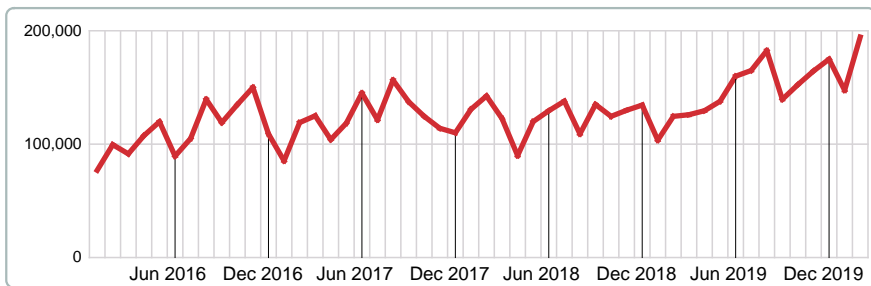
### FEBRUARY



### YEAR TO DATE (YTD)

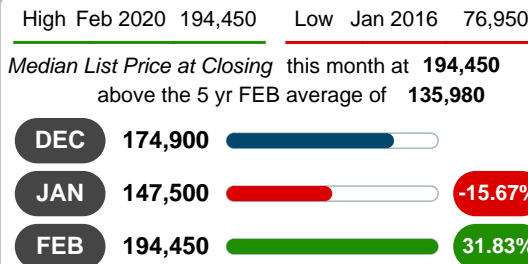


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 135,980



### 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	1	4.55%	45,000	45,000	0	0	0
\$50,001 - \$75,000	2	9.09%	57,500	0	57,500	0	0
\$75,001 - \$125,000	4	18.18%	99,450	78,700	120,000	0	0
\$125,001 - \$200,000	5	22.73%	176,000	169,450	176,000	0	0
\$200,001 - \$300,000	5	22.73%	258,000	0	235,250	257,500	300,000
\$300,001 - \$575,000	2	9.09%	392,500	0	475,000	310,000	0
\$575,001 and up	3	13.64%	679,000	0	679,000	675,000	2,000,000
Median List Price			194,450	79,900	176,000	303,000	1,150,000
Total Closed Units		100%	194,450	5	11	4	2
Total Closed Volume			6,822,600	541.30K	2.48M	1.50M	2.30M



# February 2020



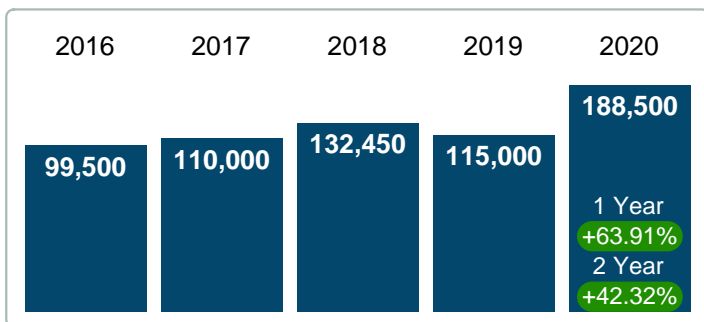
Area Delimited by County Of Mayes - Residential Property Type



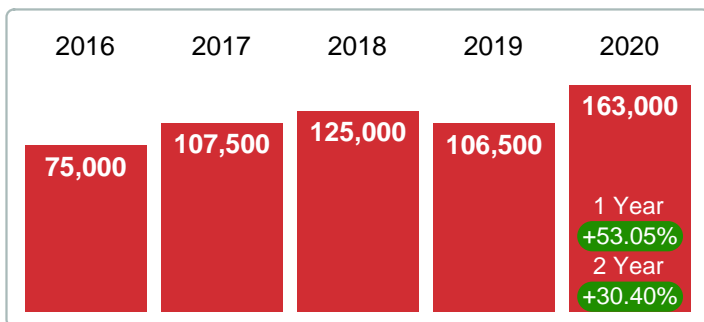
## MEDIAN SOLD PRICE AT CLOSING

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

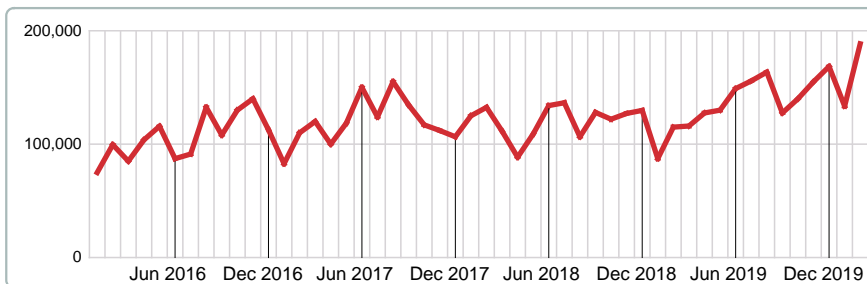
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

