

October 2019



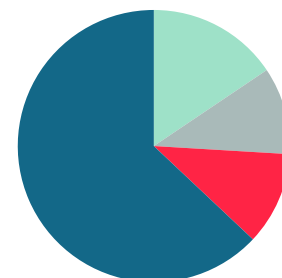
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2018	2019	+/-%
Closed Listings	25	45	80.00%
Pending Listings	26	30	15.38%
New Listings	44	53	20.45%
Median List Price	124,500	152,500	22.49%
Median Sale Price	122,000	140,000	14.75%
Median Percent of Selling Price to List Price	100.00%	97.94%	-2.06%
Median Days on Market to Sale	55.00	29.00	-47.27%
End of Month Inventory	218	182	-16.51%
Months Supply of Inventory	7.65	5.95	-22.20%



■ Closed (15.57%)
■ Pending (10.38%)
■ Other OffMarket (11.07%)
■ Active (62.98%)

Absorption: Last 12 months, an Average of **31** Sales/Month
Active Inventory as of October 31, 2019 = **182**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **16.51%** to 182 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 **5.95** 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 **14.75%** in October 2019 to \$140,000 versus the previous year at \$122,000.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 26.00 days or **47.27%** in October 2019 compared to last year's same month at **55.00** DOM.

Sales Success for October 2019 is Positive

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

There were 53 New Listings in October 2019, up **20.45%** from last year at 44. Furthermore, there were 45 Closed Listings this month versus last year at 25, a **80.00%** increase.

Closed versus Listed trends yielded a **84.9%** ratio, up from previous year's, October 2018, at **56.8%**, a **49.43%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

October 2019



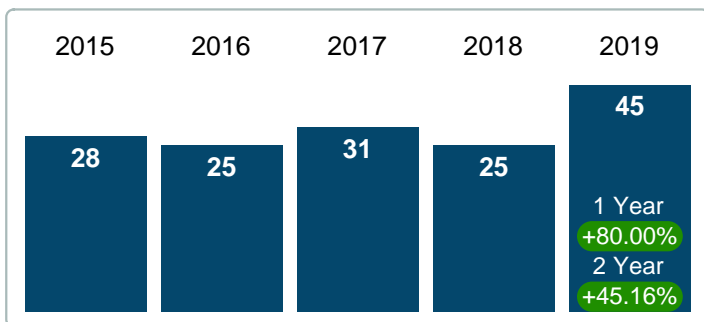
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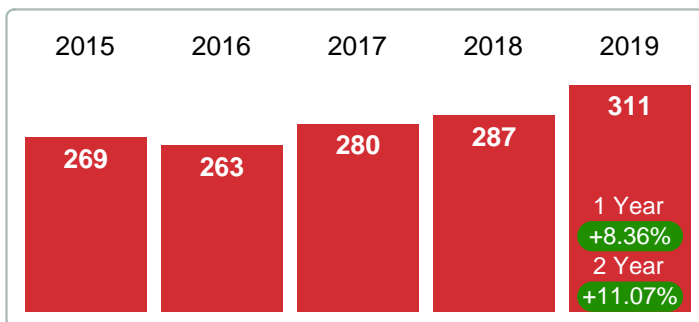
CLOSED LISTINGS

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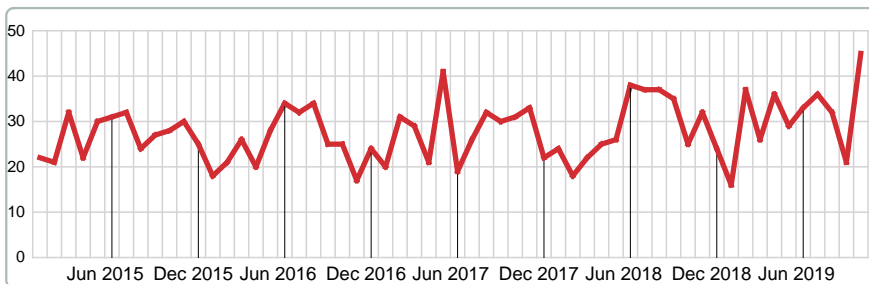
OCTOBER



YEAR TO DATE (YTD)

