

October 2018



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

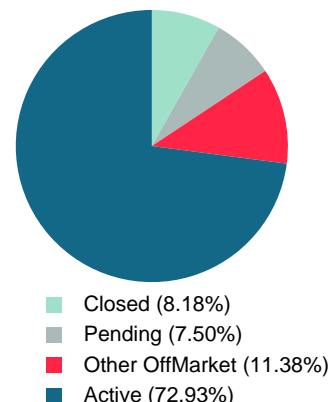


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/- %
Closed Listings	92	97	5.43%
Pending Listings	73	89	21.92%
New Listings	218	171	-21.56%
Average List Price	130,241	143,003	9.80%
Average Sale Price	122,689	137,328	11.93%
Average Percent of Selling Price to List Price	93.57%	95.58%	2.15%
Average Days on Market to Sale	74.04	60.12	-18.80%
End of Month Inventory	877	865	-1.37%
Months Supply of Inventory	11.46	10.01	-12.69%

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of October 31, 2018 = **865**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **1.37%** to 865 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 **10.01** 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 **11.93%** in October 2018 to \$137,328 versus the previous year at \$122,689.

Average Days on Market Shortens

The average number of **60.12** days that homes spent on the market before selling decreased by 13.92 days or **18.80%** in October 2018 compared to last year's same month at **74.04** DOM.

Sales Success for October 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 171 New Listings in October 2018, down **21.56%** from last year at 218. Furthermore, there were 97 Closed Listings this month versus last year at 92, a **5.43%** increase.

Closed versus Listed trends yielded a **56.7%** ratio, up from previous year's, October 2017, at **42.2%**, a **34.41%** 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

October 2018



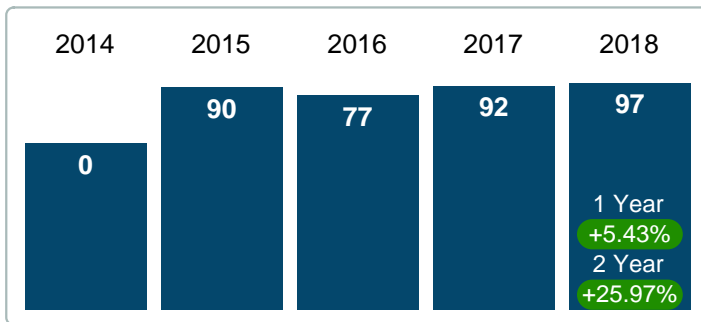
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



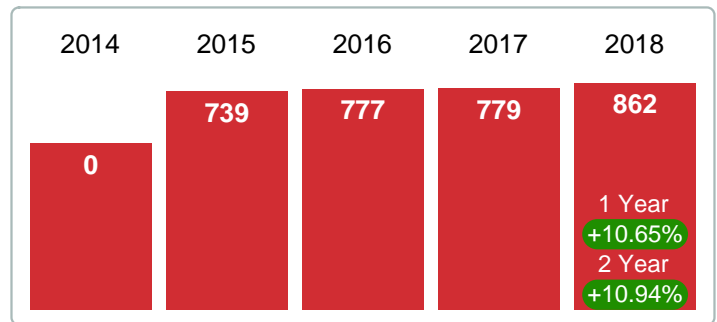
CLOSED LISTINGS

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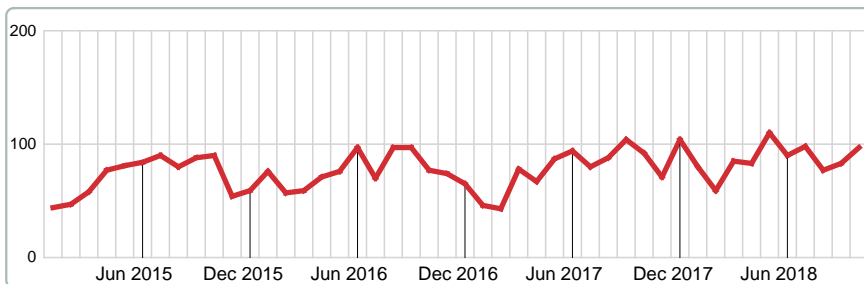
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

