

June 2019



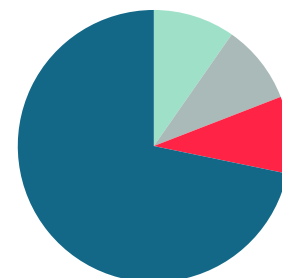
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	90	103	14.44%
Pending Listings	99	100	1.01%
New Listings	214	167	-21.96%
Average List Price	154,877	145,852	-5.83%
Average Sale Price	147,585	140,400	-4.87%
Average Percent of Selling Price to List Price	94.79%	95.55%	0.81%
Average Days on Market to Sale	58.19	57.16	-1.78%
End of Month Inventory	842	762	-9.50%
Months Supply of Inventory	9.66	8.86	-8.27%



■ Closed (9.70%)
■ Pending (9.42%)
■ Other OffMarket (9.13%)
■ Active (71.75%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of June 30, 2019 = **762**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **9.50%** to 762 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **8.86** 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 **4.87%** in June 2019 to \$140,400 versus the previous year at \$147,585.

Average Days on Market Shortens

The average number of **57.16** days that homes spent on the market before selling decreased by 1.03 days or **1.78%** in June 2019 compared to last year's same month at **58.19** DOM.

Sales Success for June 2019 is Positive

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

There were 167 New Listings in June 2019, down **21.96%** from last year at 214. Furthermore, there were 103 Closed Listings this month versus last year at 90, a **14.44%** increase.

Closed versus Listed trends yielded a **61.7%** ratio, up from previous year's, June 2018, at **42.1%**, a **46.65%** 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

June 2019



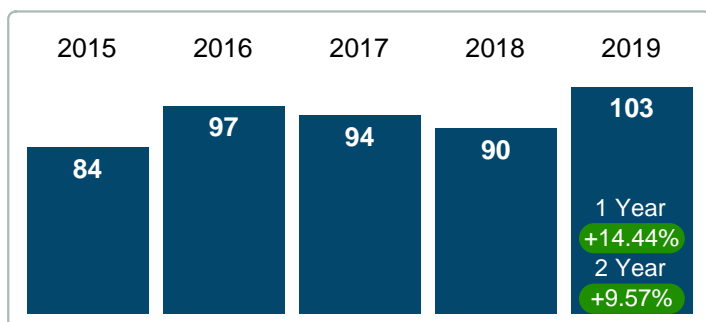
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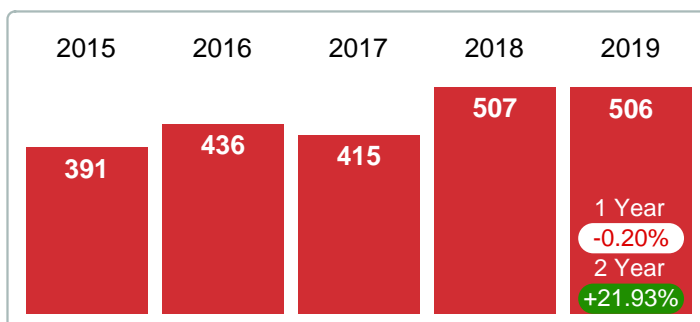
CLOSED LISTINGS

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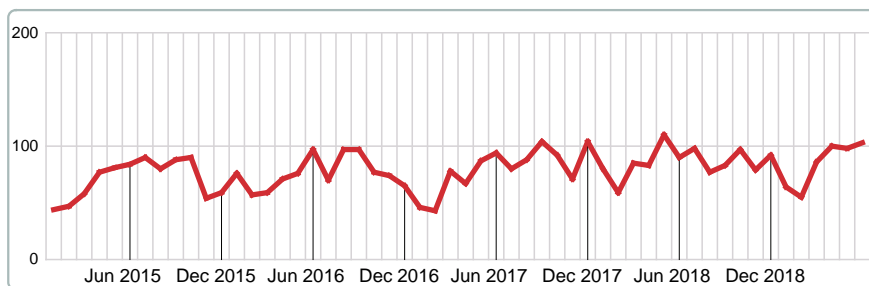
JUNE



YEAR TO DATE (YTD)

