

September 2019



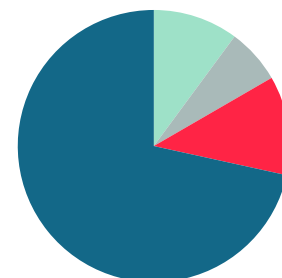
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	83	102	22.89%
Pending Listings	92	66	-28.26%
New Listings	221	196	-11.31%
Average List Price	130,712	134,362	2.79%
Average Sale Price	124,233	128,443	3.39%
Average Percent of Selling Price to List Price	93.48%	94.86%	1.47%
Average Days on Market to Sale	64.66	68.14	5.37%
End of Month Inventory	918	722	-21.35%
Months Supply of Inventory	10.67	7.76	-27.34%



■ Closed (10.11%)
■ Pending (6.54%)
■ Other OffMarket (11.79%)
■ Active (71.56%)

Absorption: Last 12 months, an Average of **93** Sales/Month
Active Inventory as of September 30, 2019 = **722**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **21.35%** to 722 existing homes available for sale. Over the last 12 months this area has had an average of 93 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 **3.39%** in September 2019 to \$128,443 versus the previous year at \$124,233.

Average Days on Market Lengthens

The average number of **68.14** days that homes spent on the market before selling increased by 3.47 days or **5.37%** in September 2019 compared to last year's same month at **64.66** DOM.

Sales Success for September 2019 is Positive

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

There were 196 New Listings in September 2019, down **11.31%** from last year at 221. Furthermore, there were 102 Closed Listings this month versus last year at 83, a **22.89%** increase.

Closed versus Listed trends yielded a **52.0%** ratio, up from previous year's, September 2018, at **37.6%**, a **38.57%** 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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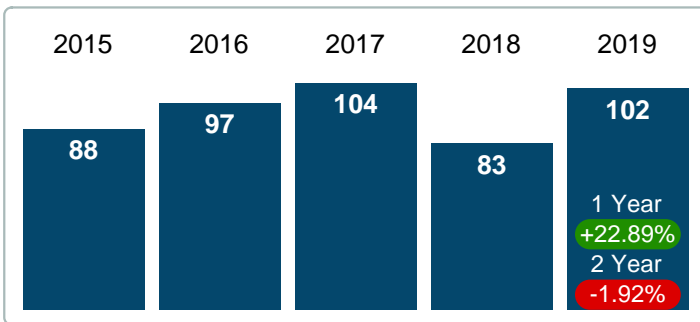
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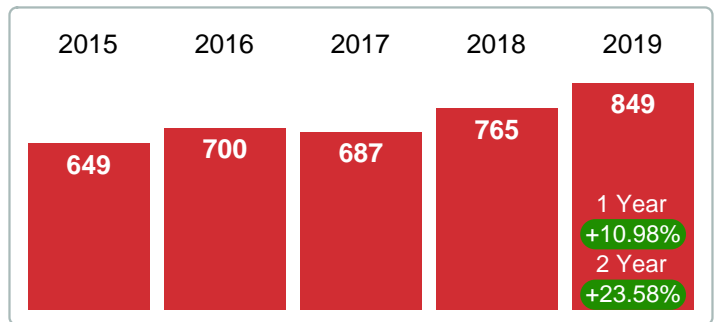
CLOSED LISTINGS

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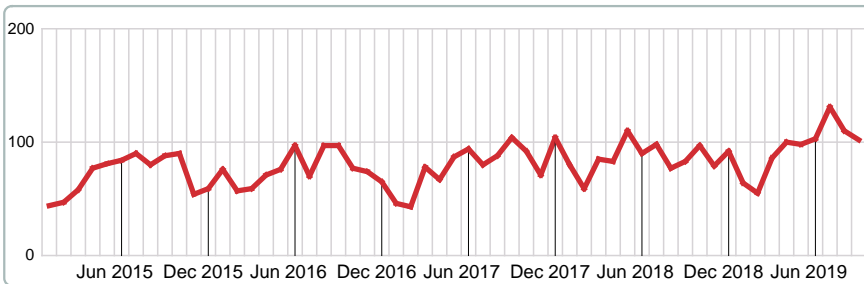
SEPTEMBER



YEAR TO DATE (YTD)