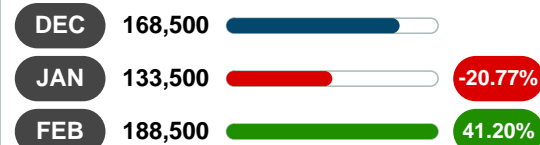


### 3 MONTHS

5 year FEB AVG = 129,090

High Feb 2020 188,500 Low Jan 2016 74,950

Median Sold Price at Closing this month at **188,500** above the 5 yr FEB average of **129,090**



### 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	9.09%	43,000	42,000	44,000	0	0
\$50,001 - \$75,000	4.55%	52,500	0	52,500	0	0
\$75,001 - \$125,000	13.64%	79,900	78,700	100,000	0	0
\$125,001 - \$200,000	27.27%	149,000	161,500	149,000	0	0
\$200,001 - \$300,000	22.73%	265,000	0	237,500	248,000	295,000
\$300,001 - \$575,000	9.09%	392,500	0	475,000	310,000	0
\$575,001 and up	13.64%	610,000	0	597,000	610,000	2,000,000
<b>Median Sold Price</b>		<b>188,500</b>	<b>79,900</b>	<b>168,000</b>	<b>298,500</b>	<b>1,147,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,500</b>	<b>5</b>	<b>11</b>	<b>4</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,587,900</b>	<b>522.40K</b>	<b>2.35M</b>	<b>1.42M</b>	<b>2.30M</b>

# February 2020



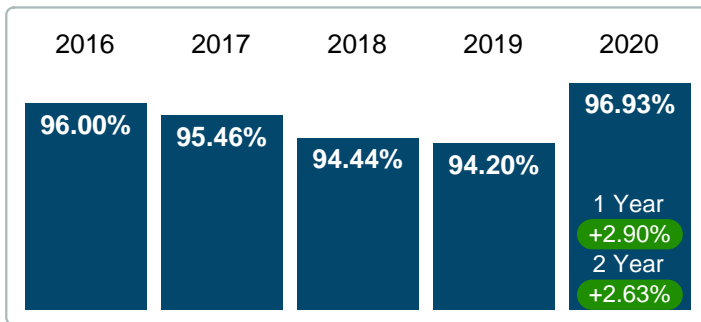
Area Delimited by County Of Mayes - Residential Property Type



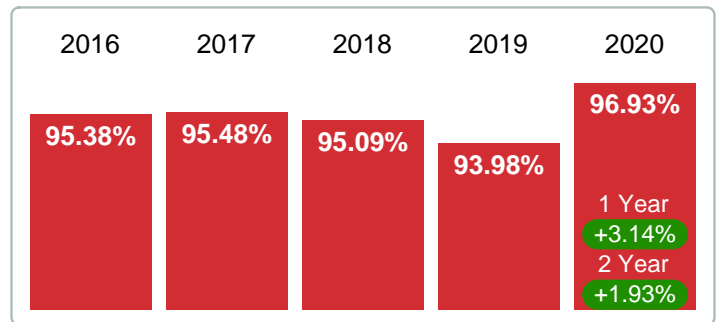
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

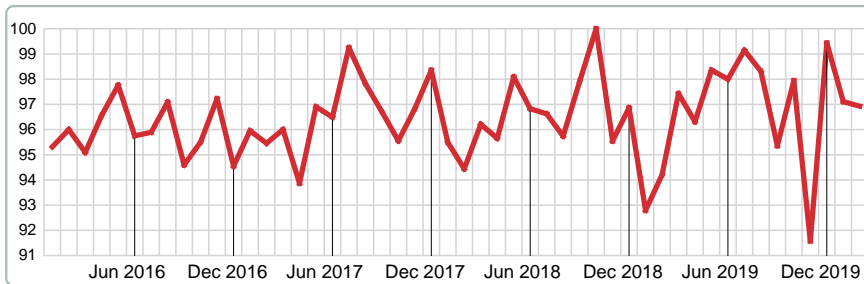
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

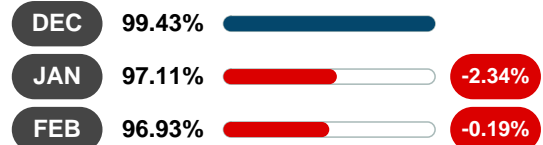


### 3 MONTHS

5 year FEB AVG = 95.40%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **96.93%**  
above the 5 yr FEB average of **95.40%**



