

February 2019



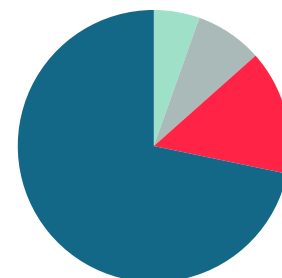
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	104,000	135,000	29.81%
Median Sale Price	99,500	125,000	25.63%
Median Percent of Selling Price to List Price	95.11%	96.34%	1.29%
Median Days on Market to Sale	47.00	54.00	14.89%
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.

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 **25.63%** in February 2019 to \$125,000 versus the previous year at \$99,500.

Median Days on Market Lengthens

The median number of **54.00** days that homes spent on the market before selling increased by 7.00 days or **14.89%** in February 2019 compared to last year's same month at **47.00** DOM.

Sales Success for February 2019 is Positive

Overall, with Median 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

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

February 2019



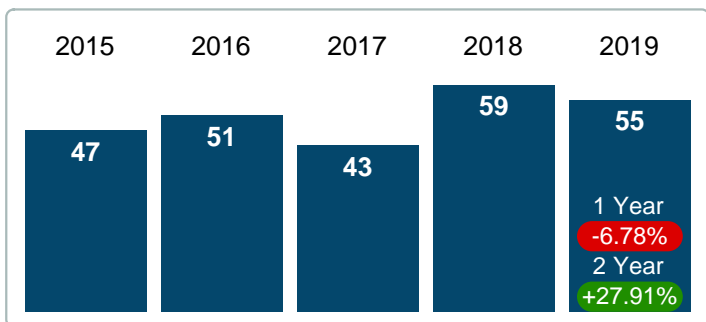
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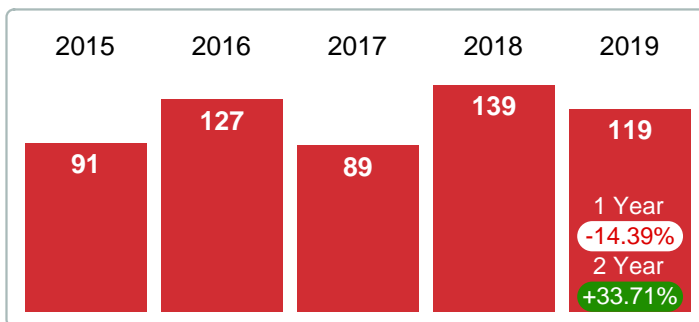
CLOSED LISTINGS

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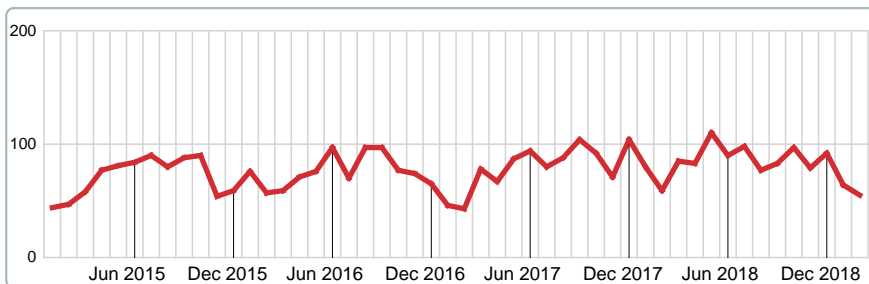
FEBRUARY



YEAR TO DATE (YTD)

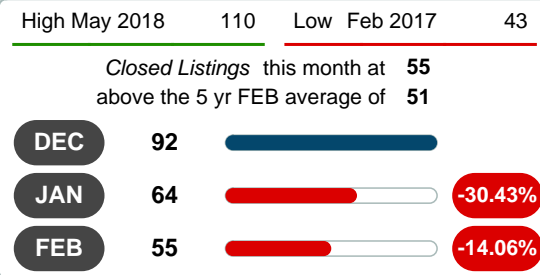


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.27%	57.0	3	0	1	0
\$30,001 - \$60,000	8	14.55%	42.5	3	5	0	0
\$60,001 - \$90,000	9	16.36%	104.0	1	5	3	0
\$90,001 - \$140,000	13	23.64%	52.0	2	8	3	0
\$140,001 - \$170,000	7	12.73%	66.0	1	4	2	0
\$170,001 - \$210,000	8	14.55%	55.5	2	5	1	0
\$210,001 and up	6	10.91%	80.0	0	5	1	0
Total Closed Units	55			12	32	11	0
Total Closed Volume	7,293,740	100%	54.0	1.06M	4.84M	1.40M	0.00B
Median Closed Price	\$125,000			\$66,250	\$134,250	\$125,000	\$0

