

August 2019



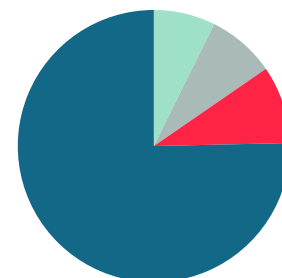
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	101	125	23.76%
Pending Listings	116	138	18.97%
New Listings	294	278	-5.44%
Average List Price	125,654	153,175	21.90%
Average Sale Price	118,136	146,784	24.25%
Average Percent of Selling Price to List Price	93.60%	95.13%	1.64%
Average Days on Market to Sale	74.85	58.60	-21.71%
End of Month Inventory	1,624	1,287	-20.75%
Months Supply of Inventory	16.27	12.43	-23.56%



■ Closed (7.32%)
■ Pending (8.08%)
■ Other OffMarket (9.25%)
■ Active (75.35%)

Absorption: Last 12 months, an Average of **104** Sales/Month
Active Inventory as of August 31, 2019 = **1,287**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **20.75%** to 1,287 existing homes available for sale. Over the last 12 months this area has had an average of 104 closed sales per month. This represents an unsold inventory index of **12.43** 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 **24.25%** in August 2019 to \$146,784 versus the previous year at \$118,136.

Average Days on Market Shortens

The average number of **58.60** days that homes spent on the market before selling decreased by 16.25 days or **21.71%** in August 2019 compared to last year's same month at **74.85** DOM.

Sales Success for August 2019 is Positive

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

There were 278 New Listings in August 2019, down **5.44%** from last year at 294. Furthermore, there were 125 Closed Listings this month versus last year at 101, a **23.76%** increase.

Closed versus Listed trends yielded a **45.0%** ratio, up from previous year's, August 2018, at **34.4%**, a **30.89%** 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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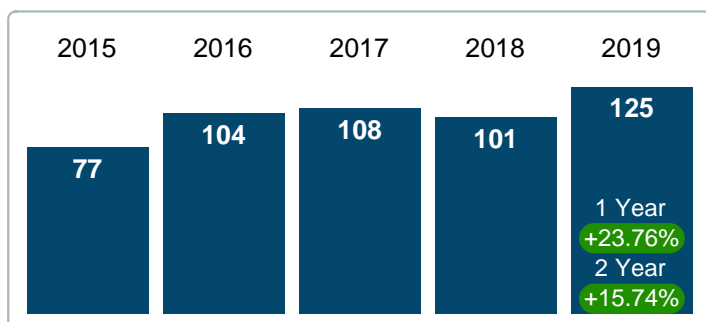
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



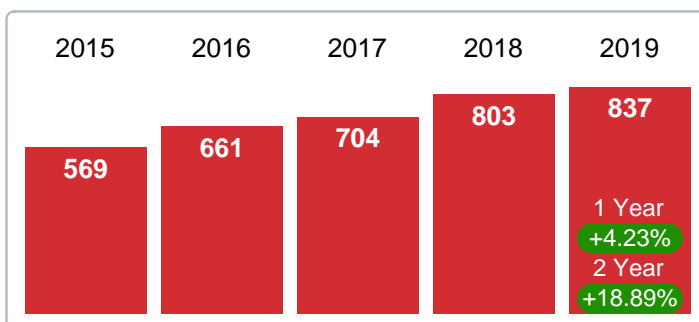
CLOSED LISTINGS

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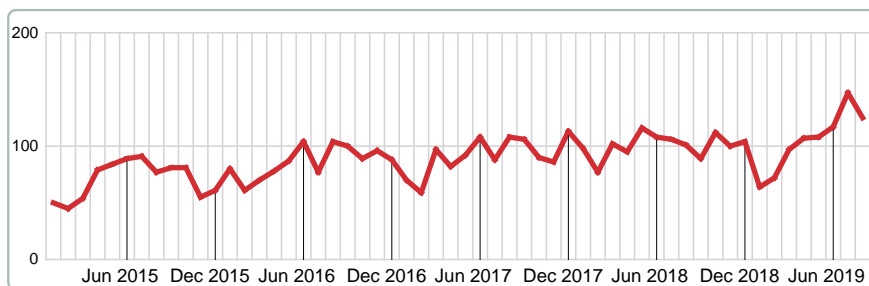
AUGUST



YEAR TO DATE (YTD)