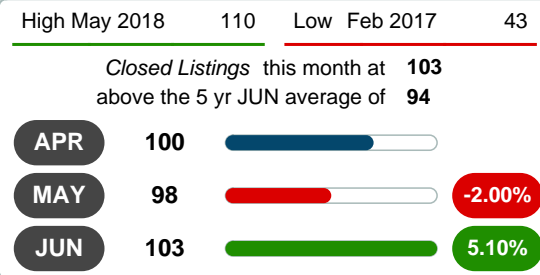


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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
\$30,000 and less	9	8.74%	52.0	5	4	0	0
\$30,001 - \$50,000	14	13.59%	60.9	5	9	0	0
\$50,001 - \$80,000	17	16.50%	49.2	5	11	0	1
\$80,001 - \$140,000	22	21.36%	67.3	7	9	6	0
\$140,001 - \$200,000	18	17.48%	51.1	0	12	4	2
\$200,001 - \$280,000	12	11.65%	53.7	2	8	2	0
\$280,001 and up	11	10.68%	62.5	0	8	3	0
Total Closed Units	103			24	61	15	3
Total Closed Volume	14,461,171	100%	57.2	1.76M	8.98M	3.34M	384.90K
Average Closed Price	\$140,400			\$73,454	\$147,183	\$222,347	\$128,300

June 2019



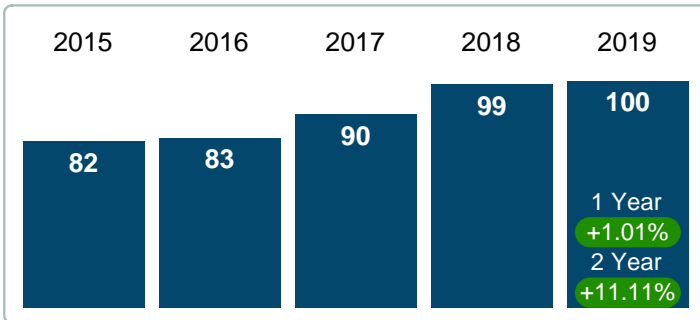
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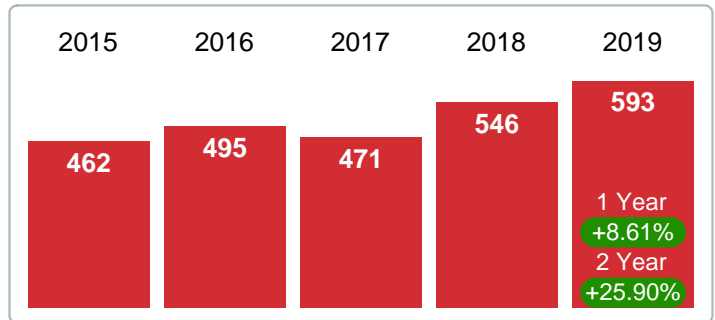
PENDING LISTINGS

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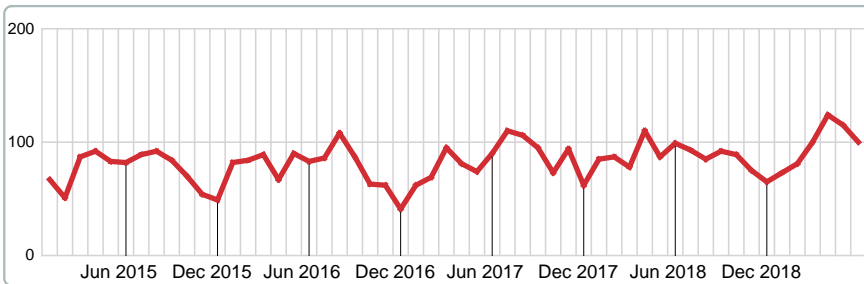
JUNE



YEAR TO DATE (YTD)

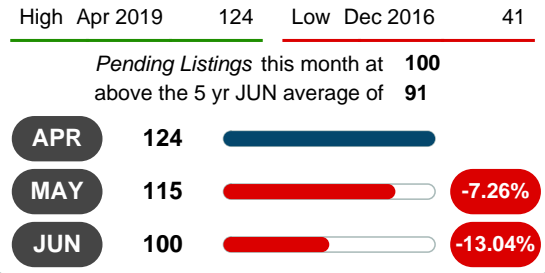


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 91



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.00%	78.6	1	4	0	0
\$25,001 - \$50,000	10	10.00%	48.9	6	3	1	0
\$50,001 - \$75,000	13	13.00%	65.3	1	12	0	0
\$75,001 - \$175,000	34	34.00%	49.9	4	24	5	1
\$175,001 - \$225,000	12	12.00%	47.5	0	10	2	0
\$225,001 - \$300,000	16	16.00%	48.6	2	9	5	0
\$300,001 and up	10	10.00%	91.4	0	8	2	0
Total Pending Units	100			14	70	15	1
Total Pending Volume	16,121,199	100%	56.0	1.19M	11.55M	3.22M	169.00K
Average Listing Price	\$160,839			\$84,643	\$165,031	\$214,333	\$169,000

