

November 2019



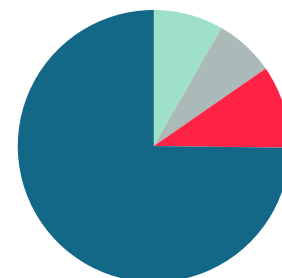
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|--|----------|---------|---------|
| | 2018 | 2019 | +/-% |
| Closed Listings | 32 | 21 | -34.38% |
| Pending Listings | 27 | 18 | -33.33% |
| New Listings | 58 | 49 | -15.52% |
| Average List Price | 145,381 | 166,755 | 14.70% |
| Average Sale Price | 135,595 | 158,543 | 16.92% |
| Average Percent of Selling Price to List Price | 93.34% | 103.32% | 10.69% |
| Average Days on Market to Sale | 54.28 | 51.81 | -4.55% |
| End of Month Inventory | 218 | 190 | -12.84% |
| Months Supply of Inventory | 7.67 | 6.40 | -16.52% |



■ Closed (8.27%)
■ Pending (7.09%)
■ Other OffMarket (9.84%)
■ Active (74.80%)

Absorption: Last 12 months, an Average of **30** Sales/Month
Active Inventory as of November 30, 2019 = **190**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **12.84%** to 190 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 **6.40** 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 **16.92%** in November 2019 to \$158,543 versus the previous year at \$135,595.

Average Days on Market Shortens

The average number of **51.81** days that homes spent on the market before selling decreased by 2.47 days or **4.55%** in November 2019 compared to last year's same month at **54.28** DOM.

Sales Success for November 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 49 New Listings in November 2019, down **15.52%** from last year at 58. Furthermore, there were 21 Closed Listings this month versus last year at 32, a **-34.38%** decrease.

Closed versus Listed trends yielded a **42.9%** ratio, down from previous year's, November 2018, at **55.2%**, a **22.32%** downswing. 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

November 2019



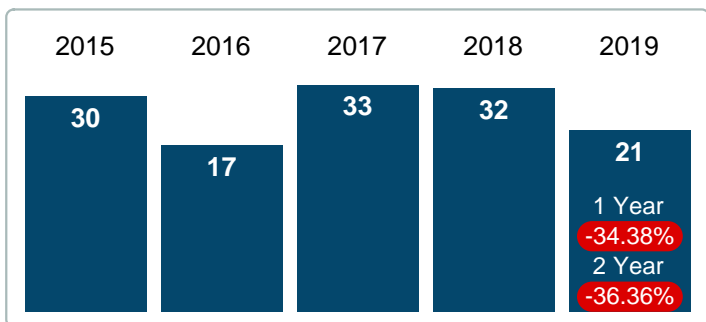
Area Delimited by County Of Mayes - Residential Property Type



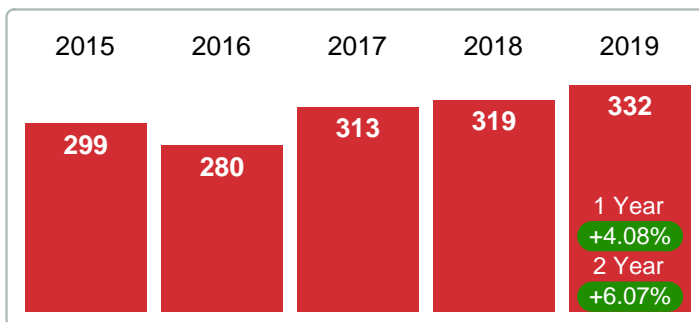
CLOSED LISTINGS

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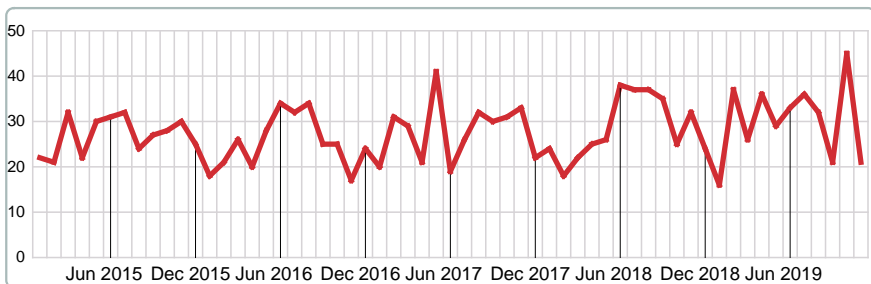
NOVEMBER



YEAR TO DATE (YTD)

