

July 2019



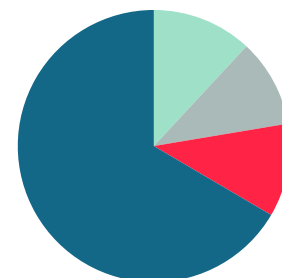
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	104,450	125,000	19.67%
Median Sale Price	98,700	121,000	22.59%
Median Percent of Selling Price to List Price	96.90%	96.88%	-0.02%
Median Days on Market to Sale	53.00	55.00	3.77%
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.

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 **22.59%** in July 2019 to \$121,000 versus the previous year at \$98,700.

Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 2.00 days or **3.77%** in July 2019 compared to last year's same month at **53.00** DOM.

Sales Success for July 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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



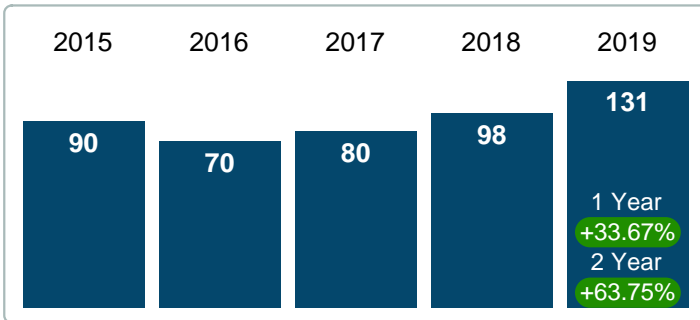
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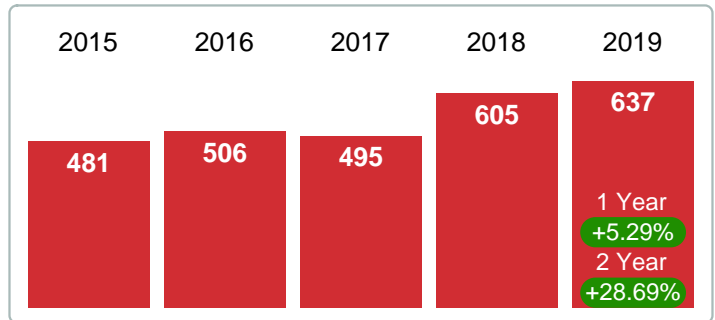
CLOSED LISTINGS

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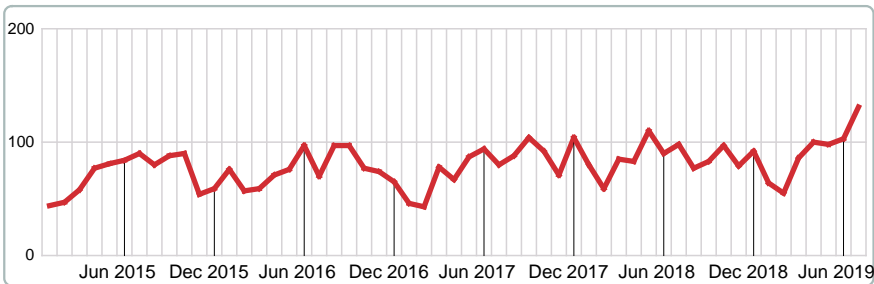
JULY



YEAR TO DATE (YTD)

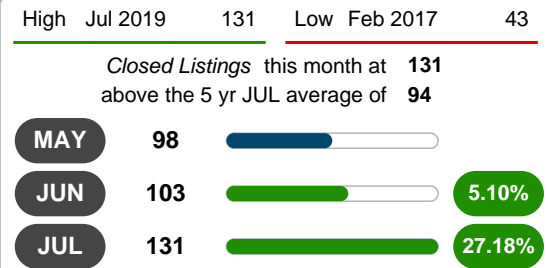


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 94



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	9.92%	25.0	6	6	1	0
\$40,001 - \$60,000	10	7.63%	88.5	6	4	0	0
\$60,001 - \$90,000	22	16.79%	22.5	5	16	1	0
\$90,001 - \$150,000	35	26.72%	54.0	2	31	2	0
\$150,001 - \$200,000	21	16.03%	80.0	1	11	8	1
\$200,001 - \$240,000	15	11.45%	45.0	2	9	4	0
\$240,001 and up	15	11.45%	85.0	0	12	2	1
Total Closed Units	131			22	89	18	2
Total Closed Volume	18,805,551	100%	55.0	1.56M	13.34M	3.31M	600.00K
Median Closed Price	\$121,000			\$54,963	\$121,000	\$184,450	\$300,000

