



Area Delimited by County Of Mayes - Residential Property Type

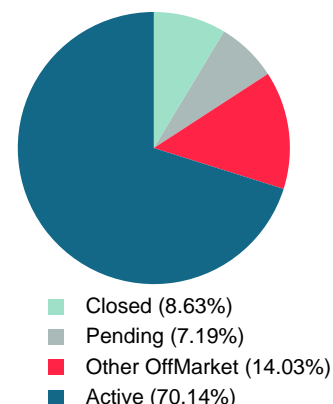


MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	2017	December 2018	+/- %
Closed Listings	22	24	9.09%
Pending Listings	26	20	-23.08%
New Listings	37	36	-2.70%
Average List Price	115,504	156,977	35.91%
Average Sale Price	111,486	148,311	33.03%
Average Percent of Selling Price to List Price	96.98%	95.57%	-1.45%
Average Days on Market to Sale	50.50	61.08	20.96%
End of Month Inventory	207	195	-5.80%
Months Supply of Inventory	7.41	6.82	-7.99%

Absorption: Last 12 months, an Average of **29** Sales/Month
Active Inventory as of December 31, 2018 = **195**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **5.80%** to 195 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 **6.82** 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 **33.03%** in December 2018 to \$148,311 versus the previous year at \$111,486.

Average Days on Market Lengthens

The average number of **61.08** days that homes spent on the market before selling increased by 10.58 days or **20.96%** in December 2018 compared to last year's same month at **50.50** DOM.

Sales Success for December 2018 is Positive

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

There were 36 New Listings in December 2018, down **2.70%** from last year at 37. Furthermore, there were 24 Closed Listings this month versus last year at 22, a **9.09%** increase.

Closed versus Listed trends yielded a **66.7%** ratio, up from previous year's, December 2017, at **59.5%**, a **12.12%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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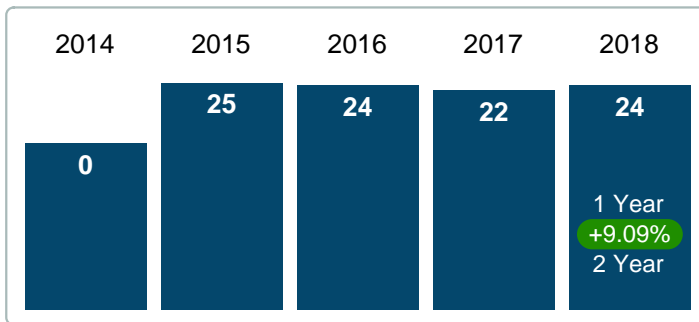


December 2018

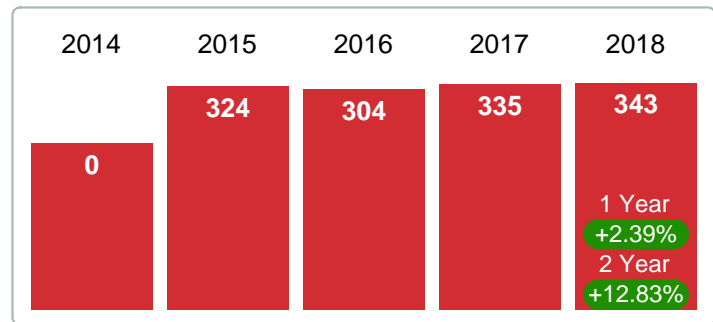
CLOSED LISTINGS

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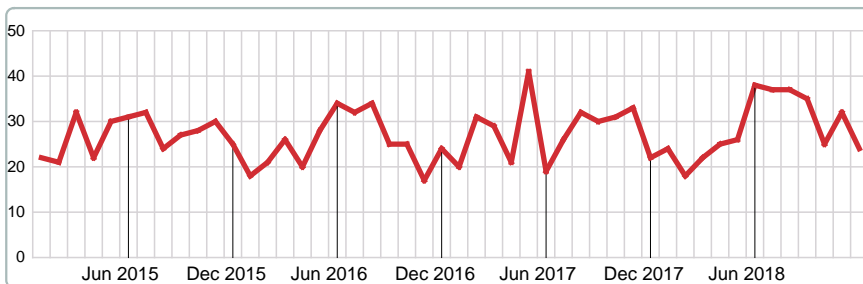
DECEMBER



YEAR TO DATE (YTD)