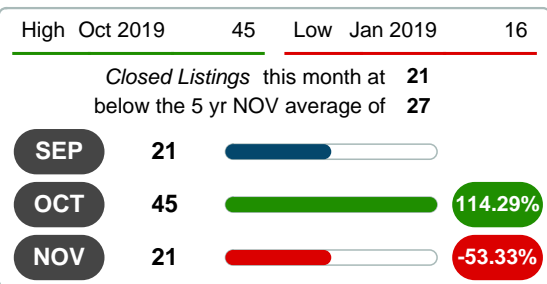


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed 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 | 4 | 19.05% | 43.0 | 2 | 2 | 0 | 0 |
| \$50,001 - \$100,000 | 3 | 14.29% | 58.0 | 1 | 2 | 0 | 0 |
| \$100,001 - \$175,000 | 5 | 23.81% | 70.0 | 1 | 4 | 0 | 0 |
| \$175,001 - \$225,000 | 4 | 19.05% | 70.0 | 0 | 3 | 1 | 0 |
| \$225,001 - \$225,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$225,001 and up | 5 | 23.81% | 22.4 | 0 | 4 | 1 | 0 |
| Total Closed Units | 21 | | | 4 | 15 | 2 | 0 |
| Total Closed Volume | 3,329,400 | 100% | 51.8 | 255.30K | 2.58M | 490.00K | 0.00B |
| Average Closed Price | \$158,543 | | | \$63,825 | \$172,273 | \$245,000 | \$0 |

November 2019



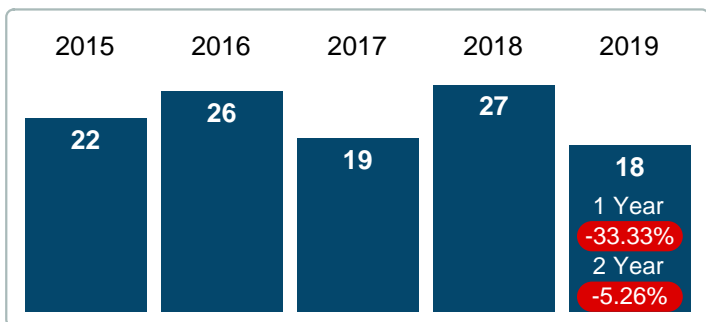
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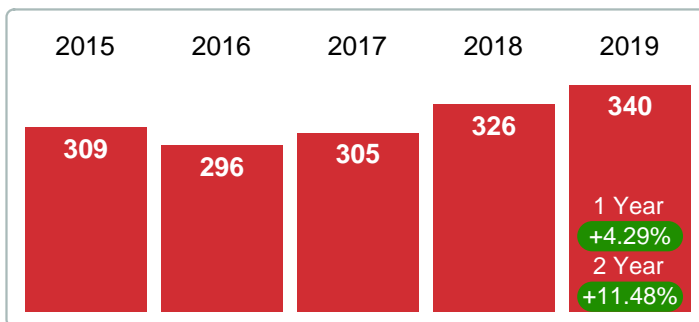
PENDING LISTINGS

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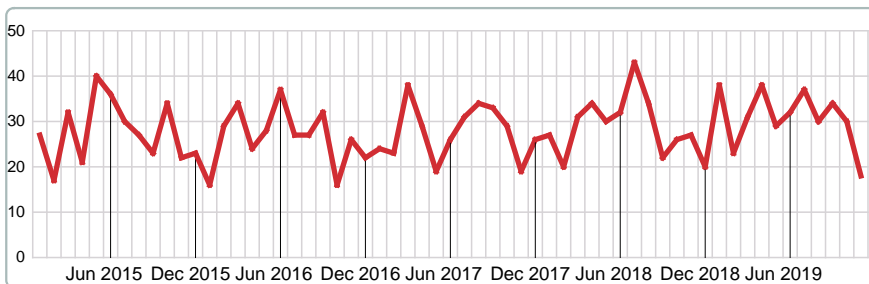
NOVEMBER



YEAR TO DATE (YTD)

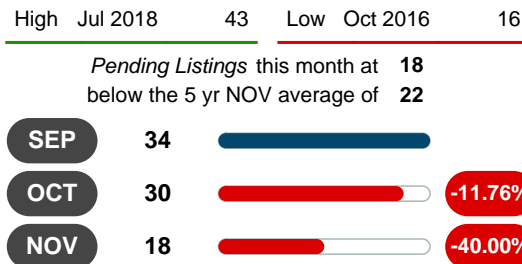


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|-----------------|
| \$50,000 and less | 2 | 11.11% | 33.0 | 1 | 1 | 0 | 0 |
| \$50,001 - \$100,000 | 1 | 5.56% | 97.0 | 0 | 0 | 0 | 1 |
| \$100,001 - \$100,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$100,001 - \$175,000 | 7 | 38.89% | 67.4 | 0 | 6 | 1 | 0 |
| \$175,001 - \$200,000 | 3 | 16.67% | 17.0 | 0 | 3 | 0 | 0 |
| \$200,001 - \$375,000 | 3 | 16.67% | 48.7 | 0 | 0 | 3 | 0 |
| \$375,001 and up | 2 | 11.11% | 56.0 | 1 | 1 | 0 | 0 |
| Total Pending Units | 18 | | | 2 | 11 | 4 | 1 |
| Total Pending Volume | 3,357,882 | 100% | 50.8 | 429.90K | 1.87M | 1.01M | 55.90K |
| Average Listing Price | \$198,568 | | | \$214,950 | \$169,653 | \$251,475 | \$55,900 |