July 2019



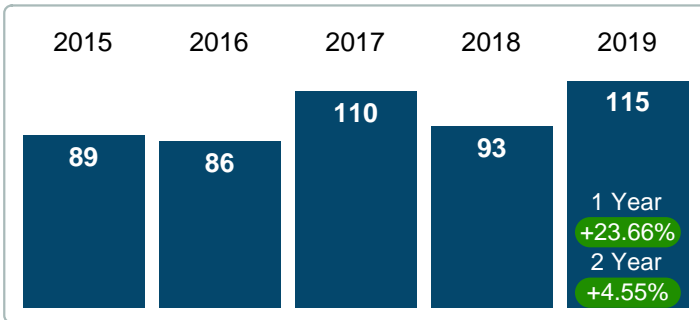
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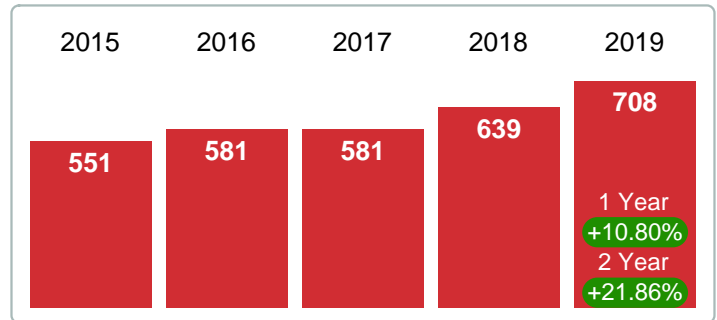
PENDING LISTINGS

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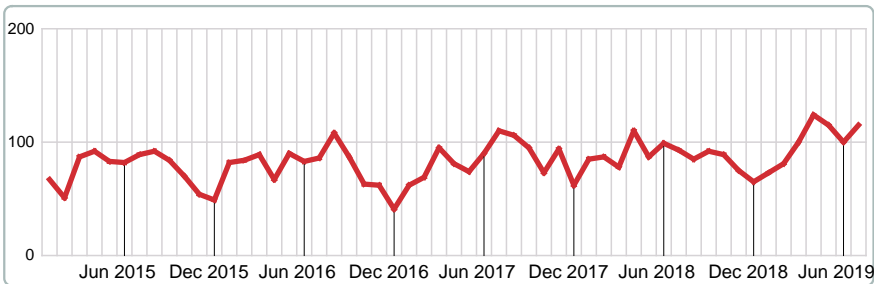
JULY



YEAR TO DATE (YTD)

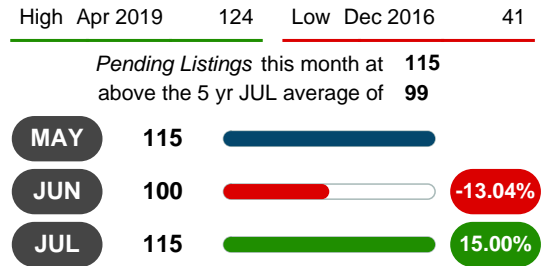


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	9.57%	13.0	5	5	1	0
\$40,001 - \$60,000	11	9.57%	69.0	3	8	0	0
\$60,001 - \$80,000	16	13.91%	72.5	7	9	0	0
\$80,001 - \$150,000	34	29.57%	52.0	3	26	4	1
\$150,001 - \$210,000	16	13.91%	44.5	2	11	3	0
\$210,001 - \$270,000	14	12.17%	20.0	1	10	3	0
\$270,001 and up	13	11.30%	127.0	0	7	4	2
Total Pending Units	115			21	76	15	3
Total Pending Volume	16,750,963	100%	55.0	1.69M	10.79M	3.34M	922.90K
Median Listing Price	\$115,000			\$69,500	\$114,950	\$210,000	\$341,000

