

June 2019



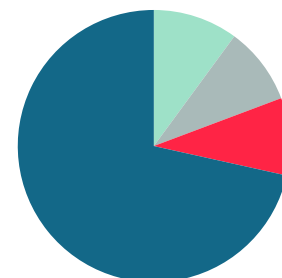
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	74	81	9.46%
Pending Listings	78	74	-5.13%
New Listings	177	127	-28.25%
Average List Price	151,093	144,942	-4.07%
Average Sale Price	143,584	140,029	-2.48%
Average Percent of Selling Price to List Price	94.86%	96.02%	1.23%
Average Days on Market to Sale	56.93	55.70	-2.16%
End of Month Inventory	634	575	-9.31%
Months Supply of Inventory	9.18	8.55	-6.83%



■ Closed (10.07%)
■ Pending (9.20%)
■ Other OffMarket (9.20%)
■ Active (71.52%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of June 30, 2019 = **575**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **9.31%** to 575 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 **8.55** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.48%** in June 2019 to \$140,029 versus the previous year at \$143,584.

Average Days on Market Shortens

The average number of **55.70** days that homes spent on the market before selling decreased by 1.23 days or **2.16%** in June 2019 compared to last year's same month at **56.93** DOM.

Sales Success for June 2019 is Positive

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

There were 127 New Listings in June 2019, down **28.25%** from last year at 177. Furthermore, there were 81 Closed Listings this month versus last year at 74, a **9.46%** increase.

Closed versus Listed trends yielded a **63.8%** ratio, up from previous year's, June 2018, at **41.8%**, a **52.55%** 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

June 2019



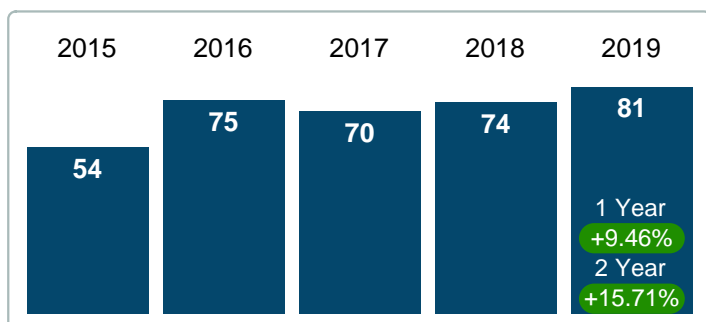
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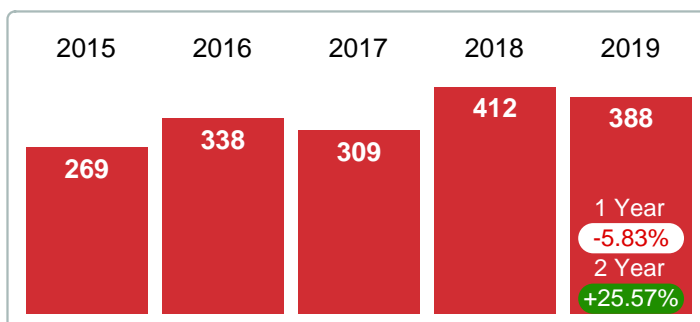
CLOSED LISTINGS

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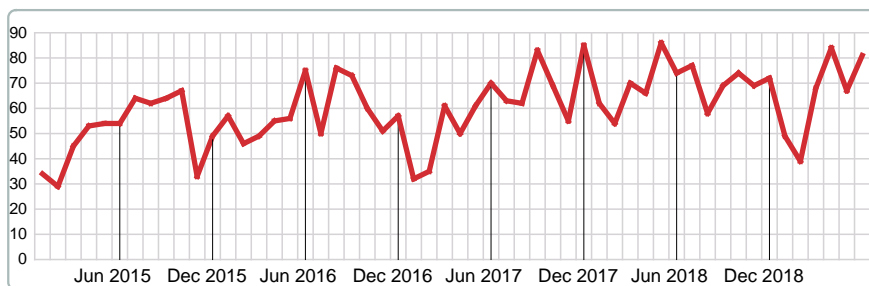
JUNE



YEAR TO DATE (YTD)

