



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

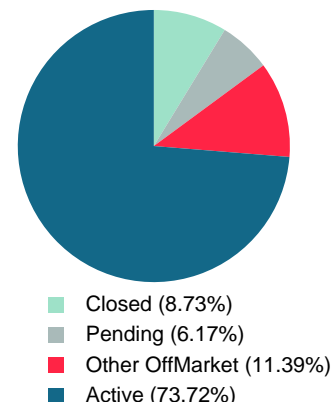


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	107,885	112,400	4.19%
Median Sale Price	99,950	106,900	6.95%
Median Percent of Selling Price to List Price	96.02%	95.84%	-0.19%
Median Days on Market to Sale	59.50	50.50	-15.13%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.95%** in December 2018 to \$106,900 versus the previous year at \$99,950.

#### Median Days on Market Shortens

The median number of **50.50** days that homes spent on the market before selling decreased by 9.00 days or **15.13%** in December 2018 compared to last year's same month at **59.50** DOM.

#### Sales Success for December 2018 is Positive

Overall, with Median Prices going up 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



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

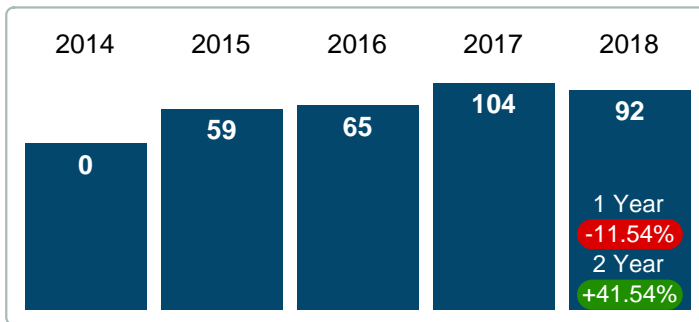


## December 2018

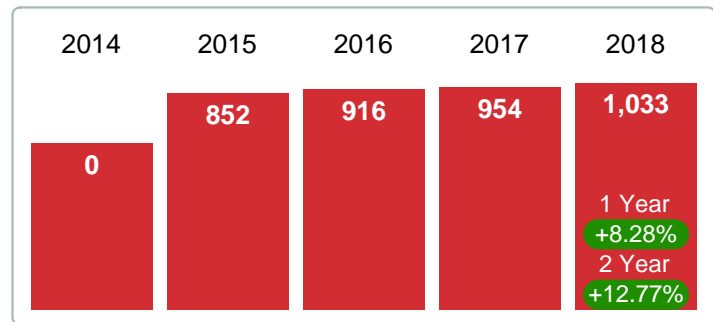
### CLOSED LISTINGS

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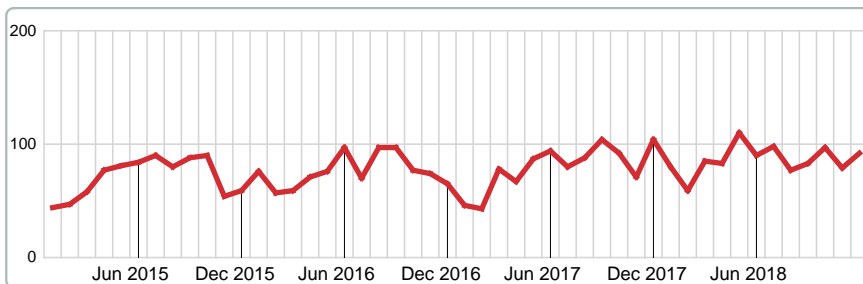
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS

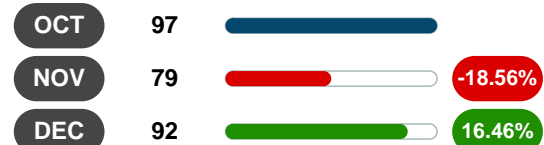


#### 3 MONTHS

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		%	MDOM	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%	77.0	9	7	3	0
\$50,001 \$80,000	13	14.13%	50.0	2	10	1	0
\$80,001 \$130,000	22	23.91%	33.5	5	15	2	0
\$130,001 \$190,000	15	16.30%	97.0	0	14	1	0
\$190,001 \$270,000	12	13.04%	62.0	0	8	4	0
\$270,001 and up	9	9.78%	46.0	0	5	2	2
Total Closed Units	92			17	60	13	2
Total Closed Volume	11,817,977	100%	50.5	932.13K	8.09M	2.12M	673.50K
Median Closed Price	\$106,900			\$42,000	\$120,750	\$159,900	\$336,750

Contact: MLS Technology Inc.

