



Area Delimited by County Of Mayes - Residential Property Type

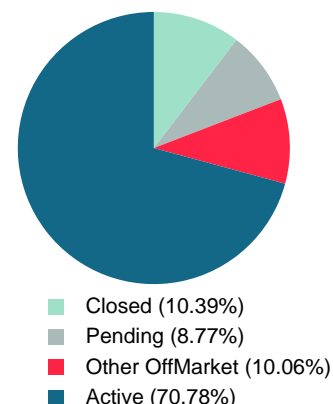


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	November 2018	+/- %
Closed Listings	33	32	-3.03%
Pending Listings	19	27	42.11%
New Listings	51	58	13.73%
Median List Price	114,000	129,900	13.95%
Median Sale Price	112,000	127,100	13.48%
Median Percent of Selling Price to List Price	96.83%	95.55%	-1.32%
Median Days on Market to Sale	55.00	52.50	-4.55%
End of Month Inventory	232	218	-6.03%
Months Supply of Inventory	8.26	7.67	-7.14%

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.

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 **13.48%** in November 2018 to \$127,100 versus the previous year at \$112,000.

Median Days on Market Shortens

The median number of **52.50** days that homes spent on the market before selling decreased by 2.50 days or **4.55%** in November 2018 compared to last year's same month at **55.00** DOM.

Sales Success for November 2018 is Positive

Overall, with Median 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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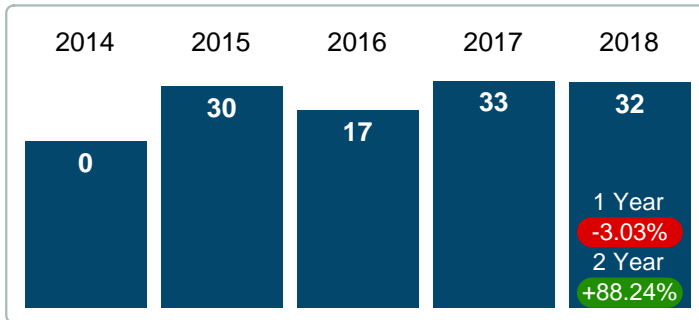


November 2018

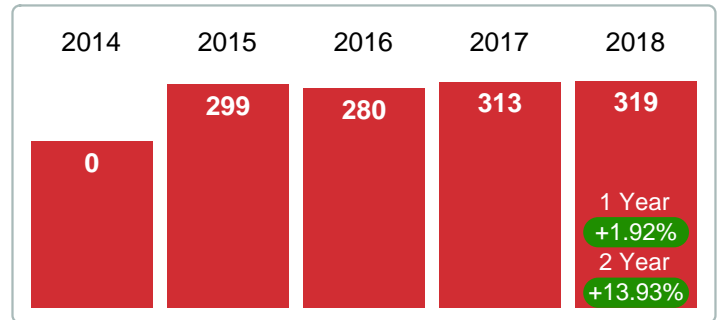
CLOSED LISTINGS

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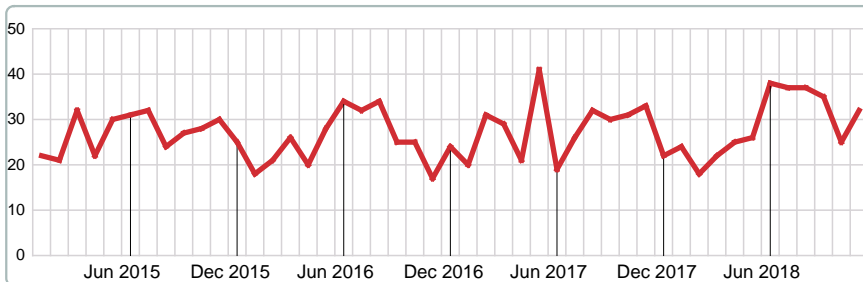
NOVEMBER



YEAR TO DATE (YTD)