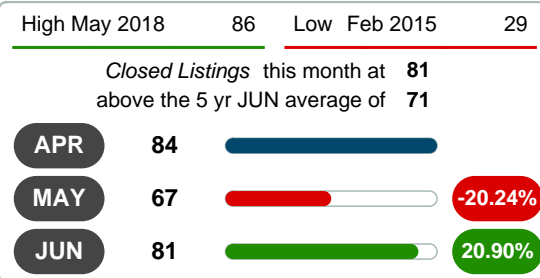


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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
\$30,000 and less	7	8.64%	43.6	4	3	0	0
\$30,001 - \$50,000	11	13.58%	62.1	4	7	0	0
\$50,001 - \$70,000	8	9.88%	54.8	3	4	0	1
\$70,001 - \$140,000	24	29.63%	59.0	2	16	6	0
\$140,001 - \$200,000	13	16.05%	51.0	0	8	3	2
\$200,001 - \$270,000	9	11.11%	51.7	2	5	2	0
\$270,001 and up	9	11.11%	60.1	0	6	3	0
Total Closed Units	81			15	49	14	3
Total Closed Volume	11,342,371	100%	55.7	1.04M	6.76M	3.16M	384.90K
Average Closed Price	\$140,029			\$69,600	\$137,924	\$225,371	\$128,300

June 2019



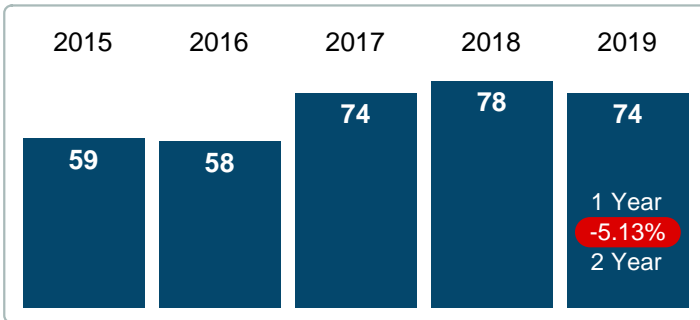
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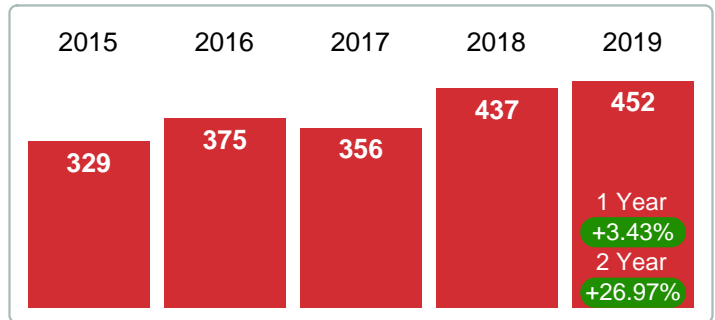
PENDING LISTINGS

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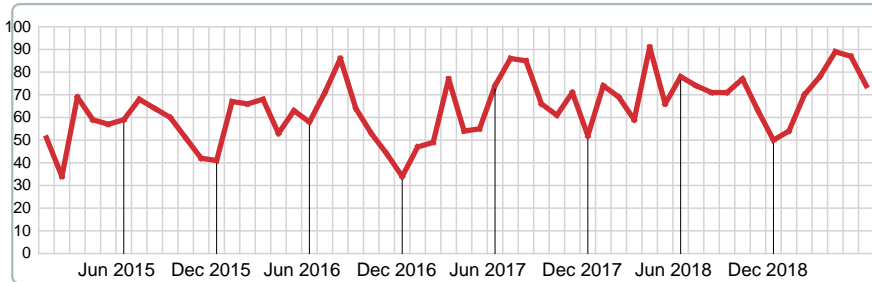
JUNE



YEAR TO DATE (YTD)

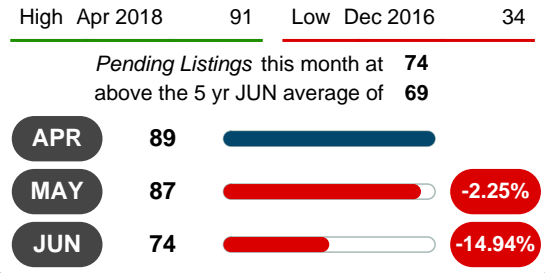


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 69



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	5.41%	59.0	1	3	0	0
\$25,001 - \$50,000	8	10.81%	47.4	5	3	0	0
\$50,001 - \$100,000	15	20.27%	58.8	3	11	1	0
\$100,001 - \$175,000	19	25.68%	47.1	0	14	4	1
\$175,001 - \$225,000	8	10.81%	30.0	0	7	1	0
\$225,001 - \$300,000	12	16.22%	48.7	2	7	3	0
\$300,001 and up	8	10.81%	89.9	0	8	0	0
Total Pending Units	74			11	53	9	1
Total Pending Volume	12,082,800	100%	52.7	953.00K	9.43M	1.53M	169.00K
Average Listing Price	\$163,374			\$86,636	\$177,983	\$169,744	\$169,000