June 2019



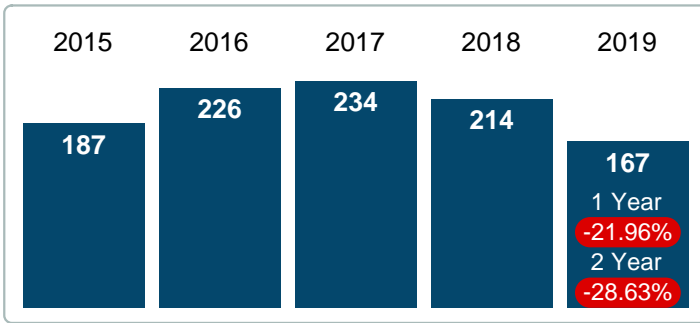
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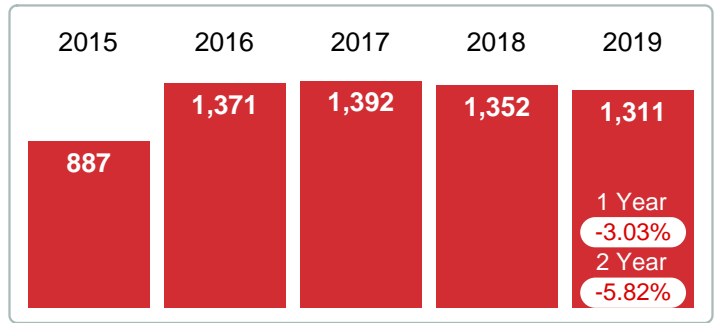
NEW LISTINGS

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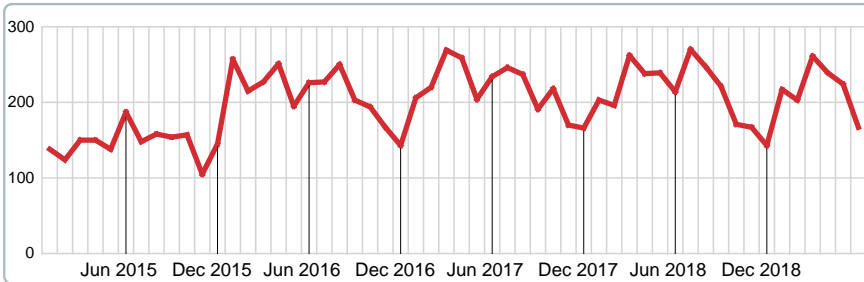
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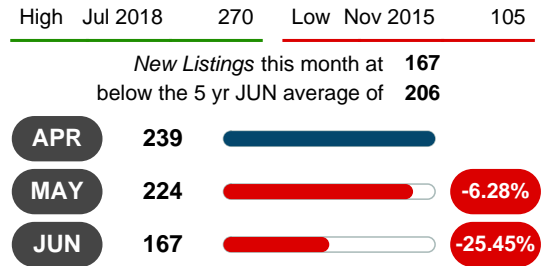


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 206



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	2.99%	3	2	0	0
\$25,001 - \$75,000	29	17.37%	13	14	2	0
\$75,001 - \$100,000	18	10.78%	3	10	5	0
\$100,001 - \$175,000	43	25.75%	5	33	5	0
\$175,001 - \$275,000	32	19.16%	1	27	4	0
\$275,001 - \$475,000	22	13.17%	1	12	7	2
\$475,001 and up	18	10.78%	0	6	7	5
Total New Listed Units	167		26	104	30	7
Total New Listed Volume	41,759,797	100%	2.20M	21.22M	11.37M	6.97M
Average New Listed Listing Price	\$165,842		\$84,715	\$204,034	\$378,927	\$995,700

June 2019



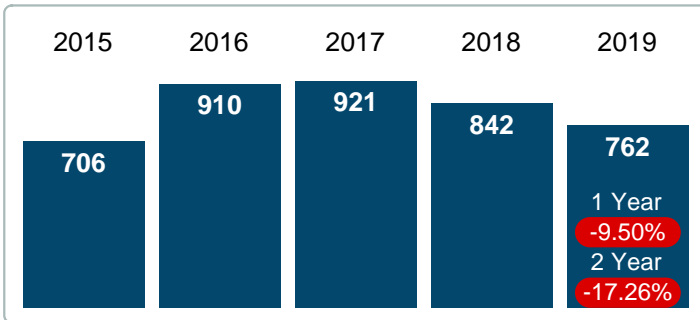
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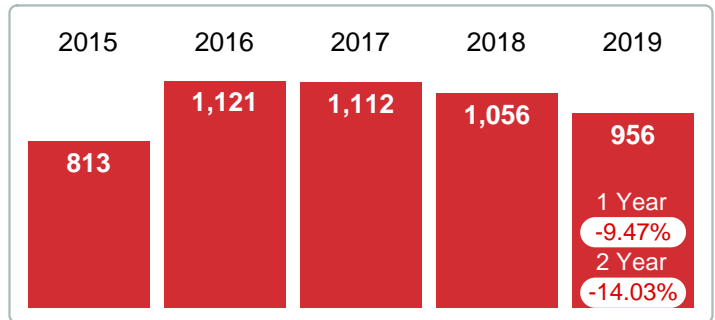
ACTIVE INVENTORY

