

August 2019



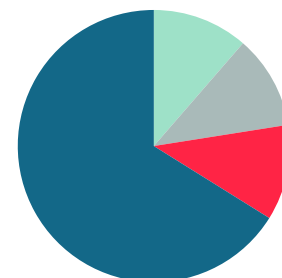
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2018 | August 2019 | +/-% |
|--|---------|-------------|---------|
| Closed Listings | 58 | 91 | 56.90% |
| Pending Listings | 71 | 89 | 25.35% |
| New Listings | 205 | 168 | -18.05% |
| Average List Price | 138,960 | 160,750 | 15.68% |
| Average Sale Price | 133,550 | 154,518 | 15.70% |
| Average Percent of Selling Price to List Price | 96.88% | 95.69% | -1.22% |
| Average Days on Market to Sale | 63.26 | 61.99 | -2.01% |
| End of Month Inventory | 713 | 529 | -25.81% |
| Months Supply of Inventory | 10.20 | 7.36 | -27.87% |



■ Closed (11.38%)
■ Pending (11.12%)
■ Other OffMarket (11.38%)
■ Active (66.12%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of August 31, 2019 = **529**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **25.81%** to 529 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **7.36** 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 **15.70%** in August 2019 to \$154,518 versus the previous year at \$133,550.

Average Days on Market Shortens

The average number of **61.99** days that homes spent on the market before selling decreased by 1.27 days or **2.01%** in August 2019 compared to last year's same month at **63.26** DOM.

Sales Success for August 2019 is Positive

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

There were 168 New Listings in August 2019, down **18.05%** from last year at 205. Furthermore, there were 91 Closed Listings this month versus last year at 58, a **56.90%** increase.

Closed versus Listed trends yielded a **54.2%** ratio, up from previous year's, August 2018, at **28.3%**, a **91.45%** 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

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| Months Supply of Inventory | 6 |
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| 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

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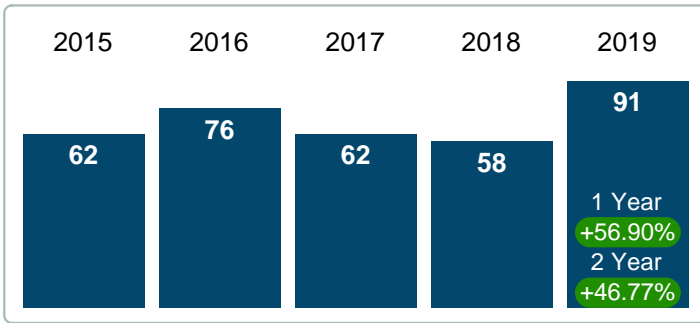
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



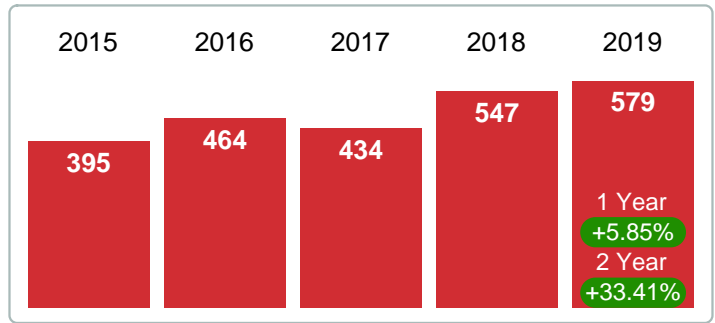
CLOSED LISTINGS

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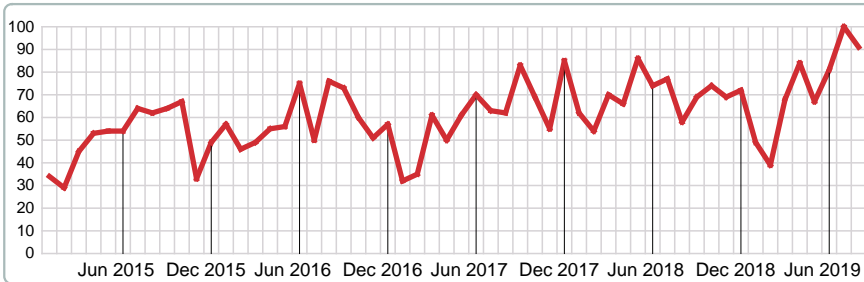
AUGUST



YEAR TO DATE (YTD)

