

# January 2020



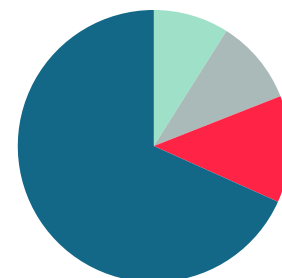
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	103,500	147,500	42.51%
Median Sale Price	87,250	133,500	53.01%
Median Percent of Selling Price to List Price	92.79%	97.11%	4.65%
Median Days on Market to Sale	62.00	59.50	-4.03%
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.

#### 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 **53.01%** in January 2020 to \$133,500 versus the previous year at \$87,250.

#### Median Days on Market Shortens

The median number of **59.50** days that homes spent on the market before selling decreased by 2.50 days or **4.03%** in January 2020 compared to last year's same month at **62.00** DOM.

#### Sales Success for January 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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>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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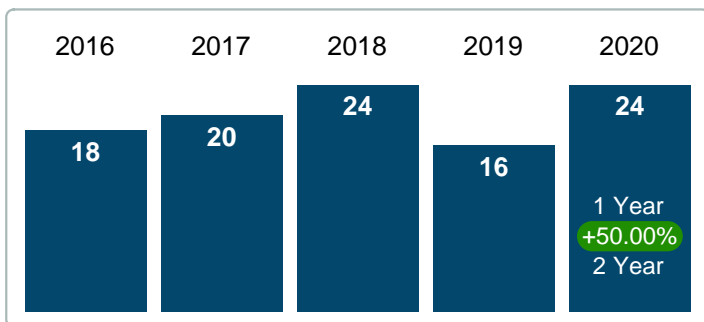
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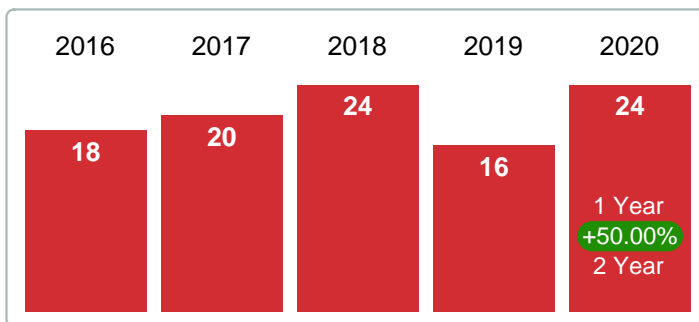
## CLOSED LISTINGS

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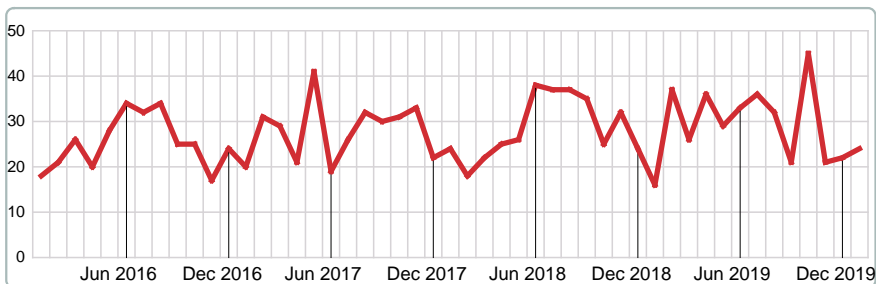
### JANUARY



### YEAR TO DATE (YTD)

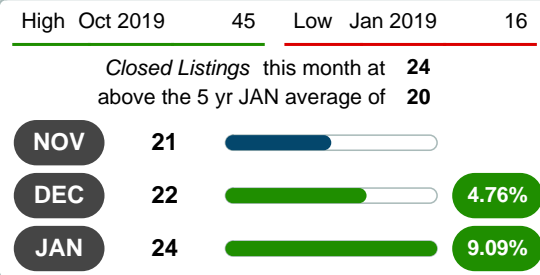


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 20



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	4.17%	18.0	1	0	0	0
\$30,001 - \$80,000	4	16.67%	28.0	1	1	2	0
\$80,001 - \$120,000	2	8.33%	43.0	0	2	0	0
\$120,001 - \$170,000	8	33.33%	63.0	0	7	1	0
\$170,001 - \$200,000	2	8.33%	68.5	0	2	0	0
\$200,001 - \$260,000	4	16.67%	55.0	0	2	2	0
\$260,001 and up	3	12.50%	101.0	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>59.5</b>	<b>99.50K</b>	<b>2.76M</b>	<b>891.39K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$133,500</b>			<b>\$49,750</b>	<b>\$148,500</b>	<b>\$161,000</b>	<b>\$0</b>

