

August 2019



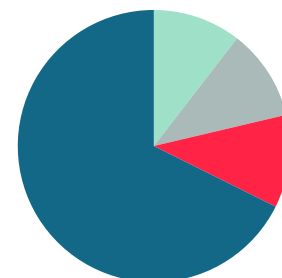
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	77	110	42.86%
Pending Listings	85	114	34.12%
New Listings	247	208	-15.79%
Average List Price	143,331	157,011	9.54%
Average Sale Price	137,423	150,360	9.41%
Average Percent of Selling Price to List Price	96.45%	94.79%	-1.71%
Average Days on Market to Sale	64.65	62.20	-3.79%
End of Month Inventory	951	711	-25.24%
Months Supply of Inventory	10.84	7.77	-28.30%



■ Closed (10.47%)
■ Pending (10.85%)
■ Other OffMarket (11.04%)
■ Active (67.65%)

Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of August 31, 2019 = **711**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **25.24%** to 711 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **7.77** 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 **9.41%** in August 2019 to \$150,360 versus the previous year at \$137,423.

Average Days on Market Shortens

The average number of **62.20** days that homes spent on the market before selling decreased by 2.45 days or **3.79%** in August 2019 compared to last year's same month at **64.65** DOM.

Sales Success for August 2019 is Positive

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

There were 208 New Listings in August 2019, down **15.79%** from last year at 247. Furthermore, there were 110 Closed Listings this month versus last year at 77, a **42.86%** increase.

Closed versus Listed trends yielded a **52.9%** ratio, up from previous year's, August 2018, at **31.2%**, a **69.64%** 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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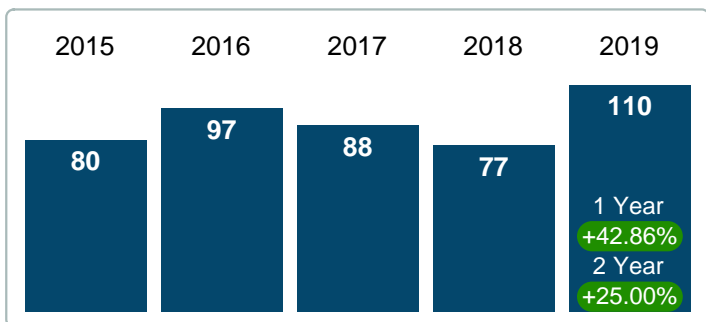
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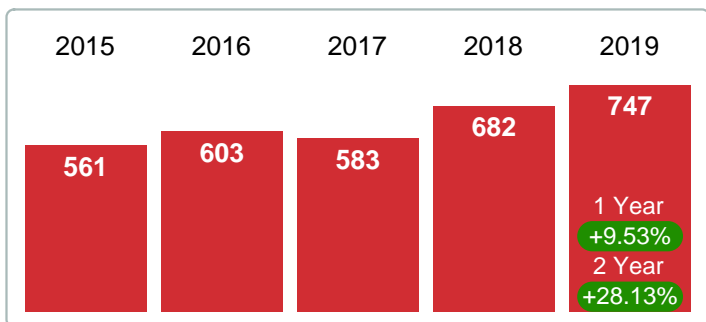
CLOSED LISTINGS

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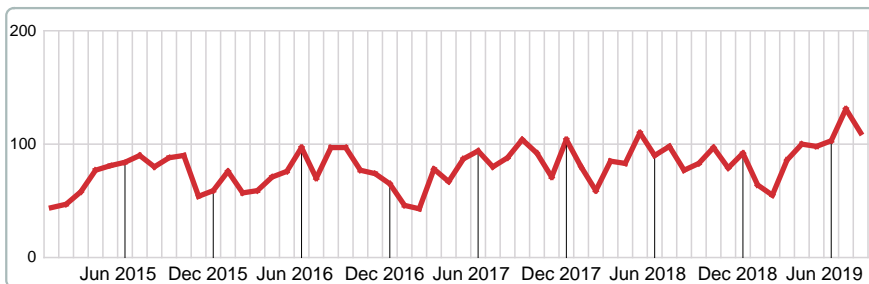
AUGUST



YEAR TO DATE (YTD)