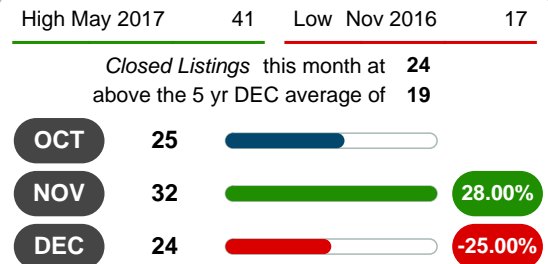


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 19



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2		8.33%	36.5	2	0	0	0
\$20,001 \$50,000	3		12.50%	44.7	0	2	1	0
\$50,001 \$100,000	5		20.83%	57.6	0	5	0	0
\$100,001 \$200,000	6		25.00%	77.7	2	3	1	0
\$200,001 \$230,000	2		8.33%	66.5	0	1	0	1
\$230,001 \$260,000	4		16.67%	68.5	1	2	1	0
\$260,001 and up	2		8.33%	49.0	0	2	0	0
Total Closed Units			24		5	15	3	1
Total Closed Volume			3,559,460	100%	531.25K	2.42M	402.40K	210.00K
Average Closed Price			\$148,311		\$106,250	\$161,054	\$134,133	\$210,000

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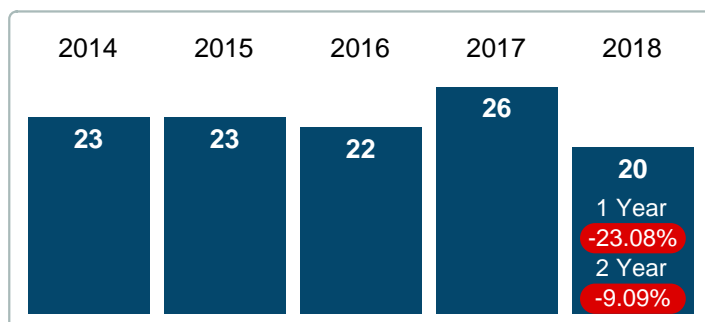


December 2018

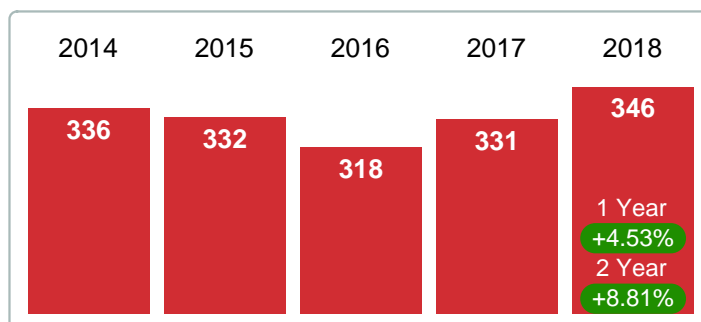
PENDING LISTINGS

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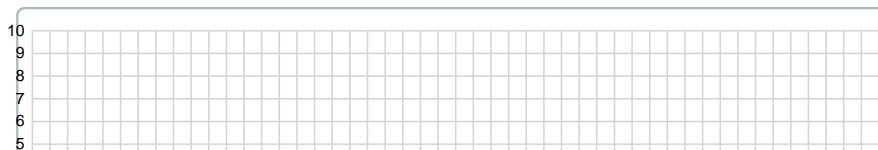
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 23

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at **20**
below the 5 yr DEC average of **23**

OCT 0
NOV 0
DEC 0

nan%

nan%

Distribution of Pending Listings by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3			15.00%	5.0	1	2	0	0
\$50,001 - \$60,000	0			0.00%	0.0	0	0	0	0
\$60,001 - \$80,000	3			15.00%	41.7	2	1	0	0
\$80,001 - \$120,000	5			25.00%	56.0	0	4	1	0
\$120,001 - \$220,000	4			20.00%	68.8	2	2	0	0
\$220,001 - \$430,000	3			15.00%	35.3	0	3	0	0
\$430,001 and up	2			10.00%	84.5	0	1	1	0
Total Pending Units	20					5	13	2	0
Total Pending Volume	2,948,339				100%	409.00K	1.99M	551.30K	0.00B
Average Listing Price	\$147,417					\$81,800	\$152,926	\$275,650	\$0

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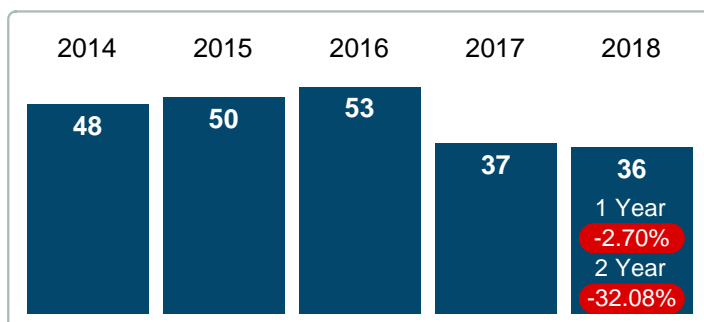


