

December 2019



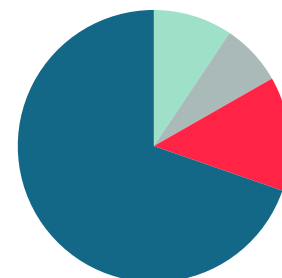
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	92	83	-9.78%
Pending Listings	65	65	0.00%
New Listings	143	131	-8.39%
Average List Price	135,034	140,214	3.84%
Average Sale Price	128,456	132,107	2.84%
Average Percent of Selling Price to List Price	95.70%	94.60%	-1.15%
Average Days on Market to Sale	63.54	58.77	-7.51%
End of Month Inventory	777	616	-20.72%
Months Supply of Inventory	9.03	6.76	-25.07%



■ Closed (9.39%)
■ Pending (7.35%)
■ Other OffMarket (13.57%)
■ Active (69.68%)

Absorption: Last 12 months, an Average of **91** Sales/Month
Active Inventory as of December 31, 2019 = **616**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **20.72%** to 616 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **6.76** 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 **2.84%** in December 2019 to \$132,107 versus the previous year at \$128,456.

Average Days on Market Shortens

The average number of **58.77** days that homes spent on the market before selling decreased by 4.77 days or **7.51%** in December 2019 compared to last year's same month at **63.54** DOM.

Sales Success for December 2019 is Positive

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

There were 131 New Listings in December 2019, down **8.39%** from last year at 143. Furthermore, there were 83 Closed Listings this month versus last year at 92, a **-9.78%** decrease.

Closed versus Listed trends yielded a **63.4%** ratio, down from previous year's, December 2018, at **64.3%**, a **1.52%** downswing. 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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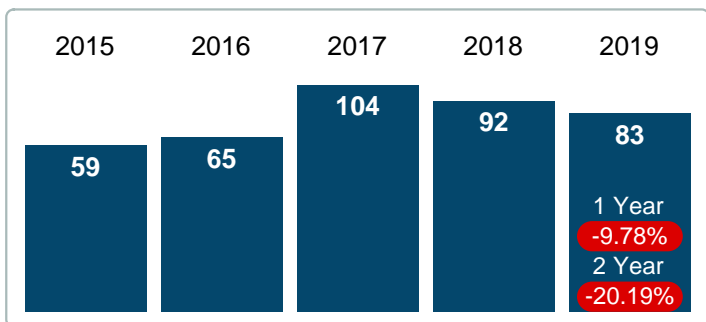
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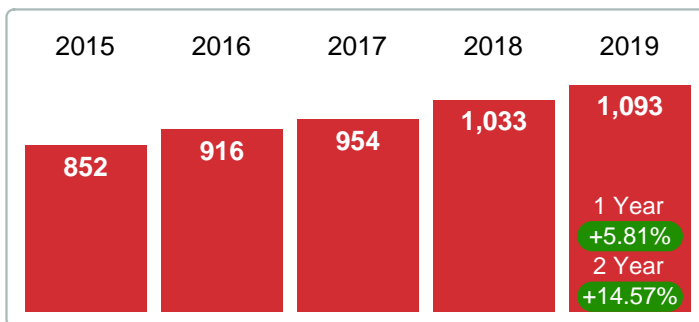
CLOSED LISTINGS

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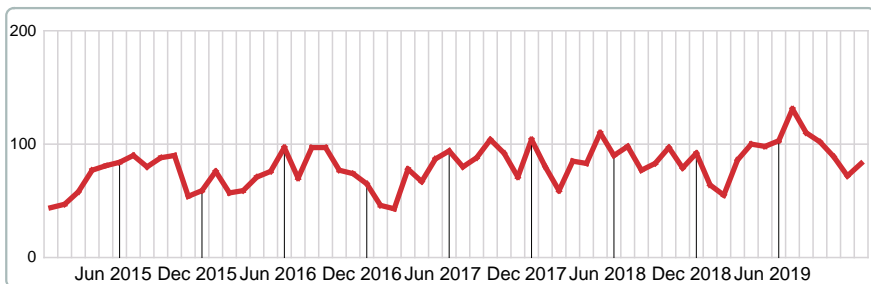
DECEMBER



YEAR TO DATE (YTD)