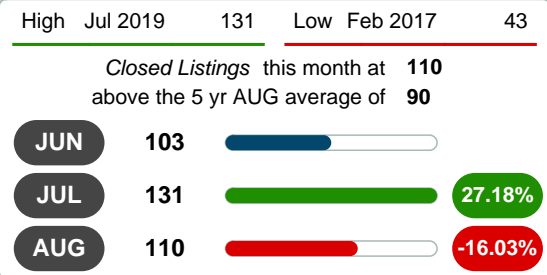


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 90



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	5	4.55%	67.4	2	3	0	0
\$25,001 - \$50,000	16	14.55%	73.3	3	12	1	0
\$50,001 - \$75,000	14	12.73%	75.5	4	10	0	0
\$75,001 - \$125,000	28	25.45%	56.6	4	19	5	0
\$125,001 - \$200,000	18	16.36%	43.1	2	13	3	0
\$200,001 - \$325,000	18	16.36%	54.4	1	12	5	0
\$325,001 and up	11	10.00%	85.3	0	5	6	0
Total Closed Units	110			16	74	20	0
Total Closed Volume	16,539,550	100%	62.2	1.43M	10.01M	5.10M	0.00B
Average Closed Price	\$150,360			\$89,213	\$135,260	\$255,145	\$0

August 2019



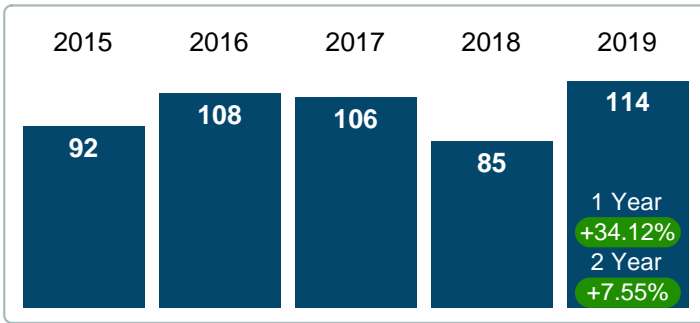
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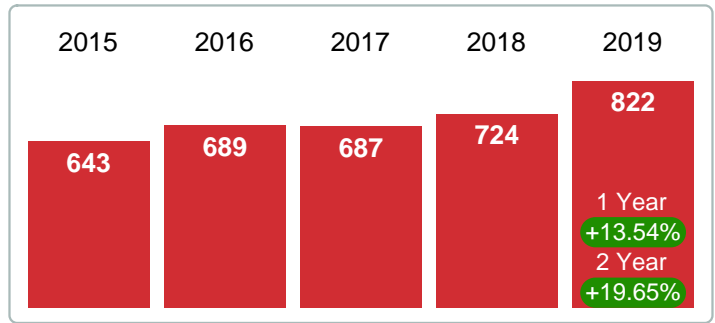
PENDING LISTINGS

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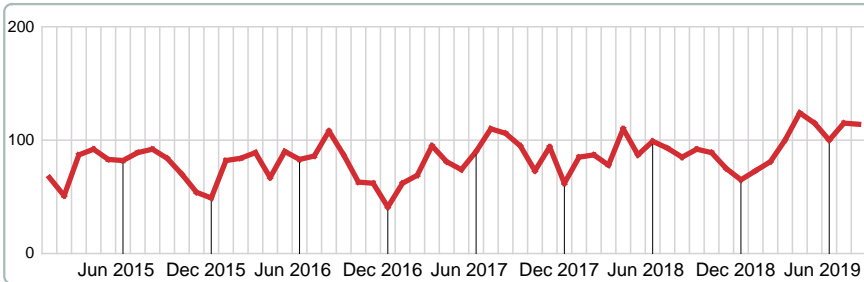
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 101

High Apr 2019 124 Low Dec 2016 41

Pending Listings this month at 114 above the 5 yr AUG average of 101



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	5.26%	58.0	4	2	0	0
\$30,001 - \$60,000	19	16.67%	61.8	6	10	3	0
\$60,001 - \$80,000	14	12.28%	59.6	6	8	0	0
\$80,001 - \$130,000	33	28.95%	74.2	4	23	5	1
\$130,001 - \$190,000	16	14.04%	57.5	1	11	4	0
\$190,001 - \$310,000	14	12.28%	70.0	3	4	7	0
\$310,001 and up	12	10.53%	38.9	0	4	7	1
Total Pending Units	114			24	62	26	2
Total Pending Volume	17,747,700	100%	64.0	1.97M	7.91M	7.13M	739.50K
Average Listing Price	\$146,988			\$81,985	\$127,659	\$274,065	\$369,750

