

March 2019



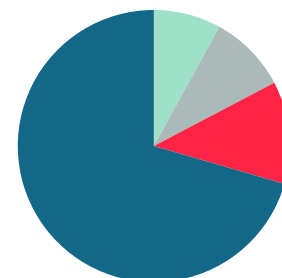
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	85	86	1.18%
Pending Listings	78	100	28.21%
New Listings	262	261	-0.38%
Average List Price	110,539	139,865	26.53%
Average Sale Price	104,131	133,438	28.14%
Average Percent of Selling Price to List Price	94.19%	95.31%	1.19%
Average Days on Market to Sale	67.12	62.59	-6.74%
End of Month Inventory	811	758	-6.54%
Months Supply of Inventory	9.63	8.97	-6.81%



■ Closed (8.00%)
■ Pending (9.30%)
■ Other OffMarket (12.19%)
■ Active (70.51%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of March 31, 2019 = **758**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **6.54%** to 758 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 **8.97** 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 **28.14%** in March 2019 to \$133,438 versus the previous year at \$104,131.

Average Days on Market Shortens

The average number of **62.59** days that homes spent on the market before selling decreased by 4.52 days or **6.74%** in March 2019 compared to last year's same month at **67.12** DOM.

Sales Success for March 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 261 New Listings in March 2019, down **0.38%** from last year at 262. Furthermore, there were 86 Closed Listings this month versus last year at 85, a **1.18%** increase.

Closed versus Listed trends yielded a **33.0%** ratio, up from previous year's, March 2018, at **32.4%**, a **1.56%** 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

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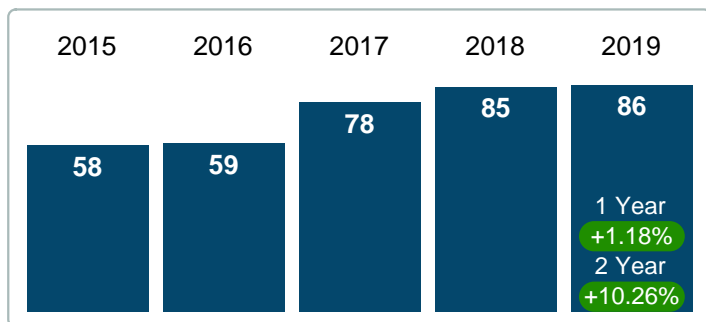
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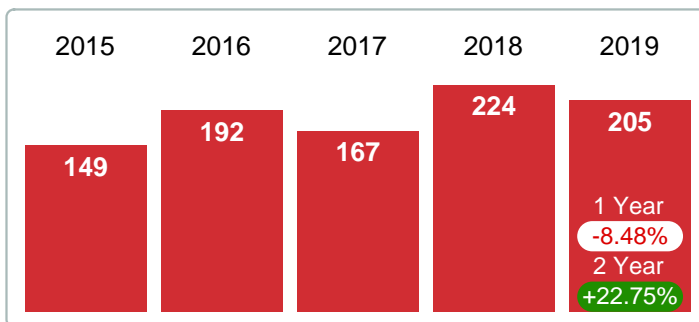
CLOSED LISTINGS

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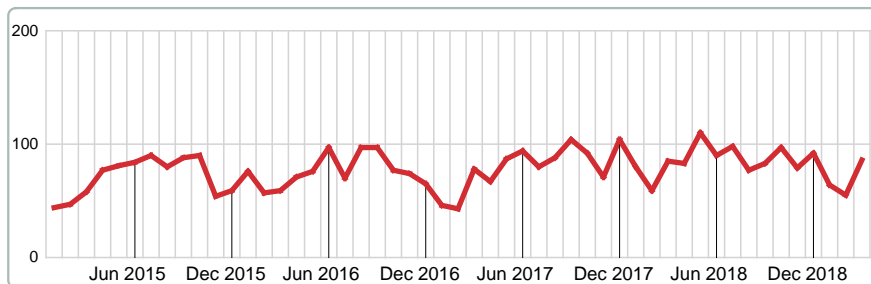
MARCH



YEAR TO DATE (YTD)

