

# October 2019



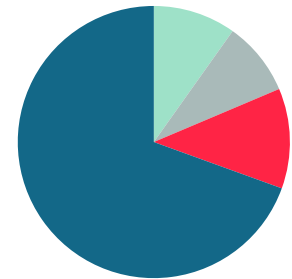
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	74	76	2.70%
Pending Listings	77	68	-11.69%
New Listings	137	157	14.60%
Average List Price	143,862	159,745	11.04%
Average Sale Price	137,697	152,960	11.08%
Average Percent of Selling Price to List Price	95.14%	94.87%	-0.28%
Average Days on Market to Sale	59.23	57.45	-3.01%
End of Month Inventory	643	537	-16.49%
Months Supply of Inventory	9.30	7.41	-20.32%



■ Closed (9.83%)  
■ Pending (8.80%)  
■ Other OffMarket (11.90%)  
■ Active (69.47%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of October 31, 2019 = **537**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **16.49%** to 537 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **7.41** 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 **11.08%** in October 2019 to \$152,960 versus the previous year at \$137,697.

#### Average Days on Market Shortens

The average number of **57.45** days that homes spent on the market before selling decreased by 1.78 days or **3.01%** in October 2019 compared to last year's same month at **59.23** DOM.

#### Sales Success for October 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 157 New Listings in October 2019, up **14.60%** from last year at 137. Furthermore, there were 76 Closed Listings this month versus last year at 74, a **2.70%** increase.

Closed versus Listed trends yielded a **48.4%** ratio, down from previous year's, October 2018, at **54.0%**, a **10.38%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# October 2019



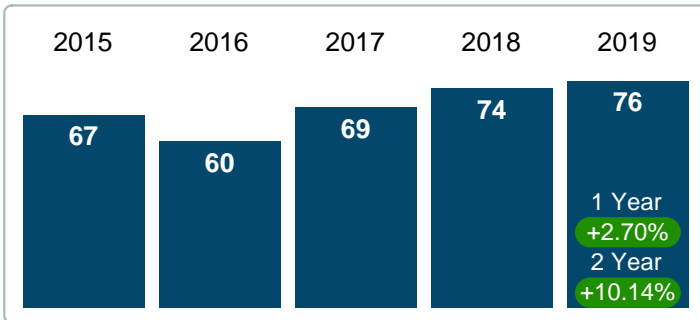
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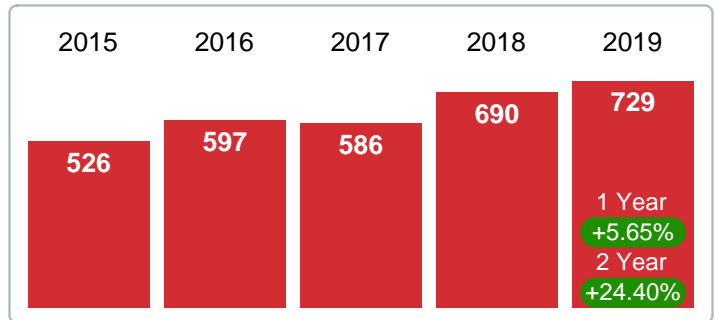
## CLOSED LISTINGS

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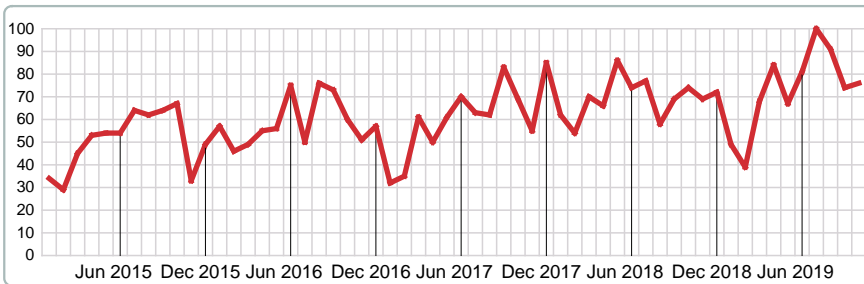
### OCTOBER



