

August 2019



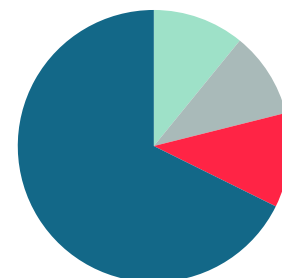
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	37	32	-13.51%
Pending Listings	34	30	-11.76%
New Listings	56	71	26.79%
Median List Price	109,000	182,450	67.39%
Median Sale Price	106,500	163,500	53.52%
Median Percent of Selling Price to List Price	95.74%	98.31%	2.69%
Median Days on Market to Sale	66.00	18.00	-72.73%
End of Month Inventory	226	199	-11.95%
Months Supply of Inventory	7.91	6.61	-16.34%



■ Closed (10.88%)
■ Pending (10.20%)
■ Other OffMarket (11.22%)
■ Active (67.69%)

Absorption: Last 12 months, an Average of **30** Sales/Month
Active Inventory as of August 31, 2019 = **199**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **11.95%** to 199 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **6.61** 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 **53.52%** in August 2019 to \$163,500 versus the previous year at \$106,500.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 48.00 days or **72.73%** in August 2019 compared to last year's same month at **66.00** DOM.

Sales Success for August 2019 is Positive

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

There were 71 New Listings in August 2019, up **26.79%** from last year at 56. Furthermore, there were 32 Closed Listings this month versus last year at 37, a **-13.51%** decrease.

Closed versus Listed trends yielded a **45.1%** ratio, down from previous year's, August 2018, at **66.1%**, a **31.79%** 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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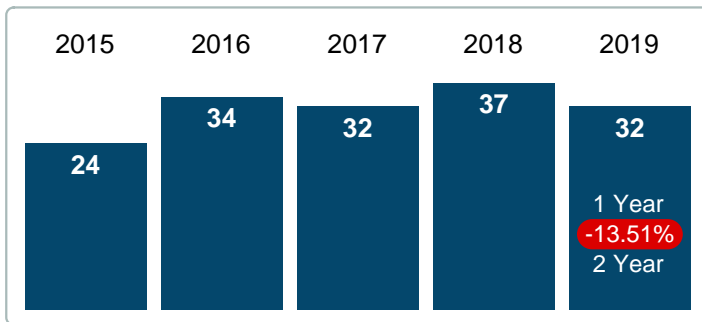
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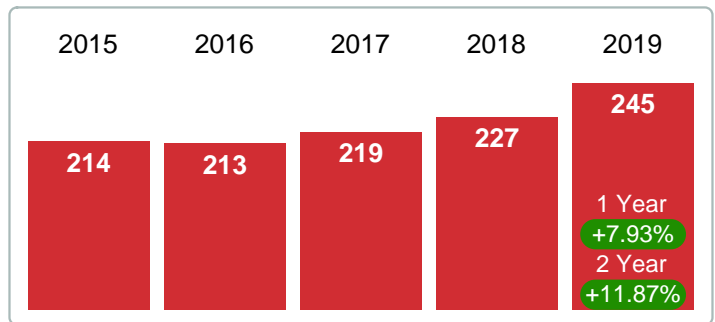
CLOSED LISTINGS

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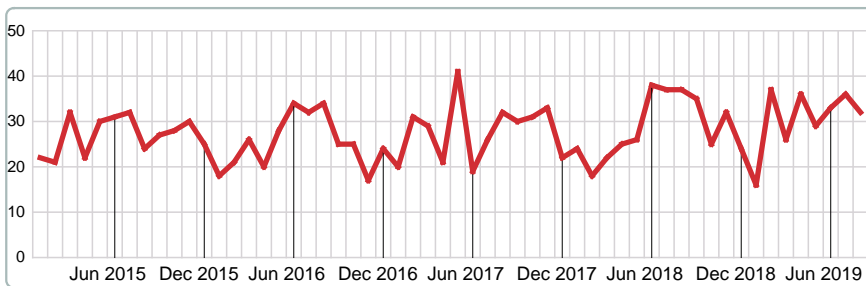
AUGUST



YEAR TO DATE (YTD)

