



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

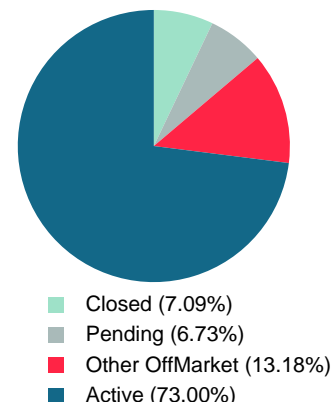


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	94,500	114,900	21.59%
Median Sale Price	90,000	107,000	18.89%
Median Percent of Selling Price to List Price	94.67%	94.74%	0.07%
Median Days on Market to Sale	63.00	46.00	-26.98%
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.

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 **18.89%** in November 2018 to \$107,000 versus the previous year at \$90,000.

Median Days on Market Shortens

The median number of **46.00** days that homes spent on the market before selling decreased by 17.00 days or **26.98%** in November 2018 compared to last year's same month at **63.00** DOM.

Sales Success for November 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 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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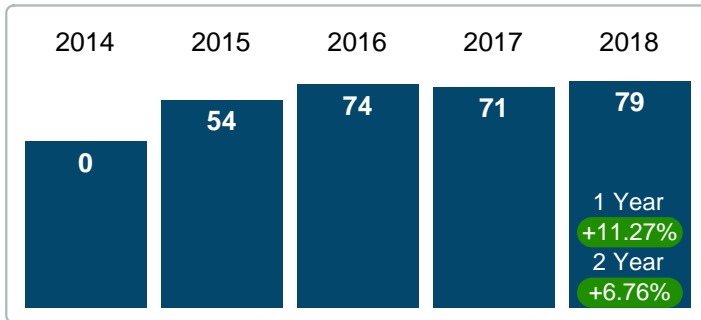


November 2018

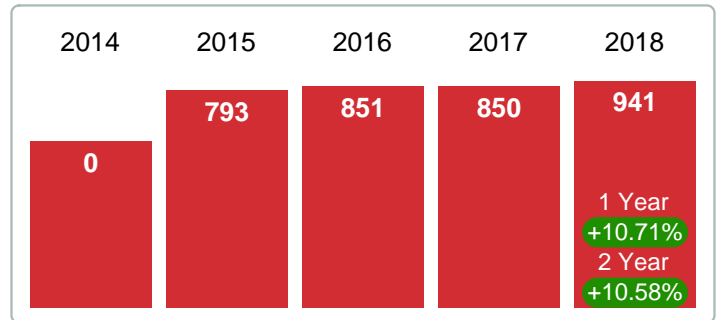
CLOSED LISTINGS

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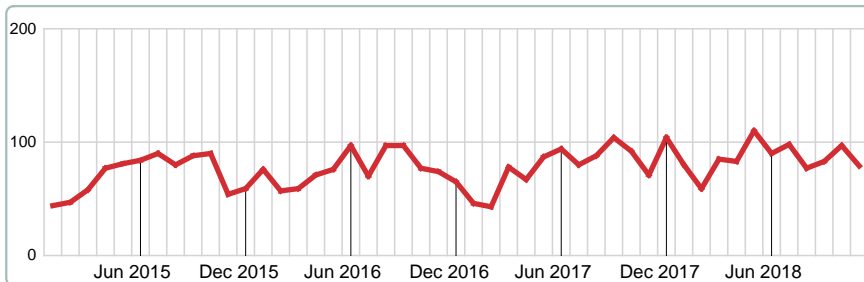
NOVEMBER



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

SEP	83	
OCT	97	16.87%
NOV	79	-18.56%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range				%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8			10.13%	30.0	4	4	0	0
\$30,001 \$60,000	10			12.66%	58.0	4	6	0	0
\$60,001 \$70,000	7			8.86%	65.0	3	4	0	0
\$70,001 \$130,000	21			26.58%	44.0	5	12	3	1
\$130,001 \$230,000	15			18.99%	57.0	0	14	0	1
\$230,001 \$360,000	10			12.66%	24.5	0	6	3	1
\$360,001 and up	8			10.13%	34.5	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
Median Closed Price				\$107,000		\$60,250	\$135,000	\$240,000	\$165,000