November 2019



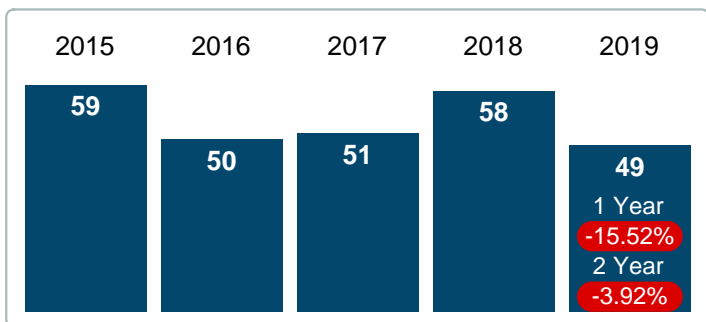
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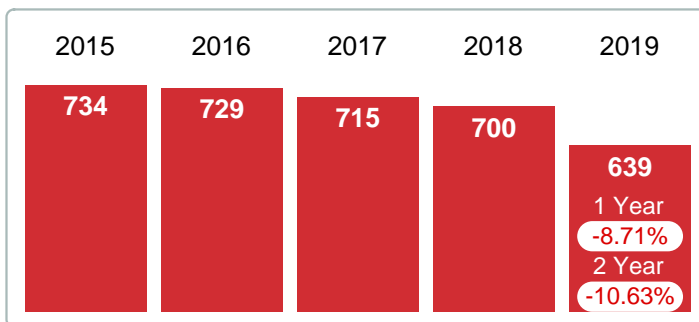
NEW LISTINGS

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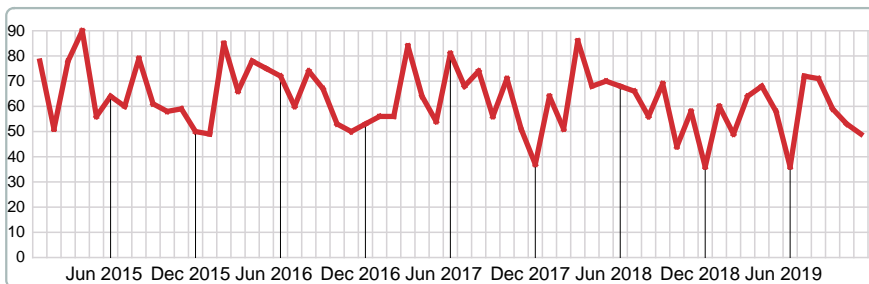
NOVEMBER



YEAR TO DATE (YTD)

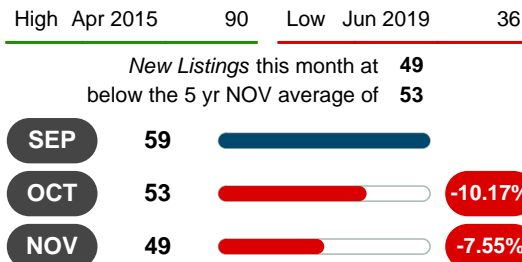


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|--------------------|
| \$25,000 and less | 1 | 2.04% | 1 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 8 | 16.33% | 4 | 4 | 0 | 0 |
| \$75,001 - \$100,000 | 5 | 10.20% | 0 | 5 | 0 | 0 |
| \$100,001 - \$175,000 | 15 | 30.61% | 2 | 13 | 0 | 0 |
| \$175,001 - \$275,000 | 8 | 16.33% | 1 | 6 | 1 | 0 |
| \$275,001 - \$475,000 | 7 | 14.29% | 1 | 4 | 2 | 0 |
| \$475,001 and up | 5 | 10.20% | 2 | 0 | 1 | 2 |
| Total New Listed Units | 49 | | 11 | 32 | 4 | 2 |
| Total New Listed Volume | 18,317,780 | 100% | 2.44M | 5.27M | 1.55M | 9.05M |
| Average New Listed Listing Price | \$162,673 | | \$222,218 | \$164,668 | \$388,500 | \$4,525,000 |



