

# September 2019



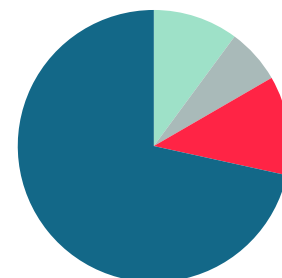
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	104,900	99,750	-4.91%
Median Sale Price	100,000	98,000	-2.00%
Median Percent of Selling Price to List Price	95.33%	95.44%	0.12%
Median Days on Market to Sale	50.00	64.00	28.00%
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.

#### 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 **2.00%** in September 2019 to \$98,000 versus the previous year at \$100,000.

#### Median Days on Market Lengthens

The median number of **64.00** days that homes spent on the market before selling increased by 14.00 days or **28.00%** in September 2019 compared to last year's same month at **50.00** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median Prices falling 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.

### 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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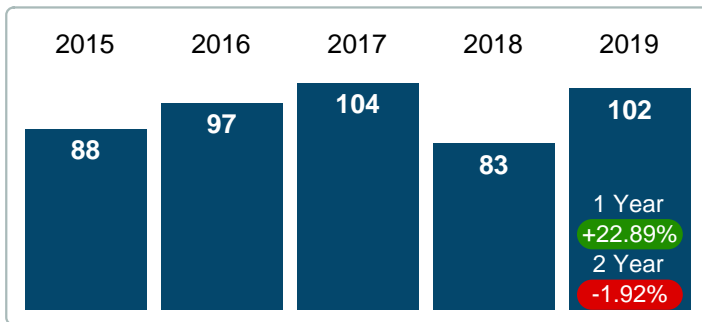
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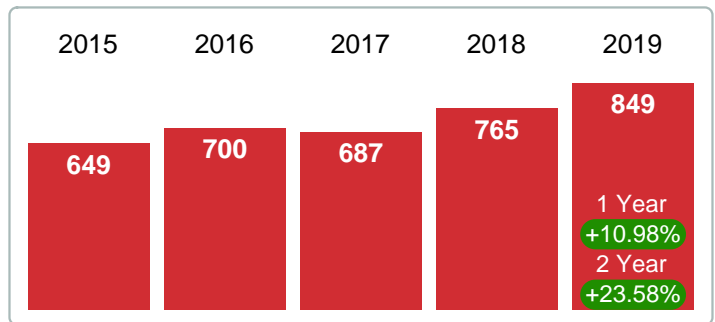
## CLOSED LISTINGS

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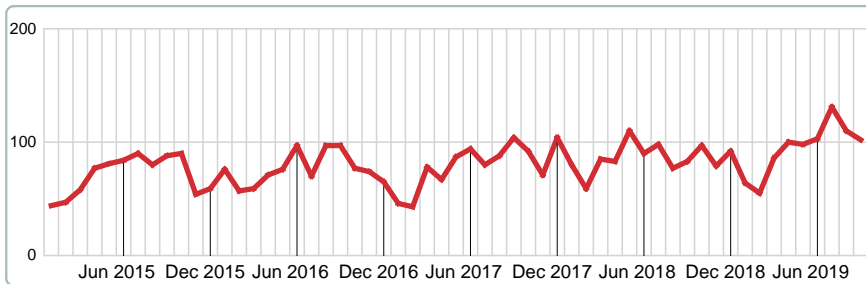
### SEPTEMBER



### YEAR TO DATE (YTD)

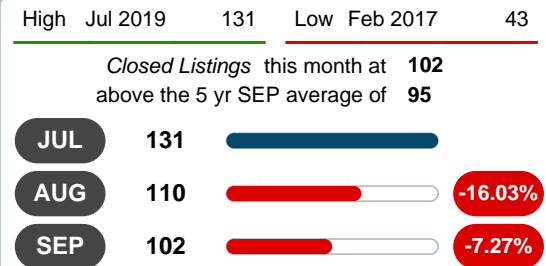


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 95



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	4.90%	46.0	3	2	0	0
\$30,001 - \$50,000	16	15.69%	22.0	8	6	2	0
\$50,001 - \$80,000	20	19.61%	94.5	7	10	2	1
\$80,001 - \$110,000	18	17.65%	76.5	4	10	4	0
\$110,001 - \$180,000	22	21.57%	42.0	1	19	2	0
\$180,001 - \$230,000	8	7.84%	80.5	1	6	1	0
\$230,001 and up	13	12.75%	40.0	0	5	6	2
<b>Total Closed Units</b>	<b>102</b>			<b>24</b>	<b>58</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>13,101,198</b>	<b>100%</b>	<b>64.0</b>	<b>1.57M</b>	<b>7.29M</b>	<b>3.06M</b>	<b>1.18M</b>
<b>Median Closed Price</b>	<b>\$98,000</b>			<b>\$61,000</b>	<b>\$111,500</b>	<b>\$136,400</b>	<b>\$484,000</b>

