

January 2019



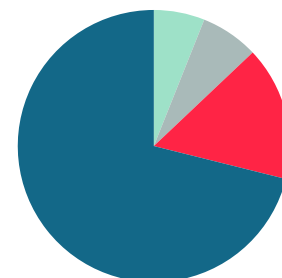
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	80	64	-20.00%
Pending Listings	85	73	-14.12%
New Listings	203	217	6.90%
Average List Price	124,418	121,407	-2.42%
Average Sale Price	117,048	112,425	-3.95%
Average Percent of Selling Price to List Price	92.59%	91.18%	-1.53%
Average Days on Market to Sale	76.40	68.84	-9.89%
End of Month Inventory	757	753	-0.53%
Months Supply of Inventory	9.19	8.88	-3.36%



■ Closed (6.04%)
■ Pending (6.89%)
■ Other OffMarket (15.96%)
■ Active (71.10%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of January 31, 2019 = **753**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **0.53%** to 753 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **8.88** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.95%** in January 2019 to \$112,425 versus the previous year at \$117,048.

Average Days on Market Shortens

The average number of **68.84** days that homes spent on the market before selling decreased by 7.56 days or **9.89%** in January 2019 compared to last year's same month at **76.40** DOM.

Sales Success for January 2019 is Positive

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

There were 217 New Listings in January 2019, up **6.90%** from last year at 203. Furthermore, there were 64 Closed Listings this month versus last year at 80, a **-20.00%** decrease.

Closed versus Listed trends yielded a **29.5%** ratio, down from previous year's, January 2018, at **39.4%**, a **25.16%** 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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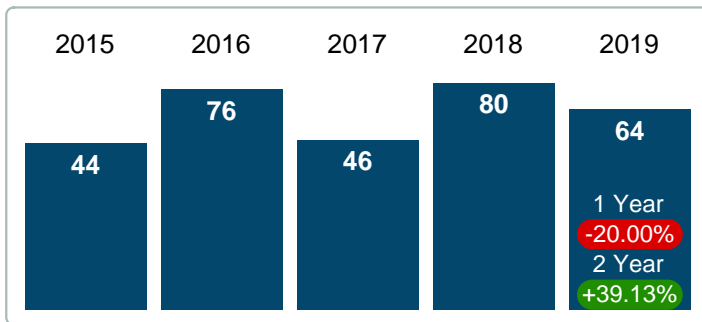
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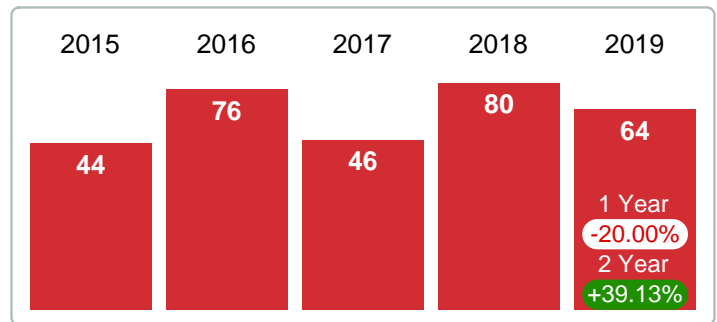
CLOSED LISTINGS

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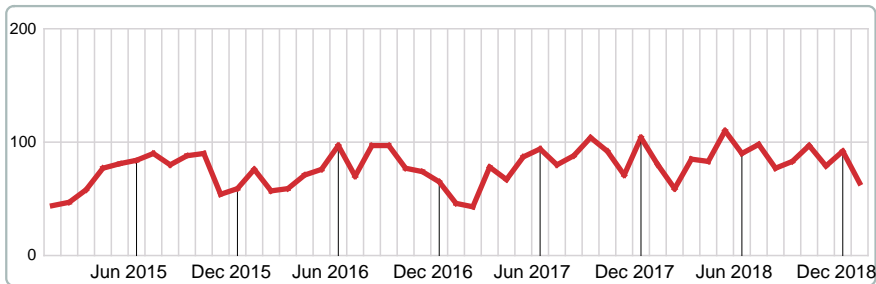
JANUARY



YEAR TO DATE (YTD)

