

February 2019



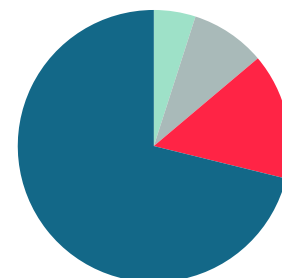
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	54	39	-27.78%
Pending Listings	69	70	1.45%
New Listings	154	163	5.84%
Average List Price	124,350	134,799	8.40%
Average Sale Price	116,325	130,942	12.57%
Average Percent of Selling Price to List Price	93.91%	97.73%	4.06%
Average Days on Market to Sale	61.26	60.69	-0.93%
End of Month Inventory	564	560	-0.71%
Months Supply of Inventory	8.73	8.37	-4.17%



■ Closed (4.96%)
■ Pending (8.89%)
■ Other OffMarket (14.99%)
■ Active (71.16%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of February 28, 2019 = **560**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **0.71%** to 560 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **8.37** 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 **12.57%** in February 2019 to \$130,942 versus the previous year at \$116,325.

Average Days on Market Shortens

The average number of **60.69** days that homes spent on the market before selling decreased by 0.57 days or **0.93%** in February 2019 compared to last year's same month at **61.26** DOM.

Sales Success for February 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 163 New Listings in February 2019, up **5.84%** from last year at 154. Furthermore, there were 39 Closed Listings this month versus last year at 54, a **-27.78%** decrease.

Closed versus Listed trends yielded a **23.9%** ratio, down from previous year's, February 2018, at **35.1%**, a **31.77%** 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.

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Contact an experienced REALTOR®

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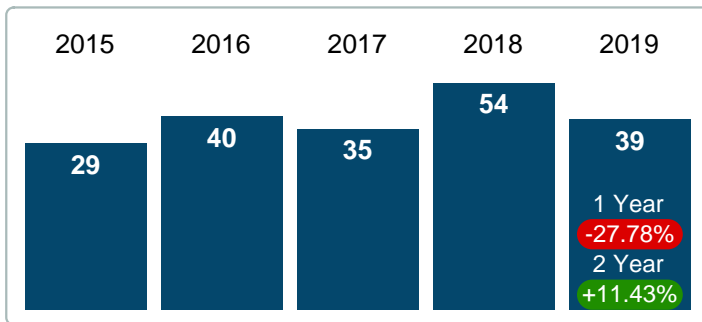
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



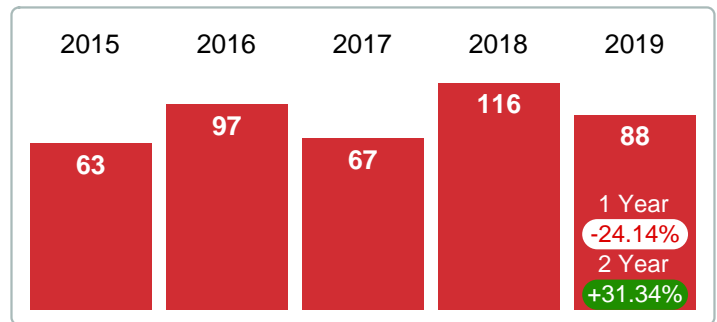
CLOSED LISTINGS

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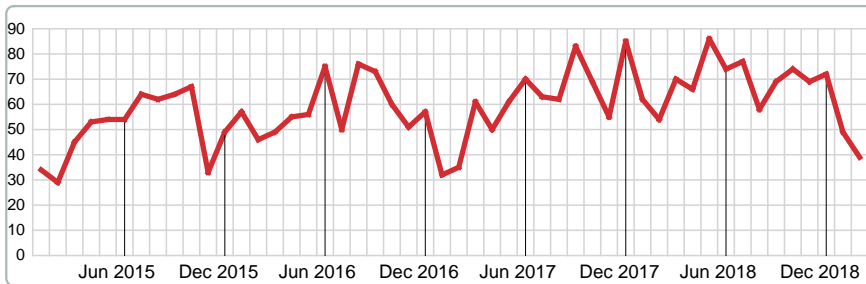
FEBRUARY



YEAR TO DATE (YTD)