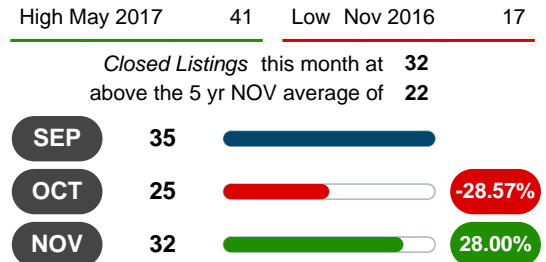


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	9.38%	83.0	2	1	0	0
\$40,001 - \$60,000	3	9.38%	84.0	0	3	0	0
\$60,001 - \$110,000	6	18.75%	77.5	1	4	1	0
\$110,001 - \$140,000	8	25.00%	13.5	2	5	1	0
\$140,001 - \$150,000	4	12.50%	29.5	1	2	1	0
\$150,001 - \$240,000	4	12.50%	53.5	0	4	0	0
\$240,001 and up	4	12.50%	59.5	1	2	1	0
Total Closed Units		32		7	21	4	0
Total Closed Volume		4,339,025	100%	794.40K	2.97M	573.90K	0.00B
Median Closed Price		\$127,100		\$129,000	\$126,300	\$132,450	\$0

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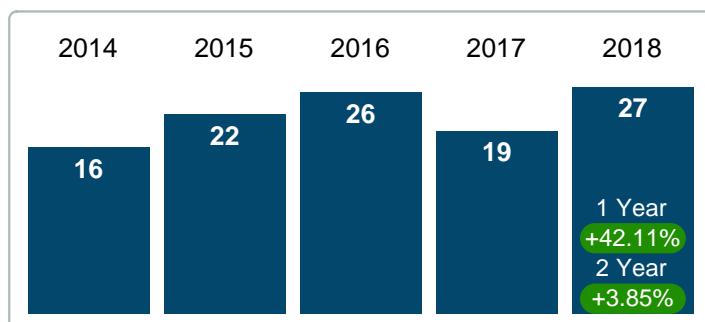


November 2018

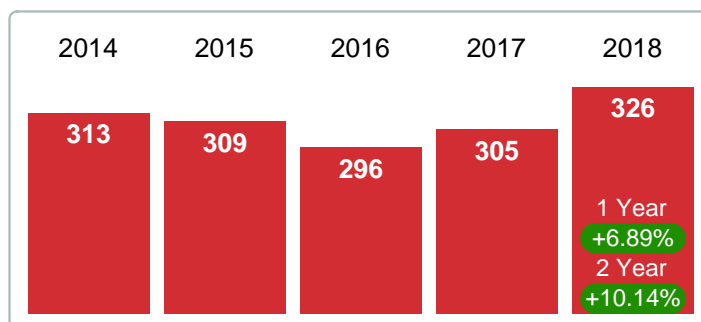
PENDING LISTINGS

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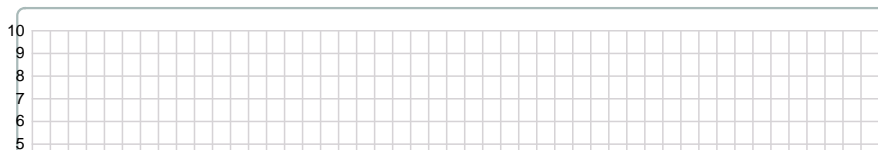
NOVEMBER



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
NOV 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	2		7.41%	66.5	0	1	1	0
\$70,001 - \$110,000	5		18.52%	74.0	0	4	1	0
\$110,001 - \$120,000	1		3.70%	103.0	0	1	0	0
\$120,001 - \$160,000	8		29.63%	88.0	1	6	1	0
\$160,001 - \$230,000	4		14.81%	34.0	0	4	0	0
\$230,001 - \$310,000	4		14.81%	73.0	1	2	1	0
\$310,001 and up	3		11.11%	76.0	0	3	0	0
Total Pending Units	27				2	21	4	0
Total Pending Volume	4,940,550			100%	408.90K	4.03M	505.70K	0.00B
Median Listing Price	\$139,000				\$204,450	\$142,500	\$109,500	\$0