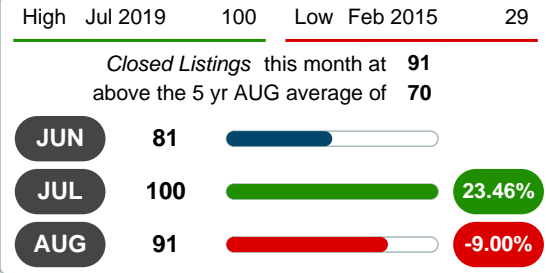


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 70



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 | 3 | 3.30% | 79.7 | 1 | 2 | 0 | 0 |
| \$25,001 - \$50,000 | 14 | 15.38% | 76.2 | 3 | 10 | 1 | 0 |
| \$50,001 - \$75,000 | 10 | 10.99% | 65.4 | 4 | 6 | 0 | 0 |
| \$75,001 - \$125,000 | 24 | 26.37% | 57.2 | 2 | 18 | 4 | 0 |
| \$125,001 - \$200,000 | 15 | 16.48% | 36.7 | 1 | 12 | 2 | 0 |
| \$200,001 - \$325,000 | 15 | 16.48% | 61.7 | 1 | 11 | 3 | 0 |
| \$325,001 and up | 10 | 10.99% | 83.4 | 0 | 5 | 5 | 0 |
| Total Closed Units | 91 | | | 12 | 64 | 15 | 0 |
| Total Closed Volume | 14,061,150 | 100% | 62.0 | 1.05M | 9.20M | 3.82M | 0.00B |
| Average Closed Price | \$154,518 | | | \$87,117 | \$143,716 | \$254,527 | \$0 |

August 2019



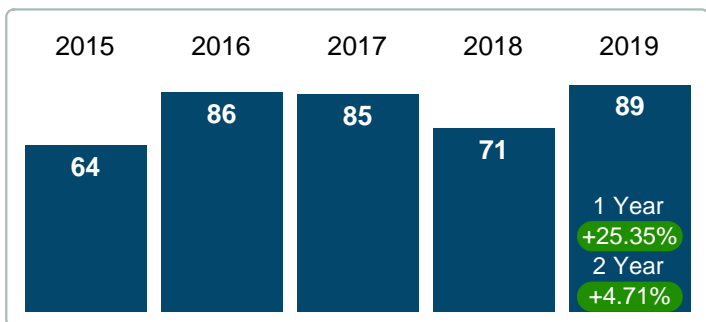
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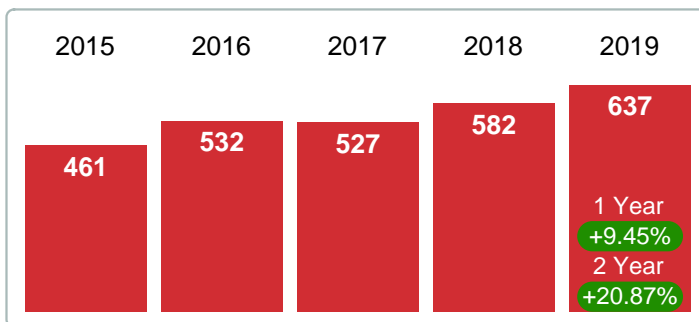
PENDING LISTINGS

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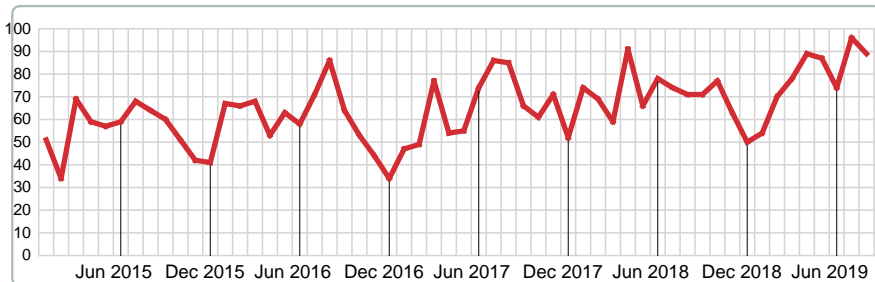
AUGUST



YEAR TO DATE (YTD)

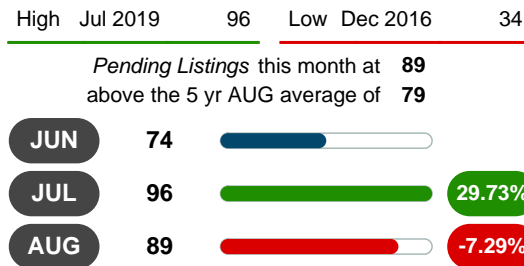


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 79



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|-----------------|
| \$25,000 and less | 2 | 2.25% | 68.5 | 2 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 20 | 22.47% | 56.7 | 6 | 11 | 3 | 0 |
| \$75,001 - \$75,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$75,001 - \$125,000 | 26 | 29.21% | 68.1 | 4 | 18 | 3 | 1 |
| \$125,001 - \$200,000 | 20 | 22.47% | 62.5 | 1 | 13 | 6 | 0 |
| \$200,001 - \$300,000 | 12 | 13.48% | 61.6 | 2 | 4 | 6 | 0 |
| \$300,001 and up | 9 | 10.11% | 42.8 | 0 | 2 | 7 | 0 |
| Total Pending Units | 89 | | | 15 | 48 | 25 | 1 |
| Total Pending Volume | 14,715,400 | 100% | 61.5 | 1.38M | 6.21M | 7.04M | 89.50K |
| Average Listing Price | \$153,970 | | | \$91,783 | \$129,361 | \$281,592 | \$89,500 |

