

December 2019



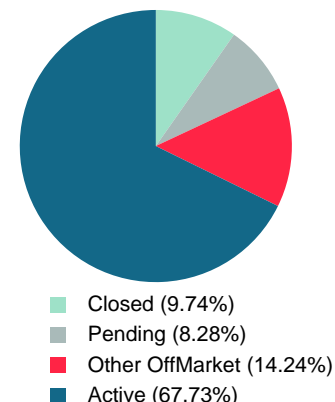
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	72	67	-6.94%
Pending Listings	50	57	14.00%
New Listings	117	115	-1.71%
Average List Price	136,610	140,449	2.81%
Average Sale Price	129,473	131,379	1.47%
Average Percent of Selling Price to List Price	94.06%	94.77%	0.76%
Average Days on Market to Sale	58.42	56.88	-2.63%
End of Month Inventory	590	466	-21.02%
Months Supply of Inventory	8.52	6.56	-23.05%



Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of December 31, 2019 = **466**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **21.02%** to 466 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **6.56** 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 **1.47%** in December 2019 to \$131,379 versus the previous year at \$129,473.

Average Days on Market Shortens

The average number of **56.88** days that homes spent on the market before selling decreased by 1.54 days or **2.63%** in December 2019 compared to last year's same month at **58.42** DOM.

Sales Success for December 2019 is Positive

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

There were 115 New Listings in December 2019, down **1.71%** from last year at 117. Furthermore, there were 67 Closed Listings this month versus last year at 72, a **-6.94%** decrease.

Closed versus Listed trends yielded a **58.3%** ratio, down from previous year's, December 2018, at **61.5%**, a **5.33%** downswing. 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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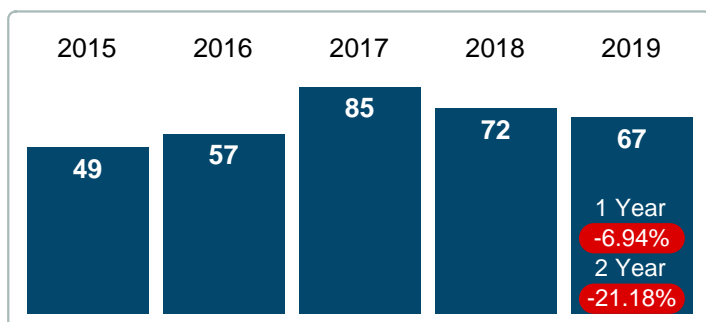
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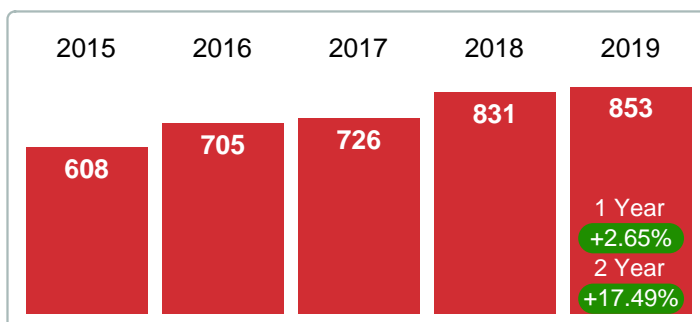
CLOSED LISTINGS

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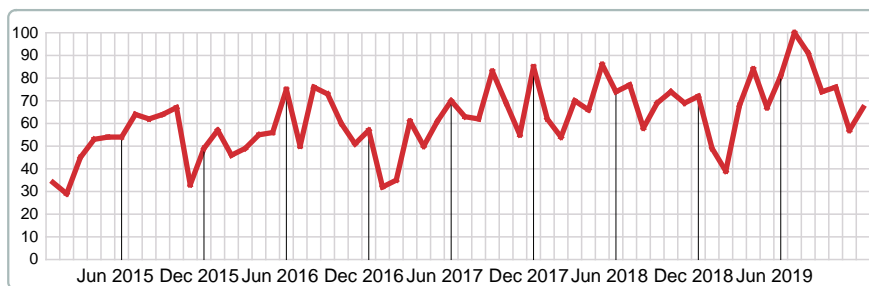
DECEMBER



YEAR TO DATE (YTD)