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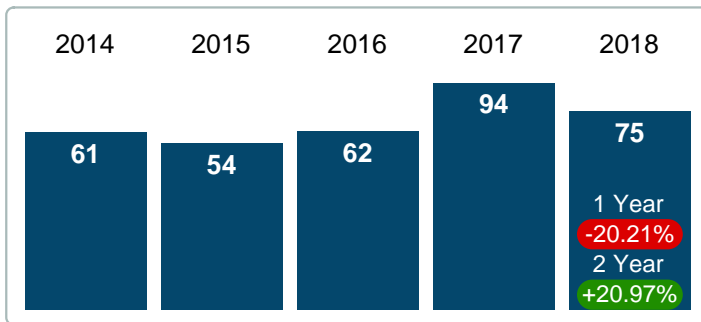


November 2018

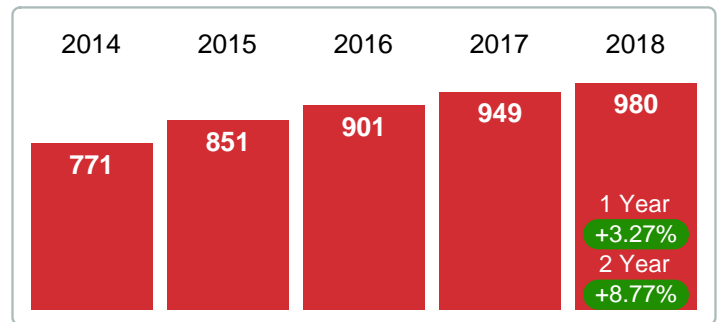
PENDING LISTINGS

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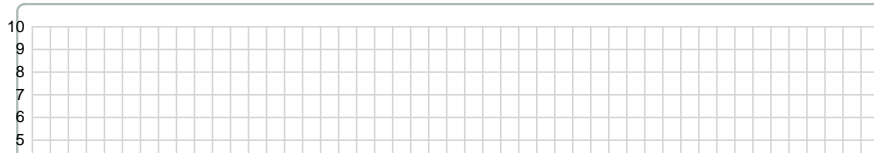
NOVEMBER



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5		6.67%	40.0	1	3	1	0
\$30,001 - \$60,000	11		14.67%	77.0	4	5	2	0
\$60,001 - \$90,000	12		16.00%	66.5	2	9	1	0
\$90,001 - \$140,000	18		24.00%	39.0	5	12	0	1
\$140,001 - \$190,000	13		17.33%	79.0	1	9	2	1
\$190,001 - \$250,000	8		10.67%	53.5	0	4	4	0
\$250,001 and up	8		10.67%	22.5	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
Median Listing Price			\$115,000		\$76,500	\$118,500	\$186,950	\$204,500

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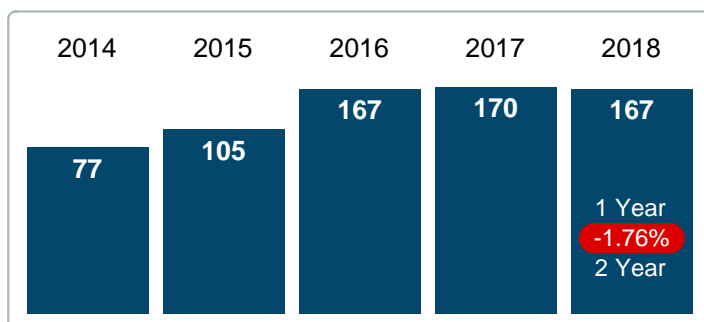


