



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

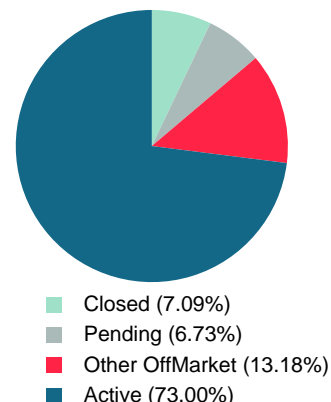


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	November 2018	+/- %
Closed Listings	71	79	11.27%
Pending Listings	94	75	-20.21%
New Listings	170	167	-1.76%
Average List Price	117,293	181,620	54.84%
Average Sale Price	111,051	166,750	50.16%
Average Percent of Selling Price to List Price	93.19%	93.33%	0.15%
Average Days on Market to Sale	64.28	58.52	-8.96%
End of Month Inventory	813	814	0.12%
Months Supply of Inventory	10.66	9.35	-12.33%

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of November 30, 2018 = **814**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2018 rose **0.12%** to 814 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **9.35** 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 **50.16%** in November 2018 to \$166,750 versus the previous year at \$111,051.

Average Days on Market Shortens

The average number of **58.52** days that homes spent on the market before selling decreased by 5.76 days or **8.96%** in November 2018 compared to last year's same month at **64.28** DOM.

Sales Success for November 2018 is Positive

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

There were 167 New Listings in November 2018, down **1.76%** from last year at 170. Furthermore, there were 79 Closed Listings this month versus last year at 71, a **11.27%** increase.

Closed versus Listed trends yielded a **47.3%** ratio, up from previous year's, November 2017, at **41.8%**, a **13.27%** upswing. This will certainly create pressure on an increasing 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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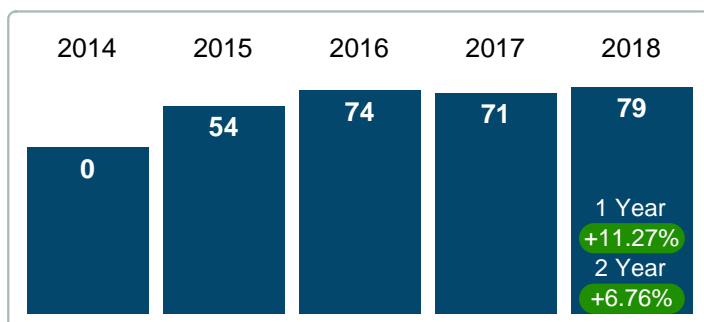


November 2018

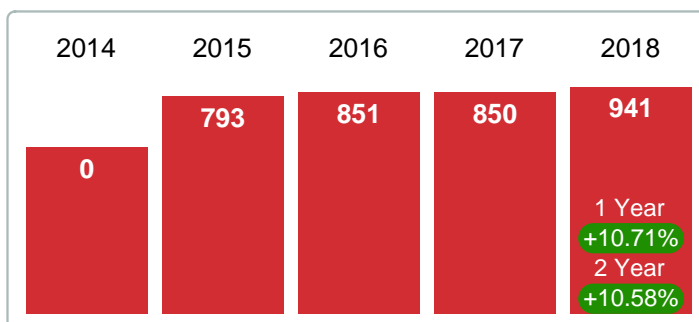
CLOSED LISTINGS

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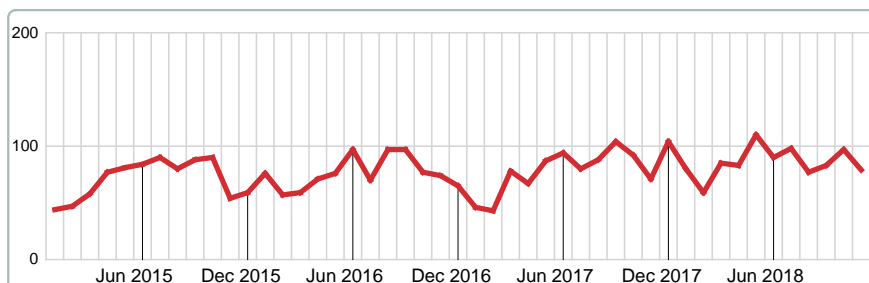
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

