

January 2019



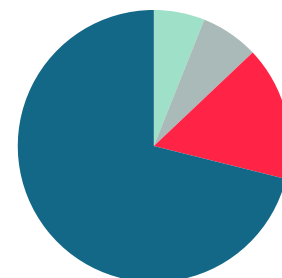
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	100,950	99,950	-0.99%
Median Sale Price	93,000	82,950	-10.81%
Median Percent of Selling Price to List Price	95.10%	93.26%	-1.94%
Median Days on Market to Sale	74.50	56.50	-24.16%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **10.81%** in January 2019 to \$82,950 versus the previous year at \$93,000.

Median Days on Market Shortens

The median number of **56.50** days that homes spent on the market before selling decreased by 18.00 days or **24.16%** in January 2019 compared to last year's same month at **74.50** DOM.

Sales Success for January 2019 is Positive

Overall, with Median 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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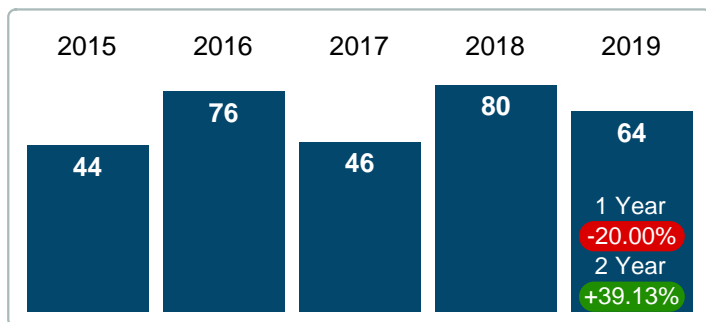
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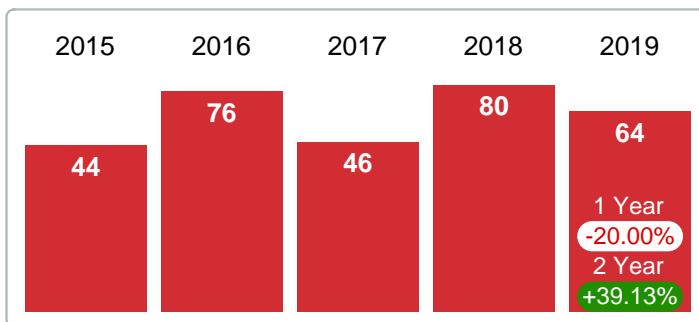
CLOSED LISTINGS

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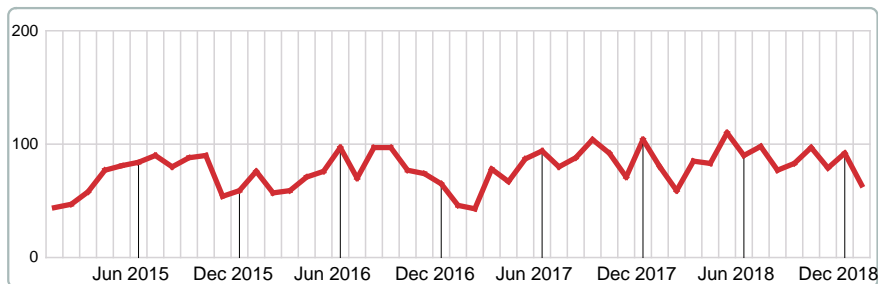
JANUARY



YEAR TO DATE (YTD)

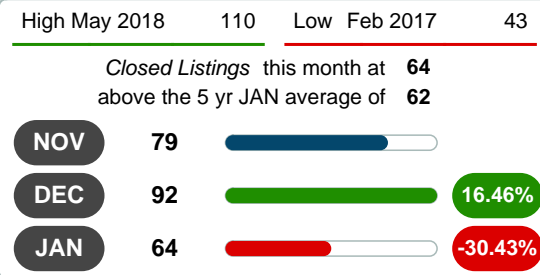


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	95.5	3	9	2	0
\$40,001 - \$60,000	8	12.50%	39.5	2	6	0	0
\$60,001 - \$110,000	15	23.44%	48.0	4	9	2	0
\$110,001 - \$170,000	9	14.06%	83.0	1	6	1	1
\$170,001 - \$250,000	10	15.63%	85.0	2	5	3	0
\$250,001 and up	6	9.38%	36.0	0	1	3	2
Total Closed Units	64			12	38	11	3
Total Closed Volume	7,195,212	100%	56.5	1.17M	3.38M	1.91M	742.90K
Median Closed Price	\$82,950			\$90,000	\$75,055	\$175,000	\$259,000

