

October 2018



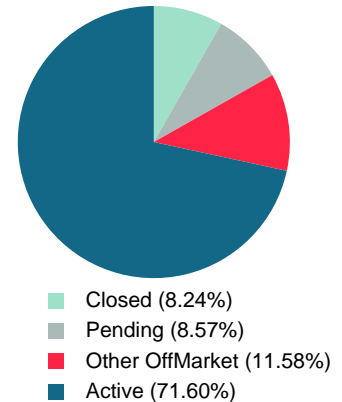
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	69	74	7.25%
Pending Listings	61	77	26.23%
New Listings	175	137	-21.71%
Average List Price	123,733	143,862	16.27%
Average Sale Price	116,788	137,697	17.90%
Average Percent of Selling Price to List Price	94.57%	95.14%	0.59%
Average Days on Market to Sale	72.99	59.23	-18.85%
End of Month Inventory	659	643	-2.43%
Months Supply of Inventory	11.39	9.30	-18.42%



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of October 31, 2018 = **643**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **2.43%** to 643 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 **9.30** 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 **17.90%** in October 2018 to \$137,697 versus the previous year at \$116,788.

Average Days on Market Shortens

The average number of **59.23** days that homes spent on the market before selling decreased by 13.76 days or **18.85%** in October 2018 compared to last year's same month at **72.99** DOM.

Sales Success for October 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 October 2018, down **21.71%** from last year at 175. Furthermore, there were 74 Closed Listings this month versus last year at 69, a **7.25%** increase.

Closed versus Listed trends yielded a **54.0%** ratio, up from previous year's, October 2017, at **39.4%**, a **36.99%** upswing. 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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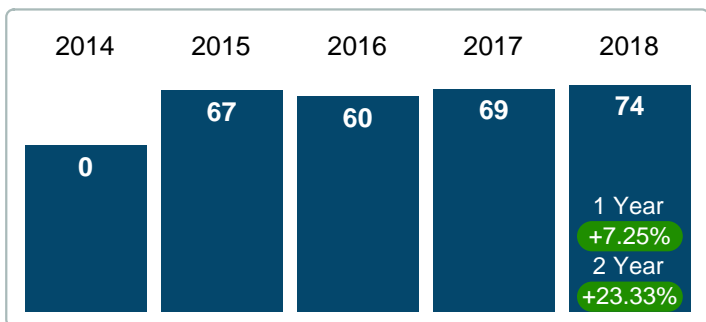
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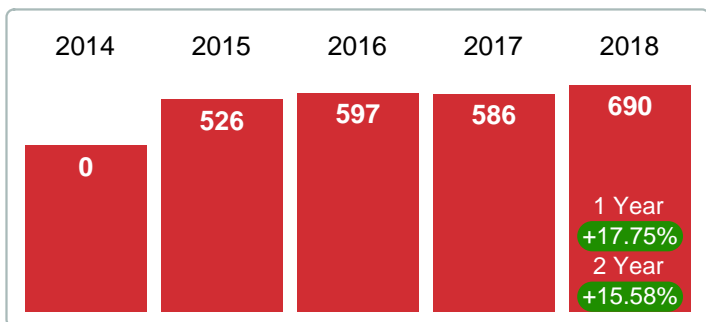
CLOSED LISTINGS

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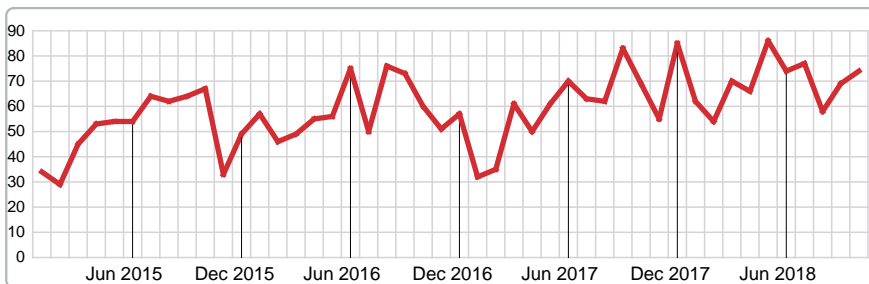
OCTOBER



YEAR TO DATE (YTD)