July 2019



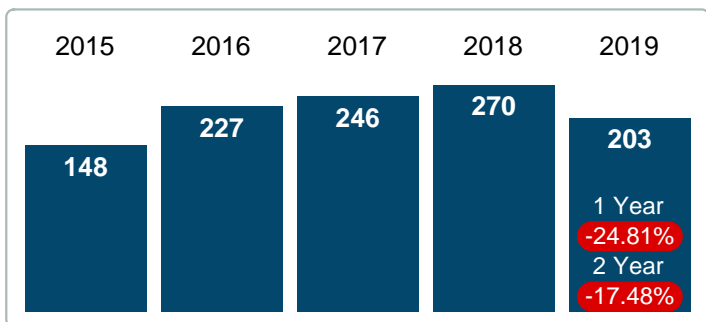
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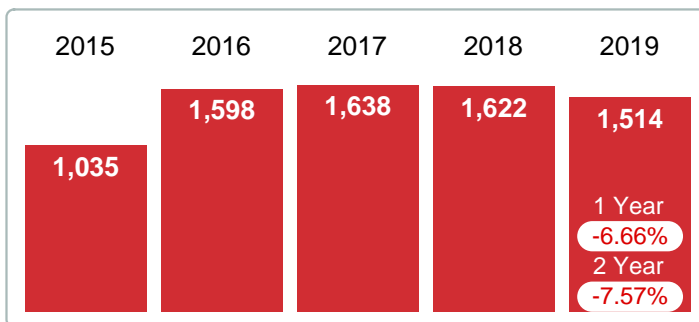
NEW LISTINGS

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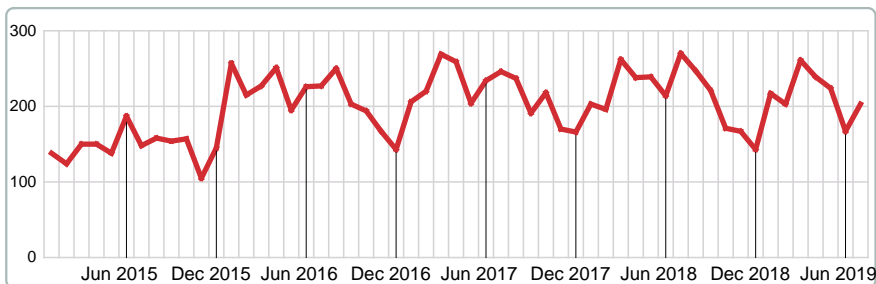
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 219

High Jul 2018 270 Low Nov 2015 105

New Listings this month at **203**
below the 5 yr JUL average of **219**

- MAY 224
- JUN 167 (-25.45%)
- JUL 203 (21.56%)

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
Median New Listed Listing Price	\$149,500		\$79,500	\$151,450	\$229,450	\$270,000

July 2019



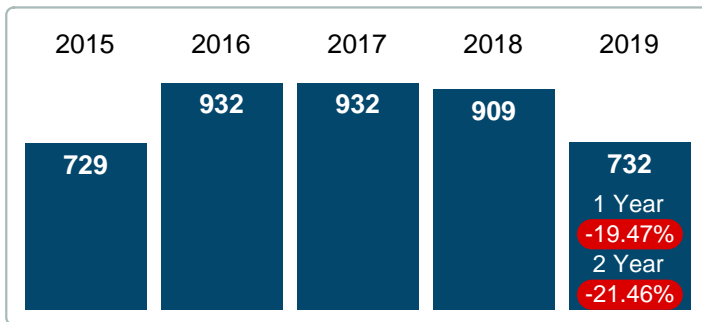
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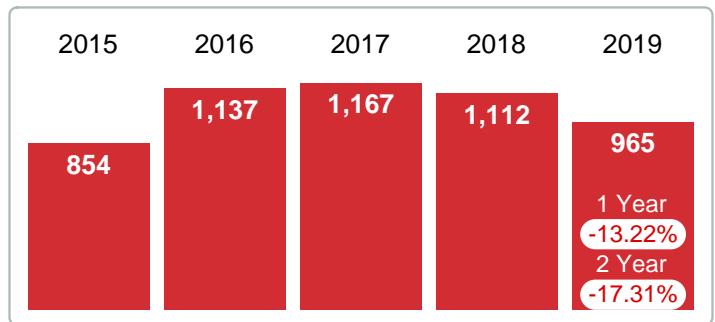
ACTIVE INVENTORY