# September 2019



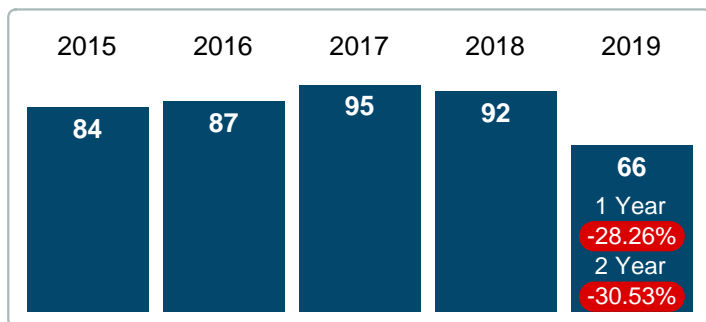
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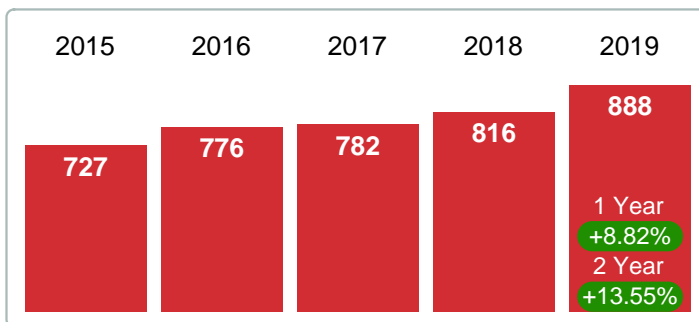
## PENDING LISTINGS

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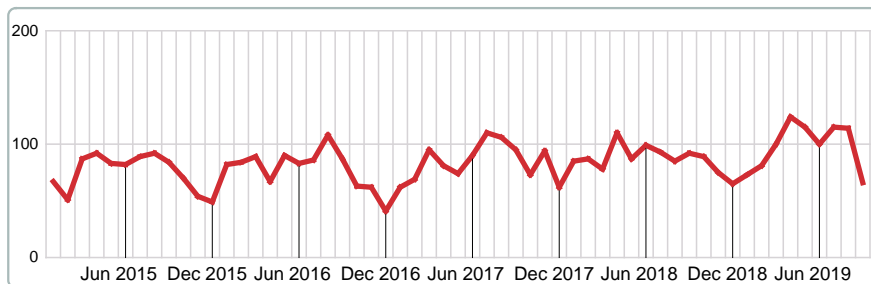
### SEPTEMBER



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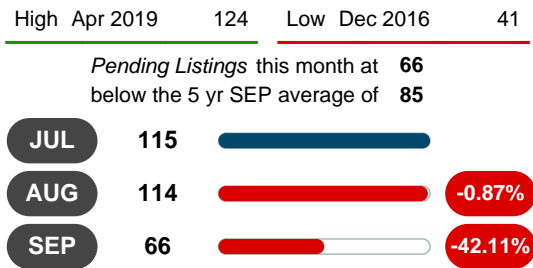


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 85



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.09%	133.5	3	3	0	0
\$40,001 - \$60,000	8	12.12%	26.0	2	5	1	0
\$60,001 - \$90,000	10	15.15%	36.5	3	7	0	0
\$90,001 - \$150,000	17	25.76%	19.0	3	11	2	1
\$150,001 - \$230,000	10	15.15%	40.5	4	5	1	0
\$230,001 - \$330,000	8	12.12%	27.0	2	5	1	0
\$330,001 and up	7	10.61%	29.0	0	3	3	1
<b>Total Pending Units</b>	<b>66</b>			<b>17</b>	<b>39</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>9,960,050</b>	<b>100%</b>	<b>29.5</b>	<b>2.04M</b>	<b>5.52M</b>	<b>1.85M</b>	<b>556.00K</b>
<b>Median Listing Price</b>	<b>\$114,950</b>			<b>\$95,000</b>	<b>\$100,000</b>	<b>\$209,450</b>	<b>\$278,000</b>

