

November 2018



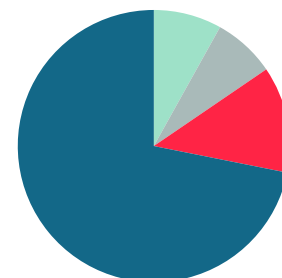
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	55	69	25.45%
Pending Listings	71	63	-11.27%
New Listings	137	137	0.00%
Average List Price	109,890	188,596	71.62%
Average Sale Price	104,841	172,895	64.91%
Average Percent of Selling Price to List Price	93.40%	93.09%	-0.34%
Average Days on Market to Sale	65.07	56.80	-12.72%
End of Month Inventory	621	613	-1.29%
Months Supply of Inventory	10.68	8.72	-18.36%



■ Closed (8.09%)
■ Pending (7.39%)
■ Other OffMarket (12.66%)
■ Active (71.86%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of November 30, 2018 = **613**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **1.29%** to 613 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **8.72** 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 **64.91%** in November 2018 to \$172,895 versus the previous year at \$104,841.

Average Days on Market Shortens

The average number of **56.80** days that homes spent on the market before selling decreased by 8.28 days or **12.72%** in November 2018 compared to last year's same month at **65.07** DOM.

Sales Success for November 2018 is Positive

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

There were 137 New Listings in November 2018, down **0.00%** from last year at 137. Furthermore, there were 69 Closed Listings this month versus last year at 55, a **25.45%** increase.

Closed versus Listed trends yielded a **50.4%** ratio, up from previous year's, November 2017, at **40.1%**, a **25.45%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

November 2018



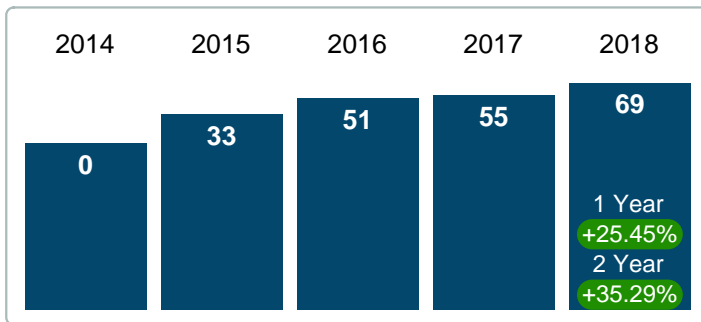
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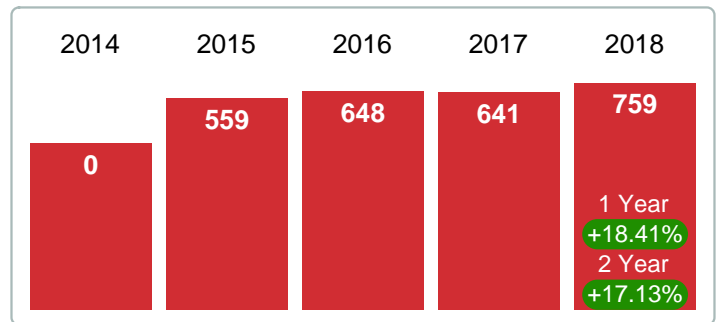
CLOSED LISTINGS

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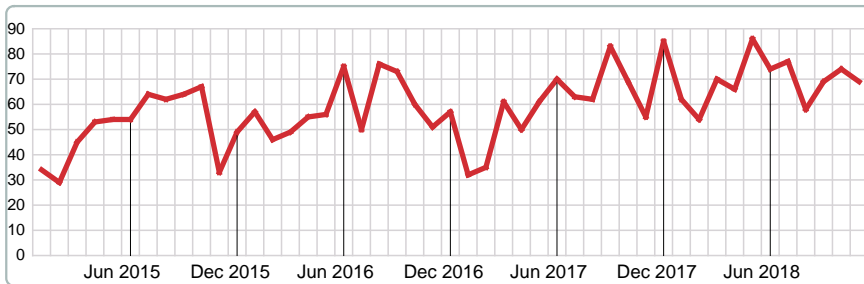
NOVEMBER



YEAR TO DATE (YTD)