November 2018

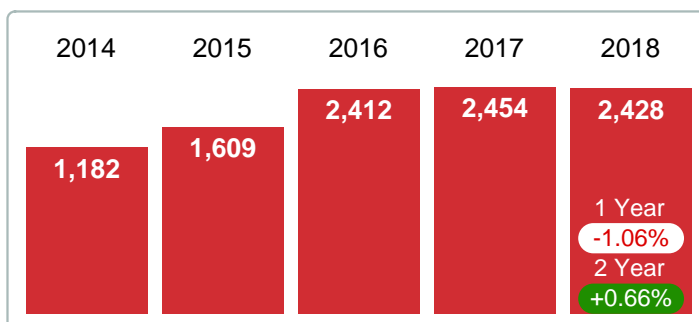
NEW LISTINGS

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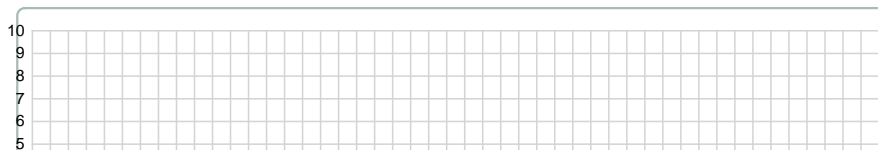
NOVEMBER



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

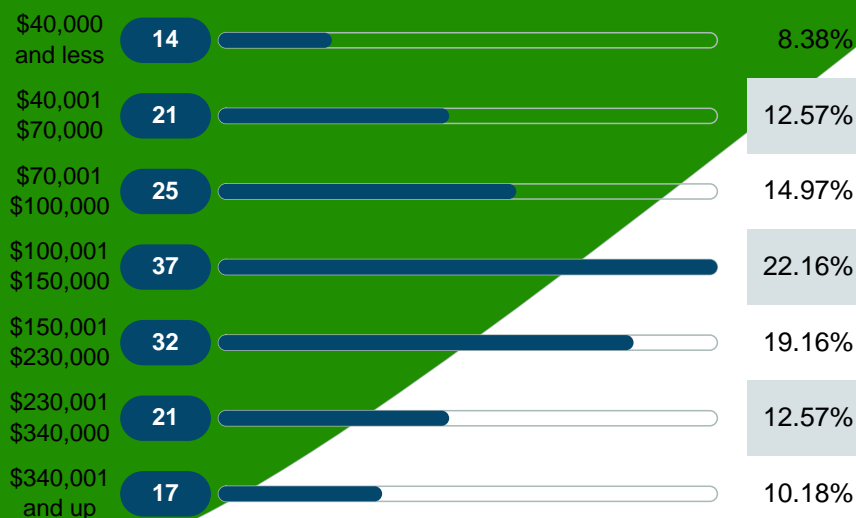
SEP 0
OCT 0
NOV 0

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%
Median New Listed Listing Price	\$129,900	

40	86	33	8
4.94M	13.17M	7.36M	2.81M
\$98,950	\$120,000	\$159,900	\$242,000

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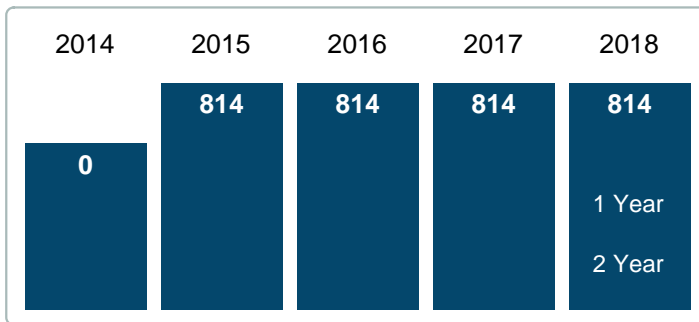


November 2018

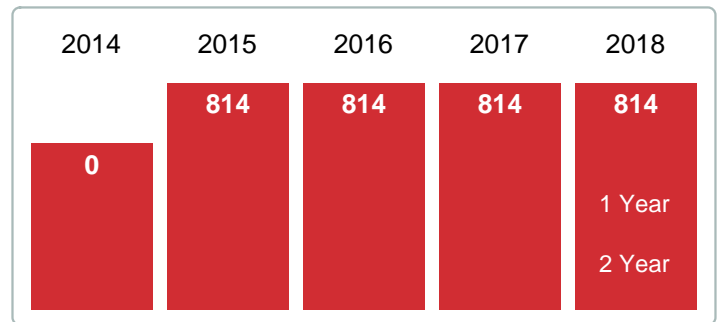
ACTIVE INVENTORY

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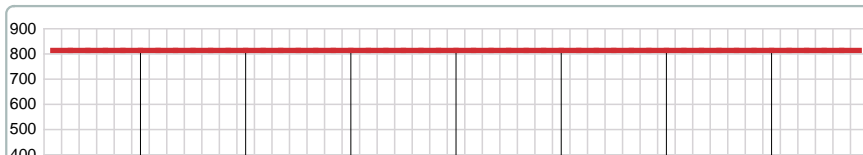
END OF NOVEMBER