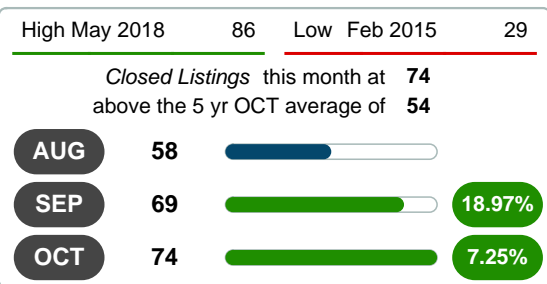


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 54



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	5	6.76%	40.2	2	3	0	0
\$30,001 - \$50,000	10	13.51%	45.1	4	5	1	0
\$50,001 - \$70,000	10	13.51%	59.3	1	6	3	0
\$70,001 - \$130,000	19	25.68%	55.8	3	14	2	0
\$130,001 - \$190,000	12	16.22%	66.4	3	8	1	0
\$190,001 - \$270,000	10	13.51%	59.7	0	8	2	0
\$270,001 and up	8	10.81%	85.4	0	3	3	2
Total Closed Units	74			13	47	12	2
Total Closed Volume	10,189,570	100%	59.2	1.03M	6.24M	2.27M	640.00K
Average Closed Price	\$137,697			\$79,392	\$132,862	\$189,415	\$320,000

October 2018



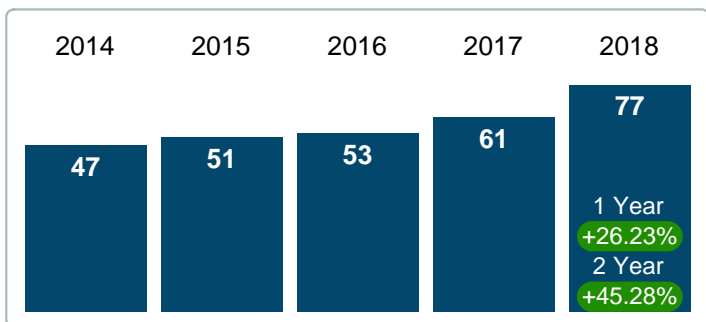
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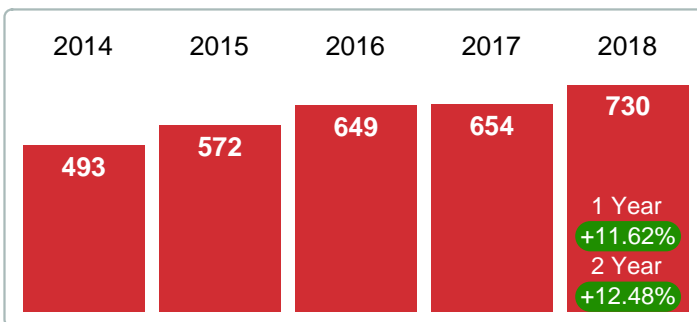
PENDING LISTINGS

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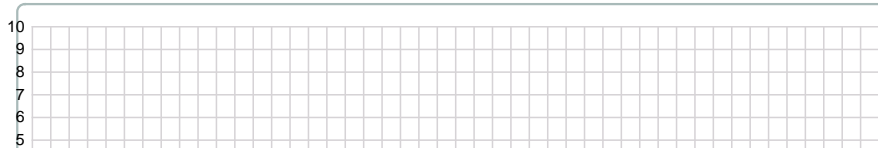
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 58

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 77
above the 5 yr OCT average of 58

- AUG 0
- SEP 0
- OCT 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	7.79%	38.8	2	4	0	0
\$30,001 - \$50,000	8	10.39%	73.4	2	5	1	0
\$50,001 - \$70,000	12	15.58%	54.1	3	9	0	0
\$70,001 - \$140,000	23	29.87%	55.6	2	14	6	1
\$140,001 - \$200,000	9	11.69%	58.9	2	7	0	0
\$200,001 - \$280,000	11	14.29%	65.5	0	9	2	0
\$280,001 and up	8	10.39%	54.6	0	4	4	0
Total Pending Units	77			11	52	13	1
Total Pending Volume	11,788,458	100%	58.3	815.70K	8.16M	2.69M	119.00K
Average Listing Price	\$148,203			\$74,155	\$157,003	\$206,892	\$119,000