### YEAR TO DATE (YTD)

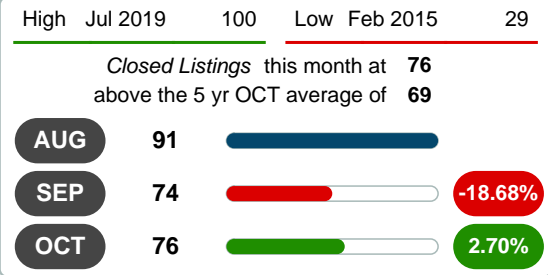


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 69



### 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	5	6.58%	49.6	2	2	1	0
\$25,001 - \$50,000	10	13.16%	62.2	2	7	1	0
\$50,001 - \$75,000	8	10.53%	72.5	2	6	0	0
\$75,001 - \$150,000	22	28.95%	78.5	3	18	1	0
\$150,001 - \$200,000	12	15.79%	39.9	3	8	1	0
\$200,001 - \$300,000	11	14.47%	38.8	1	4	6	0
\$300,001 and up	8	10.53%	35.4	1	3	3	1
<b>Total Closed Units</b>	<b>76</b>			<b>14</b>	<b>48</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>11,624,951</b>	<b>100%</b>	<b>57.4</b>	<b>1.65M</b>	<b>6.60M</b>	<b>3.04M</b>	<b>331.00K</b>
<b>Average Closed Price</b>	<b>\$152,960</b>			<b>\$117,832</b>	<b>\$137,602</b>	<b>\$233,800</b>	<b>\$331,000</b>

# October 2019



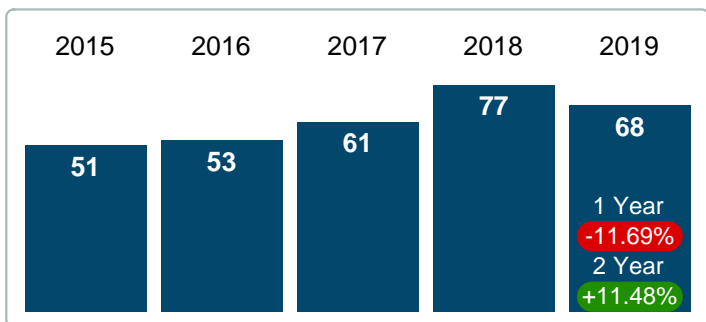
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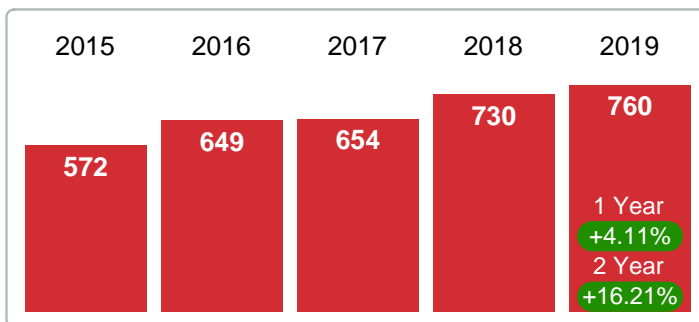
## PENDING LISTINGS

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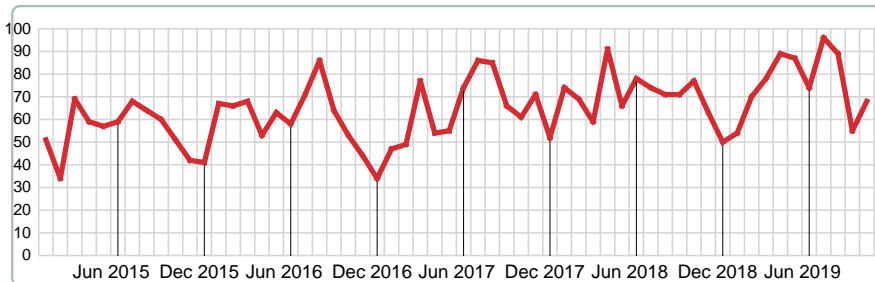
### OCTOBER



### YEAR TO DATE (YTD)

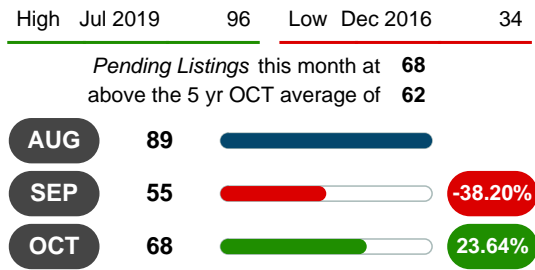


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 62



### 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	2.94%	29.0	1	0	1	0
\$25,001 - \$50,000	9	13.24%	59.7	4	5	0	0
\$50,001 - \$100,000	11	16.18%	43.4	2	8	0	1
\$100,001 - \$125,000	15	22.06%	59.2	2	13	0	0
\$125,001 - \$200,000	14	20.59%	59.2	1	12	0	1
\$200,001 - \$325,000	10	14.71%	73.0	0	5	5	0
\$325,001 and up	7	10.29%	33.9	0	4	3	0
<b>Total Pending Units</b>	<b>68</b>			<b>10</b>	<b>47</b>	<b>9</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,576,900</b>	<b>100%</b>	<b>55.1</b>	<b>712.00K</b>	<b>6.87M</b>	<b>2.75M</b>	<b>248.90K</b>
<b>Average Listing Price</b>	<b>\$155,258</b>			<b>\$71,200</b>	<b>\$146,134</b>	<b>\$305,300</b>	<b>\$124,450</b>

