

August 2019



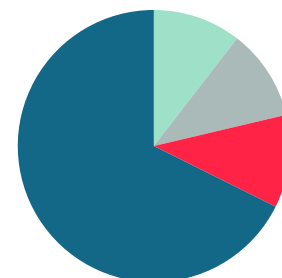
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	115,900	119,450	3.06%
Median Sale Price	109,000	115,000	5.50%
Median Percent of Selling Price to List Price	97.06%	96.00%	-1.10%
Median Days on Market to Sale	55.00	48.50	-11.82%
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.

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 **5.50%** in August 2019 to \$115,000 versus the previous year at \$109,000.

Median Days on Market Shortens

The median number of **48.50** days that homes spent on the market before selling decreased by 6.50 days or **11.82%** in August 2019 compared to last year's same month at **55.00** DOM.

Sales Success for August 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 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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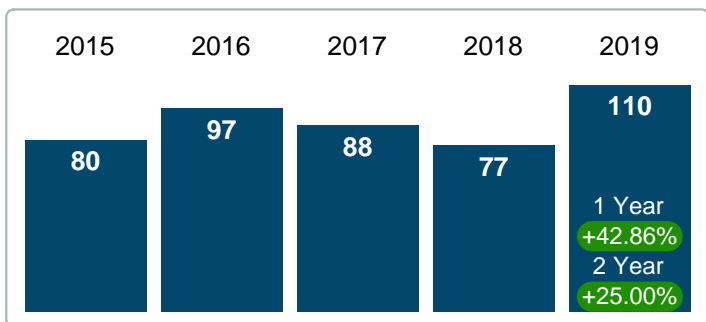
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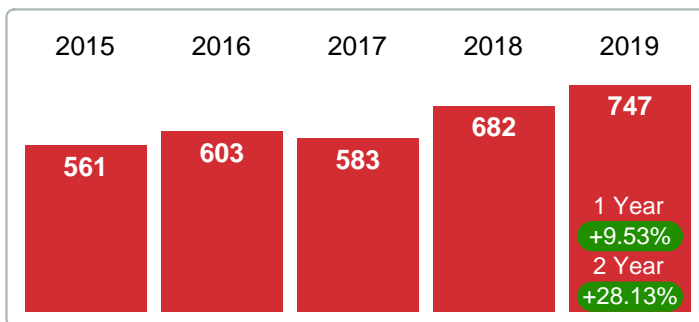
CLOSED LISTINGS

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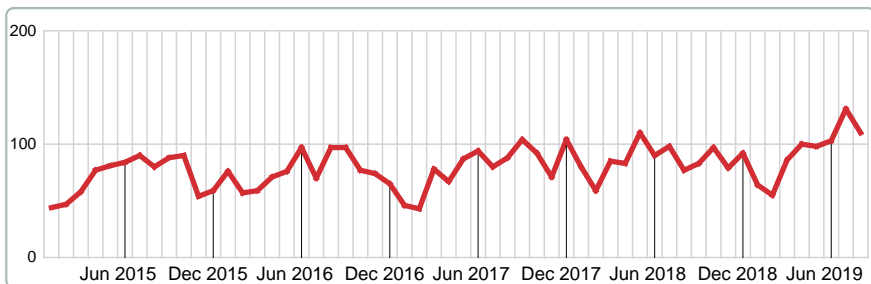
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 90

High Jul 2019 131 Low Feb 2017 43

Closed Listings this month at 110 above the 5 yr AUG average of 90

JUN	103	
JUL	131	27.18%
AUG	110	-16.03%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	9.09%	34.5	3	6	1	0
\$40,001 - \$50,000	11	10.00%	84.0	2	9	0	0
\$50,001 - \$80,000	18	16.36%	46.0	4	14	0	0
\$80,001 - \$140,000	29	26.36%	48.0	4	19	6	0
\$140,001 - \$210,000	18	16.36%	35.0	2	13	3	0
\$210,001 - \$340,000	13	11.82%	58.0	1	8	4	0
\$340,001 and up	11	10.00%	104.0	0	5	6	0
Total Closed Units	110			16	74	20	0
Total Closed Volume	16,539,550	100%	48.5	1.43M	10.01M	5.10M	0.00B
Median Closed Price	\$115,000			\$68,000	\$114,600	\$223,500	\$0