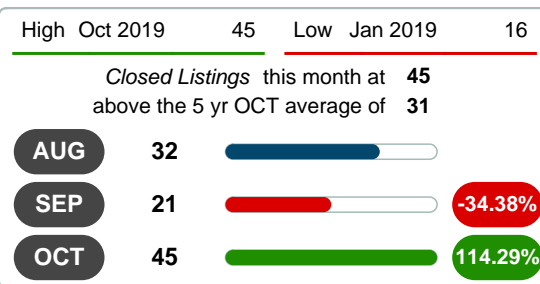


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 31



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	5	11.11%	72.0	1	4	0	0
\$50,001 - \$80,000	4	8.89%	45.0	3	1	0	0
\$80,001 - \$120,000	9	20.00%	69.0	1	6	2	0
\$120,001 - \$170,000	10	22.22%	19.0	0	8	2	0
\$170,001 - \$210,000	6	13.33%	45.0	1	5	0	0
\$210,001 - \$280,000	6	13.33%	37.0	0	5	1	0
\$280,001 and up	5	11.11%	9.0	0	3	0	2
Total Closed Units	45			6	32	5	2
Total Closed Volume	7,280,703	100%	29.0	476.50K	4.89M	720.90K	1.19M
Median Closed Price	\$140,000			\$64,500	\$152,500	\$130,000	\$596,000

October 2019



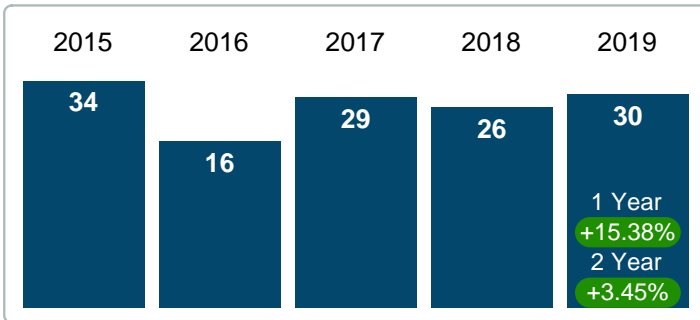
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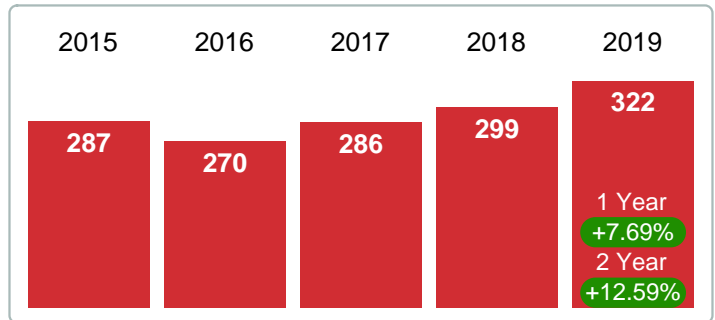
PENDING LISTINGS

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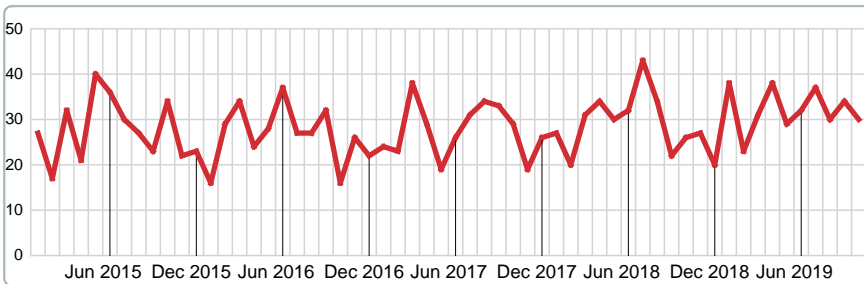
OCTOBER



YEAR TO DATE (YTD)

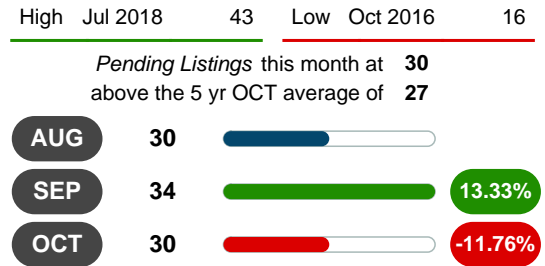


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 27



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	1	3.33%	39.0	0	1	0	0
\$50,001 - \$75,000	3	10.00%	102.0	1	2	0	0
\$75,001 - \$125,000	7	23.33%	15.0	1	6	0	0
\$125,001 - \$175,000	6	20.00%	68.0	0	4	2	0
\$175,001 - \$225,000	6	20.00%	83.0	0	4	2	0
\$225,001 - \$275,000	4	13.33%	15.5	0	3	0	1
\$275,001 and up	3	10.00%	68.0	0	2	1	0
Total Pending Units	30			2	22	5	1
Total Pending Volume	5,309,950	100%	58.5	183.30K	3.54M	1.33M	249.00K
Median Listing Price	\$163,500			\$91,650	\$163,500	\$179,900	\$249,000