August 2019



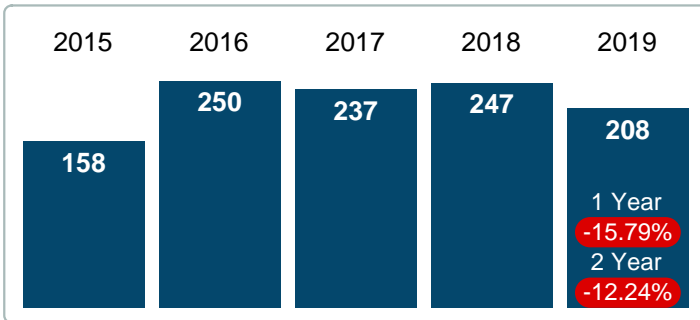
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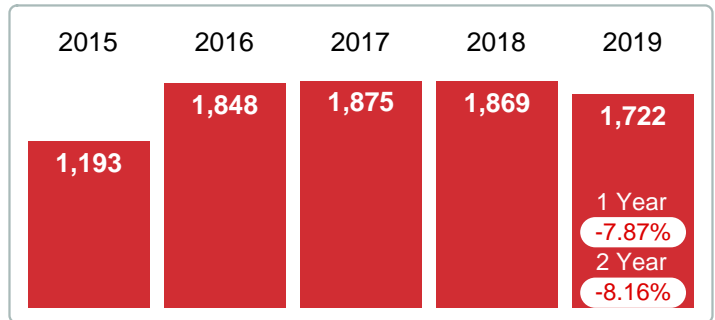
NEW LISTINGS

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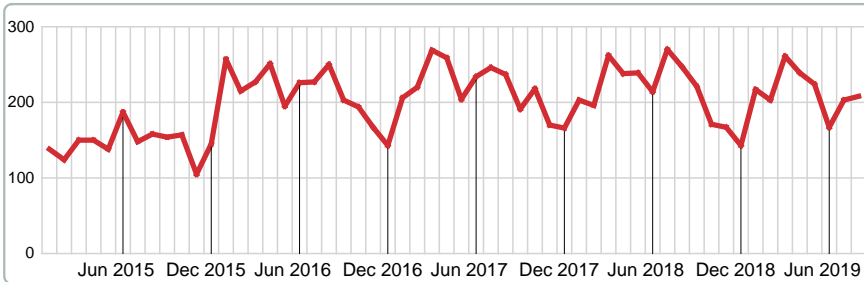
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

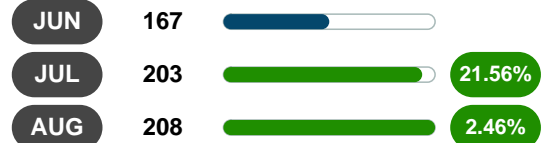


3 MONTHS

5 year AUG AVG = 220

High Jul 2018 270 Low Nov 2015 105

New Listings this month at **208**
below the 5 yr AUG average of **220**



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	19	9.13%	6	9	4	0
\$40,001 - \$70,000	21	10.10%	2	16	3	0
\$70,001 - \$110,000	40	19.23%	6	30	4	0
\$110,001 - \$190,000	50	24.04%	6	35	7	2
\$190,001 - \$250,000	30	14.42%	3	15	11	1
\$250,001 - \$420,000	27	12.98%	3	16	5	3
\$420,001 and up	21	10.10%	1	11	6	3
Total New Listed Units	208		27	132	40	9
Total New Listed Volume	43,204,398	100%	3.77M	23.97M	9.72M	5.75M
Average New Listed Listing Price	\$142,943		\$139,631	\$181,558	\$242,918	\$639,111

August 2019



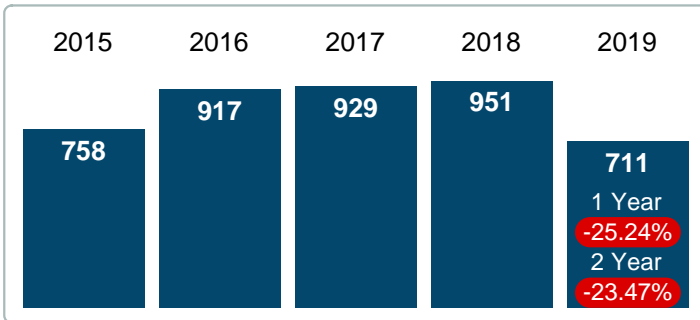
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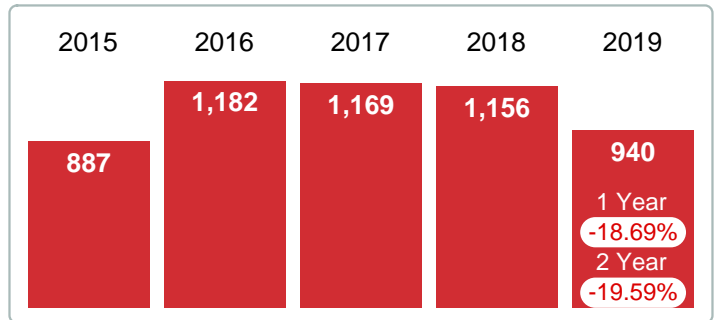
ACTIVE INVENTORY

