

December 2019



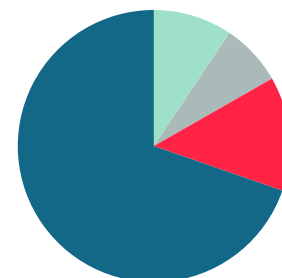
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	112,400	118,000	4.98%
Median Sale Price	106,900	110,000	2.90%
Median Percent of Selling Price to List Price	95.84%	95.32%	-0.54%
Median Days on Market to Sale	50.50	45.00	-10.89%
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.

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 **2.90%** in December 2019 to \$110,000 versus the previous year at \$106,900.

Median Days on Market Shortens

The median number of **45.00** days that homes spent on the market before selling decreased by 5.50 days or **10.89%** in December 2019 compared to last year's same month at **50.50** DOM.

Sales Success for December 2019 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

December 2019



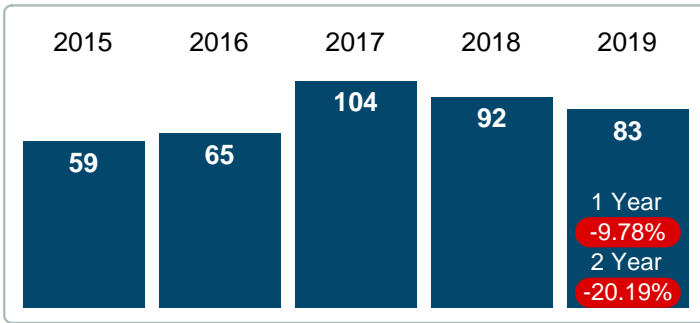
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



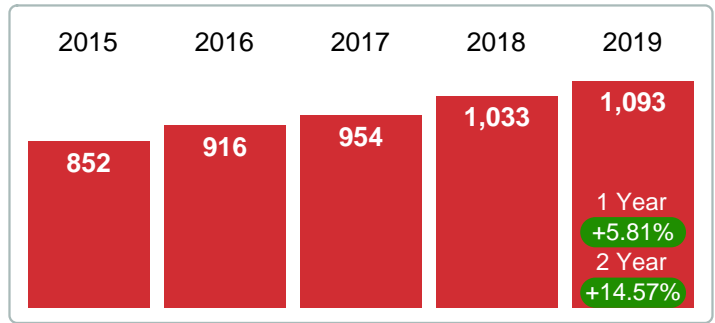
CLOSED LISTINGS

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

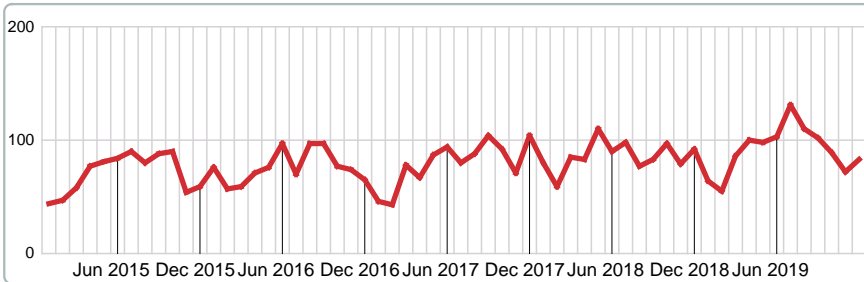
DECEMBER



YEAR TO DATE (YTD)

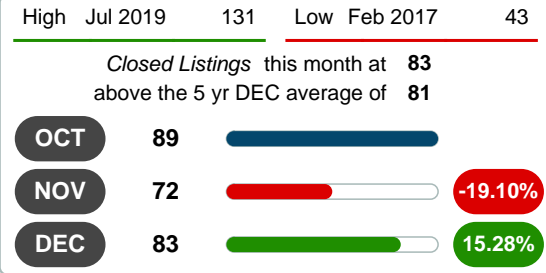


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.43%	49.0	3	4	0	0
\$30,001 - \$40,000	7	8.43%	13.0	2	4	1	0
\$40,001 - \$80,000	14	16.87%	26.0	4	10	0	0
\$80,001 - \$130,000	22	26.51%	58.0	3	12	3	4
\$130,001 - \$170,000	12	14.46%	51.0	1	11	0	0
\$170,001 - \$280,000	11	13.25%	45.0	0	8	2	1
\$280,001 and up	10	12.05%	34.0	1	6	2	1
Total Closed Units	83			14	55	8	6
Total Closed Volume	10,964,875	100%	45.0	1.19M	7.18M	1.44M	1.15M
Median Closed Price	\$110,000			\$74,950	\$125,000	\$161,950	\$123,750

