

## February 2019



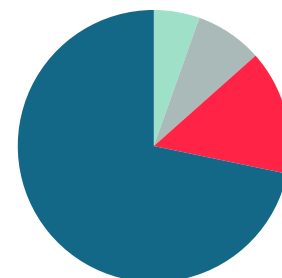
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	59	55	-6.78%
Pending Listings	87	81	-6.90%
New Listings	196	203	3.57%
Average List Price	122,369	137,660	12.50%
Average Sale Price	114,323	132,613	16.00%
Average Percent of Selling Price to List Price	93.57%	96.82%	3.48%
Average Days on Market to Sale	64.15	69.36	8.12%
End of Month Inventory	741	726	-2.02%
Months Supply of Inventory	8.86	8.60	-2.89%



■ Closed (5.43%)  
■ Pending (8.00%)  
■ Other OffMarket (14.82%)  
■ Active (71.74%)

**Absorption:** Last 12 months, an Average of **84** Sales/Month  
**Active Inventory** as of February 28, 2019 = **726**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **2.02%** to 726 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **8.60** 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 **16.00%** in February 2019 to \$132,613 versus the previous year at \$114,323.

##### Average Days on Market Lengthens

The average number of **69.36** days that homes spent on the market before selling increased by 5.21 days or **8.12%** in February 2019 compared to last year's same month at **64.15** DOM.

##### Sales Success for February 2019 is Positive

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

There were 203 New Listings in February 2019, up **3.57%** from last year at 196. Furthermore, there were 55 Closed Listings this month versus last year at 59, a **-6.78%** decrease.

Closed versus Listed trends yielded a **27.1%** ratio, down from previous year's, February 2018, at **30.1%**, a **9.99%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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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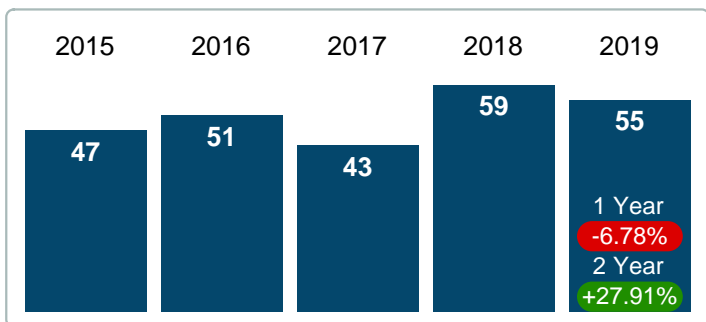
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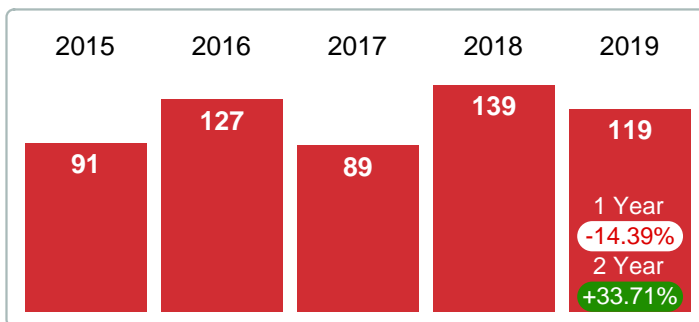
## CLOSED LISTINGS

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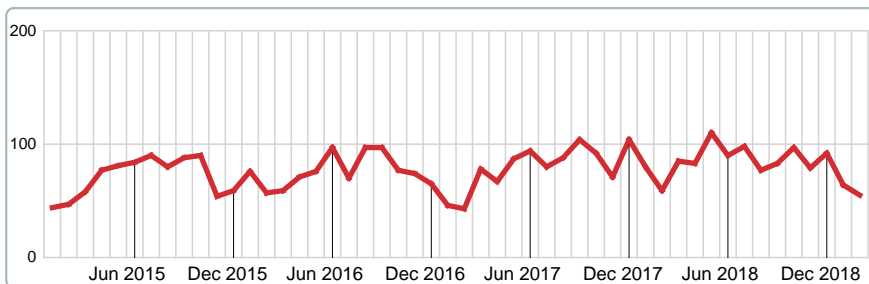
### FEBRUARY