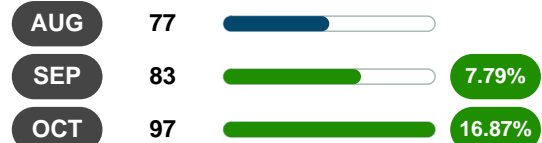


3 MONTHS

5 year OCT AVG = 71

High May 2018 110 Low Feb 2017 43

Closed Listings this month at **97**
above the 5 yr OCT average of **71**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5		5.15%	40.2	2	3	0	0
\$30,001 - \$60,000	15		15.46%	54.8	7	7	1	0
\$60,001 - \$80,000	16		16.49%	47.1	2	11	3	0
\$80,001 - \$140,000	23		23.71%	62.3	5	15	3	0
\$140,001 - \$180,000	12		12.37%	63.3	2	7	3	0
\$180,001 - \$260,000	16		16.49%	66.0	1	13	2	0
\$260,001 and up	10		10.31%	80.8	0	5	3	2
Total Closed Units			97		19	61	15	2
Total Closed Volume			13,320,769	100%	1.44M	8.55M	2.69M	640.00K
Average Closed Price			\$137,328		\$75,663	\$140,184	\$179,465	\$320,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

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October 2018



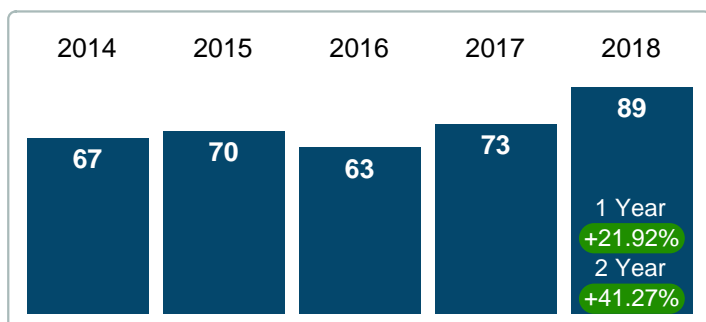
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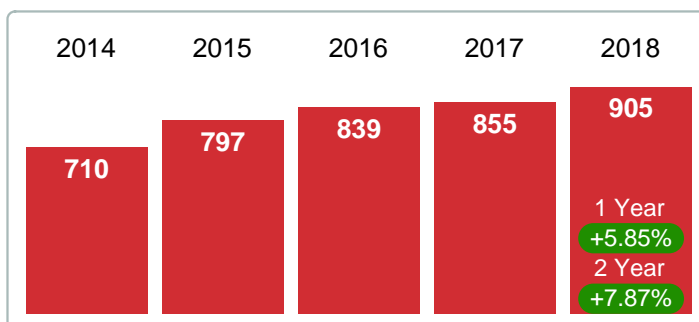
PENDING LISTINGS

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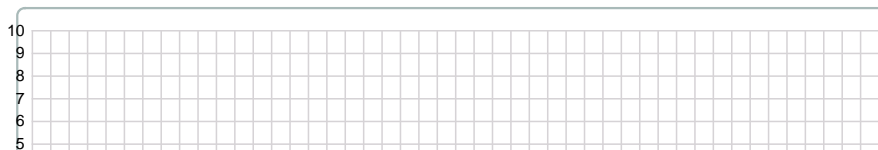
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 72

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at **89**
above the 5 yr OCT average of **72**

AUG 0
SEP 0
OCT 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		6.74%	38.8	2	4	0	0
\$30,001 - \$50,000	10		11.24%	77.2	3	6	1	0
\$50,001 - \$70,000	15		16.85%	69.2	4	11	0	0
\$70,001 - \$130,000	24		26.97%	51.4	4	13	6	1
\$130,001 - \$200,000	12		13.48%	67.8	2	9	0	1
\$200,001 - \$280,000	14		15.73%	74.5	1	11	2	0
\$280,001 and up	8		8.99%	54.6	0	4	4	0
Total Pending Units	89				16	58	13	2
Total Pending Volume	13,256,508			100%	1.36M	8.92M	2.69M	287.90K
Average Listing Price	\$144,676				\$85,231	\$153,712	\$206,892	\$143,950

October 2018



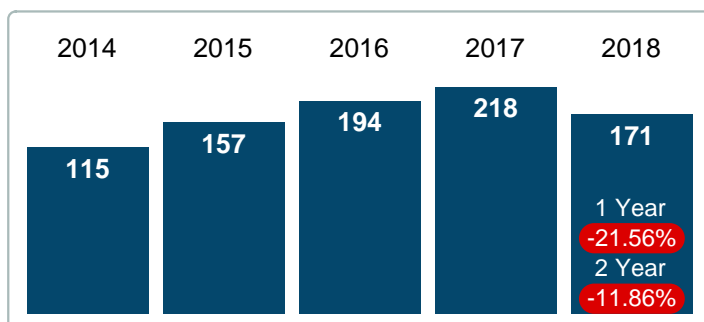
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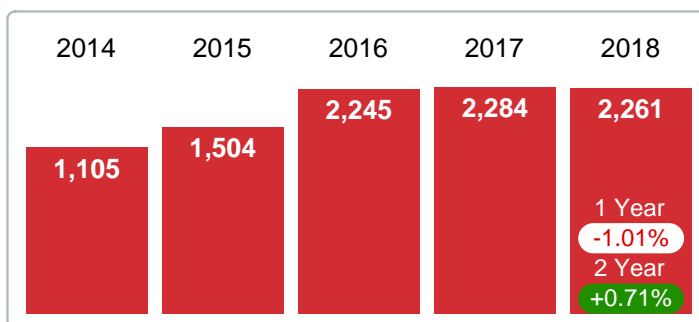
NEW LISTINGS