December 2019



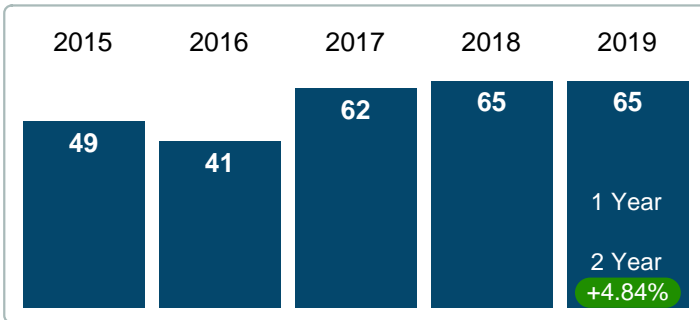
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



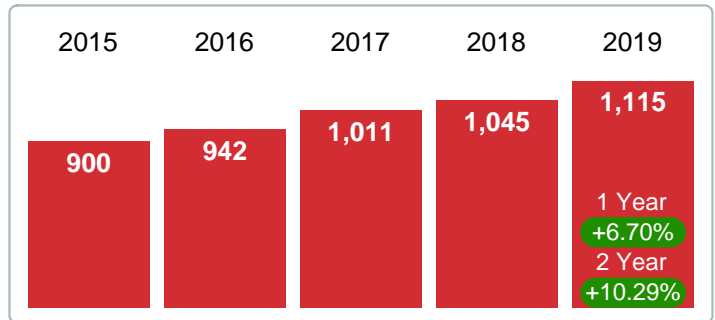
PENDING LISTINGS

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

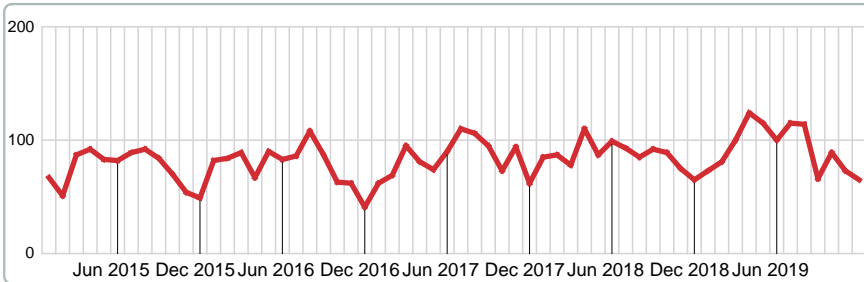
DECEMBER



YEAR TO DATE (YTD)

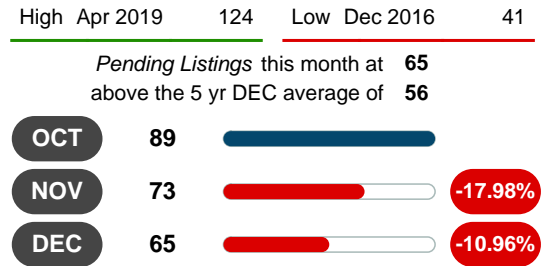


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 56



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	9.23%	11.0	3	3	0	0
\$30,001 - \$60,000	7	10.77%	72.0	0	5	2	0
\$60,001 - \$90,000	10	15.38%	78.0	2	7	1	0
\$90,001 - \$140,000	16	24.62%	71.5	2	12	1	1
\$140,001 - \$170,000	12	18.46%	37.0	3	7	2	0
\$170,001 - \$250,000	6	9.23%	114.0	1	4	1	0
\$250,001 and up	8	12.31%	85.0	1	3	2	2
Total Pending Units	65			12	41	9	3
Total Pending Volume	9,735,200	100%	72.0	1.54M	5.03M	1.77M	1.39M
Median Listing Price	\$119,500			\$112,450	\$117,500	\$147,500	\$575,000

