

# January 2020



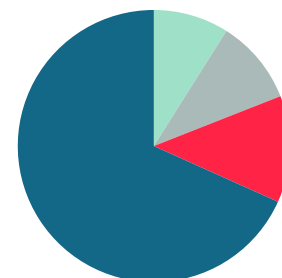
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	16	24	50.00%
Pending Listings	38	27	-28.95%
New Listings	60	59	-1.67%
Average List Price	142,697	161,117	12.91%
Average Sale Price	131,922	156,412	18.56%
Average Percent of Selling Price to List Price	92.24%	96.65%	4.78%
Average Days on Market to Sale	57.13	60.08	5.18%
End of Month Inventory	191	183	-4.19%
Months Supply of Inventory	6.84	6.07	-11.33%



■ Closed (8.96%)  
■ Pending (10.07%)  
■ Other OffMarket (12.69%)  
■ Active (68.28%)

**Absorption:** Last 12 months, an Average of **30** Sales/Month  
**Active Inventory** as of January 31, 2020 = **183**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2020 decreased **4.19%** to 183 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **6.07** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **18.56%** in January 2020 to \$156,412 versus the previous year at \$131,922.

#### Average Days on Market Lengthens

The average number of **60.08** days that homes spent on the market before selling increased by 2.96 days or **5.18%** in January 2020 compared to last year's same month at **57.13** DOM.

#### Sales Success for January 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 59 New Listings in January 2020, down **1.67%** from last year at 60. Furthermore, there were 24 Closed Listings this month versus last year at 16, a **50.00%** increase.

Closed versus Listed trends yielded a **40.7%** ratio, up from previous year's, January 2019, at **26.7%**, a **52.54%** 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

# January 2020



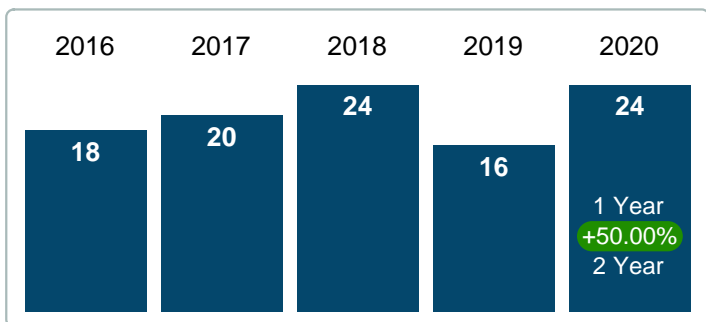
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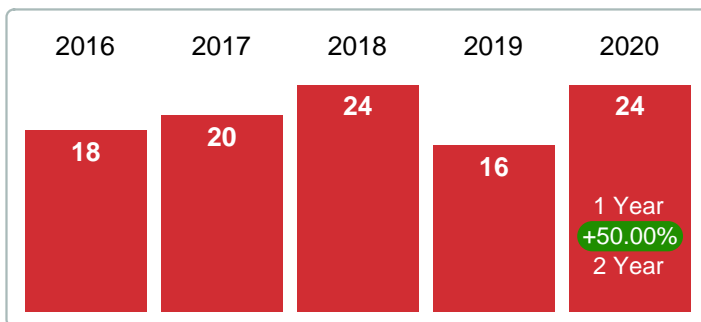
## CLOSED LISTINGS

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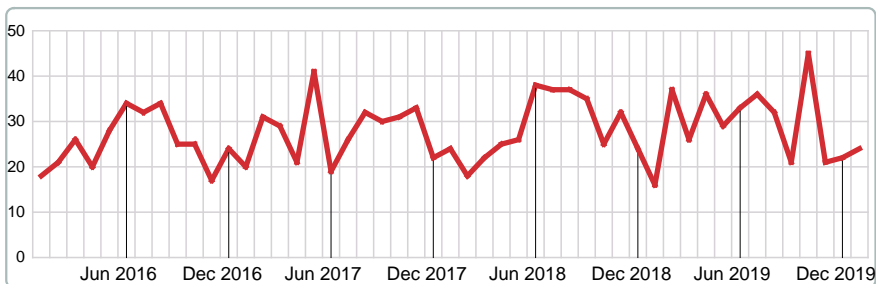
### JANUARY



### YEAR TO DATE (YTD)

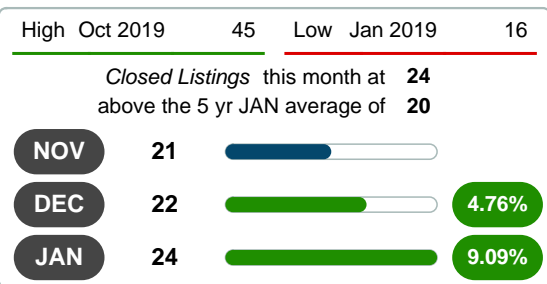


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 20



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	4.17%	18.0	1	0	0	0
\$25,001 - \$75,000	3	12.50%	39.7	0	1	2	0
\$75,001 - \$125,000	6	25.00%	64.7	1	4	1	0
\$125,001 - \$150,000	3	12.50%	37.0	0	3	0	0
\$150,001 - \$200,000	4	16.67%	65.0	0	4	0	0
\$200,001 - \$250,000	4	16.67%	59.8	0	2	2	0
\$250,001 and up	3	12.50%	102.3	0	2	1	0
<b>Total Closed Units</b>	<b>24</b>			<b>2</b>	<b>16</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>3,753,890</b>	<b>100%</b>	<b>60.1</b>	<b>99.50K</b>	<b>2.76M</b>	<b>891.39K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$156,412</b>			<b>\$49,750</b>	<b>\$172,688</b>	<b>\$148,565</b>	<b>\$0</b>

