



Area Delimited by County Of Mayes - Residential Property Type

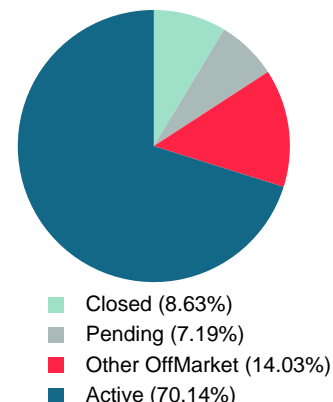


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	110,000	134,450	22.23%
Median Sale Price	106,500	129,750	21.83%
Median Percent of Selling Price to List Price	98.35%	96.86%	-1.52%
Median Days on Market to Sale	35.00	55.00	57.14%
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.

#### 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 **21.83%** in December 2018 to \$129,750 versus the previous year at \$106,500.

#### Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 20.00 days or **57.14%** in December 2018 compared to last year's same month at **35.00** DOM.

#### Sales Success for December 2018 is Positive

Overall, with Median 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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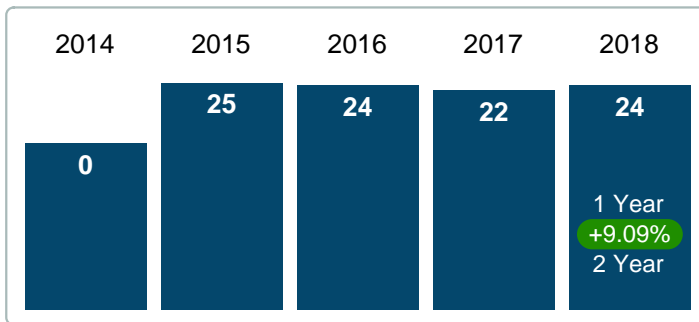


## December 2018

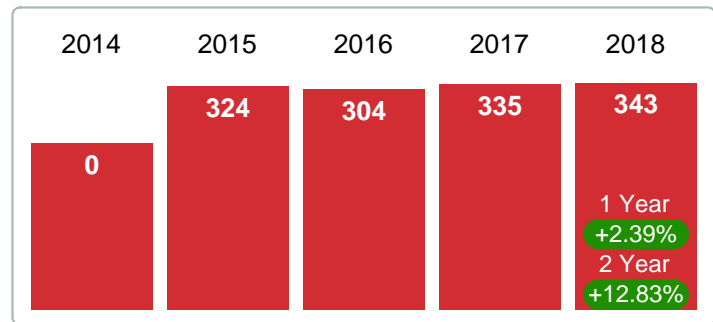
### CLOSED LISTINGS

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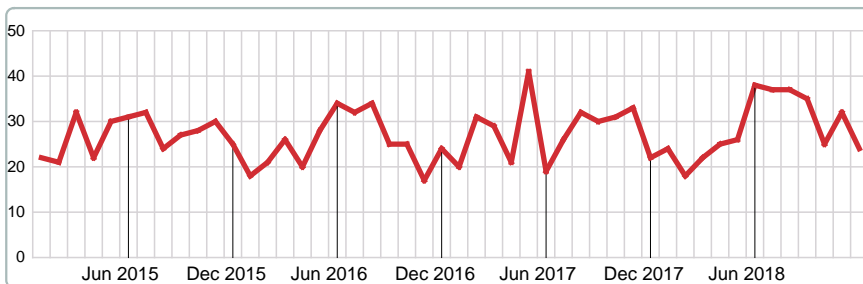
#### DECEMBER



#### YEAR TO DATE (YTD)

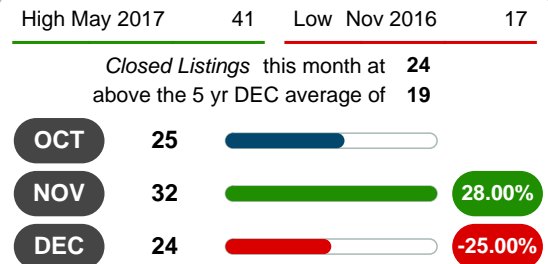


#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 19



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	18.0	0	2	1	0
\$50,001 \$100,000	5	20.83%	55.0	0	5	0	0
\$100,001 \$200,000	6	25.00%	66.0	2	3	1	0
\$200,001 \$230,000	2	8.33%	66.5	0	1	0	1
\$230,001 \$260,000	4	16.67%	73.0	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%	55.0	531.25K	2.42M	402.40K	210.00K
Median Closed Price	\$129,750			\$115,000	\$138,000	\$137,500	\$210,000