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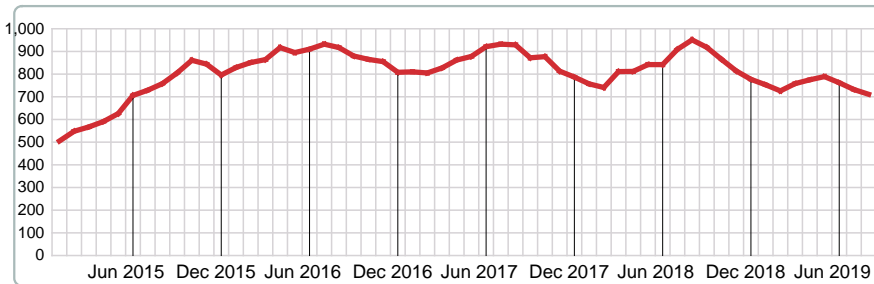
END OF AUGUST



ACTIVE DURING AUGUST

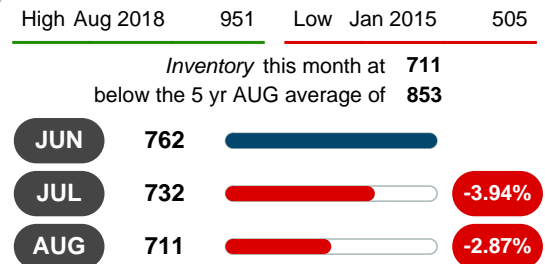


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 853



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	71	9.99%	80.2	34	31	5	1
\$50,001 - \$75,000	75	10.55%	85.3	28	41	6	0
\$75,001 - \$100,000	88	12.38%	106.6	21	54	13	0
\$100,001 - \$175,000	183	25.74%	84.5	27	118	33	5
\$175,001 - \$275,000	131	18.42%	74.7	22	72	28	9
\$275,001 - \$450,000	91	12.80%	92.1	11	44	30	6
\$450,001 and up	72	10.13%	82.3	3	28	31	10
Total Active Inventory by Units			711	146	388	146	31
Total Active Inventory by Volume			159,336,690	18.87M	77.51M	45.28M	17.67M
Average Active Inventory Listing Price			\$224,102	\$129,269	\$199,772	\$310,141	\$570,043

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



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
711	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 AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	71	9.99%	4.08	4.80	3.35	4.62	0.00
\$50,001 - \$70,000	58	8.16%	6.05	7.20	5.10	12.00	0.00
\$70,001 - \$110,000	124	17.44%	6.44	7.11	6.08	7.68	0.00
\$110,001 - \$180,000	179	25.18%	7.81	12.00	7.04	8.73	10.00
\$180,001 - \$280,000	118	16.60%	8.18	21.00	6.37	7.53	36.00
\$280,001 - \$450,000	89	12.52%	14.63	132.00	11.73	18.32	8.00
\$450,001 and up	72	10.13%	39.27	18.00	33.60	41.33	120.00
Market Supply of Inventory (MSI)		7.77		8.23	6.61	11.02	16.91
Total Active Inventory by Units		711	100%	146	388	146	31