December 2018

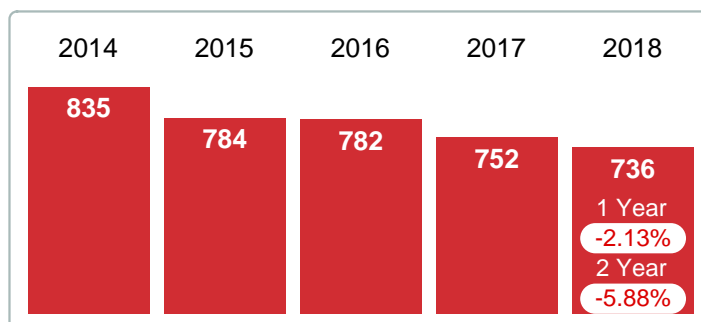
NEW LISTINGS

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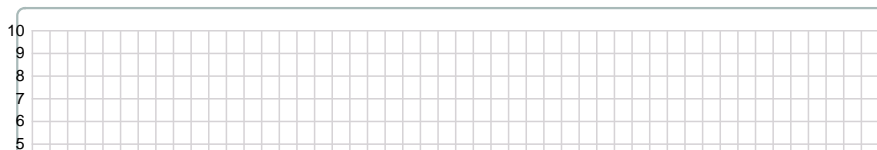
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45

High Dec 2018 0 Low Dec 2018 0

New Listings this month at **36**
below the 5 yr DEC average of **45**

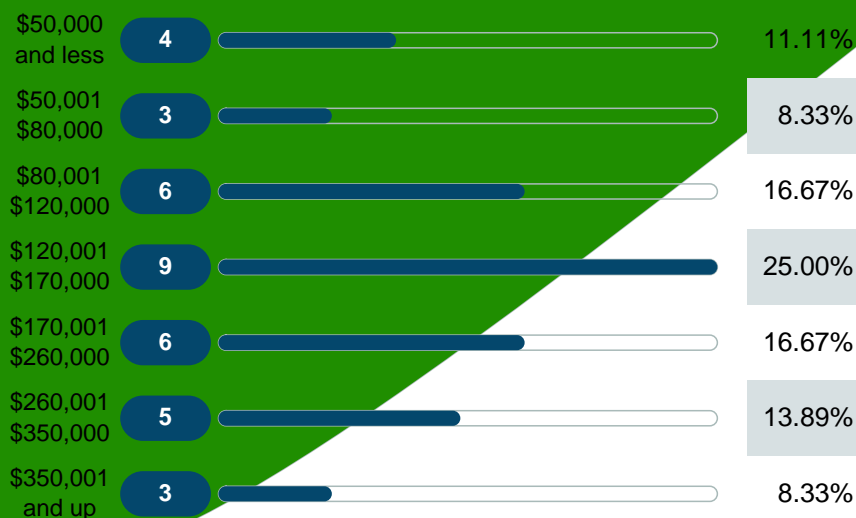
OCT 0
NOV 0
DEC 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
2	2	0	0
0	2	1	0
3	3	0	0
2	5	2	0
1	3	1	1
0	1	4	0
0	1	2	0
8	17	10	1
811.40K	2.73M	2.72M	249.00K
\$101,425	\$160,300	\$271,525	\$249,000

2

0

3

2

1

0

1

0

0

1

811.40K

\$101,425

Total New Listed Units	36	
Total New Listed Volume	6,500,750	100%
Average New Listed Listing Price	\$146,730	

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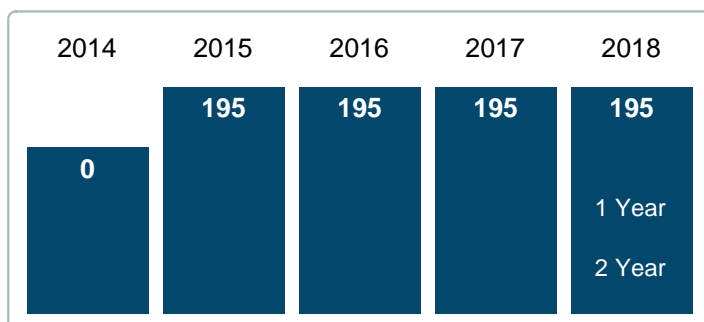


