

## October 2018



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

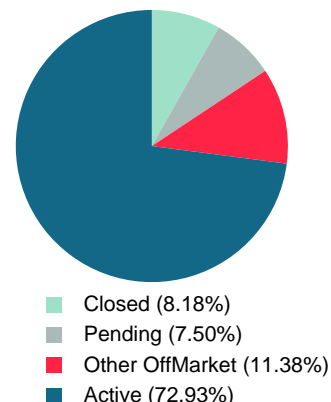


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	109,250	124,900	14.32%
Median Sale Price	100,000	115,000	15.00%
Median Percent of Selling Price to List Price	95.43%	96.43%	1.05%
Median Days on Market to Sale	71.50	50.00	-30.07%
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.

##### 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 **15.00%** in October 2018 to \$115,000 versus the previous year at \$100,000.

##### Median Days on Market Shortens

The median number of **50.00** days that homes spent on the market before selling decreased by 21.50 days or **30.07%** in October 2018 compared to last year's same month at **71.50** DOM.

##### Sales Success for October 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 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



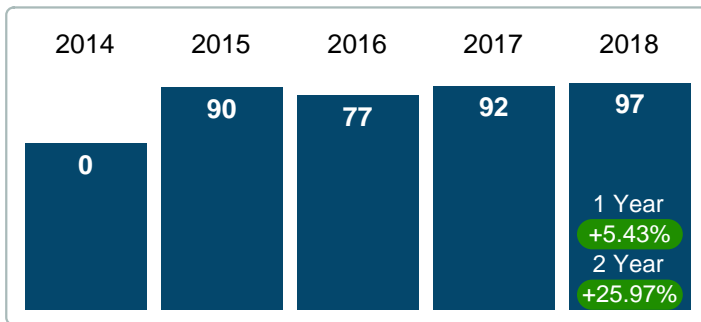
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



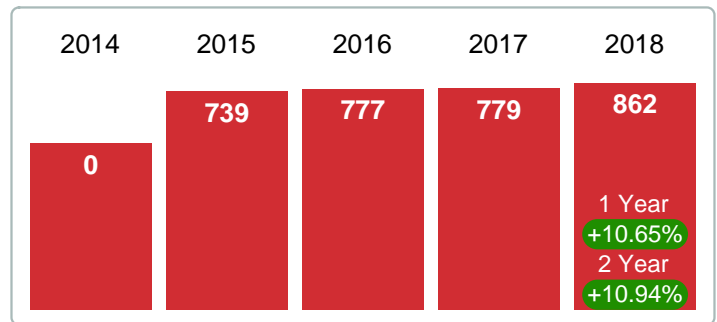
## CLOSED LISTINGS

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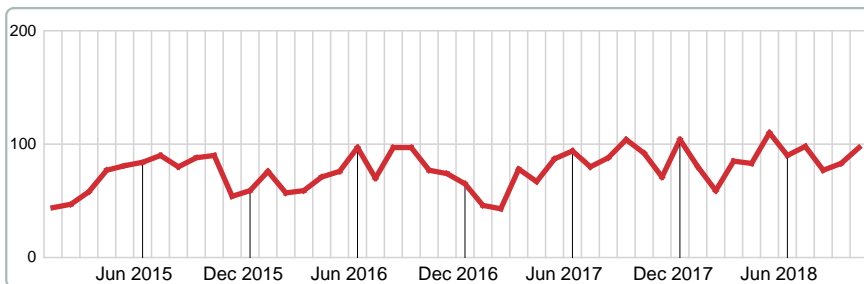
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

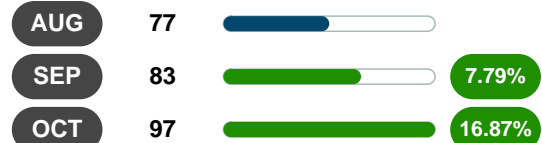


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	5.15%	20.0	2	3	0	0
\$30,001 - \$60,000	15	15.46%	48.0	7	7	1	0
\$60,001 - \$80,000	16	16.49%	37.5	2	11	3	0
\$80,001 - \$140,000	23	23.71%	51.0	5	15	3	0
\$140,001 - \$180,000	12	12.37%	42.0	2	7	3	0
\$180,001 - \$260,000	16	16.49%	72.5	1	13	2	0
\$260,001 and up	10	10.31%	85.0	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
Median Closed Price		\$115,000		\$65,000	\$125,000	\$142,000	\$320,000