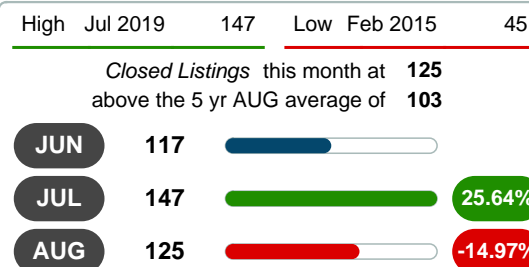


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 103



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	12	9.60%	28.3	6	6	0	0
\$20,001 - \$40,000	11	8.80%	63.4	6	4	1	0
\$40,001 - \$70,000	23	18.40%	67.9	8	15	0	0
\$70,001 - \$130,000	31	24.80%	66.7	7	19	5	0
\$130,001 - \$200,000	17	13.60%	35.5	4	11	2	0
\$200,001 - \$310,000	19	15.20%	58.7	3	11	5	0
\$310,001 and up	12	9.60%	78.3	1	5	6	0
Total Closed Units	125			35	71	19	0
Total Closed Volume	18,348,020	100%	58.6	4.07M	9.26M	5.02M	0.00B
Average Closed Price	\$146,784			\$116,367	\$130,384	\$264,100	\$0

August 2019



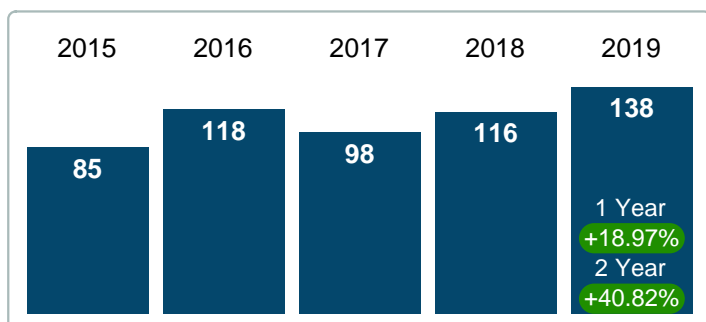
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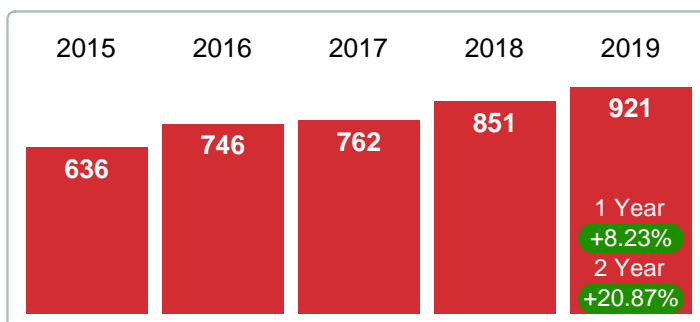
PENDING LISTINGS

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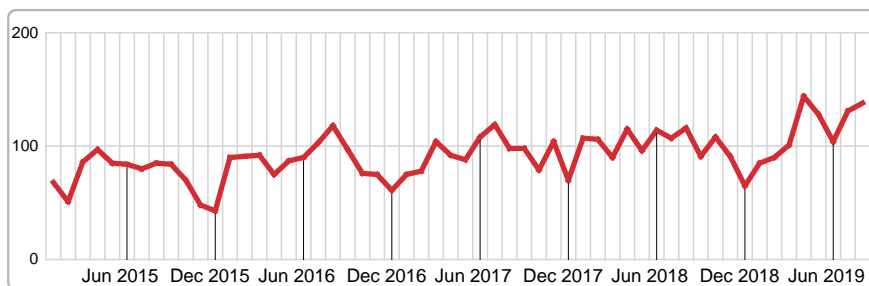
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

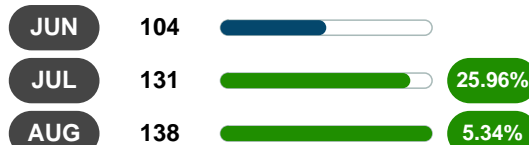


3 MONTHS

5 year AUG AVG = 111

High Apr 2019 144 Low Dec 2015 43

Pending Listings this month at **138**
above the 5 yr AUG average of **111**



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	7	5.07%	79.3	6	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	47	34.06%	68.5	30	15	2	0
\$75,001 - \$100,000	22	15.94%	83.8	6	11	4	1
\$100,001 - \$150,000	24	17.39%	70.8	2	19	3	0
\$150,001 - \$300,000	24	17.39%	61.7	6	10	8	0
\$300,001 and up	14	10.14%	38.6	2	4	7	1
Total Pending Units	138			52	60	24	2
Total Pending Volume	21,203,832	100%	65.6	6.05M	7.73M	6.68M	739.50K
Average Listing Price	\$197,388			\$116,436	\$128,799	\$278,404	\$369,750

