

May 2019



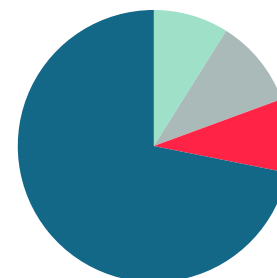
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	110	98	-10.91%
Pending Listings	87	115	32.18%
New Listings	239	224	-6.28%
Average List Price	147,629	128,434	-13.00%
Average Sale Price	141,057	122,570	-13.11%
Average Percent of Selling Price to List Price	94.83%	95.94%	1.18%
Average Days on Market to Sale	53.40	53.40	0.00%
End of Month Inventory	842	789	-6.29%
Months Supply of Inventory	9.62	9.29	-3.44%



■ Closed (8.93%)
■ Pending (10.47%)
■ Other OffMarket (8.74%)
■ Active (71.86%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of May 31, 2019 = **789**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **6.29%** to 789 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 **9.29** 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 **13.11%** in May 2019 to \$122,570 versus the previous year at \$141,057.

Average Days on Market Shortens

The average number of **53.40** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in May 2019 compared to last year's same month at **53.40** DOM.

Sales Success for May 2019 is Positive

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

There were 224 New Listings in May 2019, down **6.28%** from last year at 239. Furthermore, there were 98 Closed Listings this month versus last year at 110, a **-10.91%** decrease.

Closed versus Listed trends yielded a **43.8%** ratio, down from previous year's, May 2018, at **46.0%**, a **4.94%** downswing. This will certainly create pressure on a decreasing Monthly 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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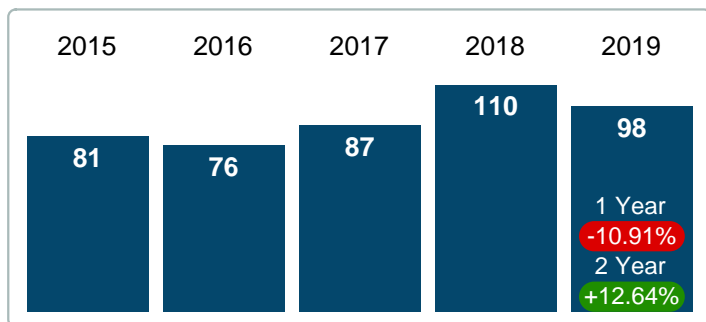
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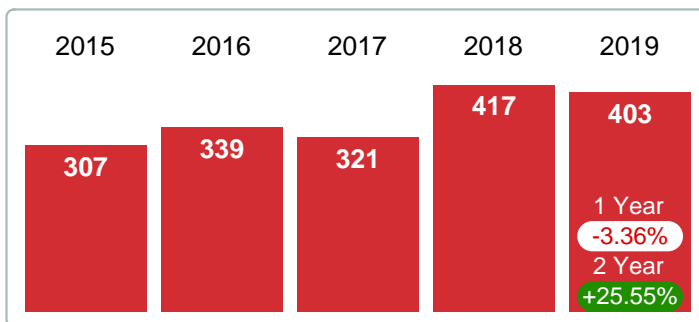
CLOSED LISTINGS

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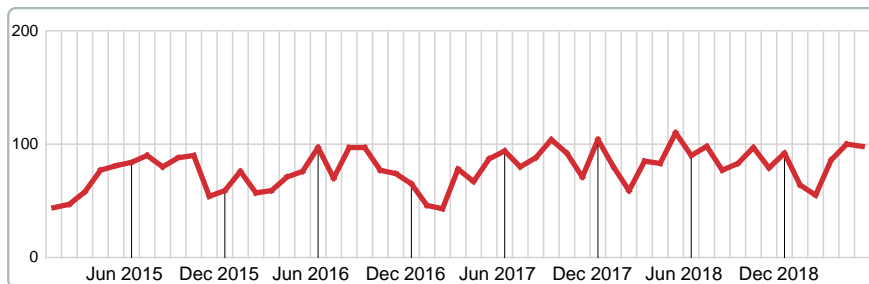
MAY



YEAR TO DATE (YTD)

