

# October 2019



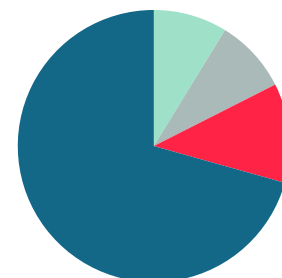
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	97	89	-8.25%
Pending Listings	89	89	0.00%
New Listings	171	202	18.13%
Average List Price	143,003	150,756	5.42%
Average Sale Price	137,328	144,314	5.09%
Average Percent of Selling Price to List Price	95.58%	94.26%	-1.38%
Average Days on Market to Sale	60.12	59.70	-0.71%
End of Month Inventory	865	717	-17.11%
Months Supply of Inventory	10.01	7.76	-22.49%



■ Closed (8.77%)  
■ Pending (8.77%)  
■ Other OffMarket (11.82%)  
■ Active (70.64%)

**Absorption:** Last 12 months, an Average of **92** Sales/Month  
**Active Inventory** as of October 31, 2019 = **717**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **17.11%** to 717 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **7.76** 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 **5.09%** in October 2019 to \$144,314 versus the previous year at \$137,328.

#### Average Days on Market Shortens

The average number of **59.70** days that homes spent on the market before selling decreased by 0.43 days or **0.71%** in October 2019 compared to last year's same month at **60.12** DOM.

#### Sales Success for October 2019 is Positive

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

There were 202 New Listings in October 2019, up **18.13%** from last year at 171. Furthermore, there were 89 Closed Listings this month versus last year at 97, a **-8.25%** decrease.

Closed versus Listed trends yielded a **44.1%** ratio, down from previous year's, October 2018, at **56.7%**, a **22.33%** downswing. This will certainly create pressure on a decreasing Month's 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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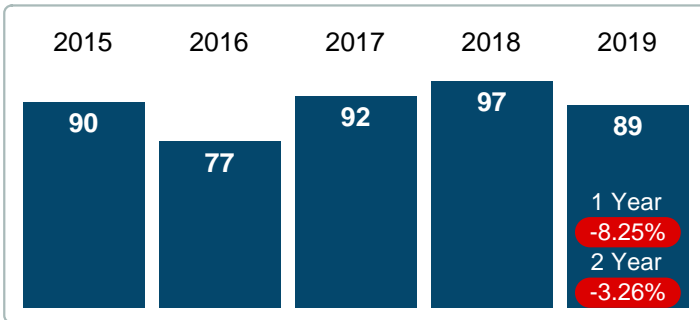
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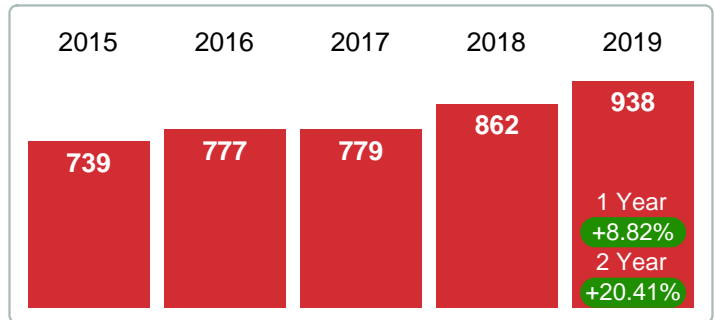
## CLOSED LISTINGS

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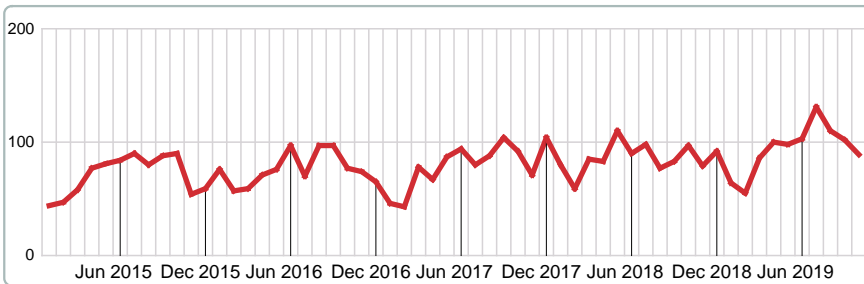
### OCTOBER