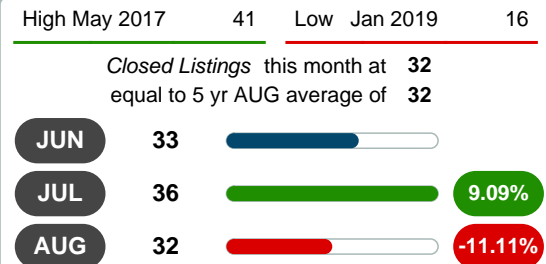


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 32



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.38%	137.0	2	1	0	0
\$50,001 - \$100,000	4	12.50%	1.0	3	1	0	0
\$100,001 - \$125,000	2	6.25%	25.0	0	2	0	0
\$125,001 - \$200,000	11	34.38%	6.0	3	6	1	1
\$200,001 - \$250,000	4	12.50%	14.5	0	3	0	1
\$250,001 - \$325,000	4	12.50%	24.0	0	1	2	1
\$325,001 and up	4	12.50%	119.5	0	2	1	1
Total Closed Units	32			8	16	4	4
Total Closed Volume	6,006,980	100%	18.0	759.00K	2.90M	1.32M	1.03M
Median Closed Price	\$163,500			\$76,000	\$175,250	\$284,715	\$265,000

August 2019



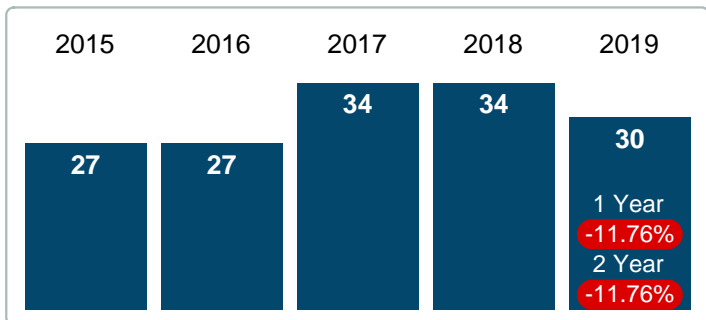
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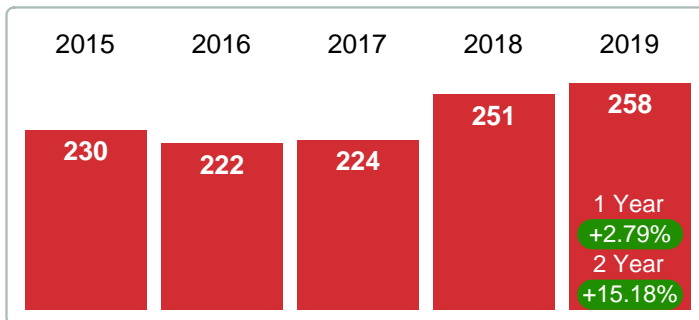
PENDING LISTINGS

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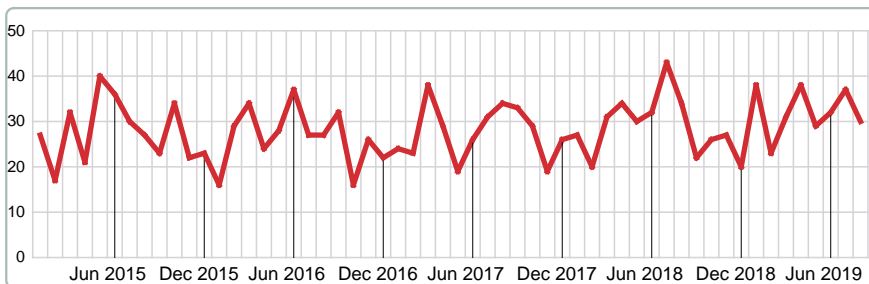
AUGUST



YEAR TO DATE (YTD)

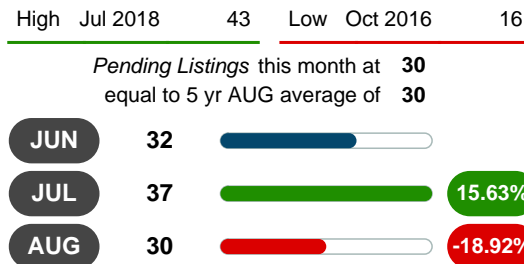


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 30



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	10.00%	124.0	1	2	0	0
\$75,001 - \$100,000	3	10.00%	125.0	0	3	0	0
\$100,001 - \$125,000	2	6.67%	2.5	0	1	1	0
\$125,001 - \$175,000	10	33.33%	22.0	1	6	2	1
\$175,001 - \$225,000	6	20.00%	99.5	1	3	2	0
\$225,001 - \$325,000	3	10.00%	9.0	0	1	2	0
\$325,001 and up	3	10.00%	19.0	0	0	1	2
Total Pending Units	30			3	16	8	3
Total Pending Volume	5,436,975	100%	33.5	364.90K	2.20M	2.01M	861.50K
Median Listing Price	\$156,250			\$162,500	\$137,250	\$202,200	\$349,000