February 2019



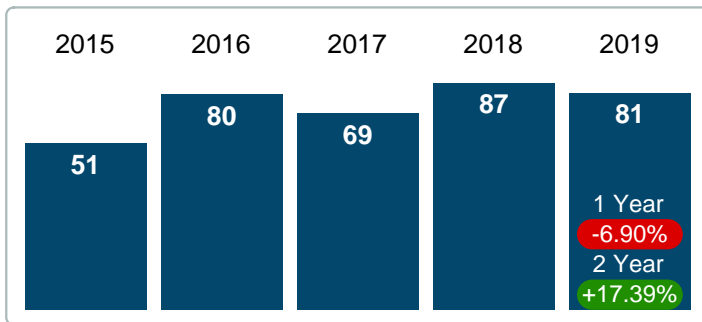
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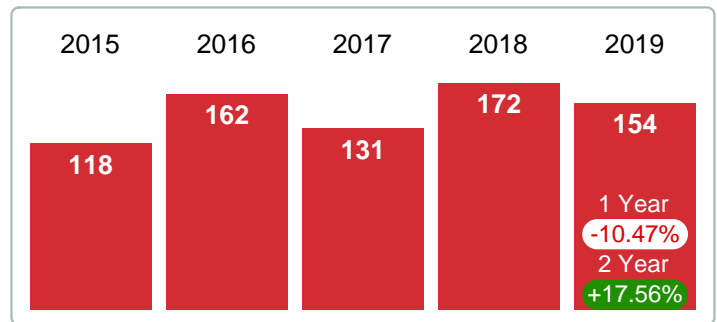
PENDING LISTINGS

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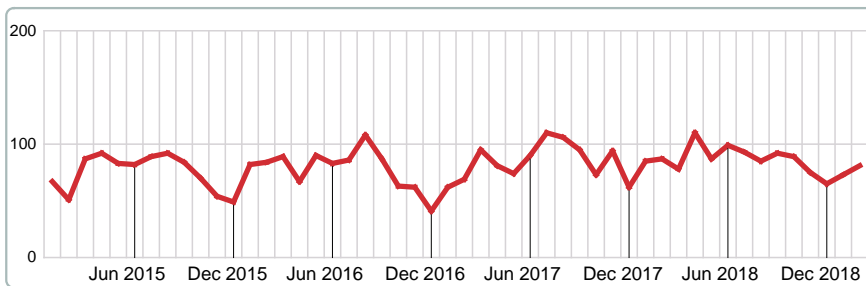
FEBRUARY



YEAR TO DATE (YTD)

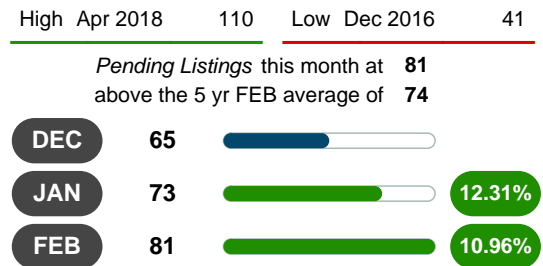


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	6.17%	16.0	3	2	0	0
\$40,001 - \$60,000	12	14.81%	34.0	2	9	1	0
\$60,001 - \$80,000	9	11.11%	79.0	0	8	1	0
\$80,001 - \$140,000	24	29.63%	40.5	4	18	2	0
\$140,001 - \$210,000	12	14.81%	63.5	0	9	2	1
\$210,001 - \$280,000	10	12.35%	29.5	0	8	2	0
\$280,001 and up	9	11.11%	55.0	2	3	4	0
Total Pending Units	81			11	57	12	1
Total Pending Volume	12,365,499	100%	49.0	1.56M	7.62M	3.02M	159.00K
Median Listing Price	\$109,500			\$87,500	\$109,500	\$196,950	\$159,000