# September 2019



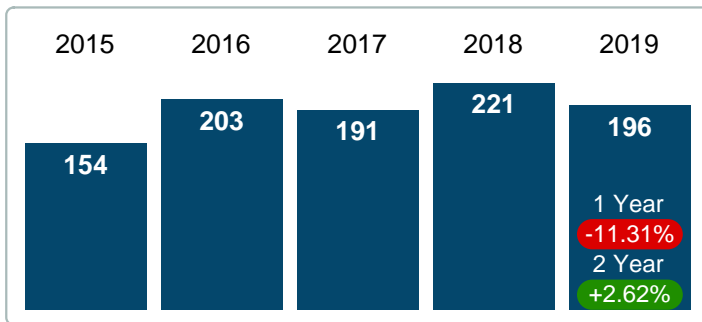
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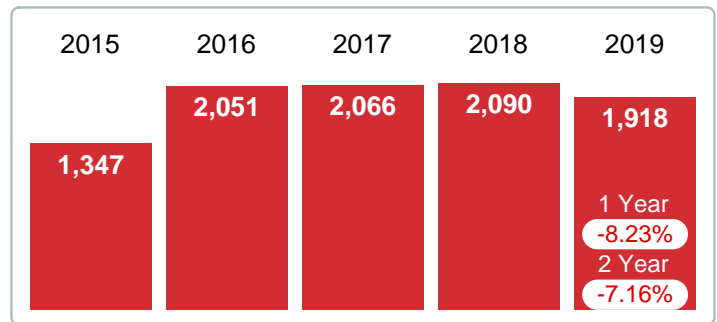
## NEW LISTINGS

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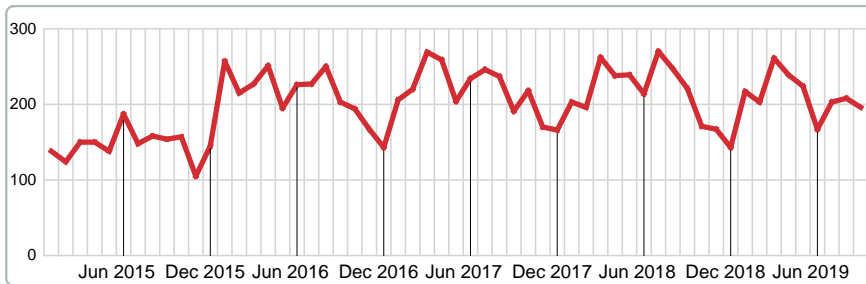
### SEPTEMBER



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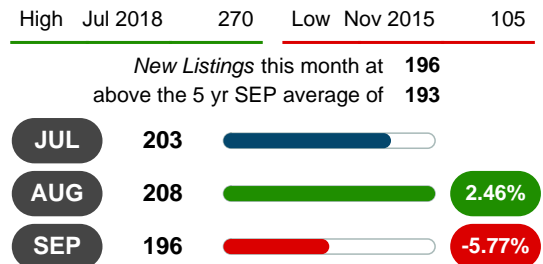


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>196</b>		<b>39</b>	<b>109</b>	<b>38</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>40,866,716</b>	<b>100%</b>	<b>5.08M</b>	<b>22.33M</b>	<b>9.75M</b>	<b>3.70M</b>
<b>Median New Listed Listing Price</b>	<b>\$144,900</b>		<b>\$84,900</b>	<b>\$134,900</b>	<b>\$247,000</b>	<b>\$274,000</b>