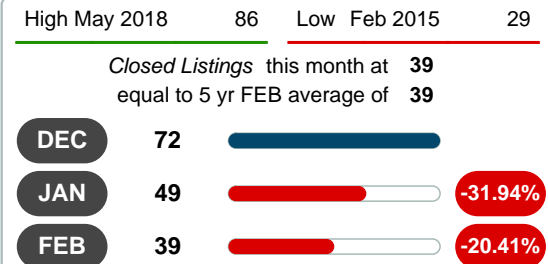


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 39



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	3	7.69%	67.0	3	0	0	0
\$30,001 - \$50,000	4	10.26%	40.5	2	2	0	0
\$50,001 - \$80,000	5	12.82%	42.8	0	5	0	0
\$80,001 - \$150,000	12	30.77%	74.5	0	9	3	0
\$150,001 - \$170,000	5	12.82%	72.4	0	4	1	0
\$170,001 - \$210,000	6	15.38%	60.0	2	3	1	0
\$210,001 and up	4	10.26%	43.5	0	4	0	0
Total Closed Units	39			7	27	5	0
Total Closed Volume	5,106,753	100%	60.7	503.50K	3.92M	681.35K	0.00B
Average Closed Price	\$130,942			\$71,929	\$145,256	\$136,270	\$0

February 2019



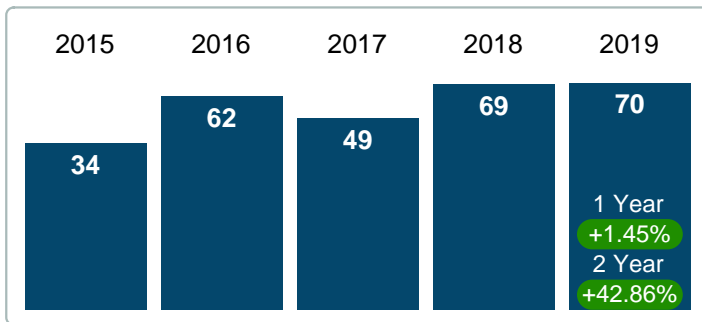
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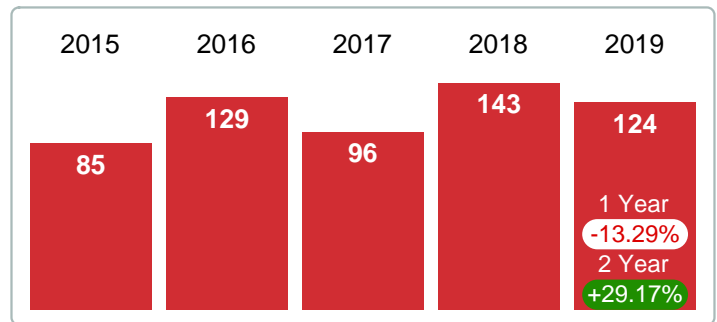
PENDING LISTINGS

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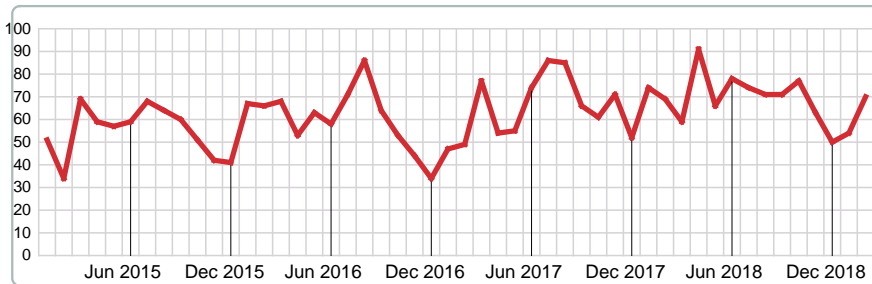
FEBRUARY



YEAR TO DATE (YTD)

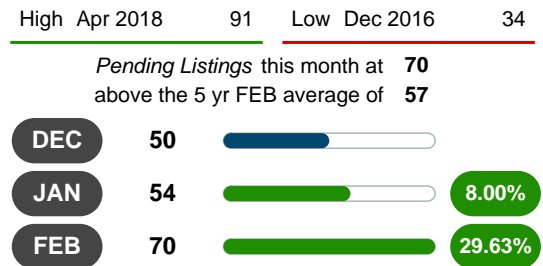


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57



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	1	1.43%	16.0	1	0	0	0
\$25,001 - \$50,000	10	14.29%	38.2	2	7	1	0
\$50,001 - \$75,000	9	12.86%	67.7	2	7	0	0
\$75,001 - \$150,000	22	31.43%	63.7	2	17	3	0
\$150,001 - \$200,000	11	15.71%	70.3	0	9	1	1
\$200,001 - \$325,000	10	14.29%	63.3	0	8	2	0
\$325,001 and up	7	10.00%	57.4	2	2	3	0
Total Pending Units	70			9	50	10	1
Total Pending Volume	11,168,699	100%	60.9	1.38M	6.95M	2.68M	159.00K
Average Listing Price	\$161,351			\$153,489	\$139,004	\$267,810	\$159,000

