



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

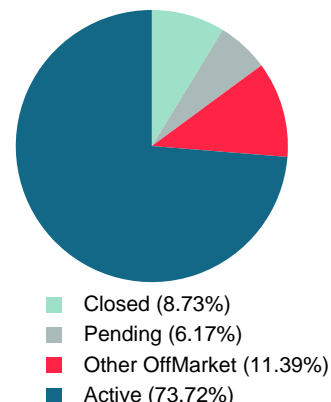


MONTHLY INVENTORY ANALYSIS

Report produced on Nov 15, 2023 for MLS Technology Inc.

Compared Metrics	2017	December 2018	+/- %
Closed Listings	104	92	-11.54%
Pending Listings	62	65	4.84%
New Listings	166	143	-13.86%
Average List Price	164,470	135,034	-17.90%
Average Sale Price	148,319	128,456	-13.39%
Average Percent of Selling Price to List Price	93.98%	95.70%	1.84%
Average Days on Market to Sale	69.51	63.54	-8.58%
End of Month Inventory	787	777	-1.27%
Months Supply of Inventory	9.90	9.03	-8.82%

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of December 31, 2018 = **777**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **1.27%** to 777 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **9.03** 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 **13.39%** in December 2018 to \$128,456 versus the previous year at \$148,319.

Average Days on Market Shortens

The average number of **63.54** days that homes spent on the market before selling decreased by 5.97 days or **8.58%** in December 2018 compared to last year's same month at **69.51** DOM.

Sales Success for December 2018 is Positive

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

There were 143 New Listings in December 2018, down **13.86%** from last year at 166. Furthermore, there were 92 Closed Listings this month versus last year at 104, a **-11.54%** decrease.

Closed versus Listed trends yielded a **64.3%** ratio, up from previous year's, December 2017, at **62.7%**, a **2.69%** 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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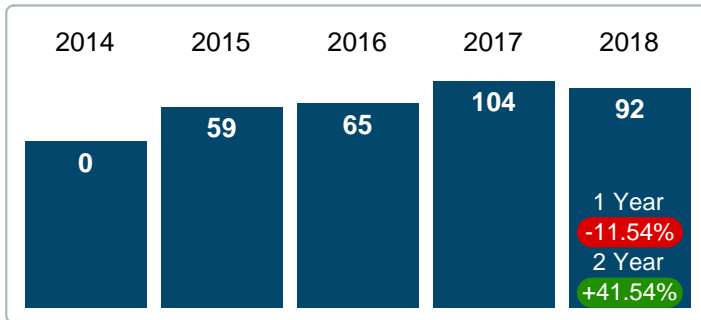


December 2018

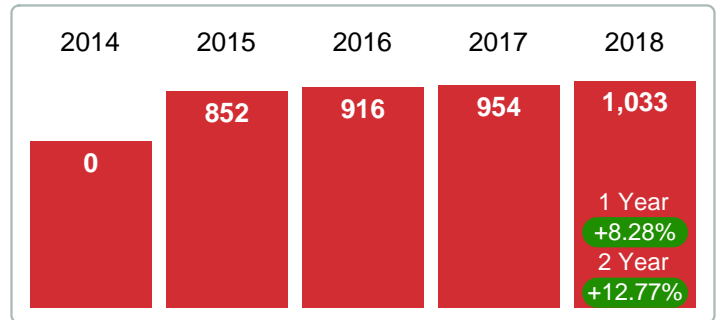
CLOSED LISTINGS

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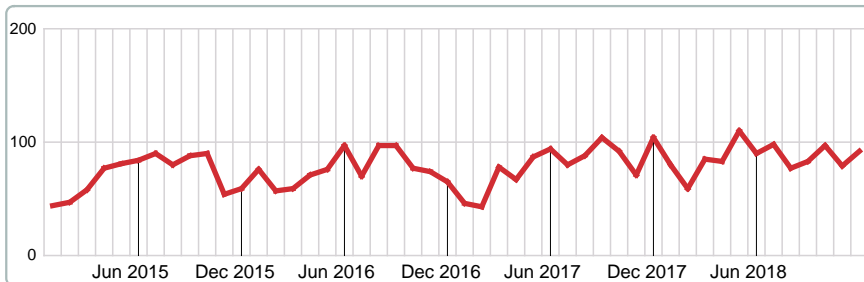
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 64