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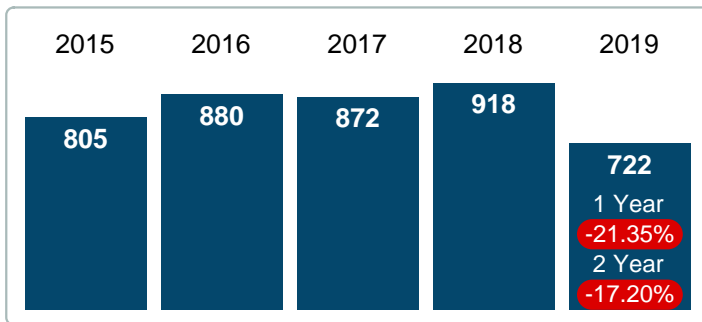
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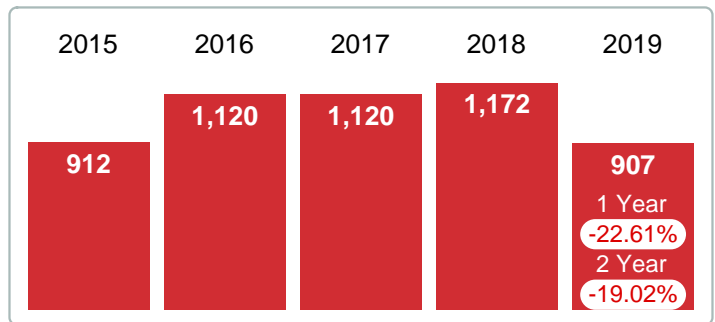
## ACTIVE INVENTORY

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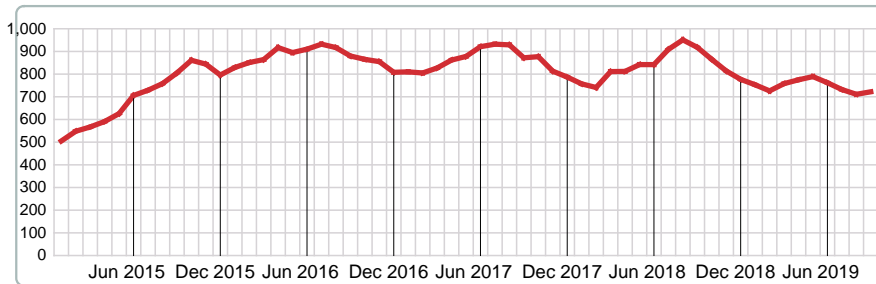
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

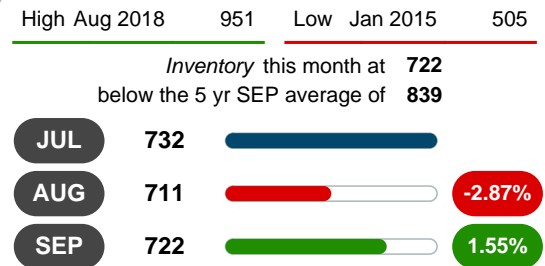


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 839



### 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	66	9.14%	76.0	33	27	5	1
\$50,001 - \$70,000	64	8.86%	69.5	25	32	7	0
\$70,001 - \$110,000	123	17.04%	59.0	31	75	16	1
\$110,001 - \$180,000	193	26.73%	70.0	24	129	35	5
\$180,001 - \$270,000	111	15.37%	63.0	16	59	28	8
\$270,001 - \$440,000	93	12.88%	56.0	11	46	32	4
\$440,001 and up	72	9.97%	89.5	4	29	30	9
Total Active Inventory by Units		722		144	397	153	28
Total Active Inventory by Volume		158,591,487	100%	18.24M	78.00M	46.11M	16.24M
Median Active Inventory Listing Price		\$147,000		\$85,000	\$139,900	\$225,000	\$267,500

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



## MONTHS SUPPLY of INVENTORY (MSI)

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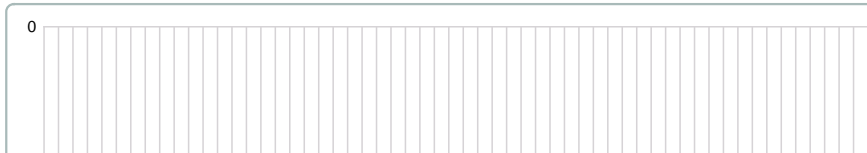
### MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>722</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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr SEP average of <b>inf</b>			
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
Total Active Inventory by Units		722	100%	144	397	153	28