January 2019



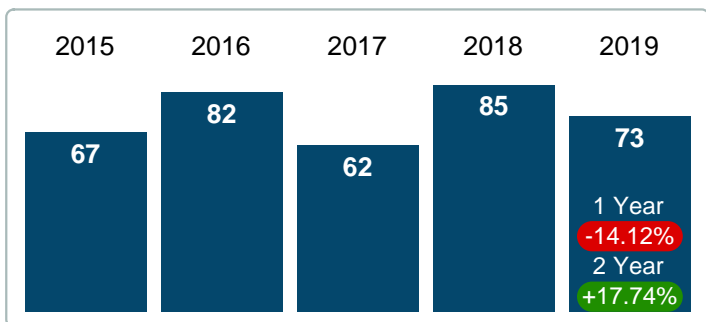
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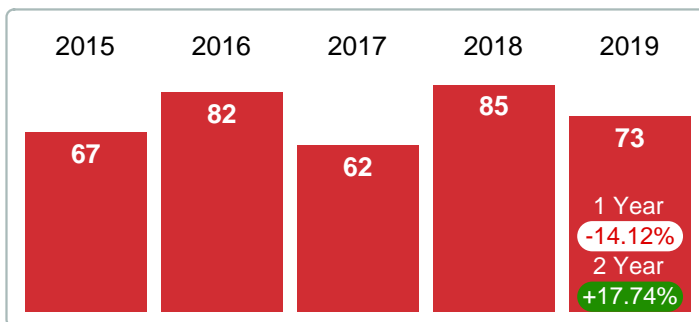
PENDING LISTINGS

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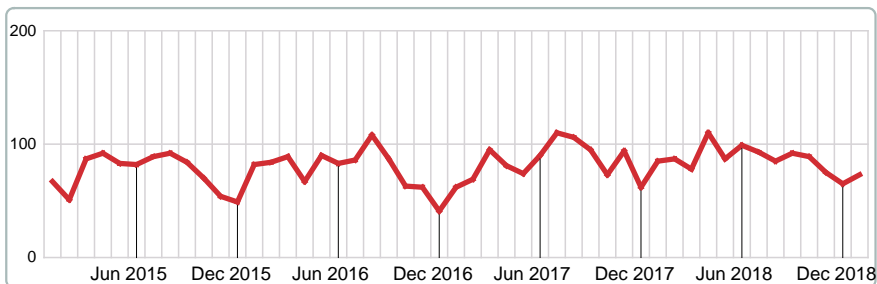
JANUARY



YEAR TO DATE (YTD)

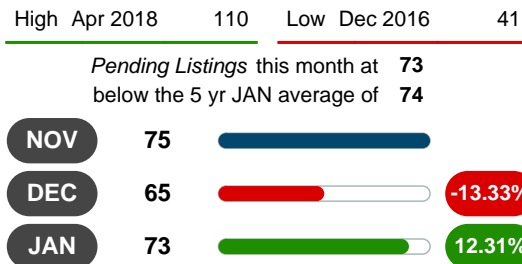


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	5.48%	58.0	3	0	1	0
\$20,001 - \$60,000	13	17.81%	81.0	5	7	1	0
\$60,001 - \$80,000	7	9.59%	20.0	2	5	0	0
\$80,001 - \$130,000	20	27.40%	69.0	4	14	1	1
\$130,001 - \$170,000	7	9.59%	15.0	2	4	1	0
\$170,001 - \$270,000	14	19.18%	64.0	1	8	5	0
\$270,001 and up	8	10.96%	114.5	0	6	1	1
Total Pending Units	73			17	44	10	2
Total Pending Volume	9,998,325	100%	62.0	1.26M	6.64M	1.52M	580.00K
Median Listing Price	\$107,500			\$67,000	\$110,000	\$177,000	\$290,000