### YEAR TO DATE (YTD)

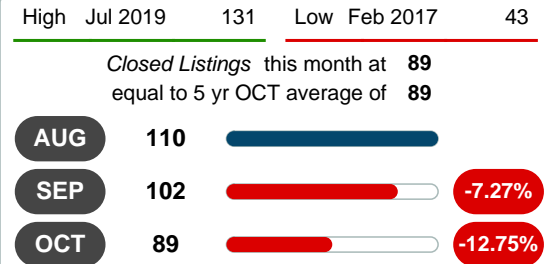


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 89



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	5.62%	76.0	3	1	1	0
\$20,001 - \$50,000	15	16.85%	66.0	4	10	1	0
\$50,001 - \$80,000	13	14.61%	63.2	3	10	0	0
\$80,001 - \$150,000	23	25.84%	77.3	4	18	1	0
\$150,001 - \$200,000	13	14.61%	46.5	4	8	1	0
\$200,001 - \$300,000	11	12.36%	38.8	1	4	6	0
\$300,001 and up	9	10.11%	34.7	1	4	3	1
<b>Total Closed Units</b>	<b>89</b>			<b>20</b>	<b>55</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,843,951</b>	<b>100%</b>	<b>59.7</b>	<b>2.08M</b>	<b>7.39M</b>	<b>3.04M</b>	<b>331.00K</b>
<b>Average Closed Price</b>	<b>\$144,314</b>			<b>\$103,983</b>	<b>\$134,435</b>	<b>\$233,800</b>	<b>\$331,000</b>

# October 2019



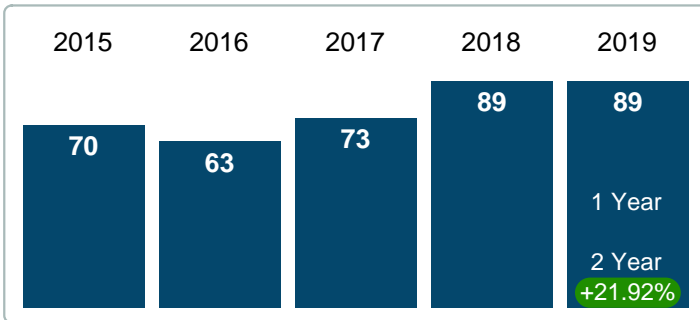
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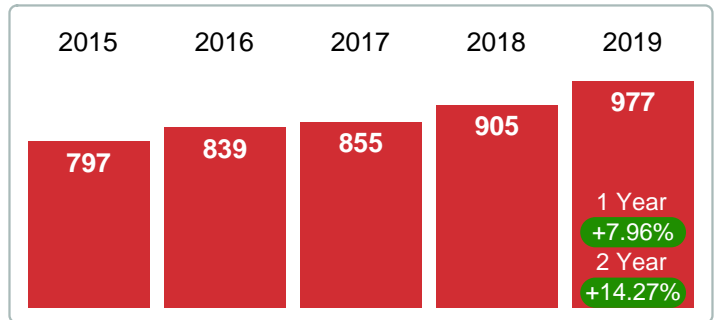
## PENDING LISTINGS

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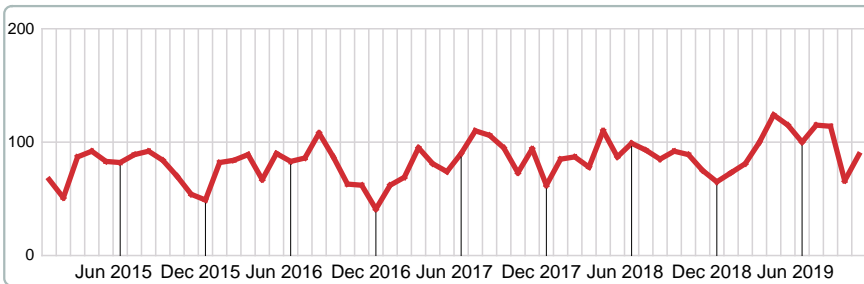
### OCTOBER



### YEAR TO DATE (YTD)

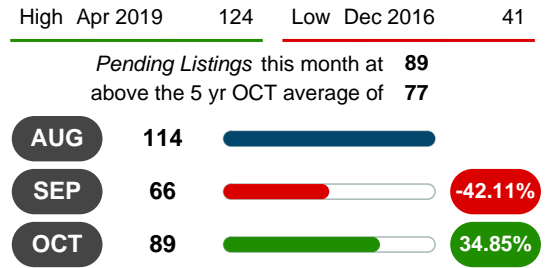


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 77



### 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	4	4.49%	21.8	2	1	1	0
\$30,001 - \$60,000	15	16.85%	60.5	8	7	0	0
\$60,001 - \$100,000	13	14.61%	51.0	3	9	0	1
\$100,001 - \$140,000	22	24.72%	61.2	3	16	2	1
\$140,001 - \$210,000	16	17.98%	82.4	1	14	0	1
\$210,001 - \$320,000	11	12.36%	55.5	0	4	7	0
\$320,001 and up	8	8.99%	32.4	0	5	3	0
<b>Total Pending Units</b>	<b>89</b>			<b>17</b>	<b>56</b>	<b>13</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>13,304,600</b>	<b>100%</b>	<b>58.3</b>	<b>1.17M</b>	<b>8.23M</b>	<b>3.52M</b>	<b>388.90K</b>
<b>Average Listing Price</b>	<b>\$149,134</b>			<b>\$68,676</b>	<b>\$146,993</b>	<b>\$270,508</b>	<b>\$129,633</b>

