

April 2019



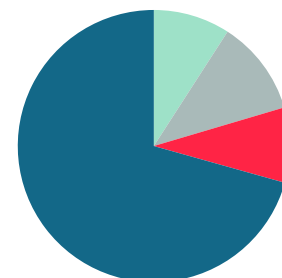
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	April 2019	+/-%
Closed Listings	83	100	20.48%
Pending Listings	110	124	12.73%
New Listings	238	239	0.42%
Median List Price	82,500	122,400	48.36%
Median Sale Price	77,500	117,500	51.61%
Median Percent of Selling Price to List Price	95.46%	96.44%	1.03%
Median Days on Market to Sale	61.00	30.50	-50.00%
End of Month Inventory	812	775	-4.56%
Months Supply of Inventory	9.49	9.02	-4.93%



■ Closed (9.12%)
■ Pending (11.30%)
■ Other OffMarket (8.93%)
■ Active (70.65%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of April 30, 2019 = **775**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **4.56%** to 775 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 **9.02** 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 **51.61%** in April 2019 to \$117,500 versus the previous year at \$77,500.

Median Days on Market Shortens

The median number of **30.50** days that homes spent on the market before selling decreased by 30.50 days or **50.00%** in April 2019 compared to last year's same month at **61.00** DOM.

Sales Success for April 2019 is Positive

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

There were 239 New Listings in April 2019, up **0.42%** from last year at 238. Furthermore, there were 100 Closed Listings this month versus last year at 83, a **20.48%** increase.

Closed versus Listed trends yielded a **41.8%** ratio, up from previous year's, April 2018, at **34.9%**, a **19.98%** 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

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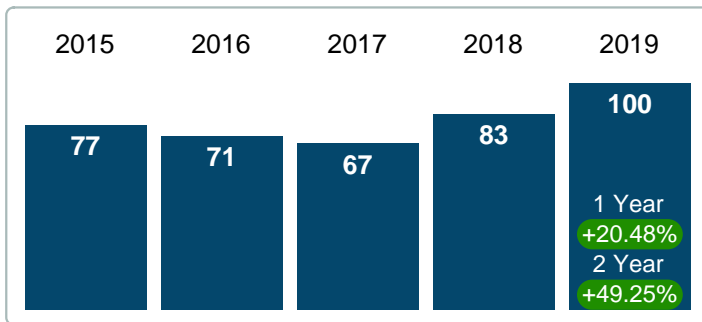
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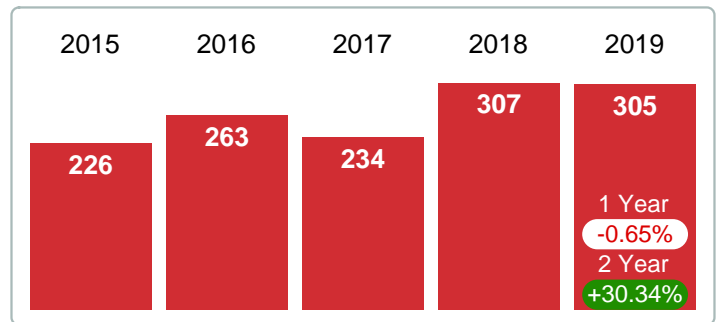
CLOSED LISTINGS

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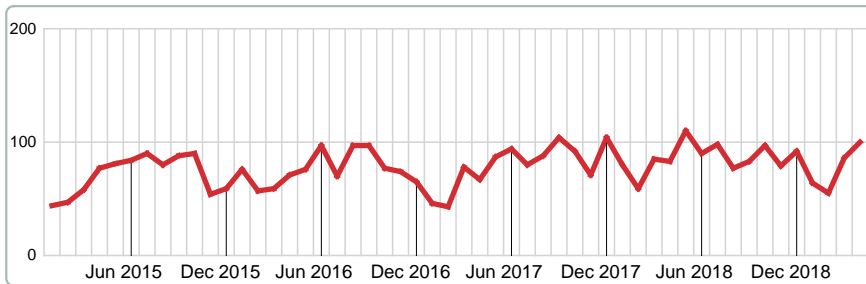
APRIL



YEAR TO DATE (YTD)

