

November 2018



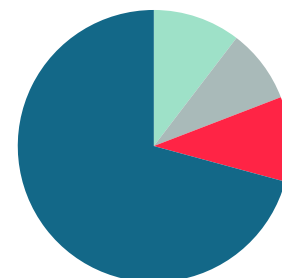
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	33	32	-3.03%
Pending Listings	19	27	42.11%
New Listings	51	58	13.73%
Average List Price	118,600	145,381	22.58%
Average Sale Price	115,042	135,595	17.86%
Average Percent of Selling Price to List Price	96.44%	93.34%	-3.21%
Average Days on Market to Sale	68.27	54.28	-20.49%
End of Month Inventory	232	218	-6.03%
Months Supply of Inventory	8.26	7.67	-7.14%



■ Closed (10.39%)
■ Pending (8.77%)
■ Other OffMarket (10.06%)
■ Active (70.78%)

Absorption: Last 12 months, an Average of **28** Sales/Month
Active Inventory as of November 30, 2018 = **218**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **6.03%** to 218 existing homes available for sale. Over the last 12 months this area has had an average of 28 closed sales per month. This represents an unsold inventory index of **7.67** 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 **17.86%** in November 2018 to \$135,595 versus the previous year at \$115,042.

Average Days on Market Shortens

The average number of **54.28** days that homes spent on the market before selling decreased by 13.99 days or **20.49%** in November 2018 compared to last year's same month at **68.27** DOM.

Sales Success for November 2018 is Positive

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

There were 58 New Listings in November 2018, up **13.73%** from last year at 51. Furthermore, there were 32 Closed Listings this month versus last year at 33, a **-3.03%** decrease.

Closed versus Listed trends yielded a **55.2%** ratio, down from previous year's, November 2017, at **64.7%**, a **14.73%** downswing. 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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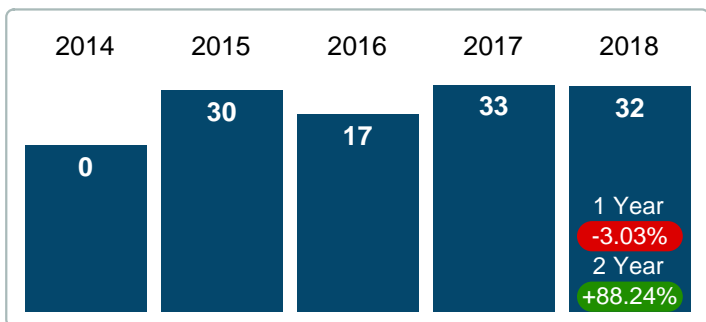
Area Delimited by County Of Mayes - Residential Property Type



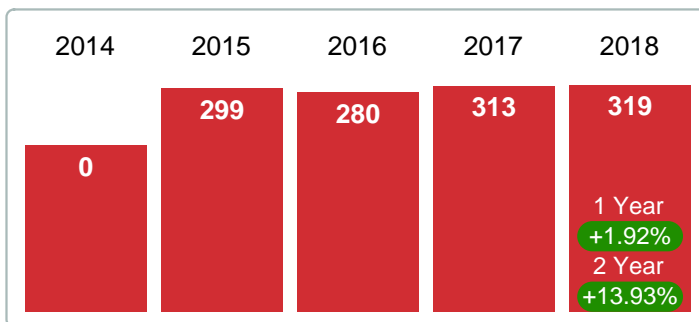
CLOSED LISTINGS

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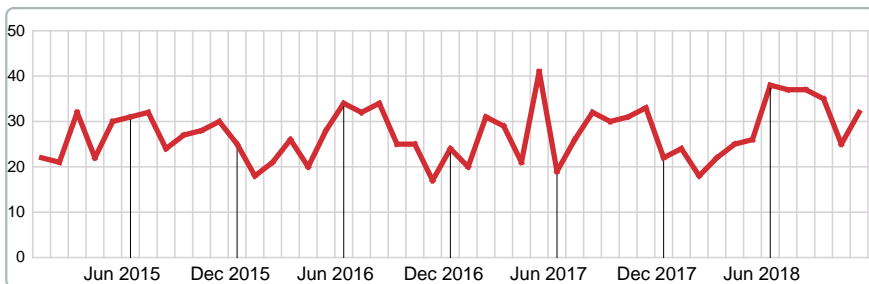
NOVEMBER



YEAR TO DATE (YTD)