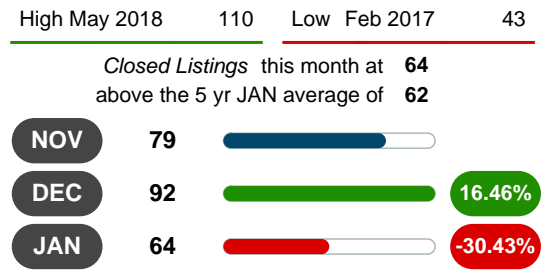


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	3.13%	25.0	0	2	0	0
\$20,001 - \$40,000	14	21.88%	82.2	3	9	2	0
\$40,001 - \$60,000	8	12.50%	50.1	2	6	0	0
\$60,001 - \$110,000	15	23.44%	59.5	4	9	2	0
\$110,001 - \$170,000	9	14.06%	80.9	1	6	1	1
\$170,001 - \$250,000	10	15.63%	82.0	2	5	3	0
\$250,001 and up	6	9.38%	60.5	0	1	3	2
Total Closed Units	64			12	38	11	3
Total Closed Volume	7,195,212	100%	68.8	1.17M	3.38M	1.91M	742.90K
Average Closed Price	\$112,425			\$97,308	\$88,867	\$173,423	\$247,633

January 2019



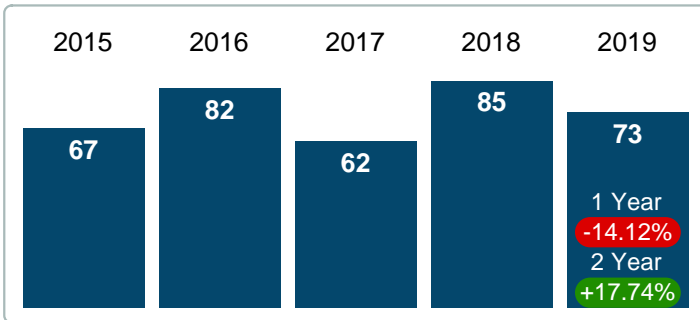
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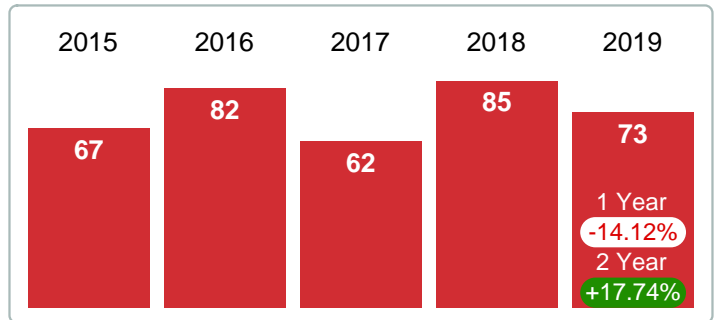
PENDING LISTINGS

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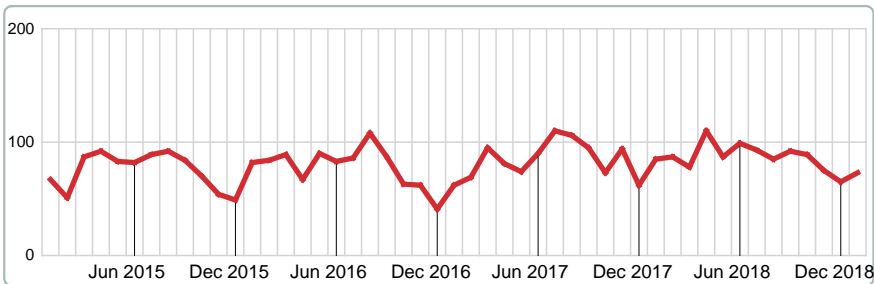
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YEAR TO DATE (YTD)

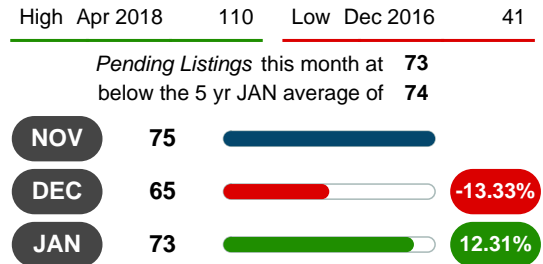


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$20,000 and less	4	5.48%	61.8	3	0	1	0
\$20,001 - \$60,000	13	17.81%	82.6	5	7	1	0
\$60,001 - \$80,000	7	9.59%	38.7	2	5	0	0
\$80,001 - \$130,000	20	27.40%	72.1	4	14	1	1
\$130,001 - \$170,000	7	9.59%	34.1	2	4	1	0
\$170,001 - \$270,000	14	19.18%	80.6	1	8	5	0
\$270,001 and up	8	10.96%	92.9	0	6	1	1
Total Pending Units	73			17	44	10	2
Total Pending Volume	9,998,325	100%	69.3	1.26M	6.64M	1.52M	580.00K
Average Listing Price	\$132,200			\$74,122	\$150,831	\$152,170	\$290,000