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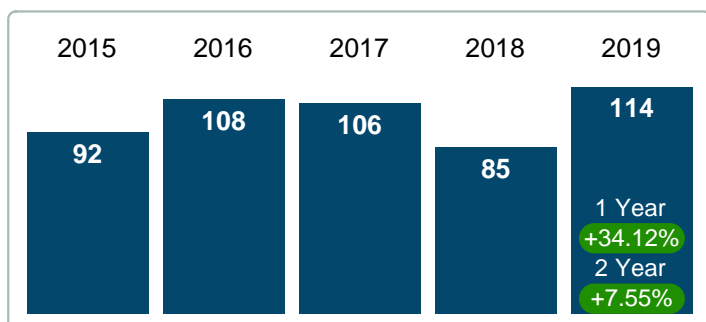
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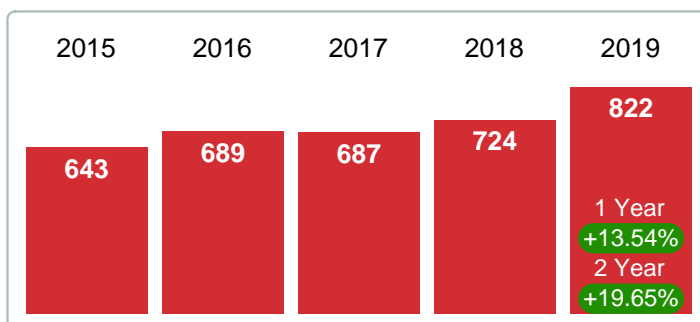
PENDING LISTINGS

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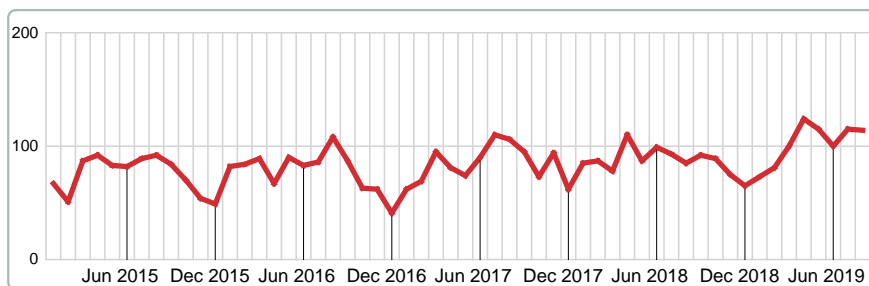
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

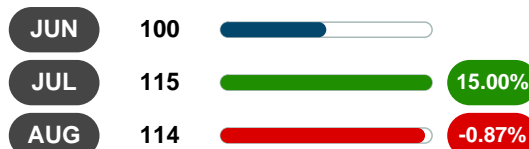


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	5.26%	55.0	4	2	0	0
\$30,001 - \$60,000	19	16.67%	31.0	6	10	3	0
\$60,001 - \$80,000	14	12.28%	35.0	6	8	0	0
\$80,001 - \$130,000	33	28.95%	71.0	4	23	5	1
\$130,001 - \$190,000	16	14.04%	40.5	1	11	4	0
\$190,001 - \$310,000	14	12.28%	86.5	3	4	7	0
\$310,001 and up	12	10.53%	23.0	0	4	7	1
Total Pending Units	114			24	62	26	2
Total Pending Volume	17,747,700	100%	51.5	1.97M	7.91M	7.13M	739.50K
Median Listing Price	\$111,000			\$69,450	\$112,450	\$209,000	\$369,750