October 2019



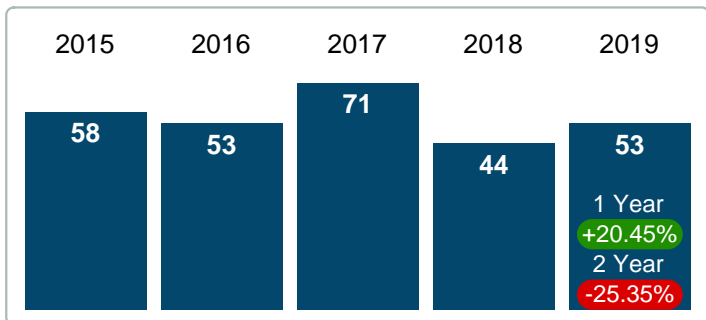
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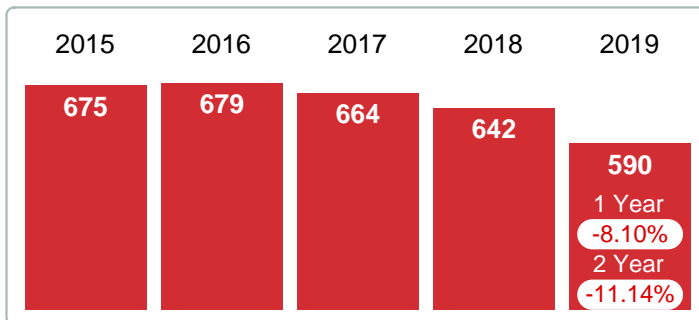
NEW LISTINGS

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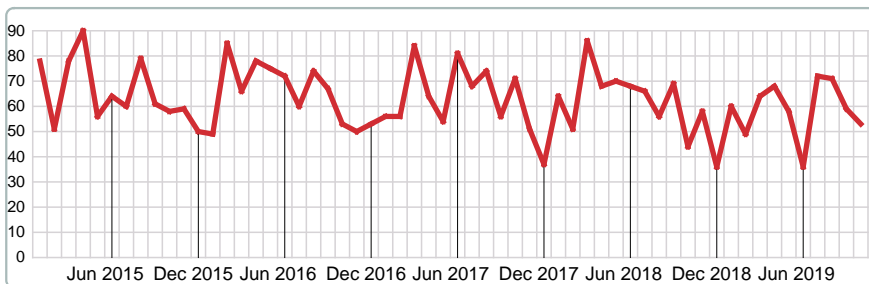
OCTOBER



YEAR TO DATE (YTD)

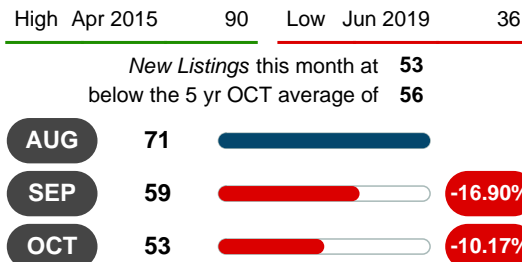


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	9.43%	1	2	2	0
\$60,001 - \$80,000	4	7.55%	0	4	0	0
\$80,001 - \$110,000	8	15.09%	1	6	1	0
\$110,001 - \$180,000	16	30.19%	2	12	2	0
\$180,001 - \$270,000	8	15.09%	1	7	0	0
\$270,001 - \$490,000	6	11.32%	0	3	3	0
\$490,001 and up	6	11.32%	0	2	2	2
Total New Listed Units	53		5	36	10	2
Total New Listed Volume	13,056,675	100%	596.80K	6.42M	3.47M	2.57M
Median New Listed Listing Price	\$135,000		\$115,000	\$130,750	\$217,000	\$1,282,500

October 2019



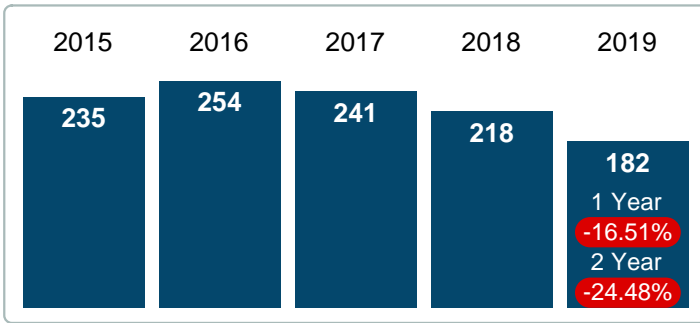
Area Delimited by County Of Mayes - Residential Property Type



