

# October 2019



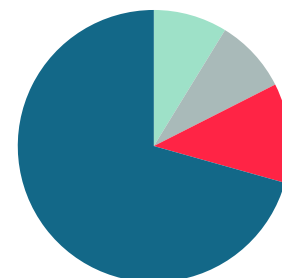
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	124,900	115,000	-7.93%
Median Sale Price	115,000	113,900	-0.96%
Median Percent of Selling Price to List Price	96.43%	96.49%	0.06%
Median Days on Market to Sale	50.00	34.00	-32.00%
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.

#### 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 **0.96%** in October 2019 to \$113,900 versus the previous year at \$115,000.

#### Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 16.00 days or **32.00%** in October 2019 compared to last year's same month at **50.00** DOM.

#### Sales Success for October 2019 is Positive

Overall, with Median Prices falling 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>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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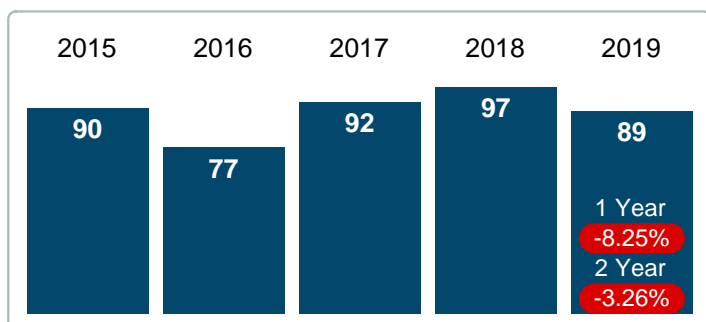
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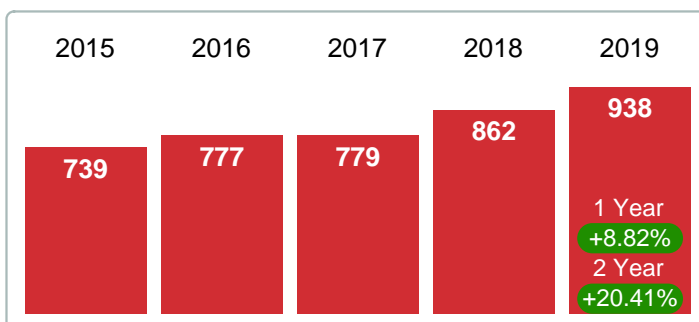
## CLOSED LISTINGS

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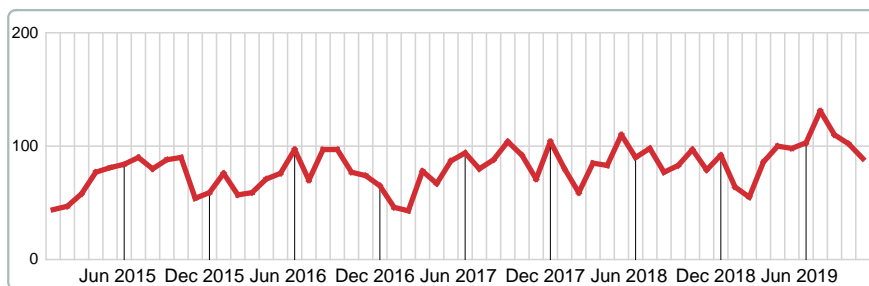
### OCTOBER



### YEAR TO DATE (YTD)

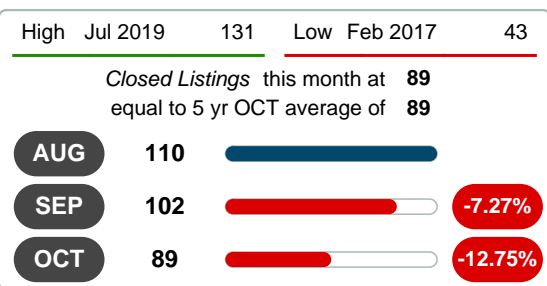


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 89



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	5.62%	50.0	3	1	1	0
\$20,001 - \$50,000	15	16.85%	61.0	4	10	1	0
\$50,001 - \$80,000	13	14.61%	31.0	3	10	0	0
\$80,001 - \$150,000	23	25.84%	74.0	4	18	1	0
\$150,001 - \$200,000	13	14.61%	32.0	4	8	1	0
\$200,001 - \$300,000	11	12.36%	12.0	1	4	6	0
\$300,001 and up	9	10.11%	8.0	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>34.0</b>	<b>2.08M</b>	<b>7.39M</b>	<b>3.04M</b>	<b>331.00K</b>
<b>Median Closed Price</b>	<b>\$113,900</b>			<b>\$75,500</b>	<b>\$100,000</b>	<b>\$249,000</b>	<b>\$331,000</b>

