

July 2019



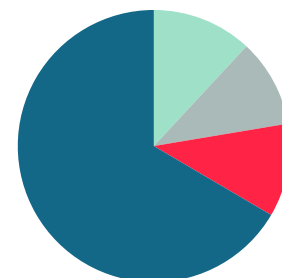
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	98	131	33.67%
Pending Listings	93	115	23.66%
New Listings	270	203	-24.81%
Average List Price	148,896	150,427	1.03%
Average Sale Price	141,861	143,554	1.19%
Average Percent of Selling Price to List Price	95.88%	95.11%	-0.81%
Average Days on Market to Sale	62.92	60.42	-3.97%
End of Month Inventory	909	732	-19.47%
Months Supply of Inventory	10.25	8.25	-19.55%



■ Closed (11.91%)
■ Pending (10.45%)
■ Other OffMarket (11.09%)
■ Active (66.55%)

Absorption: Last 12 months, an Average of **89** Sales/Month
Active Inventory as of July 31, 2019 = **732**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **19.47%** to 732 existing homes available for sale. Over the last 12 months this area has had an average of 89 closed sales per month. This represents an unsold inventory index of **8.25** 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 **1.19%** in July 2019 to \$143,554 versus the previous year at \$141,861.

Average Days on Market Shortens

The average number of **60.42** days that homes spent on the market before selling decreased by 2.50 days or **3.97%** in July 2019 compared to last year's same month at **62.92** DOM.

Sales Success for July 2019 is Positive

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

There were 203 New Listings in July 2019, down **24.81%** from last year at 270. Furthermore, there were 131 Closed Listings this month versus last year at 98, a **33.67%** increase.

Closed versus Listed trends yielded a **64.5%** ratio, up from previous year's, July 2018, at **36.3%**, a **77.79%** upswing. 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

July 2019



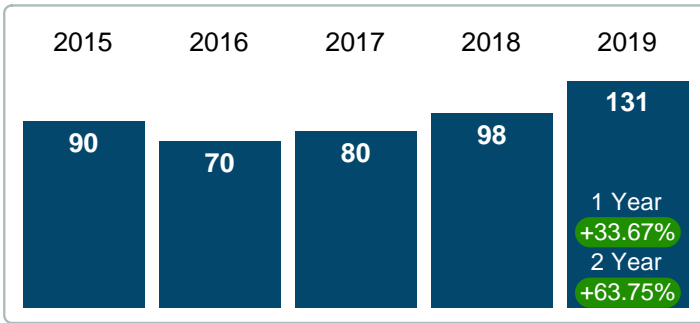
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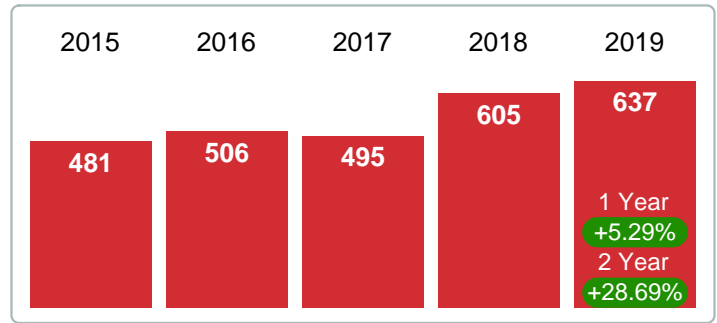
CLOSED LISTINGS

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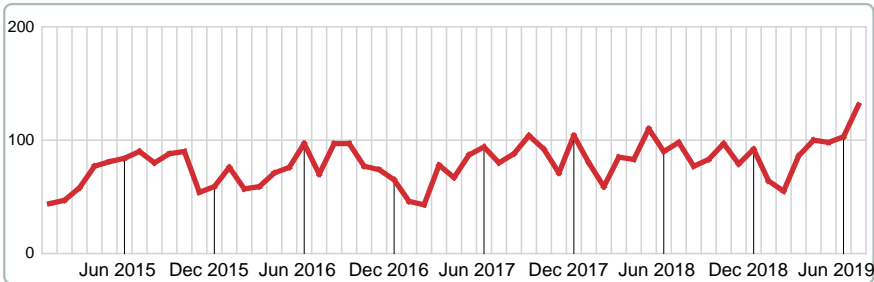
JULY



YEAR TO DATE (YTD)