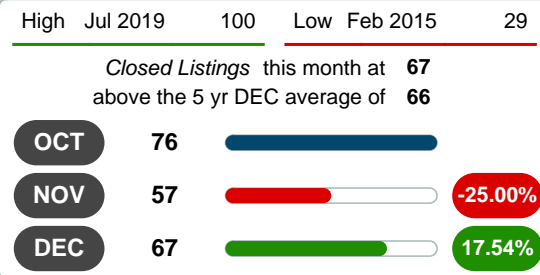


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 66



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	4	5.97%	57.0	1	3	0	0
\$30,001 - \$40,000	7	10.45%	38.6	2	4	1	0
\$40,001 - \$80,000	12	17.91%	44.6	2	10	0	0
\$80,001 - \$130,000	17	25.37%	65.6	3	9	2	3
\$130,001 - \$170,000	10	14.93%	60.8	1	9	0	0
\$170,001 - \$280,000	9	13.43%	61.2	0	6	2	1
\$280,001 and up	8	11.94%	62.9	1	4	2	1
Total Closed Units	67			10	45	7	5
Total Closed Volume	8,802,375	100%	56.9	1.01M	5.42M	1.35M	1.02M
Average Closed Price	\$131,379			\$100,690	\$120,458	\$193,193	\$204,500

December 2019



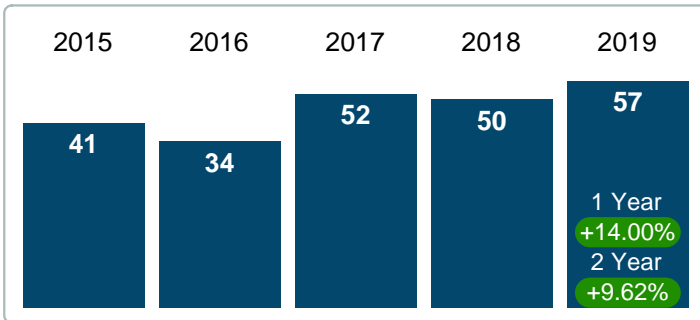
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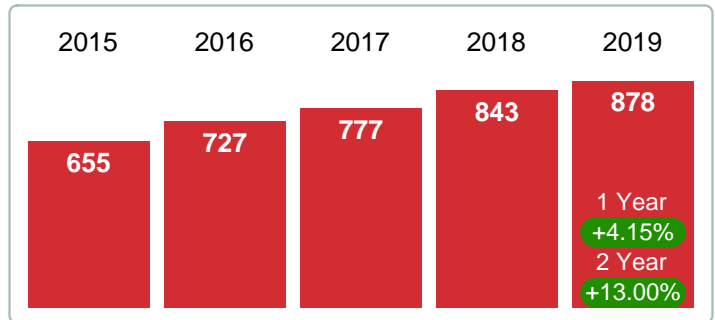
PENDING LISTINGS

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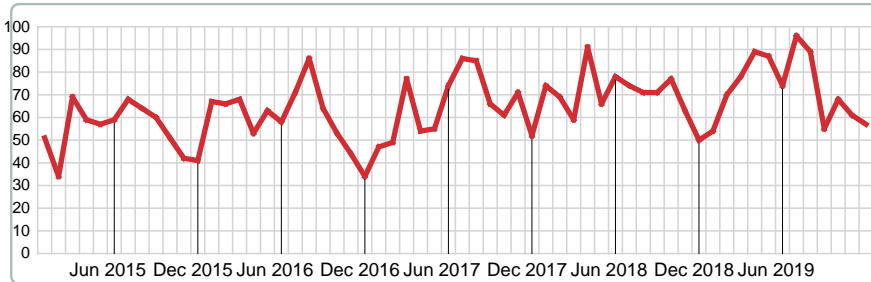
DECEMBER



YEAR TO DATE (YTD)

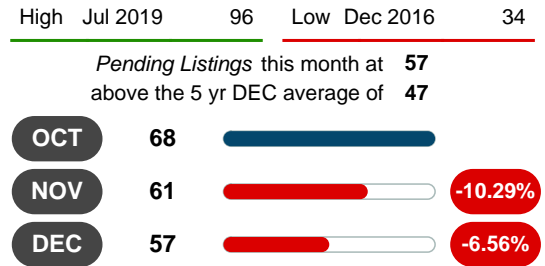


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



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	4	7.02%	7.0	1	3	0	0
\$25,001 - \$50,000	5	8.77%	50.4	1	2	2	0
\$50,001 - \$75,000	6	10.53%	68.0	2	4	0	0
\$75,001 - \$150,000	20	35.09%	67.8	3	15	1	1
\$150,001 - \$175,000	9	15.79%	47.8	2	6	1	0
\$175,001 - \$275,000	7	12.28%	101.6	1	5	1	0
\$275,001 and up	6	10.53%	85.7	1	1	2	2
Total Pending Units	57			11	36	7	3
Total Pending Volume	8,974,400	100%	64.9	1.51M	4.50M	1.57M	1.39M
Average Listing Price	\$157,446			\$137,373	\$125,006	\$224,229	\$464,500