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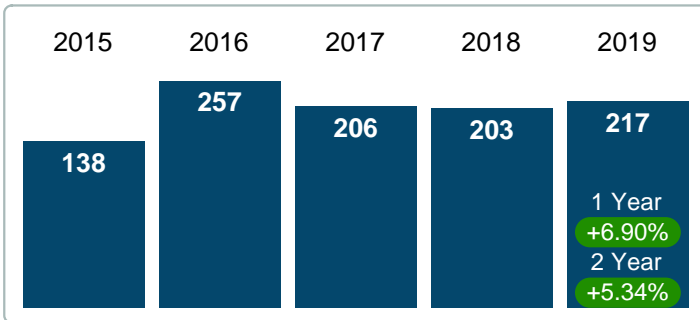
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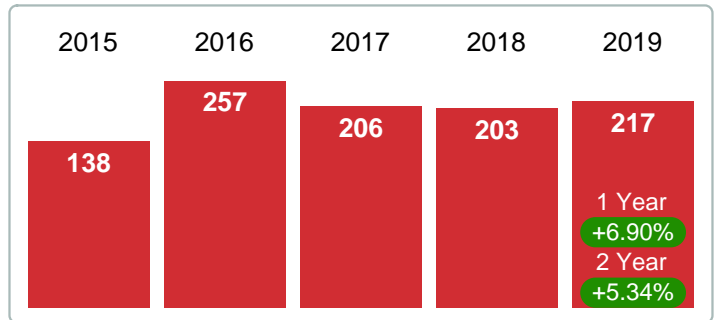
NEW LISTINGS

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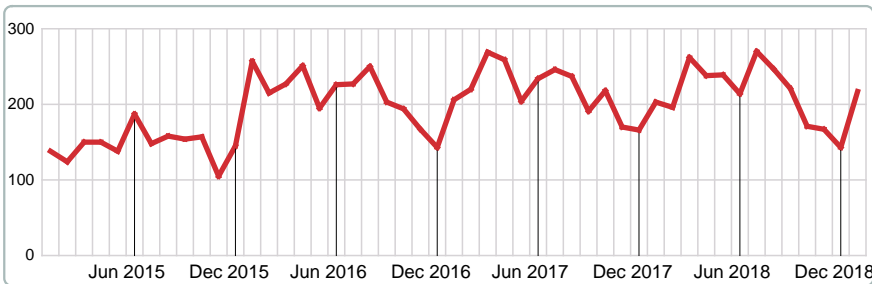
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YEAR TO DATE (YTD)

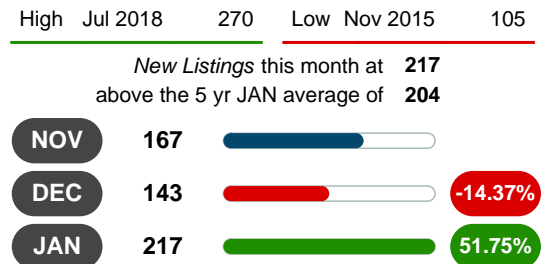


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	14	6.45%	8	6	0	0
\$40,001 - \$80,000	33	15.21%	9	22	2	0
\$80,001 - \$110,000	32	14.75%	10	20	2	0
\$110,001 - \$180,000	54	24.88%	8	36	10	0
\$180,001 - \$320,000	34	15.67%	4	25	3	2
\$320,001 - \$450,000	29	13.36%	1	15	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
Median New Listed Listing Price	\$139,900		\$85,000	\$135,000	\$398,500	\$358,000

January 2019



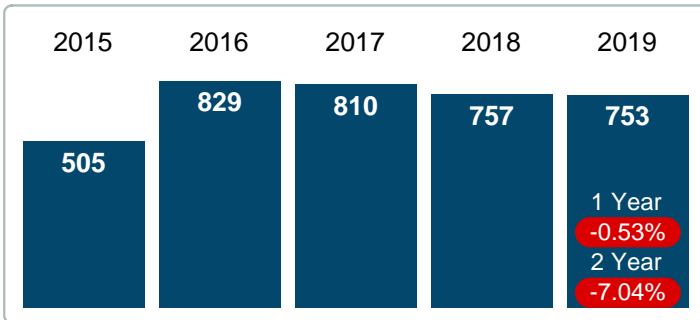
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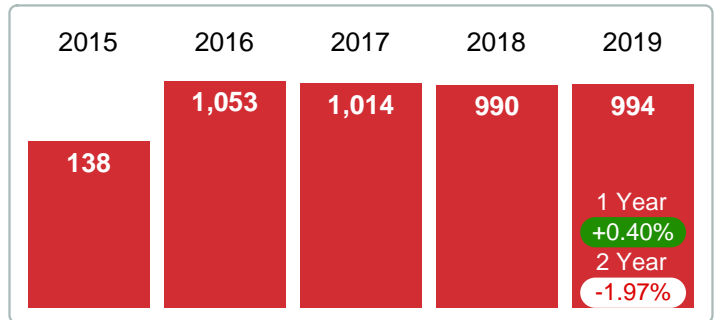
ACTIVE INVENTORY