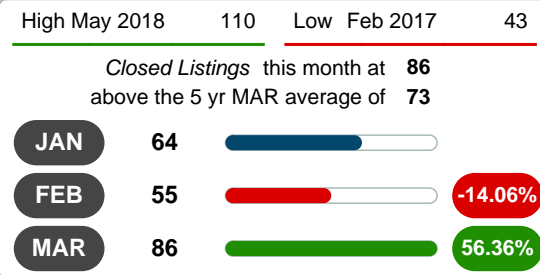


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 73



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	7	8.14%	63.6	6	1	0	0
\$40,001 - \$60,000	12	13.95%	66.7	3	8	1	0
\$60,001 - \$80,000	12	13.95%	63.0	2	9	1	0
\$80,001 - \$130,000	22	25.58%	60.3	4	16	1	1
\$130,001 - \$180,000	14	16.28%	54.9	0	10	3	1
\$180,001 - \$260,000	11	12.79%	70.8	0	8	3	0
\$260,001 and up	8	9.30%	63.4	3	4	0	1
Total Closed Units	86			18	56	9	3
Total Closed Volume	11,475,639	100%	62.6	1.99M	7.40M	1.37M	717.00K
Average Closed Price	\$133,438			\$110,599	\$132,154	\$151,911	\$239,000

March 2019



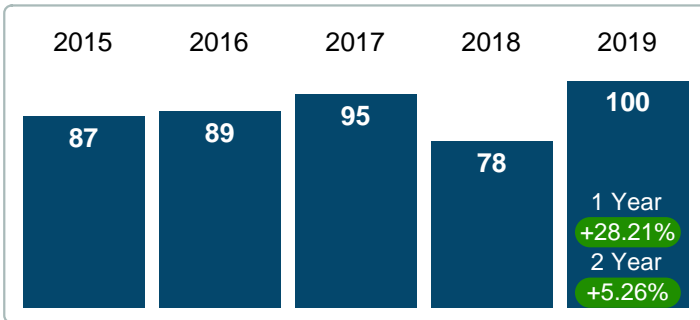
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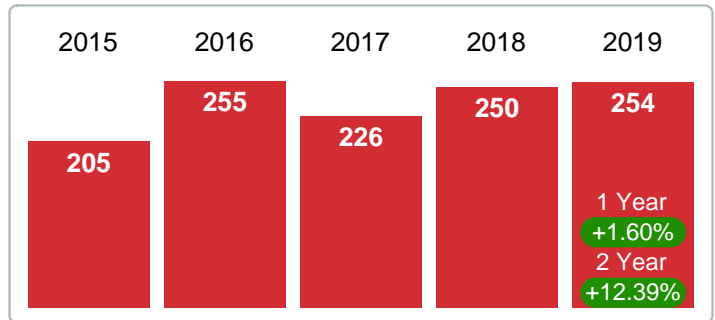
PENDING LISTINGS

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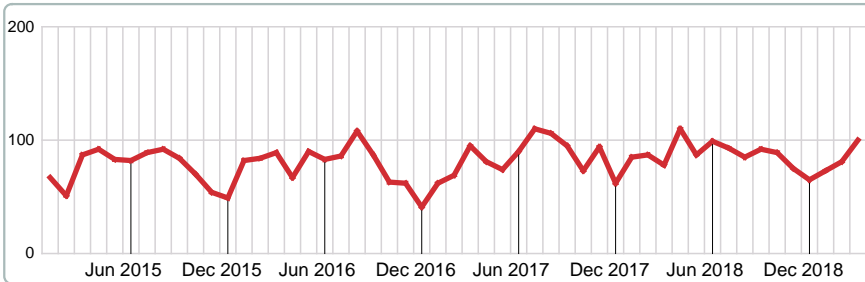
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

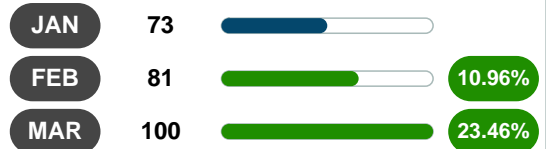


3 MONTHS

5 year MAR AVG = 90

High Apr 2018 110 Low Dec 2016 41

Pending Listings this month at 100
above the 5 yr MAR average of 90



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	10	10.00%	48.4	1	7	2	0
\$40,001 - \$50,000	7	7.00%	67.7	1	6	0	0
\$50,001 - \$80,000	17	17.00%	48.4	4	13	0	0
\$80,001 - \$140,000	26	26.00%	55.2	6	16	4	0
\$140,001 - \$210,000	17	17.00%	67.4	1	12	3	1
\$210,001 - \$290,000	12	12.00%	53.7	2	7	2	1
\$290,001 and up	11	11.00%	41.2	0	7	3	1
Total Pending Units	100			15	68	14	3
Total Pending Volume	14,805,170	100%	54.1	1.56M	9.63M	2.69M	923.00K
Average Listing Price	\$148,226			\$104,167	\$141,557	\$192,415	\$307,667

