

## December 2018



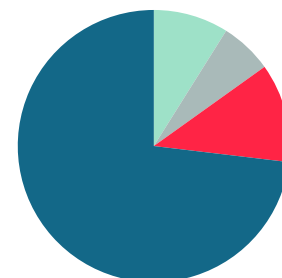
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	85	72	-15.29%
Pending Listings	52	50	-3.85%
New Listings	136	117	-13.97%
Average List Price	176,977	136,610	-22.81%
Average Sale Price	158,122	129,473	-18.12%
Average Percent of Selling Price to List Price	93.26%	94.06%	0.86%
Average Days on Market to Sale	68.21	58.42	-14.36%
End of Month Inventory	609	590	-3.12%
Months Supply of Inventory	10.07	8.52	-15.36%



■ Closed (8.92%)  
■ Pending (6.20%)  
■ Other OffMarket (11.77%)  
■ Active (73.11%)

**Absorption:** Last 12 months, an Average of **69** Sales/Month  
**Active Inventory** as of December 31, 2018 = **590**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **3.12%** to 590 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **8.52** 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 **18.12%** in December 2018 to \$129,473 versus the previous year at \$158,122.

##### Average Days on Market Shortens

The average number of **58.42** days that homes spent on the market before selling decreased by 9.80 days or **14.36%** in December 2018 compared to last year's same month at **68.21** DOM.

##### Sales Success for December 2018 is Positive

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

There were 117 New Listings in December 2018, down **13.97%** from last year at 136. Furthermore, there were 72 Closed Listings this month versus last year at 85, a **-15.29%** decrease.

Closed versus Listed trends yielded a **61.5%** ratio, down from previous year's, December 2017, at **62.5%**, a **1.54%** 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

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

#### 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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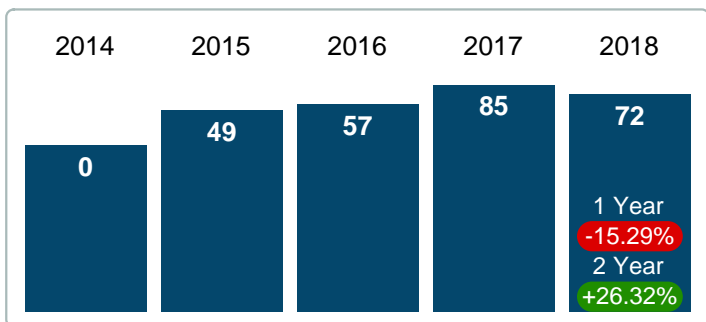
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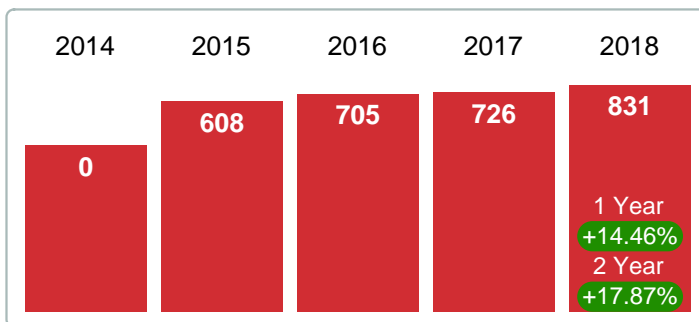
## CLOSED LISTINGS

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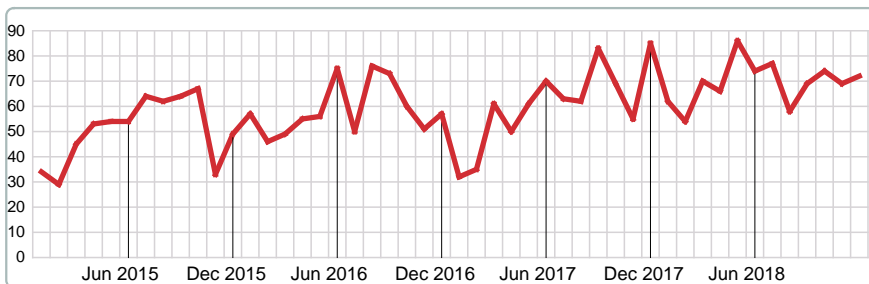
### DECEMBER



