

July 2019



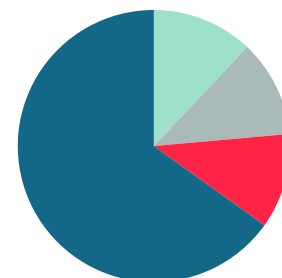
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	77	100	29.87%
Pending Listings	74	96	29.73%
New Listings	193	152	-21.24%
Average List Price	132,188	150,740	14.03%
Average Sale Price	127,480	143,582	12.63%
Average Percent of Selling Price to List Price	96.45%	95.05%	-1.45%
Average Days on Market to Sale	57.92	59.18	2.17%
End of Month Inventory	674	541	-19.73%
Months Supply of Inventory	9.59	7.82	-18.48%



■ Closed (12.03%)
■ Pending (11.55%)
■ Other OffMarket (11.31%)
■ Active (65.10%)

Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of July 31, 2019 = **541**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **19.73%** to 541 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 **7.82** 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 **12.63%** in July 2019 to \$143,582 versus the previous year at \$127,480.

Average Days on Market Lengthens

The average number of **59.18** days that homes spent on the market before selling increased by 1.26 days or **2.17%** in July 2019 compared to last year's same month at **57.92** DOM.

Sales Success for July 2019 is Positive

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

There were 152 New Listings in July 2019, down **21.24%** from last year at 193. Furthermore, there were 100 Closed Listings this month versus last year at 77, a **29.87%** increase.

Closed versus Listed trends yielded a **65.8%** ratio, up from previous year's, July 2018, at **39.9%**, a **64.90%** 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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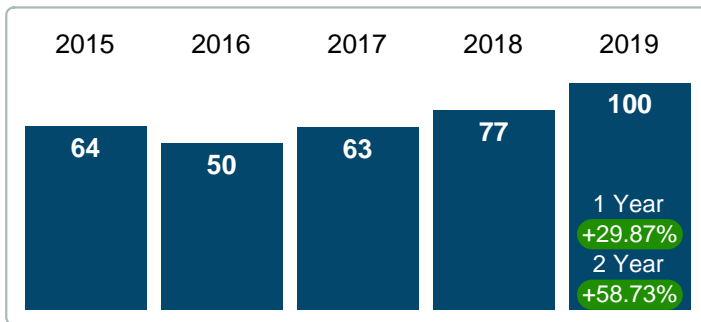
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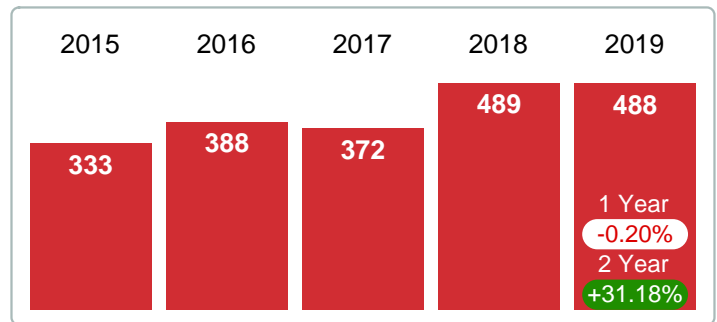
CLOSED LISTINGS

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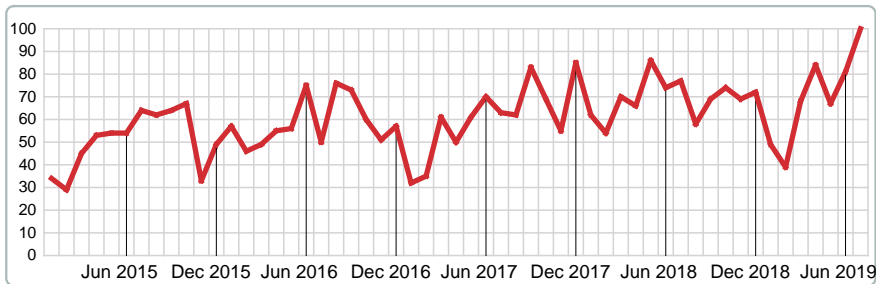
JULY



YEAR TO DATE (YTD)