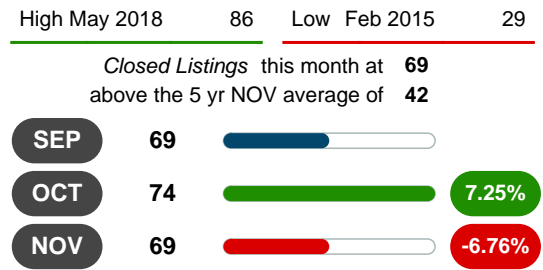


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 42



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	6	8.70%	57.3	3	3	0	0
\$25,001 - \$50,000	7	10.14%	64.1	3	4	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	26	37.68%	59.2	6	16	3	1
\$125,001 - \$225,000	12	17.39%	54.3	0	12	0	0
\$225,001 - \$350,000	10	14.49%	42.6	0	6	3	1
\$350,001 and up	8	11.59%	63.9	0	7	1	0
Total Closed Units	69			12	48	7	2
Total Closed Volume	11,929,779	100%	56.8	606.10K	9.37M	1.50M	454.00K
Average Closed Price	\$172,895			\$50,508	\$195,243	\$214,004	\$227,000

November 2018



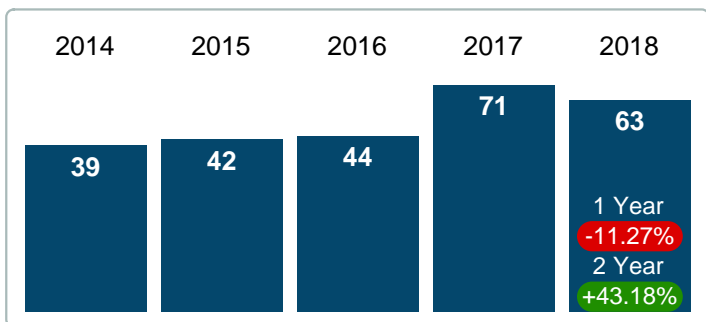
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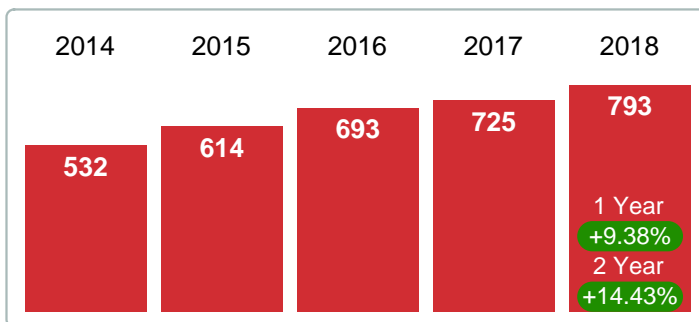
PENDING LISTINGS

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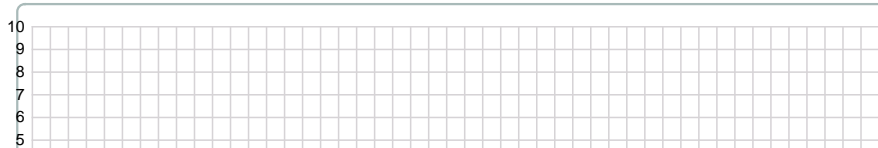
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 52

High Nov 2018: 0, Low Nov 2018: 0

Pending Listings this month at 63 above the 5 yr NOV average of 52

SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.52%	110.0	2	2	2	0
\$40,001 - \$70,000	8	12.70%	70.4	3	4	1	0
\$70,001 - \$90,000	8	12.70%	48.5	1	6	1	0
\$90,001 - \$140,000	15	23.81%	48.8	5	9	0	1
\$140,001 - \$190,000	10	15.87%	88.8	0	7	2	1
\$190,001 - \$290,000	9	14.29%	56.4	0	4	4	1
\$290,001 and up	7	11.11%	45.7	0	4	2	1
Total Pending Units	63			11	36	12	4
Total Pending Volume	9,000,649	100%	62.8	834.70K	5.33M	2.03M	808.40K
Average Listing Price	\$144,709			\$75,882	\$147,992	\$169,154	\$202,100

