

June 2019



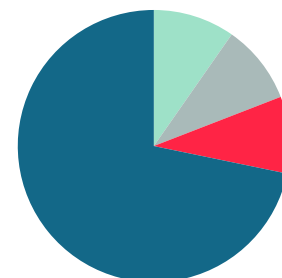
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	117,950	119,900	1.65%
Median Sale Price	111,250	112,000	0.67%
Median Percent of Selling Price to List Price	96.65%	95.91%	-0.76%
Median Days on Market to Sale	51.00	38.00	-25.49%
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.

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 **0.67%** in June 2019 to \$112,000 versus the previous year at \$111,250.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 13.00 days or **25.49%** in June 2019 compared to last year's same month at **51.00** DOM.

Sales Success for June 2019 is Positive

Overall, with Median Prices going up 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



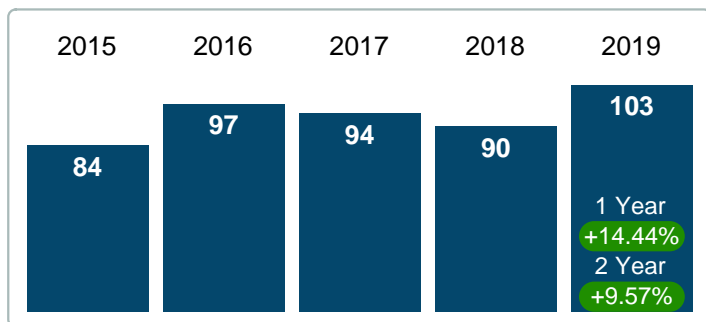
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



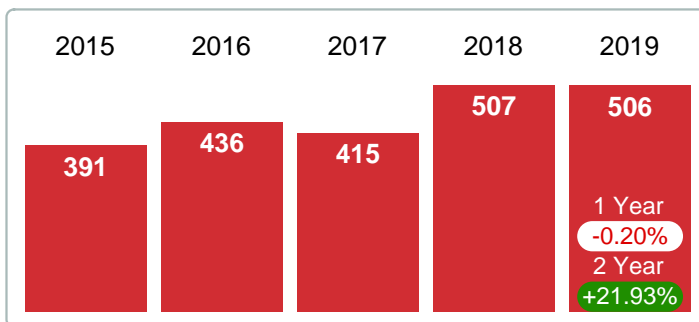
CLOSED LISTINGS

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

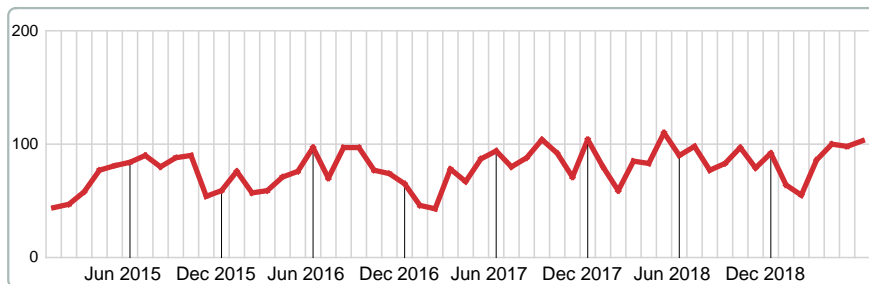
JUNE



YEAR TO DATE (YTD)