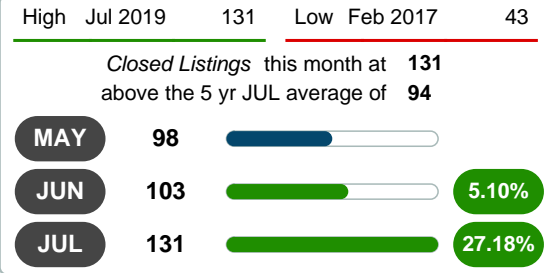


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 94



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	9.92%	54.2	6	6	1	0
\$40,001 - \$60,000	10	7.63%	75.3	6	4	0	0
\$60,001 - \$90,000	22	16.79%	35.5	5	16	1	0
\$90,001 - \$150,000	35	26.72%	62.4	2	31	2	0
\$150,001 - \$200,000	21	16.03%	72.6	1	11	8	1
\$200,001 - \$240,000	15	11.45%	44.5	2	9	4	0
\$240,001 and up	15	11.45%	86.7	0	12	2	1
Total Closed Units	131			22	89	18	2
Total Closed Volume	18,805,551	100%	60.4	1.56M	13.34M	3.31M	600.00K
Average Closed Price	\$143,554			\$70,876	\$149,840	\$183,917	\$300,000

July 2019



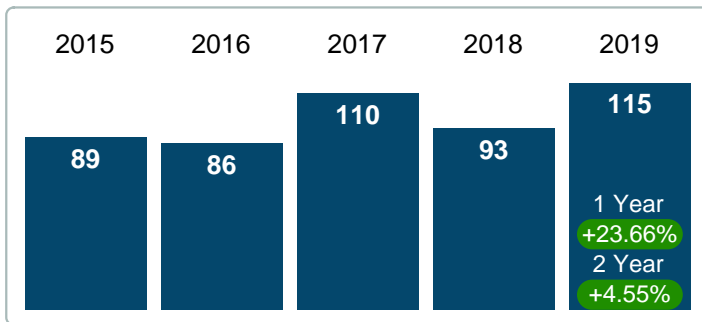
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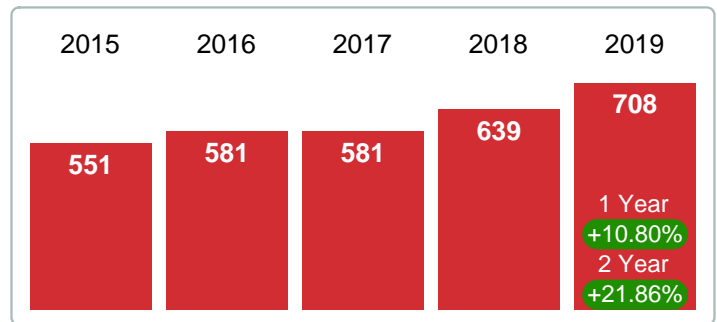
PENDING LISTINGS

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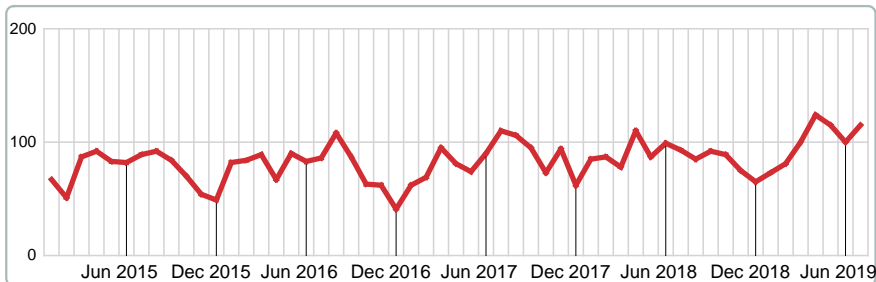
JULY



YEAR TO DATE (YTD)

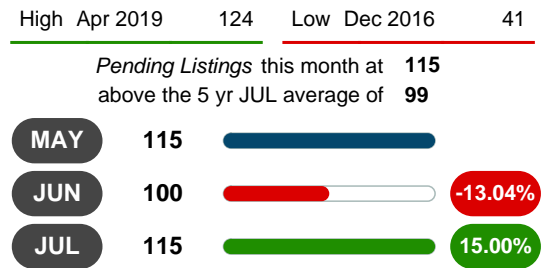


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	9.57%	43.5	5	5	1	0
\$40,001 - \$60,000	11	9.57%	67.5	3	8	0	0
\$60,001 - \$80,000	16	13.91%	77.3	7	9	0	0
\$80,001 - \$150,000	34	29.57%	62.2	3	26	4	1
\$150,001 - \$210,000	16	13.91%	46.3	2	11	3	0
\$210,001 - \$270,000	14	12.17%	36.9	1	10	3	0
\$270,001 and up	13	11.30%	115.1	0	7	4	2
Total Pending Units	115			21	76	15	3
Total Pending Volume	16,750,963	100%	64.0	1.69M	10.79M	3.34M	922.90K
Average Listing Price	\$145,838			\$80,705	\$142,026	\$222,620	\$307,633

