

August 2019



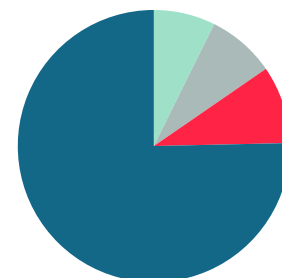
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	89,900	115,000	27.92%
Median Sale Price	85,000	104,000	22.35%
Median Percent of Selling Price to List Price	96.48%	96.30%	-0.19%
Median Days on Market to Sale	64.00	39.00	-39.06%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **22.35%** in August 2019 to \$104,000 versus the previous year at \$85,000.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 25.00 days or **39.06%** in August 2019 compared to last year's same month at **64.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median 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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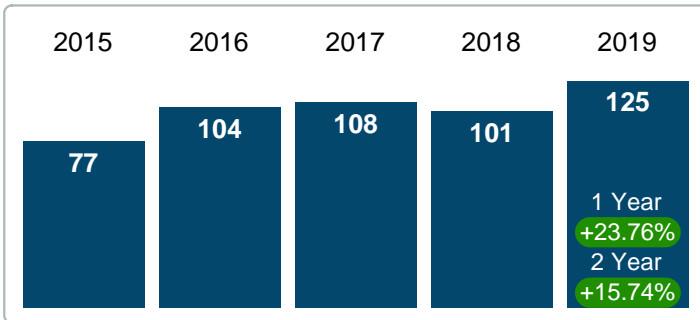
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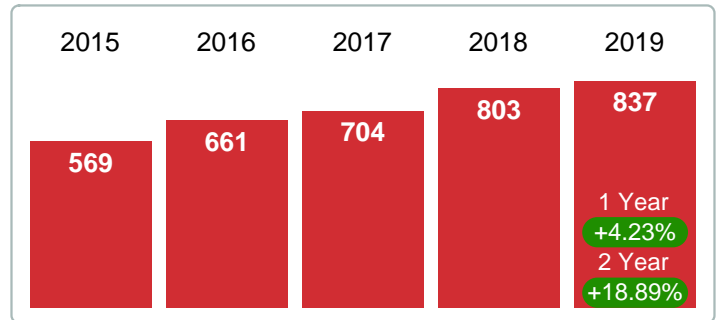
CLOSED LISTINGS

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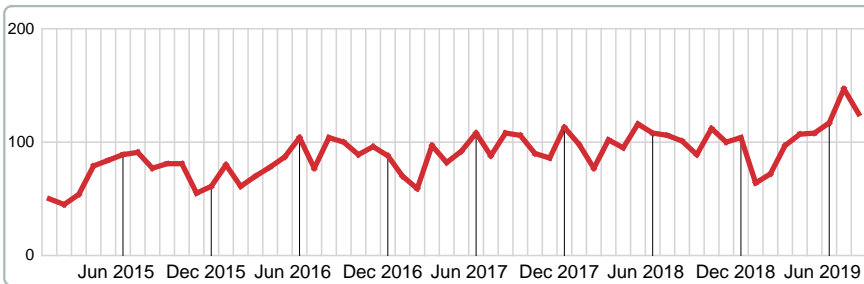
AUGUST



YEAR TO DATE (YTD)

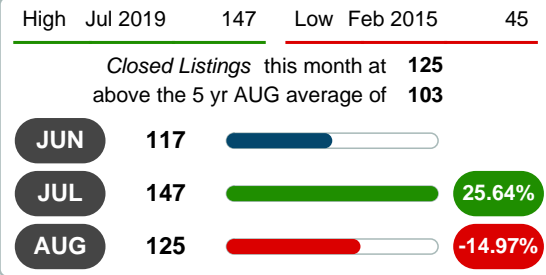


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 103



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12	9.60%	18.0	6	6	0	0
\$20,001 - \$40,000	11	8.80%	49.0	6	4	1	0
\$40,001 - \$70,000	23	18.40%	60.0	8	15	0	0
\$70,001 - \$130,000	31	24.80%	52.0	7	19	5	0
\$130,001 - \$200,000	17	13.60%	35.0	4	11	2	0
\$200,001 - \$310,000	19	15.20%	49.0	3	11	5	0
\$310,001 and up	12	9.60%	71.0	1	5	6	0
Total Closed Units	125			35	71	19	0
Total Closed Volume	18,348,020	100%	39.0	4.07M	9.26M	5.02M	0.00B
Median Closed Price	\$104,000			\$67,000	\$104,000	\$239,000	\$0