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# October 2018



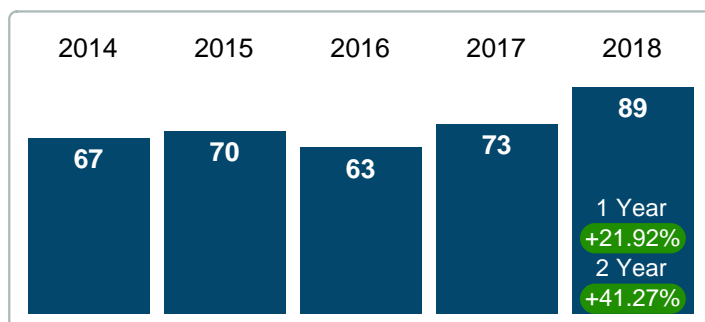
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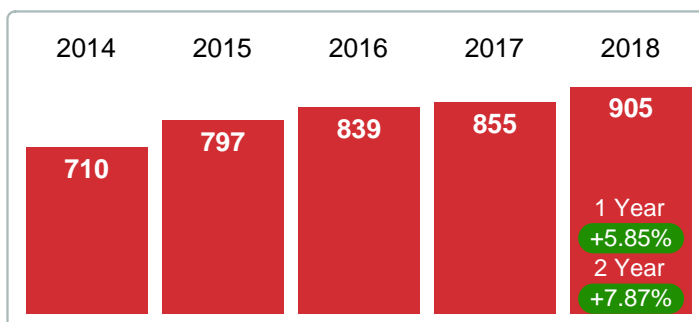
## PENDING LISTINGS

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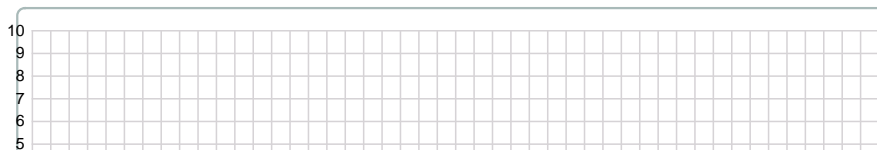
### OCTOBER



### 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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6		6.74%	27.0	2	4	0	0
\$30,001 - \$50,000	10		11.24%	70.0	3	6	1	0
\$50,001 - \$70,000	15		16.85%	36.0	4	11	0	0
\$70,001 - \$130,000	24		26.97%	41.0	4	13	6	1
\$130,001 - \$200,000	12		13.48%	45.5	2	9	0	1
\$200,001 - \$280,000	14		15.73%	80.0	1	11	2	0
\$280,001 and up	8		8.99%	12.0	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
Median Listing Price	\$110,000				\$67,600	\$116,200	\$119,200	\$143,950

# October 2018



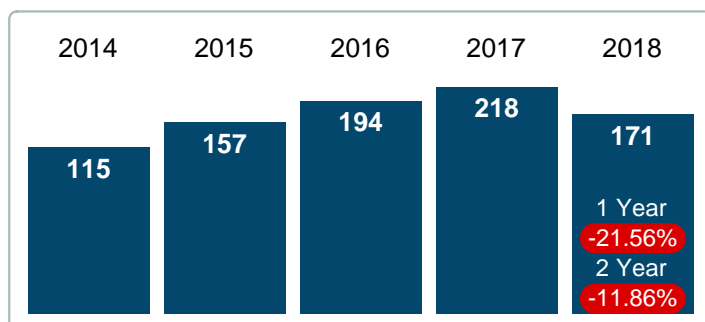
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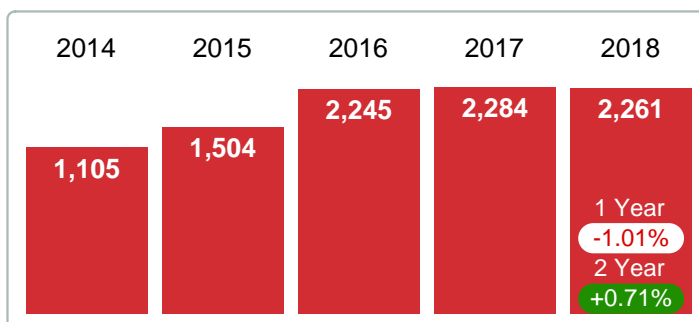
## NEW LISTINGS