# October 2019



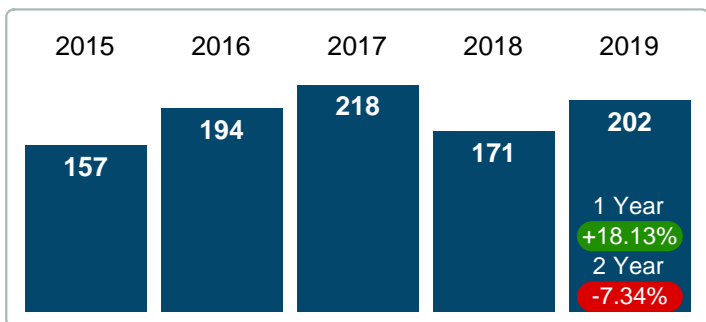
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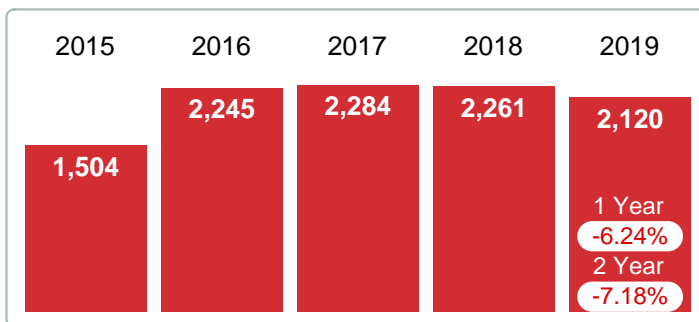
## NEW LISTINGS

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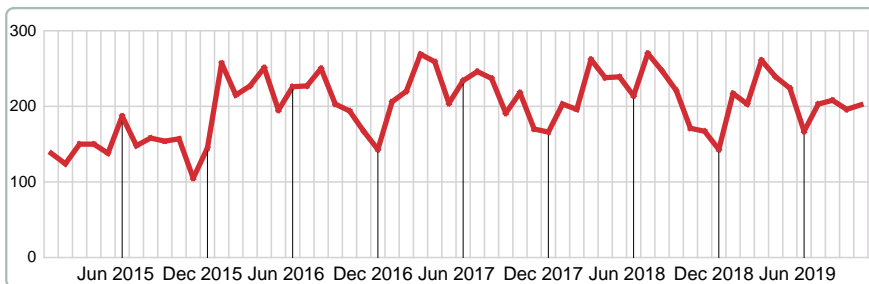
### OCTOBER



### YEAR TO DATE (YTD)

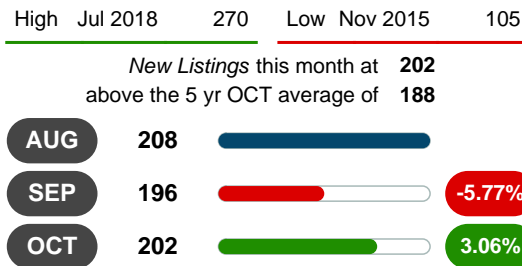


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 188



### 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	9	4.46%	6	3	0	0
\$25,001 - \$50,000	19	9.41%	6	11	2	0
\$50,001 - \$100,000	44	21.78%	12	28	4	0
\$100,001 - \$175,000	51	25.25%	6	35	7	3
\$175,001 - \$275,000	28	13.86%	5	19	3	1
\$275,001 - \$450,000	29	14.36%	4	14	10	1
\$450,001 and up	22	10.89%	1	5	13	3
<b>Total New Listed Units</b>	<b>202</b>		<b>40</b>	<b>115</b>	<b>39</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>41,759,344</b>	<b>100%</b>	<b>5.00M</b>	<b>18.94M</b>	<b>12.88M</b>	<b>4.94M</b>
<b>Average New Listed Listing Price</b>	<b>\$158,459</b>		<b>\$125,062</b>	<b>\$164,666</b>	<b>\$330,160</b>	<b>\$618,000</b>