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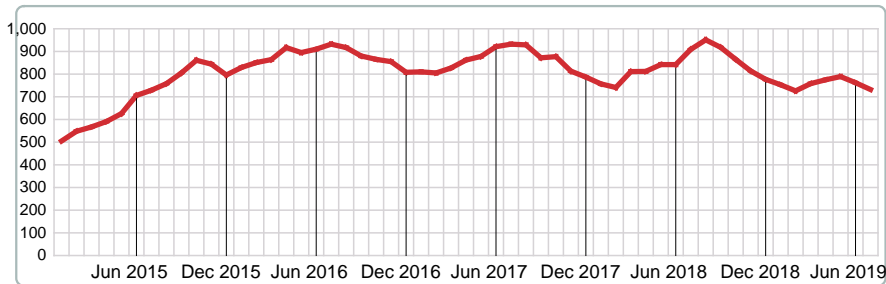
END OF JULY



ACTIVE DURING JULY

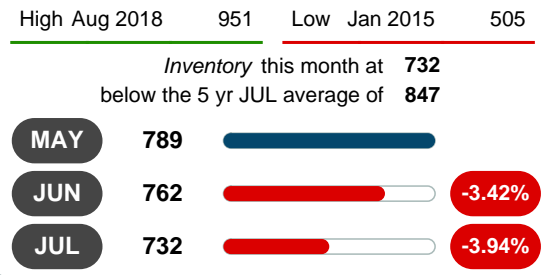


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 847



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	77	10.52%	82.0	41	31	4	1
\$50,001 - \$70,000	65	8.88%	69.0	28	30	7	0
\$70,001 - \$110,000	125	17.08%	79.0	34	73	17	1
\$110,001 - \$180,000	185	25.27%	76.0	23	124	34	4
\$180,001 - \$280,000	115	15.71%	82.0	20	59	29	7
\$280,001 - \$460,000	91	12.43%	99.0	10	43	32	6
\$460,001 and up	74	10.11%	87.5	3	26	35	10
Total Active Inventory by Units		732		159	386	158	29
Total Active Inventory by Volume		160,891,156	100%	19.39M	76.07M	50.45M	14.98M
Median Active Inventory Listing Price		\$139,950		\$79,000	\$135,000	\$234,500	\$299,900

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



MONTHS SUPPLY of INVENTORY (MSI)

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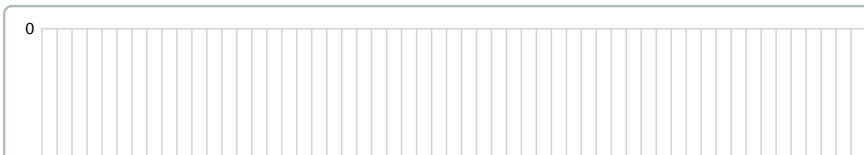
MSI FOR JULY

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



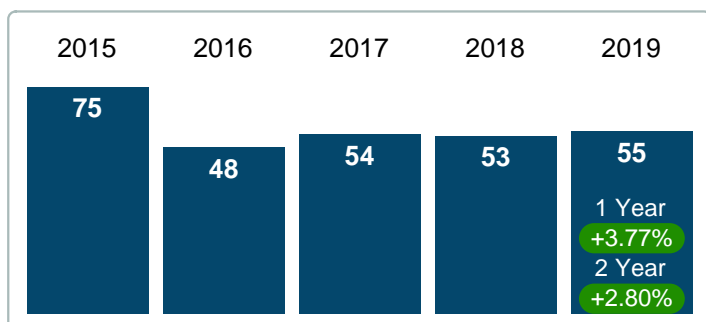
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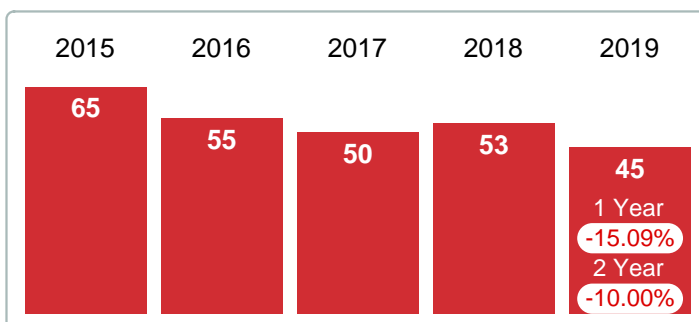
MEDIAN DAYS ON MARKET TO SALE