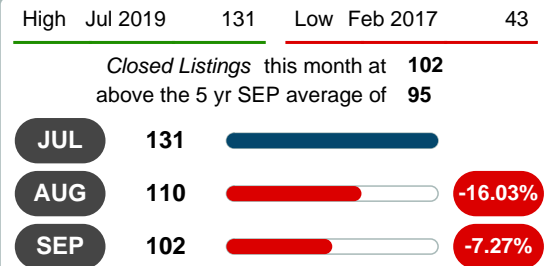


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 95



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	5	4.90%	56.0	3	2	0	0
\$30,001 - \$50,000	16	15.69%	40.7	8	6	2	0
\$50,001 - \$80,000	20	19.61%	103.9	7	10	2	1
\$80,001 - \$110,000	18	17.65%	77.2	4	10	4	0
\$110,001 - \$180,000	22	21.57%	56.3	1	19	2	0
\$180,001 - \$230,000	8	7.84%	78.0	1	6	1	0
\$230,001 and up	13	12.75%	53.1	0	5	6	2
Total Closed Units	102			24	58	17	3
Total Closed Volume	13,101,198	100%	68.1	1.57M	7.29M	3.06M	1.18M
Average Closed Price	\$128,443			\$65,442	\$125,669	\$179,988	\$394,000

September 2019



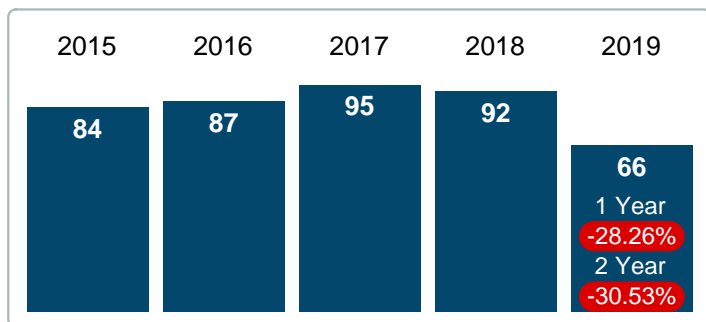
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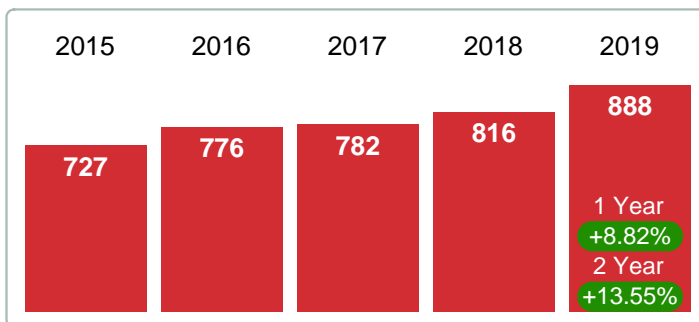
PENDING LISTINGS

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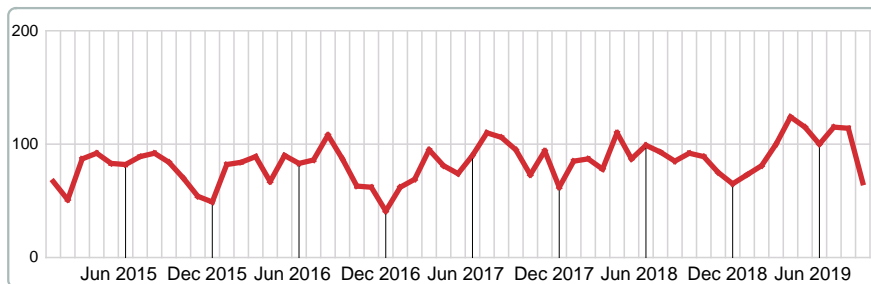
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

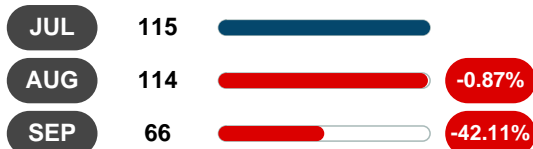


3 MONTHS

5 year SEP AVG = 85

High Apr 2019 124 Low Dec 2016 41

Pending Listings this month at **66**
 below the 5 yr SEP average of **85**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.55%	116.7	3	0	0	0
\$25,001 - \$50,000	8	12.12%	53.1	1	7	0	0
\$50,001 - \$75,000	9	13.64%	57.9	3	5	1	0
\$75,001 - \$150,000	21	31.82%	58.0	4	14	2	1
\$150,001 - \$225,000	10	15.15%	60.8	4	5	1	0
\$225,001 - \$325,000	8	12.12%	42.6	2	5	1	0
\$325,001 and up	7	10.61%	50.1	0	3	3	1
Total Pending Units	66			17	39	8	2
Total Pending Volume	9,960,050	100%	57.8	2.04M	5.52M	1.85M	556.00K
Average Listing Price	\$150,910			\$119,706	\$141,445	\$231,588	\$278,000