# October 2019



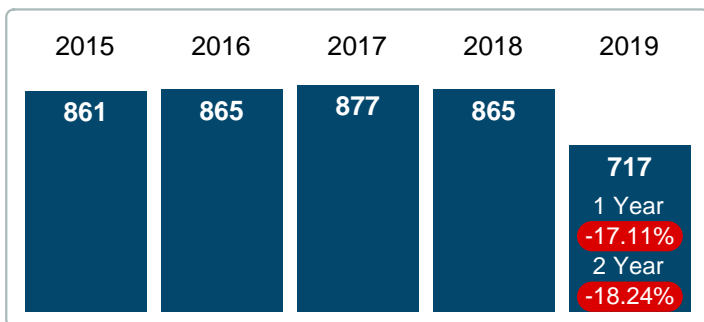
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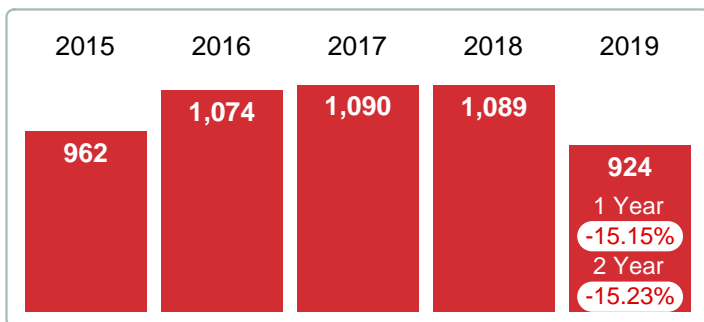
## ACTIVE INVENTORY

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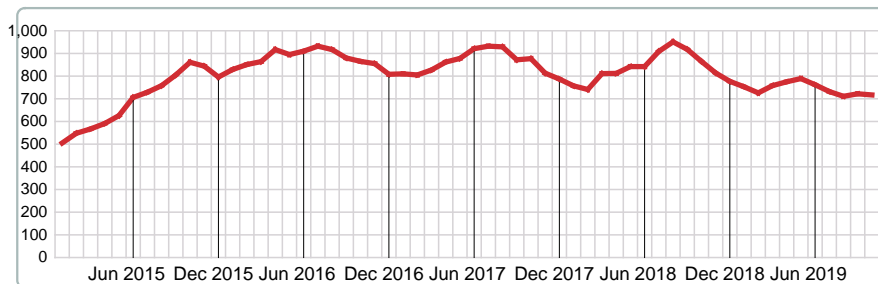
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 837

High Aug 2018 951 Low Jan 2015 505

Inventory this month at 717 below the 5 yr OCT average of 837



### 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	67	9.34%	68.3	30	31	5	1
\$50,001 - \$75,000	77	10.74%	73.5	29	41	7	0
\$75,001 - \$100,000	91	12.69%	79.5	24	54	13	0
\$100,001 - \$175,000	188	26.22%	82.5	26	122	34	6
\$175,001 - \$275,000	128	17.85%	79.3	19	75	25	9
\$275,001 - \$450,000	94	13.11%	73.0	14	47	28	5
\$450,001 and up	72	10.04%	82.7	3	26	32	11
<b>Total Active Inventory by Units</b>	<b>717</b>			<b>145</b>	<b>396</b>	<b>144</b>	<b>32</b>
<b>Total Active Inventory by Volume</b>	<b>157,364,032</b>	<b>100%</b>	<b>78.0</b>	<b>19.19M</b>	<b>75.56M</b>	<b>42.81M</b>	<b>19.80M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$219,476</b>			<b>\$132,311</b>	<b>\$190,813</b>	<b>\$297,314</b>	<b>\$618,863</b>

# October 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 OCTOBER

2015	2016	2017	2018	2019
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### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>717</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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	67	9.34%	3.64	4.00	3.23	3.75	0.00
\$50,001 - \$70,000	66	9.21%	6.89	8.67	5.60	20.00	0.00
\$70,001 - \$110,000	118	16.46%	6.18	6.57	5.96	7.29	0.00
\$110,001 - \$180,000	190	26.50%	8.44	13.04	7.44	10.24	12.00
\$180,001 - \$280,000	113	15.76%	7.84	15.43	6.83	6.13	36.00
\$280,001 - \$450,000	91	12.69%	13.82	84.00	12.55	12.00	8.57
\$450,001 and up	72	10.04%	39.27	18.00	28.36	64.00	44.00
Market Supply of Inventory (MSI)		7.76		7.91	6.80	10.35	16.70
Total Active Inventory by Units		717	100%	145	396	144	32