# October 2019



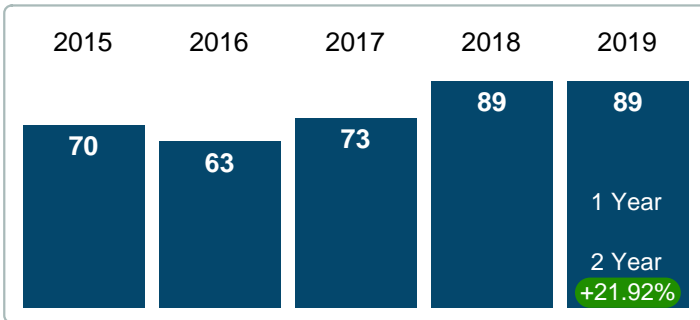
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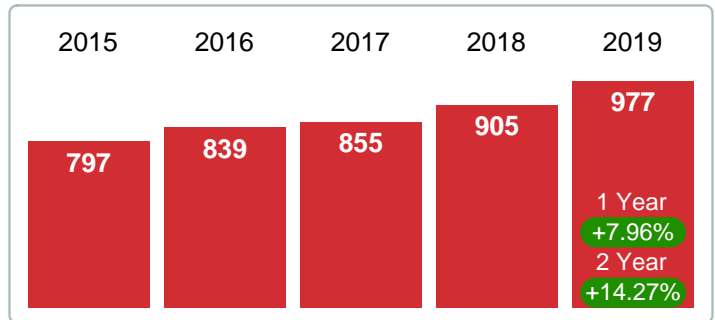
## PENDING LISTINGS

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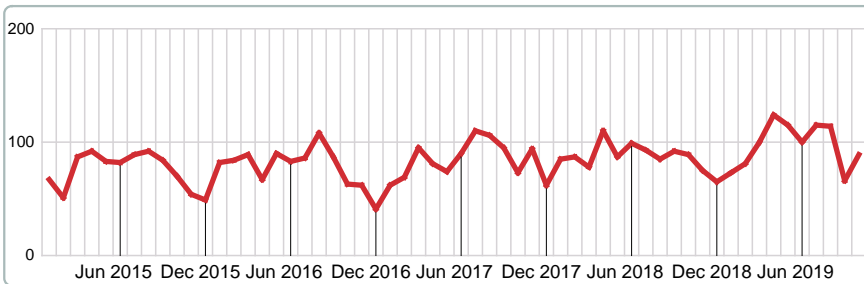
### OCTOBER



### YEAR TO DATE (YTD)

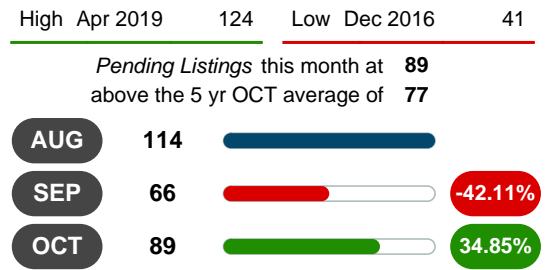


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 77



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	4.49%	18.0	2	1	1	0
\$30,001 - \$60,000	15	16.85%	38.0	8	7	0	0
\$60,001 - \$100,000	13	14.61%	53.0	3	9	0	1
\$100,001 - \$140,000	22	24.72%	47.0	3	16	2	1
\$140,001 - \$210,000	16	17.98%	66.5	1	14	0	1
\$210,001 - \$320,000	11	12.36%	39.0	0	4	7	0
\$320,001 and up	8	8.99%	17.5	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>42.0</b>	<b>1.17M</b>	<b>8.23M</b>	<b>3.52M</b>	<b>388.90K</b>
<b>Median Listing Price</b>	<b>\$119,500</b>			<b>\$58,500</b>	<b>\$119,700</b>	<b>\$289,900</b>	<b>\$140,000</b>