February 2019



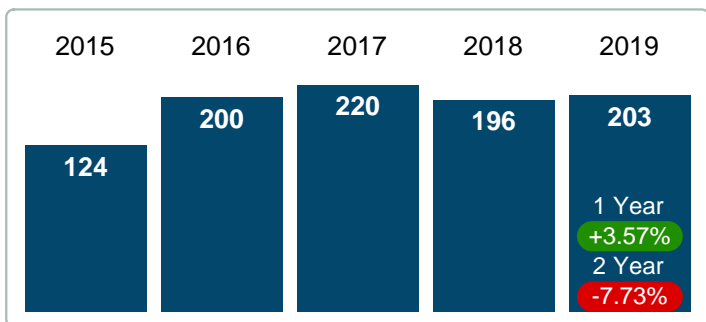
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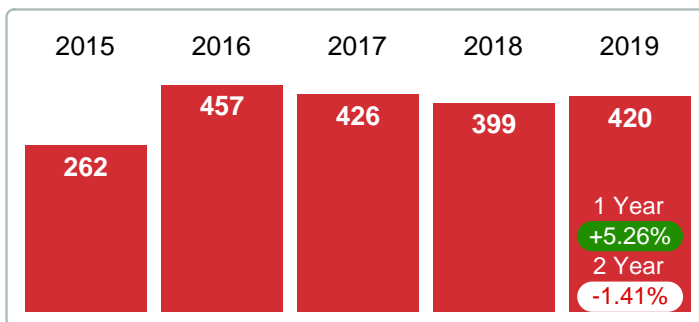
NEW LISTINGS

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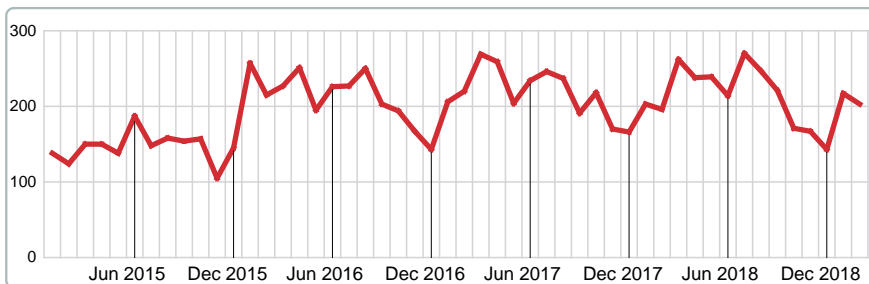
FEBRUARY



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
\$40,000 and less	14	6.90%	5	7	2	0
\$40,001 - \$70,000	28	13.79%	11	16	1	0
\$70,001 - \$100,000	33	16.26%	7	24	2	0
\$100,001 - \$190,000	48	23.65%	3	36	8	1
\$190,001 - \$290,000	28	13.79%	2	18	6	2
\$290,001 - \$470,000	31	15.27%	1	24	5	1
\$470,001 and up	21	10.34%	1	6	11	3
Total New Listed Units	203		30	131	35	7
Total New Listed Volume	46,921,568	100%	3.62M	24.70M	11.91M	6.69M
Median New Listed Listing Price	\$145,000		\$69,825	\$137,000	\$249,000	\$440,000