December 2019



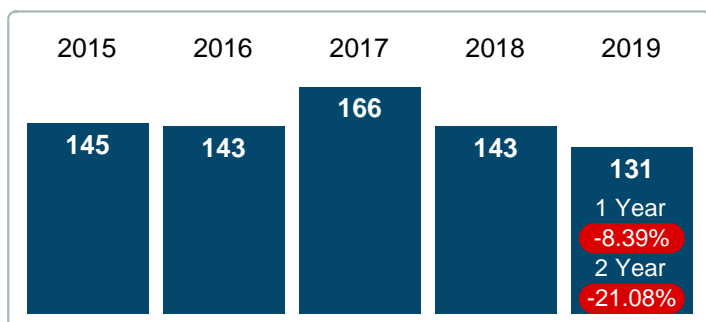
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



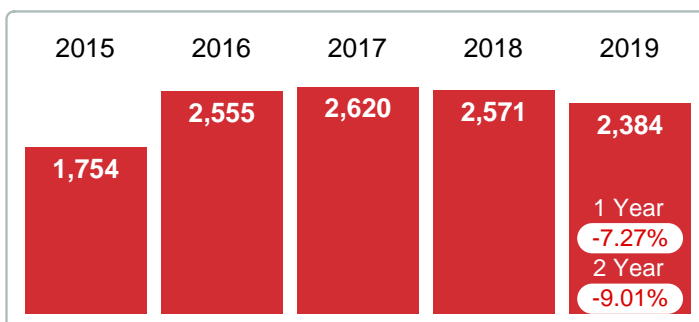
NEW LISTINGS

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

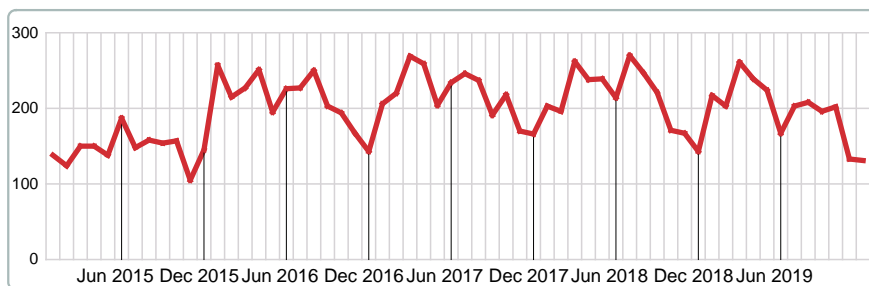
DECEMBER



YEAR TO DATE (YTD)

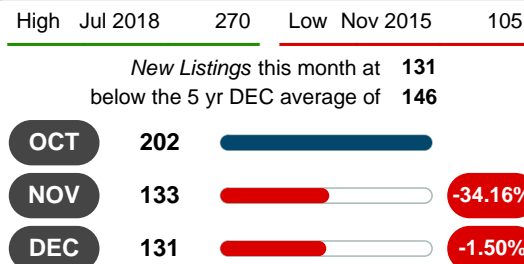


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$169,900		\$64,900	\$160,650	\$389,450	\$252,450

December 2019



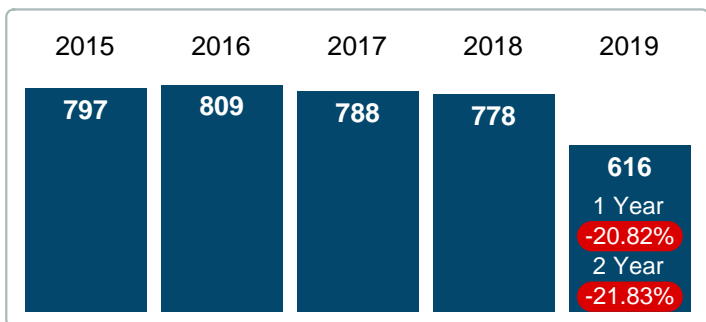
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