# October 2019



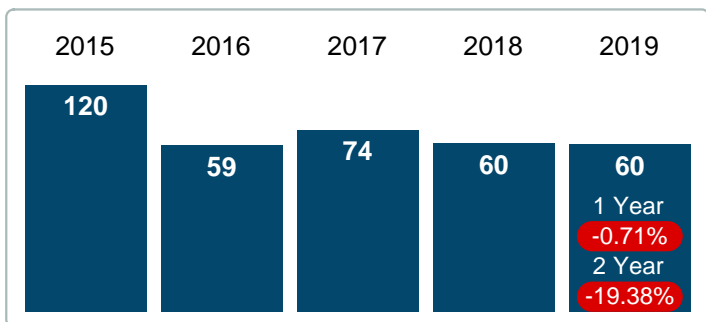
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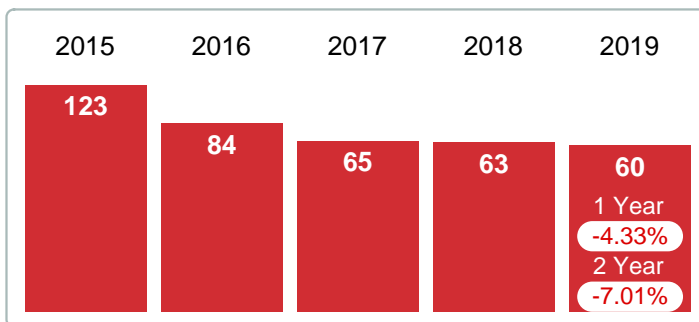
## AVERAGE DAYS ON MARKET TO SALE

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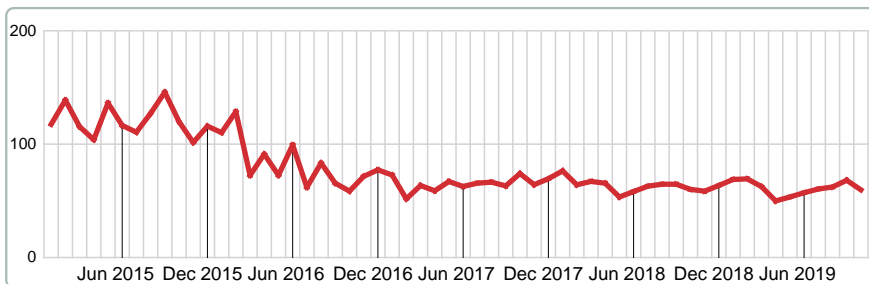
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

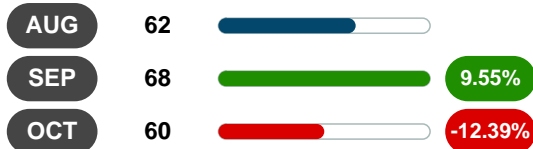


### 3 MONTHS

5 year OCT AVG = 74

High Sep 2015 146 Low Apr 2019 50

Average Days on Market to Sale this month at 60 below the 5 yr OCT average of 74



### 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
\$20,000 and less	5	5.62%	76	100	31	50	0
\$20,001 - \$50,000	15	16.85%	66	100	56	31	0
\$50,001 - \$80,000	13	14.61%	63	84	57	0	0
\$80,001 - \$150,000	23	25.84%	77	92	77	18	0
\$150,001 - \$200,000	13	14.61%	46	44	47	55	0
\$200,001 - \$300,000	11	12.36%	39	1	66	27	0
\$300,001 and up	9	10.11%	35	8	22	13	179
Average Closed DOM	60			75	60	27	179
Total Closed Units	89	100%	60	20	55	13	1
Total Closed Volume	12,843,951			2.08M	7.39M	3.04M	331.00K



# October 2019



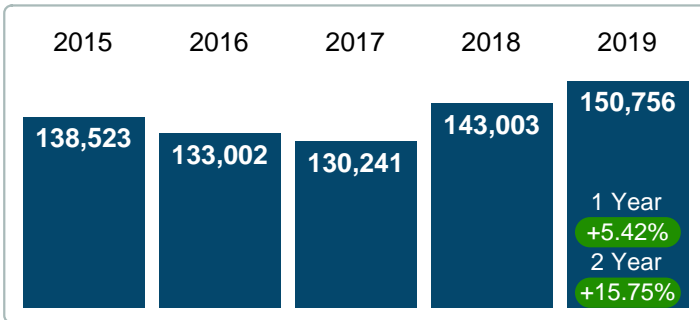
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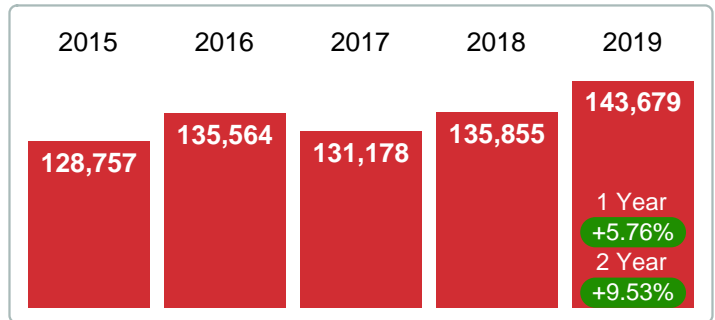
## AVERAGE LIST PRICE AT CLOSING