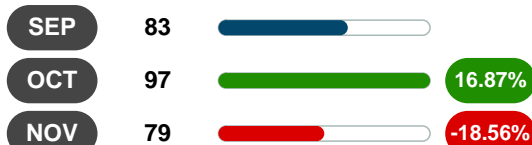


3 MONTHS

5 year NOV AVG = 56

High May 2018 110 Low Feb 2017 43

Closed Listings this month at 79
above the 5 yr NOV average of 56



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	6		7.59%	57.3	3	3	0	0
\$25,001 - \$50,000	7		8.86%	64.1	3	4	0	0
\$50,001 - \$75,000	17		21.52%	60.9	7	9	1	0
\$75,001 - \$125,000	14		17.72%	56.1	3	8	2	1
\$125,001 - \$225,000	17		21.52%	63.1	0	16	0	1
\$225,001 - \$350,000	10		12.66%	42.6	0	6	3	1
\$350,001 and up	8		10.13%	63.9	0	7	1	0
Total Closed Units			79		16	53	7	3
Total Closed Volume			13,173,229	100%	931.60K	10.12M	1.50M	619.00K
Average Closed Price			\$166,750		\$58,225	\$191,030	\$214,004	\$206,333

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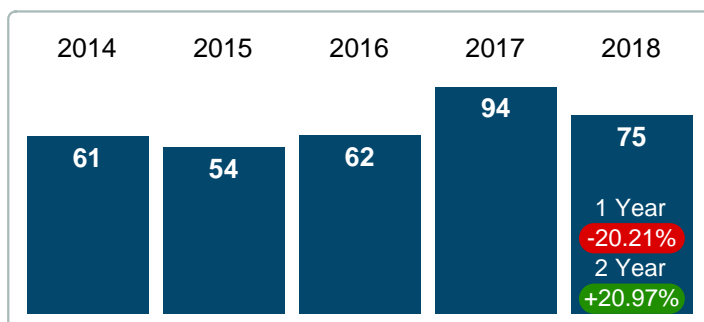


November 2018

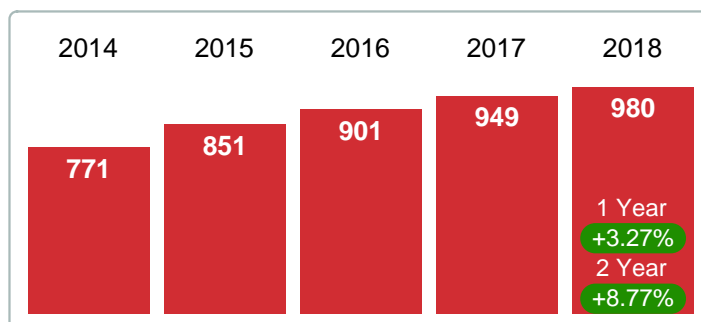
PENDING LISTINGS

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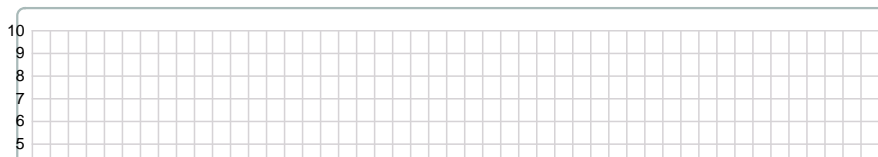
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 69

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 75
above the 5 yr NOV average of 69

SEP 0
OCT 0
NOV 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5		6.67%	70.8	1	3	1	0
\$30,001 - \$60,000	11		14.67%	79.3	4	5	2	0
\$60,001 - \$90,000	12		16.00%	74.3	2	9	1	0
\$90,001 - \$140,000	18		24.00%	50.3	5	12	0	1
\$140,001 - \$190,000	13		17.33%	79.5	1	9	2	1
\$190,001 - \$250,000	8		10.67%	62.3	0	4	4	0
\$250,001 and up	8		10.67%	41.3	0	4	2	2
Total Pending Units			75		13	46	12	4
Total Pending Volume			10,175,224	100%	1.06M	6.28M	2.03M	808.40K
Average Listing Price			\$136,795		\$81,362	\$136,506	\$169,154	\$202,100