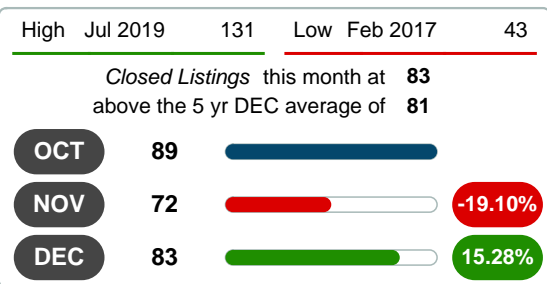


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 81



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	7	8.43%	82.9	3	4	0	0
\$30,001 - \$40,000	7	8.43%	38.6	2	4	1	0
\$40,001 - \$80,000	14	16.87%	44.3	4	10	0	0
\$80,001 - \$130,000	22	26.51%	65.8	3	12	3	4
\$130,001 - \$170,000	12	14.46%	60.2	1	11	0	0
\$170,001 - \$280,000	11	13.25%	64.4	0	8	2	1
\$280,001 and up	10	12.05%	53.0	1	6	2	1
Total Closed Units	83			14	55	8	6
Total Closed Volume	10,964,875	100%	58.8	1.19M	7.18M	1.44M	1.15M
Average Closed Price	\$132,107			\$85,254	\$130,618	\$179,981	\$191,250

December 2019



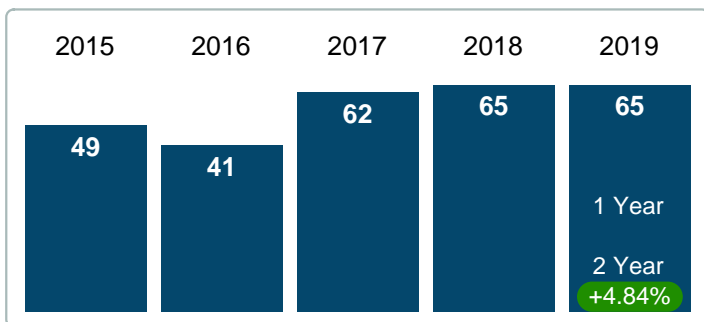
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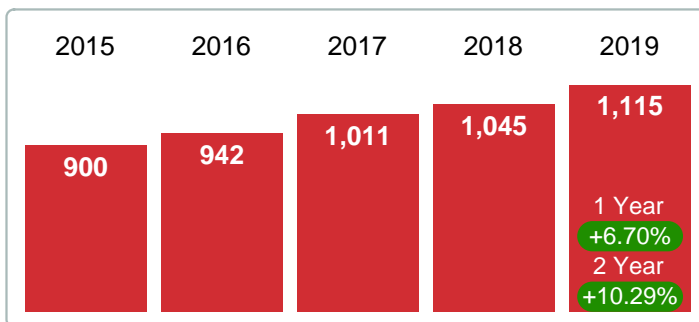
PENDING LISTINGS

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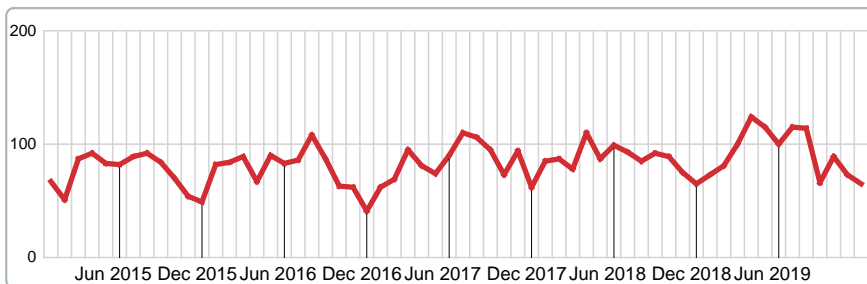
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 56

High Apr 2019 124 Low Dec 2016 41

Pending Listings this month at 65 above the 5 yr DEC average of 56



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	9.23%	34.2	3	3	0	0
\$30,001 - \$60,000	7	10.77%	67.9	0	5	2	0
\$60,001 - \$90,000	10	15.38%	73.6	2	7	1	0
\$90,001 - \$140,000	16	24.62%	77.2	2	12	1	1
\$140,001 - \$170,000	12	18.46%	49.9	3	7	2	0
\$170,001 - \$250,000	6	9.23%	119.7	1	4	1	0
\$250,001 and up	8	12.31%	85.5	1	3	2	2
Total Pending Units	65			12	41	9	3
Total Pending Volume	9,735,200	100%	71.6	1.54M	5.03M	1.77M	1.39M
Average Listing Price	\$149,772			\$128,008	\$122,771	\$196,889	\$464,500