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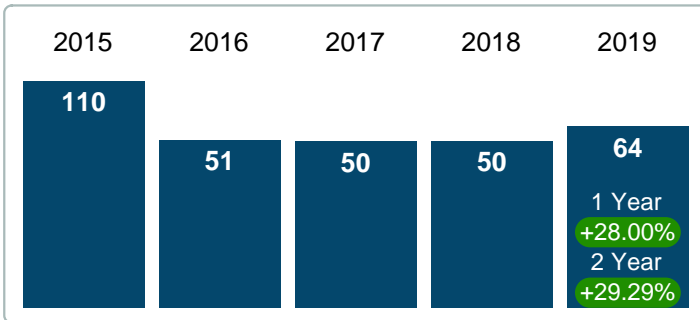
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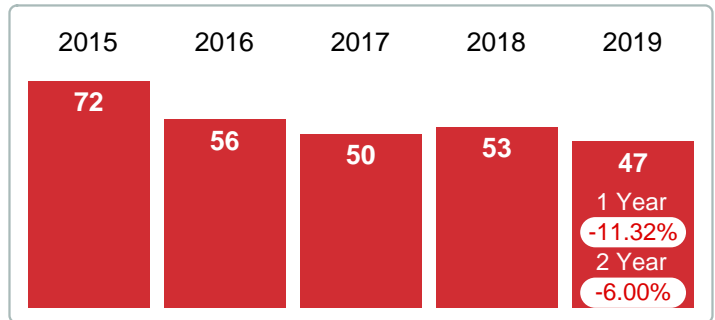
## MEDIAN DAYS ON MARKET TO SALE

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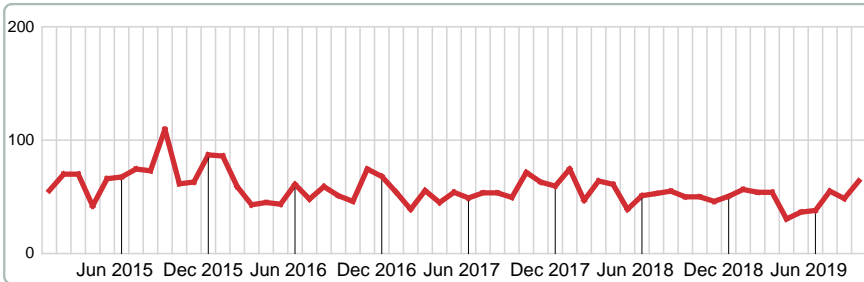
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 65

High Sep 2015 110 Low Apr 2019 31

Median Days on Market to Sale this month at 64 below the 5 yr SEP average of 65



### 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	5	4.90%	46	62	11	0	0
\$30,001 - \$50,000	16	15.69%	22	41	22	5	0
\$50,001 - \$80,000	20	19.61%	95	77	106	125	15
\$80,001 - \$110,000	18	17.65%	77	77	75	73	0
\$110,001 - \$180,000	22	21.57%	42	2	42	92	0
\$180,001 - \$230,000	8	7.84%	81	157	72	84	0
\$230,001 and up	13	12.75%	40	0	8	82	54
Median Closed DOM			64	62	52	84	40
Total Closed Units		100%	64.0	24	58	17	3
Total Closed Volume			13,101,198	1.57M	7.29M	3.06M	1.18M

# September 2019



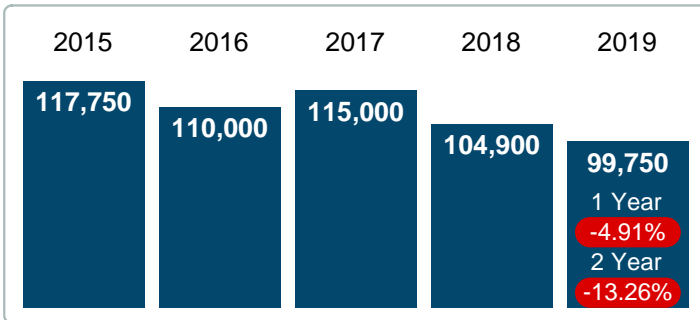
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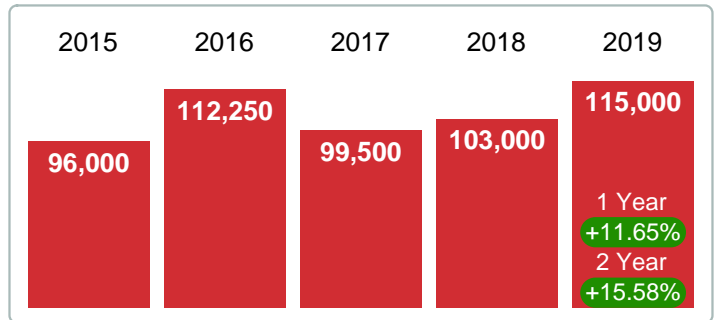
## MEDIAN LIST PRICE AT CLOSING