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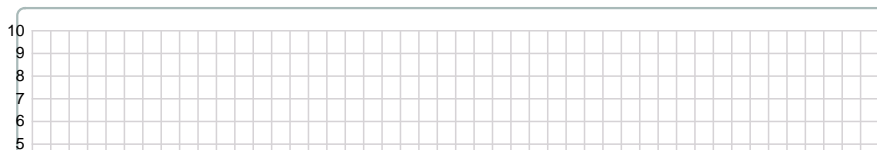
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 171

High Oct 2018 0 Low Oct 2018 0

New Listings this month at 171
equal to 5 yr OCT average of 171

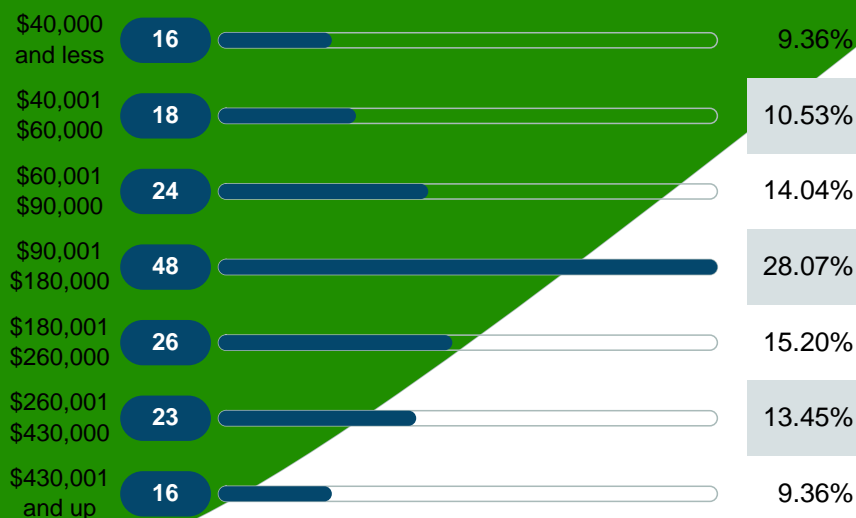
AUG 0
SEP 0
OCT 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

10	6	0	0
8	9	1	0
5	18	1	0
8	34	4	2
3	15	8	0
0	9	14	0
0	3	11	2

Total New Listed Units	171	
Total New Listed Volume	34,110,743	100%
Average New Listed Listing Price	\$132,549	

34	94	39	4
2.64M	14.50M	14.95M	2.02M
\$77,704	\$154,217	\$383,451	\$504,450

Contact: MLS Technology Inc.

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October 2018



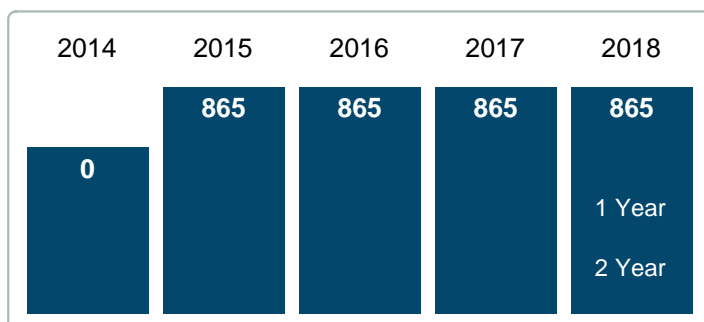
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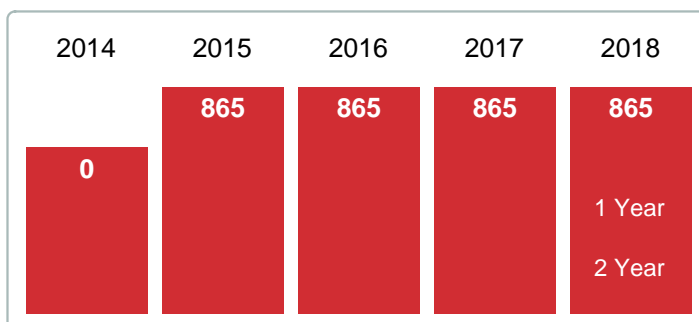
ACTIVE INVENTORY