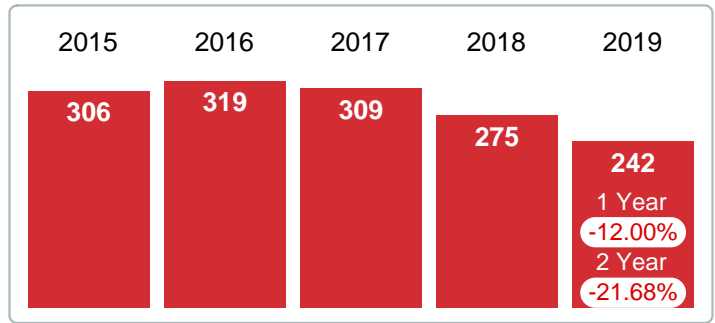
ACTIVE INVENTORY

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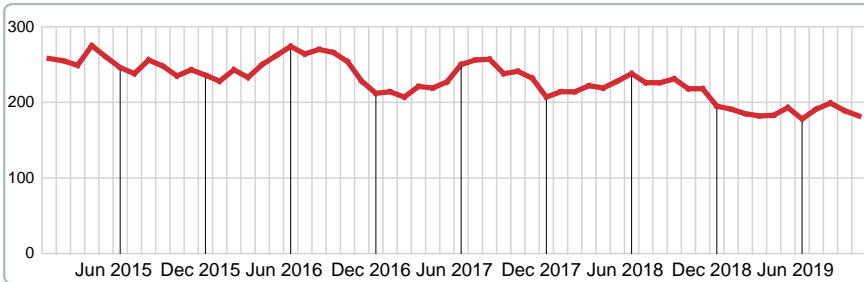
END OF OCTOBER



ACTIVE DURING OCTOBER

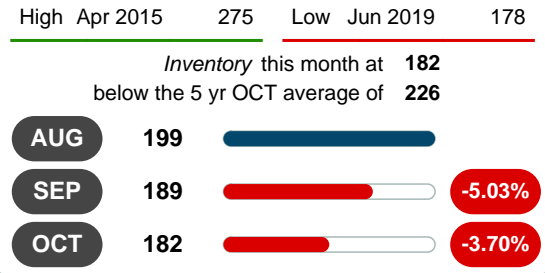


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 226



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	4.95%	52.0	5	2	2	0	
\$50,001 - \$100,000	28	15.38%	71.5	5	20	2	1	
\$100,001 - \$125,000	18	9.89%	36.5	4	12	2	0	
\$125,001 - \$225,000	57	31.32%	70.0	7	39	10	1	
\$225,001 - \$325,000	28	15.38%	60.0	4	13	9	2	
\$325,001 - \$500,000	23	12.64%	83.0	3	12	7	1	
\$500,001 and up	19	10.44%	81.0	2	3	6	8	
Total Active Inventory by Units		182		30	101	38	13	
Total Active Inventory by Volume		57,126,869	100%	63.0	5.99M	20.08M	12.45M	18.61M
Median Active Inventory Listing Price		\$177,250			\$137,250	\$156,000	\$248,750	\$825,000

October 2019



Area Delimited by County Of Mayes - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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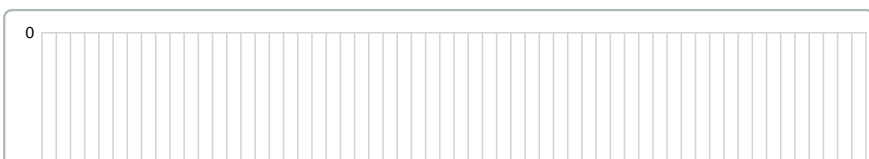
MSI FOR OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
182	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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	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			4.95%	2.25	2.50	1.09	12.00	0.00
\$50,001 - \$100,000	28			15.38%	4.25	2.73	4.90	3.00	0.00
\$100,001 - \$125,000	18			9.89%	5.84	6.86	5.14	12.00	0.00
\$125,001 - \$225,000	57			31.32%	5.18	5.60	4.98	6.32	3.00
\$225,001 - \$325,000	28			15.38%	6.86	9.60	6.24	6.75	8.00
\$325,001 - \$500,000	23			12.64%	17.25	0.00	16.00	21.00	4.00
\$500,001 and up	19			10.44%	38.00	0.00	18.00	24.00	96.00
Market Supply of Inventory (MSI)					5.95	4.93	5.29	8.44	14.18
Total Active Inventory by Units				100%	5.95	30	101	38	13

