

May 2019



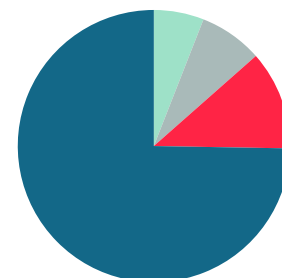
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	May 2019	+/-%
Closed Listings	116	108	-6.90%
Pending Listings	96	137	42.71%
New Listings	307	326	6.19%
Average List Price	137,337	121,279	-11.69%
Average Sale Price	130,652	114,618	-12.27%
Average Percent of Selling Price to List Price	93.60%	94.40%	0.85%
Average Days on Market to Sale	55.03	58.32	5.99%
End of Month Inventory	1,598	1,357	-15.08%
Months Supply of Inventory	16.16	13.94	-13.70%



■ Closed (5.95%)
■ Pending (7.54%)
■ Other OffMarket (11.78%)
■ Active (74.72%)

Absorption: Last 12 months, an Average of **97** Sales/Month
Active Inventory as of May 31, 2019 = **1,357**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **15.08%** to 1,357 existing homes available for sale. Over the last 12 months this area has had an average of 97 closed sales per month. This represents an unsold inventory index of **13.94** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **12.27%** in May 2019 to \$114,618 versus the previous year at \$130,652.

Average Days on Market Lengthens

The average number of **58.32** days that homes spent on the market before selling increased by 3.30 days or **5.99%** in May 2019 compared to last year's same month at **55.03** DOM.

Sales Success for May 2019 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 326 New Listings in May 2019, up **6.19%** from last year at 307. Furthermore, there were 108 Closed Listings this month versus last year at 116, a **-6.90%** decrease.

Closed versus Listed trends yielded a **33.1%** ratio, down from previous year's, May 2018, at **37.8%**, a **12.32%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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

May 2019



Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha

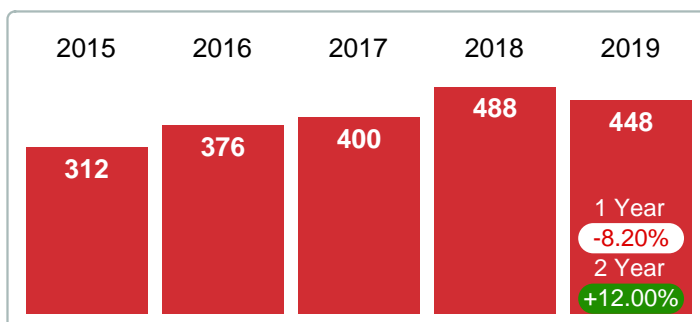
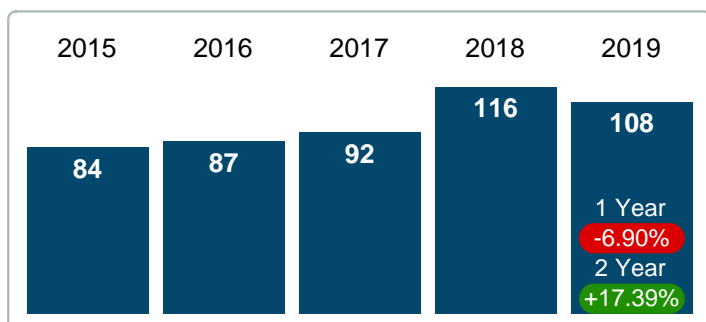


CLOSED LISTINGS

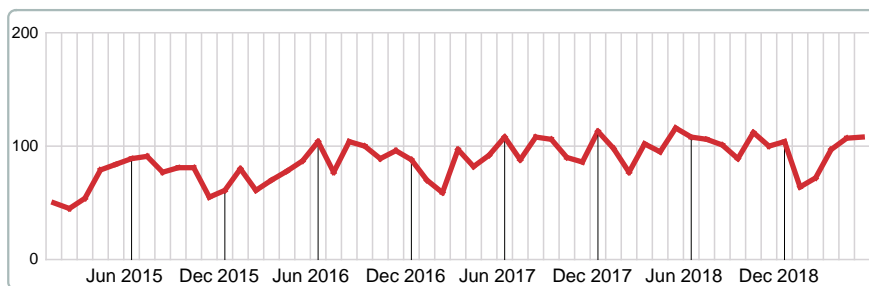
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MAY

YEAR TO DATE (YTD)