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	55		6.76%	74.0	31	19	5	0
\$40,001 \$70,000	108		13.27%	83.0	47	58	3	0
\$70,001 \$110,000	136		16.71%	83.5	30	90	15	1
\$110,001 \$190,000	203		24.94%	85.0	31	138	30	4
\$190,001 \$290,000	123		15.11%	86.0	14	70	34	5
\$290,001 \$460,000	107		13.14%	93.0	10	57	36	4
\$460,001 and up	82		10.07%	101.5	1	29	37	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
Median Active Inventory Listing Price			\$149,000		\$75,250	\$139,900	\$262,250	\$465,000

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November 2018



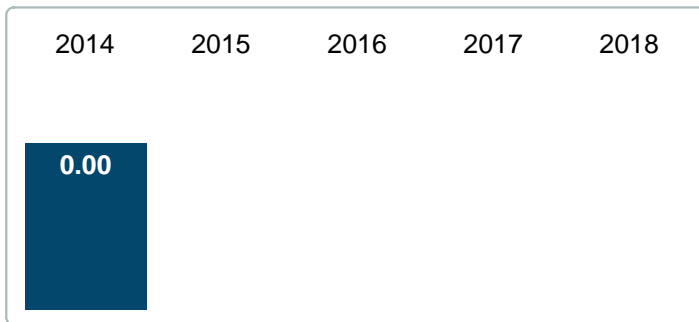
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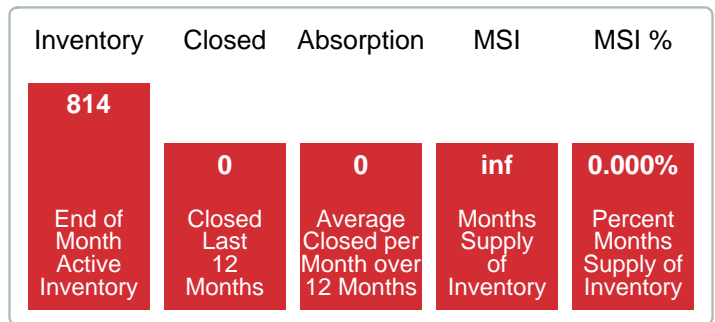
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



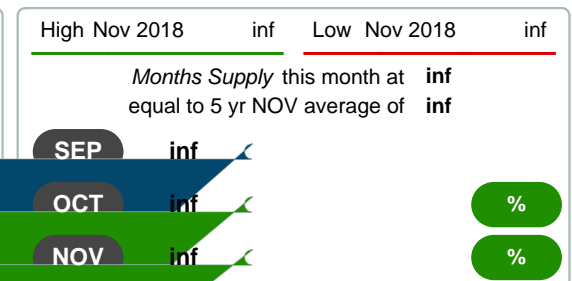
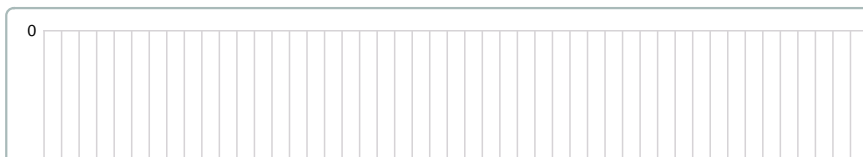
INDICATORS FOR NOVEMBER 2018



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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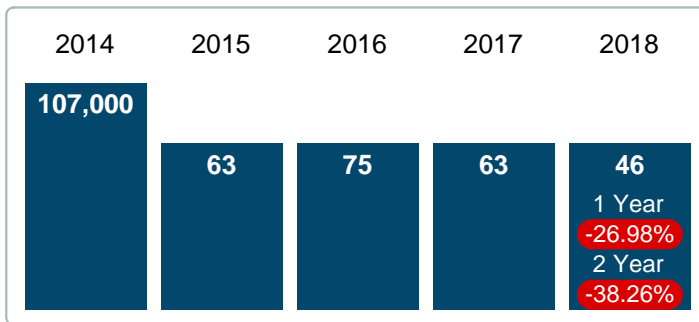