# January 2020



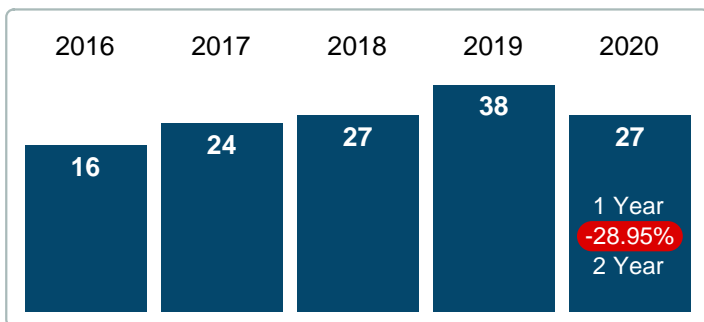
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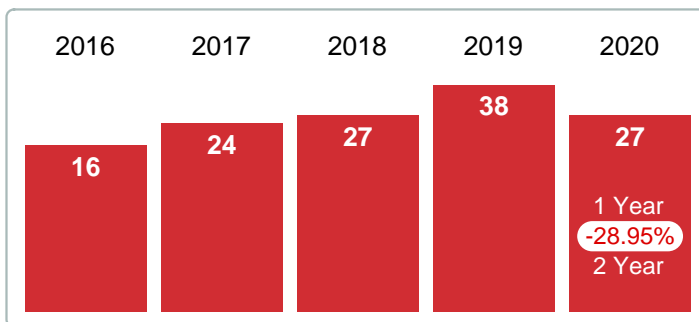
## PENDING LISTINGS

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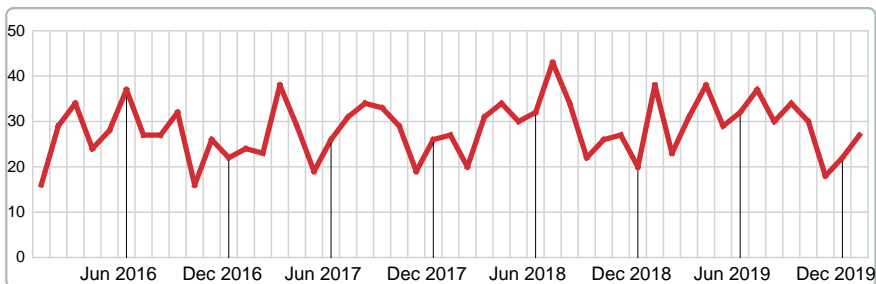
### JANUARY



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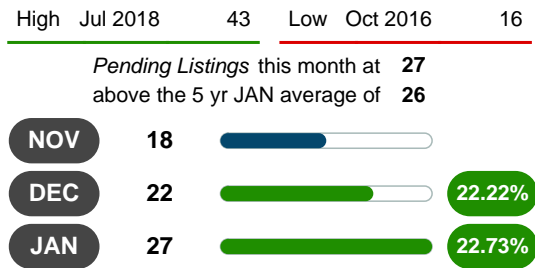


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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
\$50,000 and less	2	7.41%	26.0	1	1	0	0
\$50,001 - \$100,000	4	14.81%	20.5	1	2	1	0
\$100,001 - \$125,000	2	7.41%	65.0	0	2	0	0
\$125,001 - \$200,000	8	29.63%	85.5	3	5	0	0
\$200,001 - \$275,000	4	14.81%	64.0	0	1	3	0
\$275,001 - \$475,000	5	18.52%	65.0	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>55.0</b>	<b>601.30K</b>	<b>2.35M</b>	<b>2.34M</b>	<b>2.00M</b>
<b>Median Listing Price</b>	<b>\$182,500</b>			<b>\$137,500</b>	<b>\$149,999</b>	<b>\$257,500</b>	<b>\$2,000,000</b>