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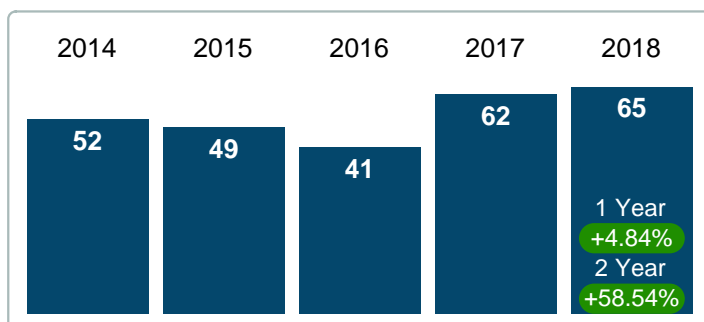


## December 2018

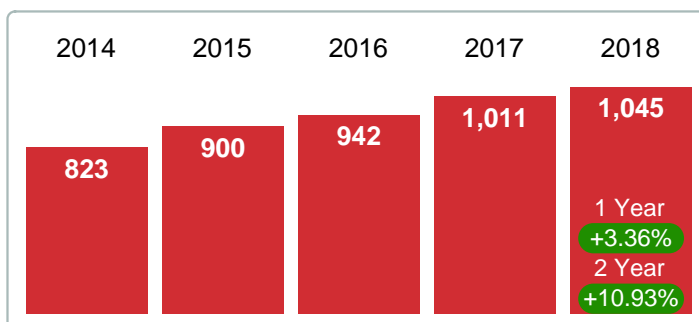
### PENDING LISTINGS

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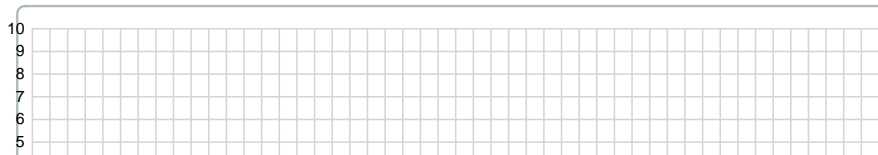
#### DECEMBER



#### 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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6		9.23%	25.0	2	4	0	0
\$30,001 - \$50,000	7		10.77%	52.0	3	4	0	0
\$50,001 - \$80,000	9		13.85%	42.0	1	6	2	0
\$80,001 - \$150,000	17		26.15%	73.0	1	12	4	0
\$150,001 - \$210,000	12		18.46%	53.0	3	7	2	0
\$210,001 - \$400,000	8		12.31%	61.0	1	4	2	1
\$400,001 and up	6		9.23%	4.5	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
Median Listing Price			\$119,900		\$61,999	\$112,450	\$154,900	\$398,500