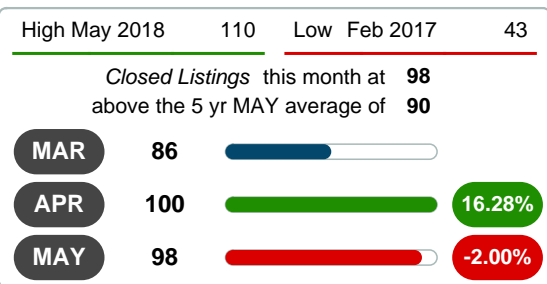


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 90



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	7	7.14%	16.9	3	3	1	0
\$30,001 - \$50,000	17	17.35%	57.3	8	9	0	0
\$50,001 - \$70,000	8	8.16%	32.4	3	5	0	0
\$70,001 - \$130,000	30	30.61%	57.7	9	18	3	0
\$130,001 - \$170,000	12	12.24%	57.1	2	8	2	0
\$170,001 - \$240,000	13	13.27%	88.8	2	8	3	0
\$240,001 and up	11	11.22%	28.4	1	4	5	1
Total Closed Units	98			28	55	14	1
Total Closed Volume	12,011,871	100%	53.4	2.54M	6.52M	2.62M	320.00K
Average Closed Price	\$122,570			\$90,829	\$118,634	\$187,414	\$320,000

May 2019



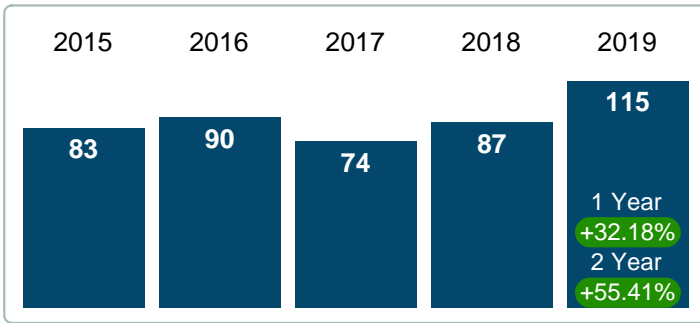
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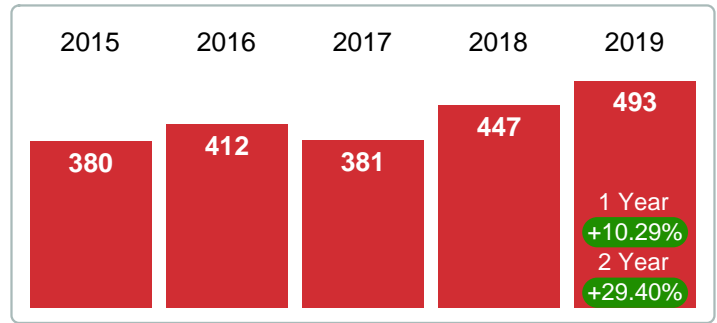
PENDING LISTINGS

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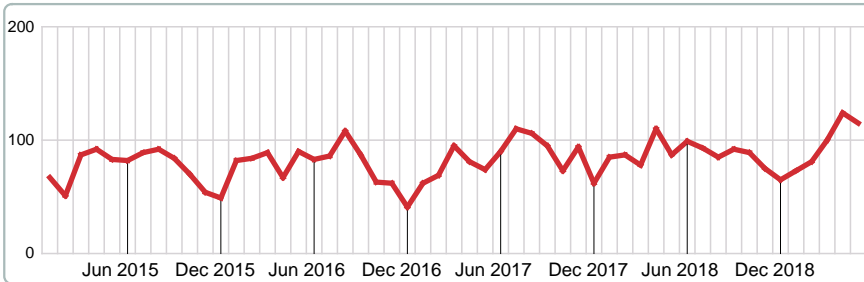
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YEAR TO DATE (YTD)

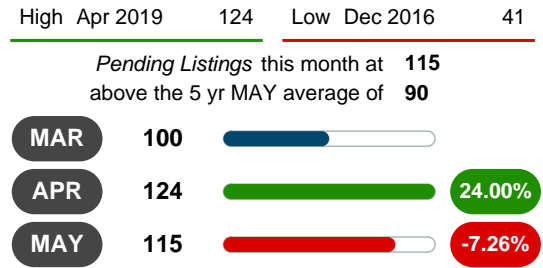


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 90



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	10.43%	35.0	7	5	0	0
\$30,001 - \$60,000	13	11.30%	77.8	6	6	0	1
\$60,001 - \$80,000	15	13.04%	65.2	5	9	1	0
\$80,001 - \$120,000	26	22.61%	61.0	6	16	4	0
\$120,001 - \$180,000	23	20.00%	66.0	2	18	3	0
\$180,001 - \$240,000	14	12.17%	48.4	2	7	5	0
\$240,001 and up	12	10.43%	67.7	0	8	3	1
Total Pending Units	115			28	69	16	2
Total Pending Volume	15,046,740	100%	61.1	2.15M	9.19M	3.20M	503.90K
Average Listing Price	\$130,976			\$76,907	\$133,230	\$199,788	\$251,950