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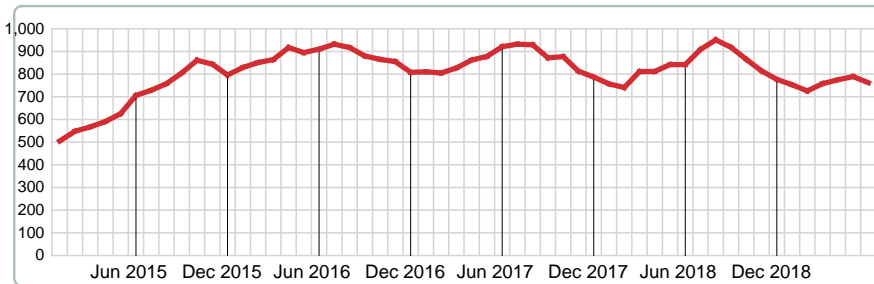
END OF JUNE



ACTIVE DURING JUNE

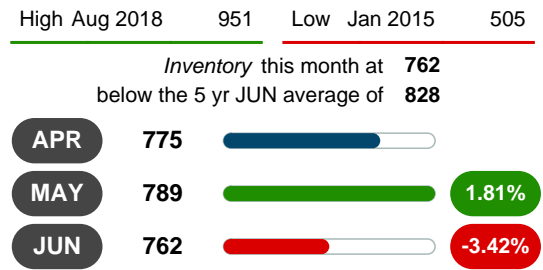


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 828



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	80	10.50%	72.5	41	34	4	1
\$50,001 - \$75,000	85	11.15%	77.3	32	47	6	0
\$75,001 - \$100,000	93	12.20%	105.8	21	56	15	1
\$100,001 - \$175,000	187	24.54%	83.7	24	128	32	3
\$175,001 - \$275,000	130	17.06%	83.7	19	71	33	7
\$275,001 - \$450,000	112	14.70%	88.4	10	55	38	9
\$450,001 and up	75	9.84%	84.9	2	25	36	12
Total Active Inventory by Units			762	149	416	164	33
Total Active Inventory by Volume			170,298,013	17.53M	82.34M	53.04M	17.39M
Average Active Inventory Listing Price			\$223,488	\$117,631	\$197,940	\$323,385	\$527,052

June 2019



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MONTHS SUPPLY of INVENTORY (MSI)

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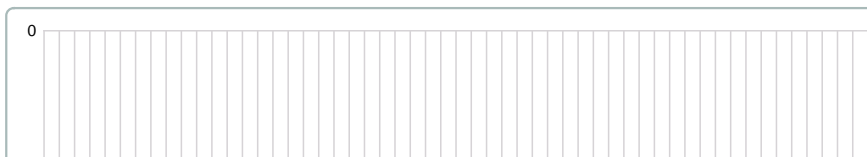
MSI FOR JUNE

2015	2016	2017	2018	2019
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INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
762	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 JUN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	80	10.50%	4.87	6.23	3.89	3.69	0.00
\$50,001 - \$70,000	69	9.06%	7.08	10.06	5.84	8.00	0.00
\$70,001 - \$110,000	128	16.80%	6.77	6.32	6.71	8.16	6.00
\$110,001 - \$190,000	197	25.85%	8.63	12.00	7.82	10.57	8.00
\$190,001 - \$290,000	114	14.96%	10.13	29.14	7.95	11.00	14.00
\$290,001 - \$450,000	99	12.99%	19.48	96.00	17.33	28.62	8.73
\$450,001 and up	75	9.84%	42.86	12.00	37.50	48.00	72.00
Market Supply of Inventory (MSI)			8.86	8.85	7.62	13.39	14.14
		100%	8.86				
Total Active Inventory by Units			762	149	416	164	33