### YEAR TO DATE (YTD)

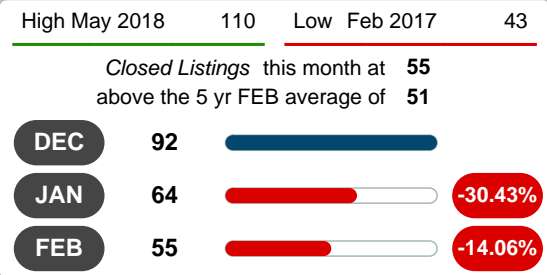


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 51



### 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	4	7.27%	62.8	3	0	1	0
\$30,001 - \$60,000	8	14.55%	48.9	3	5	0	0
\$60,001 - \$90,000	9	16.36%	88.0	1	5	3	0
\$90,001 - \$140,000	13	23.64%	71.8	2	8	3	0
\$140,001 - \$170,000	7	12.73%	79.7	1	4	2	0
\$170,001 - \$210,000	8	14.55%	55.9	2	5	1	0
\$210,001 and up	6	10.91%	73.7	0	5	1	0
<b>Total Closed Units</b>	<b>55</b>			<b>12</b>	<b>32</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,293,740</b>	<b>100%</b>	<b>69.4</b>	<b>1.06M</b>	<b>4.84M</b>	<b>1.40M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$132,613</b>			<b>\$88,125</b>	<b>\$151,130</b>	<b>\$127,281</b>	<b>\$0</b>

# February 2019



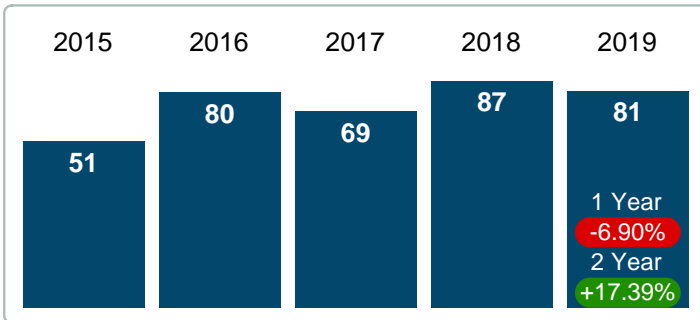
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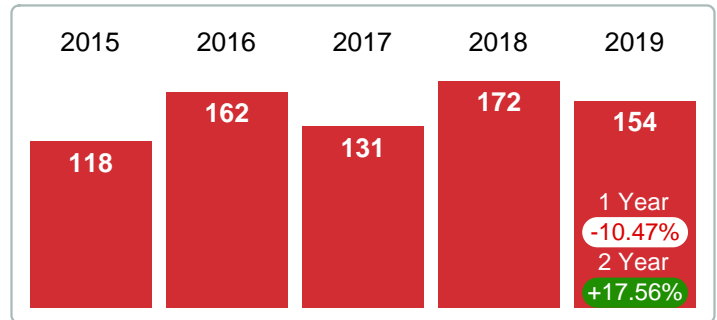
## PENDING LISTINGS

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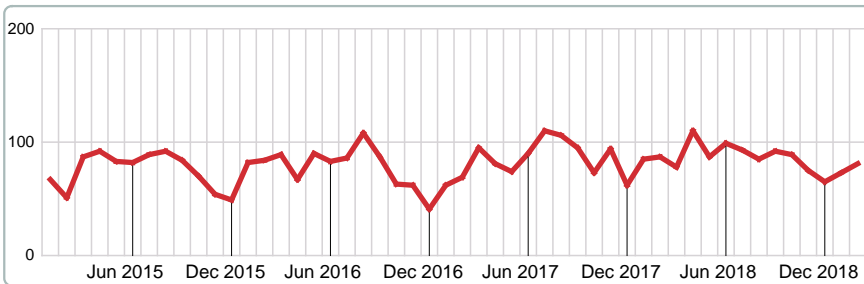
### FEBRUARY



### YEAR TO DATE (YTD)

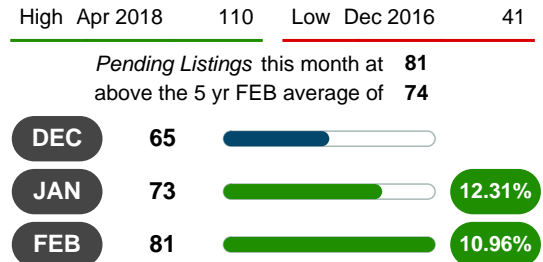


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 74



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.23%	16.0	1	0	0	0
\$25,001 - \$50,000	11	13.58%	48.2	2	8	1	0
\$50,001 - \$75,000	12	14.81%	68.7	2	10	0	0
\$75,001 - \$125,000	22	27.16%	66.3	4	15	3	0
\$125,001 - \$200,000	16	19.75%	63.7	0	13	2	1
\$200,001 - \$275,000	9	11.11%	57.7	0	7	2	0
\$275,001 and up	10	12.35%	68.6	2	4	4	0
<b>Total Pending Units</b>	<b>81</b>			<b>11</b>	<b>57</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,365,499</b>	<b>100%</b>	<b>63.0</b>	<b>1.56M</b>	<b>7.62M</b>	<b>3.02M</b>	<b>159.00K</b>
<b>Average Listing Price</b>	<b>\$154,125</b>			<b>\$142,173</b>	<b>\$133,772</b>	<b>\$251,467</b>	<b>\$159,000</b>