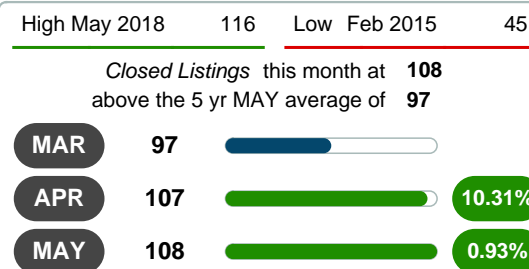


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 97



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	9	8.33%	104.1	6	1	2	0
\$20,001 - \$40,000	14	12.96%	37.6	9	5	0	0
\$40,001 - \$60,000	15	13.89%	45.0	9	6	0	0
\$60,001 - \$120,000	30	27.78%	65.8	12	17	1	0
\$120,001 - \$170,000	16	14.81%	47.4	4	9	3	0
\$170,001 - \$240,000	13	12.04%	88.8	2	8	3	0
\$240,001 and up	11	10.19%	24.8	2	3	5	1
Total Closed Units	108			44	49	14	1
Total Closed Volume	12,378,746	100%	58.3	3.75M	5.76M	2.54M	320.00K
Average Closed Price	\$114,618			\$85,340	\$117,530	\$181,771	\$320,000

May 2019



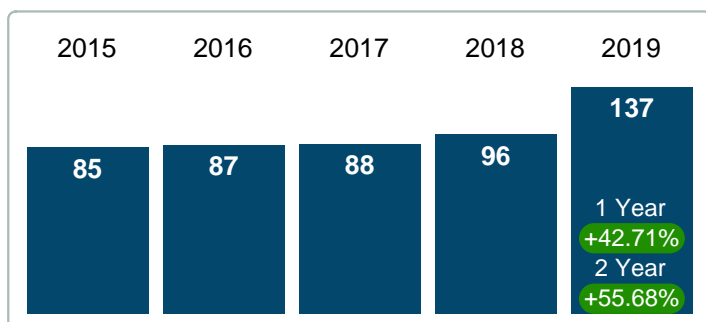
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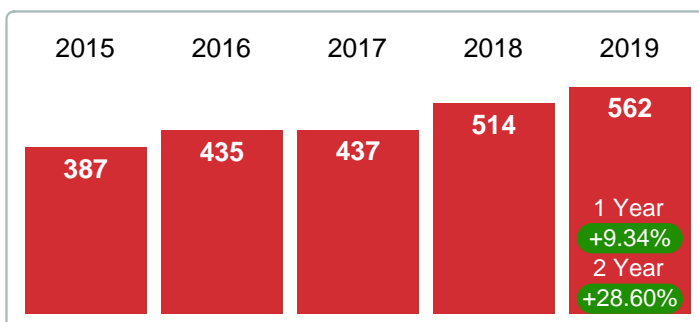
PENDING LISTINGS

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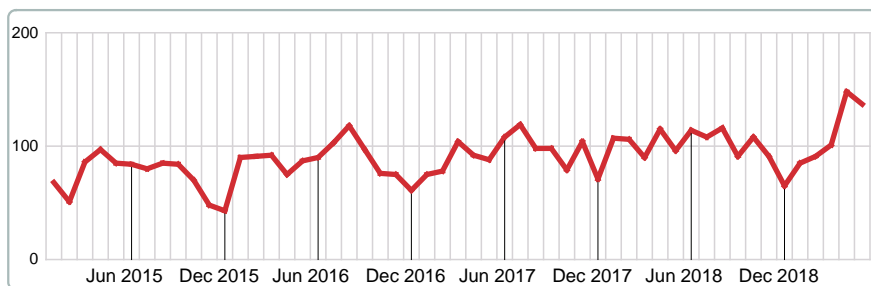
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

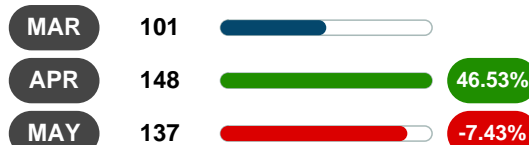


3 MONTHS

5 year MAY AVG = 99

High Apr 2019 148 Low Dec 2015 43

Pending Listings this month at 137
above the 5 yr MAY average of 99



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	5.11%	133.1	6	1	0	0
\$20,001 - \$50,000	19	13.87%	52.1	13	6	0	0
\$50,001 - \$80,000	26	18.98%	80.4	12	12	1	1
\$80,001 - \$120,000	26	18.98%	51.9	7	15	4	0
\$120,001 - \$180,000	26	18.98%	70.5	5	18	3	0
\$180,001 - \$240,000	15	10.95%	47.9	3	7	5	0
\$240,001 and up	18	13.14%	78.7	5	9	3	1
Total Pending Units	137			51	68	16	2
Total Pending Volume	18,002,905	100%	51.9	5.16M	9.15M	3.20M	503.90K
Average Listing Price	\$99,781			\$101,122	\$134,488	\$199,788	\$251,950