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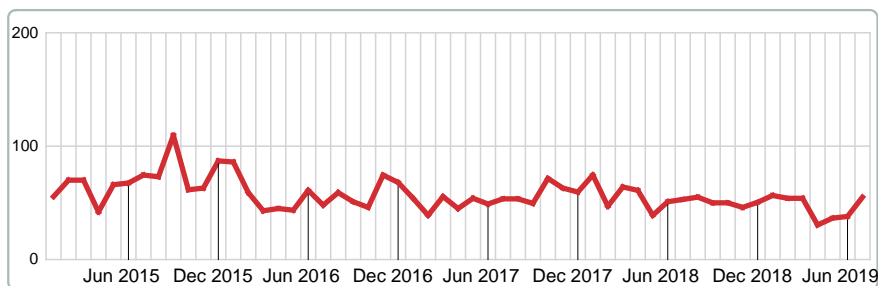
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

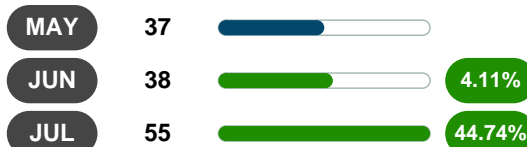


3 MONTHS

5 year JUL AVG = 57

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 55 below the 5 yr JUL average of 57



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
\$40,000 and less	9.92%	25	56	22	81	0
\$40,001 - \$60,000	7.63%	89	77	89	0	0
\$60,001 - \$90,000	16.79%	23	22	22	61	0
\$90,001 - \$150,000	26.72%	54	46	54	79	0
\$150,001 - \$200,000	16.03%	80	88	36	89	84
\$200,001 - \$240,000	11.45%	45	90	25	38	0
\$240,001 and up	11.45%	85	0	95	112	55
Median Closed DOM		55	68	45	80	70
Total Closed Units	100%	55.0	22	89	18	2
Total Closed Volume		18,805,551	1.56M	13.34M	3.31M	600.00K

July 2019



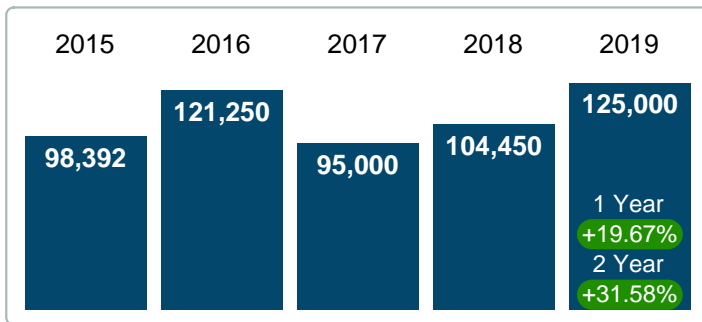
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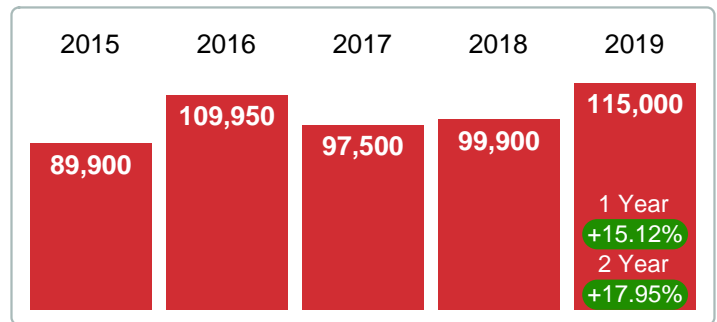
MEDIAN LIST PRICE AT CLOSING