# February 2019



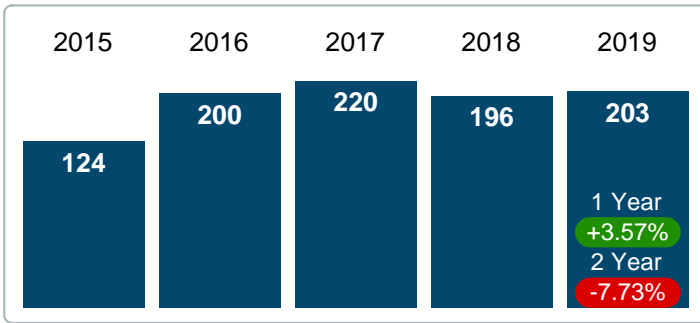
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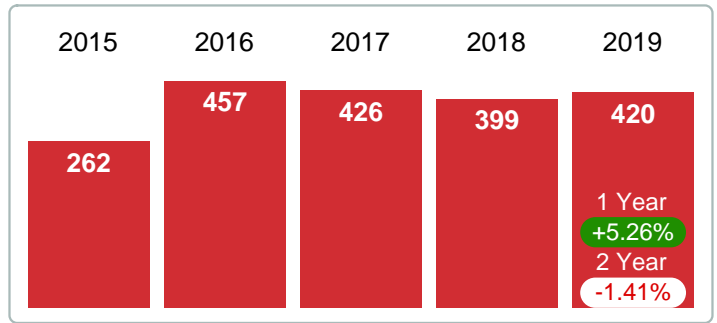
## NEW LISTINGS

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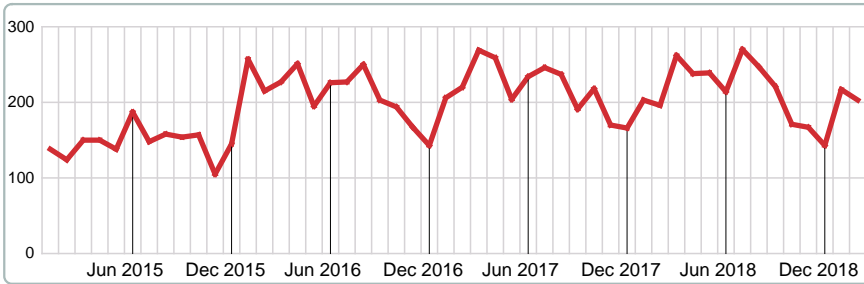
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 189

High Jul 2018 270 Low Nov 2015 105

New Listings this month at **203**  
above the 5 yr FEB average of **189**



### 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	5	2.46%	2	3	0	0
\$25,001 - \$50,000	17	8.37%	7	7	3	0
\$50,001 - \$100,000	53	26.11%	14	37	2	0
\$100,001 - \$175,000	41	20.20%	3	33	5	0
\$175,001 - \$275,000	34	16.75%	2	20	9	3
\$275,001 - \$450,000	31	15.27%	1	24	5	1
\$450,001 and up	22	10.84%	1	7	11	3
<b>Total New Listed Units</b>	<b>203</b>		<b>30</b>	<b>131</b>	<b>35</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>46,921,568</b>	<b>100%</b>	<b>3.62M</b>	<b>24.70M</b>	<b>11.91M</b>	<b>6.69M</b>
<b>Average New Listed Listing Price</b>	<b>\$163,620</b>		<b>\$120,798</b>	<b>\$188,537</b>	<b>\$340,383</b>	<b>\$955,129</b>