June 2019



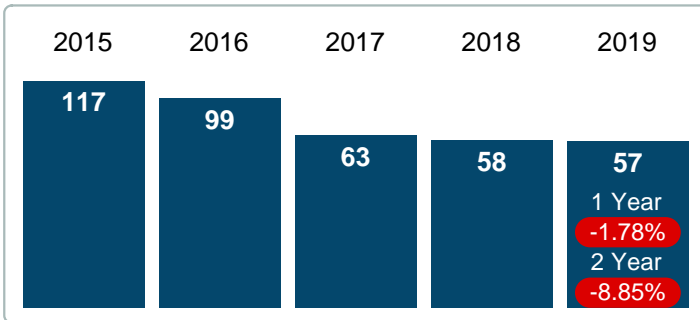
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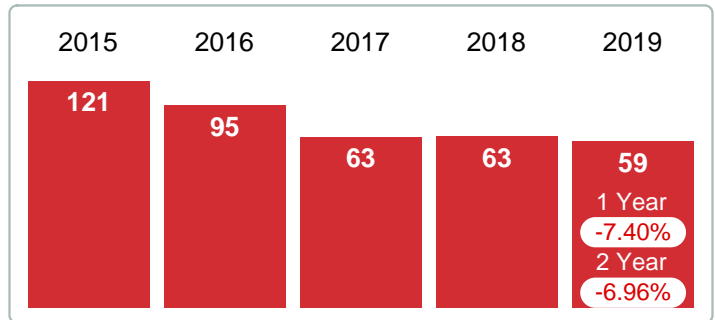
AVERAGE DAYS ON MARKET TO SALE

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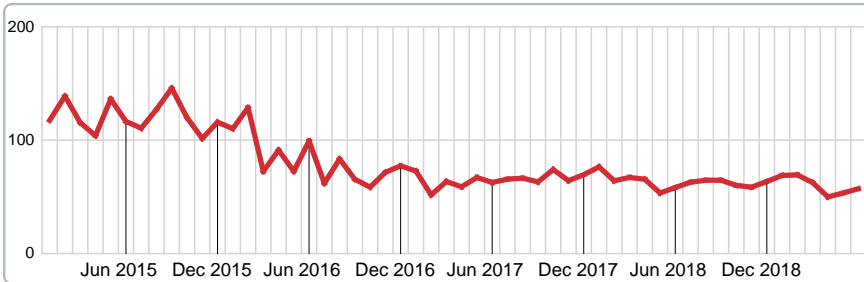
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 79

High Sep 2015 146 Low Apr 2019 50

Average Days on Market to Sale this month at 57 below the 5 yr JUN average of 79



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	
\$30,000 and less	8.74%	52	30	80	0	0	
\$30,001 - \$50,000	13.59%	61	24	81	0	0	
\$50,001 - \$80,000	16.50%	49	62	47	0	4	
\$80,001 - \$140,000	21.36%	67	72	67	62	0	
\$140,001 - \$200,000	17.48%	51	0	27	102	92	
\$200,001 - \$280,000	11.65%	54	89	46	51	0	
\$280,001 and up	10.68%	62	0	61	66	0	
Average Closed DOM		57	53	55	72	63	
Total Closed Units	103	100%	57	24	61	15	3
Total Closed Volume	14,461,171			1.76M	8.98M	3.34M	384.90K

June 2019



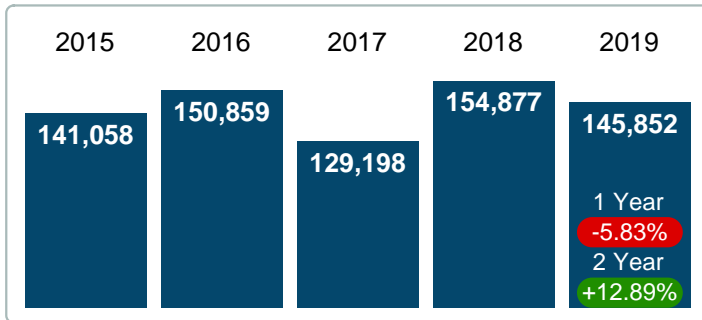
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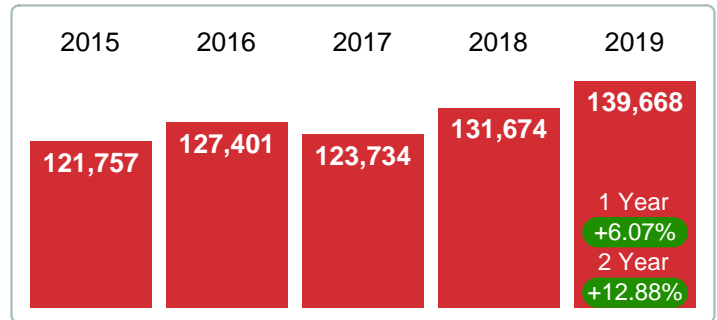
AVERAGE LIST PRICE AT CLOSING