August 2019



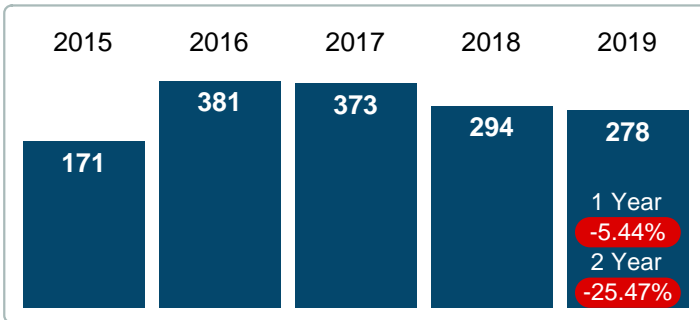
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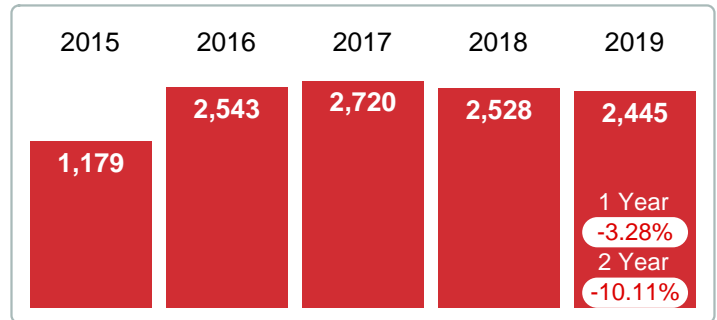
NEW LISTINGS

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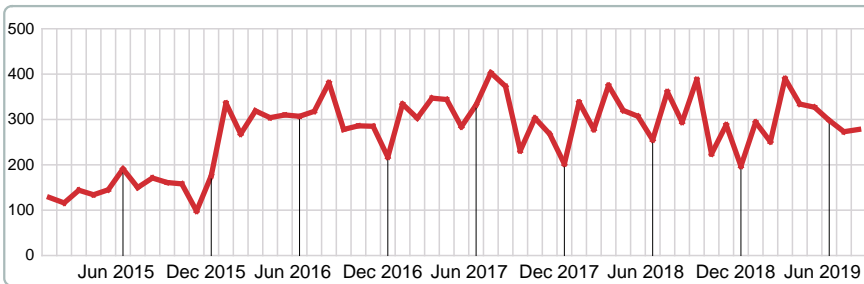
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 299

High Jul 2017 403 Low Nov 2015 98

New Listings this month at 278
below the 5 yr AUG average of 299



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	23	8.27%	17	5	1	0
\$25,001 - \$50,000	31	11.15%	22	6	3	0
\$50,001 - \$75,000	19	6.83%	8	10	1	0
\$75,001 - \$175,000	102	36.69%	35	58	8	1
\$175,001 - \$225,000	22	7.91%	13	5	4	0
\$225,001 - \$400,000	53	19.06%	15	23	14	1
\$400,001 and up	28	10.07%	11	9	6	2
Total New Listed Units	278		121	116	37	4
Total New Listed Volume	54,851,897	100%	20.24M	21.05M	9.70M	3.86M
Average New Listed Listing Price	\$246,839		\$167,284	\$181,505	\$262,189	\$963,750

August 2019



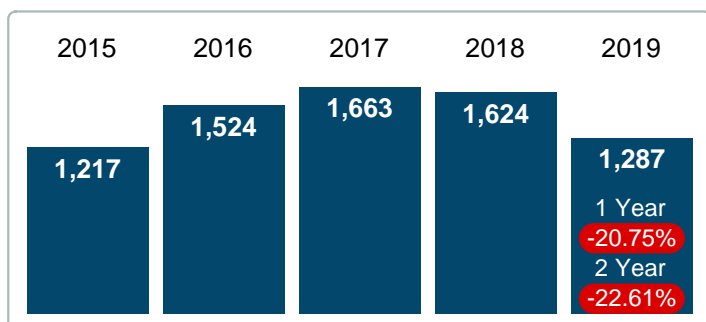
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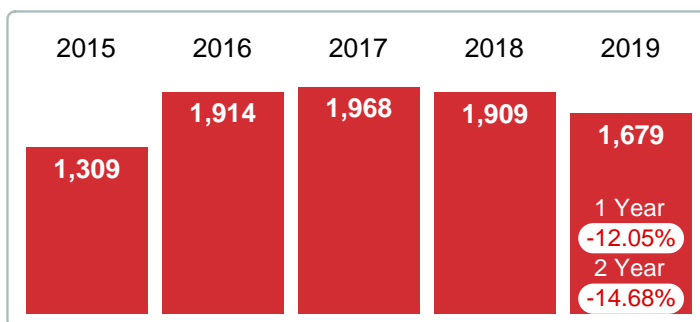
ACTIVE INVENTORY