October 2019



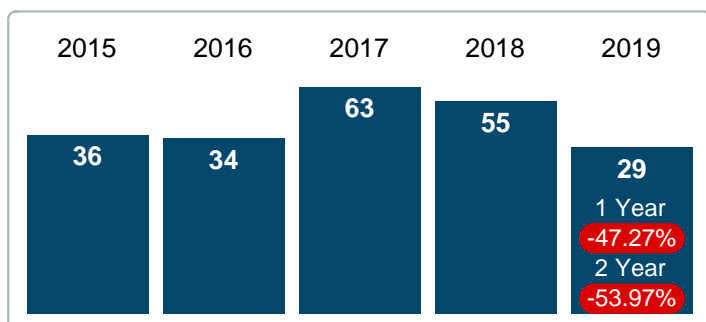
Area Delimited by County Of Mayes - Residential Property Type



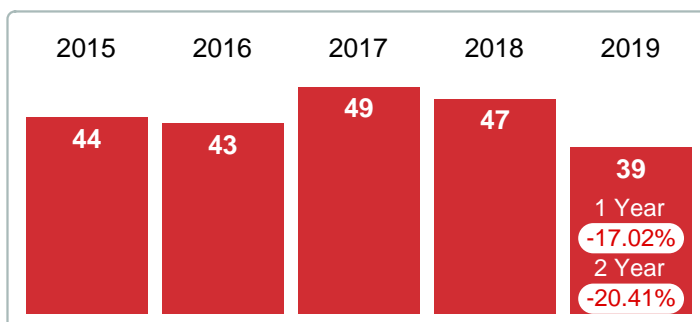
MEDIAN DAYS ON MARKET TO SALE

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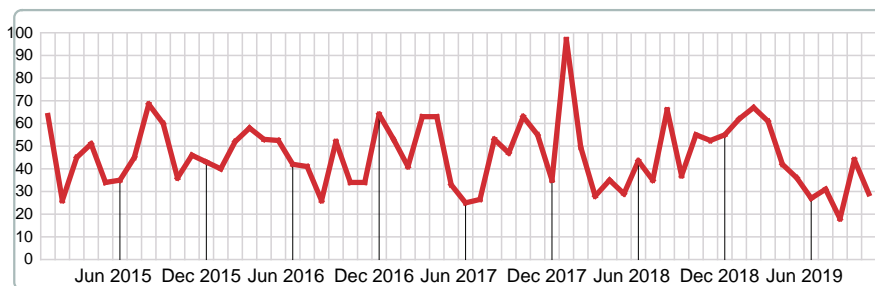
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

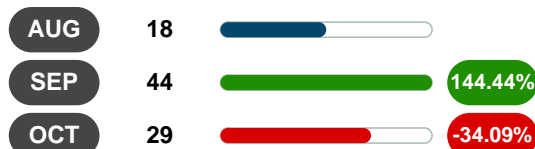


3 MONTHS

5 year OCT AVG = 43

High Jan 2018 97 Low Aug 2019 18

Median Days on Market to Sale this month at 29 below the 5 yr OCT average of 43



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	11.11%	72	138	51	0	0
\$50,001 - \$80,000	8.89%	45	66	24	0	0
\$80,001 - \$120,000	20.00%	69	7	96	39	0
\$120,001 - \$170,000	22.22%	19	0	15	87	0
\$170,001 - \$210,000	13.33%	45	13	77	0	0
\$210,001 - \$280,000	13.33%	37	0	40	34	0
\$280,001 and up	11.11%	9	0	4	0	82
Median Closed DOM		29				
Total Closed Units	100%	29.0	6	32	5	2
Total Closed Volume		7,280,703	476.50K	4.89M	720.90K	1.19M

October 2019



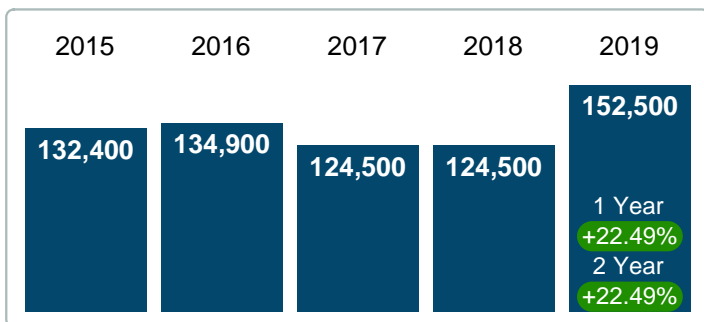
Area Delimited by County Of Mayes - Residential Property Type



