

October 2018



Area Delimited by County Of Mayes - Residential Property Type

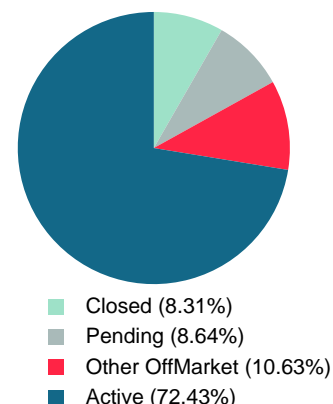


MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2017 | October 2018 | +/- % |
|--|---------|--------------|---------|
| Closed Listings | 31 | 25 | -19.35% |
| Pending Listings | 29 | 26 | -10.34% |
| New Listings | 71 | 44 | -38.03% |
| Average List Price | 175,810 | 171,376 | -2.52% |
| Average Sale Price | 166,502 | 168,112 | 0.97% |
| Average Percent of Selling Price to List Price | 93.71% | 110.88% | 18.32% |
| Average Days on Market to Sale | 67.42 | 66.64 | -1.16% |
| End of Month Inventory | 241 | 218 | -9.54% |
| Months Supply of Inventory | 9.01 | 7.65 | -15.10% |

Absorption: Last 12 months, an Average of **29** Sales/Month
Active Inventory as of October 31, 2018 = **218**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **9.54%** to 218 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 **7.65** 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 **0.97%** in October 2018 to \$168,112 versus the previous year at \$166,502.

Average Days on Market Shortens

The average number of **66.64** days that homes spent on the market before selling decreased by 0.78 days or **1.16%** in October 2018 compared to last year's same month at **67.42** DOM.

Sales Success for October 2018 is Positive

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

There were 44 New Listings in October 2018, down **38.03%** from last year at 71. Furthermore, there were 25 Closed Listings this month versus last year at 31, a **-19.35%** decrease.

Closed versus Listed trends yielded a **56.8%** ratio, up from previous year's, October 2017, at **43.7%**, a **30.13%** 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

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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

October 2018



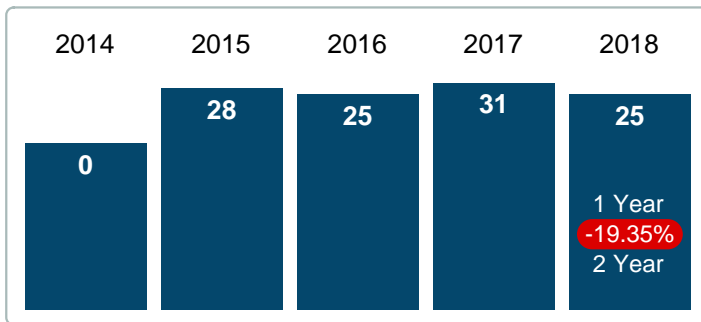
Area Delimited by County Of Mayes - Residential Property Type



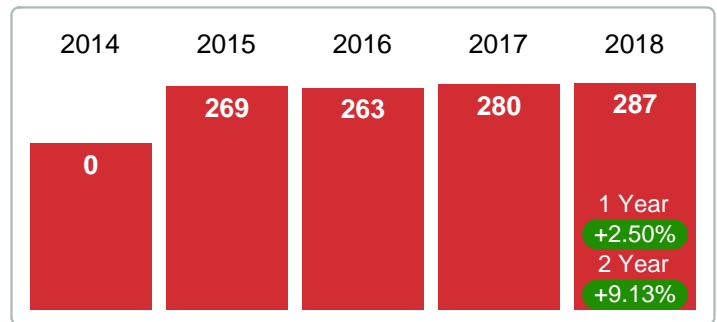
CLOSED LISTINGS

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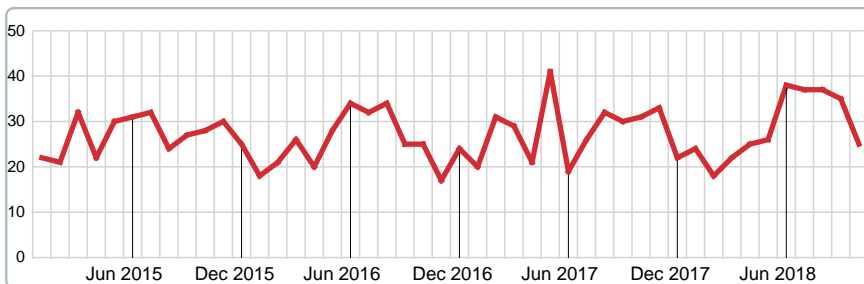
OCTOBER



YEAR TO DATE (YTD)