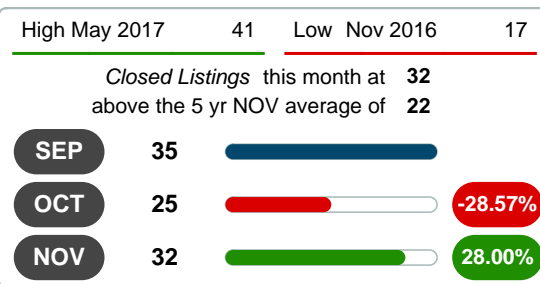


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	9.38%	64.3	2	1	0	0
\$40,001 - \$60,000	3	9.38%	72.0	0	3	0	0
\$60,001 - \$110,000	6	18.75%	77.8	1	4	1	0
\$110,001 - \$140,000	8	25.00%	31.0	2	5	1	0
\$140,001 - \$150,000	4	12.50%	33.5	1	2	1	0
\$150,001 - \$240,000	4	12.50%	52.3	0	4	0	0
\$240,001 and up	4	12.50%	67.5	1	2	1	0
Total Closed Units	32			7	21	4	0
Total Closed Volume	4,339,025	100%	54.3	794.40K	2.97M	573.90K	0.00B
Average Closed Price	\$135,595			\$113,486	\$141,463	\$143,475	\$0

November 2018



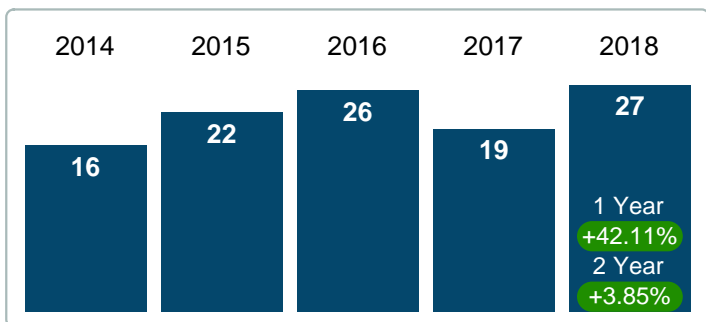
Area Delimited by County Of Mayes - Residential Property Type



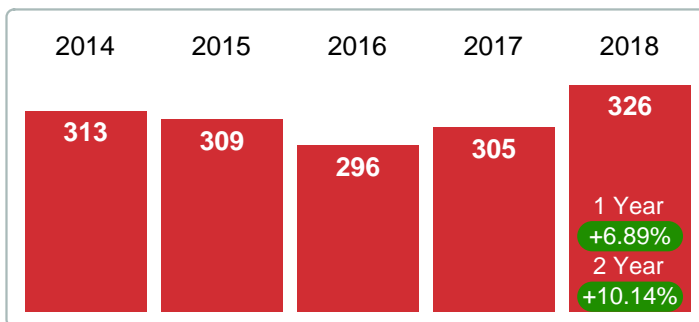
PENDING LISTINGS

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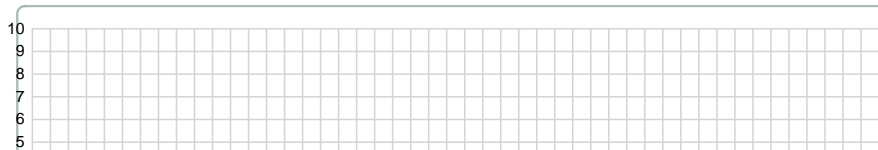
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 27
above the 5 yr NOV average of 22

SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	7.41%	66.5	0	1	1	0
\$50,001 - \$100,000	4	14.81%	71.0	0	3	1	0
\$100,001 - \$125,000	3	11.11%	69.7	0	3	0	0
\$125,001 - \$150,000	7	25.93%	74.7	1	5	1	0
\$150,001 - \$225,000	3	11.11%	72.3	0	3	0	0
\$225,001 - \$300,000	4	14.81%	74.3	1	2	1	0
\$300,001 and up	4	14.81%	66.5	0	4	0	0
Total Pending Units	27			2	21	4	0
Total Pending Volume	4,940,550	100%	71.4	408.90K	4.03M	505.70K	0.00B
Average Listing Price	\$182,983			\$204,450	\$191,712	\$126,425	\$0

November 2018



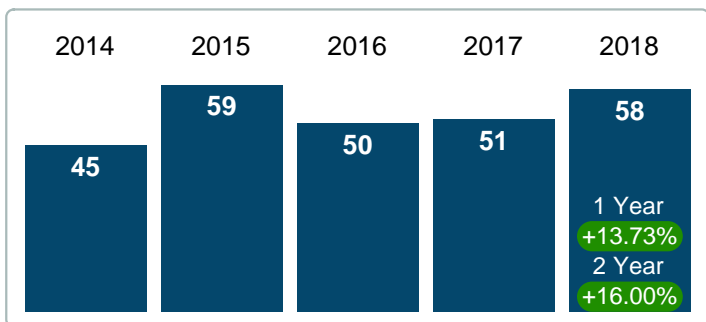
Area Delimited by County Of Mayes - Residential Property Type