October 2018



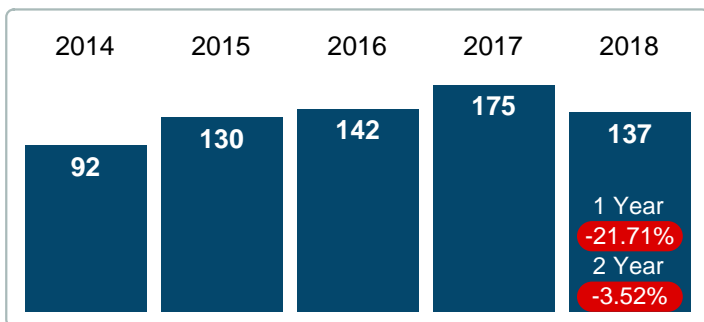
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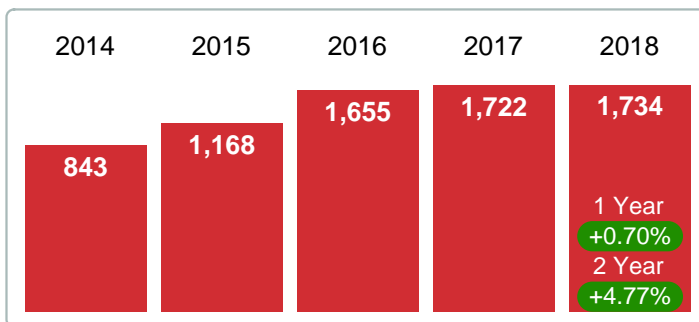
NEW LISTINGS

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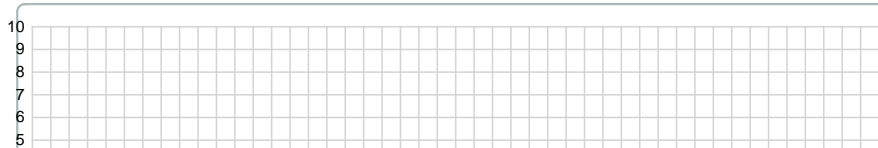
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 135

High Oct 2018 0 Low Oct 2018 0

New Listings this month at 137
above the 5 yr OCT average of 135

Month	New Listings	% Change
AUG	0	
SEP	0	nan%
OCT	0	nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$40,000 and less	12	8.76%
\$40,001 - \$60,000	15	10.95%
\$60,001 - \$90,000	15	10.95%
\$90,001 - \$190,000	42	30.66%
\$190,001 - \$290,000	21	15.33%
\$290,001 - \$450,000	19	13.87%
\$450,001 and up	13	9.49%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	4	0	0
\$40,001 - \$60,000	6	8	1	0
\$60,001 - \$90,000	0	15	0	0
\$90,001 - \$190,000	7	30	3	2
\$190,001 - \$290,000	1	9	11	0
\$290,001 - \$450,000	0	8	11	0
\$450,001 and up	0	2	9	2
Total	22	76	35	4
Total New Listed Volume	1.57M	11.48M	12.62M	2.02M
Average New Listed Listing Price	\$71,552	\$151,097	\$360,663	\$504,450

October 2018



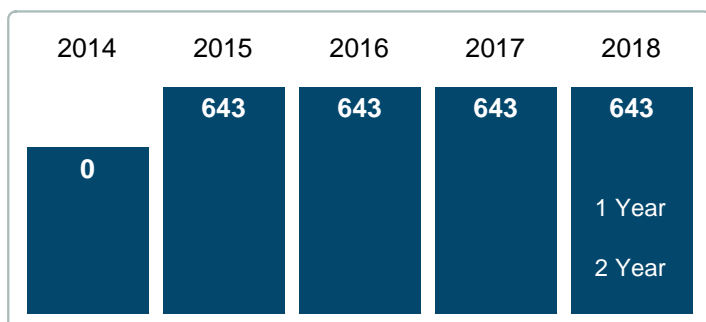
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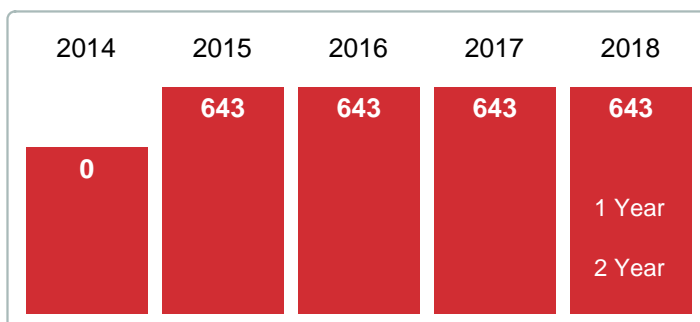
ACTIVE INVENTORY