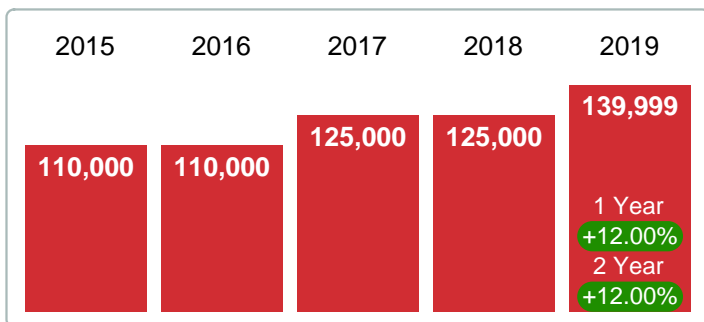
MEDIAN LIST PRICE AT CLOSING

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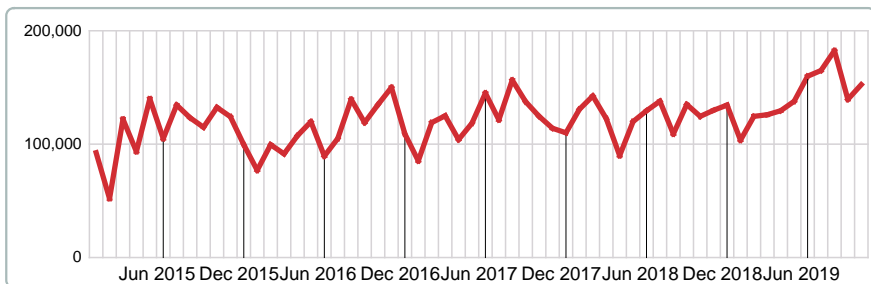
OCTOBER



YEAR TO DATE (YTD)

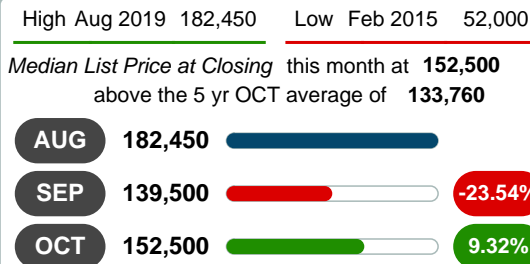


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 133,760



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	4	8.89%	21,250	24,500	18,000	0	0
\$50,001 - \$75,000	3	6.67%	64,900	69,500	59,950	0	0
\$75,001 - \$100,000	8	17.78%	87,450	79,900	87,450	98,000	0
\$100,001 - \$175,000	12	26.67%	135,000	0	143,750	122,000	0
\$175,001 - \$200,000	5	11.11%	189,900	182,500	189,900	0	0
\$200,001 - \$275,000	8	17.78%	225,000	0	233,000	219,700	0
\$275,001 and up	5	11.11%	299,000	0	295,000	0	622,000
Median List Price			152,500	78,700	159,000	135,000	622,000
Total Closed Units		100%	152,500	6	32	5	2
Total Closed Volume			7,593,174	525.90K	5.04M	781.40K	1.24M

October 2019



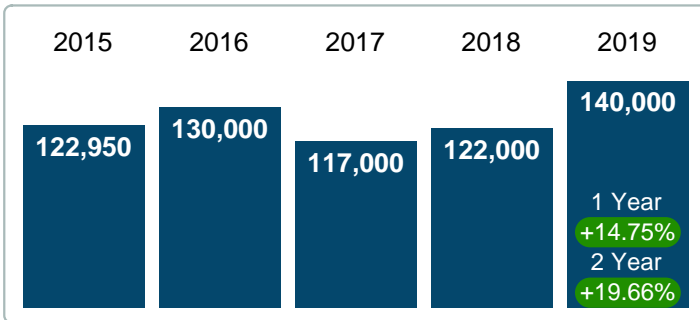
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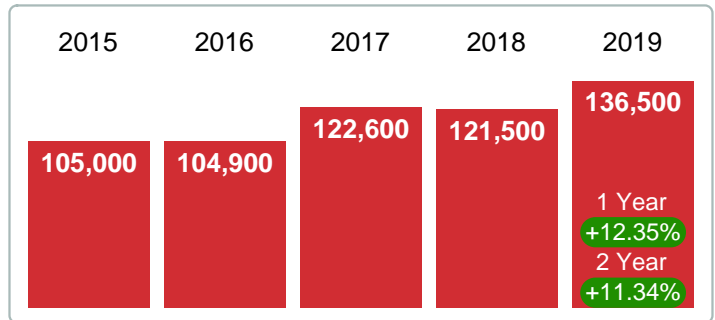
MEDIAN SOLD PRICE AT CLOSING