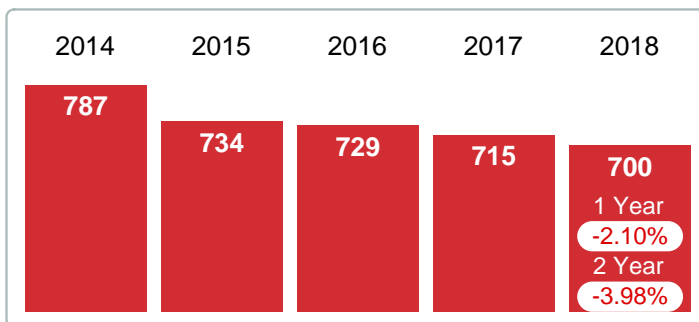
NEW LISTINGS

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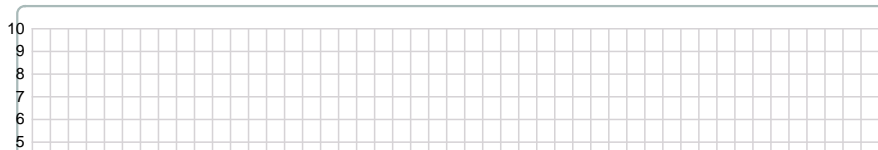
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53

High Nov 2018 0 Low Nov 2018 0

New Listings this month at 58
above the 5 yr NOV average of 53

Month	New Listings	% Change
SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$50,000 and less	5	8.62%
\$50,001 - \$80,000	7	12.07%
\$80,001 - \$110,000	11	18.97%
\$110,001 - \$160,000	11	18.97%
\$160,001 - \$220,000	6	10.34%
\$220,001 - \$390,000	13	22.41%
\$390,001 and up	5	8.62%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	3	2	0	0
	4	3	0	0
	2	8	1	0
	4	5	2	0
	0	6	0	0
	1	8	4	0
	1	1	3	0
Total	15	33	10	0
Volume	2.11M	6.12M	3.37M	0.00B
Average Price	\$140,913	\$185,583	\$337,390	\$0

Total New Listed Units	58	
Total New Listed Volume	11,611,849	100%
Average New Listed Listing Price	\$120,850	

November 2018



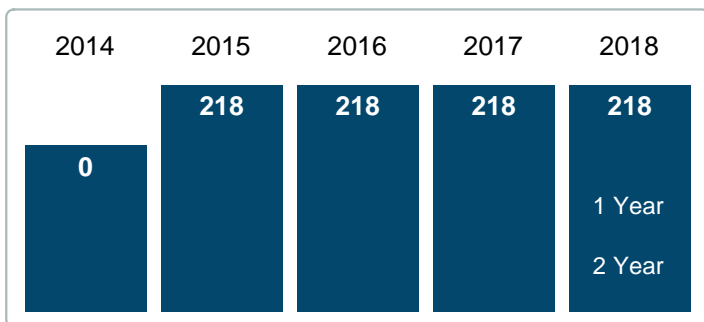
Area Delimited by County Of Mayes - Residential Property Type



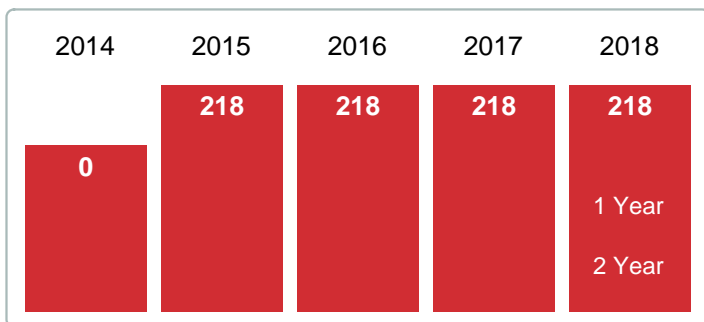
ACTIVE INVENTORY

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

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 174

High Nov 2018 218 Low Nov 2018 218

Inventory this month at 218
above the 5 yr NOV average of 174

- SEP 218
- OCT 218
- NOV 218

0.00%
0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	6.42%	56.6	8	6	0	0
\$50,001 - \$75,000	13	5.96%	58.8	2	11	0	0
\$75,001 - \$125,000	52	23.85%	103.5	17	28	7	0
\$125,001 - \$225,000	57	26.15%	100.4	7	40	8	2
\$225,001 - \$325,000	29	13.30%	73.4	1	17	10	1
\$325,001 - \$575,000	31	14.22%	98.6	4	17	8	2
\$575,001 and up	22	10.09%	87.0	3	3	10	6
Total Active Inventory by Units	218			42	122	43	11
Total Active Inventory by Volume	61,171,131	100%	90.7	10.43M	24.05M	17.89M	8.80M
Average Active Inventory Listing Price	\$280,602			\$248,339	\$197,161	\$416,010	\$799,891