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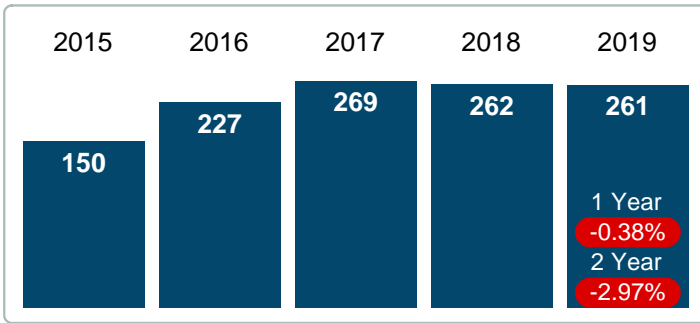
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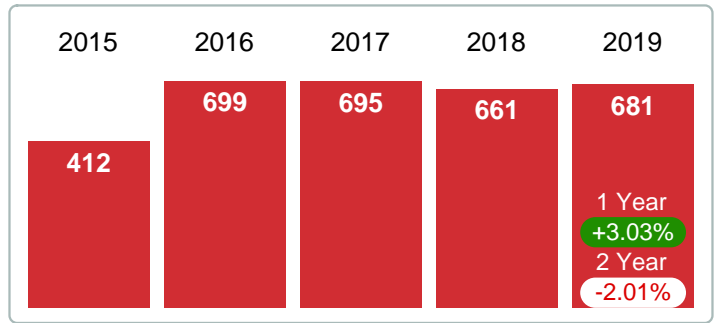
NEW LISTINGS

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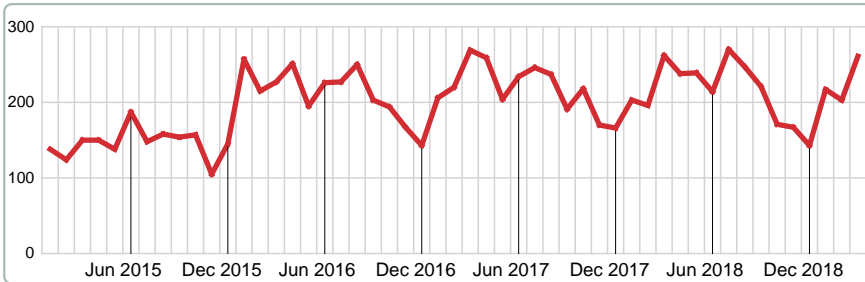
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 234

High Jul 2018 270 Low Nov 2015 105

New Listings this month at **261**
above the 5 yr MAR average of **234**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	13	4.98%	6	5	2	0
\$30,001 - \$60,000	42	16.09%	17	24	1	0
\$60,001 - \$80,000	35	13.41%	11	21	3	0
\$80,001 - \$150,000	70	26.82%	14	47	8	1
\$150,001 - \$250,000	43	16.48%	8	24	10	1
\$250,001 - \$310,000	30	11.49%	6	12	9	3
\$310,001 and up	28	10.73%	1	11	11	5
Total New Listed Units	261		63	144	44	10
Total New Listed Volume	46,265,264	100%	6.96M	23.15M	11.58M	4.57M
Average New Listed Listing Price	\$136,711		\$110,452	\$160,777	\$263,280	\$457,060

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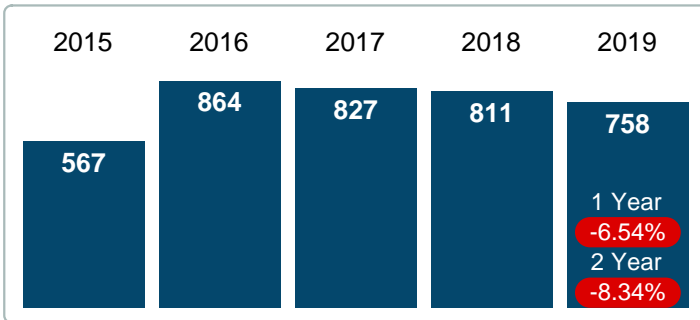
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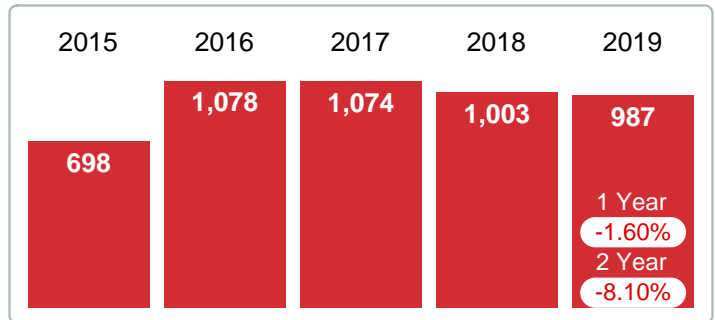
ACTIVE INVENTORY