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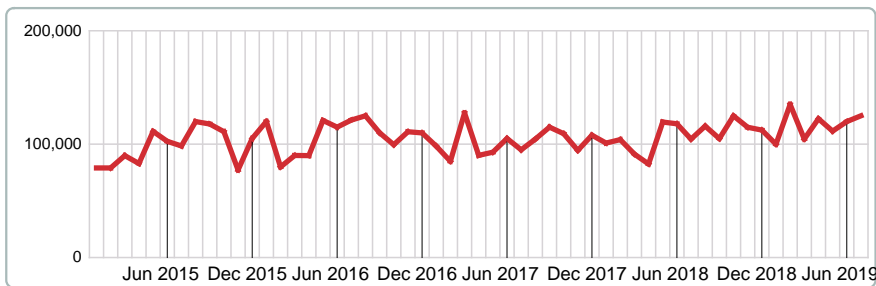
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

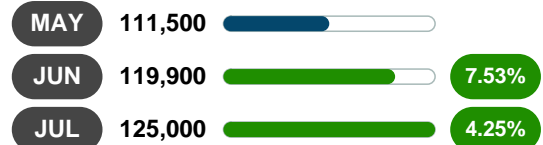


3 MONTHS

5 year JUL AVG = 108,818

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

Median List Price at Closing this month at **125,000**
above the 5 yr JUL average of **108,818**



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
\$40,000 and less	13	9.92%	29,900	29,900	25,000	38,500	0
\$40,001 - \$60,000	8	6.11%	49,450	53,500	49,450	0	0
\$60,001 - \$90,000	23	17.56%	75,000	78,950	74,750	72,900	0
\$90,001 - \$150,000	34	25.95%	124,700	102,000	124,900	135,000	0
\$150,001 - \$200,000	21	16.03%	180,000	159,900	180,000	176,700	189,900
\$200,001 - \$240,000	15	11.45%	221,900	229,900	221,450	222,500	0
\$240,001 and up	17	12.98%	299,999	265,000	317,500	289,500	449,000
Median List Price			125,000	60,950	125,000	192,400	319,450
Total Closed Units		100%	125,000	22	89	18	2
Total Closed Volume			19,705,949	1.73M	13.90M	3.44M	638.90K

July 2019



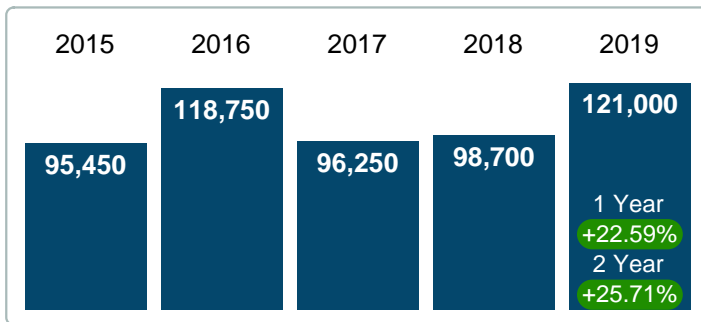
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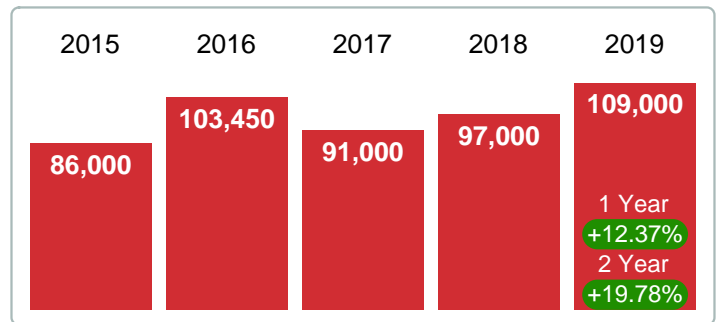
MEDIAN SOLD PRICE AT CLOSING

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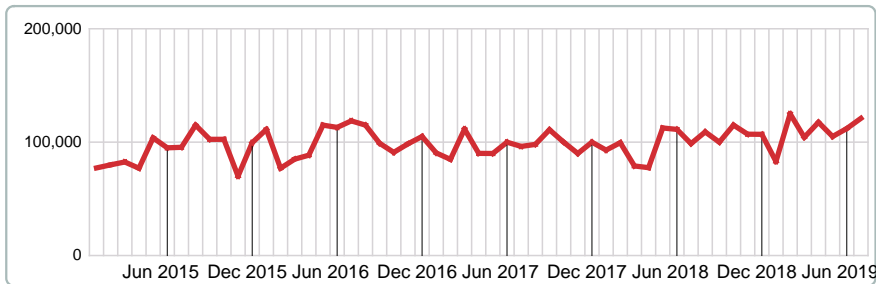
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

