

July 2019



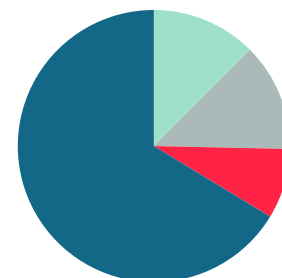
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	37	36	-2.70%
Pending Listings	43	37	-13.95%
New Listings	66	72	9.09%
Average List Price	163,400	197,838	21.08%
Average Sale Price	156,878	188,301	20.03%
Average Percent of Selling Price to List Price	103.32%	96.10%	-6.99%
Average Days on Market to Sale	52.41	50.47	-3.69%
End of Month Inventory	226	191	-15.49%
Months Supply of Inventory	8.02	6.26	-21.95%



■ Closed (12.50%)
■ Pending (12.85%)
■ Other OffMarket (8.33%)
■ Active (66.32%)

Absorption: Last 12 months, an Average of **31** Sales/Month
Active Inventory as of July 31, 2019 = **191**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **15.49%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 31 closed sales per month. This represents an unsold inventory index of **6.26** 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 **20.03%** in July 2019 to \$188,301 versus the previous year at \$156,878.

Average Days on Market Shortens

The average number of **50.47** days that homes spent on the market before selling decreased by 1.93 days or **3.69%** in July 2019 compared to last year's same month at **52.41** DOM.

Sales Success for July 2019 is Positive

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

There were 72 New Listings in July 2019, up **9.09%** from last year at 66. Furthermore, there were 36 Closed Listings this month versus last year at 37, a **-2.70%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, down from previous year's, July 2018, at **56.1%**, a **10.81%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2019



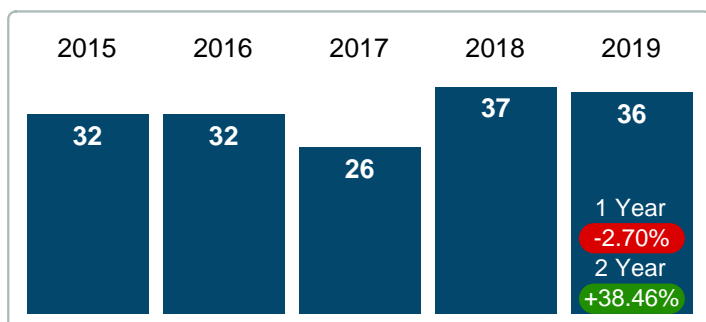
Area Delimited by County Of Mayes - Residential Property Type



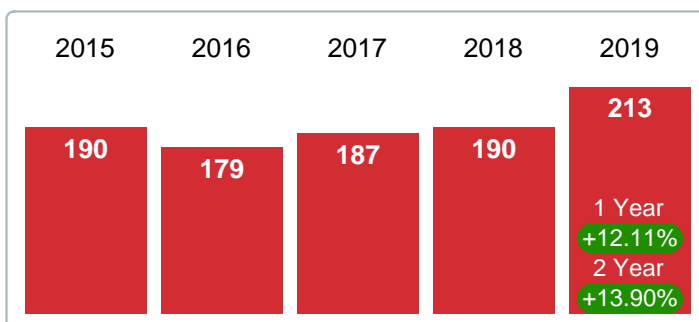
CLOSED LISTINGS

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

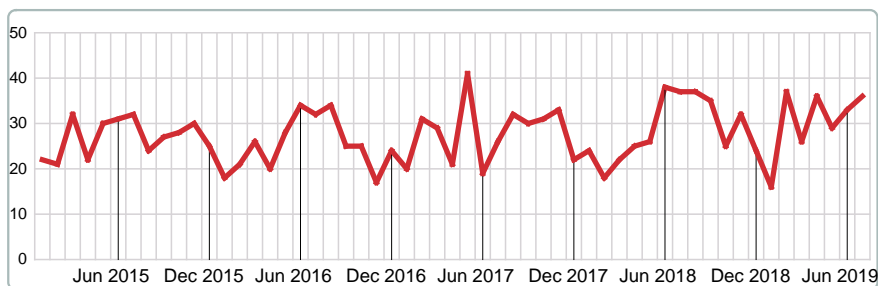
JULY



YEAR TO DATE (YTD)