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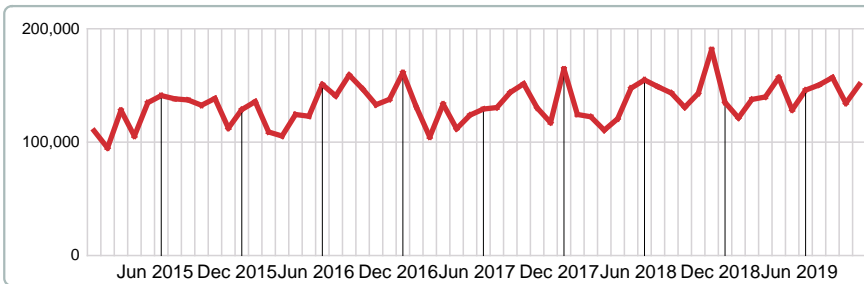
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

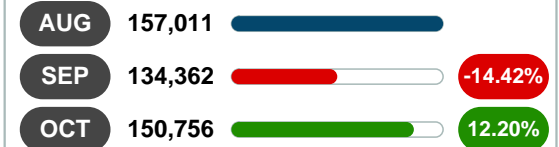


### 3 MONTHS

5 year OCT AVG = 139,105

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

Average List Price at Closing this month at **150,756** above the 5 yr OCT average of **139,105**



### 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
\$25,000 and less	5.62%	19,530	22,413	23,667	25,000	0
\$25,001 - \$50,000	15.73%	36,607	36,800	43,013	44,900	0
\$50,001 - \$75,000	13.48%	69,167	67,967	71,614	0	0
\$75,001 - \$150,000	26.97%	114,550	117,975	111,533	139,900	0
\$150,001 - \$200,000	11.24%	171,920	198,475	181,813	184,900	0
\$200,001 - \$300,000	15.73%	242,693	269,000	265,750	255,950	0
\$300,001 and up	11.24%	411,100	315,000	482,000	396,000	341,000
<b>Average List Price</b>		<b>150,756</b>	<b>112,688</b>	<b>140,075</b>	<b>239,877</b>	<b>341,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>150,756</b>	<b>20</b>	<b>55</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,417,250</b>	<b>2.25M</b>	<b>7.70M</b>	<b>3.12M</b>	<b>341.00K</b>



# October 2019



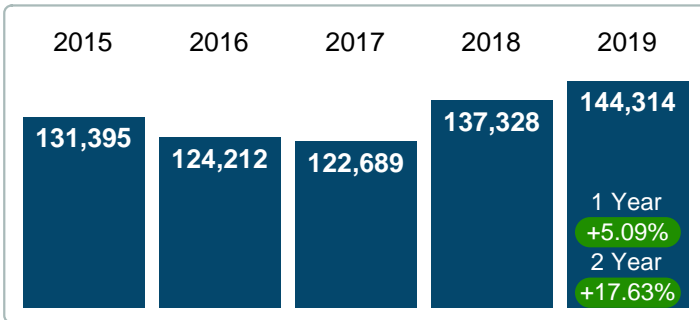
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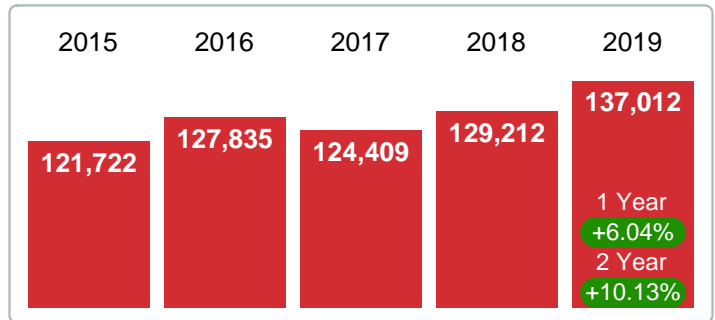
## AVERAGE SOLD PRICE AT CLOSING