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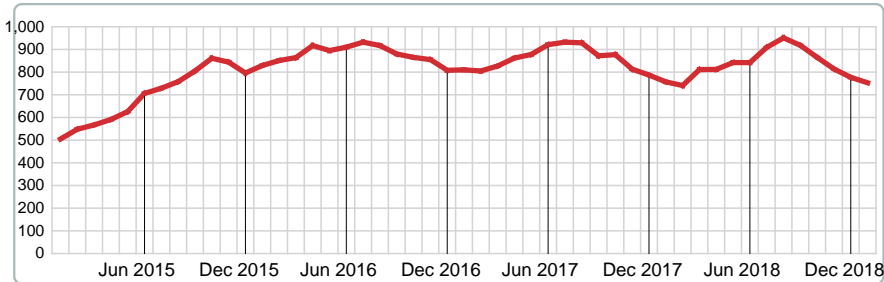
END OF JANUARY



ACTIVE DURING JANUARY

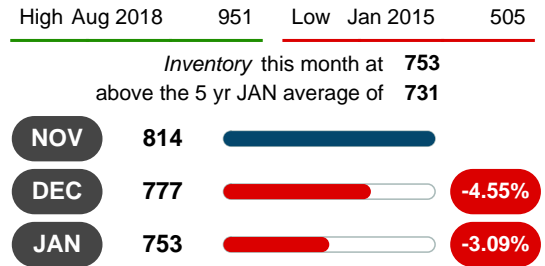


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 731



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	48	6.37%	71.5	27	18	3	0
\$40,001 - \$70,000	97	12.88%	69.0	38	56	3	0
\$70,001 - \$110,000	127	16.87%	86.0	29	80	18	0
\$110,001 - \$190,000	193	25.63%	79.0	28	130	30	5
\$190,001 - \$290,000	106	14.08%	82.0	9	64	27	6
\$290,001 - \$470,000	101	13.41%	77.0	9	50	38	4
\$470,001 and up	81	10.76%	112.0	2	27	39	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
Median Active Inventory Listing Price		\$145,000		\$81,250	\$135,000	\$276,450	\$432,000

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MONTHS SUPPLY of INVENTORY (MSI)

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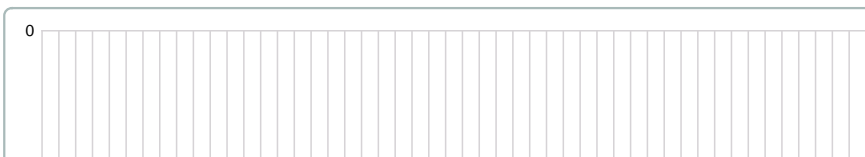
MSI FOR JANUARY

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
		100%	8.88				
Total Active Inventory by Units			753	142	425	158	28

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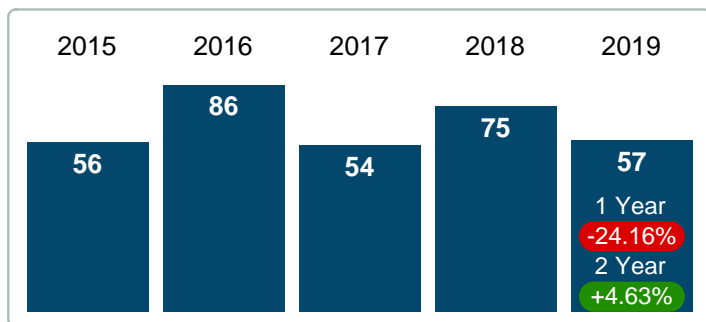
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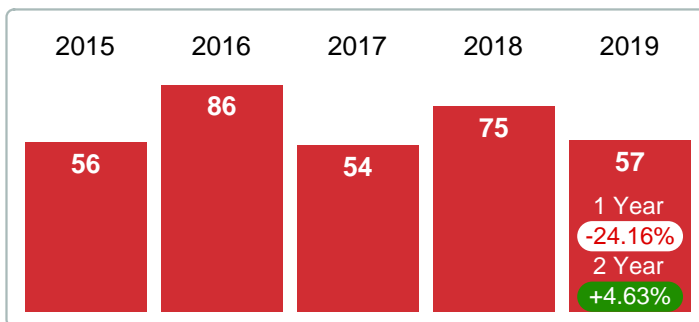
MEDIAN DAYS ON MARKET TO SALE