July 2019



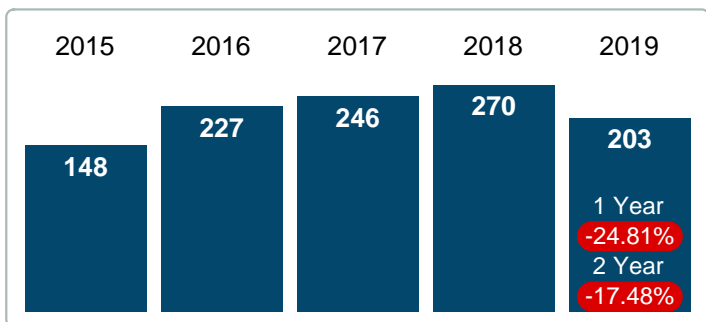
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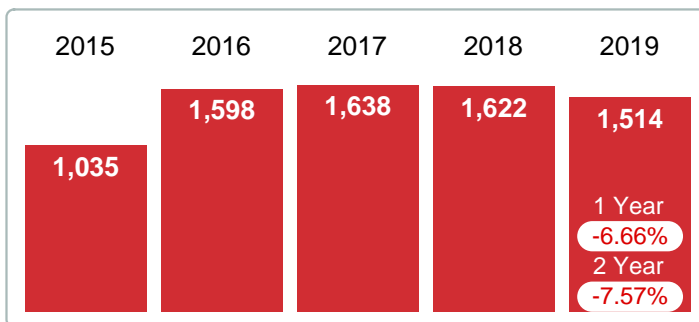
NEW LISTINGS

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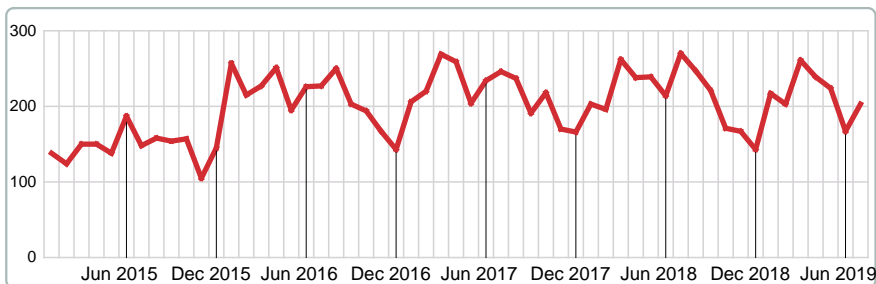
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YEAR TO DATE (YTD)

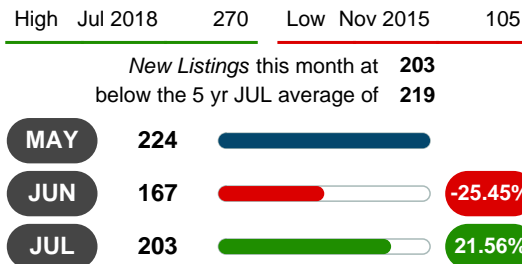


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 219



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	10.84%	12	8	2	0
\$50,001 - \$70,000	18	8.87%	9	8	1	0
\$70,001 - \$110,000	36	17.73%	10	22	3	1
\$110,001 - \$170,000	45	22.17%	7	32	5	1
\$170,001 - \$240,000	36	17.73%	6	22	8	0
\$240,001 - \$420,000	25	12.32%	3	14	7	1
\$420,001 and up	21	10.34%	1	10	8	2
Total New Listed Units	203		48	116	34	5
Total New Listed Volume	39,202,506	100%	5.85M	21.52M	9.93M	1.91M
Average New Listed Listing Price	\$141,578		\$121,821	\$185,517	\$291,922	\$381,960