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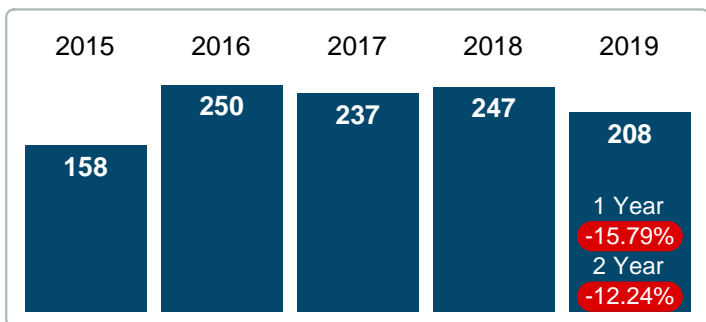
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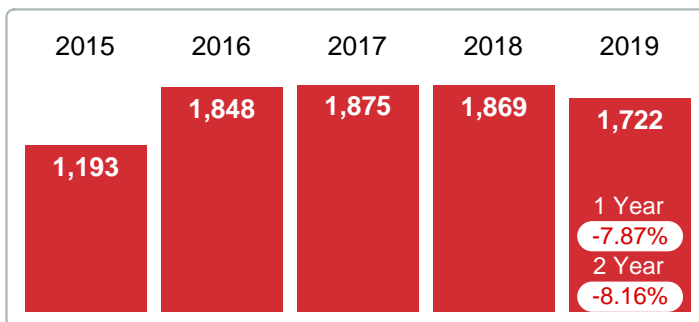
NEW LISTINGS

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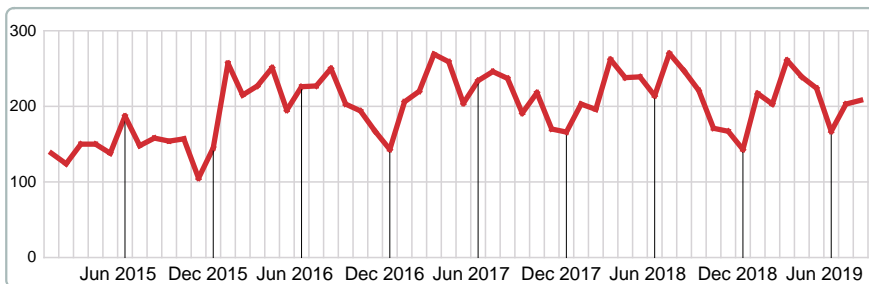
AUGUST



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
Median New Listed Listing Price	\$145,500		\$99,900	\$126,200	\$222,450	\$265,000

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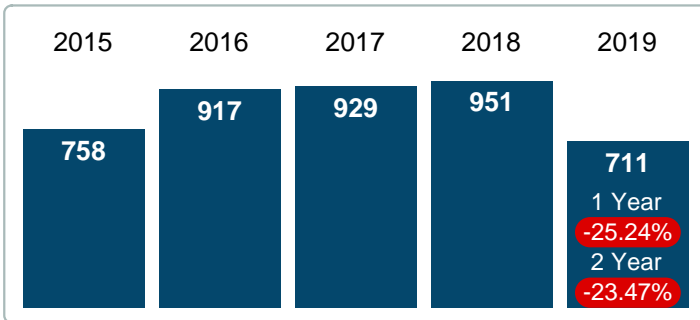
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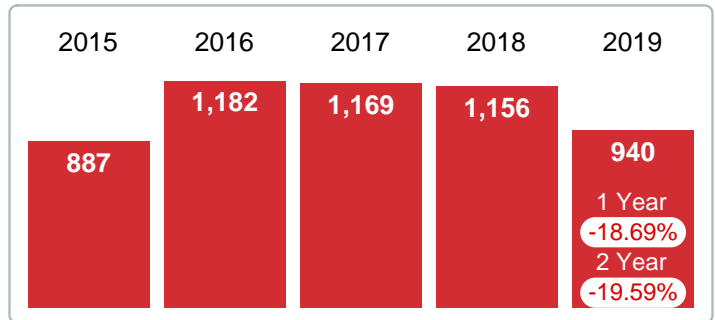
ACTIVE INVENTORY