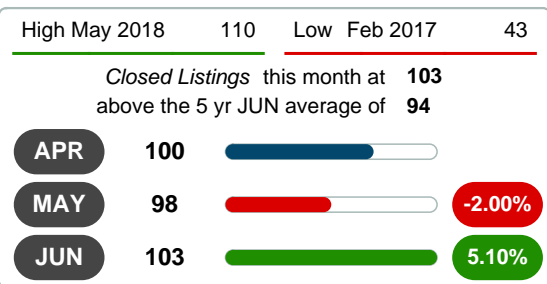


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 94



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	8.74%	45.0	5	4	0	0
\$30,001 - \$50,000	14	13.59%	45.0	5	9	0	0
\$50,001 - \$80,000	17	16.50%	34.0	5	11	0	1
\$80,001 - \$140,000	22	21.36%	71.5	7	9	6	0
\$140,001 - \$200,000	18	17.48%	19.0	0	12	4	2
\$200,001 - \$280,000	12	11.65%	36.5	2	8	2	0
\$280,001 and up	11	10.68%	36.0	0	8	3	0
Total Closed Units	103			24	61	15	3
Total Closed Volume	14,461,171	100%	38.0	1.76M	8.98M	3.34M	384.90K
Median Closed Price	\$112,000			\$63,500	\$128,500	\$170,000	\$160,000

June 2019



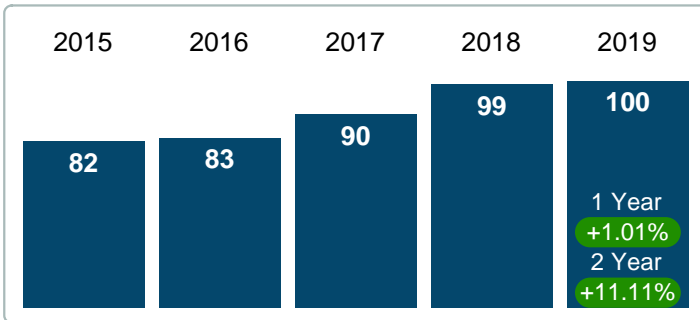
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



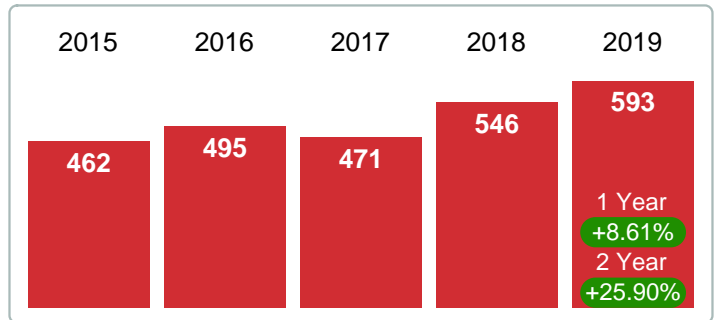
PENDING LISTINGS

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

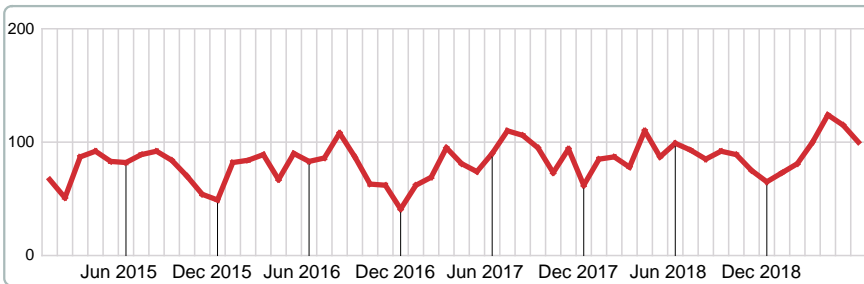
JUNE



YEAR TO DATE (YTD)

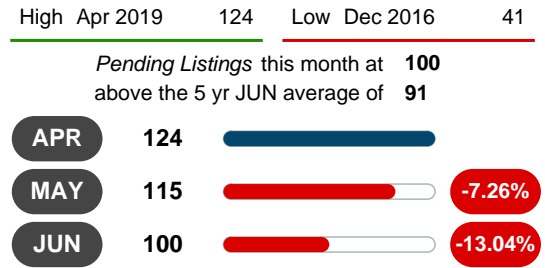


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 91



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.00%	25.5	4	5	1	0
\$40,001 - \$60,000	9	9.00%	58.0	4	5	0	0
\$60,001 - \$90,000	15	15.00%	55.0	2	13	0	0
\$90,001 - \$180,000	28	28.00%	26.0	2	20	5	1
\$180,001 - \$230,000	17	17.00%	47.0	1	12	4	0
\$230,001 - \$320,000	11	11.00%	36.0	1	7	3	0
\$320,001 and up	10	10.00%	104.5	0	8	2	0
Total Pending Units	100			14	70	15	1
Total Pending Volume	16,121,199	100%	43.0	1.19M	11.55M	3.22M	169.00K
Median Listing Price	\$126,950			\$54,450	\$126,950	\$199,900	\$169,000