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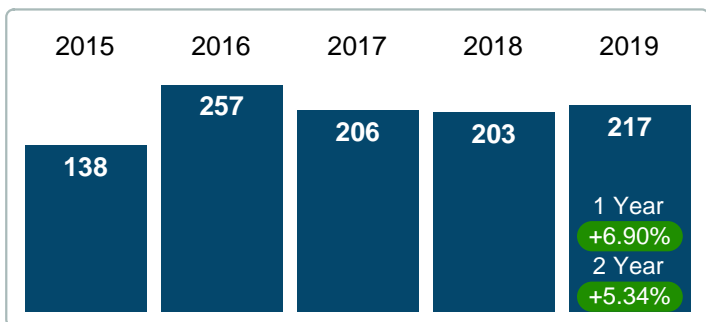
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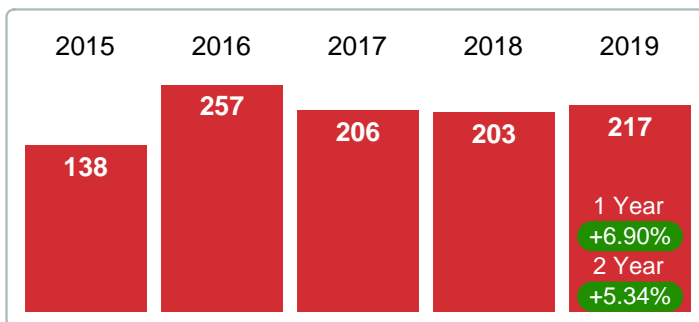
NEW LISTINGS

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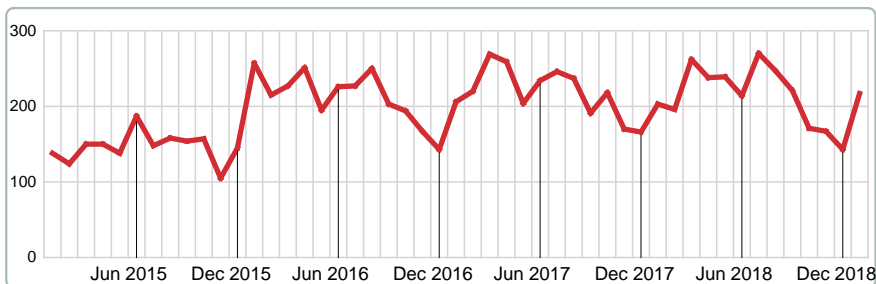
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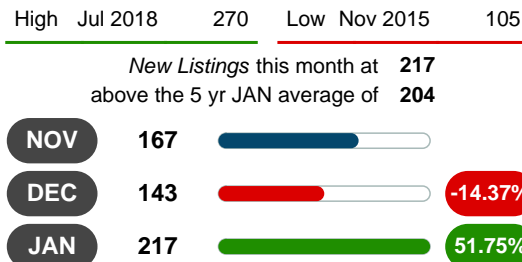


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 204



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	2.30%	3	2	0	0
\$25,001 - \$75,000	39	17.97%	14	23	2	0
\$75,001 - \$100,000	28	12.90%	10	16	2	0
\$100,001 - \$175,000	58	26.73%	7	42	9	0
\$175,001 - \$300,000	36	16.59%	5	25	4	2
\$300,001 - \$450,000	30	13.82%	1	16	11	2
\$450,001 and up	21	9.68%	0	7	12	2
Total New Listed Units	217		40	131	40	6
Total New Listed Volume	46,581,524	100%	3.94M	24.93M	15.10M	2.61M
Average New Listed Listing Price	\$154,470		\$98,492	\$190,324	\$377,588	\$434,317