August 2019



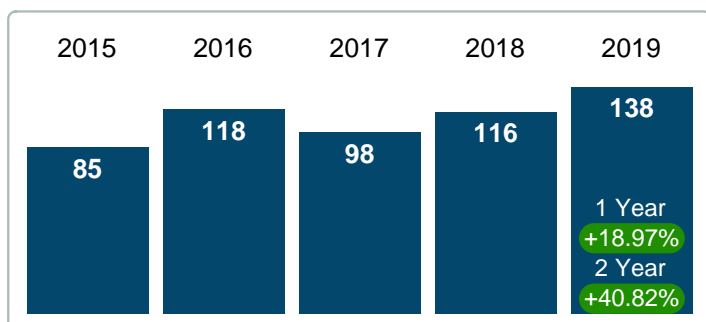
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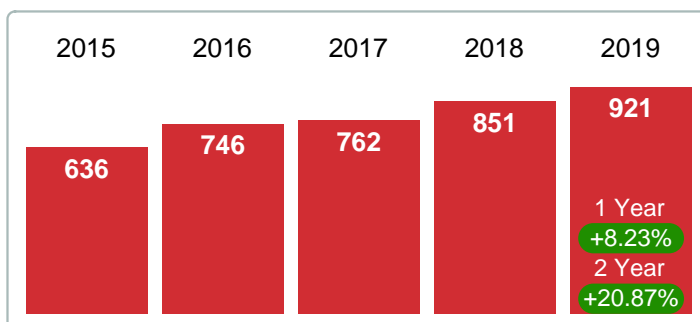
PENDING LISTINGS

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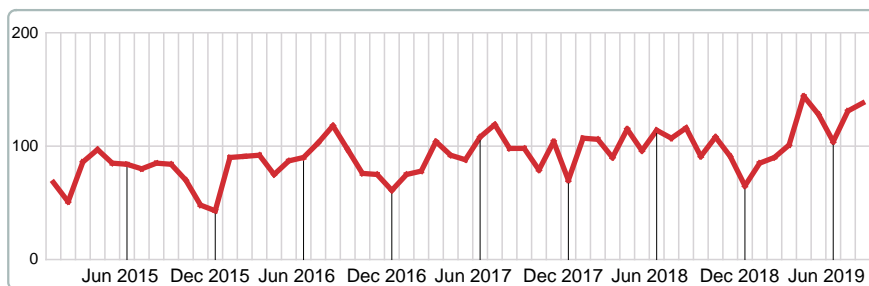
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

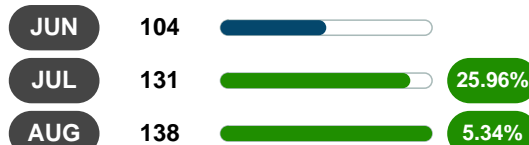


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	10.14%	50.5	12	2	0	0
\$30,001 - \$40,000	14	10.14%	108.5	10	4	0	0
\$40,001 - \$70,000	22	15.94%	48.0	11	9	2	0
\$70,001 - \$110,000	29	21.01%	74.0	9	15	4	1
\$110,001 - \$160,000	24	17.39%	70.0	3	18	3	0
\$160,001 - \$310,000	21	15.22%	45.0	5	8	8	0
\$310,001 and up	14	10.14%	23.0	2	4	7	1
Total Pending Units	138			52	60	24	2
Total Pending Volume	21,203,832	100%	54.5	6.05M	7.73M	6.68M	739.50K
Median Listing Price	\$92,241			\$48,500	\$111,000	\$191,950	\$369,750

August 2019



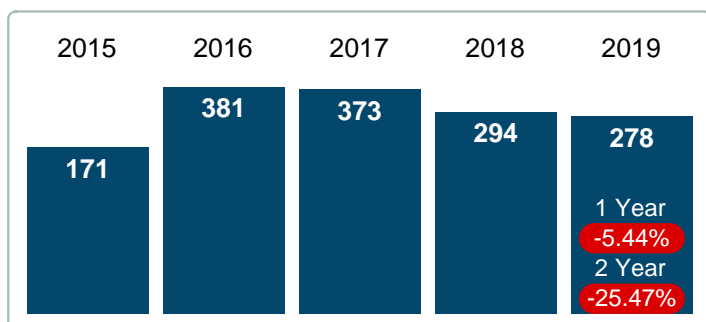
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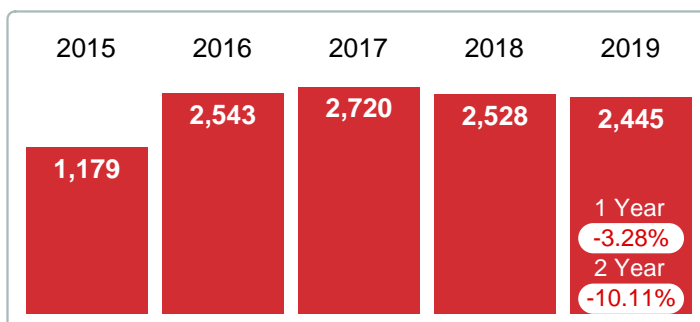
NEW LISTINGS