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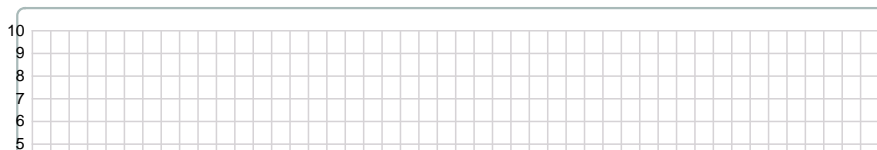
### OCTOBER



### 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

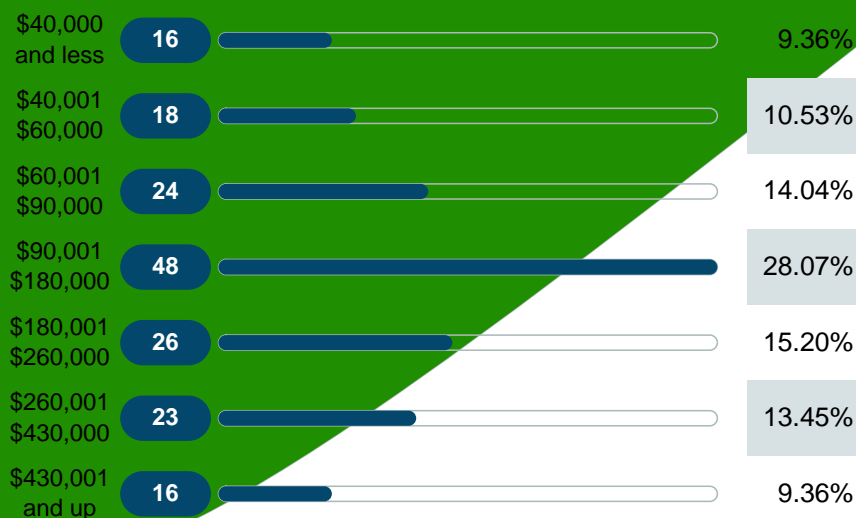
AUG 0  
SEP 0  
OCT 0

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%
Median New Listed Listing Price	\$139,000	

34	94	39	4
2.64M	14.50M	14.95M	2.02M
\$55,250	\$131,200	\$299,900	\$384,450

Contact: MLS Technology Inc.

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# October 2018



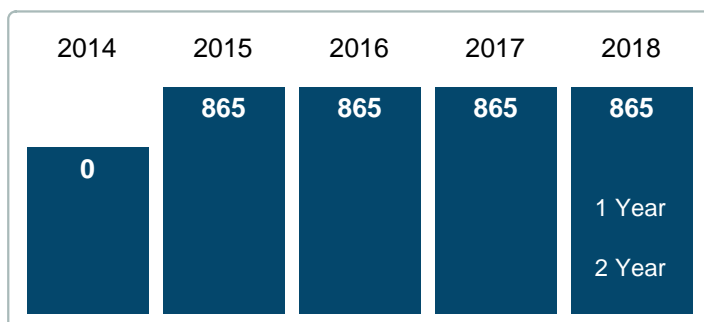
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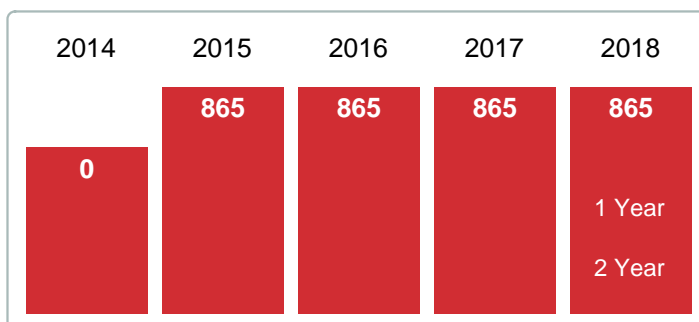
## ACTIVE INVENTORY