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

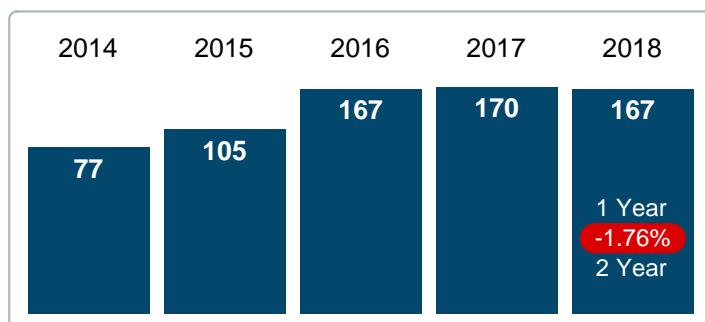


November 2018

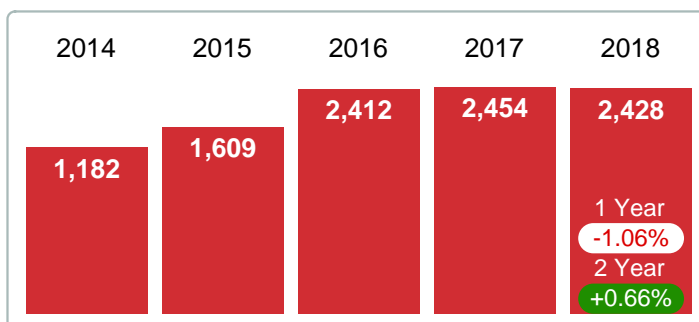
NEW LISTINGS

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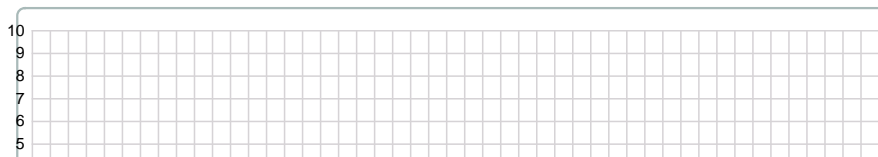
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 137

High Nov 2018 0 Low Nov 2018 0

New Listings this month at 167
above the 5 yr NOV average of 137

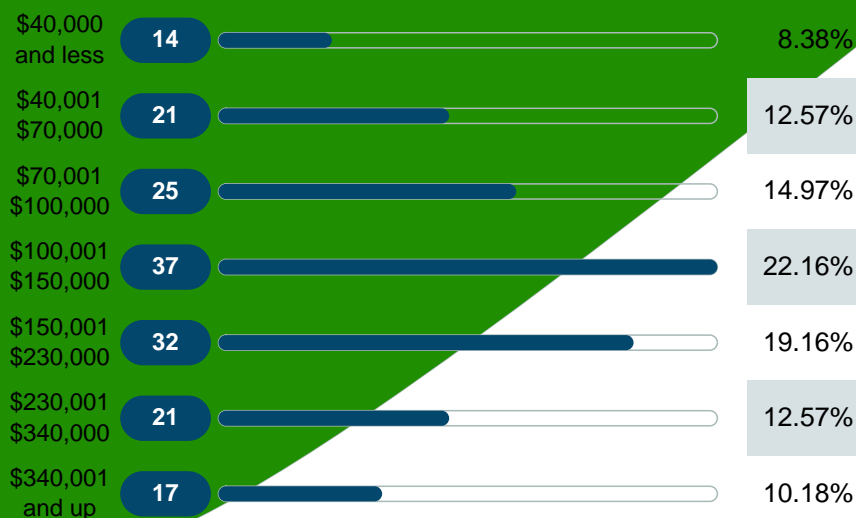
SEP 0
OCT 0
NOV 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

7	4	3	0
7	14	0	0
7	13	4	1
7	24	5	1
7	13	10	2
4	13	3	1
1	5	8	3

Total New Listed Units	167	
Total New Listed Volume	28,285,199	100%
Average New Listed Listing Price	\$144,415	

40	86	33	8
4.94M	13.17M	7.36M	2.81M
\$123,523	\$153,191	\$223,152	\$350,738

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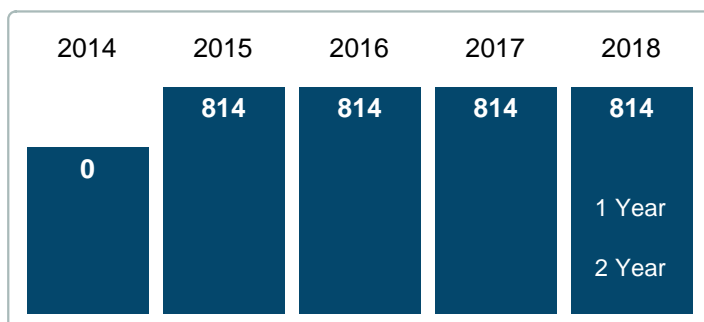