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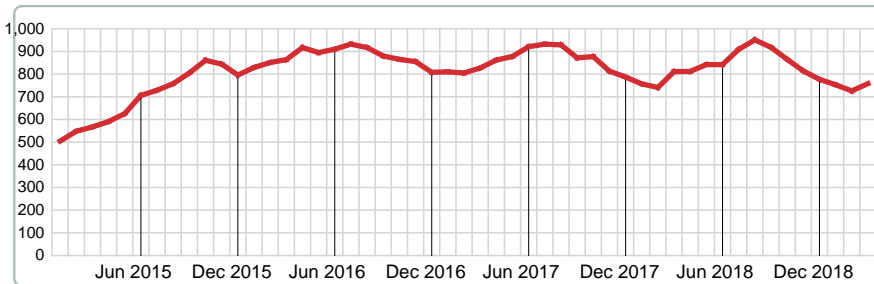
END OF MARCH



ACTIVE DURING MARCH

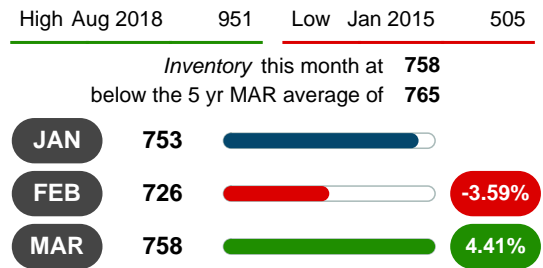


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 765



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	26	3.43%	61.7	12	12	2	0
\$25,001 - \$50,000	66	8.71%	64.6	40	21	5	0
\$50,001 - \$100,000	189	24.93%	74.3	56	112	20	1
\$100,001 - \$175,000	169	22.30%	79.8	22	121	25	1
\$175,001 - \$275,000	123	16.23%	74.5	20	62	34	7
\$275,001 - \$425,000	100	13.19%	66.9	9	54	32	5
\$425,001 and up	85	11.21%	79.4	1	27	42	15
Total Active Inventory by Units			758	160	409	160	29
Total Active Inventory by Volume			163,166,819	17.38M	76.15M	52.70M	16.95M
Average Active Inventory Listing Price			\$215,260	\$108,595	\$186,180	\$329,347	\$584,432

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MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
758	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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	64	8.44%	5.41	6.33	4.27	5.45	0.00
\$40,001 - \$70,000	103	13.59%	7.27	10.93	6.44	2.57	0.00
\$70,001 - \$100,000	114	15.04%	7.35	8.09	6.34	11.40	0.00
\$100,001 - \$180,000	179	23.61%	7.59	8.90	7.19	9.53	4.00
\$180,001 - \$280,000	117	15.44%	9.89	28.50	7.61	11.31	12.00
\$280,001 - \$440,000	103	13.59%	17.17	0.00	15.14	22.11	6.55
\$440,001 and up	78	10.29%	49.26	6.00	42.86	65.14	56.00
Market Supply of Inventory (MSI)			8.97	9.55	7.60	13.71	12.89
Total Active Inventory by Units		100%	8.97	160	409	160	29