Area Delimited by County Of Mayes - Residential Property Type

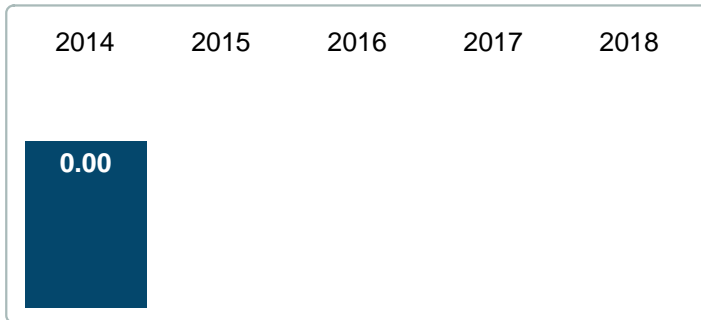


November 2018

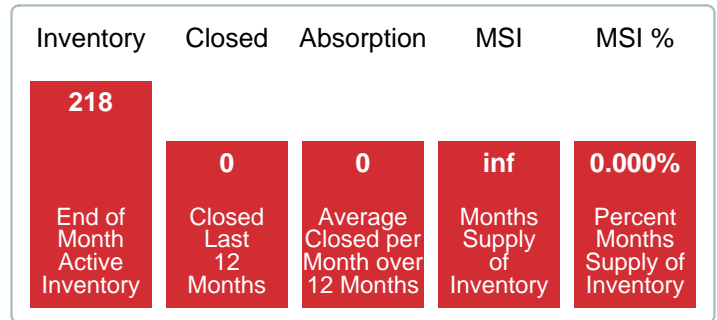
MONTHS SUPPLY of INVENTORY (MSI)

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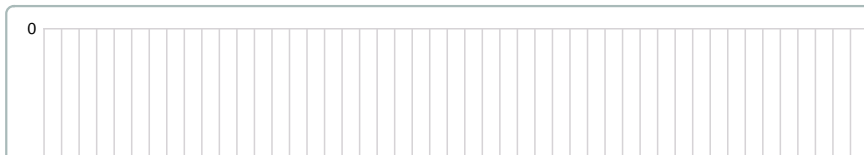
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

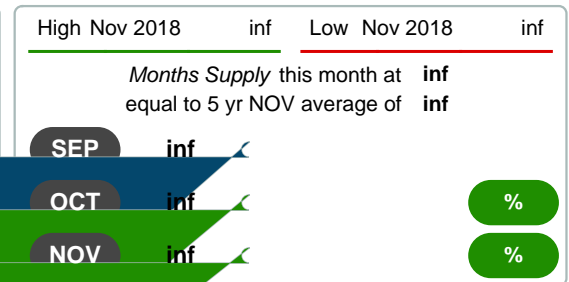


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	14		6.42%	3.82	5.05	3.43	0.00	0.00	
\$50,001 - \$75,000	13		5.96%	3.71	1.71	5.50	0.00	0.00	
\$75,001 - \$125,000	52		23.85%	6.64	13.60	4.94	8.40	0.00	
\$125,001 - \$225,000	57		26.15%	6.45	8.40	6.08	6.00	24.00	
\$225,001 - \$325,000	29		13.30%	9.41	4.00	12.75	7.50	6.00	
\$325,001 - \$575,000	31		14.22%	28.62	16.00	34.00	32.00	24.00	
\$575,001 and up	22		10.09%	52.80	0.00	12.00	120.00	72.00	
Market Supply of Inventory (MSI)		7.67			7.88	6.75	9.56	22.00	
Total Active Inventory by Units		218	100%	7.67	42	122	43	11	