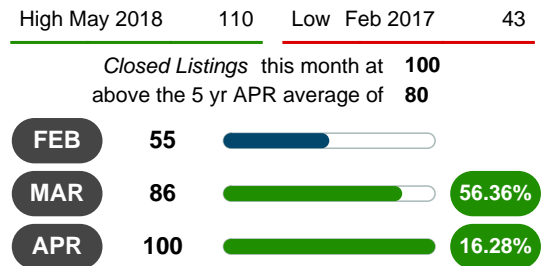


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 80



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	7	7.00%	37.0	2	3	2	0
\$30,001 - \$50,000	11	11.00%	37.0	1	9	1	0
\$50,001 - \$80,000	19	19.00%	20.0	4	13	2	0
\$80,001 - \$140,000	24	24.00%	21.5	4	19	1	0
\$140,001 - \$200,000	16	16.00%	47.0	0	12	4	0
\$200,001 - \$320,000	13	13.00%	46.0	0	7	5	1
\$320,001 and up	10	10.00%	8.0	0	5	4	1
Total Closed Units	100			11	68	19	2
Total Closed Volume	14,789,413	100%	30.5	724.29K	9.26M	4.14M	668.00K
Median Closed Price	\$117,500			\$69,750	\$115,000	\$169,000	\$334,000

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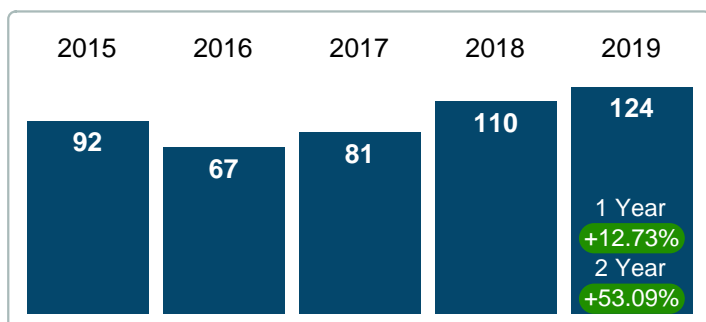
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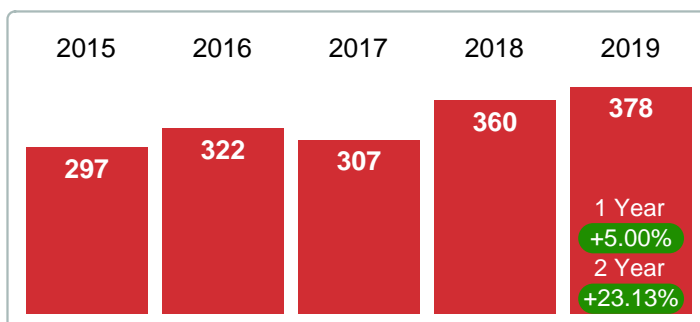
PENDING LISTINGS

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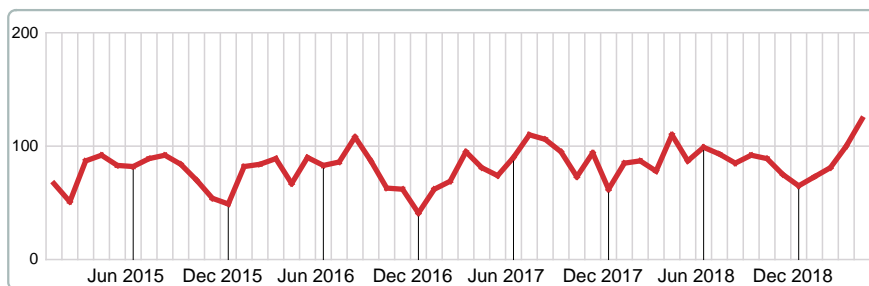
APRIL



YEAR TO DATE (YTD)

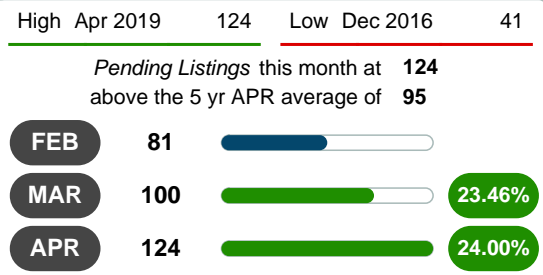


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 95



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	9.68%	34.5	5	5	2	0
\$40,001 - \$50,000	9	7.26%	28.0	5	4	0	0
\$50,001 - \$80,000	23	18.55%	34.0	7	15	1	0
\$80,001 - \$140,000	28	22.58%	86.0	7	19	2	0
\$140,001 - \$210,000	24	19.35%	46.5	3	14	5	2
\$210,001 - \$260,000	15	12.10%	45.0	0	8	7	0
\$260,001 and up	13	10.48%	25.0	1	6	4	2
Total Pending Units	124			28	71	21	4
Total Pending Volume	17,567,449	100%	37.5	2.48M	9.81M	3.98M	1.30M
Median Listing Price	\$124,950			\$67,450	\$125,000	\$217,500	\$259,950