February 2019



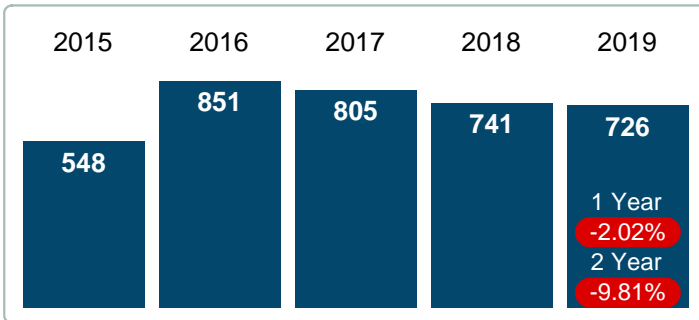
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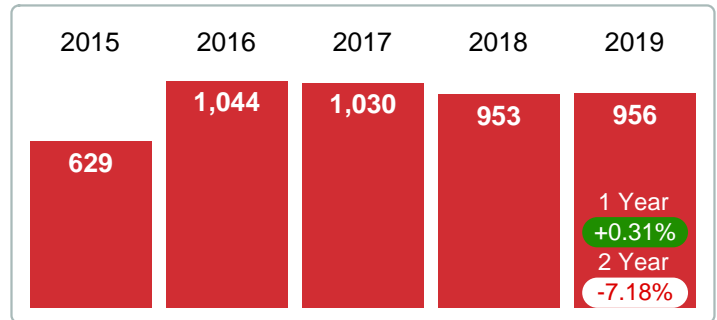
ACTIVE INVENTORY

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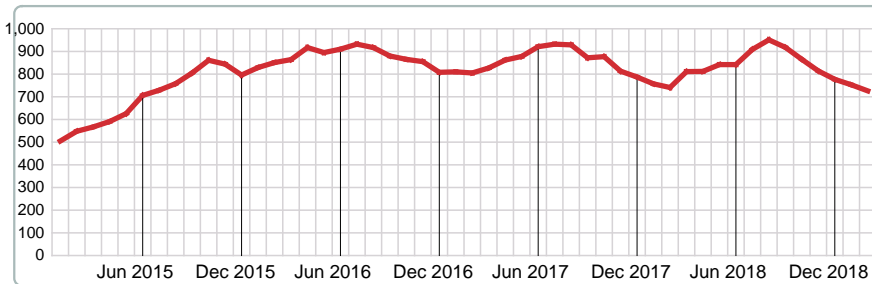
END OF FEBRUARY



ACTIVE DURING FEBRUARY

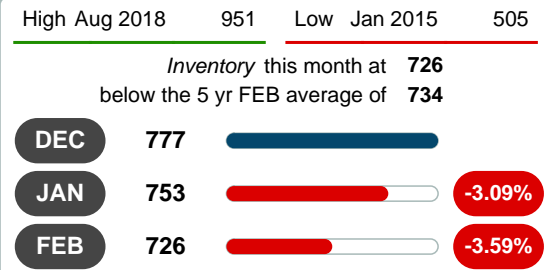


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 734



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$40,000 and less	49	6.75%	62.0	26	19	4	0	
\$40,001 - \$70,000	89	12.26%	64.0	35	51	3	0	
\$70,001 - \$110,000	121	16.67%	76.0	29	77	15	0	
\$110,001 - \$190,000	185	25.48%	63.0	28	122	31	4	
\$190,001 - \$290,000	106	14.60%	79.5	9	65	27	5	
\$290,001 - \$470,000	103	14.19%	55.0	7	56	36	4	
\$470,001 and up	73	10.06%	70.0	1	24	35	13	
Total Active Inventory by Units		726		135	414	151	26	
Total Active Inventory by Volume		165,144,840	100%	67.0	14.75M	81.04M	52.56M	16.79M
Median Active Inventory Listing Price		\$148,200			\$78,500	\$139,450	\$255,000	\$482,000

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 %
726	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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at inf equal to 5 yr FEB average of inf			
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
Total Active Inventory by Units		100%	8.60	135	414	151	26

February 2019



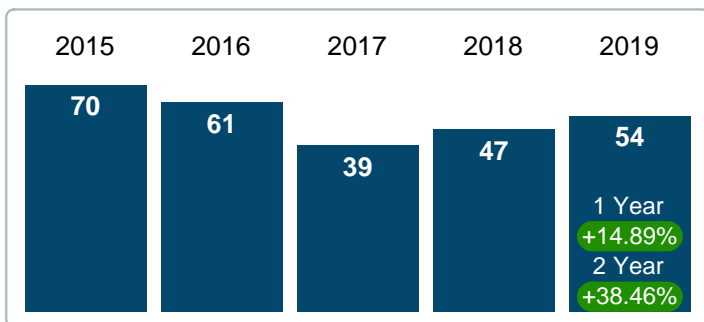
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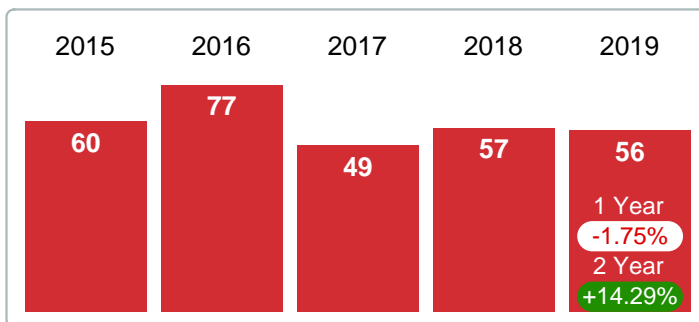
MEDIAN DAYS ON MARKET TO SALE