August 2019



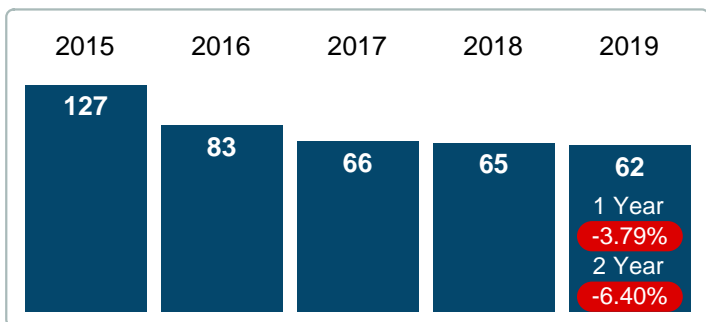
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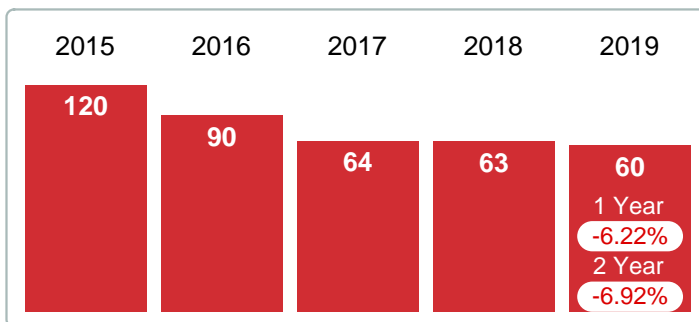
AVERAGE DAYS ON MARKET TO SALE

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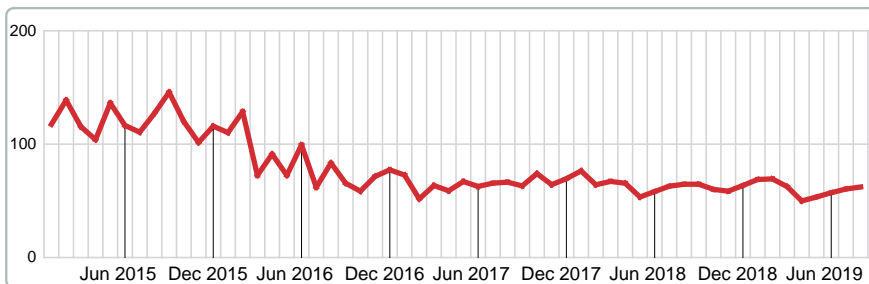
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

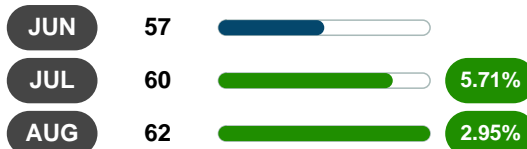


3 MONTHS

5 year AUG AVG = 81

High Sep 2015 146 Low Apr 2019 50

Average Days on Market to Sale this month at 62 below the 5 yr AUG average of 81



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	4.55%	67	57	74	0	0
\$25,001 - \$50,000	14.55%	73	62	82	3	0
\$50,001 - \$75,000	12.73%	76	62	81	0	0
\$75,001 - \$125,000	25.45%	57	48	55	69	0
\$125,001 - \$200,000	16.36%	43	85	42	20	0
\$200,001 - \$325,000	16.36%	54	89	55	46	0
\$325,001 and up	10.00%	85	0	95	77	0
Average Closed DOM		62	62	64	55	0
Total Closed Units	100%	62	16	74	20	
Total Closed Volume		16,539,550	1.43M	10.01M	5.10M	0.00B

August 2019



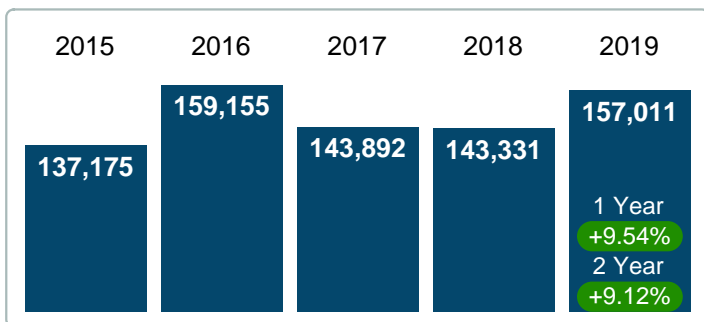
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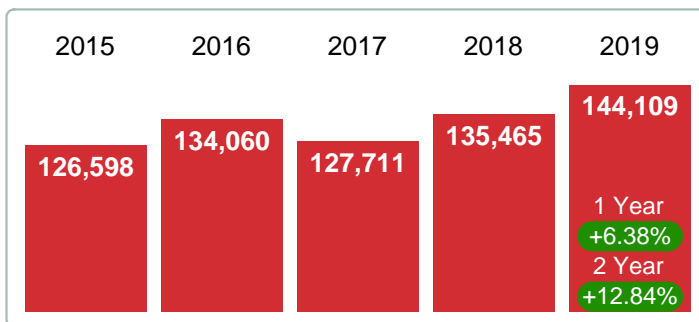
AVERAGE LIST PRICE AT CLOSING