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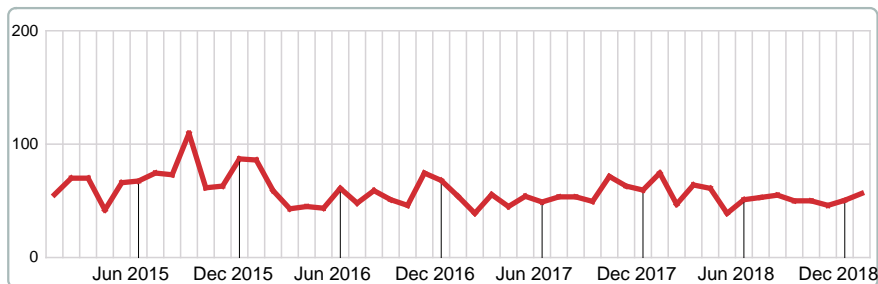
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

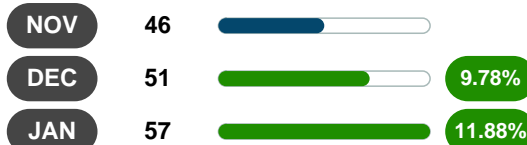


3 MONTHS

5 year JAN AVG = 65

High Sep 2015 110 Low May 2018 39

Median Days on Market to Sale this month at 57 below the 5 yr JAN average of 65



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
\$20,000 and less	3.13%	25	0	25	0	0
\$20,001 - \$40,000	21.88%	96	4	81	152	0
\$40,001 - \$60,000	12.50%	40	18	51	0	0
\$60,001 - \$110,000	23.44%	48	53	46	53	0
\$110,001 - \$170,000	14.06%	83	15	127	5	8
\$170,001 - \$250,000	15.63%	85	46	79	117	0
\$250,001 and up	9.38%	36	0	107	16	33
Median Closed DOM		57	22	73	95	10
Total Closed Units	100%	64	12	38	11	3
Total Closed Volume		7,195,212	1.17M	3.38M	1.91M	742.90K

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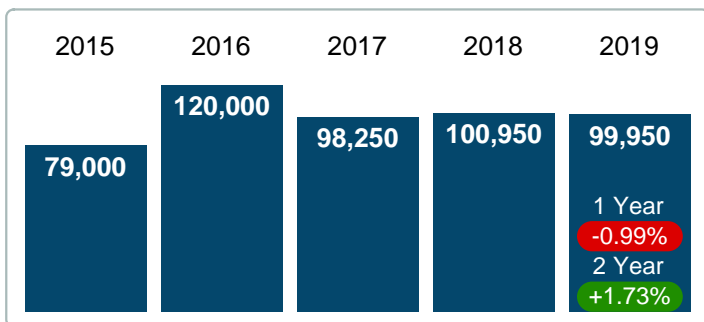
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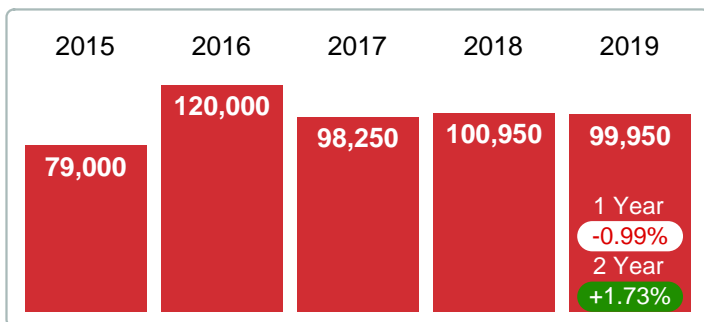
MEDIAN LIST PRICE AT CLOSING