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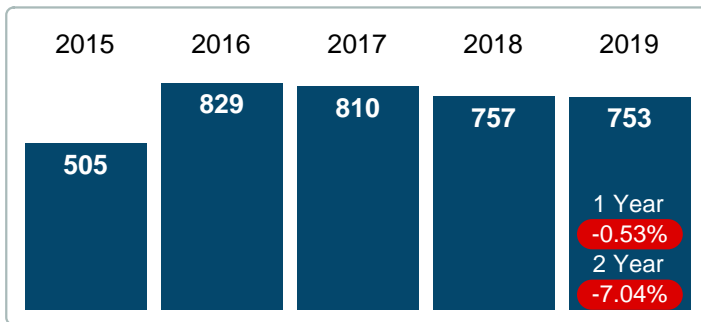
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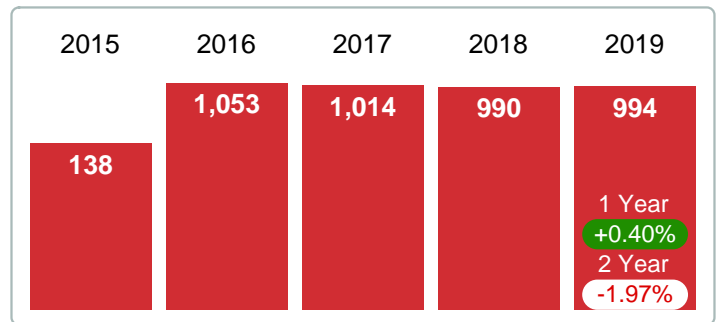
ACTIVE INVENTORY

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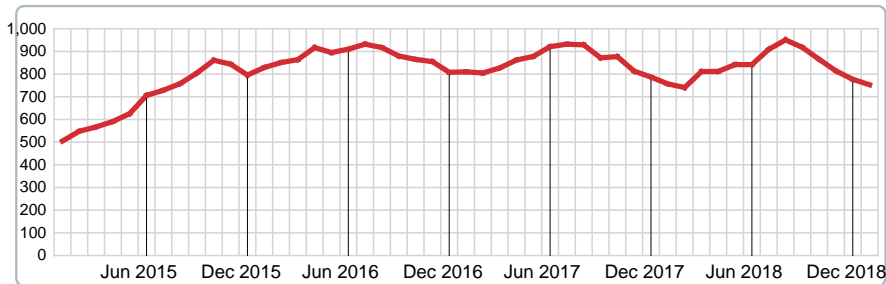
END OF JANUARY



ACTIVE DURING JANUARY

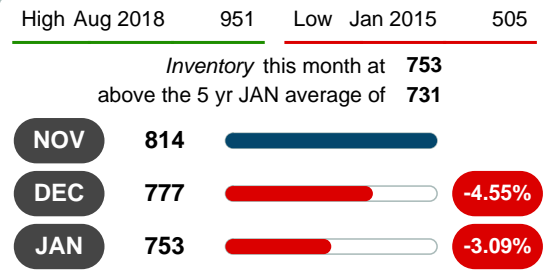


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 731



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	2.26%	81.1	10	6	1	0
\$25,001 - \$75,000	144	19.12%	82.6	58	81	5	0
\$75,001 - \$100,000	89	11.82%	103.5	23	50	16	0
\$100,001 - \$175,000	190	25.23%	89.5	27	133	27	3
\$175,001 - \$275,000	120	15.94%	89.4	12	71	30	7
\$275,001 - \$475,000	117	15.54%	78.4	10	60	42	5
\$475,001 and up	76	10.09%	98.6	2	24	37	13
Total Active Inventory by Units		753		142	425	158	28
Total Active Inventory by Volume		172,563,417	100%	16.35M	83.19M	55.69M	17.34M
Average Active Inventory Listing Price		\$229,168		\$115,115	\$195,745	\$352,449	\$619,237

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MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
753	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 JAN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	48			6.37%	3.65	4.38	3.00	3.27	0.00
\$40,001 - \$70,000	97			12.88%	6.73	9.50	6.17	2.40	0.00
\$70,001 - \$110,000	127			16.87%	6.93	6.57	6.86	8.31	0.00
\$110,001 - \$190,000	193			25.63%	8.91	14.00	7.68	12.00	20.00
\$190,001 - \$290,000	106			14.08%	10.02	21.60	9.72	9.26	9.00
\$290,001 - \$470,000	101			13.41%	18.94	108.00	17.65	25.33	4.36
\$470,001 and up	81			10.76%	64.80	0.00	64.80	58.50	78.00
Market Supply of Inventory (MSI)					8.88	8.31	7.94	13.26	12.44
Total Active Inventory by Units				100%	8.88	142	425	158	28