# January 2020



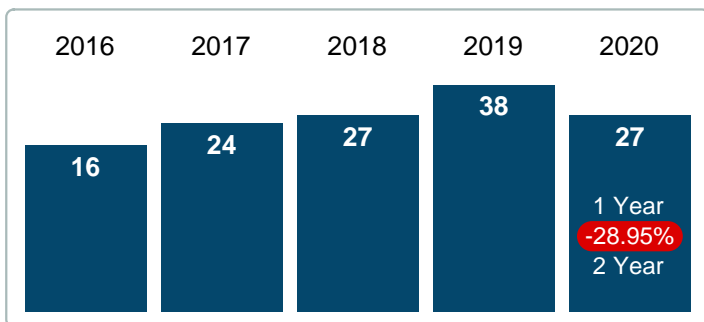
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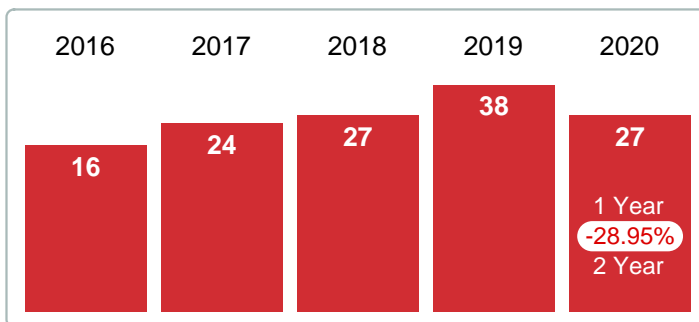
## PENDING LISTINGS

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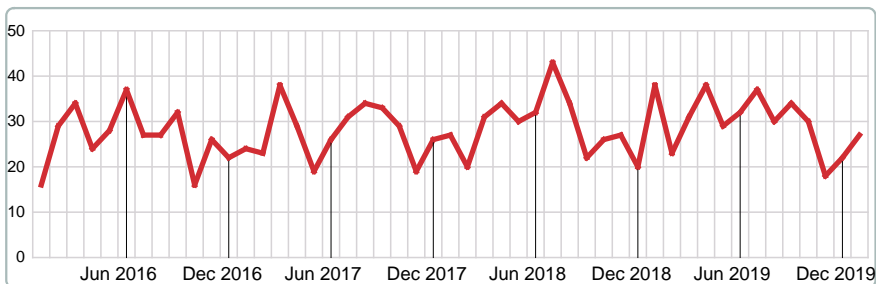
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 26

High Jul 2018 43 Low Oct 2016 16

Pending Listings this month at 27 above the 5 yr JAN average of 26

- NOV 18
- DEC 22 (22.22%)
- JAN 27 (22.73%)

### 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	2	7.41%	26.0	1	1	0	0
\$50,001 - \$100,000	4	14.81%	21.5	1	2	1	0
\$100,001 - \$125,000	2	7.41%	65.0	0	2	0	0
\$125,001 - \$200,000	8	29.63%	83.6	3	5	0	0
\$200,001 - \$275,000	4	14.81%	64.0	0	1	3	0
\$275,001 - \$475,000	5	18.52%	83.2	0	2	3	0
\$475,001 and up	2	7.41%	72.5	0	0	1	1
<b>Total Pending Units</b>	<b>27</b>			<b>5</b>	<b>13</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,290,799</b>	<b>100%</b>	<b>65.0</b>	<b>601.30K</b>	<b>2.35M</b>	<b>2.34M</b>	<b>2.00M</b>
<b>Average Listing Price</b>	<b>\$270,030</b>			<b>\$120,260</b>	<b>\$180,469</b>	<b>\$292,925</b>	<b>\$2,000,000</b>