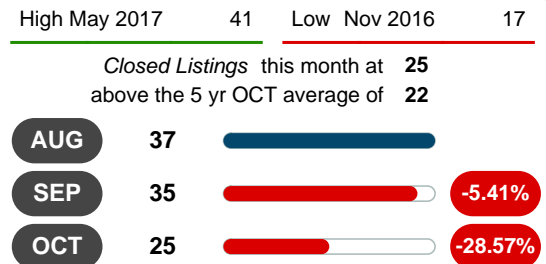


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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 |
|--|---|-----------|-------|----------|-----------|-----------|---------|
| \$50,000 and less | 2 | 8.00% | 62.0 | 0 | 2 | 0 | 0 |
| \$50,001 - \$75,000 | 5 | 20.00% | 26.2 | 1 | 4 | 0 | 0 |
| \$75,001 - \$100,000 | 1 | 4.00% | 21.0 | 0 | 1 | 0 | 0 |
| \$100,001 - \$125,000 | 5 | 20.00% | 42.2 | 1 | 4 | 0 | 0 |
| \$125,001 - \$275,000 | 6 | 24.00% | 72.2 | 0 | 3 | 3 | 0 |
| \$275,001 - \$325,000 | 3 | 12.00% | 133.0 | 0 | 1 | 2 | 0 |
| \$325,001 and up | 3 | 12.00% | 115.7 | 0 | 3 | 0 | 0 |
| Total Closed Units | | 25 | | 2 | 18 | 5 | 0 |
| Total Closed Volume | | 4,202,795 | 100% | 183.00K | 2.80M | 1.22M | 0.00B |
| Average Closed Price | | \$168,112 | | \$91,500 | \$155,650 | \$243,619 | \$0 |

Contact: MLS Technology Inc.

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October 2018



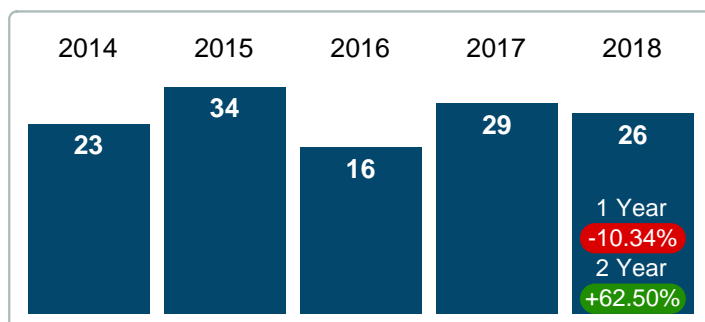
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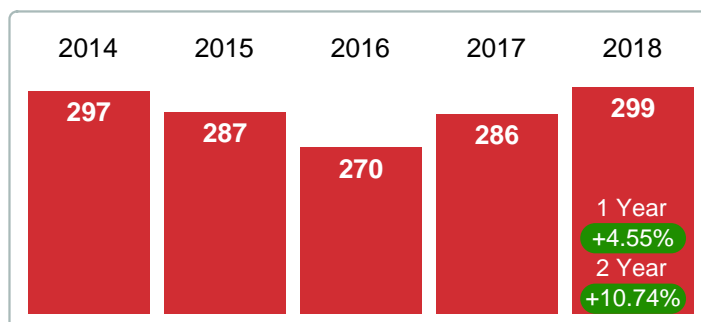
PENDING LISTINGS

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OCTOBER



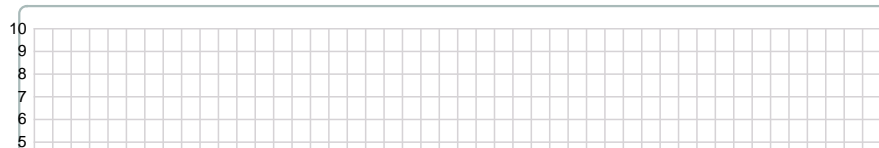
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year OCT AVG = 26



High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 26
equal to 5 yr OCT average of 26

AUG 0
SEP 0
OCT 0

nan%

nan%

| Distribution of Pending Listings by Price Range | | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-----------|--|--------|-------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 3 | | 11.54% | 69.3 | 1 | 2 | 0 | 0 |
| \$25,001 - \$50,000 | 0 | | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 6 | | 23.08% | 107.3 | 0 | 6 | 0 | 0 |
| \$75,001 - \$150,000 | 7 | | 26.92% | 36.9 | 3 | 4 | 0 | 0 |
| \$150,001 - \$225,000 | 5 | | 19.23% | 55.0 | 0 | 4 | 0 | 1 |
| \$225,001 - \$275,000 | 1 | | 3.85% | 37.0 | 0 | 1 | 0 | 0 |
| \$275,001 and up | 4 | | 15.38% | 92.0 | 1 | 2 | 1 | 0 |
| Total Pending Units | 26 | | | | 5 | 19 | 1 | 1 |
| Total Pending Volume | 4,073,950 | | | 100% | 657.45K | 2.87M | 322.00K | 225.00K |
| Average Listing Price | \$159,538 | | | | \$131,490 | \$151,026 | \$322,000 | \$225,000 |