June 2019



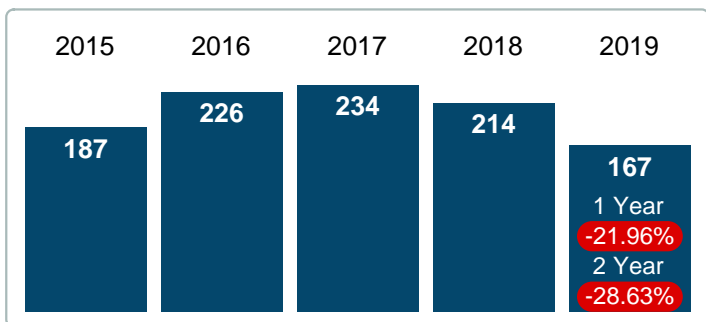
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



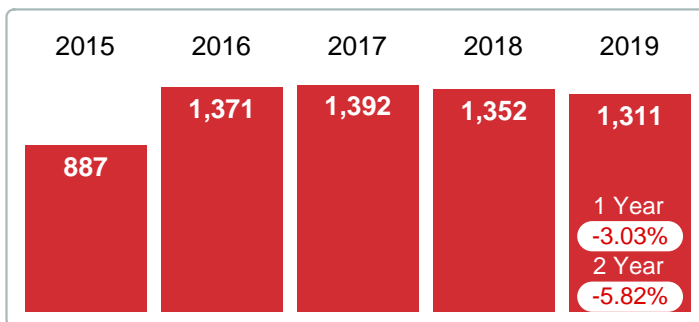
NEW LISTINGS

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

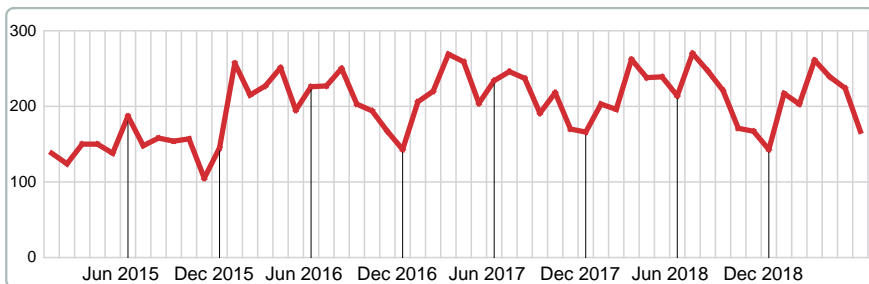
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 206

High Jul 2018 270 Low Nov 2015 105

New Listings this month at **167**
below the 5 yr JUN average of **206**



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	15	8.98%	9	6	0	0
\$40,001 - \$80,000	23	13.77%	8	13	2	0
\$80,001 - \$110,000	20	11.98%	3	11	6	0
\$110,001 - \$180,000	43	25.75%	5	34	4	0
\$180,001 - \$290,000	28	16.77%	0	23	5	0
\$290,001 - \$480,000	20	11.98%	1	11	6	2
\$480,001 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
Median New Listed Listing Price	\$144,500		\$60,500	\$146,950	\$239,500	\$649,000

June 2019



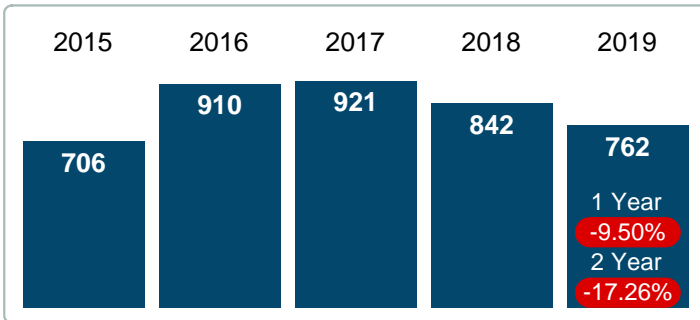
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