August 2019



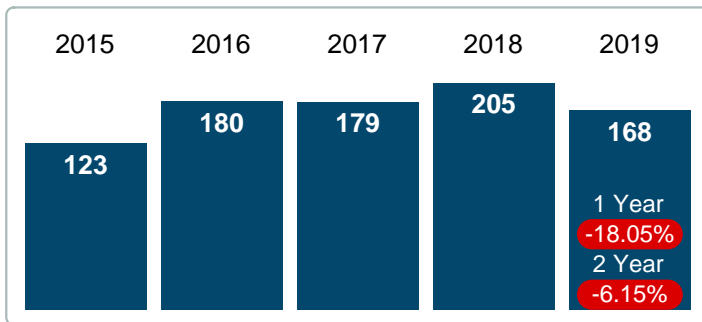
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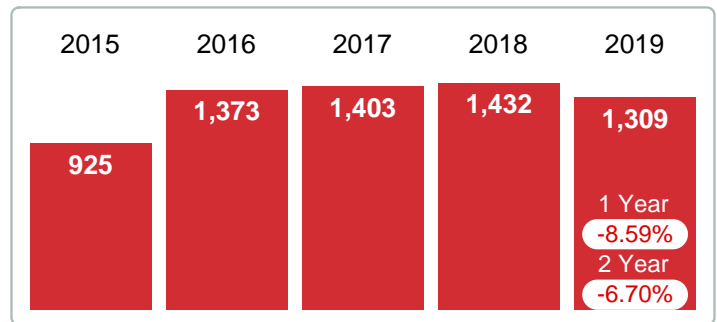
NEW LISTINGS

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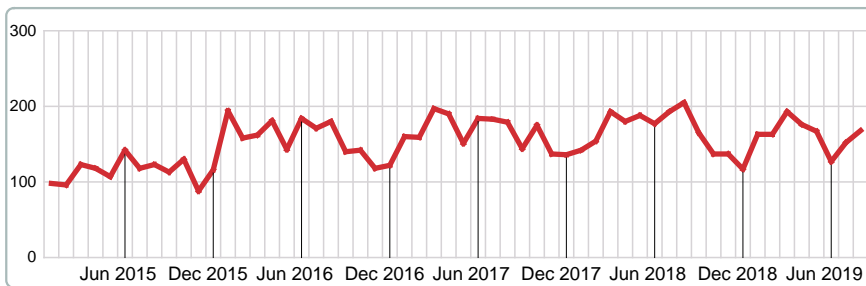
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 171

High Aug 2018 205 Low Nov 2015 88

New Listings this month at 168
below the 5 yr AUG average of 171



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$30,000 and less | 9 | 5.36% | 3 | 5 | 1 | 0 |
| \$30,001 - \$70,000 | 24 | 14.29% | 4 | 14 | 6 | 0 |
| \$70,001 - \$110,000 | 32 | 19.05% | 5 | 24 | 3 | 0 |
| \$110,001 - \$190,000 | 39 | 23.21% | 4 | 27 | 6 | 2 |
| \$190,001 - \$260,000 | 26 | 15.48% | 4 | 12 | 8 | 2 |
| \$260,001 - \$440,000 | 22 | 13.10% | 2 | 14 | 5 | 1 |
| \$440,001 and up | 16 | 9.52% | 1 | 8 | 5 | 2 |
| Total New Listed Units | 168 | | 23 | 104 | 34 | 7 |
| Total New Listed Volume | 35,727,398 | 100% | 3.35M | 19.00M | 8.47M | 4.91M |
| Average New Listed Listing Price | \$138,139 | | \$145,763 | \$182,660 | \$249,006 | \$701,714 |

August 2019



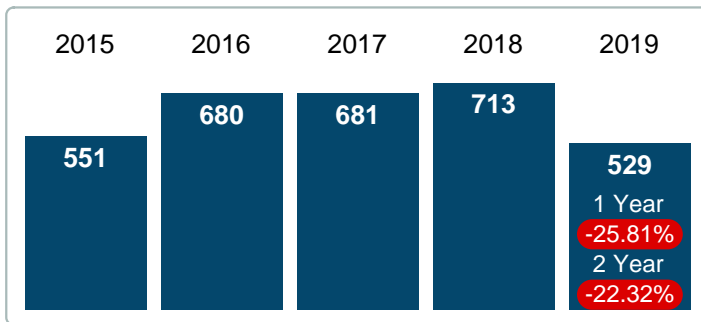
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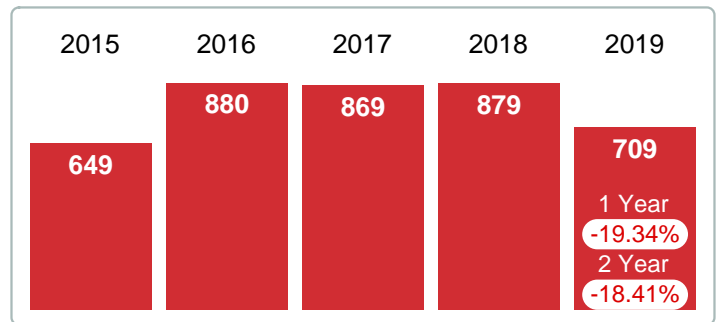
ACTIVE INVENTORY

