

July 2019



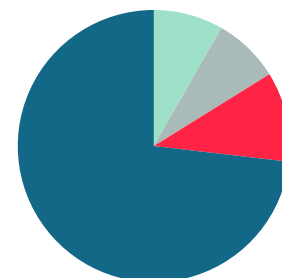
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	106	147	38.68%
Pending Listings	108	140	29.63%
New Listings	361	273	-24.38%
Average List Price	135,938	154,734	13.83%
Average Sale Price	128,994	146,012	13.19%
Average Percent of Selling Price to List Price	94.00%	94.48%	0.51%
Average Days on Market to Sale	67.50	71.32	5.66%
End of Month Inventory	1,613	1,300	-19.40%
Months Supply of Inventory	16.06	12.81	-20.27%



■ Closed (8.27%)
■ Pending (7.88%)
■ Other OffMarket (10.69%)
■ Active (73.16%)

Absorption: Last 12 months, an Average of **102** Sales/Month
Active Inventory as of July 31, 2019 = **1,300**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **19.40%** to 1,300 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **12.81** 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 **13.19%** in July 2019 to \$146,012 versus the previous year at \$128,994.

Average Days on Market Lengthens

The average number of **71.32** days that homes spent on the market before selling increased by 3.82 days or **5.66%** in July 2019 compared to last year's same month at **67.50** DOM.

Sales Success for July 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 273 New Listings in July 2019, down **24.38%** from last year at 361. Furthermore, there were 147 Closed Listings this month versus last year at 106, a **38.68%** increase.

Closed versus Listed trends yielded a **53.8%** ratio, up from previous year's, July 2018, at **29.4%**, a **83.38%** 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

July 2019



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

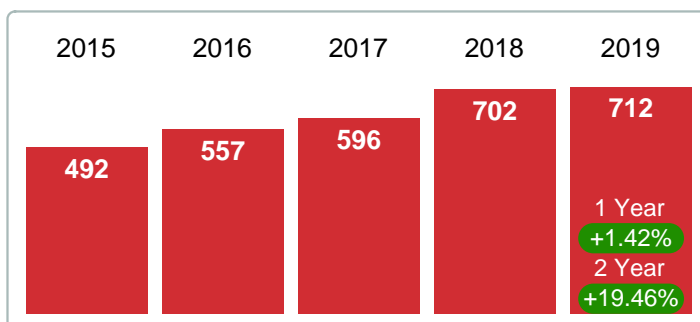
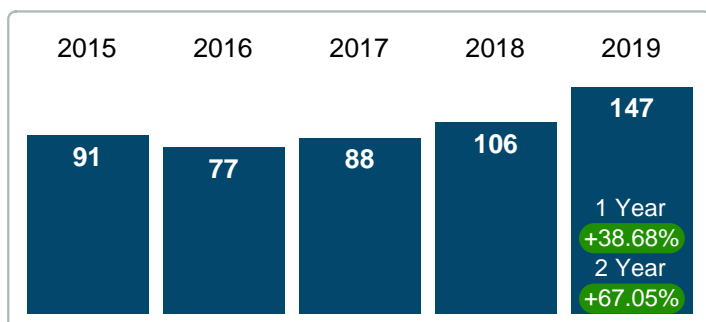


CLOSED LISTINGS

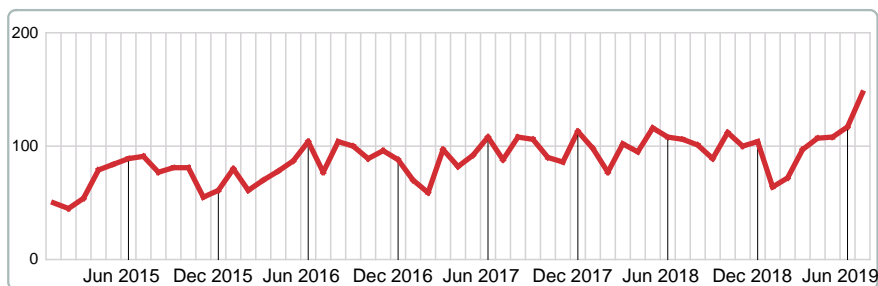
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JULY

YEAR TO DATE (YTD)