### YEAR TO DATE (YTD)

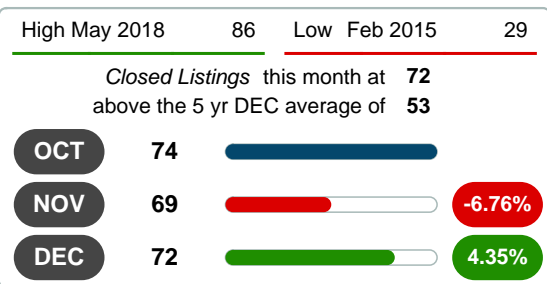


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	8.33%	61.2	4	1	1	0
\$30,001 - \$50,000	9	12.50%	71.0	3	4	2	0
\$50,001 - \$80,000	9	12.50%	53.1	1	8	0	0
\$80,001 - \$140,000	21	29.17%	41.0	5	14	2	0
\$140,001 - \$190,000	10	13.89%	80.1	0	9	1	0
\$190,001 - \$230,000	10	13.89%	71.4	0	7	3	0
\$230,001 and up	7	9.72%	49.6	0	3	3	1
<b>Total Closed Units</b>	<b>72</b>			<b>13</b>	<b>46</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,322,077</b>	<b>100%</b>	<b>58.4</b>	<b>786.13K</b>	<b>6.20M</b>	<b>2.06M</b>	<b>275.00K</b>
<b>Average Closed Price</b>	<b>\$129,473</b>			<b>\$60,471</b>	<b>\$134,777</b>	<b>\$171,769</b>	<b>\$275,000</b>

# December 2018



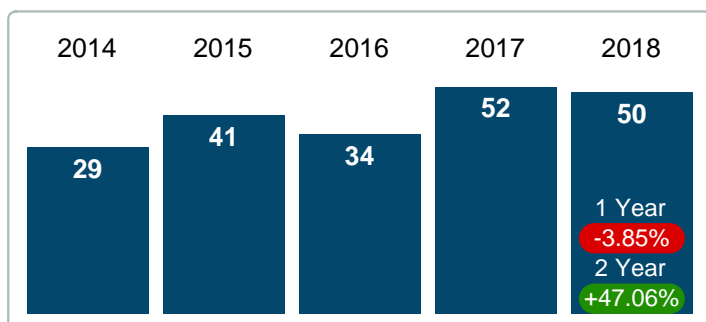
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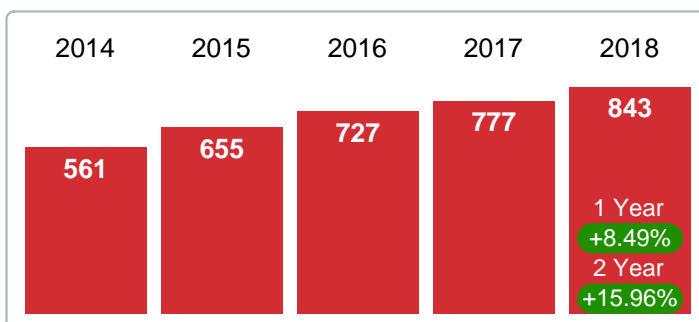
## PENDING LISTINGS

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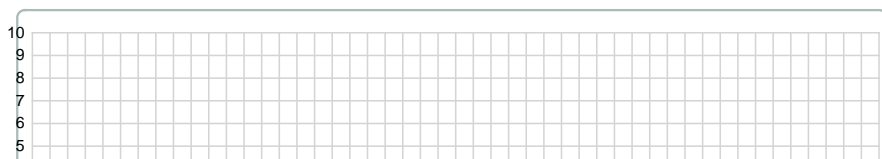
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 41

High Dec 2018: 0 | Low Dec 2018: 0

Pending Listings this month at **50**  
above the 5 yr DEC average of **41**

- OCT: 0
- NOV: 0
- DEC: 0

nan%  
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	4.00%	25.0	0	2	0	0
\$20,001 - \$40,000	5	10.00%	60.6	2	3	0	0
\$40,001 - \$80,000	10	20.00%	63.2	3	7	0	0
\$80,001 - \$150,000	13	26.00%	76.8	1	9	3	0
\$150,001 - \$210,000	9	18.00%	59.6	1	6	2	0
\$210,001 - \$470,000	5	10.00%	69.4	0	3	2	0
\$470,001 and up	6	12.00%	22.7	0	3	3	0
<b>Total Pending Units</b>	<b>50</b>			<b>7</b>	<b>33</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,092,199</b>	<b>100%</b>	<b>58.8</b>	<b>532.55K</b>	<b>4.94M</b>	<b>4.62M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$138,098</b>			<b>\$76,078</b>	<b>\$149,750</b>	<b>\$461,790</b>	<b>\$0</b>