# January 2020



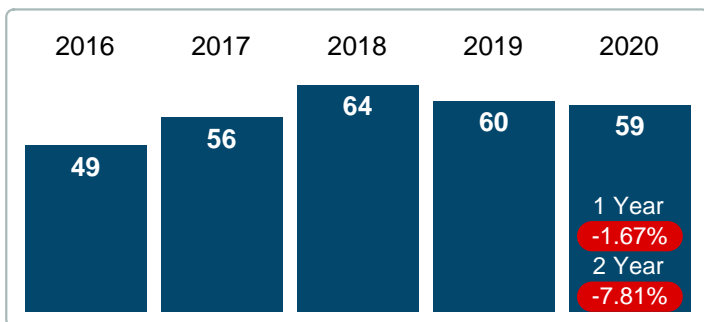
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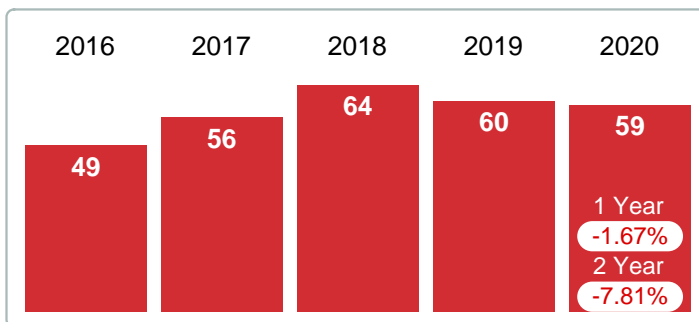
## NEW LISTINGS

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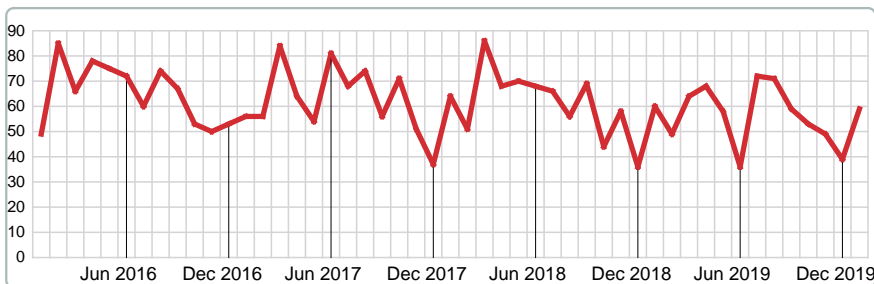
### JANUARY



### YEAR TO DATE (YTD)

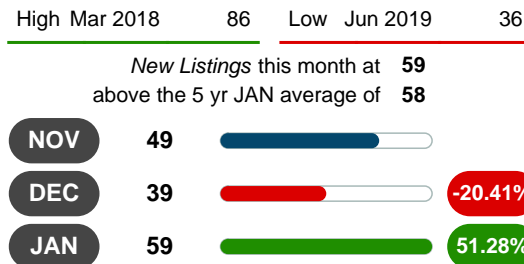


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 58



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.78%	2	2	0	0
\$30,001 - \$70,000	9	15.25%	6	3	0	0
\$70,001 - \$90,000	5	8.47%	3	2	0	0
\$90,001 - \$180,000	18	30.51%	1	14	3	0
\$180,001 - \$330,000	9	15.25%	0	3	6	0
\$330,001 - \$570,000	8	13.56%	2	3	3	0
\$570,001 and up	6	10.17%	0	3	1	2
<b>Total New Listed Units</b>	<b>59</b>		<b>14</b>	<b>30</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>13,354,594</b>	<b>100%</b>	<b>1.61M</b>	<b>6.33M</b>	<b>3.59M</b>	<b>1.82M</b>
<b>Average New Listed Listing Price</b>	<b>\$141,716</b>		<b>\$114,935</b>	<b>\$210,940</b>	<b>\$276,408</b>	<b>\$912,000</b>

# January 2020



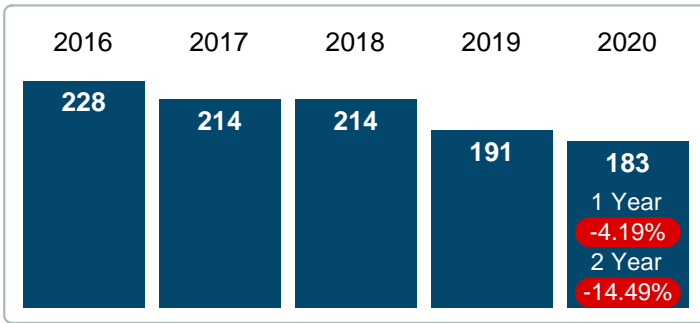
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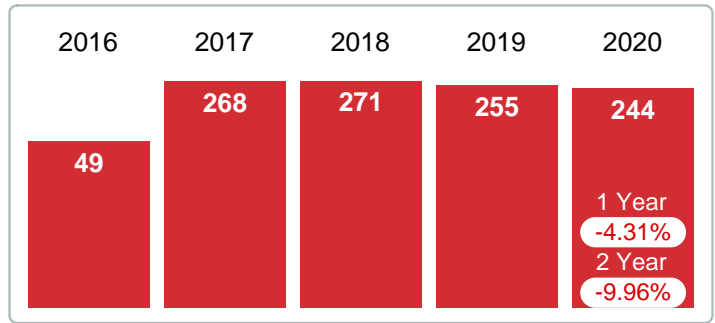
## ACTIVE INVENTORY