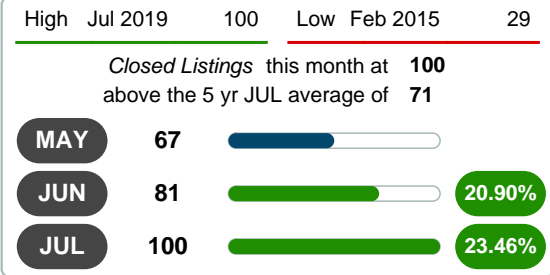


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.00%	52.4	4	5	0	0
\$40,001 - \$60,000	9	9.00%	83.3	6	3	0	0
\$60,001 - \$90,000	16	16.00%	31.6	3	12	1	0
\$90,001 - \$150,000	30	30.00%	62.3	1	27	2	0
\$150,001 - \$200,000	14	14.00%	62.2	1	7	6	0
\$200,001 - \$240,000	11	11.00%	44.5	2	6	3	0
\$240,001 and up	11	11.00%	87.4	0	9	1	1
Total Closed Units	100			17	69	13	1
Total Closed Volume	14,358,200	100%	59.2	1.27M	10.33M	2.34M	425.00K
Average Closed Price	\$143,582			\$74,781	\$149,660	\$179,646	\$425,000

July 2019



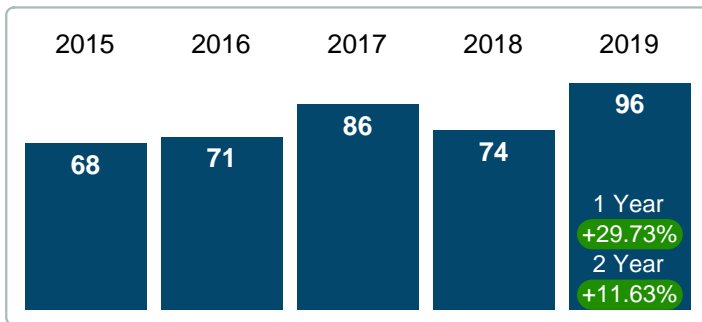
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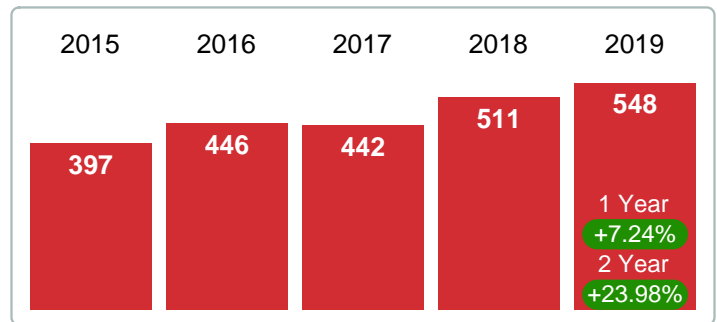
PENDING LISTINGS

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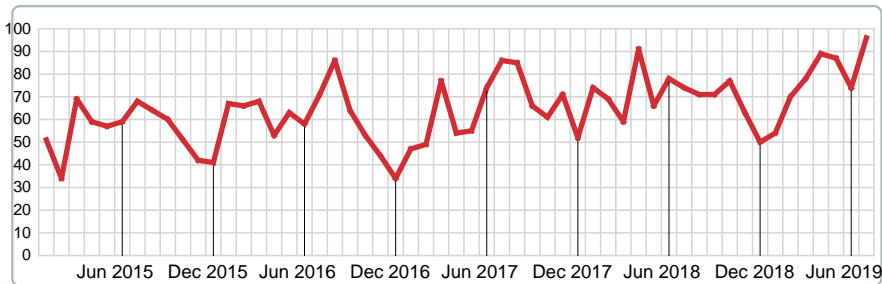
JULY



YEAR TO DATE (YTD)

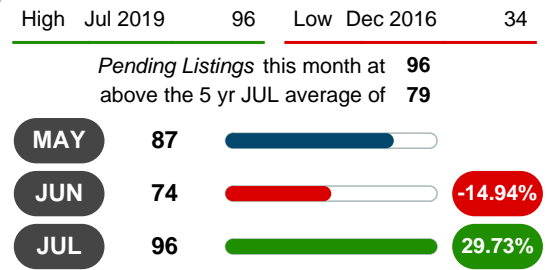


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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
\$40,000 and less	7	7.29%	45.3	2	4	1	0
\$40,001 - \$60,000	10	10.42%	65.4	2	8	0	0
\$60,001 - \$80,000	14	14.58%	76.1	7	7	0	0
\$80,001 - \$160,000	29	30.21%	59.4	3	23	2	1
\$160,001 - \$210,000	13	13.54%	37.9	0	10	3	0
\$210,001 - \$270,000	12	12.50%	32.3	1	8	3	0
\$270,001 and up	11	11.46%	111.9	0	6	3	2
Total Pending Units	96			15	66	12	3
Total Pending Volume	14,342,763	100%	61.4	1.24M	9.49M	2.69M	922.90K
Average Listing Price	\$149,780			\$82,693	\$143,836	\$223,858	\$307,633