Area Delimited by County Of Mayes - Residential Property Type

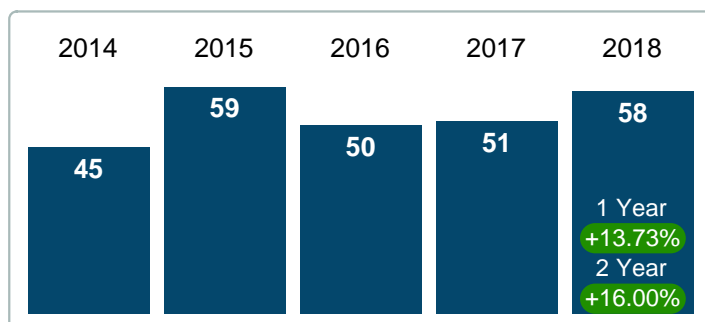


November 2018

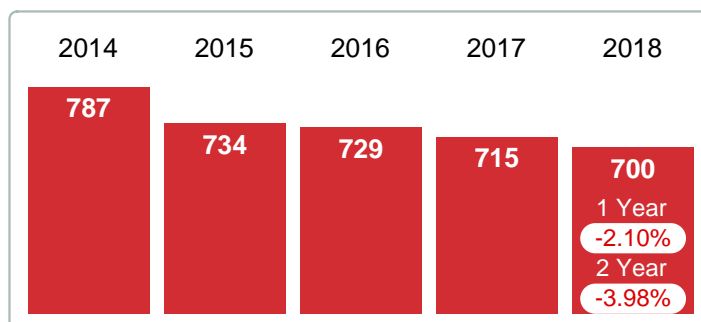
NEW LISTINGS

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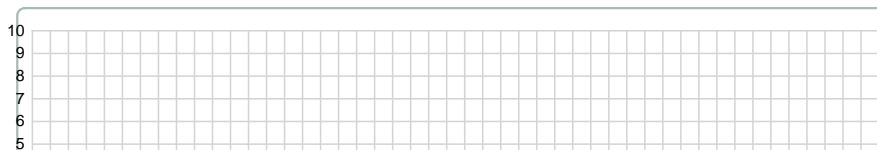
NOVEMBER



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**

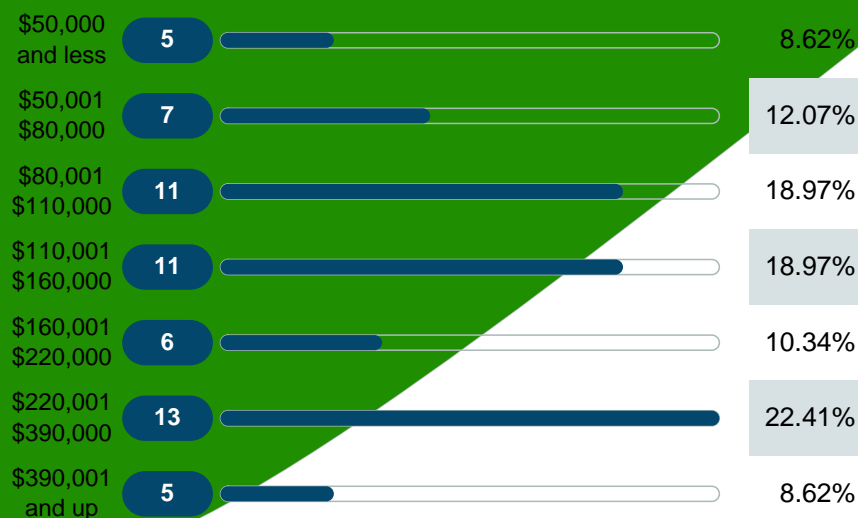
SEP 0
OCT 0
NOV 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
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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 New Listed Units	58	
Total New Listed Volume	11,611,849	100%
Median New Listed Listing Price	\$124,750	

15	33	10	0
2.11M	6.12M	3.37M	0.00B
\$94,500	\$135,000	\$296,000	\$0

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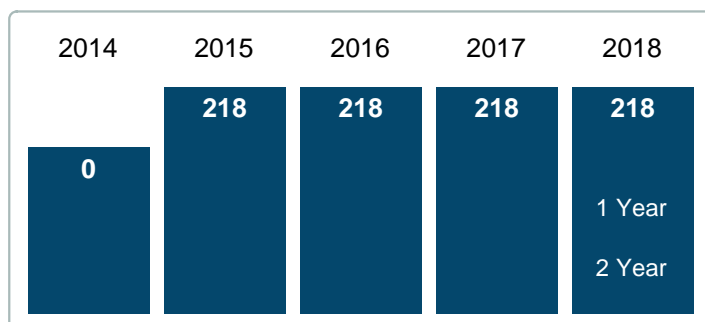