November 2018

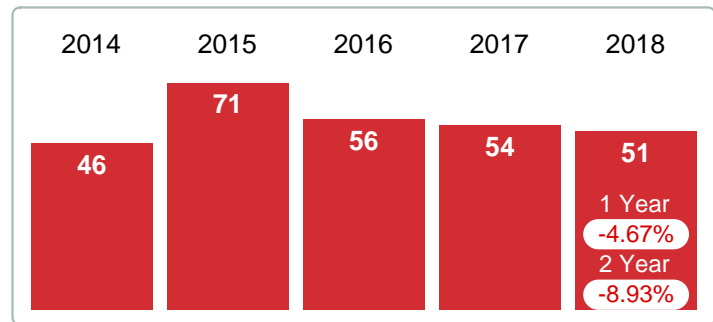
MEDIAN DAYS ON MARKET TO SALE

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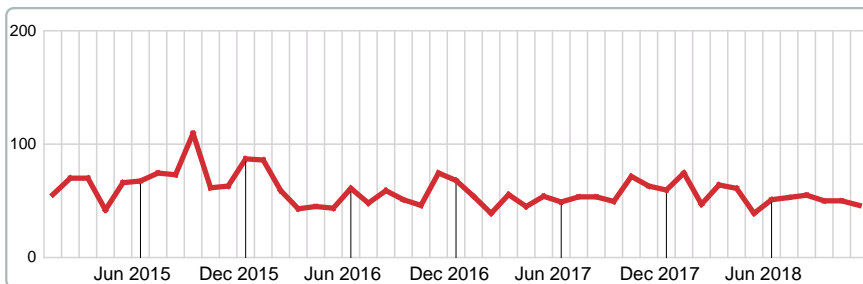
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 21,449

High Sep 2015 110 Low May 2018 39

Median Days on Market to Sale this month at 46
below the 5 yr NOV average of 21,449

SEP	50		
OCT	50		0.00%
NOV	46		-8.00%

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
\$30,000 and less	8	10.13%	30	57	10	0	0
\$30,001 \$60,000	10	12.66%	58	39	65	0	0
\$60,001 \$70,000	7	8.86%	65	65	77	0	0
\$70,001 \$130,000	21	26.58%	44	35	59	44	32
\$130,001 \$230,000	15	18.99%	57	0	43	0	181
\$230,001 \$360,000	10	12.66%	25	0	24	21	113
\$360,001 and up	8	10.13%	35	0	49	3	0
Median Closed DOM	46			40	47	21	113
Total Closed Units	79	100%	46.0	16	53	7	3
Total Closed Volume	13,173,229			931.60K	10.12M	1.50M	619.00K

November 2018



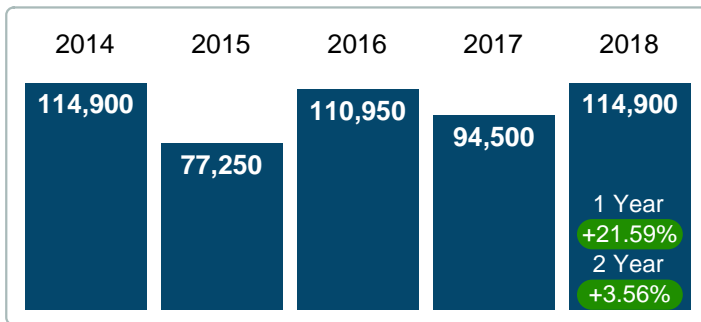
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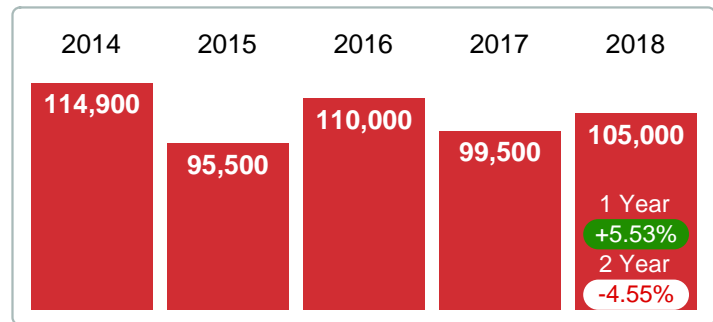
MEDIAN LIST PRICE AT CLOSING