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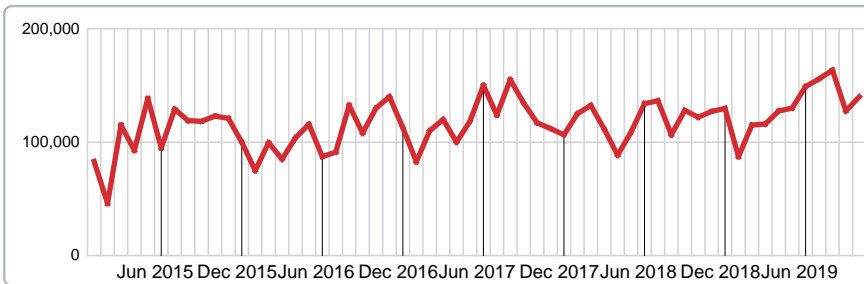
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

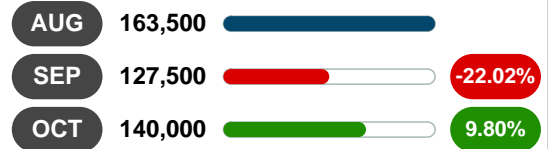


3 MONTHS

5 year OCT AVG = 126,390

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

Median Sold Price at Closing this month at **140,000** above the 5 yr OCT average of **126,390**



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	5	11.11%	18,100	24,500	18,050	0	0
\$50,001 - \$80,000	4	8.89%	63,450	62,000	64,900	0	0
\$80,001 - \$120,000	9	20.00%	89,500	89,500	90,000	103,750	0
\$120,001 - \$170,000	10	22.22%	145,000	0	145,000	145,950	0
\$170,001 - \$210,000	6	13.33%	188,852	178,500	189,703	0	0
\$210,001 - \$280,000	6	13.33%	225,000	0	228,500	221,500	0
\$280,001 and up	5	11.11%	295,000	0	290,000	0	596,000
Median Sold Price			140,000	64,500	152,500	130,000	596,000
Total Closed Units		100%	140,000	6	32	5	2
Total Closed Volume			7,280,703	476.50K	4.89M	720.90K	1.19M

October 2019



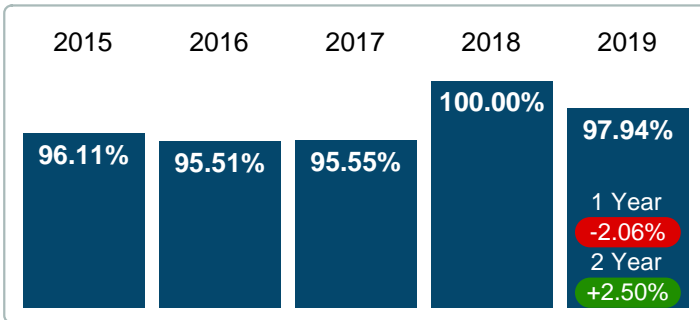
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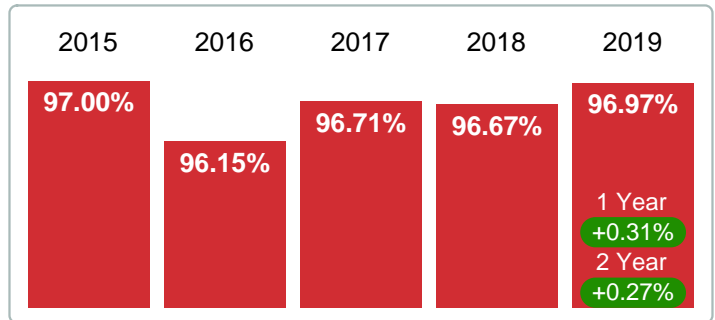
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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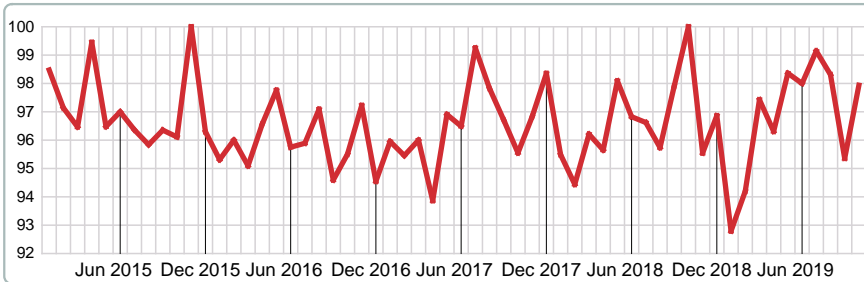
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

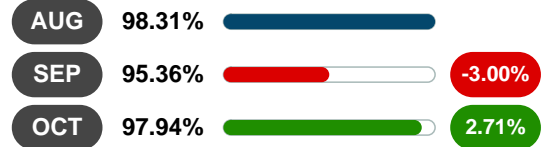


3 MONTHS

5 year OCT AVG = 97.02%

High Oct 2018 100.00% Low Jan 2019 92.79%

Median Sold/List Ratio this month at **97.94%**
above the 5 yr OCT average of **97.02%**