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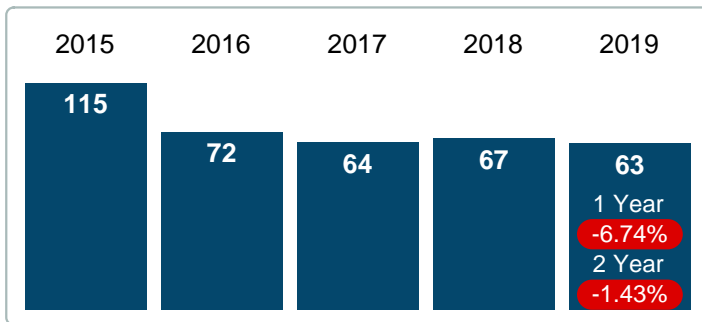
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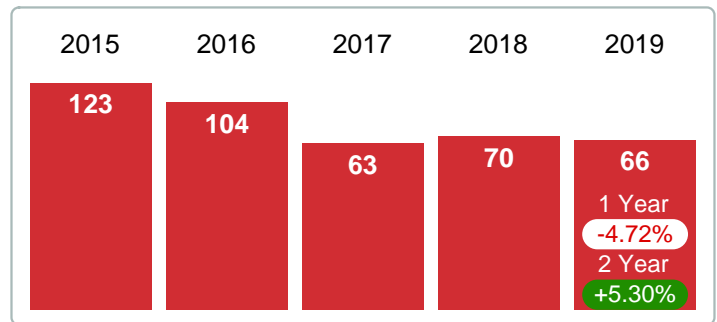
AVERAGE DAYS ON MARKET TO SALE

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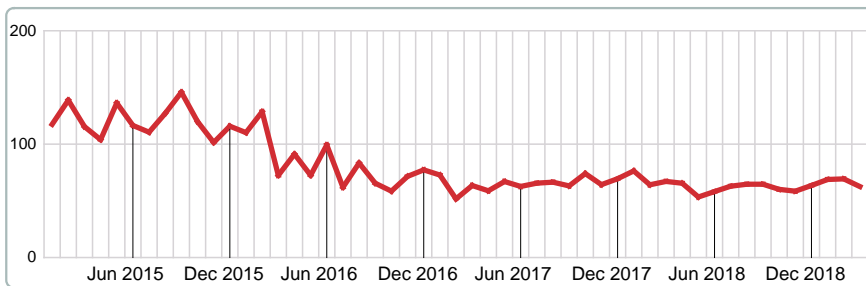
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

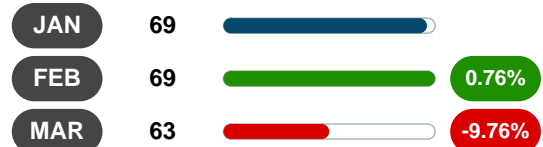


3 MONTHS

5 year MAR AVG = 76

High Sep 2015 146 Low Feb 2017 52

Average Days on Market to Sale this month at 63 below the 5 yr MAR average of 76



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	8.14%	64	74	1	0	0
\$40,001 - \$60,000	13.95%	67	99	60	26	0
\$60,001 - \$80,000	13.95%	63	55	54	161	0
\$80,001 - \$130,000	25.58%	60	53	53	169	94
\$130,001 - \$180,000	16.28%	55	0	56	37	102
\$180,001 - \$260,000	12.79%	71	0	56	110	0
\$260,001 and up	9.30%	63	96	28	0	108
Average Closed DOM		63	75	52	89	101
Total Closed Units	100%	63	18	56	9	3
Total Closed Volume		11,475,639	1.99M	7.40M	1.37M	717.00K

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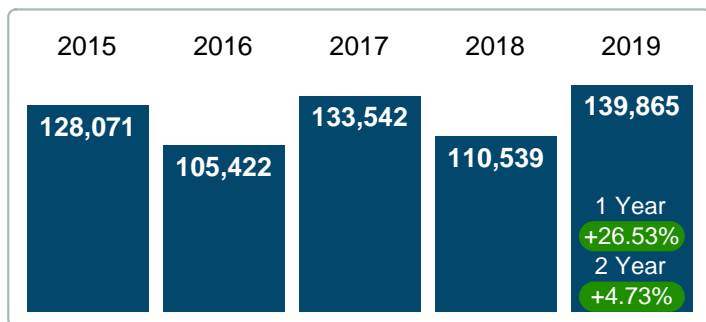
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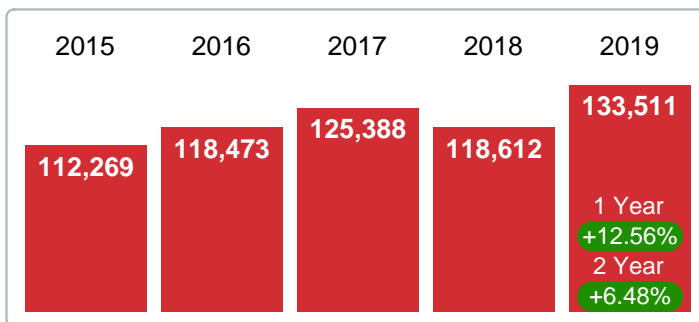
AVERAGE LIST PRICE AT CLOSING