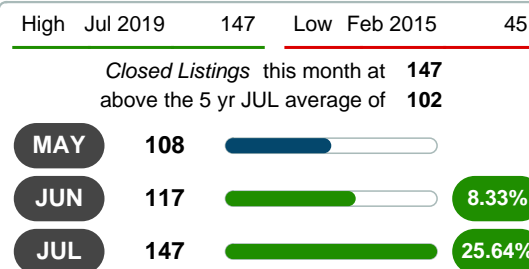


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 102



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	7	4.76%	58.7	4	3	0	0
\$20,001 - \$60,000	25	17.01%	78.9	18	6	1	0
\$60,001 - \$90,000	23	15.65%	48.5	8	14	1	0
\$90,001 - \$150,000	38	25.85%	70.6	9	27	2	0
\$150,001 - \$200,000	20	13.61%	78.1	2	9	8	1
\$200,001 - \$300,000	19	12.93%	66.8	2	14	3	0
\$300,001 and up	15	10.20%	98.2	6	7	1	1
Total Closed Units	147			49	80	16	2
Total Closed Volume	21,463,821	100%	71.3	5.79M	12.19M	2.88M	600.00K
Average Closed Price	\$146,012			\$118,248	\$152,327	\$180,219	\$300,000

July 2019



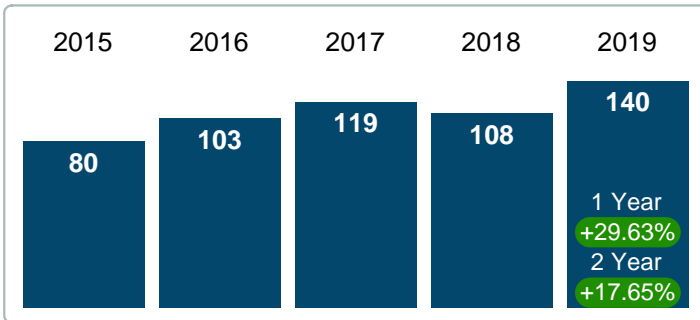
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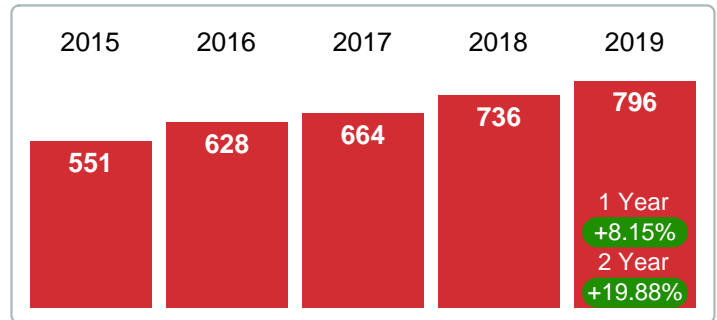
PENDING LISTINGS

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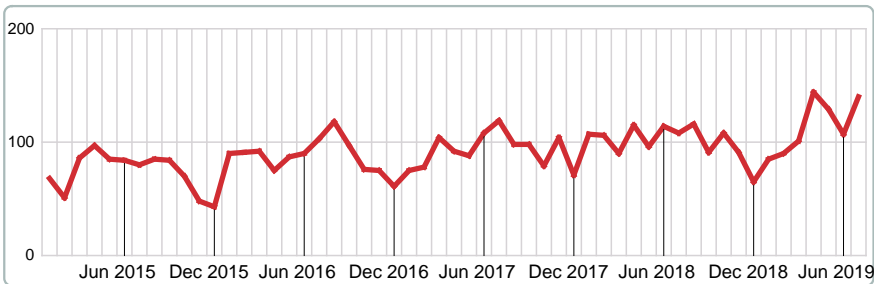
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 110

High Apr 2019 144 Low Dec 2015 43

Pending Listings this month at 140 above the 5 yr JUL average of 110



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	10	7.14%	45.6	7	3	0	0
\$25,001 - \$50,000	15	10.71%	69.9	10	4	1	0
\$50,001 - \$75,000	15	10.71%	70.4	6	9	0	0
\$75,001 - \$125,000	38	27.14%	89.1	12	24	1	1
\$125,001 - \$200,000	28	20.00%	50.9	8	14	6	0
\$200,001 - \$350,000	20	14.29%	54.5	2	13	5	0
\$350,001 and up	14	10.00%	118.8	7	4	3	0
Total Pending Units	140			52	71	16	1
Total Pending Volume	21,116,445	100%	86.3	7.20M	10.19M	3.65M	84.90K
Average Listing Price	\$171,629			\$138,395	\$143,492	\$227,944	\$84,900