November 2018

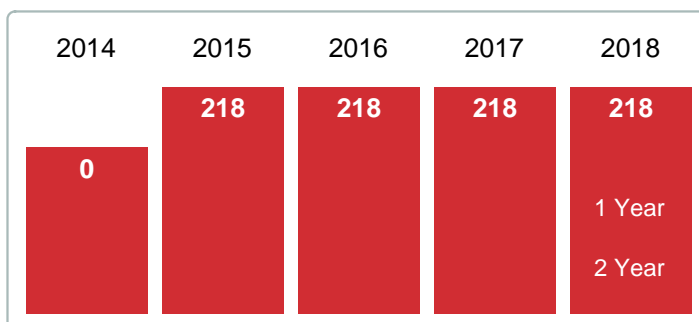
ACTIVE INVENTORY

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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14		6.42%	53.5	8	6	0	0
\$50,001 \$75,000	13		5.96%	40.0	2	11	0	0
\$75,001 \$125,000	52		23.85%	72.0	17	28	7	0
\$125,001 \$225,000	57		26.15%	86.0	7	40	8	2
\$225,001 \$325,000	29		13.30%	74.0	1	17	10	1
\$325,001 \$575,000	31		14.22%	84.0	4	17	8	2
\$575,001 and up	22		10.09%	82.5	3	3	10	6
Total Active Inventory by Units			218		42	122	43	11
Total Active Inventory by Volume			61,171,131	100%	10.43M	24.05M	17.89M	8.80M
Median Active Inventory Listing Price			\$169,950		\$117,250	\$161,200	\$295,000	\$599,000



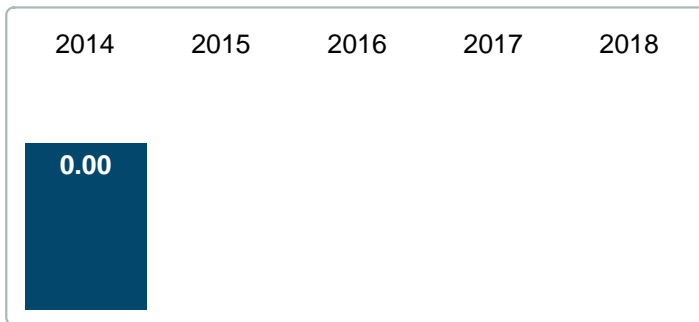
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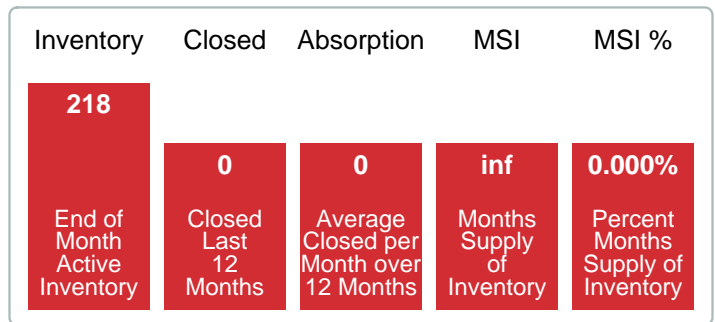
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



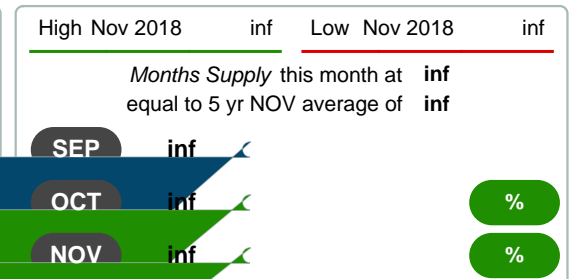
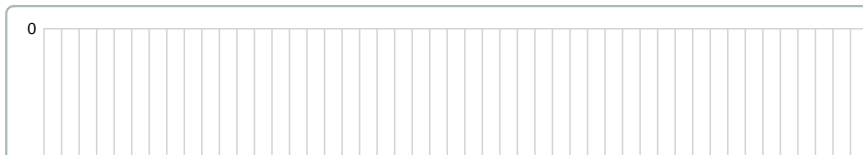
INDICATORS FOR NOVEMBER 2018