May 2019



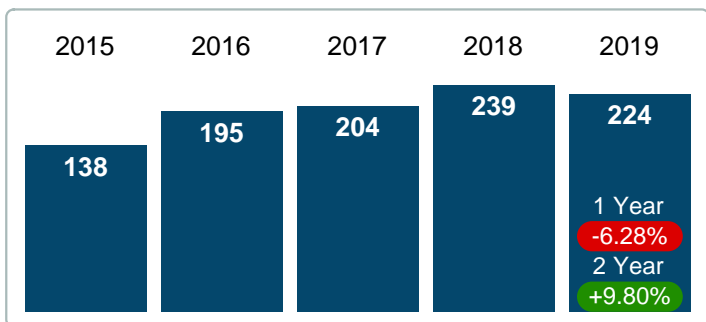
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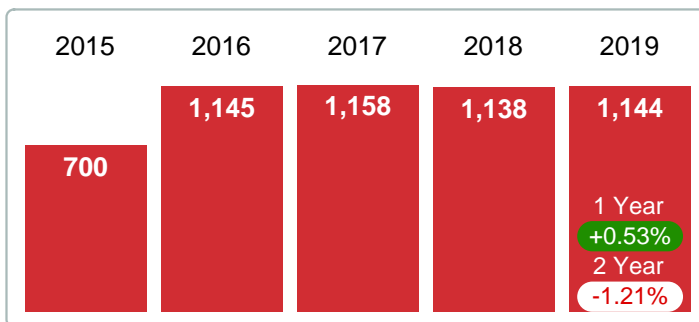
NEW LISTINGS

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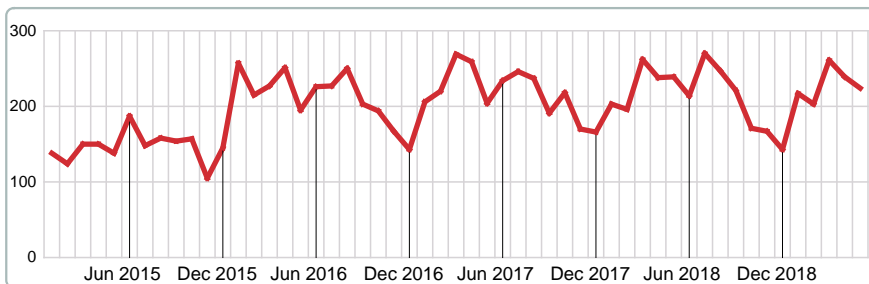
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

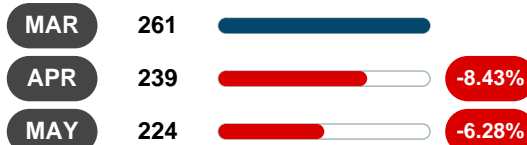


3 MONTHS

5 year MAY AVG = 200

High Jul 2018 270 Low Nov 2015 105

New Listings this month at 224 above the 5 yr MAY average of 200



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	19	8.48%	10	9	0	0
\$40,001 - \$60,000	21	9.38%	7	10	2	2
\$60,001 - \$90,000	39	17.41%	11	24	4	0
\$90,001 - \$150,000	61	27.23%	12	37	11	1
\$150,001 - \$210,000	30	13.39%	3	17	7	3
\$210,001 - \$290,000	28	12.50%	3	13	12	0
\$290,001 and up	26	11.61%	3	12	9	2
Total New Listed Units	224		49	122	45	8
Total New Listed Volume	36,694,115	100%	5.38M	18.55M	10.60M	2.16M
Average New Listed Listing Price	\$122,464		\$109,826	\$152,054	\$235,562	\$270,216