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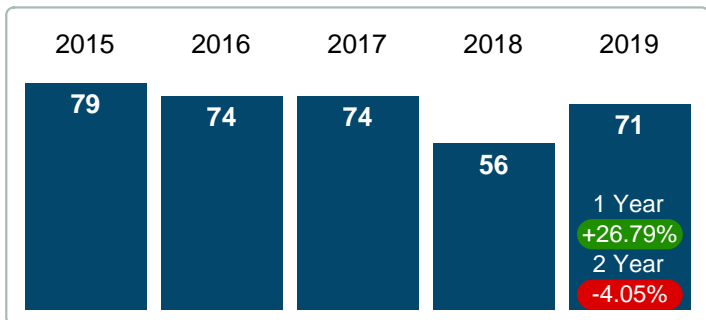
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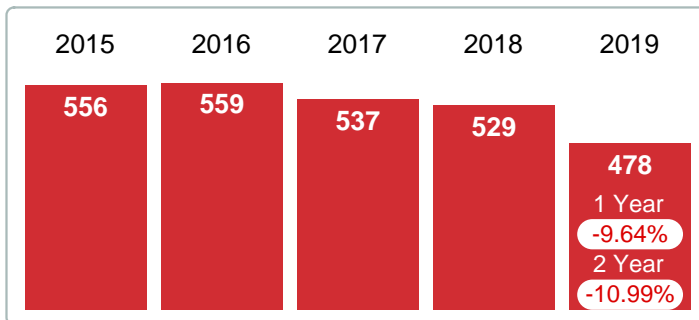
NEW LISTINGS

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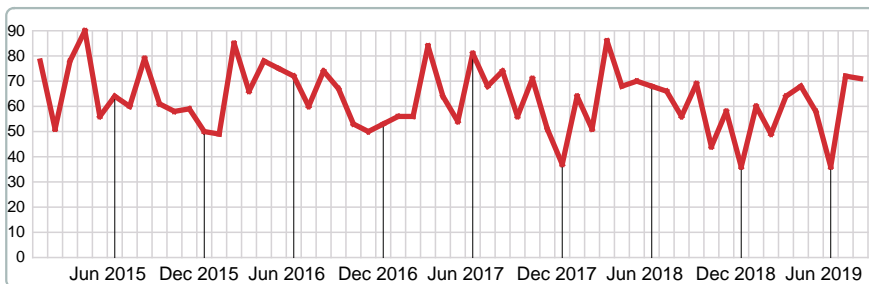
AUGUST



YEAR TO DATE (YTD)

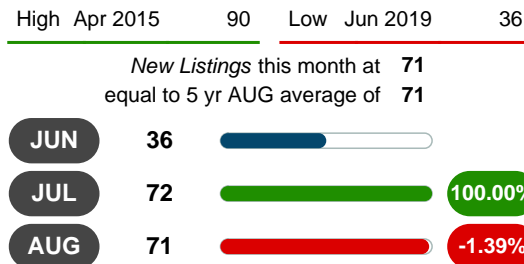


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 71



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	2.82%	1	1	0	0
\$50,001 - \$100,000	13	18.31%	4	7	1	1
\$100,001 - \$125,000	6	8.45%	2	3	1	0
\$125,001 - \$175,000	20	28.17%	1	14	4	1
\$175,001 - \$225,000	9	12.68%	1	6	1	1
\$225,001 - \$325,000	13	18.31%	1	7	4	1
\$325,001 and up	8	11.27%	1	3	0	4
Total New Listed Units	71		11	41	11	8
Total New Listed Volume	17,170,844	100%	1.57M	7.57M	2.07M	5.96M
Median New Listed Listing Price	\$163,900		\$110,000	\$163,900	\$167,000	\$319,500

August 2019



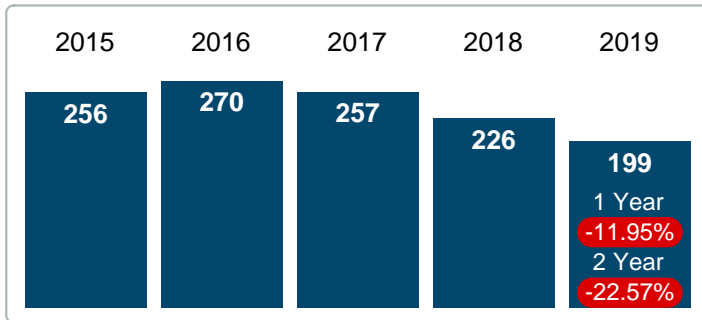
Area Delimited by County Of Mayes - Residential Property Type