November 2018



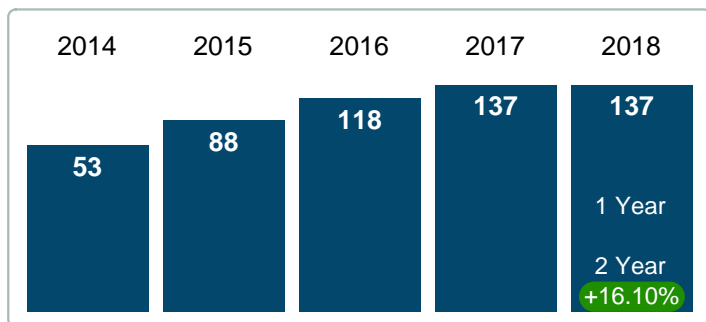
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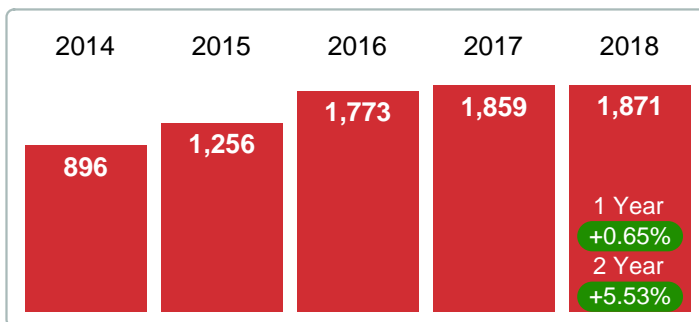
NEW LISTINGS

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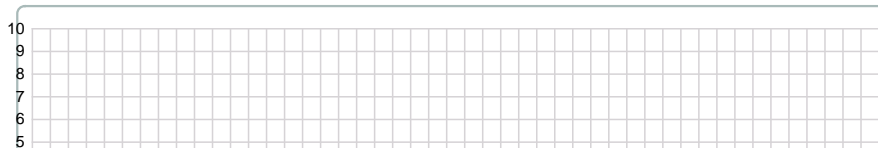
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 107

High Nov 2018: 0, Low Nov 2018: 0

New Listings this month at 137
above the 5 yr NOV average of 107

Month	New Listings	%
SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$40,000 and less	13	9.49%
\$40,001 - \$60,000	9	6.57%
\$60,001 - \$100,000	30	21.90%
\$100,001 - \$150,000	31	22.63%
\$150,001 - \$230,000	22	16.06%
\$230,001 - \$340,000	18	13.14%
\$340,001 and up	14	10.22%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	4	2	0
\$40,001 - \$60,000	2	7	0	0
\$60,001 - \$100,000	8	17	4	1
\$100,001 - \$150,000	3	22	5	1
\$150,001 - \$230,000	2	9	9	2
\$230,001 - \$340,000	3	11	3	1
\$340,001 and up	1	5	7	1
Total	26	75	30	6
Total New Listed Volume	2.95M	11.37M	6.78M	1.59M
Average New Listed Listing Price	\$113,431	\$151,656	\$225,840	\$265,317

Total New Listed Units	137	
Total New Listed Volume	22,690,500	100%
Average New Listed Listing Price	\$140,689	

November 2018



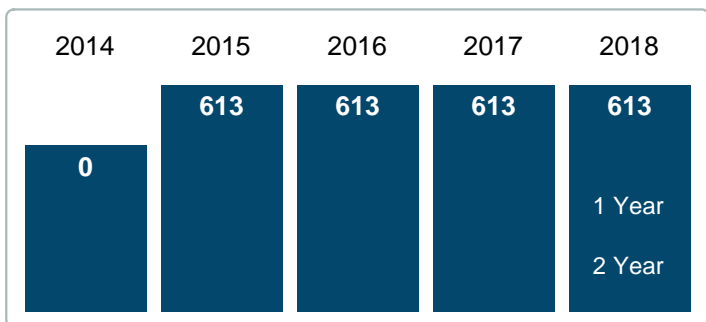
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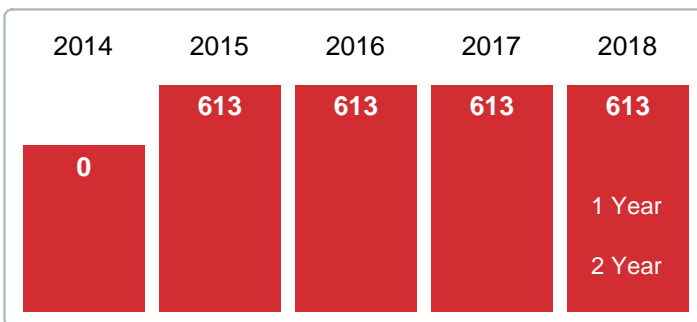
ACTIVE INVENTORY