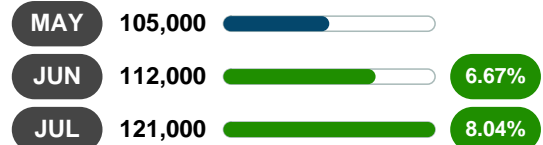


3 MONTHS

5 year JUL AVG = 106,030

High Feb 2019 125,000 Low Nov 2015 70,000

Median Sold Price at Closing this month at **121,000** above the 5 yr JUL average of **106,030**



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
\$40,000 and less	9.92%	25,000	25,250	23,500	35,600	0
\$40,001 - \$60,000	7.63%	47,950	49,163	46,950	0	0
\$60,001 - \$90,000	16.79%	74,750	68,000	74,750	75,000	0
\$90,001 - \$150,000	26.72%	118,500	94,000	118,500	136,000	0
\$150,001 - \$200,000	16.03%	175,000	152,000	180,000	176,700	175,000
\$200,001 - \$240,000	11.45%	215,000	207,500	217,500	220,000	0
\$240,001 and up	11.45%	320,000	0	312,500	315,000	425,000
Median Sold Price		121,000	54,963	121,000	184,450	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

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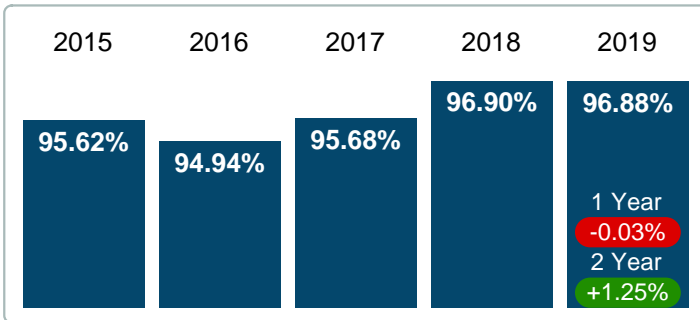
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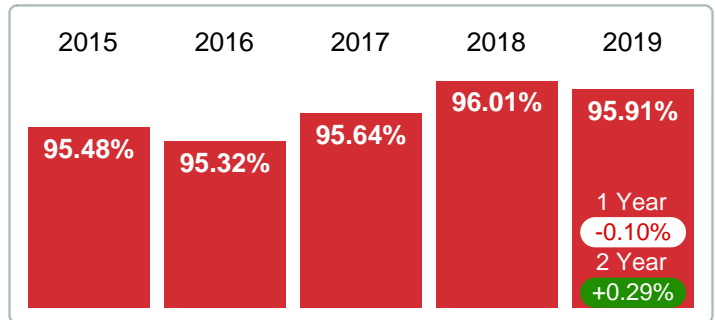
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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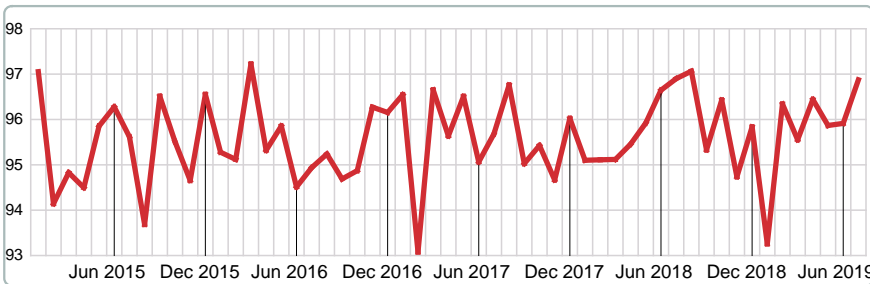
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