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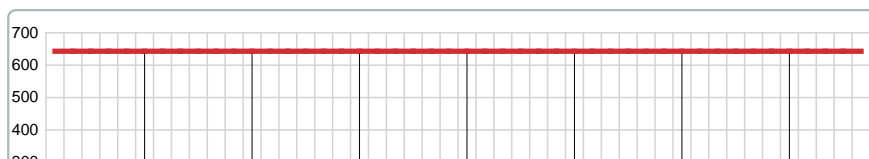
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 514

Month	Inventory	Change
High Oct 2018	643	
Low Oct 2018	643	
Inventory this month at 643 above the 5 yr OCT average of 514		
AUG	643	
SEP	643	0.00%
OCT	643	0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	64	9.95%	75.4	29	30	4	1
\$50,001 - \$75,000	75	11.66%	86.3	24	47	4	0
\$75,001 - \$100,000	80	12.44%	99.7	15	56	9	0
\$100,001 - \$175,000	155	24.11%	92.7	19	121	12	3
\$175,001 - \$275,000	108	16.80%	84.0	7	63	31	7
\$275,001 - \$475,000	94	14.62%	79.6	11	50	28	5
\$475,001 and up	67	10.42%	77.6	1	22	36	8
Total Active Inventory by Units			643	106	389	124	24
Total Active Inventory by Volume			144,692,073	12.67M	75.17M	43.01M	13.84M
Average Active Inventory Listing Price			\$225,027	\$119,541	\$193,240	\$346,871	\$576,604

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



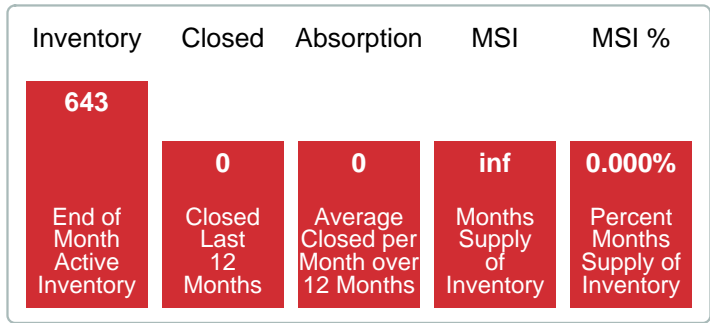
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

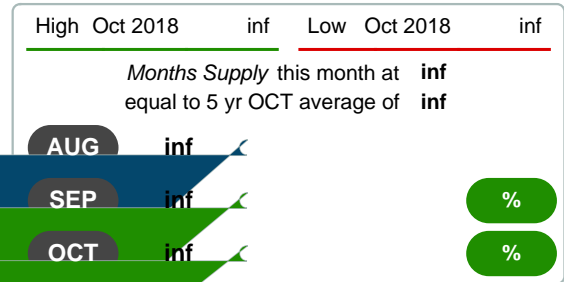


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	64	9.95%	4.31	4.70	4.14	3.20	6.00
\$50,001 - \$70,000	60	9.33%	6.67	9.86	5.74	4.80	0.00
\$70,001 - \$110,000	117	18.20%	8.21	9.00	8.53	4.91	0.00
\$110,001 - \$190,000	154	23.95%	8.52	12.86	8.18	7.71	18.00
\$190,001 - \$290,000	93	14.46%	10.94	24.00	9.42	11.59	18.00
\$290,001 - \$470,000	87	13.53%	26.10	108.00	33.88	21.43	7.50
\$470,001 and up	68	10.58%	58.29	0.00	69.00	54.00	48.00
Market Supply of Inventory (MSI)			9.30	8.54	8.71	11.81	15.16
Total Active Inventory by Units	643	100%	9.30	106	389	124	24