July 2019



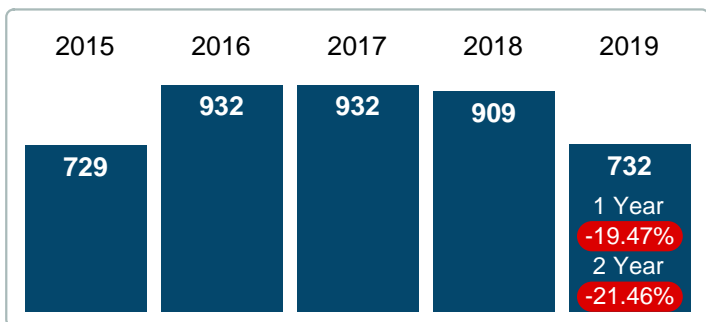
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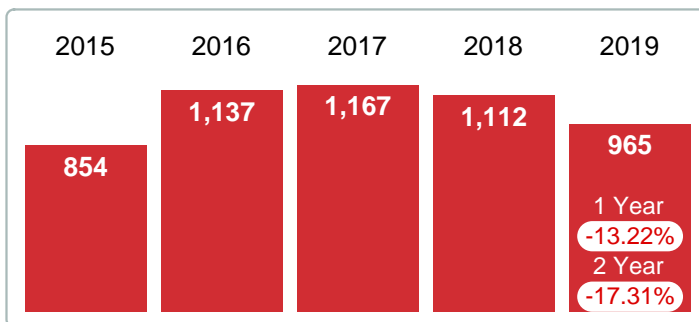
ACTIVE INVENTORY

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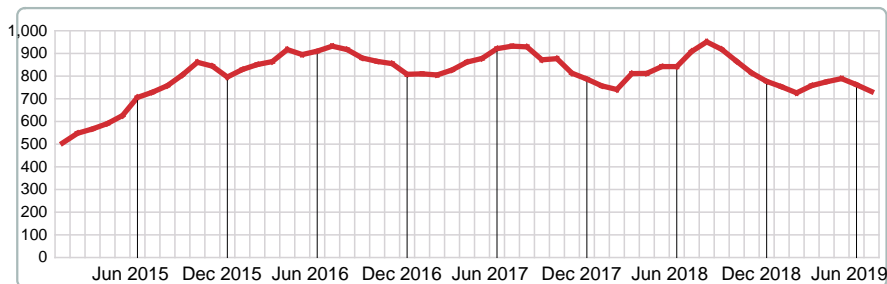
END OF JULY



ACTIVE DURING JULY

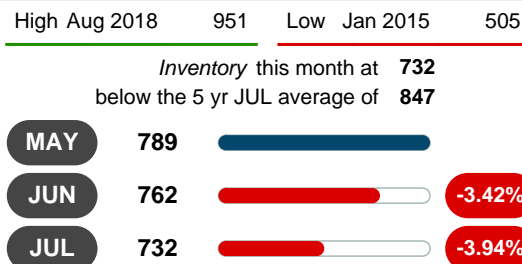


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 847



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	77	10.52%	81.1	41	31	4	1	
\$50,001 - \$75,000	80	10.93%	82.7	35	38	7	0	
\$75,001 - \$100,000	93	12.70%	108.3	23	54	15	1	
\$100,001 - \$175,000	186	25.41%	84.1	26	124	32	4	
\$175,001 - \$275,000	128	17.49%	82.6	20	70	31	7	
\$275,001 - \$450,000	92	12.57%	91.5	11	43	32	6	
\$450,001 and up	76	10.38%	86.7	3	26	37	10	
Total Active Inventory by Units		732		159	386	158	29	
Total Active Inventory by Volume		160,891,156	100%	87.7	19.39M	76.07M	50.45M	14.98M
Average Active Inventory Listing Price		\$219,797			\$121,962	\$197,077	\$319,277	\$516,611

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MONTHS SUPPLY of INVENTORY (MSI)

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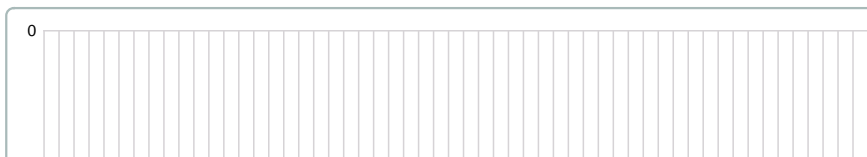
MSI FOR JULY

2015	2016	2017	2018	2019

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
732	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 JUL AVG = inf

High	Jul 2019	Low	Jul 2019
inf	inf	inf	inf
Months Supply this month at inf equal to 5 yr JUL average of inf			
MAY	inf		%
JUN	inf		%
JUL	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	77	10.52%	4.62	5.86	3.58	4.00	0.00	
\$50,001 - \$70,000	65	8.88%	6.84	10.18	4.93	12.00	0.00	
\$70,001 - \$110,000	125	17.08%	6.55	7.42	5.88	8.87	6.00	
\$110,001 - \$180,000	185	25.27%	8.28	12.55	7.59	9.27	8.00	
\$180,001 - \$280,000	115	15.71%	8.31	21.82	6.50	8.49	16.80	
\$280,001 - \$460,000	91	12.43%	15.83	60.00	12.59	25.60	6.55	
\$460,001 and up	74	10.11%	46.74	36.00	31.20	60.00	120.00	
Market Supply of Inventory (MSI)		8.25		9.17	6.79	12.72	13.38	
Total Active Inventory by Units		732	100%	8.25	159	386	158	29