May 2019



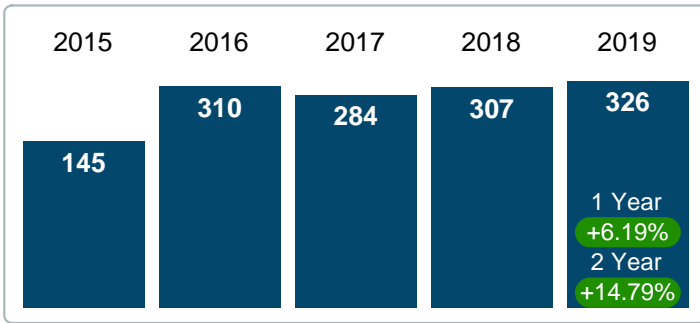
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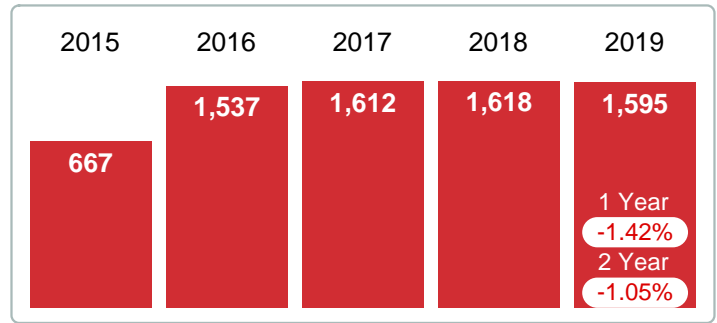
NEW LISTINGS

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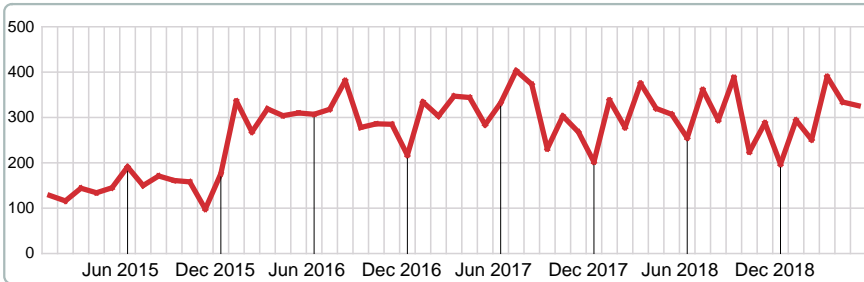
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

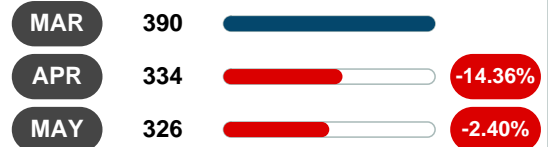


3 MONTHS

5 year MAY AVG = 274

High Jul 2017 403 Low Nov 2015 98

New Listings this month at **326**
above the 5 yr MAY average of **274**



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	35	10.74%	31	4	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	72	22.09%	45	23	2	2
\$75,001 - \$125,000	76	23.31%	41	28	7	0
\$125,001 - \$200,000	63	19.33%	17	31	14	1
\$200,001 - \$325,000	47	14.42%	16	15	14	2
\$325,001 and up	33	10.12%	15	7	8	3
Total New Listed Units	326		165	108	45	8
Total New Listed Volume	51,876,816	100%	22.04M	16.49M	10.70M	2.64M
Average New Listed Listing Price	\$160,367		\$133,590	\$152,711	\$237,800	\$330,078

May 2019



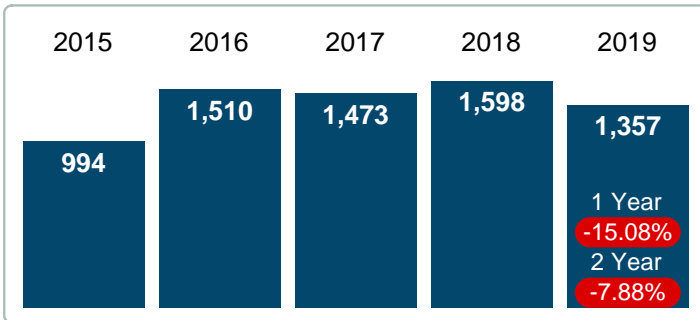
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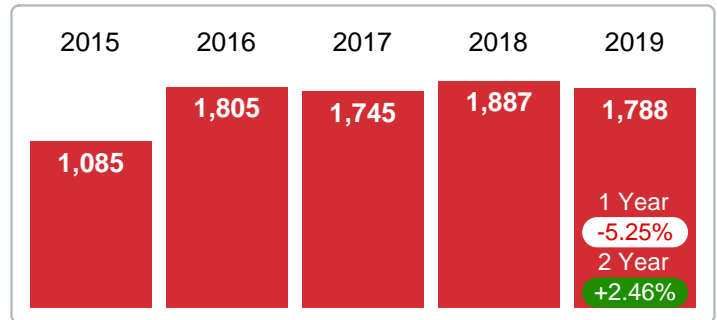
ACTIVE INVENTORY