December 2019



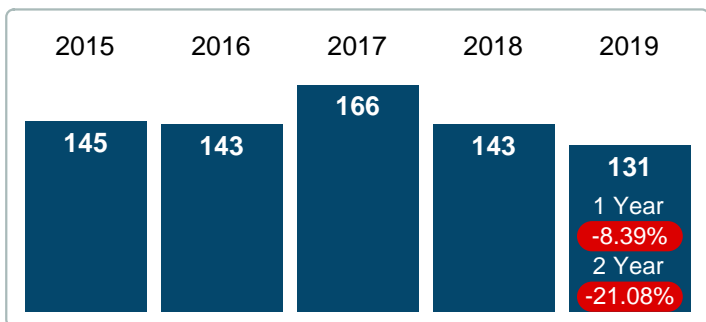
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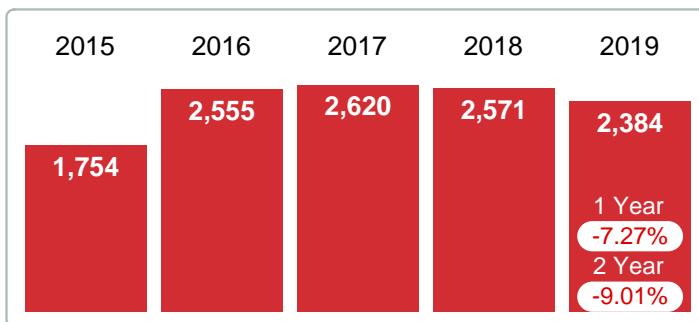
NEW LISTINGS

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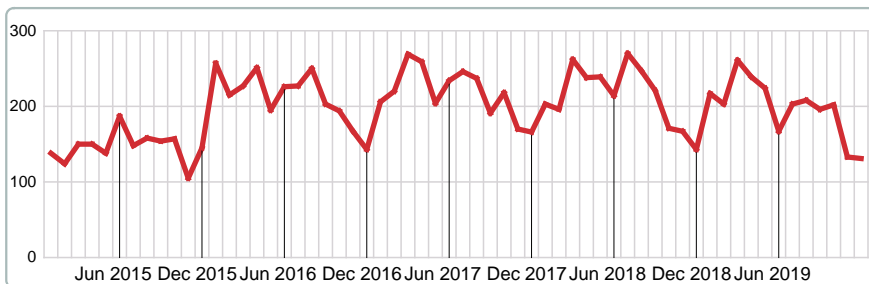
DECEMBER



YEAR TO DATE (YTD)

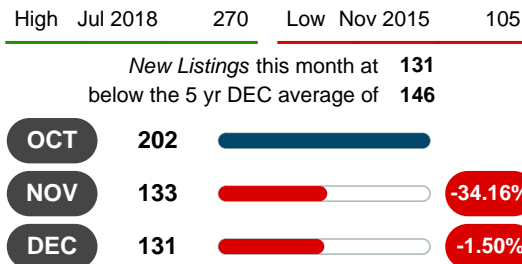


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 146



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	4.58%	3	2	1	0
\$25,001 - \$75,000	21	16.03%	10	11	0	0
\$75,001 - \$125,000	22	16.79%	3	16	2	1
\$125,001 - \$200,000	30	22.90%	2	22	4	2
\$200,001 - \$325,000	20	15.27%	3	13	3	1
\$325,001 - \$475,000	19	14.50%	0	11	8	0
\$475,001 and up	13	9.92%	0	3	8	2
Total New Listed Units	131		21	78	26	6
Total New Listed Volume	32,917,795	100%	2.04M	15.12M	10.60M	5.16M
Average New Listed Listing Price	\$159,009		\$97,086	\$193,794	\$407,642	\$860,733

December 2019



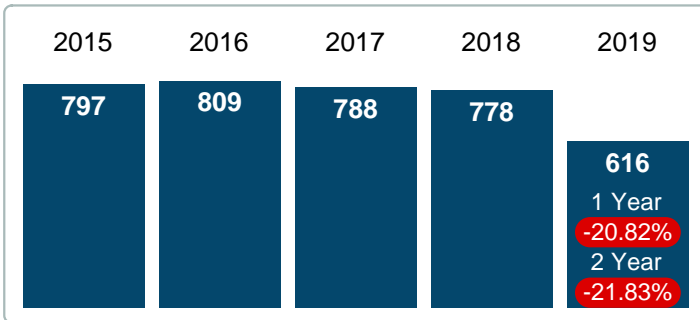
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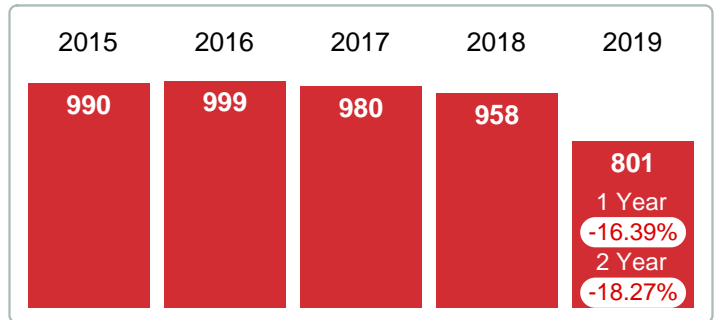
ACTIVE INVENTORY