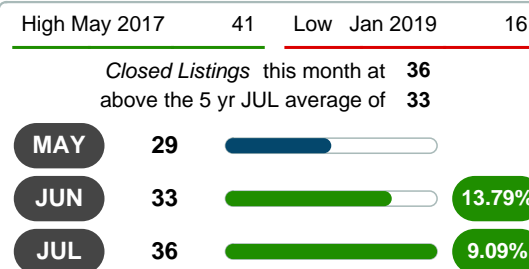


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 33



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	3	8.33%	62.3	3	0	0	0
\$50,001 - \$100,000	6	16.67%	34.8	1	5	0	0
\$100,001 - \$125,000	2	5.56%	46.5	0	2	0	0
\$125,001 - \$175,000	10	27.78%	40.9	2	8	0	0
\$175,001 - \$200,000	4	11.11%	75.8	0	2	2	0
\$200,001 - \$375,000	8	22.22%	41.3	0	6	2	0
\$375,001 and up	3	8.33%	95.3	0	0	2	1
Total Closed Units	36			6	23	6	1
Total Closed Volume	6,778,819	100%	50.5	446.00K	3.79M	2.14M	400.00K
Average Closed Price	\$188,301			\$74,333	\$164,975	\$356,400	\$400,000

July 2019



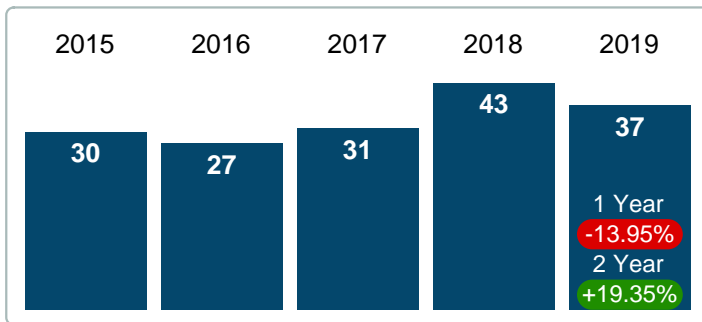
Area Delimited by County Of Mayes - Residential Property Type



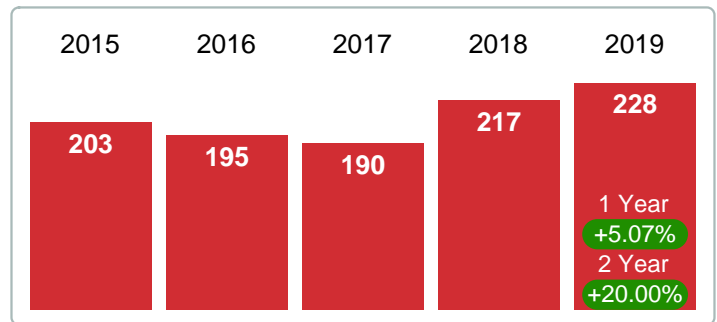
PENDING LISTINGS

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

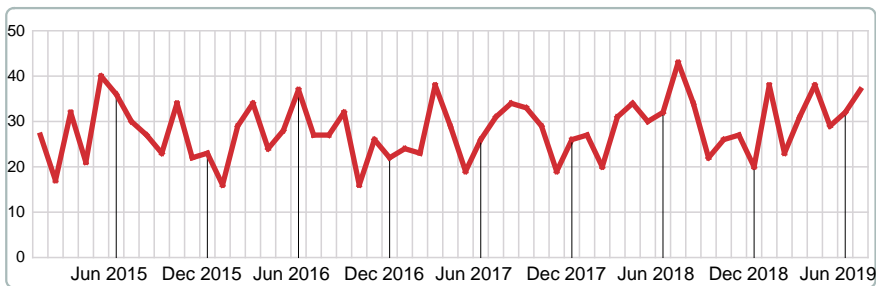
JULY



YEAR TO DATE (YTD)

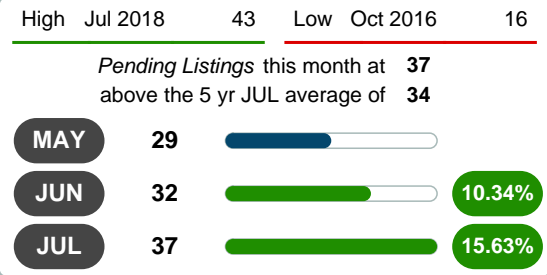


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 34



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	5	13.51%	39.8	3	1	1	0
\$50,001 - \$125,000	7	18.92%	43.0	3	4	0	0
\$125,001 - \$225,000	10	27.03%	28.3	3	4	2	1
\$225,001 - \$275,000	7	18.92%	23.4	1	4	2	0
\$275,001 - \$350,000	4	10.81%	48.5	0	1	3	0
\$350,001 and up	4	10.81%	114.5	0	1	0	3
Total Pending Units	37			10	15	8	4
Total Pending Volume	7,206,099	100%	45.0	1.00M	2.76M	1.89M	1.56M
Average Listing Price	\$196,206			\$100,170	\$183,887	\$235,788	\$389,950