November 2018



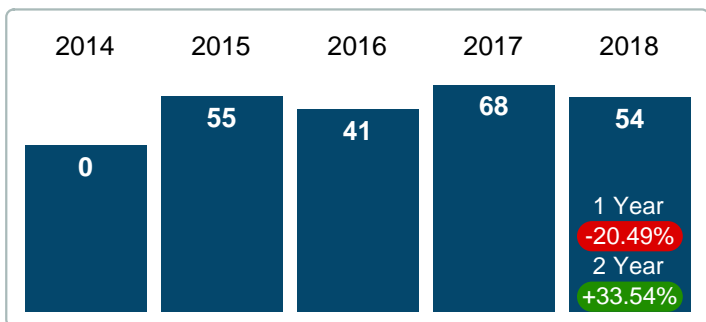
Area Delimited by County Of Mayes - Residential Property Type



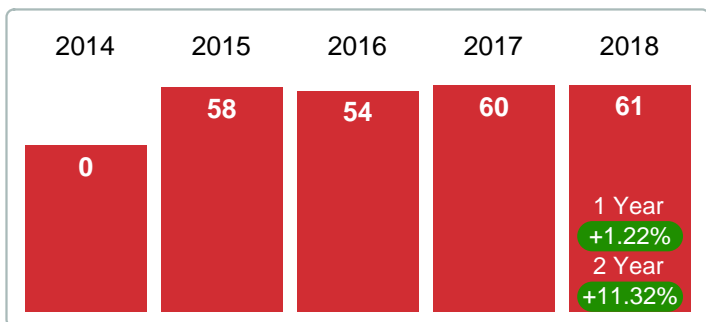
AVERAGE DAYS ON MARKET TO SALE

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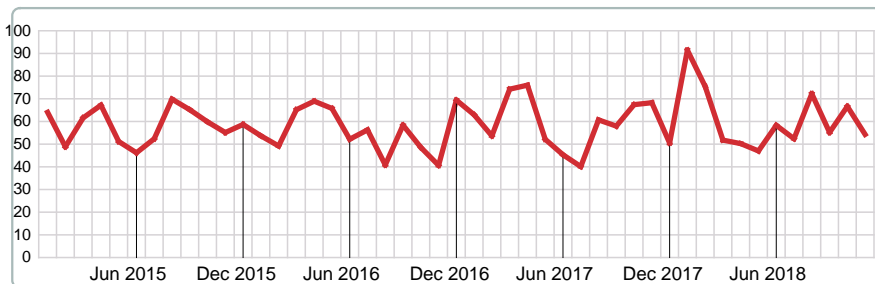
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

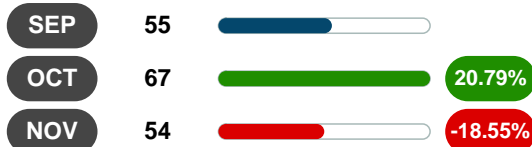


3 MONTHS

5 year NOV AVG = 44

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 54 above the 5 yr NOV average of 44



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
\$40,000 and less	9.38%	64	48	97	0	0
\$40,001 - \$60,000	9.38%	72	0	72	0	0
\$60,001 - \$110,000	18.75%	78	29	92	72	0
\$110,001 - \$140,000	25.00%	31	7	43	17	0
\$140,001 - \$150,000	12.50%	34	74	24	13	0
\$150,001 - \$240,000	12.50%	52	0	52	0	0
\$240,001 and up	12.50%	68	150	19	82	0
Average Closed DOM		54	52	57	46	0
Total Closed Units	100%	32	7	21	4	
Total Closed Volume		4,339,025	794.40K	2.97M	573.90K	0.00B

November 2018



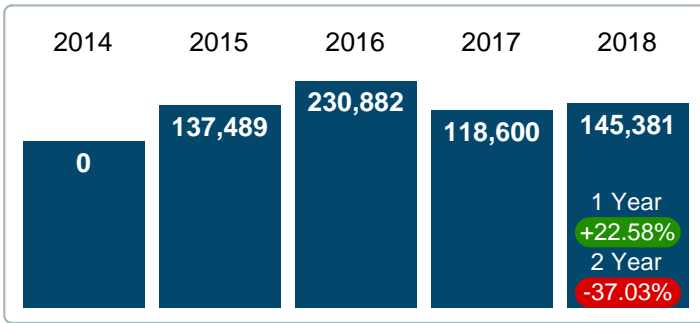
Area Delimited by County Of Mayes - Residential Property Type