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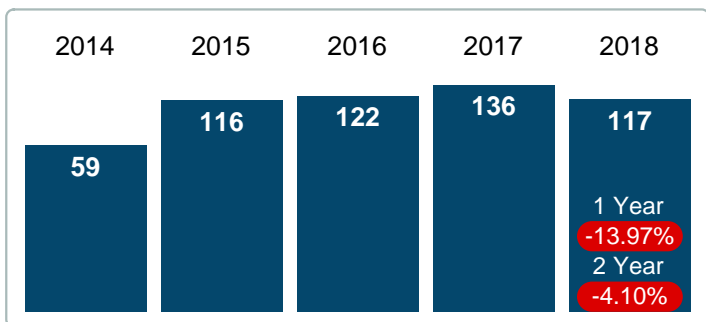
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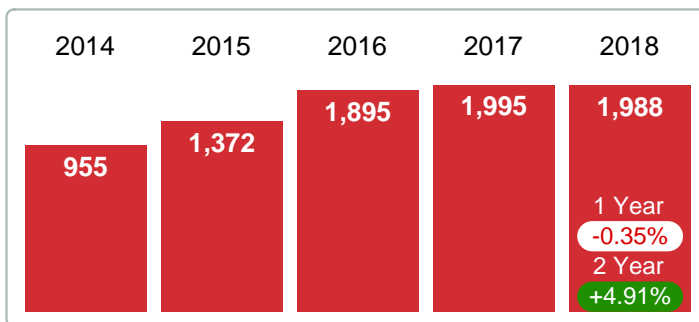
## NEW LISTINGS

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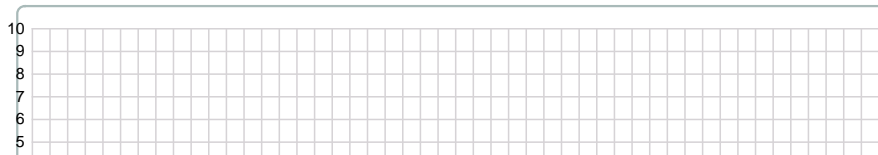
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 110

High Dec 2018	0	Low Dec 2018	0
New Listings this month at 117			
above the 5 yr DEC average of 110			
OCT	0		
NOV	0		nan%
DEC	0		nan%

### Distribution of New Listings by Price Range

%

Price Range	Count	%
\$25,000 and less	7	5.98%
\$25,001 - \$50,000	6	5.13%
\$50,001 - \$75,000	16	13.68%
\$75,001 - \$175,000	43	36.75%
\$175,001 - \$300,000	19	16.24%
\$300,001 - \$500,000	15	12.82%
\$500,001 and up	11	9.40%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	5	0	0
\$25,001 - \$50,000	2	4	0	0
\$50,001 - \$75,000	4	12	0	0
\$75,001 - \$175,000	3	28	11	1
\$175,001 - \$300,000	1	11	6	1
\$300,001 - \$500,000	1	9	4	1
\$500,001 and up	1	2	7	1
<b>Total</b>	<b>14</b>	<b>71</b>	<b>28</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>1.97M</b>	<b>12.05M</b>	<b>10.53M</b>	<b>1.48M</b>
<b>Average New Listed Listing Price</b>	<b>\$140,728</b>	<b>\$169,669</b>	<b>\$376,014</b>	<b>\$369,557</b>

# December 2018



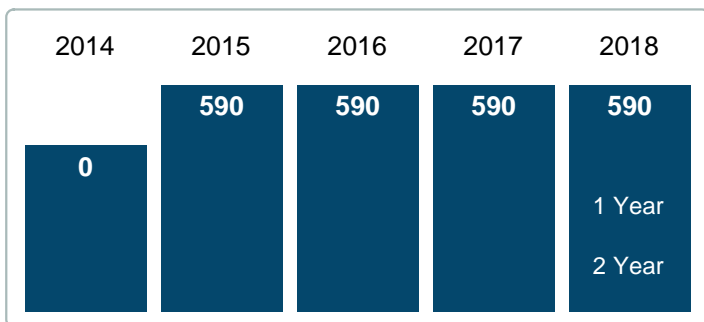
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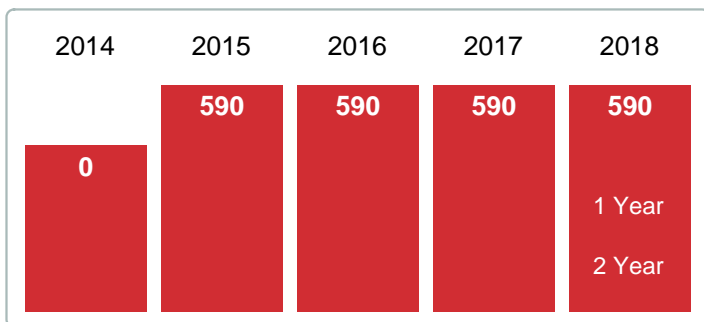
## ACTIVE INVENTORY

