

November 2019



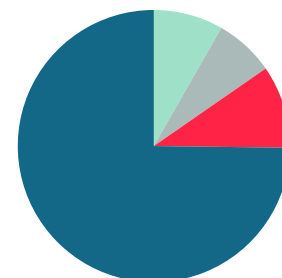
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	129,900	164,500	26.64%
Median Sale Price	127,100	155,000	21.95%
Median Percent of Selling Price to List Price	95.55%	91.58%	-4.15%
Median Days on Market to Sale	52.50	39.00	-25.71%
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.

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 **21.95%** in November 2019 to \$155,000 versus the previous year at \$127,100.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 13.50 days or **25.71%** in November 2019 compared to last year's same month at **52.50** DOM.

Sales Success for November 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 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.

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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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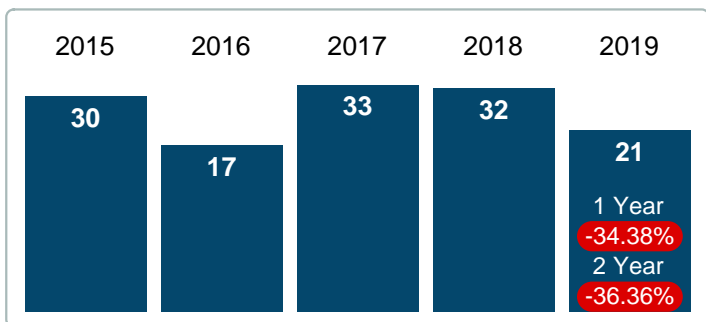
Area Delimited by County Of Mayes - Residential Property Type



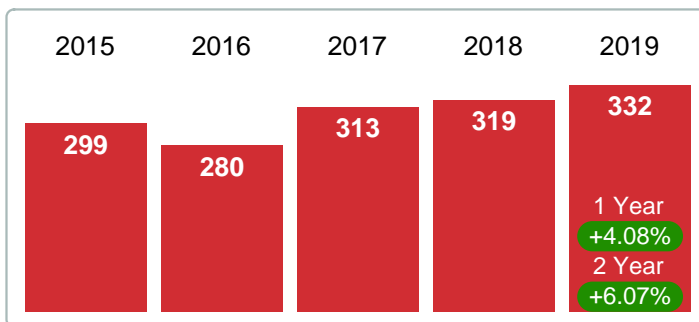
CLOSED LISTINGS

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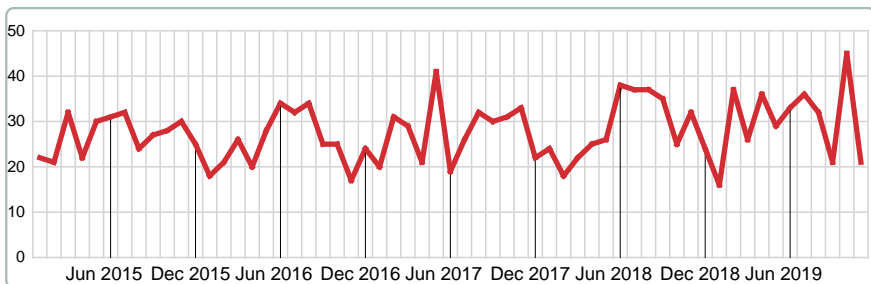
NOVEMBER



YEAR TO DATE (YTD)

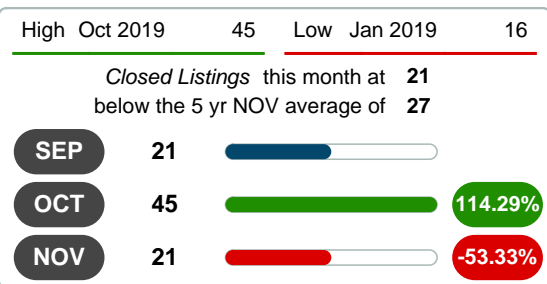


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	33.0	2	2	0	0
\$50,001 - \$100,000	3	14.29%	27.0	1	2	0	0
\$100,001 - \$175,000	5	23.81%	56.0	1	4	0	0
\$175,001 - \$225,000	4	19.05%	61.0	0	3	1	0
\$225,001 - \$225,000	0	0.00%	61.0	0	0	0	0
\$225,001 and up	5	23.81%	8.0	0	4	1	0
Total Closed Units	21			4	15	2	0
Total Closed Volume	3,329,400	100%	39.0	255.30K	2.58M	490.00K	0.00B
Median Closed Price	\$155,000			\$56,250	\$161,000	\$245,000	\$0