December 2018

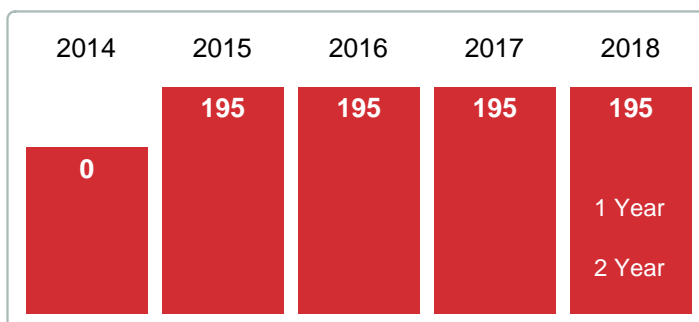
ACTIVE INVENTORY

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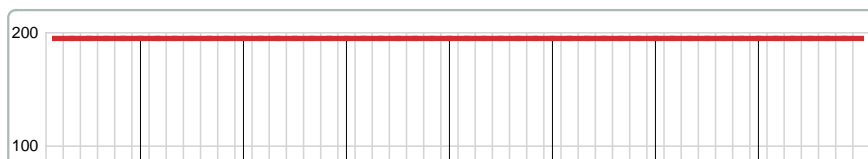
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 156

High Dec 2018 195 Low Dec 2018 195

Inventory this month at 195
above the 5 yr DEC average of 156

OCT 195

NOV 195

DEC 195

0.00%

0.00%

Distribution of Inventory by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15		7.69%	81.7	9	6	0	0
\$50,001 \$75,000	10		5.13%	64.0	0	10	0	0
\$75,001 \$125,000	46		23.59%	118.2	15	25	6	0
\$125,001 \$200,000	46		23.59%	107.4	7	31	6	2
\$200,001 \$300,000	34		17.44%	86.6	2	20	10	2
\$300,001 \$525,000	23		11.79%	72.0	1	10	11	1
\$525,001 and up	21		10.77%	100.8	3	4	7	7
Total Active Inventory by Units			195		37	106	40	12
Total Active Inventory by Volume			51,977,442	100%	8.73M	19.89M	14.31M	9.05M
Average Active Inventory Listing Price			\$266,551		\$235,903	\$187,668	\$357,710	\$753,983

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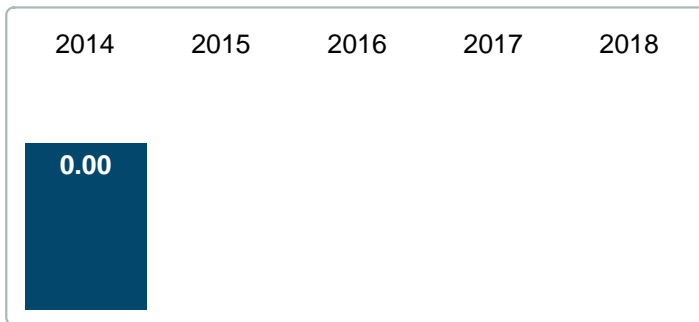
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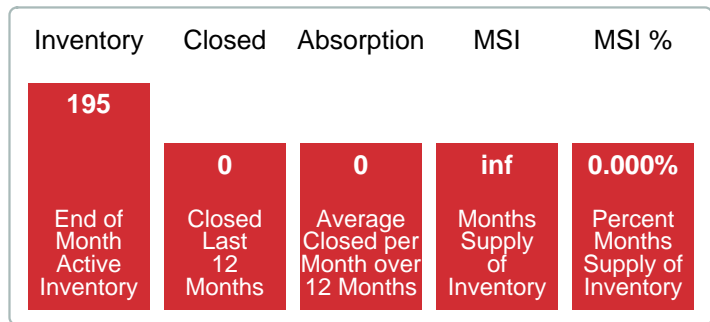
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



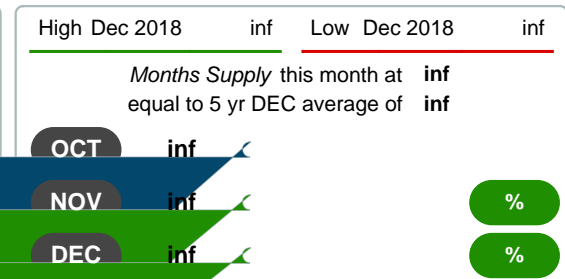
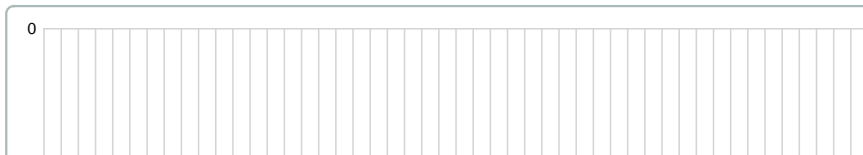
INDICATORS FOR DECEMBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI			%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15		7.69%	4.09	5.14	3.79	0.00	0.00
\$50,001 - \$75,000	10		5.13%	2.73	0.00	4.62	0.00	0.00
\$75,001 - \$125,000	46		23.59%	6.13	10.59	4.76	8.00	0.00
\$125,001 - \$200,000	46		23.59%	6.07	10.50	5.24	6.55	24.00
\$200,001 - \$300,000	34		17.44%	8.00	4.80	10.00	6.32	8.00
\$300,001 - \$525,000	23		11.79%	15.33	4.00	13.33	26.40	12.00
\$525,001 and up	21		10.77%	50.40	0.00	16.00	84.00	84.00
Market Supply of Inventory (MSI)			6.82		6.53	5.92	9.06	20.57
Total Active Inventory by Units			195	100%	37	106	40	12