May 2019



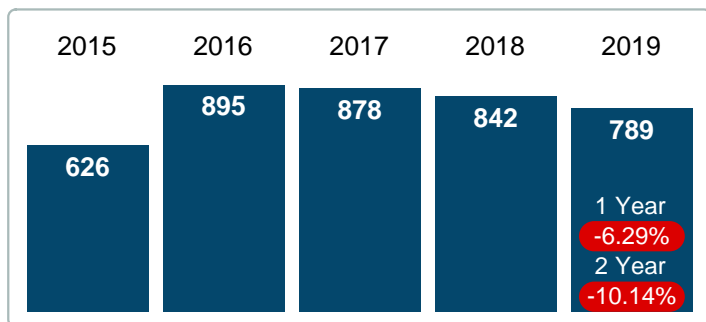
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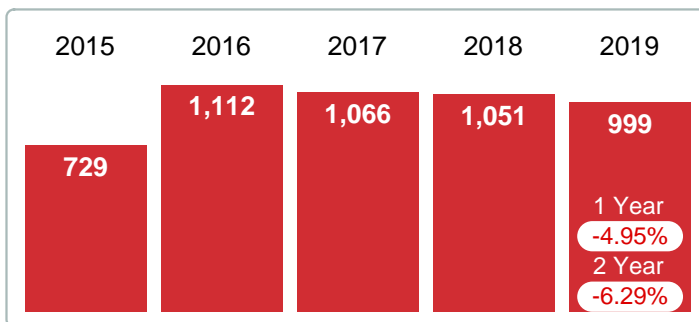
ACTIVE INVENTORY

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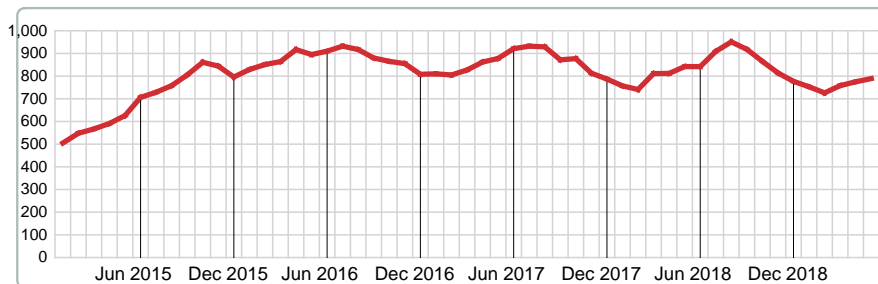
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

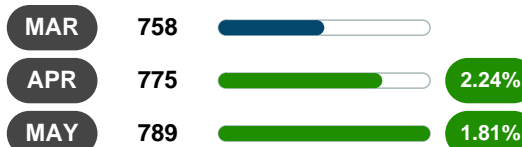


3 MONTHS

5 year MAY AVG = 806

High Aug 2018 951 Low Jan 2015 505

Inventory this month at **789**
below the 5 yr MAY average of **806**



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	3.30%	76.7	13	13	0	0
\$25,001 - \$75,000	156	19.77%	64.8	66	80	9	1
\$75,001 - \$100,000	101	12.80%	92.8	24	60	15	2
\$100,001 - \$175,000	187	23.70%	75.0	22	126	35	4
\$175,001 - \$275,000	129	16.35%	70.5	20	67	35	7
\$275,001 - \$425,000	101	12.80%	78.8	10	52	34	5
\$425,001 and up	89	11.28%	88.2	2	33	41	13
Total Active Inventory by Units			789	157	431	169	32
Total Active Inventory by Volume			172,537,839	18.05M	82.91M	54.65M	16.93M
Average Active Inventory Listing Price			\$218,679	\$114,984	\$192,369	\$323,347	\$529,023

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MONTHS SUPPLY of INVENTORY (MSI)

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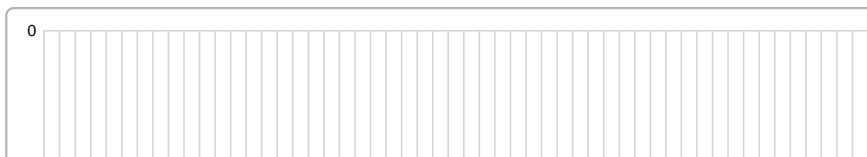
MSI FOR MAY

2015	2016	2017	2018	2019

INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
789	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 MAY AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	61	7.73%	5.27	6.71	4.59	2.00	0.00
\$40,001 - \$70,000	102	12.93%	7.29	10.40	6.00	7.00	12.00
\$70,001 - \$100,000	120	15.21%	7.96	7.75	7.58	9.47	0.00
\$100,001 - \$180,000	197	24.97%	8.01	8.25	7.29	12.00	8.00
\$180,001 - \$280,000	125	15.84%	10.42	31.50	8.04	11.33	14.00
\$280,001 - \$440,000	100	12.67%	16.90	108.00	16.11	20.40	6.00
\$440,001 and up	84	10.65%	48.00	12.00	46.50	66.86	36.00
Market Supply of Inventory (MSI)			9.29	9.66	7.94	14.08	13.24
Total Active Inventory by Units		100%	789	157	431	169	32