# January 2020



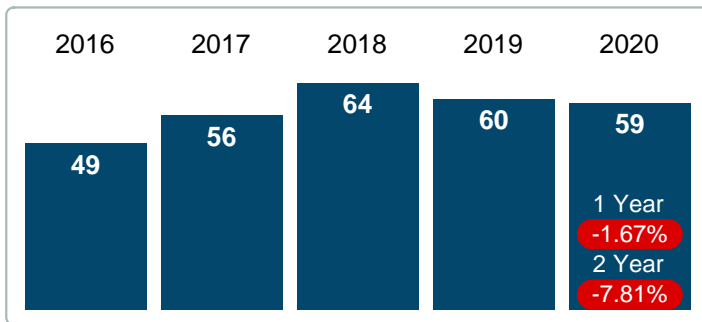
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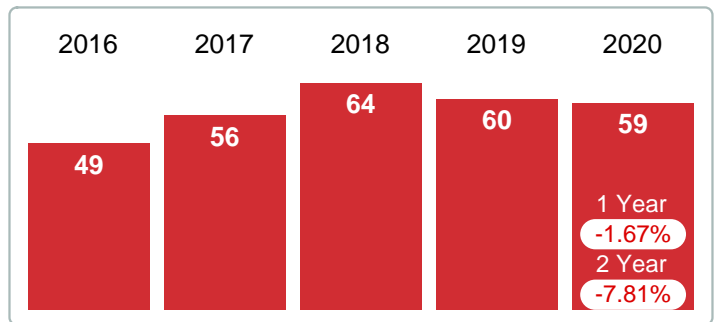
## NEW LISTINGS

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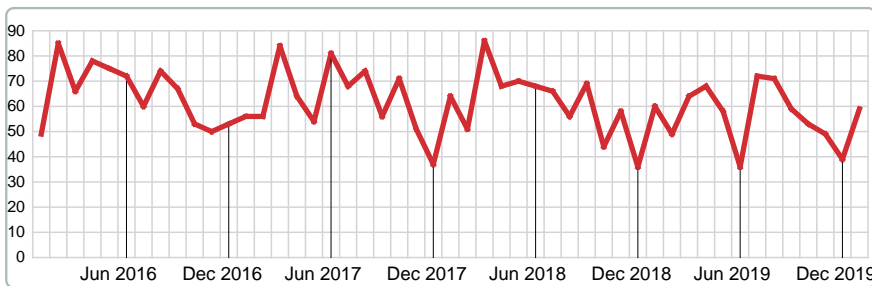
### JANUARY



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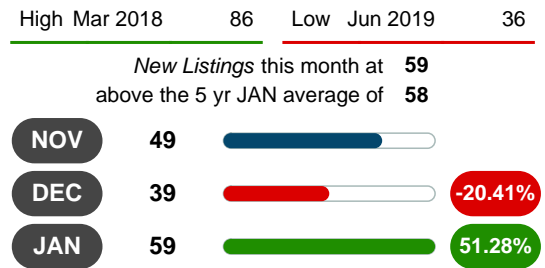


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$126,000</b>		<b>\$52,500</b>	<b>\$122,950</b>	<b>\$240,000</b>	<b>\$912,000</b>

# January 2020



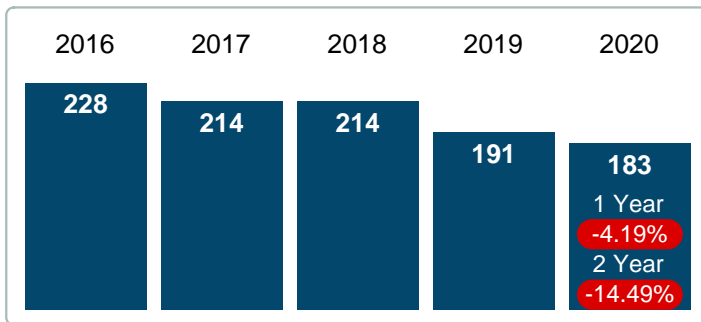
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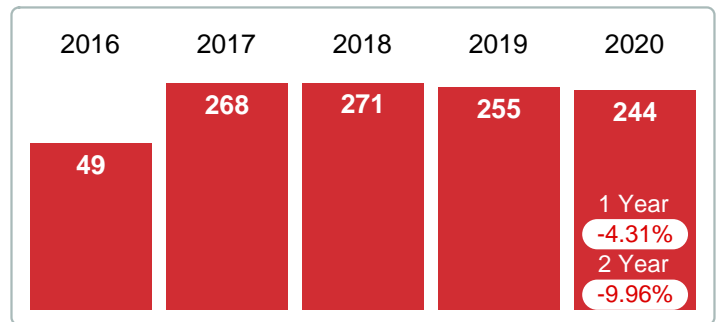
## ACTIVE INVENTORY

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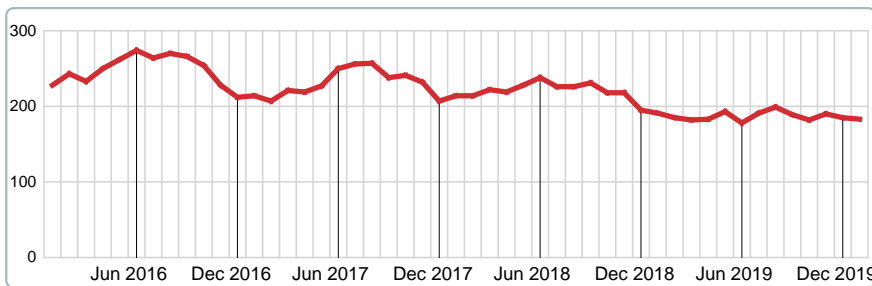
### END OF JANUARY