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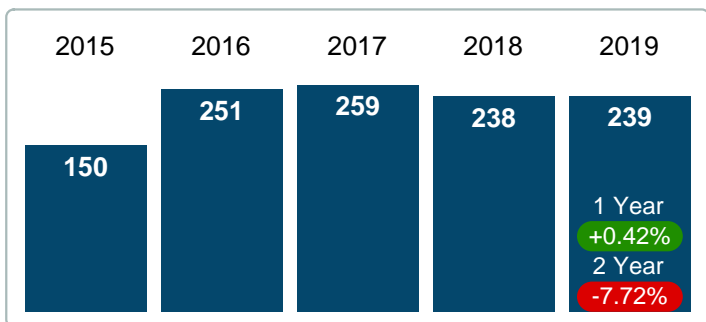
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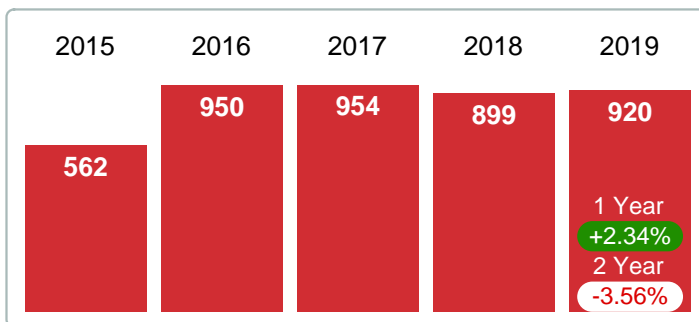
NEW LISTINGS

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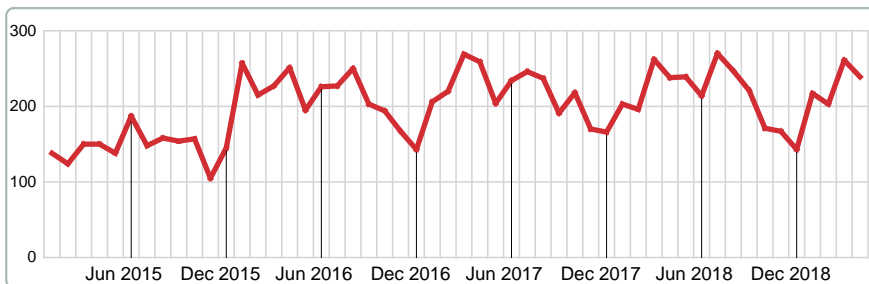
APRIL



YEAR TO DATE (YTD)

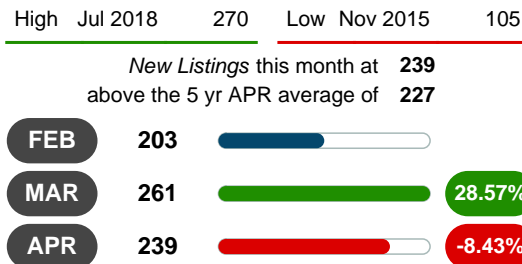


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 227



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	23	9.62%	12	11	0	0
\$40,001 - \$70,000	31	12.97%	13	17	1	0
\$70,001 - \$90,000	29	12.13%	7	19	2	1
\$90,001 - \$160,000	57	23.85%	13	33	10	1
\$160,001 - \$240,000	43	17.99%	4	27	10	2
\$240,001 - \$370,000	32	13.39%	4	15	12	1
\$370,001 and up	24	10.04%	0	10	12	2
Total New Listed Units	239		53	132	47	7
Total New Listed Volume	45,890,519	100%	5.20M	23.66M	14.64M	2.39M
Median New Listed Listing Price	\$138,500		\$75,000	\$135,200	\$250,000	\$215,000