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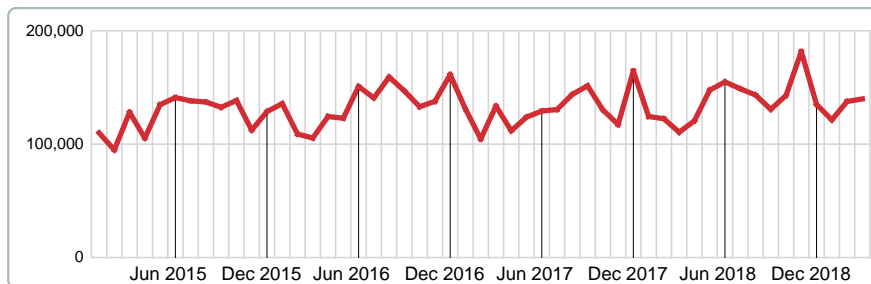
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

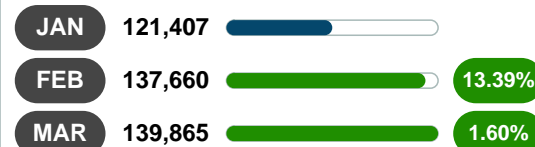


3 MONTHS

5 year MAR AVG = 123,488

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

Average List Price at Closing this month at **139,865**
above the 5 yr MAR average of **123,488**



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	
\$40,000 and less	7	8.14%	30,557	29,067	39,500	0	
\$40,001 - \$60,000	11	12.79%	49,409	54,800	49,025	49,900	
\$60,001 - \$80,000	10	11.63%	69,008	81,138	72,211	79,900	
\$80,001 - \$130,000	24	27.91%	101,413	98,500	106,244	100,000	
\$130,001 - \$180,000	15	17.44%	160,473	0	159,430	176,267	
\$180,001 - \$260,000	9	10.47%	228,189	0	247,975	211,133	
\$260,001 and up	10	11.63%	368,620	434,467	334,825	0	
Average List Price		139,865		122,138	137,480	154,667	246,333
Total Closed Units		86	100%	139,865	18	56	9
Total Closed Volume		12,028,374			2.20M	7.70M	1.39M

March 2019



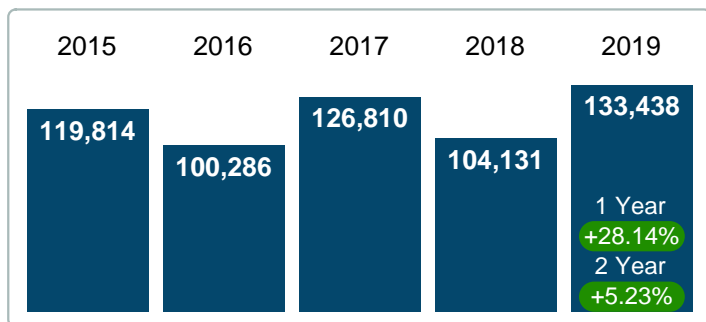
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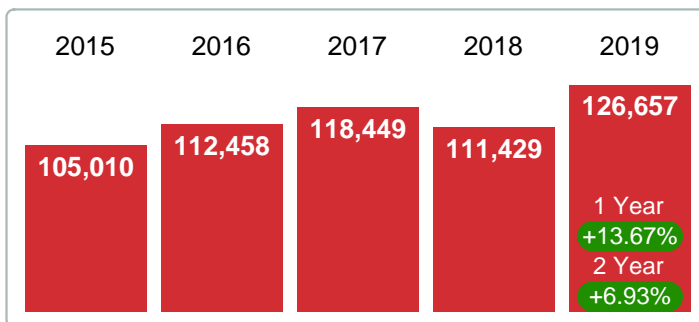
AVERAGE SOLD PRICE AT CLOSING

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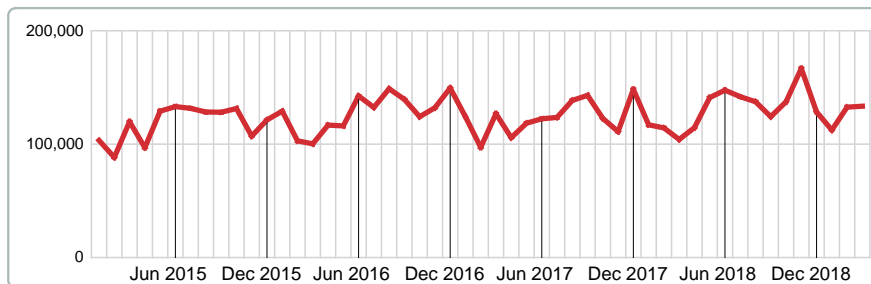
MARCH