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

High Oct 2018 865 Low Oct 2018 865

Inventory this month at **865**  
above the 5 yr OCT average of **692**

**AUG** 865  
**SEP** 865  
**OCT** 865

0.00%

0.00%

Distribution of Inventory by Price Range				%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	57	<div></div>	6.59%	76.0	32	20	4	1	
\$40,001 \$70,000	114	<div></div>	13.18%	76.5	50	59	5	0	
\$70,001 \$110,000	146	<div></div>	16.88%	83.0	33	100	12	1	
\$110,001 \$190,000	223	<div></div>	25.78%	85.0	28	160	31	4	
\$190,001 \$290,000	129	<div></div>	14.91%	86.0	14	72	37	6	
\$290,001 \$450,000	108	<div></div>	12.49%	83.5	10	57	36	5	
\$450,001 and up	88	<div></div>	10.17%	73.5	1	31	42	14	
Total Active Inventory by Units		865	100%	82.0	168	499	167	31	
Total Active Inventory by Volume		190,341,782			18.66M	96.92M	57.17M	17.59M	
Median Active Inventory Listing Price		\$148,900			\$75,250	\$139,900	\$269,000	\$398,500	

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## October 2018



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Pushmataha, Sequoyah - Residential Property Type



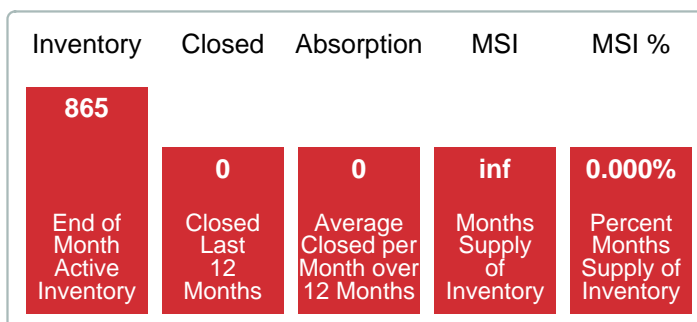
## MONTHS SUPPLY of INVENTORY (MSI)

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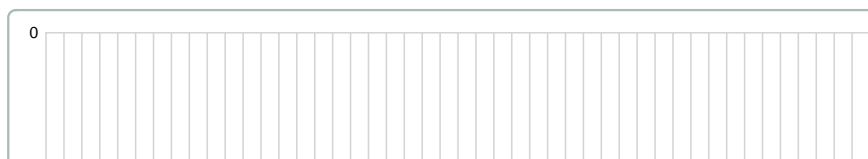
## MSI FOR OCTOBER



## INDICATORS FOR OCTOBER 2018

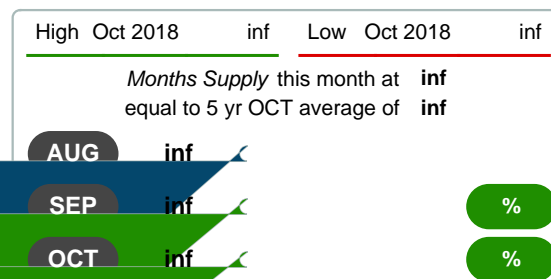


## 5 YEAR MARKET ACTIVITY TRENDS



## 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



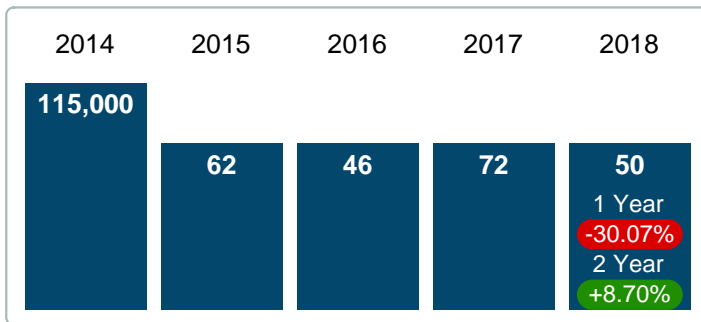
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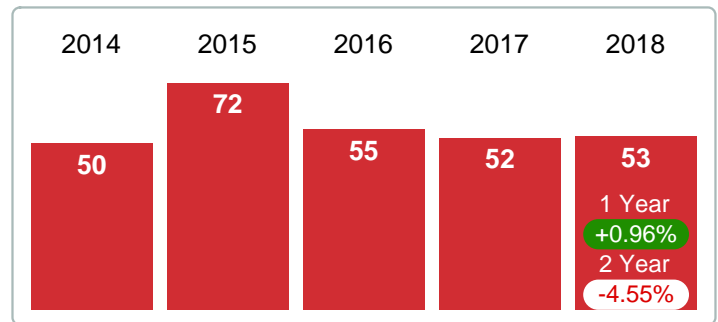
## MEDIAN DAYS ON MARKET TO SALE