### ACTIVE DURING JANUARY

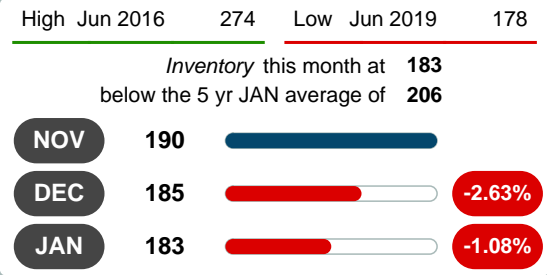


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 206



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	8.74%	18.0	11	5	0	0
\$50,001 - \$90,000	25	13.66%	58.0	8	16	1	0
\$90,001 - \$120,000	25	13.66%	78.0	2	20	3	0
\$120,001 - \$190,000	48	26.23%	84.0	6	35	6	1
\$190,001 - \$320,000	25	13.66%	130.0	2	18	5	0
\$320,001 - \$560,000	25	13.66%	85.0	7	12	6	0
\$560,001 and up	19	10.38%	85.0	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>81.0</b>	<b>6.49M</b>	<b>21.08M</b>	<b>9.90M</b>	<b>16.04M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$147,000</b>			<b>\$90,000</b>	<b>\$139,000</b>	<b>\$252,500</b>	<b>\$950,000</b>

# January 2020



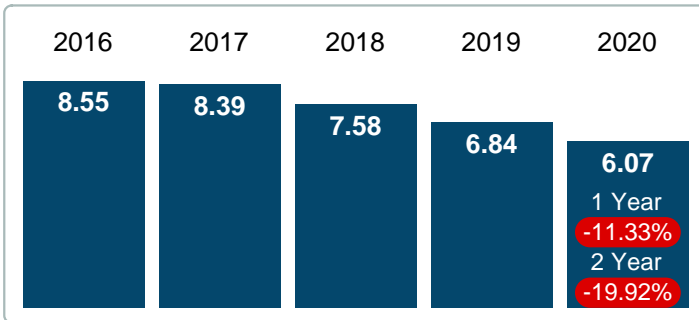
Area Delimited by County Of Mayes - Residential Property Type



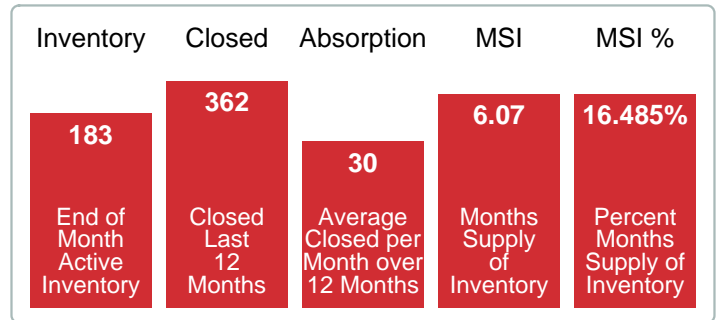
## MONTHS SUPPLY of INVENTORY (MSI)

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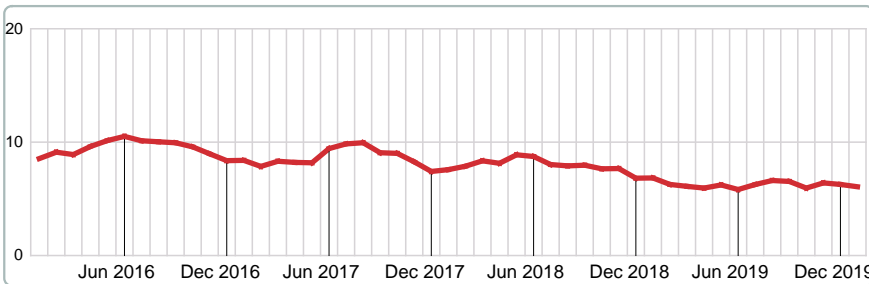
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS