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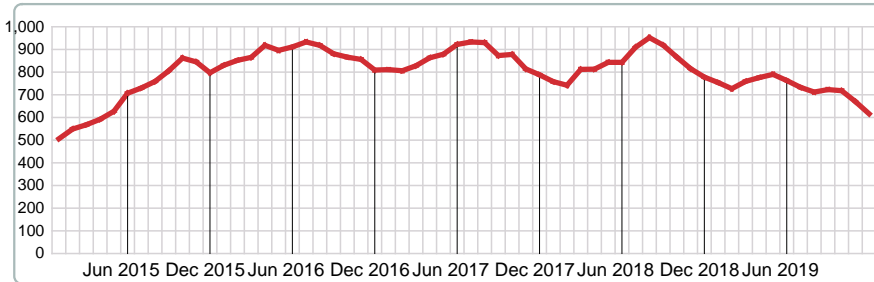
END OF DECEMBER



ACTIVE DURING DECEMBER

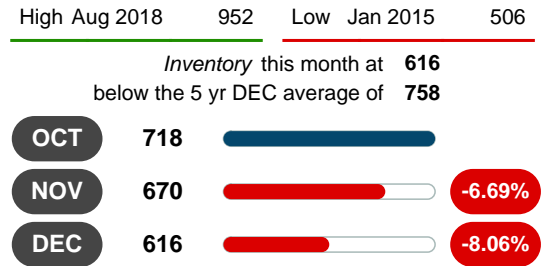


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 758



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	55	8.93%	77.2	26	27	2	0
\$50,001 - \$75,000	72	11.69%	86.6	29	37	6	0
\$75,001 - \$100,000	77	12.50%	103.4	21	48	8	0
\$100,001 - \$175,000	153	24.84%	84.1	18	101	31	3
\$175,001 - \$275,000	110	17.86%	96.2	15	64	25	6
\$275,001 - \$450,000	87	14.12%	75.9	9	46	26	6
\$450,001 and up	62	10.06%	87.8	2	20	28	12
Total Active Inventory by Units			616	120	343	126	27
Total Active Inventory by Volume			139,801,789	14.35M	66.43M	39.11M	19.90M
Average Active Inventory Listing Price			\$226,951	\$119,624	\$193,682	\$310,396	\$737,181

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MONTHS SUPPLY of INVENTORY (MSI)

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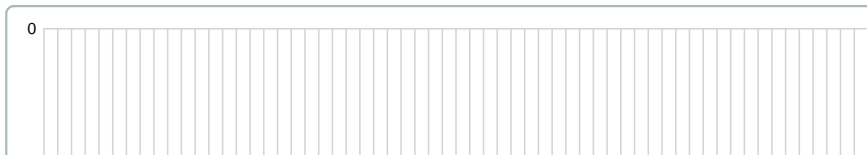
MSI FOR DECEMBER

2015	2016	2017	2018	2019
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INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
616	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	55	8.93%	3.07	3.67	2.79	1.71	0.00
\$50,001 - \$70,000	55	8.93%	6.47	10.06	4.66	12.00	0.00
\$70,001 - \$110,000	112	18.18%	5.79	6.12	5.96	5.33	0.00
\$110,001 - \$180,000	146	23.70%	6.32	7.85	5.64	8.93	4.50
\$180,001 - \$280,000	104	16.88%	7.52	12.00	6.82	6.52	24.00
\$280,001 - \$450,000	82	13.31%	12.46	32.00	12.88	9.93	12.00
\$450,001 and up	62	10.06%	33.82	12.00	30.00	48.00	28.80
Market Supply of Inventory (MSI)			6.76	6.76	6.03	8.95	11.57
Total Active Inventory by Units		100%	616	120	343	126	27