# October 2019



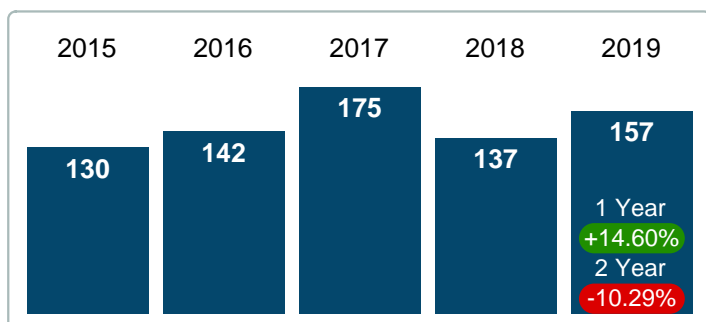
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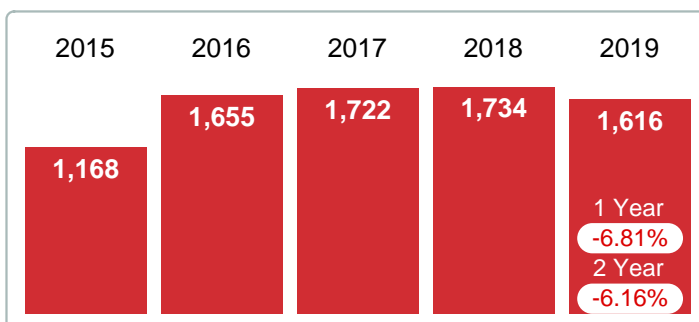
## NEW LISTINGS

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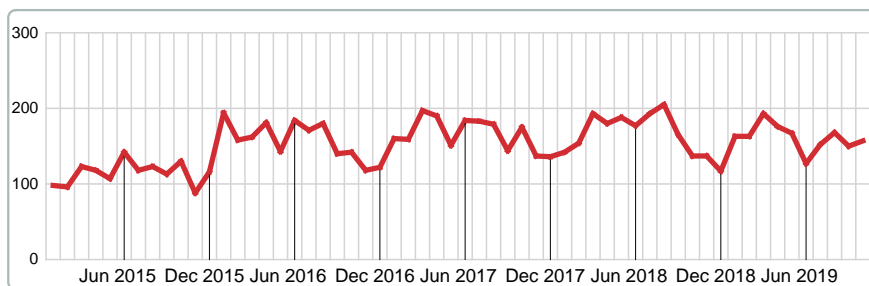
### OCTOBER



### YEAR TO DATE (YTD)

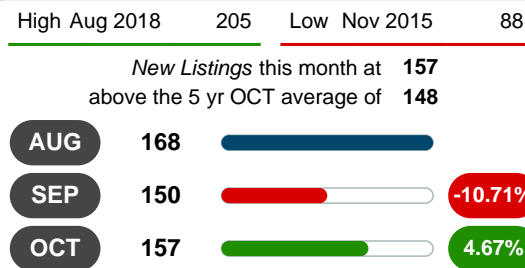


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 148



### 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	8	5.10%	6	2	0	0
\$25,001 - \$50,000	14	8.92%	4	8	2	0
\$50,001 - \$100,000	33	21.02%	7	24	2	0
\$100,001 - \$175,000	40	25.48%	4	30	6	0
\$175,001 - \$275,000	19	12.10%	2	14	2	1
\$275,001 - \$475,000	27	17.20%	4	12	10	1
\$475,001 and up	16	10.19%	1	3	11	1
<b>Total New Listed Units</b>	<b>157</b>		<b>28</b>	<b>93</b>	<b>33</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>31,096,845</b>	<b>100%</b>	<b>3.54M</b>	<b>14.90M</b>	<b>11.41M</b>	<b>1.25M</b>
<b>Average New Listed Listing Price</b>	<b>\$159,649</b>		<b>\$126,504</b>	<b>\$160,164</b>	<b>\$345,620</b>	<b>\$418,000</b>