Area Delimited by County Of Mayes - Residential Property Type

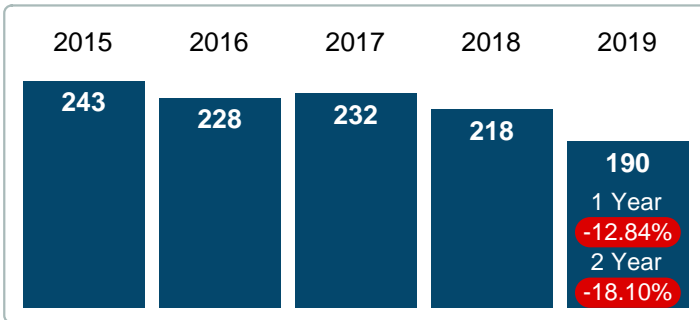


November 2019

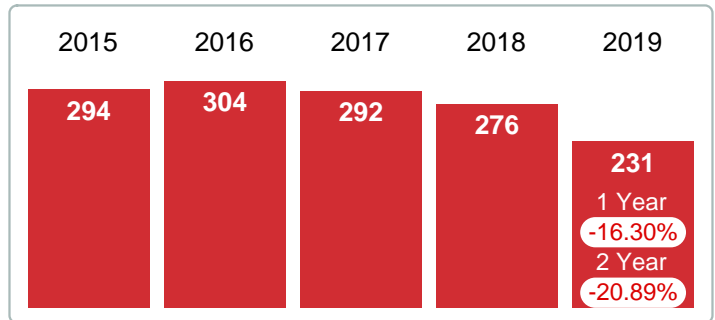
ACTIVE INVENTORY

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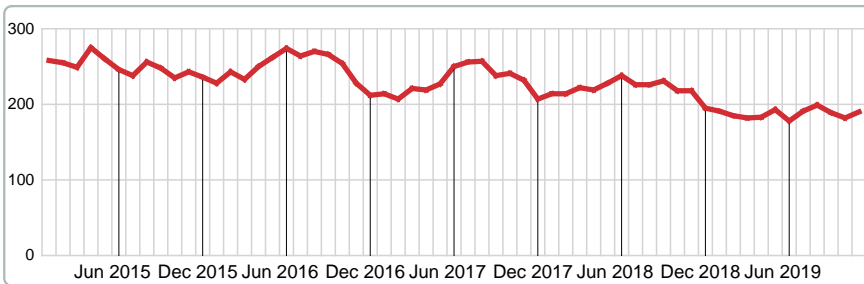
END OF NOVEMBER



ACTIVE DURING NOVEMBER

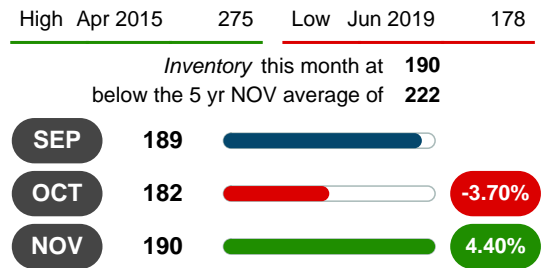


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 222



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 | 5.79% | 43.2 | 7 | 2 | 2 | 0 |
| \$50,001 - \$100,000 | 31 | 16.32% | 68.4 | 5 | 23 | 2 | 1 |
| \$100,001 - \$125,000 | 15 | 7.89% | 52.3 | 2 | 12 | 1 | 0 |
| \$125,001 - \$225,000 | 61 | 32.11% | 82.1 | 10 | 41 | 9 | 1 |
| \$225,001 - \$325,000 | 31 | 16.32% | 80.5 | 4 | 14 | 11 | 2 |
| \$325,001 - \$500,000 | 22 | 11.58% | 83.4 | 4 | 12 | 5 | 1 |
| \$500,001 and up | 19 | 10.00% | 76.7 | 2 | 3 | 6 | 8 |
| Total Active Inventory by Units | 190 | | | 34 | 107 | 36 | 13 |
| Total Active Inventory by Volume | 57,900,093 | 100% | 74.6 | 6.79M | 20.71M | 11.89M | 18.51M |
| Average Active Inventory Listing Price | \$304,737 | | | \$199,797 | \$193,576 | \$330,242 | \$1,423,515 |

November 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 NOVEMBER

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
| | | | | |

INDICATORS FOR NOVEMBER 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 190 | 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 NOV AVG = inf

| High Nov 2019 | inf | Low Nov 2019 | inf |
|---|-----|--------------|-----|
| Months Supply this month at inf equal to 5 yr NOV average of inf | | | |
| SEP | inf | | % |
| OCT | inf | | % |
| NOV | 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 | | 5.79% | 2.81 | 3.50 | 1.14 | 12.00 | 0.00 | |
| \$50,001 - \$100,000 | 31 | | 16.32% | 4.83 | 2.73 | 5.75 | 3.43 | 0.00 | |
| \$100,001 - \$125,000 | 15 | | 7.89% | 5.29 | 3.00 | 5.76 | 12.00 | 0.00 | |
| \$125,001 - \$225,000 | 61 | | 32.11% | 5.81 | 10.00 | 5.41 | 5.68 | 3.00 | |
| \$225,001 - \$325,000 | 31 | | 16.32% | 7.44 | 12.00 | 6.22 | 8.25 | 8.00 | |
| \$325,001 - \$500,000 | 22 | | 11.58% | 15.53 | 0.00 | 14.40 | 15.00 | 4.00 | |
| \$500,001 and up | 19 | | 10.00% | 45.60 | 0.00 | 36.00 | 24.00 | 96.00 | |
| Market Supply of Inventory (MSI) | | 6.40 | | | 5.83 | 5.76 | 8.31 | 14.18 | |
| Total Active Inventory by Units | | 190 | 100% | 6.40 | 34 | 107 | 36 | 13 | |