July 2019



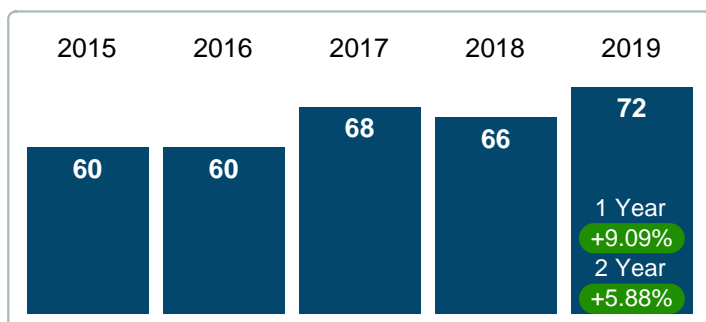
Area Delimited by County Of Mayes - Residential Property Type



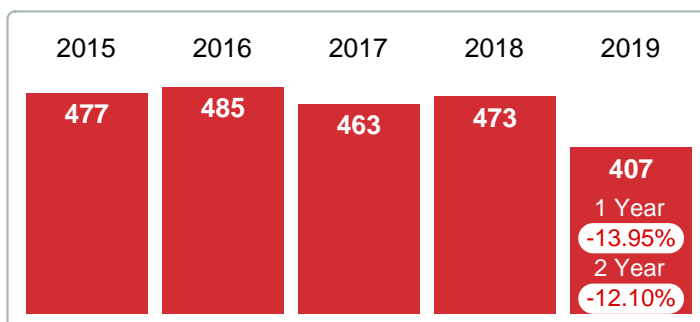
NEW LISTINGS

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

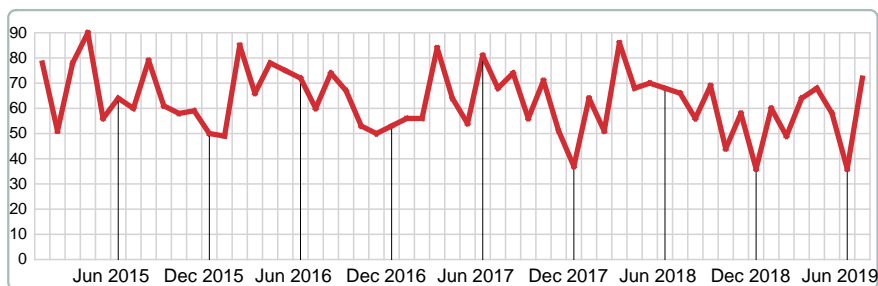
JULY



YEAR TO DATE (YTD)

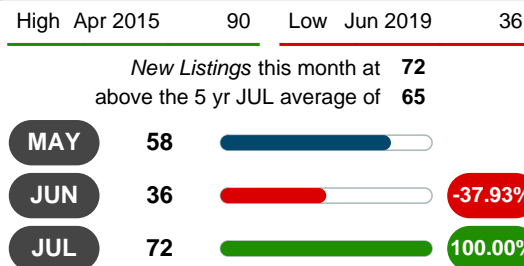


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65



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	6	8.33%	4	1	1	0
\$50,001 - \$75,000	8	11.11%	3	4	1	0
\$75,001 - \$125,000	11	15.28%	3	6	2	0
\$125,001 - \$200,000	20	27.78%	1	12	7	0
\$200,001 - \$225,000	6	8.33%	0	1	5	0
\$225,001 - \$350,000	13	18.06%	0	4	9	0
\$350,001 and up	8	11.11%	2	1	3	2
Total New Listed Units	72		13	29	28	2
Total New Listed Volume	14,286,699	100%	1.71M	4.83M	6.53M	1.21M
Average New Listed Listing Price	\$152,826		\$131,838	\$166,590	\$233,275	\$605,000

July 2019



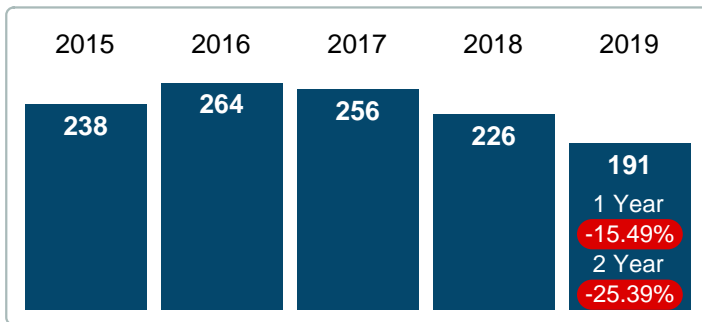
Area Delimited by County Of Mayes - Residential Property Type