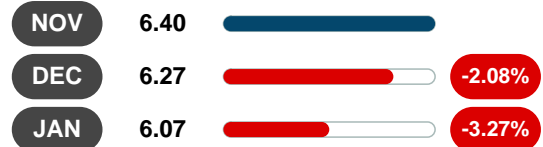


### 3 MONTHS

5 year JAN AVG = 7.49

High Jun 2016 10.50 Low Jun 2019 5.82

Months Supply this month at **6.07**  
below the 5 yr JAN average of **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		6.07	6.53	5.89	5.59	9.00
Total Active Inventory by Units	183	100%	6.07	37	110	27	9

# January 2020



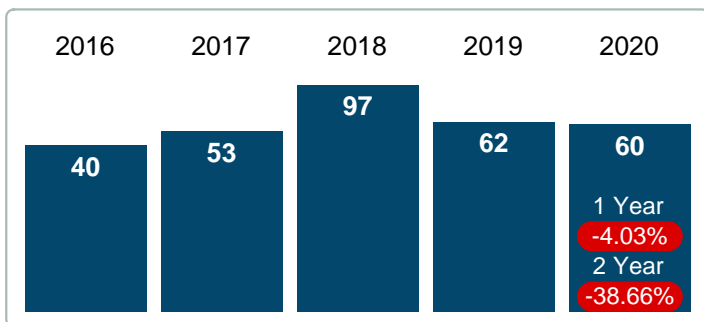
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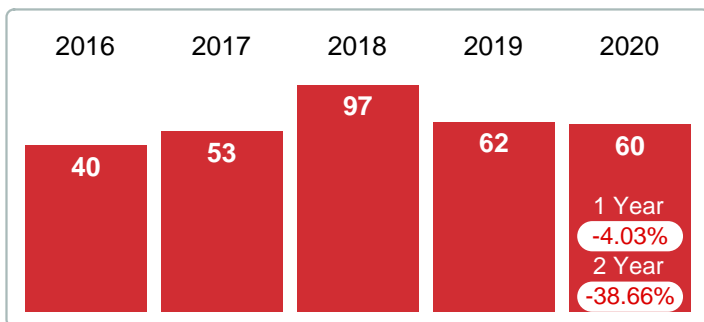
## MEDIAN DAYS ON MARKET TO SALE

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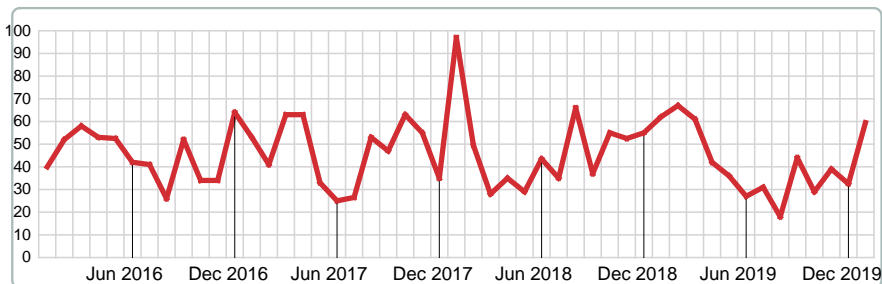
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 62

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 60 below the 5 yr JAN average of 62



### 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	4.17%	18	18	0	0	0
\$30,001 - \$80,000	16.67%	28	7	7	56	0
\$80,001 - \$120,000	8.33%	43	0	43	0	0
\$120,001 - \$170,000	33.33%	63	0	58	117	0
\$170,001 - \$200,000	8.33%	69	0	69	0	0
\$200,001 - \$260,000	16.67%	55	0	52	68	0
\$260,001 and up	12.50%	101	0	81	145	0
Median Closed DOM		60	13	60	90	0
Total Closed Units	100%	59.5	2	16	6	
Total Closed Volume		3,753,890	99.50K	2.76M	891.39K	0.00B



# January 2020



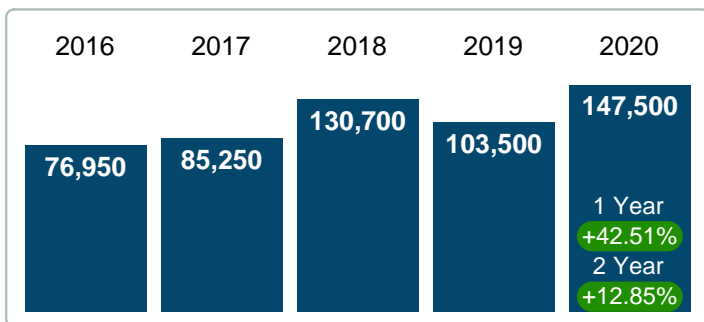
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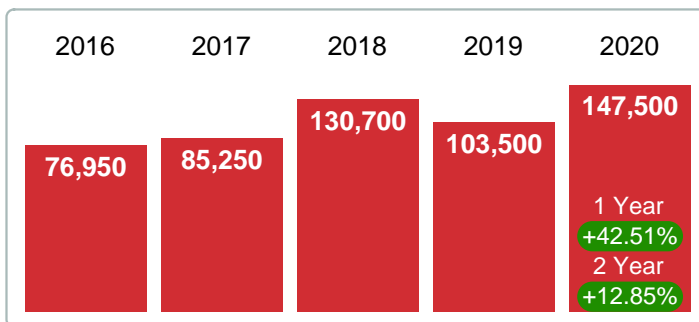
## MEDIAN LIST PRICE AT CLOSING