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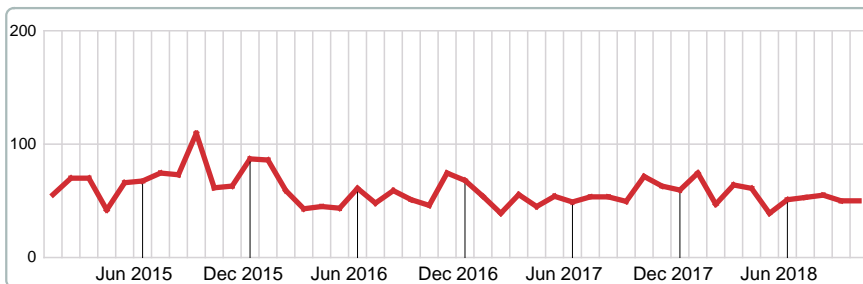
## OCTOBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 23,046

High Sep 2015 110 Low May 2018 39

Median Days on Market to Sale this month at 50  
below the 5 yr OCT average of 23,046

AUG	55		
SEP	50		-9.09%
OCT	50		0.00%

## MEDIAN DOM OF CLOSED SALES &amp; 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	5			5.15%	20	85	10	0	0
\$30,001 \$60,000	15			15.46%	48	48	36	147	0
\$60,001 \$80,000	16			16.49%	38	63	37	38	0
\$80,001 \$140,000	23			23.71%	51	33	51	63	0
\$140,001 \$180,000	12			12.37%	42	109	34	27	0
\$180,001 \$260,000	16			16.49%	73	105	69	60	0
\$260,001 and up	10			10.31%	85	0	81	67	110
Median Closed DOM		50				61	49	63	110
Total Closed Units		97		100%	50.0	19	61	15	2
Total Closed Volume		13,320,769				1.44M	8.55M	2.69M	640.00K



## October 2018



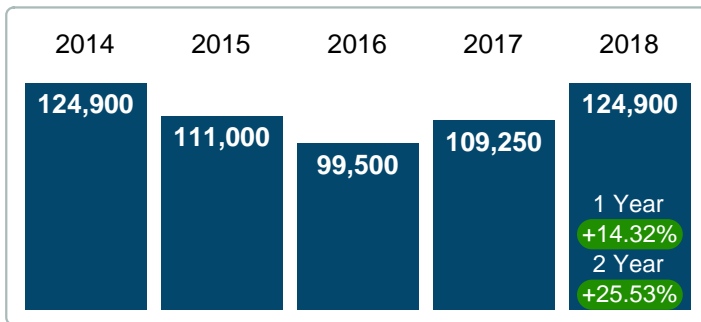
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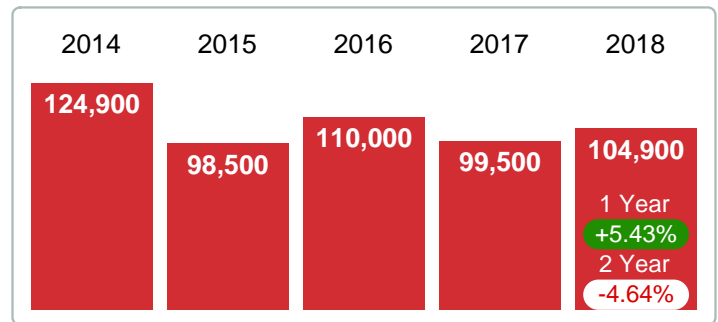
## MEDIAN LIST PRICE AT CLOSING