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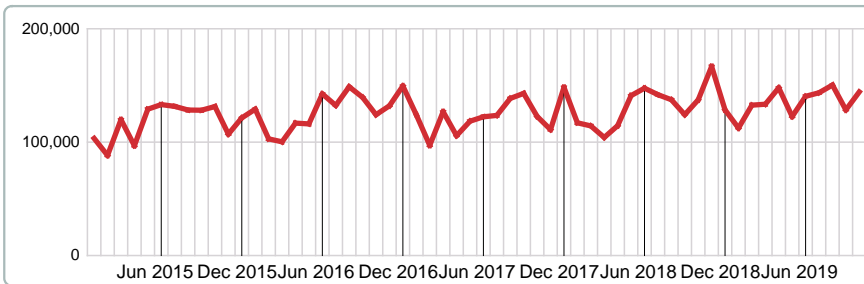
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

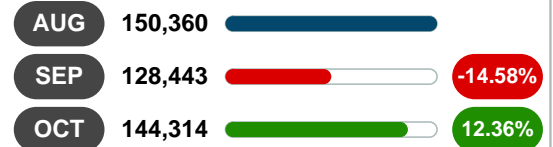


### 3 MONTHS

5 year OCT AVG = 131,988

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

Average Sold Price at Closing this month at **144,314** above the 5 yr OCT average of **131,988**



### 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
\$20,000 and less	5.62%	16,450	17,417	12,000	18,000	0
\$20,001 - \$50,000	16.85%	34,013	29,100	35,130	42,500	0
\$50,001 - \$80,000	14.61%	69,377	64,167	70,940	0	0
\$80,001 - \$150,000	25.84%	113,317	114,500	111,572	140,000	0
\$150,001 - \$200,000	14.61%	173,854	172,250	174,013	179,000	0
\$200,001 - \$300,000	12.36%	252,309	269,000	249,125	251,650	0
\$300,001 and up	10.11%	411,978	302,500	481,075	383,333	331,000
<b>Average Sold Price</b>		<b>144,314</b>	<b>103,983</b>	<b>134,435</b>	<b>233,800</b>	<b>331,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>144,314</b>	<b>20</b>	<b>55</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,843,951</b>	<b>2.08M</b>	<b>7.39M</b>	<b>3.04M</b>	<b>331.00K</b>

# October 2019



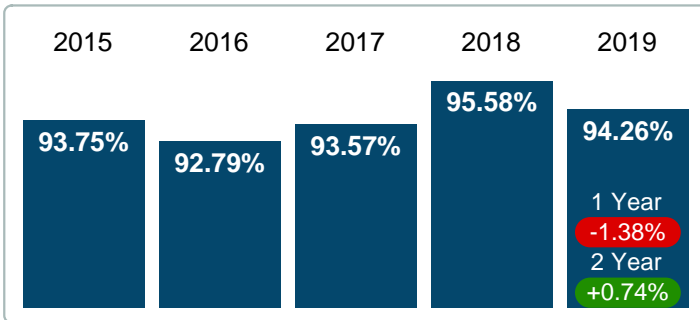
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



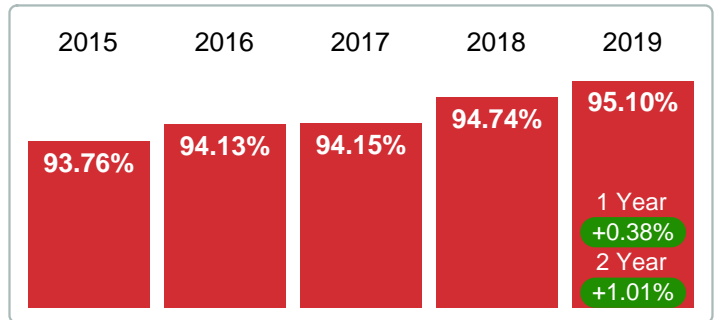
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

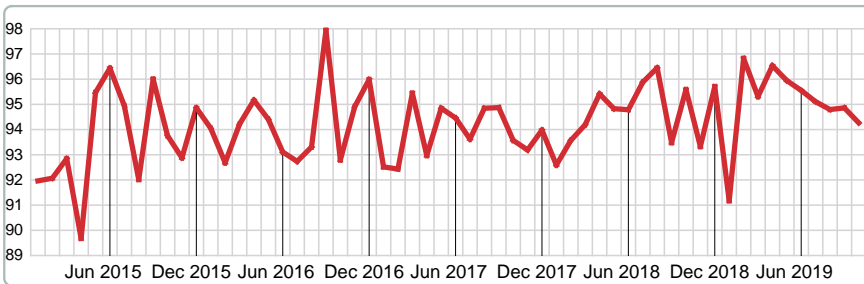
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

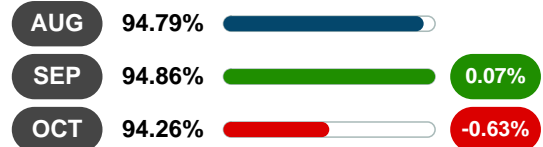


### 3 MONTHS

5 year OCT AVG = 93.99%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **94.26%** equal to 5 yr OCT average of **93.99%**