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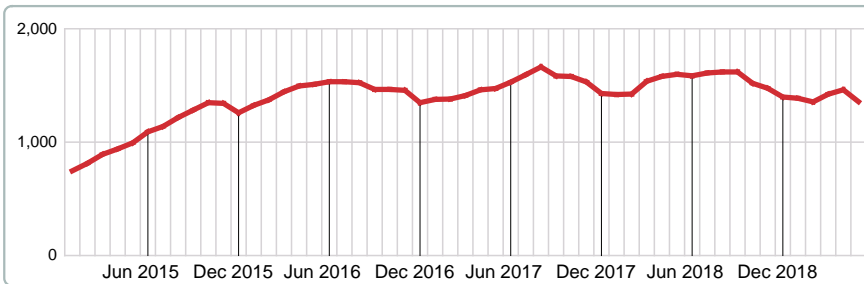
END OF MAY



ACTIVE DURING MAY

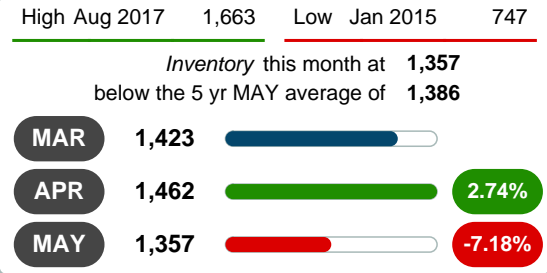


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,386



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	157	11.57%	106.2	147	10	0	0
\$25,001-\$75,000	334	24.61%	112.1	259	69	5	1
\$75,001-\$125,000	274	20.19%	89.3	142	108	22	2
\$125,001-\$225,000	261	19.23%	90.9	116	99	42	4
\$225,001-\$375,000	178	13.12%	78.2	78	61	31	8
\$375,001 and up	153	11.27%	98.8	51	45	47	10
Total Active Inventory by Units			1,357	793	392	147	25
Total Active Inventory by Volume			249,403,930	110.97M	77.04M	47.72M	13.67M
Average Active Inventory Listing Price			\$183,791	\$139,943	\$196,536	\$324,620	\$546,717

May 2019



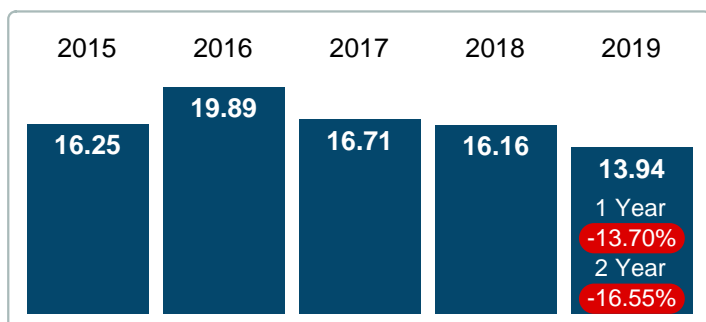
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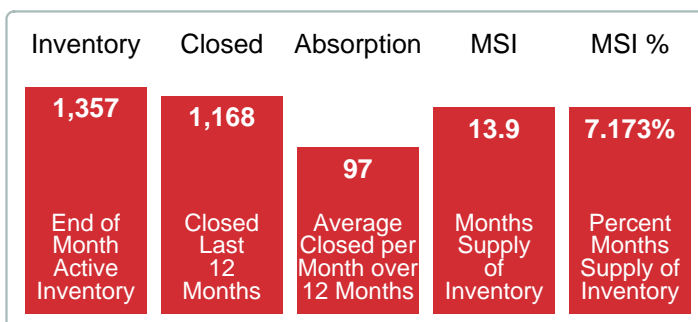
MONTHS SUPPLY of INVENTORY (MSI)

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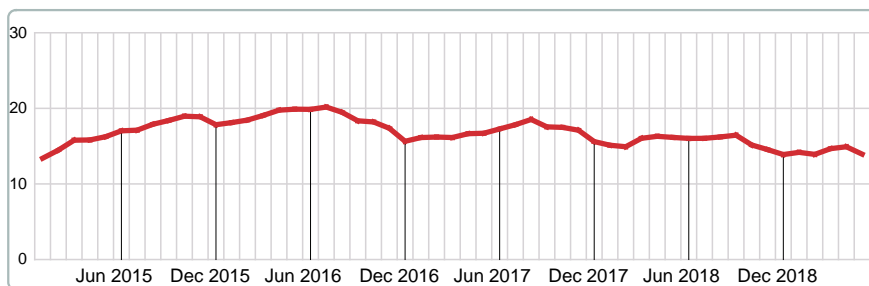
MSI FOR MAY