July 2019



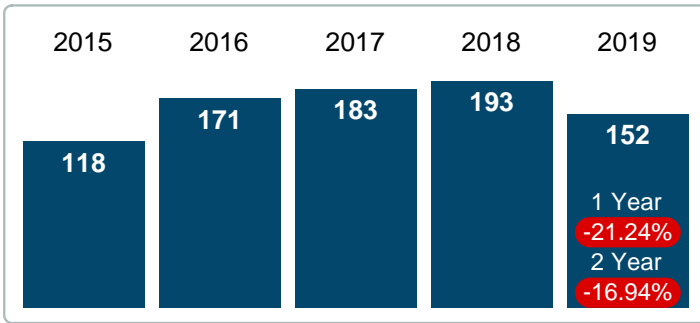
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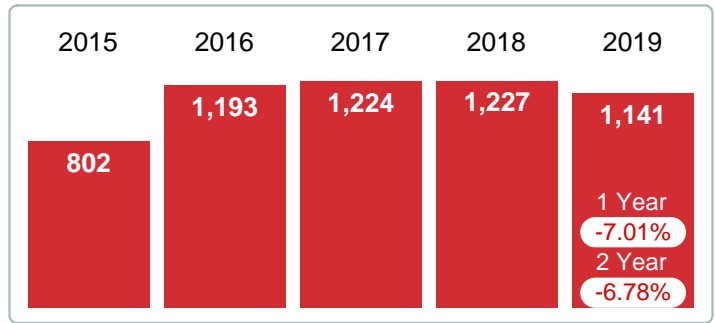
NEW LISTINGS

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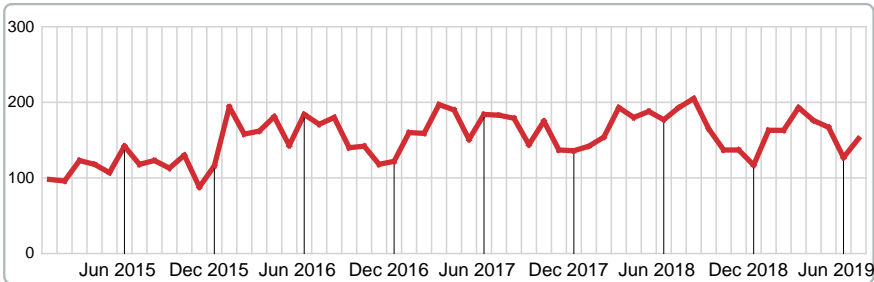
JULY



YEAR TO DATE (YTD)

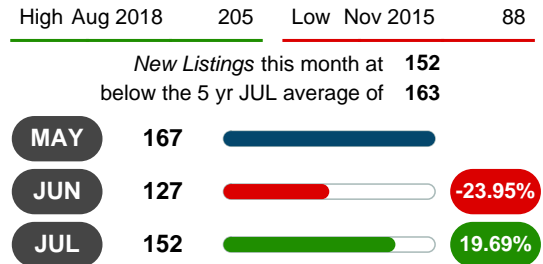


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 163



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	8.55%	4	7	2	0
\$50,001 - \$75,000	15	9.87%	7	7	1	0
\$75,001 - \$100,000	21	13.82%	5	13	2	1
\$100,001 - \$175,000	37	24.34%	4	27	5	1
\$175,001 - \$225,000	23	15.13%	4	15	4	0
\$225,001 - \$450,000	28	18.42%	5	16	7	0
\$450,001 and up	15	9.87%	1	5	7	2
Total New Listed Units	152		30	90	28	4
Total New Listed Volume	31,159,812	100%	4.53M	16.54M	8.45M	1.64M
Average New Listed Listing Price	\$153,262		\$151,013	\$183,769	\$301,799	\$409,950