November 2019



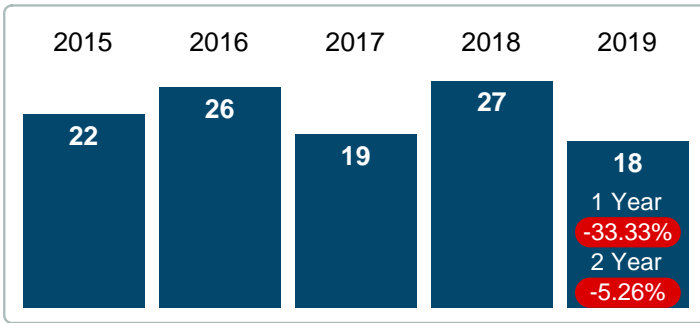
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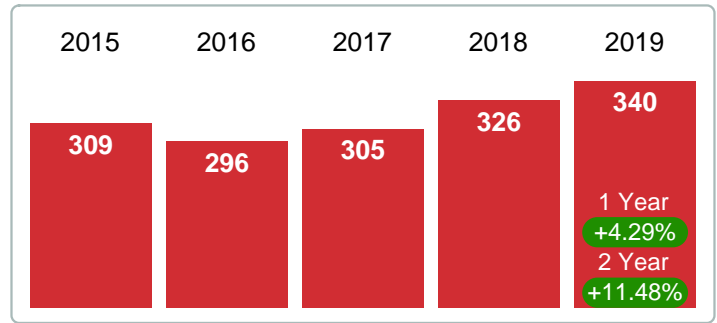
PENDING LISTINGS

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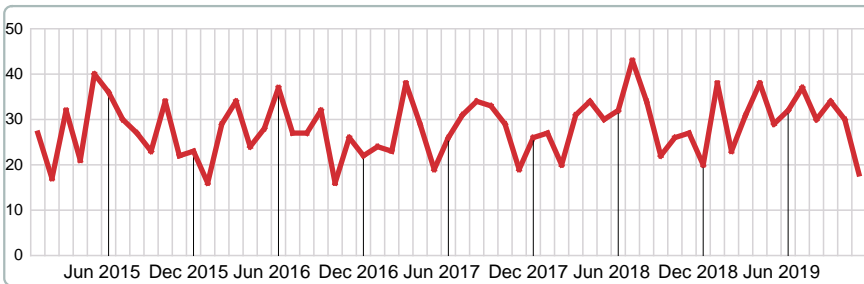
NOVEMBER



YEAR TO DATE (YTD)

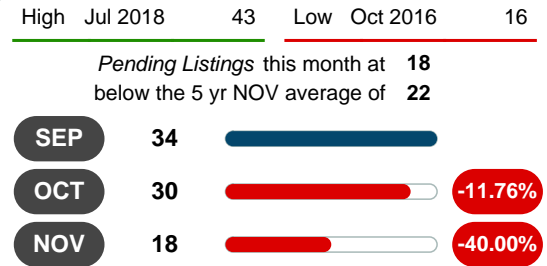


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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 - \$120,000	3	16.67%	117.0	0	2	1	0
\$120,001 - \$180,000	5	27.78%	34.0	0	5	0	0
\$180,001 - \$210,000	2	11.11%	25.5	0	2	0	0
\$210,001 - \$370,000	3	16.67%	19.0	0	0	3	0
\$370,001 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%	30.5	429.90K	1.87M	1.01M	55.90K
Median Listing Price	\$146,441			\$214,950	\$145,000	\$259,250	\$55,900