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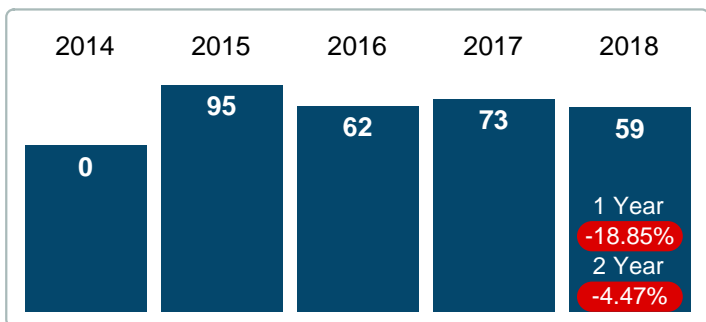
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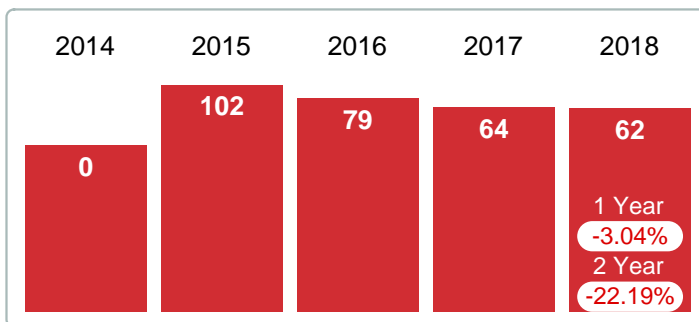
AVERAGE DAYS ON MARKET TO SALE

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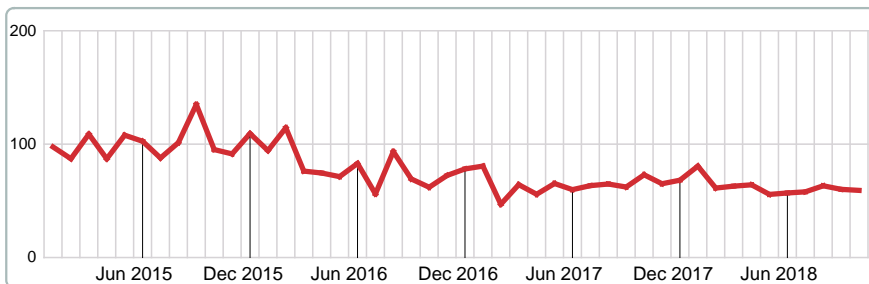
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

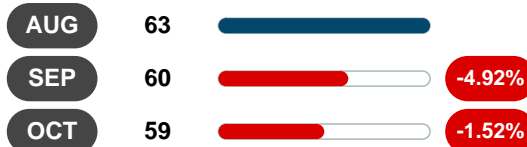


3 MONTHS

5 year OCT AVG = 58

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 59 above the 5 yr OCT average of 58



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	6.76%	40	85	10	0	0
\$30,001 - \$50,000	13.51%	45	27	40	147	0
\$50,001 - \$70,000	13.51%	59	114	52	56	0
\$70,001 - \$130,000	25.68%	56	38	60	52	0
\$130,001 - \$190,000	16.22%	66	108	56	27	0
\$190,001 - \$270,000	13.51%	60	0	60	60	0
\$270,001 and up	10.81%	85	0	85	69	110
Average Closed DOM		59	64	55	64	110
Total Closed Units	100%	59	13	47	12	2
Total Closed Volume		10,189,570	1.03M	6.24M	2.27M	640.00K

October 2018



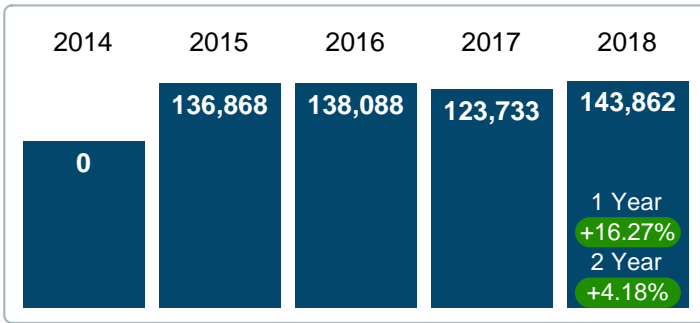
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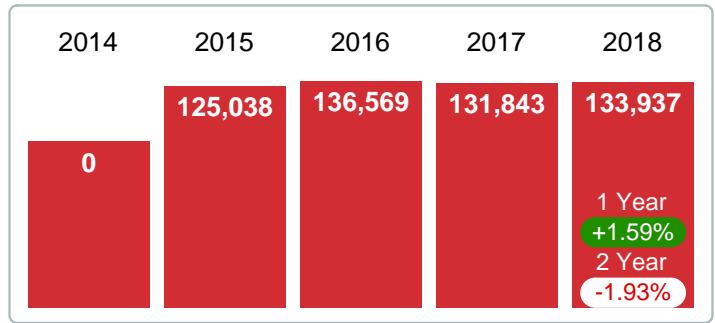
AVERAGE LIST PRICE AT CLOSING