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

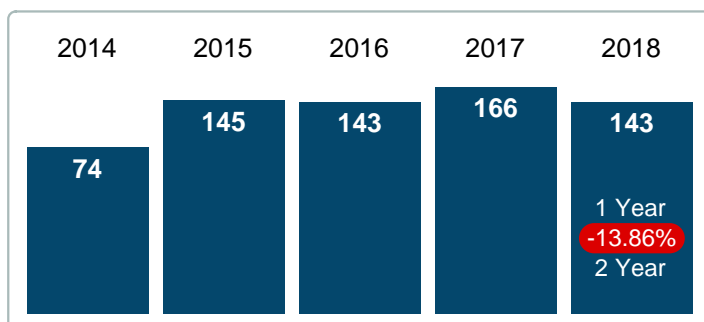


## December 2018

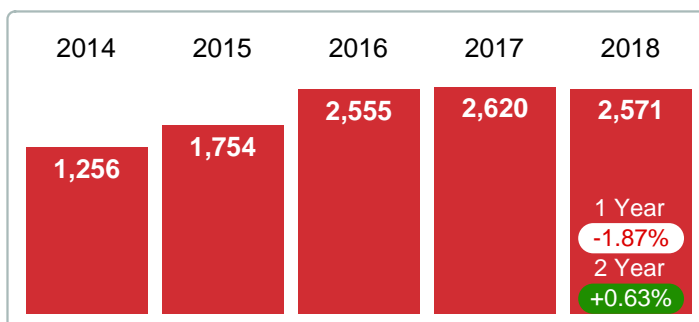
### NEW LISTINGS

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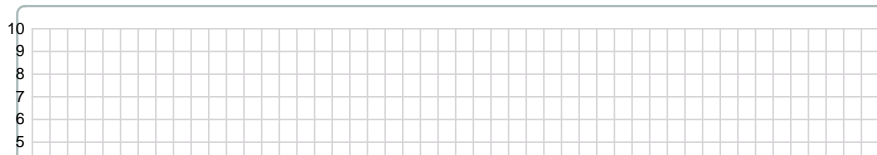
#### DECEMBER



#### 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

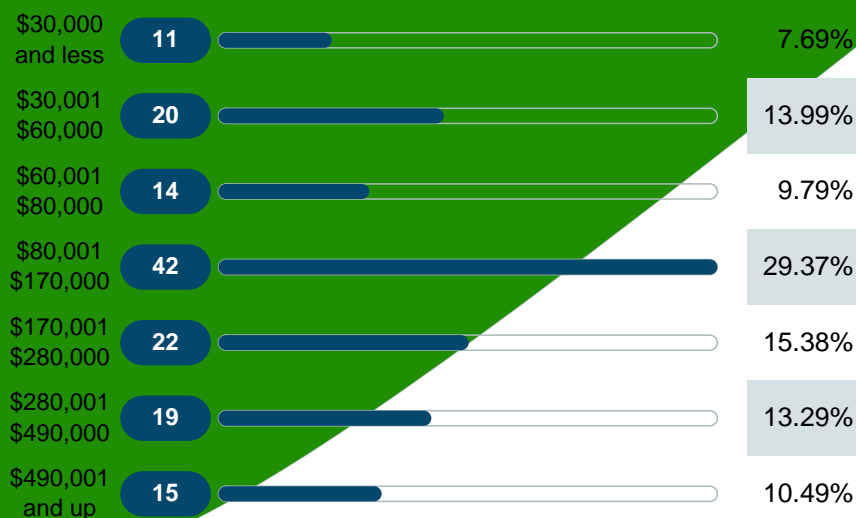
OCT 0  
NOV 0  
DEC 0

nan%

nan%

#### Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

5	6	0	0
7	12	1	0
4	9	1	0
3	27	11	1
0	14	7	1
2	11	6	0
1	4	8	2

Total New Listed Units	143	
Total New Listed Volume	31,230,548	100%
Median New Listed Listing Price	\$129,900	

22	83	34	4
2.31M	14.38M	13.06M	1.48M
\$53,450	\$125,000	\$189,950	\$339,900

Contact: MLS Technology Inc.

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Pushmataha, Sequoyah - Residential Property Type