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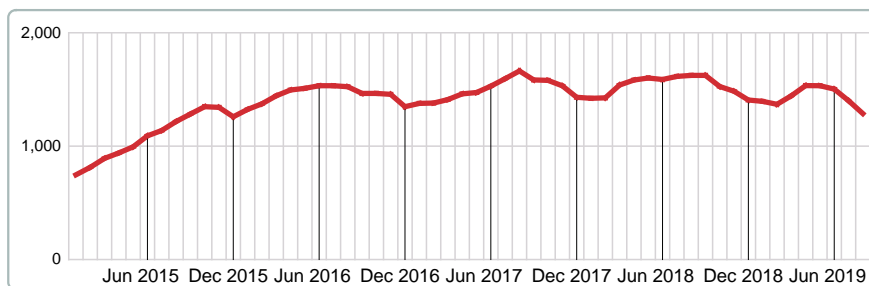
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

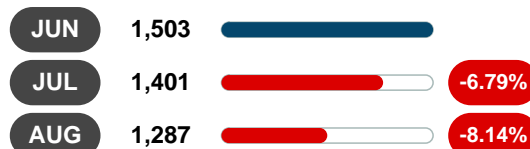


3 MONTHS

5 year AUG AVG = 1,463

High Aug 2017 1,663 Low Jan 2015 747

Inventory this month at 1,287
below the 5 yr AUG average of 1,463



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	160	12.43%	128.5	152	7	1	0
\$25,001-\$75,000	300	23.31%	109.4	235	55	9	1
\$75,001-\$125,000	262	20.36%	102.0	149	95	17	1
\$125,001-\$225,000	264	20.51%	93.5	122	103	34	5
\$225,001-\$375,000	170	13.21%	86.4	73	59	31	7
\$375,001 and up	131	10.18%	97.1	51	37	35	8
Total Active Inventory by Units			1,287	782	356	127	22
Total Active Inventory by Volume			233,189,118	109.14M	71.56M	38.99M	13.49M
Average Active Inventory Listing Price			\$181,188	\$139,570	\$201,024	\$306,998	\$613,292

August 2019



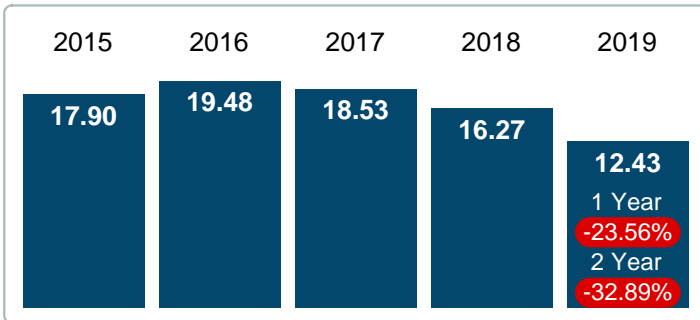
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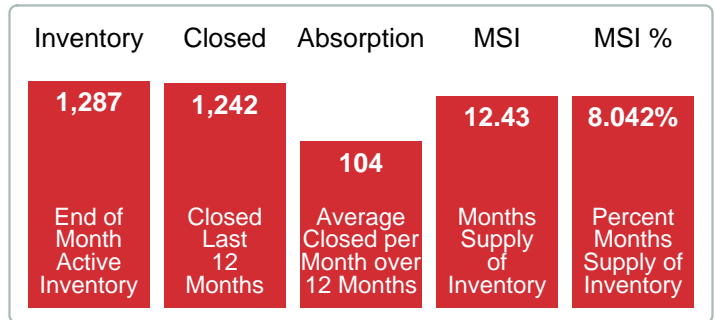
MONTHS SUPPLY of INVENTORY (MSI)

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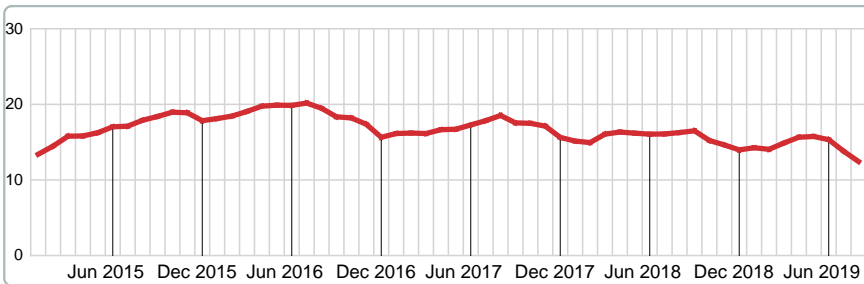
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