September 2019



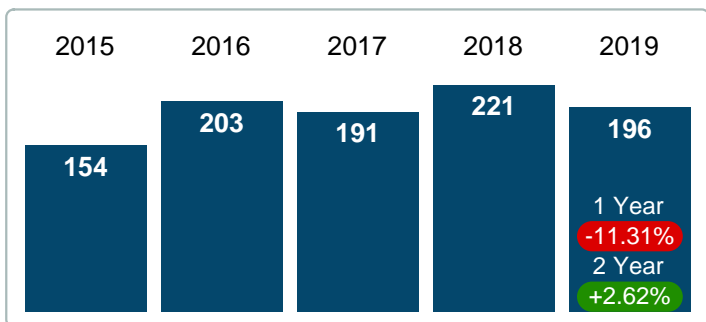
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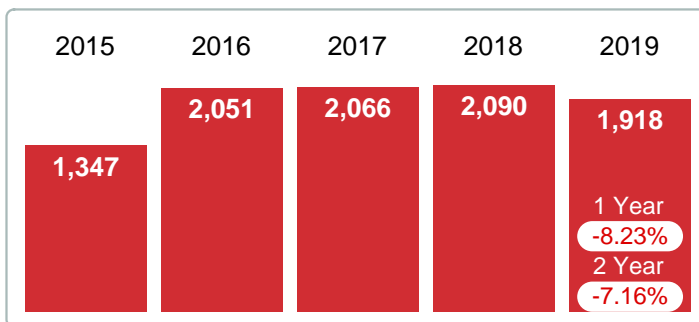
NEW LISTINGS

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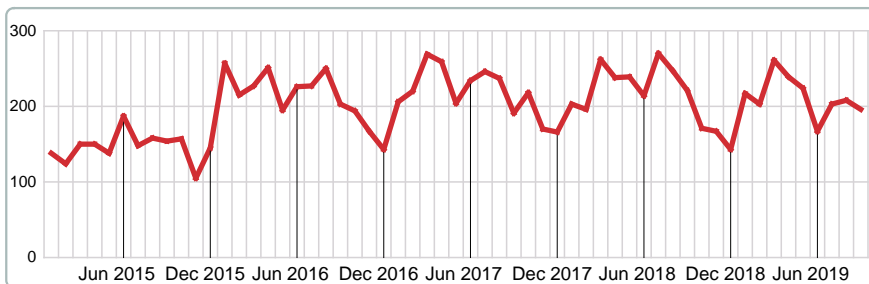
SEPTEMBER



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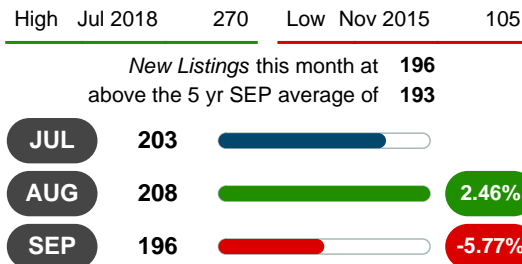


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 193



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	8.67%	6	11	0	0
\$50,001 - \$70,000	22	11.22%	11	9	2	0
\$70,001 - \$100,000	32	16.33%	6	22	3	1
\$100,001 - \$170,000	45	22.96%	4	30	9	2
\$170,001 - \$260,000	33	16.84%	6	19	6	2
\$260,001 - \$350,000	28	14.29%	6	10	11	1
\$350,001 and up	19	9.69%	0	8	7	4
Total New Listed Units	196		39	109	38	10
Total New Listed Volume	40,866,716	100%	5.08M	22.33M	9.75M	3.70M
Average New Listed Listing Price	\$146,831		\$130,259	\$204,863	\$256,703	\$370,180

September 2019



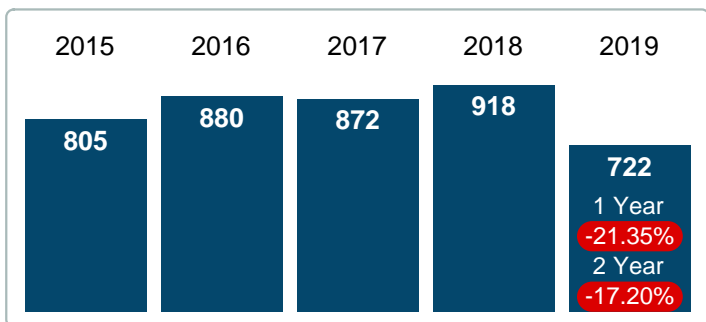
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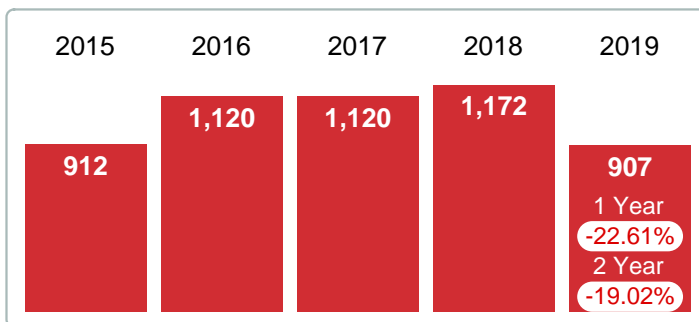
ACTIVE INVENTORY