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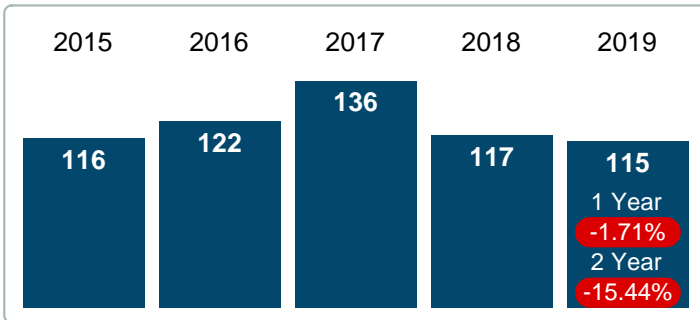
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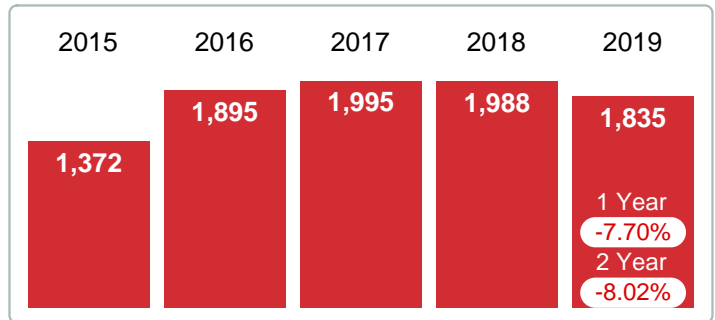
NEW LISTINGS

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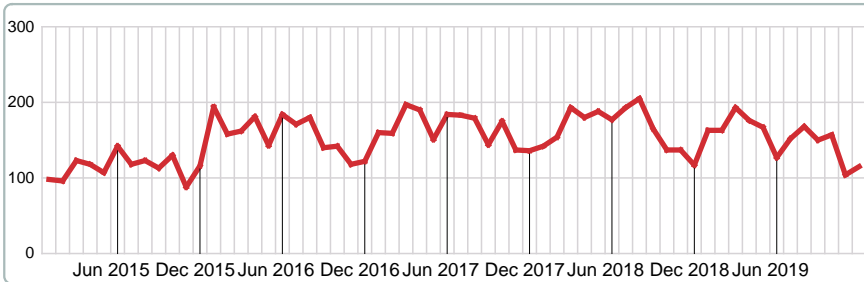
DECEMBER



YEAR TO DATE (YTD)

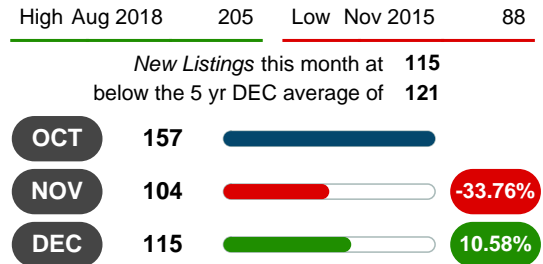


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 121



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	6	5.22%	3	2	1	0
\$25,001 - \$75,000	19	16.52%	9	10	0	0
\$75,001 - \$100,000	9	7.83%	1	8	0	0
\$100,001 - \$200,000	35	30.43%	2	26	5	2
\$200,001 - \$375,000	20	17.39%	3	14	3	0
\$375,001 - \$475,000	13	11.30%	0	8	5	0
\$475,001 and up	13	11.30%	0	3	8	2
Total New Listed Units	115		18	71	22	4
Total New Listed Volume	29,904,398	100%	1.75M	13.96M	9.53M	4.66M
Average New Listed Listing Price	\$156,353		\$97,483	\$196,554	\$433,404	\$1,164,875