November 2018

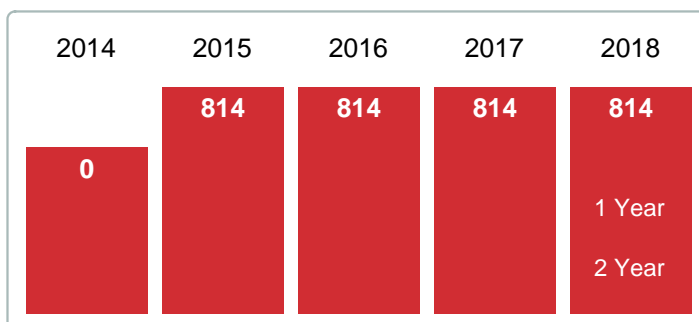
ACTIVE INVENTORY

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

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 651

High Nov 2018 814 Low Nov 2018 814

Inventory this month at 814
above the 5 yr NOV average of 651

SEP 814
OCT 814
NOV 814

0.00%

0.00%

Distribution of Inventory by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	21		2.58%	76.1	14	5	2	0
\$25,001 - \$75,000	161		19.78%	83.3	68	87	6	0
\$75,001 - \$100,000	89		10.93%	105.2	23	52	14	0
\$100,001 - \$175,000	203		24.94%	90.5	31	142	26	4
\$175,001 - \$275,000	143		17.57%	89.2	15	86	36	6
\$275,001 - \$450,000	113		13.88%	90.3	12	59	38	4
\$450,001 and up	84		10.32%	97.9	1	30	38	15
Total Active Inventory by Units			814		164	461	160	29
Total Active Inventory by Volume			181,405,610	100%	18.41M	91.70M	53.92M	17.38M
Average Active Inventory Listing Price			\$222,857		\$112,256	\$198,919	\$336,990	\$599,152



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

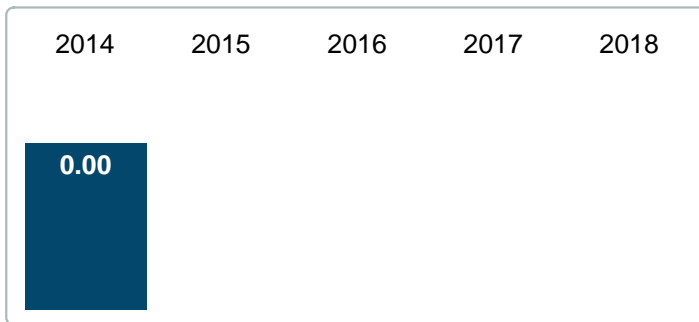


November 2018

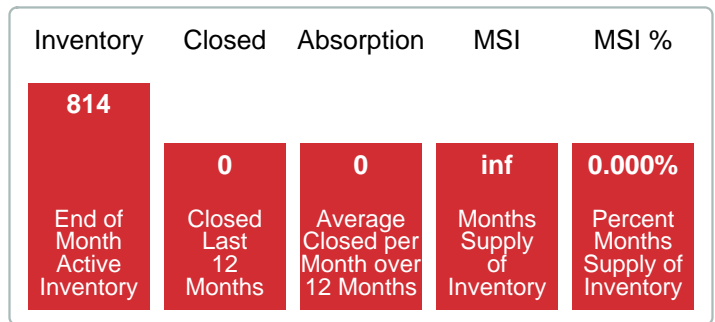
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



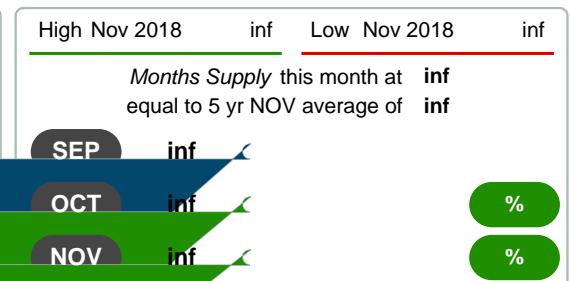
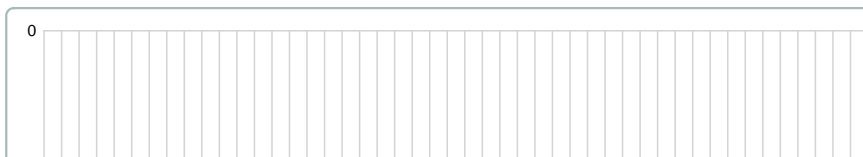
INDICATORS FOR NOVEMBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year NOV 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		6.76%	4.02	4.96	3.08	4.62	0.00
\$40,001 \$70,000	108		13.27%	7.24	10.64	6.21	2.77	0.00
\$70,001 \$110,000	136		16.71%	7.25	6.92	7.55	6.21	12.00
\$110,001 \$190,000	203		24.94%	8.86	14.88	7.77	10.59	16.00
\$190,001 \$290,000	123		15.11%	12.00	42.00	10.50	12.36	10.00
\$290,001 \$460,000	107		13.14%	20.71	120.00	20.12	25.41	4.80
\$460,001 and up	82		10.07%	57.88	0.00	58.00	49.33	90.00
Market Supply of Inventory (MSI)			9.35		9.37	8.36	12.97	13.92
Total Active Inventory by Units			814	100%	164	461	160	29