# February 2019



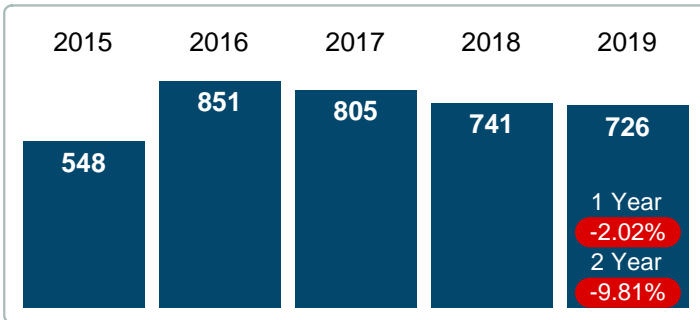
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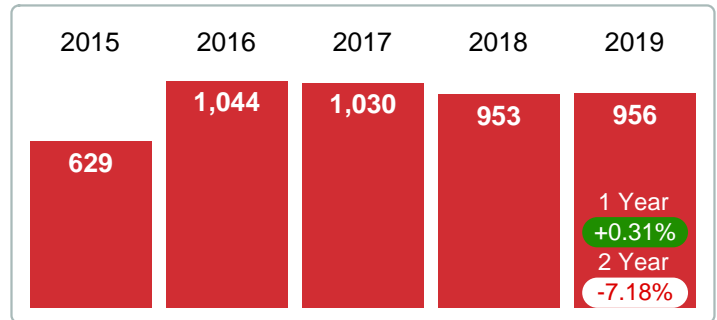
## ACTIVE INVENTORY

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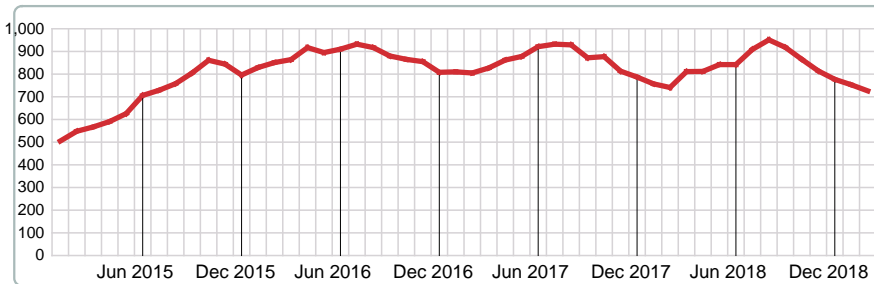
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

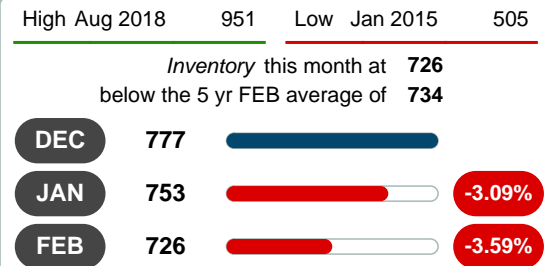


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 734



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	17	2.34%	67.5	9	8	0	0
\$25,001 - \$75,000	135	18.60%	72.1	55	73	7	0
\$75,001 - \$100,000	91	12.53%	97.7	24	54	13	0
\$100,001 - \$175,000	176	24.24%	86.1	26	121	27	2
\$175,001 - \$275,000	122	16.80%	82.8	13	71	32	6
\$275,001 - \$450,000	108	14.88%	73.7	7	61	36	4
\$450,001 and up	77	10.61%	76.0	1	26	36	14
Total Active Inventory by Units			726	135	414	151	26
Total Active Inventory by Volume			165,144,840	14.75M	81.04M	52.56M	16.79M
Average Active Inventory Listing Price			\$227,472	\$109,283	\$195,742	\$348,103	\$645,797

# February 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 FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>726</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr FEB average of <b>inf</b>			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	49	6.75%	3.92	4.22	3.56	4.36	0.00
\$40,001 - \$70,000	89	12.26%	6.14	8.75	5.61	2.25	0.00
\$70,001 - \$110,000	121	16.67%	6.60	6.69	6.51	7.20	0.00
\$110,001 - \$190,000	185	25.48%	8.47	13.44	7.39	10.33	16.00
\$190,001 - \$290,000	106	14.60%	10.02	15.43	9.87	9.53	8.57
\$290,001 - \$470,000	103	14.19%	19.02	0.00	18.16	25.41	4.36
\$470,001 and up	73	10.06%	58.40	0.00	48.00	60.00	78.00
Market Supply of Inventory (MSI)			8.60	7.86	7.82	12.41	12.00
		100%	8.60				
Total Active Inventory by Units			726	135	414	151	26