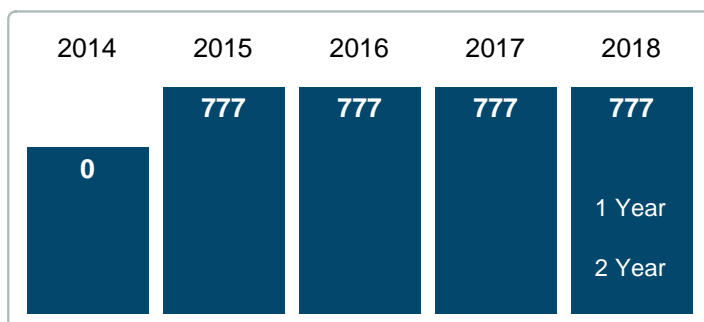


## December 2018

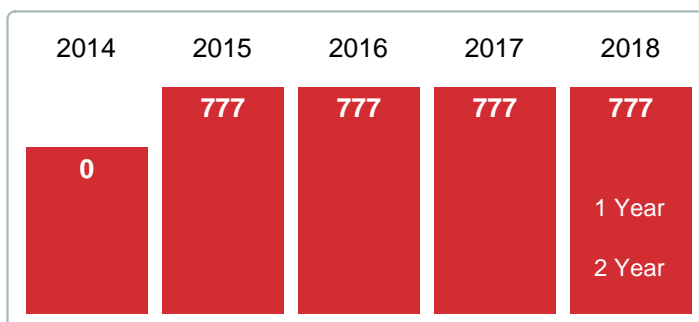
### ACTIVE INVENTORY

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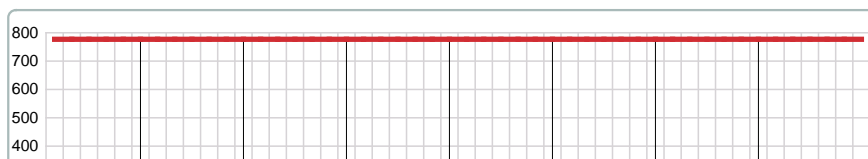
#### END OF DECEMBER



#### 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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	55		7.08%	67.0	31	19	5	0
\$40,001 \$70,000	107		13.77%	94.0	46	60	1	0
\$70,001 \$110,000	125		16.09%	84.0	25	81	17	2
\$110,001 \$190,000	195		25.10%	91.0	28	131	31	5
\$190,001 \$290,000	112		14.41%	95.5	12	67	28	5
\$290,001 \$470,000	101		13.00%	109.0	10	50	36	5
\$470,001 and up	82		10.55%	110.0	2	29	38	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
Median Active Inventory Listing Price			\$146,500		\$70,950	\$139,000	\$267,000	\$432,000



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Pushmataha, Sequoyah - Residential Property Type

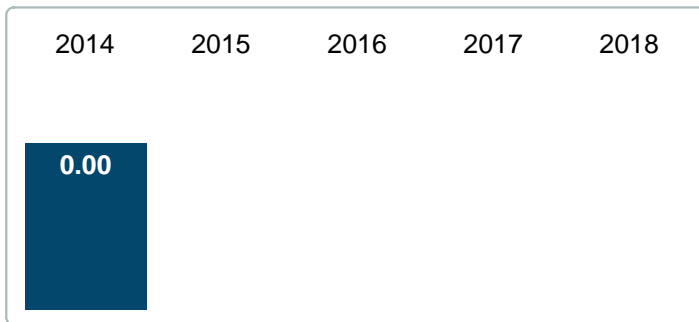


## December 2018

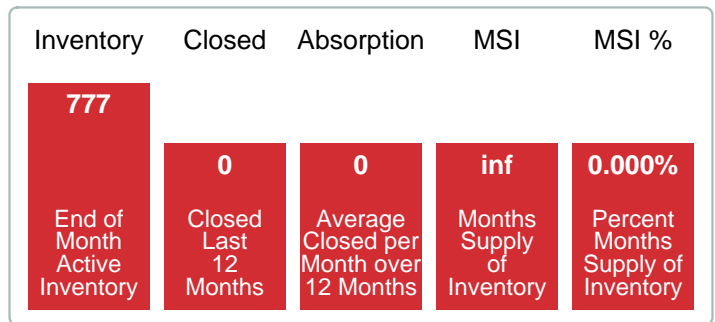
### MONTHS SUPPLY of INVENTORY (MSI)

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#### MSI FOR DECEMBER



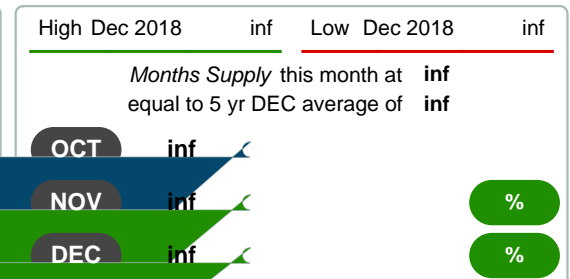
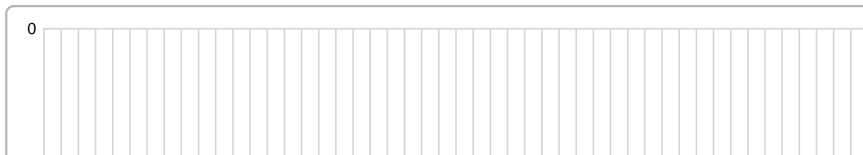
#### INDICATORS FOR DECEMBER 2018