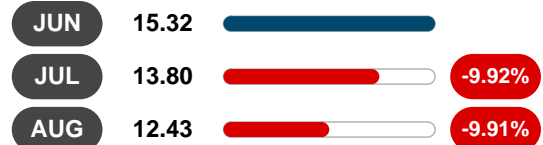


3 MONTHS

5 year AUG AVG = 16.92

High Jul 2016 20.17 Low Aug 2019 12.43

Months Supply this month at 12.43
below the 5 yr AUG average of 16.92



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	117	9.09%	12.42	18.50	2.12	0.00	0.00
\$20,001 \$40,000	139	10.80%	11.66	15.50	3.69	4.50	0.00
\$40,001 \$70,000	184	14.30%	11.38	20.49	4.19	10.50	12.00
\$70,001 \$140,000	344	26.73%	11.07	19.79	6.88	8.00	12.00
\$140,001 \$230,000	207	16.08%	10.71	39.00	6.68	6.86	10.00
\$230,001 \$380,000	166	12.90%	15.09	41.71	9.50	11.25	10.29
\$380,001 and up	130	10.10%	28.36	30.00	23.37	35.00	24.00
Market Supply of Inventory (MSI)			12.43	21.52	6.74	10.03	13.20
Total Active Inventory by Units		100%	12.43	782	356	127	22

August 2019



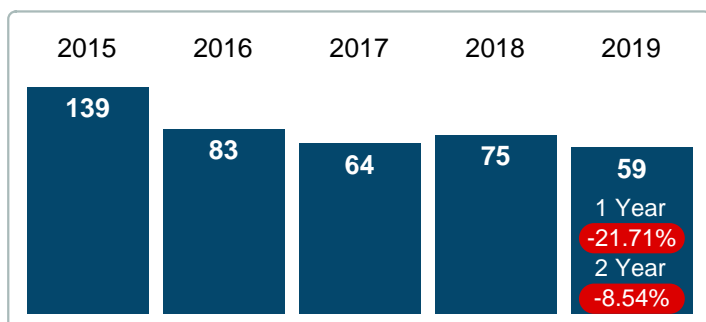
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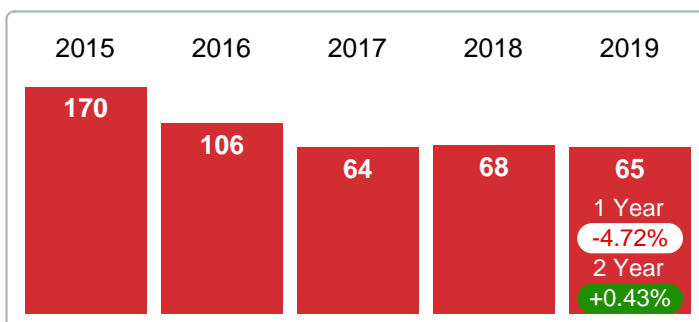
AVERAGE DAYS ON MARKET TO SALE

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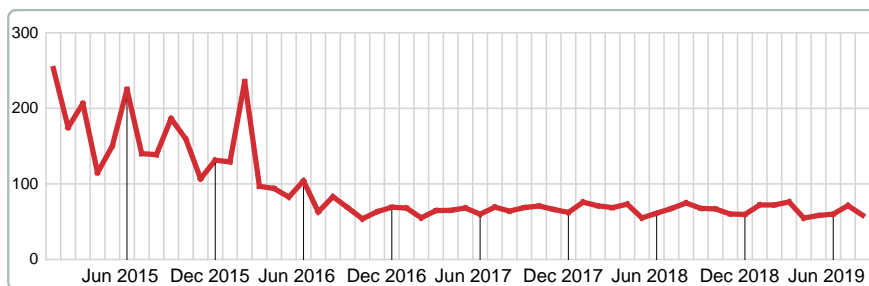
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

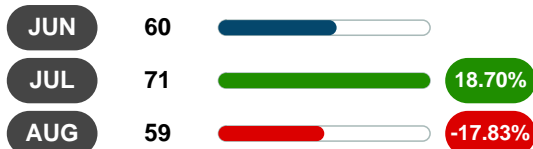


3 MONTHS

5 year AUG AVG = 84

High Jan 2015 253 Low Oct 2016 54

Average Days on Market to Sale this month at 59 below the 5 yr AUG average of 84



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	9.60%	28	24	33	0	0
\$20,001 - \$40,000	8.80%	63	64	77	3	0
\$40,001 - \$70,000	18.40%	68	59	73	0	0
\$70,001 - \$130,000	24.80%	67	51	74	62	0
\$130,001 - \$200,000	13.60%	35	47	34	18	0
\$200,001 - \$310,000	15.20%	59	87	57	46	0
\$310,001 and up	9.60%	78	1	95	77	0
Average Closed DOM		59	52	63	55	0
Total Closed Units	100%	59	35	71	19	0
Total Closed Volume		18,348,020	4.07M	9.26M	5.02M	0.00B