June 2019



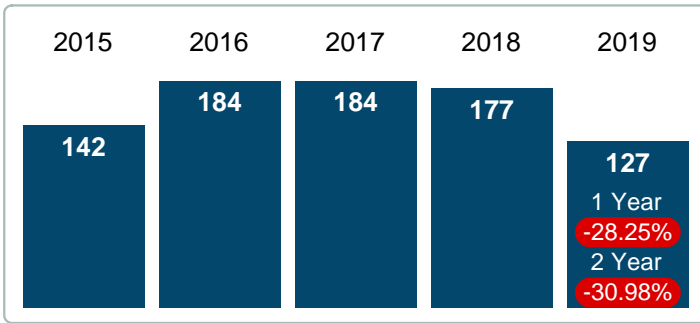
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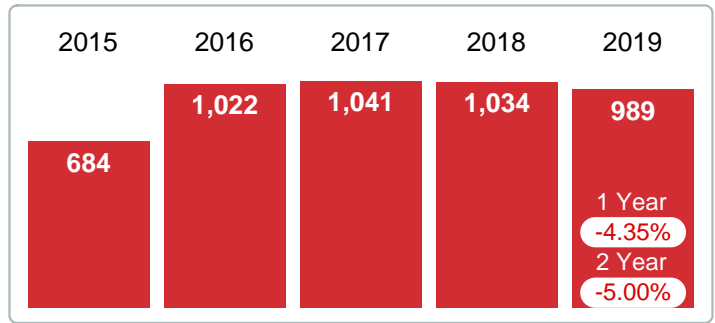
NEW LISTINGS

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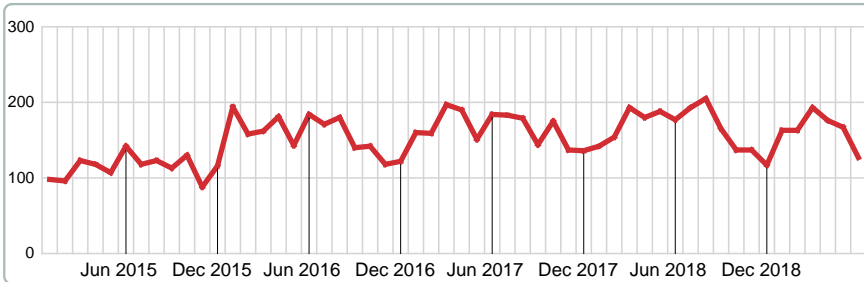
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

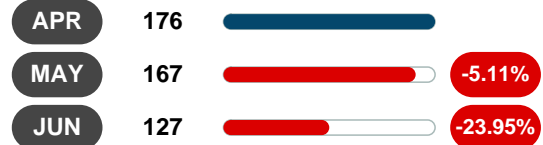


3 MONTHS

5 year JUN AVG = 163

High Aug 2018 205 Low Nov 2015 88

New Listings this month at 127 below the 5 yr JUN average of 163



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	3	2.36%	1	2	0	0
\$25,001 - \$75,000	19	14.96%	8	9	2	0
\$75,001 - \$100,000	13	10.24%	2	6	5	0
\$100,001 - \$200,000	43	33.86%	3	35	5	0
\$200,001 - \$300,000	20	15.75%	0	18	2	0
\$300,001 - \$475,000	16	12.60%	1	8	5	2
\$475,001 and up	13	10.24%	0	3	6	4
Total New Listed Units	127		15	81	25	6
Total New Listed Volume	32,477,497	100%	1.45M	15.79M	8.92M	6.32M
Average New Listed Listing Price	\$185,312		\$96,573	\$194,878	\$356,956	\$1,053,317