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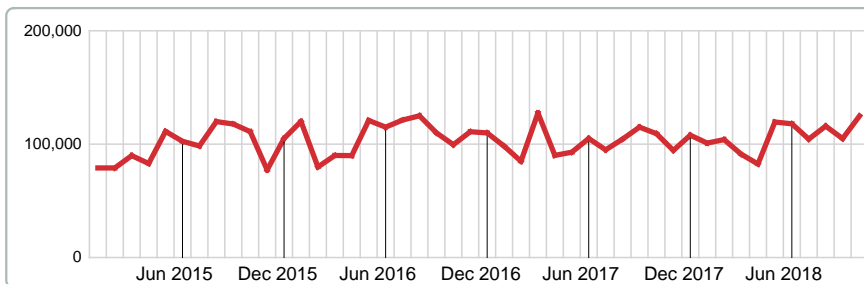
## OCTOBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS

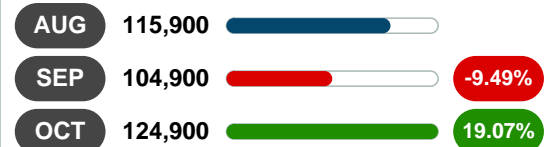


## 3 MONTHS

5 year OCT AVG = 113,910

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

Median List Price at Closing this month at **124,900**  
above the 5 yr OCT average of **113,910**



## MEDIAN LIST PRICE OF CLOSED SALES &amp; 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	5.15%	23,000	28,550	20,200	0	0
\$30,001 - \$60,000	13	13.40%	43,000	39,500	53,950	39,900	0
\$60,001 - \$80,000	19	19.59%	74,900	74,500	70,000	77,000	0
\$80,001 - \$140,000	20	20.62%	123,500	84,500	123,500	112,250	0
\$140,001 - \$180,000	13	13.40%	159,900	165,000	159,900	158,900	0
\$180,001 - \$260,000	17	17.53%	200,000	198,000	204,500	213,500	0
\$260,001 and up	10	10.31%	374,500	0	399,999	499,000	334,500
Median List Price			124,900	72,000	128,000	142,000	334,500
Total Closed Units		100%	124,900	19	61	15	2
Total Closed Volume			13,871,254	1.58M	8.84M	2.78M	669.00K



## October 2018



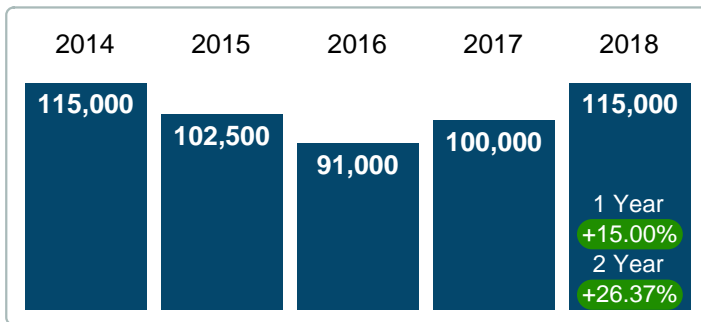
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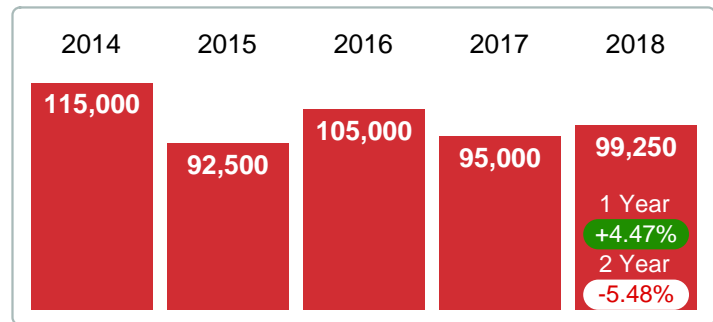
## MEDIAN SOLD PRICE AT CLOSING