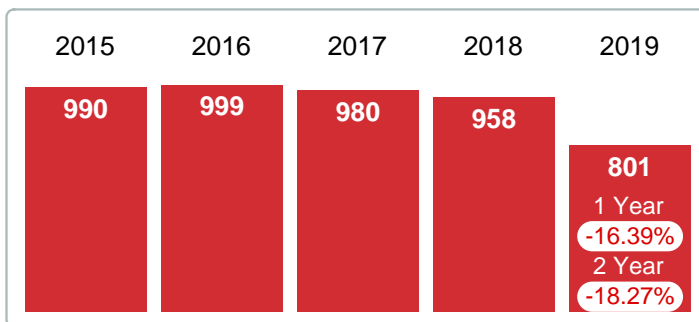
ACTIVE INVENTORY

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

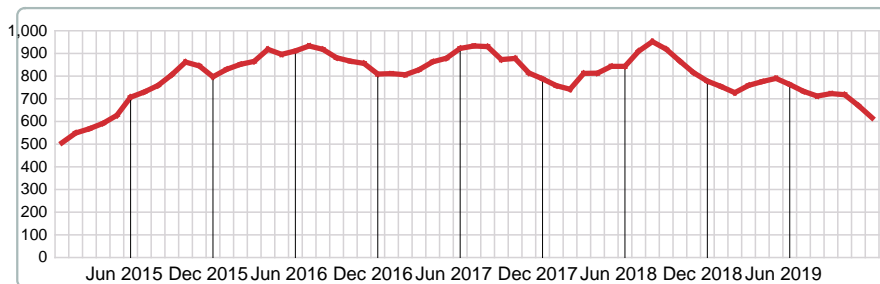
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 758

High Aug 2018 952 Low Jan 2015 506

Inventory this month at **616**
below the 5 yr DEC average of **758**



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	55	8.93%	70.0	26	27	2	0
\$50,001 - \$70,000	55	8.93%	89.0	26	26	3	0
\$70,001 - \$110,000	112	18.18%	93.5	26	74	12	0
\$110,001 - \$180,000	146	23.70%	86.0	17	94	32	3
\$180,001 - \$280,000	104	16.88%	101.5	15	58	25	6
\$280,001 - \$450,000	82	13.31%	80.0	8	44	24	6
\$450,001 and up	62	10.06%	81.0	2	20	28	12
Total Active Inventory by Units		616		120	343	126	27
Total Active Inventory by Volume		139,801,789	100%	14.35M	66.43M	39.11M	19.90M
Median Active Inventory Listing Price		\$149,950		\$80,000	\$144,900	\$225,000	\$412,500

December 2019



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 DECEMBER

2015	2016	2017	2018	2019
------	------	------	------	------

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



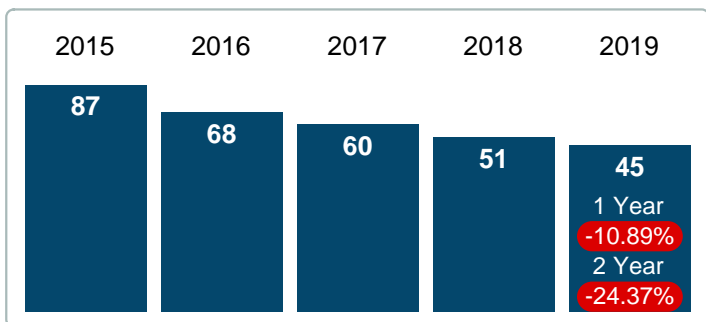
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