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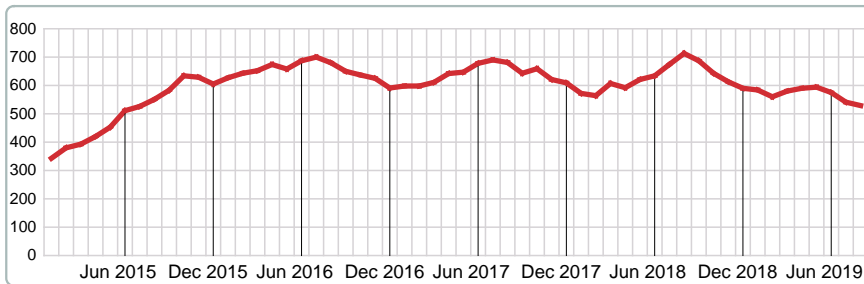
END OF AUGUST



ACTIVE DURING AUGUST

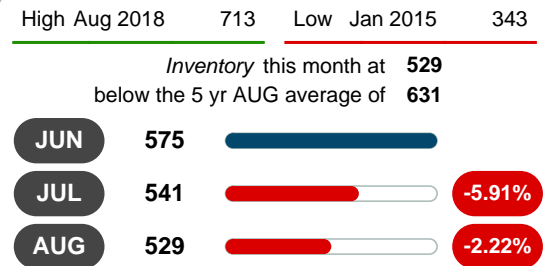


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 631



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----|--------|-------------|-----------|-----------|-----------|-----------|
| \$50,000 and less | 48 | 9.07% | 72.5 | 16 | 26 | 5 | 1 |
| \$50,001 - \$75,000 | 54 | 10.21% | 87.7 | 20 | 30 | 4 | 0 |
| \$75,001 - \$100,000 | 66 | 12.48% | 115.5 | 14 | 42 | 10 | 0 |
| \$100,001 - \$200,000 | 159 | 30.06% | 82.9 | 18 | 102 | 33 | 6 |
| \$200,001 - \$275,000 | 62 | 11.72% | 69.6 | 16 | 32 | 11 | 3 |
| \$275,001 - \$475,000 | 80 | 15.12% | 91.8 | 11 | 40 | 22 | 7 |
| \$475,001 and up | 60 | 11.34% | 79.5 | 3 | 20 | 28 | 9 |
| Total Active Inventory by Units | | | 529 | 98 | 292 | 113 | 26 |
| Total Active Inventory by Volume | | | 127,500,351 | 14.78M | 59.72M | 36.55M | 16.45M |
| Average Active Inventory Listing Price | | | \$241,021 | \$150,771 | \$204,528 | \$323,453 | \$632,789 |

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



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR AUGUST

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
| | | | | |

INDICATORS FOR AUGUST 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 529 | 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 AUG AVG = inf

| High Aug 2019 | inf | Low Aug 2019 | inf |
|--|-----|--------------|-----|
| Months Supply this month at inf equal to 5 yr AUG average of inf | | | |
| JUN | inf | | % |
| JUL | inf | | % |
| AUG | inf | | % |

| Distribution of Active Inventory by Price Range and MSI | | | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-----|------|--------|-------|--------|----------|--------|--------|---------|
| \$50,000 and less | 48 | | 9.07% | 3.43 | 2.87 | 3.43 | 6.00 | 0.00 | |
| \$50,001 - \$80,000 | 69 | | 13.04% | 5.41 | 8.82 | 4.57 | 3.69 | 0.00 | |
| \$80,001 - \$110,000 | 69 | | 13.04% | 7.08 | 6.26 | 6.68 | 12.00 | 0.00 | |
| \$110,001 - \$210,000 | 144 | | 27.22% | 6.40 | 9.47 | 5.66 | 7.35 | 14.40 | |
| \$210,001 - \$290,000 | 67 | | 12.67% | 10.05 | 108.00 | 7.38 | 7.00 | 18.00 | |
| \$290,001 - \$490,000 | 76 | | 14.37% | 14.25 | 36.00 | 11.41 | 21.00 | 10.50 | |
| \$490,001 and up | 56 | | 10.59% | 61.09 | 0.00 | 54.00 | 44.57 | 0.00 | |
| Market Supply of Inventory (MSI) | | 7.36 | | | 7.95 | 6.16 | 10.59 | 17.33 | |
| Total Active Inventory by Units | | 529 | 100% | 7.36 | 98 | 292 | 113 | 26 | |