# February 2019



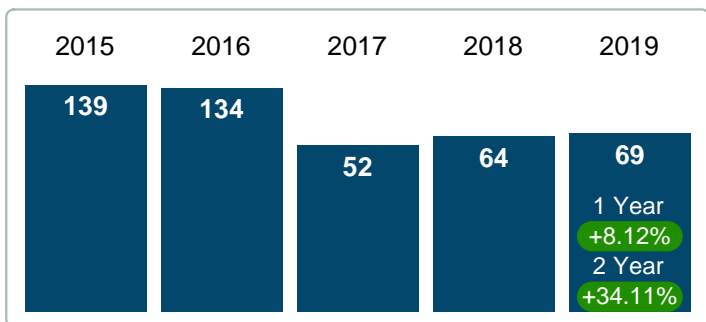
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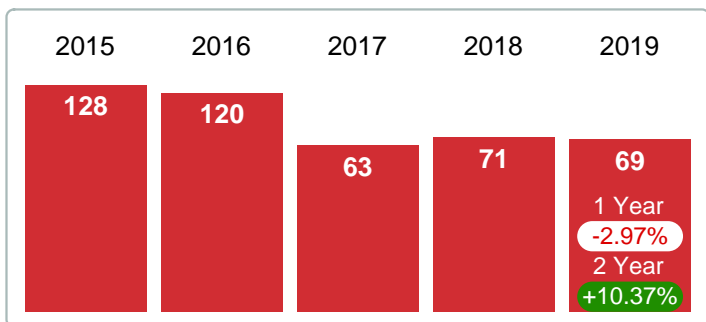
## AVERAGE DAYS ON MARKET TO SALE

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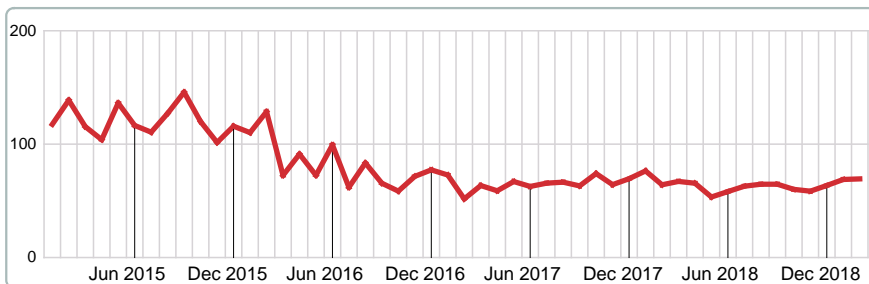
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

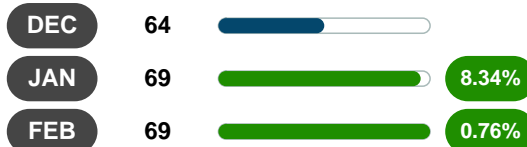


### 3 MONTHS

5 year FEB AVG = 92

High Sep 2015 146 Low Feb 2017 52

Average Days on Market to Sale this month at 69 below the 5 yr FEB average of 92



### 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	7.27%	63	67	0	50	0
\$30,001 - \$60,000	14.55%	49	84	28	0	0
\$60,001 - \$90,000	16.36%	88	20	87	112	0
\$90,001 - \$140,000	23.64%	72	80	67	81	0
\$140,001 - \$170,000	12.73%	80	137	81	49	0
\$170,001 - \$210,000	14.55%	56	78	47	57	0
\$210,001 and up	10.91%	74	0	59	147	0
<b>Average Closed DOM</b>		<b>69</b>	<b>77</b>	<b>61</b>	<b>85</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>69</b>	<b>12</b>	<b>32</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,293,740</b>	<b>1.06M</b>	<b>4.84M</b>	<b>1.40M</b>	<b>0.00B</b>

# February 2019



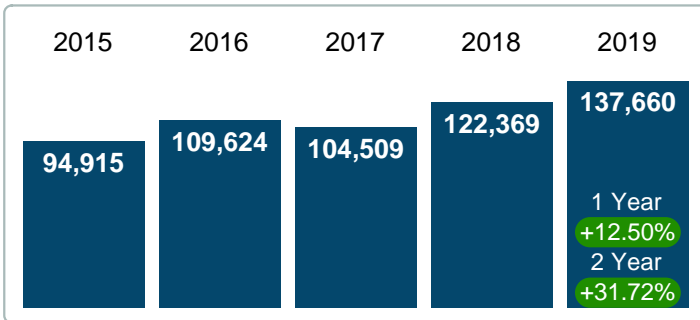
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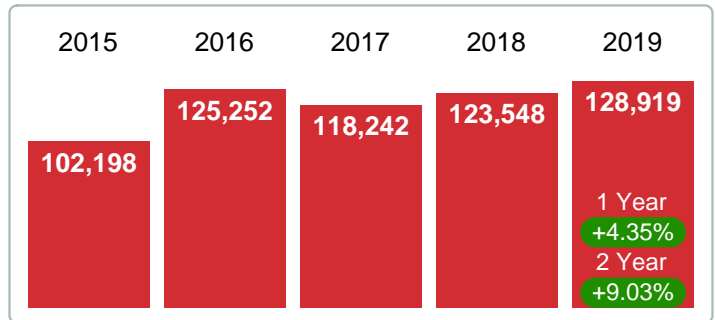
## AVERAGE LIST PRICE AT CLOSING