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

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 490

High Nov 2018 613 Low Nov 2018 613

Inventory this month at **613**
above the 5 yr NOV average of **490**

- SEP 613
- OCT 613 0.00%
- NOV 613 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	15	2.45%	63.8	10	4	1	0
\$25,001 - \$75,000	122	19.90%	81.3	44	73	5	0
\$75,001 - \$100,000	71	11.58%	110.6	14	46	11	0
\$100,001 - \$175,000	148	24.14%	87.6	18	111	15	4
\$175,001 - \$275,000	101	16.48%	90.8	7	61	28	5
\$275,001 - \$475,000	92	15.01%	88.6	10	49	29	4
\$475,001 and up	64	10.44%	97.9	1	23	32	8
Total Active Inventory by Units	613			104	367	121	21
Total Active Inventory by Volume	138,665,676	100%	90.2	12.20M	72.36M	41.00M	13.11M
Average Active Inventory Listing Price	\$226,208			\$117,320	\$197,160	\$338,818	\$624,267

November 2018



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



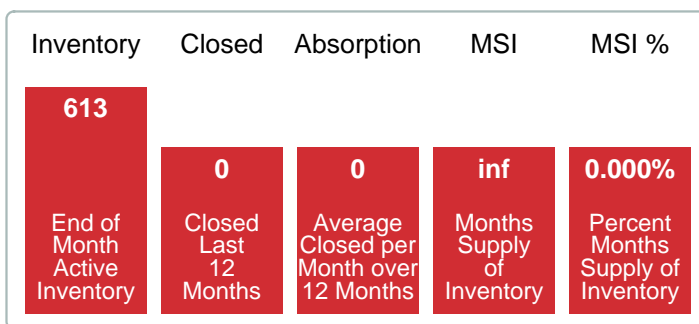
MONTHS SUPPLY of INVENTORY (MSI)

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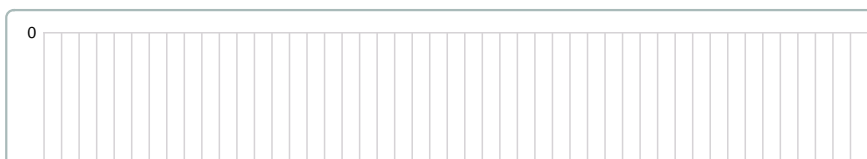
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

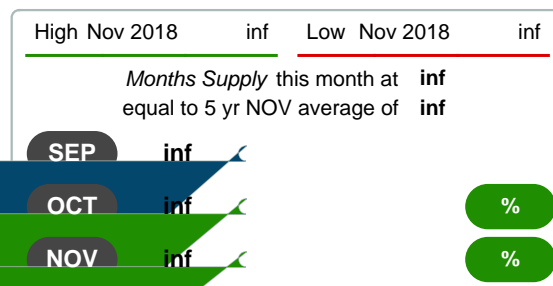


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = inf



Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	42	6.85%	3.73	4.27	3.24	4.00	0.00
\$40,001 - \$70,000	80	13.05%	6.27	8.27	5.81	2.40	0.00
\$70,001 - \$110,000	110	17.94%	7.72	7.45	8.10	6.00	12.00
\$110,001 - \$190,000	143	23.33%	7.87	14.57	7.16	8.31	18.00
\$190,001 - \$290,000	88	14.36%	10.15	21.00	8.91	10.80	15.00
\$290,001 - \$470,000	85	13.87%	21.70	108.00	25.09	20.80	5.33
\$470,001 and up	65	10.60%	48.75	0.00	48.00	48.00	48.00
Market Supply of Inventory (MSI)		8.72		8.21	8.05	11.62	12.60
Total Active Inventory by Units	613	100%	8.72	104	367	121	21