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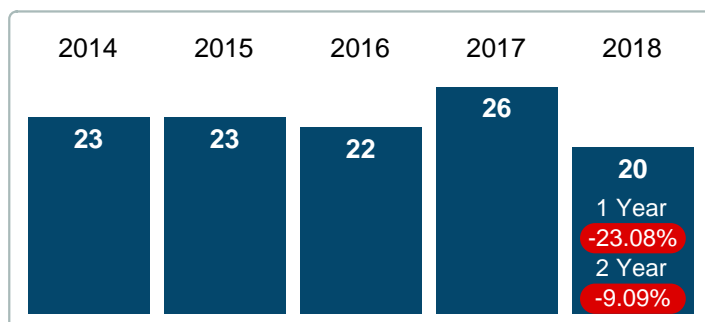


## December 2018

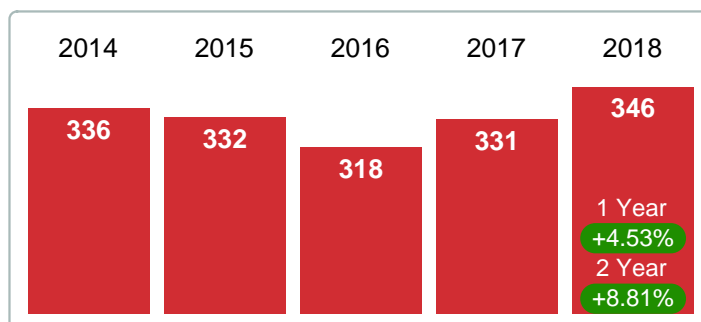
### PENDING LISTINGS

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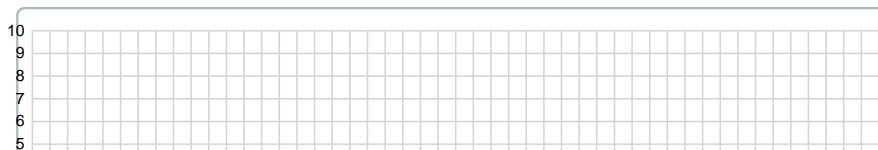
#### DECEMBER



#### 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				%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3			15.00%	0.0	1	2	0	0
\$50,001 - \$60,000	0			0.00%	0.0	0	0	0	0
\$60,001 - \$80,000	3			15.00%	50.0	2	1	0	0
\$80,001 - \$120,000	5			25.00%	54.0	0	4	1	0
\$120,001 - \$220,000	4			20.00%	54.0	2	2	0	0
\$220,001 - \$430,000	3			15.00%	39.0	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
Median Listing Price	\$106,000					\$78,500	\$100,000	\$275,650	\$0

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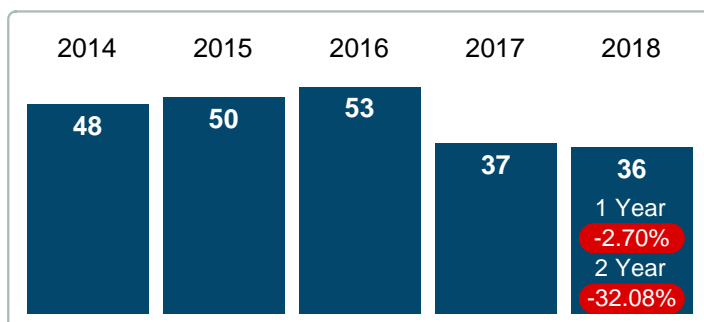