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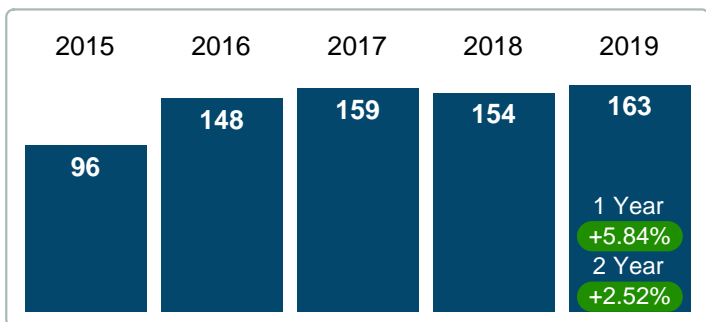
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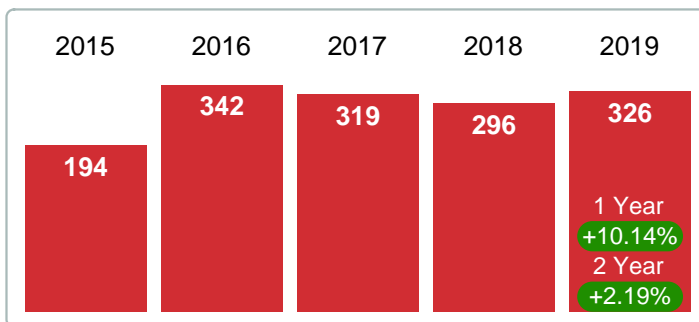
NEW LISTINGS

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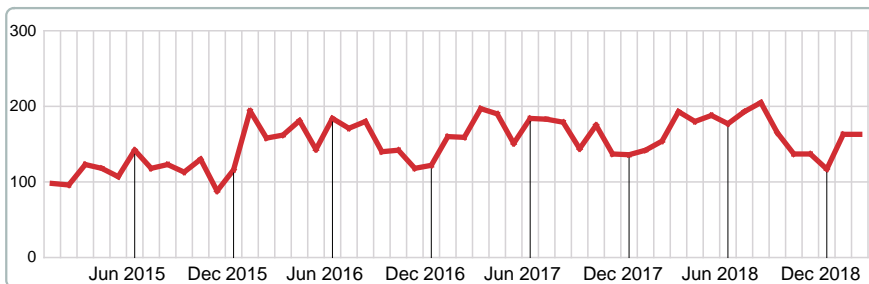
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

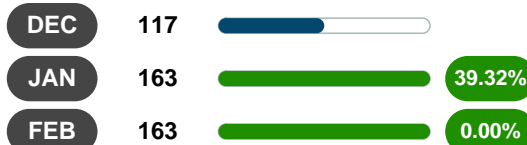


3 MONTHS

5 year FEB AVG = 144

High Aug 2018 205 Low Nov 2015 88

New Listings this month at **163**
above the 5 yr FEB average of **144**



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	4	2.45%	2	2	0	0
\$25,001 - \$50,000	14	8.59%	5	6	3	0
\$50,001 - \$75,000	22	13.50%	6	16	0	0
\$75,001 - \$200,000	61	37.42%	7	44	9	1
\$200,001 - \$325,000	24	14.72%	3	17	3	1
\$325,001 - \$475,000	20	12.27%	0	16	3	1
\$475,001 and up	18	11.04%	1	4	10	3
Total New Listed Units	163		24	105	28	6
Total New Listed Volume	39,532,649	100%	3.16M	19.86M	10.02M	6.50M
Average New Listed Listing Price	\$162,353		\$131,502	\$189,149	\$357,857	\$1,082,667