November 2019



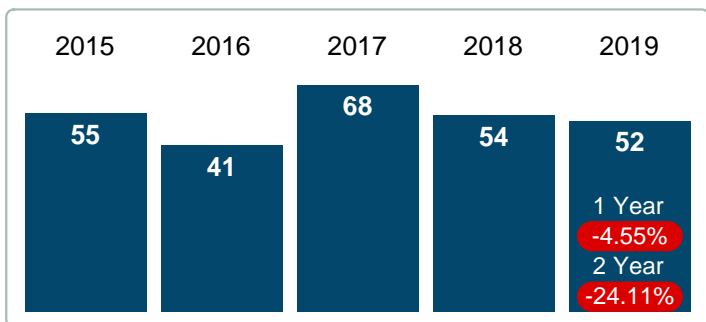
Area Delimited by County Of Mayes - Residential Property Type



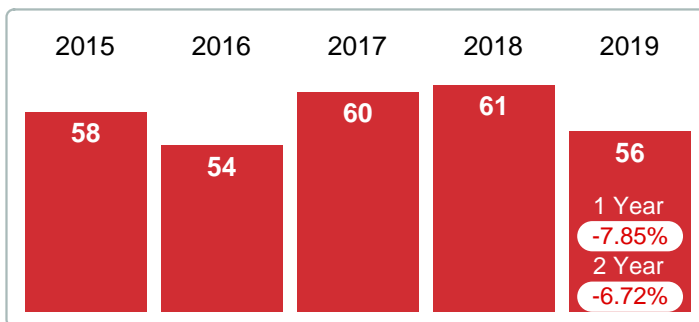
AVERAGE DAYS ON MARKET TO SALE

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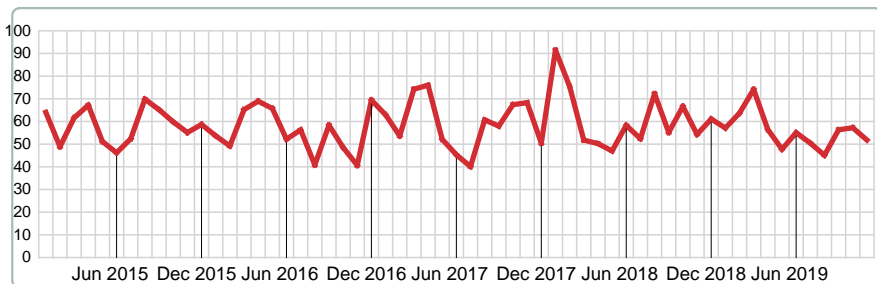
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 54

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 52 below the 5 yr NOV average of 54



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 |
|---|-------------|------------------|----------------|--------------|----------------|--------------|
| \$25,000 and less | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 19.05% | 43 | 32 | 55 | 0 | 0 |
| \$50,001 - \$100,000 | 14.29% | 58 | 27 | 74 | 0 | 0 |
| \$100,001 - \$175,000 | 23.81% | 70 | 56 | 74 | 0 | 0 |
| \$175,001 - \$225,000 | 19.05% | 70 | 0 | 66 | 83 | 0 |
| \$225,001 - \$225,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$225,001 and up | 23.81% | 22 | 0 | 28 | 1 | 0 |
| Average Closed DOM | | 52 | 37 | 57 | 42 | 0 |
| Total Closed Units | 100% | 52 | 4 | 15 | 2 | |
| Total Closed Volume | | 3,329,400 | 255.30K | 2.58M | 490.00K | 0.00B |

November 2019



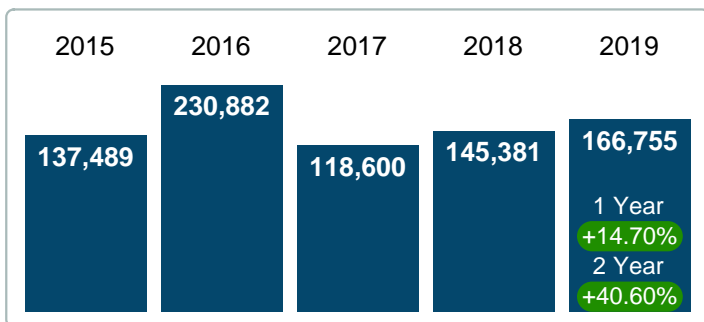
Area Delimited by County Of Mayes - Residential Property Type