July 2019



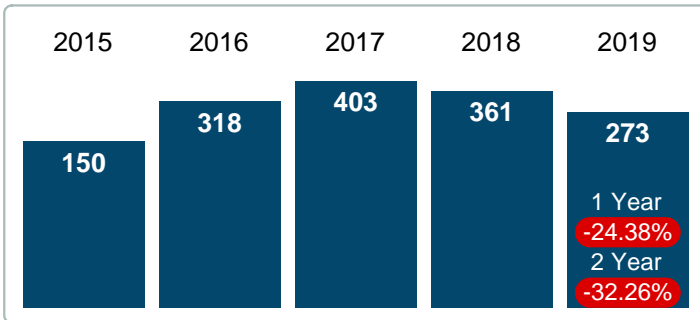
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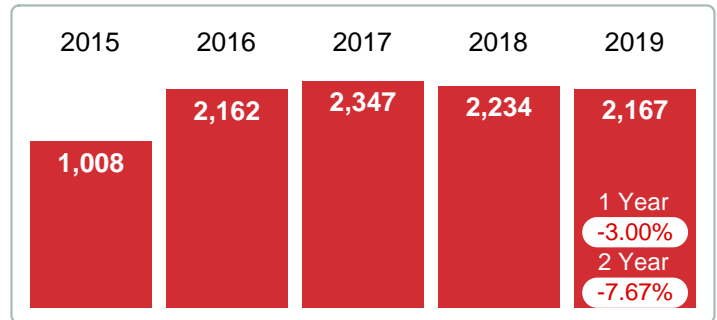
NEW LISTINGS

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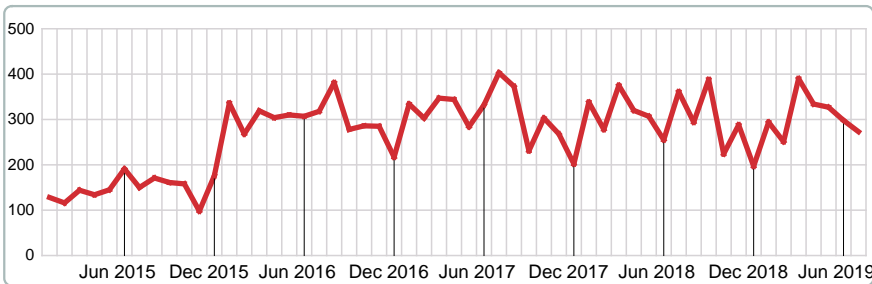
JULY



YEAR TO DATE (YTD)

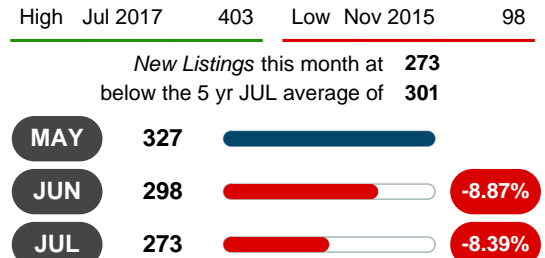


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 301



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	28	10.26%	19	9	0	0
\$25,001 - \$50,000	30	10.99%	24	4	2	0
\$50,001 - \$75,000	32	11.72%	23	8	1	0
\$75,001 - \$150,000	77	28.21%	34	36	5	2
\$150,001 - \$200,000	36	13.19%	8	24	4	0
\$200,001 - \$350,000	42	15.38%	17	17	7	1
\$350,001 and up	28	10.26%	8	11	8	1
Total New Listed Units	273		133	109	27	4
Total New Listed Volume	44,735,875	100%	16.53M	19.11M	8.05M	1.05M
Average New Listed Listing Price	\$158,002		\$124,250	\$175,314	\$298,022	\$263,700