July 2019



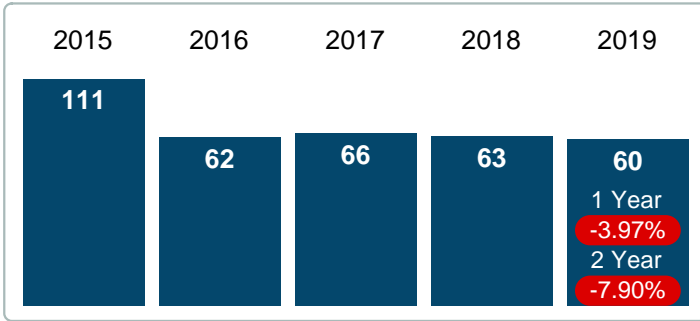
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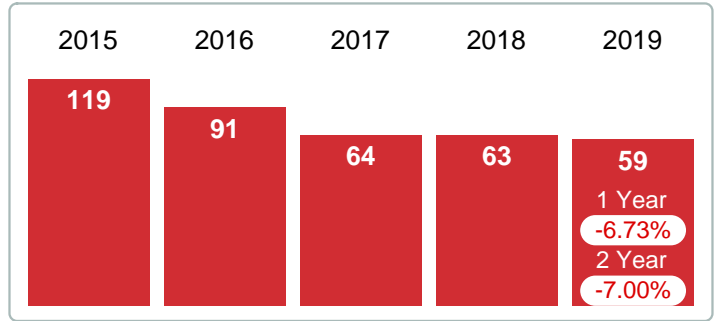
AVERAGE DAYS ON MARKET TO SALE

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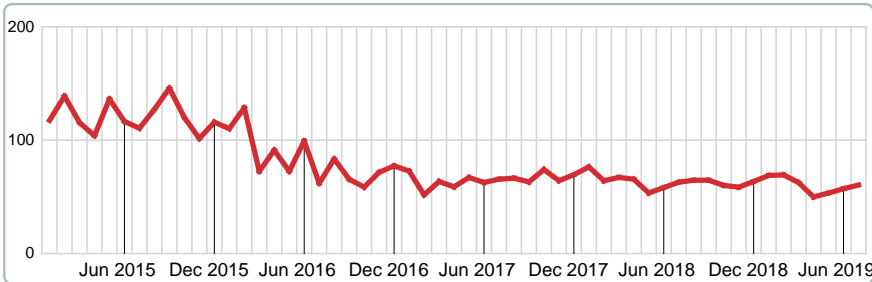
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72

High Sep 2015 146 Low Apr 2019 50

Average Days on Market to Sale this month at 60 below the 5 yr JUL average of 72



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
\$40,000 and less	9.92%	54	63	41	81	0
\$40,001 - \$60,000	7.63%	75	74	77	0	0
\$60,001 - \$90,000	16.79%	36	35	34	61	0
\$90,001 - \$150,000	26.72%	62	46	62	79	0
\$150,001 - \$200,000	16.03%	73	88	59	88	84
\$200,001 - \$240,000	11.45%	45	90	31	52	0
\$240,001 and up	11.45%	87	0	85	112	55
Average Closed DOM		60	62	56	80	70
Total Closed Units	100%	60	22	89	18	2
Total Closed Volume		18,805,551	1.56M	13.34M	3.31M	600.00K

July 2019



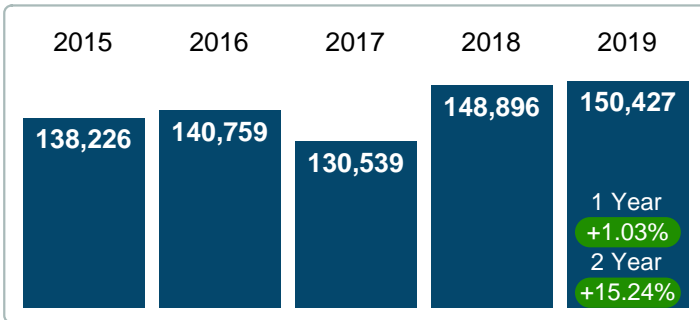
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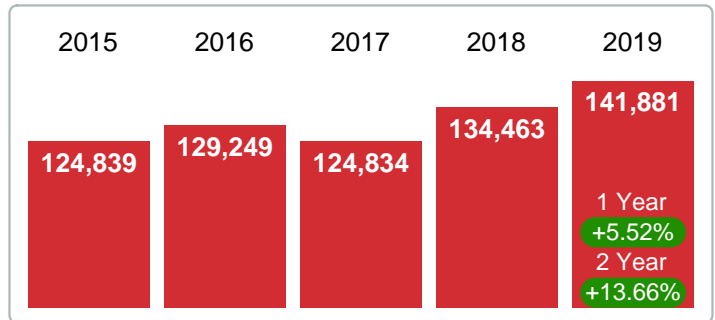
AVERAGE LIST PRICE AT CLOSING