June 2019



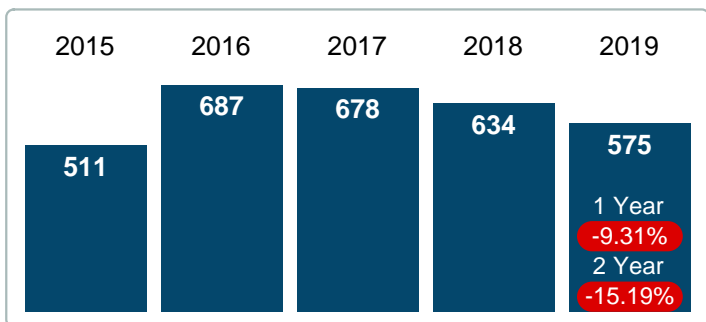
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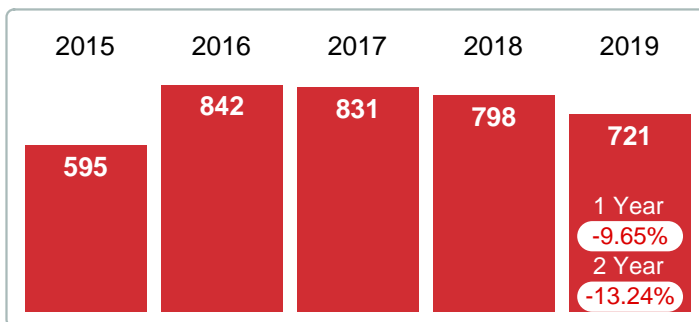
ACTIVE INVENTORY

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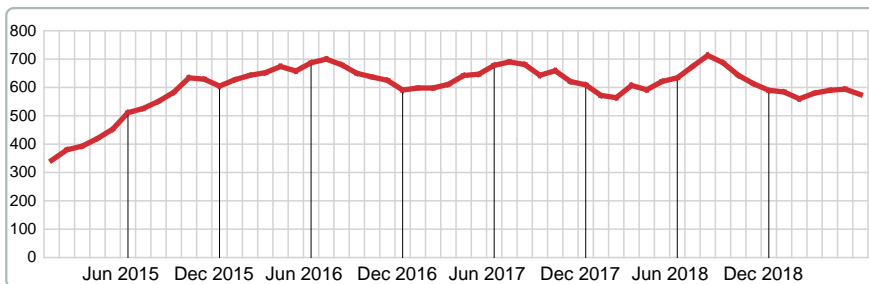
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 617

High Aug 2018 713 Low Jan 2015 343

Inventory this month at 575
below the 5 yr JUN average of 617



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	49	8.52%	71.1	17	27	4	1
\$50,001 - \$75,000	66	11.48%	80.4	24	38	4	0
\$75,001 - \$100,000	70	12.17%	114.8	13	44	12	1
\$100,001 - \$175,000	139	24.17%	87.1	14	98	24	3
\$175,001 - \$275,000	94	16.35%	83.0	12	55	24	3
\$275,001 - \$475,000	97	16.87%	89.9	10	49	29	9
\$475,001 and up	60	10.43%	87.7	2	17	32	9
Total Active Inventory by Units			575	92	328	129	26
Total Active Inventory by Volume			136,186,748	12.75M	65.32M	43.65M	14.46M
Average Active Inventory Listing Price			\$236,847	\$138,638	\$199,138	\$338,371	\$556,343

June 2019



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 JUNE

2015	2016	2017	2018	2019
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INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
575	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 JUN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	49	8.52%	3.70	3.29	3.77	4.36	0.00
\$50,001 - \$70,000	54	9.39%	6.75	11.45	5.27	6.86	0.00
\$70,001 - \$110,000	99	17.22%	6.75	6.35	6.60	8.40	6.00
\$110,001 - \$190,000	145	25.22%	8.41	14.00	7.62	9.88	9.60
\$190,001 - \$290,000	79	13.74%	9.39	36.00	8.32	8.40	7.20
\$290,001 - \$480,000	91	15.83%	19.85	32.00	18.58	29.45	9.60
\$480,001 and up	58	10.09%	53.54	0.00	38.40	53.14	108.00
Market Supply of Inventory (MSI)		8.55		8.06	7.48	12.90	13.00
Total Active Inventory by Units		575	100%	92	328	129	26