December 2019



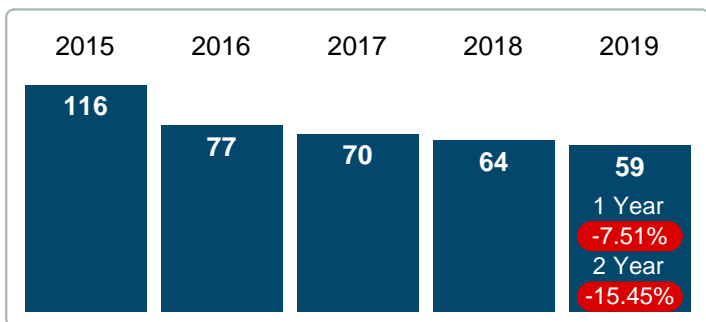
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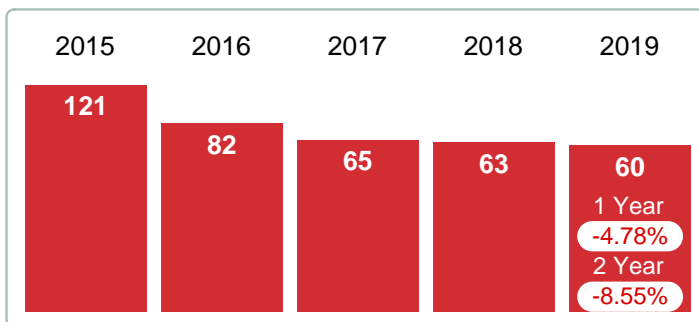
AVERAGE DAYS ON MARKET TO SALE

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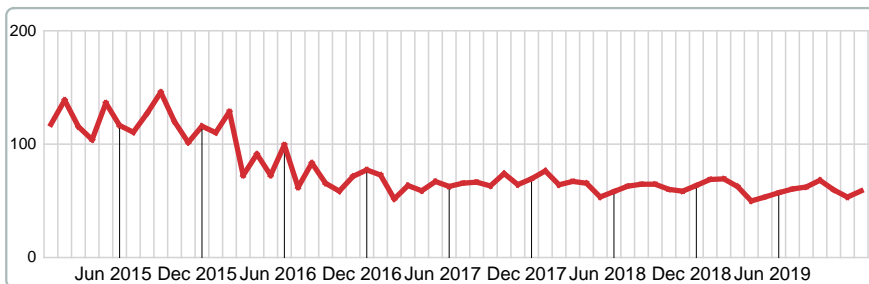
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 77

High Sep 2015 146 Low Apr 2019 50

Average Days on Market to Sale this month at 59 below the 5 yr DEC average of 77



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	8.43%	83	164	22	0	0
\$30,001 - \$40,000	8.43%	39	10	51	48	0
\$40,001 - \$80,000	16.87%	44	31	50	0	0
\$80,001 - \$130,000	26.51%	66	95	61	96	37
\$130,001 - \$170,000	14.46%	60	18	64	0	0
\$170,001 - \$280,000	13.25%	64	0	54	94	85
\$280,001 and up	12.05%	53	41	52	28	124
Average Closed DOM		59	70	54	72	59
Total Closed Units	100%	83	14	55	8	6
Total Closed Volume		10,964,875	1.19M	7.18M	1.44M	1.15M

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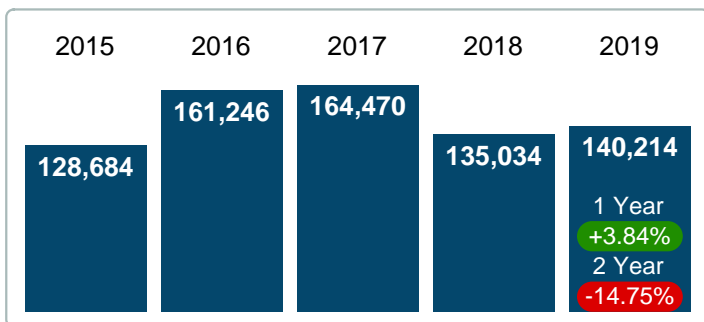
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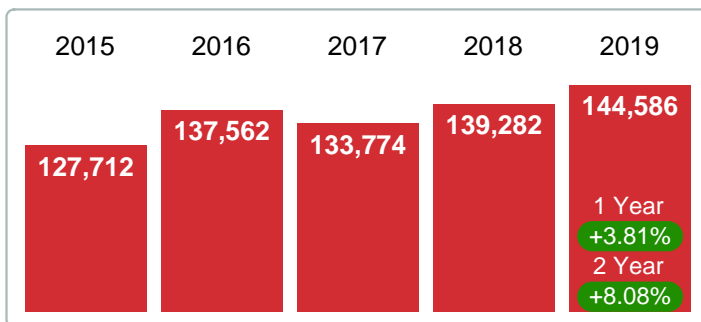
AVERAGE LIST PRICE AT CLOSING