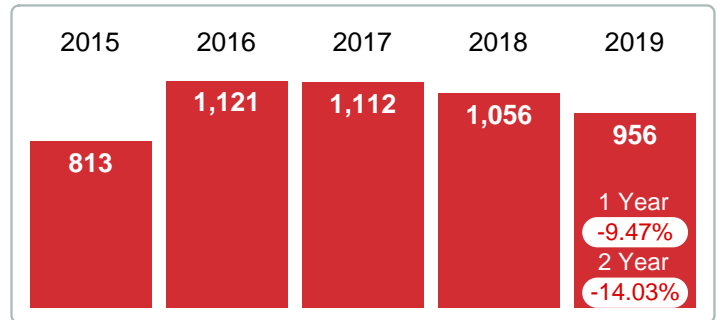
ACTIVE INVENTORY

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

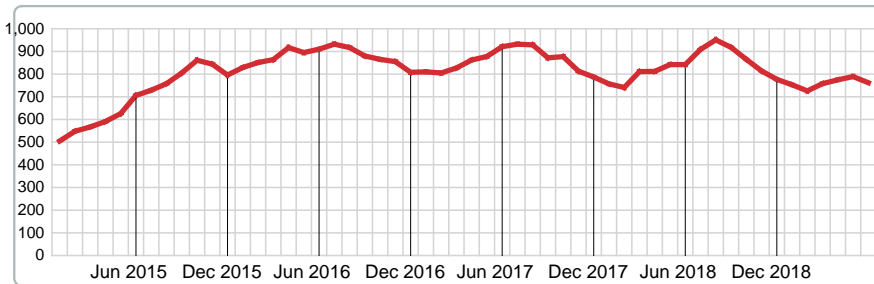
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

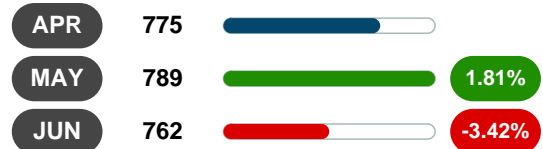


3 MONTHS

5 year JUN AVG = 828

High Aug 2018 951 Low Jan 2015 505

Inventory this month at **762**
below the 5 yr JUN average of **828**



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	80	10.50%	67.5	41	34	4	1
\$50,001 - \$70,000	69	9.06%	76.0	26	37	6	0
\$70,001 - \$110,000	128	16.80%	83.0	30	80	17	1
\$110,001 - \$190,000	197	25.85%	67.0	25	131	37	4
\$190,001 - \$290,000	114	14.96%	76.0	17	57	33	7
\$290,001 - \$450,000	99	12.99%	90.0	8	52	31	8
\$450,001 and up	75	9.84%	88.0	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
Median Active Inventory Listing Price			\$139,900	\$77,500	\$129,900	\$244,450	\$341,000

June 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JUNE

2015	2016	2017	2018	2019

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



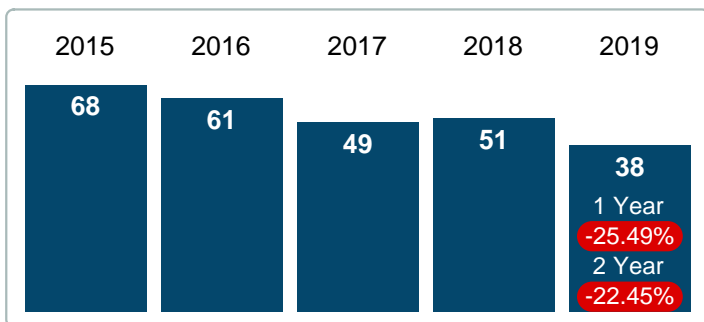
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