#### 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		154	437	156	30



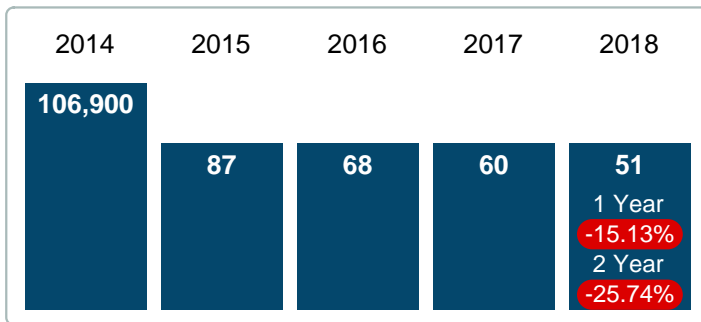
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



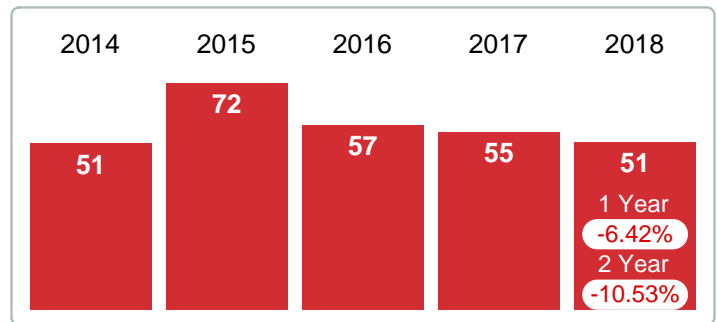
## MEDIAN DAYS ON MARKET TO SALE

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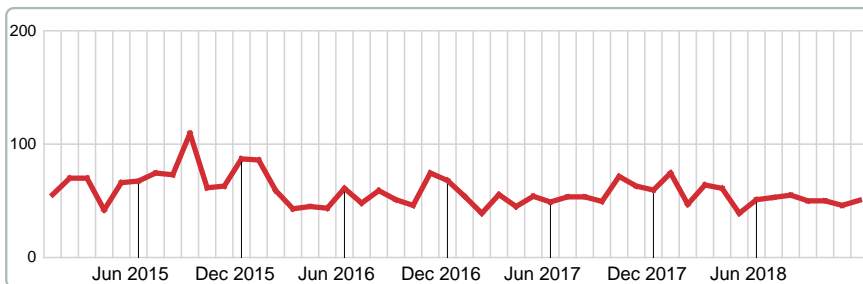
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 21,433

High Sep 2015 110 Low May 2018 39

Median Days on Market to Sale this month at 51  
below the 5 yr DEC average of 21,433



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	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%	77	111	40	77	0
\$50,001 \$80,000	13	14.13%	50	53	36	1	0
\$80,001 \$130,000	22	23.91%	34	55	28	57	0
\$130,001 \$190,000	15	16.30%	97	0	106	7	0
\$190,001 \$270,000	12	13.04%	62	0	65	62	0
\$270,001 and up	9	9.78%	46	0	26	62	77
Median Closed DOM	51			59	40	51	77
Total Closed Units	92	100%	50.5	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