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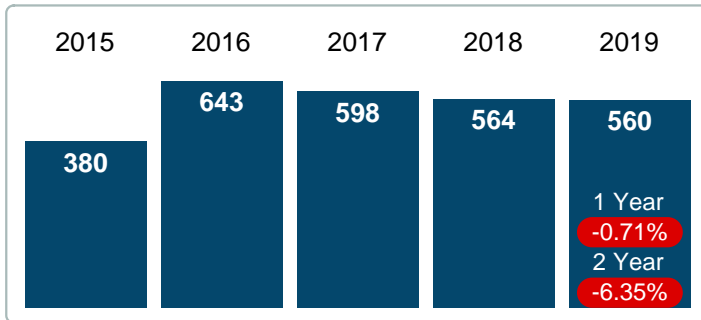
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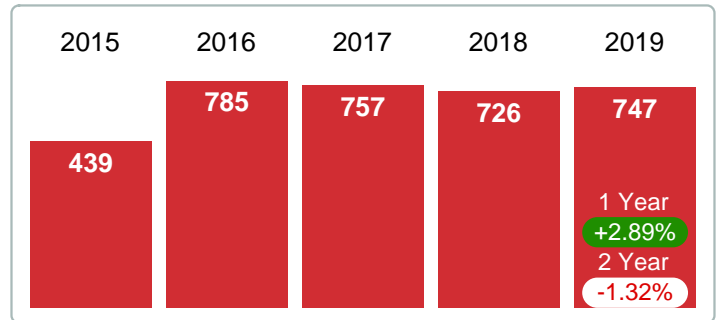
ACTIVE INVENTORY

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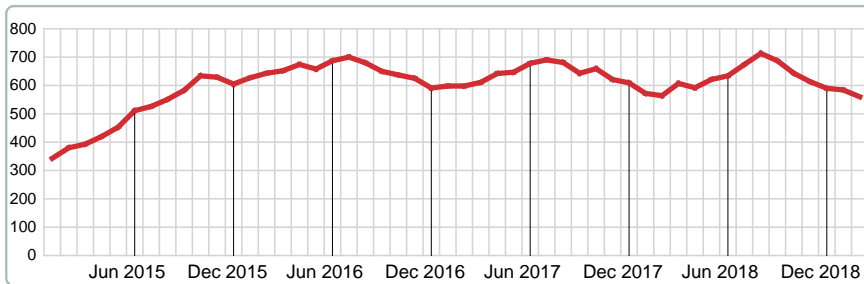
END OF FEBRUARY



ACTIVE DURING FEBRUARY

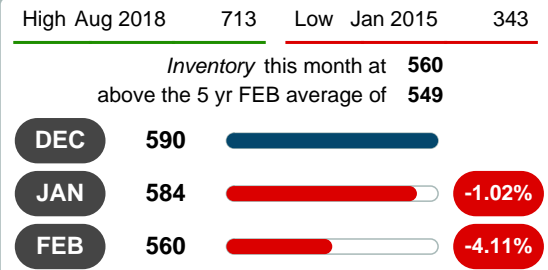


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 549



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	55	9.82%	68.1	24	25	6	0
\$50,001 - \$75,000	59	10.54%	68.2	16	42	1	0
\$75,001 - \$100,000	73	13.04%	102.1	14	47	12	0
\$100,001 - \$175,000	134	23.93%	89.5	16	95	21	2
\$175,001 - \$325,000	117	20.89%	82.5	11	67	34	5
\$325,001 - \$475,000	63	11.25%	66.6	3	35	22	3
\$475,001 and up	59	10.54%	76.7	1	16	32	10
Total Active Inventory by Units			560	85	327	128	20
Total Active Inventory by Volume			131,603,673	10.29M	63.71M	43.87M	13.74M
Average Active Inventory Listing Price			\$235,007	\$121,010	\$194,822	\$342,727	\$687,096

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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 FEBRUARY

2015	2016	2017	2018	2019

INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
560	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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at inf equal to 5 yr FEB average of inf			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	55	9.82%	4.05	3.95	3.90	6.00	0.00
\$50,001 - \$70,000	48	8.57%	5.49	6.92	5.57	1.33	0.00
\$70,001 - \$110,000	98	17.50%	6.96	6.00	7.03	8.40	0.00
\$110,001 - \$190,000	137	24.46%	8.22	18.55	6.94	10.71	18.00
\$190,001 - \$320,000	93	16.61%	9.30	18.00	9.35	8.76	5.33
\$320,001 - \$490,000	73	13.04%	25.76	0.00	27.16	28.80	7.20
\$490,001 and up	56	10.00%	56.00	0.00	33.60	74.40	60.00
Market Supply of Inventory (MSI)		8.37		6.89	7.65	12.69	11.43
Total Active Inventory by Units		560	100%	85	327	128	20