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November 2018



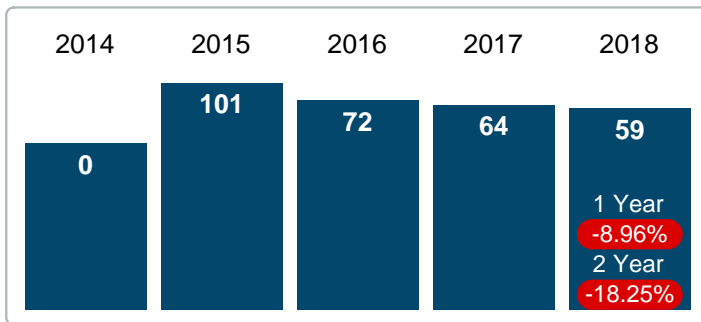
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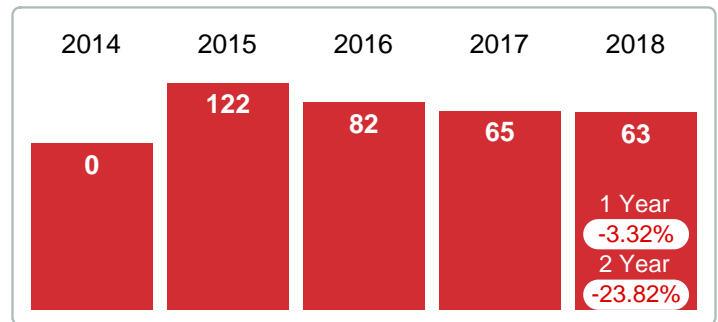
AVERAGE DAYS ON MARKET TO SALE

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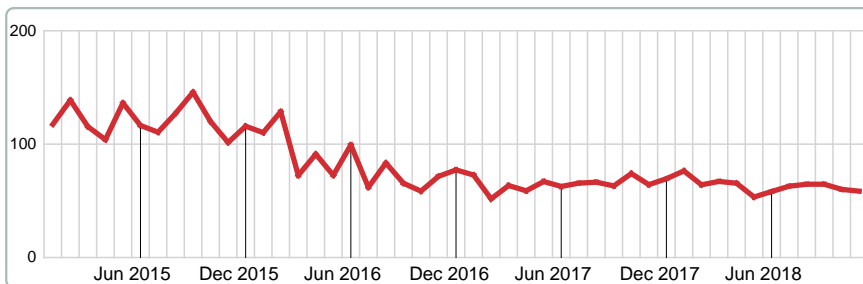
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 59

High Sep 2015 146 Low Feb 2017 52

Average Days on Market to Sale this month at 59
equal to 5 yr NOV average of 59

SEP	65		
OCT	60		-7.02%
NOV	59		-2.67%

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		7.59%	57	81	33	0	0
\$25,001 \$50,000	7		8.86%	64	48	76	0	0
\$50,001 \$75,000	17		21.52%	61	58	61	83	0
\$75,001 \$125,000	14		17.72%	56	25	77	30	32
\$125,001 \$225,000	17		21.52%	63	0	56	0	181
\$225,001 \$350,000	10		12.66%	43	0	28	48	113
\$350,001 and up	8		10.13%	64	0	73	3	0
Average Closed DOM		59			54	59	41	109
Total Closed Units		79	100%	59	16	53	7	3
Total Closed Volume		13,173,229			931.60K	10.12M	1.50M	619.00K



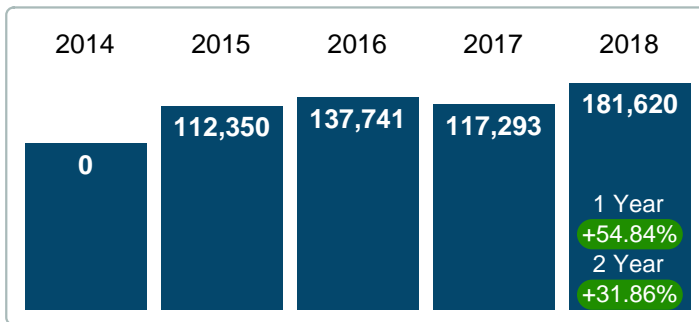
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



