

# May 2019



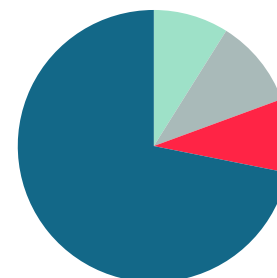
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	119,500	111,500	-6.69%
Median Sale Price	112,500	105,000	-6.67%
Median Percent of Selling Price to List Price	95.92%	95.87%	-0.06%
Median Days on Market to Sale	39.00	36.50	-6.41%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.67%** in May 2019 to \$105,000 versus the previous year at \$112,500.

#### Median Days on Market Shortens

The median number of **36.50** days that homes spent on the market before selling decreased by 2.50 days or **6.41%** in May 2019 compared to last year's same month at **39.00** DOM.

#### Sales Success for May 2019 is Positive

Overall, with Median 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.

### What's in this Issue

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

### 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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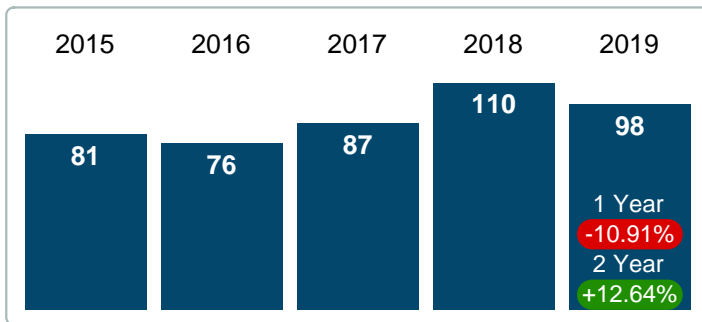
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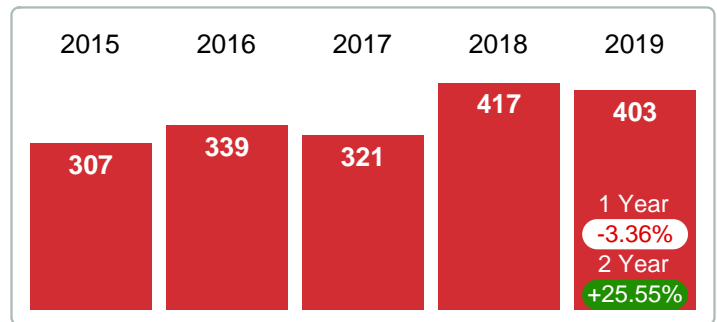
## CLOSED LISTINGS

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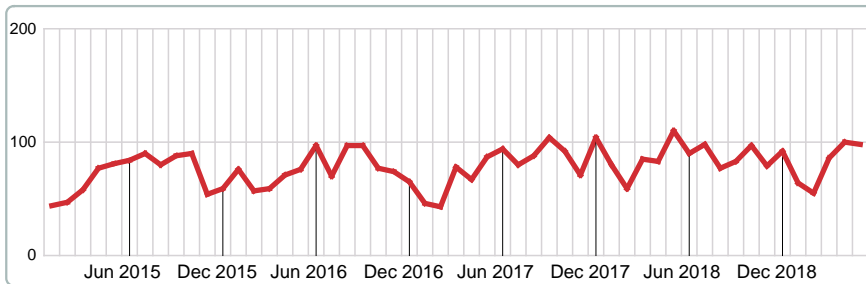
### MAY