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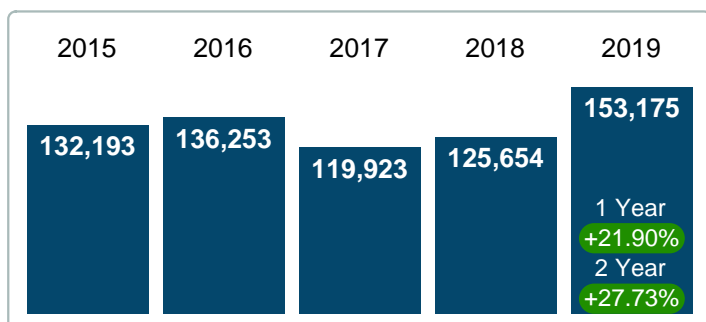
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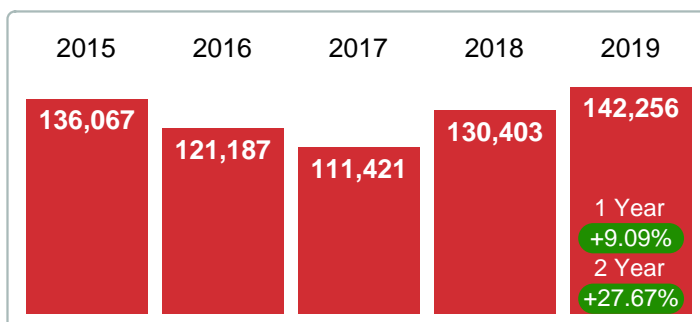
AVERAGE LIST PRICE AT CLOSING

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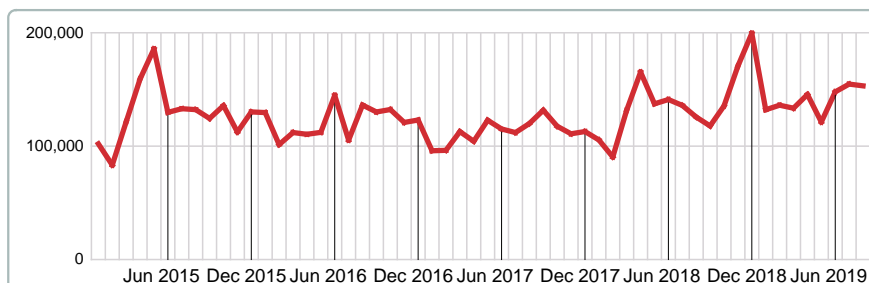
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

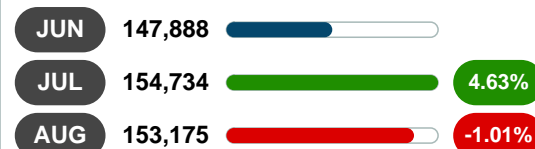


3 MONTHS

5 year AUG AVG = 133,439

High Dec 2018 199,516 Low Feb 2015 83,322

Average List Price at Closing this month at **153,175**
above the 5 yr AUG average of **133,439**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	14	11.20%	11,148	18,044	8,160	0	0
\$25,001-\$50,000	14	11.20%	40,964	42,514	48,970	34,500	0
\$50,001-\$125,000	44	35.20%	86,495	94,632	89,673	117,725	0
\$125,001-\$200,000	22	17.60%	158,177	159,200	161,517	159,667	0
\$200,001-\$300,000	17	13.60%	253,629	292,667	246,680	263,380	0
\$300,001 and up	14	11.20%	487,136	1,200,000	385,500	492,817	0
Average List Price			153,175	122,638	135,159	276,747	0
Total Closed Units		100%	153,175	35	71	19	
Total Closed Volume			19,146,850	4.29M	9.60M	5.26M	0.00B

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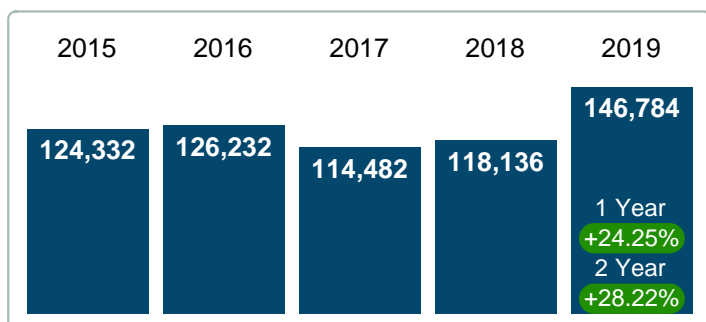
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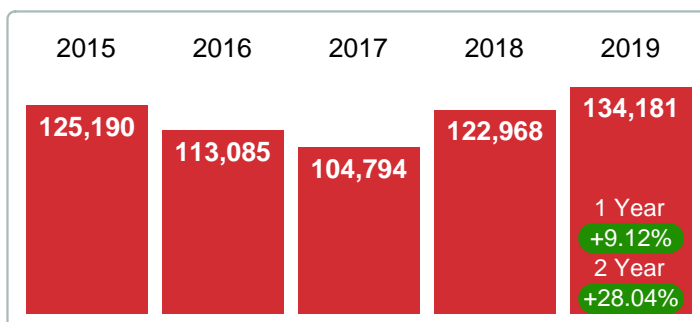
AVERAGE SOLD PRICE AT CLOSING