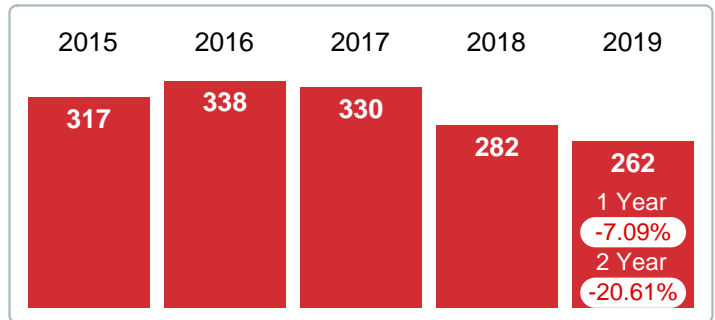
ACTIVE INVENTORY

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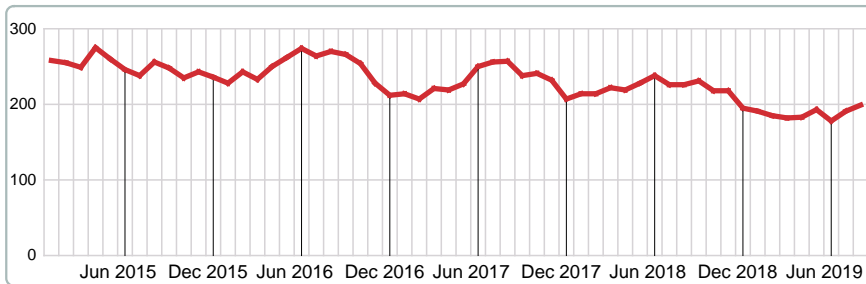
END OF AUGUST



ACTIVE DURING AUGUST

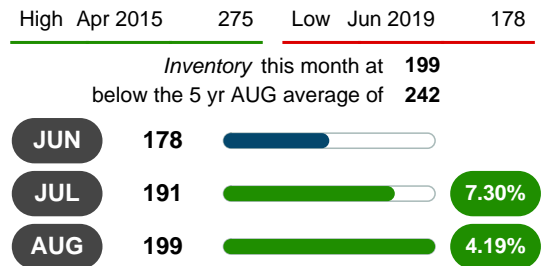


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 242



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	4.52%	101.0	5	4	0	0
\$50,001 - \$100,000	34	17.09%	47.0	9	20	4	1
\$100,001 - \$125,000	15	7.54%	40.0	4	9	2	0
\$125,001 - \$225,000	62	31.16%	44.0	6	42	13	1
\$225,001 - \$350,000	35	17.59%	45.0	4	18	12	1
\$350,001 - \$575,000	24	12.06%	104.0	4	13	4	3
\$575,001 and up	20	10.05%	113.5	2	2	9	7
Total Active Inventory by Units	199			34	108	44	13
Total Active Inventory by Volume	62,802,743	100%	52.0	7.00M	22.62M	15.45M	17.73M
Median Active Inventory Listing Price	\$185,000			\$119,900	\$168,950	\$265,000	\$825,000

August 2019



Area Delimited by County Of Mayes - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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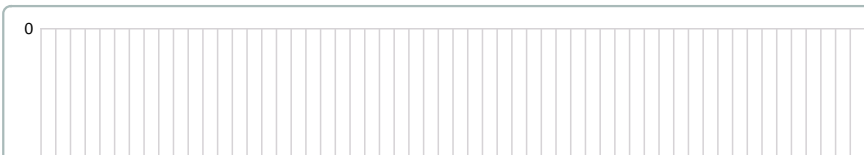
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
199	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9		4.52%	2.51	2.73	2.53	0.00	0.00	
\$50,001 - \$100,000	34		17.09%	4.98	5.14	4.62	5.33	0.00	
\$100,001 - \$125,000	15		7.54%	4.50	6.00	3.48	24.00	0.00	
\$125,001 - \$225,000	62		31.16%	6.10	5.14	5.73	9.75	3.00	
\$225,001 - \$350,000	35		17.59%	7.64	9.60	8.64	6.55	4.00	
\$350,001 - \$575,000	24		12.06%	19.20	48.00	19.50	12.00	18.00	
\$575,001 and up	20		10.05%	60.00	0.00	12.00	54.00	0.00	
Market Supply of Inventory (MSI)		6.61			5.75	5.76	9.43	17.33	
Total Active Inventory by Units		199	100%	6.61	34	108	44	13	