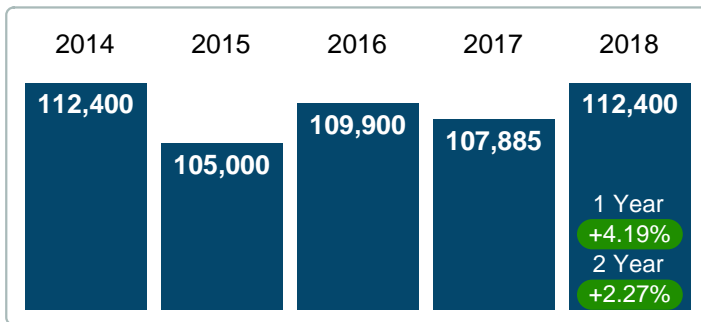


## December 2018

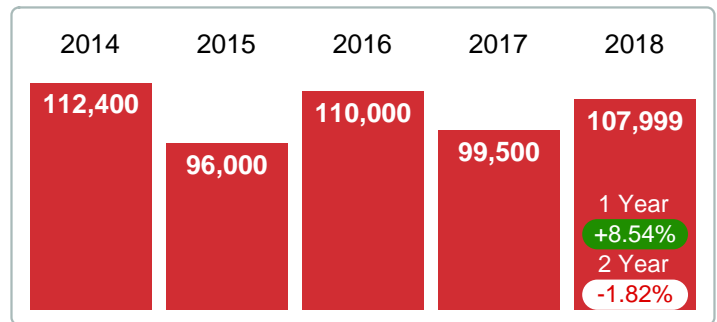
### MEDIAN LIST PRICE AT CLOSING

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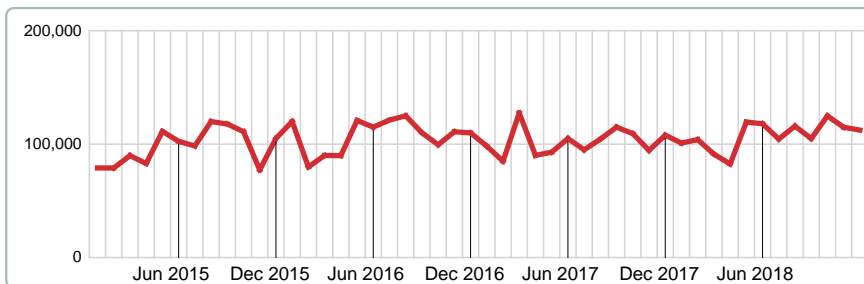
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 109,517

High Mar 2017 127,450 Low Nov 2015 77,250

Median List Price at Closing this month at 112,400  
above the 5 yr DEC average of 109,517

OCT	124,900		
NOV	114,900		-8.01%
DEC	112,400		-2.18%

#### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	1.09%	19,900	0	19,900	0	0
\$20,001 \$50,000	16	17.39%	34,450	30,150	37,200	37,400	0
\$50,001 \$80,000	16	17.39%	58,750	61,250	58,450	58,750	0
\$80,001 \$130,000	20	21.74%	107,950	109,900	95,000	119,100	0
\$130,001 \$190,000	18	19.57%	157,450	0	155,000	159,900	0
\$190,001 \$270,000	10	10.87%	224,700	0	229,500	209,900	0
\$270,001 and up	11	11.96%	315,000	0	327,000	299,900	349,000
Median List Price			112,400	53,900	132,400	159,900	349,000
Total Closed Units		100%	112,400	17	60	13	2
Total Closed Volume			12,423,149	1.05M	8.43M	2.24M	698.00K





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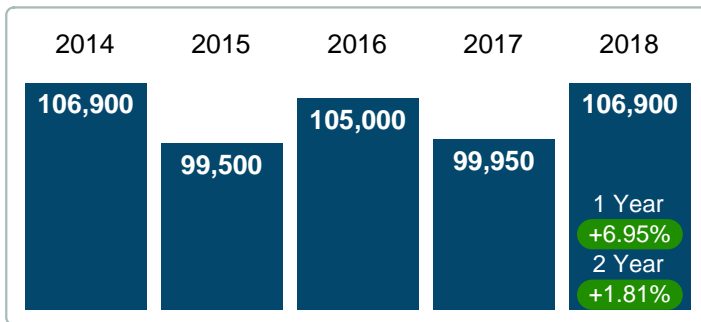