### 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	2	9.09%	86.67%	93.33%	80.00%	0.00%	0.00%	
\$50,001 - \$75,000	1	4.55%	87.50%	0.00%	87.50%	0.00%	0.00%	
\$75,001 - \$125,000	3	13.64%	100.00%	100.00%	84.03%	0.00%	0.00%	
\$125,001 - \$200,000	6	27.27%	96.17%	94.95%	96.17%	0.00%	0.00%	
\$200,001 - \$300,000	5	22.73%	98.33%	0.00%	100.77%	96.20%	98.33%	
\$300,001 - \$575,000	2	9.09%	100.00%	0.00%	100.00%	100.00%	0.00%	
\$575,001 and up	3	13.64%	90.37%	0.00%	87.92%	90.37%	100.00%	
Median Sold/List Ratio		96.93%		96.98%	95.45%	96.20%	99.17%	
Total Closed Units		22	100%	96.93%	5	11	4	2
Total Closed Volume		6,587,900			522.40K	2.35M	1.42M	2.30M

# February 2020



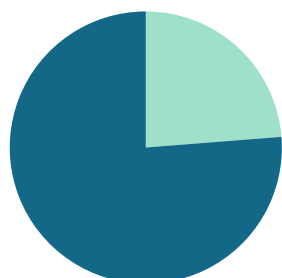
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

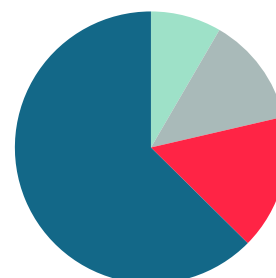


**Inventory**  
 New Listings  
**57 = 23.75%**  
 Start Inventory  
**183**  
 Total Inventory Units  
**240**  
 Volume  
**\$64,245,428**

### Market Activity

Closed Sales  
**22 = 8.40%**  
 Pending Sales  
**34 = 12.98%**  
 Other Off Market  
**42 = 16.03%**  
 Active Inventory  
**164 = 62.60%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	37	22	-40.54%	53	46	-13.21%
Pending Sales	23	34	47.83%	61	61	0.00%
New Listings	49	57	16.33%	109	116	6.42%
Median List Price	124,500	194,450	56.18%	119,000	165,950	39.45%
Median Sale Price	115,000	188,500	63.91%	106,500	163,000	53.05%
Median Percent of Selling Price to List Price	94.20%	96.93%	2.90%	93.98%	96.93%	3.14%
Median Days on Market to Sale	67.00	60.00	-10.45%	67.00	59.50	-11.19%
Monthly Inventory	185	164	-11.35%	185	164	-11.35%
Months Supply of Inventory	6.27	5.67	-9.56%	6.27	5.67	-9.56%

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

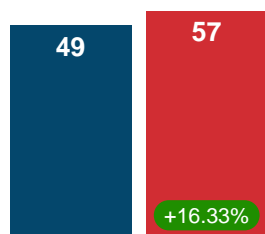
**Inventory** on February 29, 2020 = **164**

**2019** **2020**

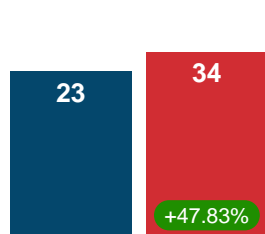
### FEBRUARY MARKET

### MEDIAN PRICES

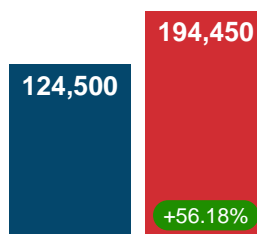
#### New Listings



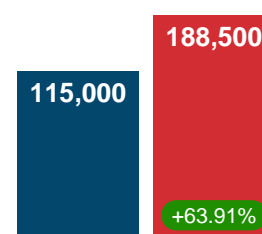
#### Pending Listings



#### List Price



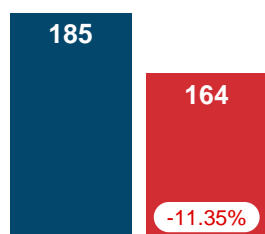
#### Sale Price



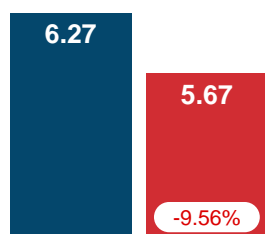
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

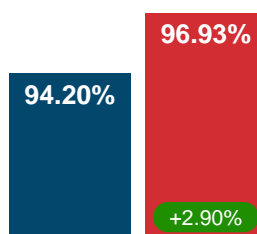
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