High May 2018 110 Low Feb 2017 43

Closed Listings this month at 92
above the 5 yr DEC average of 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2			2.17%	18.5	1	1	0	0
\$20,001 \$50,000	19			20.65%	81.6	9	7	3	0
\$50,001 \$80,000	13			14.13%	53.5	2	10	1	0
\$80,001 \$130,000	22			23.91%	46.7	5	15	2	0
\$130,001 \$190,000	15			16.30%	83.0	0	14	1	0
\$190,001 \$270,000	12			13.04%	70.8	0	8	4	0
\$270,001 and up	9			9.78%	48.9	0	5	2	2
Total Closed Units	92					17	60	13	2
Total Closed Volume	11,817,977				100%	932.13K	8.09M	2.12M	673.50K
Average Closed Price	\$128,456					\$54,831	\$134,885	\$163,017	\$336,750

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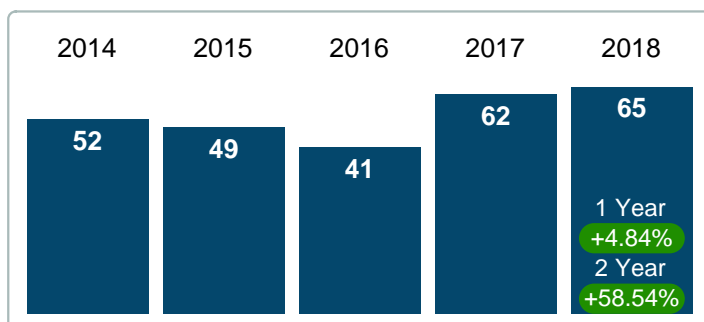


December 2018

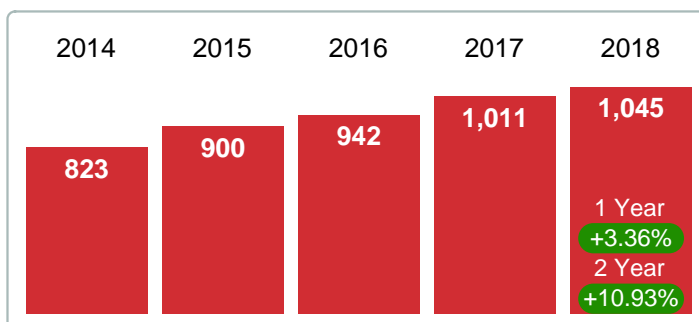
PENDING LISTINGS

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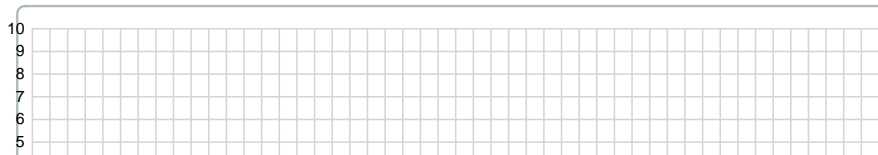
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at 65
above the 5 yr DEC average of 54

OCT 0
NOV 0
DEC 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6		9.23%	56.3	2	4	0	0
\$30,001 - \$50,000	7		10.77%	64.9	3	4	0	0
\$50,001 - \$80,000	9		13.85%	48.1	1	6	2	0
\$80,001 - \$150,000	17		26.15%	76.8	1	12	4	0
\$150,001 - \$210,000	12		18.46%	61.7	3	7	2	0
\$210,001 - \$400,000	8		12.31%	64.4	1	4	2	1
\$400,001 and up	6		9.23%	22.7	0	3	3	0
Total Pending Units			65		11	40	13	1
Total Pending Volume			12,511,536	100%	1.19M	6.04M	4.89M	398.50K
Average Listing Price			\$143,994		\$107,950	\$150,999	\$375,818	\$398,500