### YEAR TO DATE (YTD)

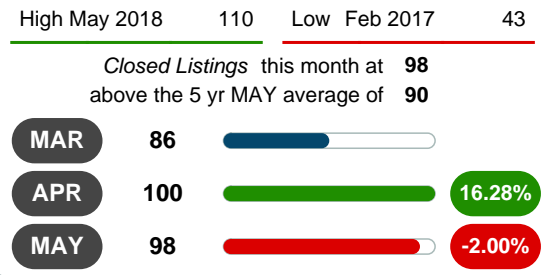


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 90



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	7.14%	8.0	3	3	1	0
\$30,001 - \$50,000	17	17.35%	28.0	8	9	0	0
\$50,001 - \$70,000	8	8.16%	11.5	3	5	0	0
\$70,001 - \$130,000	30	30.61%	52.5	9	18	3	0
\$130,001 - \$170,000	12	12.24%	37.0	2	8	2	0
\$170,001 - \$240,000	13	13.27%	111.0	2	8	3	0
\$240,001 and up	11	11.22%	13.0	1	4	5	1
<b>Total Closed Units</b>	<b>98</b>			<b>28</b>	<b>55</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,011,871</b>	<b>100%</b>	<b>36.5</b>	<b>2.54M</b>	<b>6.52M</b>	<b>2.62M</b>	<b>320.00K</b>
<b>Median Closed Price</b>	<b>\$105,000</b>			<b>\$71,850</b>	<b>\$107,000</b>	<b>\$208,750</b>	<b>\$320,000</b>

# May 2019



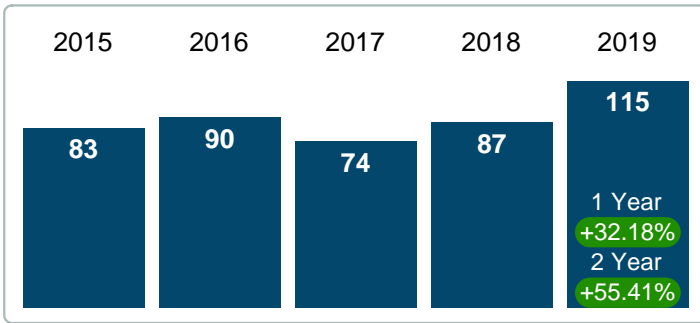
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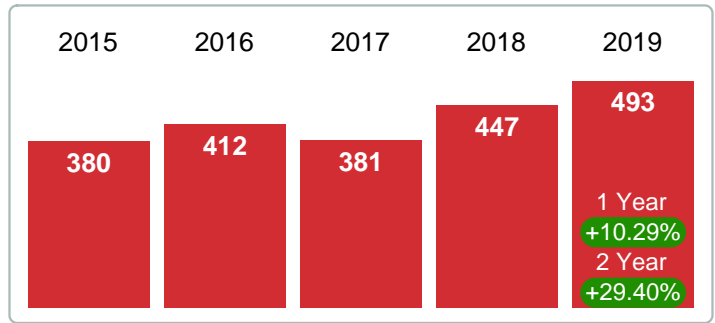
## PENDING LISTINGS

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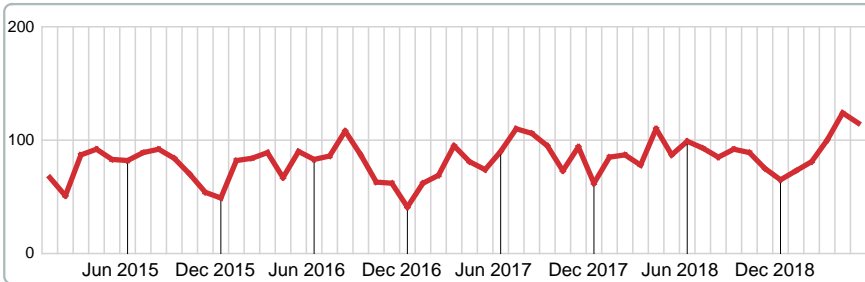
### MAY



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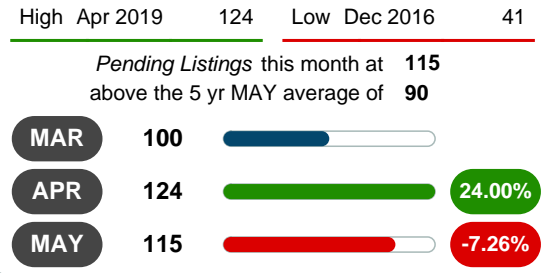


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 90



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	10.43%	15.5	7	5	0	0
\$30,001 - \$60,000	13	11.30%	73.0	6	6	0	1
\$60,001 - \$80,000	15	13.04%	55.0	5	9	1	0
\$80,001 - \$120,000	26	22.61%	51.0	6	16	4	0
\$120,001 - \$180,000	23	20.00%	59.0	2	18	3	0
\$180,001 - \$240,000	14	12.17%	36.0	2	7	5	0
\$240,001 and up	12	10.43%	59.5	0	8	3	1
<b>Total Pending Units</b>	<b>115</b>			<b>28</b>	<b>69</b>	<b>16</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,046,740</b>	<b>100%</b>	<b>55.0</b>	<b>2.15M</b>	<b>9.19M</b>	<b>3.20M</b>	<b>503.90K</b>
<b>Median Listing Price</b>	<b>\$110,000</b>			<b>\$65,950</b>	<b>\$120,000</b>	<b>\$179,450</b>	<b>\$251,950</b>