INDICATORS FOR MAY 2019

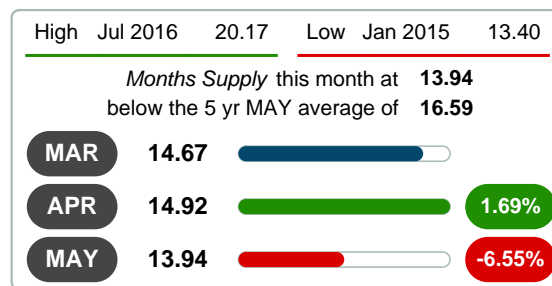


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 16.59



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	111	8.18%	10.74	14.37	3.10	0.00	0.00
\$20,001 - \$40,000	155	11.42%	13.10	19.36	2.87	3.00	0.00
\$40,001 - \$70,000	202	14.89%	13.85	23.84	6.68	3.27	12.00
\$70,001 - \$140,000	371	27.34%	12.54	19.28	8.52	14.07	12.00
\$140,001 - \$230,000	196	14.44%	11.42	41.50	6.74	9.14	16.00
\$230,001 - \$390,000	179	13.19%	17.32	57.18	11.61	11.27	7.38
\$390,001 and up	143	10.54%	40.86	40.29	35.14	60.00	24.00
Market Supply of Inventory (MSI)			13.94	22.60	8.05	12.78	12.00
Total Active Inventory by Units		100%	13.94	793	392	147	25

May 2019



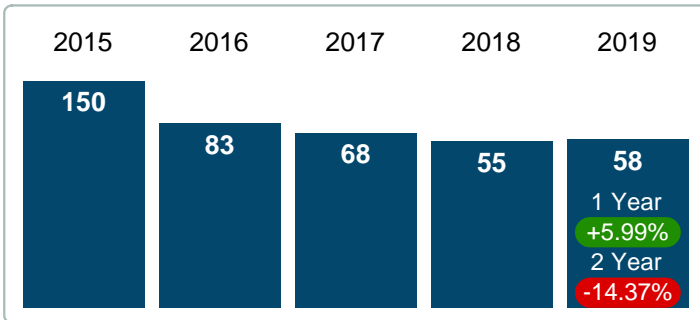
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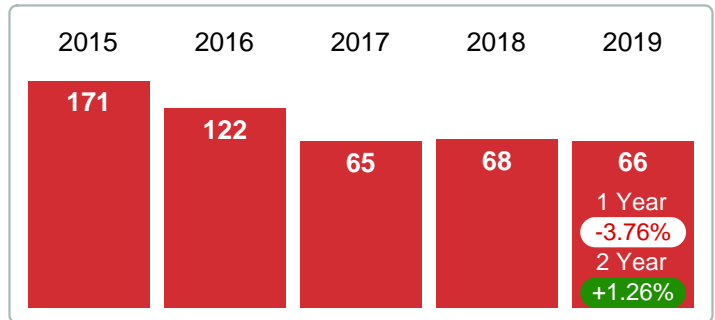
AVERAGE DAYS ON MARKET TO SALE

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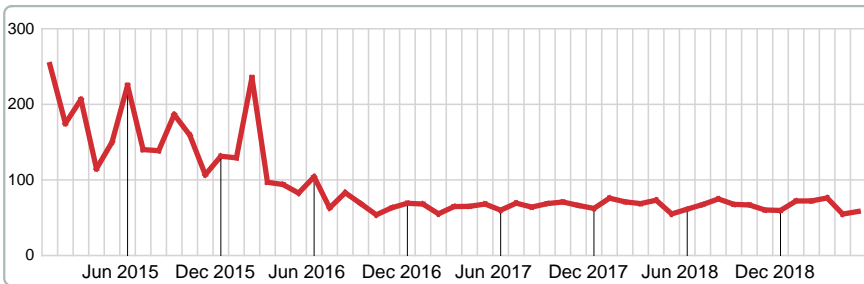
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 83

High Jan 2015 253 Low Oct 2016 54

Average Days on Market to Sale this month at 58 below the 5 yr MAY average of 83



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	
\$20,000 and less	8.33%	104	145	29	18	0	
\$20,001 - \$40,000	12.96%	38	49	17	0	0	
\$40,001 - \$60,000	13.89%	45	30	67	0	0	
\$60,001 - \$120,000	27.78%	66	78	58	50	0	
\$120,001 - \$170,000	14.81%	47	64	47	26	0	
\$170,001 - \$240,000	12.04%	89	3	123	56	0	
\$240,001 and up	10.19%	25	38	37	15	11	
Average Closed DOM		58					
Total Closed Units	108	100%	58.3				
Total Closed Volume	12,378,746			3.75M	5.76M	2.54M	320.00K