August 2019



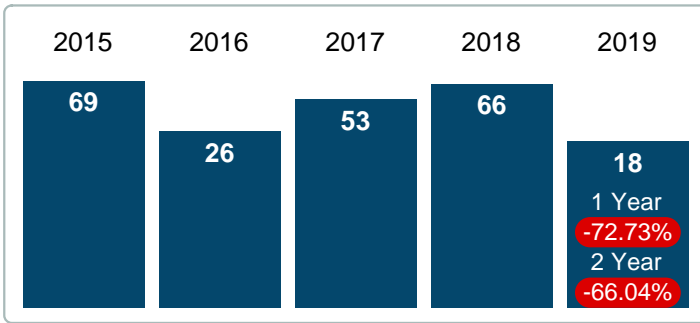
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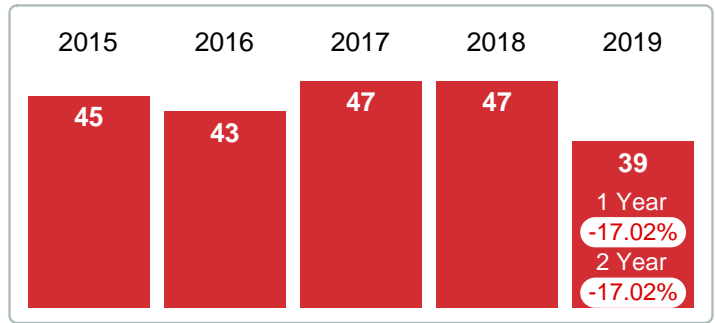
MEDIAN DAYS ON MARKET TO SALE

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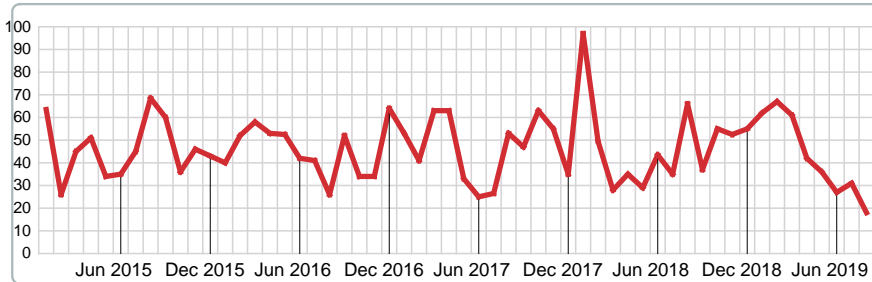
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

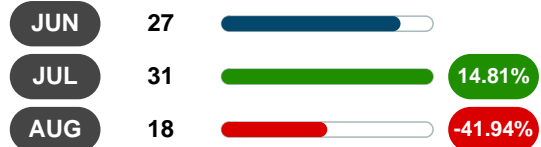


3 MONTHS

5 year AUG AVG = 46

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 18 below the 5 yr AUG average of 46



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
\$50,000 and less	9.38%	137	88	137	0	0
\$50,001 - \$100,000	12.50%	1	1	140	0	0
\$100,001 - \$125,000	6.25%	25	0	25	0	0
\$125,001 - \$200,000	34.38%	6	28	5	5	1
\$200,001 - \$250,000	12.50%	15	0	17	0	9
\$250,001 - \$325,000	12.50%	24	0	65	16	19
\$325,001 and up	12.50%	120	0	132	75	138
Median Closed DOM		18	17	33	17	14
Total Closed Units	100%	32	8	16	4	4
Total Closed Volume		6,006,980	759.00K	2.90M	1.32M	1.03M

August 2019



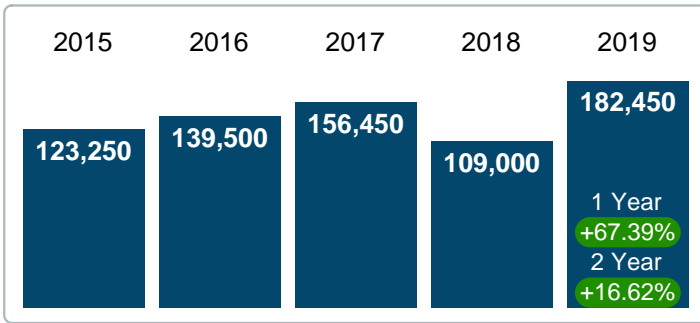
Area Delimited by County Of Mayes - Residential Property Type