November 2018



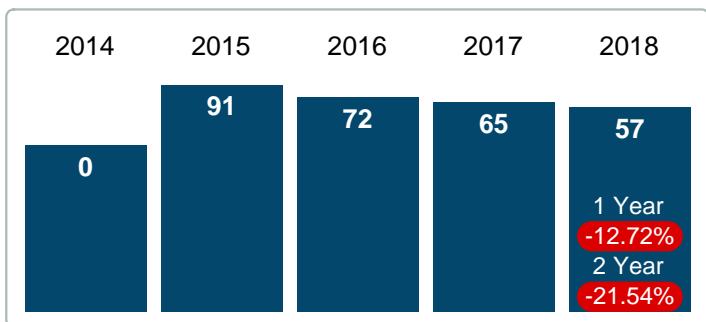
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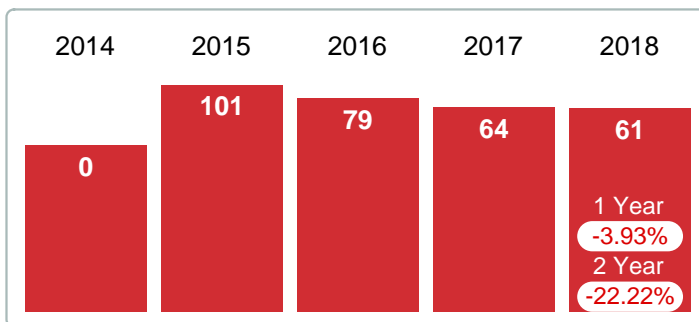
AVERAGE DAYS ON MARKET TO SALE

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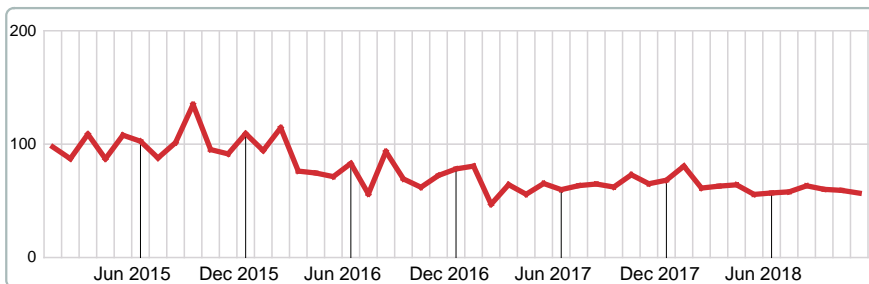
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 57 equal to 5 yr NOV average of 57



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	8.70%	57	81	33	0	0
\$25,001 - \$50,000	10.14%	64	48	76	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	37.68%	59	38	71	47	32
\$125,001 - \$225,000	17.39%	54	0	54	0	0
\$225,001 - \$350,000	14.49%	43	0	28	48	113
\$350,001 and up	11.59%	64	0	73	3	0
Average Closed DOM		57	51	60	41	73
Total Closed Units	100%	69	12	48	7	2
Total Closed Volume		11,929,779	606.10K	9.37M	1.50M	454.00K

November 2018



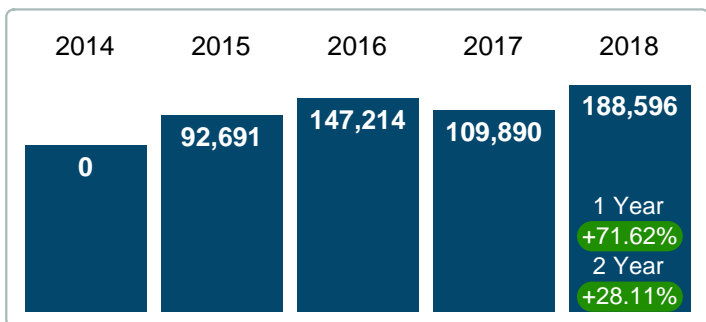
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