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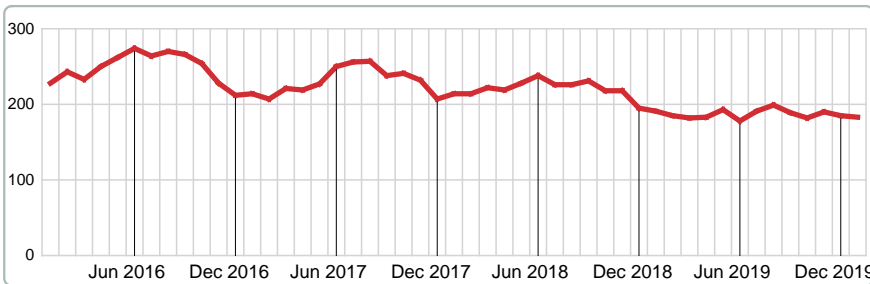
### END OF JANUARY



### ACTIVE DURING JANUARY

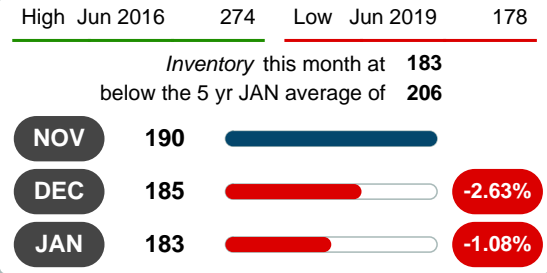


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 206



### 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	16	8.74%	38.6	11	5	0	0
\$50,001 - \$75,000	14	7.65%	86.7	5	8	1	0
\$75,001 - \$100,000	24	13.11%	70.8	3	20	1	0
\$100,001 - \$175,000	53	28.96%	84.9	7	39	7	0
\$175,001 - \$325,000	35	19.13%	106.0	5	22	7	1
\$325,001 - \$550,000	22	12.02%	76.9	5	12	5	0
\$550,001 and up	19	10.38%	84.8	1	4	6	8
<b>Total Active Inventory by Units</b>	<b>183</b>			<b>37</b>	<b>110</b>	<b>27</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>53,523,788</b>	<b>100%</b>	<b>82.2</b>	<b>6.49M</b>	<b>21.08M</b>	<b>9.90M</b>	<b>16.04M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$292,480</b>			<b>\$175,457</b>	<b>\$191,676</b>	<b>\$366,763</b>	<b>\$1,782,767</b>

# January 2020



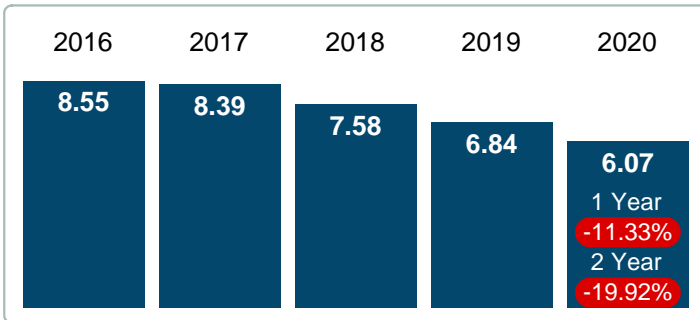
Area Delimited by County Of Mayes - Residential Property Type



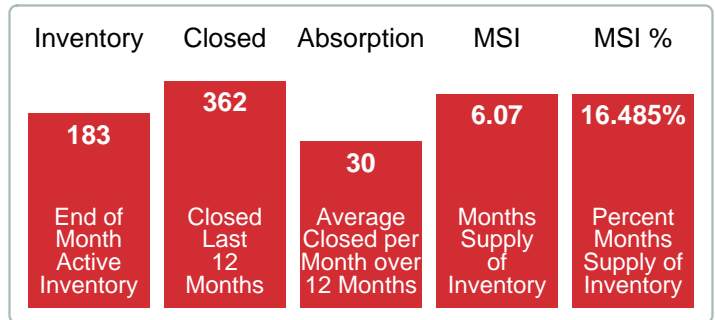
## MONTHS SUPPLY of INVENTORY (MSI)

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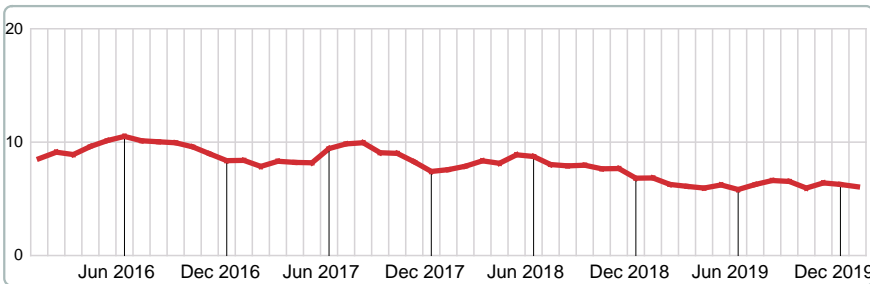
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