## December 2018

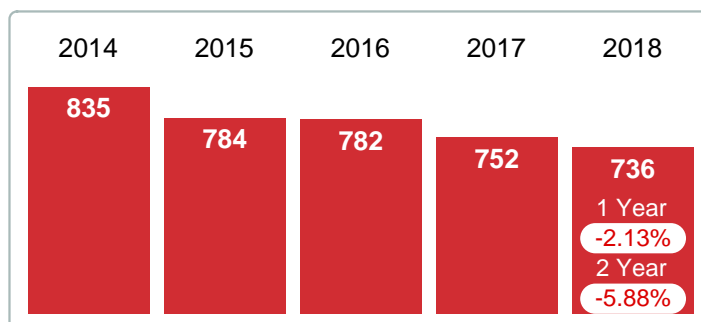
### NEW LISTINGS

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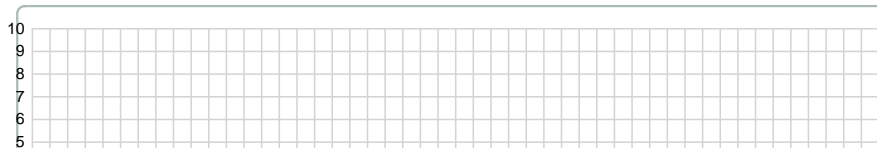
#### DECEMBER



#### 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**

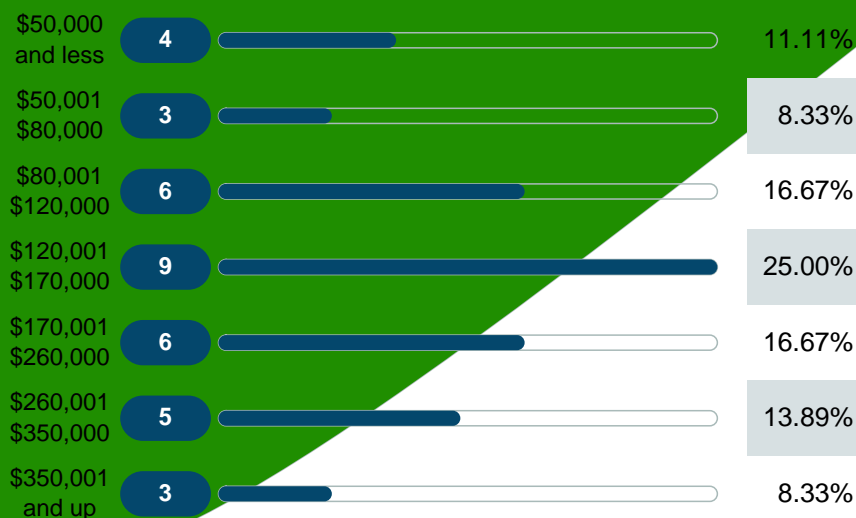
OCT 0  
NOV 0  
DEC 0

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
\$102,200	\$129,900	\$302,000	\$249,000

2

0

3

2

1

0

1

0

0

1

811.40K

\$102,200

Total New Listed Units	36	
Total New Listed Volume	6,500,750	100%
Median New Listed Listing Price	\$143,375	

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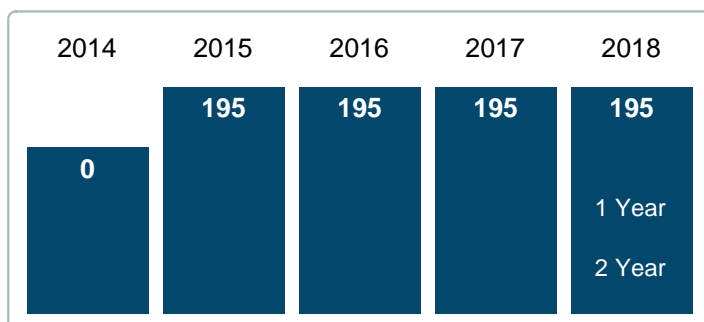


## December 2018

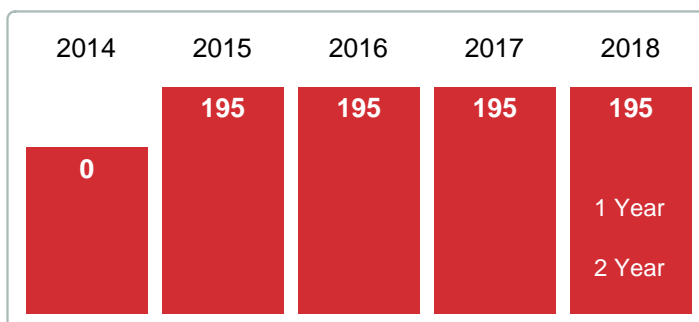
### ACTIVE INVENTORY

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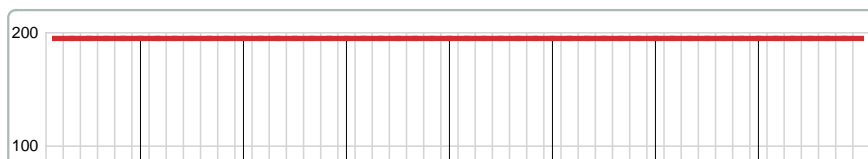
#### END OF DECEMBER