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### END OF DECEMBER



### ACTIVE DURING DECEMBER

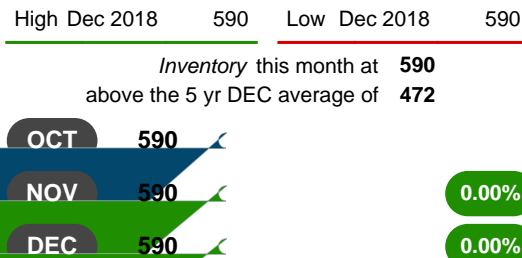


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 472



Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	59	10.00%	84.6	27	28	4	0
\$50,001 - \$75,000	71	12.03%	82.1	22	48	1	0
\$75,001 - \$100,000	68	11.53%	110.5	13	43	12	0
\$100,001 - \$175,000	147	24.92%	92.7	17	109	16	5
\$175,001 - \$300,000	111	18.81%	91.3	11	60	34	6
\$300,001 - \$475,000	68	11.53%	102.2	5	38	21	4
\$475,001 and up	66	11.19%	102.3	2	22	33	9
<b>Total Active Inventory by Units</b>	<b>590</b>			<b>97</b>	<b>348</b>	<b>121</b>	<b>24</b>
<b>Total Active Inventory by Volume</b>	<b>136,219,353</b>	<b>100%</b>	<b>94.6</b>	<b>12.13M</b>	<b>67.80M</b>	<b>42.20M</b>	<b>14.09M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$230,880</b>			<b>\$125,013</b>	<b>\$194,833</b>	<b>\$348,786</b>	<b>\$586,997</b>

# December 2018



Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



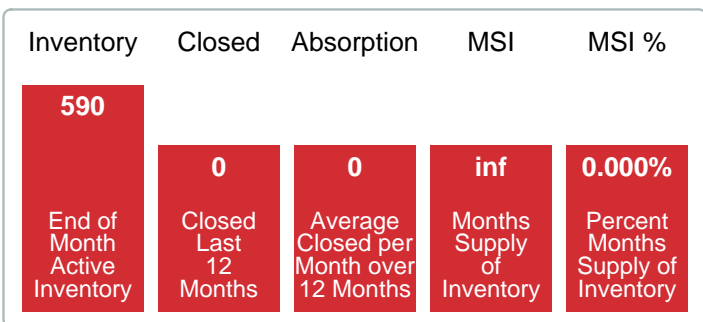
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 19, 2023 for MLS Technology Inc.

### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2018

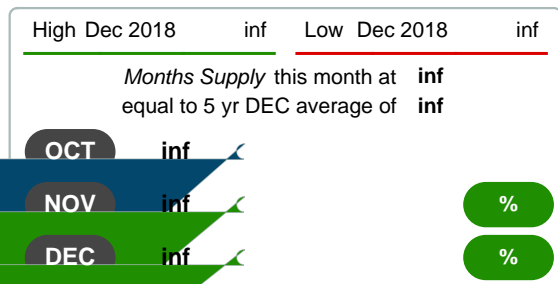


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	59	10.00%	4.16	4.38	4.15	3.43	0.00
\$50,001 - \$70,000	58	9.83%	6.39	8.28	6.34	1.33	0.00
\$70,001 - \$110,000	103	17.46%	7.19	6.38	7.18	7.64	24.00
\$110,001 - \$190,000	143	24.24%	8.21	16.00	7.20	10.08	24.00
\$190,001 - \$310,000	96	16.27%	9.85	24.00	9.35	9.08	8.57
\$310,001 - \$490,000	71	12.03%	20.29	0.00	19.20	24.00	8.00
\$490,001 and up	60	10.17%	60.00	0.00	54.00	62.00	54.00
Market Supply of Inventory (MSI)		8.52		7.66	7.81	11.71	14.40
Total Active Inventory by Units		590	100%	97	348	121	24