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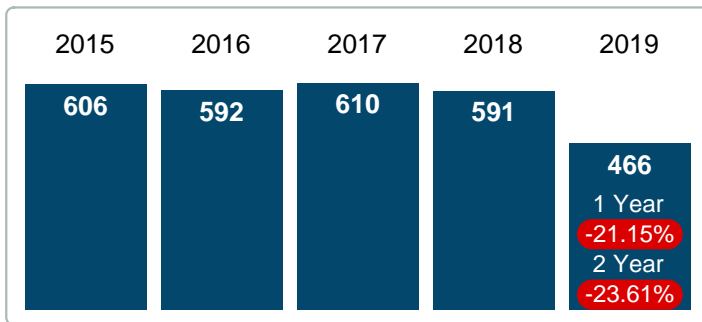
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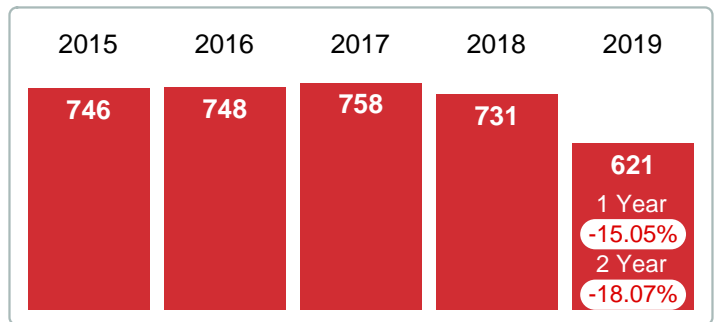
ACTIVE INVENTORY

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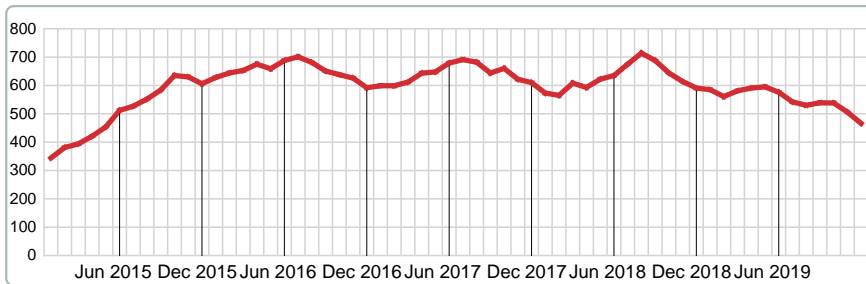
END OF DECEMBER



ACTIVE DURING DECEMBER

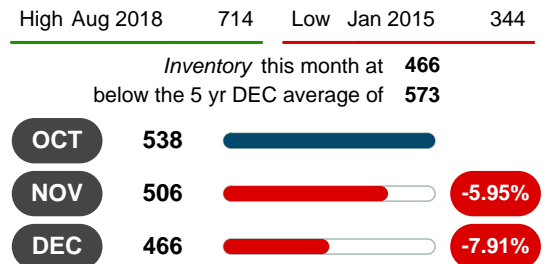


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 573



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	40	8.58%	74.3	18	20	2	0
\$50,001 - \$75,000	52	11.16%	78.6	21	28	3	0
\$75,001 - \$100,000	61	13.09%	102.1	14	40	7	0
\$100,001 - \$175,000	113	24.25%	80.3	12	75	24	2
\$175,001 - \$275,000	75	16.09%	95.3	10	46	16	3
\$275,001 - \$475,000	76	16.31%	75.8	9	43	21	3
\$475,001 and up	49	10.52%	89.3	2	13	24	10
Total Active Inventory by Units	466			86	265	97	18
Total Active Inventory by Volume	110,637,996	100%	85.1	10.97M	52.61M	32.23M	14.83M
Average Active Inventory Listing Price	\$237,421			\$127,542	\$198,538	\$332,225	\$823,944

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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 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

2015	2016	2017	2018	2019
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INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
466	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	40	8.58%	2.86	3.54	2.50	2.18	0.00
\$50,001 - \$70,000	41	8.80%	6.47	12.60	4.30	6.00	0.00
\$70,001 - \$110,000	89	19.10%	5.90	6.00	6.15	5.71	0.00
\$110,001 - \$190,000	118	25.32%	5.97	9.43	5.12	8.92	4.00
\$190,001 - \$290,000	64	13.73%	6.62	14.67	6.53	4.33	12.00
\$290,001 - \$490,000	66	14.16%	12.57	16.80	14.71	10.80	5.14
\$490,001 and up	48	10.30%	48.00	0.00	36.00	48.00	60.00
Market Supply of Inventory (MSI)		6.56		7.32	5.75	8.62	9.00
		100%	6.56				
Total Active Inventory by Units		466		86	265	97	18