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

END OF OCTOBER



ACTIVE DURING OCTOBER

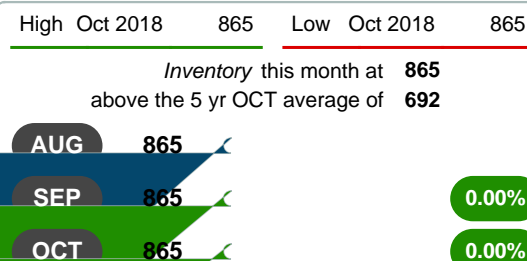


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 692



Distribution of Inventory by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	18			2.08%	67.2	12	5	1	0
\$25,001 - \$75,000	171			19.77%	82.4	72	90	8	1
\$75,001 - \$100,000	102			11.79%	97.9	25	65	12	0
\$100,001 - \$175,000	219			25.32%	91.6	32	160	24	3
\$175,001 - \$275,000	150			17.34%	85.4	13	89	40	8
\$275,001 - \$450,000	117			13.53%	82.7	13	59	40	5
\$450,001 and up	88			10.17%	78.8	1	31	42	14
Total Active Inventory by Units				865		168	499	167	31
Total Active Inventory by Volume				190,341,782	100%	18.66M	96.92M	57.17M	17.59M
Average Active Inventory Listing Price				\$220,048		\$111,060	\$194,236	\$342,341	\$567,397

October 2018



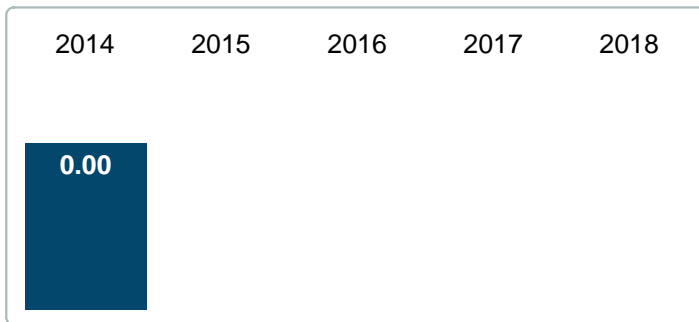
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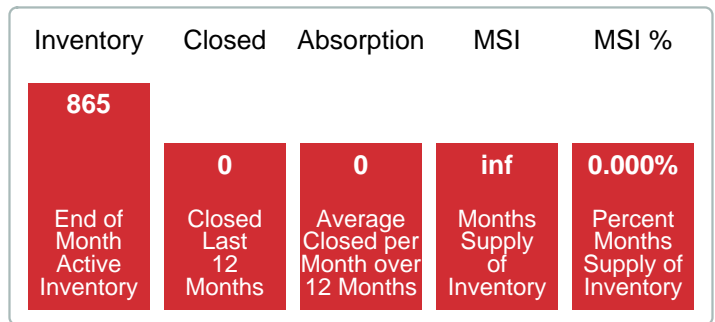
MONTHS SUPPLY of INVENTORY (MSI)

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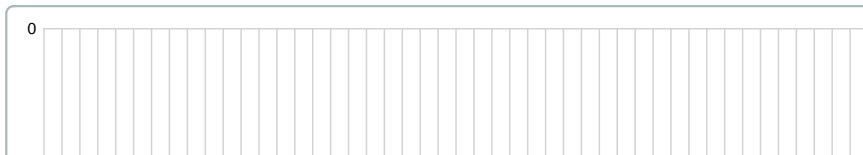
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

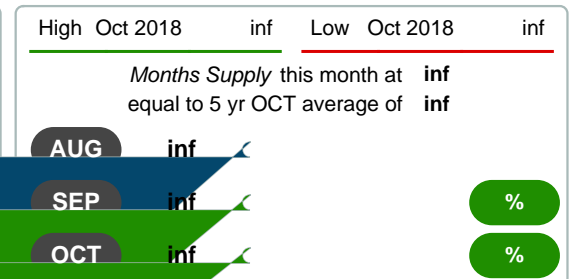


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	57		6.59%	4.07	4.99	3.29	3.00	6.00
\$40,001 \$70,000	114		13.18%	7.69	12.24	6.27	4.29	0.00
\$70,001 \$110,000	146		16.88%	7.86	8.25	8.11	5.33	0.00
\$110,001 \$190,000	223		25.78%	9.73	11.59	9.23	10.33	24.00
\$190,001 \$290,000	129		14.91%	12.79	42.00	10.94	13.88	12.00
\$290,001 \$450,000	108		12.49%	23.14	120.00	22.06	28.80	6.67
\$450,001 and up	88		10.17%	66.00	0.00	93.00	50.40	84.00
Market Supply of Inventory (MSI)			10.01		9.69	9.13	13.36	16.17
Total Active Inventory by Units			865	100%	168	499	167	31