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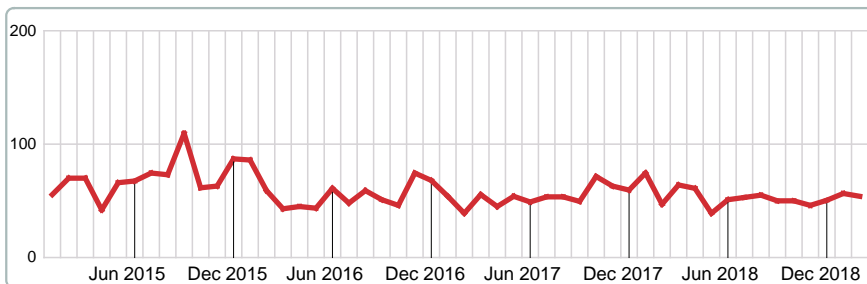
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 54

High Sep 2015 110 Low May 2018 39

Median Days on Market to Sale this month at 54 equal to 5 yr FEB average of 54



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	7.27%	57	64	0	50	0
\$30,001 - \$60,000	14.55%	43	74	35	0	0
\$60,001 - \$90,000	16.36%	104	20	104	155	0
\$90,001 - \$140,000	23.64%	52	80	34	73	0
\$140,001 - \$170,000	12.73%	66	137	80	49	0
\$170,001 - \$210,000	14.55%	56	78	33	57	0
\$210,001 and up	10.91%	80	0	39	147	0
Median Closed DOM		54	70	41	59	0
Total Closed Units	100%	55	12	32	11	
Total Closed Volume		7,293,740	1.06M	4.84M	1.40M	0.00B

February 2019



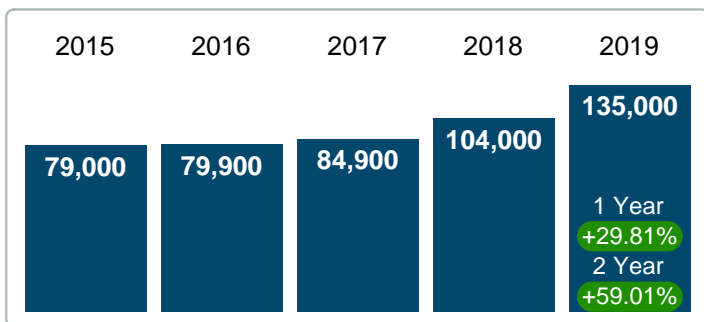
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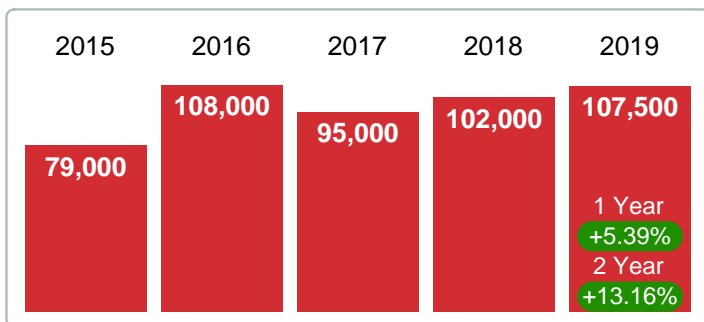
MEDIAN LIST PRICE AT CLOSING