# May 2019



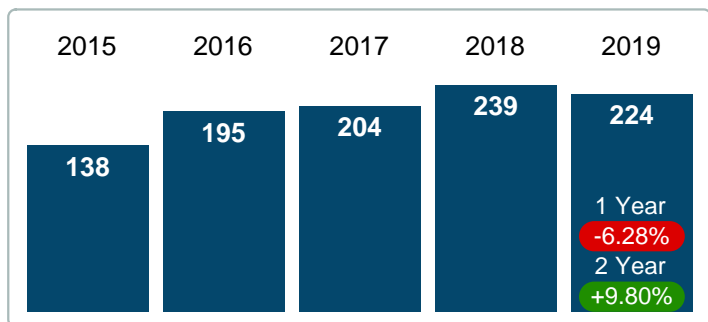
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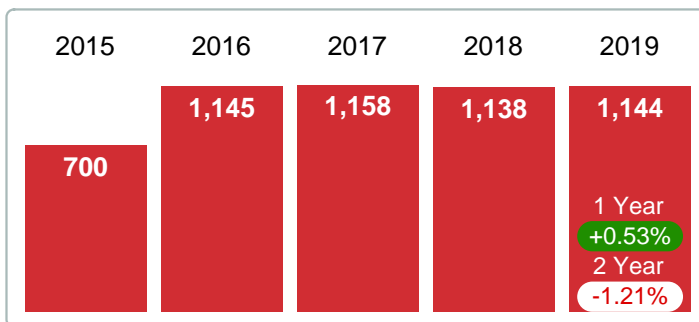
## NEW LISTINGS

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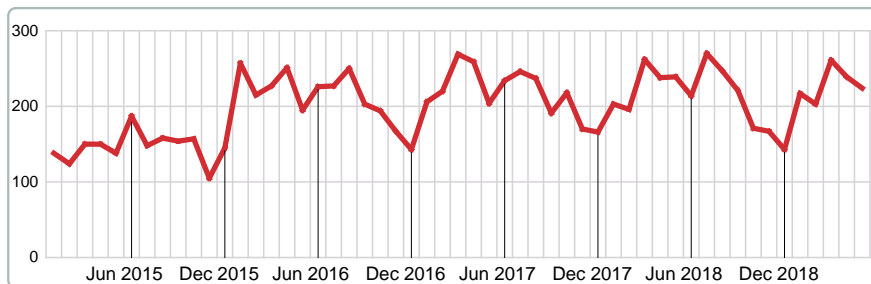
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

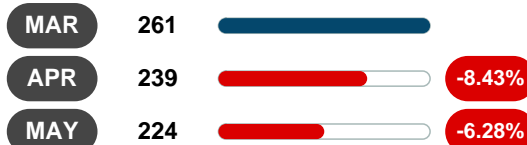


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>224</b>		<b>49</b>	<b>122</b>	<b>45</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>36,694,115</b>	<b>100%</b>	<b>5.38M</b>	<b>18.55M</b>	<b>10.60M</b>	<b>2.16M</b>
<b>Median New Listed Listing Price</b>	<b>\$124,950</b>		<b>\$79,900</b>	<b>\$125,000</b>	<b>\$199,000</b>	<b>\$175,000</b>