July 2019



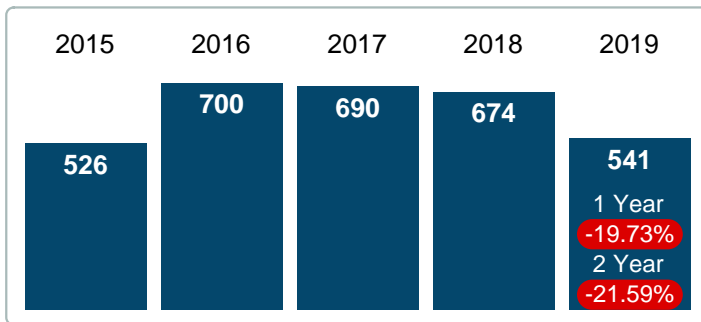
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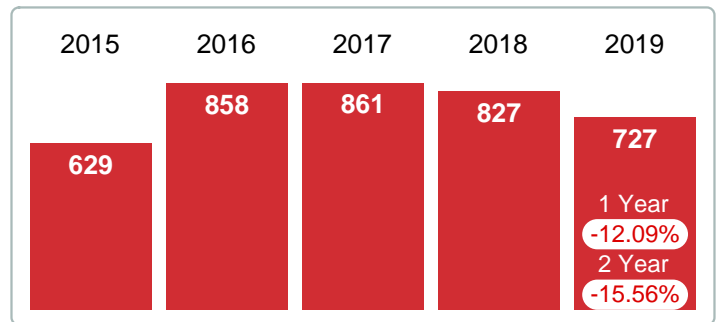
ACTIVE INVENTORY

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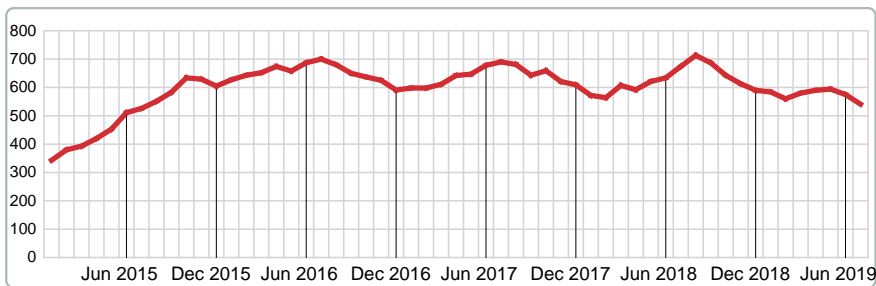
END OF JULY



ACTIVE DURING JULY

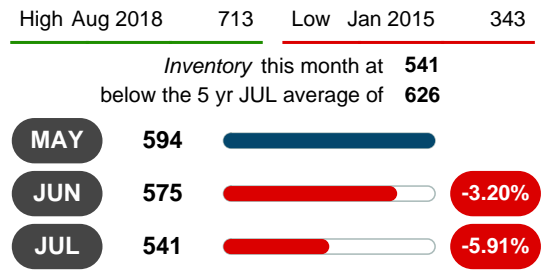


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 626



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	46	8.50%	85.2	16	25	4	1
\$50,001 - \$75,000	58	10.72%	86.8	25	28	5	0
\$75,001 - \$100,000	71	13.12%	117.5	15	43	12	1
\$100,001 - \$175,000	132	24.40%	87.9	15	88	25	4
\$175,001 - \$275,000	93	17.19%	81.3	15	52	23	3
\$275,001 - \$475,000	80	14.79%	93.4	11	38	24	7
\$475,001 and up	61	11.28%	87.0	3	17	33	8
Total Active Inventory by Units			541	100	291	126	24
Total Active Inventory by Volume			127,766,297	14.64M	57.83M	41.92M	13.38M
Average Active Inventory Listing Price			\$236,167	\$146,386	\$198,721	\$332,715	\$557,414

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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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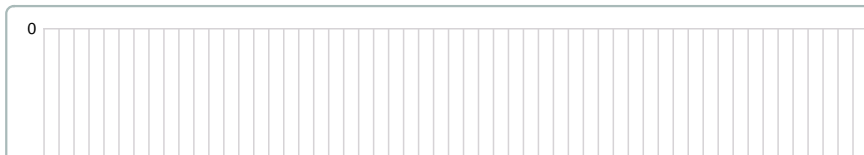
MSI FOR JULY

2015	2016	2017	2018	2019

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
541	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 JUL AVG = inf

High	Jul 2019	Low	Jul 2019
inf	inf	inf	inf
Months Supply this month at inf equal to 5 yr JUL average of inf			
MAY	inf		%
JUN	inf		%
JUL	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	46	8.50%	3.41	2.87	3.49	5.33	0.00
\$50,001 - \$80,000	73	13.49%	5.80	10.88	4.50	4.29	0.00
\$80,001 - \$110,000	72	13.31%	7.26	6.72	6.29	16.80	6.00
\$110,001 - \$190,000	140	25.88%	7.60	13.00	6.69	9.00	15.00
\$190,001 - \$290,000	75	13.86%	8.33	34.00	7.13	6.55	4.80
\$290,001 - \$490,000	79	14.60%	16.63	32.00	13.00	33.33	9.33
\$490,001 and up	56	10.35%	56.00	0.00	36.00	60.00	96.00
Market Supply of Inventory (MSI)			7.82	8.28	6.44	12.50	13.09
Total Active Inventory by Units		100%	7.82	100	291	126	24