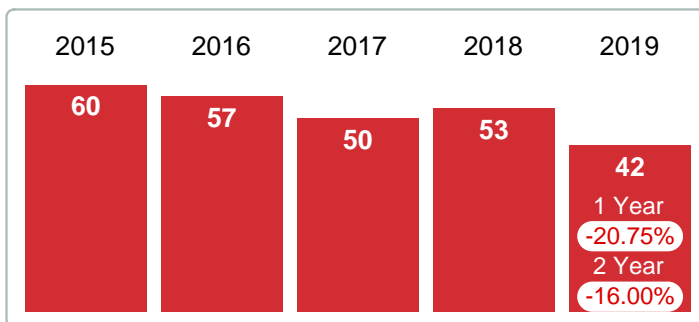
MEDIAN DAYS ON MARKET TO SALE

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

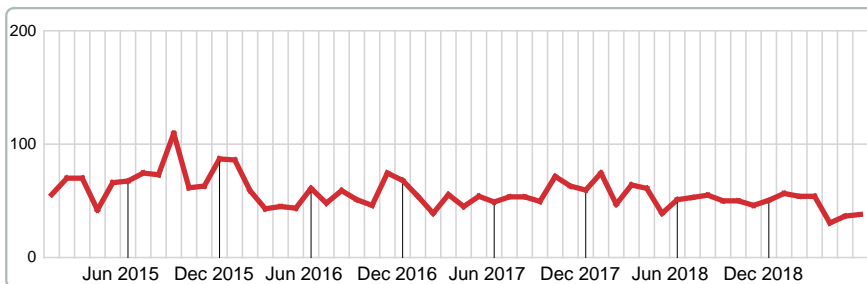
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

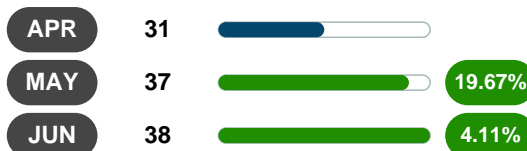


3 MONTHS

5 year JUN AVG = 53

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 38 below the 5 yr JUN average of 53



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
\$30,000 and less	8.74%	45	23	77	0	0
\$30,001 - \$50,000	13.59%	45	17	73	0	0
\$50,001 - \$80,000	16.50%	34	55	34	0	4
\$80,001 - \$140,000	21.36%	72	85	65	51	0
\$140,001 - \$200,000	17.48%	19	0	12	114	92
\$200,001 - \$280,000	11.65%	37	89	34	51	0
\$280,001 and up	10.68%	36	0	39	35	0
Median Closed DOM		38	49	35	67	47
Total Closed Units	100%	38.0	24	61	15	3
Total Closed Volume		14,461,171	1.76M	8.98M	3.34M	384.90K

June 2019



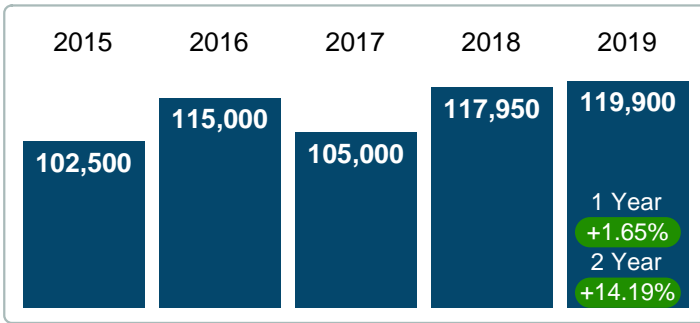
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