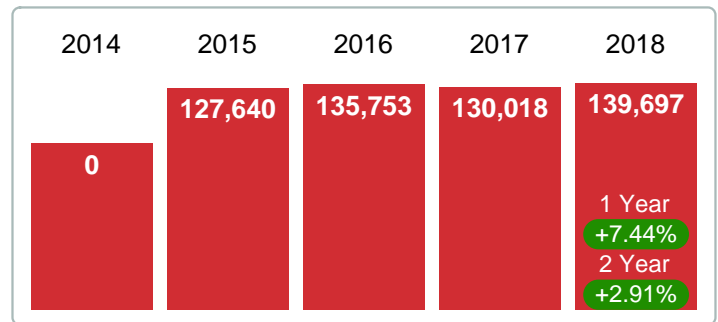
AVERAGE LIST PRICE AT CLOSING

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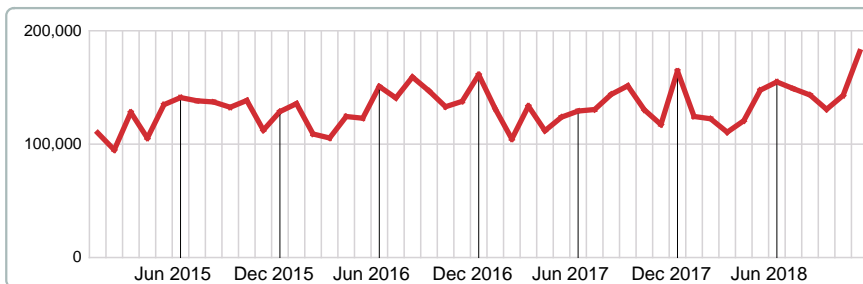
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 109,801

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

Average List Price at Closing this month at **181,620**
above the 5 yr NOV average of **109,801**

SEP	130,712	
OCT	143,003	9.40%
NOV	181,620	27.00%

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			3.80%	20,000	32,000	20,000	0	0
\$25,001 \$50,000	9			11.39%	35,411	40,267	38,950	0	0
\$50,001 \$75,000	12			15.19%	63,133	72,529	69,822	82,500	0
\$75,001 \$125,000	19			24.05%	100,579	103,300	114,400	89,746	119,000
\$125,001 \$225,000	17			21.52%	159,929	0	167,025	0	168,900
\$225,001 \$350,000	9			11.39%	268,278	0	275,917	299,333	359,500
\$350,001 and up	10			12.66%	616,735	0	709,836	450,000	0
Average List Price					181,620	64,650	208,607	229,999	215,800
Total Closed Units				100%	181,620	16	53	7	3
Total Closed Volume					14,347,942	1.03M	11.06M	1.61M	647.40K

November 2018



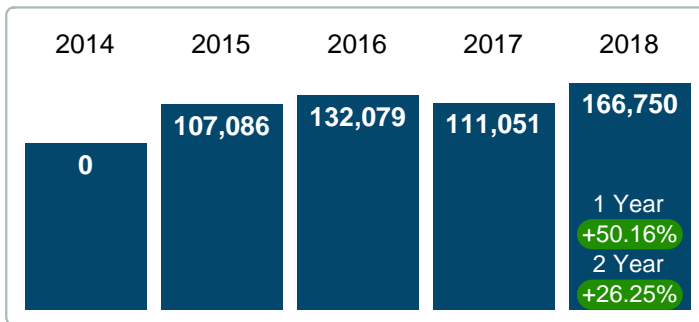
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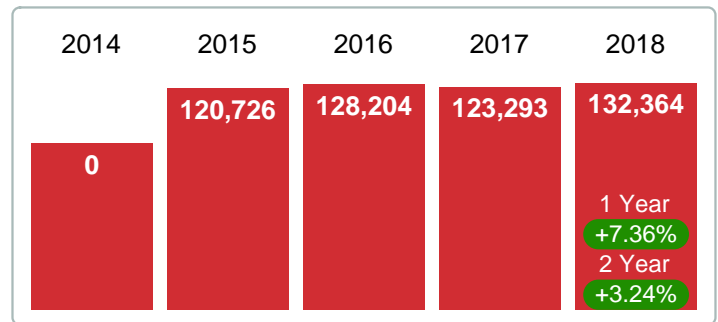
AVERAGE SOLD PRICE AT CLOSING