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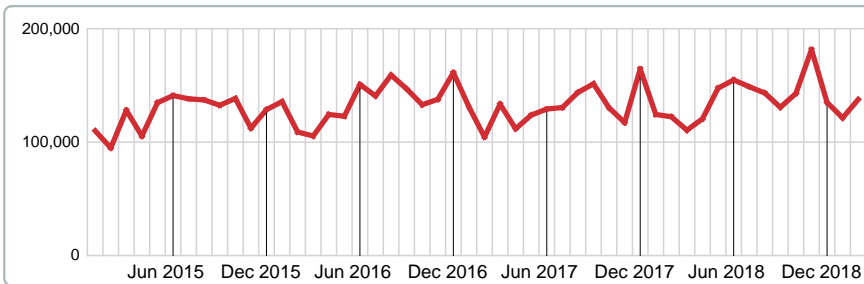
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

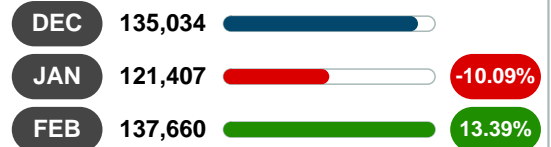


### 3 MONTHS

5 year FEB AVG = 113,815

High Nov 2018 181,620 Low Feb 2015 94,915

Average List Price at Closing this month at **137,660**  
above the 5 yr FEB average of **113,815**



### 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	7.27%	17,200	16,267	0	20,000	0
\$30,001 - \$60,000	16.36%	51,456	49,467	52,940	0	0
\$60,001 - \$90,000	14.55%	79,919	85,000	80,030	82,067	0
\$90,001 - \$140,000	18.18%	117,944	145,000	111,588	144,879	0
\$140,001 - \$170,000	10.91%	155,633	175,000	168,450	154,950	0
\$170,001 - \$210,000	21.82%	186,192	206,250	187,600	179,000	0
\$210,001 and up	10.91%	342,083	0	355,500	275,000	0
<b>Average List Price</b>		<b>137,660</b>	<b>96,642</b>	<b>154,589</b>	<b>133,158</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>137,660</b>	<b>12</b>	<b>32</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,571,287</b>	<b>1.16M</b>	<b>4.95M</b>	<b>1.46M</b>	<b>0.00B</b>



# February 2019



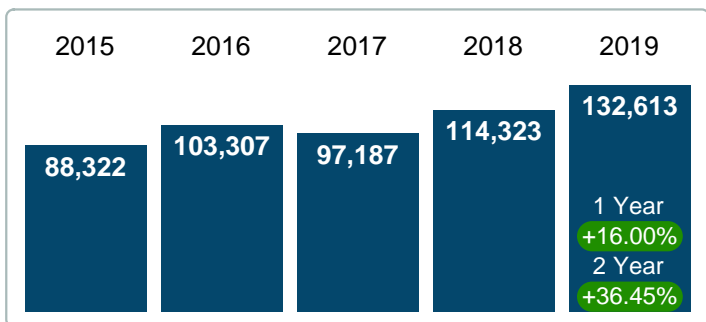
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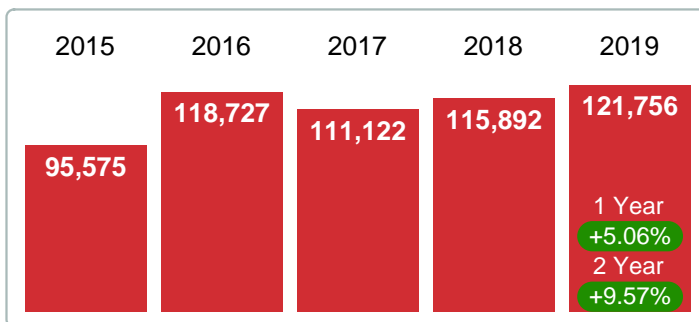
## AVERAGE SOLD PRICE AT CLOSING

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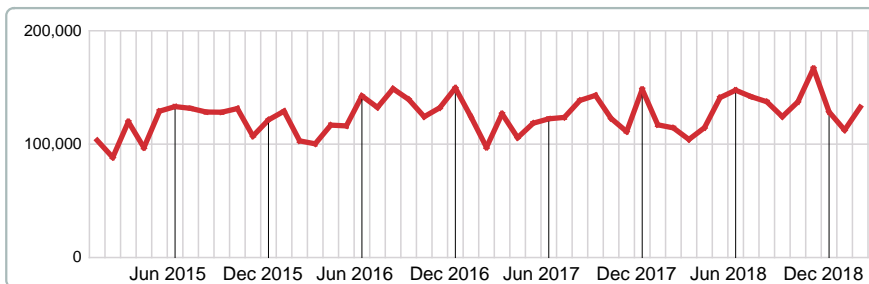
### FEBRUARY