July 2019



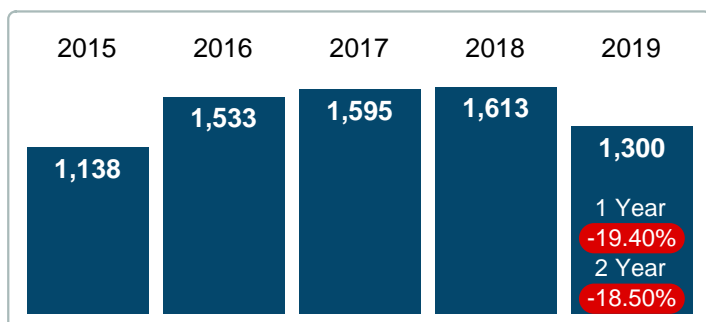
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



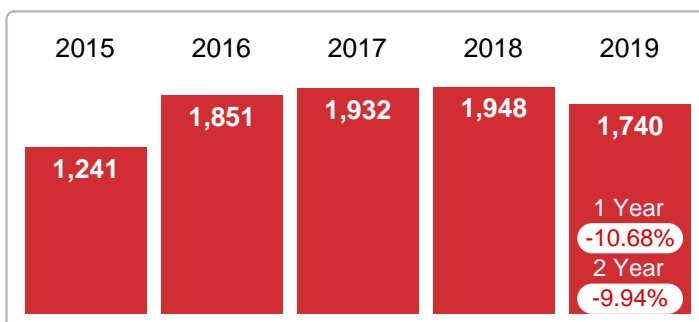
ACTIVE INVENTORY

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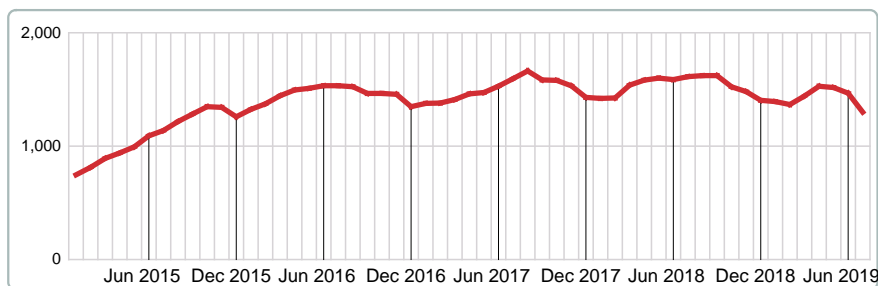
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

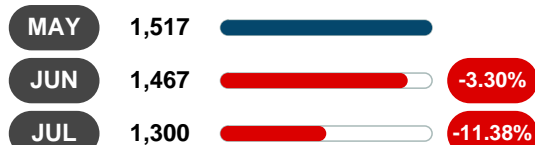


3 MONTHS

5 year JUL AVG = 1,436

High Aug 2017 1,663 Low Jan 2015 747

Inventory this month at 1,300 below the 5 yr JUL average of 1,436



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	162	12.46%	115.3	153	9	0	0
\$25,001-\$75,000	320	24.62%	96.2	253	56	10	1
\$75,001-\$125,000	257	19.77%	97.9	143	93	19	2
\$125,001-\$225,000	270	20.77%	93.9	123	107	37	3
\$225,001-\$375,000	159	12.23%	89.9	73	52	27	7
\$375,001 and up	132	10.15%	102.2	47	37	40	8
Total Active Inventory by Units			1,300	792	354	133	21
Total Active Inventory by Volume			231,821,944	108.68M	70.00M	42.15M	11.00M
Average Active Inventory Listing Price			\$178,325	\$137,219	\$197,728	\$316,900	\$523,858