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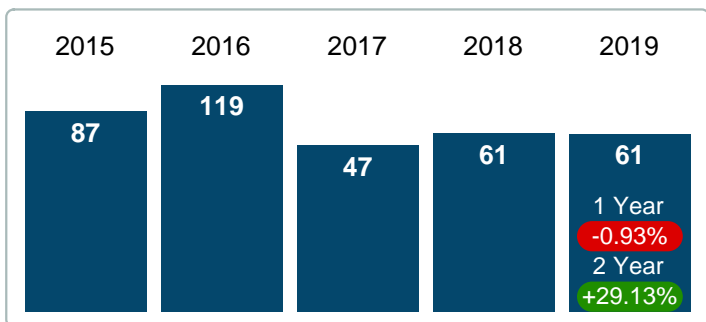
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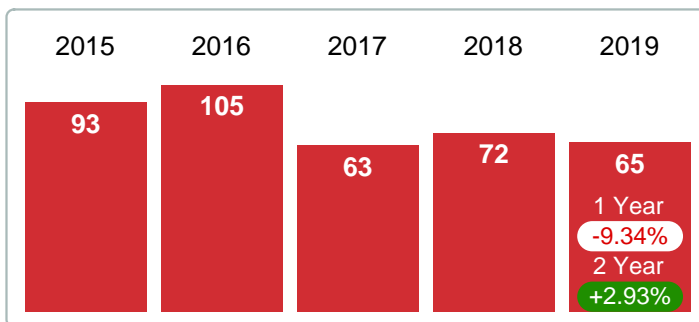
AVERAGE DAYS ON MARKET TO SALE

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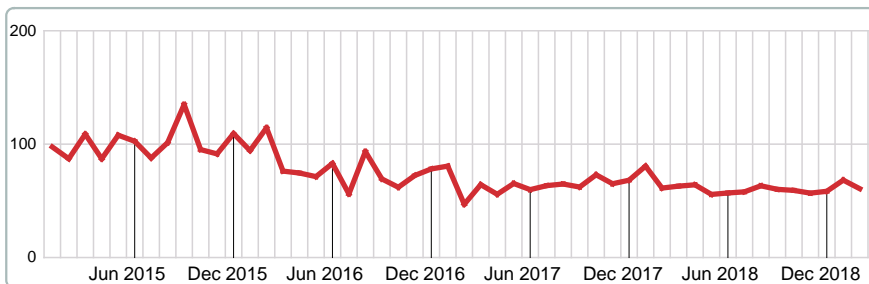
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 75

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 61 below the 5 yr FEB average of 75



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	7.69%	67	67	0	0	0
\$30,001 - \$50,000	10.26%	41	63	18	0	0
\$50,001 - \$80,000	12.82%	43	0	43	0	0
\$80,001 - \$150,000	30.77%	75	0	90	28	0
\$150,001 - \$170,000	12.82%	72	0	81	39	0
\$170,001 - \$210,000	15.38%	60	78	49	57	0
\$210,001 and up	10.26%	44	0	44	0	0
Average Closed DOM		61	69	63	36	0
Total Closed Units	100%	61	7	27	5	0
Total Closed Volume		5,106,753	503.50K	3.92M	681.35K	0.00B

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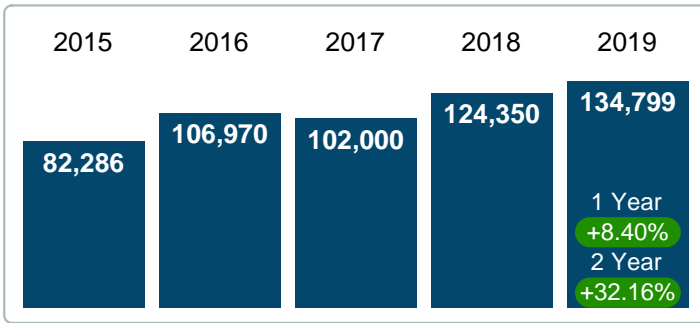
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