June 2019



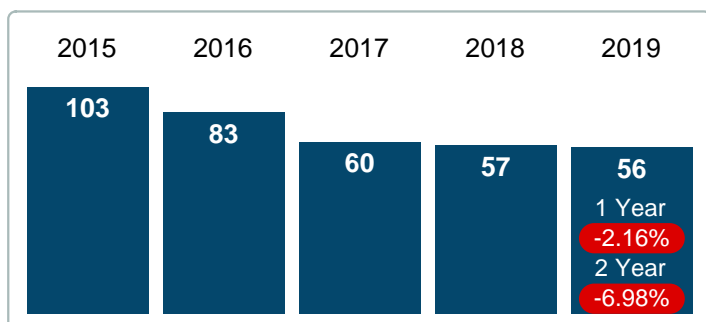
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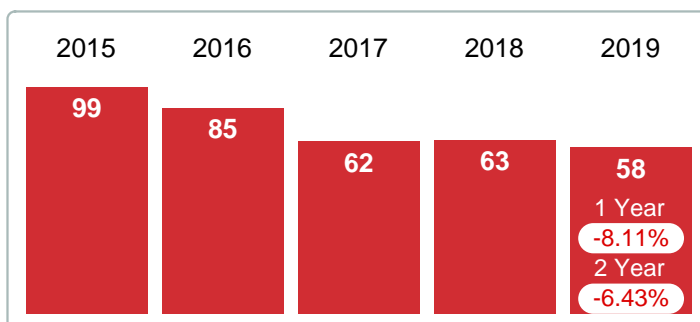
AVERAGE DAYS ON MARKET TO SALE

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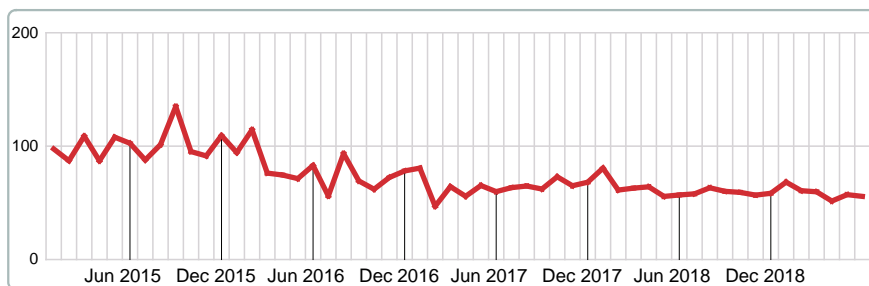
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

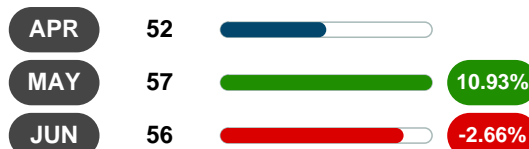


3 MONTHS

5 year JUN AVG = 72

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 56 below the 5 yr JUN average of 72



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	8.64%	44	36	54	0	0
\$30,001 - \$50,000	13.58%	62	28	82	0	0
\$50,001 - \$70,000	9.88%	55	76	51	0	4
\$70,001 - \$140,000	29.63%	59	64	57	62	0
\$140,001 - \$200,000	16.05%	51	0	10	134	92
\$200,001 - \$270,000	11.11%	52	89	37	51	0
\$270,001 and up	11.11%	60	0	57	66	0
Average Closed DOM		56	53	50	77	63
Total Closed Units	100%	81	15	49	14	3
Total Closed Volume		11,342,371	1.04M	6.76M	3.16M	384.90K

June 2019



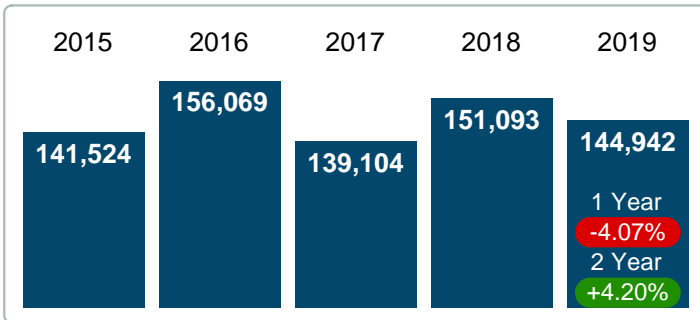
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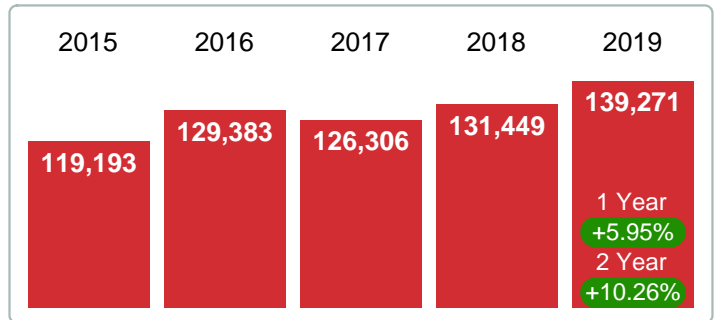
AVERAGE LIST PRICE AT CLOSING