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		42	122	43	11

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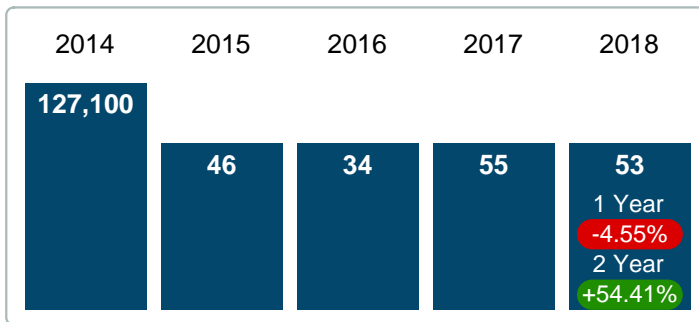


November 2018

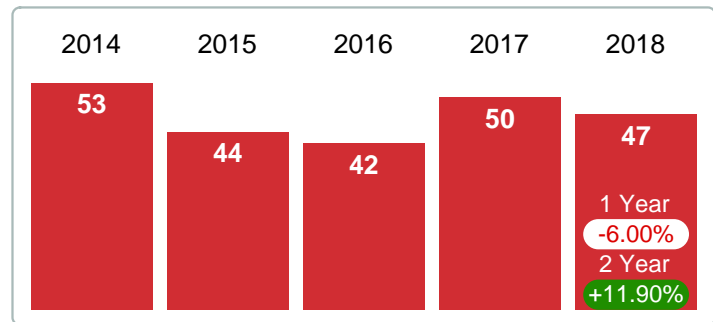
MEDIAN DAYS ON MARKET TO SALE

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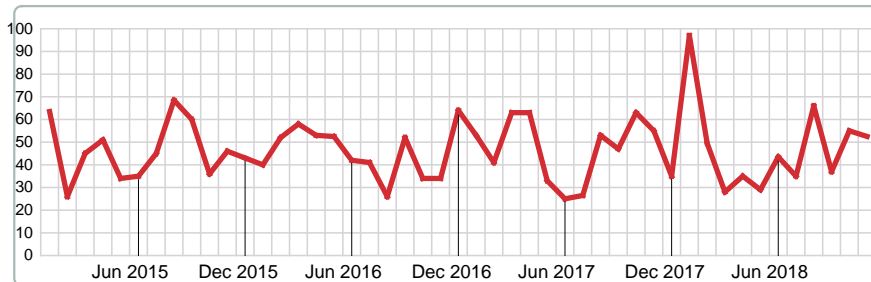
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25,458

High Jan 2018 97 Low Jun 2017 25

Median Days on Market to Sale this month at 53
below the 5 yr NOV average of 25,458

SEP	37	
OCT	55	48.65%
NOV	53	-4.55%

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
\$40,000 and less	3	9.38%	83	48	97	0	0
\$40,001 \$60,000	3	9.38%	84	0	84	0	0
\$60,001 \$110,000	6	18.75%	78	29	95	72	0
\$110,001 \$140,000	8	25.00%	14	7	59	17	0
\$140,001 \$150,000	4	12.50%	30	74	24	13	0
\$150,001 \$240,000	4	12.50%	54	0	54	0	0
\$240,001 and up	4	12.50%	60	150	19	82	0
Median Closed DOM			53	29	59	45	0
Total Closed Units		100%	52.5	7	21	4	
Total Closed Volume			4,339,025	794.40K	2.97M	573.90K	0.00B