July 2019



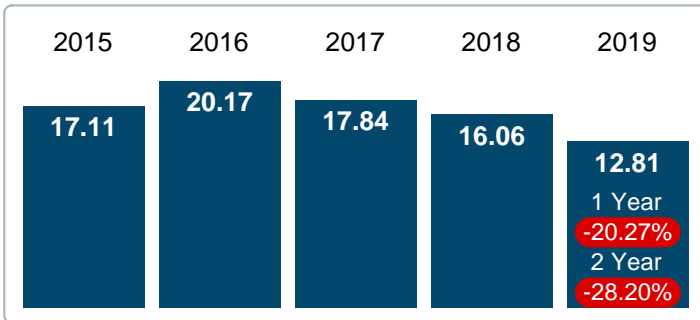
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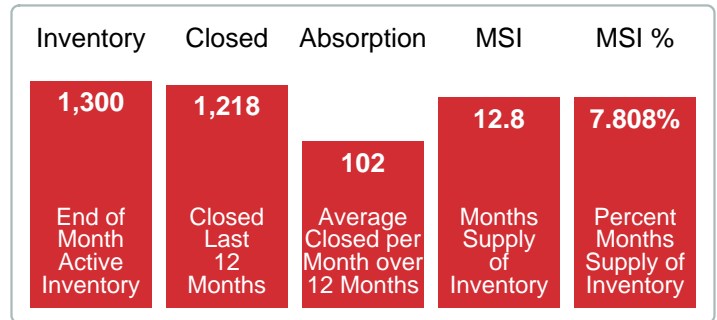
MONTHS SUPPLY of INVENTORY (MSI)

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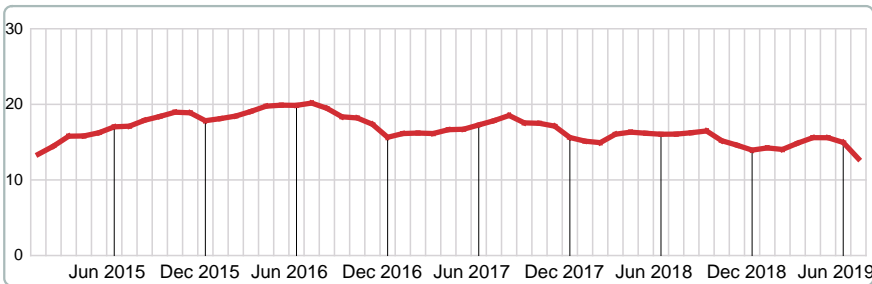
MSI FOR JULY



INDICATORS FOR JULY 2019

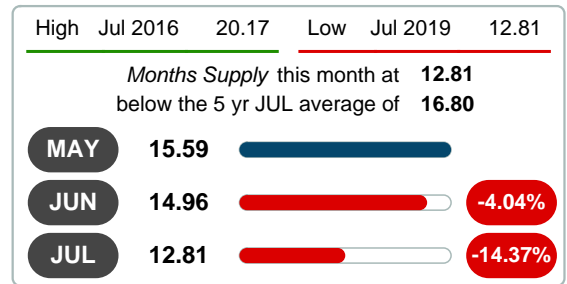


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 16.80



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	120	9.23%	12.63	17.30	3.60	0.00	0.00
\$20,001 - \$40,000	146	11.23%	12.08	16.00	3.69	3.43	0.00
\$40,001 - \$70,000	195	15.00%	12.45	21.80	4.63	10.67	12.00
\$70,001 - \$140,000	348	26.77%	11.44	19.42	7.13	10.18	18.00
\$140,001 - \$220,000	192	14.77%	10.82	36.43	6.93	7.36	4.00
\$220,001 - \$380,000	169	13.00%	14.18	46.20	8.20	10.55	10.50
\$380,001 and up	130	10.00%	31.20	28.20	27.00	52.00	19.20
Market Supply of Inventory (MSI)			12.81	21.41	6.96	11.24	11.45
Total Active Inventory by Units		100%	12.81	792	354	133	21

July 2019



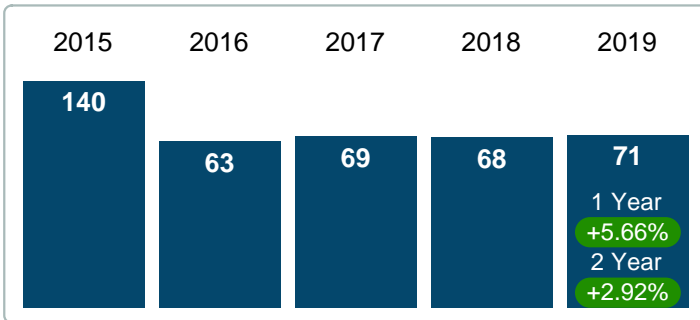
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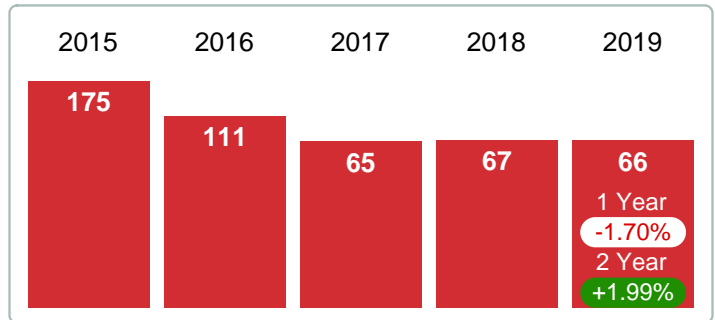
AVERAGE DAYS ON MARKET TO SALE