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

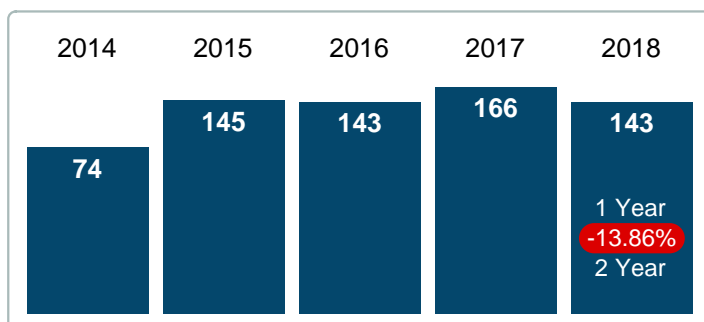


December 2018

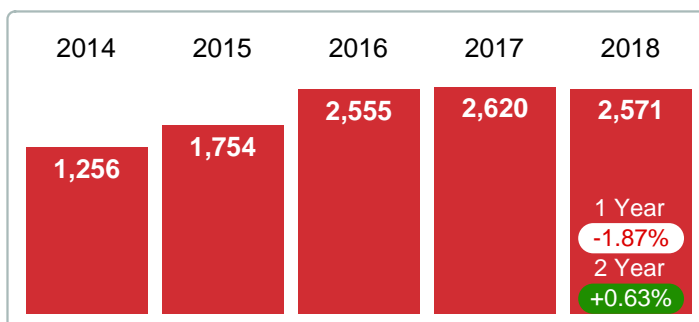
NEW LISTINGS

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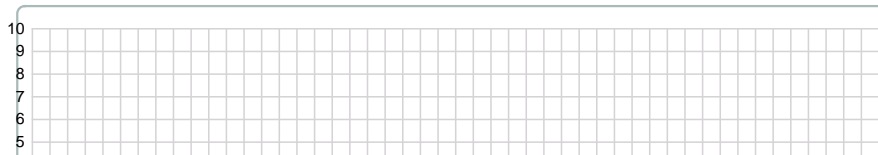
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 134

High Dec 2018 0 Low Dec 2018 0

New Listings this month at 143
above the 5 yr DEC average of 134

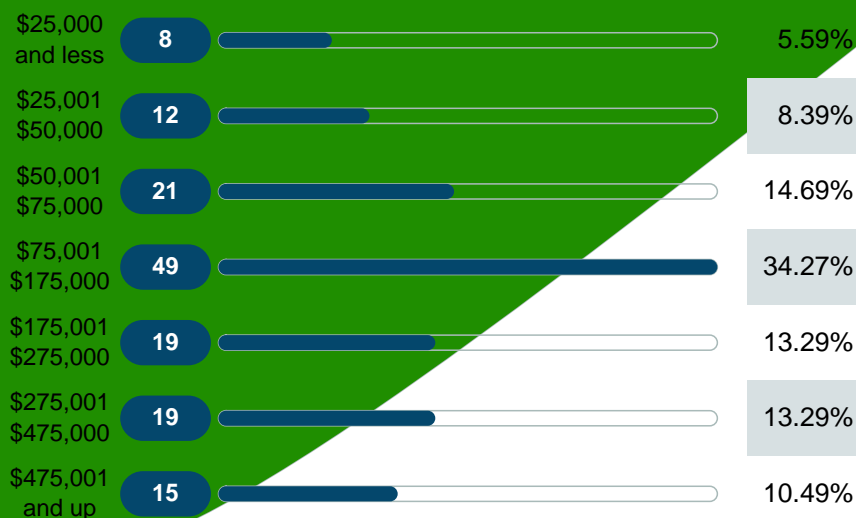
OCT 0
NOV 0
DEC 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

3	5	0	0
7	5	0	0
6	14	1	0
3	32	13	1
0	12	6	1
2	11	6	0
1	4	8	2

Total New Listed Units	143	
Total New Listed Volume	31,230,548	100%
Average New Listed Listing Price	\$158,071	

22	83	34	4
2.31M	14.38M	13.06M	1.48M
\$105,112	\$173,308	\$383,979	\$369,557

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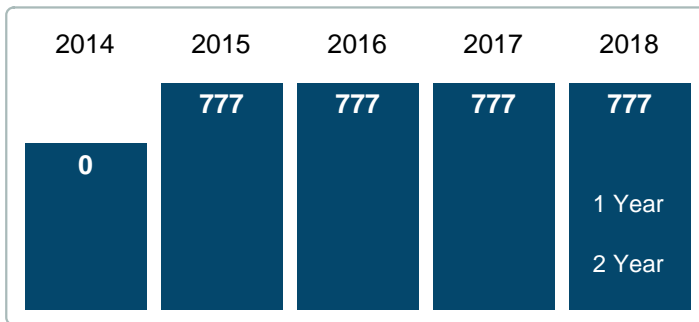


December 2018

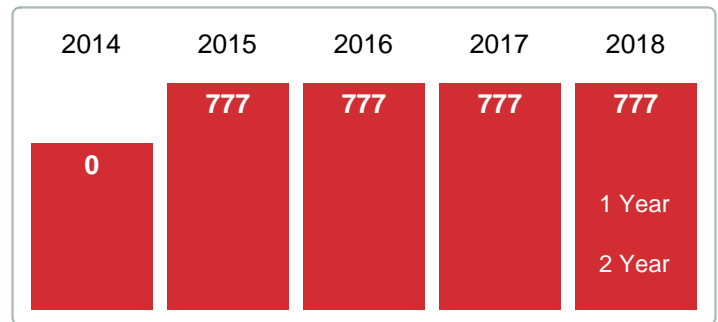
ACTIVE INVENTORY

Report produced on Nov 15, 2023 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 622