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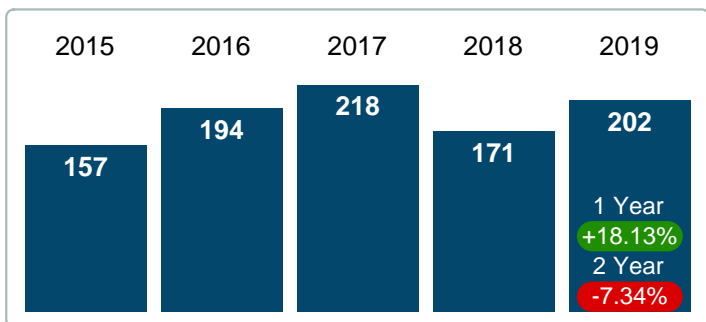
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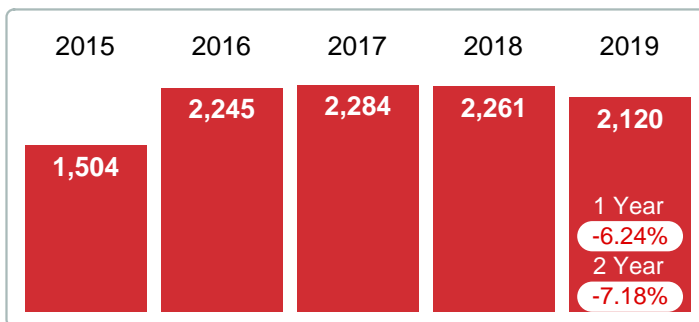
## NEW LISTINGS

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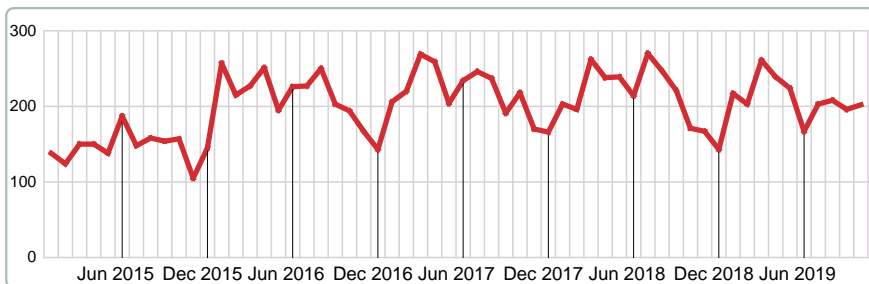
### OCTOBER



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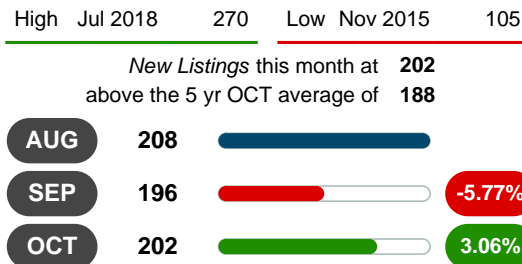


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$40,000 and less	20	9.90%	11	8	1	0
\$40,001 - \$60,000	17	8.42%	3	12	2	0
\$60,001 - \$100,000	35	17.33%	10	22	3	0
\$100,001 - \$180,000	55	27.23%	6	39	7	3
\$180,001 - \$290,000	26	12.87%	5	16	4	1
\$290,001 - \$460,000	27	13.37%	4	13	9	1
\$460,001 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>Median New Listed Listing Price</b>	<b>\$134,000</b>		<b>\$91,200</b>	<b>\$120,000</b>	<b>\$339,000</b>	<b>\$312,500</b>