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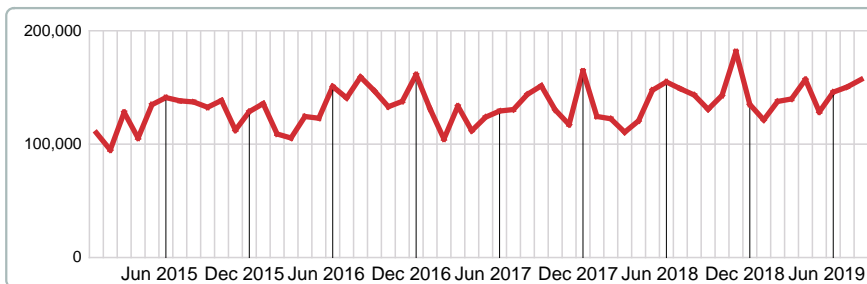
AUGUST



YEAR TO DATE (YTD)

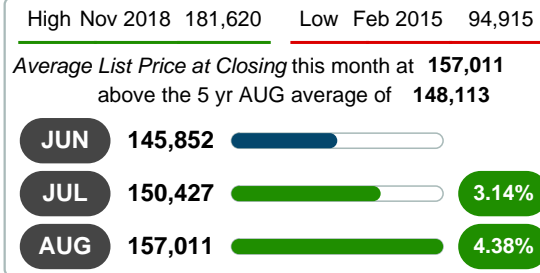


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 148,113



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	5	4.55%	19,850	23,950	22,916	0	0
\$25,001 - \$50,000	10	9.09%	42,752	44,933	49,543	34,500	0
\$50,001 - \$75,000	18	16.36%	63,705	68,950	67,610	0	0
\$75,001 - \$125,000	28	25.45%	102,939	109,100	103,953	114,160	0
\$125,001 - \$200,000	20	18.18%	158,145	172,400	160,015	159,667	0
\$200,001 - \$325,000	18	16.36%	255,978	279,000	250,975	263,380	0
\$325,001 and up	11	10.00%	449,536	0	397,600	492,817	0
Average List Price			157,011	94,919	140,464	267,905	0
Total Closed Units		100%	157,011	16	74	20	
Total Closed Volume			17,271,163	1.52M	10.39M	5.36M	0.00B

August 2019



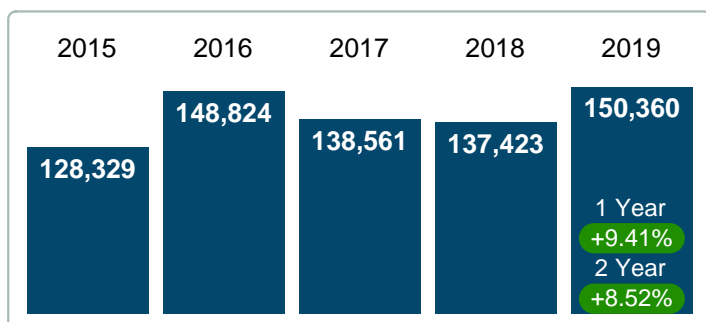
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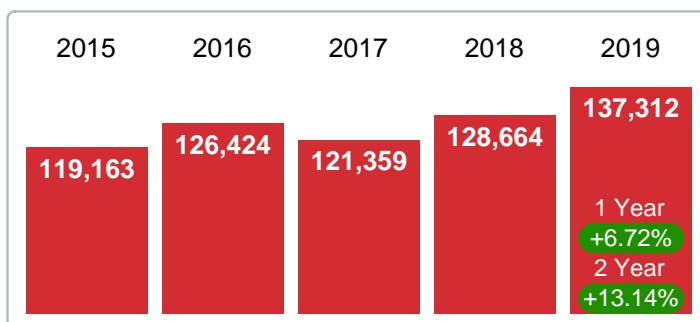
AVERAGE SOLD PRICE AT CLOSING

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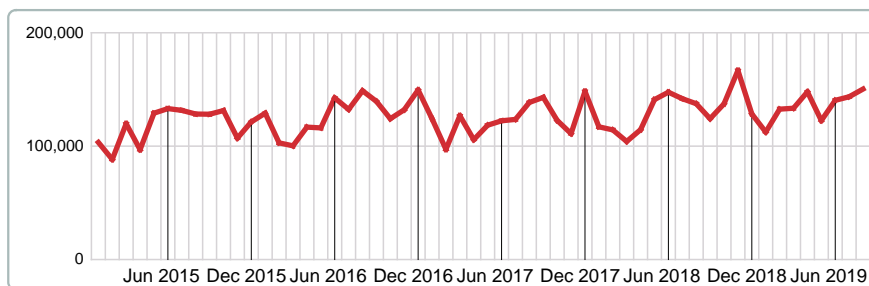
AUGUST