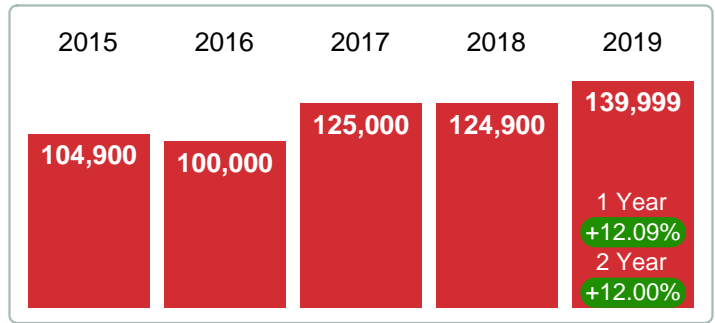
MEDIAN LIST PRICE AT CLOSING

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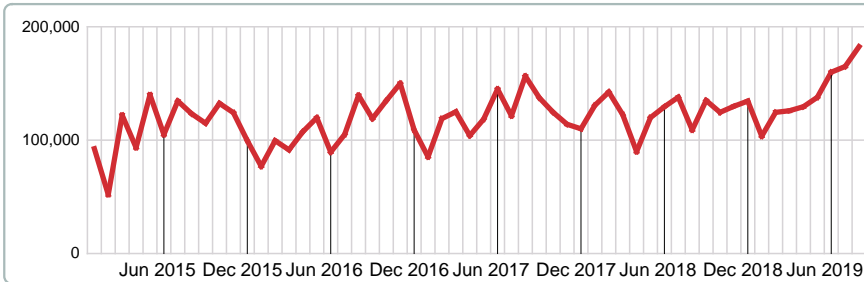
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

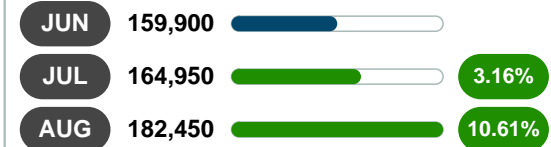


3 MONTHS

5 year AUG AVG = 142,130

High Aug 2019 182,450 Low Feb 2015 52,000

Median List Price at Closing this month at **182,450**
above the 5 yr AUG average of **142,130**



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
\$50,000 and less	2	6.25%	31,500	27,000	36,000	0	0
\$50,001 - \$100,000	5	15.63%	65,000	62,250	72,500	0	0
\$100,001 - \$125,000	2	6.25%	108,500	0	108,500	0	0
\$125,001 - \$200,000	10	31.25%	161,450	179,900	149,900	199,500	127,500
\$200,001 - \$250,000	5	15.63%	229,000	0	232,000	0	215,000
\$250,001 - \$325,000	3	9.38%	265,000	0	257,000	292,000	0
\$325,001 and up	5	15.63%	375,000	0	354,950	675,000	380,000
Median List Price			182,450	80,000	186,450	292,000	295,000
Total Closed Units		100%	182,450	8	16	4	4
Total Closed Volume			6,379,100	815.40K	3.00M	1.46M	1.10M

August 2019



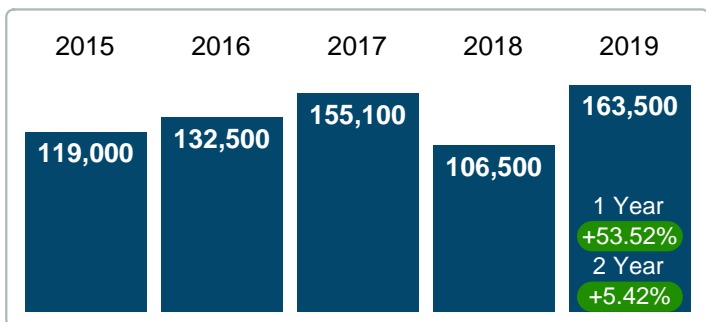
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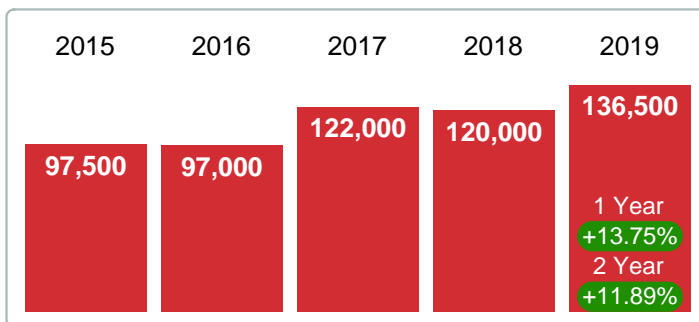
MEDIAN SOLD PRICE AT CLOSING