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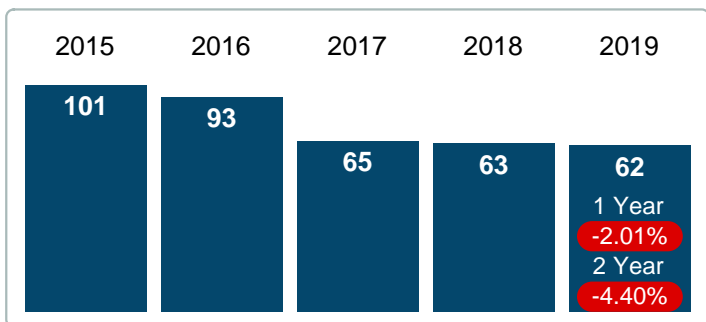
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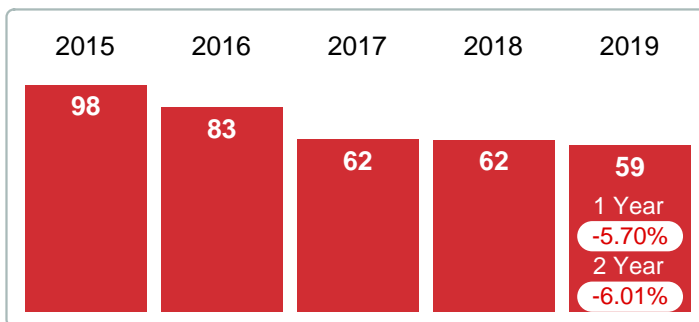
AVERAGE DAYS ON MARKET TO SALE

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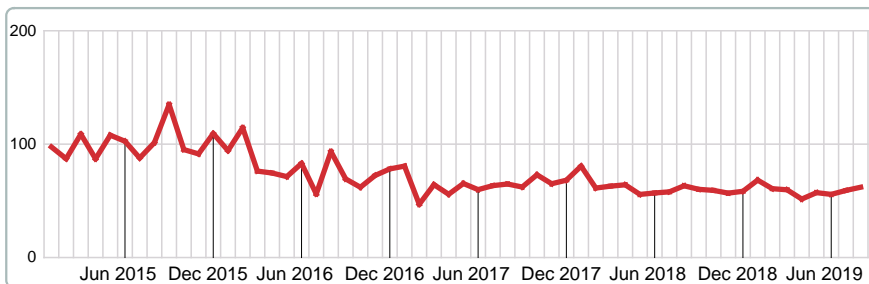
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

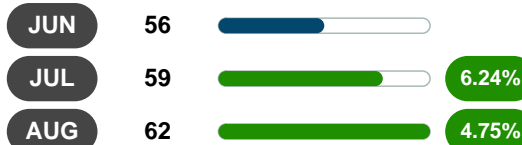


3 MONTHS

5 year AUG AVG = 77

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 62 below the 5 yr AUG average of 77



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 | 3.30% | 80 | 103 | 68 | 0 | 0 |
| \$25,001 - \$50,000 | 15.38% | 76 | 62 | 88 | 3 | 0 |
| \$50,001 - \$75,000 | 10.99% | 65 | 62 | 68 | 0 | 0 |
| \$75,001 - \$125,000 | 26.37% | 57 | 74 | 55 | 59 | 0 |
| \$125,001 - \$200,000 | 16.48% | 37 | 35 | 40 | 18 | 0 |
| \$200,001 - \$325,000 | 16.48% | 62 | 89 | 60 | 59 | 0 |
| \$325,001 and up | 10.99% | 83 | 0 | 95 | 72 | 0 |
| Average Closed DOM | | 62 | 67 | 63 | 54 | 0 |
| Total Closed Units | 100% | 62 | 12 | 64 | 15 | |
| Total Closed Volume | | 14,061,150 | 1.05M | 9.20M | 3.82M | 0.00B |

August 2019



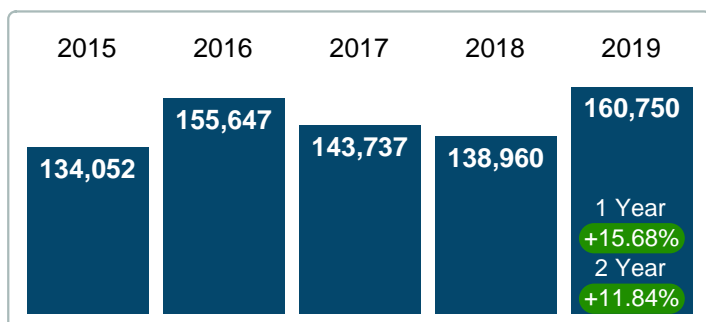
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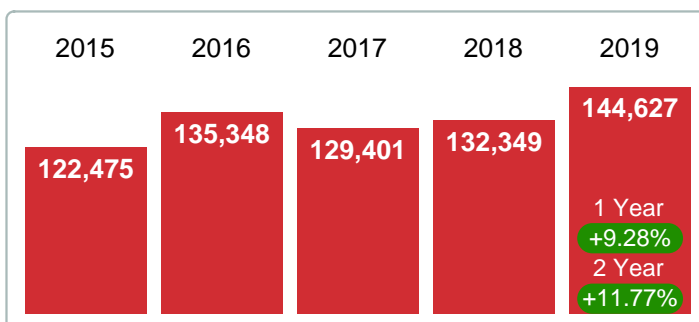
AVERAGE LIST PRICE AT CLOSING