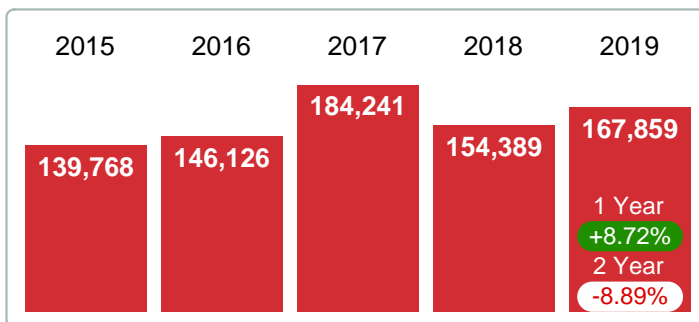
AVERAGE LIST PRICE AT CLOSING

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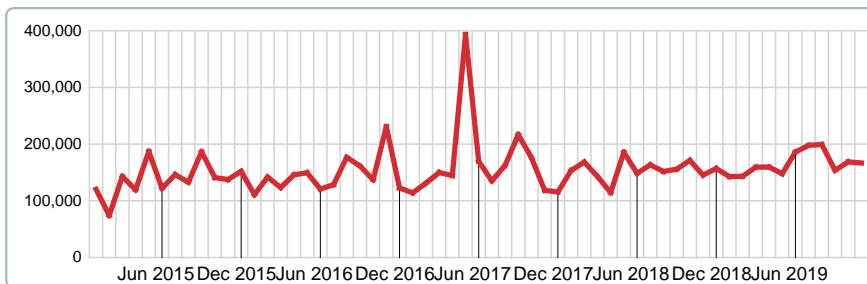
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 159,822

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

Average List Price at Closing this month at **166,755**
above the 5 yr NOV average of **159,822**

| Month | Price | Change |
|-------|---------|--------|
| SEP | 153,800 | |
| OCT | 168,737 | +9.71% |
| NOV | 166,755 | -1.17% |

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 |
|--|-------------|------------------|----------------|----------------|----------------|--------------|
| \$25,000 and less | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 19.05% | 47,475 | 45,000 | 51,950 | 0 | 0 |
| \$50,001 - \$100,000 | 14.29% | 77,500 | 80,000 | 109,700 | 0 | 0 |
| \$100,001 - \$175,000 | 28.57% | 138,825 | 114,800 | 149,313 | 0 | 0 |
| \$175,001 - \$225,000 | 14.29% | 206,500 | 0 | 153,167 | 210,000 | 0 |
| \$225,001 - \$225,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$225,001 and up | 23.81% | 325,400 | 0 | 332,000 | 299,000 | 0 |
| Average List Price | | 166,755 | 71,200 | 180,537 | 254,500 | 0 |
| Total Closed Units | 100% | 166,755 | 4 | 15 | 2 | |
| Total Closed Volume | | 3,501,850 | 284.80K | 2.71M | 509.00K | 0.00B |

November 2019



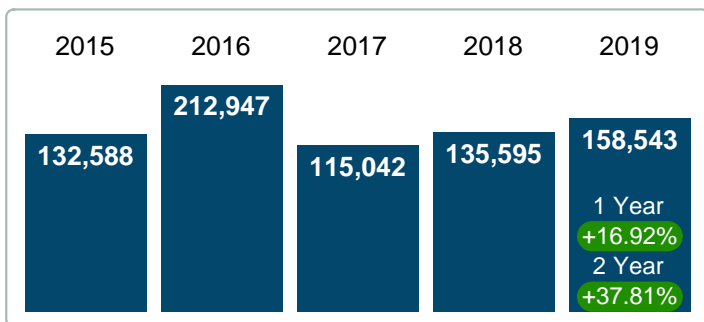
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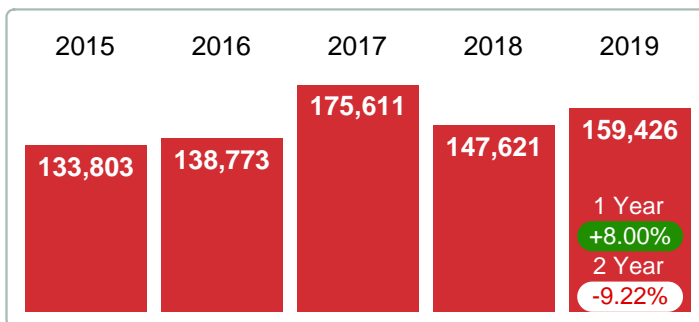
AVERAGE SOLD PRICE AT CLOSING