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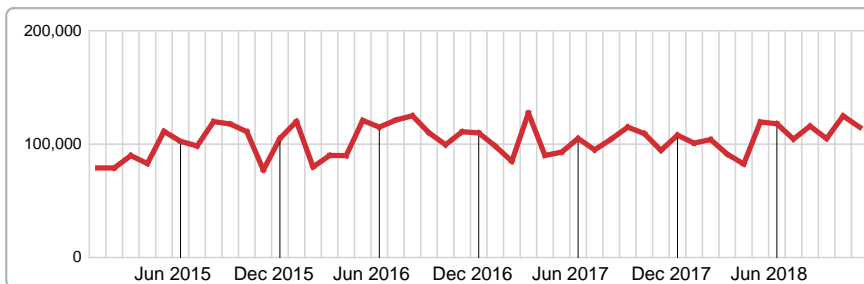
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 102,500

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

Median List Price at Closing this month at 114,900
above the 5 yr NOV average of 102,500

SEP	104,900	
OCT	124,900	19.07%
NOV	114,900	-8.01%

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
\$30,000 and less	5	6.33%	24,500	29,700	18,000	0	0
\$30,001 \$60,000	13	16.46%	44,900	45,450	44,900	0	0
\$60,001 \$70,000	5	6.33%	68,500	67,600	69,000	0	0
\$70,001 \$130,000	22	27.85%	104,450	94,500	112,000	86,992	119,000
\$130,001 \$230,000	15	18.99%	150,000	0	149,950	0	168,900
\$230,001 \$360,000	10	12.66%	257,500	0	255,000	254,500	359,500
\$360,001 and up	9	11.39%	450,000	0	450,000	419,500	0
Median List Price			114,900	62,900	139,900	249,000	168,900
Total Closed Units		100%	114,900	16	53	7	3
Total Closed Volume			14,347,942	1.03M	11.06M	1.61M	647.40K

November 2018



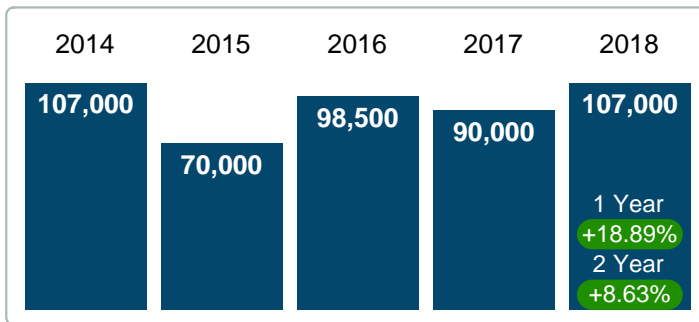
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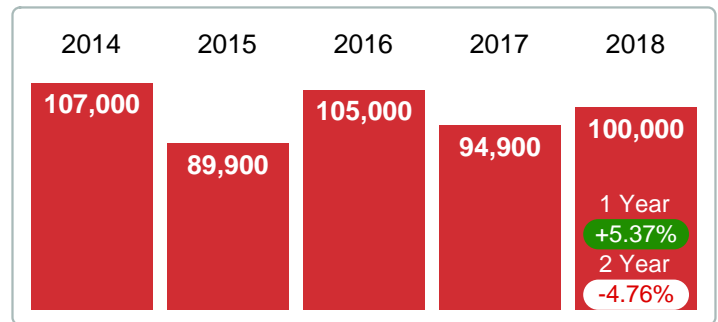
MEDIAN SOLD PRICE AT CLOSING