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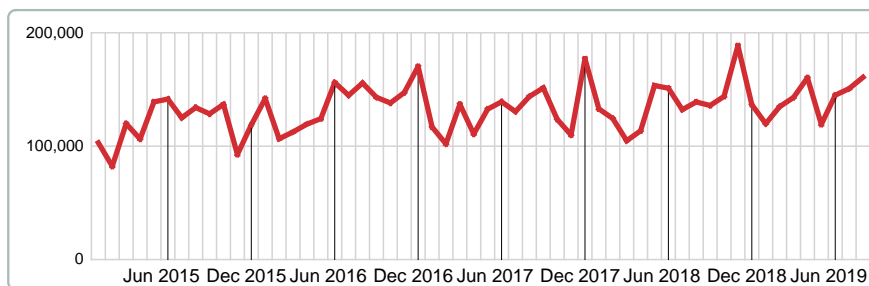
AUGUST



YEAR TO DATE (YTD)

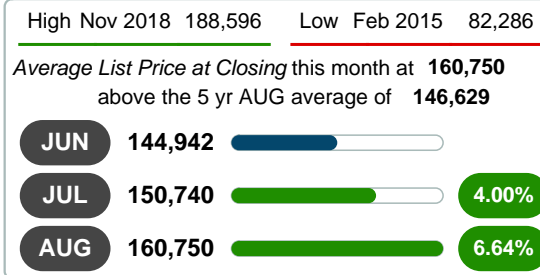


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 146,629



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 | 3.30% | 19,283 | 22,900 | 26,174 | 0 | 0 |
| \$25,001 - \$50,000 | 10.99% | 42,752 | 44,933 | 48,952 | 34,500 | 0 |
| \$50,001 - \$75,000 | 13.19% | 64,741 | 68,950 | 68,550 | 0 | 0 |
| \$75,001 - \$125,000 | 26.37% | 102,871 | 109,950 | 105,289 | 113,450 | 0 |
| \$125,001 - \$200,000 | 18.68% | 156,088 | 154,900 | 157,975 | 172,000 | 0 |
| \$200,001 - \$325,000 | 16.48% | 253,913 | 279,000 | 254,700 | 242,667 | 0 |
| \$325,001 and up | 10.99% | 443,490 | 0 | 397,600 | 489,380 | 0 |
| Average List Price | | 160,750 | 90,608 | 148,965 | 267,147 | 0 |
| Total Closed Units | 100% | 160,750 | 12 | 64 | 15 | 0 |
| Total Closed Volume | | 14,628,263 | 1.09M | 9.53M | 4.01M | 0.00B |

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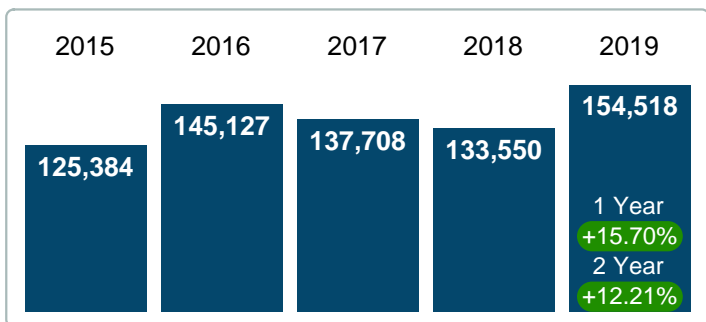
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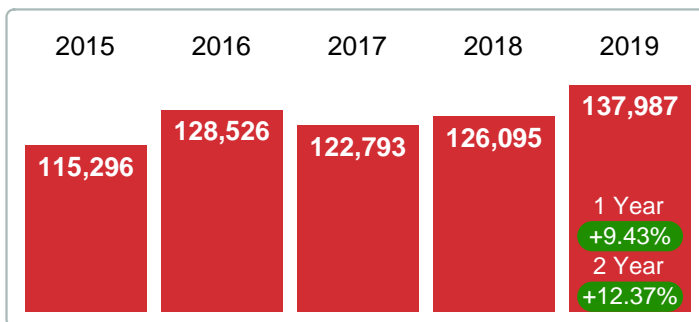
AVERAGE SOLD PRICE AT CLOSING