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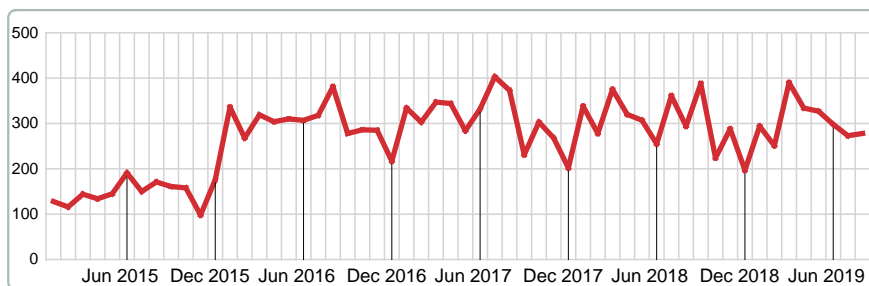
AUGUST



YEAR TO DATE (YTD)

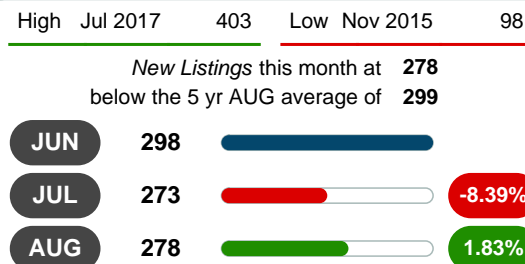


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 299



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	19	6.83%	15	4	0	0
\$20,001 - \$60,000	41	14.75%	28	8	5	0
\$60,001 - \$90,000	41	14.75%	12	26	3	0
\$90,001 - \$170,000	71	25.54%	27	39	4	1
\$170,001 - \$240,000	38	13.67%	16	13	9	0
\$240,001 - \$420,000	40	14.39%	12	17	10	1
\$420,001 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
Median New Listed Listing Price	\$126,250		\$105,000	\$126,200	\$229,900	\$420,000

August 2019



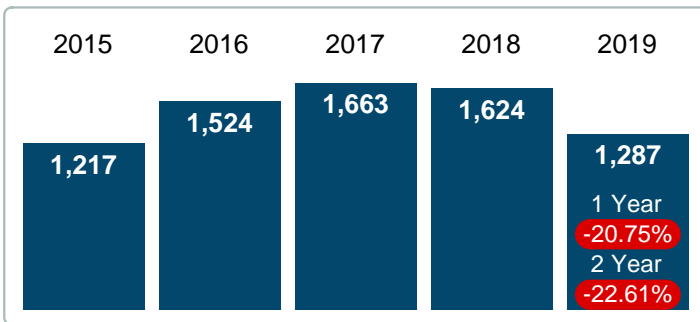
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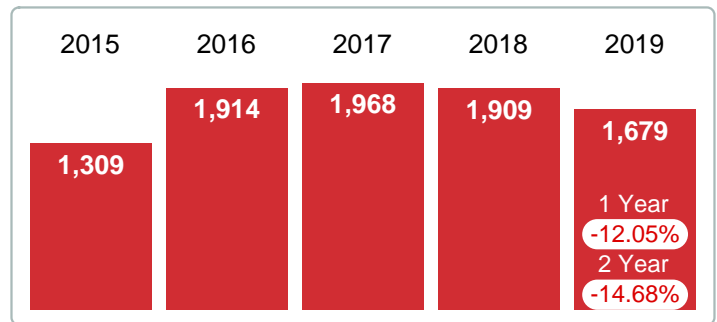
ACTIVE INVENTORY