October 2018



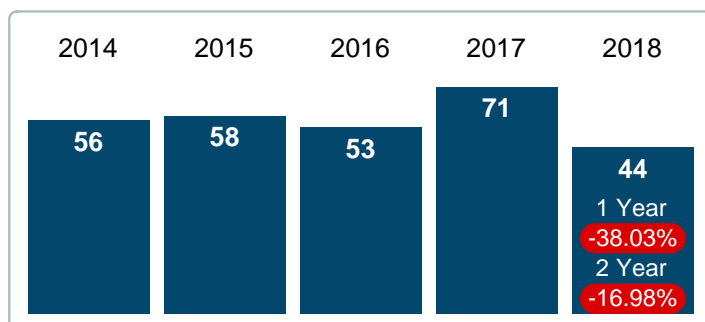
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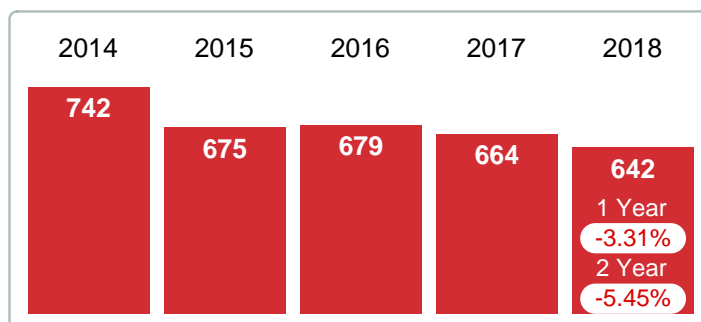
NEW LISTINGS

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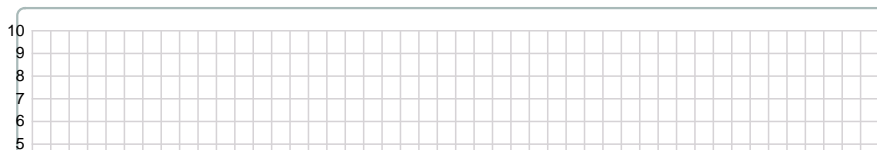
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56

High Oct 2018 0 Low Oct 2018 0

New Listings this month at **44**
below the 5 yr OCT average of **56**

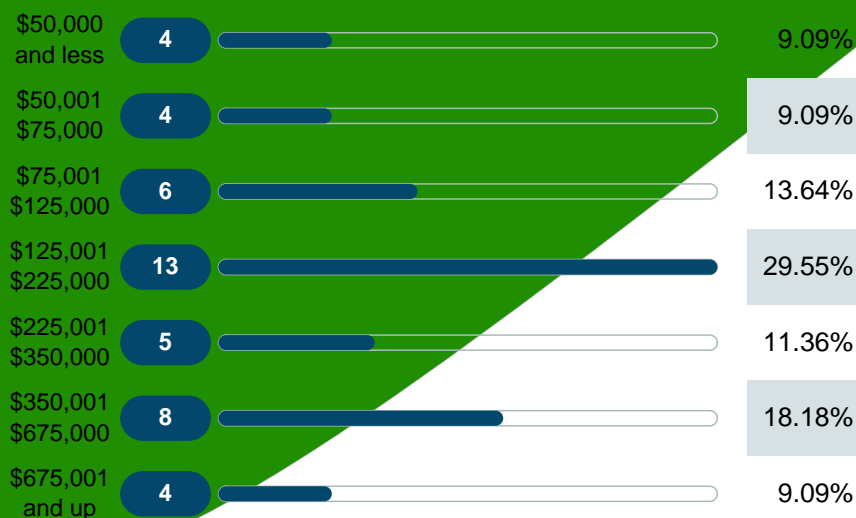
AUG 0
SEP 0
OCT 0

nan%

nan%

Distribution of New Listings by Price Range

%



| 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|-----------|-----------|-----------|-----------|
| 2 | 2 | 0 | 0 |
| 0 | 4 | 0 | 0 |
| 1 | 3 | 2 | 0 |
| 5 | 7 | 1 | 0 |
| 1 | 1 | 3 | 0 |
| 0 | 6 | 1 | 1 |
| 0 | 1 | 0 | 3 |
| 9 | 24 | 7 | 4 |
| 1.30M | 5.21M | 1.89M | 3.83M |
| \$144,367 | \$217,008 | \$269,557 | \$957,250 |

2

0

1

5

1

0

0

0

9

1.30M

\$144,367

| | | |
|----------------------------------|------------|------|
| Total New Listed Units | 44 | |
| Total New Listed Volume | 12,223,400 | 100% |
| Average New Listed Listing Price | \$185,874 | |

Contact: MLS Technology Inc.

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October 2018



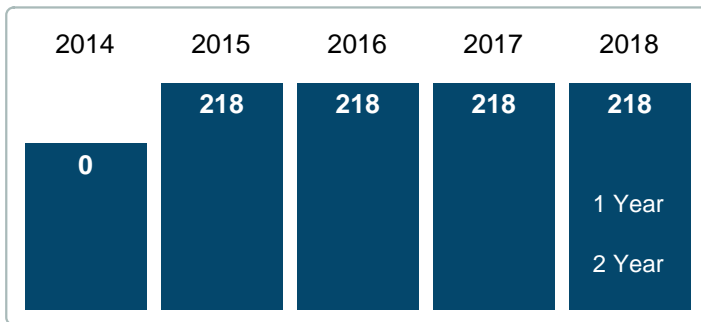
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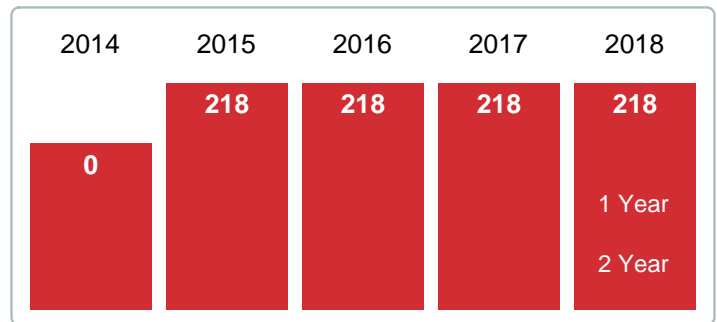
ACTIVE INVENTORY