#### 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				%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	<div></div>	7.69%	81.0	9	6	0	0	
\$50,001 \$75,000	10	<div></div>	5.13%	61.5	0	10	0	0	
\$75,001 \$125,000	46	<div></div>	23.59%	74.0	15	25	6	0	
\$125,001 \$200,000	46	<div></div>	23.59%	103.5	7	31	6	2	
\$200,001 \$300,000	34	<div></div>	17.44%	94.0	2	20	10	2	
\$300,001 \$525,000	23	<div></div>	11.79%	77.0	1	10	11	1	
\$525,001 and up	21	<div></div>	10.77%	112.0	3	4	7	7	
Total Active Inventory by Units		195	100%	88.0	37	106	40	12	
Total Active Inventory by Volume		51,977,442			8.73M	19.89M	14.31M	9.05M	
Median Active Inventory Listing Price		\$169,000			\$114,500	\$155,750	\$296,000	\$579,450	



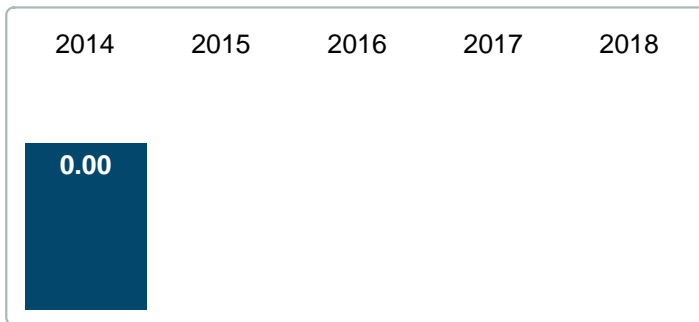
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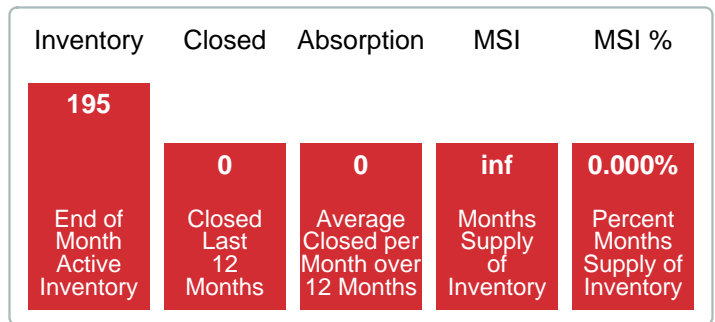
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR DECEMBER