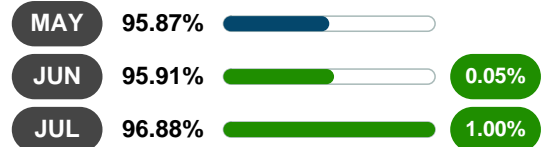


3 MONTHS

5 year JUL AVG = 96.00%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.88%**
above the 5 yr JUL average of **96.00%**



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
\$40,000 and less	13	9.92%	92.47%	88.25%	100.00%	92.47%	0.00%
\$40,001 - \$60,000	10	7.63%	92.44%	92.44%	91.35%	0.00%	0.00%
\$60,001 - \$90,000	22	16.79%	96.72%	94.99%	97.03%	102.88%	0.00%
\$90,001 - \$150,000	35	26.72%	97.82%	92.42%	99.15%	93.57%	0.00%
\$150,001 - \$200,000	21	16.03%	96.86%	95.06%	96.86%	97.24%	92.15%
\$200,001 - \$240,000	15	11.45%	95.18%	84.35%	97.07%	96.21%	0.00%
\$240,001 and up	15	11.45%	97.36%	0.00%	97.68%	98.36%	94.65%
Median Sold/List Ratio		96.88%		91.51%	97.36%	96.85%	93.40%
Total Closed Units	131	100%	96.88%	22	89	18	2
Total Closed Volume	18,805,551			1.56M	13.34M	3.31M	600.00K

July 2019



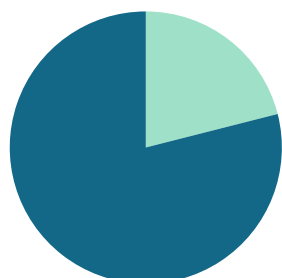
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

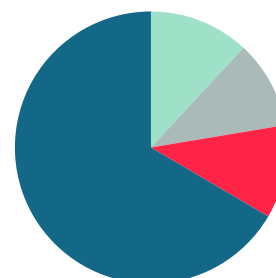


Inventory
 New Listings
203 = 21.04%
 Start Inventory
762
 Total Inventory Units
965
 Volume
\$209,500,519

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%
Median List Price	104,450	125,000	19.67%	99,900	115,000	15.12%
Median Sale Price	98,700	121,000	22.59%	97,000	109,000	12.37%
Median Percent of Selling Price to List Price	96.90%	96.88%	-0.02%	96.01%	95.91%	-0.10%
Median Days on Market to Sale	53.00	55.00	3.77%	53.00	45.00	-15.09%
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

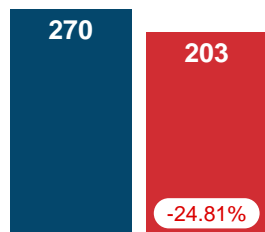
Inventory on July 31, 2019 = **732**

2018 **2019**

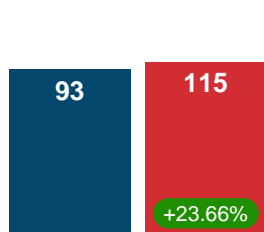
JULY MARKET

MEDIAN PRICES

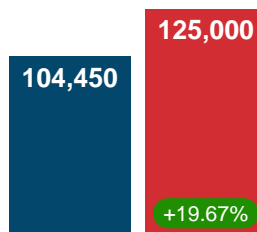
New Listings



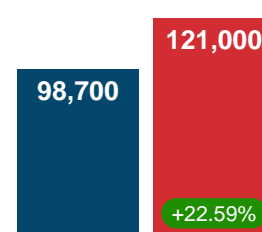
Pending Listings



List Price



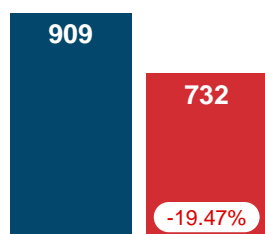
Sale Price



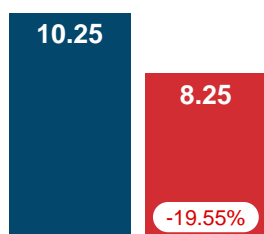
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

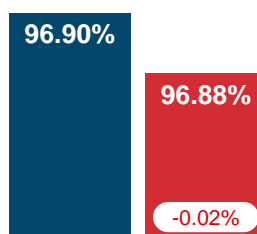
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