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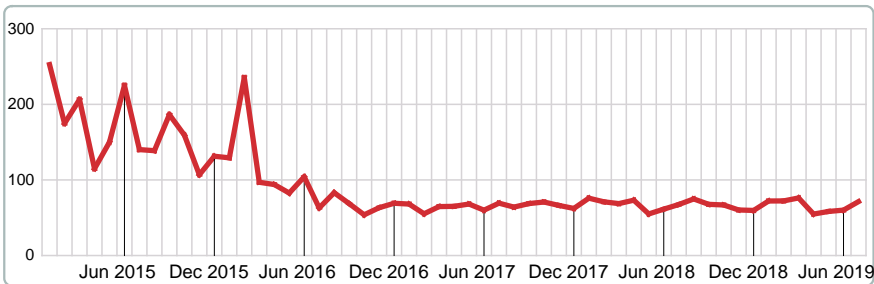
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 82

High Jan 2015 253 Low Oct 2016 54

Average Days on Market to Sale this month at 71 below the 5 yr JUL average of 82



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	4.76%	59	51	69	0	0
\$20,001 - \$60,000	17.01%	79	95	30	81	0
\$60,001 - \$90,000	15.65%	48	66	38	61	0
\$90,001 - \$150,000	25.85%	71	107	58	79	0
\$150,001 - \$200,000	13.61%	78	81	68	88	84
\$200,001 - \$300,000	12.93%	67	192	48	74	0
\$300,001 and up	10.20%	98	117	91	78	55
Average Closed DOM		71	95	55	81	70
Total Closed Units	100%	147	49	80	16	2
Total Closed Volume		21,463,821	5.79M	12.19M	2.88M	600.00K

July 2019



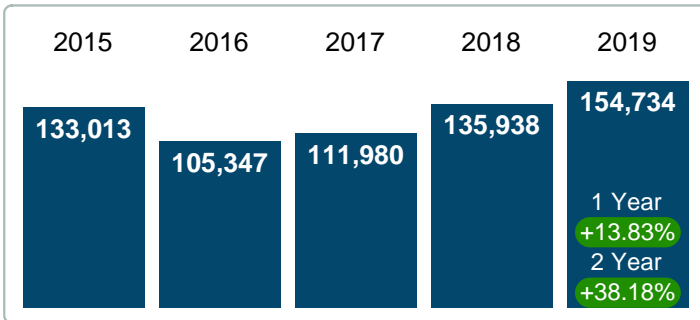
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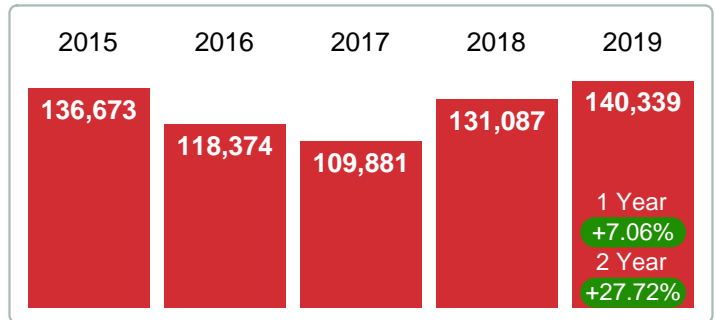
AVERAGE LIST PRICE AT CLOSING