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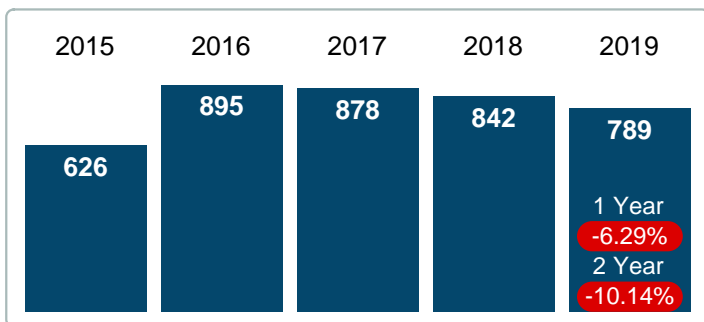
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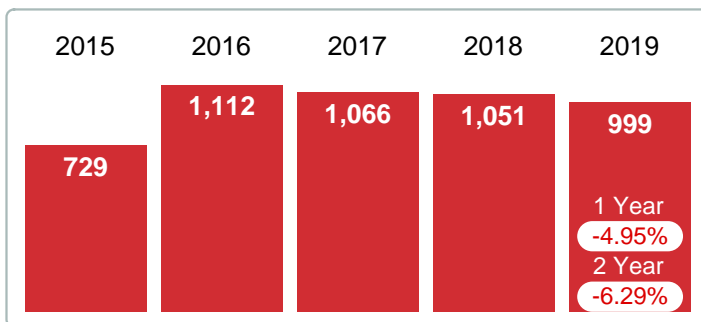
## ACTIVE INVENTORY

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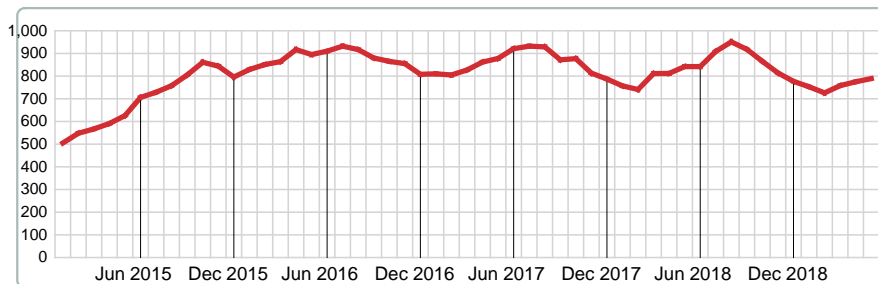
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

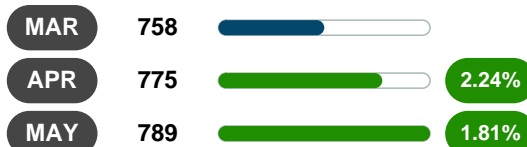


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$40,000 and less	61	7.73%	66.0	33	26	2	0	
\$40,001 - \$70,000	102	12.93%	59.5	39	55	7	1	
\$70,001 - \$100,000	120	15.21%	64.0	31	72	15	2	
\$100,001 - \$180,000	197	24.97%	60.0	22	133	38	4	
\$180,001 - \$280,000	125	15.84%	57.0	21	63	34	7	
\$280,001 - \$440,000	100	12.67%	80.5	9	51	34	6	
\$440,001 and up	84	10.65%	92.5	2	31	39	12	
Total Active Inventory by Units		789		157	431	169	32	
Total Active Inventory by Volume		172,537,839	100%	66.0	18.05M	82.91M	54.65M	16.93M
Median Active Inventory Listing Price		\$135,000			\$75,000	\$129,500	\$244,000	\$299,900

# May 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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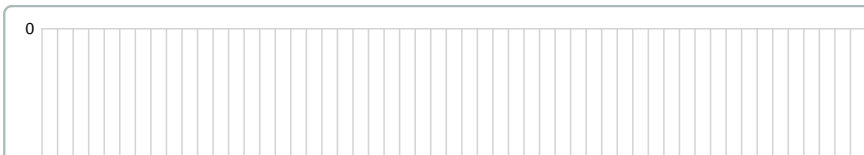
### MSI FOR MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>789</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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%	9.29	157	431	169	32