May 2019



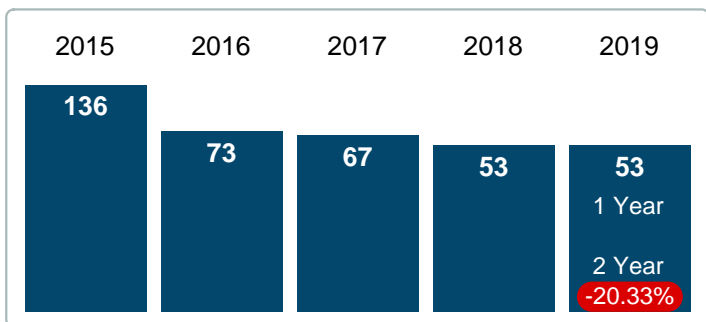
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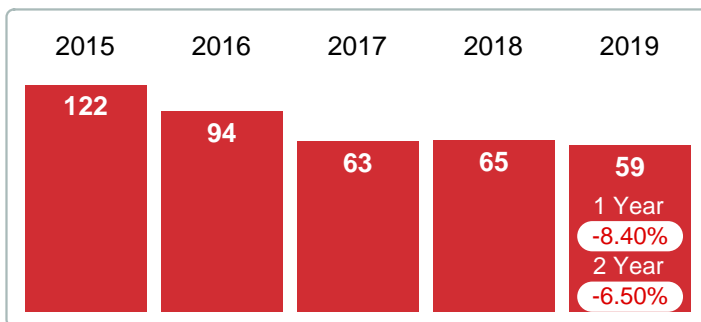
AVERAGE DAYS ON MARKET TO SALE

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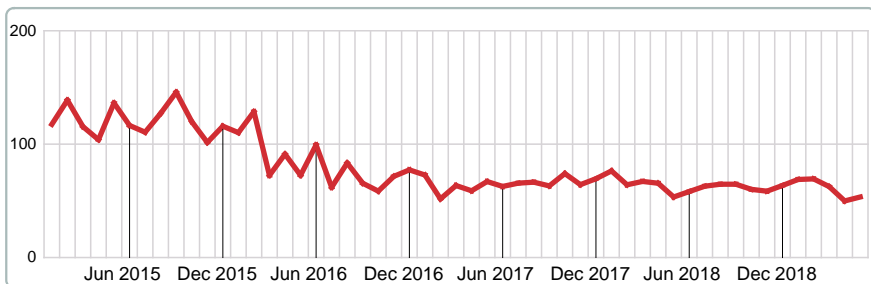
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 77

High Sep 2015 146 Low Apr 2019 50

Average Days on Market to Sale this month at 53 below the 5 yr MAY average of 77



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	7.14%	17	14	17	27	0
\$30,001 - \$50,000	17.35%	57	64	52	0	0
\$50,001 - \$70,000	8.16%	32	25	37	0	0
\$70,001 - \$130,000	30.61%	58	70	56	30	0
\$130,001 - \$170,000	12.24%	57	56	63	34	0
\$170,001 - \$240,000	13.27%	89	3	123	56	0
\$240,001 and up	11.22%	28	113	28	15	11
Average Closed DOM		53	53	60	31	11
Total Closed Units	100%	53	28	55	14	1
Total Closed Volume		12,011,871	2.54M	6.52M	2.62M	320.00K

May 2019



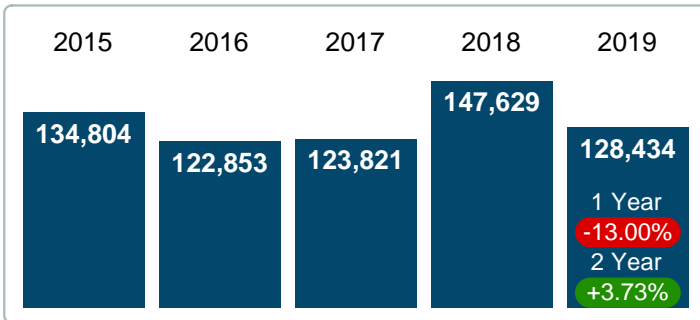
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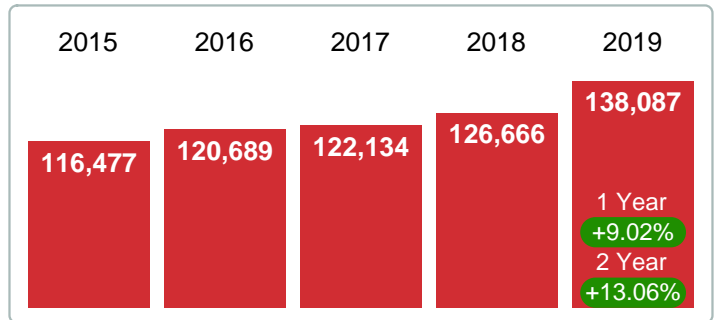
AVERAGE LIST PRICE AT CLOSING