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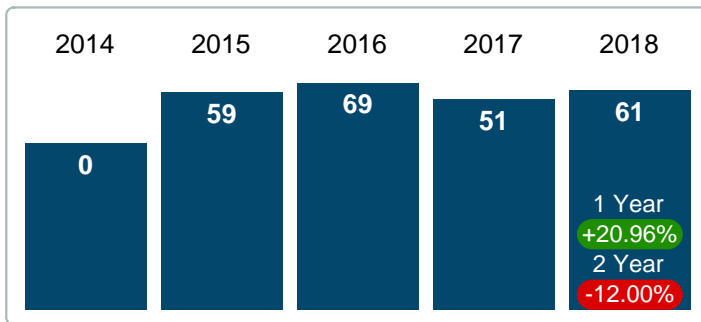


December 2018

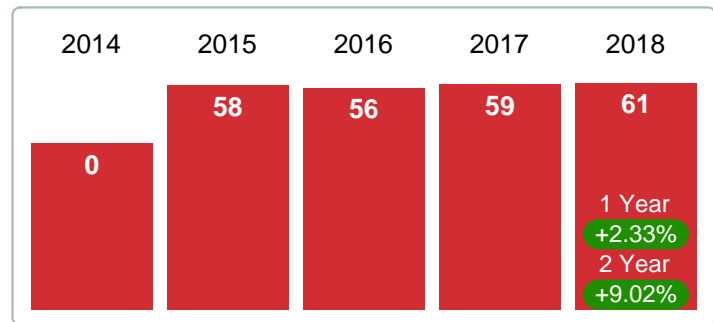
AVERAGE DAYS ON MARKET TO SALE

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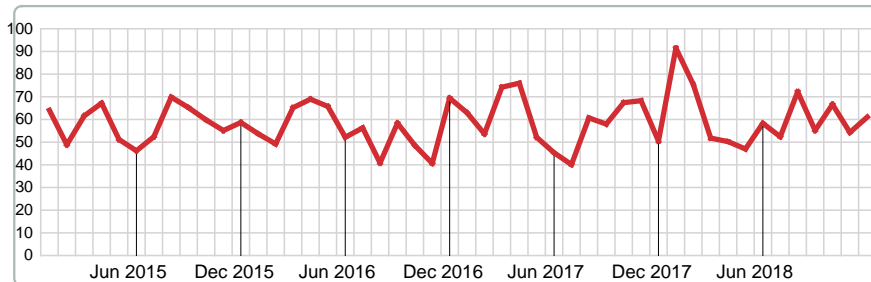
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 48

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 61
above the 5 yr DEC average of 48

OCT	67		
NOV	54		-18.55%
DEC	61		12.53%

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
\$20,000 and less	2		8.33%	37	37	0	0	0
\$20,001 \$50,000	3		12.50%	45	0	10	115	0
\$50,001 \$100,000	5		20.83%	58	0	58	0	0
\$100,001 \$200,000	6		25.00%	78	97	78	38	0
\$200,001 \$230,000	2		8.33%	67	0	38	0	95
\$230,001 \$260,000	4		16.67%	69	91	28	127	0
\$260,001 and up	2		8.33%	49	0	49	0	0
Average Closed DOM				61	72	49	93	95
Total Closed Units			100%	61	5	15	3	1
Total Closed Volume				3,559,460	531.25K	2.42M	402.40K	210.00K