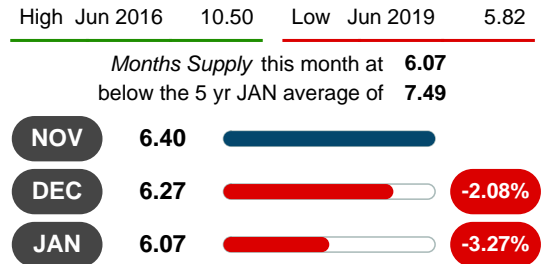


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 7.49



### 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	8.74%	4.36	5.74	3.33	0.00	0.00
\$50,001 - \$90,000	25	13.66%	6.25	4.80	8.00	3.00	0.00
\$90,001 - \$120,000	25	13.66%	6.38	4.00	6.15	18.00	0.00
\$120,001 - \$190,000	48	26.23%	5.24	4.80	5.45	4.80	4.00
\$190,001 - \$320,000	25	13.66%	3.37	8.00	3.86	2.40	0.00
\$320,001 - \$560,000	25	13.66%	15.00	84.00	16.00	10.29	0.00
\$560,001 and up	19	10.38%	57.00	0.00	48.00	36.00	96.00
Market Supply of Inventory (MSI)			6.07	6.53	5.89	5.59	9.00
Total Active Inventory by Units		100%	6.07	37	110	27	9

# January 2020



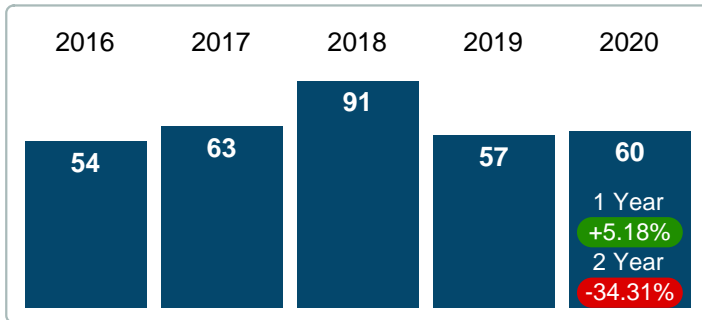
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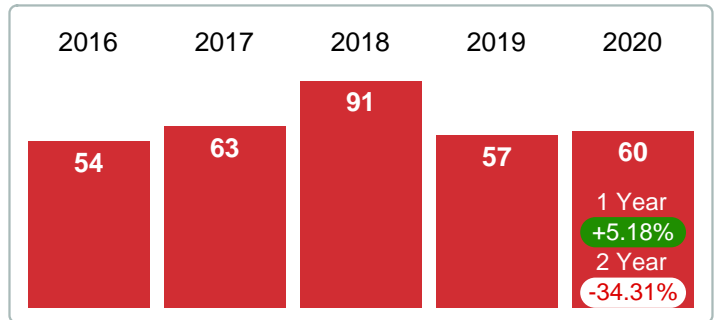
## AVERAGE DAYS ON MARKET TO SALE

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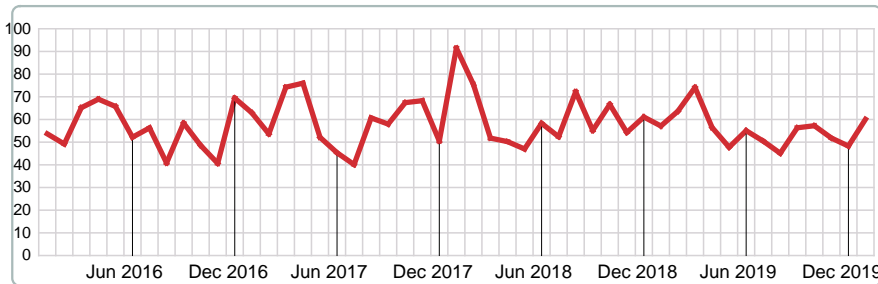
### JANUARY



### YEAR TO DATE (YTD)

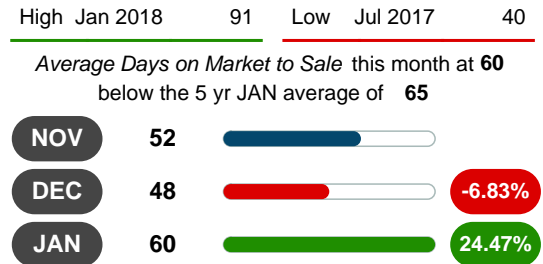


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 65



### 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
\$25,000 and less	4.17%	18	18	0	0	0
\$25,001 - \$75,000	12.50%	40	0	7	56	0
\$75,001 - \$125,000	25.00%	65	7	66	117	0
\$125,001 - \$150,000	12.50%	37	0	37	0	0
\$150,001 - \$200,000	16.67%	65	0	65	0	0
\$200,001 - \$250,000	16.67%	60	0	52	68	0
\$250,001 and up	12.50%	102	0	81	145	0
<b>Average Closed DOM</b>		<b>60</b>	<b>13</b>	<b>57</b>	<b>85</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>2</b>	<b>16</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,753,890</b>	<b>99.50K</b>	<b>2.76M</b>	<b>891.39K</b>	<b>0.00B</b>