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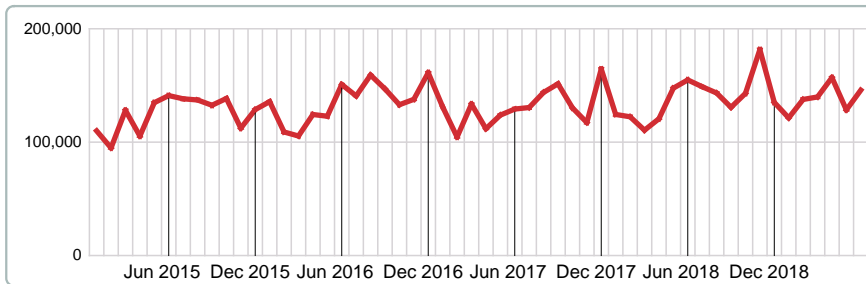
JUNE



YEAR TO DATE (YTD)

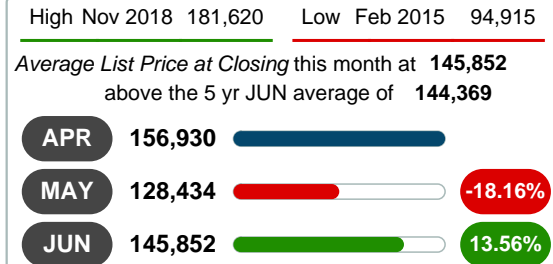


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 144,369



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	
\$30,000 and less	10	9.71%	24,620	27,980	24,075	0	
\$30,001 - \$50,000	7	6.80%	43,114	42,400	48,100	0	
\$50,001 - \$80,000	20	19.42%	64,535	70,160	74,264	0	
\$80,001 - \$140,000	23	22.33%	106,847	103,629	123,710	107,600	
\$140,001 - \$200,000	17	16.50%	164,906	0	178,183	172,475	
\$200,001 - \$280,000	14	13.59%	235,879	229,500	249,238	241,450	
\$280,001 and up	12	11.65%	385,075	0	349,750	507,967	
Average List Price		145,852		78,629	153,928	222,820	134,600
Total Closed Units		103	100%	24	61	15	3
Total Closed Volume		15,022,789		1.89M	9.39M	3.34M	403.80K

June 2019



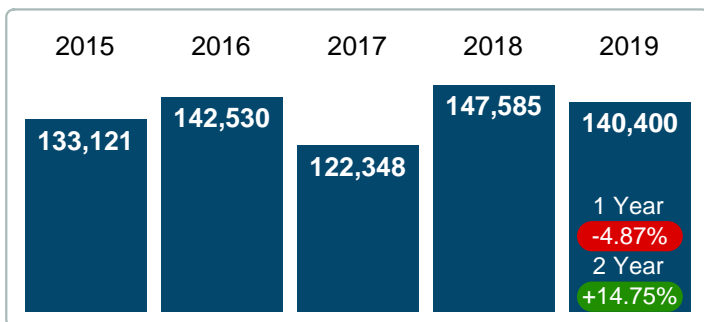
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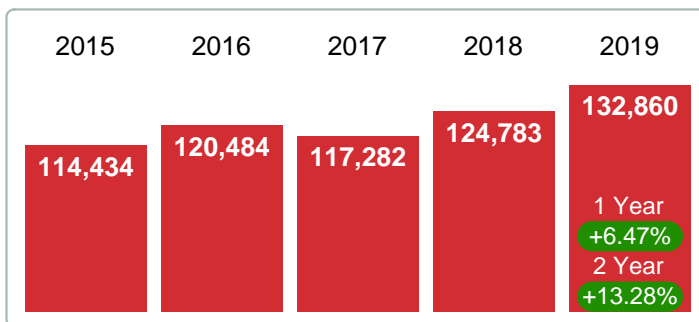
AVERAGE SOLD PRICE AT CLOSING