November 2019



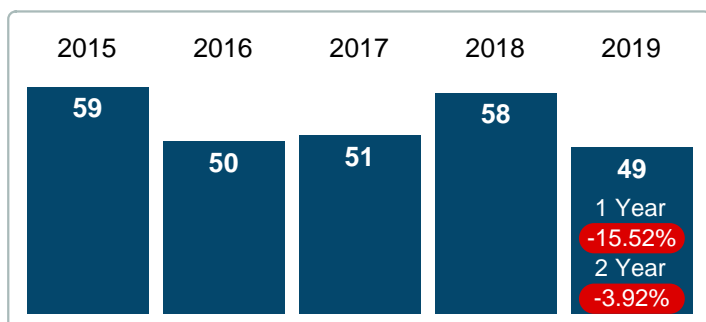
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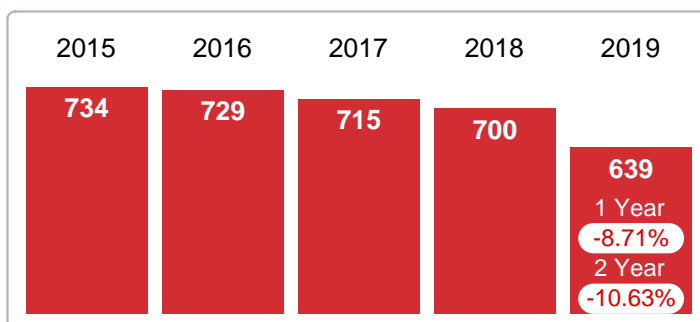
NEW LISTINGS

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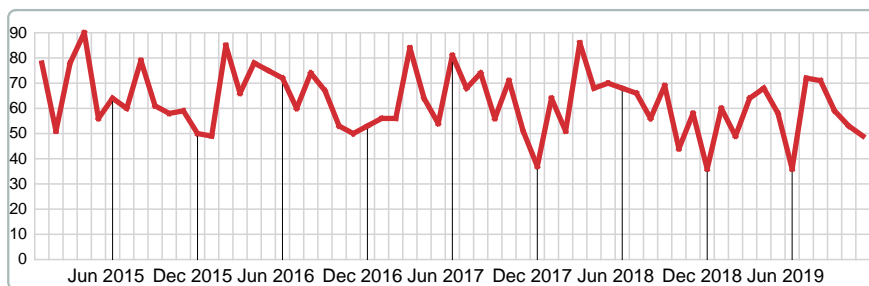
NOVEMBER



YEAR TO DATE (YTD)

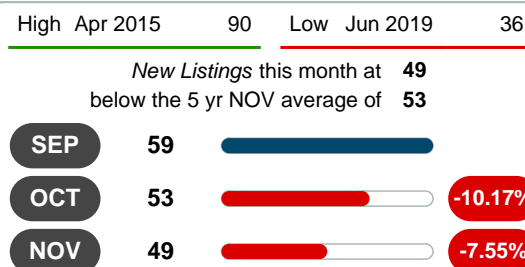


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	1	2.04%	1	0	0	0
\$40,001 - \$90,000	9	18.37%	4	5	0	0
\$90,001 - \$120,000	8	16.33%	0	8	0	0
\$120,001 - \$170,000	11	22.45%	2	9	0	0
\$170,001 - \$290,000	8	16.33%	1	6	1	0
\$290,001 - \$490,000	7	14.29%	1	4	2	0
\$490,001 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
Median New Listed Listing Price	\$149,999		\$135,000	\$142,250	\$304,500	\$4,525,000