# October 2019



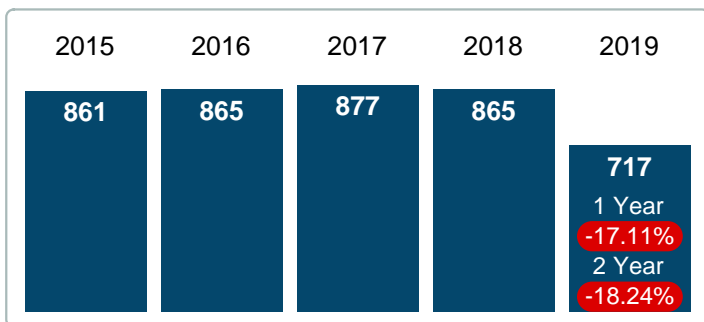
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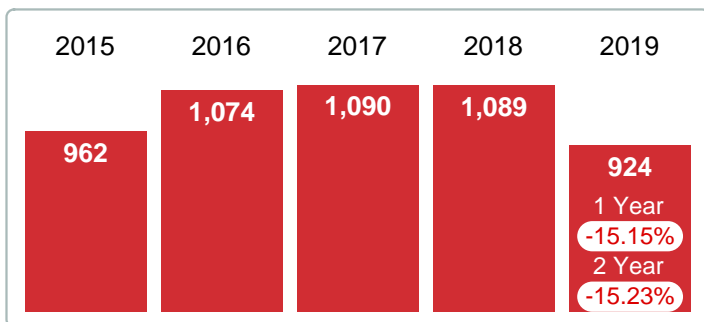
## ACTIVE INVENTORY

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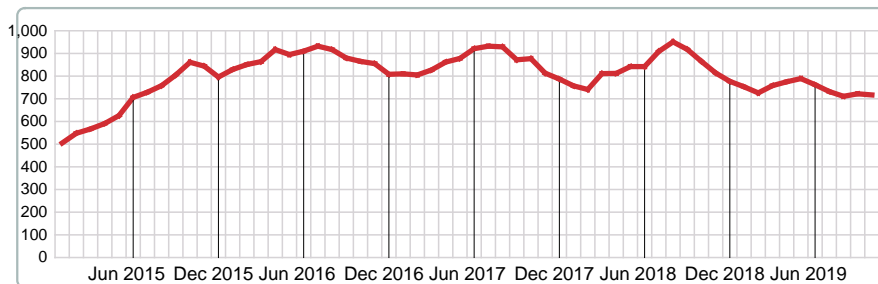
### END OF OCTOBER



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	67	9.34%	57.0	30	31	5	1
\$50,001 - \$70,000	66	9.21%	58.0	26	35	5	0
\$70,001 - \$110,000	118	16.46%	66.0	29	72	17	0
\$110,001 - \$180,000	190	26.50%	77.0	25	124	35	6
\$180,001 - \$280,000	113	15.76%	72.0	18	62	24	9
\$280,001 - \$450,000	91	12.69%	56.0	14	46	26	5
\$450,001 and up	72	10.04%	76.0	3	26	32	11
Total Active Inventory by Units		717		145	396	144	32
Total Active Inventory by Volume		157,364,032	100%	19.19M	75.56M	42.81M	19.80M
Median Active Inventory Listing Price		\$147,900		\$92,000	\$138,500	\$222,450	\$284,500

# 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

### 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 <b>inf</b> equal to 5 yr OCT average of <b>inf</b>			
<b>AUG</b>	inf		%
<b>SEP</b>	inf		%
<b>OCT</b>	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>67</b>		9.34%	3.64	4.00	3.23	3.75	0.00	
\$50,001 - \$70,000	<b>66</b>		9.21%	6.89	8.67	5.60	20.00	0.00	
\$70,001 - \$110,000	<b>118</b>		16.46%	6.18	6.57	5.96	7.29	0.00	
\$110,001 - \$180,000	<b>190</b>		26.50%	8.44	13.04	7.44	10.24	12.00	
\$180,001 - \$280,000	<b>113</b>		15.76%	7.84	15.43	6.83	6.13	36.00	
\$280,001 - \$450,000	<b>91</b>		12.69%	13.82	84.00	12.55	12.00	8.57	
\$450,001 and up	<b>72</b>		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%	7.76	145	396	144	32