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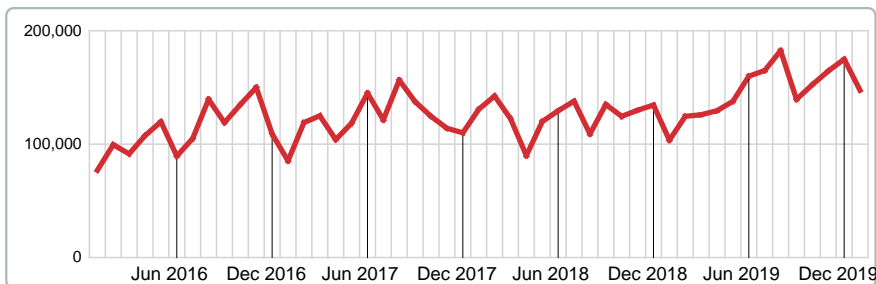
### JANUARY



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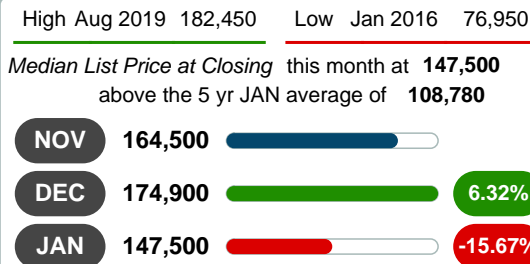


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 108,780



### 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	4.17%	20,000	20,000	0	0	0
\$30,001 - \$80,000	3	12.50%	38,900	0	45,000	38,400	0
\$80,001 - \$120,000	4	16.67%	89,950	84,500	89,950	119,900	0
\$120,001 - \$170,000	7	29.17%	135,000	0	135,000	0	0
\$170,001 - \$200,000	3	12.50%	198,500	0	190,500	199,900	0
\$200,001 - \$260,000	3	12.50%	225,000	0	227,250	209,900	0
\$260,001 and up	3	12.50%	309,000	0	382,250	309,000	0
Median List Price			147,500	52,250	161,000	159,900	0
Total Closed Units		100%	147,500	2	16	6	
Total Closed Volume			3,866,800	104.50K	2.85M	915.50K	0.00B



# January 2020



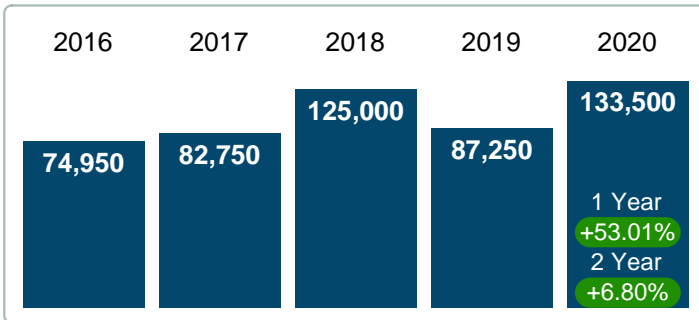
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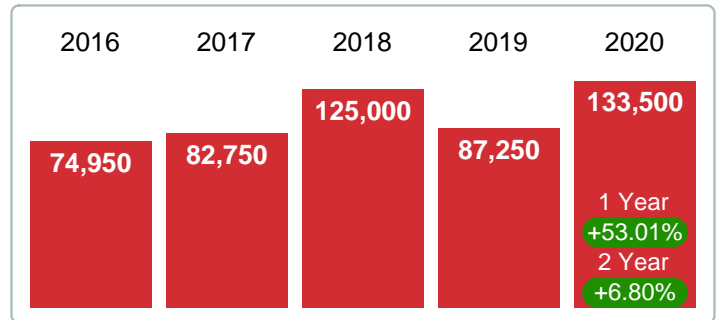
## MEDIAN SOLD PRICE AT CLOSING