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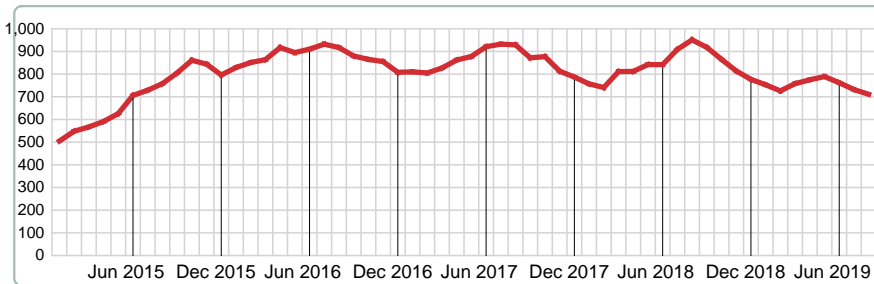
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

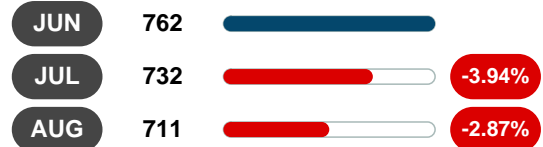


3 MONTHS

5 year AUG AVG = 853

High Aug 2018 951 Low Jan 2015 505

Inventory this month at 711 below the 5 yr AUG average of 853



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	71	9.99%	82.0	34	31	5	1
\$50,001 - \$70,000	58	8.16%	73.0	21	31	6	0
\$70,001 - \$110,000	124	17.44%	69.5	32	76	16	0
\$110,001 - \$180,000	179	25.18%	75.0	24	118	32	5
\$180,001 - \$280,000	118	16.60%	59.5	21	61	27	9
\$280,001 - \$450,000	89	12.52%	93.0	11	43	29	6
\$450,001 and up	72	10.13%	69.0	3	28	31	10
Total Active Inventory by Units	711			146	388	146	31
Total Active Inventory by Volume	159,336,690	100%	74.0	18.87M	77.51M	45.28M	17.67M
Median Active Inventory Listing Price	\$147,500			\$87,500	\$138,250	\$229,450	\$299,900

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MONTHS SUPPLY of INVENTORY (MSI)

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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%	7.77	146	388	146	31

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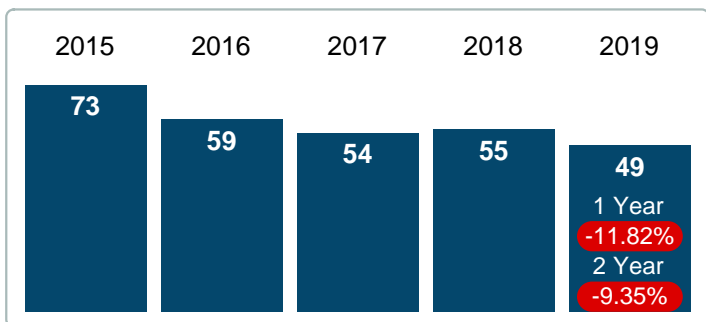
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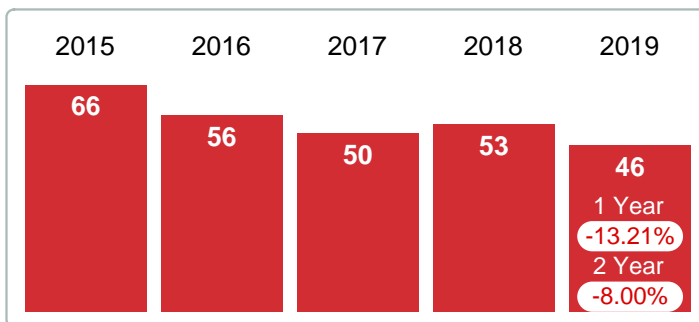
MEDIAN DAYS ON MARKET TO SALE