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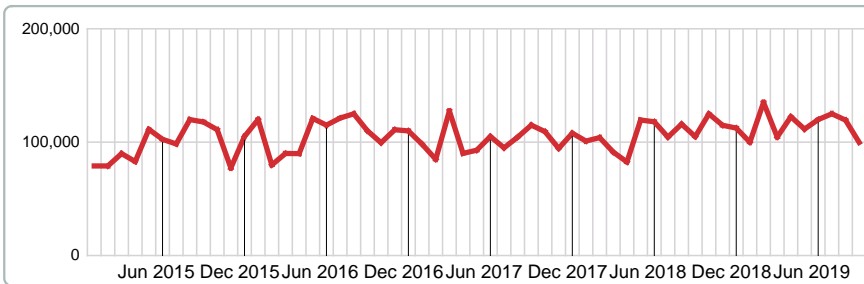
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

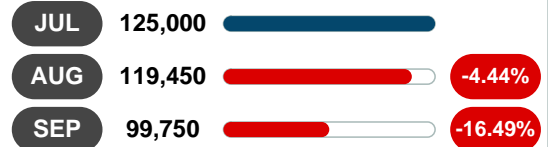


### 3 MONTHS

5 year SEP AVG = 109,480

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

Median List Price at Closing this month at **99,750**  
below the 5 yr SEP average of **109,480**



### 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	2.94%	25,000	25,000	22,000	0	0
\$30,001 - \$50,000	14.71%	40,000	44,500	37,500	42,450	0
\$50,001 - \$80,000	14.71%	65,000	68,500	64,950	0	0
\$80,001 - \$110,000	22.55%	95,000	99,000	93,475	89,900	84,900
\$110,001 - \$180,000	22.55%	130,000	125,000	144,900	130,000	0
\$180,001 - \$230,000	10.78%	199,900	199,900	206,000	199,000	0
\$230,001 and up	11.76%	374,000	0	317,000	327,250	573,500
Median List Price		99,750	62,950	114,500	134,900	497,000
Total Closed Units	100%	99,750	24	58	17	3
Total Closed Volume		13,704,950	1.69M	7.57M	3.22M	1.23M



# September 2019



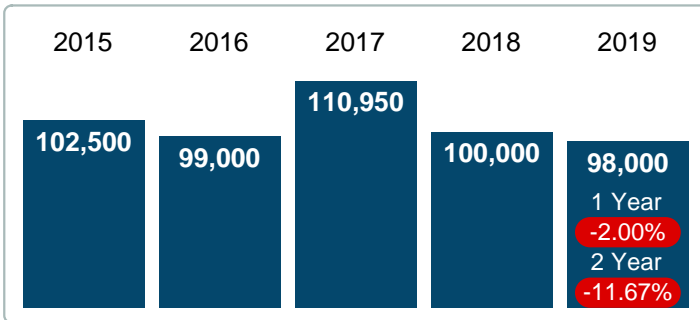
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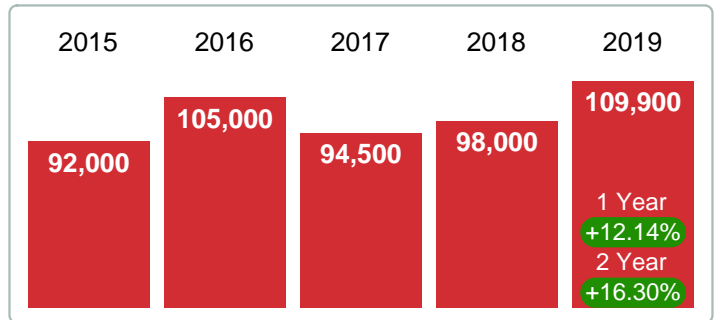
## MEDIAN SOLD PRICE AT CLOSING