High Dec 2018 777 Low Dec 2018 777

Inventory this month at 777
above the 5 yr DEC average of 622

OCT 777
NOV 777
DEC 777

0.00%

0.00%

Distribution of Inventory by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22		2.83%	74.1	13	7	2	0
\$25,001 - \$75,000	157		20.21%	89.3	68	85	4	0
\$75,001 - \$100,000	82		10.55%	107.9	18	49	15	0
\$100,001 - \$175,000	194		24.97%	96.3	28	136	25	5
\$175,001 - \$275,000	131		16.86%	96.6	14	76	34	7
\$275,001 - \$475,000	113		14.54%	102.4	11	57	40	5
\$475,001 and up	78		10.04%	100.6	2	27	36	13
Total Active Inventory by Units			777		154	437	156	30
Total Active Inventory by Volume			175,739,875	100%	17.55M	86.18M	54.54M	17.47M
Average Active Inventory Listing Price			\$226,177		\$113,978	\$197,207	\$349,629	\$582,191

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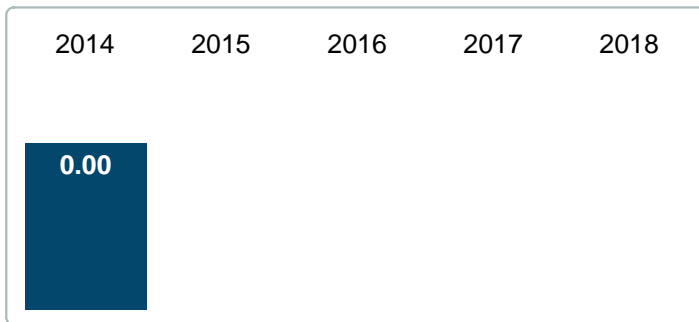


December 2018

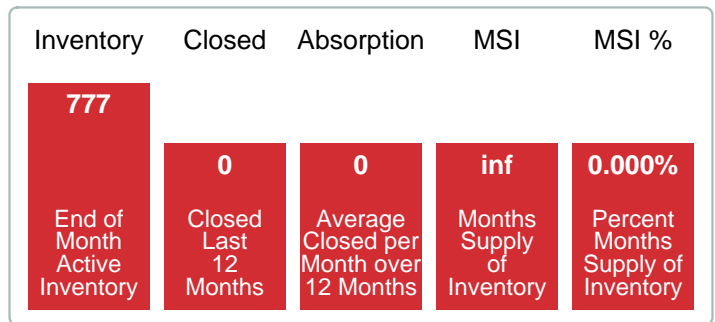
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



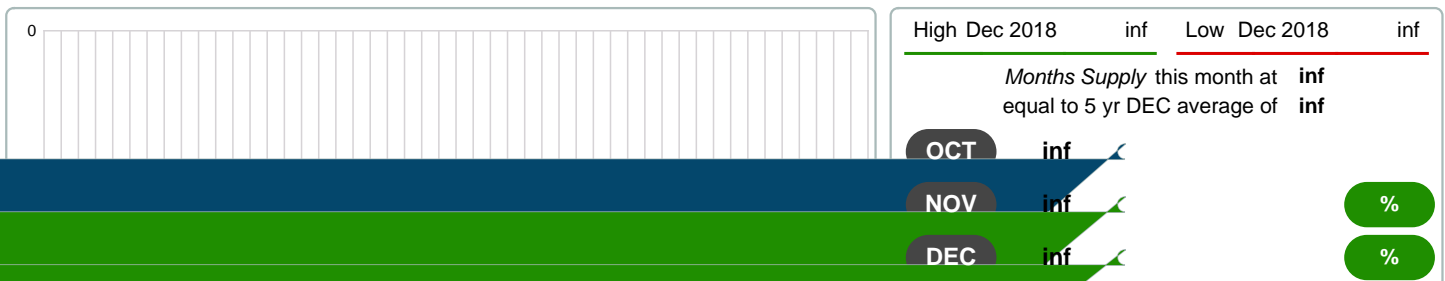
INDICATORS FOR DECEMBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	55			7.08%	4.10	4.83	3.21	5.00	0.00
\$40,001 - \$70,000	107			13.77%	7.34	11.04	6.61	0.80	0.00
\$70,001 - \$110,000	125			16.09%	6.73	5.77	6.80	7.56	24.00
\$110,001 - \$190,000	195			25.10%	8.80	14.61	7.56	11.63	20.00
\$190,001 - \$290,000	112			14.41%	10.67	36.00	9.93	9.88	8.57
\$290,001 - \$470,000	101			13.00%	18.09	120.00	15.79	24.00	6.00
\$470,001 and up	82			10.55%	65.60	0.00	69.60	57.00	78.00
Market Supply of Inventory (MSI)				9.03		8.93	8.01	12.82	14.40
Total Active Inventory by Units				777	100%	154	437	156	30