Area Delimited by County Of Mayes - Residential Property Type

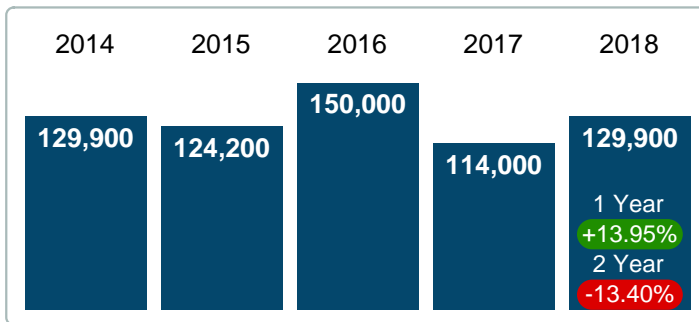


November 2018

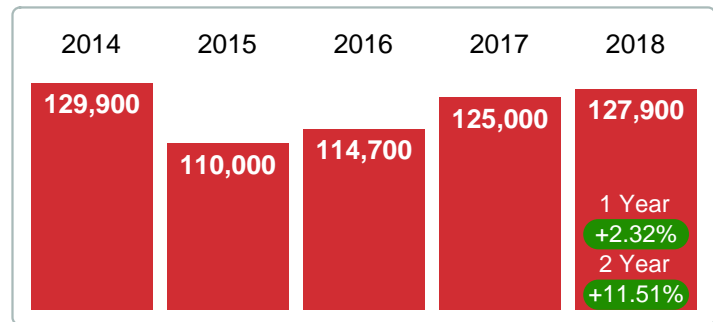
MEDIAN LIST PRICE AT CLOSING

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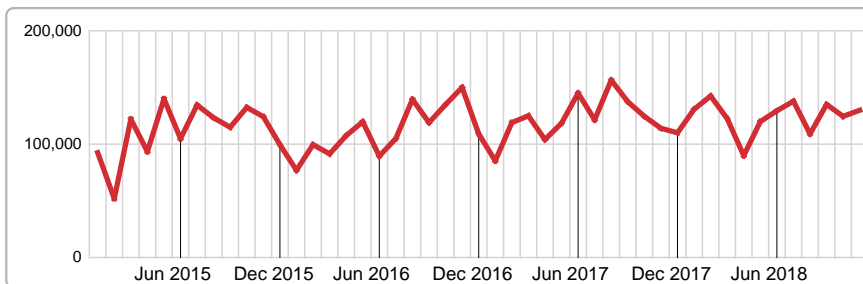
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 129,600

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

Median List Price at Closing this month at 129,900
above the 5 yr NOV average of 129,600

SEP	135,000	
OCT	124,500	-7.78%
NOV	129,900	4.34%

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
\$40,000 and less	3	9.38%	14,900	19,950	4,500	0	0
\$40,001 \$60,000	1	3.13%	51,900	0	51,900	0	0
\$60,001 \$110,000	7	21.88%	70,000	88,900	70,000	65,000	0
\$110,001 \$140,000	9	28.13%	129,900	129,450	129,950	119,900	0
\$140,001 \$150,000	4	12.50%	148,500	147,500	149,700	145,000	0
\$150,001 \$240,000	4	12.50%	174,950	0	174,950	0	0
\$240,001 and up	4	12.50%	274,900	289,900	474,250	259,900	0
Median List Price			129,900	129,000	130,000	132,450	0
Total Closed Units		100%	129,900	7	21	4	
Total Closed Volume			4,652,200	825.10K	3.24M	589.80K	0.00B



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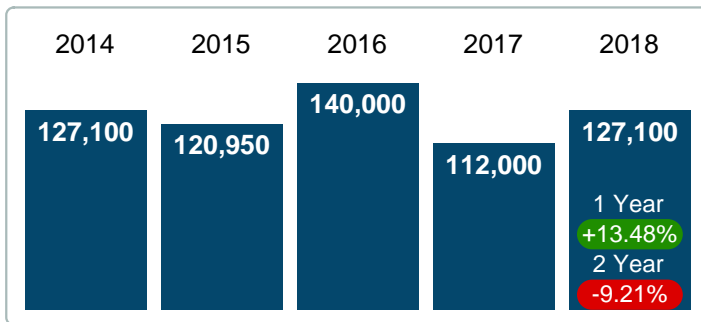