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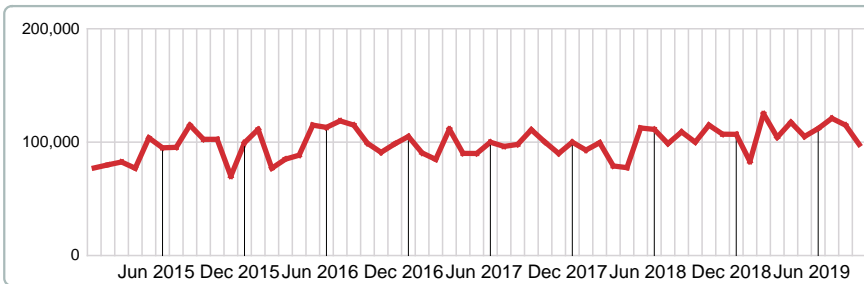
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

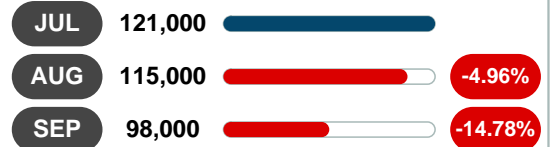


### 3 MONTHS

5 year SEP AVG = 102,090

High Feb 2019 125,000 Low Nov 2015 70,000

Median Sold Price at Closing this month at **98,000**  
below the 5 yr SEP average of **102,090**



## 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	5	4.90%	25,000	25,000	22,250	0	0
\$30,001 - \$50,000	16	15.69%	40,500	39,250	42,250	38,000	0
\$50,001 - \$80,000	20	19.61%	72,250	72,000	68,625	76,200	80,000
\$80,001 - \$110,000	18	17.65%	97,000	92,500	96,500	110,000	0
\$110,001 - \$180,000	22	21.57%	145,500	125,000	146,000	151,700	0
\$180,001 - \$230,000	8	7.84%	194,500	189,000	198,000	199,000	0
\$230,001 and up	13	12.75%	349,000	0	270,000	305,500	551,000
Median Sold Price			98,000	61,000	111,500	136,400	484,000
Total Closed Units		100%	98,000	24	58	17	3
Total Closed Volume			13,101,198	1.57M	7.29M	3.06M	1.18M

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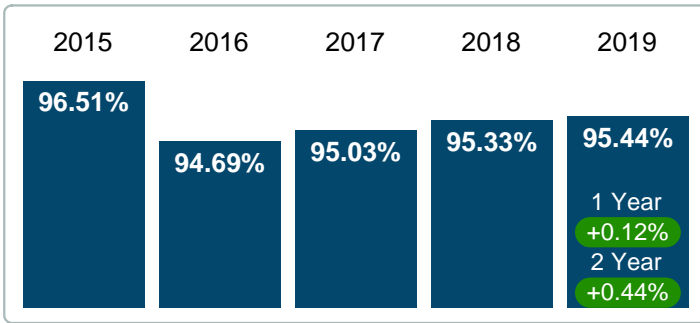
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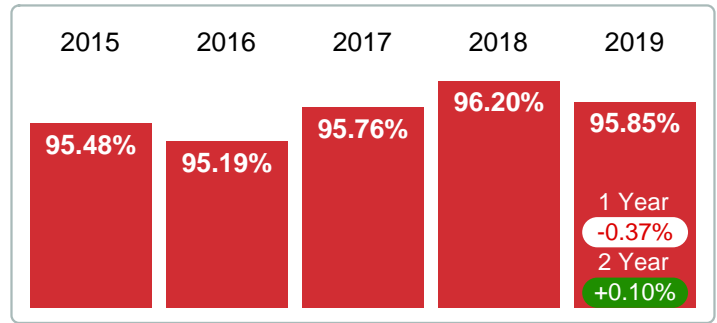
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

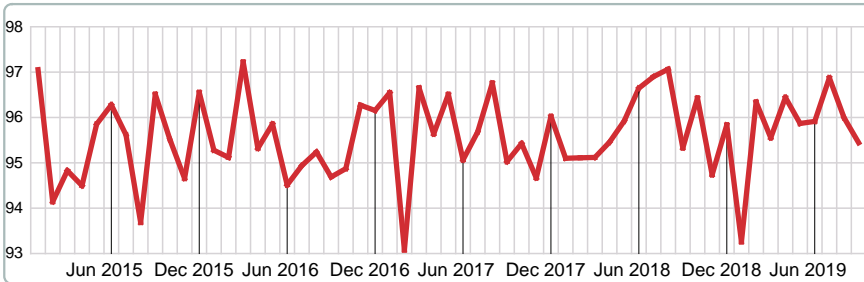
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