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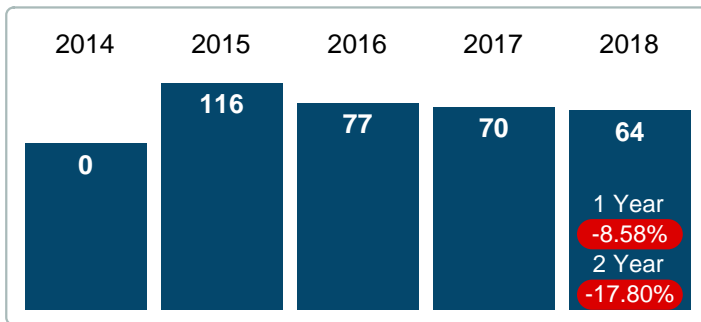
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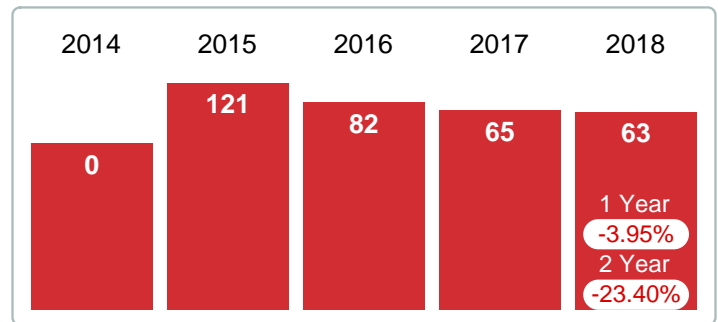
AVERAGE DAYS ON MARKET TO SALE

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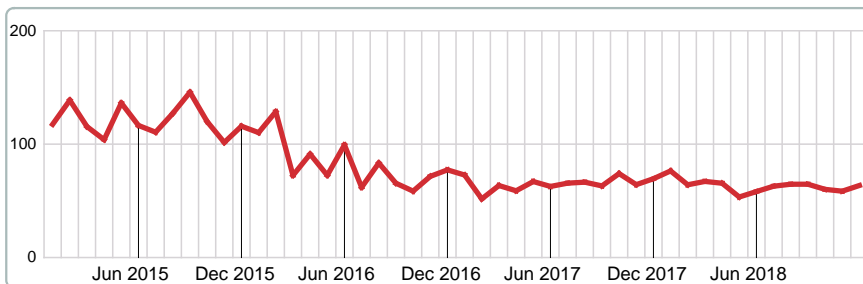
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 65

High Sep 2015 146 Low Feb 2017 52

Average Days on Market to Sale this month at 64
below the 5 yr DEC average of 65

OCT	60		
NOV	59		-2.67%
DEC	64		8.59%

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
\$20,000 and less	2			2.17%	19	6	31	0	0
\$20,001 \$50,000	19			20.65%	82	102	58	76	0
\$50,001 \$80,000	13			14.13%	54	53	59	1	0
\$80,001 \$130,000	22			23.91%	47	56	42	57	0
\$130,001 \$190,000	15			16.30%	83	0	88	7	0
\$190,001 \$270,000	12			13.04%	71	0	75	63	0
\$270,001 and up	9			9.78%	49	0	33	62	77
Average Closed DOM		64				77	61	56	77
Total Closed Units		92		100%	64	17	60	13	2
Total Closed Volume		11,817,977				932.13K	8.09M	2.12M	673.50K



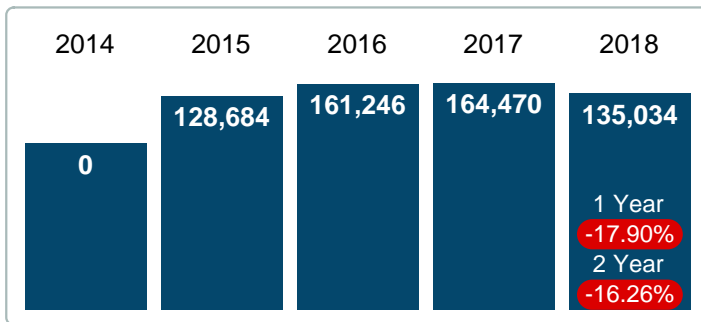
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