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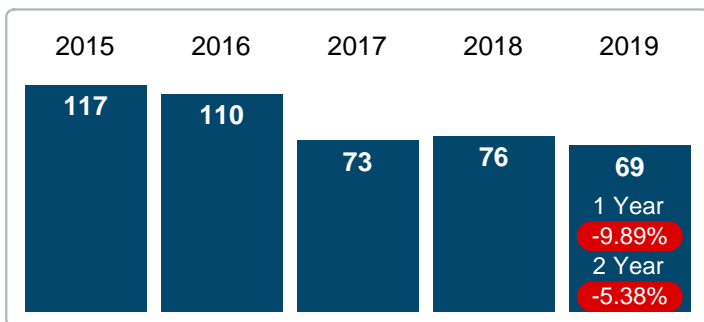
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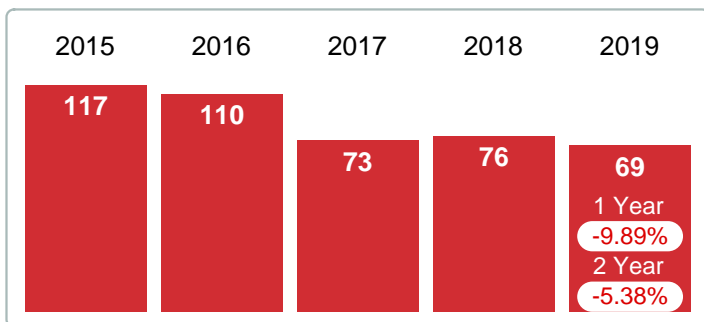
AVERAGE DAYS ON MARKET TO SALE

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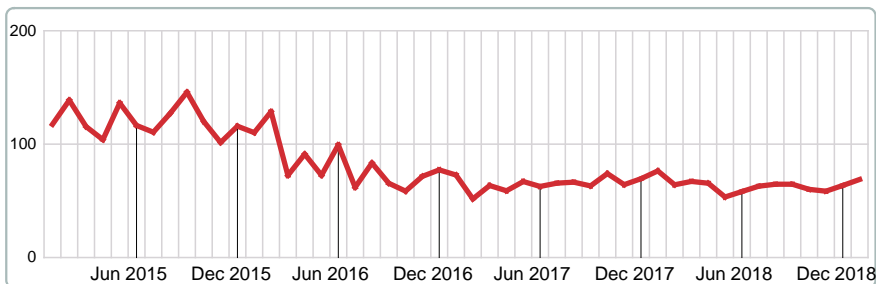
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

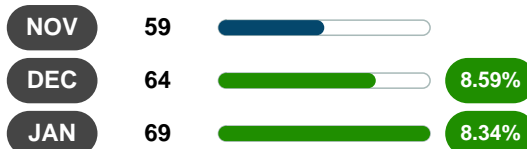


3 MONTHS

5 year JAN AVG = 89

High Sep 2015 146 Low Feb 2017 52

Average Days on Market to Sale this month at 69 below the 5 yr JAN average of 89



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
\$20,000 and less	3.13%	25	0	25	0	0
\$20,001 - \$40,000	21.88%	82	40	81	152	0
\$40,001 - \$60,000	12.50%	50	18	61	0	0
\$60,001 - \$110,000	23.44%	60	54	63	53	0
\$110,001 - \$170,000	14.06%	81	15	117	5	8
\$170,001 - \$250,000	15.63%	82	46	90	93	0
\$250,001 and up	9.38%	61	0	107	63	33
Average Closed DOM		69	40	78	80	25
Total Closed Units	100%	69	12	38	11	3
Total Closed Volume		7,195,212	1.17M	3.38M	1.91M	742.90K

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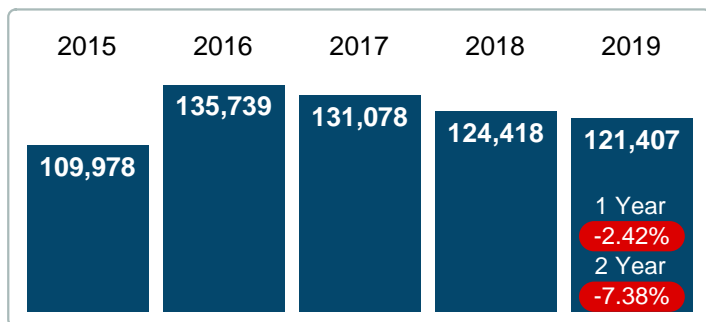
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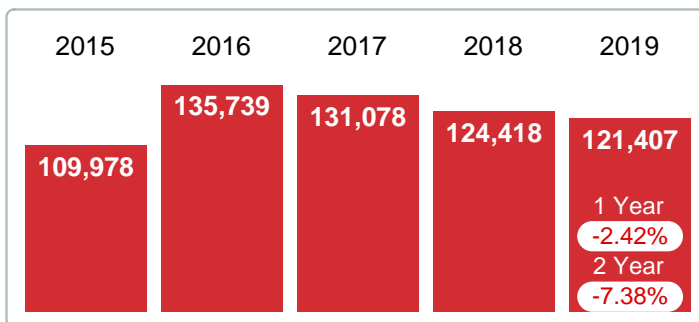
AVERAGE LIST PRICE AT CLOSING