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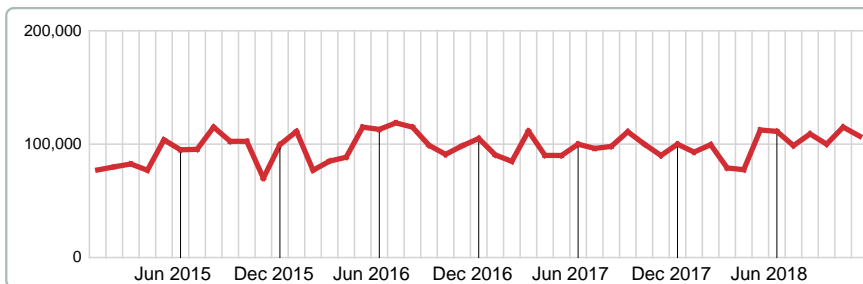
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

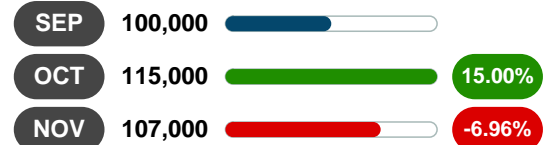


3 MONTHS

5 year NOV AVG = 94,500

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

Median Sold Price at Closing this month at **107,000**
above the 5 yr NOV average of **94,500**



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
\$30,000 and less	8	10.13%	24,000	25,000	19,250	0	0
\$30,001 - \$60,000	10	12.66%	52,500	54,300	48,500	0	0
\$60,001 - \$70,000	7	8.86%	67,500	63,000	68,250	0	0
\$70,001 - \$130,000	21	26.58%	100,000	90,000	110,950	80,779	105,000
\$130,001 - \$230,000	15	18.99%	164,500	0	156,250	0	165,000
\$230,001 - \$360,000	10	12.66%	265,250	0	260,000	250,500	349,000
\$360,001 and up	8	10.13%	417,500	0	425,000	410,000	0
Median Sold Price			107,000	60,250	135,000	240,000	165,000
Total Closed Units		100%	107,000	16	53	7	3
Total Closed Volume			13,173,229	931.60K	10.12M	1.50M	619.00K

November 2018



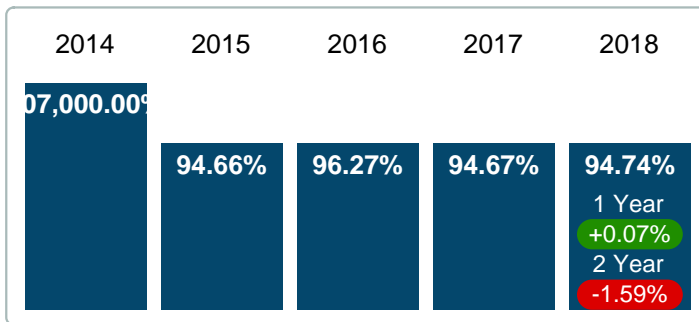
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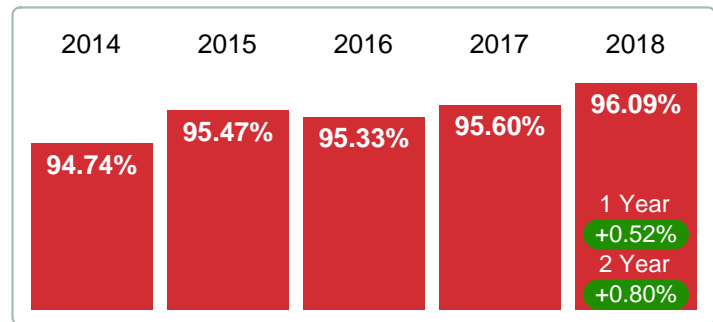
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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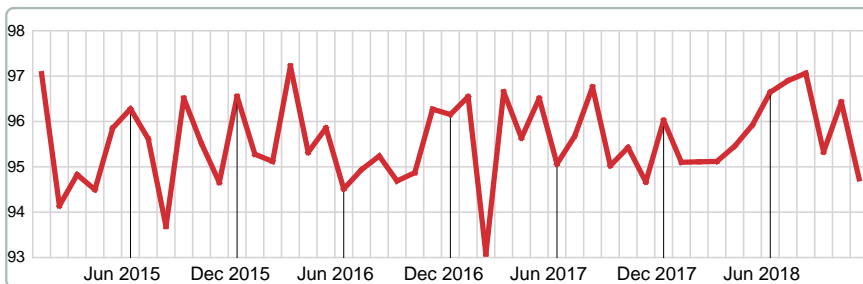
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 21,476.07%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **94.74%**
below the 5 yr NOV average of **21,476.07%**