YEAR TO DATE (YTD)

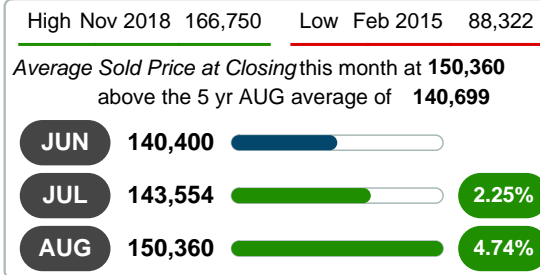


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 140,699



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	4.55%	17,100	18,750	16,000	0	0
\$25,001 - \$50,000	14.55%	42,481	43,333	43,433	28,500	0
\$50,001 - \$75,000	12.73%	63,457	67,000	62,040	0	0
\$75,001 - \$125,000	25.45%	101,704	104,250	100,326	104,900	0
\$125,001 - \$200,000	16.36%	157,133	152,450	157,115	160,333	0
\$200,001 - \$325,000	16.36%	247,831	270,000	244,496	251,400	0
\$325,001 and up	10.00%	431,718	0	387,400	468,650	0
Average Sold Price		150,360	89,213	135,260	255,145	0
Total Closed Units	100%	110	16	74	20	0
Total Closed Volume		16,539,550	1.43M	10.01M	5.10M	0.00B

August 2019



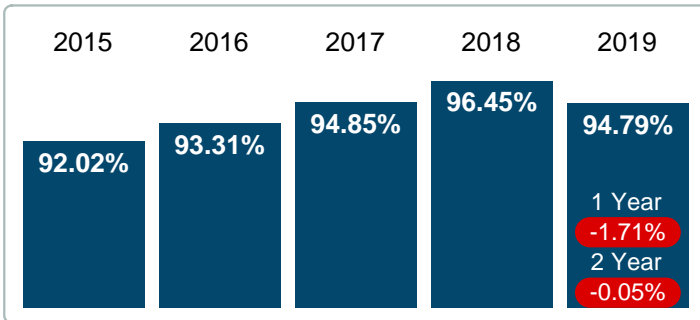
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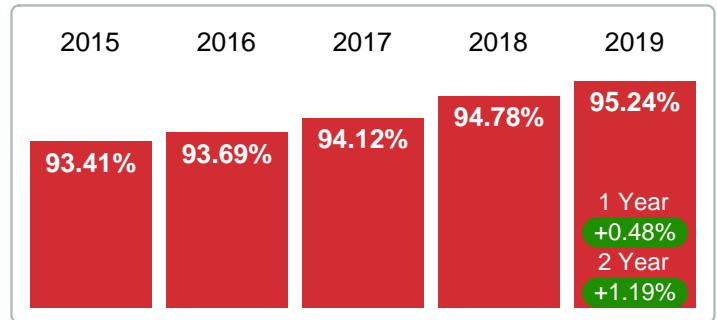
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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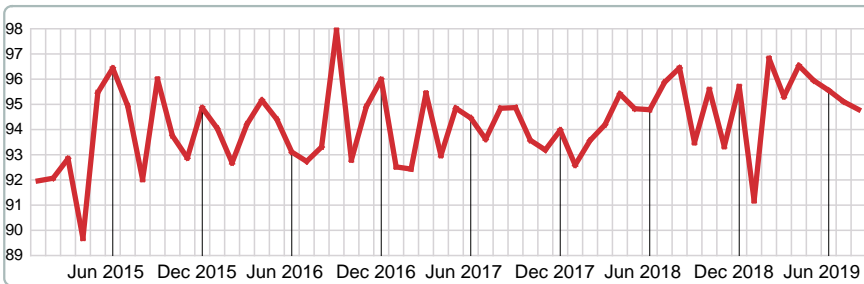
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

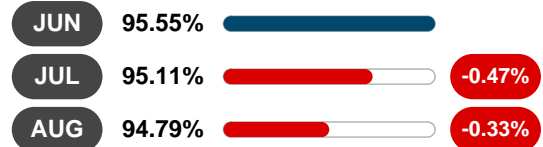


3 MONTHS

5 year AUG AVG = 94.28%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **94.79%**
above the 5 yr AUG average of **94.28%**