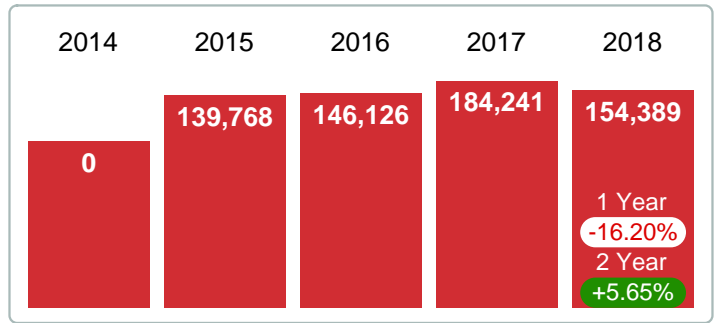
AVERAGE LIST PRICE AT CLOSING

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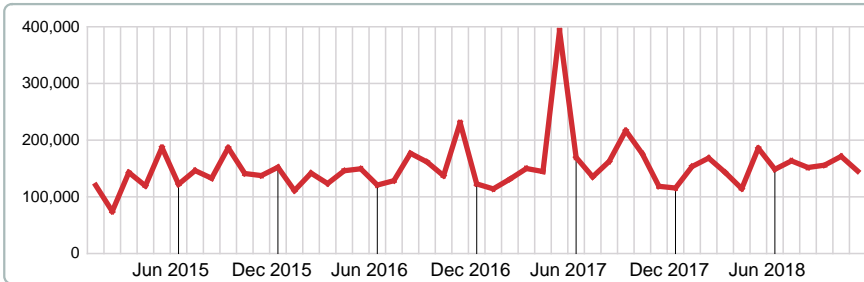
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

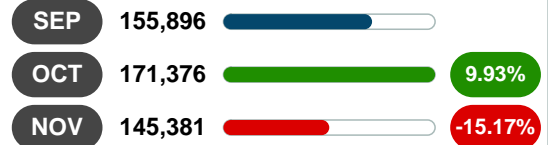


3 MONTHS

5 year NOV AVG = 126,471

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

Average List Price at Closing this month at **145,381**
above the 5 yr NOV average of **126,471**



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
\$40,000 and less	9.38%	14,800	19,950	4,500	0	0
\$40,001 - \$60,000	3.13%	51,900	0	62,300	0	0
\$60,001 - \$110,000	21.88%	81,186	88,900	100,975	65,000	0
\$110,001 - \$140,000	28.13%	129,844	129,450	133,060	119,900	0
\$140,001 - \$150,000	12.50%	147,975	147,500	149,700	145,000	0
\$150,001 - \$240,000	12.50%	182,200	0	182,200	0	0
\$240,001 and up	12.50%	374,575	289,900	474,250	259,900	0
Average List Price		145,381	117,871	154,157	147,450	0
Total Closed Units	100%	145,381	7	21	4	0
Total Closed Volume		4,652,200	825.10K	3.24M	589.80K	0.00B

November 2018



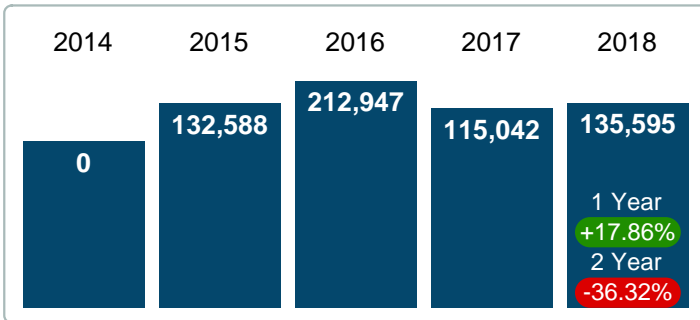
Area Delimited by County Of Mayes - Residential Property Type



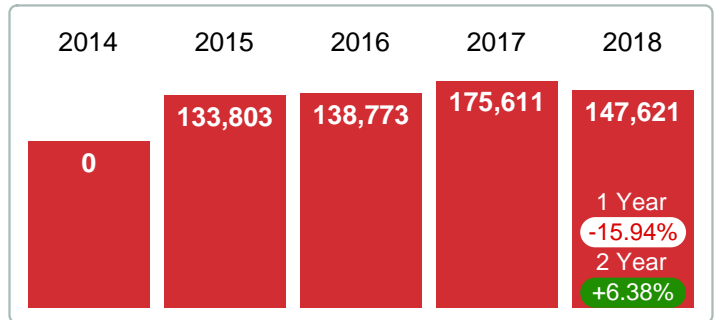
AVERAGE SOLD PRICE AT CLOSING

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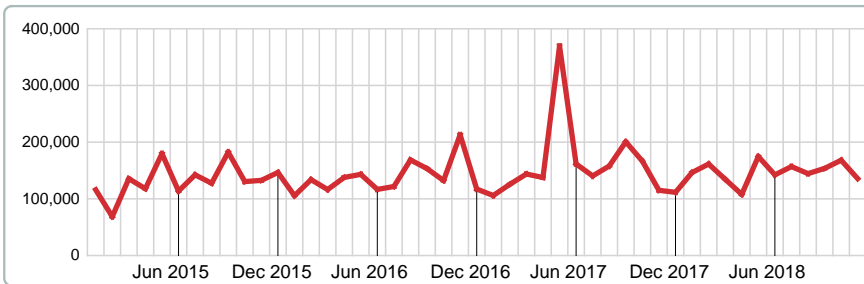
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