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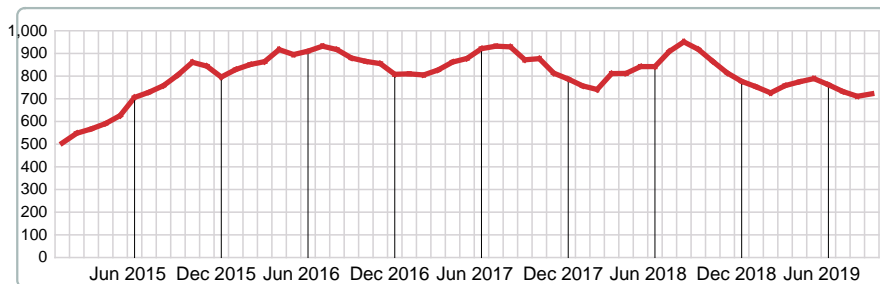
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 839

High Aug 2018 951 Low Jan 2015 505

Inventory this month at **722**
 below the 5 yr SEP average of **839**

JUL	732	<div style="width: 87%;"></div>
AUG	711	<div style="width: 85%; background-color: red;"></div> -2.87%
SEP	722	<div style="width: 86%; background-color: green;"></div> 1.55%

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	66	9.14%	83.6	33	27	5	1
\$50,001 - \$75,000	77	10.66%	73.9	30	39	8	0
\$75,001 - \$100,000	91	12.60%	99.4	23	55	12	1
\$100,001 - \$175,000	196	27.15%	88.8	26	130	35	5
\$175,001 - \$275,000	129	17.87%	73.4	17	73	31	8
\$275,001 - \$425,000	89	12.33%	74.9	11	43	31	4
\$425,001 and up	74	10.25%	94.9	4	30	31	9
Total Active Inventory by Units	722			144	397	153	28
Total Active Inventory by Volume	158,591,487	100%	84.2	18.24M	78.00M	46.11M	16.24M
Average Active Inventory Listing Price	\$219,656			\$126,676	\$196,478	\$301,372	\$579,947

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MONTHS SUPPLY of INVENTORY (MSI)

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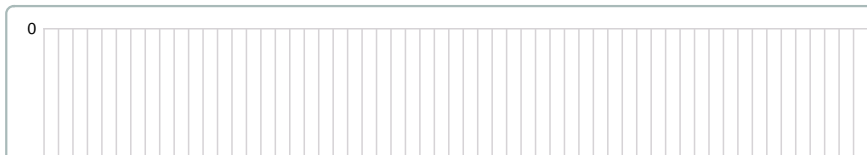
MSI FOR SEPTEMBER

2015	2016	2017	2018	2019
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INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
722	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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	66	9.14%	3.63	4.35	2.89	4.00	0.00
\$50,001 - \$70,000	64	8.86%	6.51	8.57	5.05	14.00	0.00
\$70,001 - \$110,000	123	17.04%	6.33	6.64	6.25	6.40	4.00
\$110,001 - \$180,000	193	26.73%	8.55	13.71	7.70	9.77	10.00
\$180,001 - \$270,000	111	15.37%	8.02	14.77	6.38	8.40	48.00
\$270,001 - \$440,000	93	12.88%	12.98	132.00	11.04	14.22	6.00
\$440,001 and up	72	9.97%	34.56	24.00	31.64	45.00	27.00
Market Supply of Inventory (MSI)			7.76	7.89	6.76	10.86	14.00
		100%	7.76				
Total Active Inventory by Units			722	144	397	153	28