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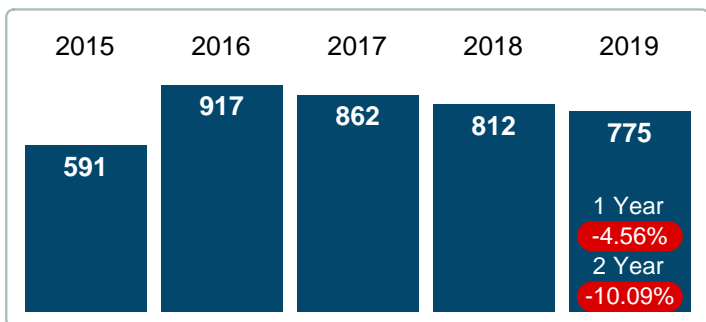
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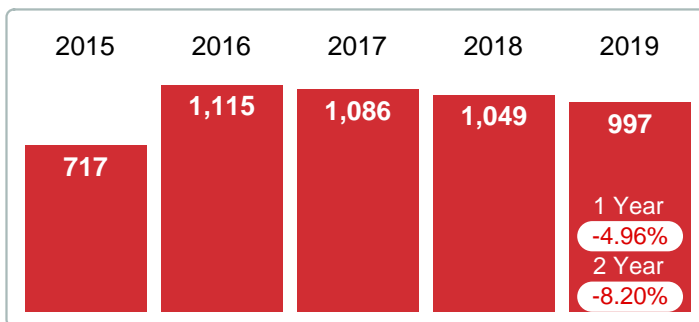
ACTIVE INVENTORY

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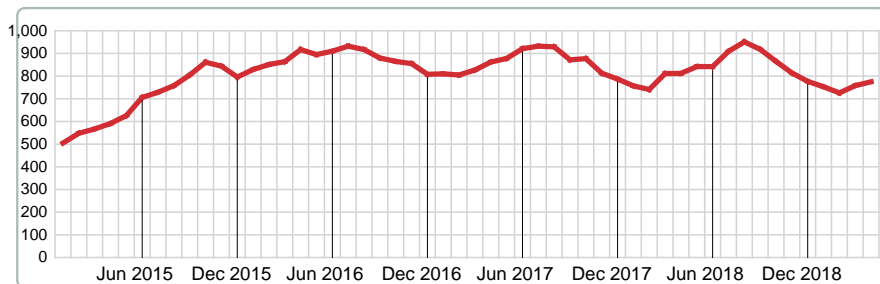
END OF APRIL



ACTIVE DURING APRIL

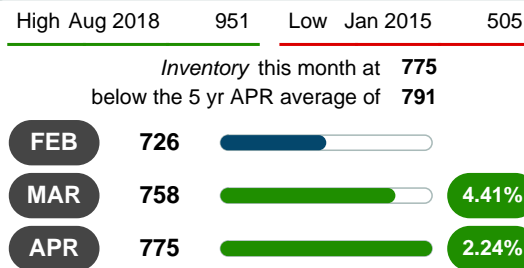


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 791



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$40,000 and less	66	8.52%	47.0	38	25	3	0	
\$40,001 - \$70,000	97	12.52%	60.0	38	55	4	0	
\$70,001 - \$100,000	125	16.13%	54.0	32	72	19	2	
\$100,001 - \$180,000	186	24.00%	56.0	25	127	32	2	
\$180,001 - \$290,000	123	15.87%	53.0	21	64	32	6	
\$290,001 - \$440,000	96	12.39%	72.0	10	50	31	5	
\$440,001 and up	82	10.58%	73.0	1	28	39	14	
Total Active Inventory by Units		775		165	421	160	29	
Total Active Inventory by Volume		168,726,090	100%	60.0	18.46M	80.72M	52.37M	17.17M
Median Active Inventory Listing Price		\$135,500			\$75,000	\$129,500	\$246,500	\$440,000

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MONTHS SUPPLY of INVENTORY (MSI)

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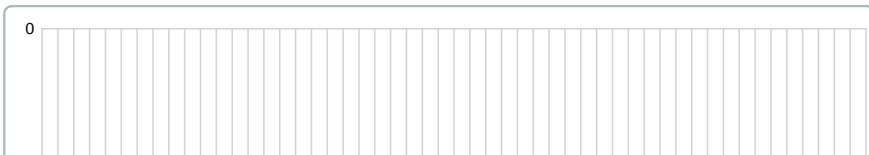
MSI FOR APRIL

2015	2016	2017	2018	2019
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INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
775	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	66	8.52%	5.62	7.02	4.84	2.57	0.00
\$40,001 - \$70,000	97	12.52%	7.10	11.12	6.06	3.69	0.00
\$70,001 - \$100,000	125	16.13%	7.98	8.35	7.08	11.40	0.00
\$100,001 - \$180,000	186	24.00%	7.59	10.34	6.93	9.85	4.00
\$180,001 - \$290,000	123	15.87%	9.65	36.00	7.68	9.85	10.29
\$290,001 - \$440,000	96	12.39%	17.19	0.00	16.22	19.58	5.45
\$440,001 and up	82	10.58%	41.00	6.00	37.33	52.00	42.00
Market Supply of Inventory (MSI)			9.02	10.42	7.67	12.55	12.00
Total Active Inventory by Units		100%	9.02	165	421	160	29