# December 2018



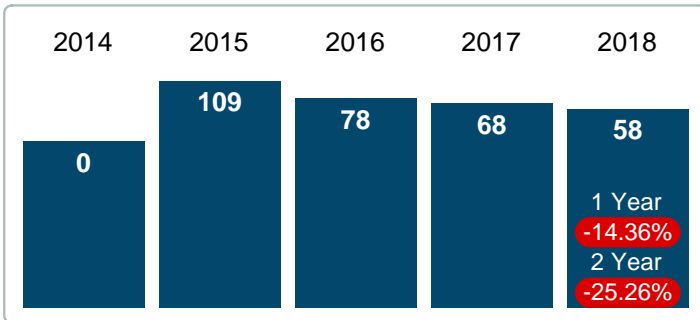
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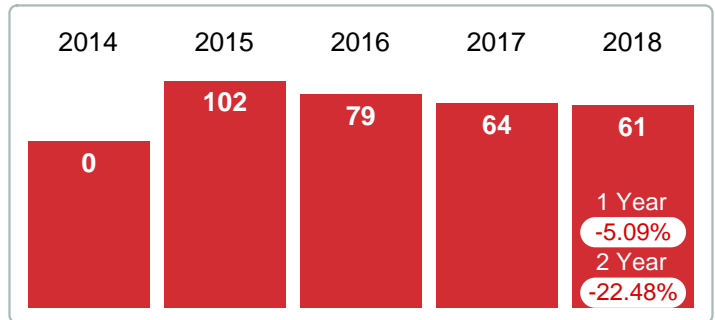
## AVERAGE DAYS ON MARKET TO SALE

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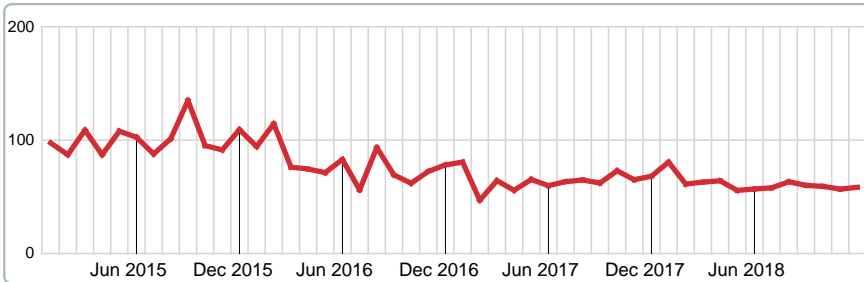
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 63

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 58 below the 5 yr DEC average of 63



### 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
\$30,000 and less	8.33%	61	50	40	128	0
\$30,001 - \$50,000	12.50%	71	133	35	51	0
\$50,001 - \$80,000	12.50%	53	56	53	0	0
\$80,001 - \$140,000	29.17%	41	56	34	57	0
\$140,001 - \$190,000	13.89%	80	0	88	7	0
\$190,001 - \$230,000	13.89%	71	0	74	66	0
\$230,001 and up	9.72%	50	0	31	58	81
<b>Average Closed DOM</b>		<b>58</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>58</b>	<b>72</b>	<b>54</b>	<b>60</b>	<b>81</b>
<b>Total Closed Volume</b>			<b>786.13K</b>	<b>6.20M</b>	<b>2.06M</b>	<b>275.00K</b>



# December 2018



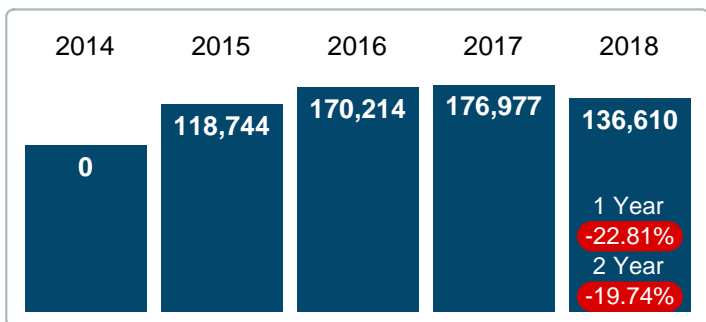
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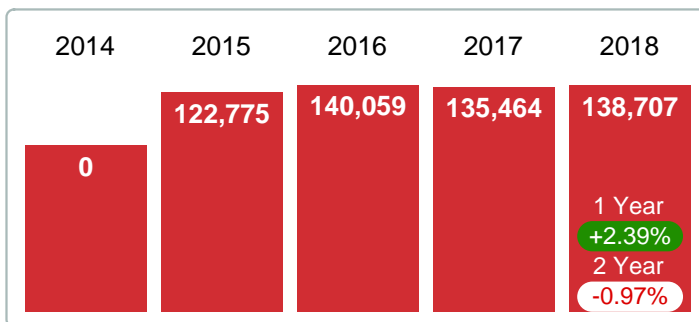
## AVERAGE LIST PRICE AT CLOSING