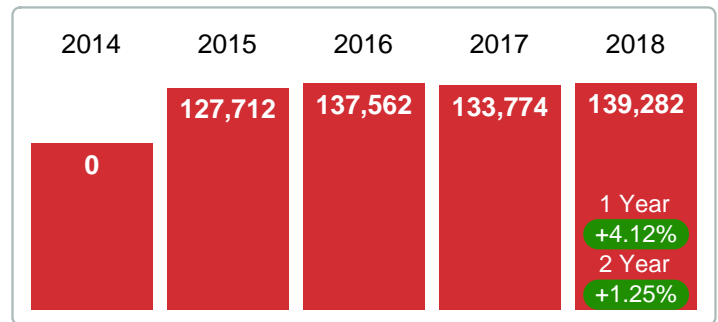
AVERAGE LIST PRICE AT CLOSING

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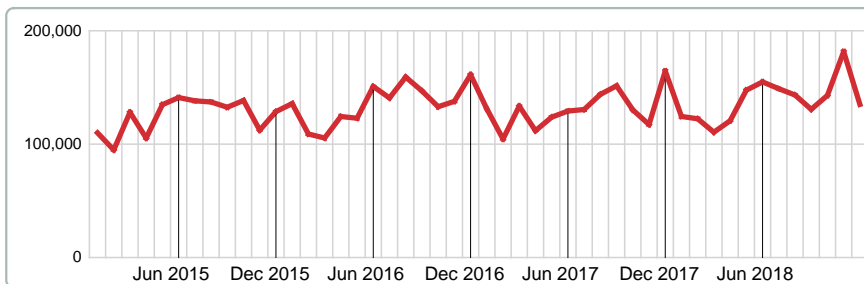
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

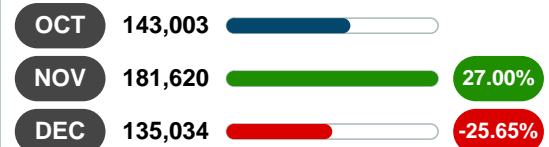


3 MONTHS

5 year DEC AVG = 117,887

High Nov 2018 181,620 Low Feb 2015 94,915

Average List Price at Closing this month at **135,034**
above the 5 yr DEC average of **117,887**



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
\$20,000 and less	1	1.09%	19,900	22,000	19,900	0	0
\$20,001 \$50,000	16	17.39%	35,056	38,844	43,629	44,767	0
\$50,001 \$80,000	16	17.39%	61,794	72,250	68,980	58,000	0
\$80,001 \$130,000	20	21.74%	104,515	107,540	105,693	119,100	0
\$130,001 \$190,000	18	19.57%	157,872	0	161,200	159,900	0
\$190,001 \$270,000	10	10.87%	226,585	0	235,256	238,200	0
\$270,001 and up	11	11.96%	332,345	0	337,800	349,900	349,000
Average List Price			135,034	61,988	140,472	172,538	349,000
Total Closed Units		100%	135,034	17	60	13	2
Total Closed Volume			12,423,149	1.05M	8.43M	2.24M	698.00K



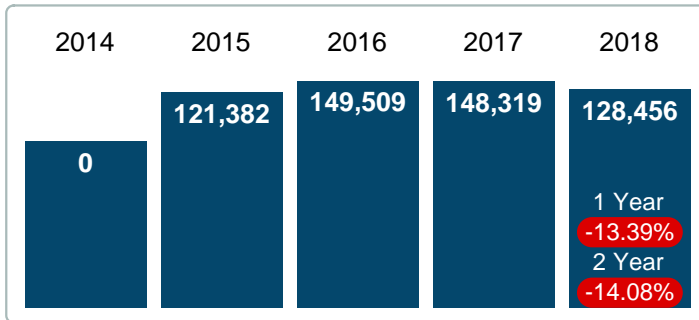
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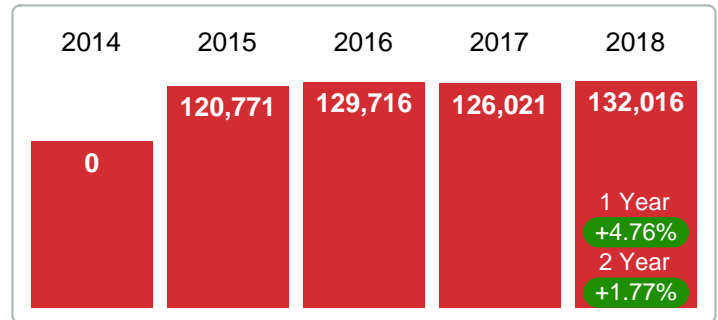
AVERAGE SOLD PRICE AT CLOSING