October 2018



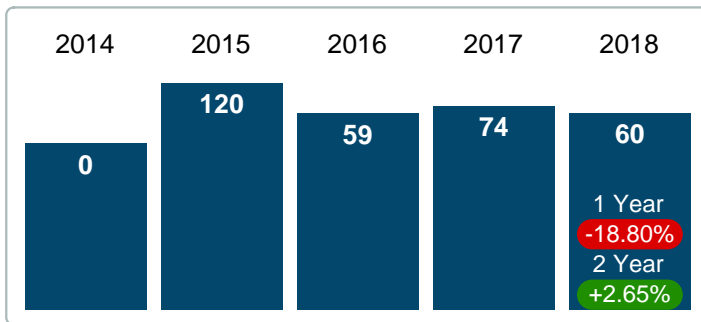
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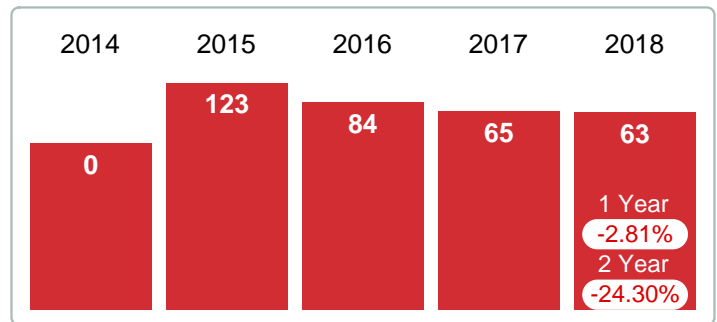
AVERAGE DAYS ON MARKET TO SALE

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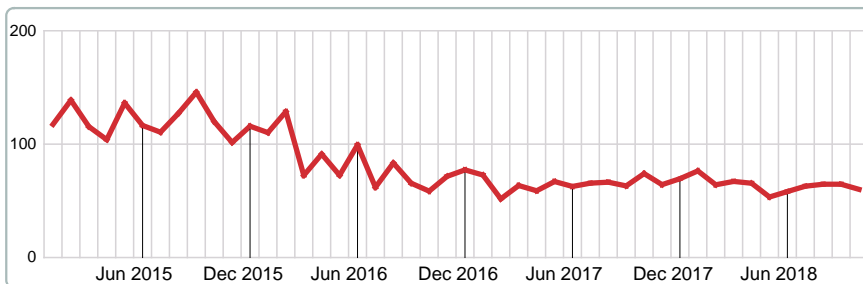
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 63

High Sep 2015 146 Low Feb 2017 52

Average Days on Market to Sale this month at 60
below the 5 yr OCT average of 63

AUG	65		
SEP	65		0.02%
OCT	60		-7.02%

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
\$30,000 and less	5			5.15%	40	85	10	0	0
\$30,001 - \$60,000	15			15.46%	55	52	44	147	0
\$60,001 - \$80,000	16			16.49%	47	63	42	56	0
\$80,001 - \$140,000	23			23.71%	62	57	64	65	0
\$140,001 - \$180,000	12			12.37%	63	109	51	61	0
\$180,001 - \$260,000	16			16.49%	66	105	64	60	0
\$260,001 and up	10			10.31%	81	0	76	69	110
Average Closed DOM					60	67	54	68	110
Total Closed Units				100%	60	19	61	15	2
Total Closed Volume					13,320,769	1.44M	8.55M	2.69M	640.00K

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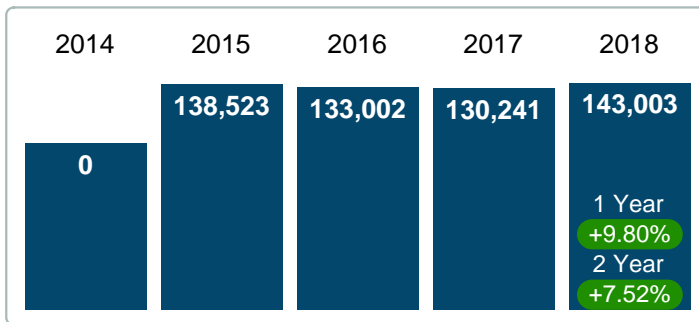
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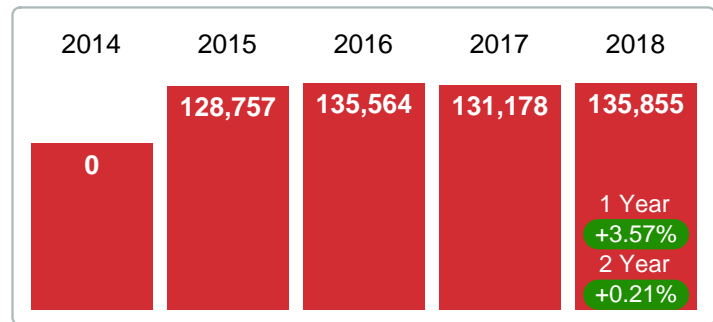
AVERAGE LIST PRICE AT CLOSING