# May 2019



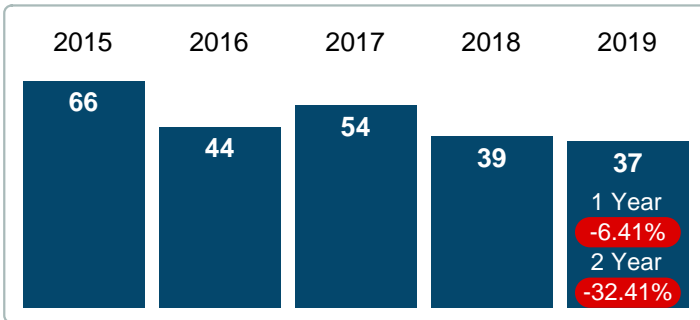
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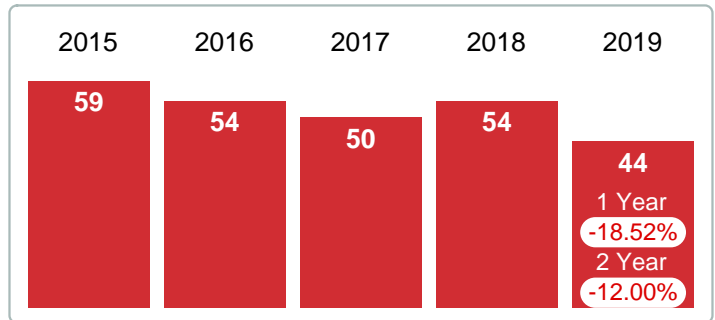
## MEDIAN DAYS ON MARKET TO SALE

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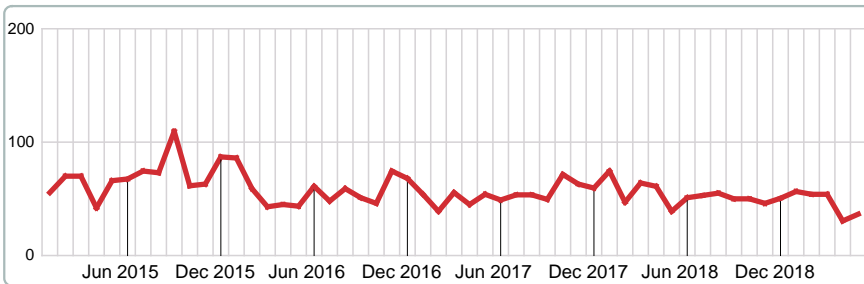
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

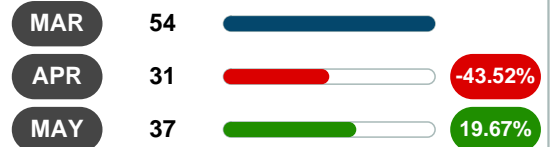


### 3 MONTHS

5 year MAY AVG = 48

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 37 below the 5 yr MAY average of 48



## 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	7.14%	8	1	8	27	0
\$30,001 - \$50,000	17.35%	28	38	21	0	0
\$50,001 - \$70,000	8.16%	12	10	13	0	0
\$70,001 - \$130,000	30.61%	53	59	53	31	0
\$130,001 - \$170,000	12.24%	37	56	36	34	0
\$170,001 - \$240,000	13.27%	111	3	141	25	0
\$240,001 and up	11.22%	13	113	32	10	11
Median Closed DOM		37	40	38	19	11
Total Closed Units	100%	98	28	55	14	1
Total Closed Volume		12,011,871	2.54M	6.52M	2.62M	320.00K

# May 2019



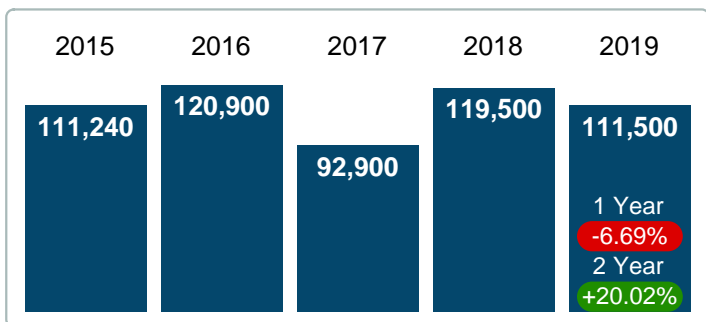
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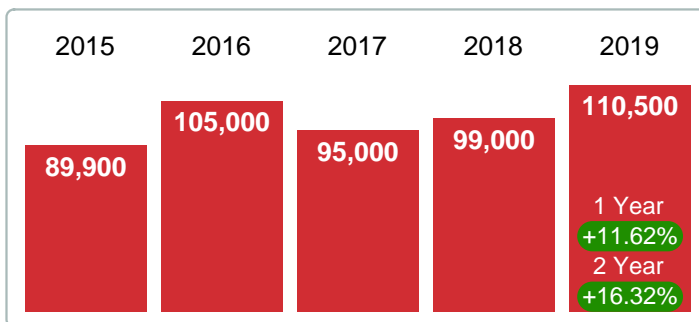
## MEDIAN LIST PRICE AT CLOSING