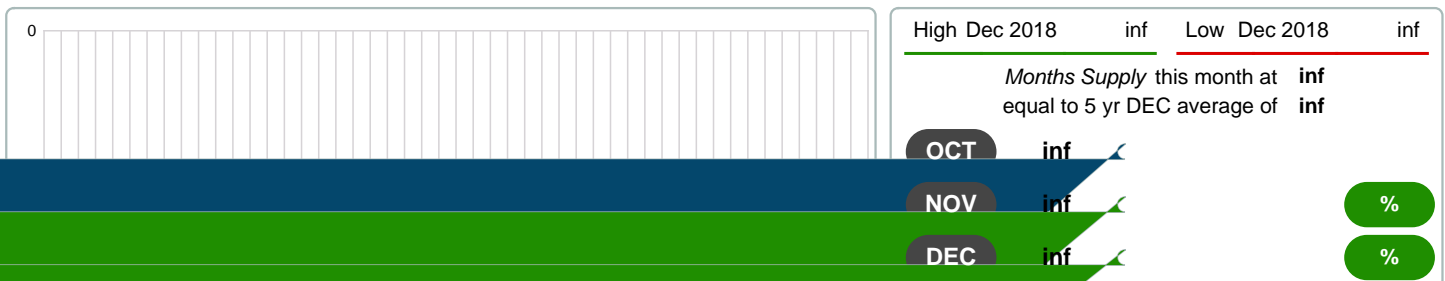
### INDICATORS FOR DECEMBER 2018



### 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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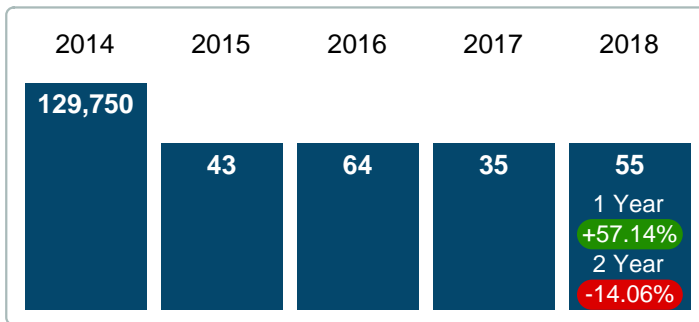


## December 2018

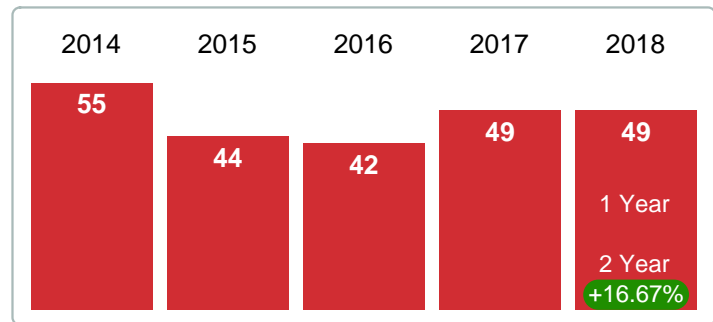
### MEDIAN DAYS ON MARKET TO SALE

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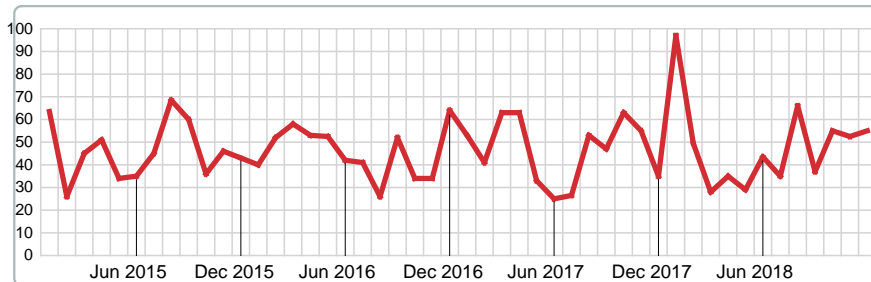
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 25,989

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 55  
below the 5 yr DEC average of 25,989

OCT	55		
NOV	53		-4.55%
DEC	55		4.76%

#### 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
\$20,000 and less	2	8.33%	37	37	0	0	0
\$20,001 \$50,000	3	12.50%	18	0	10	115	0
\$50,001 \$100,000	5	20.83%	55	0	55	0	0
\$100,001 \$200,000	6	25.00%	66	97	48	38	0
\$200,001 \$230,000	2	8.33%	67	0	38	0	95
\$230,001 \$260,000	4	16.67%	73	91	28	127	0
\$260,001 and up	2	8.33%	49	0	49	0	0
Median Closed DOM			55	84	48	115	95
Total Closed Units		100%	55.0	5	15	3	1
Total Closed Volume			3,559,460	531.25K	2.42M	402.40K	210.00K



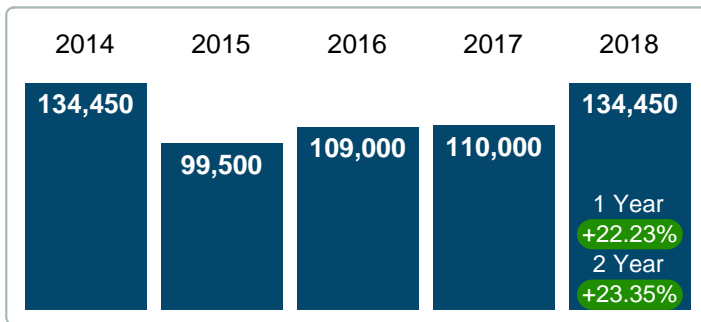
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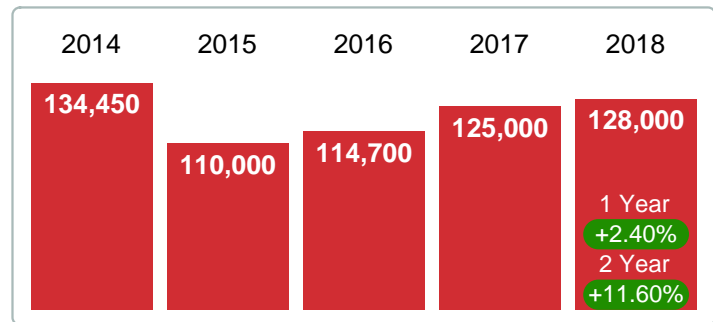
## MEDIAN LIST PRICE AT CLOSING