September 2019



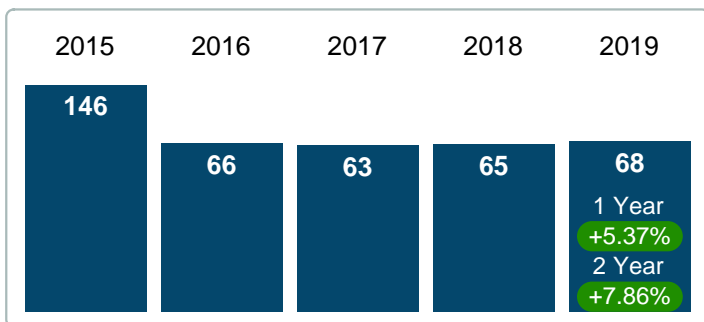
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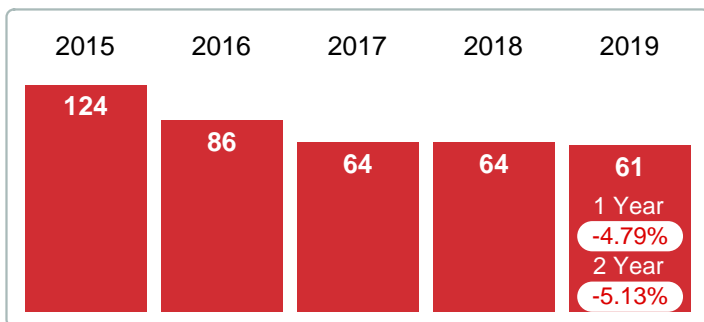
AVERAGE DAYS ON MARKET TO SALE

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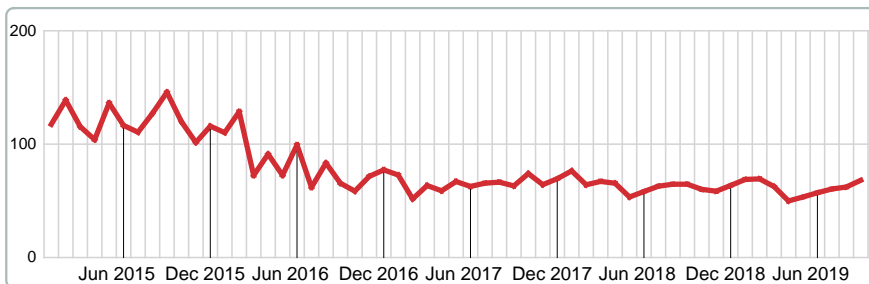
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

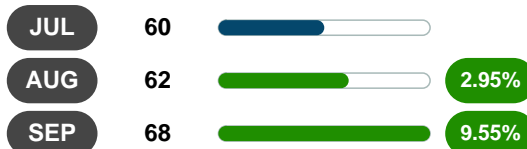


3 MONTHS

5 year SEP AVG = 81

High Sep 2015 146 Low Apr 2019 50

Average Days on Market to Sale this month at 68 below the 5 yr SEP average of 81



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	4.90%	56	86	11	0	0
\$30,001 - \$50,000	15.69%	41	49	41	5	0
\$50,001 - \$80,000	19.61%	104	78	127	125	15
\$80,001 - \$110,000	17.65%	77	76	75	83	0
\$110,001 - \$180,000	21.57%	56	2	55	92	0
\$180,001 - \$230,000	7.84%	78	157	64	84	0
\$230,001 and up	12.75%	53	0	23	78	54
Average Closed DOM		68	69	66	78	41
Total Closed Units	100%	68	24	58	17	3
Total Closed Volume		13,101,198	1.57M	7.29M	3.06M	1.18M

September 2019



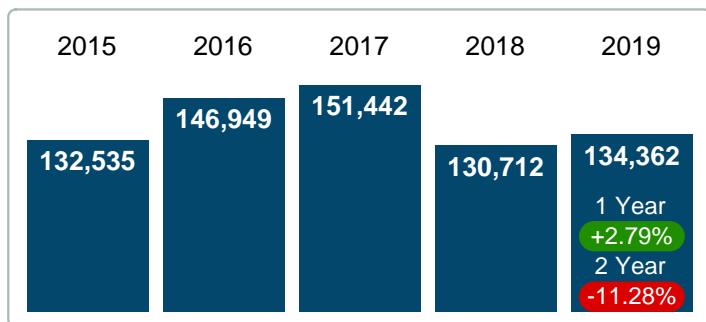
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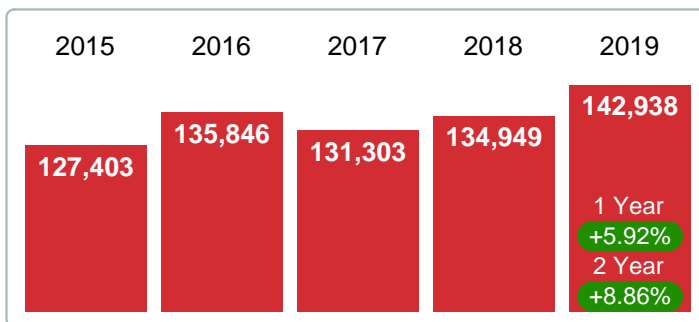
AVERAGE LIST PRICE AT CLOSING