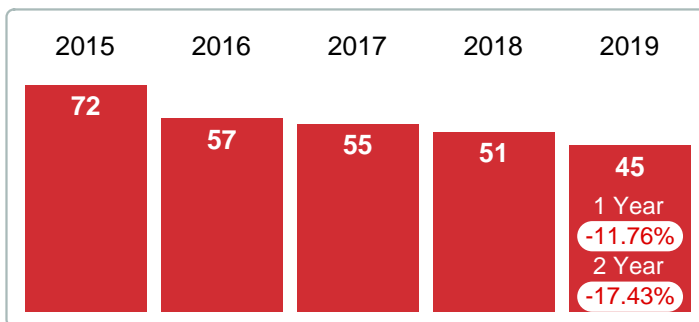
MEDIAN DAYS ON MARKET TO SALE

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

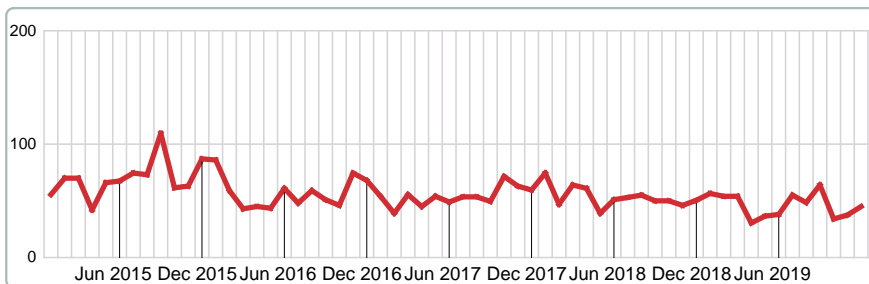
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 45 below the 5 yr DEC average of 62



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	8.43%	49	164	19	0	0
\$30,001 - \$40,000	8.43%	13	10	30	48	0
\$40,001 - \$80,000	16.87%	26	20	27	0	0
\$80,001 - \$130,000	26.51%	58	63	56	117	21
\$130,001 - \$170,000	14.46%	51	18	55	0	0
\$170,001 - \$280,000	13.25%	45	0	44	94	85
\$280,001 and up	12.05%	34	41	28	28	124
Median Closed DOM		45	50	45	44	63
Total Closed Units	100%	83	14	55	8	6
Total Closed Volume		10,964,875	1.19M	7.18M	1.44M	1.15M

December 2019



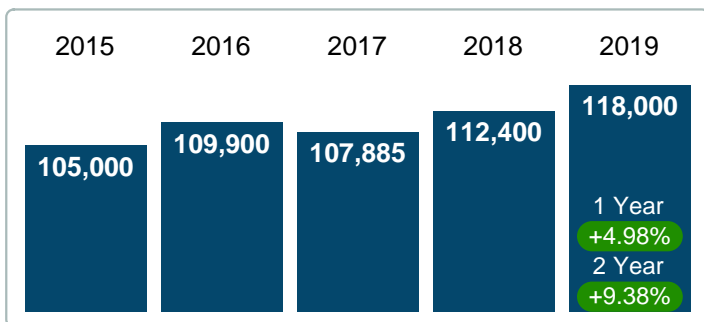
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



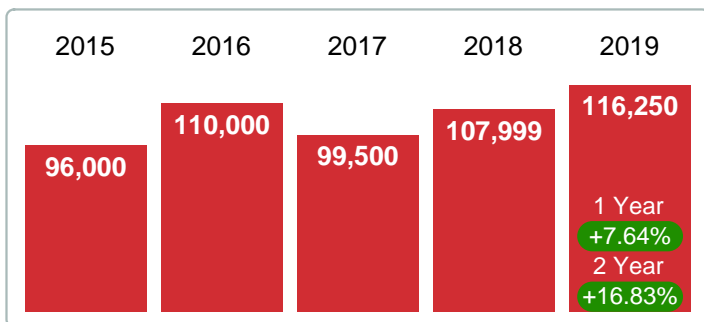
MEDIAN LIST PRICE AT CLOSING

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

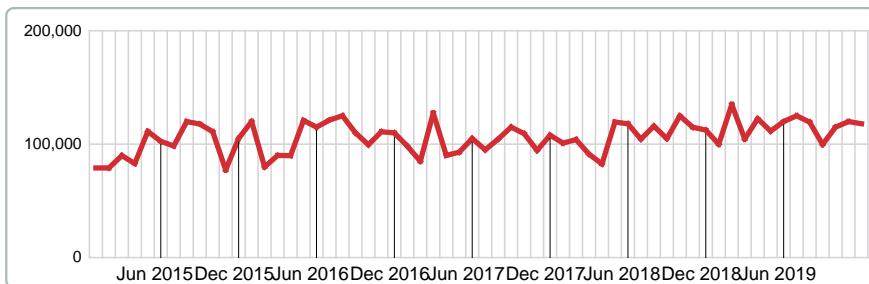
DECEMBER



YEAR TO DATE (YTD)