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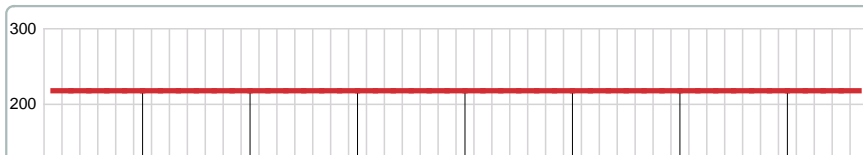
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 174

High Oct 2018 218 Low Oct 2018 218

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

AUG 218

SEP 218

OCT 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 | 12 | | 5.50% | 60.6 | 6 | 5 | 1 | 0 |
| \$50,001 - \$100,000 | 34 | | 15.60% | 114.4 | 6 | 24 | 4 | 0 |
| \$100,001 - \$125,000 | 19 | | 8.72% | 97.6 | 7 | 10 | 2 | 0 |
| \$125,001 - \$225,000 | 64 | | 29.36% | 107.7 | 10 | 42 | 9 | 3 |
| \$225,001 - \$325,000 | 34 | | 15.60% | 93.0 | 2 | 22 | 9 | 1 |
| \$325,001 - \$525,000 | 30 | | 13.76% | 78.9 | 4 | 17 | 8 | 1 |
| \$525,001 and up | 25 | | 11.47% | 74.7 | 3 | 7 | 8 | 7 |
| Total Active Inventory by Units | | | 218 | | 38 | 127 | 41 | 12 |
| Total Active Inventory by Volume | | | 63,365,632 | 100% | 10.05M | 28.01M | 16.31M | 9.00M |
| Average Active Inventory Listing Price | | | \$290,668 | | \$264,532 | \$220,516 | \$397,784 | \$749,892 |

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October 2018



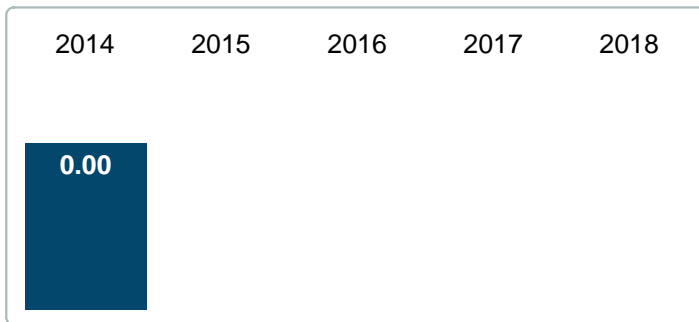
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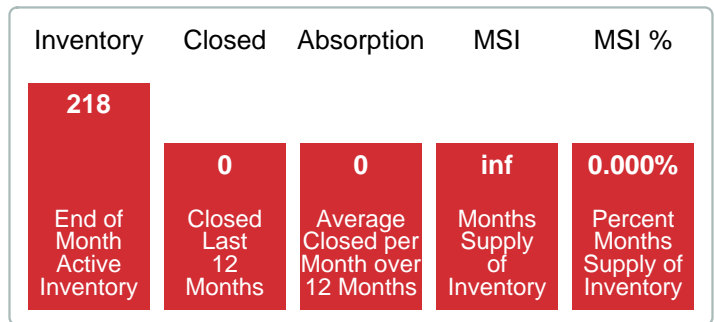
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



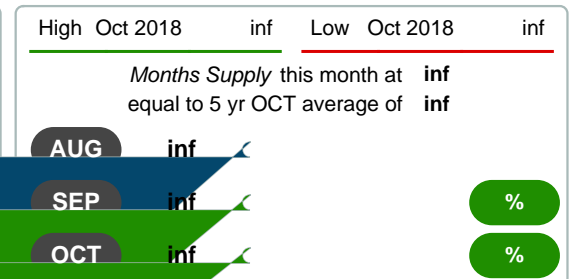
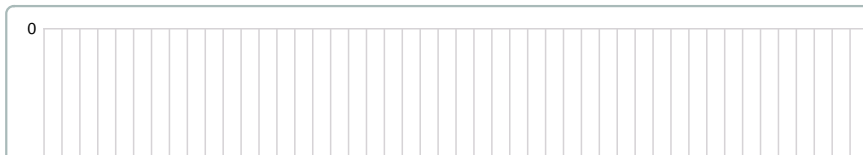
INDICATORS FOR OCTOBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year OCT 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 | 12 | | | 5.50% | 3.27 | 3.60 | 3.00 | 3.00 | 0.00 |
| \$50,001 - \$100,000 | 34 | | | 15.60% | 4.64 | 2.67 | 5.43 | 6.86 | 0.00 |
| \$100,001 - \$125,000 | 19 | | | 8.72% | 4.47 | 16.80 | 3.00 | 4.00 | 0.00 |
| \$125,001 - \$225,000 | 64 | | | 29.36% | 7.11 | 17.14 | 6.30 | 5.40 | 36.00 |
| \$225,001 - \$325,000 | 34 | | | 15.60% | 12.00 | 12.00 | 17.60 | 7.20 | 6.00 |
| \$325,001 - \$525,000 | 30 | | | 13.76% | 27.69 | 16.00 | 34.00 | 32.00 | 12.00 |
| \$525,001 and up | 25 | | | 11.47% | 75.00 | 0.00 | 42.00 | 96.00 | 84.00 |
| Market Supply of Inventory (MSI) | | | | 7.65 | | 7.13 | 7.06 | 8.79 | 24.00 |
| Total Active Inventory by Units | | | | 218 | | 38 | 127 | 41 | 12 |