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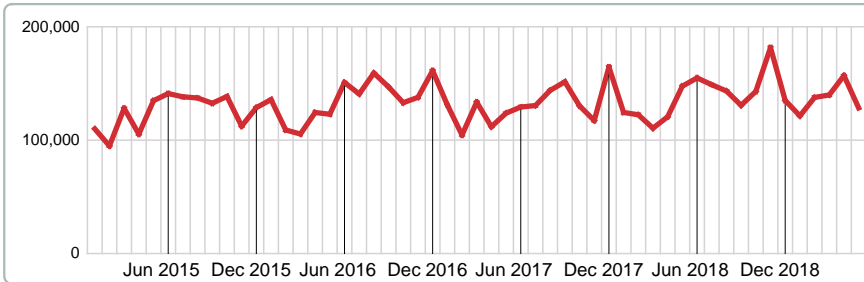
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

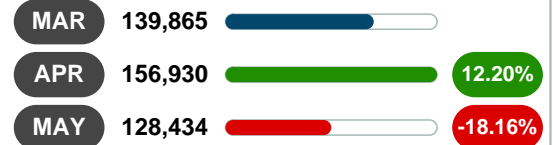


3 MONTHS

5 year MAY AVG = 131,508

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

Average List Price at Closing this month at **128,434** below the 5 yr MAY average of **131,508**



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	8.16%	24,925	25,967	29,100	21,000	0
\$30,001 - \$50,000	11.22%	43,418	47,838	41,900	0	0
\$50,001 - \$70,000	13.27%	59,815	63,000	63,920	0	0
\$70,001 - \$130,000	28.57%	103,075	111,511	104,217	96,667	0
\$130,001 - \$170,000	10.20%	146,830	162,750	157,988	156,950	0
\$170,001 - \$240,000	15.31%	202,247	190,500	217,738	232,467	0
\$240,001 and up	13.27%	287,985	419,000	274,950	278,000	330,000
Average List Price		128,434	99,239	123,009	193,736	330,000
Total Closed Units	100%	128,434	28	55	14	1
Total Closed Volume		12,586,500	2.78M	6.77M	2.71M	330.00K

May 2019



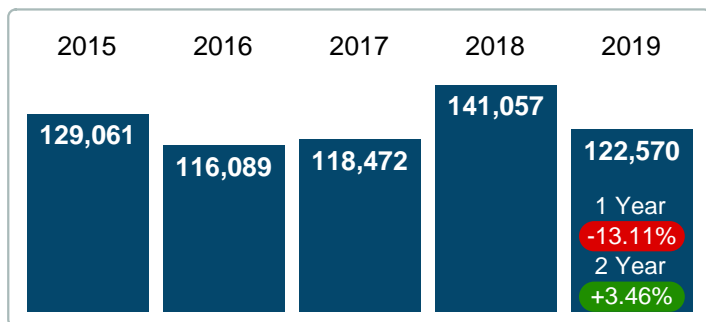
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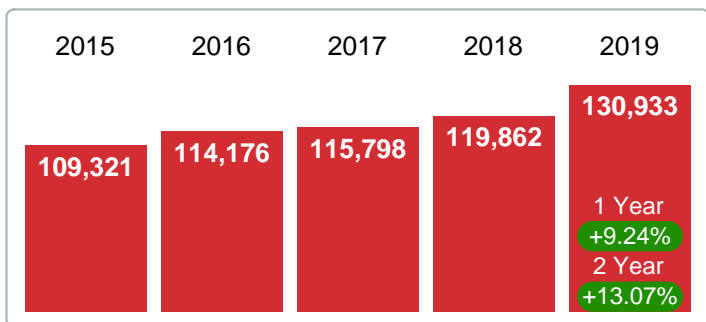
AVERAGE SOLD PRICE AT CLOSING