# October 2019



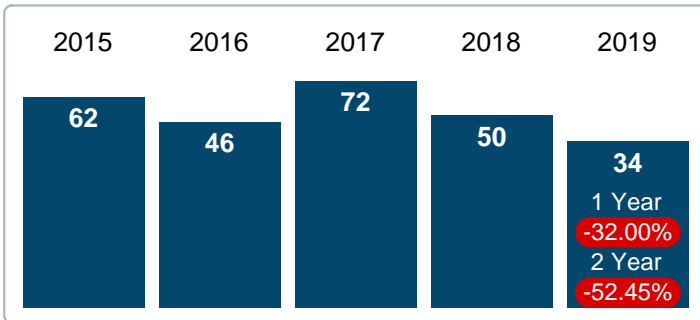
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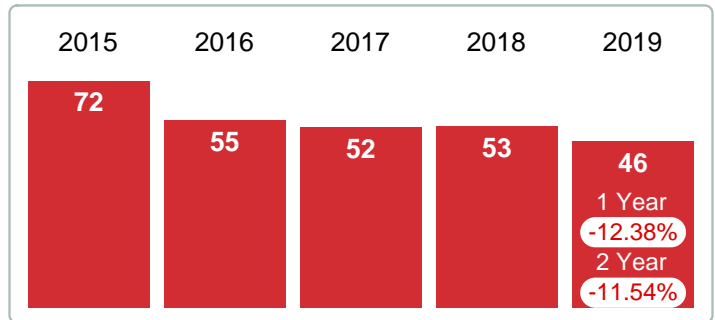
## MEDIAN DAYS ON MARKET TO SALE

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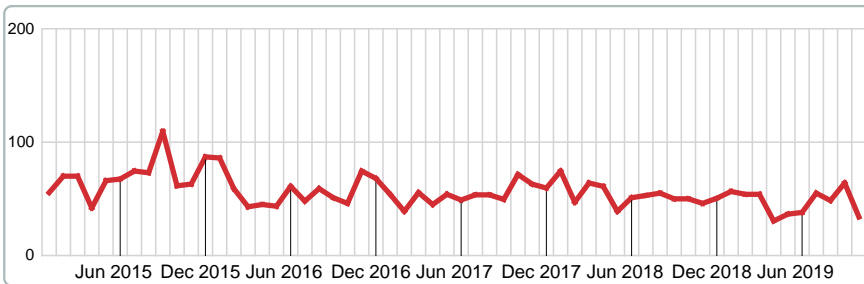
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

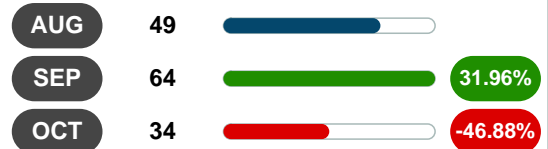


### 3 MONTHS

5 year OCT AVG = 53

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 34 below the 5 yr OCT 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
\$20,000 and less	5.62%	50	114	31	50	0
\$20,001 - \$50,000	16.85%	61	101	40	31	0
\$50,001 - \$80,000	14.61%	31	42	24	0	0
\$80,001 - \$150,000	25.84%	74	100	76	18	0
\$150,001 - \$200,000	14.61%	32	24	33	55	0
\$200,001 - \$300,000	12.36%	12	1	68	11	0
\$300,001 and up	10.11%	8	8	17	5	179
<b>Median Closed DOM</b>		<b>34</b>	<b>63</b>	<b>34</b>	<b>18</b>	<b>179</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>34.0</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



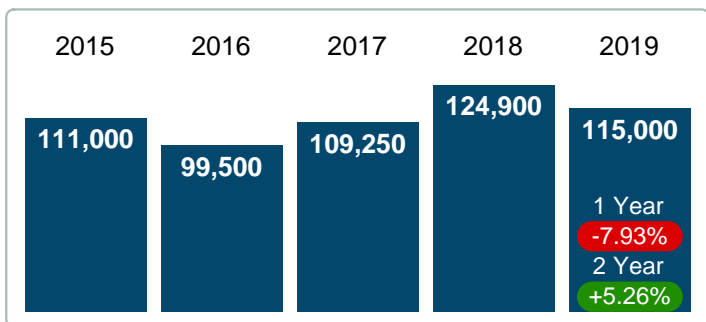
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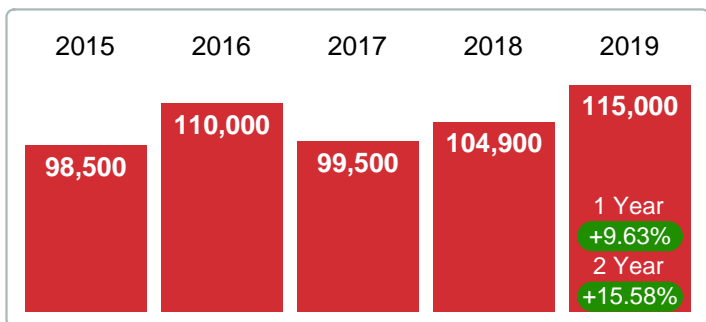
## MEDIAN LIST PRICE AT CLOSING