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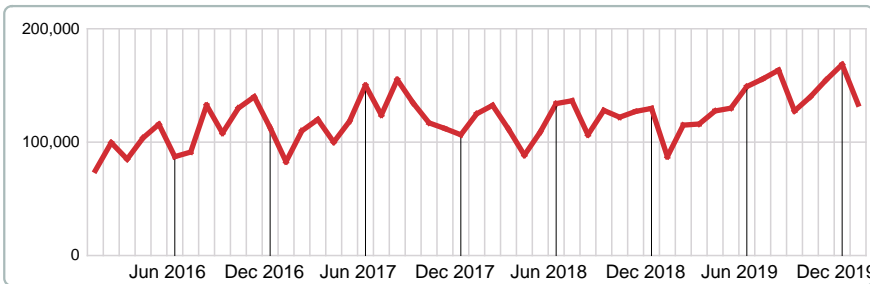
### JANUARY



### YEAR TO DATE (YTD)

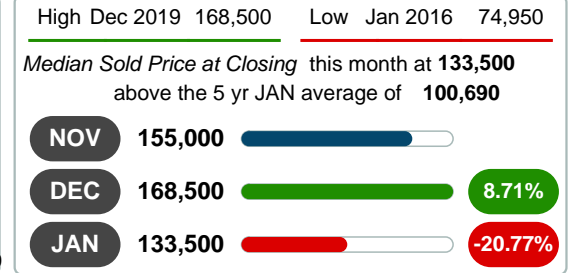


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 100,690



### 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	1	4.17%	19,500	19,500	0	0	0
\$30,001 - \$80,000	4	16.67%	39,320	80,000	40,000	35,695	0
\$80,001 - \$120,000	2	8.33%	90,250	0	90,250	0	0
\$120,001 - \$170,000	8	33.33%	130,000	0	132,000	121,500	0
\$170,001 - \$200,000	2	8.33%	185,500	0	185,500	0	0
\$200,001 - \$260,000	4	16.67%	214,000	0	228,000	201,750	0
\$260,001 and up	3	12.50%	295,000	0	372,250	295,000	0
Median Sold Price			133,500	49,750	148,500	161,000	0
Total Closed Units		100%	133,500	2	16	6	
Total Closed Volume			3,753,890	99.50K	2.76M	891.39K	0.00B

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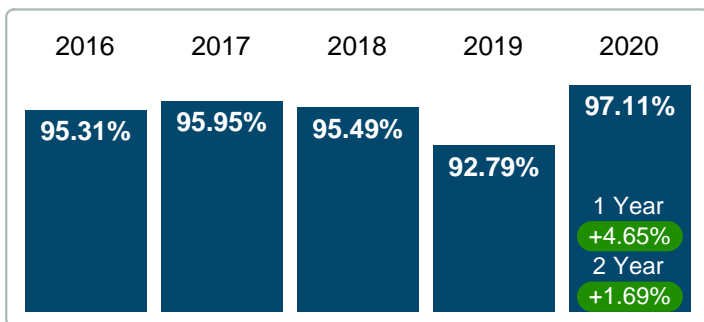
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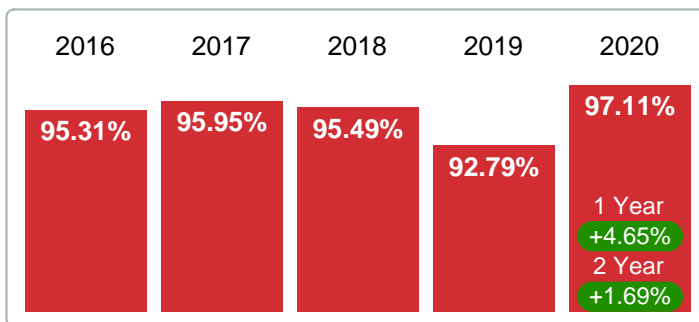
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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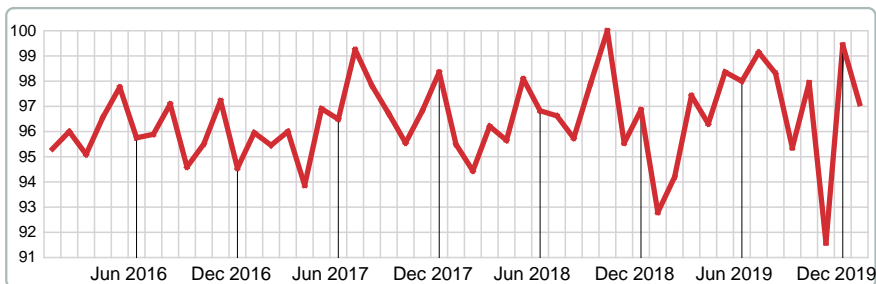
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