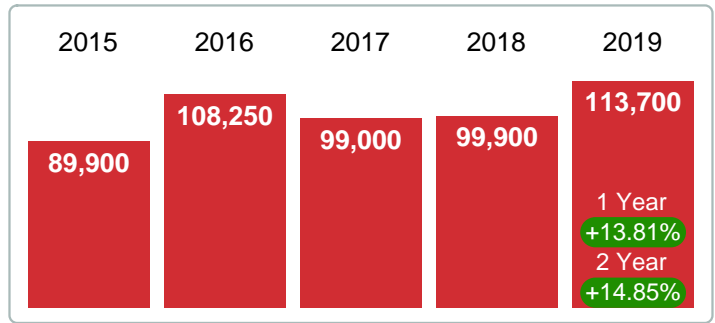
MEDIAN LIST PRICE AT CLOSING

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

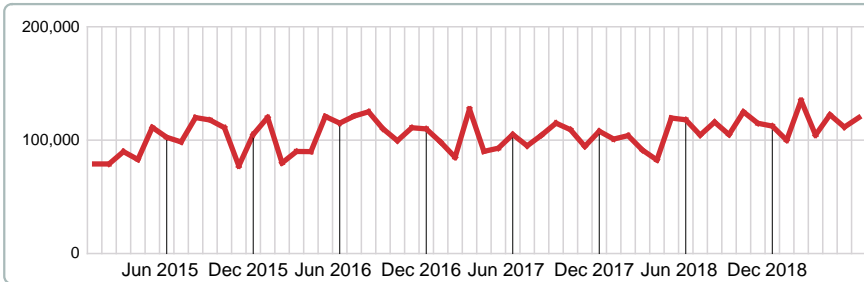
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

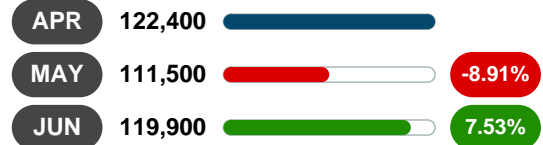


3 MONTHS

5 year JUN AVG = 112,070

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

Median List Price at Closing this month at **119,900** above the 5 yr JUN average of **112,070**



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	
\$30,000 and less	10	9.71%	24,950	25,000	24,000	0	
\$30,001 - \$50,000	7	6.80%	45,000	45,000	39,900	0	
\$50,001 - \$80,000	20	19.42%	62,450	67,000	62,450	0	
\$80,001 - \$140,000	23	22.33%	100,000	99,000	119,950	92,500	
\$140,001 - \$200,000	17	16.50%	164,500	0	161,000	175,000	
\$200,001 - \$280,000	14	13.59%	231,500	229,500	234,450	241,450	
\$280,001 and up	12	11.65%	337,000	0	335,000	609,000	
Median List Price		119,900		68,450	129,900	175,000	169,000
Total Closed Units		103	100%	119,900	24	61	15
Total Closed Volume		15,022,789			1.89M	9.39M	3.34M

June 2019



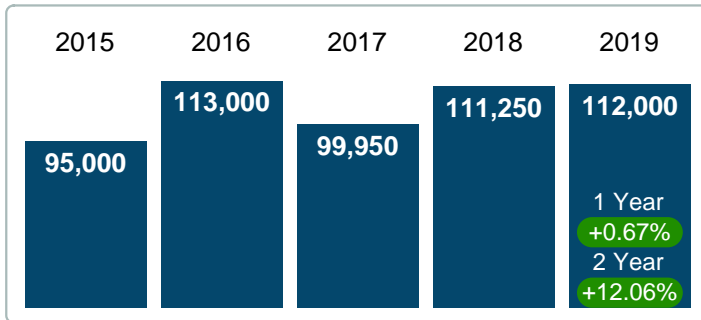
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