April 2019



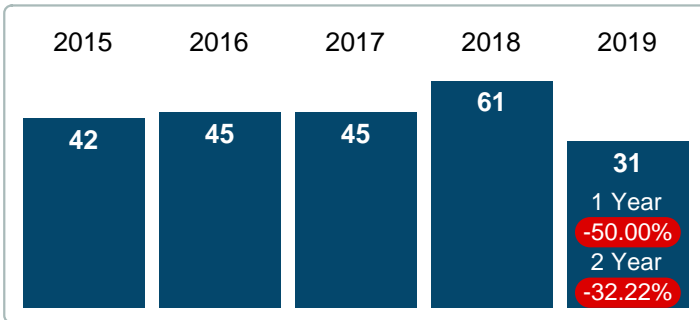
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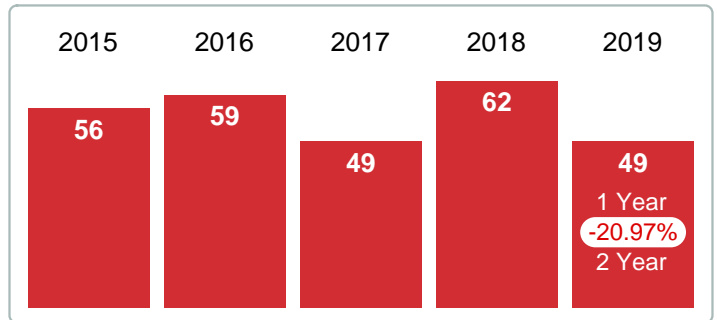
MEDIAN DAYS ON MARKET TO SALE

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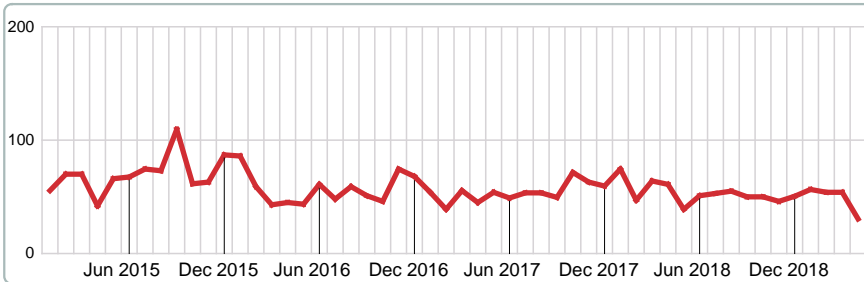
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

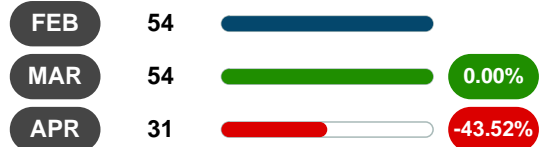


3 MONTHS

5 year APR AVG = 45

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 31 below the 5 yr APR average of 45



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	7.00%	37	82	65	21	0
\$30,001 - \$50,000	11.00%	37	10	37	163	0
\$50,001 - \$80,000	19.00%	20	19	19	81	0
\$80,001 - \$140,000	24.00%	22	14	23	59	0
\$140,001 - \$200,000	16.00%	47	0	34	128	0
\$200,001 - \$320,000	13.00%	46	0	53	40	46
\$320,001 and up	10.00%	8	0	44	5	11
Median Closed DOM		31	18	29	53	29
Total Closed Units	100%	100	11	68	19	2
Total Closed Volume		14,789,413	724.29K	9.26M	4.14M	668.00K