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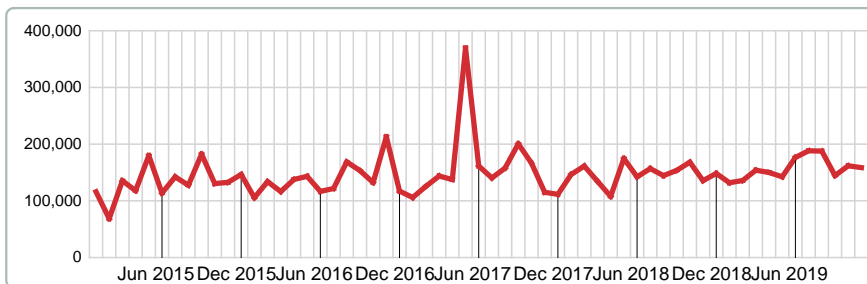
NOVEMBER



YEAR TO DATE (YTD)

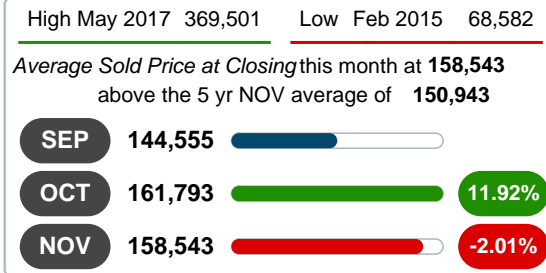


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 150,943



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 |
|--|---|--------|-----------|----------|---------|---------|---------|
| \$25,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 4 | 19.05% | 37,950 | 38,900 | 37,000 | 0 | 0 |
| \$50,001 - \$100,000 | 3 | 14.29% | 79,833 | 67,500 | 86,000 | 0 | 0 |
| \$100,001 - \$175,000 | 5 | 23.81% | 132,500 | 110,000 | 138,125 | 0 | 0 |
| \$175,001 - \$225,000 | 4 | 19.05% | 191,250 | 0 | 188,333 | 200,000 | 0 |
| \$225,001 - \$225,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$225,001 and up | 5 | 23.81% | 302,120 | 0 | 305,150 | 290,000 | 0 |
| Average Sold Price | | | 158,543 | 63,825 | 172,273 | 245,000 | 0 |
| Total Closed Units | | 100% | 158,543 | 4 | 15 | 2 | |
| Total Closed Volume | | | 3,329,400 | 255.30K | 2.58M | 490.00K | 0.00B |

November 2019



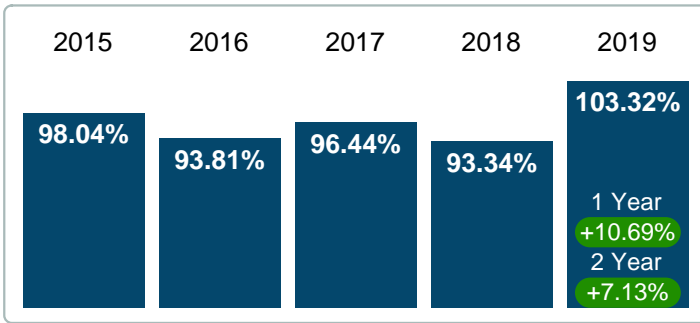
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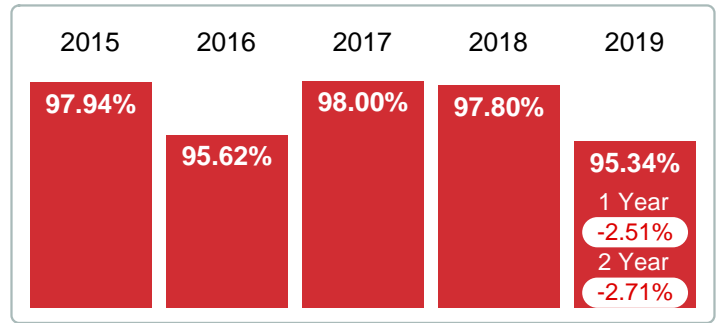
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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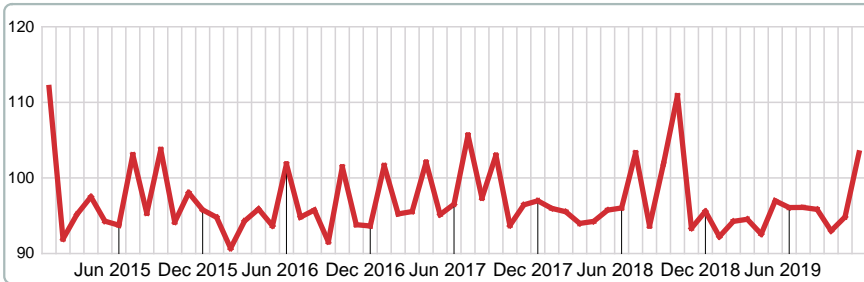
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

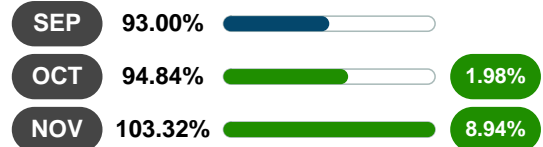


3 MONTHS

5 year NOV AVG = 96.99%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **103.32%** above the 5 yr NOV average of **96.99%**