# October 2019



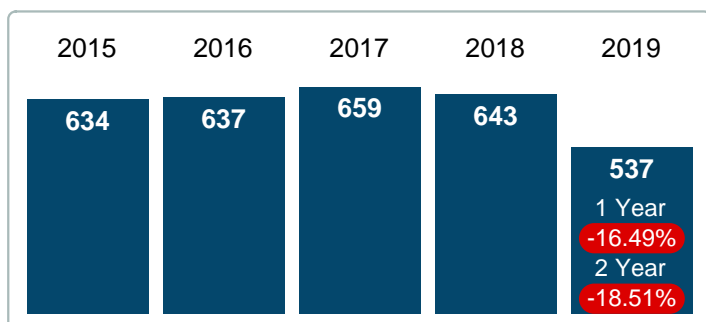
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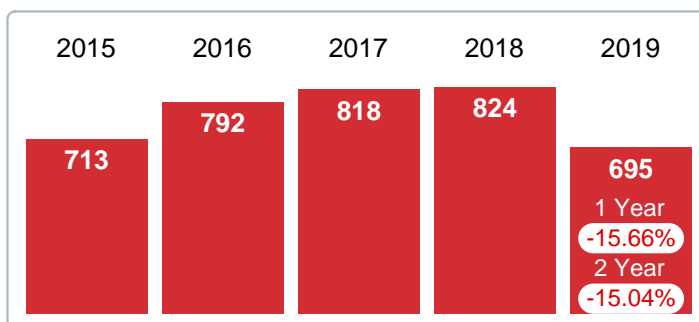
## ACTIVE INVENTORY

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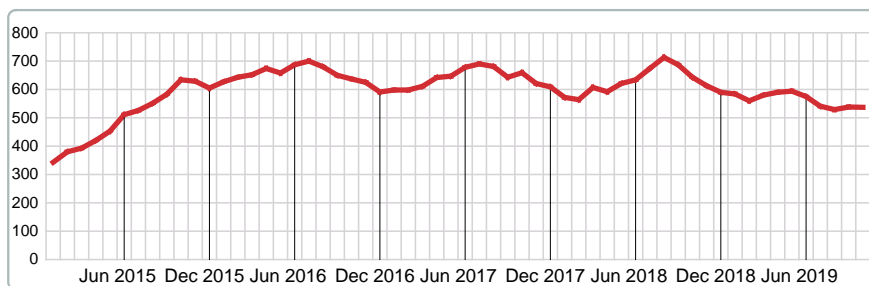
### END OF OCTOBER



### ACTIVE DURING OCTOBER

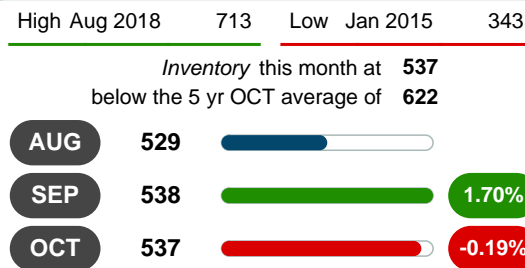


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 622



### 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	51	9.50%	67.3	19	26	5	1
\$50,001 - \$75,000	54	10.06%	71.9	20	29	5	0
\$75,001 - \$100,000	68	12.66%	79.3	16	43	9	0
\$100,001 - \$175,000	135	25.14%	79.5	15	90	26	4
\$175,001 - \$275,000	89	16.57%	80.1	13	56	16	4
\$275,001 - \$475,000	82	15.27%	73.5	14	44	21	3
\$475,001 and up	58	10.80%	81.2	3	17	29	9
Total Active Inventory by Units			537	100	305	111	21
Total Active Inventory by Volume			124,042,445	14.68M	59.48M	35.50M	14.39M
Average Active Inventory Listing Price			\$230,992	\$146,799	\$195,003	\$319,782	\$685,277

# October 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 OCTOBER

2015	2016	2017	2018	2019

### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>537</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
<b>AUG</b>	inf		%
<b>SEP</b>	inf		%
<b>OCT</b>	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>51</b>	9.50%	3.54	3.40	3.35	4.62	0.00
\$50,001 - \$70,000	<b>47</b>	8.75%	6.48	10.00	4.72	36.00	0.00
\$70,001 - \$110,000	<b>90</b>	16.76%	6.03	6.00	6.05	6.78	0.00
\$110,001 - \$190,000	<b>142</b>	26.44%	7.25	14.00	6.27	8.92	15.00
\$190,001 - \$290,000	<b>78</b>	14.53%	7.74	20.00	7.89	4.31	12.00
\$290,001 - \$490,000	<b>72</b>	13.41%	13.50	36.00	12.32	14.25	5.14
\$490,001 and up	<b>57</b>	10.61%	62.18	0.00	34.00	67.20	0.00
Market Supply of Inventory (MSI)			7.41	8.00	6.47	9.79	14.00
Total Active Inventory by Units		100%	537	100	305	111	21