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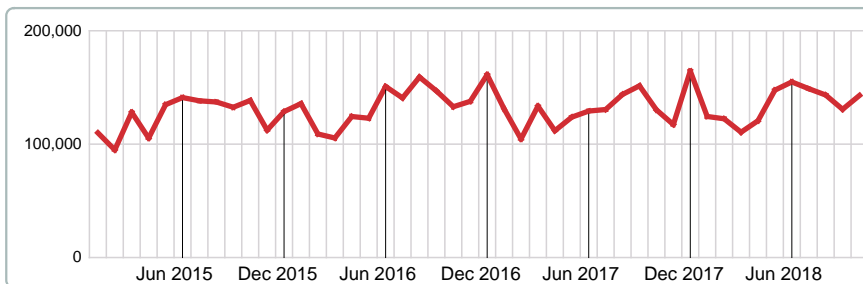
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

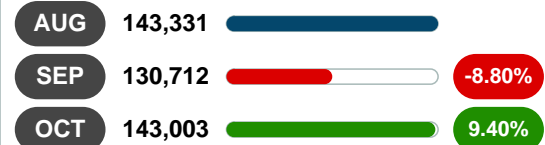


3 MONTHS

5 year OCT AVG = 108,954

High Dec 2017 164,470 Low Feb 2015 94,915

Average List Price at Closing this month at **143,003**
above the 5 yr OCT average of **108,954**



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
\$30,000 and less	5	5.15%	23,753	31,200	20,556	0	0
\$30,001 \$60,000	13	13.40%	46,385	43,871	54,371	39,900	0
\$60,001 \$80,000	19	19.59%	72,832	74,500	74,555	71,500	0
\$80,001 \$140,000	20	20.62%	111,445	104,780	119,547	101,467	0
\$140,001 \$180,000	13	13.40%	158,785	167,450	162,243	153,600	0
\$180,001 \$260,000	17	17.53%	209,453	198,000	211,246	213,500	0
\$260,001 and up	10	10.31%	391,189	0	380,980	445,997	334,500
Average List Price			143,003	82,911	144,957	185,639	334,500
Total Closed Units		100%	143,003	19	61	15	2
Total Closed Volume			13,871,254	1.58M	8.84M	2.78M	669.00K

October 2018



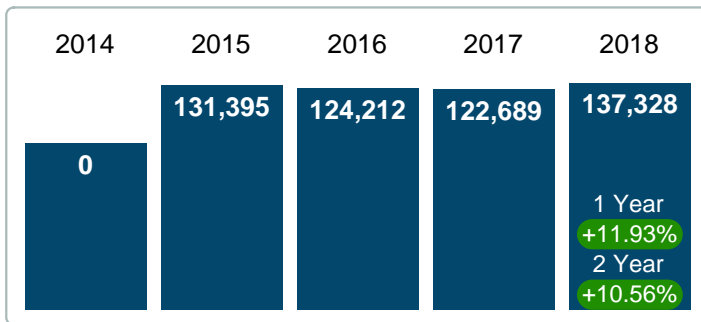
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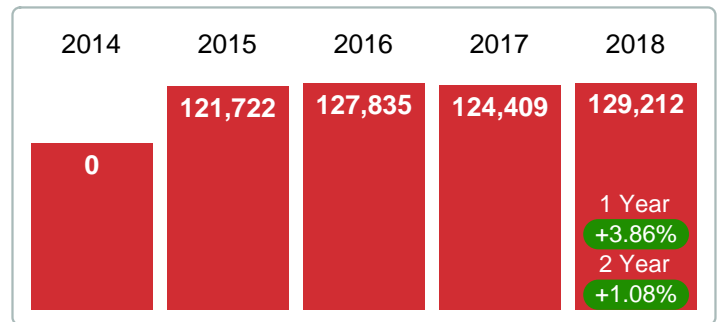
AVERAGE SOLD PRICE AT CLOSING