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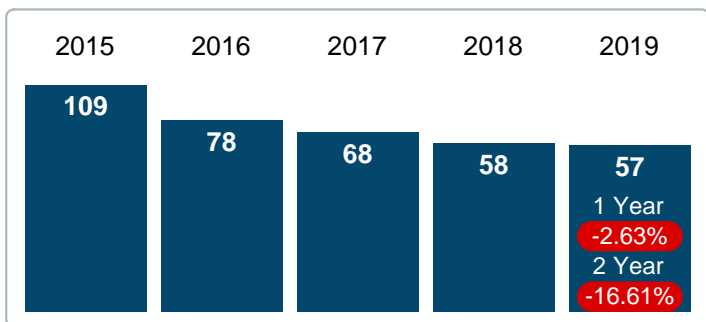
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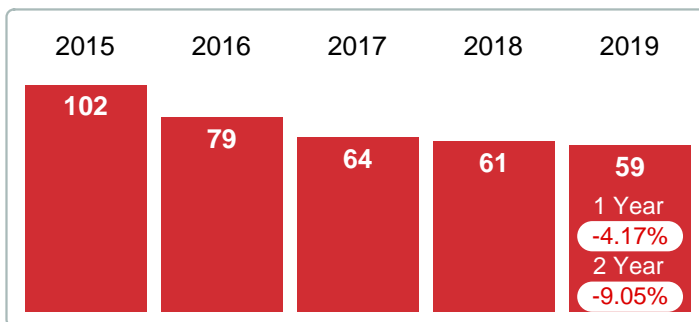
AVERAGE DAYS ON MARKET TO SALE

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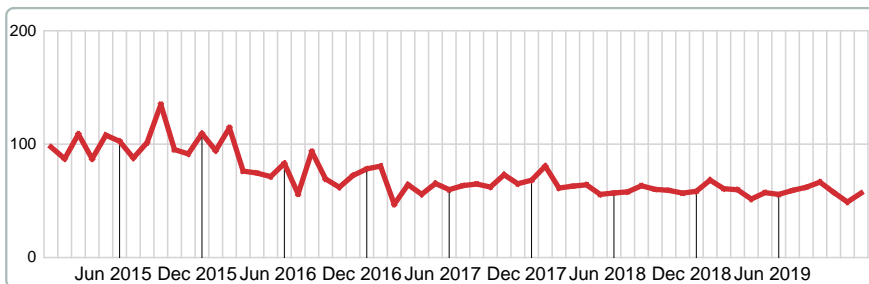
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 74

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 57 below the 5 yr DEC average of 74



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	5.97%	57	169	20	0	0
\$30,001 - \$40,000	10.45%	39	10	51	48	0
\$40,001 - \$80,000	17.91%	45	19	50	0	0
\$80,001 - \$130,000	25.37%	66	95	57	86	48
\$130,001 - \$170,000	14.93%	61	18	66	0	0
\$170,001 - \$280,000	13.43%	61	0	46	94	85
\$280,001 and up	11.94%	63	41	71	28	124
Average Closed DOM		57	57	54	66	71
Total Closed Units	100%	67	10	45	7	5
Total Closed Volume		8,802,375	1.01M	5.42M	1.35M	1.02M



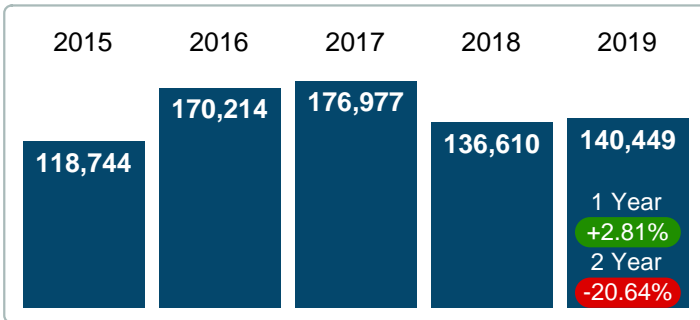
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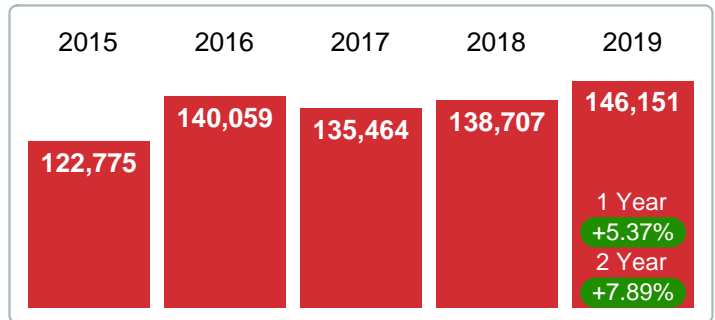
AVERAGE LIST PRICE AT CLOSING