## December 2018

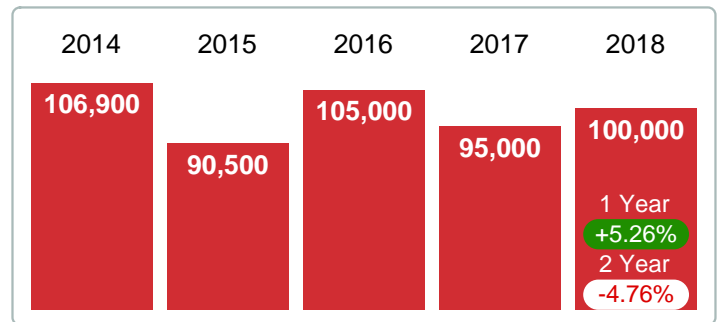
### MEDIAN SOLD PRICE AT CLOSING

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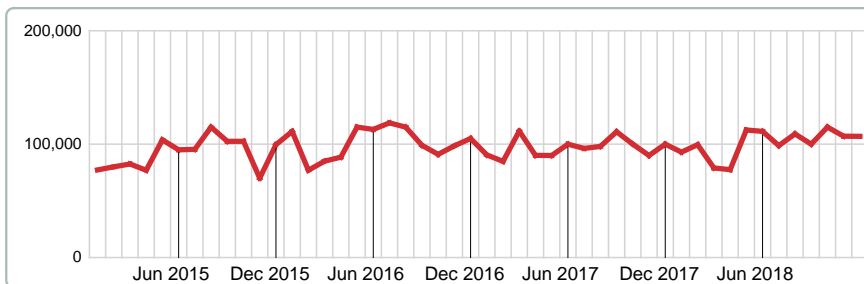
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS

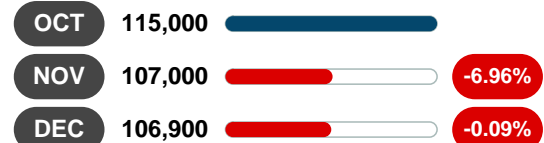


#### 3 MONTHS

5 year DEC AVG = 103,650

High Jul 2016 118,750 Low Nov 2015 70,000

Median Sold Price at Closing this month at **106,900**  
above the 5 yr DEC average of **103,650**



#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M 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%	34,900	26,000	42,250	48,500	0
\$50,001 \$80,000	13	14.13%	68,500	71,000	68,250	58,000	0
\$80,001 \$130,000	22	23.91%	105,450	100,000	105,900	116,463	0
\$130,001 \$190,000	15	16.30%	159,900	0	158,750	159,900	0
\$190,001 \$270,000	12	13.04%	214,000	0	215,000	197,500	0
\$270,001 and up	9	9.78%	320,000	0	320,000	344,450	336,750
Median Sold Price			106,900	42,000	120,750	159,900	336,750
Total Closed Units		100%	92	17	60	13	2
Total Closed Volume			11,817,977	932.13K	8.09M	2.12M	673.50K

# December 2018



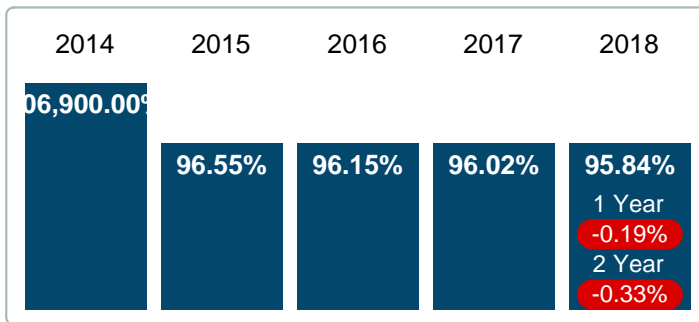
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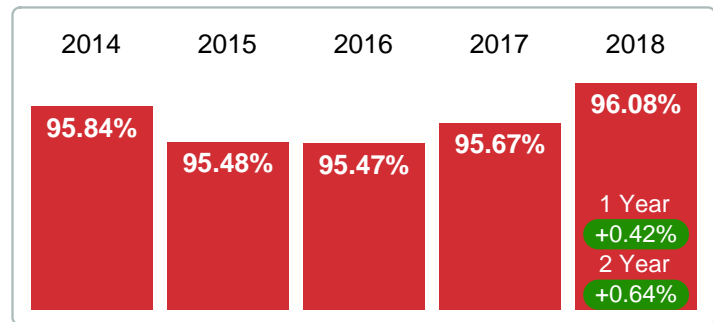
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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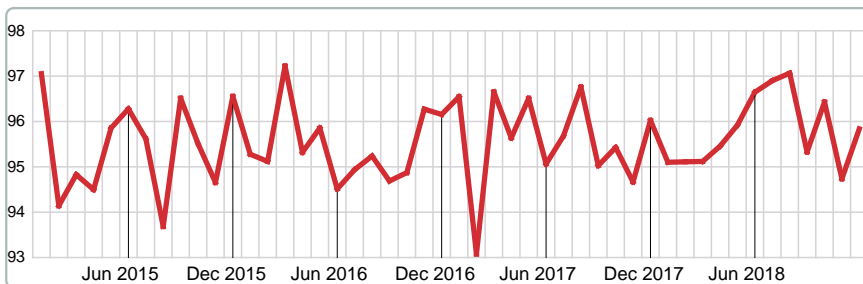
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