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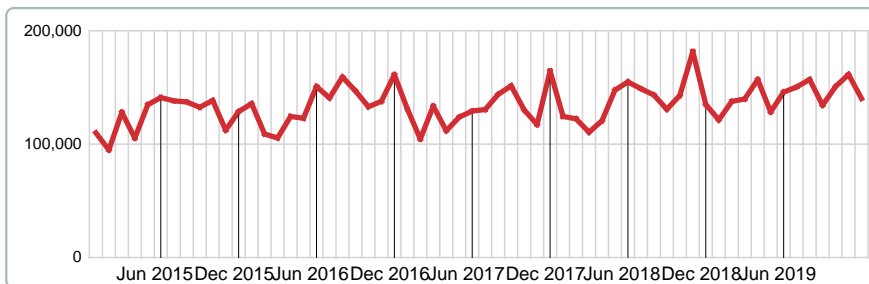
DECEMBER



YEAR TO DATE (YTD)

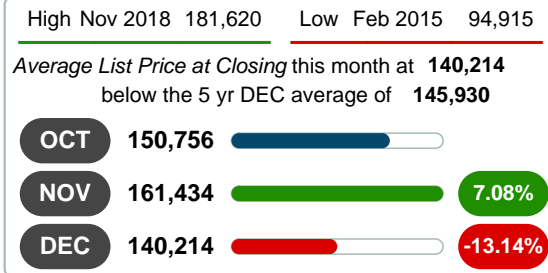


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 145,930



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	8.43%	25,143	22,833	31,850	0	0
\$30,001 - \$40,000	8.43%	36,093	32,450	36,288	38,600	0
\$40,001 - \$80,000	14.46%	63,525	72,600	63,850	0	0
\$80,001 - \$130,000	24.10%	102,615	117,733	110,325	98,967	112,225
\$130,001 - \$170,000	16.87%	146,243	160,000	154,300	0	0
\$170,001 - \$280,000	15.66%	207,555	0	206,915	232,450	215,000
\$280,001 and up	12.05%	364,890	325,000	325,817	397,000	575,000
Average List Price		140,214	90,143	137,136	199,300	206,483
Total Closed Units	100%	140,214	14	55	8	6
Total Closed Volume		11,637,770	1.26M	7.54M	1.59M	1.24M

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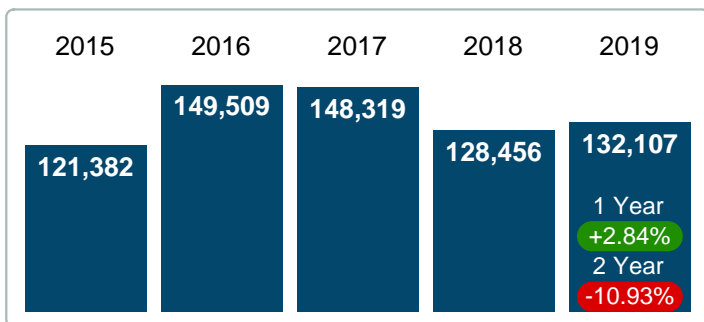
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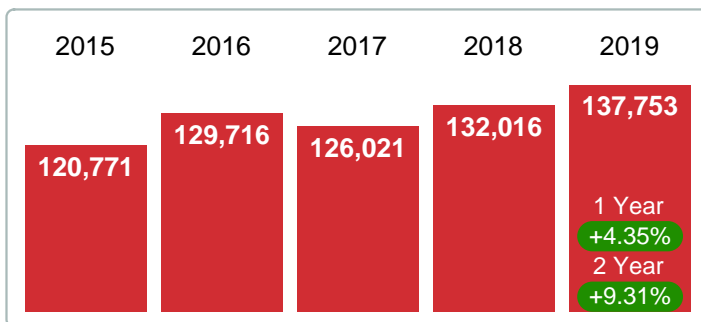
AVERAGE SOLD PRICE AT CLOSING