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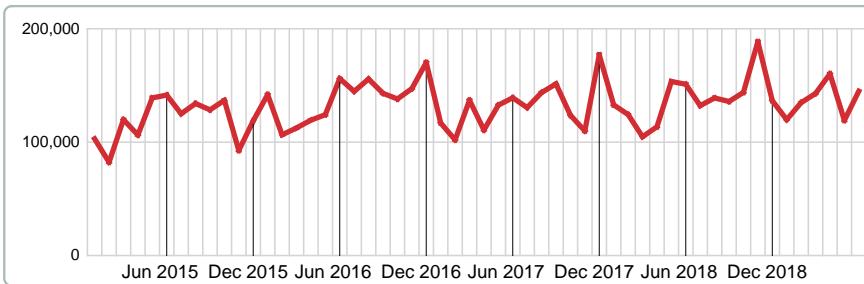
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

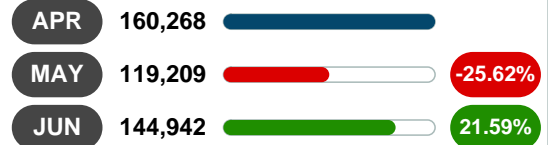


3 MONTHS

5 year JUN AVG = 146,547

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

Average List Price at Closing this month at **144,942**
 below the 5 yr JUN average of **146,547**



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	8	9.88%	24,538	27,475	25,467	0	
\$30,001 - \$50,000	7	8.64%	43,114	39,250	46,443	0	
\$50,001 - \$70,000	12	14.81%	62,858	68,933	63,100	0	
\$70,001 - \$140,000	21	25.93%	102,009	90,250	104,868	107,600	
\$140,001 - \$200,000	13	16.05%	164,885	0	180,975	166,633	
\$200,001 - \$270,000	11	13.58%	235,936	229,500	241,680	241,450	
\$270,001 and up	9	11.11%	400,767	0	347,167	507,967	
Average List Price		144,942		74,213	144,306	225,164	134,600
Total Closed Units		81	100%	144,942	15	49	14
Total Closed Volume		11,740,290			1.11M	7.07M	3.15M

June 2019



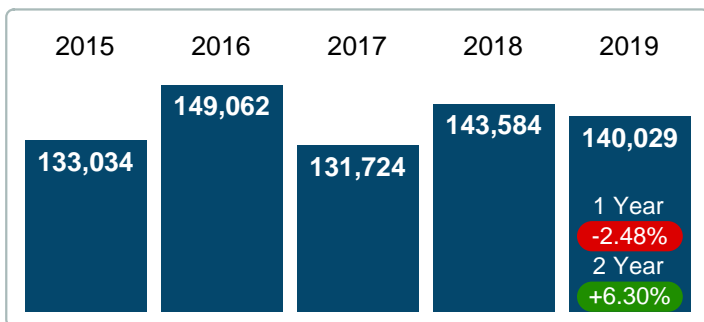
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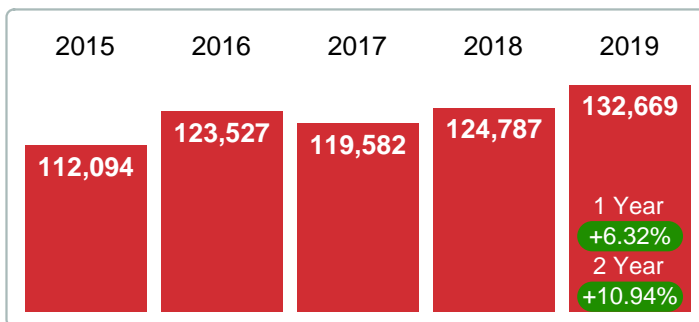
AVERAGE SOLD PRICE AT CLOSING

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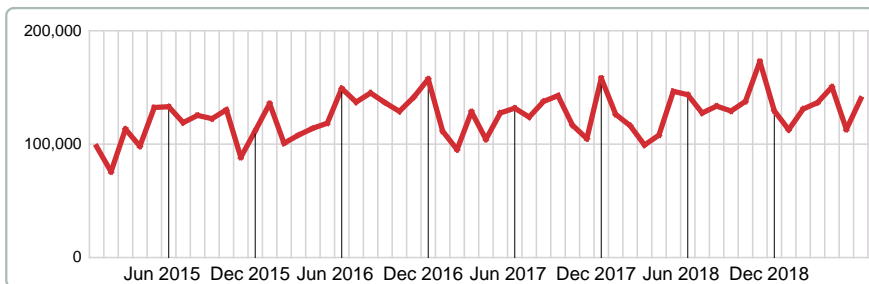
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 139,487