SEP	95.33%	
OCT	96.43%	1.15%
NOV	94.74%	-1.75%

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
\$30,000 and less	8	10.13%	80.82%	77.44%	87.69%	0.00%	0.00%
\$30,001 \$60,000	10	12.66%	96.02%	96.38%	96.02%	0.00%	0.00%
\$60,001 \$70,000	7	8.86%	93.75%	93.75%	94.97%	0.00%	0.00%
\$70,001 \$130,000	21	26.58%	93.67%	90.91%	95.35%	92.86%	88.24%
\$130,001 \$230,000	15	18.99%	96.64%	0.00%	96.04%	0.00%	97.69%
\$230,001 \$360,000	10	12.66%	96.37%	0.00%	97.21%	96.35%	97.08%
\$360,001 and up	8	10.13%	95.42%	0.00%	96.40%	91.11%	0.00%
Median Sold/List Ratio		94.74%		90.91%	95.54%	92.86%	97.08%
Total Closed Units		79	100%	16	53	7	3
Total Closed Volume		13,173,229		931.60K	10.12M	1.50M	619.00K

November 2018



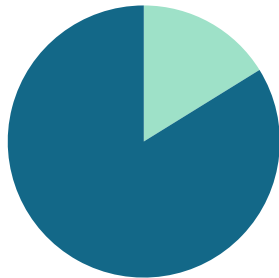
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



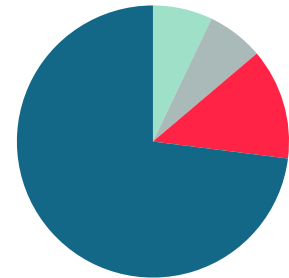
Inventory

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%
Median List Price	94,500	114,900	21.59%	99,500	105,000	5.53%
Median Sale Price	90,000	107,000	18.89%	94,900	100,000	5.37%
Median Percent of Selling Price to List Price	94.67%	94.74%	0.07%	95.60%	96.09%	0.52%
Median Days on Market to Sale	63.00	46.00	-26.98%	53.50	51.00	-4.67%
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

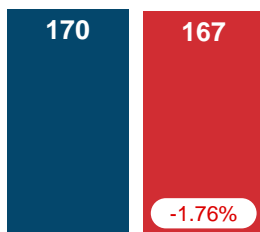
Inventory on November 30, 2018 = **814**

2017 **2018**

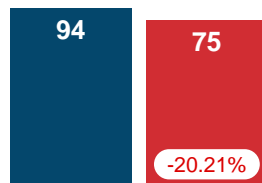
NOVEMBER MARKET

MEDIAN PRICES

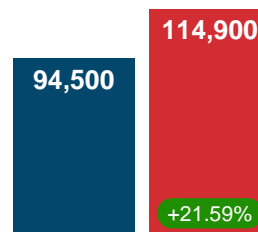
New Listings



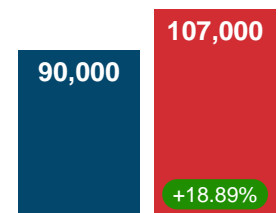
Pending Listings



List Price



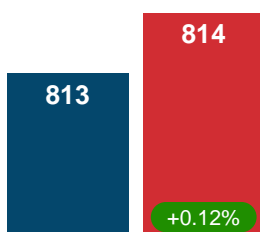
Sale Price



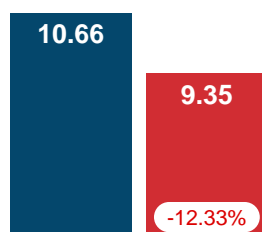
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

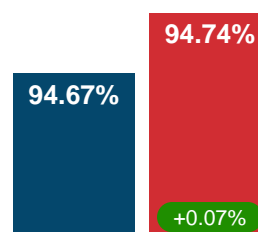
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