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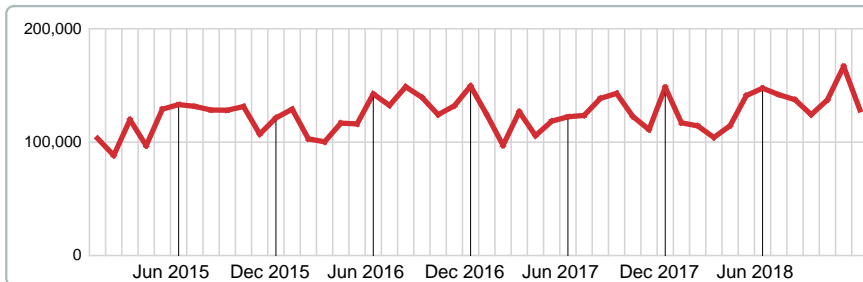
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 109,533

High Nov 2018 166,750 Low Feb 2015 88,322

Average Sold Price at Closing this month at **128,456**
above the 5 yr DEC average of **109,533**

OCT	137,328	
NOV	166,750	21.42%
DEC	128,456	-22.96%

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
\$20,000 and less	2			2.17%	15,000	15,000	15,000	0	0
\$20,001 \$50,000	19			20.65%	35,494	30,247	39,950	40,833	0
\$50,001 \$80,000	13			14.13%	65,377	71,000	64,990	58,000	0
\$80,001 \$130,000	22			23.91%	104,428	100,580	104,107	116,463	0
\$130,001 \$190,000	15			16.30%	157,513	0	157,343	159,900	0
\$190,001 \$270,000	12			13.04%	217,167	0	218,625	214,250	0
\$270,001 and up	9			9.78%	333,064	0	327,035	344,450	336,750
Average Sold Price					128,456	54,831	134,885	163,017	336,750
Total Closed Units				100%	128,456	17	60	13	2
Total Closed Volume					11,817,977	932.13K	8.09M	2.12M	673.50K

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December 2018



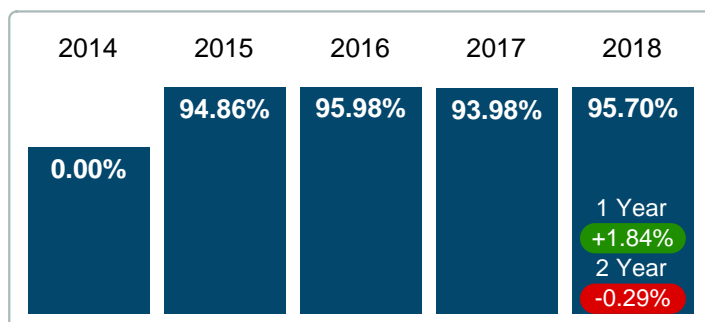
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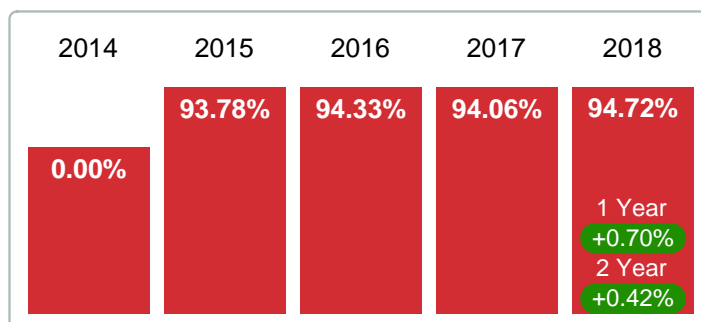
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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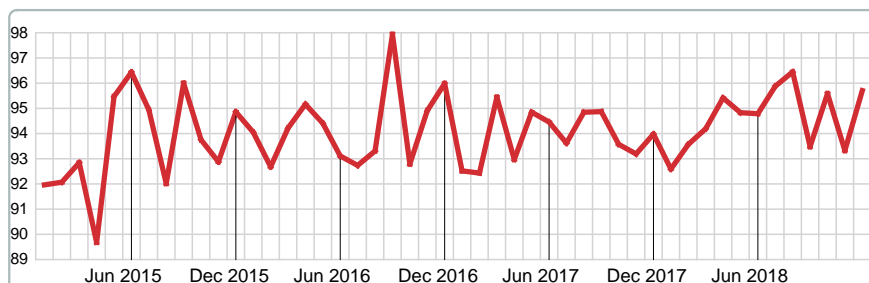
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

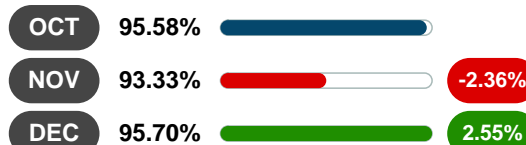


3 MONTHS

5 year DEC AVG = 76.10%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **95.70%**
above the 5 yr DEC average of **76.10%**