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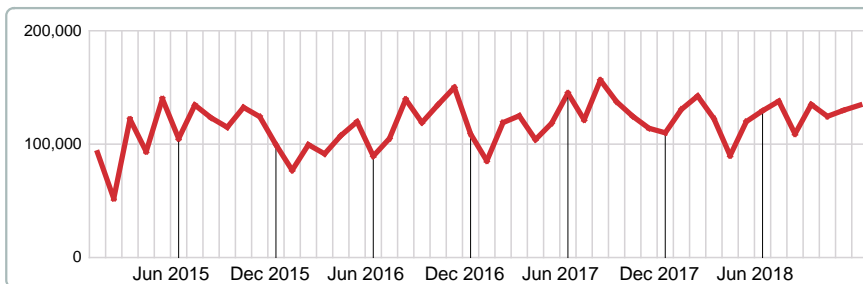
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 117,480

High Aug 2017 156,450 Low Feb 2015 52,000

Median List Price at Closing this month at **134,450**  
above the 5 yr DEC average of **117,480**

OCT	124,500	
NOV	129,900	4.34%
DEC	134,450	3.50%

### 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
\$20,000 and less	2	8.33%	17,625	17,625	0	0	0
\$20,001 \$50,000	3	12.50%	39,900	0	44,950	36,800	0
\$50,001 \$100,000	5	20.83%	64,900	0	64,900	0	0
\$100,001 \$200,000	5	20.83%	139,000	127,450	156,200	139,000	0
\$200,001 \$230,000	3	12.50%	225,000	0	226,750	0	225,000
\$230,001 \$260,000	3	12.50%	249,900	0	249,950	249,900	0
\$260,001 and up	3	12.50%	296,000	279,000	417,000	0	0
Median List Price			134,450	125,000	142,500	139,000	225,000
Total Closed Units		100%	134,450	5	15	3	1
Total Closed Volume			3,767,450	569.15K	2.55M	425.70K	225.00K

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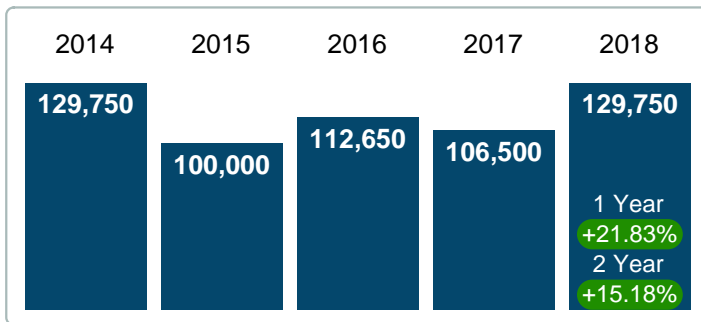