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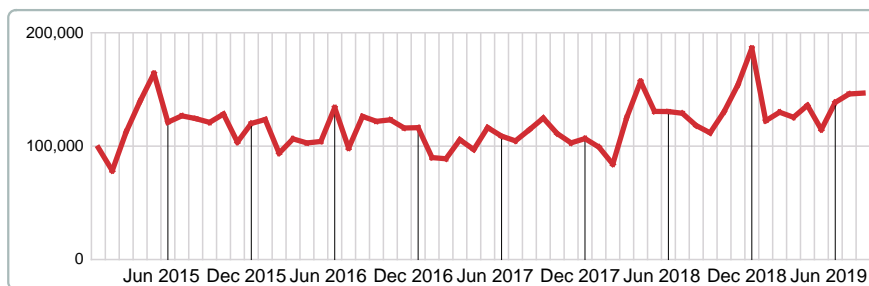
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 125,993

High Dec 2018 186,374 Low Feb 2015 78,363

Average Sold Price at Closing this month at **146,784**
 above the 5 yr AUG average of **125,993**

JUN	138,580	<div style="width: 80%;"></div>
JUL	146,012	<div style="width: 100%;"></div> 5.36%
AUG	146,784	<div style="width: 100%;"></div> 0.53%

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	9.60%	7,773	13,258	2,287	0	0
\$20,001 - \$40,000	8.80%	32,291	32,000	33,675	28,500	0
\$40,001 - \$70,000	18.40%	55,500	59,500	53,367	0	0
\$70,001 - \$130,000	24.80%	101,526	100,843	98,521	113,900	0
\$130,001 - \$200,000	13.60%	160,788	152,975	160,955	175,500	0
\$200,001 - \$310,000	15.20%	252,287	269,167	248,086	251,400	0
\$310,001 and up	9.60%	495,742	1,200,000	387,400	468,650	0
Average Sold Price		146,784	116,367	130,384	264,100	0
Total Closed Units	100%	125	35	71	19	0
Total Closed Volume		18,348,020	4.07M	9.26M	5.02M	0.00B

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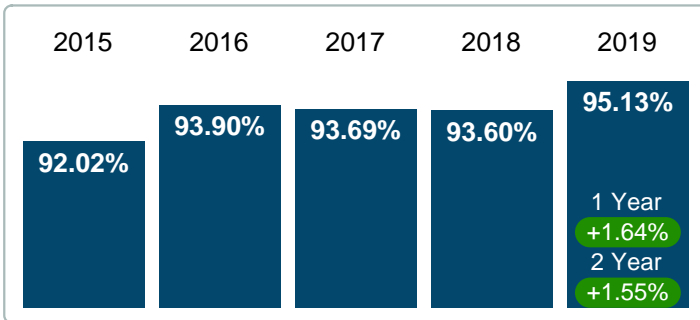
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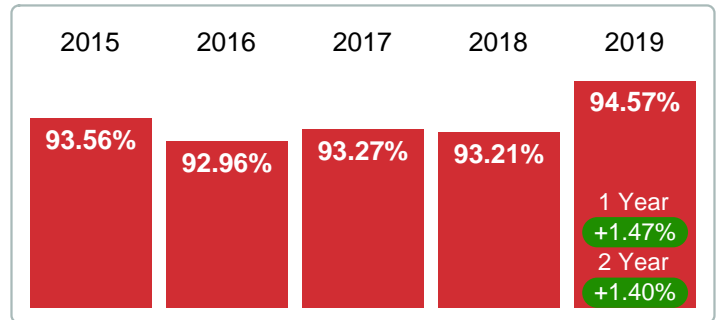
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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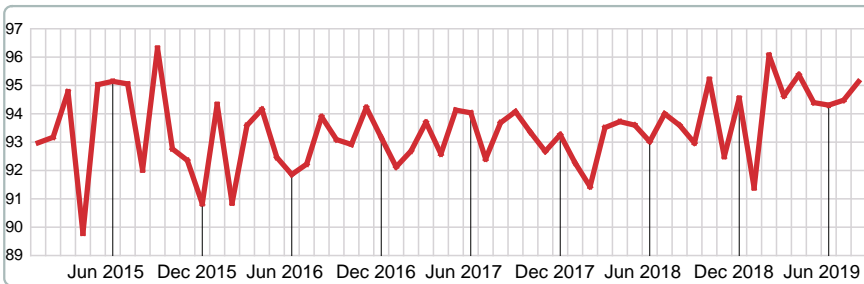
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