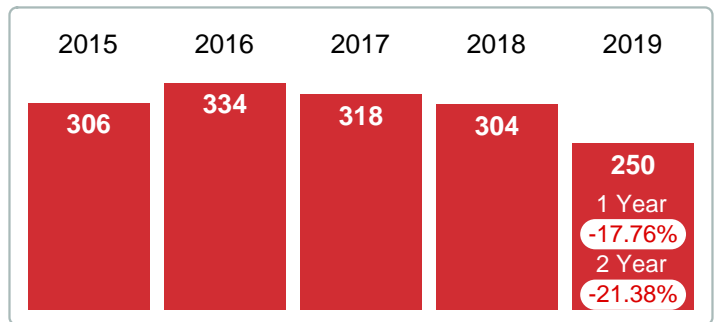
ACTIVE INVENTORY

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

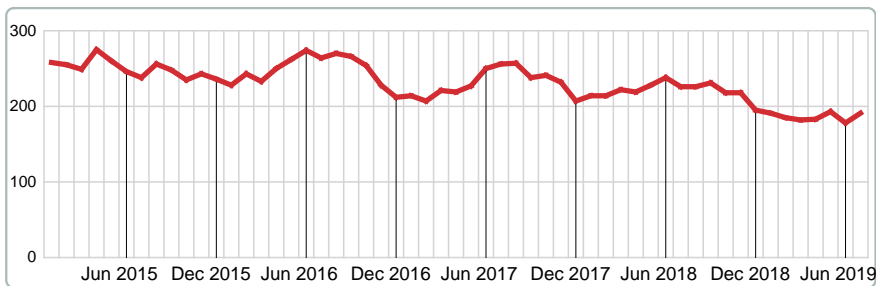
END OF JULY



ACTIVE DURING JULY

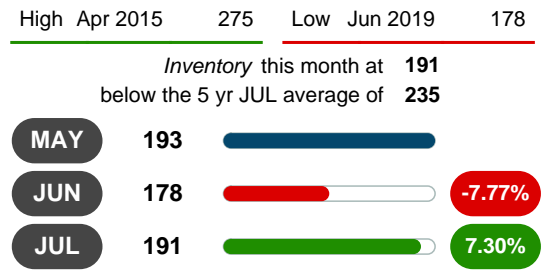


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 235



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	5.76%	73.4	5	5	1	0
\$50,001 - \$100,000	30	15.71%	74.1	9	18	3	0
\$100,001 - \$150,000	31	16.23%	71.4	6	17	8	0
\$150,001 - \$225,000	43	22.51%	64.1	4	29	9	1
\$225,001 - \$350,000	32	16.75%	93.4	3	15	14	0
\$350,001 - \$575,000	24	12.57%	81.1	3	13	4	4
\$575,001 and up	20	10.47%	92.9	2	2	10	6
Total Active Inventory by Units			191	32	99	49	11
Total Active Inventory by Volume			60,582,674	6.38M	21.23M	16.81M	16.16M
Average Active Inventory Listing Price			\$317,187	\$199,441	\$214,436	\$343,135	\$1,468,891

July 2019



Area Delimited by County Of Mayes - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

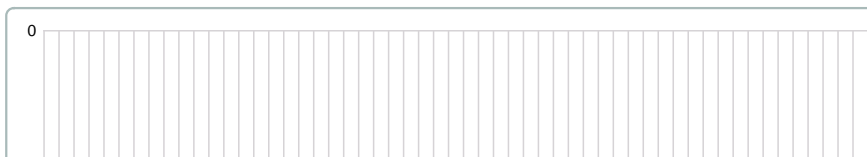
MSI FOR JULY

2015	2016	2017	2018	2019

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
191	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 JUL AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	5.76%	2.81	2.50	3.00	4.00	0.00
\$50,001 - \$100,000	30	15.71%	4.09	4.70	3.93	3.60	0.00
\$100,001 - \$150,000	31	16.23%	3.84	4.80	2.91	8.73	0.00
\$150,001 - \$225,000	43	22.51%	8.06	12.00	7.10	10.80	12.00
\$225,001 - \$350,000	32	16.75%	7.38	6.00	7.83	8.00	0.00
\$350,001 - \$575,000	24	12.57%	22.15	36.00	19.50	16.00	48.00
\$575,001 and up	20	10.47%	48.00	0.00	8.00	60.00	0.00
Market Supply of Inventory (MSI)		6.26		5.26	5.21	9.80	26.40
Total Active Inventory by Units		191	100%	32	99	49	11