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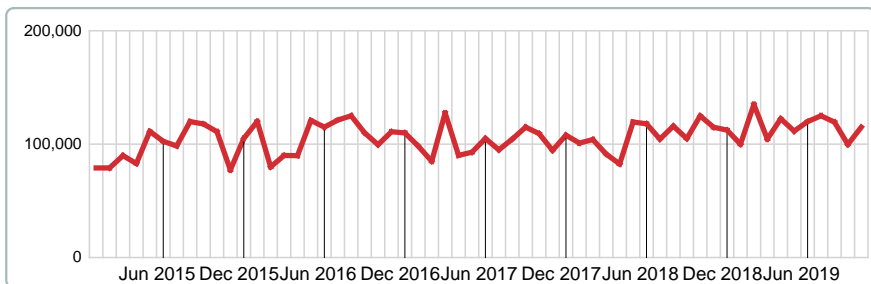
### OCTOBER



### YEAR TO DATE (YTD)

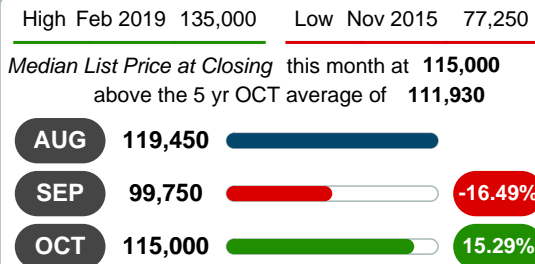


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 111,930



## 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
\$20,000 and less	3	15,750	17,875	12,000	0	0
\$20,001 - \$50,000	16	34,950	34,900	36,400	34,950	0
\$50,001 - \$80,000	13	72,000	72,450	72,000	0	0
\$80,001 - \$150,000	23	113,900	121,000	109,400	139,900	0
\$150,001 - \$200,000	10	169,000	159,900	169,000	184,900	0
\$200,001 - \$300,000	14	239,500	240,000	220,000	254,450	0
\$300,001 and up	10	399,000	315,000	399,000	399,000	341,000
<b>Median List Price</b>		<b>115,000</b>	<b>75,000</b>	<b>104,900</b>	<b>249,000</b>	<b>341,000</b>
<b>Total Closed Units</b>	<b>89</b>	<b>100%</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



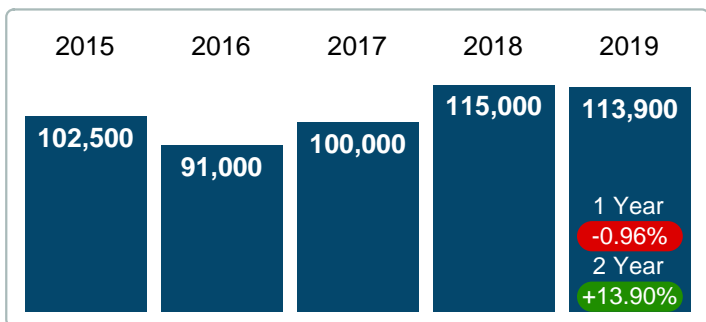
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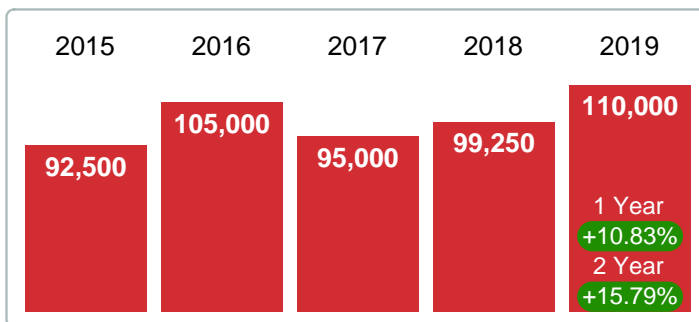
## MEDIAN SOLD PRICE AT CLOSING