July 2019



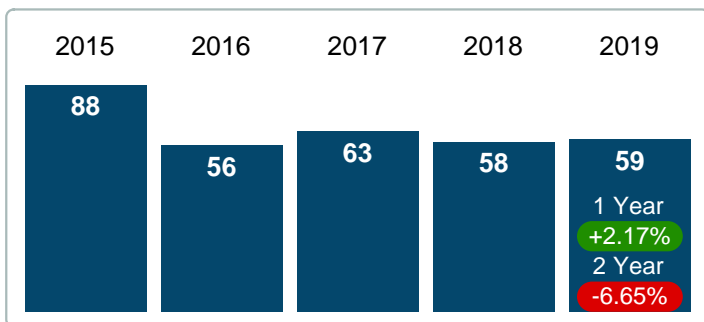
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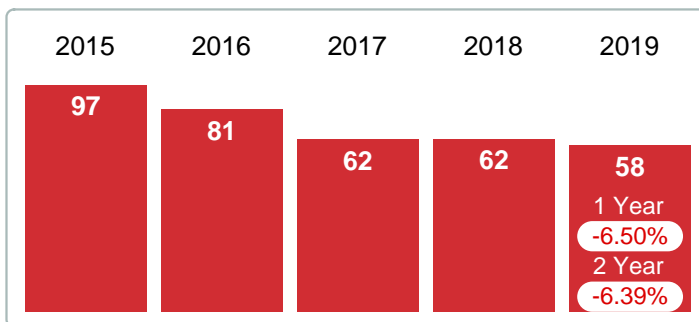
AVERAGE DAYS ON MARKET TO SALE

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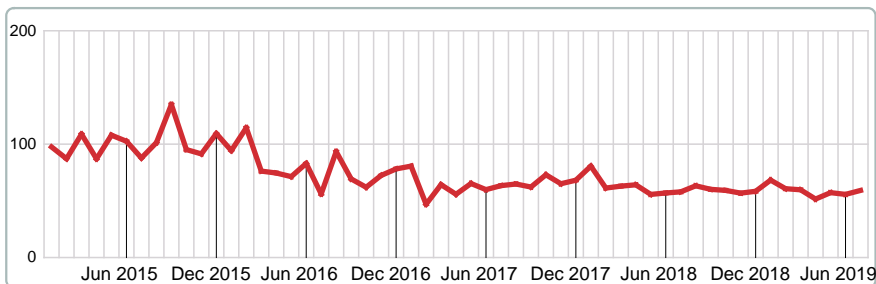
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 59 below the 5 yr JUL average of 65



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
\$40,000 and less	9.00%	52	58	48	0	0
\$40,001 - \$60,000	9.00%	83	74	101	0	0
\$60,001 - \$90,000	16.00%	32	22	32	61	0
\$90,001 - \$150,000	30.00%	62	1	63	79	0
\$150,001 - \$200,000	14.00%	62	88	32	93	0
\$200,001 - \$240,000	11.00%	45	90	27	49	0
\$240,001 and up	11.00%	87	0	84	146	55
Average Closed DOM		59	59	55	82	55
Total Closed Units	100%	59	17	69	13	1
Total Closed Volume		14,358,200	1.27M	10.33M	2.34M	425.00K

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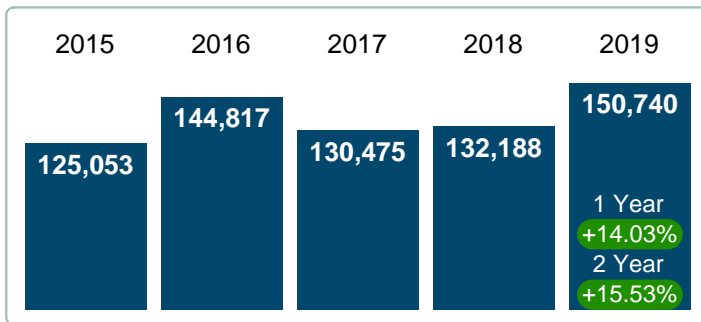
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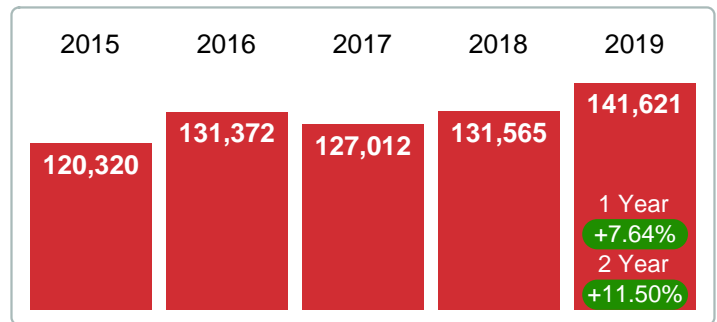
AVERAGE LIST PRICE AT CLOSING