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	5	4.55%	72.62%	78.21%	68.89%	0.00%	0.00%
\$25,001 - \$50,000	16	14.55%	94.70%	95.97%	95.40%	82.61%	0.00%
\$50,001 - \$75,000	14	12.73%	93.42%	97.21%	91.90%	0.00%	0.00%
\$75,001 - \$125,000	28	25.45%	95.65%	95.79%	96.70%	91.56%	0.00%
\$125,001 - \$200,000	18	16.36%	97.64%	88.90%	98.43%	100.07%	0.00%
\$200,001 - \$325,000	18	16.36%	96.98%	96.77%	97.52%	95.74%	0.00%
\$325,001 and up	11	10.00%	96.33%	0.00%	97.37%	95.47%	0.00%
Average Sold/List Ratio		94.80%		93.18%	95.19%	94.61%	0.00%
Total Closed Units		110	100%	16	74	20	
Total Closed Volume		16,539,550		1.43M	10.01M	5.10M	0.00B

August 2019



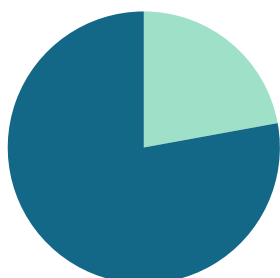
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

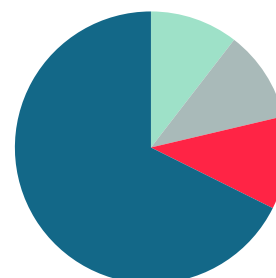


Inventory
 New Listings
208 = 22.13%
 Start Inventory
732
 Total Inventory Units
940
 Volume
\$204,095,554

Market Activity

Closed Sales
110 = 10.47%
 Pending Sales
114 = 10.85%
 Other Off Market
116 = 11.04%
 Active Inventory
711 = 67.65%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	77	110	42.86%	682	747	9.53%
Pending Sales	85	114	34.12%	724	822	13.54%
New Listings	247	208	-15.79%	1,869	1,722	-7.87%
Average List Price	143,331	157,011	9.54%	135,465	144,109	6.38%
Average Sale Price	137,423	150,360	9.41%	128,664	137,312	6.72%
Average Percent of Selling Price to List Price	96.45%	94.79%	-1.71%	94.78%	95.24%	0.48%
Average Days on Market to Sale	64.65	62.20	-3.79%	63.48	59.53	-6.22%
Monthly Inventory	951	711	-25.24%	951	711	-25.24%
Months Supply of Inventory	10.84	7.77	-28.30%	10.84	7.77	-28.30%

Absorption: Last 12 months, an Average of **92** Sales/Month

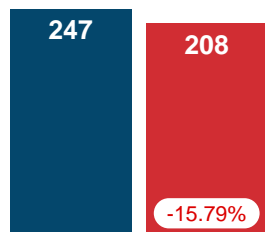
Inventory on August 31, 2019 = **711**

2018 **2019**

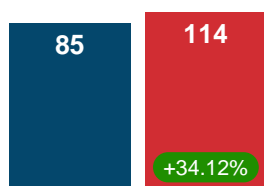
AUGUST MARKET

AVERAGE PRICES

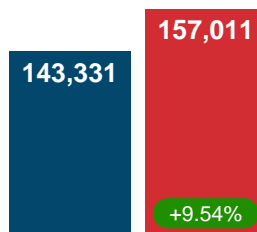
New Listings



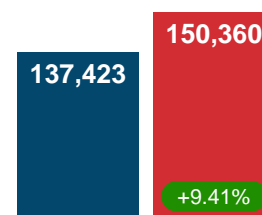
Pending Listings



List Price



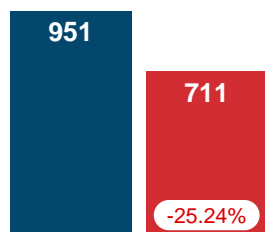
Sale Price



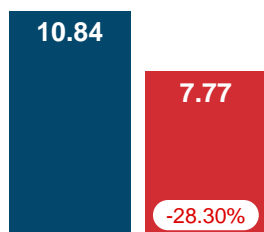
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

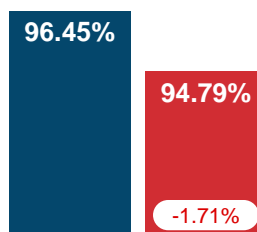
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