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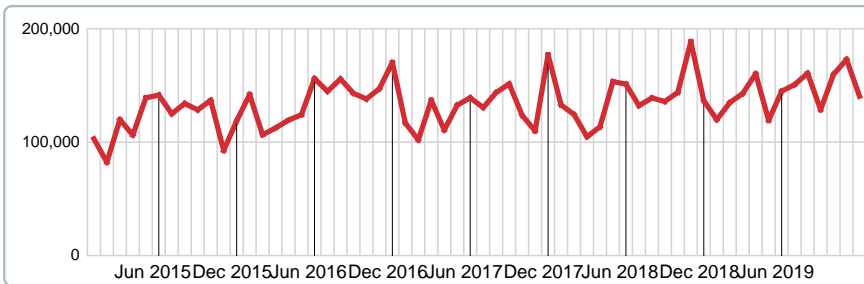
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

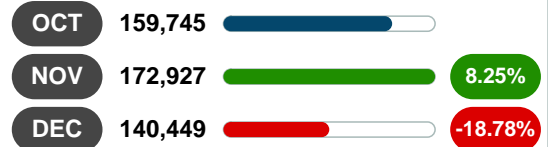


3 MONTHS

5 year DEC AVG = 148,599

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

Average List Price at Closing this month at **140,449**
below the 5 yr DEC average of **148,599**



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	5.97%	25,750	25,000	32,633	0	
\$30,001 \$40,000	7	10.45%	36,093	32,450	36,288	38,600	
\$40,001 \$80,000	11	16.42%	62,482	61,450	63,850	0	
\$80,001 \$130,000	16	23.88%	104,213	117,733	109,444	104,700	
\$130,001 \$170,000	10	14.93%	146,050	160,000	153,822	0	
\$170,001 \$280,000	11	16.42%	206,211	0	204,237	232,450	
\$280,001 and up	8	11.94%	371,363	325,000	319,225	397,000	
Average List Price		140,449		105,100	127,850	215,271	219,780
Total Closed Units		67	100%	140,449	10	45	7
Total Closed Volume		9,410,070		1.05M	5.75M	1.51M	1.10M

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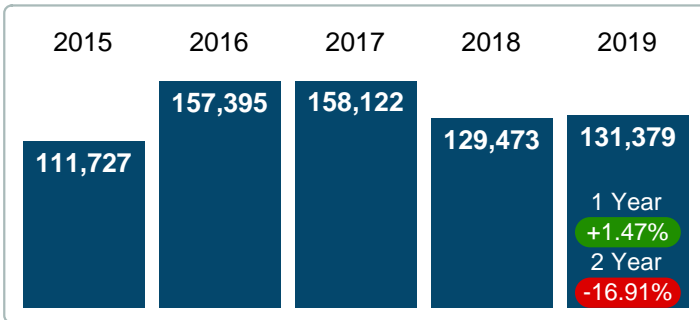
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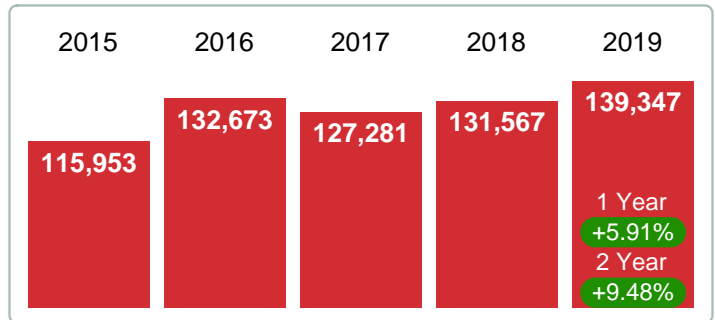
AVERAGE SOLD PRICE AT CLOSING

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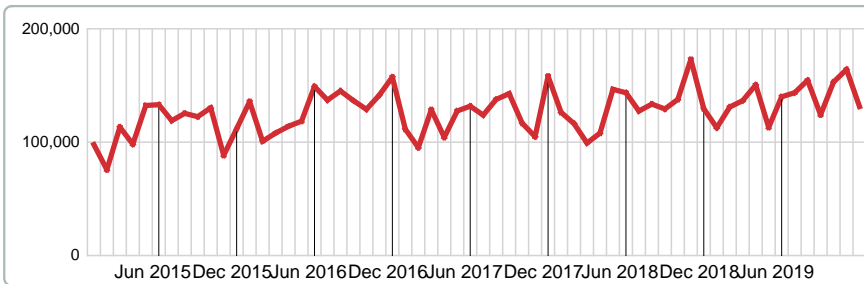
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