# October 2019



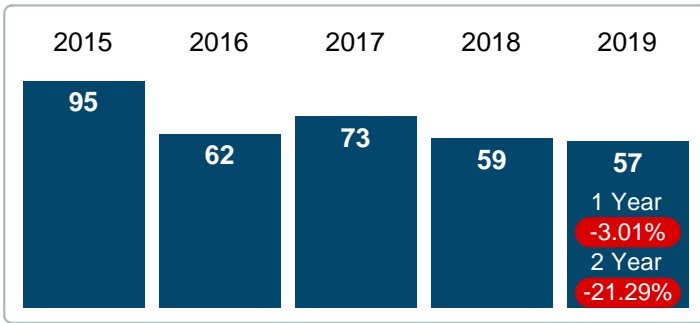
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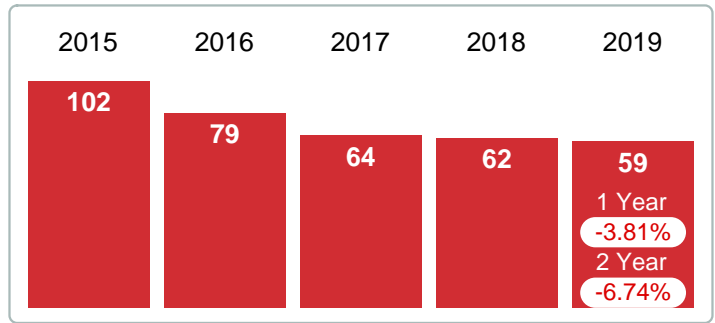
## AVERAGE DAYS ON MARKET TO SALE

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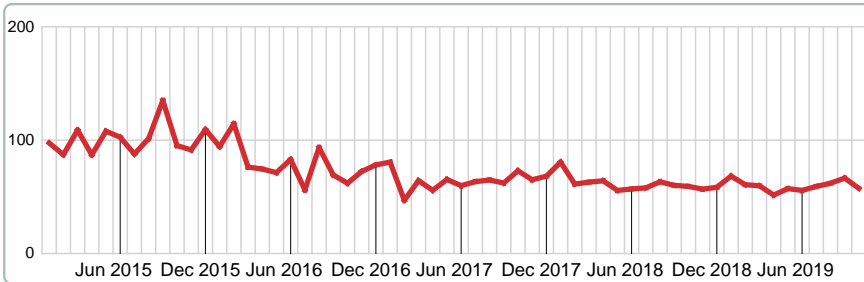
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

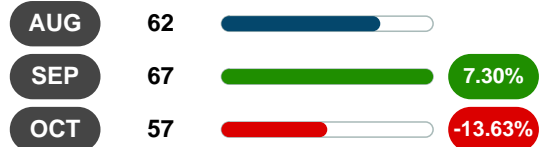


### 3 MONTHS

5 year OCT AVG = 69

High Sep 2015 135 Low Feb 2017 47

Average Days on Market to Sale this month at 57 below the 5 yr OCT average of 69



### 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	6.58%	50	69	31	50	0
\$25,001 - \$50,000	13.16%	62	138	45	31	0
\$50,001 - \$75,000	10.53%	73	106	62	0	0
\$75,001 - \$150,000	28.95%	79	120	75	18	0
\$150,001 - \$200,000	15.79%	40	16	47	55	0
\$200,001 - \$300,000	14.47%	39	1	66	27	0
\$300,001 and up	10.53%	35	8	19	13	179
<b>Average Closed DOM</b>		<b>57</b>	<b>74</b>	<b>58</b>	<b>27</b>	<b>179</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>57</b>	<b>14</b>	<b>48</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,624,951</b>	<b>1.65M</b>	<b>6.60M</b>	<b>3.04M</b>	<b>331.00K</b>

# October 2019



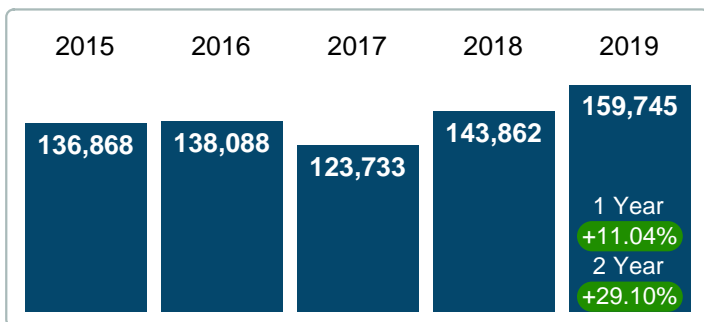
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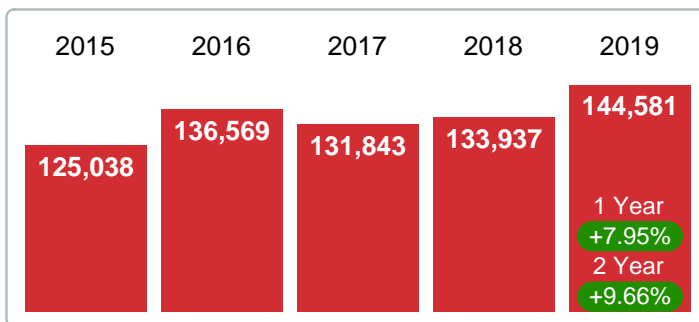
## AVERAGE LIST PRICE AT CLOSING