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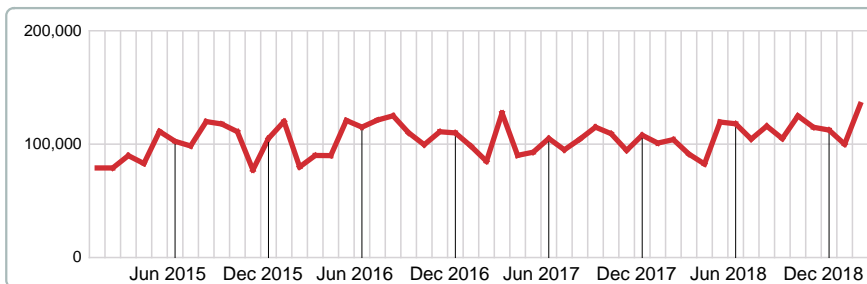
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

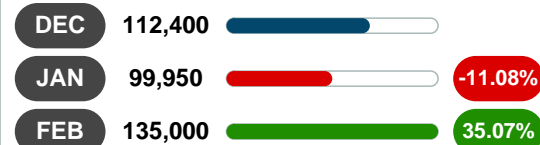


3 MONTHS

5 year FEB AVG = 96,560

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

Median List Price at Closing this month at 135,000 above the 5 yr FEB average of 96,560



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	4	7.27%	19,950	19,900	0	20,000	0
\$30,001 - \$60,000	9	16.36%	50,000	47,900	51,350	0	0
\$60,001 - \$90,000	8	14.55%	84,600	85,000	85,000	77,100	0
\$90,001 - \$140,000	10	18.18%	114,950	135,000	108,750	119,900	0
\$140,001 - \$170,000	6	10.91%	154,950	155,000	149,900	154,950	0
\$170,001 - \$210,000	12	21.82%	179,450	202,500	179,900	177,000	0
\$210,001 and up	6	10.91%	329,250	0	343,500	275,000	0
Median List Price			135,000	70,500	138,450	139,737	0
Total Closed Units		100%	135,000	12	32	11	
Total Closed Volume			7,571,287	1.16M	4.95M	1.46M	0.00B

February 2019



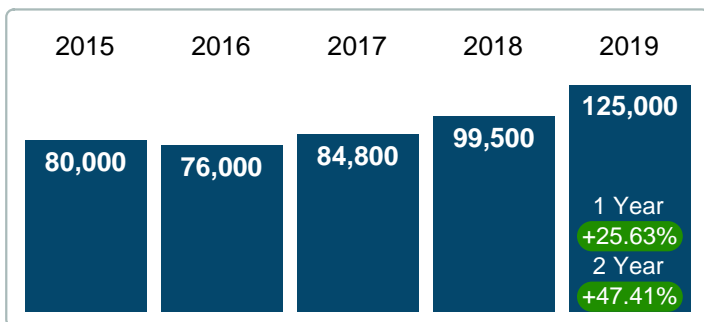
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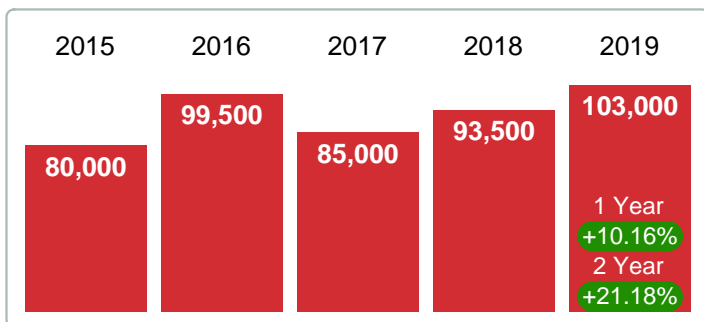
MEDIAN SOLD PRICE AT CLOSING

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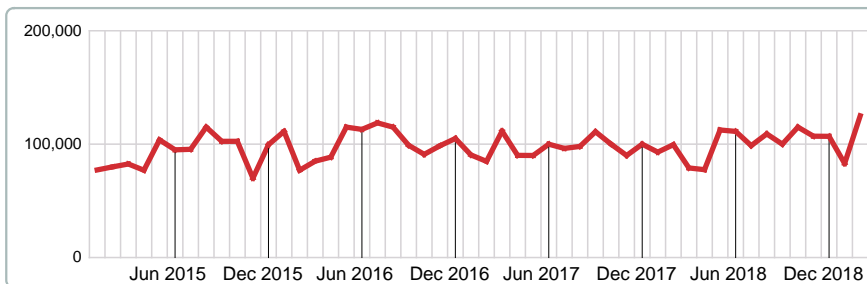
FEBRUARY