April 2019



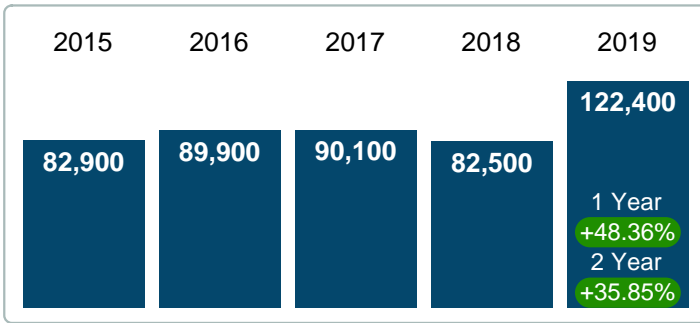
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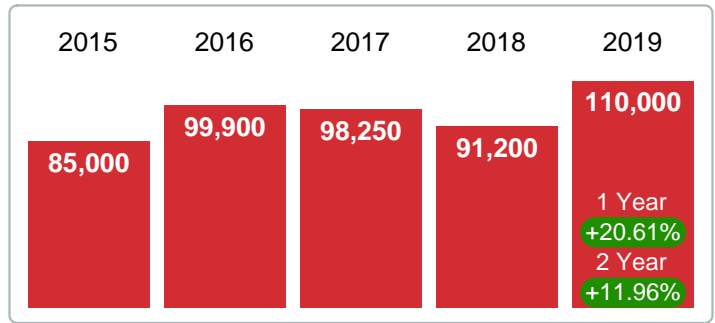
MEDIAN LIST PRICE AT CLOSING

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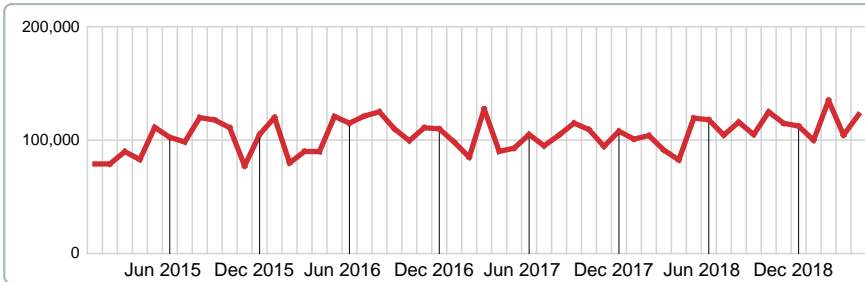
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 93,560

High Feb 2019 135,000 Low Nov 2015 77,250

Median List Price at Closing this month at **122,400** above the 5 yr APR average of **93,560**



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	8	8.00%	25,980	20,000	27,500	23,950	0
\$30,001 - \$50,000	9	9.00%	39,900	0	40,350	39,810	0
\$50,001 - \$80,000	17	17.00%	69,750	67,000	69,900	0	0
\$80,001 - \$140,000	27	27.00%	115,000	87,500	119,900	101,600	0
\$140,001 - \$200,000	16	16.00%	167,400	0	172,450	151,950	0
\$200,001 - \$320,000	12	12.00%	247,000	0	249,000	237,000	225,000
\$320,001 and up	11	11.00%	475,000	0	475,000	475,000	499,000
Median List Price			122,400	69,750	119,450	189,900	362,000
Total Closed Units		100%	122,400	11	68	19	2
Total Closed Volume			15,693,020	750.75K	9.84M	4.38M	724.00K

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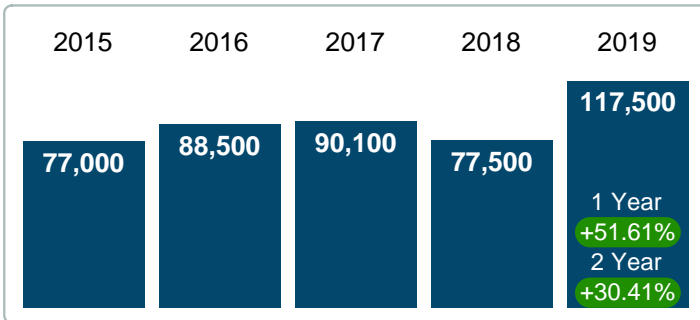
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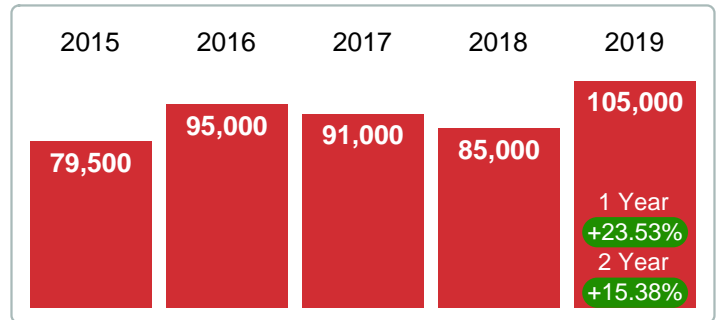
MEDIAN SOLD PRICE AT CLOSING