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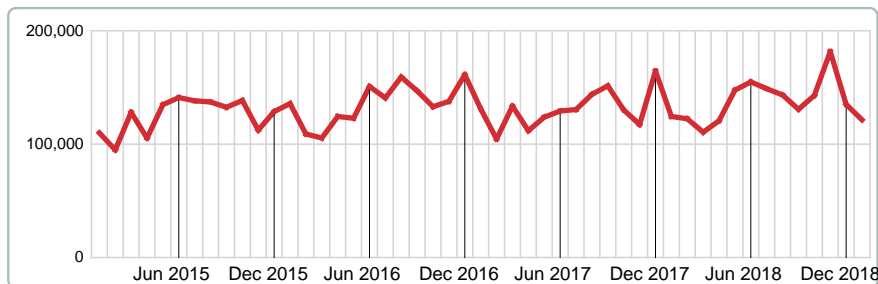
JANUARY



YEAR TO DATE (YTD)

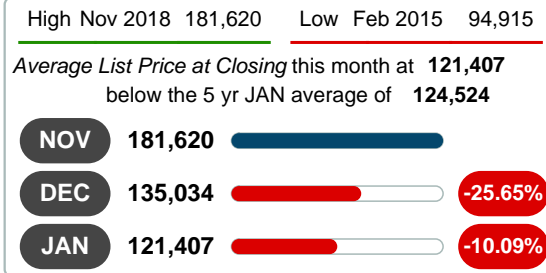


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 124,524



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
\$20,000 and less	3.13%	13,150	0	13,150	0	0
\$20,001 - \$40,000	14.06%	30,944	36,500	38,981	39,475	0
\$40,001 - \$60,000	15.63%	51,318	58,750	55,283	0	0
\$60,001 - \$110,000	21.88%	82,850	108,813	94,244	79,950	0
\$110,001 - \$170,000	20.31%	134,758	155,000	136,933	145,000	150,000
\$170,001 - \$250,000	12.50%	197,988	222,500	216,980	196,333	0
\$250,001 and up	12.50%	307,050	0	297,500	338,333	304,450
Average List Price		121,407	105,187	98,974	180,714	252,967
Total Closed Units	100%	121,407	12	38	11	3
Total Closed Volume		7,770,024	1.26M	3.76M	1.99M	758.90K

January 2019



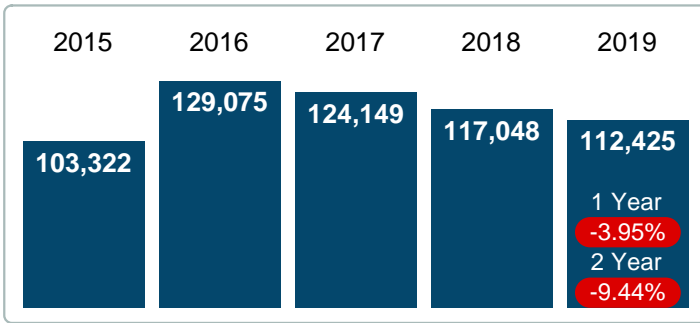
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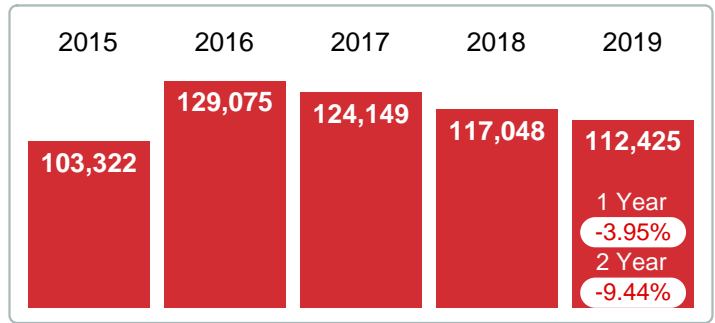
AVERAGE SOLD PRICE AT CLOSING