## December 2018

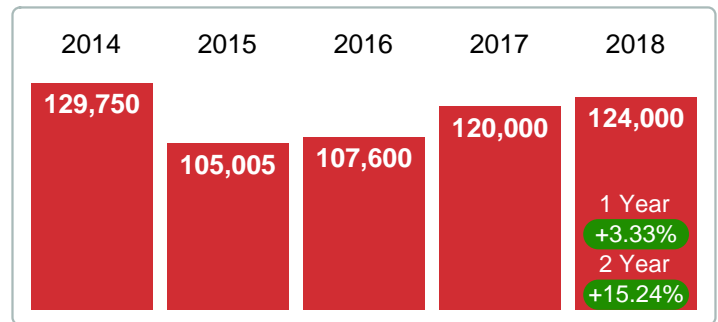
### MEDIAN SOLD PRICE AT CLOSING

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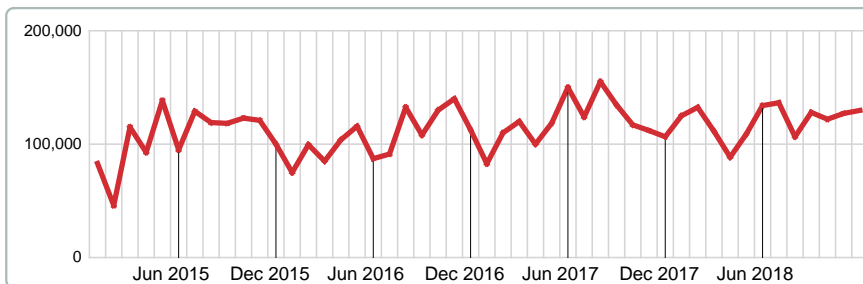
#### DECEMBER



#### YEAR TO DATE (YTD)

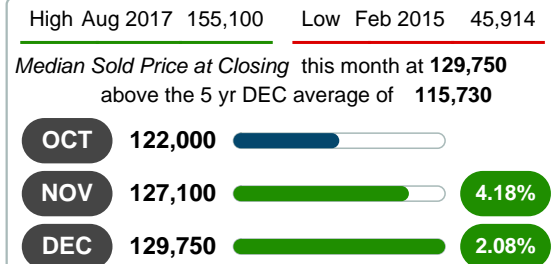


#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 115,730



#### 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
\$20,000 and less	2	8.33%	17,625	17,625	0	0	0
\$20,001 \$50,000	3	12.50%	42,310	0	46,155	27,400	0
\$50,001 \$100,000	5	20.83%	58,000	0	58,000	0	0
\$100,001 \$200,000	6	25.00%	137,750	118,500	165,000	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%	248,250	259,000	248,750	237,500	0
\$260,001 and up	2	8.33%	378,500	0	378,500	0	0
Median Sold Price			129,750	115,000	138,000	137,500	210,000
Total Closed Units		100%	129,750	5	15	3	1
Total Closed Volume			3,559,460	531.25K	2.42M	402.40K	210.00K

## December 2018



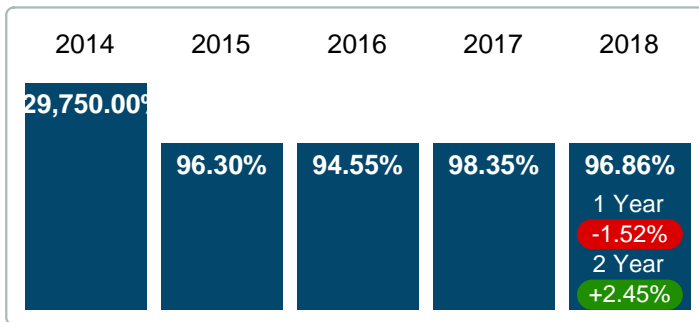
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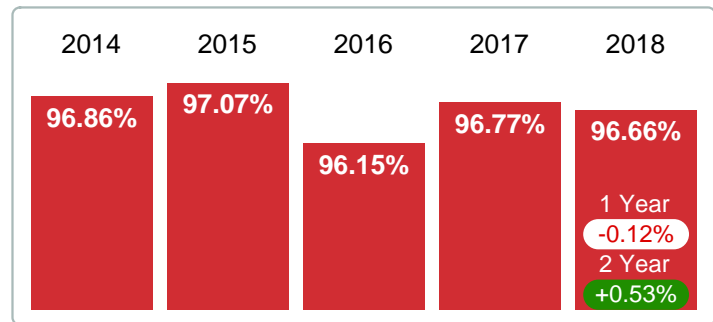
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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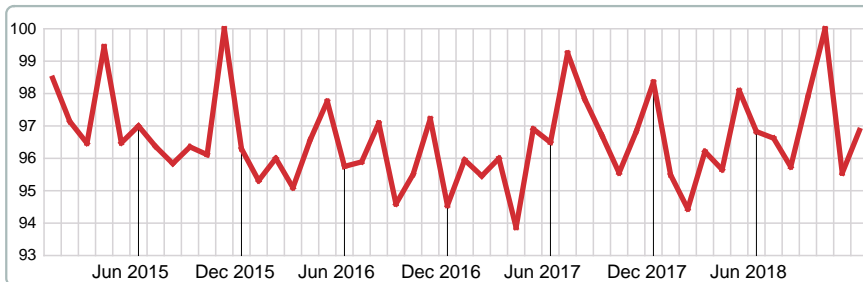
## DECEMBER