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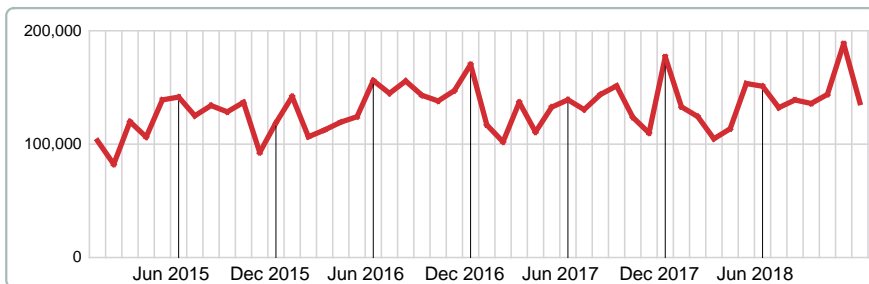
### DECEMBER



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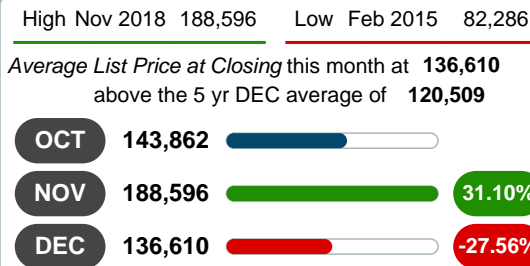


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 120,509



### 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	
\$30,000 and less	4	5.56%	24,700	26,075	34,000	24,900	
\$30,001 - \$50,000	6	8.33%	38,933	49,433	46,725	54,700	
\$50,001 - \$80,000	13	18.06%	61,754	76,500	66,863	0	
\$80,001 - \$140,000	20	27.78%	109,270	107,540	115,386	119,100	
\$140,001 - \$190,000	12	16.67%	163,075	0	167,456	159,900	
\$190,001 - \$230,000	7	9.72%	214,586	0	230,329	221,267	
\$230,001 and up	10	13.89%	305,630	0	331,333	329,600	
<b>Average List Price</b>		<b>136,610</b>		<b>66,677</b>	<b>140,970</b>	<b>182,083</b>	<b>299,500</b>
<b>Total Closed Units</b>		<b>72</b>	<b>100%</b>	<b>13</b>	<b>46</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,835,899</b>		<b>866.80K</b>	<b>6.48M</b>	<b>2.19M</b>	<b>299.50K</b>



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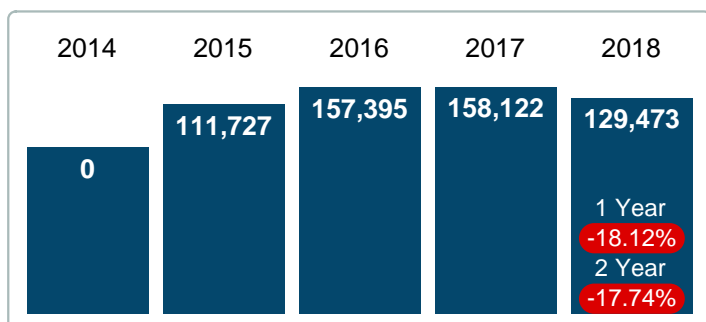
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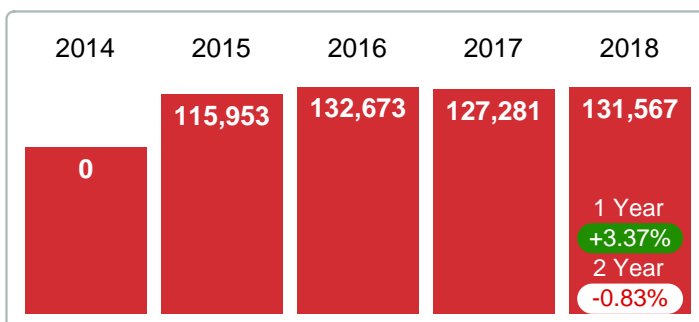
## AVERAGE SOLD PRICE AT CLOSING

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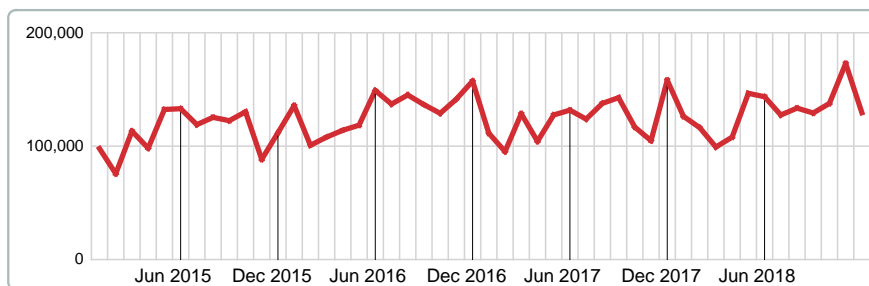
### DECEMBER