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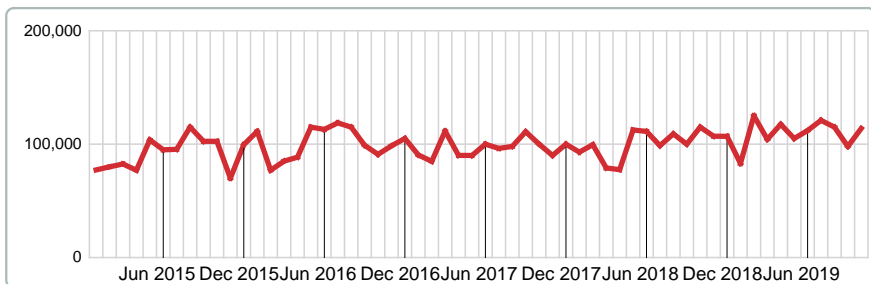
### OCTOBER



### YEAR TO DATE (YTD)

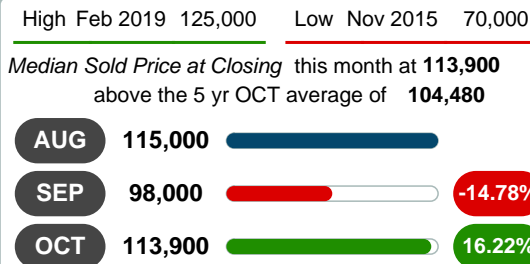


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 104,480



## 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
\$20,000 and less	5	5.62%	16,251	16,251	12,000	18,000	0
\$20,001 - \$50,000	15	16.85%	34,900	29,250	37,450	42,500	0
\$50,001 - \$80,000	13	14.61%	68,000	67,000	69,750	0	0
\$80,001 - \$150,000	23	25.84%	113,900	112,500	113,450	140,000	0
\$150,001 - \$200,000	13	14.61%	169,000	165,000	168,000	179,000	0
\$200,001 - \$300,000	11	12.36%	261,000	269,000	249,000	255,000	0
\$300,001 and up	9	10.11%	385,500	302,500	460,000	380,000	331,000
Median Sold Price			113,900	75,500	100,000	249,000	331,000
Total Closed Units		100%	89	20	55	13	1
Total Closed Volume			12,843,951	2.08M	7.39M	3.04M	331.00K

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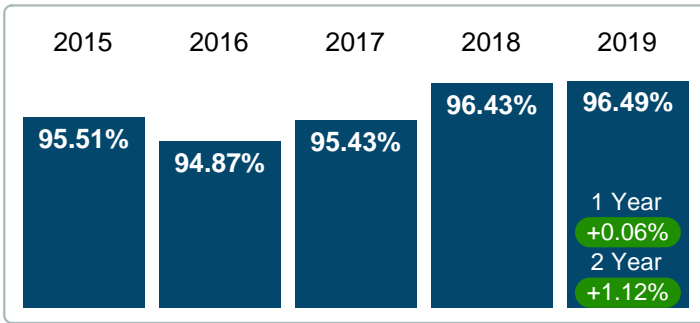
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



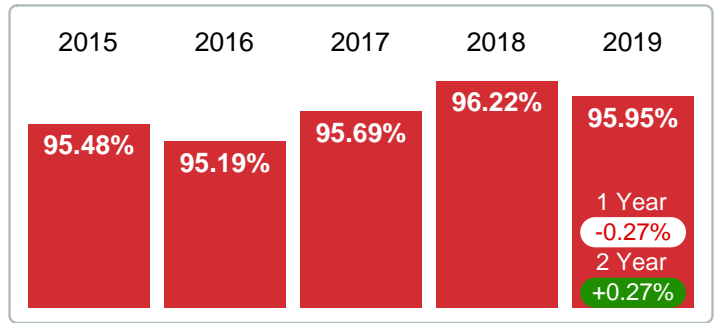
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

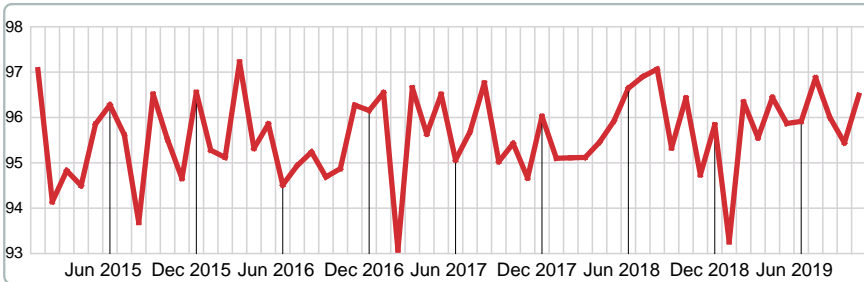
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