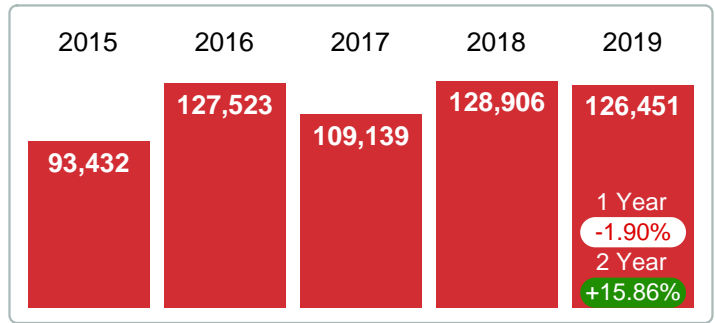
AVERAGE LIST PRICE AT CLOSING

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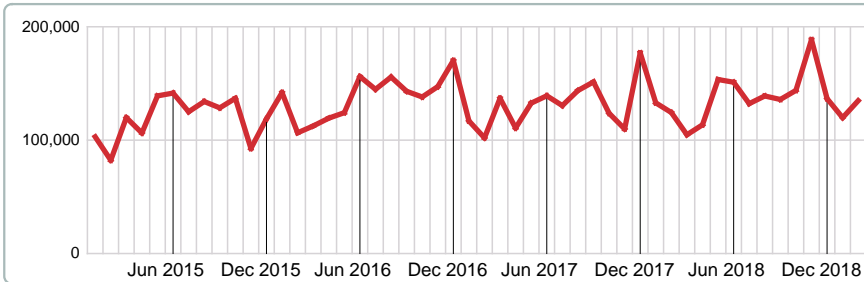
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 110,081

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

Average List Price at Closing this month at **134,799**
above the 5 yr FEB average of **110,081**



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	7.69%	16,267	16,267	0	0	0
\$30,001 - \$50,000	12.82%	47,880	46,200	51,000	0	0
\$50,001 - \$80,000	10.26%	60,238	0	64,190	0	0
\$80,001 - \$150,000	30.77%	109,858	0	103,356	119,700	0
\$150,001 - \$170,000	7.69%	159,967	0	168,450	154,900	0
\$170,001 - \$210,000	20.51%	186,975	206,250	183,167	179,000	0
\$210,001 and up	10.26%	358,500	0	358,500	0	0
Average List Price		134,799	79,100	148,535	138,600	0
Total Closed Units	100%	134,799	7	27	5	0
Total Closed Volume		5,257,150	553.70K	4.01M	693.00K	0.00B

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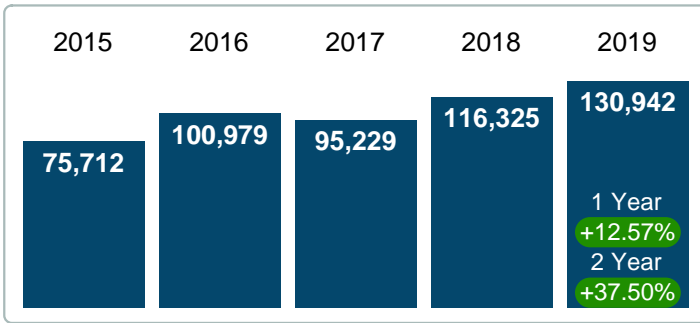
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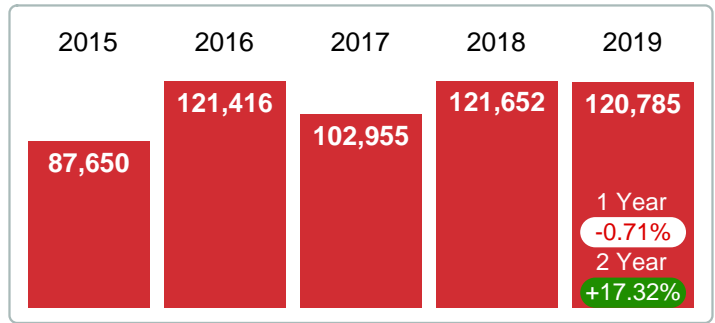
AVERAGE SOLD PRICE AT CLOSING

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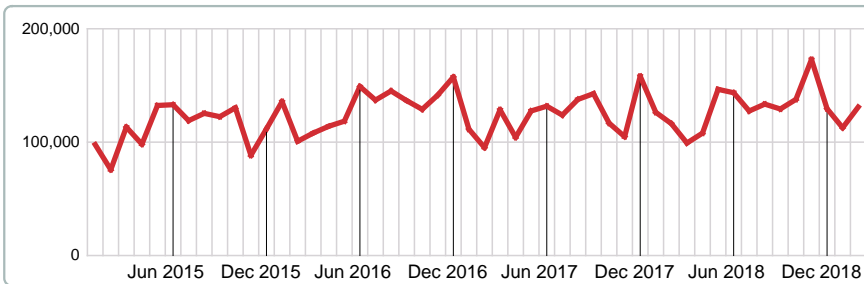
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