July 2019



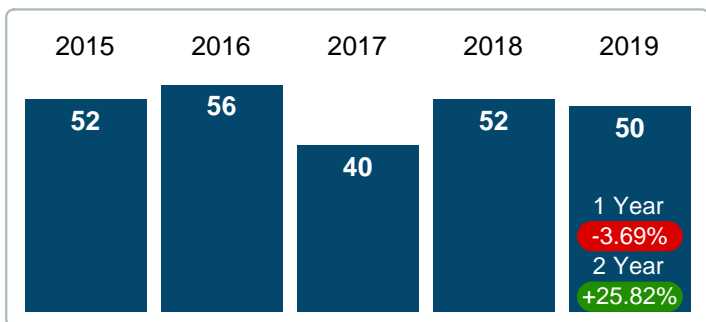
Area Delimited by County Of Mayes - Residential Property Type



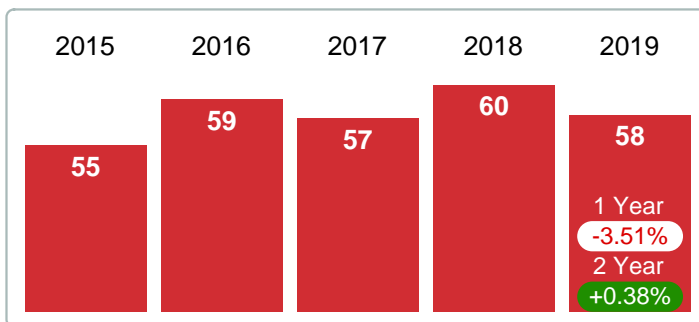
AVERAGE DAYS ON MARKET TO SALE

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

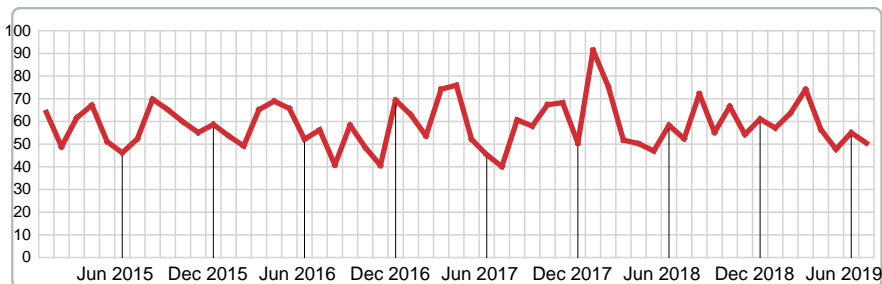
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 50 equal to 5 yr JUL average of 50



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	8.33%	62	62	0	0	0
\$50,001 - \$100,000	16.67%	35	9	40	0	0
\$100,001 - \$125,000	5.56%	47	0	47	0	0
\$125,001 - \$175,000	27.78%	41	24	45	0	0
\$175,001 - \$200,000	11.11%	76	0	67	85	0
\$200,001 - \$375,000	22.22%	41	0	52	8	0
\$375,001 and up	8.33%	95	0	0	87	113
Average Closed DOM		50	41	48	60	113
Total Closed Units	100%	50	6	23	6	1
Total Closed Volume		6,778,819	446.00K	3.79M	2.14M	400.00K

July 2019



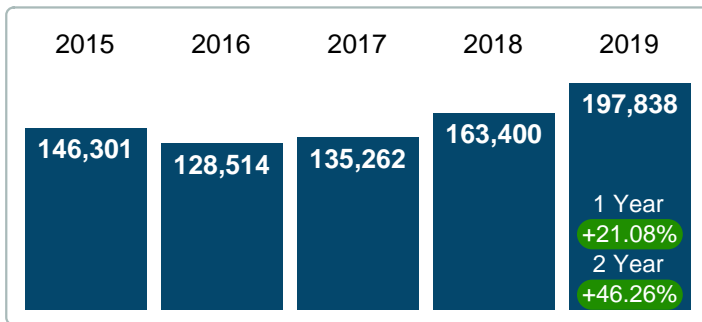
Area Delimited by County Of Mayes - Residential Property Type