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October 2018



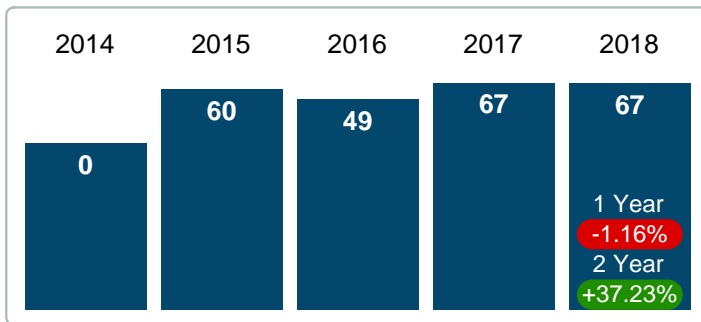
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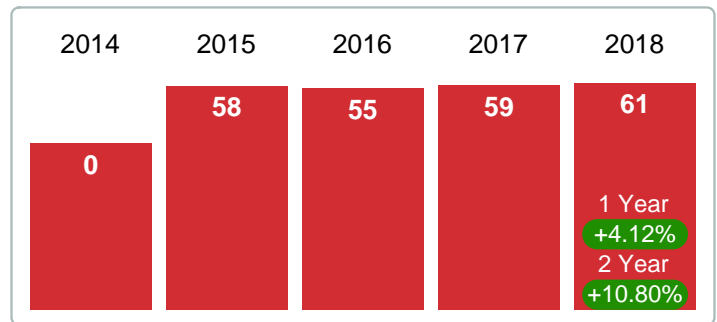
AVERAGE DAYS ON MARKET TO SALE

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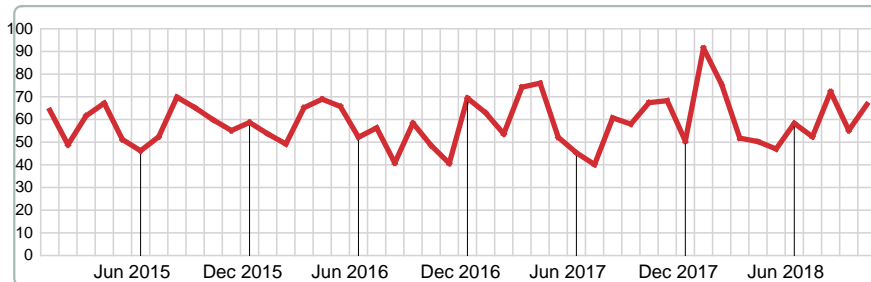
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 48

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 67
above the 5 yr OCT average of 48

| | | |
|-----|----|---------|
| AUG | 72 | |
| SEP | 55 | -23.60% |
| OCT | 67 | 20.79% |

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 |
|---|---|-----------|--------|-------|----------|--------|--------|---------|
| \$50,000 and less | 2 | | 8.00% | 62 | 0 | 62 | 0 | 0 |
| \$50,001 - \$75,000 | 5 | | 20.00% | 26 | 35 | 24 | 0 | 0 |
| \$75,001 - \$100,000 | 1 | | 4.00% | 21 | 0 | 21 | 0 | 0 |
| \$100,001 - \$125,000 | 5 | | 20.00% | 42 | 55 | 39 | 0 | 0 |
| \$125,001 - \$275,000 | 6 | | 24.00% | 72 | 0 | 89 | 55 | 0 |
| \$275,001 - \$325,000 | 3 | | 12.00% | 133 | 0 | 165 | 117 | 0 |
| \$325,001 and up | 3 | | 12.00% | 116 | 0 | 116 | 0 | 0 |
| Average Closed DOM | | 67 | | | 45 | 65 | 80 | 0 |
| Total Closed Units | | 25 | 100% | 67 | 2 | 18 | 5 | |
| Total Closed Volume | | 4,202,795 | | | 183.00K | 2.80M | 1.22M | 0.00B |