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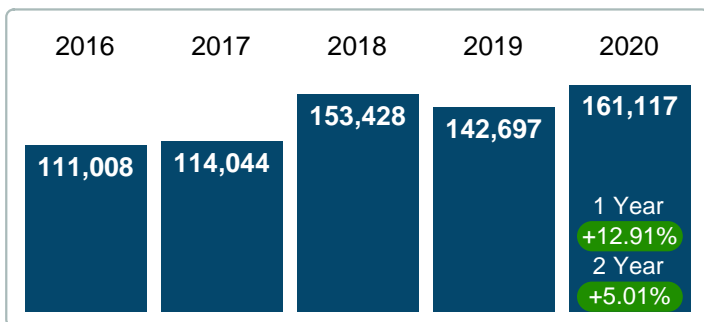
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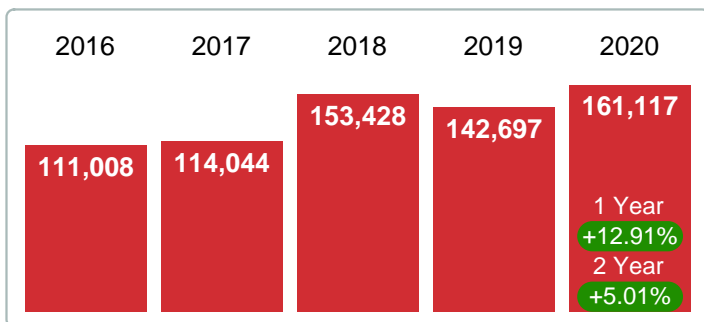
## AVERAGE LIST PRICE AT CLOSING

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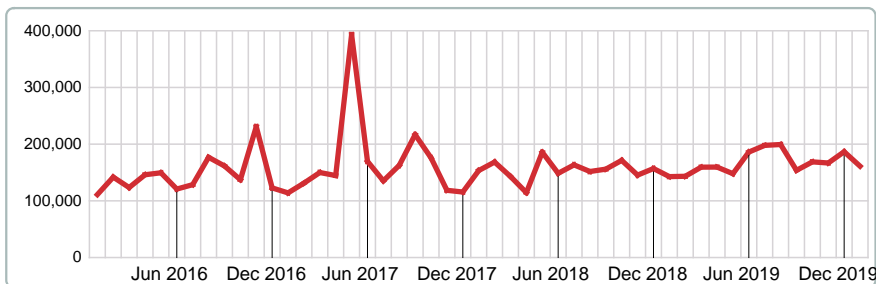
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

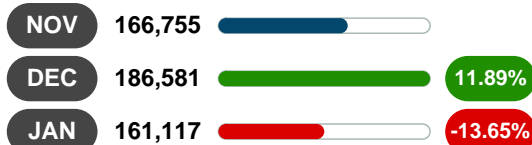


### 3 MONTHS

5 year JAN AVG = 136,459

High May 2017 393,277 Low Jan 2016 111,008

Average List Price at Closing this month at **161,117**  
above the 5 yr JAN average of **136,459**



### 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 <b>1</b>	4.17%	20,000	20,000	0	0	0
\$25,001 - \$75,000 <b>3</b>	12.50%	40,600	0	45,000	38,400	0
\$75,001 - \$125,000 <b>4</b>	16.67%	96,075	84,500	117,350	119,900	0
\$125,001 - \$150,000 <b>4</b>	16.67%	132,500	0	133,500	0	0
\$150,001 - \$200,000 <b>6</b>	25.00%	178,800	0	178,225	0	0
\$200,001 - \$250,000 <b>3</b>	12.50%	221,467	0	227,250	204,900	0
\$250,001 and up <b>3</b>	12.50%	357,833	0	382,250	309,000	0
<b>Average List Price</b>		<b>161,117</b>	<b>52,250</b>	<b>177,925</b>	<b>152,583</b>	<b>0</b>
<b>Total Closed Units</b>		<b>24</b>	<b>2</b>	<b>16</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,866,800</b>	<b>104.50K</b>	<b>2.85M</b>	<b>915.50K</b>	<b>0.00B</b>



# January 2020



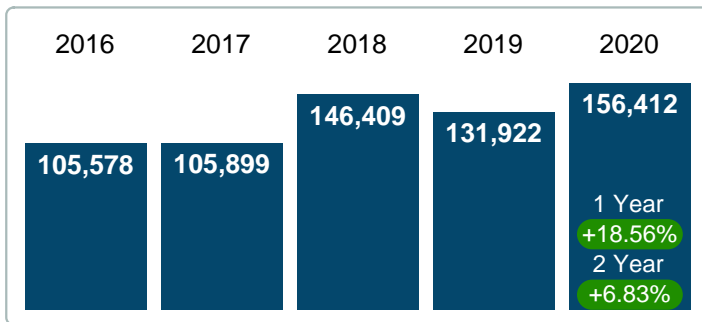
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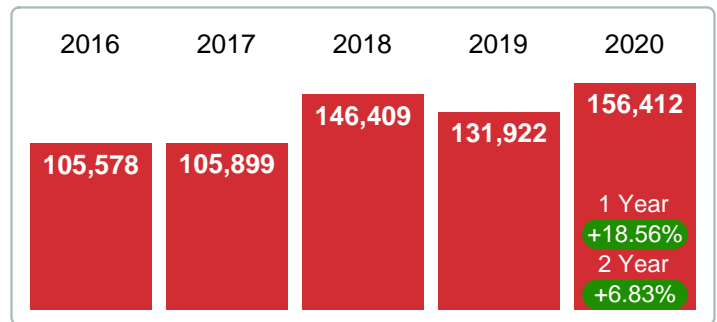
## AVERAGE SOLD PRICE AT CLOSING