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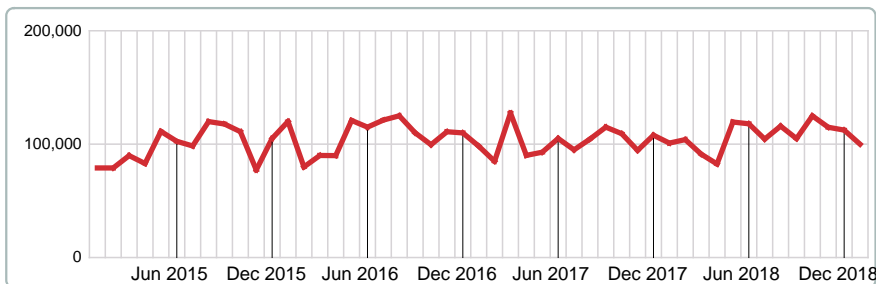
JANUARY



YEAR TO DATE (YTD)

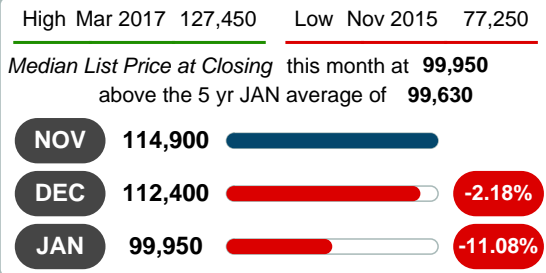


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99,630



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
\$20,000 and less	3.13%	13,150	0	13,150	0	0
\$20,001 - \$40,000	14.06%	30,000	32,500	26,900	39,475	0
\$40,001 - \$60,000	15.63%	52,400	50,000	52,400	0	0
\$60,001 - \$110,000	21.88%	79,950	68,500	85,000	79,950	0
\$110,001 - \$170,000	20.31%	134,900	122,000	134,900	145,000	150,000
\$170,001 - \$250,000	12.50%	187,500	185,000	187,500	198,000	0
\$250,001 and up	12.50%	291,250	260,000	286,250	355,000	304,450
Median List Price		99,950	95,625	79,350	179,000	259,000
Total Closed Units	100%	99,950	12	38	11	3
Total Closed Volume		7,770,024	1.26M	3.76M	1.99M	758.90K

January 2019



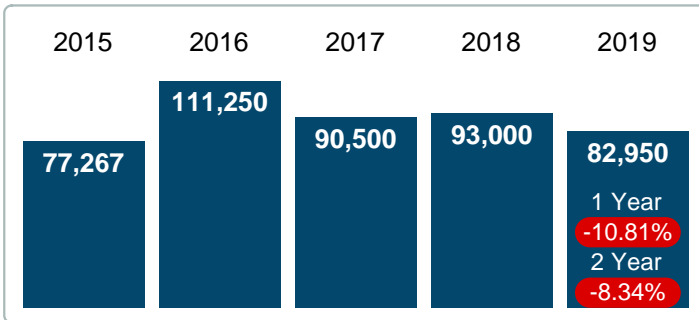
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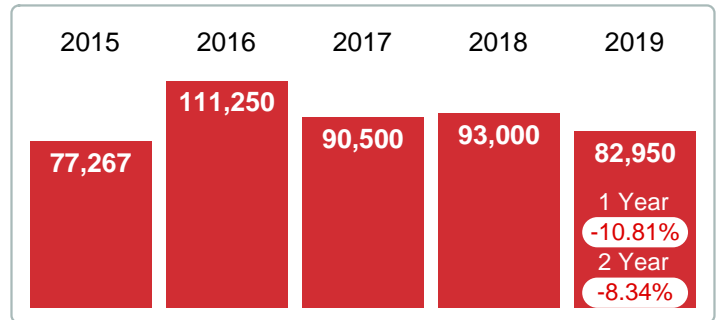
MEDIAN SOLD PRICE AT CLOSING