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

Average Sold Price at Closing this month at **140,029**
 above the 5 yr JUN average of **139,487**

APR	150,433	<div style="width: 80%;"></div>
MAY	113,066	<div style="width: 60%; background-color: red;"></div> -24.84%
JUN	140,029	<div style="width: 100%; background-color: green;"></div> 23.85%

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	8.64%	22,071	21,500	22,833	0	0
\$30,001 - \$50,000	11	13.58%	42,073	37,625	44,614	0	0
\$50,001 - \$70,000	8	9.88%	61,350	65,667	59,725	0	54,900
\$70,001 - \$140,000	24	29.63%	99,845	86,250	100,161	103,533	0
\$140,001 - \$200,000	13	16.05%	168,962	0	172,438	162,333	165,000
\$200,001 - \$270,000	9	11.11%	229,889	219,000	234,000	230,500	0
\$270,001 and up	9	11.11%	396,944	0	331,083	528,667	0
Average Sold Price			140,029	69,600	137,924	225,371	128,300
Total Closed Units		100%	140,029	15	49	14	3
Total Closed Volume			11,342,371	1.04M	6.76M	3.16M	384.90K

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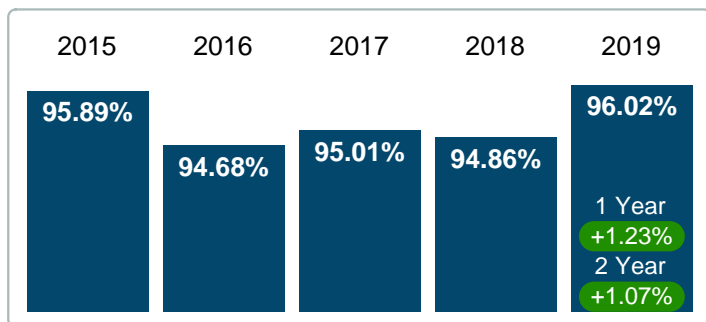
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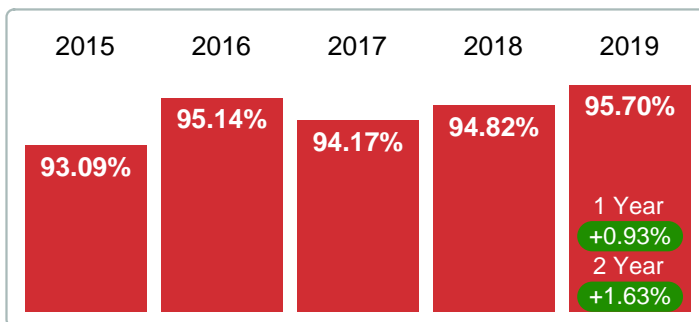
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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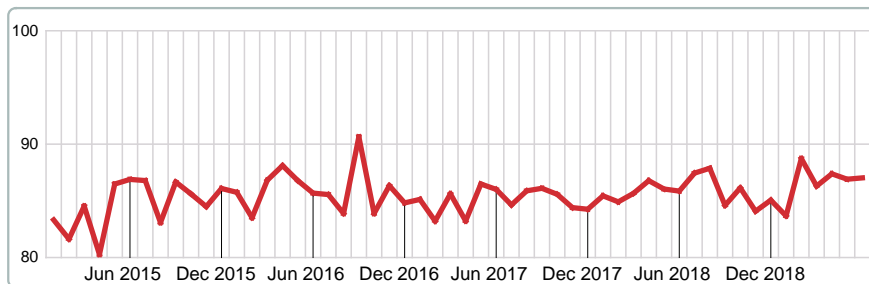
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

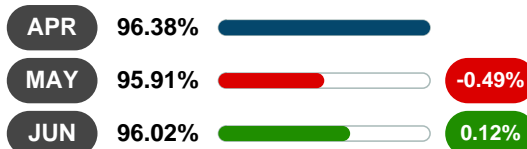


3 MONTHS

5 year JUN AVG = 95.29%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **96.02%** above the 5 yr JUN average of **95.29%**