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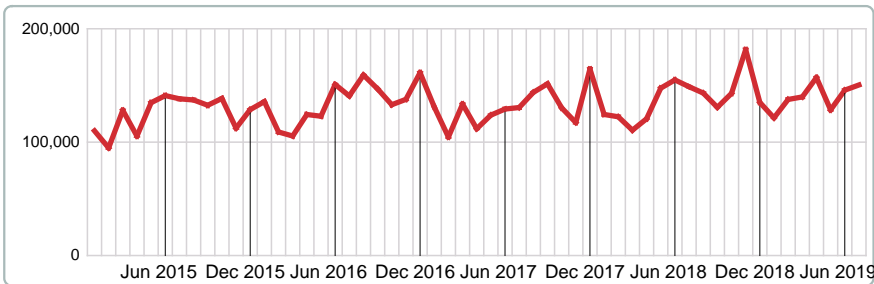
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

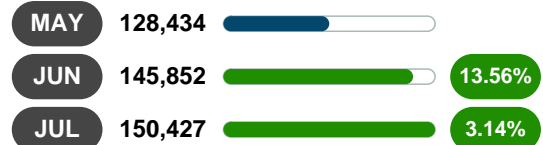


3 MONTHS

5 year JUL AVG = 141,770

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

Average List Price at Closing this month at **150,427**
above the 5 yr JUL average of **141,770**



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	
\$25,000 and less	4	3.05%	20,350	24,667	24,575	0	
\$25,001 - \$50,000	14	10.69%	38,000	38,133	43,450	38,500	
\$50,001 - \$75,000	15	11.45%	67,673	67,800	70,309	72,900	
\$75,001 - \$150,000	45	34.35%	111,657	92,350	116,767	145,000	
\$150,001 - \$200,000	21	16.03%	176,705	159,900	185,000	184,375	
\$200,001 - \$225,000	9	6.87%	220,144	247,450	221,186	224,333	
\$225,001 and up	23	17.56%	320,035	0	344,957	296,167	
Average List Price		150,427		78,809	156,128	190,994	319,450
Total Closed Units		131	100%	150,427	22	89	18
Total Closed Volume		19,705,949			1.73M	13.90M	3.44M

July 2019



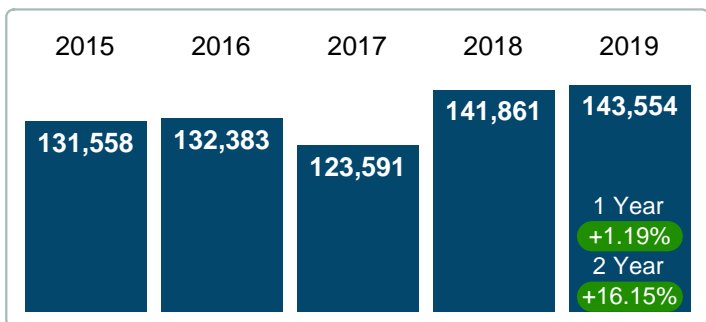
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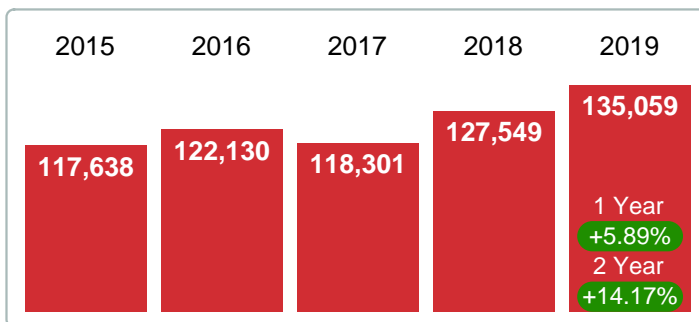
AVERAGE SOLD PRICE AT CLOSING