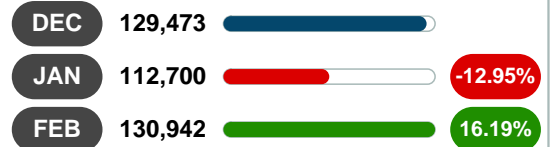


3 MONTHS

5 year FEB AVG = 103,838

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

Average Sold Price at Closing this month at **130,942** above the 5 yr FEB average of **103,838**



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	7.69%	15,000	15,000	0	0	0
\$30,001 - \$50,000	10.26%	41,875	35,250	48,500	0	0
\$50,001 - \$80,000	12.82%	61,550	0	61,550	0	0
\$80,001 - \$150,000	30.77%	108,379	0	105,456	117,150	0
\$150,001 - \$170,000	12.82%	162,880	0	164,875	154,900	0
\$170,001 - \$210,000	15.38%	183,333	194,000	179,000	175,000	0
\$210,001 and up	10.26%	342,888	0	342,888	0	0
Average Sold Price		130,942	71,929	145,256	136,270	0
Total Closed Units	100%	130,942	7	27	5	0
Total Closed Volume		5,106,753	503.50K	3.92M	681.35K	0.00B

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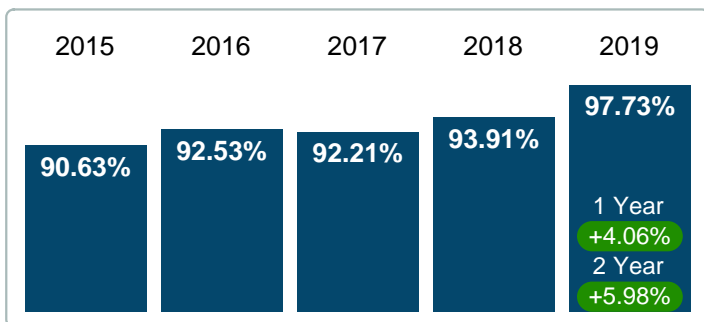
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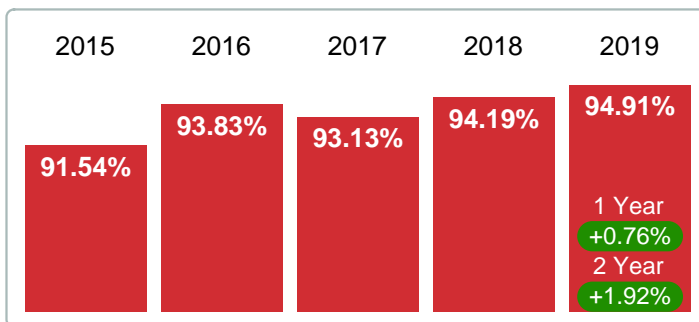
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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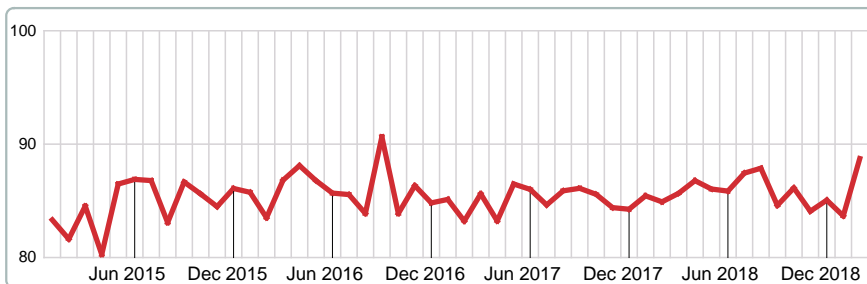
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

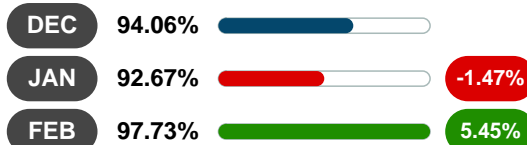


3 MONTHS

5 year FEB AVG = 93.40%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **97.73%** above the 5 yr FEB average of **93.40%**