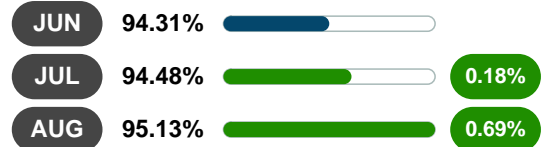


3 MONTHS

5 year AUG AVG = 93.67%

High Sep 2015 96.31% Low Apr 2015 89.78%

Average Sold/List Ratio this month at **95.13%**
above the 5 yr AUG average of **93.67%**



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	12	9.60%	89.44%	87.42%	91.46%	0.00%	0.00%
\$20,001 \$40,000	11	8.80%	101.71%	95.35%	116.04%	82.61%	0.00%
\$40,001 \$70,000	23	18.40%	90.48%	96.68%	87.17%	0.00%	0.00%
\$70,001 \$130,000	31	24.80%	95.23%	91.47%	97.00%	93.80%	0.00%
\$130,001 \$200,000	17	13.60%	98.38%	97.23%	98.14%	101.96%	0.00%
\$200,001 \$310,000	19	15.20%	96.54%	92.82%	97.91%	95.74%	0.00%
\$310,001 and up	12	9.60%	96.64%	100.00%	97.37%	95.47%	0.00%
Average Sold/List Ratio		95.10%		93.65%	95.87%	95.11%	0.00%
Total Closed Units		125	100%	35	71	19	
Total Closed Volume		18,348,020		4.07M	9.26M	5.02M	0.00B

August 2019



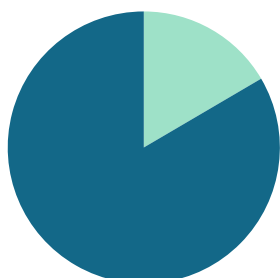
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

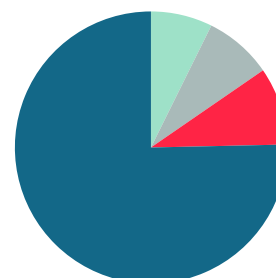


Inventory
 New Listings
278 = 16.56%
 Start Inventory
1,401
 Total Inventory Units
1,679
 Volume
\$301,033,814

Market Activity

Closed Sales
125 = 7.32%
 Pending Sales
138 = 8.08%
 Other Off Market
158 = 9.25%
 Active Inventory
1,287 = 75.35%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	101	125	23.76%	803	837	4.23%
Pending Sales	116	138	18.97%	851	921	8.23%
New Listings	294	278	-5.44%	2,528	2,445	-3.28%
Average List Price	125,654	153,175	21.90%	130,403	142,256	9.09%
Average Sale Price	118,136	146,784	24.25%	122,968	134,181	9.12%
Average Percent of Selling Price to List Price	93.60%	95.13%	1.64%	93.21%	94.57%	1.47%
Average Days on Market to Sale	74.85	58.60	-21.71%	67.99	64.78	-4.72%
Monthly Inventory	1,624	1,287	-20.75%	1,624	1,287	-20.75%
Months Supply of Inventory	16.27	12.43	-23.56%	16.27	12.43	-23.56%

Absorption: Last 12 months, an Average of **104** Sales/Month

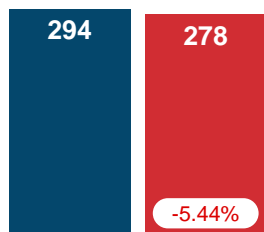
Inventory on August 31, 2019 = **1,287**

2018 **2019**

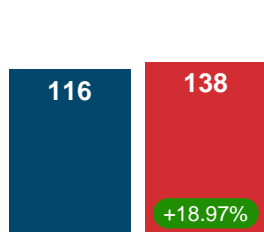
AUGUST MARKET

AVERAGE PRICES

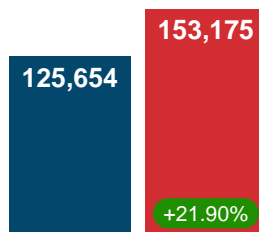
New Listings



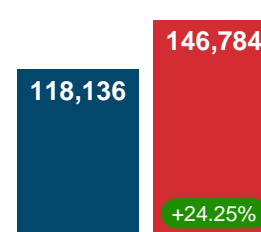
Pending Listings



List Price



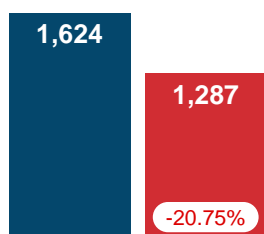
Sale Price



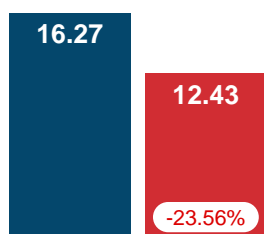
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

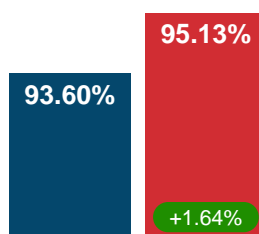
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