May 2019



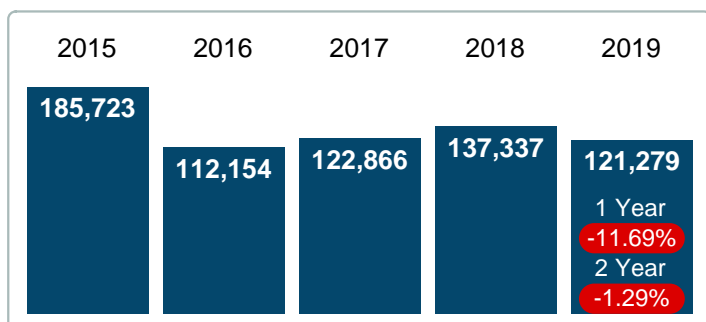
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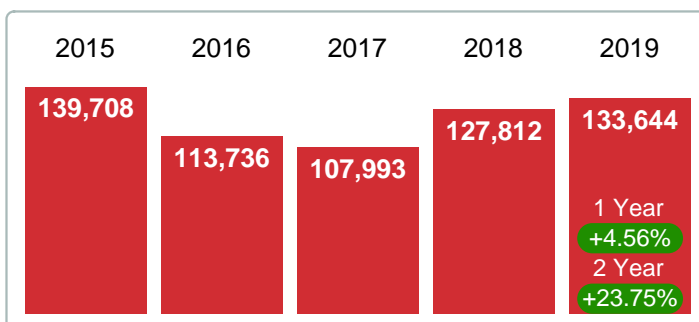
AVERAGE LIST PRICE AT CLOSING

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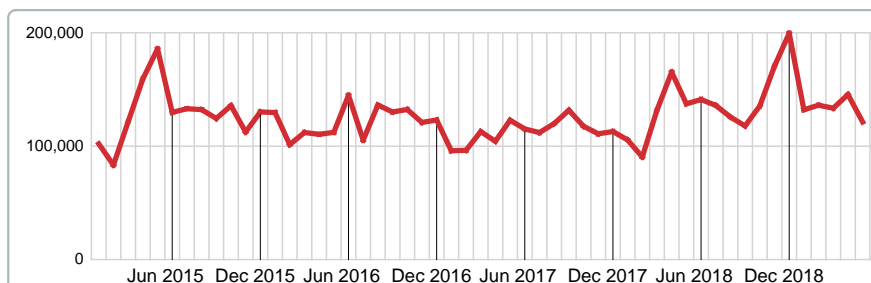
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

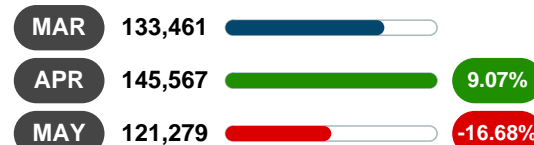


3 MONTHS

5 year MAY AVG = 135,872

High Dec 2018 199,516 Low Feb 2015 83,322

Average List Price at Closing this month at **121,279**
below the 5 yr MAY average of **135,872**



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
\$20,000 and less	8.33%	8,319	9,188	750	10,900	0
\$20,001 \$40,000	12.96%	31,264	31,867	29,620	0	0
\$40,001 \$60,000	11.11%	52,458	57,084	50,950	0	0
\$60,001 \$120,000	28.70%	91,570	100,017	94,912	85,000	0
\$120,001 \$170,000	12.96%	140,700	158,600	151,656	146,300	0
\$170,001 \$240,000	13.89%	202,247	190,500	217,738	232,467	0
\$240,001 and up	12.04%	316,454	544,500	266,633	278,000	330,000
Average List Price		121,279	94,552	121,934	188,079	330,000
Total Closed Units	108	100%	44	49	14	1
Total Closed Volume	13,098,135		4.16M	5.97M	2.63M	330.00K

May 2019



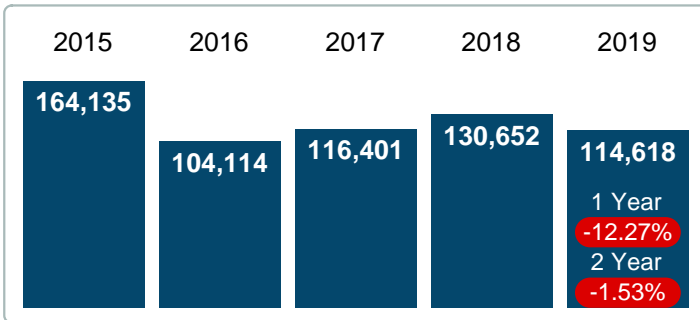
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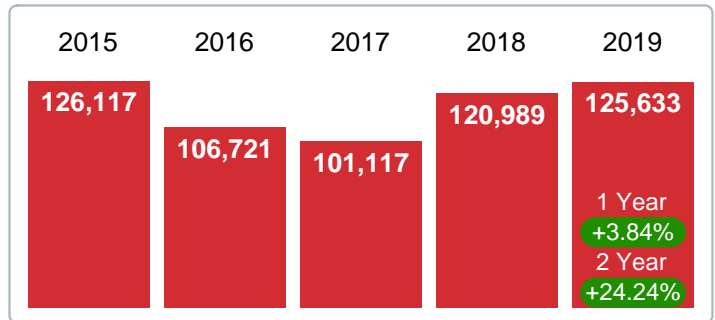
AVERAGE SOLD PRICE AT CLOSING