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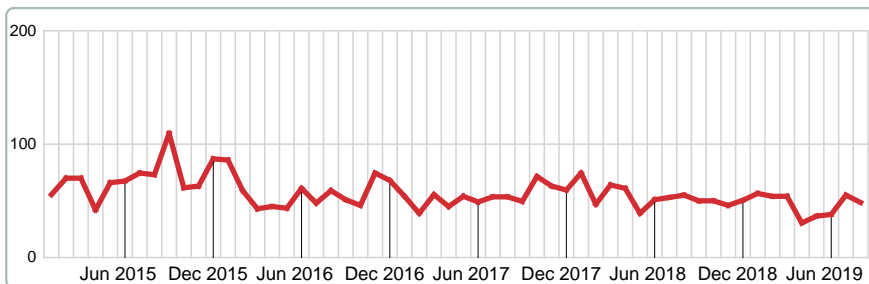
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 58

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 49 below the 5 yr AUG average of 58



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
\$40,000 and less	9.09%	35	20	68	3	0
\$40,001 - \$50,000	10.00%	84	83	84	0	0
\$50,001 - \$80,000	16.36%	46	35	46	0	0
\$80,001 - \$140,000	26.36%	48	23	52	44	0
\$140,001 - \$210,000	16.36%	35	85	35	34	0
\$210,001 - \$340,000	11.82%	58	89	61	27	0
\$340,001 and up	10.00%	104	0	119	71	0
Median Closed DOM		49	36	51	36	0
Total Closed Units	100%	48.5	16	74	20	
Total Closed Volume		16,539,550	1.43M	10.01M	5.10M	0.00B

August 2019



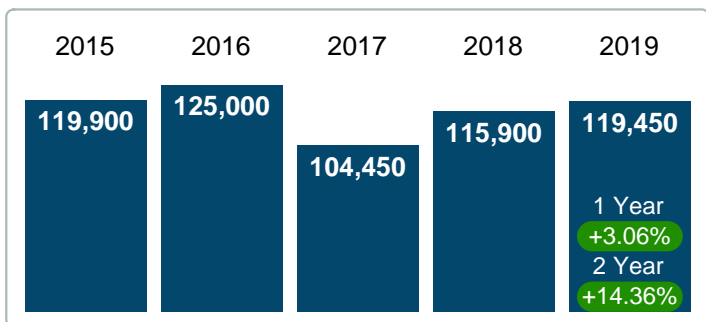
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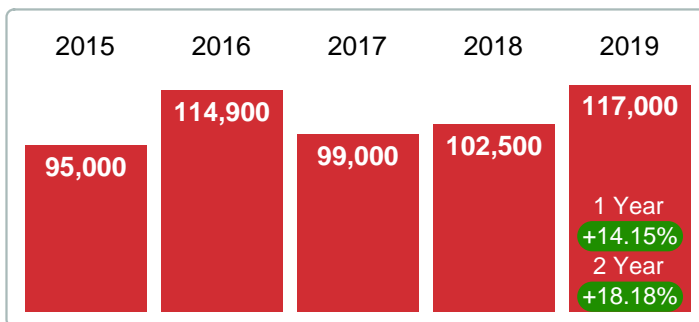
MEDIAN LIST PRICE AT CLOSING

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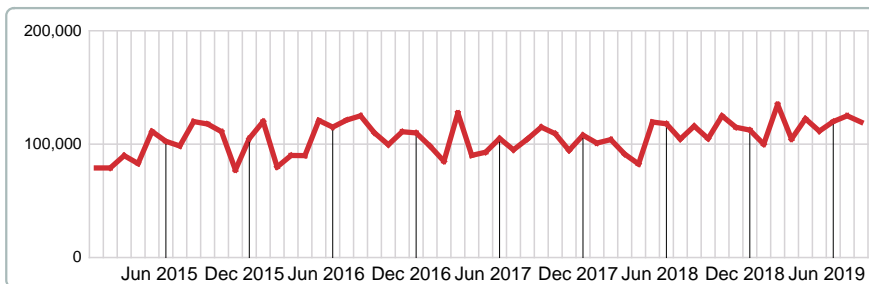
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