October 2018



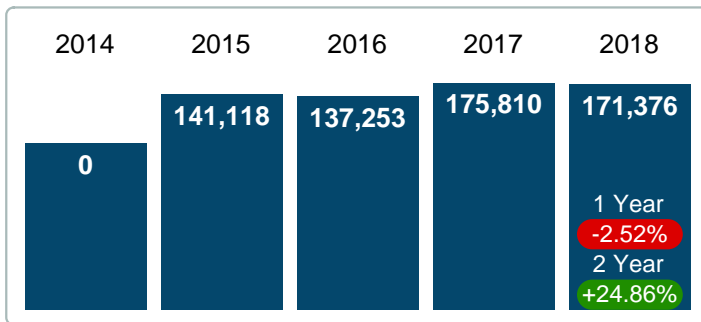
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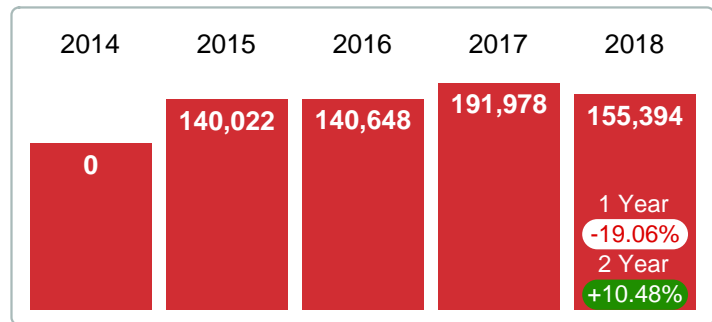
AVERAGE LIST PRICE AT CLOSING

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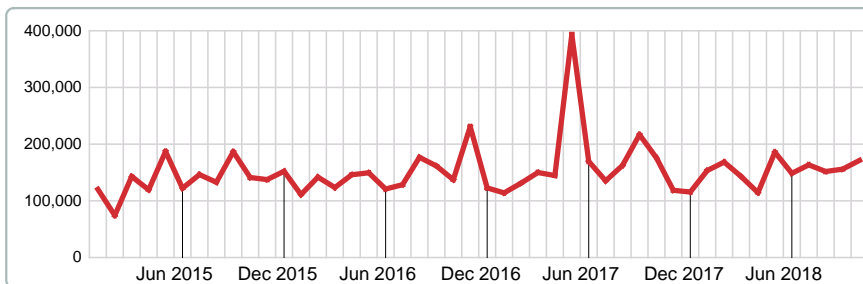
OCTOBER



YEAR TO DATE (YTD)



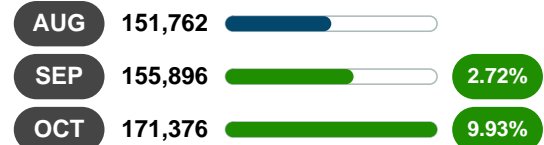
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 125,111

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

Average List Price at Closing this month at 171,376
above the 5 yr OCT average of 125,111

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 |
|--|---|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 3 | 12.00% | 29,633 | 0 | 31,950 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 16.00% | 67,100 | 69,500 | 69,725 | 0 | 0 |
| \$75,001 - \$100,000 | 2 | 8.00% | 81,250 | 0 | 82,500 | 0 | 0 |
| \$100,001 - \$125,000 | 4 | 16.00% | 121,125 | 124,500 | 96,250 | 0 | 0 |
| \$125,001 - \$275,000 | 7 | 28.00% | 195,243 | 0 | 153,000 | 210,933 | 0 |
| \$275,001 - \$325,000 | 2 | 8.00% | 310,950 | 0 | 299,900 | 298,450 | 0 |
| \$325,001 and up | 3 | 12.00% | 430,500 | 0 | 430,500 | 0 | 0 |
| Average List Price | | | 171,376 | 97,000 | 158,928 | 245,940 | 0 |
| Total Closed Units | | 100% | 171,376 | 2 | 18 | 5 | |
| Total Closed Volume | | | 4,284,400 | 194.00K | 2.86M | 1.23M | 0.00B |

October 2018



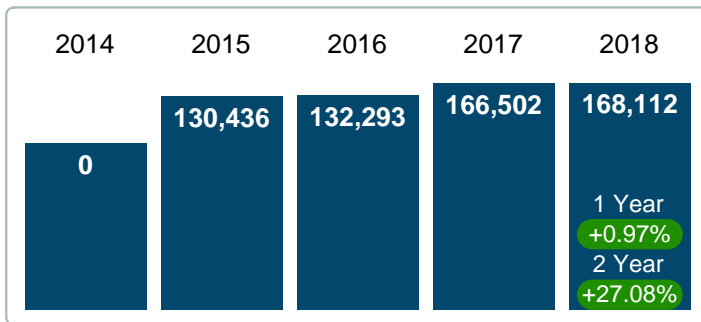
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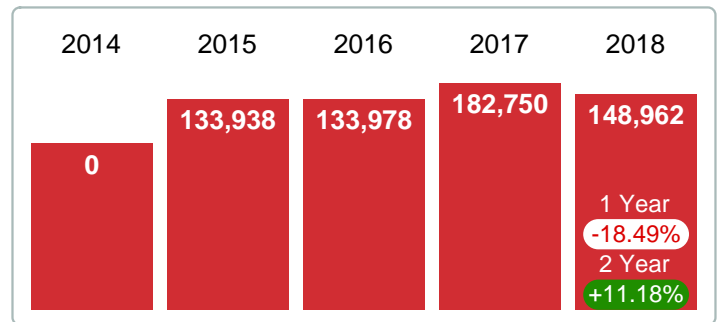
AVERAGE SOLD PRICE AT CLOSING