## YEAR TO DATE (YTD)



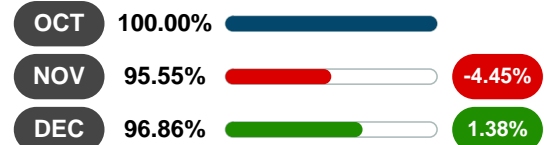
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year DEC AVG = 26,027.21%

High Oct 2018 100.00% Low Apr 2017 93.87%

Median Sold/List Ratio this month at **96.86%**  
below the 5 yr DEC average of **26,027.21%**

## MEDIAN SOLD/LIST RATIO OF CLOSED SALES &amp; BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	100.00%	0.00%	103.02%	74.46%	0.00%
\$50,001 \$100,000	5	20.83%	98.77%	0.00%	98.77%	0.00%	0.00%
\$100,001 \$200,000	6	25.00%	95.38%	92.96%	96.84%	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%	97.02%	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%
Median Sold/List Ratio		96.86%		93.92%	97.12%	95.04%	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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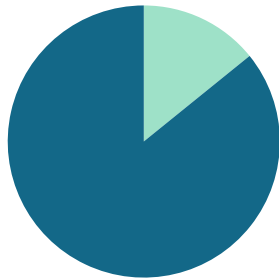


## December 2018

### MARKET SUMMARY

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

#### INVENTORY



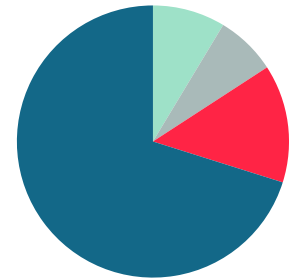
#### Inventory

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%
Median List Price	110,000	134,450	22.23%	125,000	128,000	2.40%
Median Sale Price	106,500	129,750	21.83%	120,000	124,000	3.33%
Median Percent of Selling Price to List Price	98.35%	96.86%	-1.52%	96.77%	96.66%	-0.12%
Median Days on Market to Sale	35.00	55.00	57.14%	49.00	49.00	0.00%
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

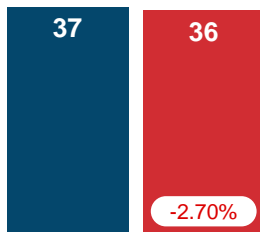
Inventory on December 31, 2018 = 195

2017	2018
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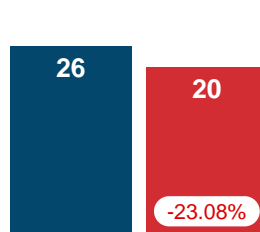
#### DECEMBER MARKET

#### MEDIAN PRICES

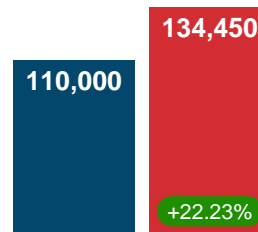
##### New Listings



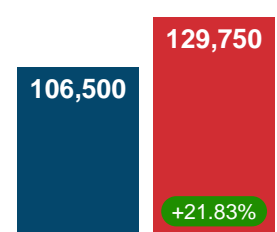
##### Pending Listings



##### List Price



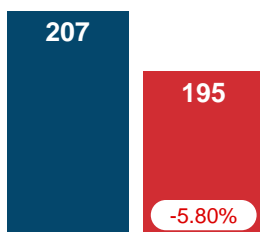
##### Sale Price



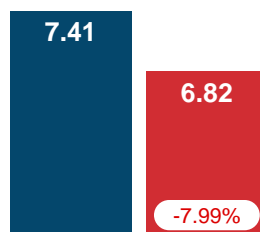
#### INVENTORY

#### MEDIAN SOLD/LIST RATIO & DOM

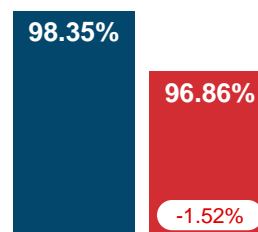
##### Active Inventory



##### Monthly Supply of Inventory



##### Sale/List Ratio



##### Days on Market