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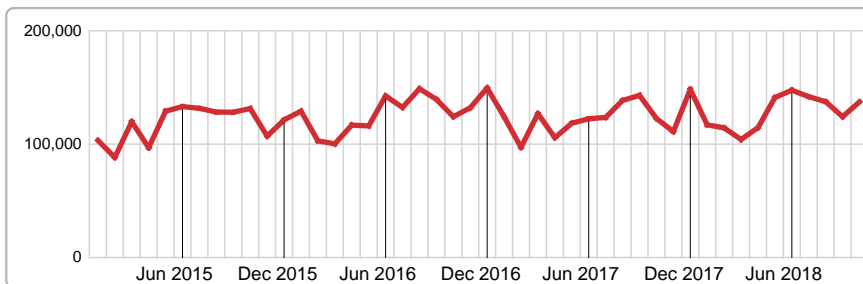
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 103,125

High Dec 2016 149,509 Low Feb 2015 88,322

Average Sold Price at Closing this month at **137,328**
above the 5 yr OCT average of **103,125**

AUG	137,423	
SEP	124,233	-9.60%
OCT	137,328	10.54%

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
\$30,000 and less	5			5.15%	25,360	28,000	23,600	0	0
\$30,001 \$60,000	15			15.46%	42,260	37,871	47,414	36,900	0
\$60,001 \$80,000	16			16.49%	70,683	69,000	72,377	65,592	0
\$80,001 \$140,000	23			23.71%	107,115	92,700	113,250	100,467	0
\$140,001 \$180,000	12			12.37%	157,183	165,000	160,314	144,667	0
\$180,001 \$260,000	16			16.49%	203,338	185,000	203,492	211,500	0
\$260,001 and up	10			10.31%	382,590	0	377,200	433,300	320,000
Average Sold Price					137,328	75,663	140,184	179,465	320,000
Total Closed Units				100%	137,328	19	61	15	2
Total Closed Volume					13,320,769	1.44M	8.55M	2.69M	640.00K

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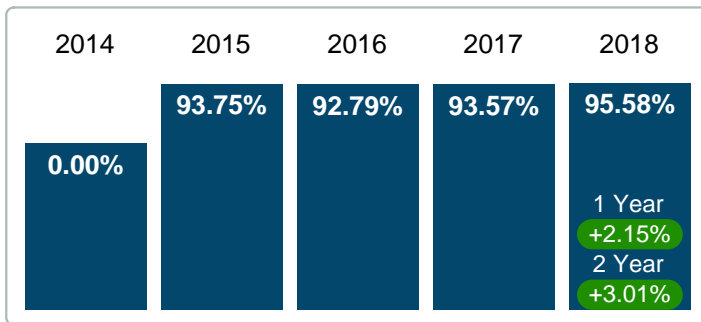
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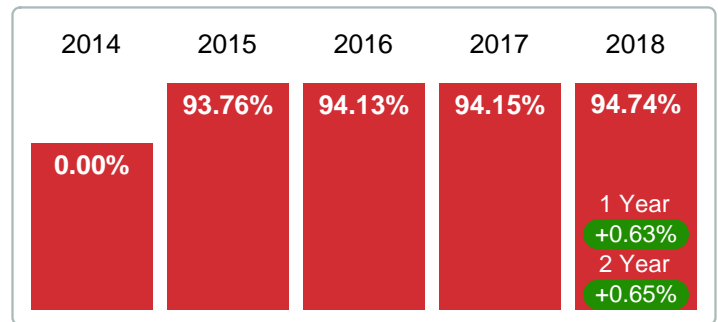
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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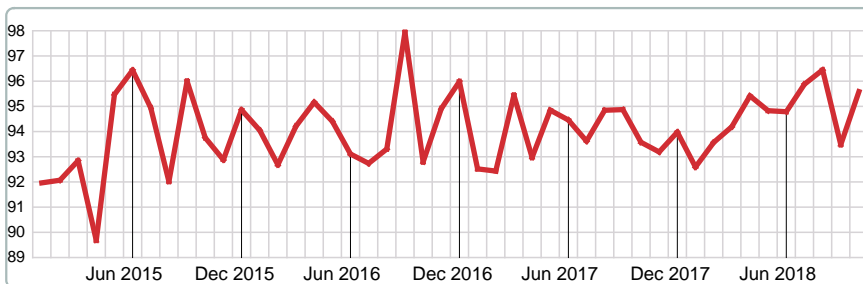
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

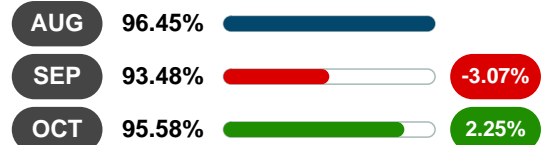


3 MONTHS

5 year OCT AVG = 75.14%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **95.58%**
above the 5 yr OCT average of **75.14%**