November 2018

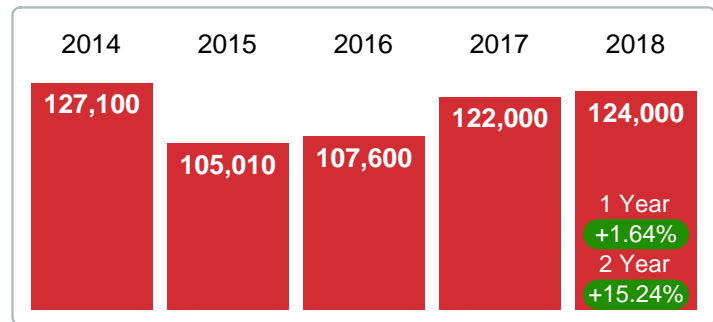
MEDIAN SOLD PRICE AT CLOSING

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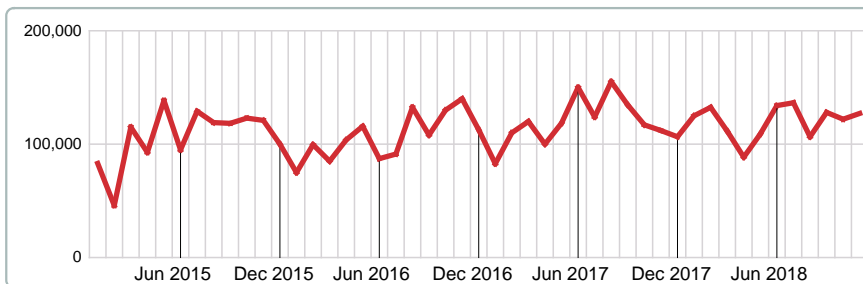
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

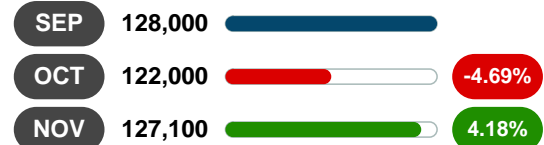


3 MONTHS

5 year NOV AVG = 125,430

High Aug 2017 155,100 Low Feb 2015 45,914

Median Sold Price at Closing this month at **127,100**
above the 5 yr NOV average of **125,430**



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
\$40,000 and less	3	9.38%	13,000	17,500	4,500	0	0
\$40,001 \$60,000	3	9.38%	50,000	0	50,000	0	0
\$60,001 \$110,000	6	18.75%	90,000	85,000	102,500	64,000	0
\$110,001 \$140,000	8	25.00%	127,100	129,450	126,300	119,900	0
\$140,001 \$150,000	4	12.50%	143,750	142,500	144,500	145,000	0
\$150,001 \$240,000	4	12.50%	162,500	0	162,500	0	0
\$240,001 and up	4	12.50%	259,000	273,000	429,150	245,000	0
Median Sold Price			127,100	129,000	126,300	132,450	0
Total Closed Units		100%	127,100	7	21	4	
Total Closed Volume			4,339,025	794.40K	2.97M	573.90K	0.00B

November 2018



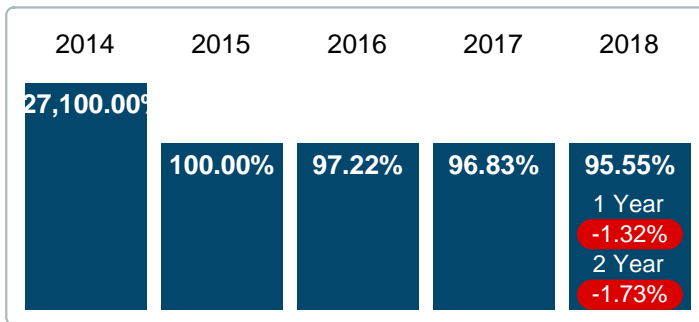
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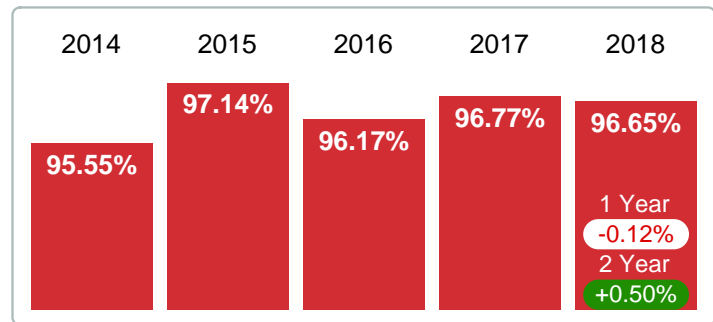
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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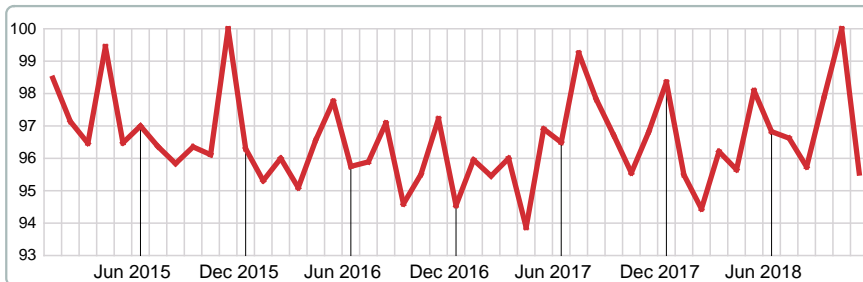
NOVEMBER