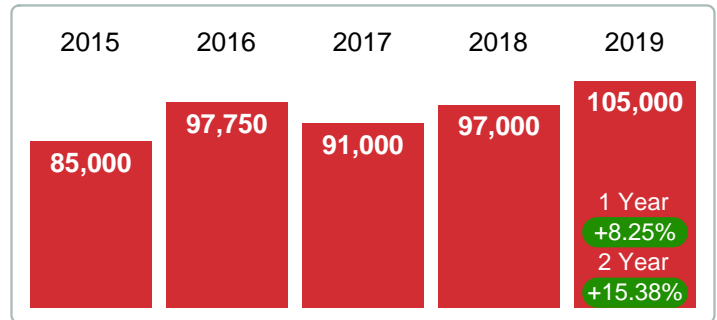
MEDIAN SOLD PRICE AT CLOSING

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

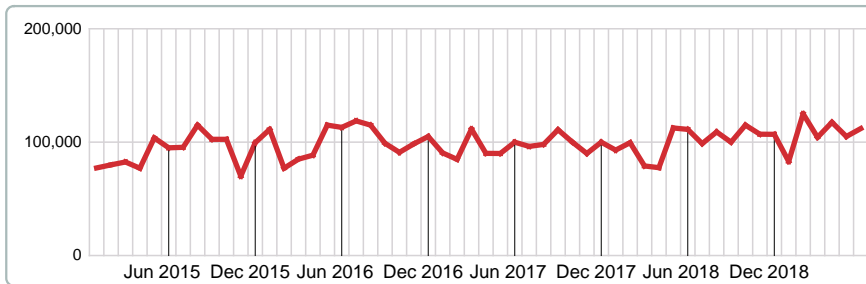
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 106,240

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

Median Sold Price at Closing this month at 112,000 above the 5 yr JUN average of 106,240



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
\$30,000 and less	8.74%	23,000	23,000	22,750	0	0
\$30,001 - \$50,000	13.59%	45,000	38,000	47,000	0	0
\$50,001 - \$80,000	16.50%	70,000	67,000	74,900	0	54,900
\$80,001 - \$140,000	21.36%	108,750	95,000	118,922	95,600	0
\$140,001 - \$200,000	17.48%	168,000	0	165,500	172,500	165,000
\$200,001 - \$280,000	11.65%	230,000	219,000	230,000	230,500	0
\$280,001 and up	10.68%	322,500	0	316,250	584,000	0
Median Sold Price		112,000	63,500	128,500	170,000	160,000
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



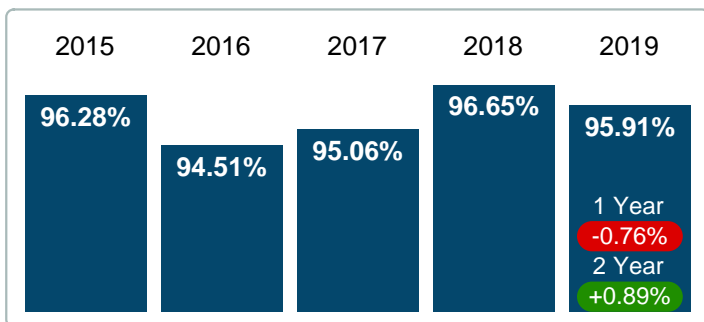
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



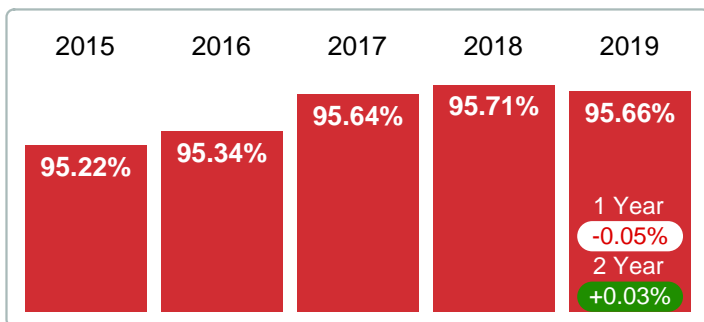
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

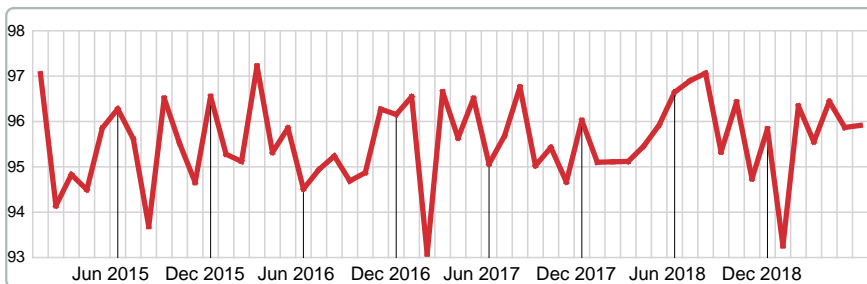
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