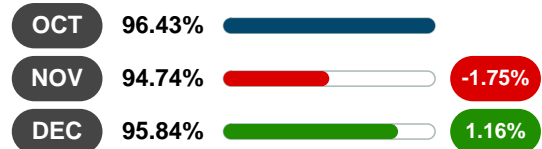


### 3 MONTHS

5 year DEC AVG = 21,456.91%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.84%**  
below the 5 yr DEC average of **21,456.91%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	86.96%	83.49%	94.94%	96.39%	0.00%
\$50,001 \$80,000	13	14.13%	98.56%	98.53%	97.94%	100.00%	0.00%
\$80,001 \$130,000	22	23.91%	95.88%	94.74%	97.87%	97.78%	0.00%
\$130,001 \$190,000	15	16.30%	98.53%	0.00%	98.18%	100.00%	0.00%
\$190,001 \$270,000	12	13.04%	93.60%	0.00%	93.73%	93.16%	0.00%
\$270,001 and up	9	9.78%	96.37%	0.00%	94.92%	98.18%	95.91%
Median Sold/List Ratio		95.84%		86.96%	97.13%	96.39%	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

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# December 2018



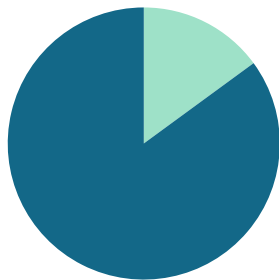
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



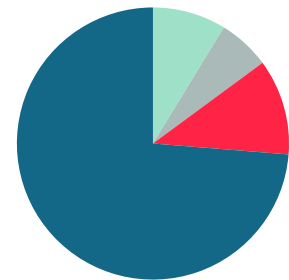
### Inventory

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%
Median List Price	107,885	112,400	4.19%	99,500	107,999	8.54%
Median Sale Price	99,950	106,900	6.95%	95,000	100,000	5.26%
Median Percent of Selling Price to List Price	96.02%	95.84%	-0.19%	95.67%	96.08%	0.42%
Median Days on Market to Sale	59.50	50.50	-15.13%	54.50	51.00	-6.42%
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

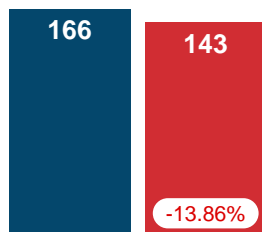
**Inventory** on December 31, 2018 = **777**

**2017** **2018**

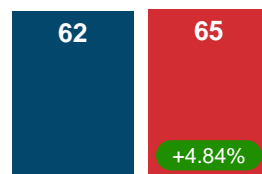
### DECEMBER MARKET

### MEDIAN PRICES

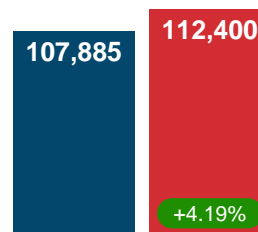
#### New Listings



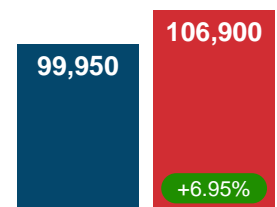
#### Pending Listings



#### List Price



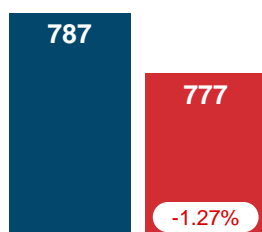
#### Sale Price



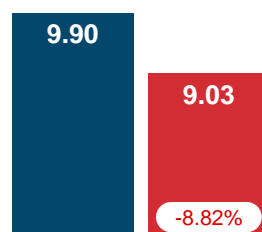
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

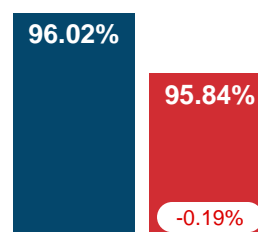
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