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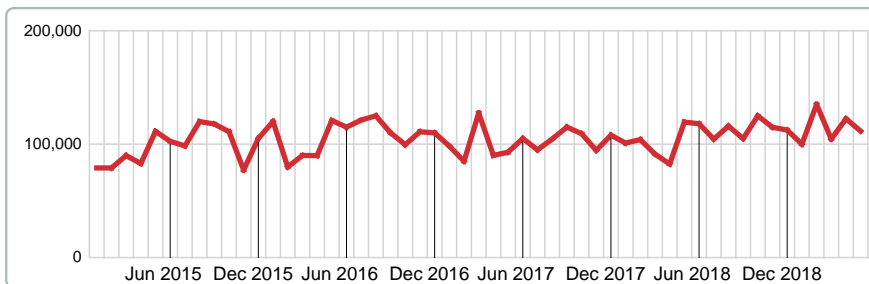
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

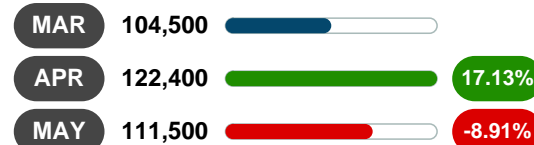


### 3 MONTHS

5 year MAY AVG = 111,208

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

Median List Price at Closing this month at 111,500 above the 5 yr MAY average of 111,208



### 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	8.16%	25,000	25,000	26,150	21,000	0
\$30,001 - \$50,000	11.22%	44,000	46,000	43,950	0	0
\$50,001 - \$70,000	13.27%	59,000	58,750	59,000	0	0
\$70,001 - \$130,000	28.57%	104,950	105,250	109,900	85,000	0
\$130,001 - \$170,000	10.20%	145,000	148,450	145,000	138,900	0
\$170,001 - \$240,000	15.31%	200,000	178,500	200,000	217,500	0
\$240,001 and up	13.27%	282,000	419,000	265,000	266,000	330,000
Median List Price		111,500	71,000	112,500	223,700	330,000
Total Closed Units	100%	111,500	28	55	14	1
Total Closed Volume		12,586,500	2.78M	6.77M	2.71M	330.00K



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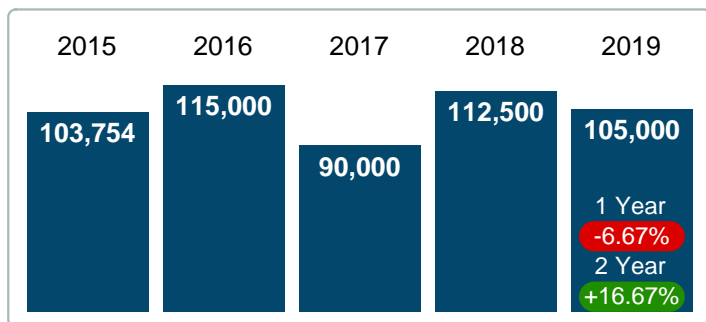
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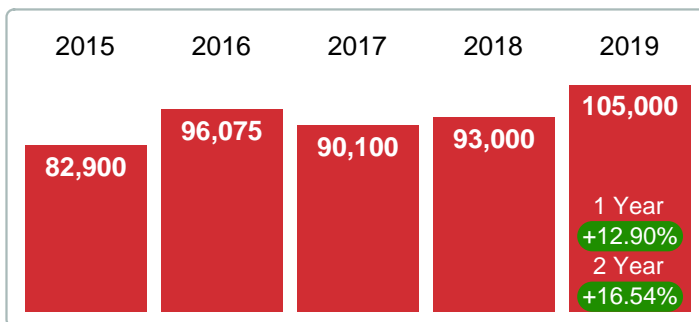
## MEDIAN SOLD PRICE AT CLOSING