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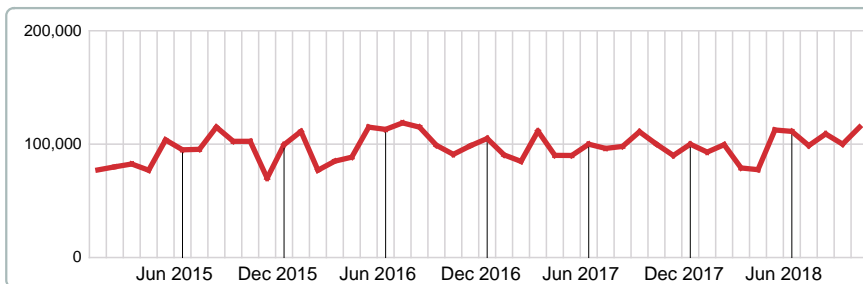
## OCTOBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS

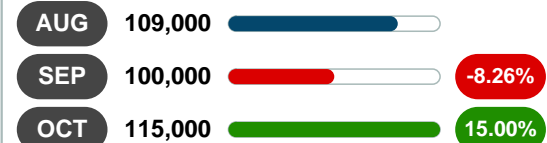


## 3 MONTHS

5 year OCT AVG = 104,700

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

Median Sold Price at Closing this month at 115,000  
above the 5 yr OCT average of 104,700



## MEDIAN SOLD PRICE OF CLOSED SALES &amp; 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	5	5.15%	26,000	28,000	23,000	0	0
\$30,001 - \$60,000	15	15.46%	43,000	33,500	45,000	36,900	0
\$60,001 - \$80,000	16	16.49%	69,250	69,000	74,900	65,625	0
\$80,001 - \$140,000	23	23.71%	115,000	84,500	117,500	86,000	0
\$140,001 - \$180,000	12	12.37%	160,000	165,000	160,000	142,000	0
\$180,001 - \$260,000	16	16.49%	196,750	185,000	199,500	211,500	0
\$260,001 and up	10	10.31%	365,000	0	395,000	475,000	320,000
Median Sold Price			115,000	65,000	125,000	142,000	320,000
Total Closed Units		100%	115,000	19	61	15	2
Total Closed Volume			13,320,769	1.44M	8.55M	2.69M	640.00K

## October 2018



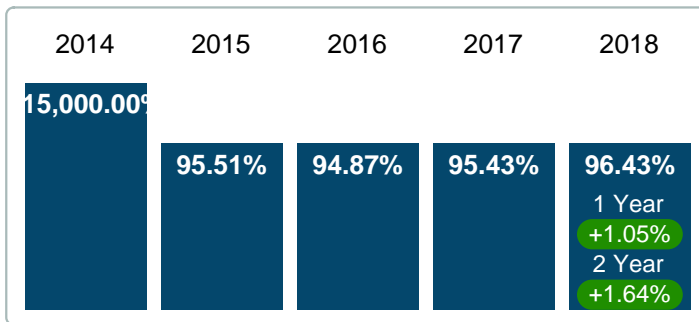
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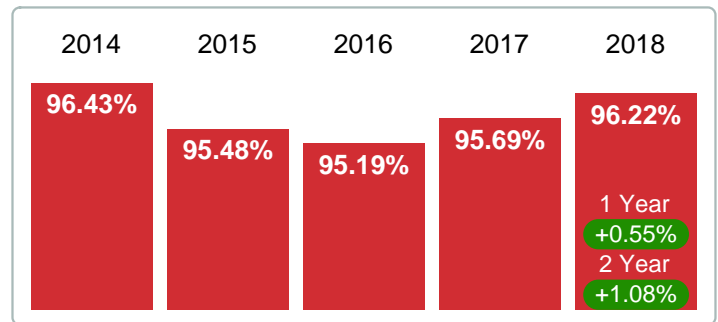
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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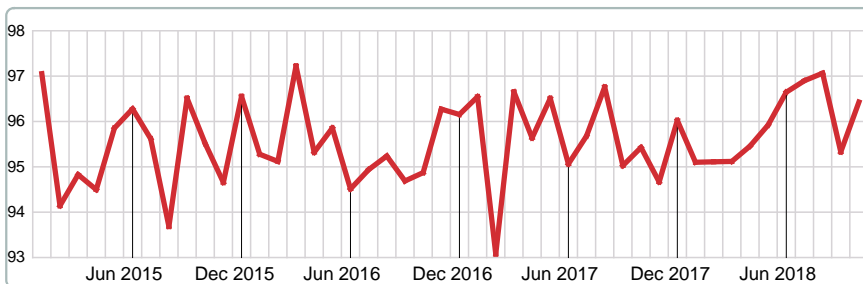
## OCTOBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS