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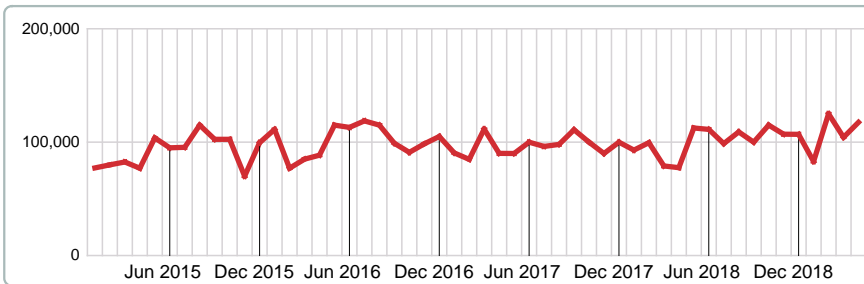
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 90,120

High Feb 2019 125,000 Low Nov 2015 70,000

Median Sold Price at Closing this month at 117,500 above the 5 yr APR average of 90,120



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	7.00%	22,503	20,000	27,100	26,252	0
\$30,001 - \$50,000	11.00%	38,000	30,040	40,000	36,500	0
\$50,001 - \$80,000	19.00%	70,000	66,375	70,000	77,500	0
\$80,001 - \$140,000	24.00%	115,000	91,250	115,000	124,000	0
\$140,001 - \$200,000	16.00%	165,950	0	168,450	149,250	0
\$200,001 - \$320,000	13.00%	240,000	0	240,000	255,000	208,000
\$320,001 and up	10.00%	418,500	0	370,000	451,000	460,000
Median Sold Price		117,500	69,750	115,000	169,000	334,000
Total Closed Units	100%	117,500	11	68	19	2
Total Closed Volume		14,789,413	724.29K	9.26M	4.14M	668.00K

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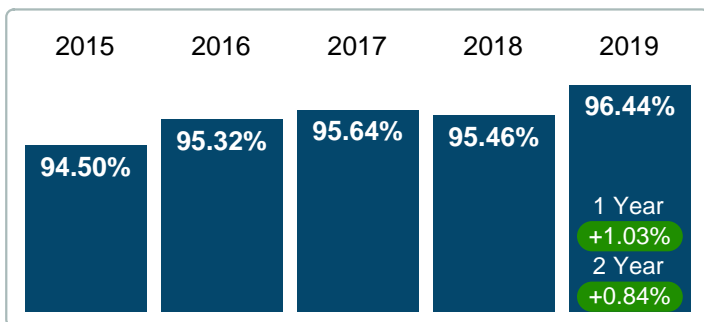
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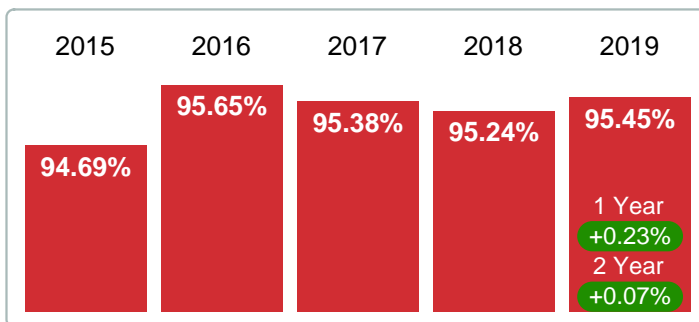
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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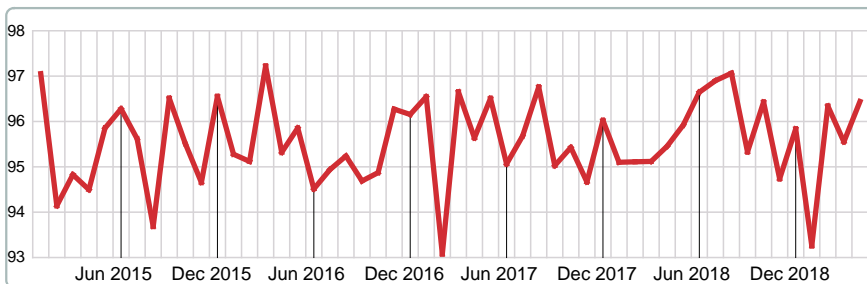
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

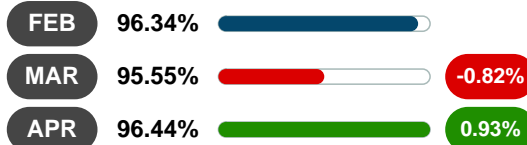


3 MONTHS

5 year APR AVG = 95.47%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.44%**
above the 5 yr APR average of **95.47%**