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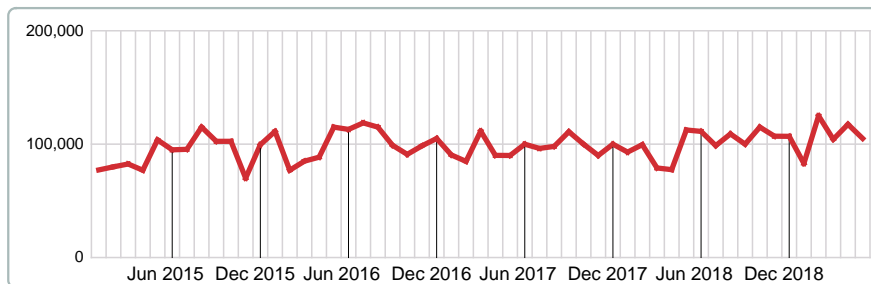
### MAY



### YEAR TO DATE (YTD)

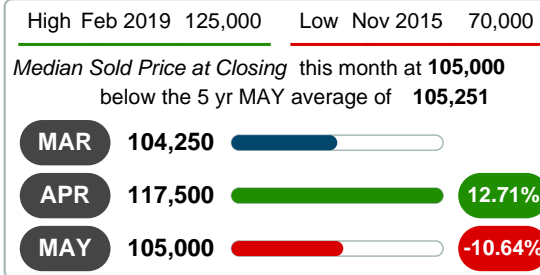


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 105,251



### 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	7.14%	25,000	25,000	25,000	19,500	0
\$30,001 - \$50,000	17.35%	43,000	44,000	43,000	0	0
\$50,001 - \$70,000	8.16%	60,250	56,000	64,500	0	0
\$70,001 - \$130,000	30.61%	101,250	95,000	105,000	85,000	0
\$130,001 - \$170,000	12.24%	148,500	154,000	148,500	152,500	0
\$170,001 - \$240,000	13.27%	207,500	190,500	201,250	217,500	0
\$240,001 and up	11.22%	281,000	395,000	265,000	281,000	320,000
Median Sold Price		105,000	71,850	107,000	208,750	320,000
Total Closed Units	100%	105,000	28	55	14	1
Total Closed Volume		12,011,871	2.54M	6.52M	2.62M	320.00K

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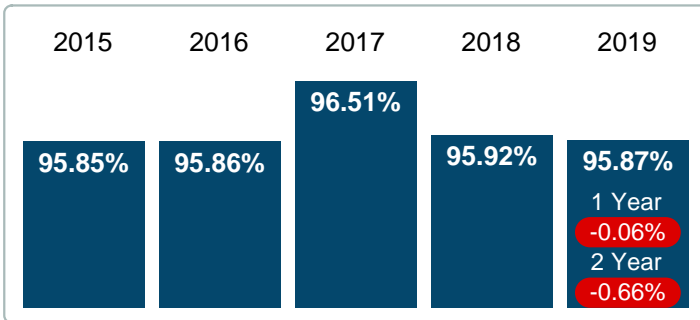
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



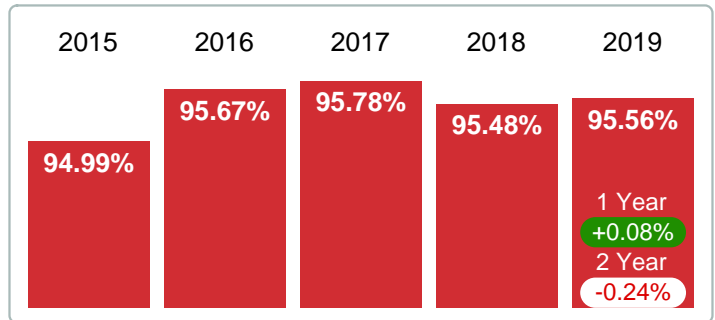
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

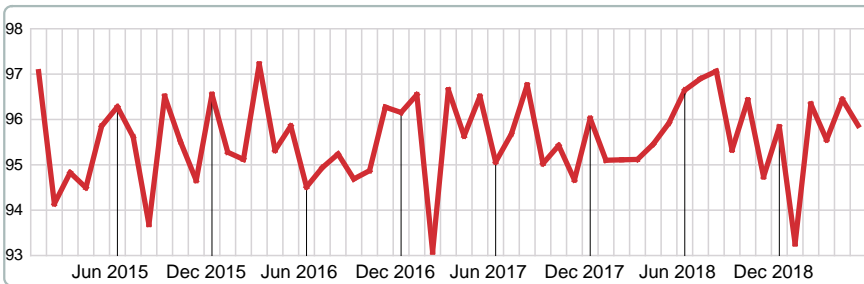
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