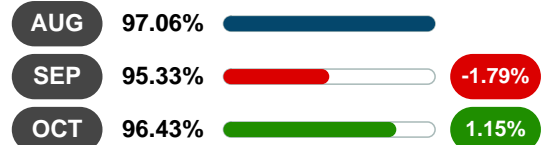


## 3 MONTHS

5 year OCT AVG = 23,076.45%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.43%**  
below the 5 yr OCT average of **23,076.45%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES &amp; 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	5	5.15%	107.21%	89.63%	113.86%	0.00%	0.00%
\$30,001 \$60,000	15	15.46%	91.43%	91.43%	88.86%	92.48%	0.00%
\$60,001 \$80,000	16	16.49%	97.40%	92.54%	100.00%	88.20%	0.00%
\$80,001 \$140,000	23	23.71%	96.43%	97.04%	94.08%	100.63%	0.00%
\$140,001 \$180,000	12	12.37%	95.79%	98.56%	94.99%	94.40%	0.00%
\$180,001 \$260,000	16	16.49%	97.06%	93.43%	97.13%	98.93%	0.00%
\$260,001 and up	10	10.31%	98.21%	0.00%	98.99%	97.50%	95.65%
Median Sold/List Ratio		96.43%		92.31%	96.59%	96.98%	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



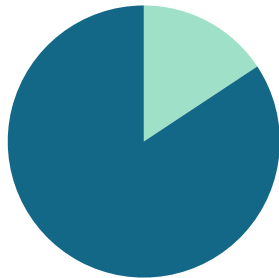
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



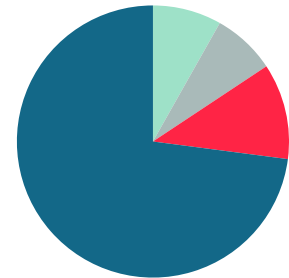
### Inventory

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%
Median List Price	109,250	124,900	14.32%	99,500	104,900	5.43%
Median Sale Price	100,000	115,000	15.00%	95,000	99,250	4.47%
Median Percent of Selling Price to List Price	95.43%	96.43%	1.05%	95.69%	96.22%	0.55%
Median Days on Market to Sale	71.50	50.00	-30.07%	52.00	52.50	0.96%
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

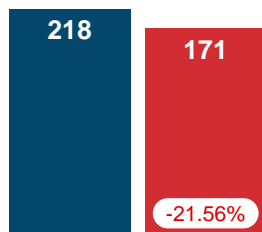
**Inventory** on October 31, 2018 = 865

2017 2018

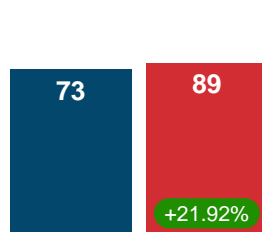
### OCTOBER MARKET

### MEDIAN PRICES

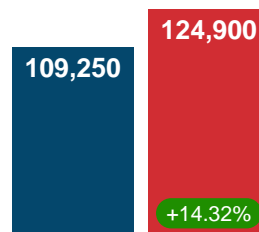
#### New Listings



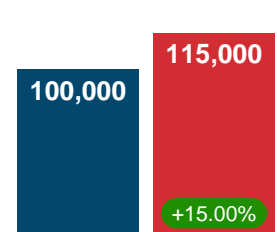
#### Pending Listings



#### List Price



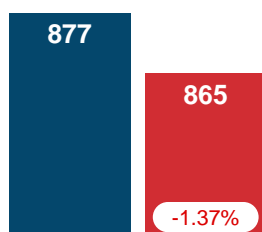
#### Sale Price



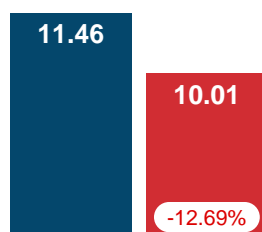
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

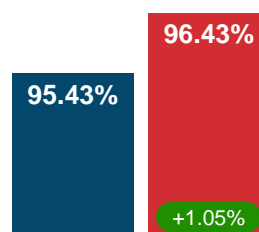
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