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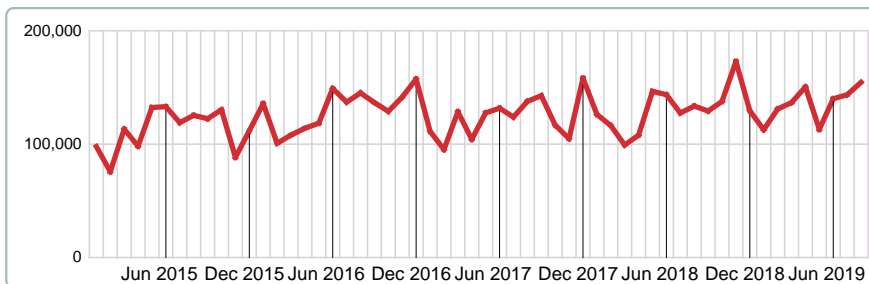
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

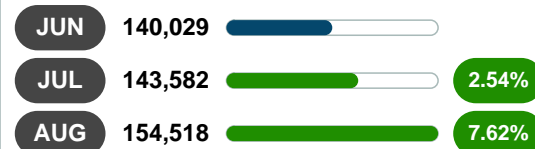


3 MONTHS

5 year AUG AVG = 139,257

High Nov 2018 172,895 Low Feb 2015 75,712

Average Sold Price at Closing this month at 154,518 above the 5 yr AUG average of 139,257



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 | 3.30% | 19,167 | 17,500 | 20,000 | 0 | 0 |
| \$25,001 - \$50,000 | 15.38% | 42,086 | 43,333 | 43,070 | 28,500 | 0 |
| \$50,001 - \$75,000 | 10.99% | 64,150 | 67,000 | 62,250 | 0 | 0 |
| \$75,001 - \$125,000 | 26.37% | 102,071 | 107,500 | 101,400 | 102,375 | 0 |
| \$125,001 - \$200,000 | 16.48% | 157,560 | 144,900 | 155,625 | 175,500 | 0 |
| \$200,001 - \$325,000 | 16.48% | 245,730 | 270,000 | 247,632 | 230,667 | 0 |
| \$325,001 and up | 10.99% | 427,390 | 0 | 387,400 | 467,380 | 0 |
| Average Sold Price | | 154,518 | 87,117 | 143,716 | 254,527 | 0 |
| Total Closed Units | 100% | 154,518 | 12 | 64 | 15 | 0 |
| Total Closed Volume | | 14,061,150 | 1.05M | 9.20M | 3.82M | 0.00B |

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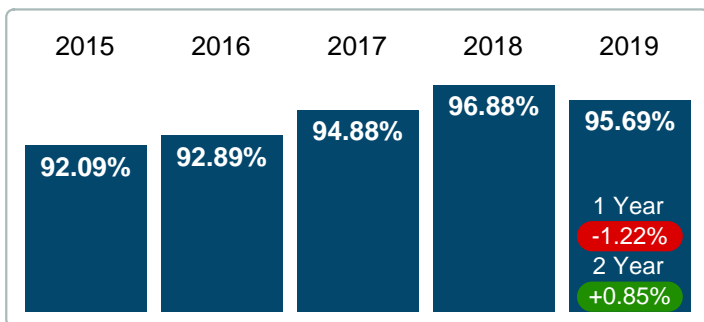
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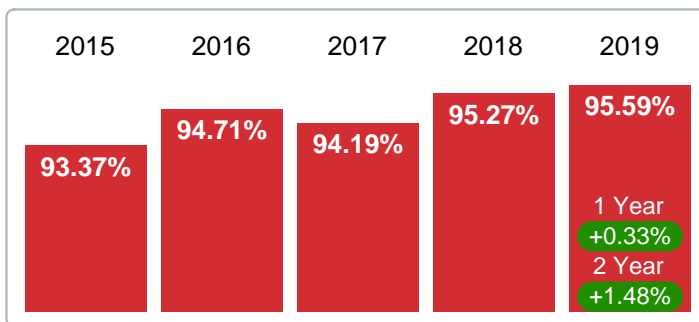
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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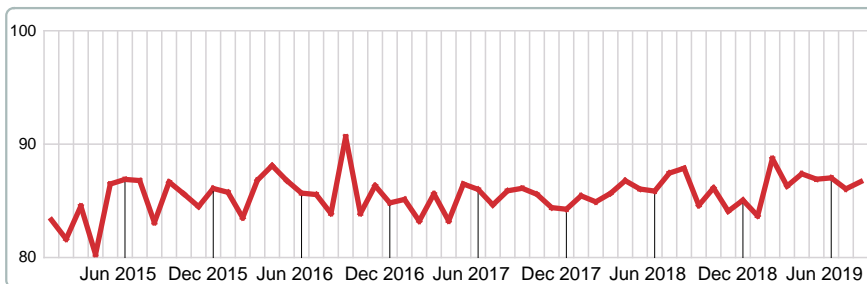
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

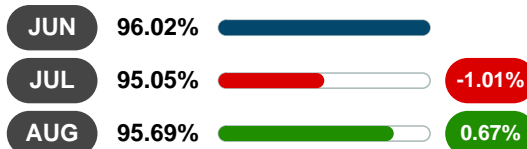


3 MONTHS

5 year AUG AVG = 94.48%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **95.69%** above the 5 yr AUG average of **94.48%**