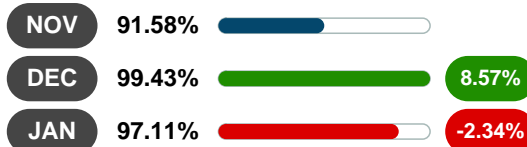


### 3 MONTHS

5 year JAN AVG = 95.33%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.11%**  
above the 5 yr JAN average of **95.33%**



### 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	<div style="width: 4.17%;"></div> 1	4.17%	97.50%	97.50%	0.00%	0.00%	0.00%
\$30,001 - \$80,000	<div style="width: 16.67%;"></div> 4	16.67%	91.78%	94.67%	88.89%	92.87%	0.00%
\$80,001 - \$120,000	<div style="width: 8.33%;"></div> 2	8.33%	100.34%	0.00%	100.34%	0.00%	0.00%
\$120,001 - \$170,000	<div style="width: 33.33%;"></div> 8	33.33%	98.26%	0.00%	96.53%	101.33%	0.00%
\$170,001 - \$200,000	<div style="width: 8.33%;"></div> 2	8.33%	97.26%	0.00%	97.26%	0.00%	0.00%
\$200,001 - \$260,000	<div style="width: 16.67%;"></div> 4	16.67%	99.17%	0.00%	100.35%	98.51%	0.00%
\$260,001 and up	<div style="width: 12.50%;"></div> 3	12.50%	95.96%	0.00%	97.98%	95.47%	0.00%
Median Sold/List Ratio		97.11%		96.09%	97.28%	98.02%	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



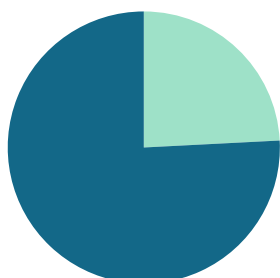
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

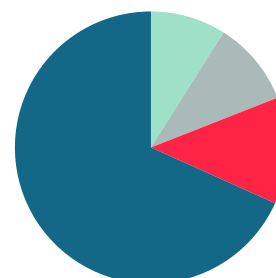


**Inventory**  
 New Listings  
**59 = 24.18%**  
 Start Inventory  
**185**  
 Total Inventory Units  
**244**  
 Volume  
**\$69,827,387**

### 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%
Median List Price	103,500	147,500	42.51%	103,500	147,500	42.51%
Median Sale Price	87,250	133,500	53.01%	87,250	133,500	53.01%
Median Percent of Selling Price to List Price	92.79%	97.11%	4.65%	92.79%	97.11%	4.65%
Median Days on Market to Sale	62.00	59.50	-4.03%	62.00	59.50	-4.03%
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

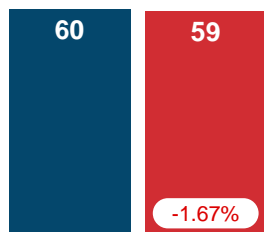
**Inventory** on January 31, 2020 = **183**

**2019** **2020**

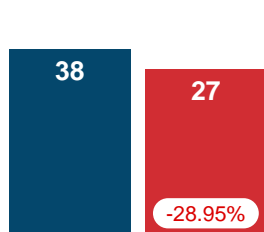
### JANUARY MARKET

### MEDIAN PRICES

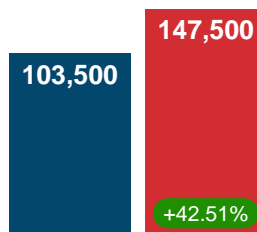
#### New Listings



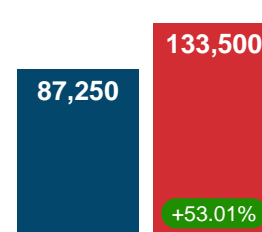
#### Pending Listings



#### List Price



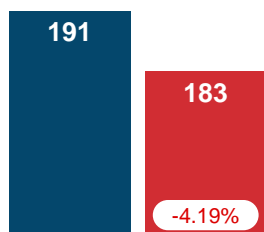
#### Sale Price



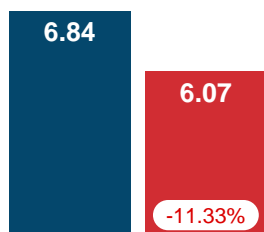
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

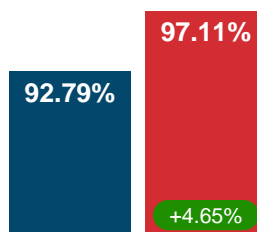
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