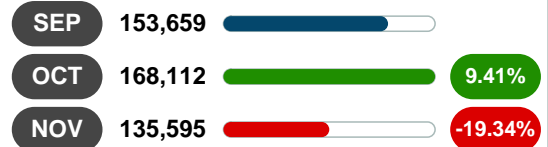


3 MONTHS

5 year NOV AVG = 119,234

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

Average Sold Price at Closing this month at 135,595 above the 5 yr NOV average of 119,234



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
\$40,000 and less	9.38%	13,167	17,500	4,500	0	0
\$40,001 - \$60,000	9.38%	49,333	0	49,333	0	0
\$60,001 - \$110,000	18.75%	87,583	85,000	94,125	64,000	0
\$110,001 - \$140,000	25.00%	126,000	129,450	125,840	119,900	0
\$140,001 - \$150,000	12.50%	144,125	142,500	144,500	145,000	0
\$150,001 - \$240,000	12.50%	166,306	0	166,306	0	0
\$240,001 and up	12.50%	344,075	273,000	429,150	245,000	0
Average Sold Price		135,595	113,486	141,463	143,475	0
Total Closed Units	100%	32	7	21	4	0
Total Closed Volume		4,339,025	794.40K	2.97M	573.90K	0.00B

November 2018



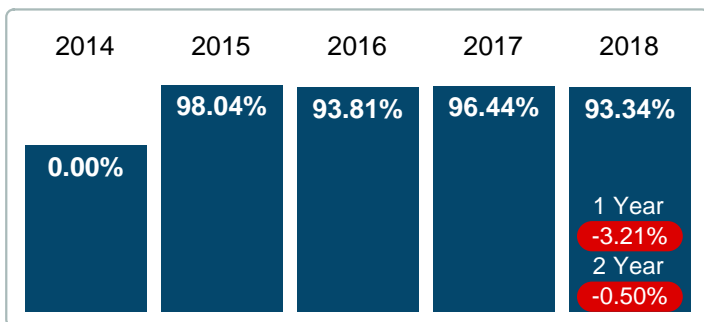
Area Delimited by County Of Mayes - Residential Property Type



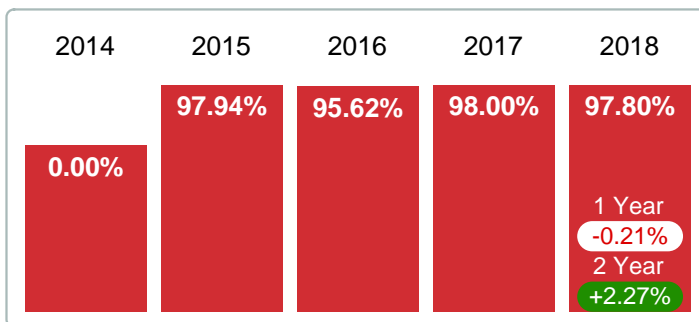
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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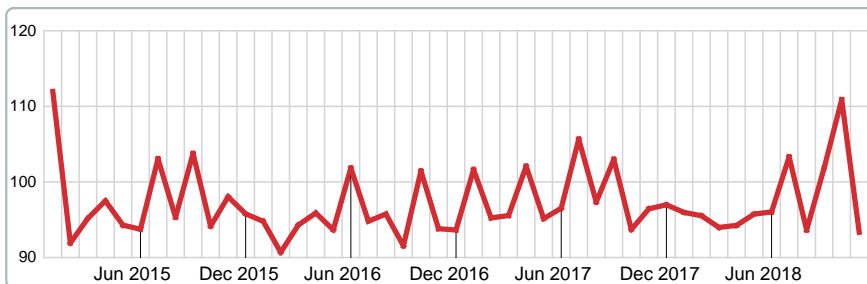
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

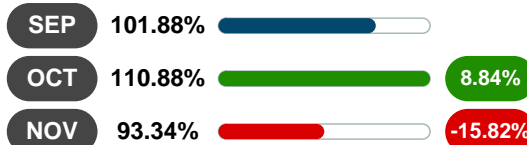


3 MONTHS

5 year NOV AVG = 76.33%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **93.34%** above the 5 yr NOV average of **76.33%**