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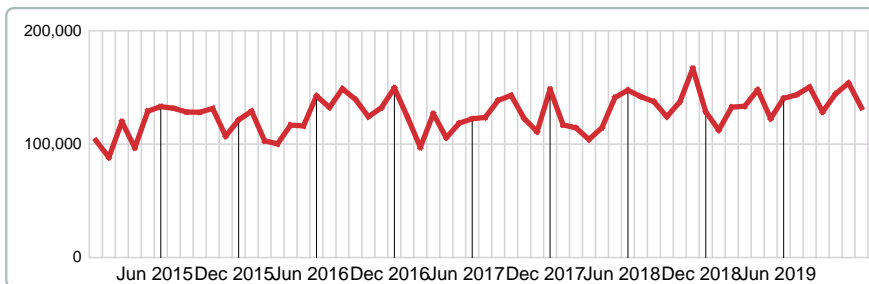
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YEAR TO DATE (YTD)

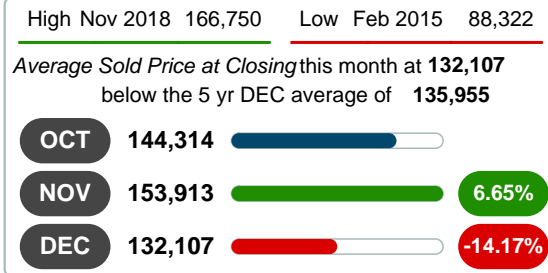


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 135,955



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	7	8.43%	22,714	20,333	24,500	0	0
\$30,001 - \$40,000	7	8.43%	34,500	35,000	33,375	38,000	0
\$40,001 - \$80,000	14	16.87%	63,032	68,388	60,890	0	0
\$80,001 - \$130,000	22	26.51%	104,032	108,333	103,438	101,650	104,375
\$130,001 - \$170,000	12	14.46%	147,167	154,000	146,545	0	0
\$170,001 - \$280,000	11	13.25%	199,475	0	195,541	217,450	195,000
\$280,001 and up	10	12.05%	343,300	310,000	321,000	331,000	535,000
Average Sold Price			132,107	85,254	130,618	179,981	191,250
Total Closed Units		100%	132,107	14	55	8	6
Total Closed Volume			10,964,875	1.19M	7.18M	1.44M	1.15M

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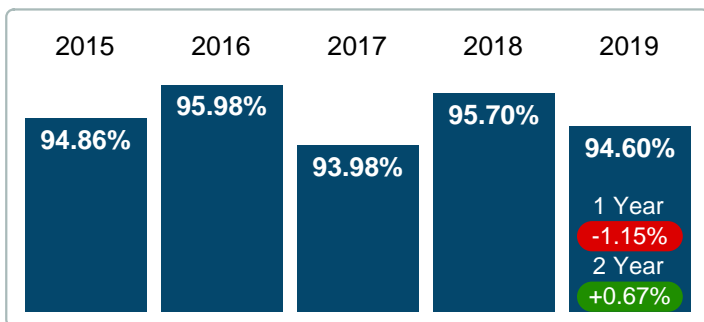
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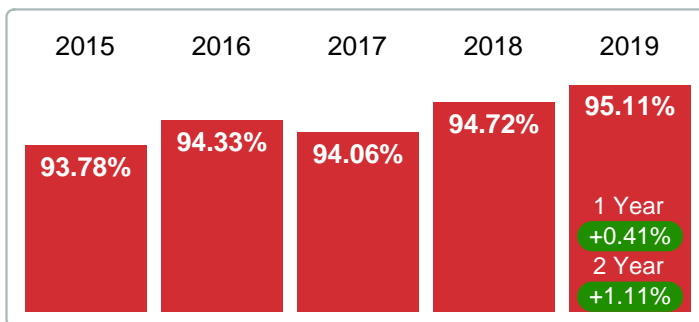
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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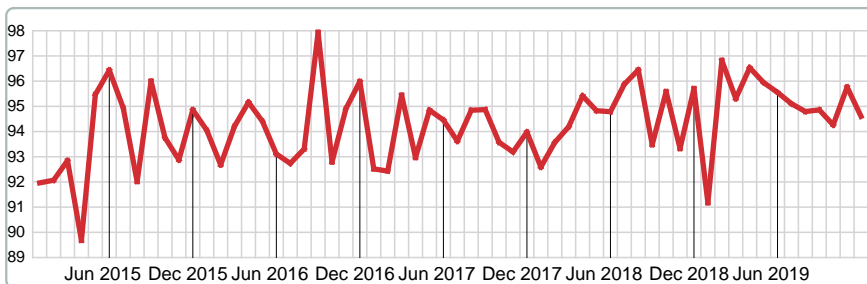
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

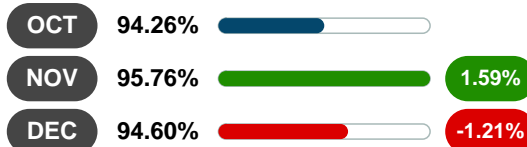


3 MONTHS

5 year DEC AVG = 95.03%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **94.60%** equal to 5 yr DEC average of **95.03%**