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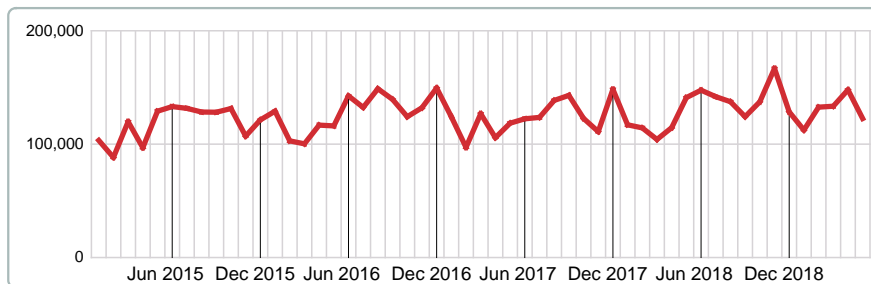
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 125,450

High Nov 2018 166,750 Low Feb 2015 88,322

Average Sold Price at Closing this month at **122,570** below the 5 yr MAY average of **125,450**

MAR	133,438	
APR	147,894	+10.83%
MAY	122,570	-17.12%

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	7.14%	24,714	25,167	26,000	19,500	0
\$30,001 - \$50,000	17.35%	43,225	43,375	43,091	0	0
\$50,001 - \$70,000	8.16%	60,775	59,400	61,600	0	0
\$70,001 - \$130,000	30.61%	98,765	95,389	100,814	96,600	0
\$130,001 - \$170,000	12.24%	152,250	154,000	151,750	152,500	0
\$170,001 - \$240,000	13.27%	205,385	190,500	205,813	214,167	0
\$240,001 and up	11.22%	287,082	395,000	268,975	273,400	320,000
Average Sold Price		122,570	90,829	118,634	187,414	320,000
Total Closed Units	100%	122,570	28	55	14	1
Total Closed Volume		12,011,871	2.54M	6.52M	2.62M	320.00K

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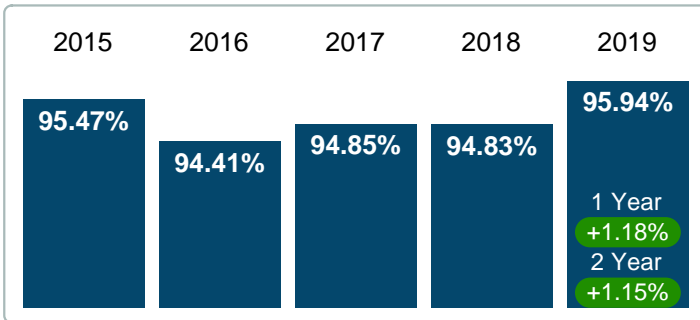
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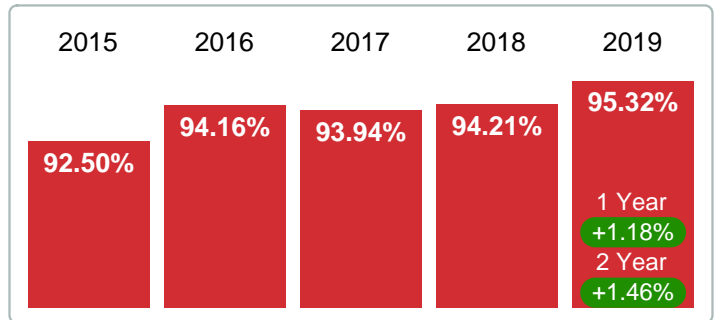
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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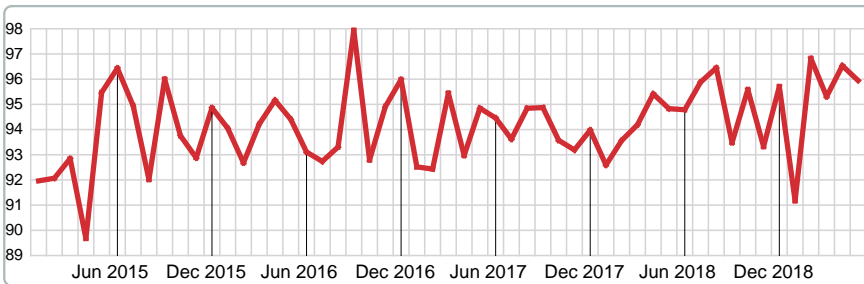
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95.10%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **95.94%** above the 5 yr MAY average of **95.10%**