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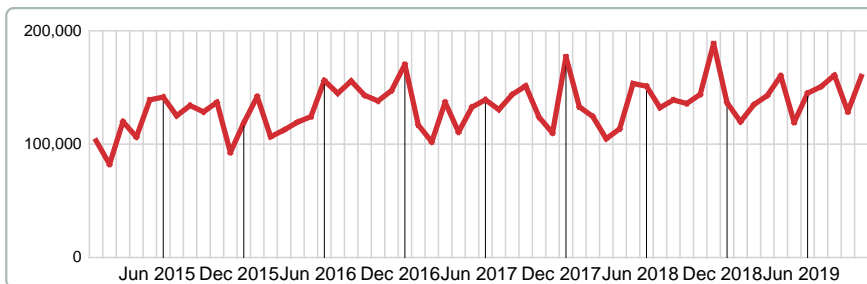
### OCTOBER



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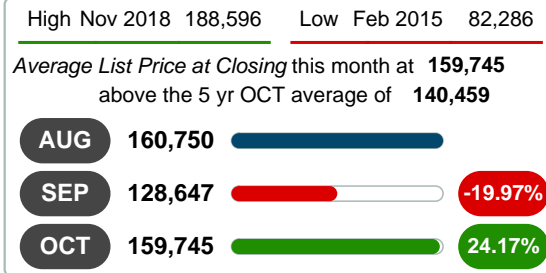


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 140,459



### 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	4	5.26%	18,188	17,875	20,500	25,000	0
\$25,001 - \$50,000	10	13.16%	37,660	34,950	43,957	44,900	0
\$50,001 - \$75,000	10	13.16%	69,510	64,450	69,383	0	0
\$75,001 - \$150,000	20	26.32%	116,360	111,633	115,683	139,900	0
\$150,001 - \$200,000	9	11.84%	173,256	211,333	181,813	184,900	0
\$200,001 - \$300,000	14	18.42%	242,693	269,000	265,750	255,950	0
\$300,001 and up	9	11.84%	412,444	315,000	509,667	396,000	341,000
<b>Average List Price</b>			<b>159,745</b>	<b>127,675</b>	<b>143,621</b>	<b>239,877</b>	<b>341,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>159,745</b>	<b>14</b>	<b>48</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>12,140,650</b>	<b>1.79M</b>	<b>6.89M</b>	<b>3.12M</b>	<b>341.00K</b>



# October 2019



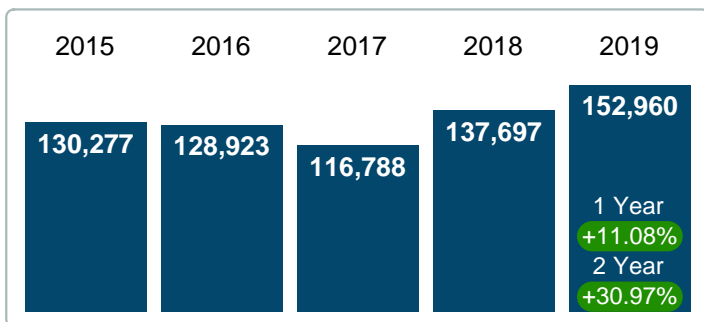
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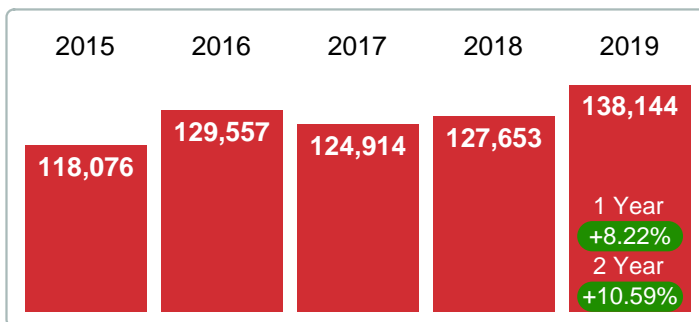
## AVERAGE SOLD PRICE AT CLOSING

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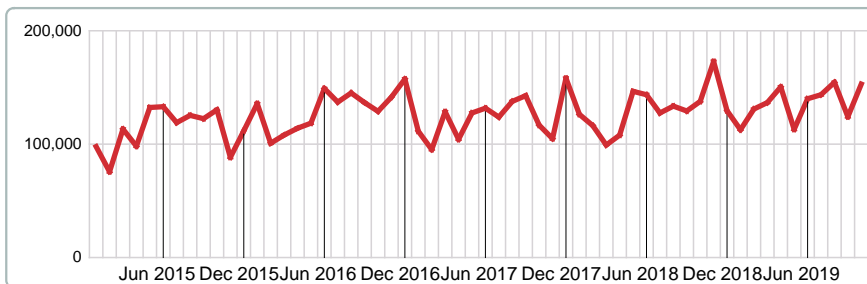
### OCTOBER