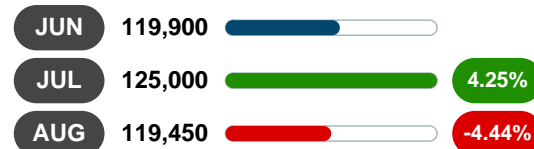


3 MONTHS

5 year AUG AVG = 116,940

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

Median List Price at Closing this month at 119,450 above the 5 yr AUG average of 116,940



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
\$40,000 and less	9	25,000	25,000	17,600	34,500	0
\$40,001 - \$50,000	6	47,450	47,450	47,360	0	0
\$50,001 - \$80,000	23	68,000	69,450	65,000	0	0
\$80,001 - \$140,000	30	117,400	109,950	118,400	116,000	0
\$140,001 - \$210,000	16	179,000	172,400	179,000	179,000	0
\$210,001 - \$340,000	15	279,000	279,000	249,750	284,000	0
\$340,001 and up	11	399,000	0	399,000	414,000	0
Median List Price		119,450	69,900	116,400	224,500	0
Total Closed Units		110	16	74	20	0
Total Closed Volume		17,271,163	1.52M	10.39M	5.36M	0.00B

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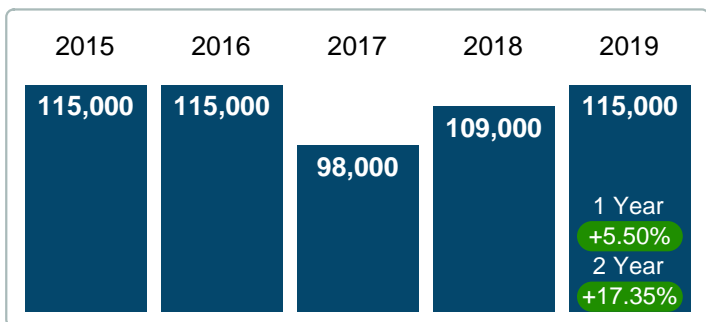
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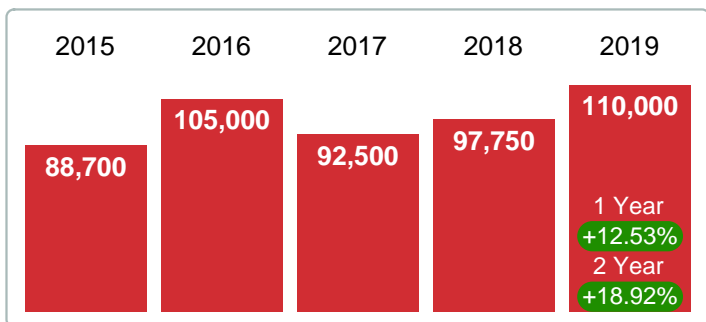
MEDIAN SOLD PRICE AT CLOSING

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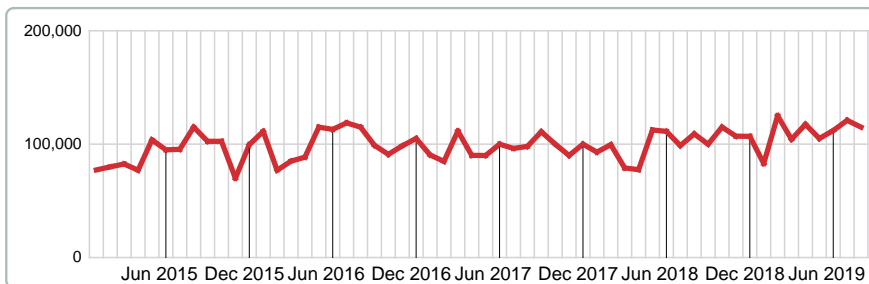
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YEAR TO DATE (YTD)