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	5	11.11%	97.44%	100.00%	94.17%	0.00%	0.00%
\$50,001 - \$80,000	4	8.89%	87.83%	86.45%	100.00%	0.00%	0.00%
\$80,001 - \$120,000	9	20.00%	97.94%	97.28%	98.97%	99.69%	0.00%
\$120,001 - \$170,000	10	22.22%	97.46%	0.00%	98.23%	85.90%	0.00%
\$170,001 - \$210,000	6	13.33%	98.23%	97.81%	98.58%	0.00%	0.00%
\$210,001 - \$280,000	6	13.33%	98.33%	0.00%	98.22%	98.44%	0.00%
\$280,001 and up	5	11.11%	97.99%	0.00%	98.28%	0.00%	96.48%
Median Sold/List Ratio		97.94%		93.25%	98.25%	96.30%	96.48%
Total Closed Units		45	100%	6	32	5	2
Total Closed Volume		7,280,703		476.50K	4.89M	720.90K	1.19M

October 2019



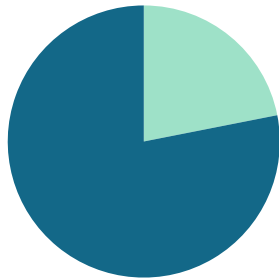
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

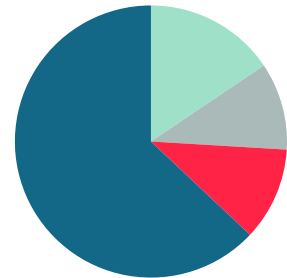


Inventory
 New Listings
53 = 21.90%
 Start Inventory
189
 Total Inventory Units
242
 Volume
\$72,251,519

Market Activity

Closed Sales
45 = 15.57%
 Pending Sales
30 = 10.38%
 Other Off Market
32 = 11.07%
 Active Inventory
182 = 62.98%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	25	45	80.00%	287	311	8.36%
Pending Sales	26	30	15.38%	299	322	7.69%
New Listings	44	53	20.45%	642	590	-8.10%
Median List Price	124,500	152,500	22.49%	125,000	139,999	12.00%
Median Sale Price	122,000	140,000	14.75%	121,500	136,500	12.35%
Median Percent of Selling Price to List Price	100.00%	97.94%	-2.06%	96.67%	96.97%	0.31%
Median Days on Market to Sale	55.00	29.00	-47.27%	47.00	39.00	-17.02%
Monthly Inventory	218	182	-16.51%	218	182	-16.51%
Months Supply of Inventory	7.65	5.95	-22.20%	7.65	5.95	-22.20%

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

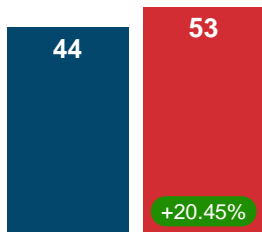
Inventory on October 31, 2019 = **182**

2018 **2019**

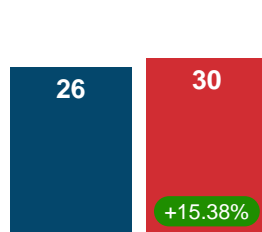
OCTOBER MARKET

MEDIAN PRICES

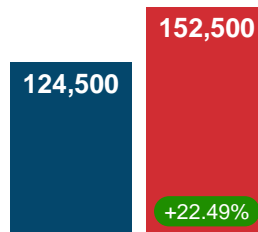
New Listings



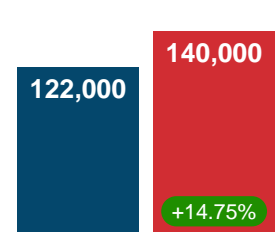
Pending Listings



List Price



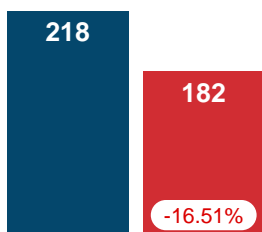
Sale Price



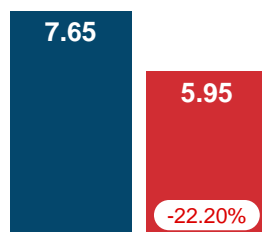
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

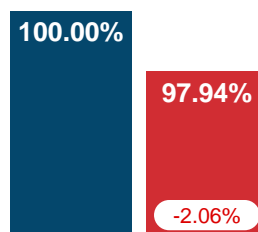
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