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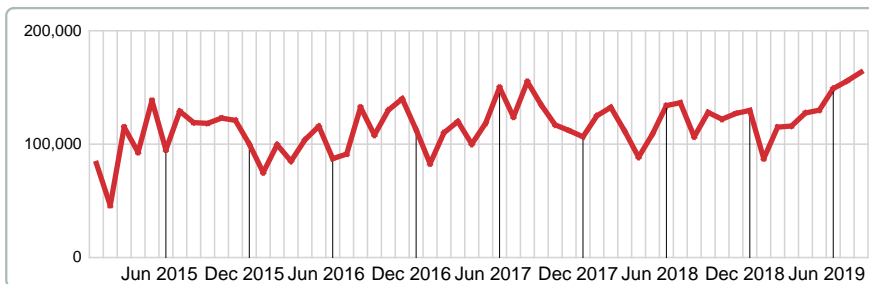
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

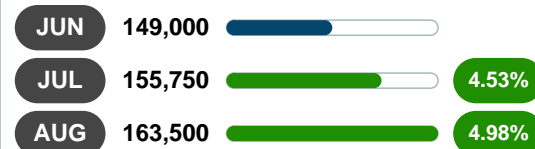


3 MONTHS

5 year AUG AVG = 135,320

High Aug 2019 163,500 Low Feb 2015 45,914

Median Sold Price at Closing this month at **163,500**
above the 5 yr AUG average of **135,320**



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
\$50,000 and less	9.38%	36,000	38,000	36,000	0	0
\$50,001 - \$100,000	12.50%	64,750	57,000	72,500	0	0
\$100,001 - \$125,000	6.25%	109,500	0	109,500	0	0
\$125,001 - \$200,000	34.38%	152,500	162,000	151,200	199,500	127,500
\$200,001 - \$250,000	12.50%	219,500	0	225,000	0	210,000
\$250,001 - \$325,000	12.50%	284,715	0	258,650	284,715	320,000
\$325,001 and up	12.50%	356,250	0	333,750	550,000	375,000
Median Sold Price		163,500	76,000	175,250	284,715	265,000
Total Closed Units		32	8	16	4	4
Total Closed Volume		6,006,980	759.00K	2.90M	1.32M	1.03M

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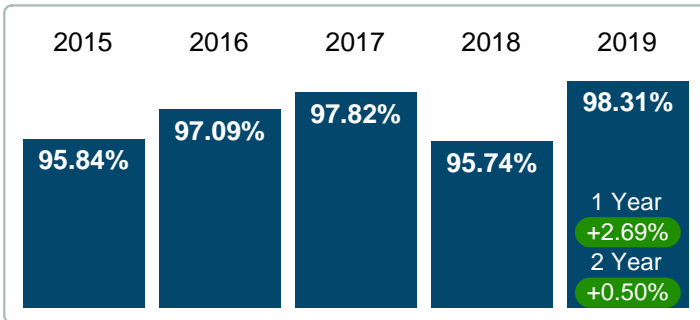
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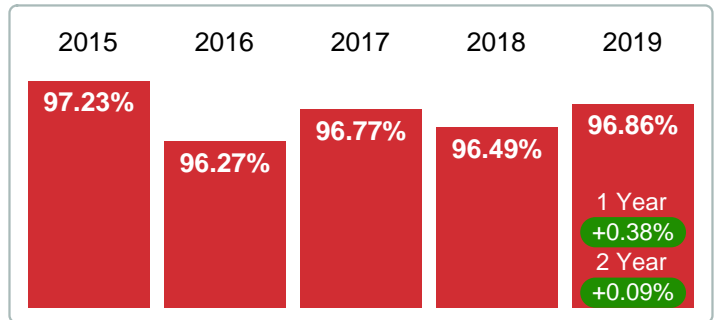
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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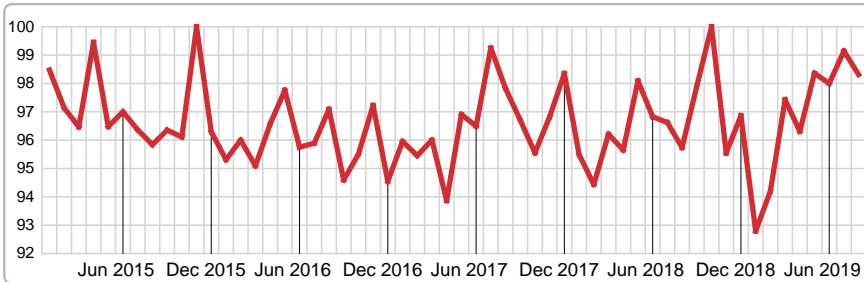
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

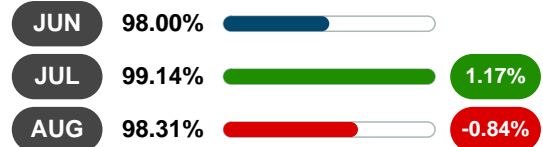


3 MONTHS

5 year AUG AVG = 96.96%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **98.31%**
above the 5 yr AUG average of **96.96%**