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
\$30,000 and less	5	5.15%	104.42%	89.63%	114.27%	0.00%	0.00%
\$30,001 - \$60,000	15	15.46%	88.76%	88.97%	88.03%	92.48%	0.00%
\$60,001 - \$80,000	16	16.49%	95.92%	92.54%	97.33%	92.98%	0.00%
\$80,001 - \$140,000	23	23.71%	94.83%	91.67%	94.94%	99.53%	0.00%
\$140,001 - \$180,000	12	12.37%	98.34%	98.56%	99.97%	94.40%	0.00%
\$180,001 - \$260,000	16	16.49%	96.48%	93.43%	96.34%	98.93%	0.00%
\$260,001 and up	10	10.31%	97.85%	0.00%	98.92%	97.55%	95.65%
Average Sold/List Ratio		95.60%		91.37%	96.73%	96.25%	95.65%
Total Closed Units		97	100%	19	61	15	2
Total Closed Volume		13,320,769		1.44M	8.55M	2.69M	640.00K

October 2018



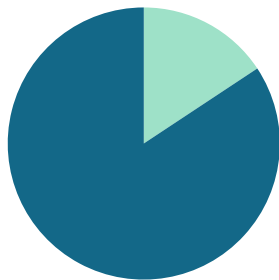
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

New Listings
171 = 15.70%

Start Inventory
918

Total Inventory Units
1,089

Volume
\$233,226,189

Market Activity

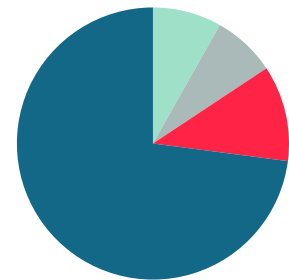
Closed Sales
97 = 8.18%

Pending Sales
89 = 7.50%

Other Off Market
135 = 11.38%

Active Inventory
865 = 72.93%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/- %	2017	2018	+/- %
Closed Sales	92	97	5.43%	779	862	10.65%
Pending Sales	73	89	21.92%	855	905	5.85%
New Listings	218	171	-21.56%	2,284	2,261	-1.01%
Average List Price	130,241	143,003	9.80%	131,178	135,855	3.57%
Average Sale Price	122,689	137,328	11.93%	124,409	129,212	3.86%
Average Percent of Selling Price to List Price	93.57%	95.58%	2.15%	94.15%	94.74%	0.63%
Average Days on Market to Sale	74.04	60.12	-18.80%	65.05	63.22	-2.81%
Monthly Inventory	877	865	-1.37%	877	865	-1.37%
Months Supply of Inventory	11.46	10.01	-12.69%	11.46	10.01	-12.69%

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

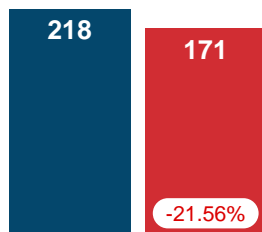
Inventory on October 31, 2018 = **865**

2017 **2018**

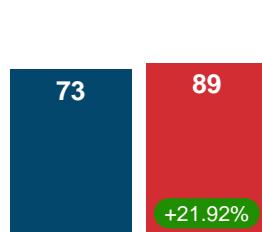
OCTOBER MARKET

AVERAGE PRICES

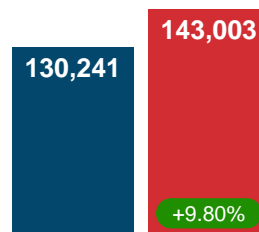
New Listings



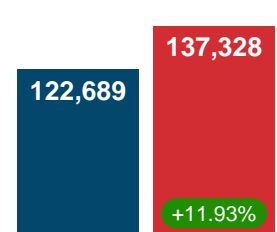
Pending Listings



List Price



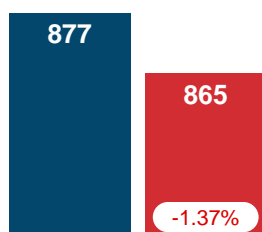
Sale Price



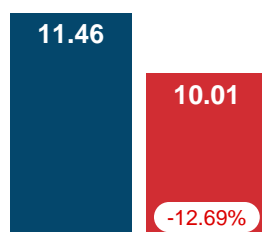
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

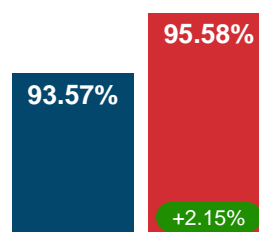
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