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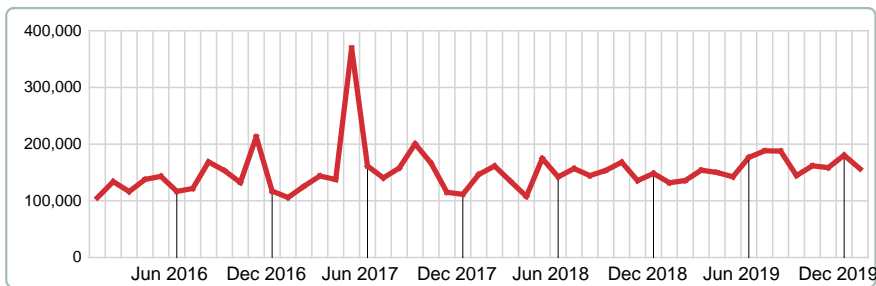
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

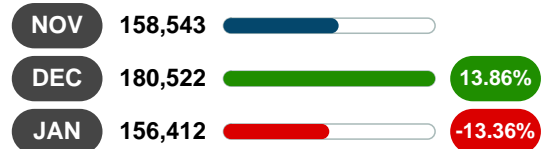


### 3 MONTHS

5 year JAN AVG = 129,244

High May 2017 369,501 Low Jan 2016 105,578

Average Sold Price at Closing this month at 156,412 above the 5 yr JAN average of 129,244



### 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
\$25,000 and less	4.17%	19,500	19,500	0	0	0
\$25,001 - \$75,000	12.50%	37,130	0	40,000	35,695	0
\$75,001 - \$125,000	25.00%	105,333	80,000	107,625	121,500	0
\$125,001 - \$150,000	12.50%	131,667	0	131,667	0	0
\$150,001 - \$200,000	16.67%	174,250	0	174,250	0	0
\$200,001 - \$250,000	16.67%	214,875	0	228,000	201,750	0
\$250,001 and up	12.50%	346,500	0	372,250	295,000	0
<b>Average Sold Price</b>		<b>156,412</b>	<b>49,750</b>	<b>172,688</b>	<b>148,565</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>156,412</b>	<b>2</b>	<b>16</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,753,890</b>	<b>99.50K</b>	<b>2.76M</b>	<b>891.39K</b>	<b>0.00B</b>

# January 2020



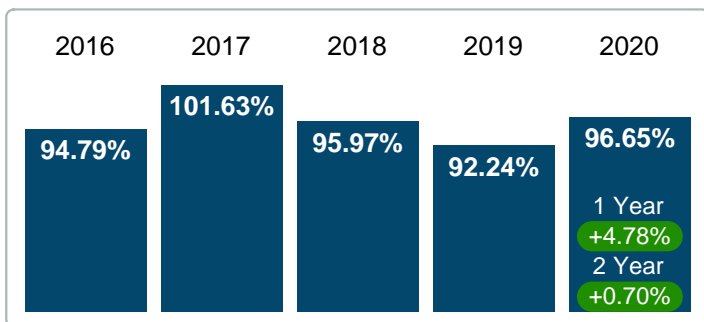
Area Delimited by County Of Mayes - Residential Property Type



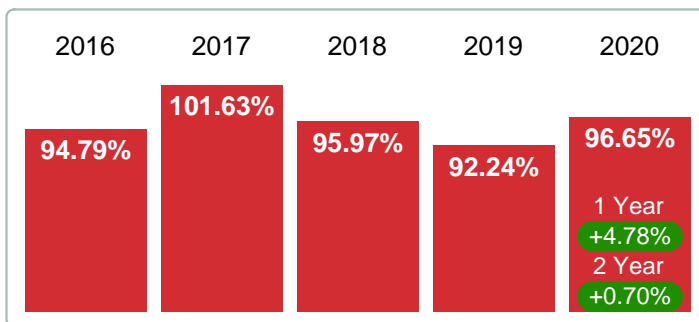
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

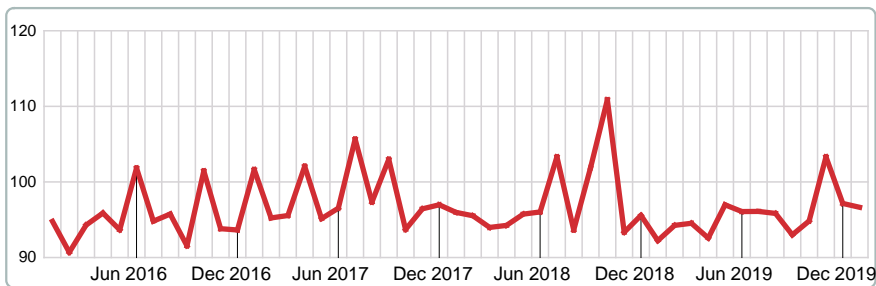
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