### YEAR TO DATE (YTD)

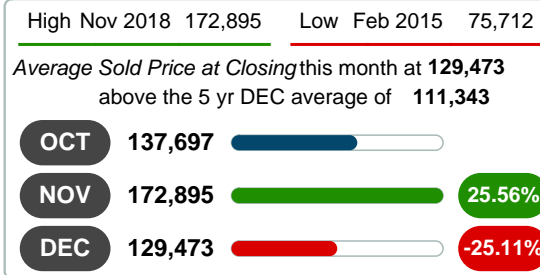


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 111,343



### 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
\$30,000 and less	8.33%	22,788	21,932	25,000	24,000	0
\$30,001 - \$50,000	12.50%	44,183	41,167	43,913	49,250	0
\$50,001 - \$80,000	12.50%	66,044	72,000	65,300	0	0
\$80,001 - \$140,000	29.17%	107,996	100,580	109,436	116,463	0
\$140,001 - \$190,000	13.89%	162,530	0	162,822	159,900	0
\$190,001 - \$230,000	13.89%	208,600	0	214,143	195,667	0
\$230,001 and up	9.72%	316,296	0	326,725	319,633	275,000
<b>Average Sold Price</b>		<b>129,473</b>	<b>60,471</b>	<b>134,777</b>	<b>171,769</b>	<b>275,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>72</b>	<b>13</b>	<b>46</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,322,077</b>	<b>786.13K</b>	<b>6.20M</b>	<b>2.06M</b>	<b>275.00K</b>

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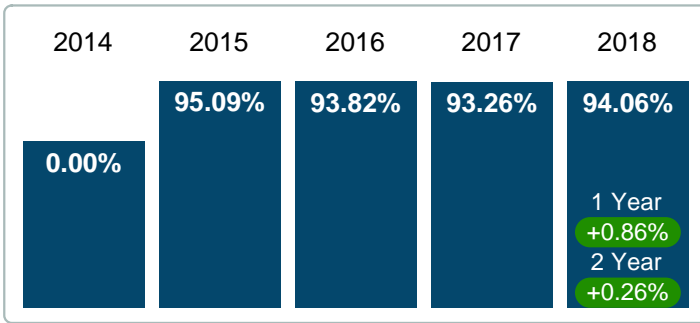
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



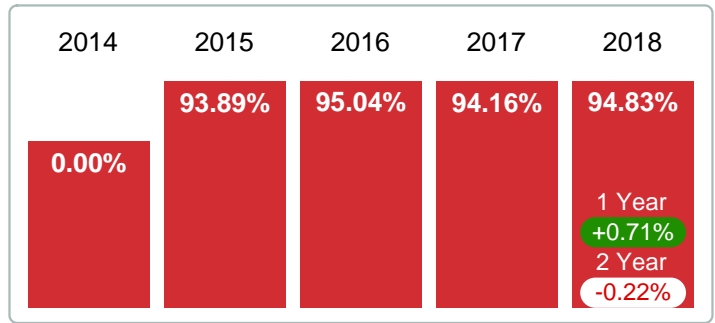
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 19, 2023 for MLS Technology Inc.

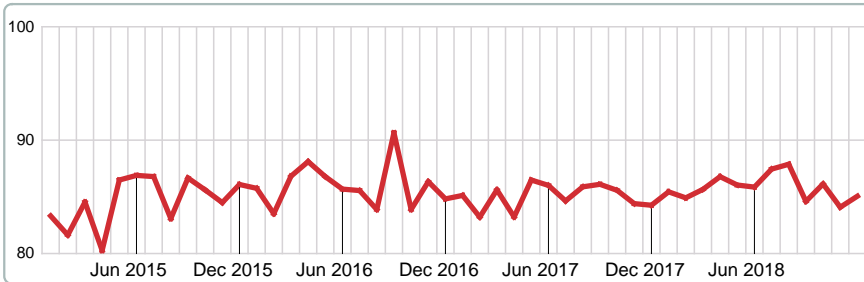
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

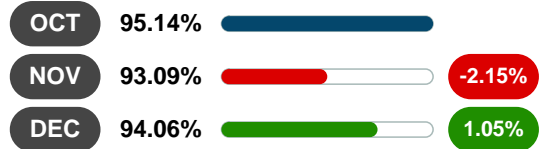


### 3 MONTHS

5 year DEC AVG = 75.25%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **94.06%**  
 above the 5 yr DEC average of **75.25%**