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 | 3 | 3.30% | 78.10% | 76.42% | 78.95% | 0.00% | 0.00% |
| \$25,001 - \$50,000 | 14 | 15.38% | 95.93% | 95.97% | 97.25% | 82.61% | 0.00% |
| \$50,001 - \$75,000 | 10 | 10.99% | 93.64% | 97.21% | 91.26% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 24 | 26.37% | 95.48% | 98.04% | 96.44% | 89.87% | 0.00% |
| \$125,001 - \$200,000 | 15 | 16.48% | 98.81% | 93.54% | 98.73% | 101.96% | 0.00% |
| \$200,001 - \$325,000 | 15 | 16.48% | 96.92% | 96.77% | 97.29% | 95.62% | 0.00% |
| \$325,001 and up | 10 | 10.99% | 96.65% | 0.00% | 97.37% | 95.93% | 0.00% |
| Average Sold/List Ratio | | 95.70% | | 94.96% | 96.18% | 94.17% | 0.00% |
| Total Closed Units | | 91 | 100% | 12 | 64 | 15 | |
| Total Closed Volume | | 14,061,150 | | 1.05M | 9.20M | 3.82M | 0.00B |

August 2019



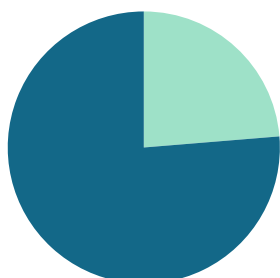
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

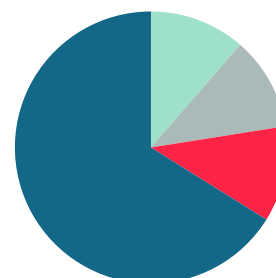


Inventory
 New Listings
168 = 23.70%
 Start Inventory
541
 Total Inventory Units
709
 Volume
\$163,493,695

Market Activity

Closed Sales
91 = 11.38%
 Pending Sales
89 = 11.13%
 Other Off Market
91 = 11.38%
 Active Inventory
529 = 66.13%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 58 | 91 | 56.90% | 547 | 579 | 5.85% |
| Pending Sales | 71 | 89 | 25.35% | 582 | 637 | 9.45% |
| New Listings | 205 | 168 | -18.05% | 1,432 | 1,309 | -8.59% |
| Average List Price | 138,960 | 160,750 | 15.68% | 132,349 | 144,627 | 9.28% |
| Average Sale Price | 133,550 | 154,518 | 15.70% | 126,095 | 137,987 | 9.43% |
| Average Percent of Selling Price to List Price | 96.88% | 95.69% | -1.22% | 95.27% | 95.59% | 0.33% |
| Average Days on Market to Sale | 63.26 | 61.99 | -2.01% | 62.29 | 58.74 | -5.70% |
| Monthly Inventory | 713 | 529 | -25.81% | 713 | 529 | -25.81% |
| Months Supply of Inventory | 10.20 | 7.36 | -27.87% | 10.20 | 7.36 | -27.87% |

Absorption: Last 12 months, an Average of **72** Sales/Month

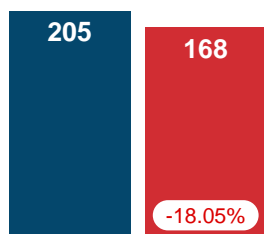
Inventory on August 31, 2019 = **529**

2018 **2019**

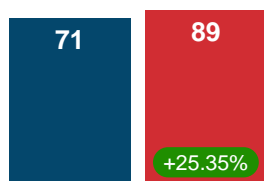
AUGUST MARKET

AVERAGE PRICES

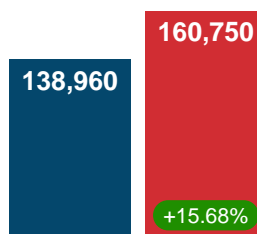
New Listings



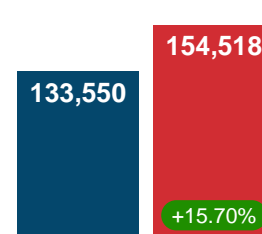
Pending Listings



List Price



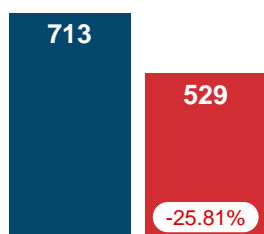
Sale Price



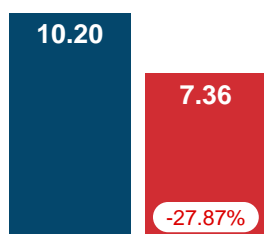
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

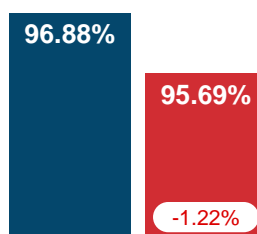
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