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	7	8.43%	84.56%	89.30%	81.00%	0.00%	0.00%
\$30,001 - \$40,000	7	8.43%	98.01%	109.18%	92.31%	98.45%	0.00%
\$40,001 - \$80,000	14	16.87%	96.62%	95.49%	97.08%	0.00%	0.00%
\$80,001 - \$130,000	22	26.51%	94.91%	92.32%	94.27%	102.61%	92.96%
\$130,001 - \$170,000	12	14.46%	95.41%	96.25%	95.34%	0.00%	0.00%
\$170,001 - \$280,000	11	13.25%	94.43%	0.00%	95.12%	93.51%	90.70%
\$280,001 and up	10	12.05%	94.97%	95.38%	98.14%	86.20%	93.04%
Average Sold/List Ratio		94.60%		95.49%	94.43%	95.71%	92.60%
Total Closed Units		83	100%	14	55	8	6
Total Closed Volume		10,964,875		1.19M	7.18M	1.44M	1.15M

December 2019



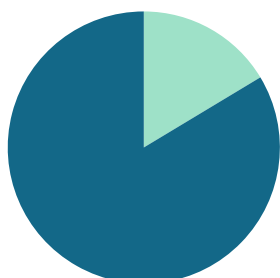
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

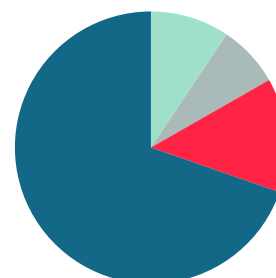


Inventory
 New Listings
131 = 16.38%
 Start Inventory
669
 Total Inventory Units
800
 Volume
\$186,820,882

Market Activity

Closed Sales
83 = 9.39%
 Pending Sales
65 = 7.35%
 Other Off Market
120 = 13.57%
 Active Inventory
616 = 69.68%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	92	83	-9.78%	1,033	1,093	5.81%
Pending Sales	65	65	0.00%	1,045	1,115	6.70%
New Listings	143	131	-8.39%	2,571	2,384	-7.27%
Average List Price	135,034	140,214	3.84%	139,282	144,586	3.81%
Average Sale Price	128,456	132,107	2.84%	132,016	137,753	4.35%
Average Percent of Selling Price to List Price	95.70%	94.60%	-1.15%	94.72%	95.11%	0.41%
Average Days on Market to Sale	63.54	58.77	-7.51%	62.89	59.88	-4.78%
Monthly Inventory	777	616	-20.72%	777	616	-20.72%
Months Supply of Inventory	9.03	6.76	-25.07%	9.03	6.76	-25.07%

Absorption: Last 12 months, an Average of **91** Sales/Month

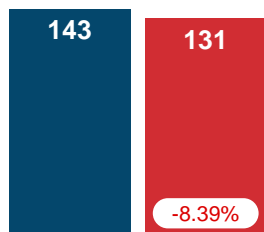
Inventory on December 31, 2019 = **616**

2018 **2019**

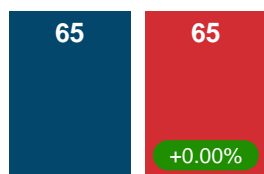
DECEMBER MARKET

AVERAGE PRICES

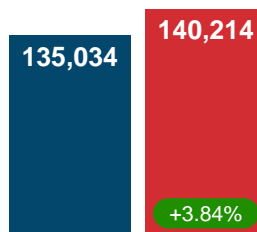
New Listings



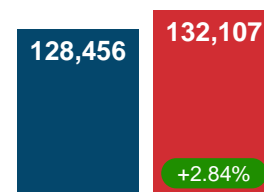
Pending Listings



List Price



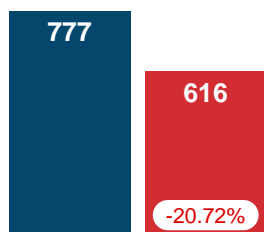
Sale Price



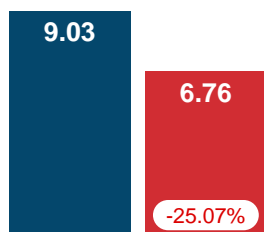
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

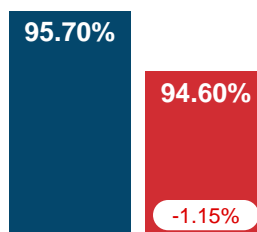
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