### YEAR TO DATE (YTD)

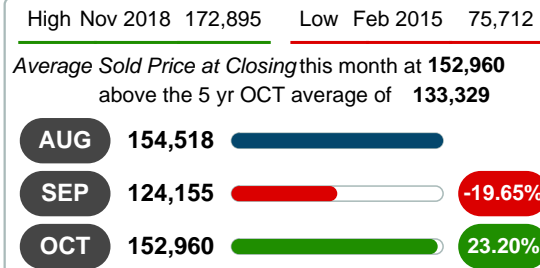


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 133,329



### 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 <b>5</b>	6.58%	17,650	18,126	17,000	18,000	0
\$25,001 - \$50,000 <b>10</b>	13.16%	37,970	31,700	39,114	42,500	0
\$50,001 - \$75,000 <b>8</b>	10.53%	65,425	62,750	66,317	0	0
\$75,001 - \$150,000 <b>22</b>	28.95%	110,673	107,667	109,544	140,000	0
\$150,001 - \$200,000 <b>12</b>	15.79%	175,092	176,667	174,013	179,000	0
\$200,001 - \$300,000 <b>11</b>	14.47%	252,309	269,000	249,125	251,650	0
\$300,001 and up <b>8</b>	10.53%	415,288	302,500	512,933	383,333	331,000
<b>Average Sold Price</b>		152,960	117,832	137,602	233,800	331,000
<b>Total Closed Units</b>		76	14	48	13	1
<b>Total Closed Volume</b>		11,624,951	1.65M	6.60M	3.04M	331.00K

# October 2019



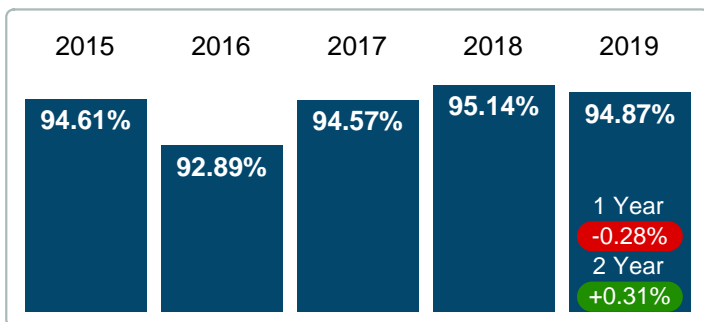
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



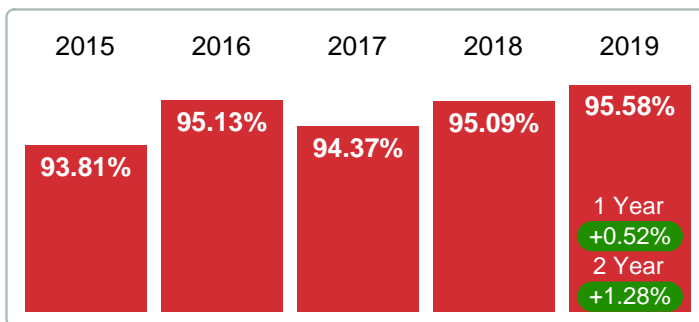
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

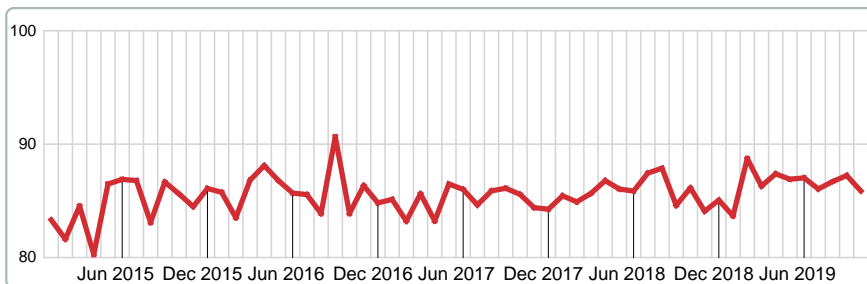
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

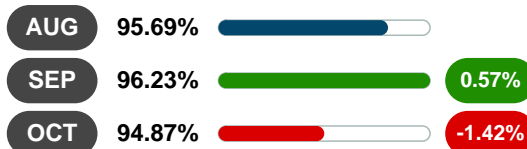


### 3 MONTHS

5 year OCT AVG = 94.41%

High Sep 2016 99.65% Low Apr 2015 89.27%

Average Sold/List Ratio this month at **94.87%** above the 5 yr OCT average of **94.41%**