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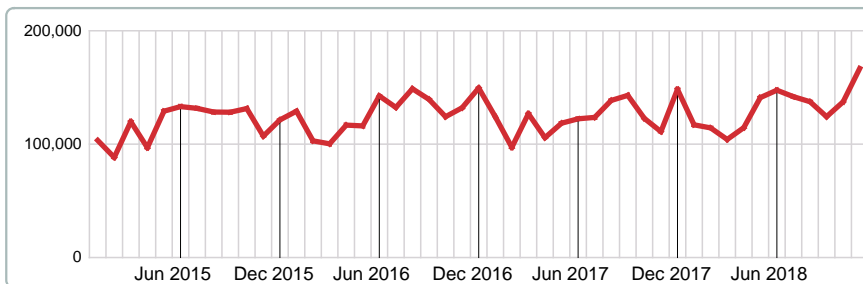
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 103,393

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

Average Sold Price at Closing this month at **166,750**
above the 5 yr NOV average of **103,393**

SEP	124,233	
OCT	137,328	10.54%
NOV	166,750	21.42%

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	6		7.59%	20,917	24,333	17,500	0	0
\$25,001 \$50,000	7		8.86%	36,714	38,000	35,750	0	0
\$50,001 \$75,000	17		21.52%	66,288	66,014	65,533	75,000	0
\$75,001 \$125,000	14		17.72%	101,995	94,167	108,488	86,265	105,000
\$125,001 \$225,000	17		21.52%	158,856	0	158,472	0	165,000
\$225,001 \$350,000	10		12.66%	278,550	0	266,000	280,167	349,000
\$350,001 and up	8		10.13%	593,731	0	619,979	410,000	0
Average Sold Price		166,750			58,225	191,030	214,004	206,333
Total Closed Units		79	100%	166,750	16	53	7	3
Total Closed Volume		13,173,229			931.60K	10.12M	1.50M	619.00K



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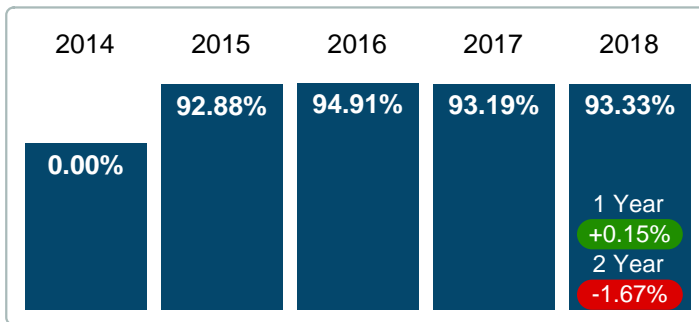


November 2018

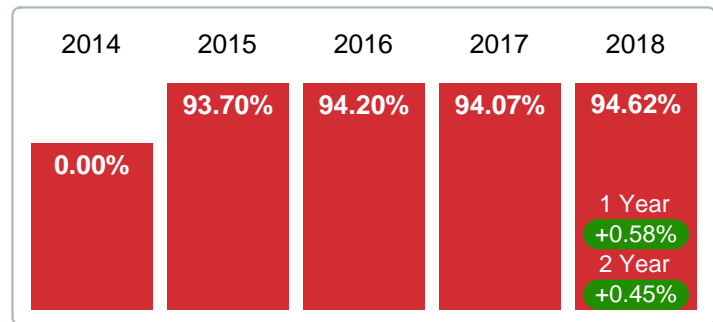
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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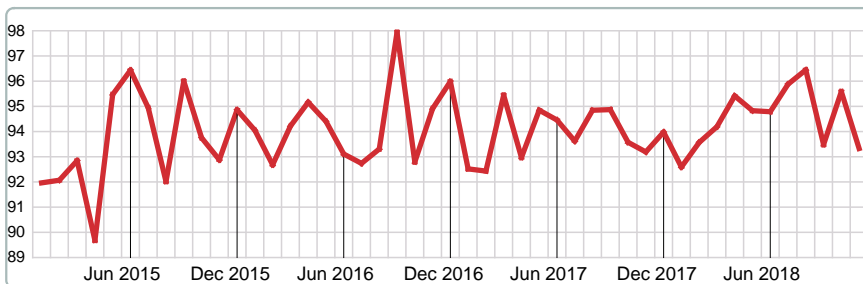
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 74.86%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **93.33%**
above the 5 yr NOV average of **74.86%**