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	7	7.14%	93.89%	96.79%	91.33%	92.86%	0.00%
\$30,001 \$50,000	17	17.35%	100.04%	90.77%	108.27%	0.00%	0.00%
\$50,001 \$70,000	8	8.16%	95.51%	94.28%	96.24%	0.00%	0.00%
\$70,001 \$130,000	30	30.61%	93.81%	85.54%	96.92%	99.92%	0.00%
\$130,001 \$170,000	12	12.24%	96.14%	94.56%	96.28%	97.17%	0.00%
\$170,001 \$240,000	13	13.27%	95.13%	100.00%	94.85%	92.62%	0.00%
\$240,001 and up	11	11.22%	97.81%	94.27%	97.82%	98.68%	96.97%
Average Sold/List Ratio		95.90%		91.17%	98.08%	97.01%	96.97%
Total Closed Units		98	100%	28	55	14	1
Total Closed Volume		12,011,871		2.54M	6.52M	2.62M	320.00K

May 2019



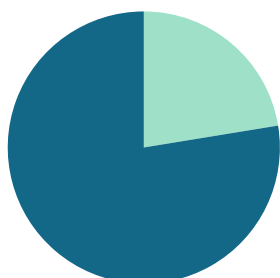
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

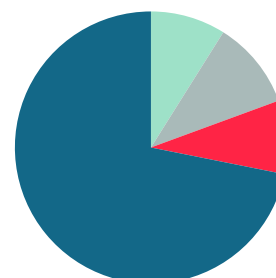


Inventory
 New Listings
224 = 22.42%
 Start Inventory
775
 Total Inventory Units
999
 Volume
\$205,420,205

Market Activity

Closed Sales
98 = 8.93%
 Pending Sales
115 = 10.47%
 Other Off Market
96 = 8.74%
 Active Inventory
789 = 71.86%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	110	98	-10.91%	417	403	-3.36%
Pending Sales	87	115	32.18%	447	493	10.29%
New Listings	239	224	-6.28%	1,138	1,144	0.53%
Average List Price	147,629	128,434	-13.00%	126,666	138,087	9.02%
Average Sale Price	141,057	122,570	-13.11%	119,862	130,933	9.24%
Average Percent of Selling Price to List Price	94.83%	95.94%	1.18%	94.21%	95.32%	1.18%
Average Days on Market to Sale	53.40	53.40	0.00%	64.54	59.12	-8.40%
Monthly Inventory	842	789	-6.29%	842	789	-6.29%
Months Supply of Inventory	9.62	9.29	-3.44%	9.62	9.29	-3.44%

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

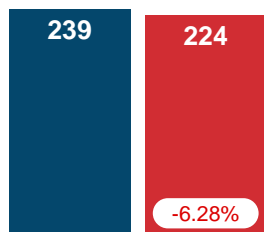
Inventory on May 31, 2019 = **789**

2018 **2019**

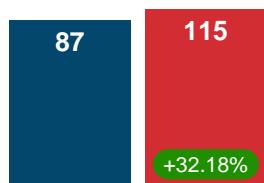
MAY MARKET

AVERAGE PRICES

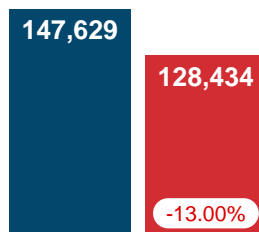
New Listings



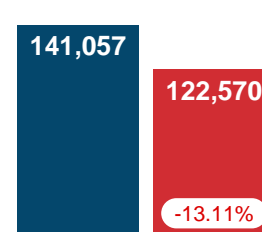
Pending Listings



List Price



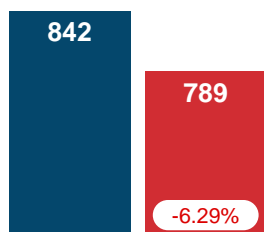
Sale Price



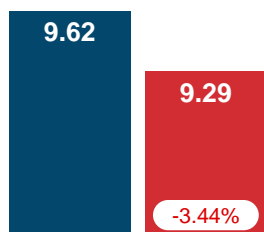
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

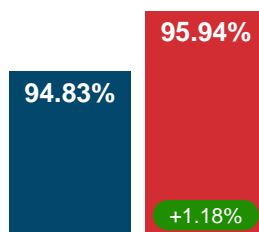
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