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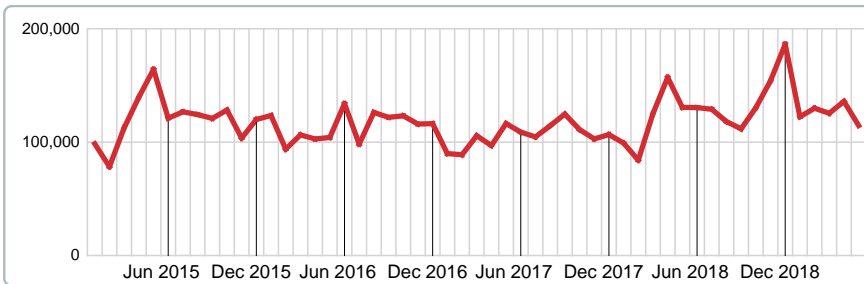
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

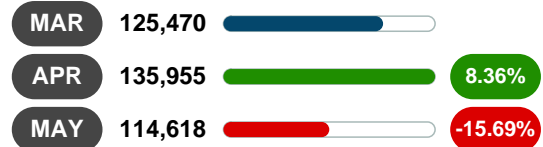


3 MONTHS

5 year MAY AVG = 125,984

High Dec 2018 186,374 Low Feb 2015 78,363

Average Sold Price at Closing this month at 114,618 below the 5 yr MAY average of 125,984



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
\$20,000 and less	8.33%	7,697	8,038	750	10,150	0
\$20,001 - \$40,000	12.96%	29,125	28,061	31,040	0	0
\$40,001 - \$60,000	13.89%	50,575	51,056	49,854	0	0
\$60,001 - \$120,000	27.78%	89,903	86,975	92,259	85,000	0
\$120,001 - \$170,000	14.81%	144,750	143,250	145,889	143,333	0
\$170,001 - \$240,000	12.04%	205,385	190,500	205,813	214,167	0
\$240,001 and up	10.19%	314,545	498,500	258,667	273,400	320,000
Average Sold Price		114,618	85,340	117,530	181,771	320,000
Total Closed Units	100%	114,618	44	49	14	1
Total Closed Volume		12,378,746	3.75M	5.76M	2.54M	320.00K

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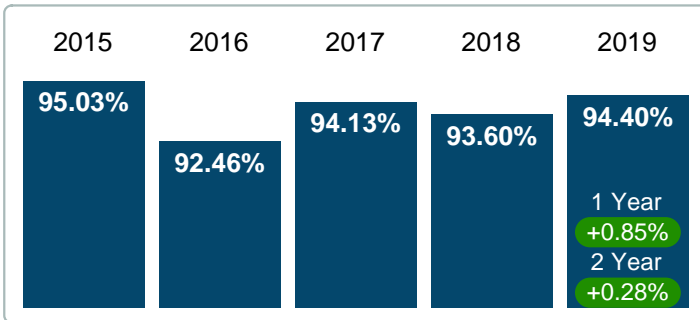
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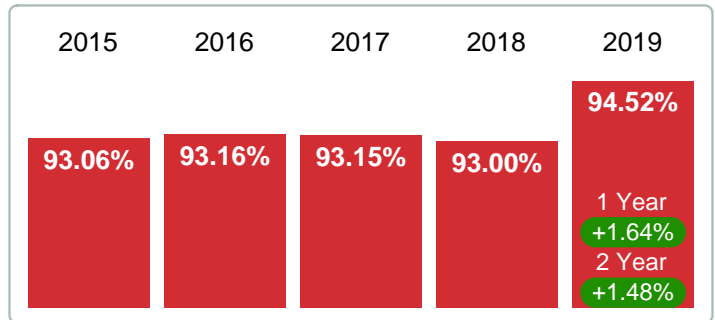
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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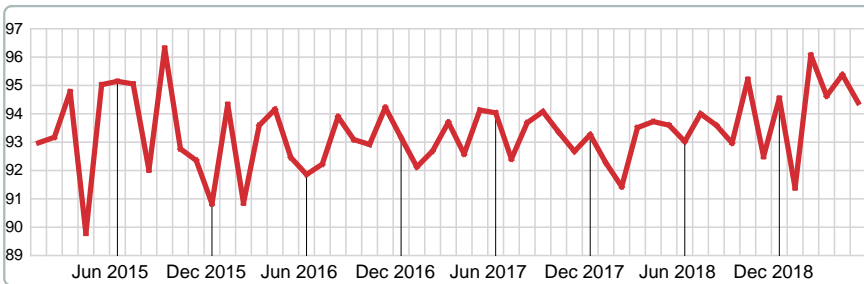
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