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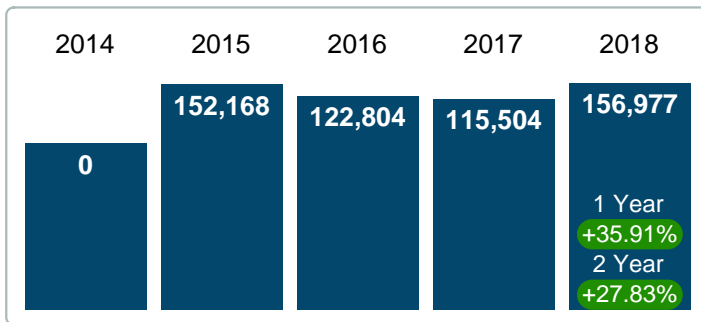
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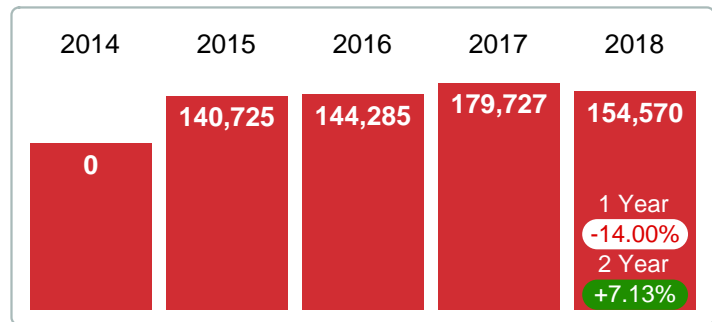
AVERAGE LIST PRICE AT CLOSING

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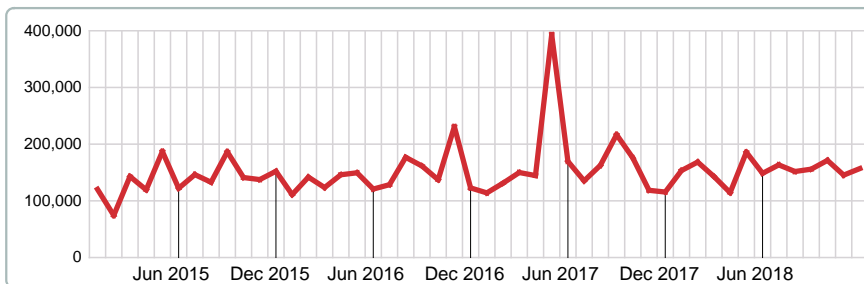
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

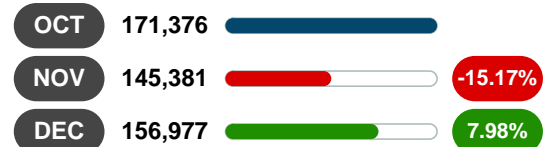


3 MONTHS

5 year DEC AVG = 109,491

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

Average List Price at Closing this month at **156,977**
above the 5 yr DEC average of **109,491**



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	2			8.33%	17,625	17,625	0	0	0
\$25,001 - \$50,000	3			12.50%	42,233	0	44,950	36,800	0
\$50,001 - \$100,000	5			20.83%	71,580	0	71,580	0	0
\$100,001 - \$200,000	5			20.83%	141,260	127,450	180,467	139,000	0
\$200,001 - \$225,000	2			8.33%	224,750	0	224,500	0	225,000
\$225,001 - \$250,000	3			12.50%	239,600	0	239,900	249,900	0
\$250,001 and up	4			16.67%	343,250	279,000	364,667	0	0
Average List Price					156,977	113,830	169,840	141,900	225,000
Total Closed Units				100%	156,977	5	15	3	1
Total Closed Volume					3,767,450	569.15K	2.55M	425.70K	225.00K



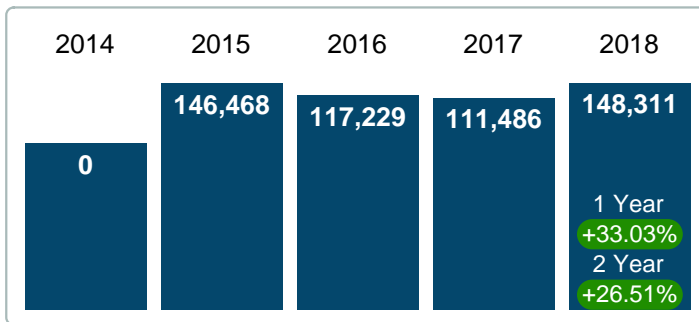
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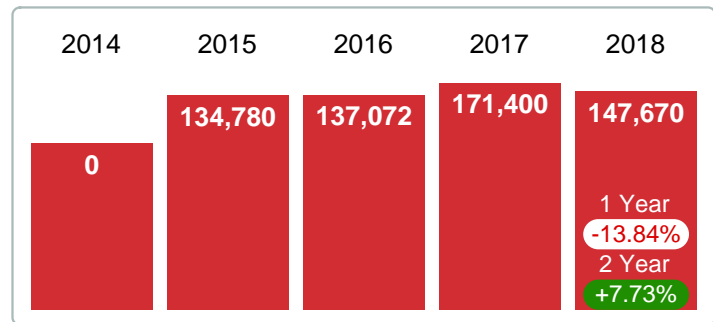
AVERAGE SOLD PRICE AT CLOSING