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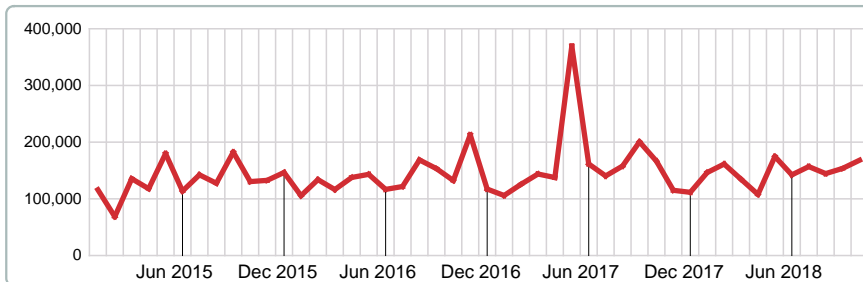
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 119,469

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

Average Sold Price at Closing this month at **168,112**
above the 5 yr OCT average of **119,469**

| | | |
|------------|---------|-------|
| AUG | 144,514 | |
| SEP | 153,659 | 6.33% |
| OCT | 168,112 | 9.41% |

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 |
|--|---|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 2 | 8.00% | 32,200 | 0 | 32,200 | 0 | 0 |
| \$50,001 - \$75,000 | 5 | 20.00% | 66,460 | 65,000 | 66,825 | 0 | 0 |
| \$75,001 - \$100,000 | 1 | 4.00% | 87,500 | 0 | 87,500 | 0 | 0 |
| \$100,001 - \$125,000 | 5 | 20.00% | 114,900 | 118,000 | 114,125 | 0 | 0 |
| \$125,001 - \$275,000 | 6 | 24.00% | 178,668 | 0 | 150,667 | 206,670 | 0 |
| \$275,001 - \$325,000 | 3 | 12.00% | 299,028 | 0 | 299,000 | 299,043 | 0 |
| \$325,001 and up | 3 | 12.00% | 391,667 | 0 | 391,667 | 0 | 0 |
| Average Sold Price | | | 168,112 | 91,500 | 155,650 | 243,619 | 0 |
| Total Closed Units | | 100% | 168,112 | 2 | 18 | 5 | |
| Total Closed Volume | | | 4,202,795 | 183.00K | 2.80M | 1.22M | 0.00B |

October 2018



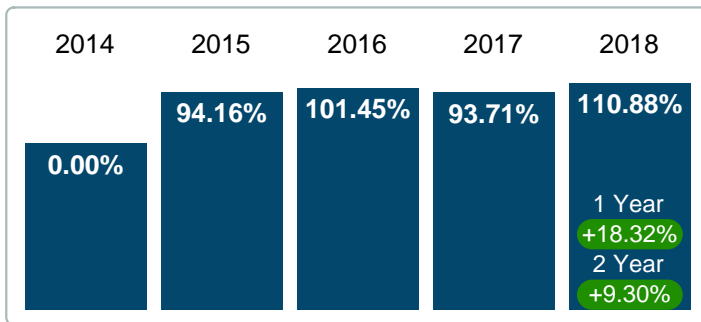
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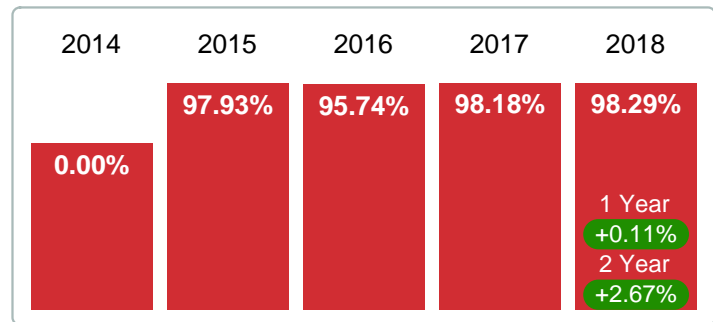
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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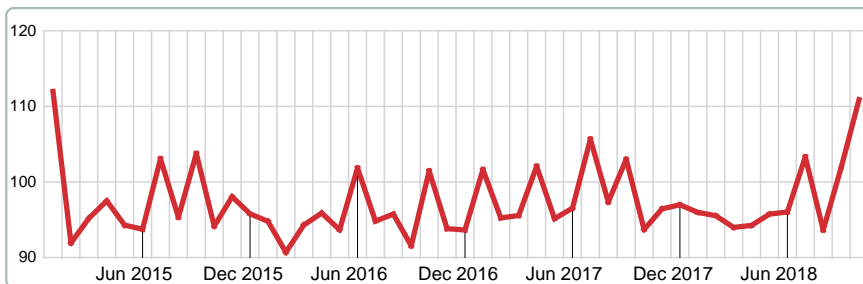
OCTOBER



YEAR TO DATE (YTD)



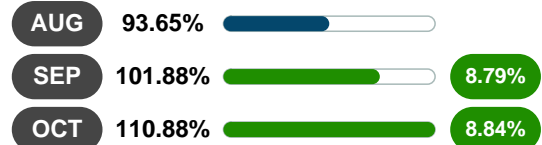
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 80.04%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **110.88%**
above the 5 yr OCT average of **80.04%**