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	7	7.00%	100.00%	90.00%	80.00%	110.11%	0.00%
\$30,001 - \$50,000	11	11.00%	93.95%	200.27%	93.95%	91.69%	0.00%
\$50,001 - \$80,000	19	19.00%	94.03%	95.73%	94.32%	84.07%	0.00%
\$80,001 - \$140,000	24	24.00%	97.85%	98.15%	97.82%	99.20%	0.00%
\$140,001 - \$200,000	16	16.00%	96.75%	0.00%	96.75%	97.20%	0.00%
\$200,001 - \$320,000	13	13.00%	96.39%	0.00%	94.89%	100.00%	92.44%
\$320,001 and up	10	10.00%	95.30%	0.00%	96.88%	95.30%	92.18%
Median Sold/List Ratio		96.44%		97.44%	96.23%	97.00%	92.31%
Total Closed Units		100	100%	11	68	19	2
Total Closed Volume		14,789,413		724.29K	9.26M	4.14M	668.00K

April 2019



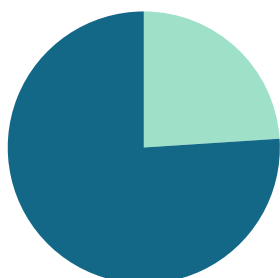
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

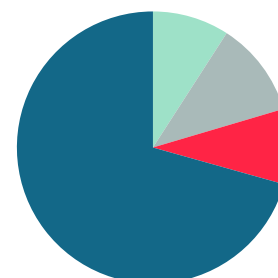


Inventory
 New Listings
239 = 23.97%
 Start Inventory
758
 Total Inventory Units
997
 Volume
\$209,057,338

Market Activity

Closed Sales
100 = 9.12%
 Pending Sales
124 = 11.30%
 Other Off Market
98 = 8.93%
 Active Inventory
775 = 70.65%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	83	100	20.48%	307	305	-0.65%
Pending Sales	110	124	12.73%	360	378	5.00%
New Listings	238	239	0.42%	899	920	2.34%
Median List Price	82,500	122,400	48.36%	91,200	110,000	20.61%
Median Sale Price	77,500	117,500	51.61%	85,000	105,000	23.53%
Median Percent of Selling Price to List Price	95.46%	96.44%	1.03%	95.24%	95.45%	0.23%
Median Days on Market to Sale	61.00	30.50	-50.00%	62.00	49.00	-20.97%
Monthly Inventory	812	775	-4.56%	812	775	-4.56%
Months Supply of Inventory	9.49	9.02	-4.93%	9.49	9.02	-4.93%

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

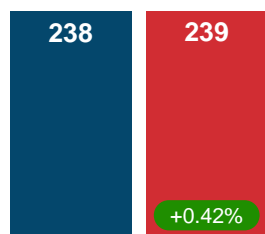
Inventory on April 30, 2019 = **775**

2018 **2019**

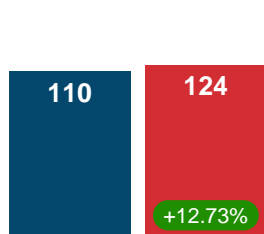
APRIL MARKET

MEDIAN PRICES

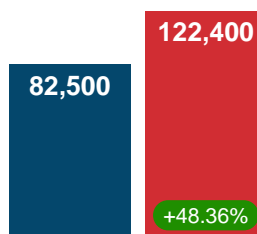
New Listings



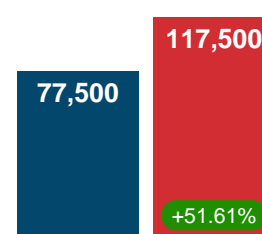
Pending Listings



List Price



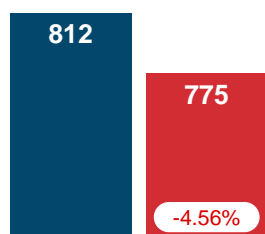
Sale Price



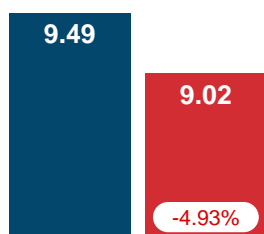
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

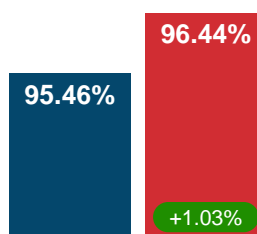
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