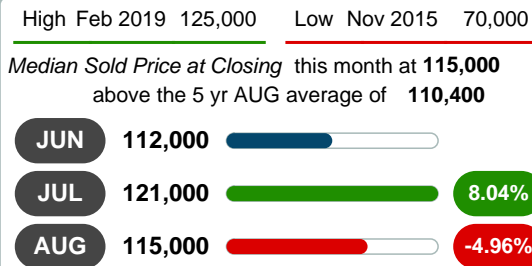


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 110,400



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	
\$40,000 and less	10	9.09%	26,750	20,000	29,500	28,500	0
\$40,001 - \$50,000	11	10.00%	45,000	47,500	45,000	0	0
\$50,001 - \$80,000	18	16.36%	67,000	67,000	67,500	0	0
\$80,001 - \$140,000	29	26.36%	115,000	105,000	115,000	107,500	0
\$140,001 - \$210,000	18	16.36%	174,500	152,450	175,000	186,000	0
\$210,001 - \$340,000	13	11.82%	270,000	270,000	265,025	260,000	0
\$340,001 and up	11	10.00%	393,000	0	393,000	390,000	0
Median Sold Price			115,000	68,000	114,600	223,500	0
Total Closed Units			110	16	74	20	
Total Closed Volume			16,539,550	1.43M	10.01M	5.10M	0.00B

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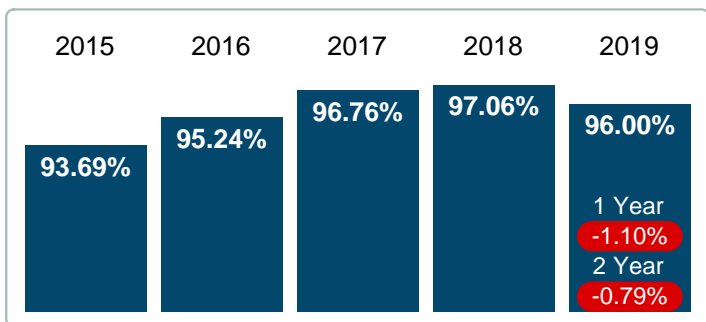
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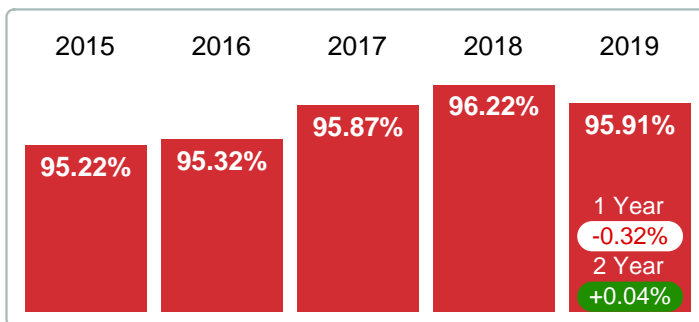
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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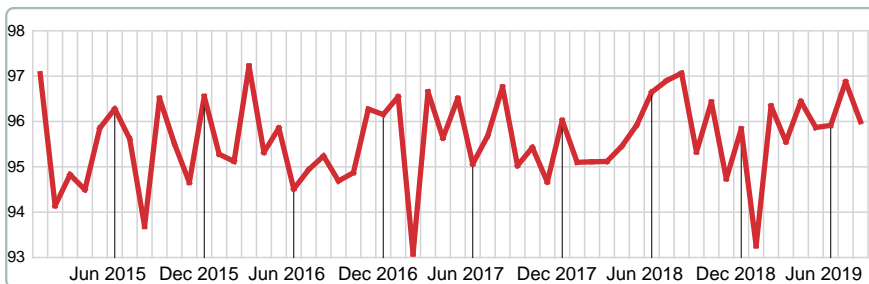
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

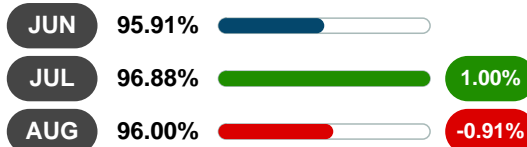


3 MONTHS

5 year AUG AVG = 95.75%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.00%**
equal to 5 yr AUG average of **95.75%**