### 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	5	6.58%	90.21%	101.59%	87.93%	72.00%	0.00%
\$25,001 - \$50,000	10	13.16%	91.88%	90.71%	91.81%	94.65%	0.00%
\$50,001 - \$75,000	8	10.53%	96.26%	97.37%	95.89%	0.00%	0.00%
\$75,001 - \$150,000	22	28.95%	95.41%	97.74%	94.76%	100.07%	0.00%
\$150,001 - \$200,000	12	15.79%	92.98%	83.72%	95.98%	96.81%	0.00%
\$200,001 - \$300,000	11	14.47%	97.09%	100.00%	94.51%	98.32%	0.00%
\$300,001 and up	8	10.53%	98.39%	96.03%	100.95%	97.06%	97.07%
Average Sold/List Ratio		94.90%		94.27%	94.76%	95.74%	97.07%
Total Closed Units		76	100%	14	48	13	1
Total Closed Volume		11,624,951		1.65M	6.60M	3.04M	331.00K

# October 2019



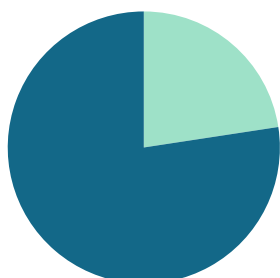
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

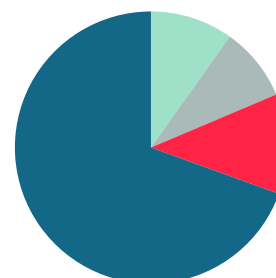


**Inventory**  
 New Listings  
**157 = 22.59%**  
 Start Inventory  
**538**  
 Total Inventory Units  
**695**  
 Volume  
**\$158,768,544**

### Market Activity

Closed Sales  
**76 = 9.83%**  
 Pending Sales  
**68 = 8.80%**  
 Other Off Market  
**92 = 11.90%**  
 Active Inventory  
**537 = 69.47%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	74	76	2.70%	690	729	5.65%
Pending Sales	77	68	-11.69%	730	760	4.11%
New Listings	137	157	14.60%	1,734	1,616	-6.81%
Average List Price	143,862	159,745	11.04%	133,937	144,581	7.95%
Average Sale Price	137,697	152,960	11.08%	127,653	138,144	8.22%
Average Percent of Selling Price to List Price	95.14%	94.87%	-0.28%	95.09%	95.58%	0.52%
Average Days on Market to Sale	59.23	57.45	-3.01%	61.75	59.40	-3.81%
Monthly Inventory	643	537	-16.49%	643	537	-16.49%
Months Supply of Inventory	9.30	7.41	-20.32%	9.30	7.41	-20.32%

**Absorption:** Last 12 months, an Average of **73** Sales/Month

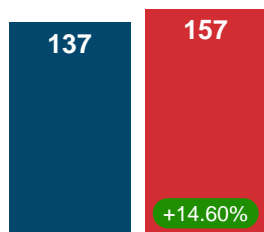
**Inventory** on October 31, 2019 = **537**

**2018** **2019**

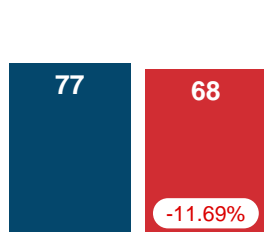
### OCTOBER MARKET

### AVERAGE PRICES

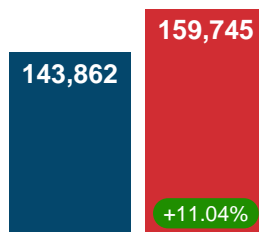
#### New Listings



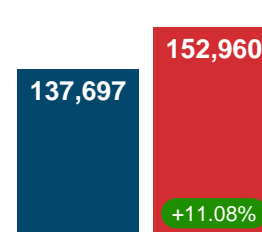
#### Pending Listings



#### List Price



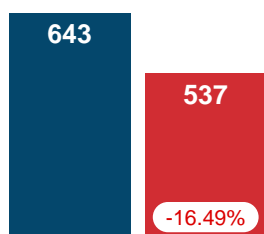
#### Sale Price



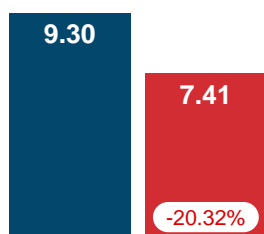
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

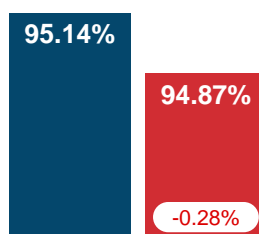
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