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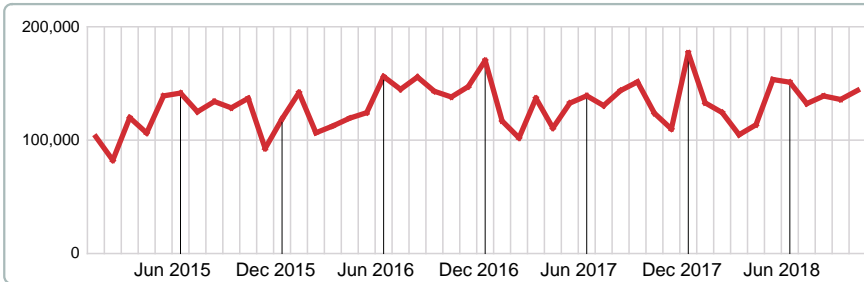
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

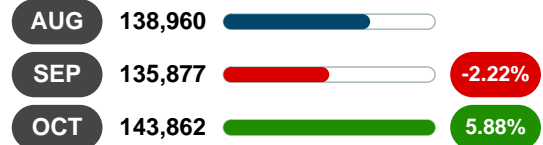


3 MONTHS

5 year OCT AVG = 108,510

High Dec 2017 176,977 Low Feb 2015 82,286

Average List Price at Closing this month at **143,862** above the 5 yr OCT average of **108,510**



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	5	6.76%	23,753	31,200	20,556	0	0
\$30,001 - \$50,000	6	8.11%	39,550	42,275	53,560	39,900	0
\$50,001 - \$70,000	10	13.51%	62,550	72,000	66,683	71,500	0
\$70,001 - \$130,000	24	32.43%	95,604	103,833	100,664	82,450	0
\$130,001 - \$190,000	8	10.81%	161,438	177,633	163,700	158,900	0
\$190,001 - \$270,000	12	16.22%	216,775	0	230,275	213,500	0
\$270,001 and up	9	12.16%	386,321	0	398,333	445,997	334,500
Average List Price			143,862	88,300	137,993	195,266	334,500
Total Closed Units		100%	143,862	13	47	12	2
Total Closed Volume			10,645,755	1.15M	6.49M	2.34M	669.00K

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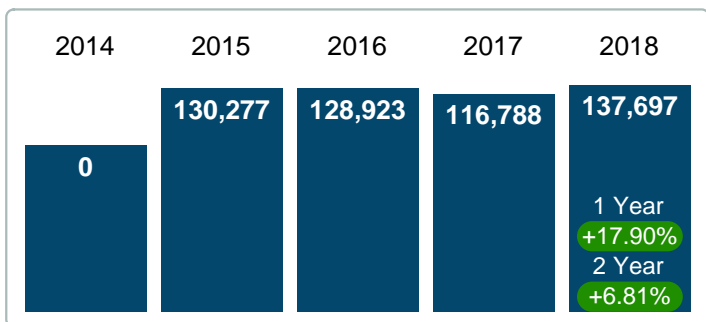
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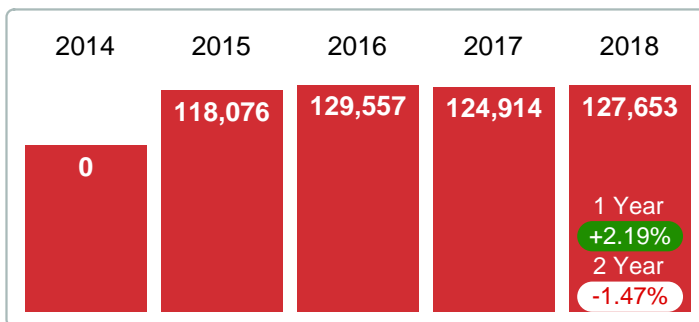
AVERAGE SOLD PRICE AT CLOSING

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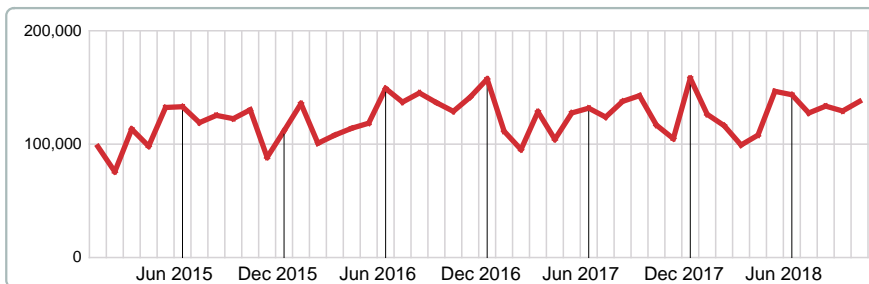
OCTOBER