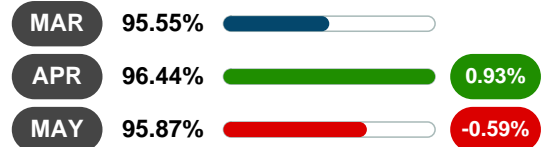


### 3 MONTHS

5 year MAY AVG = 96.00%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.87%** equal to 5 yr MAY 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
\$30,000 and less	7	7.14%	100.00%	100.00%	100.00%	92.86%	0.00%
\$30,001 \$50,000	17	17.35%	94.12%	90.99%	97.74%	0.00%	0.00%
\$50,001 \$70,000	8	8.16%	93.64%	88.19%	93.75%	0.00%	0.00%
\$70,001 \$130,000	30	30.61%	95.64%	81.73%	96.48%	100.00%	0.00%
\$130,001 \$170,000	12	12.24%	96.79%	94.56%	96.79%	97.17%	0.00%
\$170,001 \$240,000	13	13.27%	97.87%	100.00%	96.41%	97.87%	0.00%
\$240,001 and up	11	11.22%	98.11%	94.27%	98.28%	98.79%	96.97%
Median Sold/List Ratio		95.87%		91.19%	97.01%	98.33%	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



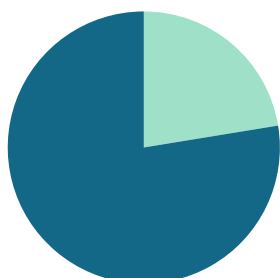
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

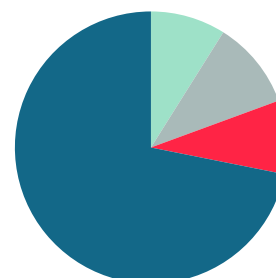


**Inventory**  
 New Listings  
**224 = 22.42%**  
 Start Inventory  
**775**  
 Total Inventory Units  
**999**  
 Volume  
**\$205,420,205**

### 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%
Median List Price	119,500	111,500	-6.69%	99,000	110,500	11.62%
Median Sale Price	112,500	105,000	-6.67%	93,000	105,000	12.90%
Median Percent of Selling Price to List Price	95.92%	95.87%	-0.06%	95.48%	95.56%	0.08%
Median Days on Market to Sale	39.00	36.50	-6.41%	54.00	44.00	-18.52%
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

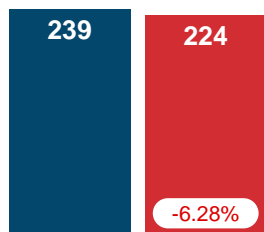
**Inventory on May 31, 2019 = 789**

**2018** **2019**

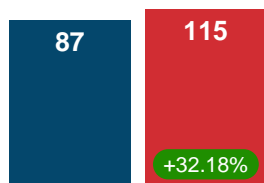
### MAY MARKET

### MEDIAN PRICES

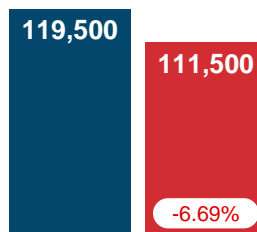
#### New Listings



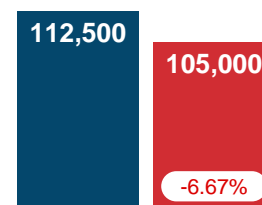
#### Pending Listings



#### List Price



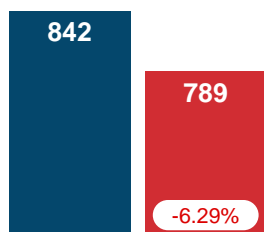
#### Sale Price



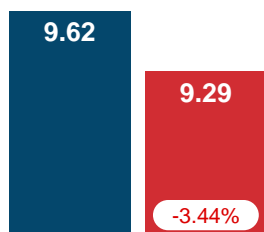
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

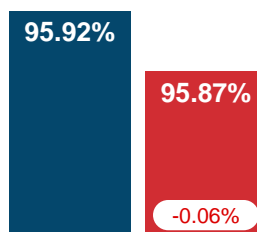
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