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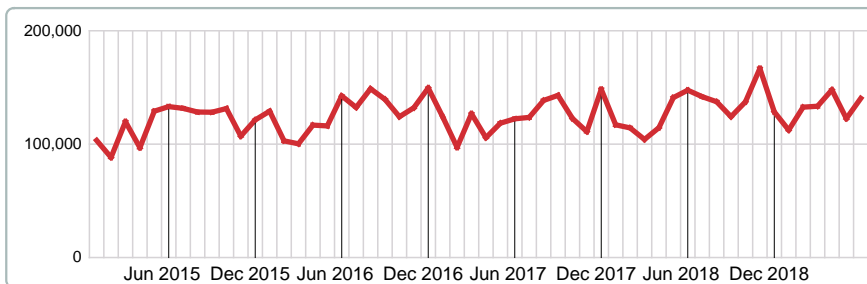
JUNE



YEAR TO DATE (YTD)

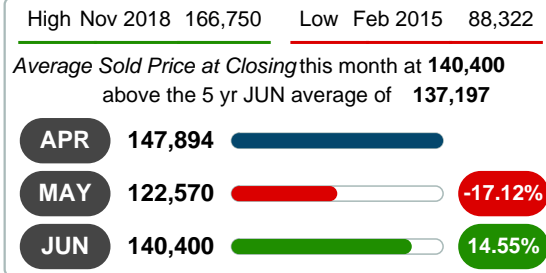


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 137,197



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
\$30,000 and less	8.74%	22,167	23,200	20,875	0	0
\$30,001 - \$50,000	13.59%	43,236	39,100	45,533	0	0
\$50,001 - \$80,000	16.50%	68,826	67,400	70,741	0	54,900
\$80,001 - \$140,000	21.36%	107,315	96,629	118,147	103,533	0
\$140,001 - \$200,000	17.48%	169,244	0	170,783	166,750	165,000
\$200,001 - \$280,000	11.65%	233,458	219,000	237,813	230,500	0
\$280,001 and up	10.68%	388,864	0	336,438	528,667	0
Average Sold Price		140,400	73,454	147,183	222,347	128,300
Total Closed Units	100%	140,400	24	61	15	3
Total Closed Volume		14,461,171	1.76M	8.98M	3.34M	384.90K

June 2019



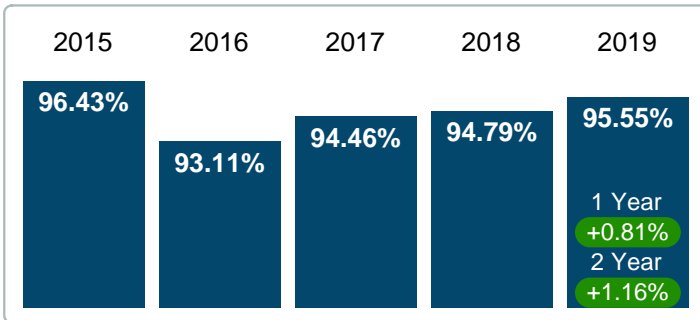
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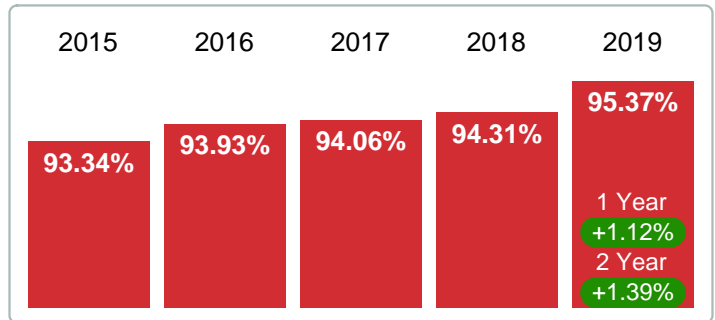
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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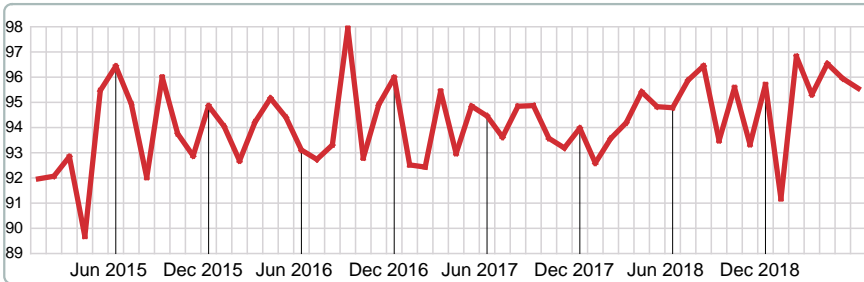
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

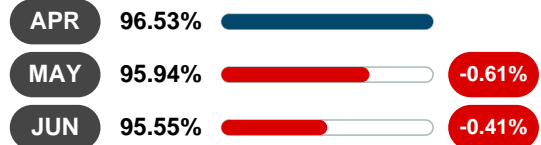


3 MONTHS

5 year JUN AVG = 94.87%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **95.55%**
above the 5 yr JUN average of **94.87%**