YEAR TO DATE (YTD)

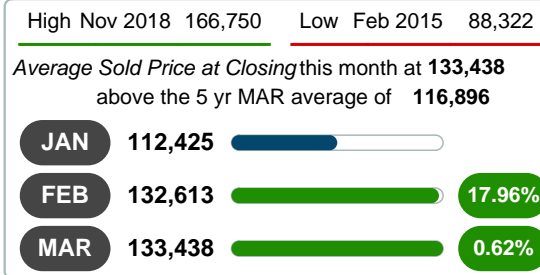


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 116,896



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	8.14%	24,929	23,917	31,000	0	0
\$40,001 - \$60,000	13.95%	48,504	48,500	47,956	52,900	0
\$60,001 - \$80,000	13.95%	70,633	71,395	69,867	76,000	0
\$80,001 - \$130,000	25.58%	100,973	93,000	102,431	103,500	107,000
\$130,001 - \$180,000	16.28%	159,486	0	155,390	171,300	165,000
\$180,001 - \$260,000	12.79%	225,945	0	233,063	206,967	0
\$260,001 and up	9.30%	366,488	395,667	324,975	0	445,000
Average Sold Price		133,438	110,599	132,154	151,911	239,000
Total Closed Units	100%	86	18	56	9	3
Total Closed Volume		11,475,639	1.99M	7.40M	1.37M	717.00K

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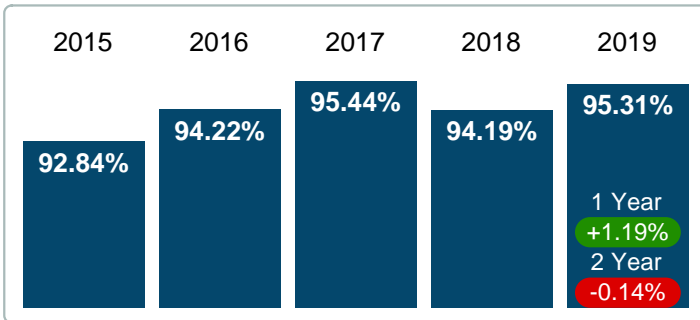
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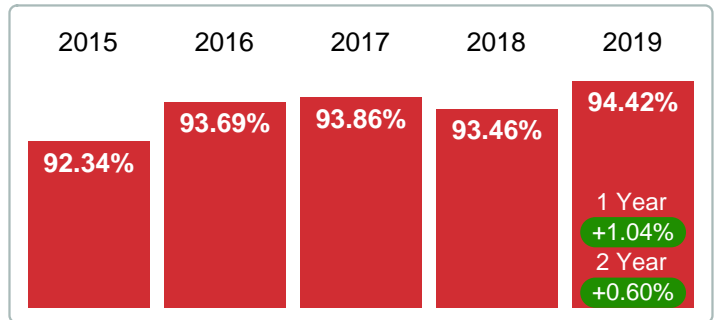
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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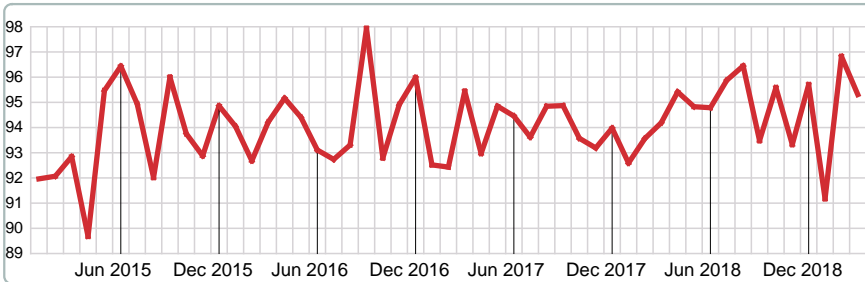
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

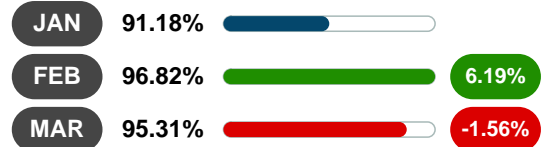


3 MONTHS

5 year MAR AVG = 94.40%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **95.31%** above the 5 yr MAR average of **94.40%**