November 2019



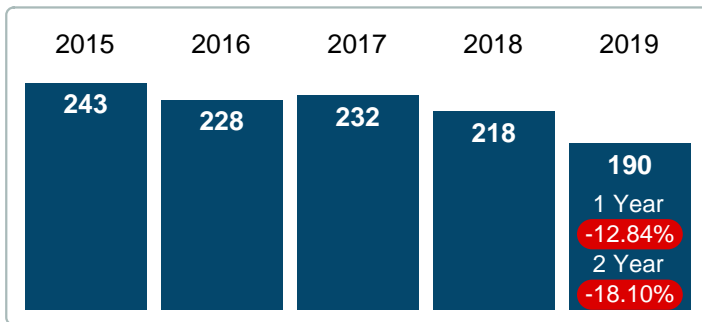
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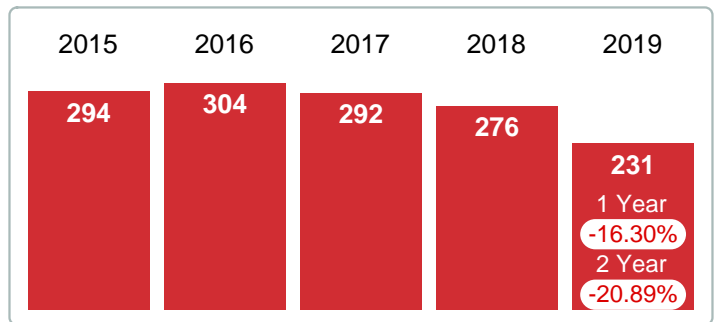
ACTIVE INVENTORY

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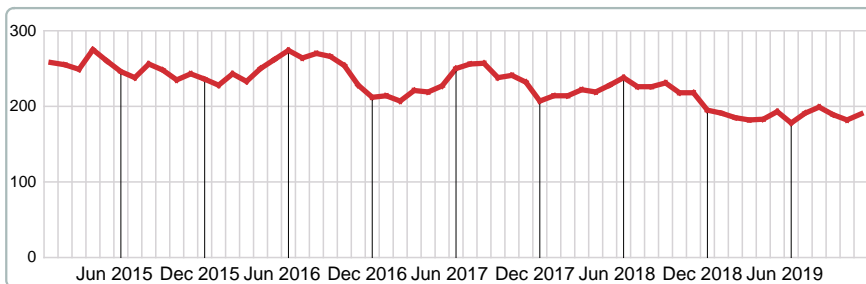
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 222

High Apr 2015 275 Low Jun 2019 178

Inventory this month at 190
below the 5 yr NOV average of 222



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	11	5.79%	31.0	7	2	2	0
\$50,001 - \$100,000	31	16.32%	67.0	5	23	2	1
\$100,001 - \$125,000	15	7.89%	38.0	2	12	1	0
\$125,001 - \$225,000	61	32.11%	77.0	10	41	9	1
\$225,001 - \$325,000	31	16.32%	82.0	4	14	11	2
\$325,001 - \$500,000	22	11.58%	82.0	4	12	5	1
\$500,001 and up	19	10.00%	78.0	2	3	6	8
Total Active Inventory by Units	190			34	107	36	13
Total Active Inventory by Volume	57,900,093	100%	75.0	6.79M	20.71M	11.89M	18.51M
Median Active Inventory Listing Price	\$174,950			\$138,700	\$151,000	\$251,250	\$825,000



Area Delimited by County Of Mayes - Residential Property Type



November 2019

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



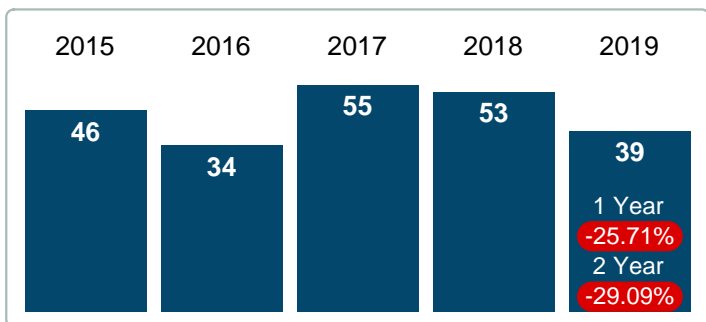
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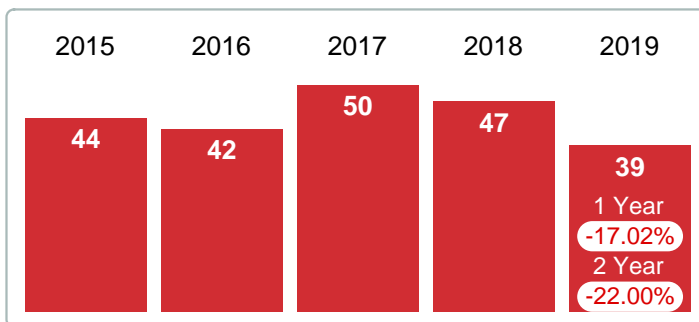
MEDIAN DAYS ON MARKET TO SALE