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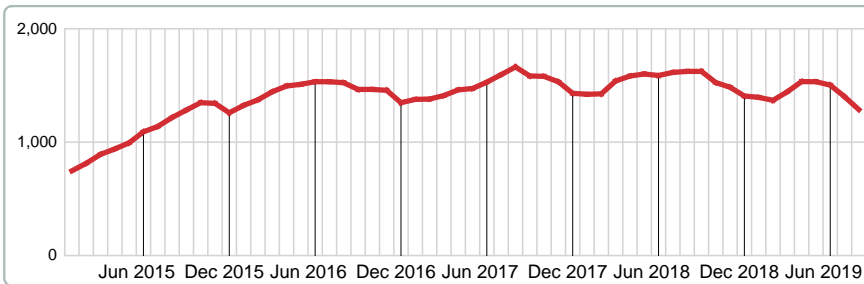
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

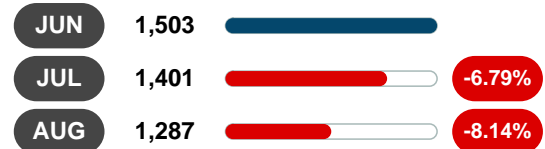


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	117	9.09%	103.0	111	6	0	0
\$20,001 - \$40,000	139	10.80%	122.0	124	12	3	0
\$40,001 - \$70,000	184	14.30%	72.5	140	36	7	1
\$70,001 - \$140,000	344	26.73%	89.0	193	125	24	2
\$140,001 - \$230,000	207	16.08%	73.0	91	83	28	5
\$230,001 - \$380,000	166	12.90%	81.5	73	57	30	6
\$380,001 and up	130	10.10%	91.0	50	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
Median Active Inventory Listing Price			\$109,000	\$77,250	\$140,000	\$239,900	\$284,950

August 2019



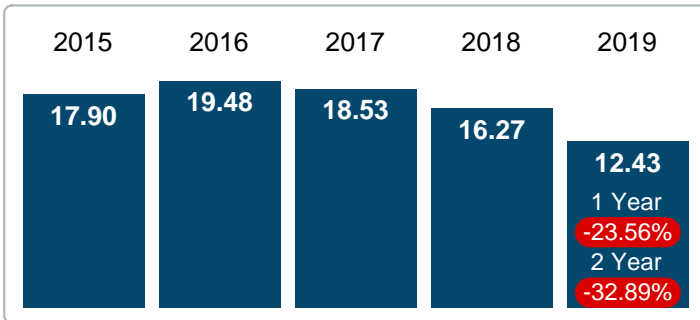
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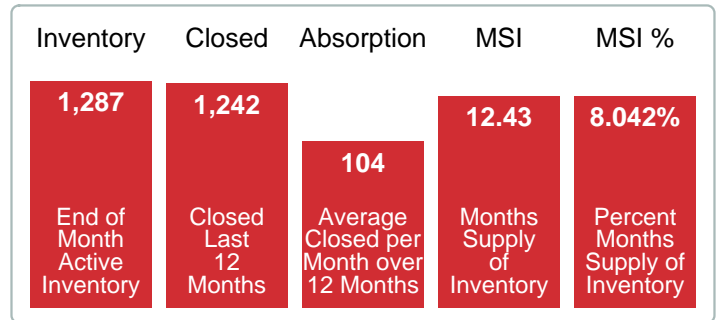
MONTHS SUPPLY of INVENTORY (MSI)

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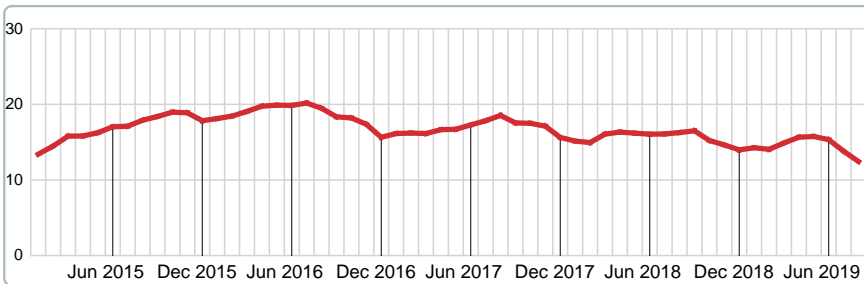
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