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	3	7.69%	87.63%	87.63%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	4	10.26%	86.04%	76.62%	95.45%	0.00%	0.00%
\$50,001 - \$80,000	5	12.82%	95.93%	0.00%	95.93%	0.00%	0.00%
\$80,001 - \$150,000	12	30.77%	106.02%	0.00%	108.46%	98.71%	0.00%
\$150,001 - \$170,000	5	12.82%	98.44%	0.00%	98.04%	100.00%	0.00%
\$170,001 - \$210,000	6	15.38%	96.62%	94.10%	97.91%	97.77%	0.00%
\$210,001 and up	4	10.26%	95.14%	0.00%	95.14%	0.00%	0.00%
Average Sold/List Ratio		97.70%		86.33%	100.49%	98.78%	0.00%
Total Closed Units		39	100%	7	27	5	
Total Closed Volume		5,106,753		503.50K	3.92M	681.35K	0.00B

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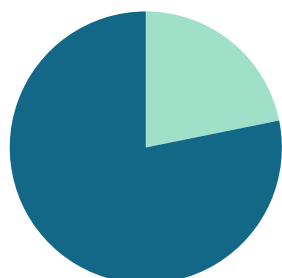
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

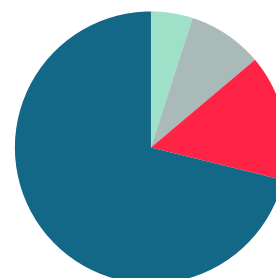


Inventory
 New Listings
163 = 21.82%
 Start Inventory
584
 Total Inventory Units
747
 Volume
\$177,460,019

Market Activity

Closed Sales
39 = 4.96%
 Pending Sales
70 = 8.89%
 Other Off Market
118 = 14.99%
 Active Inventory
560 = 71.16%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	54	39	-27.78%	116	88	-24.14%
Pending Sales	69	70	1.45%	143	124	-13.29%
New Listings	154	163	5.84%	296	326	10.14%
Average List Price	124,350	134,799	8.40%	128,906	126,451	-1.90%
Average Sale Price	116,325	130,942	12.57%	121,652	120,785	-0.71%
Average Percent of Selling Price to List Price	93.91%	97.73%	4.06%	94.19%	94.91%	0.76%
Average Days on Market to Sale	61.26	60.69	-0.93%	71.59	64.91	-9.34%
Monthly Inventory	564	560	-0.71%	564	560	-0.71%
Months Supply of Inventory	8.73	8.37	-4.17%	8.73	8.37	-4.17%

Absorption: Last 12 months, an Average of **67** Sales/Month

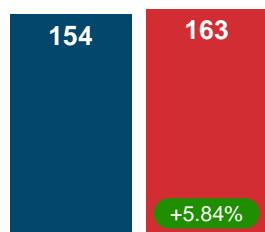
Inventory on February 28, 2019 = **560**

2018 **2019**

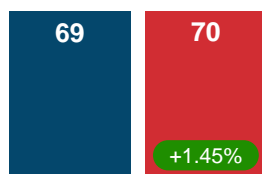
FEBRUARY MARKET

AVERAGE PRICES

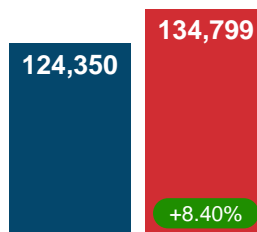
New Listings



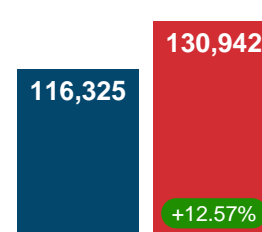
Pending Listings



List Price



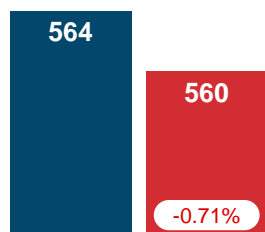
Sale Price



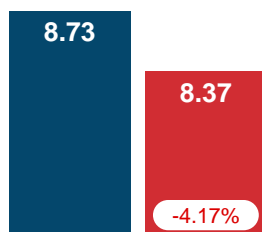
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

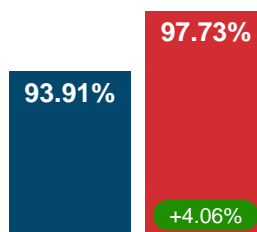
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