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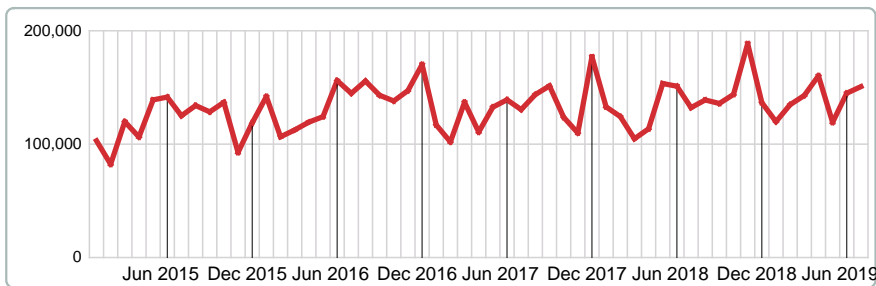
JULY



YEAR TO DATE (YTD)

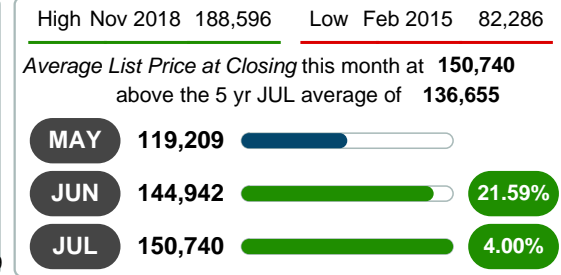


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136,655



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	3.00%	18,800	22,500	24,433	0		
\$25,001 - \$50,000	11	11.00%	38,955	38,560	43,450	0		
\$50,001 - \$75,000	12	12.00%	68,342	62,200	72,300	72,900		
\$75,001 - \$150,000	36	36.00%	113,824	87,133	118,008	145,000		
\$150,001 - \$200,000	14	14.00%	174,186	159,900	188,871	184,267		
\$200,001 - \$225,000	6	6.00%	219,817	247,450	222,180	224,000		
\$225,001 and up	18	18.00%	328,544	0	373,240	269,250		
Average List Price		150,740		82,518	156,046	188,846	449,000	
Total Closed Units		100	100%	150,740	17	69	13	1
Total Closed Volume		15,073,950		1.40M	10.77M	2.46M	449.00K	

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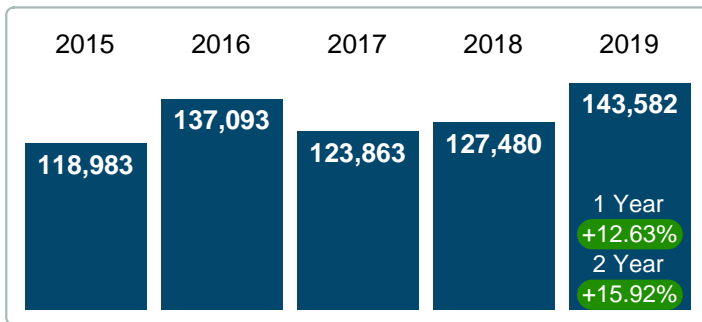
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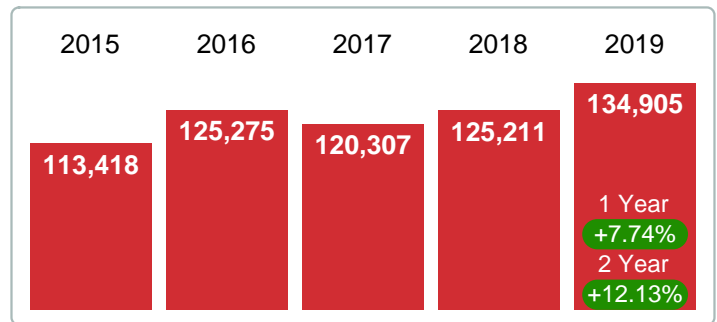
AVERAGE SOLD PRICE AT CLOSING