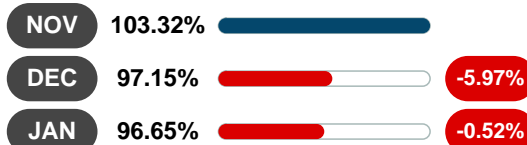


### 3 MONTHS

5 year JAN AVG = 96.26%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.65%**  
above the 5 yr JAN average of **96.26%**



### 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
\$25,000 and less	1	4.17%	97.50%	97.50%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	3	12.50%	91.54%	0.00%	88.89%	92.87%	0.00%
\$75,001 - \$125,000	6	25.00%	95.22%	94.67%	93.83%	101.33%	0.00%
\$125,001 - \$150,000	3	12.50%	98.63%	0.00%	98.63%	0.00%	0.00%
\$150,001 - \$200,000	4	16.67%	97.76%	0.00%	97.76%	0.00%	0.00%
\$200,001 - \$250,000	4	16.67%	99.43%	0.00%	100.35%	98.51%	0.00%
\$250,001 and up	3	12.50%	97.14%	0.00%	97.98%	95.47%	0.00%
Average Sold/List Ratio		96.60%		96.09%	96.74%	96.59%	0.00%
Total Closed Units		24	100%	2	16	6	
Total Closed Volume		3,753,890		99.50K	2.76M	891.39K	0.00B

# January 2020



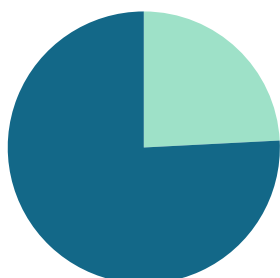
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

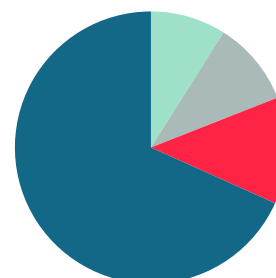


**Inventory**  
 New Listings  
**59 = 24.18%**  
 Start Inventory  
**185**  
 Total Inventory Units  
**244**  
 Volume  
**\$69,827,387**

### Market Activity

Closed Sales  
**24 = 8.96%**  
 Pending Sales  
**27 = 10.07%**  
 Other Off Market  
**34 = 12.69%**  
 Active Inventory  
**183 = 68.28%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	16	24	50.00%	16	24	50.00%
Pending Sales	38	27	-28.95%	38	27	-28.95%
New Listings	60	59	-1.67%	60	59	-1.67%
Average List Price	142,697	161,117	12.91%	142,697	161,117	12.91%
Average Sale Price	131,922	156,412	18.56%	131,922	156,412	18.56%
Average Percent of Selling Price to List Price	92.24%	96.65%	4.78%	92.24%	96.65%	4.78%
Average Days on Market to Sale	57.13	60.08	5.18%	57.13	60.08	5.18%
Monthly Inventory	191	183	-4.19%	191	183	-4.19%
Months Supply of Inventory	6.84	6.07	-11.33%	6.84	6.07	-11.33%

**Absorption:** Last 12 months, an Average of **30** Sales/Month

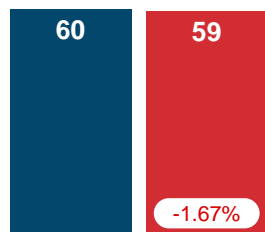
**Inventory** on January 31, 2020 = **183**

**2019** **2020**

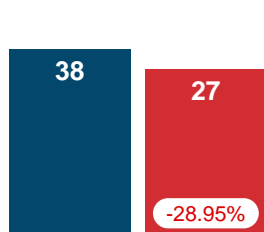
### JANUARY MARKET

### AVERAGE PRICES

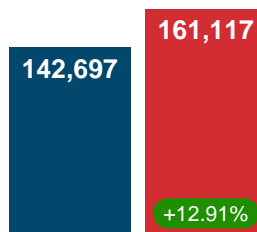
#### New Listings



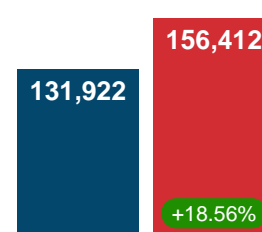
#### Pending Listings



#### List Price



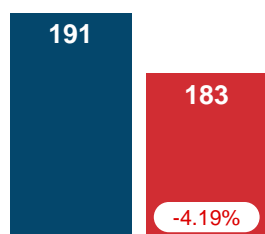
#### Sale Price



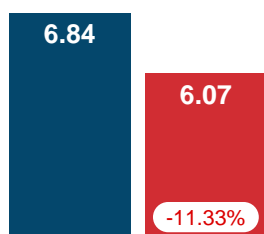
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

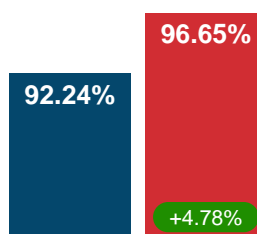
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