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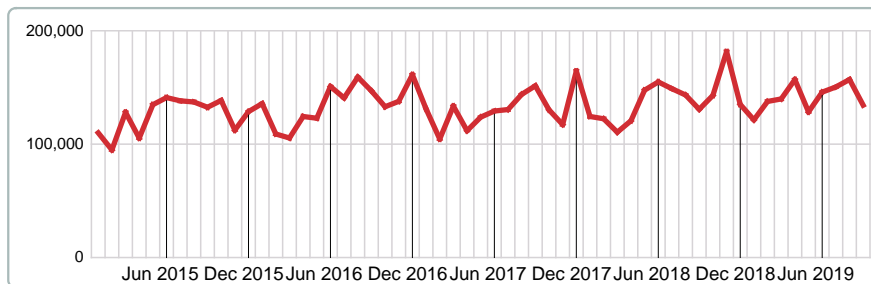
SEPTEMBER



YEAR TO DATE (YTD)

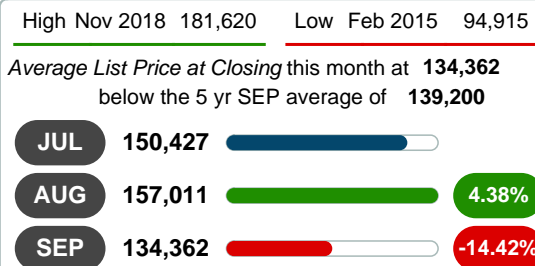


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 139,200



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	3	23,000	29,167	24,250	0	0
\$30,001 - \$50,000	15	41,567	46,713	47,133	42,450	0
\$50,001 - \$80,000	15	66,813	72,329	75,335	87,900	84,900
\$80,001 - \$110,000	23	94,937	98,375	98,800	116,000	0
\$110,001 - \$180,000	23	137,065	125,000	147,453	149,950	0
\$180,001 - \$230,000	11	205,245	199,900	198,483	199,000	0
\$230,001 and up	12	368,042	0	301,380	331,917	573,500
Average List Price		134,362	70,246	130,553	189,124	410,633
Total Closed Units		102	24	58	17	3
Total Closed Volume		13,704,950	1.69M	7.57M	3.22M	1.23M

September 2019



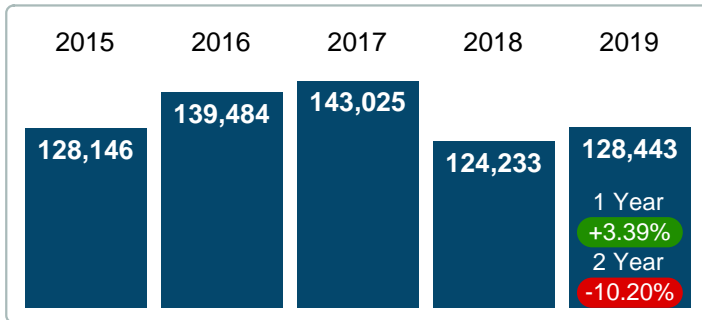
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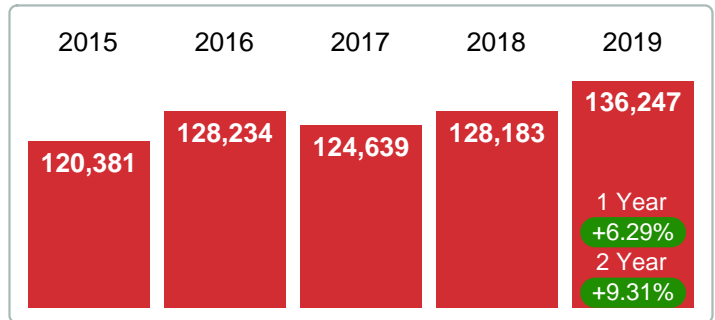
AVERAGE SOLD PRICE AT CLOSING