YEAR TO DATE (YTD)

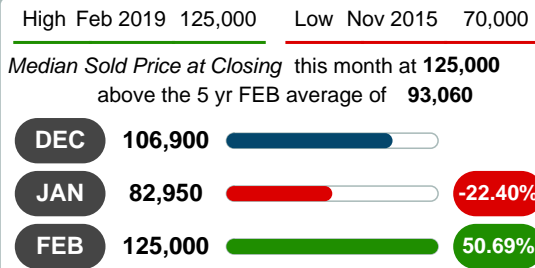


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 93,060



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	7.27%	19,500	19,000	0	20,000	0
\$30,001 - \$60,000	14.55%	50,000	38,000	50,500	0	0
\$60,001 - \$90,000	16.36%	82,500	82,500	80,000	85,500	0
\$90,001 - \$140,000	23.64%	125,000	133,250	104,000	125,000	0
\$140,001 - \$170,000	12.73%	155,000	155,000	169,250	149,550	0
\$170,001 - \$210,000	14.55%	188,000	194,000	187,000	175,000	0
\$210,001 and up	10.91%	313,750	0	330,000	275,000	0
Median Sold Price		125,000	66,250	134,250	125,000	0
Total Closed Units	100%	55	12	32	11	
Total Closed Volume		7,293,740	1.06M	4.84M	1.40M	0.00B

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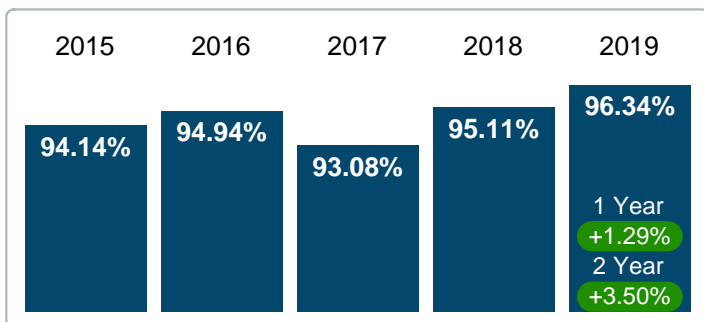
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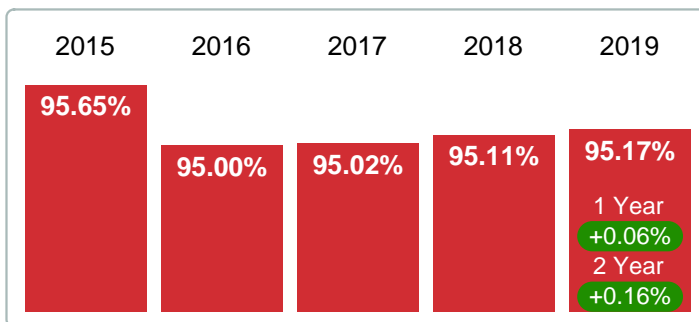
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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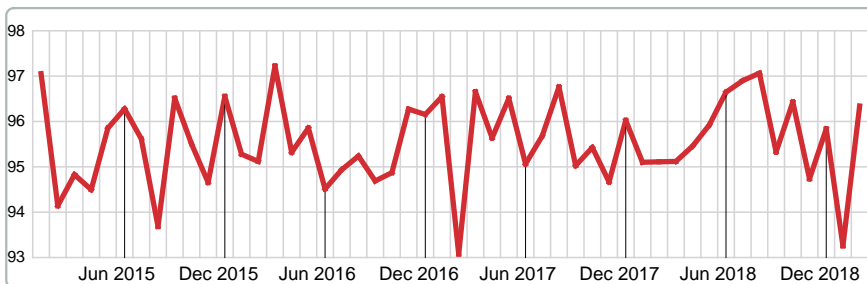
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