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
\$50,000 and less	<div style="width: 10%;"></div> 3	9.38%	100.00%	88.77%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 25%;"></div> 4	12.50%	100.00%	100.00%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	<div style="width: 15%;"></div> 2	6.25%	100.91%	0.00%	100.91%	0.00%	0.00%
\$125,001 - \$200,000	<div style="width: 40%;"></div> 11	34.38%	99.05%	90.05%	98.05%	100.00%	100.00%
\$200,001 - \$250,000	<div style="width: 25%;"></div> 4	12.50%	96.33%	0.00%	95.74%	0.00%	97.67%
\$250,001 - \$325,000	<div style="width: 25%;"></div> 4	12.50%	97.56%	0.00%	100.64%	97.56%	83.12%
\$325,001 and up	<div style="width: 25%;"></div> 4	12.50%	94.27%	0.00%	94.27%	81.48%	100.00%
Median Sold/List Ratio		98.31%		97.90%	98.78%	97.56%	98.84%
Total Closed Units		32	100%	98.31%	8	16	4
Total Closed Volume		6,006,980			759.00K	2.90M	1.32M

August 2019



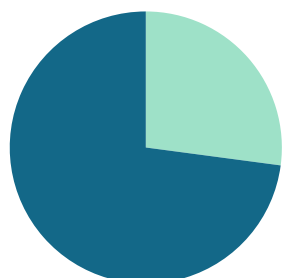
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

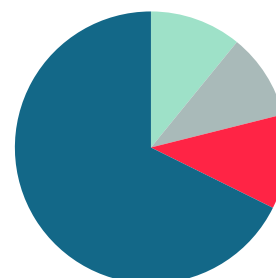


Inventory
 New Listings
71 = 27.10%
 Start Inventory
191
 Total Inventory Units
262
 Volume
\$77,753,518

Market Activity

Closed Sales
32 = 10.88%
 Pending Sales
30 = 10.20%
 Other Off Market
33 = 11.22%
 Active Inventory
199 = 67.69%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	32	-13.51%	227	245	7.93%
Pending Sales	34	30	-11.76%	251	258	2.79%
New Listings	56	71	26.79%	529	478	-9.64%
Median List Price	109,000	182,450	67.39%	124,900	139,999	12.09%
Median Sale Price	106,500	163,500	53.52%	120,000	136,500	13.75%
Median Percent of Selling Price to List Price	95.74%	98.31%	2.69%	96.49%	96.86%	0.38%
Median Days on Market to Sale	66.00	18.00	-72.73%	47.00	39.00	-17.02%
Monthly Inventory	226	199	-11.95%	226	199	-11.95%
Months Supply of Inventory	7.91	6.61	-16.34%	7.91	6.61	-16.34%

Absorption: Last 12 months, an Average of **30** Sales/Month

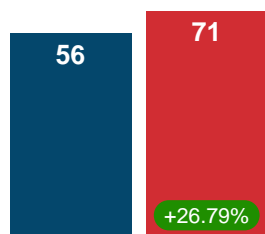
Inventory on August 31, 2019 = **199**

2018 **2019**

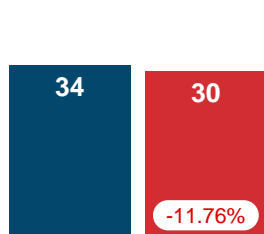
AUGUST MARKET

MEDIAN PRICES

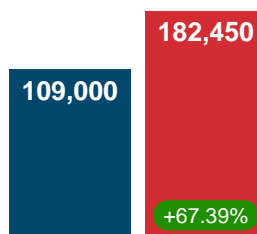
New Listings



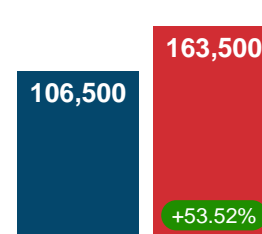
Pending Listings



List Price



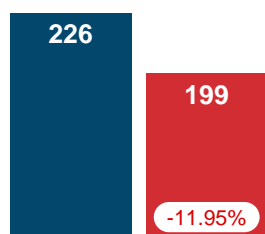
Sale Price



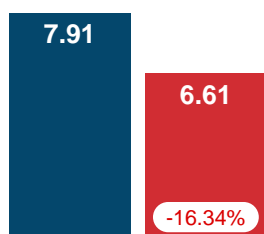
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

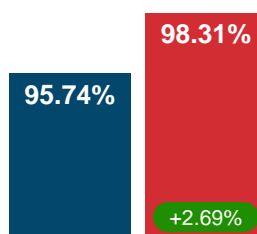
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