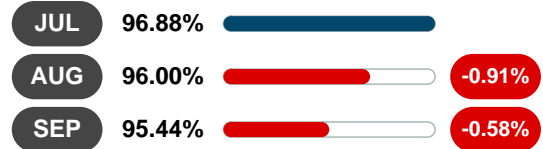


### 3 MONTHS

5 year SEP AVG = 95.40%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.44%**  
equal to 5 yr SEP average of **95.40%**



## 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	5	4.90%	86.00%	85.71%	93.85%	0.00%	0.00%
\$30,001 - \$50,000	16	15.69%	85.88%	85.88%	88.08%	91.51%	0.00%
\$50,001 - \$80,000	20	19.61%	92.40%	94.89%	90.28%	86.64%	94.23%
\$80,001 - \$110,000	18	17.65%	95.81%	94.03%	98.89%	93.66%	0.00%
\$110,001 - \$180,000	22	21.57%	98.27%	100.00%	96.99%	101.16%	0.00%
\$180,001 - \$230,000	8	7.84%	98.86%	94.55%	98.86%	100.00%	0.00%
\$230,001 and up	13	12.75%	97.21%	0.00%	97.21%	95.66%	96.23%
Median Sold/List Ratio		95.44%		92.69%	96.75%	95.65%	95.08%
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



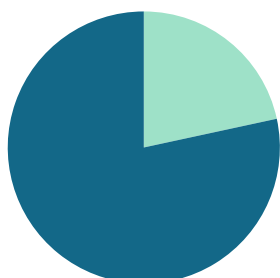
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

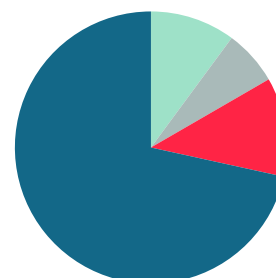


**Inventory**  
 New Listings  
**196 = 21.61%**  
 Start Inventory  
**711**  
 Total Inventory Units  
**907**  
 Volume  
**\$200,203,406**

### 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%
Median List Price	104,900	99,750	-4.91%	103,000	115,000	11.65%
Median Sale Price	100,000	98,000	-2.00%	98,000	109,900	12.14%
Median Percent of Selling Price to List Price	95.33%	95.44%	0.12%	96.20%	95.85%	-0.37%
Median Days on Market to Sale	50.00	64.00	28.00%	53.00	47.00	-11.32%
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

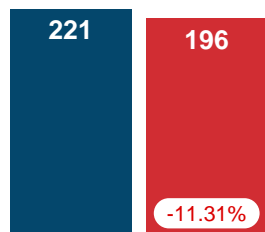
**Inventory** on September 30, 2019 = **722**

**2018** **2019**

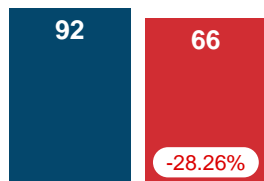
### SEPTEMBER MARKET

### MEDIAN PRICES

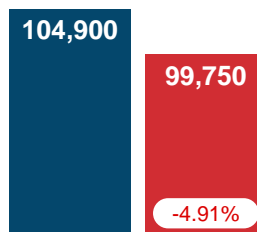
#### New Listings



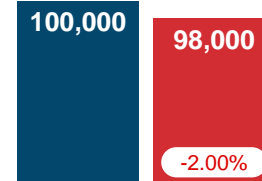
#### Pending Listings



#### List Price



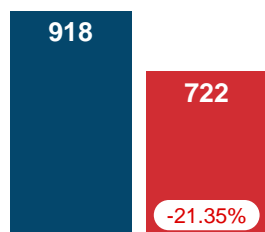
#### Sale Price



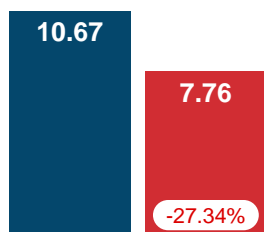
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

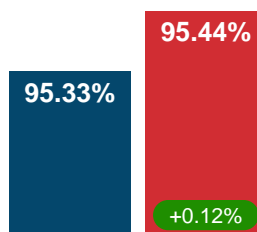
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