### 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
\$30,000 and less	6	8.33%	84.34%	84.03%	73.53%	96.39%	0.00%
\$30,001 - \$50,000	9	12.50%	90.18%	84.01%	94.59%	90.61%	0.00%
\$50,001 - \$80,000	9	12.50%	97.68%	94.12%	98.12%	0.00%	0.00%
\$80,001 - \$140,000	21	29.17%	95.20%	93.65%	95.38%	97.78%	0.00%
\$140,001 - \$190,000	10	13.89%	97.64%	0.00%	97.37%	100.00%	0.00%
\$190,001 - \$230,000	10	13.89%	92.25%	0.00%	93.40%	89.54%	0.00%
\$230,001 and up	7	9.72%	96.79%	0.00%	98.64%	96.60%	91.82%
<b>Average Sold/List Ratio</b>			<b>94.10%</b>	<b>88.50%</b>	<b>95.62%</b>	<b>94.30%</b>	<b>91.82%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>94.10%</b>	<b>13</b>	<b>46</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>				<b>786.13K</b>	<b>6.20M</b>	<b>2.06M</b>	<b>275.00K</b>

# December 2018



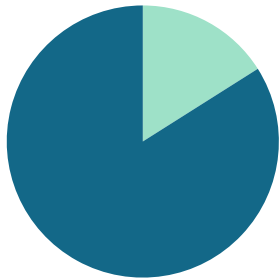
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

### INVENTORY

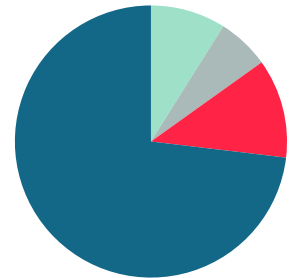


**Inventory**  
 New Listings  
**117 = 16.03%**  
 Start Inventory  
**613**  
 Total Inventory Units  
**730**  
 Volume  
**\$164,688,999**

### Market Activity

Closed Sales  
**72 = 8.92%**  
 Pending Sales  
**50 = 6.20%**  
 Other Off Market  
**95 = 11.77%**  
 Active Inventory  
**590 = 73.11%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	85	72	-15.29%	726	831	14.46%
Pending Sales	52	50	-3.85%	777	843	8.49%
New Listings	136	117	-13.97%	1,995	1,988	-0.35%
Average List Price	176,977	136,610	-22.81%	135,464	138,707	2.39%
Average Sale Price	158,122	129,473	-18.12%	127,281	131,567	3.37%
Average Percent of Selling Price to List Price	93.26%	94.06%	0.86%	94.16%	94.83%	0.71%
Average Days on Market to Sale	68.21	58.42	-14.36%	64.32	61.05	-5.09%
Monthly Inventory	609	590	-3.12%	609	590	-3.12%
Months Supply of Inventory	10.07	8.52	-15.36%	10.07	8.52	-15.36%

**Absorption:** Last 12 months, an Average of **69** Sales/Month

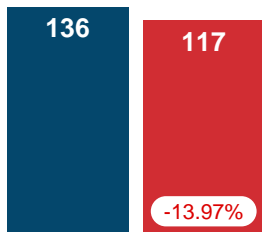
**Inventory** on December 31, 2018 = **590**

**2017** **2018**

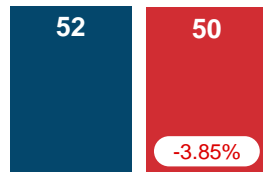
### DECEMBER MARKET

### AVERAGE PRICES

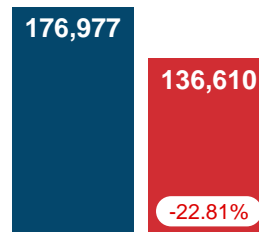
#### New Listings



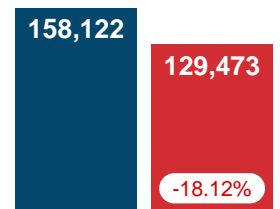
#### Pending Listings



#### List Price



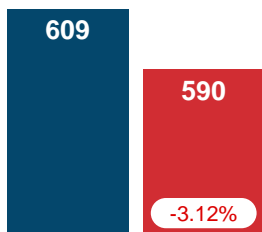
#### Sale Price



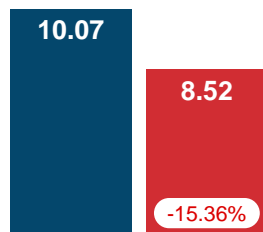
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

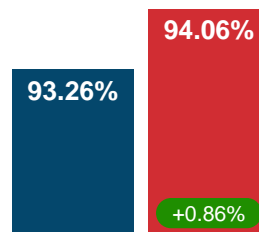
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