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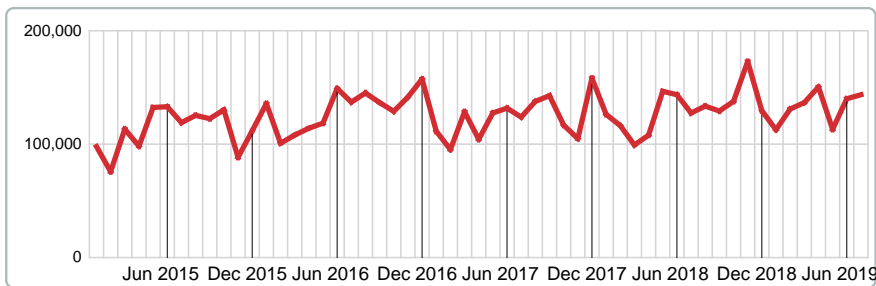
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

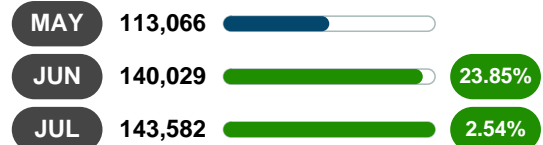


3 MONTHS

5 year JUL AVG = 130,200

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

Average Sold Price at Closing this month at **143,582** above the 5 yr JUL average of **130,200**



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
\$40,000 and less	9.00%	24,025	22,681	25,100	0	0
\$40,001 - \$60,000	9.00%	47,886	49,042	45,575	0	0
\$60,001 - \$90,000	16.00%	76,363	75,433	76,708	75,000	0
\$90,001 - \$150,000	30.00%	120,663	93,000	120,552	136,000	0
\$150,001 - \$200,000	14.00%	174,957	152,000	179,000	174,067	0
\$200,001 - \$240,000	11.00%	215,227	207,500	214,750	221,333	0
\$240,001 and up	11.00%	368,400	0	371,933	280,000	425,000
Average Sold Price		143,582	74,781	149,660	179,646	425,000
Total Closed Units	100%	143,582	17	69	13	1
Total Closed Volume		14,358,200	1.27M	10.33M	2.34M	425.00K

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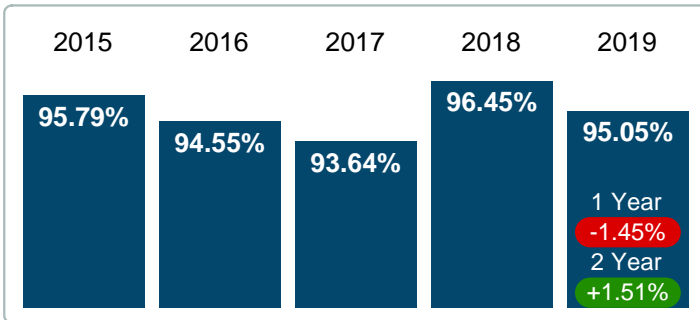
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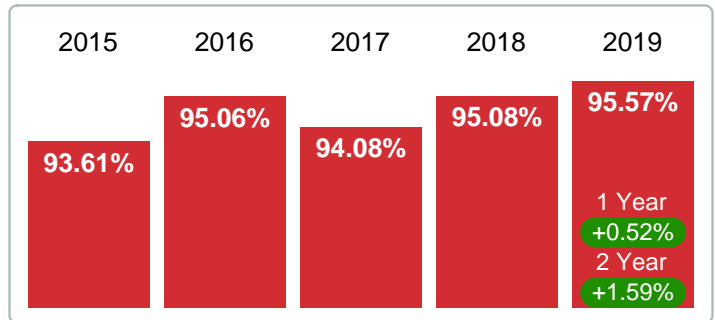
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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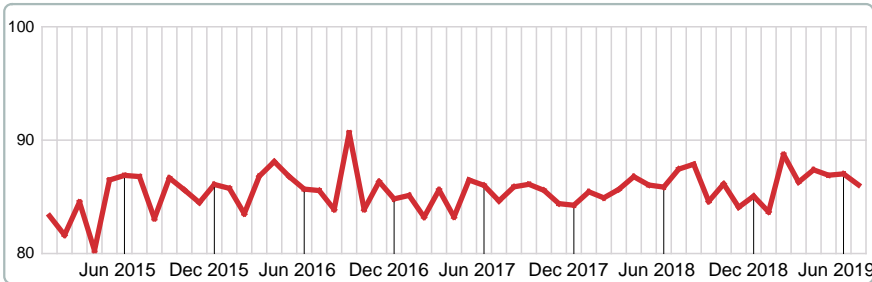
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