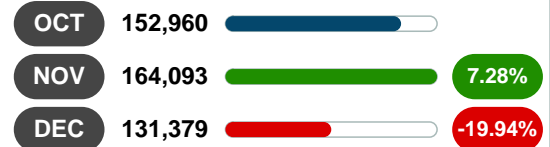


3 MONTHS

5 year DEC AVG = 137,619

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

Average Sold Price at Closing this month at 131,379 below the 5 yr DEC average of 137,619



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	5.97%	24,000	25,000	23,667	0	0
\$30,001 - \$40,000	10.45%	34,500	35,000	33,375	38,000	0
\$40,001 - \$80,000	17.91%	60,983	61,450	60,890	0	0
\$80,001 - \$130,000	25.37%	103,456	108,333	102,644	108,725	97,500
\$130,001 - \$170,000	14.93%	147,200	154,000	146,444	0	0
\$170,001 - \$280,000	13.43%	197,703	0	191,571	217,450	195,000
\$280,001 and up	11.94%	340,375	310,000	304,000	331,000	535,000
Average Sold Price		131,379	100,690	120,458	193,193	204,500
Total Closed Units	100%	131,379	10	45	7	5
Total Closed Volume		8,802,375	1.01M	5.42M	1.35M	1.02M

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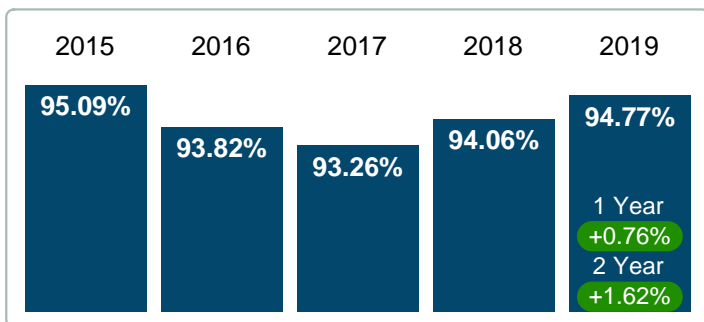
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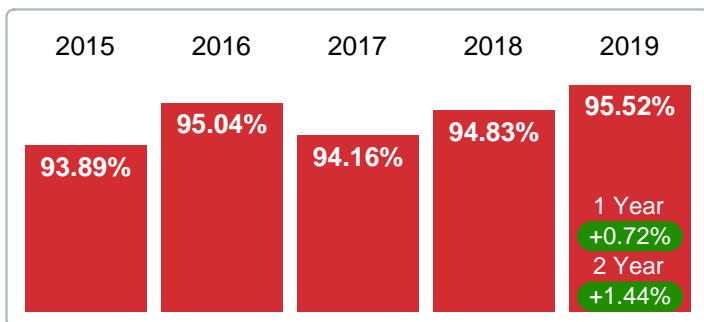
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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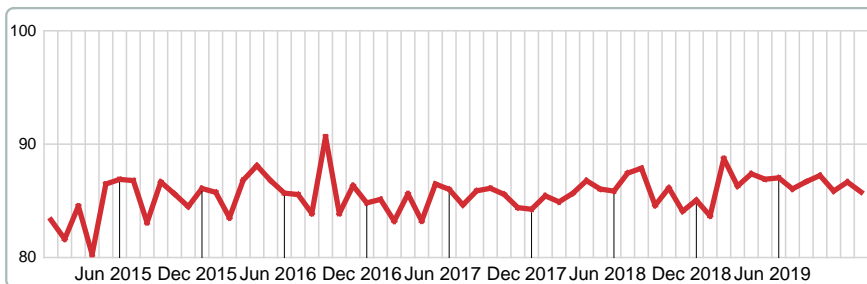
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

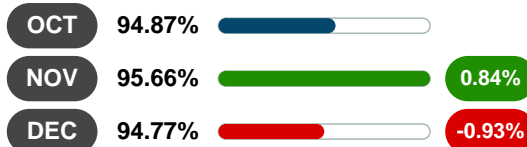


3 MONTHS

5 year DEC AVG = 94.20%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **94.77%** above the 5 yr DEC average of **94.20%**