YEAR TO DATE (YTD)



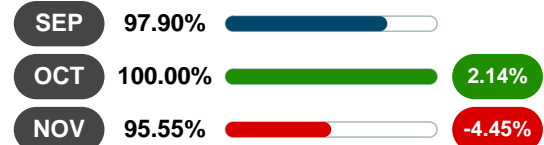
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25,497.92%

High Oct 2018 100.00% Low Apr 2017 93.87%

Median Sold/List Ratio this month at 95.55%
below the 5 yr NOV average of 25,497.92%

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
\$40,000 and less	3	9.38%	88.00%	87.62%	100.00%	0.00%	0.00%
\$40,001 \$60,000	3	9.38%	81.54%	0.00%	81.54%	0.00%	0.00%
\$60,001 \$110,000	6	18.75%	95.55%	95.61%	91.92%	98.46%	0.00%
\$110,001 \$140,000	8	25.00%	100.00%	100.00%	97.23%	100.00%	0.00%
\$140,001 \$150,000	4	12.50%	97.34%	96.61%	96.52%	100.00%	0.00%
\$150,001 \$240,000	4	12.50%	93.17%	0.00%	93.17%	0.00%	0.00%
\$240,001 and up	4	12.50%	94.22%	94.17%	92.77%	94.27%	0.00%
Median Sold/List Ratio		95.55%		95.61%	94.98%	99.23%	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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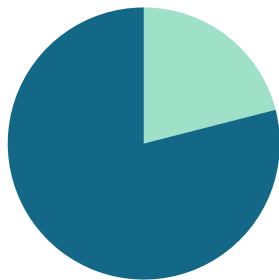


November 2018

MARKET SUMMARY

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INVENTORY



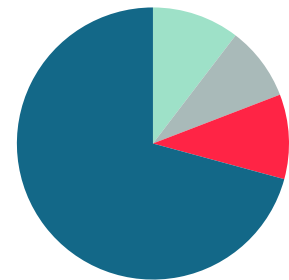
Inventory

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%
Median List Price	114,000	129,900	13.95%	125,000	127,900	2.32%
Median Sale Price	112,000	127,100	13.48%	122,000	124,000	1.64%
Median Percent of Selling Price to List Price	96.83%	95.55%	-1.32%	96.77%	96.65%	-0.12%
Median Days on Market to Sale	55.00	52.50	-4.55%	50.00	47.00	-6.00%
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

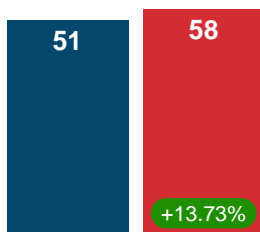
2017

2018

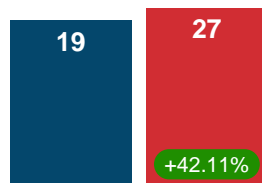
NOVEMBER MARKET

MEDIAN PRICES

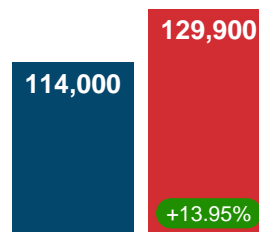
New Listings



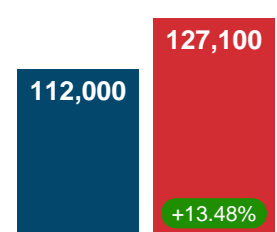
Pending Listings



List Price



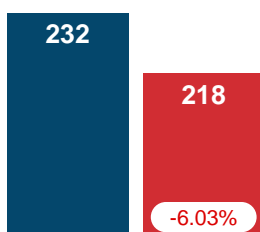
Sale Price



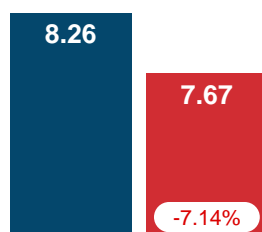
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

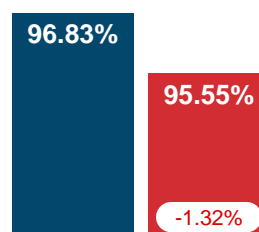
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