YEAR TO DATE (YTD)

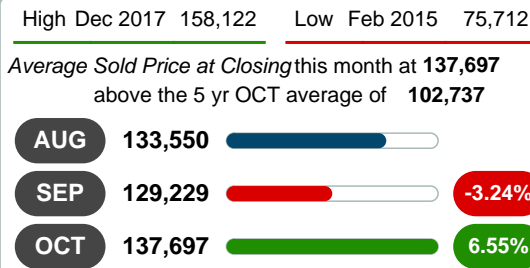


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 102,737



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	5	6.76%	25,360	28,000	23,600	0	0
\$30,001 - \$50,000	10	13.51%	39,840	34,649	44,580	36,900	0
\$50,001 - \$70,000	10	13.51%	63,828	65,000	62,750	65,592	0
\$70,001 - \$130,000	19	25.68%	92,305	85,833	94,993	83,200	0
\$130,001 - \$190,000	12	16.22%	161,075	171,667	158,488	150,000	0
\$190,001 - \$270,000	10	13.51%	221,700	0	224,250	211,500	0
\$270,001 and up	8	10.81%	390,300	0	394,167	433,300	320,000
Average Sold Price			137,697	79,392	132,862	189,415	320,000
Total Closed Units		100%	137,697	13	47	12	2
Total Closed Volume			10,189,570	1.03M	6.24M	2.27M	640.00K

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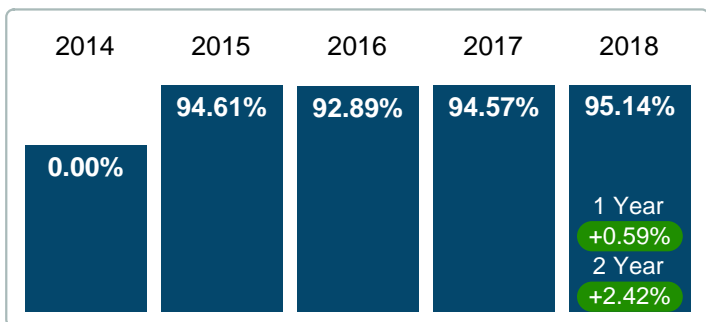
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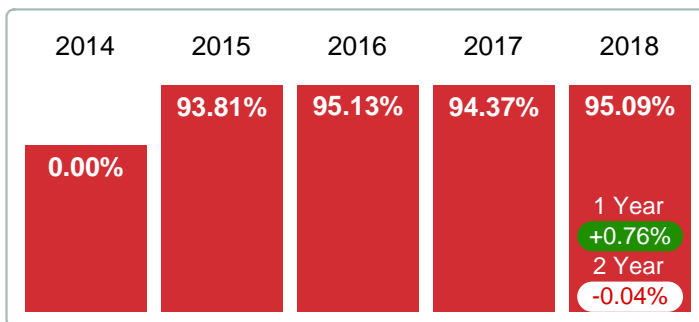
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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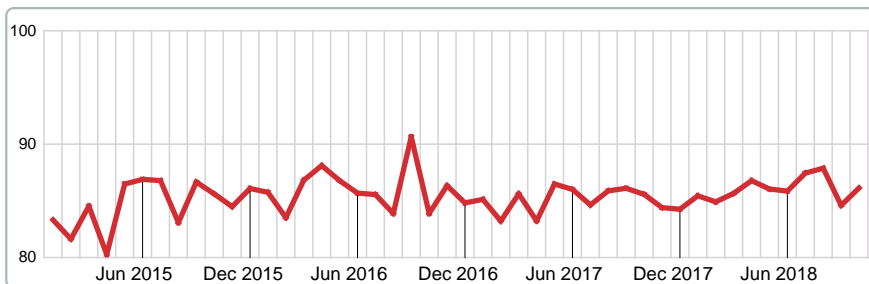
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

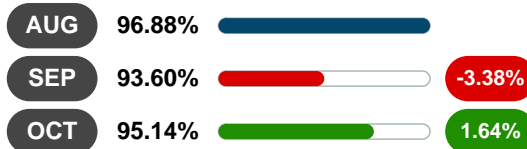


3 MONTHS

5 year OCT AVG = 75.44%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **95.14%** above the 5 yr OCT average of **75.44%**