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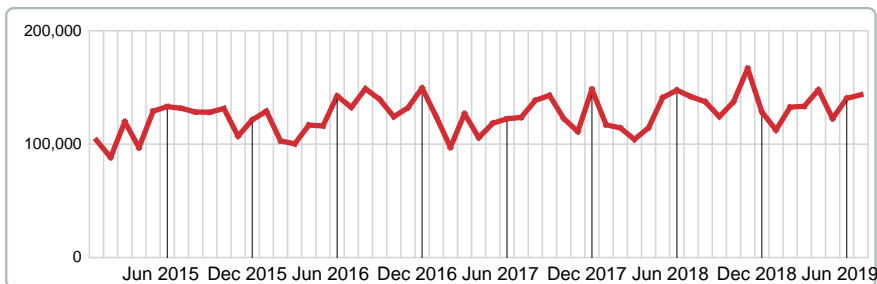
JULY



YEAR TO DATE (YTD)

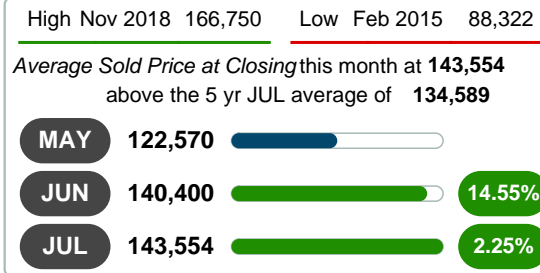


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 134,589



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
\$40,000 and less	9.92%	25,910	25,121	25,083	35,600	0
\$40,001 - \$60,000	7.63%	48,598	49,042	47,931	0	0
\$60,001 - \$90,000	16.79%	75,536	71,860	76,719	75,000	0
\$90,001 - \$150,000	26.72%	119,761	94,000	120,376	136,000	0
\$150,001 - \$200,000	16.03%	173,567	152,000	173,545	176,113	175,000
\$200,001 - \$240,000	11.45%	216,467	207,500	215,889	222,250	0
\$240,001 and up	11.45%	349,160	0	348,533	315,000	425,000
Average Sold Price		143,554	70,876	149,840	183,917	300,000
Total Closed Units	100%	131	22	89	18	2
Total Closed Volume		18,805,551	1.56M	13.34M	3.31M	600.00K

July 2019



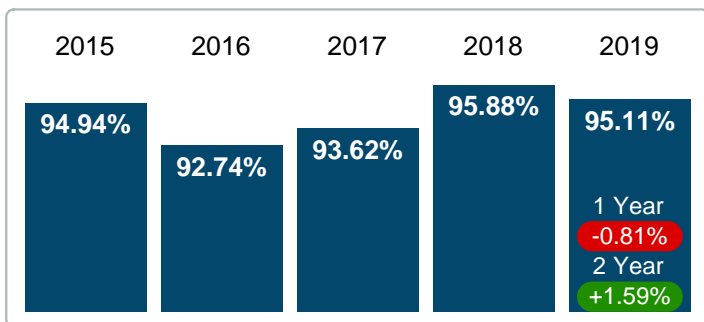
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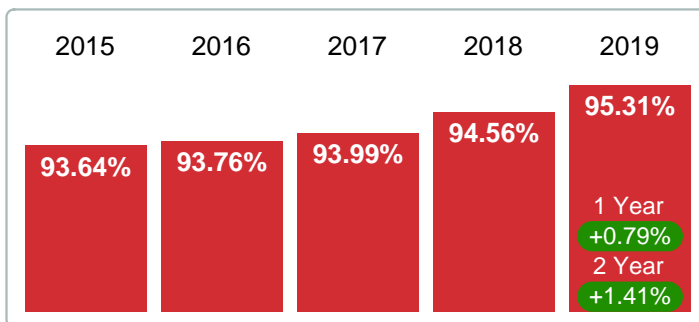
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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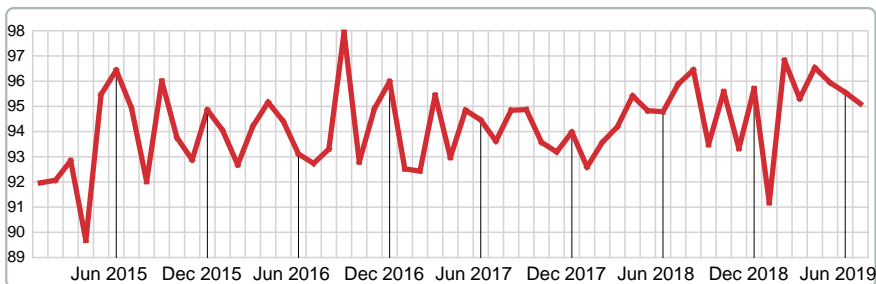
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