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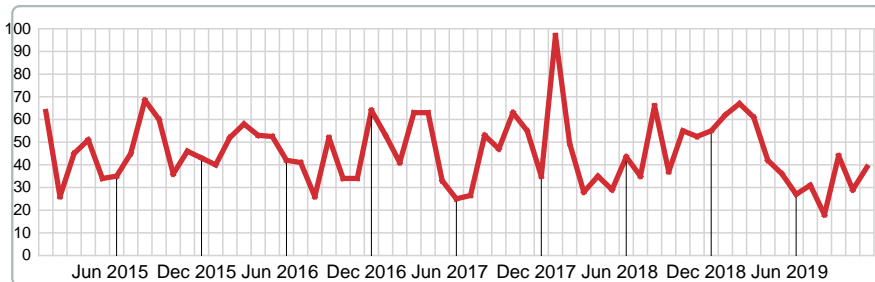
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 39 below the 5 yr NOV average of 45



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
\$25,000 and less	0.00%	78	0	0	0	0
\$25,001 - \$50,000	19.05%	33	32	55	0	0
\$50,001 - \$100,000	14.29%	27	27	74	0	0
\$100,001 - \$175,000	23.81%	56	56	60	0	0
\$175,001 - \$225,000	19.05%	61	0	39	83	0
\$225,001 - \$225,000	0.00%	61	0	0	0	0
\$225,001 and up	23.81%	8	0	9	1	0
Median Closed DOM		39	42	39	42	0
Total Closed Units	100%	39.0	4	15	2	
Total Closed Volume		3,329,400	255.30K	2.58M	490.00K	0.00B

November 2019



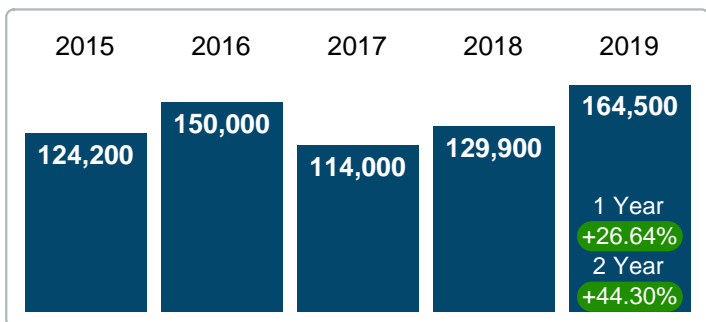
Area Delimited by County Of Mayes - Residential Property Type