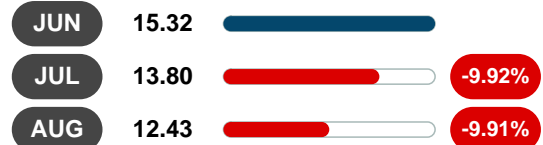


3 MONTHS

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



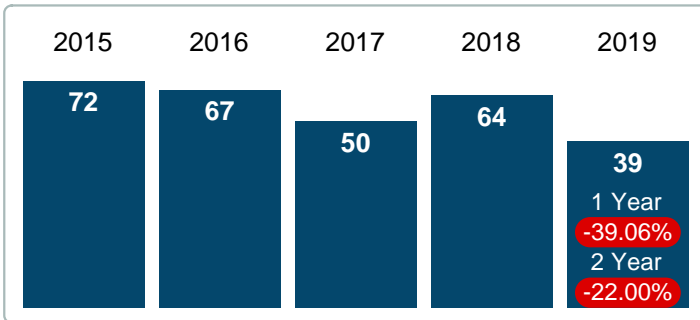
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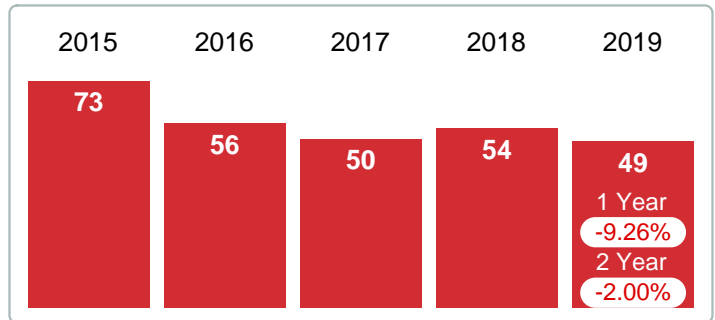
MEDIAN DAYS ON MARKET TO SALE

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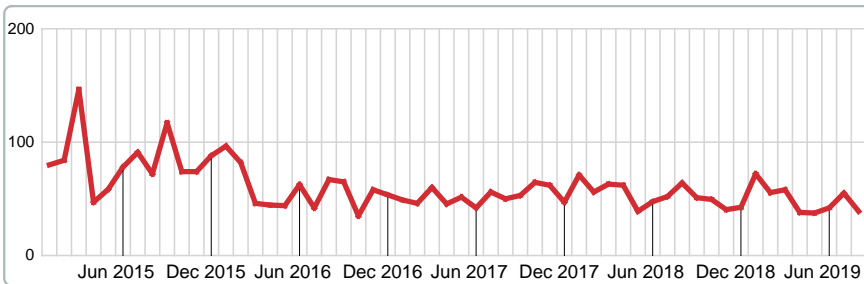
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

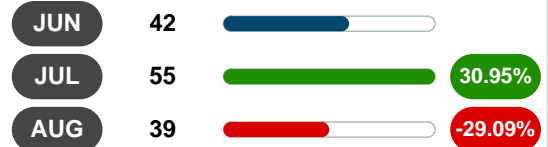


3 MONTHS

5 year AUG AVG = 58

High Mar 2015 147 Low Oct 2016 35

Median Days on Market to Sale this month at 39 below the 5 yr AUG average of 58



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	9.60%	18	13	28	0	0
\$20,001 - \$40,000	8.80%	49	48	83	3	0
\$40,001 - \$70,000	18.40%	60	33	78	0	0
\$70,001 - \$130,000	24.80%	52	34	68	26	0
\$130,001 - \$200,000	13.60%	35	27	38	18	0
\$200,001 - \$310,000	15.20%	49	89	50	39	0
\$310,001 and up	9.60%	71	1	119	71	0
Median Closed DOM		39	22	50	34	0
Total Closed Units	100%	125	35	71	19	
Total Closed Volume		18,348,020	4.07M	9.26M	5.02M	0.00B