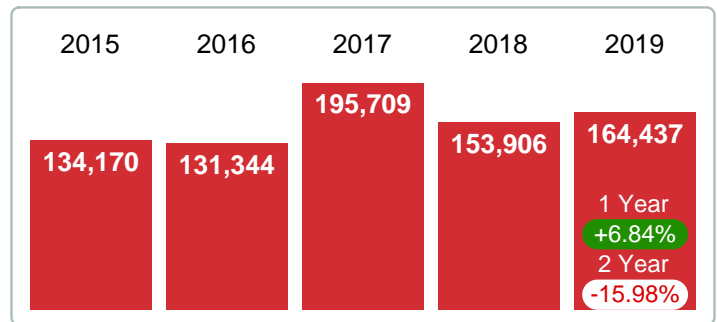
AVERAGE LIST PRICE AT CLOSING

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

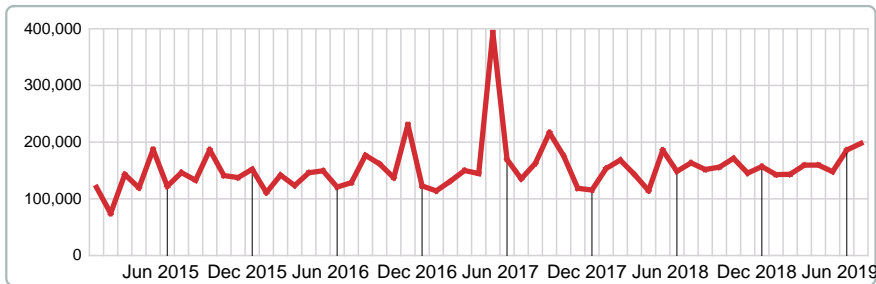
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

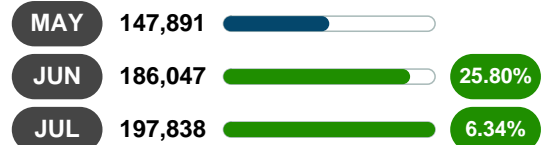


3 MONTHS

5 year JUL AVG = 154,263

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

Average List Price at Closing this month at **197,838**
above the 5 yr JUL average of **154,263**



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	8.33%	35,933	35,933	0	0	0
\$50,001 - \$100,000	11.11%	82,925	75,000	93,740	0	0
\$100,001 - \$125,000	11.11%	111,750	0	117,500	0	0
\$125,001 - \$175,000	25.00%	150,400	139,950	157,338	0	0
\$175,001 - \$200,000	13.89%	189,980	0	194,000	188,450	0
\$200,001 - \$375,000	19.44%	249,100	0	263,133	277,450	0
\$375,001 and up	11.11%	547,115	0	0	649,280	499,900
Average List Price		197,838	77,117	170,835	371,727	499,900
Total Closed Units	100%	197,838	6	23	6	1
Total Closed Volume		7,122,159	462.70K	3.93M	2.23M	499.90K

July 2019



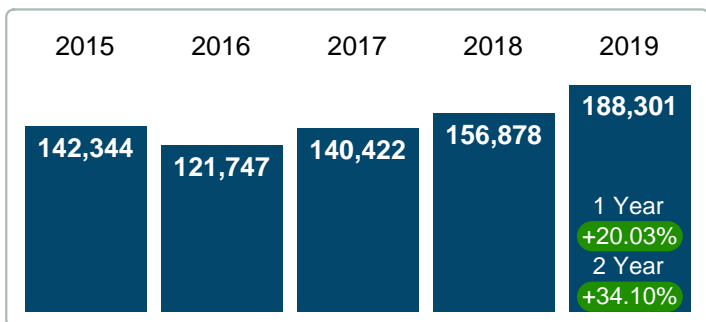
Area Delimited by County Of Mayes - Residential Property Type



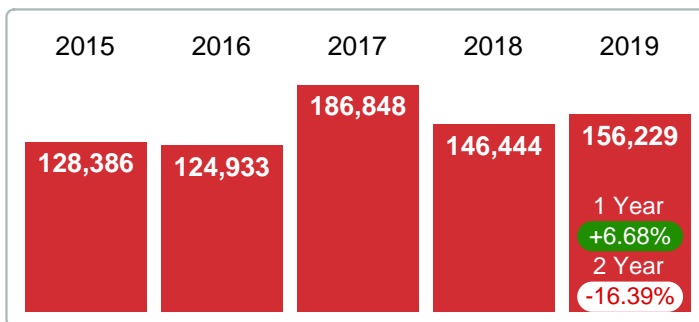
AVERAGE SOLD PRICE AT CLOSING

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

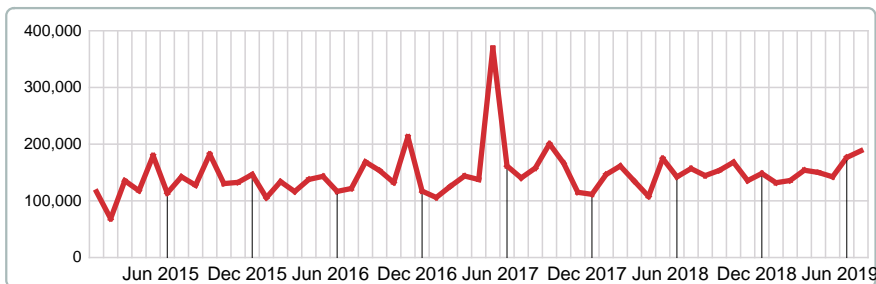
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