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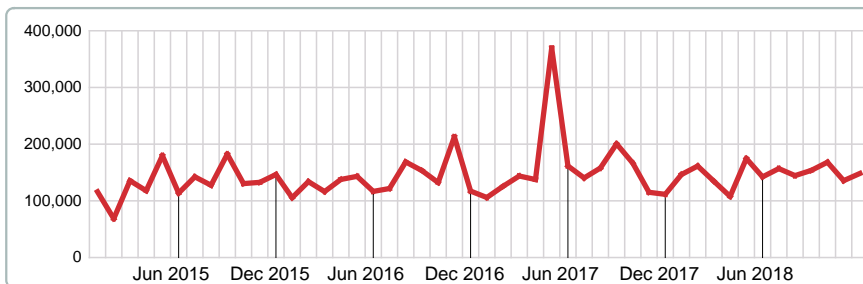
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 104,699

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

Average Sold Price at Closing this month at 148,311
above the 5 yr DEC average of 104,699

OCT	168,112	
NOV	135,595	-19.34%
DEC	148,311	9.38%

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
\$20,000 and less	2			8.33%	17,625	17,625	0	0	0
\$20,001 \$50,000	3			12.50%	39,903	0	46,155	27,400	0
\$50,001 \$100,000	5			20.83%	69,700	0	69,700	0	0
\$100,001 \$200,000	6			25.00%	146,250	118,500	167,667	137,500	0
\$200,001 \$230,000	2			8.33%	213,750	0	217,500	0	210,000
\$230,001 \$260,000	4			16.67%	248,500	259,000	248,750	237,500	0
\$260,001 and up	2			8.33%	378,500	0	378,500	0	0
Average Sold Price					148,311	106,250	161,054	134,133	210,000
Total Closed Units				100%	148,311	5	15	3	1
Total Closed Volume					3,559,460	531.25K	2.42M	402.40K	210.00K



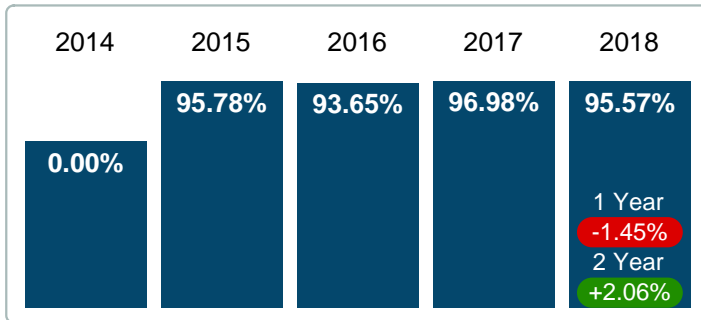
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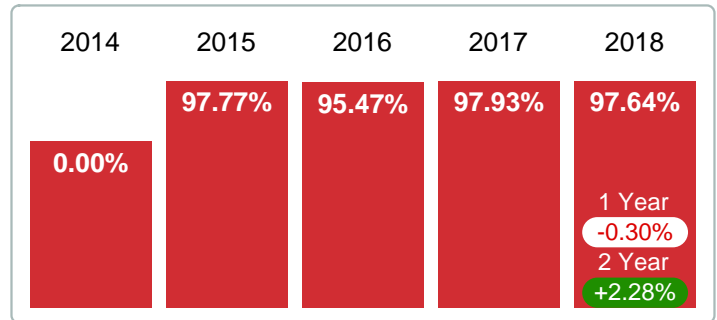
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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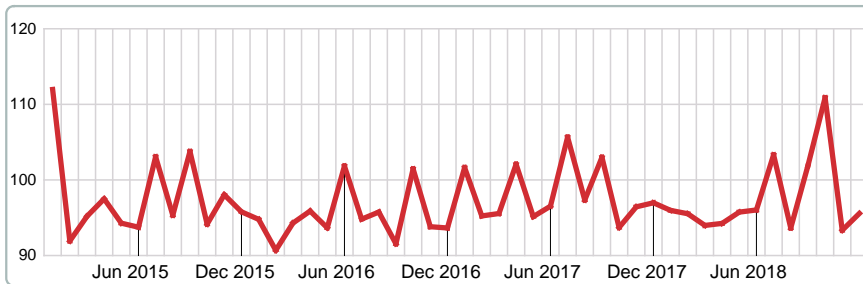
DECEMBER



YEAR TO DATE (YTD)



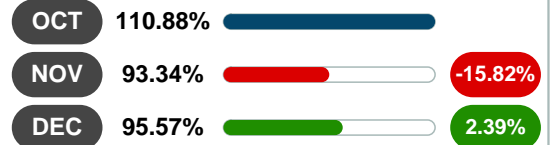
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 76.40%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **95.57%**
above the 5 yr DEC average of **76.40%**