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	5	6.76%	104.42%	89.63%	114.27%	0.00%	0.00%
\$30,001 - \$50,000	10	13.51%	86.27%	86.88%	84.55%	92.48%	0.00%
\$50,001 - \$70,000	10	13.51%	93.62%	90.28%	94.49%	92.98%	0.00%
\$70,001 - \$130,000	19	25.68%	94.45%	87.16%	95.10%	100.90%	0.00%
\$130,001 - \$190,000	12	16.22%	97.21%	96.85%	97.69%	94.40%	0.00%
\$190,001 - \$270,000	10	13.51%	97.71%	0.00%	97.40%	98.93%	0.00%
\$270,001 and up	8	10.81%	97.61%	0.00%	98.97%	97.55%	95.65%
Average Sold/List Ratio		95.10%		89.93%	96.20%	96.51%	95.65%
Total Closed Units		74	100%	13	47	12	2
Total Closed Volume		10,189,570		1.03M	6.24M	2.27M	640.00K

October 2018



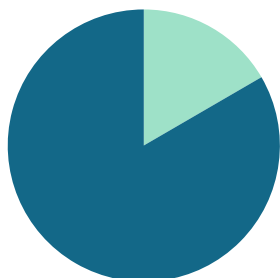
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

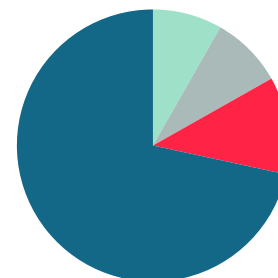


Inventory
 New Listings
137 = 16.63%
 Start Inventory
687
 Total Inventory Units
824
 Volume
\$180,855,230

Market Activity

Closed Sales
74 = 8.24%
 Pending Sales
77 = 8.57%
 Other Off Market
104 = 11.58%
 Active Inventory
643 = 71.60%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	69	74	7.25%	586	690	17.75%
Pending Sales	61	77	26.23%	654	730	11.62%
New Listings	175	137	-21.71%	1,722	1,734	0.70%
Average List Price	123,733	143,862	16.27%	131,843	133,937	1.59%
Average Sale Price	116,788	137,697	17.90%	124,914	127,653	2.19%
Average Percent of Selling Price to List Price	94.57%	95.14%	0.59%	94.37%	95.09%	0.76%
Average Days on Market to Sale	72.99	59.23	-18.85%	63.69	61.75	-3.04%
Monthly Inventory	659	643	-2.43%	659	643	-2.43%
Months Supply of Inventory	11.39	9.30	-18.42%	11.39	9.30	-18.42%

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

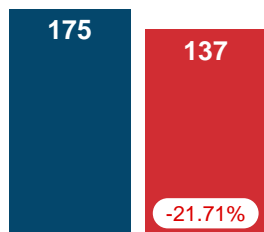
Inventory on October 31, 2018 = **643**

2017 **2018**

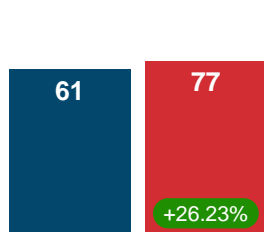
OCTOBER MARKET

AVERAGE PRICES

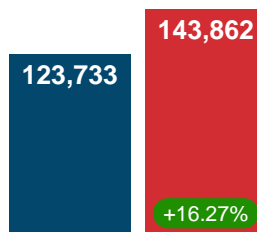
New Listings



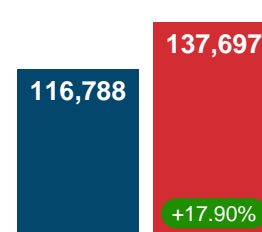
Pending Listings



List Price



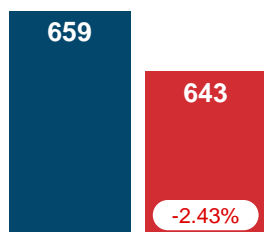
Sale Price



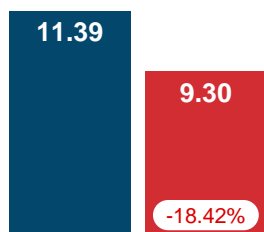
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

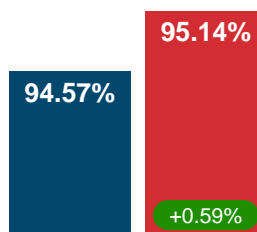
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