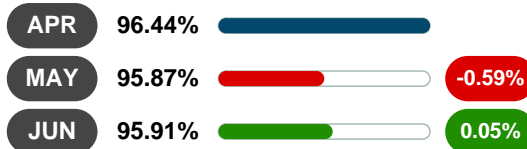


3 MONTHS

5 year JUN AVG = 95.68%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.91%**
equal to 5 yr JUN average of **95.68%**



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
\$30,000 and less	9	8.74%	92.00%	92.00%	86.38%	0.00%	0.00%
\$30,001 - \$50,000	14	13.59%	90.44%	100.00%	89.96%	0.00%	0.00%
\$50,001 - \$80,000	17	16.50%	95.59%	100.00%	95.12%	0.00%	100.00%
\$80,001 - \$140,000	22	21.36%	96.22%	97.00%	95.91%	96.22%	0.00%
\$140,001 - \$200,000	18	17.48%	97.66%	0.00%	99.77%	96.22%	94.59%
\$200,001 - \$280,000	12	11.65%	95.07%	95.41%	95.07%	95.62%	0.00%
\$280,001 and up	11	10.68%	96.27%	0.00%	95.79%	101.44%	0.00%
Median Sold/List Ratio		95.91%		97.20%	95.77%	96.23%	94.67%
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



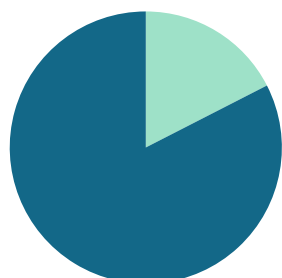
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

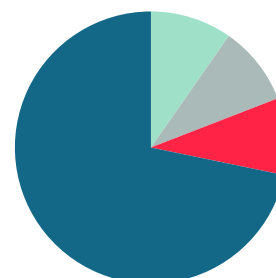


Inventory
 New Listings
167 = 17.47%
 Start Inventory
789
 Total Inventory Units
956
 Volume
\$214,297,636

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%
Median List Price	117,950	119,900	1.65%	99,900	113,700	13.81%
Median Sale Price	111,250	112,000	0.67%	97,000	105,000	8.25%
Median Percent of Selling Price to List Price	96.65%	95.91%	-0.76%	95.71%	95.66%	-0.05%
Median Days on Market to Sale	51.00	38.00	-25.49%	53.00	42.00	-20.75%
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

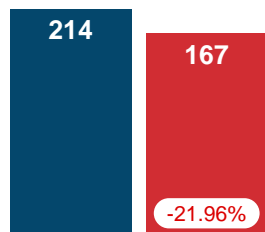
Inventory on June 30, 2019 = **762**

2018 **2019**

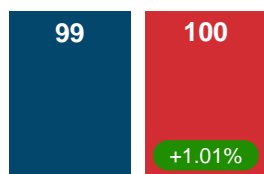
JUNE MARKET

MEDIAN PRICES

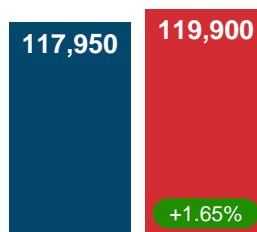
New Listings



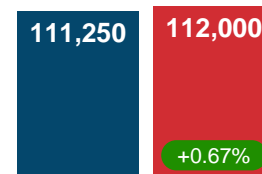
Pending Listings



List Price



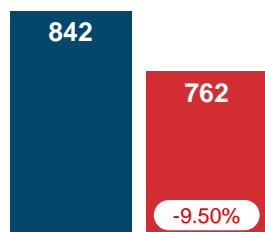
Sale Price



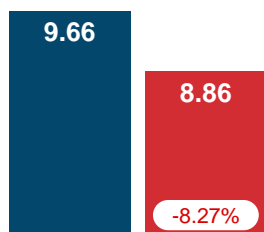
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

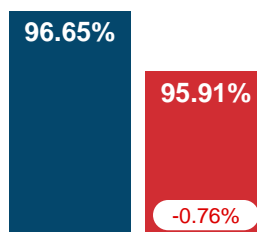
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