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	4	5.97%	83.12%	100.00%	77.49%	0.00%	0.00%
\$30,001 - \$40,000	7	10.45%	98.01%	109.18%	92.31%	98.45%	0.00%
\$40,001 - \$80,000	12	17.91%	97.56%	100.00%	97.08%	0.00%	0.00%
\$80,001 - \$130,000	17	25.37%	95.13%	92.32%	94.43%	103.92%	94.19%
\$130,001 - \$170,000	10	14.93%	95.68%	96.25%	95.62%	0.00%	0.00%
\$170,001 - \$280,000	9	13.43%	93.85%	0.00%	94.50%	93.51%	90.70%
\$280,001 and up	8	11.94%	92.70%	95.38%	95.19%	86.20%	93.04%
Average Sold/List Ratio		94.80%		98.70%	94.01%	95.10%	93.26%
Total Closed Units		67	100%	10	45	7	5
Total Closed Volume		8,802,375		1.01M	5.42M	1.35M	1.02M

December 2019



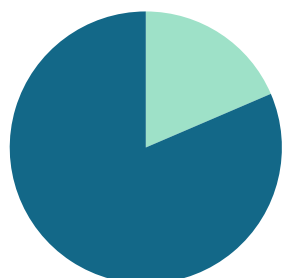
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

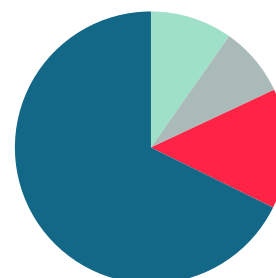


Inventory
 New Listings
115 = 18.55%
 Start Inventory
505
 Total Inventory Units
620
 Volume
\$151,836,694

Market Activity

Closed Sales
67 = 9.74%
 Pending Sales
57 = 8.28%
 Other Off Market
98 = 14.24%
 Active Inventory
466 = 67.73%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	72	67	-6.94%	831	853	2.65%
Pending Sales	50	57	14.00%	843	878	4.15%
New Listings	117	115	-1.71%	1,988	1,835	-7.70%
Average List Price	136,610	140,449	2.81%	138,707	146,151	5.37%
Average Sale Price	129,473	131,379	1.47%	131,567	139,347	5.91%
Average Percent of Selling Price to List Price	94.06%	94.77%	0.76%	94.83%	95.52%	0.72%
Average Days on Market to Sale	58.42	56.88	-2.63%	61.05	58.50	-4.17%
Monthly Inventory	590	466	-21.02%	590	466	-21.02%
Months Supply of Inventory	8.52	6.56	-23.05%	8.52	6.56	-23.05%

Absorption: Last 12 months, an Average of **71** Sales/Month

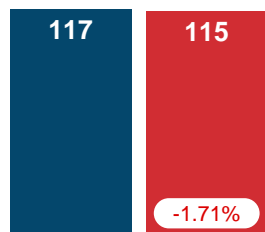
Inventory on December 31, 2019 = **466**

2018 **2019**

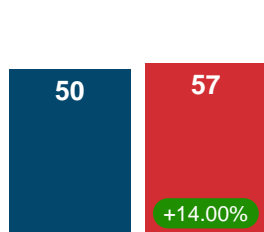
DECEMBER MARKET

AVERAGE PRICES

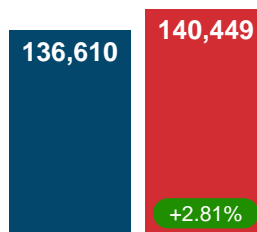
New Listings



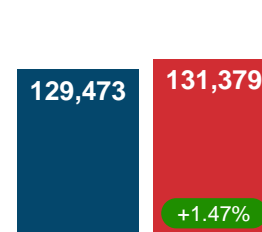
Pending Listings



List Price



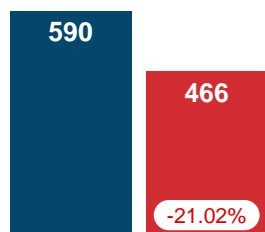
Sale Price



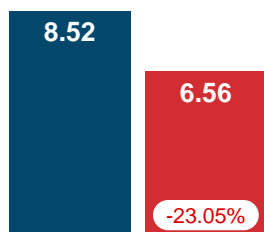
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

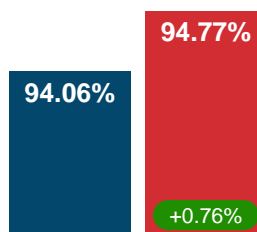
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