August 2019



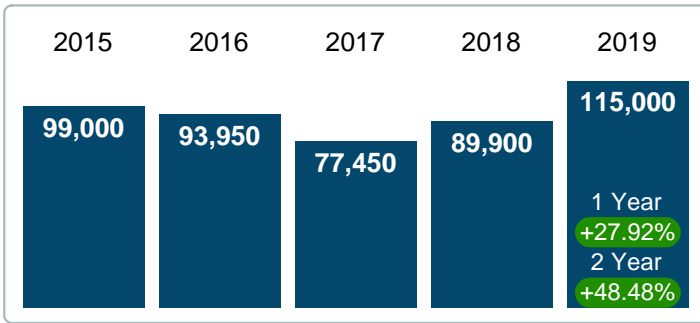
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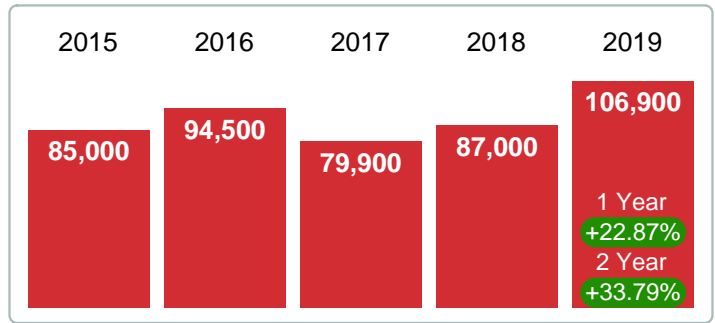
MEDIAN LIST PRICE AT CLOSING

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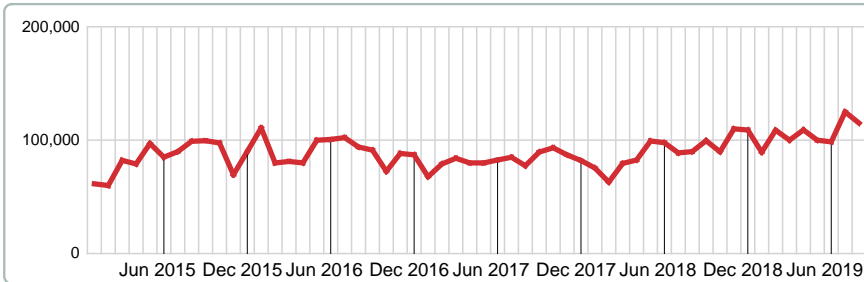
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

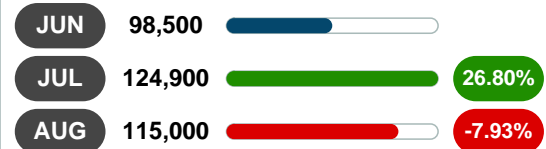


3 MONTHS

5 year AUG AVG = 95,060

High Jul 2019 124,900 Low Feb 2015 60,000

Median List Price at Closing this month at 115,000 above the 5 yr AUG average of 95,060



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	10	8.00%	1,600	8,500	1,400	0		
\$20,001 \$40,000	12	9.60%	34,250	28,000	34,500	34,500		
\$40,001 \$70,000	23	18.40%	59,900	67,000	59,900	0		
\$70,001 \$130,000	30	24.00%	107,200	95,000	104,500	116,000		
\$130,001 \$200,000	19	15.20%	165,000	154,900	165,000	165,000		
\$200,001 \$310,000	17	13.60%	249,500	264,000	248,250	279,000		
\$310,001 and up	14	11.20%	399,000	775,000	392,000	414,000		
Median List Price		115,000		69,900	109,900	239,000	0	
Total Closed Units		125	100%	115,000	35	71	19	
Total Closed Volume		19,146,850			4.29M	9.60M	5.26M	0.00B

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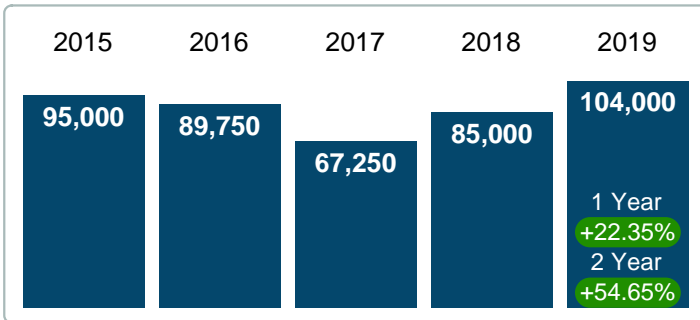
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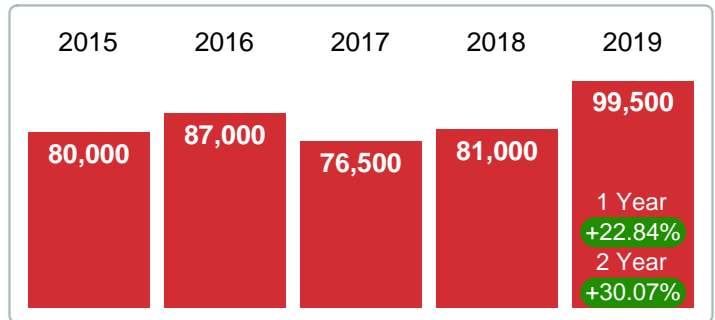
MEDIAN SOLD PRICE AT CLOSING