SEP	93.48%	
OCT	95.58%	2.25%
NOV	93.33%	-2.36%

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	6	7.59%	82.14%	76.14%	88.14%	0.00%	0.00%
\$25,001 \$50,000	7	8.86%	92.91%	94.36%	91.83%	0.00%	0.00%
\$50,001 \$75,000	17	21.52%	93.81%	92.40%	95.23%	90.91%	0.00%
\$75,001 \$125,000	14	17.72%	93.80%	91.69%	94.74%	96.02%	88.24%
\$125,001 \$225,000	17	21.52%	95.68%	0.00%	95.56%	0.00%	97.69%
\$225,001 \$350,000	10	12.66%	95.81%	0.00%	96.38%	94.24%	97.08%
\$350,001 and up	8	10.13%	92.11%	0.00%	92.25%	91.11%	0.00%
Average Sold/List Ratio		93.30%		89.59%	94.33%	93.82%	94.34%
Total Closed Units		79	100%	16	53	7	3
Total Closed Volume		13,173,229		931.60K	10.12M	1.50M	619.00K

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Email: support@mlstechnology.com

November 2018



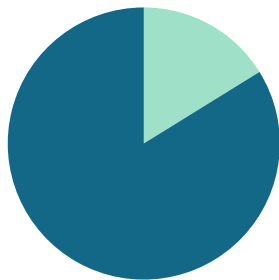
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



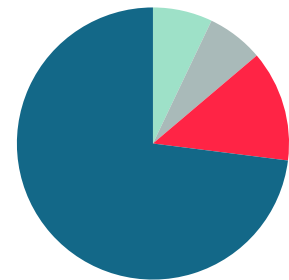
Inventory

New Listings
167 = 16.18%
Start Inventory
865
Total Inventory Units
1,032
Volume
\$218,626,981

Market Activity

Closed Sales
79 = 7.09%
Pending Sales
75 = 6.73%
Other Off Market
147 = 13.18%
Active Inventory
814 = 73.00%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	71	79	11.27%	850	941	10.71%
Pending Sales	94	75	-20.21%	949	980	3.27%
New Listings	170	167	-1.76%	2,454	2,428	-1.06%
Average List Price	117,293	181,620	54.84%	130,018	139,697	7.44%
Average Sale Price	111,051	166,750	50.16%	123,293	132,364	7.36%
Average Percent of Selling Price to List Price	93.19%	93.33%	0.15%	94.07%	94.62%	0.58%
Average Days on Market to Sale	64.28	58.52	-8.96%	64.98	62.82	-3.32%
Monthly Inventory	813	814	0.12%	813	814	0.12%
Months Supply of Inventory	10.66	9.35	-12.33%	10.66	9.35	-12.33%

Absorption: Last 12 months, an Average of **87** Sales/Month

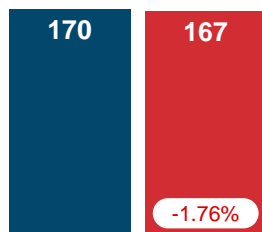
Inventory on November 30, 2018 = **814**

2017 **2018**

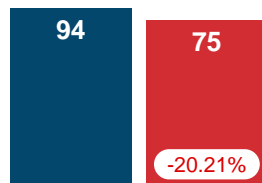
NOVEMBER MARKET

AVERAGE PRICES

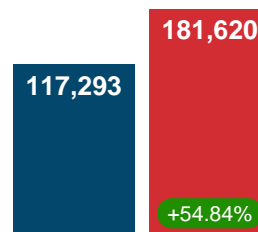
New Listings



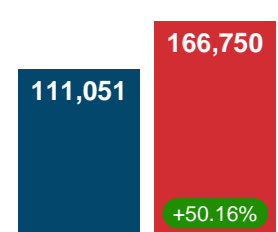
Pending Listings



List Price



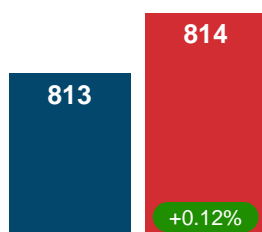
Sale Price



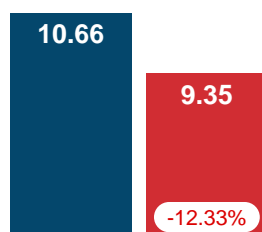
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

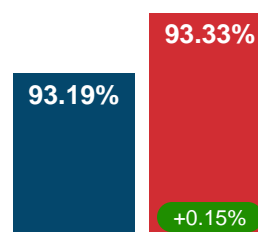
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