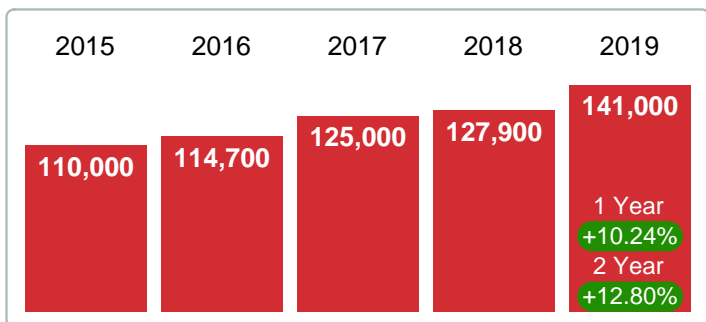
MEDIAN LIST PRICE AT CLOSING

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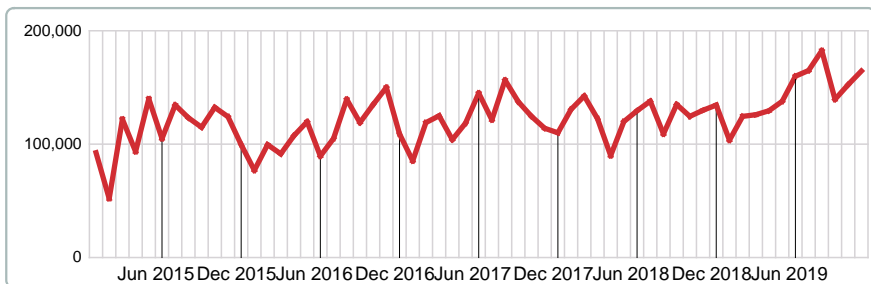
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

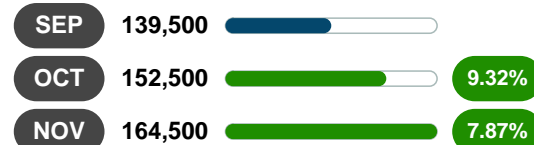


3 MONTHS

5 year NOV AVG = 136,520

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

Median List Price at Closing this month at **164,500**
above the 5 yr NOV average of **136,520**



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
\$25,000 and less	0	0.00%	8	0	0	0
\$25,001 - \$50,000	4	19.05%	49,950	45,000	49,950	0
\$50,001 - \$100,000	3	14.29%	80,000	80,000	76,250	0
\$100,001 - \$175,000	6	28.57%	139,650	114,800	164,500	0
\$175,001 - \$225,000	3	14.29%	210,000	0	204,750	210,000
\$225,001 - \$225,000	0	0.00%	210,000	0	0	0
\$225,001 and up	5	23.81%	245,000	0	245,000	299,000
Median List Price		164,500		65,000	165,000	254,500
Total Closed Units		21	100%	164,500	4	15
Total Closed Volume		3,501,850		284.80K	2.71M	509.00K

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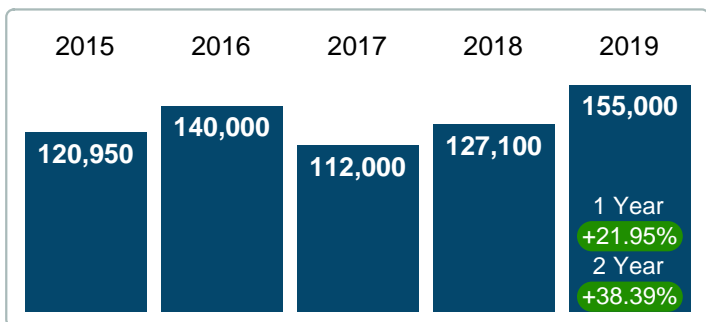
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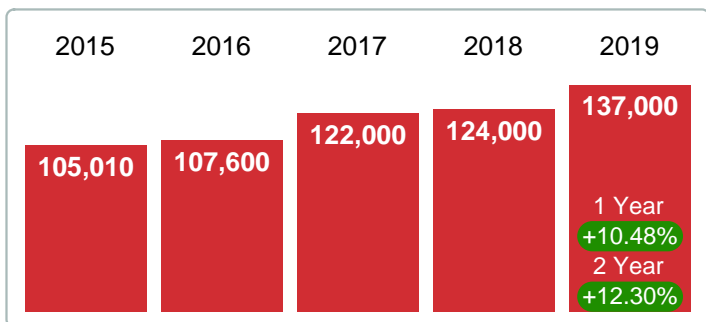
MEDIAN SOLD PRICE AT CLOSING

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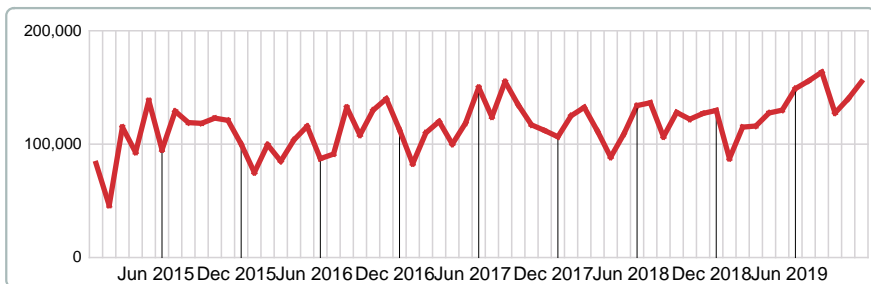
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