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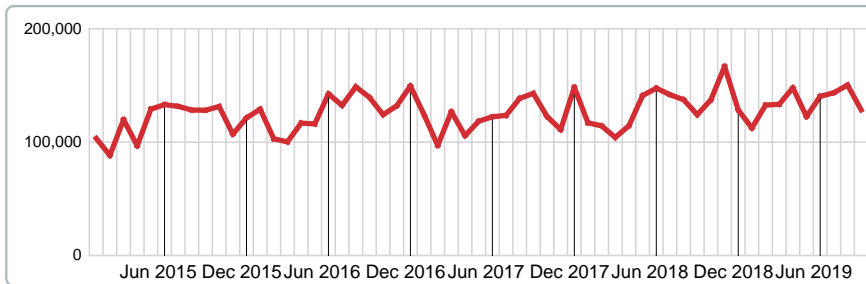
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

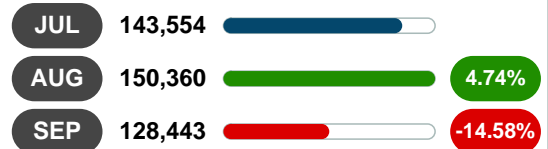


3 MONTHS

5 year SEP AVG = 132,666

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

Average Sold Price at Closing this month at **128,443**
 below the 5 yr SEP average of **132,666**



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	5	4.90%	23,600	24,500	22,250	0	0
\$30,001 - \$50,000	16	15.69%	41,088	40,175	43,333	38,000	0
\$50,001 - \$80,000	20	19.61%	69,742	70,171	67,125	76,200	80,000
\$80,001 - \$110,000	18	17.65%	97,494	92,625	95,840	106,500	0
\$110,001 - \$180,000	22	21.57%	141,486	125,000	141,279	151,700	0
\$180,001 - \$230,000	8	7.84%	197,306	189,000	198,408	199,000	0
\$230,001 and up	13	12.75%	344,992	0	295,980	317,167	551,000
Average Sold Price			128,443	65,442	125,669	179,988	394,000
Total Closed Units		100%	102	24	58	17	3
Total Closed Volume			13,101,198	1.57M	7.29M	3.06M	1.18M

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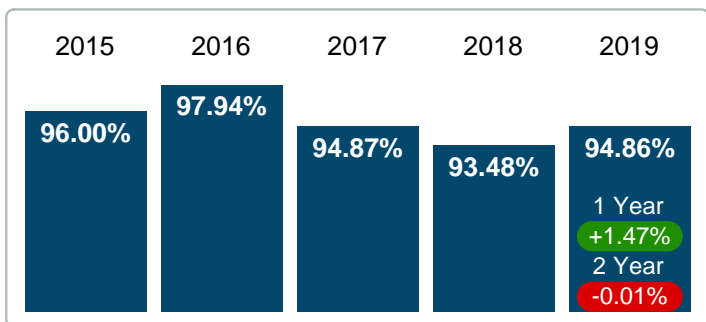
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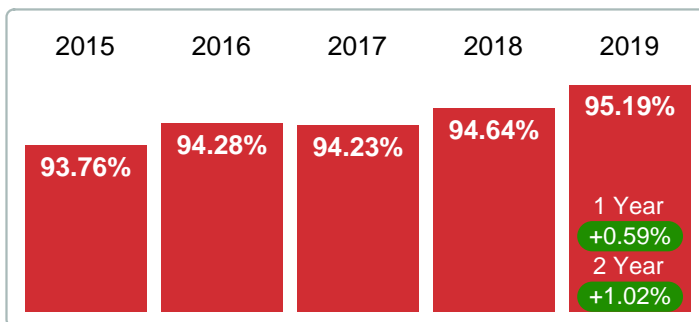
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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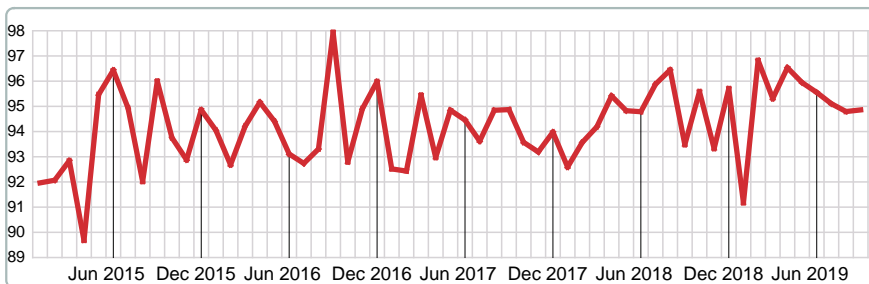
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

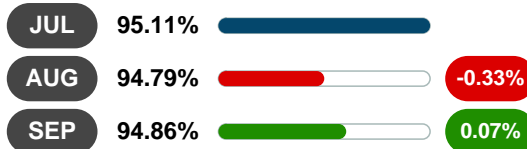


3 MONTHS

5 year SEP AVG = 95.43%

High Sep 2016 97.94% Low Apr 2015 89.68%

Average Sold/List Ratio this month at **94.86%** equal to 5 yr SEP average of **95.43%**