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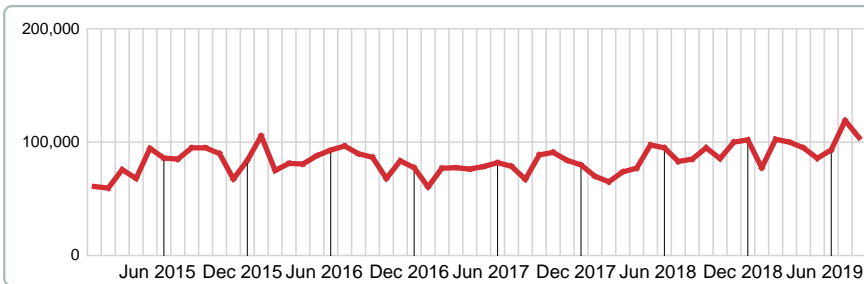
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

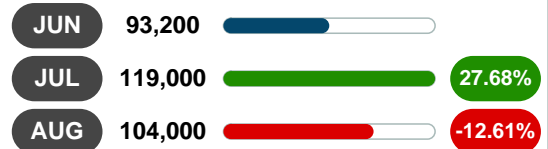


3 MONTHS

5 year AUG AVG = 88,200

High Jul 2019 119,000 Low Feb 2015 59,500

Median Sold Price at Closing this month at 104,000 above the 5 yr AUG average of 88,200



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	9.60%	4,650	15,750	1,148	0	0
\$20,001 - \$40,000	8.80%	34,000	34,000	34,850	28,500	0
\$40,001 - \$70,000	18.40%	54,000	66,000	52,000	0	0
\$70,001 - \$130,000	24.80%	100,000	95,000	99,500	115,000	0
\$130,001 - \$200,000	13.60%	162,000	152,450	162,000	175,500	0
\$200,001 - \$310,000	15.20%	245,000	270,000	245,000	245,000	0
\$310,001 and up	9.60%	394,000	1,200,000	393,000	390,000	0
Median Sold Price		104,000	67,000	104,000	239,000	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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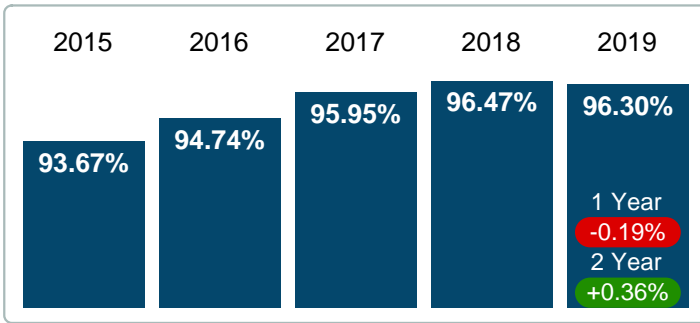
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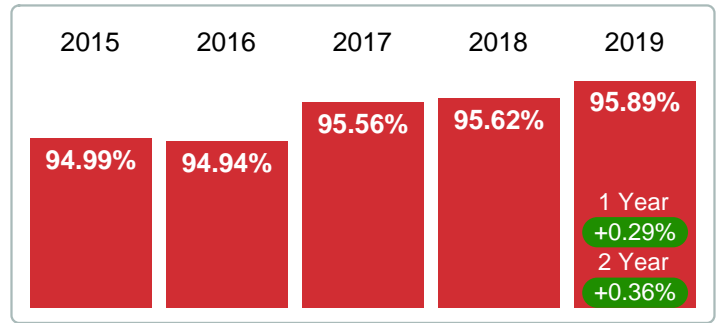
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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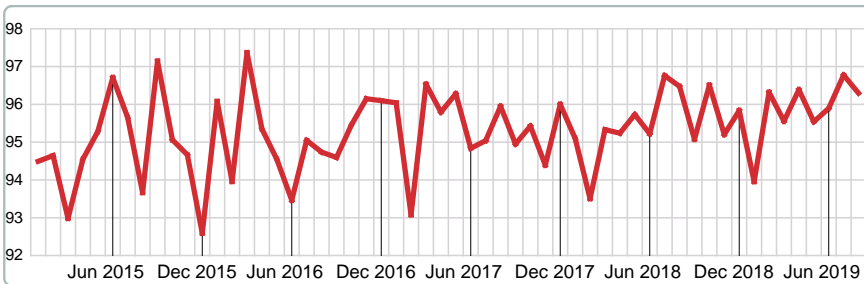
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