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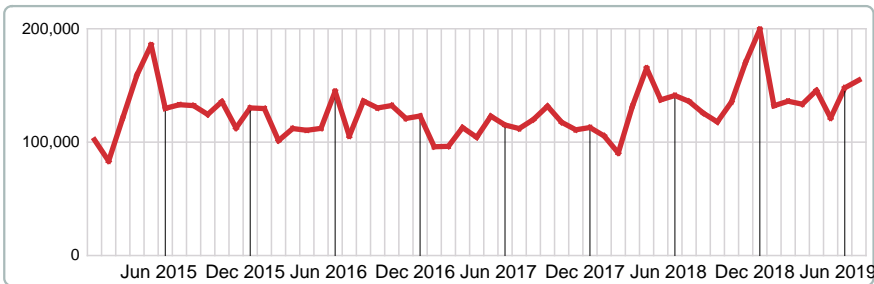
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

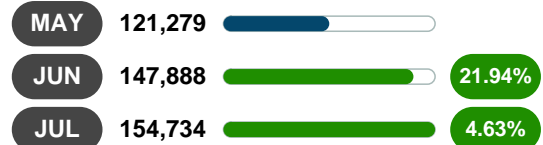


3 MONTHS

5 year JUL AVG = 128,202

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

Average List Price at Closing this month at **154,734**
above the 5 yr JUL average of **128,202**



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	
\$25,000 and less	10	6.80%	19,578	23,438	19,835	0	
\$25,001 - \$50,000	17	11.56%	38,235	39,170	42,967	38,500	
\$50,001 - \$75,000	15	10.20%	66,807	69,911	69,489	72,900	
\$75,001 - \$150,000	48	32.65%	111,233	115,274	115,924	145,000	
\$150,001 - \$200,000	21	14.29%	175,924	203,000	178,611	184,375	
\$200,001 - \$300,000	22	14.97%	246,459	257,450	241,050	254,500	
\$300,001 and up	14	9.52%	460,164	490,049	429,000	350,000	
Average List Price		154,734		131,692	158,302	186,869	319,450
Total Closed Units		147	100%	154,734	49	80	16
Total Closed Volume		22,745,859			6.45M	12.66M	2.99M

July 2019



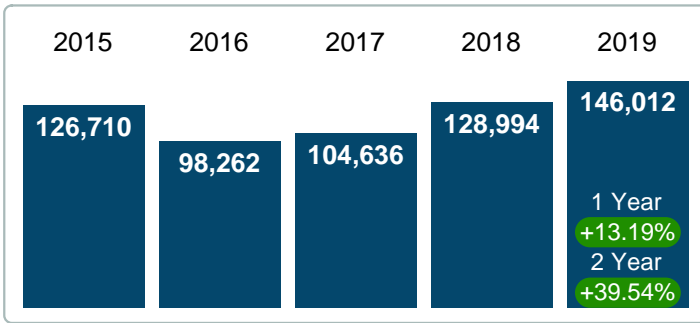
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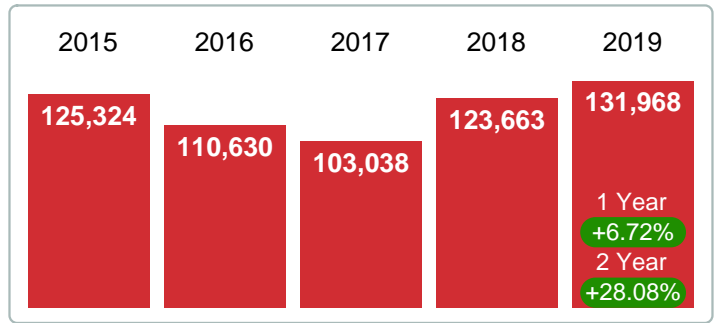
AVERAGE SOLD PRICE AT CLOSING

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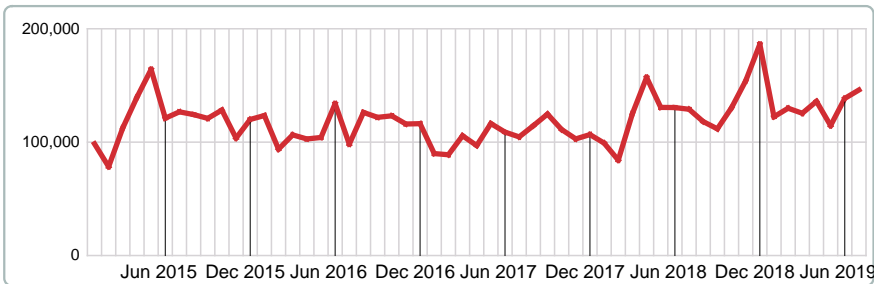
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