### YEAR TO DATE (YTD)

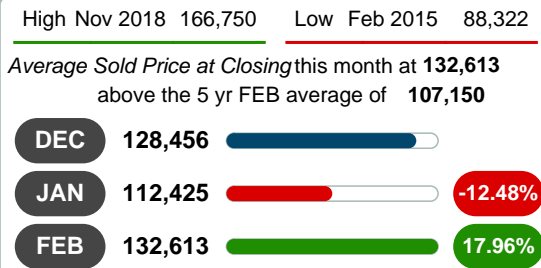


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 107,150



### 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	4	7.27%	16,250	15,000	0	20,000	
\$30,001 - \$60,000	8	14.55%	46,250	40,167	49,900	0	
\$60,001 - \$90,000	9	16.36%	79,500	82,500	77,700	81,500	
\$90,001 - \$140,000	13	23.64%	120,545	133,250	114,263	128,829	
\$140,001 - \$170,000	7	12.73%	159,086	155,000	164,875	149,550	
\$170,001 - \$210,000	8	14.55%	185,750	194,000	184,600	175,000	
\$210,001 and up	6	10.91%	329,426	0	340,311	275,000	
<b>Average Sold Price</b>		<b>132,613</b>		<b>88,125</b>	<b>151,130</b>	<b>127,281</b>	<b>0</b>
<b>Total Closed Units</b>		<b>55</b>	<b>100%</b>	<b>132,613</b>	<b>12</b>	<b>32</b>	<b>11</b>
<b>Total Closed Volume</b>		<b>7,293,740</b>		<b>1.06M</b>	<b>4.84M</b>	<b>1.40M</b>	<b>0.00B</b>

# February 2019



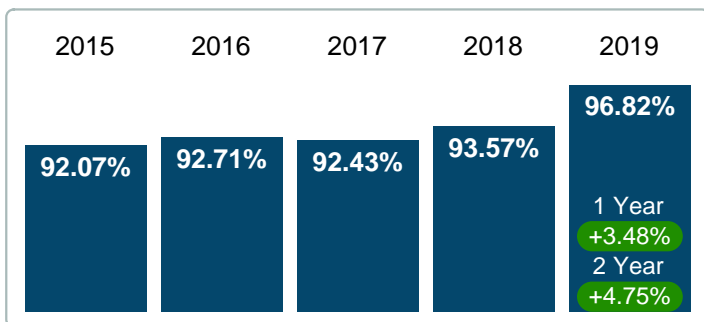
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



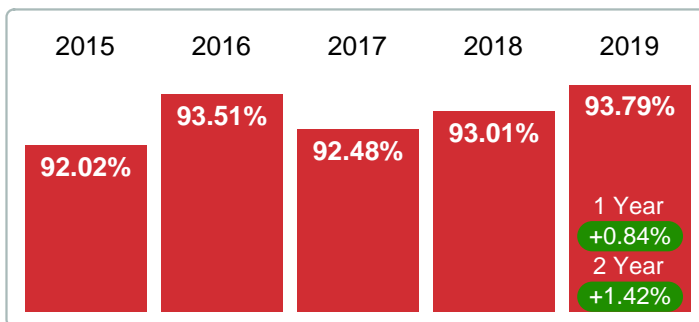
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

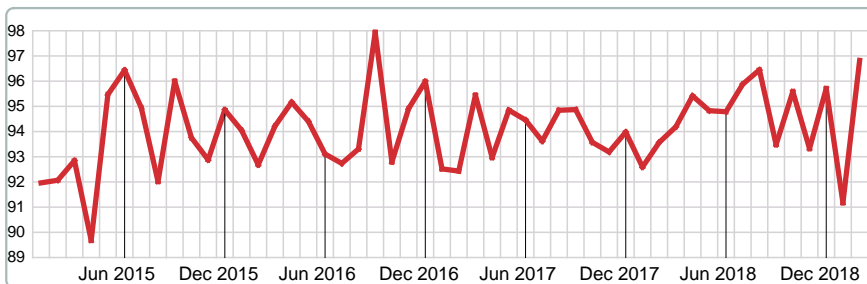
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

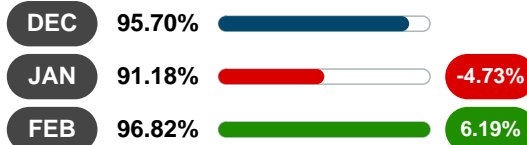


### 3 MONTHS

5 year FEB AVG = 93.52%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **96.82%** above the 5 yr FEB average of **93.52%**