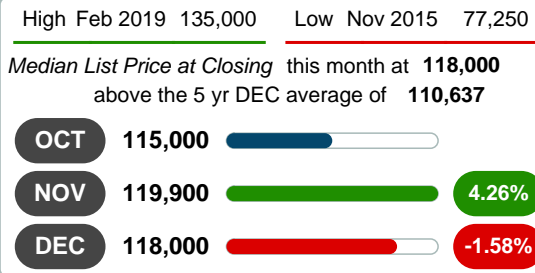


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 110,637



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	7	8.43%	25,000	25,000	25,000	0	0
\$30,001 - \$40,000	7	8.43%	36,500	34,900	36,500	38,600	0
\$40,001 - \$80,000	12	14.46%	61,200	74,900	57,500	0	0
\$80,001 - \$130,000	20	24.10%	99,450	95,000	99,900	89,500	99,900
\$130,001 - \$170,000	14	16.87%	139,950	149,600	139,900	0	140,000
\$170,001 - \$280,000	13	15.66%	199,000	0	189,450	232,450	215,000
\$280,001 and up	10	12.05%	332,000	325,000	319,450	397,000	575,000
Median List Price			118,000	74,950	129,000	167,450	129,750
Total Closed Units		100%	118,000	14	55	8	6
Total Closed Volume			11,637,770	1.26M	7.54M	1.59M	1.24M

December 2019



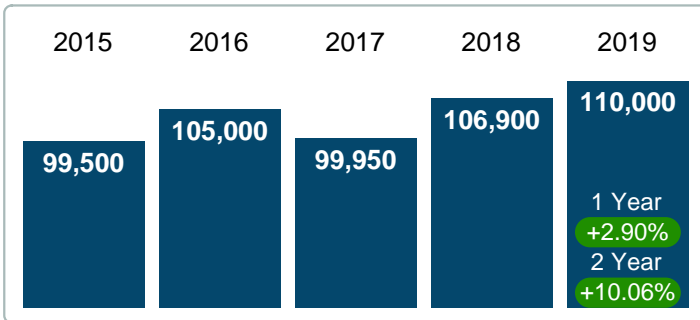
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



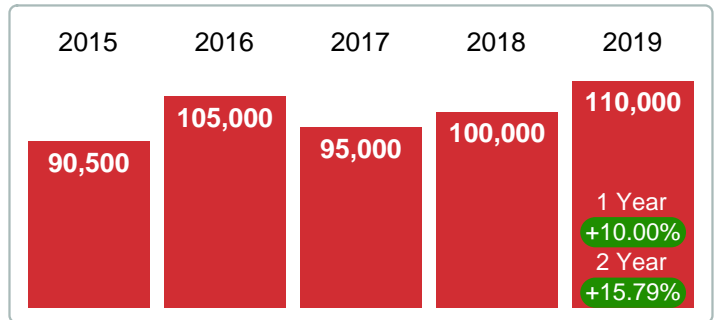
MEDIAN SOLD PRICE AT CLOSING

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

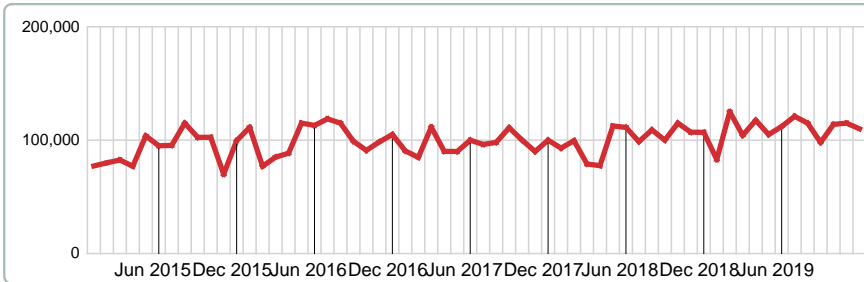
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