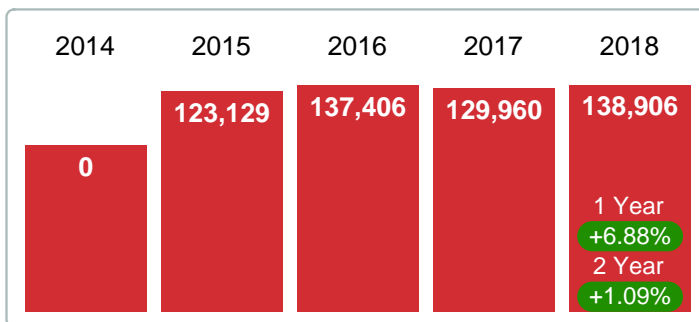
AVERAGE LIST PRICE AT CLOSING

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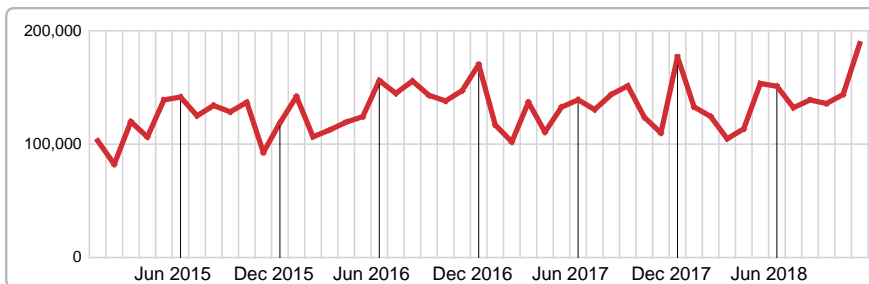
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

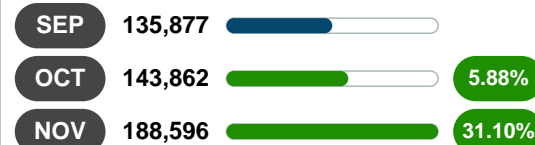


3 MONTHS

5 year NOV AVG = 107,678

High Nov 2018 188,596 Low Feb 2015 82,286

Average List Price at Closing this month at **188,596** above the 5 yr NOV average of **107,678**



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	4.35%	20,000	32,000	20,000	0	0
\$25,001 - \$50,000	13.04%	35,411	40,267	38,950	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	37.68%	86,219	79,950	90,913	87,331	119,000
\$125,001 - \$225,000	18.84%	158,531	0	161,117	0	0
\$225,001 - \$350,000	11.59%	270,563	0	275,917	299,333	359,500
\$350,001 and up	14.49%	616,735	0	709,836	450,000	0
Average List Price		188,596	58,042	213,086	229,999	239,250
Total Closed Units	100%	188,596	12	48	7	2
Total Closed Volume		13,013,142	696.50K	10.23M	1.61M	478.50K

November 2018



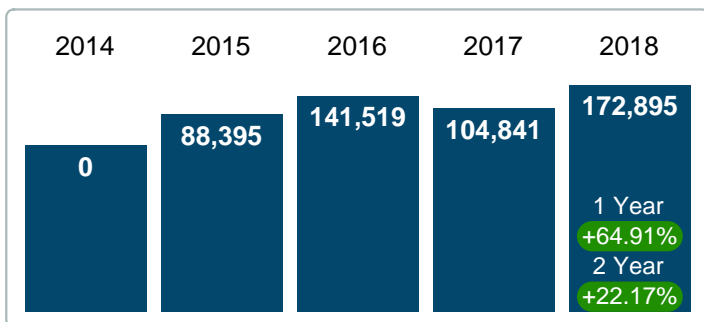
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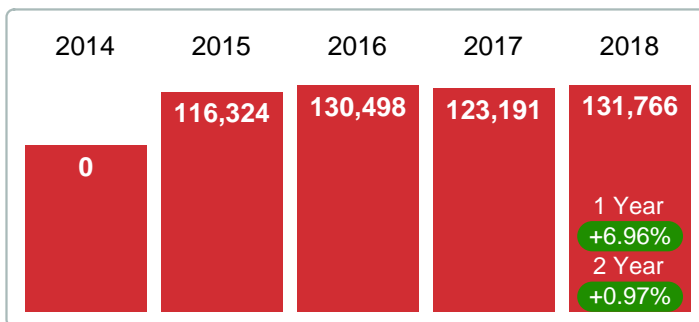
AVERAGE SOLD PRICE AT CLOSING

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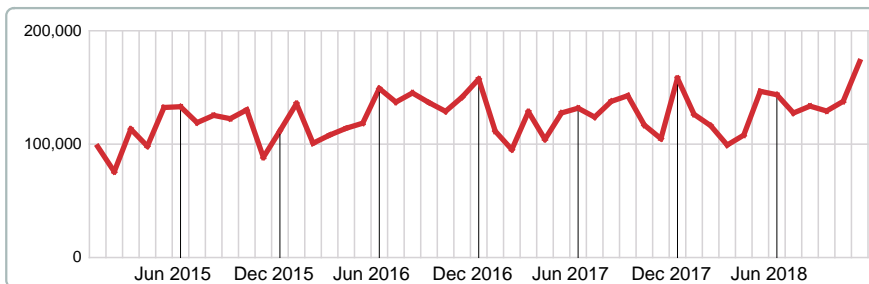
NOVEMBER