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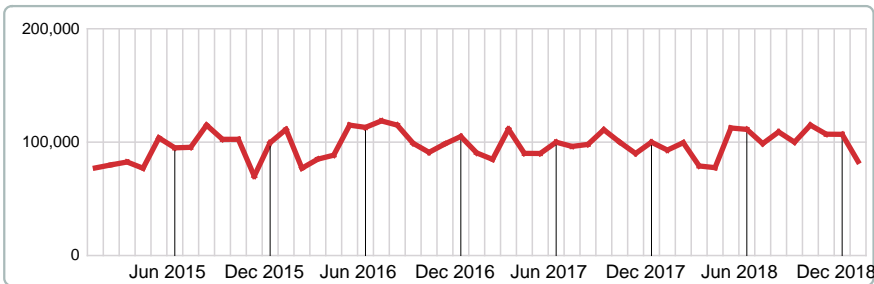
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

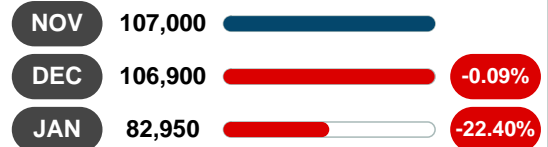


3 MONTHS

5 year JAN AVG = 90,993

High Jul 2016 118,750 Low Nov 2015 70,000

Median Sold Price at Closing this month at **82,950**
below the 5 yr JAN average of **90,993**



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
\$20,000 and less	3.13%	11,271	0	11,271	0	0
\$20,001 - \$40,000	21.88%	33,500	27,000	31,500	36,625	0
\$40,001 - \$60,000	12.50%	54,050	51,600	54,950	0	0
\$60,001 - \$110,000	23.44%	81,000	105,500	81,000	75,450	0
\$110,001 - \$170,000	14.06%	125,000	145,000	121,750	145,000	152,000
\$170,001 - \$250,000	15.63%	186,000	217,500	180,000	187,000	0
\$250,001 and up	9.38%	303,450	0	270,000	335,000	295,450
Median Sold Price		82,950	90,000	75,055	175,000	259,000
Total Closed Units	100%	82,950	12	38	11	3
Total Closed Volume		7,195,212	1.17M	3.38M	1.91M	742.90K

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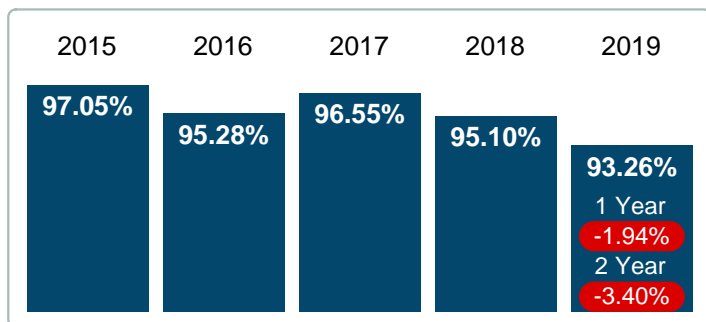
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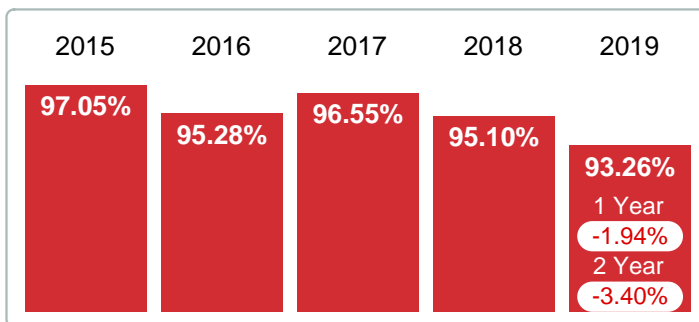
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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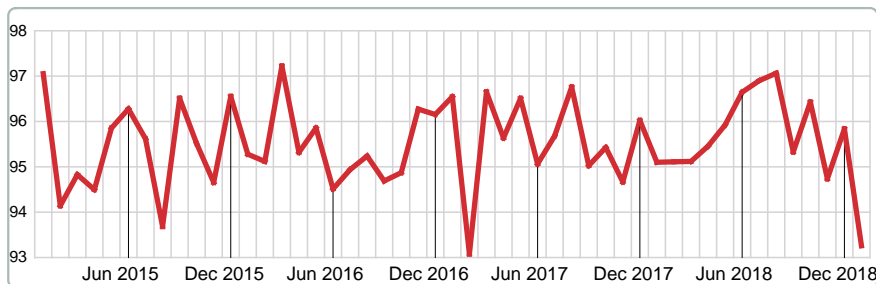
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