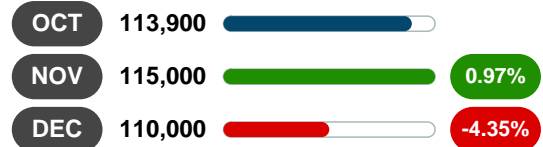


3 MONTHS

5 year DEC AVG = 104,270

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

Median Sold Price at Closing this month at 110,000 above the 5 yr DEC average of 104,270



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	8.43%	24,000	19,000	25,500	0	0
\$30,001 - \$40,000	8.43%	33,000	35,000	33,000	38,000	0
\$40,001 - \$80,000	16.87%	68,000	74,950	57,500	0	0
\$80,001 - \$130,000	26.51%	100,500	110,000	100,500	93,450	103,750
\$130,001 - \$170,000	14.46%	144,000	154,000	141,000	0	0
\$170,001 - \$280,000	13.25%	195,000	0	192,500	217,450	195,000
\$280,001 and up	12.05%	317,500	310,000	309,500	331,000	535,000
Median Sold Price		110,000	74,950	125,000	161,950	123,750
Total Closed Units	100%	110,000	14	55	8	6
Total Closed Volume		10,964,875	1.19M	7.18M	1.44M	1.15M

December 2019



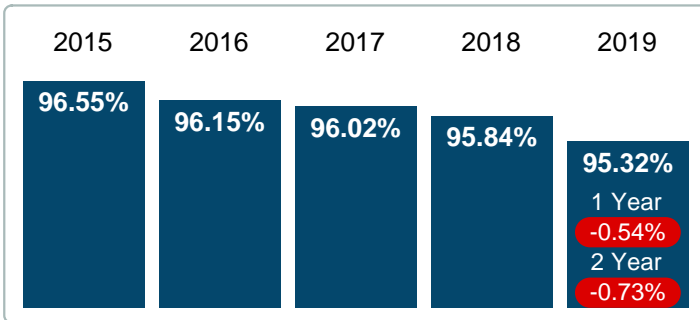
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



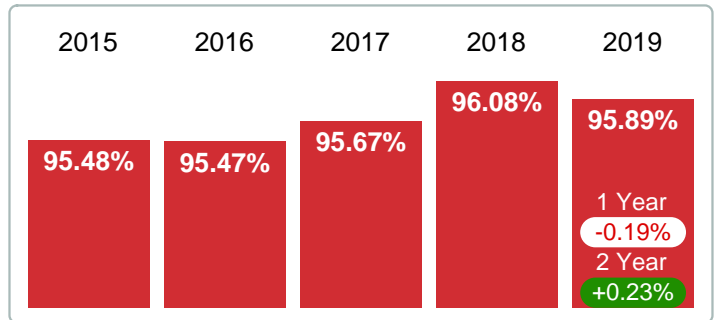
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

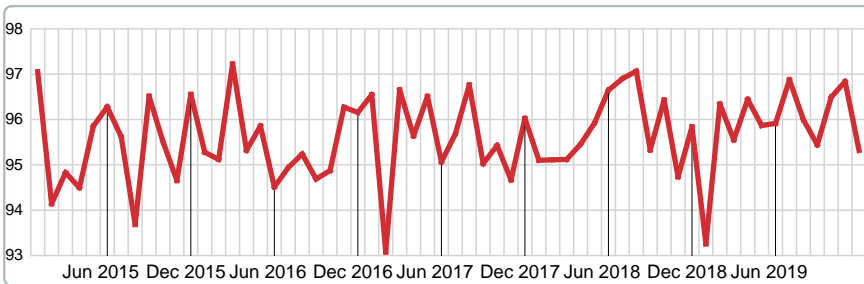
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