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	7	8.64%	86.24%	82.74%	90.92%	0.00%	0.00%
\$30,001 - \$50,000	11	13.58%	100.44%	99.29%	101.10%	0.00%	0.00%
\$50,001 - \$70,000	8	9.88%	95.58%	95.33%	94.66%	0.00%	100.00%
\$70,001 - \$140,000	24	29.63%	96.15%	95.92%	96.13%	96.28%	0.00%
\$140,001 - \$200,000	13	16.05%	96.11%	0.00%	96.04%	97.31%	94.59%
\$200,001 - \$270,000	9	11.11%	96.24%	95.41%	96.81%	95.62%	0.00%
\$270,001 and up	9	11.11%	97.95%	0.00%	95.17%	103.50%	0.00%
Average Sold/List Ratio		96.00%		93.12%	96.34%	97.95%	96.39%
Total Closed Units		81	100%	15	49	14	3
Total Closed Volume		11,342,371		1.04M	6.76M	3.16M	384.90K

June 2019



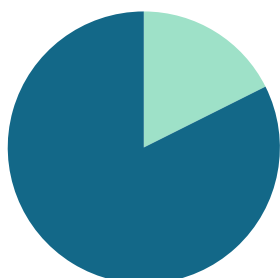
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

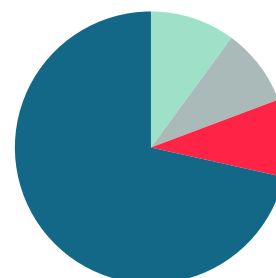


Inventory
 New Listings
127 = 17.61%
 Start Inventory
594
 Total Inventory Units
721
 Volume
\$168,376,872

Market Activity

Closed Sales
81 = 10.07%
 Pending Sales
74 = 9.20%
 Other Off Market
74 = 9.20%
 Active Inventory
575 = 71.52%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	74	81	9.46%	412	388	-5.83%
Pending Sales	78	74	-5.13%	437	452	3.43%
New Listings	177	127	-28.25%	1,034	989	-4.35%
Average List Price	151,093	144,942	-4.07%	131,449	139,271	5.95%
Average Sale Price	143,584	140,029	-2.48%	124,787	132,669	6.32%
Average Percent of Selling Price to List Price	94.86%	96.02%	1.23%	94.82%	95.70%	0.93%
Average Days on Market to Sale	56.93	55.70	-2.16%	62.97	57.87	-8.11%
Monthly Inventory	634	575	-9.31%	634	575	-9.31%
Months Supply of Inventory	9.18	8.55	-6.83%	9.18	8.55	-6.83%

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

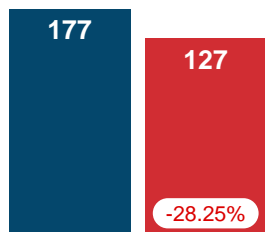
Inventory on June 30, 2019 = **575**

2018 **2019**

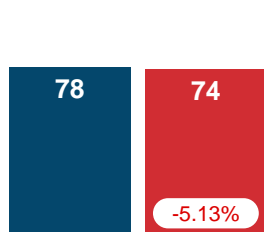
JUNE MARKET

AVERAGE PRICES

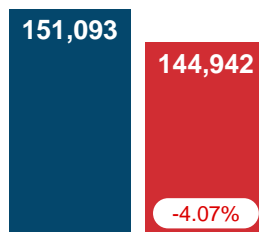
New Listings



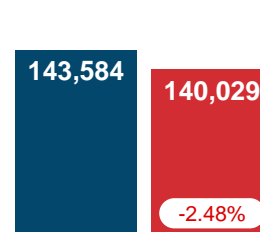
Pending Listings



List Price



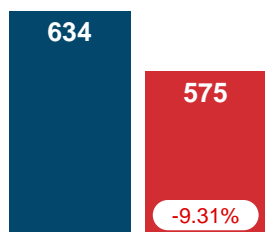
Sale Price



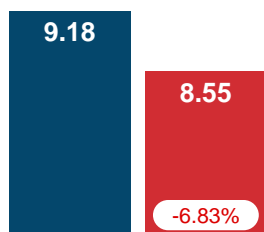
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

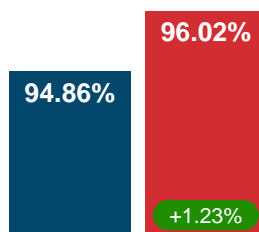
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