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
\$40,000 and less	3	9.38%	91.75%	87.62%	100.00%	0.00%	0.00%
\$40,001 - \$60,000	3	9.38%	79.89%	0.00%	79.89%	0.00%	0.00%
\$60,001 - \$110,000	6	18.75%	94.31%	95.61%	92.95%	98.46%	0.00%
\$110,001 - \$140,000	8	25.00%	96.73%	100.00%	94.77%	100.00%	0.00%
\$140,001 - \$150,000	4	12.50%	97.41%	96.61%	96.52%	100.00%	0.00%
\$150,001 - \$240,000	4	12.50%	92.17%	0.00%	92.17%	0.00%	0.00%
\$240,001 and up	4	12.50%	93.50%	94.17%	92.77%	94.27%	0.00%
Average Sold/List Ratio		93.30%		94.52%	92.03%	98.18%	0.00%
Total Closed Units		32	100%	7	21	4	
Total Closed Volume		4,339,025		794.40K	2.97M	573.90K	0.00B

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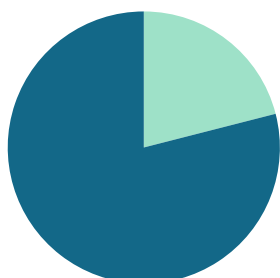
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

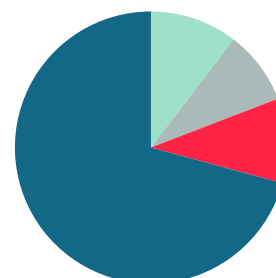


Inventory
 New Listings
58 = 21.01%
 Start Inventory
218
 Total Inventory Units
276
 Volume
\$74,977,481

Market Activity

Closed Sales
32 = 10.39%
 Pending Sales
27 = 8.77%
 Other Off Market
31 = 10.06%
 Active Inventory
218 = 70.78%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	33	32	-3.03%	313	319	1.92%
Pending Sales	19	27	42.11%	305	326	6.89%
New Listings	51	58	13.73%	715	700	-2.10%
Average List Price	118,600	145,381	22.58%	184,241	154,389	-16.20%
Average Sale Price	115,042	135,595	17.86%	175,611	147,621	-15.94%
Average Percent of Selling Price to List Price	96.44%	93.34%	-3.21%	98.00%	97.80%	-0.21%
Average Days on Market to Sale	68.27	54.28	-20.49%	59.86	60.60	1.22%
Monthly Inventory	232	218	-6.03%	232	218	-6.03%
Months Supply of Inventory	8.26	7.67	-7.14%	8.26	7.67	-7.14%

Absorption: Last 12 months, an Average of **28** Sales/Month

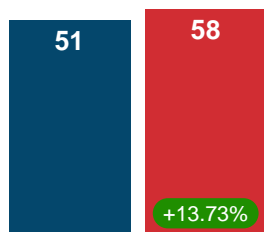
Inventory on November 30, 2018 = **218**

2017 **2018**

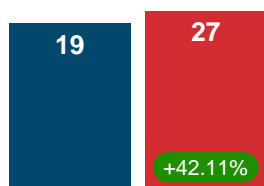
NOVEMBER MARKET

AVERAGE PRICES

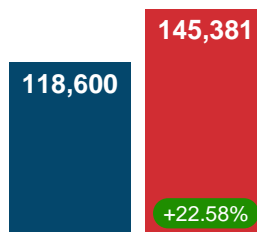
New Listings



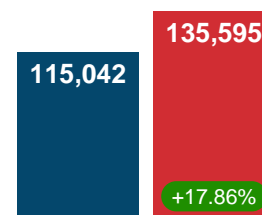
Pending Listings



List Price



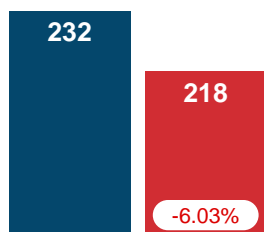
Sale Price



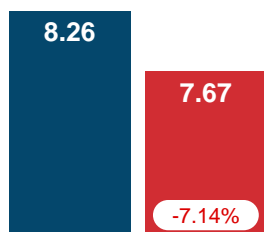
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

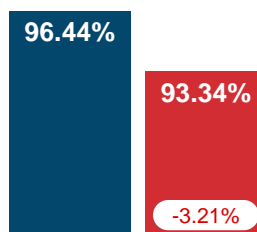
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