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
\$20,000 and less	2	8.33%	100.00%	100.00%	0.00%	0.00%	0.00%
\$20,001 \$50,000	3	12.50%	93.50%	0.00%	103.02%	74.46%	0.00%
\$50,001 \$100,000	5	20.83%	97.20%	0.00%	97.20%	0.00%	0.00%
\$100,001 \$200,000	6	25.00%	94.36%	92.96%	93.76%	98.92%	0.00%
\$200,001 \$230,000	2	8.33%	95.11%	0.00%	96.88%	0.00%	93.33%
\$230,001 \$260,000	4	16.67%	96.72%	92.83%	99.50%	95.04%	0.00%
\$260,001 and up	2	8.33%	92.01%	0.00%	92.01%	0.00%	0.00%
Average Sold/List Ratio		95.60%		95.75%	96.88%	89.47%	93.33%
Total Closed Units		24	100%	5	15	3	1
Total Closed Volume		3,559,460		531.25K	2.42M	402.40K	210.00K

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Email: support@mlstechnology.com



Area Delimited by County Of Mayes - Residential Property Type

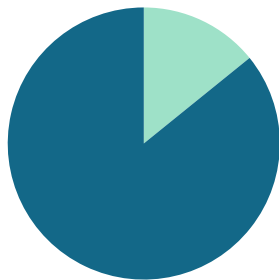


December 2018

MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY



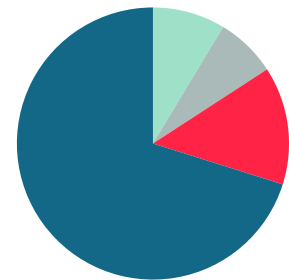
Inventory

New Listings	36 = 14.17%
Start Inventory	218
Total Inventory Units	254
Volume	\$67,671,881

Market Activity

Closed Sales	24 = 8.63%
Pending Sales	20 = 7.19%
Other Off Market	39 = 14.03%
Active Inventory	195 = 70.14%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	22	24	9.09%	335	343	2.39%
Pending Sales	26	20	-23.08%	331	346	4.53%
New Listings	37	36	-2.70%	752	736	-2.13%
Average List Price	115,504	156,977	35.91%	179,727	154,570	-14.00%
Average Sale Price	111,486	148,311	33.03%	171,400	147,670	-13.84%
Average Percent of Selling Price to List Price	96.98%	95.57%	-1.45%	97.93%	97.64%	-0.30%
Average Days on Market to Sale	50.50	61.08	20.96%	59.25	60.63	2.33%
Monthly Inventory	207	195	-5.80%	207	195	-5.80%
Months Supply of Inventory	7.41	6.82	-7.99%	7.41	6.82	-7.99%

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

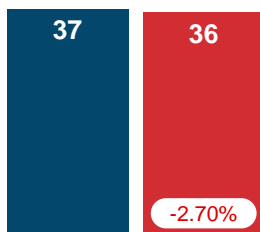
Inventory on December 31, 2018 = 195

2017	2018
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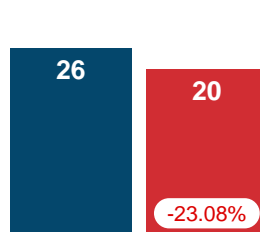
DECEMBER MARKET

AVERAGE PRICES

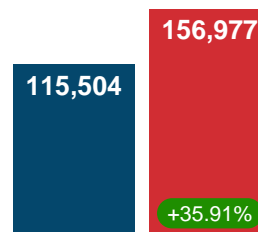
New Listings



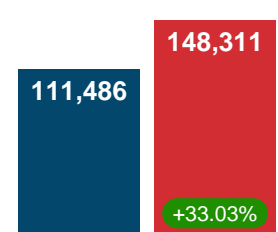
Pending Listings



List Price



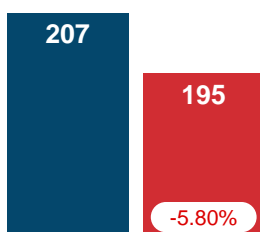
Sale Price



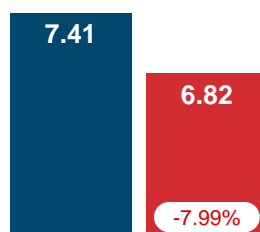
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

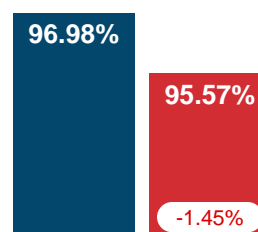
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