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 |
|--|---|------------------|-------------|----------------|----------------|----------------|--------------|
| \$25,000 and less | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$25,001 - \$50,000 | 4 | 19.05% | 78.48% | 86.00% | 70.95% | 0.00% | 0.00% |
| \$50,001 - \$100,000 | 3 | 14.29% | 80.38% | 84.38% | 78.39% | 0.00% | 0.00% |
| \$100,001 - \$175,000 | 5 | 23.81% | 94.03% | 95.82% | 93.58% | 0.00% | 0.00% |
| \$175,001 - \$225,000 | 4 | 19.05% | 166.79% | 0.00% | 190.64% | 95.24% | 0.00% |
| \$225,001 - \$225,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$225,001 and up | 5 | 23.81% | 95.47% | 0.00% | 95.09% | 96.99% | 0.00% |
| Average Sold/List Ratio | | 103.30% | | 88.05% | 108.35% | 96.11% | 0.00% |
| Total Closed Units | | 21 | 100% | 4 | 15 | 2 | |
| Total Closed Volume | | 3,329,400 | | 255.30K | 2.58M | 490.00K | 0.00B |

November 2019



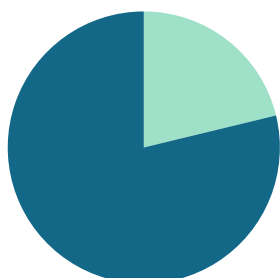
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY



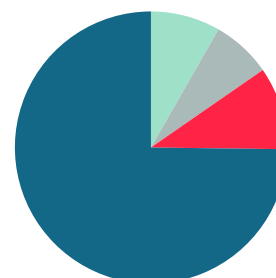
Inventory

- New Listings **49 = 21.21%**
- Start Inventory **182**
- Total Inventory Units **231**
- Volume **\$75,444,649**

Market Activity

- Closed Sales **21 = 8.27%**
- Pending Sales **18 = 7.09%**
- Other Off Market **25 = 9.84%**
- Active Inventory **190 = 74.80%**

MARKET ACTIVITY



| Compared Metrics | November | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 32 | 21 | -34.38% | 319 | 332 | 4.08% |
| Pending Sales | 27 | 18 | -33.33% | 326 | 340 | 4.29% |
| New Listings | 58 | 49 | -15.52% | 700 | 639 | -8.71% |
| Average List Price | 145,381 | 166,755 | 14.70% | 154,389 | 167,859 | 8.72% |
| Average Sale Price | 135,595 | 158,543 | 16.92% | 147,621 | 159,426 | 8.00% |
| Average Percent of Selling Price to List Price | 93.34% | 103.32% | 10.69% | 97.80% | 95.34% | -2.51% |
| Average Days on Market to Sale | 54.28 | 51.81 | -4.55% | 60.60 | 55.84 | -7.85% |
| Monthly Inventory | 218 | 190 | -12.84% | 218 | 190 | -12.84% |
| Months Supply of Inventory | 7.67 | 6.40 | -16.52% | 7.67 | 6.40 | -16.52% |

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

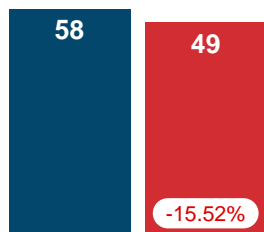
Inventory on November 30, 2019 = **190**

2018 **2019**

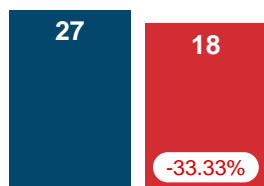
NOVEMBER MARKET

AVERAGE PRICES

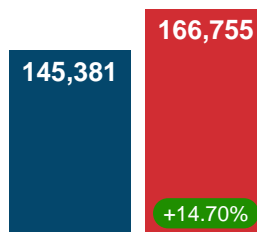
New Listings



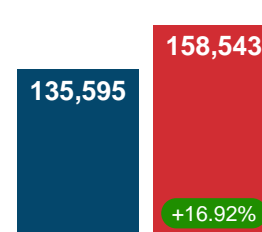
Pending Listings



List Price



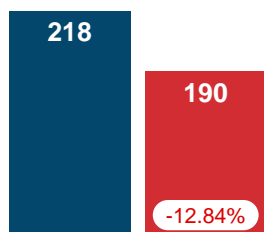
Sale Price



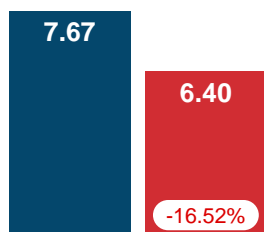
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

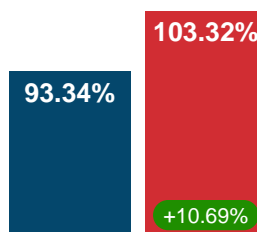
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