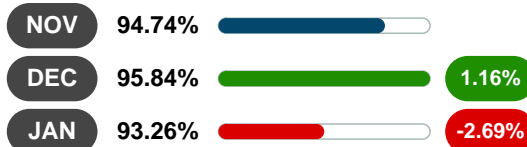


3 MONTHS

5 year JAN AVG = 95.45%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **93.26%**
below the 5 yr JAN average of **95.45%**



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
\$20,000 and less	2	3.13%	85.52%	0.00%	85.52%	0.00%	0.00%
\$20,001 - \$40,000	14	21.88%	87.46%	78.33%	86.02%	92.76%	0.00%
\$40,001 - \$60,000	8	12.50%	91.64%	87.95%	94.84%	0.00%	0.00%
\$60,001 - \$110,000	15	23.44%	91.18%	90.97%	95.00%	94.38%	0.00%
\$110,001 - \$170,000	9	14.06%	93.55%	93.55%	92.99%	100.00%	101.33%
\$170,001 - \$250,000	10	15.63%	95.91%	98.08%	93.42%	96.72%	0.00%
\$250,001 and up	6	9.38%	95.67%	0.00%	90.76%	96.49%	97.43%
Median Sold/List Ratio		93.26%		90.42%	91.71%	96.49%	100.00%
Total Closed Units		64	100%	12	38	11	3
Total Closed Volume		7,195,212		1.17M	3.38M	1.91M	742.90K

January 2019



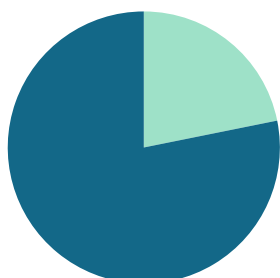
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

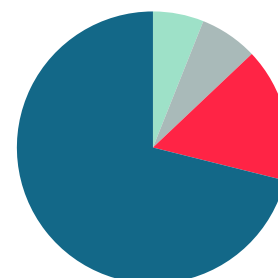


Inventory
 New Listings
217 = 21.83%
 Start Inventory
777
 Total Inventory Units
994
 Volume
\$222,321,399

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%
Median List Price	100,950	99,950	-0.99%	100,950	99,950	-0.99%
Median Sale Price	93,000	82,950	-10.81%	93,000	82,950	-10.81%
Median Percent of Selling Price to List Price	95.10%	93.26%	-1.94%	95.10%	93.26%	-1.94%
Median Days on Market to Sale	74.50	56.50	-24.16%	74.50	56.50	-24.16%
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

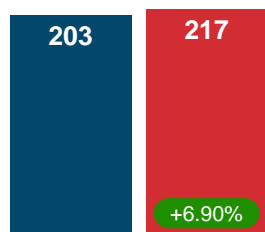
Inventory on January 31, 2019 = **753**

2018 **2019**

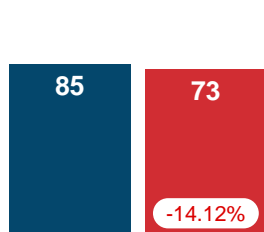
JANUARY MARKET

MEDIAN PRICES

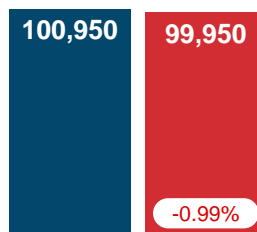
New Listings



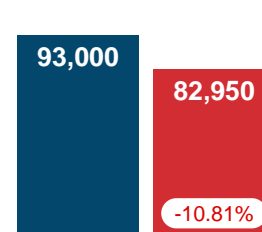
Pending Listings



List Price



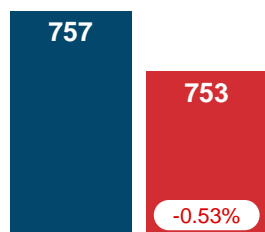
Sale Price



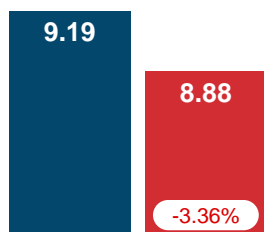
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

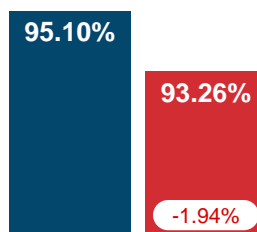
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