## 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
\$20,000 and less	5	5.62%	87.89%	89.15%	100.00%	72.00%	0.00%
\$20,001 - \$50,000	15	16.85%	87.50%	83.70%	88.30%	94.65%	0.00%
\$50,001 - \$80,000	13	14.61%	96.95%	94.69%	97.63%	0.00%	0.00%
\$80,001 - \$150,000	23	25.84%	96.10%	97.94%	95.47%	100.07%	0.00%
\$150,001 - \$200,000	13	14.61%	93.48%	87.65%	95.98%	96.81%	0.00%
\$200,001 - \$300,000	11	12.36%	97.09%	100.00%	94.51%	98.32%	0.00%
\$300,001 and up	9	10.11%	98.19%	96.03%	99.86%	97.06%	97.07%
Average Sold/List Ratio		94.30%		91.24%	94.96%	95.74%	97.07%
Total Closed Units		89	100%	20	55	13	1
Total Closed Volume		12,843,951		2.08M	7.39M	3.04M	331.00K

# October 2019



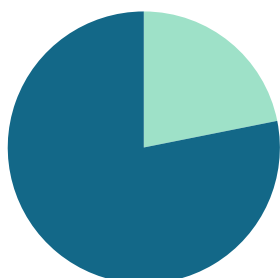
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

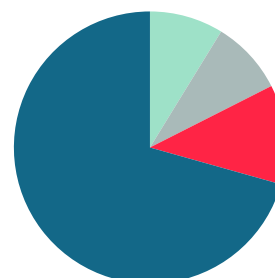


**Inventory**  
 New Listings  
**202 = 21.86%**  
 Start Inventory  
**722**  
 Total Inventory Units  
**924**  
 Volume  
**\$200,350,831**

### Market Activity

Closed Sales  
**89 = 8.77%**  
 Pending Sales  
**89 = 8.77%**  
 Other Off Market  
**120 = 11.82%**  
 Active Inventory  
**717 = 70.64%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	97	89	-8.25%	862	938	8.82%
Pending Sales	89	89	0.00%	905	977	7.96%
New Listings	171	202	18.13%	2,261	2,120	-6.24%
Average List Price	143,003	150,756	5.42%	135,855	143,679	5.76%
Average Sale Price	137,328	144,314	5.09%	129,212	137,012	6.04%
Average Percent of Selling Price to List Price	95.58%	94.26%	-1.38%	94.74%	95.10%	0.38%
Average Days on Market to Sale	60.12	59.70	-0.71%	63.22	60.48	-4.33%
Monthly Inventory	865	717	-17.11%	865	717	-17.11%
Months Supply of Inventory	10.01	7.76	-22.49%	10.01	7.76	-22.49%

**Absorption:** Last 12 months, an Average of **92** Sales/Month

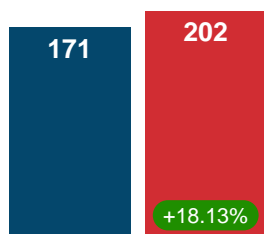
**Inventory** on October 31, 2019 = **717**

**2018** **2019**

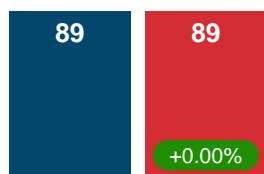
### OCTOBER MARKET

### AVERAGE PRICES

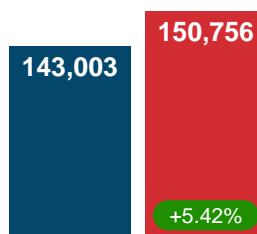
#### New Listings



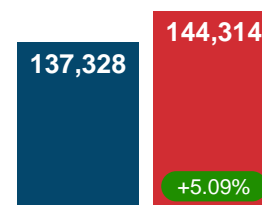
#### Pending Listings



#### List Price



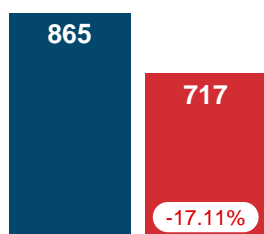
#### Sale Price



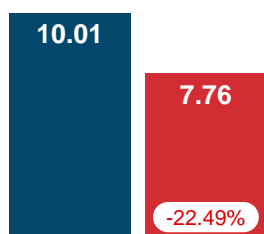
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

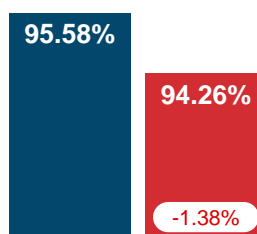
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