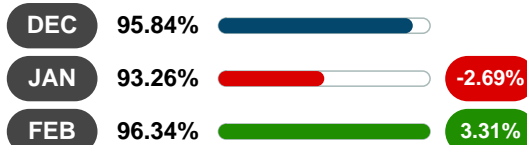


3 MONTHS

5 year FEB AVG = 94.72%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.34%**
above the 5 yr FEB average of **94.72%**



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	4	7.27%	97.74%	95.48%	0.00%	100.00%	0.00%
\$30,001 - \$60,000	8	14.55%	90.10%	85.39%	95.83%	0.00%	0.00%
\$60,001 - \$90,000	9	16.36%	97.73%	97.06%	97.14%	98.57%	0.00%
\$90,001 - \$140,000	13	23.64%	95.81%	92.01%	96.49%	100.00%	0.00%
\$140,001 - \$170,000	7	12.73%	96.34%	88.57%	98.17%	96.52%	0.00%
\$170,001 - \$210,000	8	14.55%	98.26%	94.10%	100.00%	97.77%	0.00%
\$210,001 and up	6	10.91%	95.32%	0.00%	94.57%	100.00%	0.00%
Median Sold/List Ratio		96.34%		91.11%	96.74%	100.00%	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



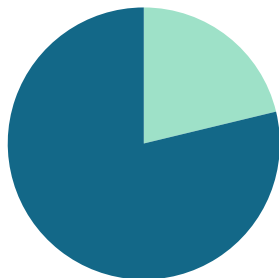
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

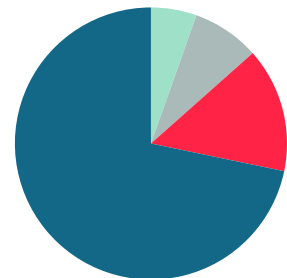


Inventory
 New Listings
203 = 21.23%
 Start Inventory
753
 Total Inventory Units
956
 Volume
\$219,484,985

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%
Median List Price	104,000	135,000	29.81%	102,000	107,500	5.39%
Median Sale Price	99,500	125,000	25.63%	93,500	103,000	10.16%
Median Percent of Selling Price to List Price	95.11%	96.34%	1.29%	95.11%	95.17%	0.06%
Median Days on Market to Sale	47.00	54.00	14.89%	57.00	56.00	-1.75%
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

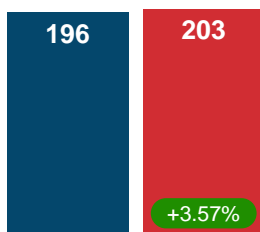
Inventory on February 28, 2019 = **726**

2018 **2019**

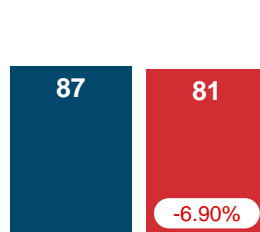
FEBRUARY MARKET

MEDIAN PRICES

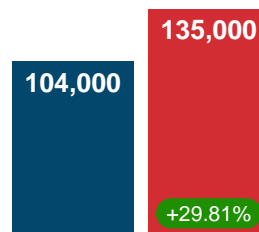
New Listings



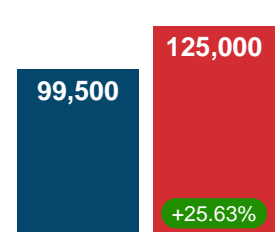
Pending Listings



List Price



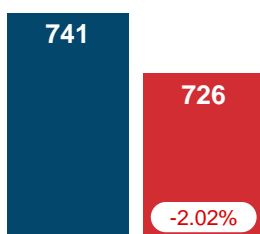
Sale Price



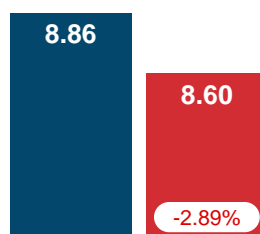
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

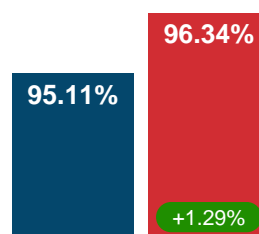
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