YEAR TO DATE (YTD)

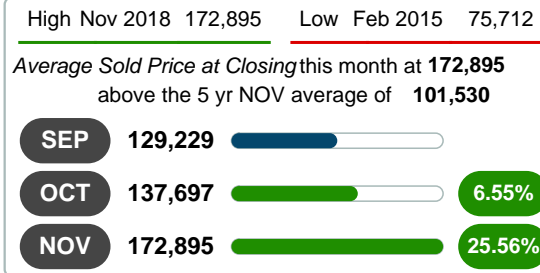


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 101,530



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	6	8.70%	20,917	24,333	17,500	0	0
\$25,001 - \$50,000	7	10.14%	36,714	38,000	35,750	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$125,000	26	37.68%	82,551	69,850	85,919	82,510	105,000
\$125,001 - \$225,000	12	17.39%	155,467	0	155,467	0	0
\$225,001 - \$350,000	10	14.49%	278,550	0	266,000	280,167	349,000
\$350,001 and up	8	11.59%	593,731	0	619,979	410,000	0
Average Sold Price			172,895	50,508	195,243	214,004	227,000
Total Closed Units		100%	172,895	12	48	7	2
Total Closed Volume			11,929,779	606.10K	9.37M	1.50M	454.00K

November 2018



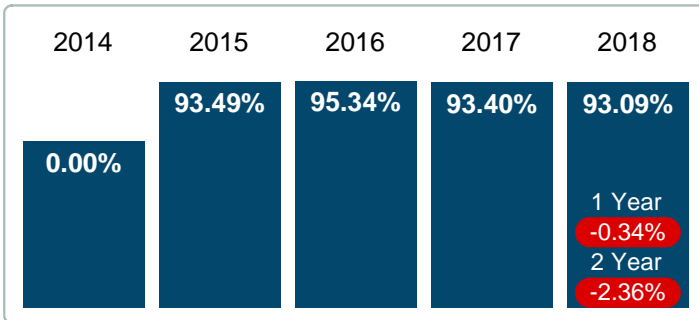
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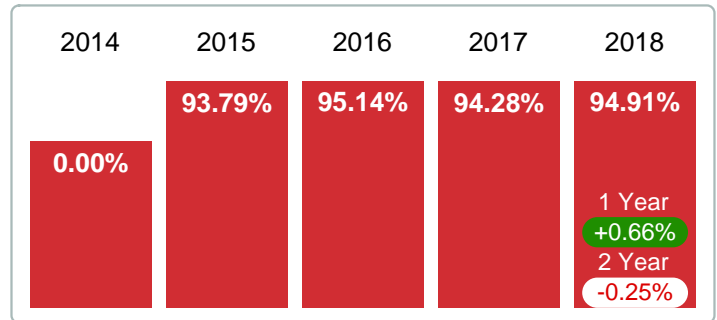
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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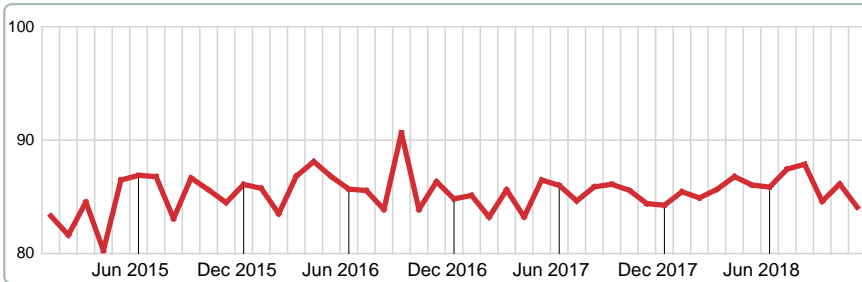
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

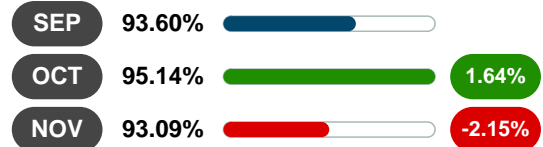


3 MONTHS

5 year NOV AVG = 75.06%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **93.09%** above the 5 yr NOV average of **75.06%**