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
\$30,000 and less	9	8.74%	86.57%	86.19%	87.03%	0.00%	0.00%
\$30,001 - \$50,000	14	13.59%	97.68%	95.79%	98.73%	0.00%	0.00%
\$50,001 - \$80,000	17	16.50%	95.96%	96.36%	95.42%	0.00%	100.00%
\$80,001 - \$140,000	22	21.36%	95.58%	93.97%	96.36%	96.28%	0.00%
\$140,001 - \$200,000	18	17.48%	96.45%	0.00%	96.70%	96.67%	94.59%
\$200,001 - \$280,000	12	11.65%	95.51%	95.41%	95.50%	95.62%	0.00%
\$280,001 and up	11	10.68%	98.09%	0.00%	96.06%	103.50%	0.00%
Average Sold/List Ratio		95.60%		93.35%	95.84%	97.74%	96.39%
Total Closed Units		103	100%	24	61	15	3
Total Closed Volume		14,461,171		1.76M	8.98M	3.34M	384.90K

June 2019



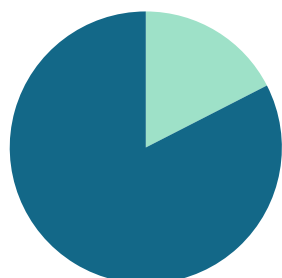
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

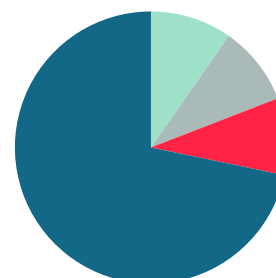


Inventory
 New Listings
167 = 17.47%
 Start Inventory
789
 Total Inventory Units
956
 Volume
\$214,297,636

Market Activity

Closed Sales
103 = 9.70%
 Pending Sales
100 = 9.42%
 Other Off Market
97 = 9.13%
 Active Inventory
762 = 71.75%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	90	103	14.44%	507	506	-0.20%
Pending Sales	99	100	1.01%	546	593	8.61%
New Listings	214	167	-21.96%	1,352	1,311	-3.03%
Average List Price	154,877	145,852	-5.83%	131,674	139,668	6.07%
Average Sale Price	147,585	140,400	-4.87%	124,783	132,860	6.47%
Average Percent of Selling Price to List Price	94.79%	95.55%	0.81%	94.31%	95.37%	1.12%
Average Days on Market to Sale	58.19	57.16	-1.78%	63.42	58.72	-7.40%
Monthly Inventory	842	762	-9.50%	842	762	-9.50%
Months Supply of Inventory	9.66	8.86	-8.27%	9.66	8.86	-8.27%

Absorption: Last 12 months, an Average of **86** Sales/Month

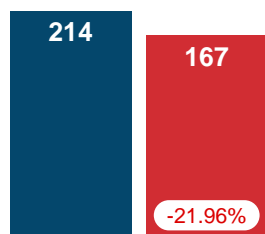
Inventory on June 30, 2019 = **762**

2018 **2019**

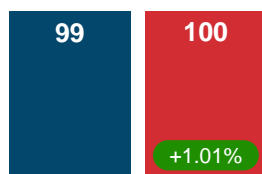
JUNE MARKET

AVERAGE PRICES

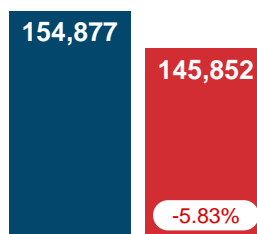
New Listings



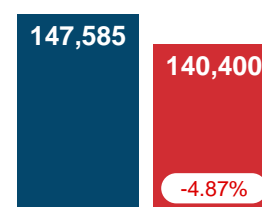
Pending Listings



List Price



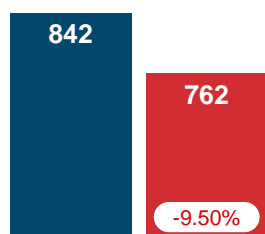
Sale Price



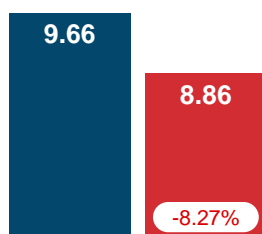
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

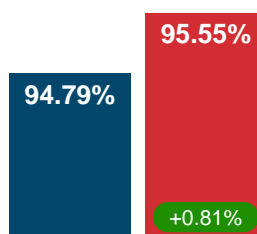
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