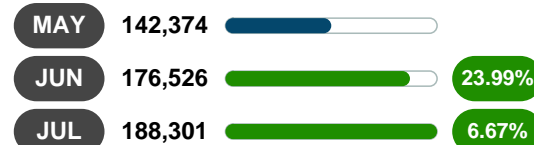


3 MONTHS

5 year JUL AVG = 149,938

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

Average Sold Price at Closing this month at **188,301**
above the 5 yr JUL average of **149,938**



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	8.33%	31,667	31,667	0	0	0
\$50,001 - \$100,000	16.67%	87,353	70,000	90,824	0	0
\$100,001 - \$125,000	5.56%	112,500	0	112,500	0	0
\$125,001 - \$175,000	27.78%	150,800	140,500	153,375	0	0
\$175,001 - \$200,000	11.11%	187,850	0	187,250	188,450	0
\$200,001 - \$375,000	22.22%	258,412	0	252,300	276,750	0
\$375,001 and up	8.33%	536,000	0	0	604,000	400,000
Average Sold Price		188,301	74,333	164,975	356,400	400,000
Total Closed Units	100%	188,301	6	23	6	1
Total Closed Volume		6,778,819	446.00K	3.79M	2.14M	400.00K

July 2019



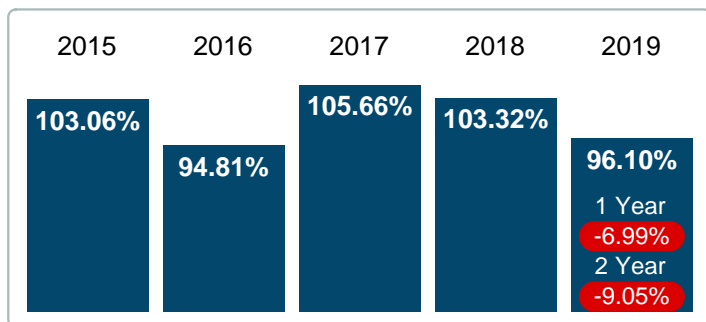
Area Delimited by County Of Mayes - Residential Property Type



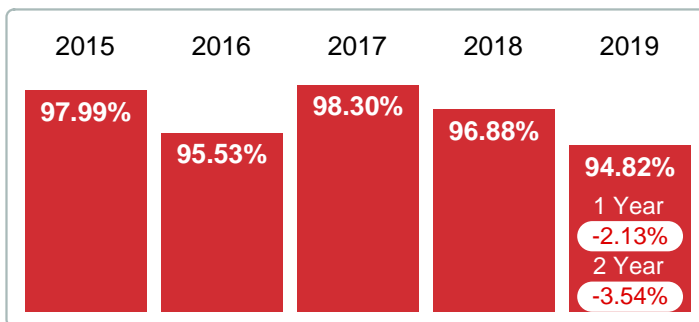
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

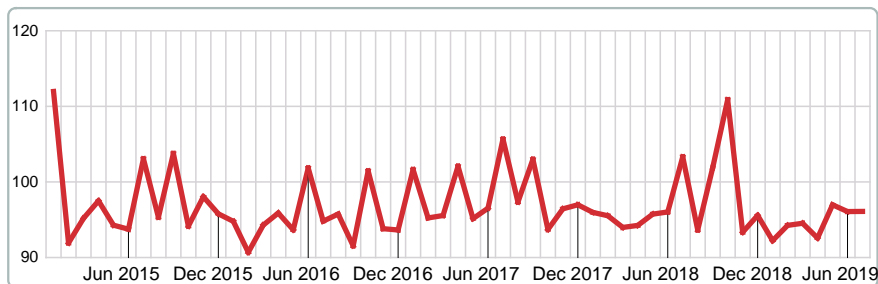
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

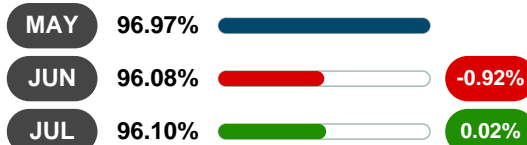


3 MONTHS

5 year JUL AVG = 100.59%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.10%** below the 5 yr JUL average of **100.59%**