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	6	8.70%	82.14%	76.14%	88.14%	0.00%	0.00%
\$25,001 - \$50,000	7	10.14%	92.91%	94.36%	91.83%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	26	37.68%	93.30%	88.80%	95.10%	94.32%	88.24%
\$125,001 - \$225,000	12	17.39%	96.59%	0.00%	96.59%	0.00%	0.00%
\$225,001 - \$350,000	10	14.49%	95.81%	0.00%	96.38%	94.24%	97.08%
\$350,001 and up	8	11.59%	92.11%	0.00%	92.25%	91.11%	0.00%
Average Sold/List Ratio		93.10%		87.03%	94.51%	93.82%	92.66%
Total Closed Units		69	100%	12	48	7	2
Total Closed Volume		11,929,779		606.10K	9.37M	1.50M	454.00K

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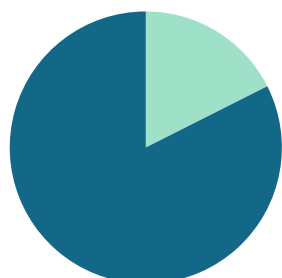
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

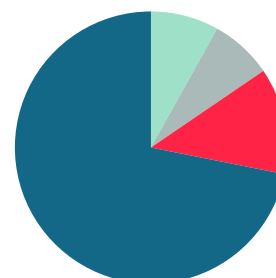


Inventory
 New Listings
137 = 17.56%
 Start Inventory
643
 Total Inventory Units
780
 Volume
\$167,382,573

Market Activity

Closed Sales
69 = 8.09%
 Pending Sales
63 = 7.39%
 Other Off Market
108 = 12.66%
 Active Inventory
613 = 71.86%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	55	69	25.45%	641	759	18.41%
Pending Sales	71	63	-11.27%	725	793	9.38%
New Listings	137	137	0.00%	1,859	1,871	0.65%
Average List Price	109,890	188,596	71.62%	129,960	138,906	6.88%
Average Sale Price	104,841	172,895	64.91%	123,191	131,766	6.96%
Average Percent of Selling Price to List Price	93.40%	93.09%	-0.34%	94.28%	94.91%	0.66%
Average Days on Market to Sale	65.07	56.80	-12.72%	63.81	61.30	-3.93%
Monthly Inventory	621	613	-1.29%	621	613	-1.29%
Months Supply of Inventory	10.68	8.72	-18.36%	10.68	8.72	-18.36%

Absorption: Last 12 months, an Average of **70** Sales/Month

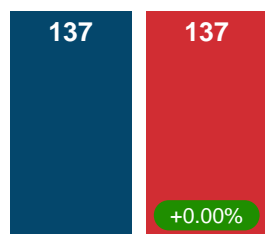
Inventory on November 30, 2018 = **613**

2017 **2018**

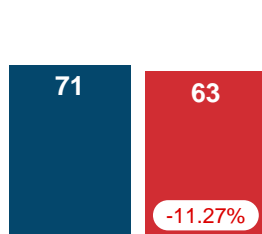
NOVEMBER MARKET

AVERAGE PRICES

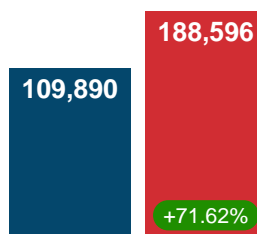
New Listings



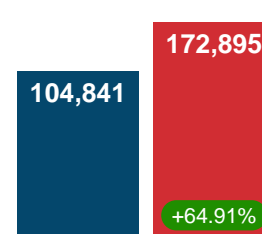
Pending Listings



List Price



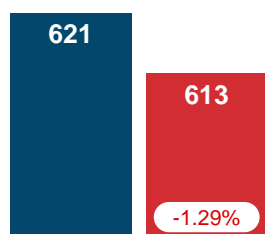
Sale Price



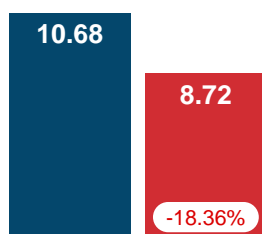
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

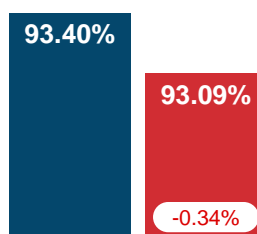
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