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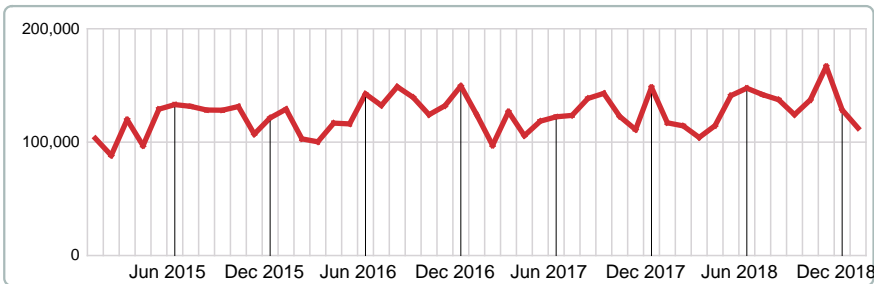
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

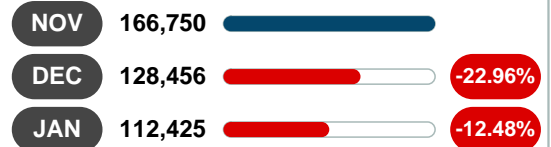


3 MONTHS

5 year JAN AVG = 117,204

High Nov 2018 166,750 Low Feb 2015 88,322

Average Sold Price at Closing this month at 112,425 below the 5 yr JAN average of 117,204



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
\$20,000 and less	3.13%	11,271	0	11,271	0	0
\$20,001 - \$40,000	21.88%	31,886	30,167	31,406	36,625	0
\$40,001 - \$60,000	12.50%	51,620	51,600	51,627	0	0
\$60,001 - \$110,000	23.44%	87,594	98,500	85,446	75,450	0
\$110,001 - \$170,000	14.06%	133,944	145,000	127,250	145,000	152,000
\$170,001 - \$250,000	15.63%	194,800	217,500	191,900	184,500	0
\$250,001 and up	9.38%	307,650	0	270,000	328,333	295,450
Average Sold Price		112,425	97,308	88,867	173,423	247,633
Total Closed Units	100%	112,425	12	38	11	3
Total Closed Volume		7,195,212	1.17M	3.38M	1.91M	742.90K

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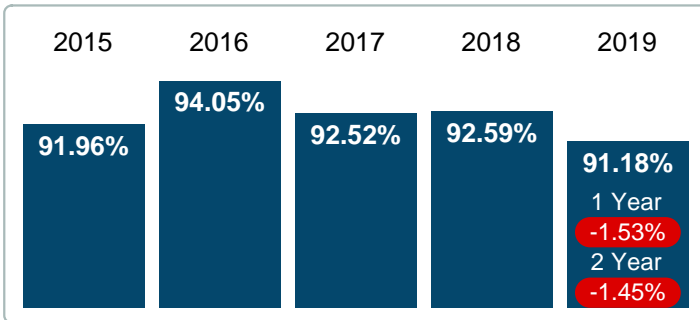
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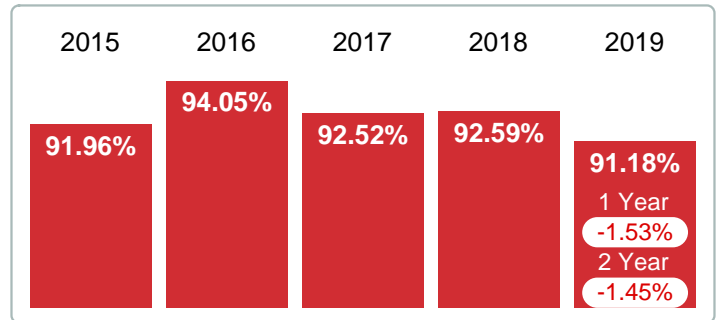
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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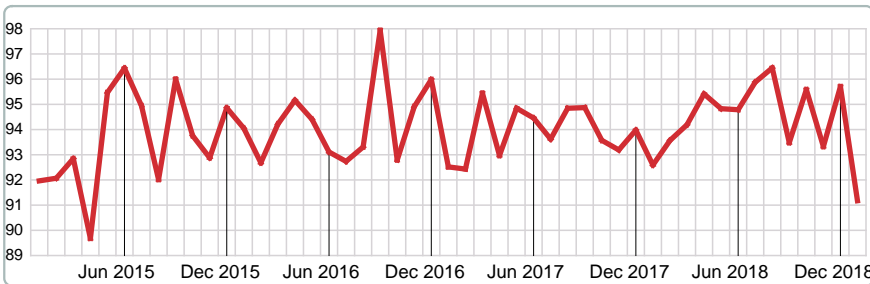
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

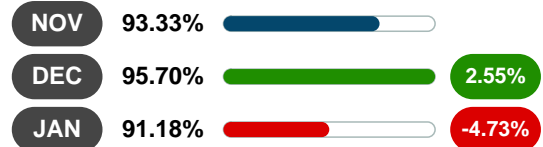


3 MONTHS

5 year JAN AVG = 92.46%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **91.18%** below the 5 yr JAN average of **92.46%**