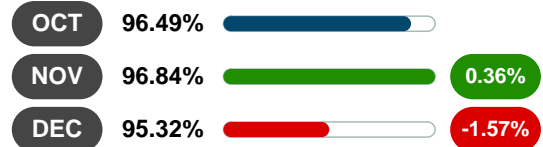


3 MONTHS

5 year DEC AVG = 95.98%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.32%**
below the 5 yr DEC average of **95.98%**



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	8.43%	91.53%	91.89%	79.76%	0.00%	0.00%
\$30,001 - \$40,000	7	8.43%	93.83%	109.18%	92.12%	98.45%	0.00%
\$40,001 - \$80,000	14	16.87%	98.54%	100.00%	95.90%	0.00%	0.00%
\$80,001 - \$130,000	22	26.51%	95.50%	92.44%	96.16%	103.42%	92.13%
\$130,001 - \$170,000	12	14.46%	96.08%	96.25%	95.92%	0.00%	0.00%
\$170,001 - \$280,000	11	13.25%	94.00%	0.00%	94.74%	93.51%	90.70%
\$280,001 and up	10	12.05%	95.63%	95.38%	95.87%	86.20%	93.04%
Median Sold/List Ratio		95.32%		95.06%	95.48%	98.05%	91.87%
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



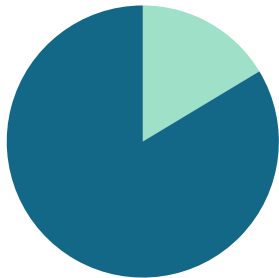
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

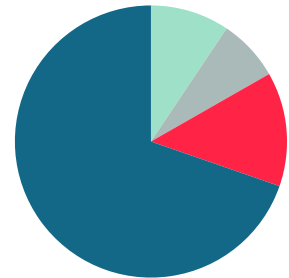


Inventory
 New Listings
131 = 16.38%
 Start Inventory
669
 Total Inventory Units
800
 Volume
\$186,820,882

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%
Median List Price	112,400	118,000	4.98%	107,999	116,250	7.64%
Median Sale Price	106,900	110,000	2.90%	100,000	110,000	10.00%
Median Percent of Selling Price to List Price	95.84%	95.32%	-0.54%	96.08%	95.89%	-0.19%
Median Days on Market to Sale	50.50	45.00	-10.89%	51.00	45.00	-11.76%
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

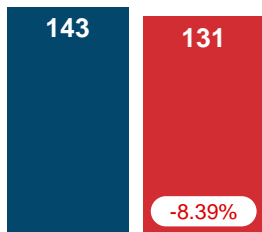
Inventory on December 31, 2019 = **616**

2018 **2019**

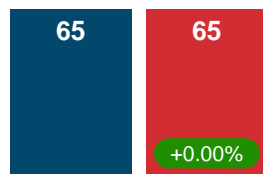
DECEMBER MARKET

MEDIAN PRICES

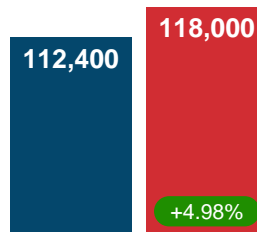
New Listings



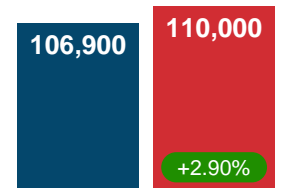
Pending Listings



List Price



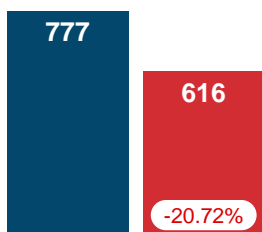
Sale Price



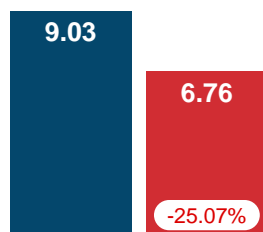
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

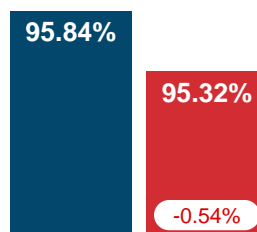
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