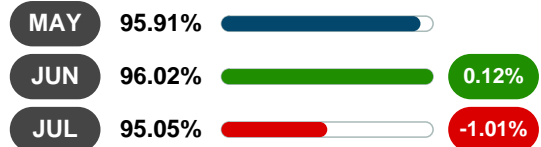


3 MONTHS

5 year JUL AVG = 95.10%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **95.05%** equal to 5 yr JUL average of **95.10%**



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
\$40,000 and less	9	9.00%	85.37%	85.16%	85.54%	0.00%	0.00%
\$40,001 - \$60,000	9	9.00%	93.33%	97.19%	85.61%	0.00%	0.00%
\$60,001 - \$90,000	16	16.00%	97.40%	96.93%	97.06%	102.88%	0.00%
\$90,001 - \$150,000	30	30.00%	97.41%	96.88%	97.71%	93.57%	0.00%
\$150,001 - \$200,000	14	14.00%	95.13%	95.06%	95.35%	94.89%	0.00%
\$200,001 - \$240,000	11	11.00%	93.74%	84.35%	96.10%	95.30%	0.00%
\$240,001 and up	11	11.00%	95.75%	0.00%	95.76%	96.72%	94.65%
Average Sold/List Ratio		95.10%		92.66%	95.56%	95.54%	94.65%
Total Closed Units		100	100%	17	69	13	1
Total Closed Volume		14,358,200		1.27M	10.33M	2.34M	425.00K

July 2019



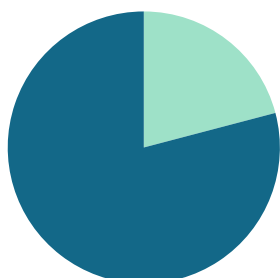
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

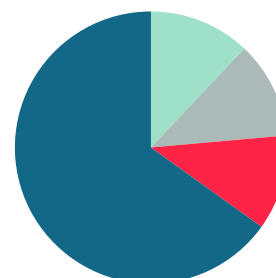


Inventory
 New Listings
152 = 20.91%
 Start Inventory
575
 Total Inventory Units
727
 Volume
\$167,346,560

Market Activity

Closed Sales
100 = 12.03%
 Pending Sales
96 = 11.55%
 Other Off Market
94 = 11.31%
 Active Inventory
541 = 65.10%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	77	100	29.87%	489	488	-0.20%
Pending Sales	74	96	29.73%	511	548	7.24%
New Listings	193	152	-21.24%	1,227	1,141	-7.01%
Average List Price	132,188	150,740	14.03%	131,565	141,621	7.64%
Average Sale Price	127,480	143,582	12.63%	125,211	134,905	7.74%
Average Percent of Selling Price to List Price	96.45%	95.05%	-1.45%	95.08%	95.57%	0.52%
Average Days on Market to Sale	57.92	59.18	2.17%	62.18	58.14	-6.50%
Monthly Inventory	674	541	-19.73%	674	541	-19.73%
Months Supply of Inventory	9.59	7.82	-18.48%	9.59	7.82	-18.48%

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

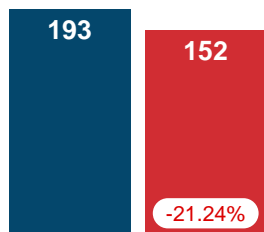
Inventory on July 31, 2019 = **541**

2018 **2019**

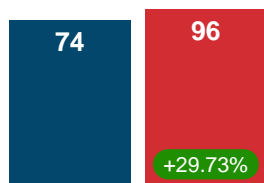
JULY MARKET

AVERAGE PRICES

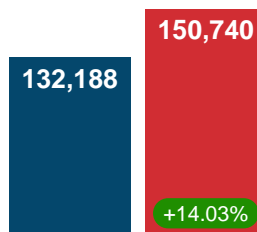
New Listings



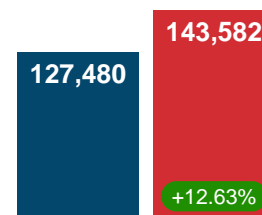
Pending Listings



List Price



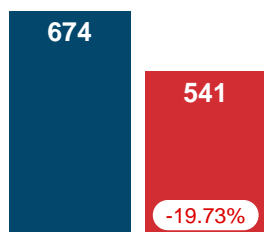
Sale Price



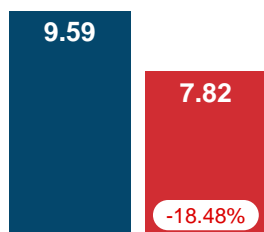
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

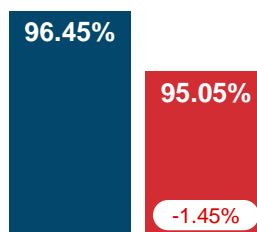
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