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	3	8.33%	87.87%	87.87%	0.00%	0.00%	0.00%	
\$50,001 - \$100,000	6	16.67%	96.83%	93.33%	97.53%	0.00%	0.00%	
\$100,001 - \$125,000	2	5.56%	95.83%	0.00%	95.83%	0.00%	0.00%	
\$125,001 - \$175,000	10	27.78%	98.35%	100.37%	97.84%	0.00%	0.00%	
\$175,001 - \$200,000	4	11.11%	98.32%	0.00%	96.65%	100.00%	0.00%	
\$200,001 - \$375,000	8	22.22%	97.10%	0.00%	96.21%	99.75%	0.00%	
\$375,001 and up	3	8.33%	89.91%	0.00%	0.00%	94.85%	80.02%	
Average Sold/List Ratio		96.10%		92.95%	97.07%	98.20%	80.02%	
Total Closed Units		36	100%	96.10%	6	23	6	1
Total Closed Volume		6,778,819			446.00K	3.79M	2.14M	400.00K

July 2019



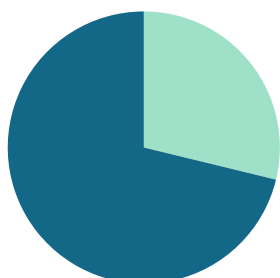
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

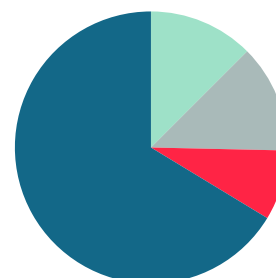


Inventory
 New Listings
72 = 28.80%
 Start Inventory
178
 Total Inventory Units
250
 Volume
\$76,445,673

Market Activity

Closed Sales
36 = 12.50%
 Pending Sales
37 = 12.85%
 Other Off Market
24 = 8.33%
 Active Inventory
191 = 66.32%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	36	-2.70%	190	213	12.11%
Pending Sales	43	37	-13.95%	217	228	5.07%
New Listings	66	72	9.09%	473	407	-13.95%
Average List Price	163,400	197,838	21.08%	153,906	164,437	6.84%
Average Sale Price	156,878	188,301	20.03%	146,444	156,229	6.68%
Average Percent of Selling Price to List Price	103.32%	96.10%	-6.99%	96.88%	94.82%	-2.13%
Average Days on Market to Sale	52.41	50.47	-3.69%	59.60	57.51	-3.51%
Monthly Inventory	226	191	-15.49%	226	191	-15.49%
Months Supply of Inventory	8.02	6.26	-21.95%	8.02	6.26	-21.95%

Absorption: Last 12 months, an Average of **31** Sales/Month

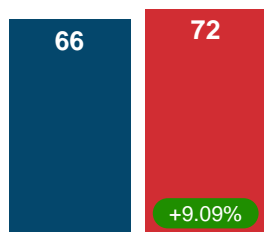
Inventory on July 31, 2019 = **191**

2018 **2019**

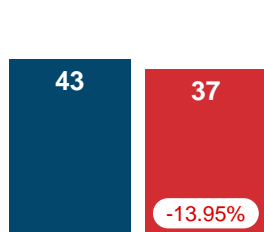
JULY MARKET

AVERAGE PRICES

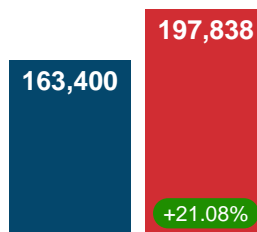
New Listings



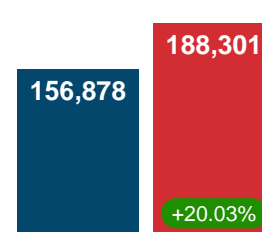
Pending Listings



List Price



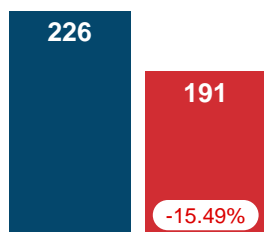
Sale Price



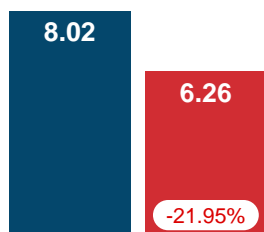
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

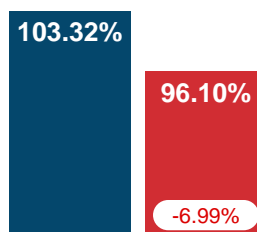
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