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	7	8.14%	81.86%	82.42%	78.48%	0.00%	0.00%
\$40,001 - \$60,000	12	13.95%	96.93%	88.52%	98.95%	106.01%	0.00%
\$60,001 - \$80,000	12	13.95%	95.73%	88.77%	97.35%	95.12%	0.00%
\$80,001 - \$130,000	22	25.58%	96.75%	95.15%	96.70%	103.50%	97.27%
\$130,001 - \$180,000	14	16.28%	97.92%	0.00%	97.58%	97.11%	103.77%
\$180,001 - \$260,000	11	12.79%	95.50%	0.00%	94.43%	98.35%	0.00%
\$260,001 and up	8	9.30%	95.21%	92.30%	97.53%	0.00%	94.68%
Average Sold/List Ratio		95.30%		88.62%	96.69%	99.00%	98.58%
Total Closed Units		86	100%	18	56	9	3
Total Closed Volume		11,475,639		1.99M	7.40M	1.37M	717.00K

March 2019



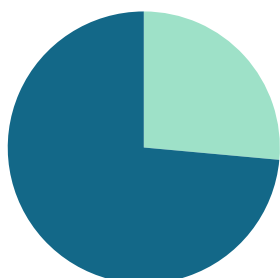
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

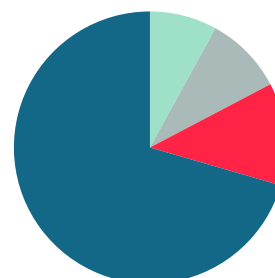


Inventory
 New Listings
261 = 26.44%
 Start Inventory
726
 Total Inventory Units
987
 Volume
\$211,410,104

Market Activity

Closed Sales
86 = 8.00%
 Pending Sales
100 = 9.30%
 Other Off Market
131 = 12.19%
 Active Inventory
758 = 70.51%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	85	86	1.18%	224	205	-8.48%
Pending Sales	78	100	28.21%	250	254	1.60%
New Listings	262	261	-0.38%	661	681	3.03%
Average List Price	110,539	139,865	26.53%	118,612	133,511	12.56%
Average Sale Price	104,131	133,438	28.14%	111,429	126,657	13.67%
Average Percent of Selling Price to List Price	94.19%	95.31%	1.19%	93.46%	94.42%	1.04%
Average Days on Market to Sale	67.12	62.59	-6.74%	69.65	66.36	-4.72%
Monthly Inventory	811	758	-6.54%	811	758	-6.54%
Months Supply of Inventory	9.63	8.97	-6.81%	9.63	8.97	-6.81%

Absorption: Last 12 months, an Average of **85** Sales/Month

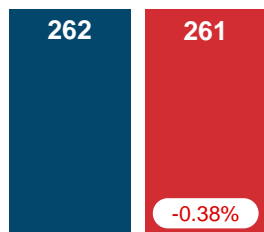
Inventory on March 31, 2019 = **758**

2018 **2019**

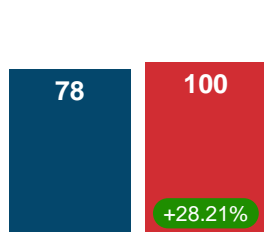
MARCH MARKET

AVERAGE PRICES

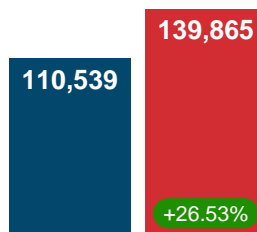
New Listings



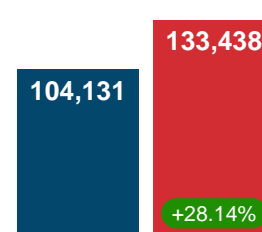
Pending Listings



List Price



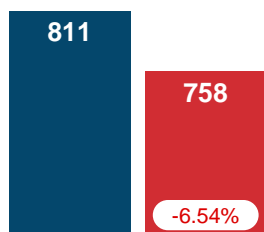
Sale Price



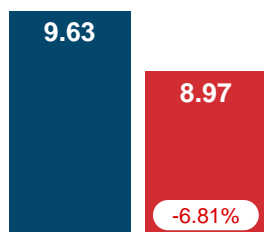
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

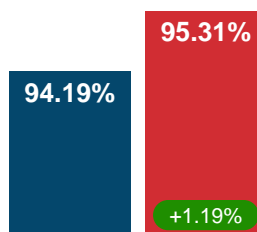
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