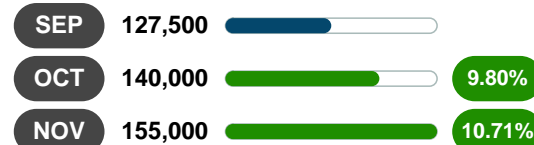


3 MONTHS

5 year NOV AVG = 131,010

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

Median Sold Price at Closing this month at **155,000** above the 5 yr NOV average of **131,010**



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
\$25,000 and less	0	0.00%	245,000	0	0	0	0
\$25,001 - \$50,000	4	19.05%	37,400	38,900	37,000	0	0
\$50,001 - \$100,000	3	14.29%	80,000	67,500	86,000	0	0
\$100,001 - \$175,000	5	23.81%	135,000	110,000	145,000	0	0
\$175,001 - \$225,000	4	19.05%	192,500	0	190,000	200,000	0
\$225,001 - \$225,000	0	0.00%	192,500	0	0	0	0
\$225,001 and up	5	23.81%	248,000	0	244,000	290,000	0
Median Sold Price			155,000	56,250	161,000	245,000	0
Total Closed Units		100%	155,000	4	15	2	
Total Closed Volume			3,329,400	255.30K	2.58M	490.00K	0.00B

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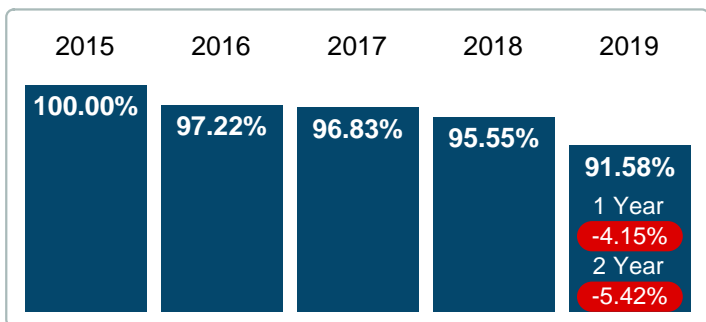
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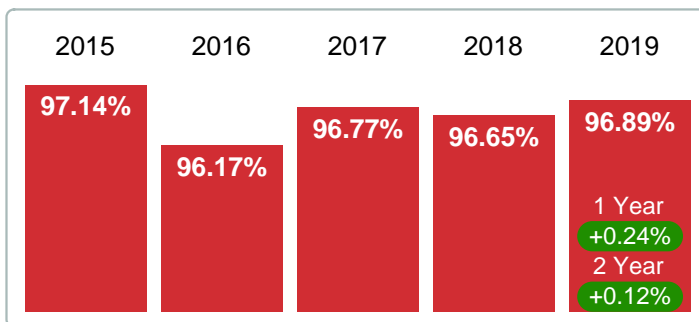
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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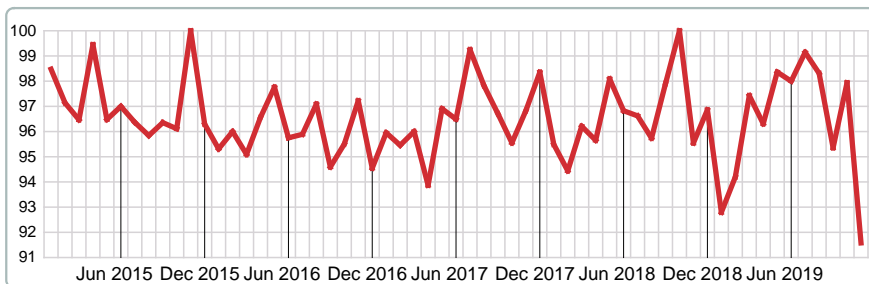
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