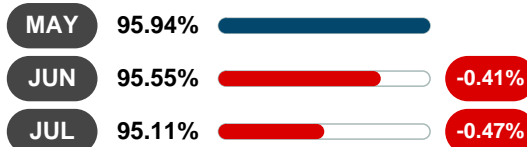


3 MONTHS

5 year JUL AVG = 94.46%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **95.11%** above the 5 yr JUL average of **94.46%**



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
\$40,000 and less	13	9.92%	88.02%	87.34%	87.95%	92.47%	0.00%
\$40,001 - \$60,000	10	7.63%	93.99%	97.19%	89.21%	0.00%	0.00%
\$60,001 - \$90,000	22	16.79%	95.88%	91.84%	96.70%	102.88%	0.00%
\$90,001 - \$150,000	35	26.72%	97.41%	92.42%	97.98%	93.57%	0.00%
\$150,001 - \$200,000	21	16.03%	94.75%	95.06%	94.14%	95.86%	92.15%
\$200,001 - \$240,000	15	11.45%	94.77%	84.35%	96.32%	96.48%	0.00%
\$240,001 and up	15	11.45%	96.32%	0.00%	96.12%	98.36%	94.65%
Average Sold/List Ratio		95.10%		91.59%	95.79%	96.22%	93.40%
Total Closed Units	131	100%	95.10%	22	89	18	2
Total Closed Volume	18,805,551			1.56M	13.34M	3.31M	600.00K

July 2019



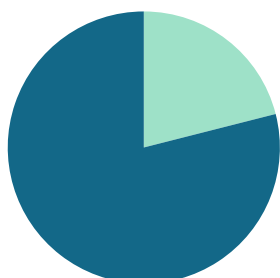
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

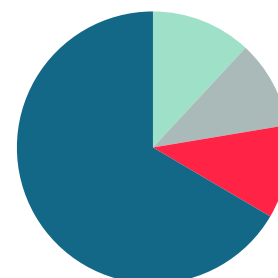


Inventory
 New Listings
203 = 21.04%
 Start Inventory
762
 Total Inventory Units
965
 Volume
\$209,500,519

Market Activity

Closed Sales
131 = 11.91%
 Pending Sales
115 = 10.45%
 Other Off Market
122 = 11.09%
 Active Inventory
732 = 66.55%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	98	131	33.67%	605	637	5.29%
Pending Sales	93	115	23.66%	639	708	10.80%
New Listings	270	203	-24.81%	1,622	1,514	-6.66%
Average List Price	148,896	150,427	1.03%	134,463	141,881	5.52%
Average Sale Price	141,861	143,554	1.19%	127,549	135,059	5.89%
Average Percent of Selling Price to List Price	95.88%	95.11%	-0.81%	94.56%	95.31%	0.79%
Average Days on Market to Sale	62.92	60.42	-3.97%	63.34	59.07	-6.73%
Monthly Inventory	909	732	-19.47%	909	732	-19.47%
Months Supply of Inventory	10.25	8.25	-19.55%	10.25	8.25	-19.55%

Absorption: Last 12 months, an Average of **89** Sales/Month

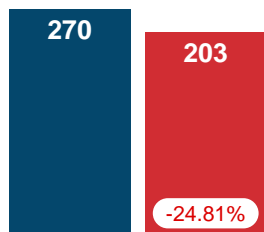
Inventory on July 31, 2019 = **732**

2018 **2019**

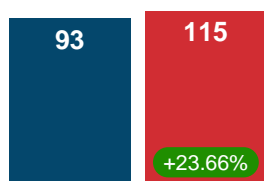
JULY MARKET

AVERAGE PRICES

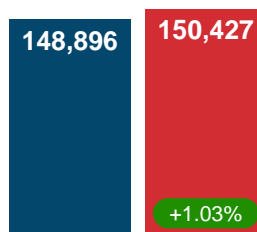
New Listings



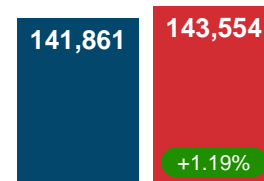
Pending Listings



List Price



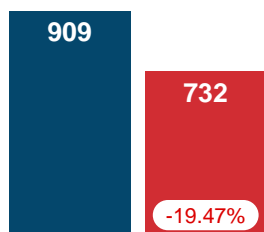
Sale Price



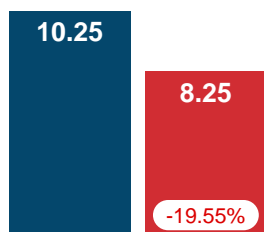
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

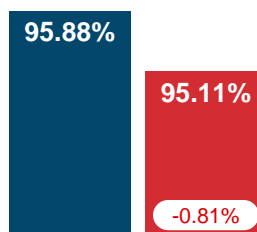
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