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	5	4.90%	88.01%	84.12%	93.85%	0.00%	0.00%
\$30,001 - \$50,000	16	15.69%	92.54%	86.22%	101.32%	91.51%	0.00%
\$50,001 - \$80,000	20	19.61%	92.21%	97.41%	89.48%	86.64%	94.23%
\$80,001 - \$110,000	18	17.65%	95.33%	94.14%	97.04%	92.23%	0.00%
\$110,001 - \$180,000	22	21.57%	97.02%	100.00%	96.43%	101.16%	0.00%
\$180,001 - \$230,000	8	7.84%	99.84%	94.55%	100.69%	100.00%	0.00%
\$230,001 and up	13	12.75%	97.05%	0.00%	98.59%	96.05%	96.23%
Average Sold/List Ratio		94.90%		91.46%	96.38%	94.34%	95.56%
Total Closed Units		102	100%	24	58	17	3
Total Closed Volume		13,101,198		1.57M	7.29M	3.06M	1.18M

September 2019



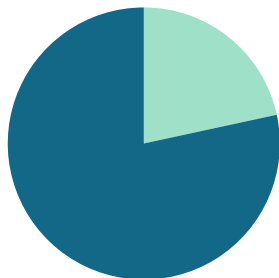
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

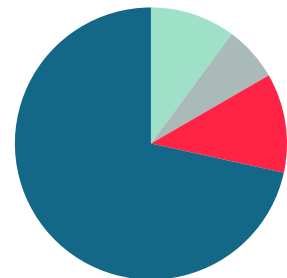


Inventory
 New Listings
196 = 21.61%
 Start Inventory
711
 Total Inventory Units
907
 Volume
\$200,203,406

Market Activity

Closed Sales
102 = 10.11%
 Pending Sales
66 = 6.54%
 Other Off Market
119 = 11.79%
 Active Inventory
722 = 71.56%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	83	102	22.89%	765	849	10.98%
Pending Sales	92	66	-28.26%	816	888	8.82%
New Listings	221	196	-11.31%	2,090	1,918	-8.23%
Average List Price	130,712	134,362	2.79%	134,949	142,938	5.92%
Average Sale Price	124,233	128,443	3.39%	128,183	136,247	6.29%
Average Percent of Selling Price to List Price	93.48%	94.86%	1.47%	94.64%	95.19%	0.59%
Average Days on Market to Sale	64.66	68.14	5.37%	63.61	60.57	-4.79%
Monthly Inventory	918	722	-21.35%	918	722	-21.35%
Months Supply of Inventory	10.67	7.76	-27.34%	10.67	7.76	-27.34%

Absorption: Last 12 months, an Average of **93** Sales/Month

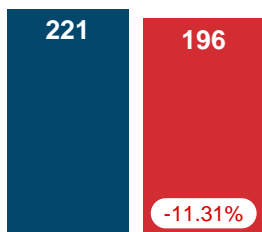
Inventory on September 30, 2019 = **722**

2018 **2019**

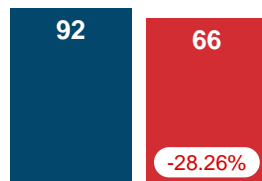
SEPTEMBER MARKET

AVERAGE PRICES

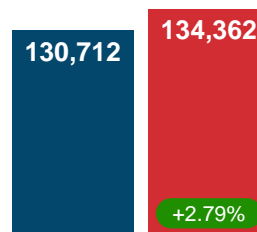
New Listings



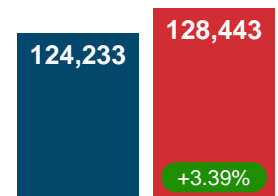
Pending Listings



List Price



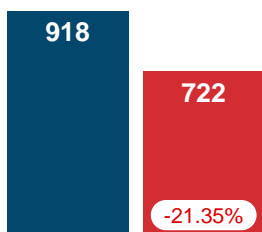
Sale Price



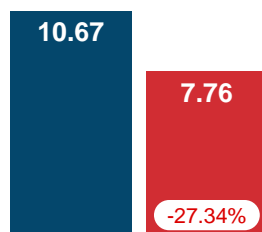
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

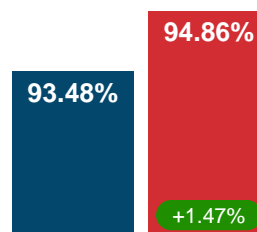
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