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
\$20,000 and less	2	2.17%	71.78%	68.18%	75.38%	0.00%	0.00%
\$20,001 \$50,000	19	20.65%	86.06%	79.95%	91.14%	92.54%	0.00%
\$50,001 \$80,000	13	14.13%	96.05%	98.53%	95.16%	100.00%	0.00%
\$80,001 \$130,000	22	23.91%	105.79%	93.65%	110.91%	97.78%	0.00%
\$130,001 \$190,000	15	16.30%	97.91%	0.00%	97.76%	100.00%	0.00%
\$190,001 \$270,000	12	13.04%	92.38%	0.00%	93.31%	90.51%	0.00%
\$270,001 and up	9	9.78%	96.97%	0.00%	96.92%	98.18%	95.91%
Average Sold/List Ratio		95.70%		85.47%	98.81%	94.74%	95.91%
Total Closed Units		92	100%	17	60	13	2
Total Closed Volume		11,817,977		932.13K	8.09M	2.12M	673.50K

December 2018



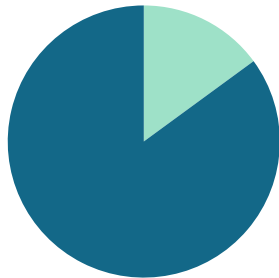
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 15, 2023 for MLS Technology Inc.

INVENTORY



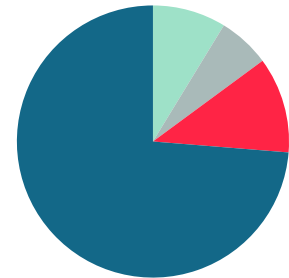
Inventory

New Listings	143 = 14.94%
Start Inventory	814
Total Inventory Units	957
Volume	\$212,636,158

Market Activity

Closed Sales	92 = 8.73%
Pending Sales	65 = 6.17%
Other Off Market	120 = 11.39%
Active Inventory	777 = 73.72%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/- %	2017	2018	+/- %
Closed Sales	104	92	-11.54%	954	1,033	8.28%
Pending Sales	62	65	4.84%	1,011	1,045	3.36%
New Listings	166	143	-13.86%	2,620	2,571	-1.87%
Average List Price	164,470	135,034	-17.90%	133,774	139,282	4.12%
Average Sale Price	148,319	128,456	-13.39%	126,021	132,016	4.76%
Average Percent of Selling Price to List Price	93.98%	95.70%	1.84%	94.06%	94.72%	0.70%
Average Days on Market to Sale	69.51	63.54	-8.58%	65.48	62.89	-3.95%
Monthly Inventory	787	777	-1.27%	787	777	-1.27%
Months Supply of Inventory	9.90	9.03	-8.82%	9.90	9.03	-8.82%

Absorption: Last 12 months, an Average of **86** Sales/Month

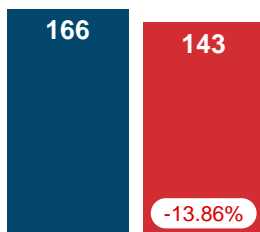
Inventory on December 31, 2018 = **777**

2017 **2018**

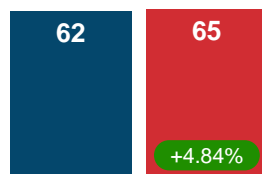
DECEMBER MARKET

AVERAGE PRICES

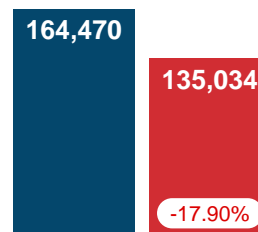
New Listings



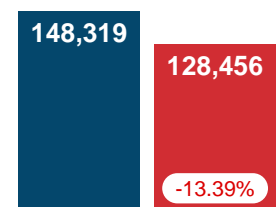
Pending Listings



List Price



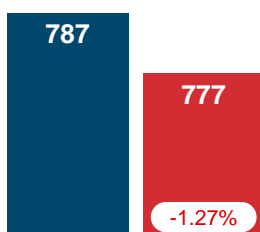
Sale Price



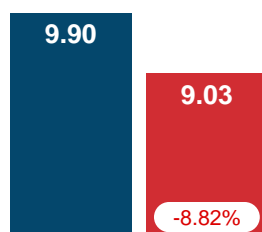
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

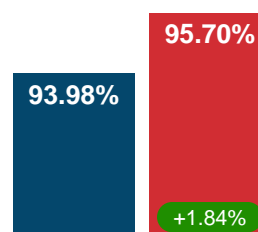
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