### 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	4	7.27%	90.72%	87.63%	0.00%	100.00%	0.00%
\$30,001 - \$60,000	8	14.55%	89.53%	80.84%	94.75%	0.00%	0.00%
\$60,001 - \$90,000	9	16.36%	97.83%	97.06%	97.09%	99.31%	0.00%
\$90,001 - \$140,000	13	23.64%	102.83%	92.01%	109.97%	90.99%	0.00%
\$140,001 - \$170,000	7	12.73%	96.25%	88.57%	98.04%	96.52%	0.00%
\$170,001 - \$210,000	8	14.55%	97.31%	94.10%	98.50%	97.77%	0.00%
\$210,001 and up	6	10.91%	96.11%	0.00%	95.33%	100.00%	0.00%
Average Sold/List Ratio		96.80%		88.61%	100.01%	96.52%	0.00%
Total Closed Units		55	100%	12	32	11	
Total Closed Volume		7,293,740		1.06M	4.84M	1.40M	0.00B

# February 2019



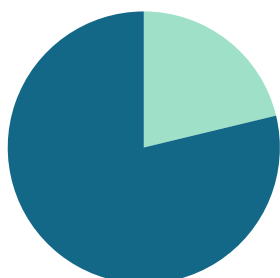
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

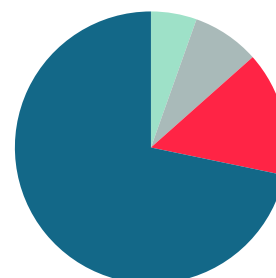


**Inventory**  
 New Listings  
**203 = 21.23%**  
 Start Inventory  
**753**  
 Total Inventory Units  
**956**  
 Volume  
**\$219,484,985**

### Market Activity

Closed Sales  
**55 = 5.43%**  
 Pending Sales  
**81 = 8.00%**  
 Other Off Market  
**150 = 14.82%**  
 Active Inventory  
**726 = 71.74%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	59	55	-6.78%	139	119	-14.39%
Pending Sales	87	81	-6.90%	172	154	-10.47%
New Listings	196	203	3.57%	399	420	5.26%
Average List Price	122,369	137,660	12.50%	123,548	128,919	4.35%
Average Sale Price	114,323	132,613	16.00%	115,892	121,756	5.06%
Average Percent of Selling Price to List Price	93.57%	96.82%	3.48%	93.01%	93.79%	0.84%
Average Days on Market to Sale	64.15	69.36	8.12%	71.20	69.08	-2.97%
Monthly Inventory	741	726	-2.02%	741	726	-2.02%
Months Supply of Inventory	8.86	8.60	-2.89%	8.86	8.60	-2.89%

**Absorption:** Last 12 months, an Average of **84** Sales/Month

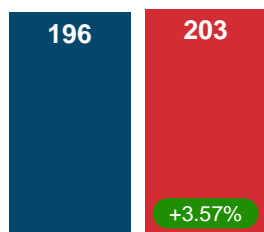
**Inventory** on February 28, 2019 = **726**

**2018** **2019**

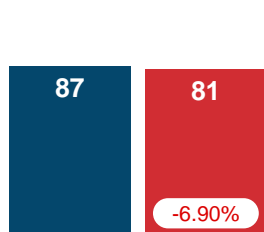
### FEBRUARY MARKET

### AVERAGE PRICES

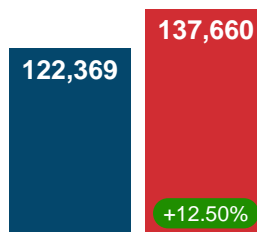
#### New Listings



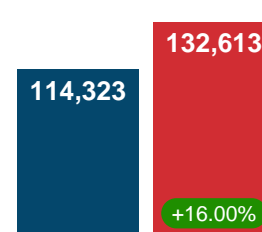
#### Pending Listings



#### List Price



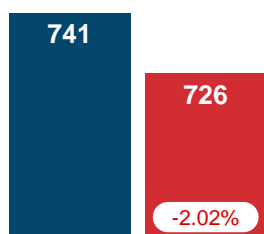
#### Sale Price



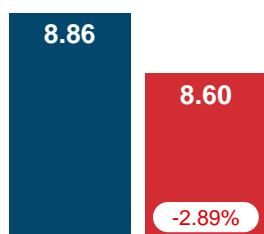
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

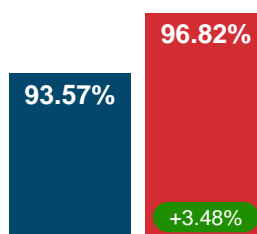
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