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 |
|--|---|--------|---------|----------|---------|---------|---------|
| \$50,000 and less | 2 | 8.00% | 100.74% | 0.00% | 100.74% | 0.00% | 0.00% |
| \$50,001 - \$75,000 | 5 | 20.00% | 95.18% | 93.53% | 95.59% | 0.00% | 0.00% |
| \$75,001 - \$100,000 | 1 | 4.00% | 106.06% | 0.00% | 106.06% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 5 | 20.00% | 164.69% | 94.78% | 182.16% | 0.00% | 0.00% |
| \$125,001 - \$275,000 | 6 | 24.00% | 98.05% | 0.00% | 98.37% | 97.74% | 0.00% |
| \$275,001 - \$325,000 | 3 | 12.00% | 100.04% | 0.00% | 99.70% | 100.22% | 0.00% |
| \$325,001 and up | 3 | 12.00% | 92.23% | 0.00% | 92.23% | 0.00% | 0.00% |
| Average Sold/List Ratio | | | 110.90% | 94.15% | 116.12% | 98.73% | 0.00% |
| Total Closed Units | | 100% | 110.90% | 2 | 18 | 5 | |
| Total Closed Volume | | | | 183.00K | 2.80M | 1.22M | 0.00B |

October 2018



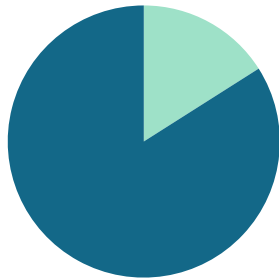
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY



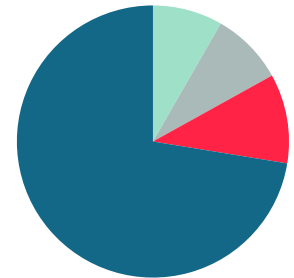
Inventory

| | |
|-----------------------|--------------|
| New Listings | 44 = 16.00% |
| Start Inventory | 231 |
| Total Inventory Units | 275 |
| Volume | \$77,215,582 |

Market Activity

| | |
|------------------|--------------|
| Closed Sales | 25 = 8.31% |
| Pending Sales | 26 = 8.64% |
| Other Off Market | 32 = 10.63% |
| Active Inventory | 218 = 72.43% |

MARKET ACTIVITY



| Compared Metrics | 2017 | October 2018 | +/-% | Year to Date 2017 | 2018 | +/-% |
|--|---------|--------------|---------|-------------------|---------|---------|
| Closed Sales | 31 | 25 | -19.35% | 280 | 287 | 2.50% |
| Pending Sales | 29 | 26 | -10.34% | 286 | 299 | 4.55% |
| New Listings | 71 | 44 | -38.03% | 664 | 642 | -3.31% |
| Average List Price | 175,810 | 171,376 | -2.52% | 191,978 | 155,394 | -19.06% |
| Average Sale Price | 166,502 | 168,112 | 0.97% | 182,750 | 148,962 | -18.49% |
| Average Percent of Selling Price to List Price | 93.71% | 110.88% | 18.32% | 98.18% | 98.29% | 0.11% |
| Average Days on Market to Sale | 67.42 | 66.64 | -1.16% | 58.87 | 61.30 | 4.12% |
| Monthly Inventory | 241 | 218 | -9.54% | 241 | 218 | -9.54% |
| Months Supply of Inventory | 9.01 | 7.65 | -15.10% | 9.01 | 7.65 | -15.10% |

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

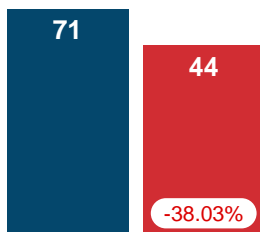
Inventory on October 31, 2018 = 218

| | |
|------|------|
| 2017 | 2018 |
|------|------|

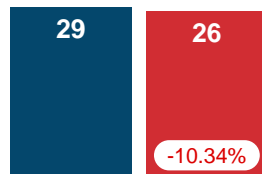
OCTOBER MARKET

AVERAGE PRICES

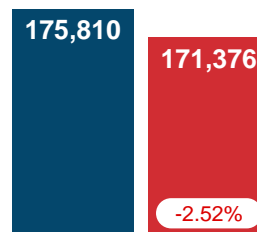
New Listings



Pending Listings



List Price



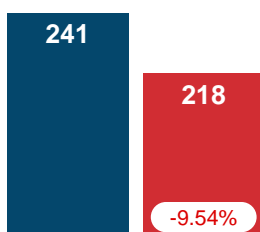
Sale Price



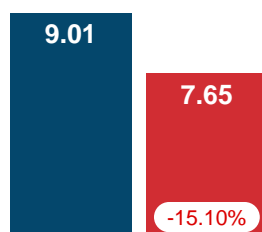
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

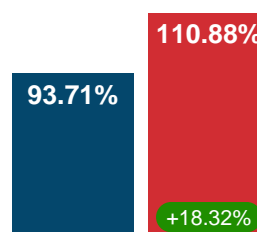
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