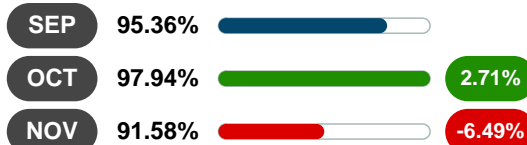


3 MONTHS

5 year NOV AVG = 96.24%

High Oct 2018 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **91.58%**
below the 5 yr NOV average of **96.24%**



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
\$25,000 and less	0	0.00%	48.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	4	19.05%	79.89%	86.00%	70.95%	0.00%	0.00%
\$50,001 - \$100,000	3	14.29%	83.71%	84.38%	78.39%	0.00%	0.00%
\$100,001 - \$175,000	5	23.81%	95.82%	95.82%	94.73%	0.00%	0.00%
\$175,001 - \$225,000	4	19.05%	96.27%	0.00%	97.30%	95.24%	0.00%
\$225,001 - \$225,000	0	0.00%	96.27%	0.00%	0.00%	0.00%	0.00%
\$225,001 and up	5	23.81%	97.90%	0.00%	97.93%	96.99%	0.00%
Median Sold/List Ratio		91.58%		87.19%	91.58%	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

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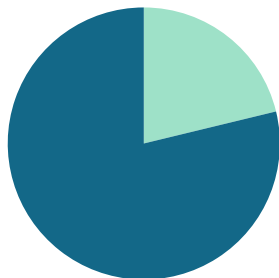
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

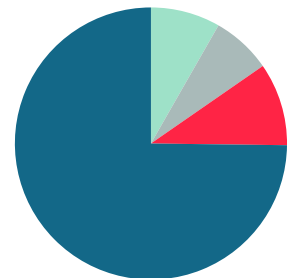
- New Listings **49 = 21.21%**
- Start Inventory **182**
- Total Inventory Units **231**
- Volume **\$75,444,649**

Market Activity

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%
Median List Price	129,900	164,500	26.64%	127,900	141,000	10.24%
Median Sale Price	127,100	155,000	21.95%	124,000	137,000	10.48%
Median Percent of Selling Price to List Price	95.55%	91.58%	-4.15%	96.65%	96.89%	0.24%
Median Days on Market to Sale	52.50	39.00	-25.71%	47.00	39.00	-17.02%
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

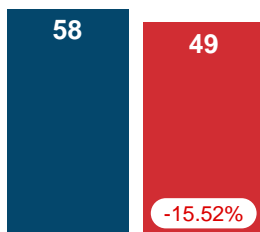
Inventory on November 30, 2019 = **190**

2018 **2019**

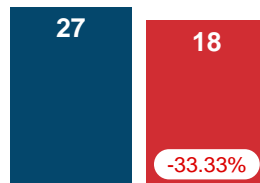
NOVEMBER MARKET

MEDIAN PRICES

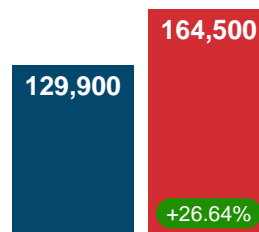
New Listings



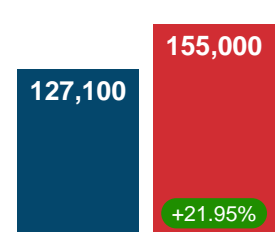
Pending Listings



List Price



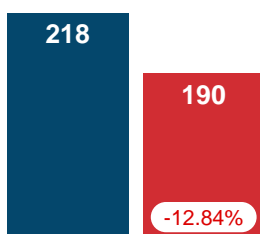
Sale Price



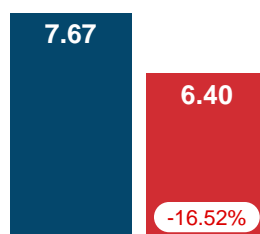
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

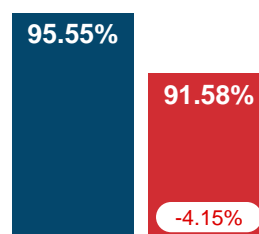
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