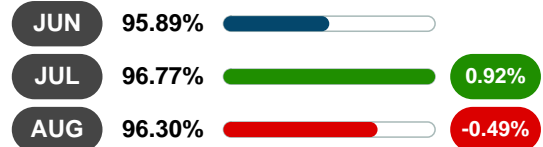


3 MONTHS

5 year AUG AVG = 95.42%

High Mar 2016 97.37% Low Dec 2015 92.59%

Median Sold/List Ratio this month at **96.30%**
above the 5 yr AUG average of **95.42%**



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	12	9.60%	100.00%	86.55%	100.00%	0.00%	0.00%
\$20,001 \$40,000	11	8.80%	94.56%	95.19%	94.94%	82.61%	0.00%
\$40,001 \$70,000	23	18.40%	91.51%	97.93%	86.81%	0.00%	0.00%
\$70,001 \$130,000	31	24.80%	96.30%	95.08%	100.00%	96.30%	0.00%
\$130,001 \$200,000	17	13.60%	97.62%	91.77%	97.62%	101.96%	0.00%
\$200,001 \$310,000	19	15.20%	97.39%	96.77%	97.85%	96.70%	0.00%
\$310,001 and up	12	9.60%	96.55%	100.00%	98.50%	94.84%	0.00%
Median Sold/List Ratio		96.30%		95.08%	97.62%	96.30%	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



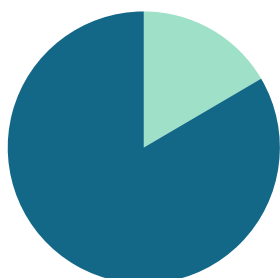
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

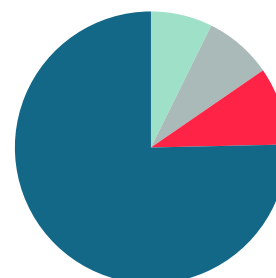


Inventory
 New Listings
278 = 16.56%
 Start Inventory
1,401
 Total Inventory Units
1,679
 Volume
\$301,033,814

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%
Median List Price	89,900	115,000	27.92%	87,000	106,900	22.87%
Median Sale Price	85,000	104,000	22.35%	81,000	99,500	22.84%
Median Percent of Selling Price to List Price	96.48%	96.30%	-0.19%	95.62%	95.89%	0.29%
Median Days on Market to Sale	64.00	39.00	-39.06%	54.00	49.00	-9.26%
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

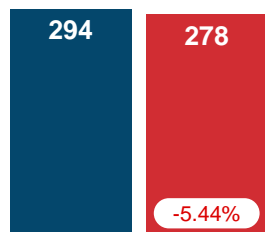
Inventory on August 31, 2019 = **1,287**

2018 **2019**

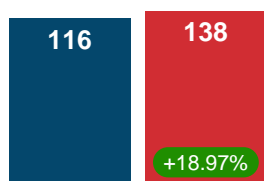
AUGUST MARKET

MEDIAN PRICES

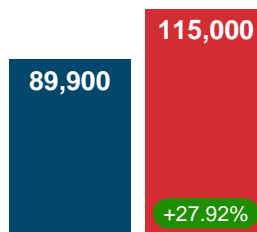
New Listings



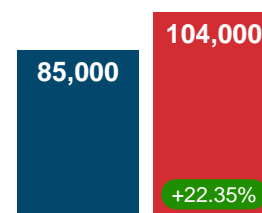
Pending Listings



List Price



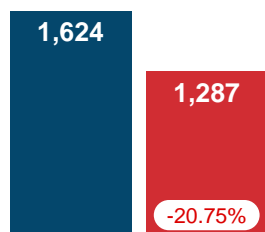
Sale Price



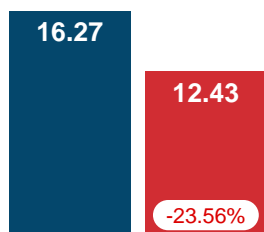
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

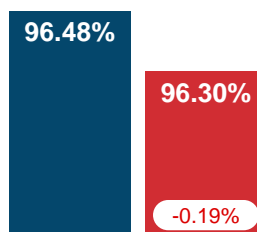
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