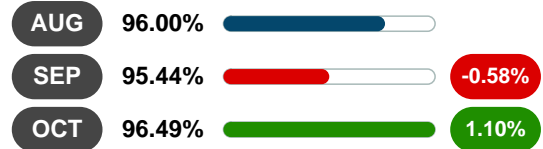


### 3 MONTHS

5 year OCT AVG = 95.75%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.49%**  
equal to 5 yr OCT average of **95.75%**



## 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
\$20,000 and less	5	5.62%	100.00%	100.00%	100.00%	72.00%	0.00%
\$20,001 - \$50,000	15	16.85%	94.12%	80.37%	94.88%	94.65%	0.00%
\$50,001 - \$80,000	13	14.61%	96.53%	97.28%	95.83%	0.00%	0.00%
\$80,001 - \$150,000	23	25.84%	96.30%	97.69%	95.31%	100.07%	0.00%
\$150,001 - \$200,000	13	14.61%	95.43%	84.91%	96.53%	96.81%	0.00%
\$200,001 - \$300,000	11	12.36%	98.17%	100.00%	96.47%	99.09%	0.00%
\$300,001 and up	9	10.11%	97.07%	96.03%	99.41%	95.95%	97.07%
Median Sold/List Ratio		96.49%		96.43%	96.15%	96.81%	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



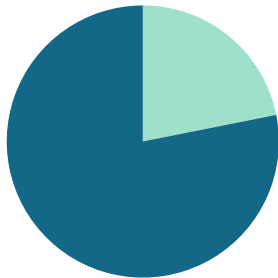
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

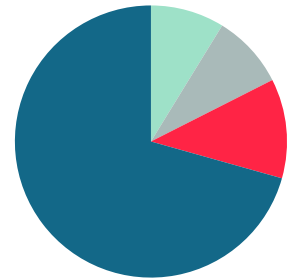


**Inventory**  
 New Listings  
**202 = 21.86%**  
 Start Inventory  
**722**  
 Total Inventory Units  
**924**  
 Volume  
**\$200,350,831**

### 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%
Median List Price	124,900	115,000	-7.93%	104,900	115,000	9.63%
Median Sale Price	115,000	113,900	-0.96%	99,250	110,000	10.83%
Median Percent of Selling Price to List Price	96.43%	96.49%	0.06%	96.22%	95.95%	-0.27%
Median Days on Market to Sale	50.00	34.00	-32.00%	52.50	46.00	-12.38%
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

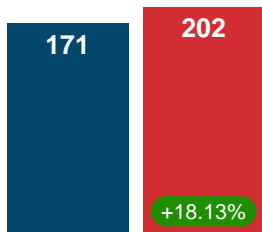
**Inventory** on October 31, 2019 = **717**

**2018** **2019**

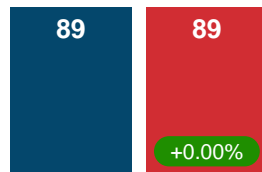
### OCTOBER MARKET

### MEDIAN PRICES

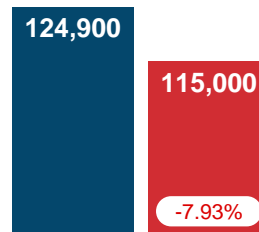
#### New Listings



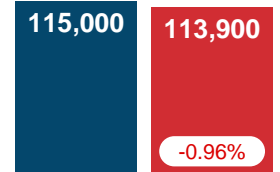
#### Pending Listings



#### List Price



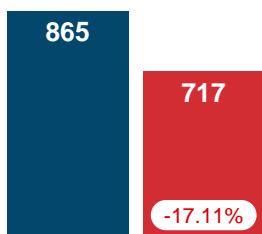
#### Sale Price



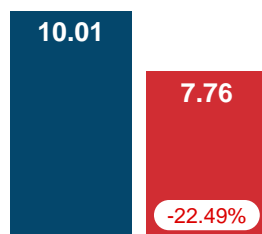
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

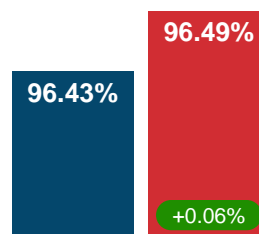
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