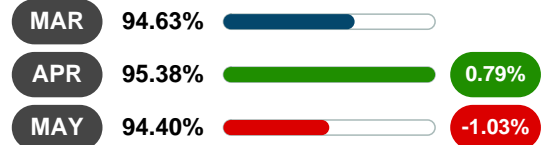


3 MONTHS

5 year MAY AVG = 93.92%

High Sep 2015 96.31% Low Apr 2015 89.78%

Average Sold/List Ratio this month at **94.40%**
equal to 5 yr MAY average of **93.92%**



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
\$20,000 and less	9	8.33%	90.17%	86.44%	100.00%	96.43%	0.00%
\$20,001 \$40,000	14	12.96%	96.79%	88.69%	111.37%	0.00%	0.00%
\$40,001 \$60,000	15	13.89%	93.01%	89.43%	98.38%	0.00%	0.00%
\$60,001 \$120,000	30	27.78%	93.68%	87.92%	97.38%	100.00%	0.00%
\$120,001 \$170,000	16	14.81%	95.13%	90.19%	96.33%	98.11%	0.00%
\$170,001 \$240,000	13	12.04%	95.13%	100.00%	94.85%	92.62%	0.00%
\$240,001 and up	11	10.19%	96.70%	91.06%	97.10%	98.68%	96.97%
Average Sold/List Ratio		94.40%		89.08%	98.36%	97.03%	96.97%
Total Closed Units		108	100%	44	49	14	1
Total Closed Volume		12,378,746		3.75M	5.76M	2.54M	320.00K

May 2019



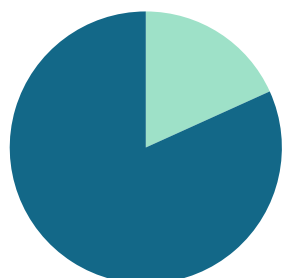
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Jun 11, 2019 for MLS Technology Inc.

INVENTORY

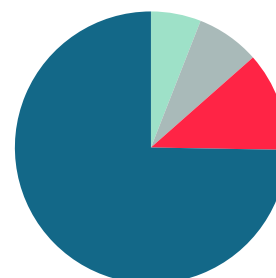


Inventory
 New Listings
326 = 18.23%
 Start Inventory
1,462
 Total Inventory Units
1,788
 Volume
\$305,001,096

Market Activity

Closed Sales
108 = 5.95%
 Pending Sales
137 = 7.54%
 Other Off Market
214 = 11.78%
 Active Inventory
1,357 = 74.72%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	116	108	-6.90%	488	448	-8.20%
Pending Sales	96	137	42.71%	514	562	9.34%
New Listings	307	326	6.19%	1,618	1,595	-1.42%
Average List Price	137,337	121,279	-11.69%	127,812	133,644	4.56%
Average Sale Price	130,652	114,618	-12.27%	120,989	125,633	3.84%
Average Percent of Selling Price to List Price	93.60%	94.40%	0.85%	93.00%	94.52%	1.64%
Average Days on Market to Sale	55.03	58.32	5.99%	68.14	65.58	-3.76%
Monthly Inventory	1,598	1,357	-15.08%	1,598	1,357	-15.08%
Months Supply of Inventory	16.16	13.94	-13.70%	16.16	13.94	-13.70%

Absorption: Last 12 months, an Average of **97** Sales/Month

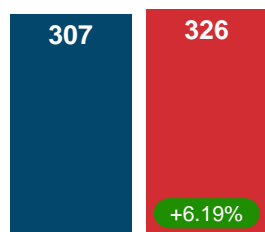
Inventory on May 31, 2019 = **1,357**

2018 **2019**

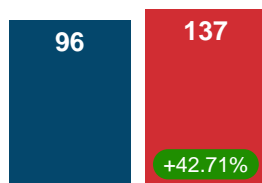
MAY MARKET

AVERAGE PRICES

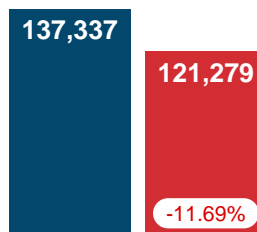
New Listings



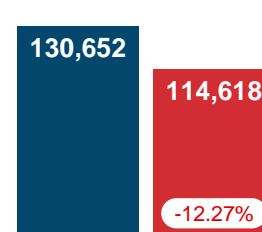
Pending Listings



List Price



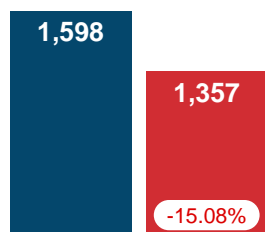
Sale Price



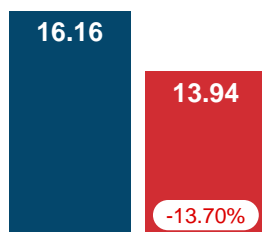
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

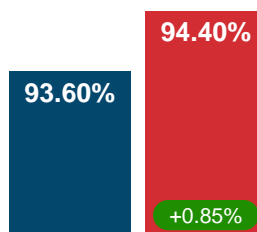
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