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
\$20,000 and less	2	3.13%	85.52%	0.00%	85.52%	0.00%	0.00%
\$20,001 - \$40,000	14	21.88%	85.29%	81.79%	84.80%	92.76%	0.00%
\$40,001 - \$60,000	8	12.50%	92.13%	87.95%	93.53%	0.00%	0.00%
\$60,001 - \$110,000	15	23.44%	91.72%	91.48%	91.24%	94.38%	0.00%
\$110,001 - \$170,000	9	14.06%	94.84%	93.55%	93.12%	100.00%	101.33%
\$170,001 - \$250,000	10	15.63%	92.71%	98.08%	89.65%	94.23%	0.00%
\$250,001 and up	6	9.38%	96.08%	0.00%	90.76%	96.95%	97.43%
Average Sold/List Ratio		91.20%		89.74%	89.85%	95.26%	98.73%
Total Closed Units	64	100%	91.20%	12	38	11	3
Total Closed Volume	7,195,212			1.17M	3.38M	1.91M	742.90K

January 2019



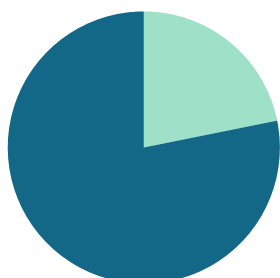
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

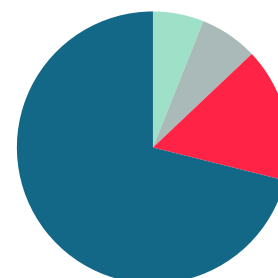


Inventory
 New Listings
217 = 21.83%
 Start Inventory
777
 Total Inventory Units
994
 Volume
\$222,321,399

Market Activity

Closed Sales
64 = 6.04%
 Pending Sales
73 = 6.89%
 Other Off Market
169 = 15.96%
 Active Inventory
753 = 71.10%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	80	64	-20.00%	80	64	-20.00%
Pending Sales	85	73	-14.12%	85	73	-14.12%
New Listings	203	217	6.90%	203	217	6.90%
Average List Price	124,418	121,407	-2.42%	124,418	121,407	-2.42%
Average Sale Price	117,048	112,425	-3.95%	117,048	112,425	-3.95%
Average Percent of Selling Price to List Price	92.59%	91.18%	-1.53%	92.59%	91.18%	-1.53%
Average Days on Market to Sale	76.40	68.84	-9.89%	76.40	68.84	-9.89%
Monthly Inventory	757	753	-0.53%	757	753	-0.53%
Months Supply of Inventory	9.19	8.88	-3.36%	9.19	8.88	-3.36%

Absorption: Last 12 months, an Average of **85** Sales/Month

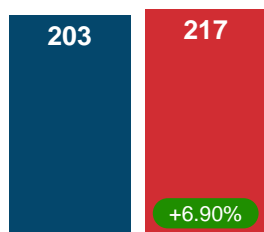
Inventory on January 31, 2019 = **753**

2018 **2019**

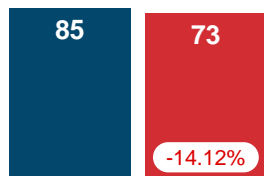
JANUARY MARKET

AVERAGE PRICES

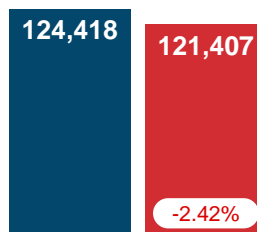
New Listings



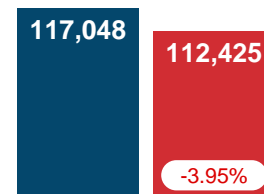
Pending Listings



List Price



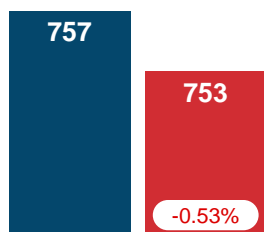
Sale Price



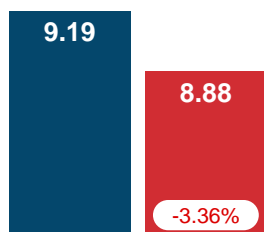
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

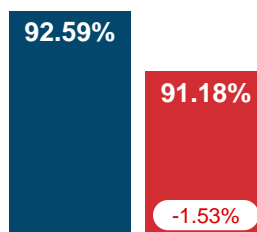
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