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
\$40,000 and less	10	9.09%	84.54%	80.00%	88.18%	82.61%	0.00%
\$40,001 \$50,000	11	10.00%	86.00%	100.10%	84.89%	0.00%	0.00%
\$50,001 \$80,000	18	16.36%	94.97%	97.93%	92.17%	0.00%	0.00%
\$80,001 \$140,000	29	26.36%	96.77%	95.58%	100.00%	93.64%	0.00%
\$140,001 \$210,000	18	16.36%	97.62%	88.90%	97.62%	100.00%	0.00%
\$210,001 \$340,000	13	11.82%	96.77%	96.77%	97.92%	95.93%	0.00%
\$340,001 and up	11	10.00%	96.34%	0.00%	98.50%	94.84%	0.00%
Median Sold/List Ratio		96.00%		95.47%	96.28%	95.77%	0.00%
Total Closed Units		110	100%	96.00%	16	74	20
Total Closed Volume		16,539,550			1.43M	10.01M	5.10M

August 2019



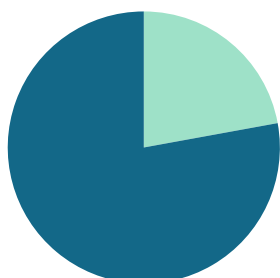
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

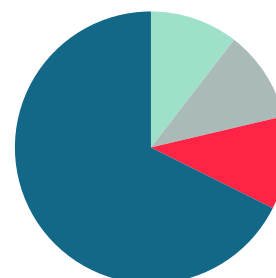


Inventory
 New Listings
208 = 22.13%
 Start Inventory
732
 Total Inventory Units
940
 Volume
\$204,095,554

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%
Median List Price	115,900	119,450	3.06%	102,500	117,000	14.15%
Median Sale Price	109,000	115,000	5.50%	97,750	110,000	12.53%
Median Percent of Selling Price to List Price	97.06%	96.00%	-1.10%	96.22%	95.91%	-0.32%
Median Days on Market to Sale	55.00	48.50	-11.82%	53.00	46.00	-13.21%
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

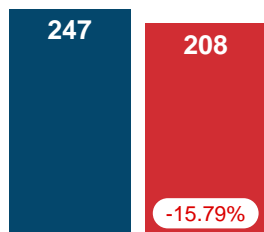
Inventory on August 31, 2019 = **711**

2018 **2019**

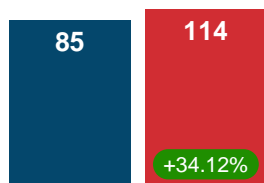
AUGUST MARKET

MEDIAN PRICES

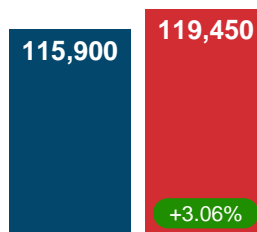
New Listings



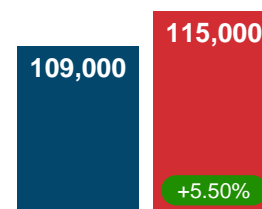
Pending Listings



List Price



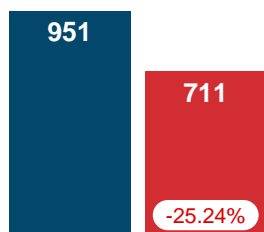
Sale Price



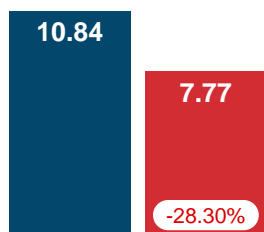
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

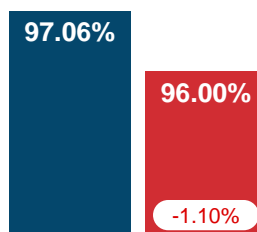
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