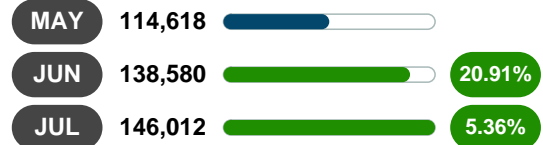


3 MONTHS

5 year JUL AVG = 120,923

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

Average Sold Price at Closing this month at **146,012** above the 5 yr JUL average of **120,923**



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	4.76%	15,382	18,325	11,458	0	0
\$20,001 - \$60,000	17.01%	36,984	37,454	35,804	35,600	0
\$60,001 - \$90,000	15.65%	74,991	73,288	75,964	75,000	0
\$90,001 - \$150,000	25.85%	119,278	114,778	119,539	136,000	0
\$150,001 - \$200,000	13.61%	171,820	166,000	168,944	176,113	175,000
\$200,001 - \$300,000	12.93%	233,258	230,000	230,707	247,333	0
\$300,001 and up	10.20%	420,393	439,232	413,643	350,000	425,000
Average Sold Price		146,012	118,248	152,327	180,219	300,000
Total Closed Units	100%	147	49	80	16	2
Total Closed Volume		21,463,821	5.79M	12.19M	2.88M	600.00K

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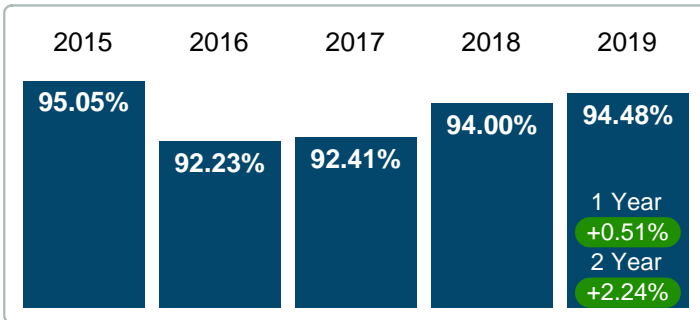
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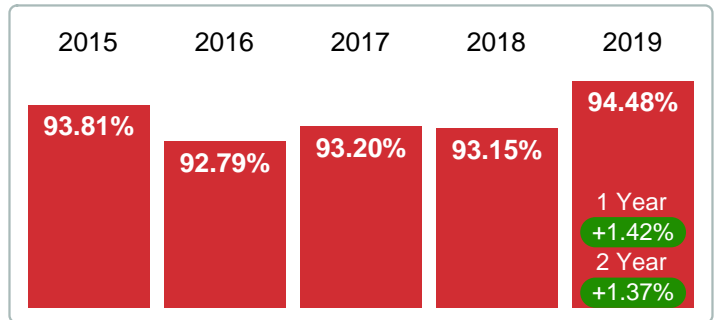
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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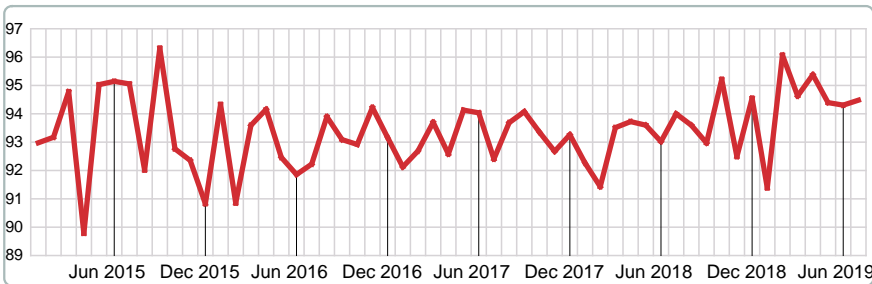
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 93.63%

High Sep 2015 96.31% Low Apr 2015 89.78%

Average Sold/List Ratio this month at **94.48%**
equal to 5 yr JUL average of **93.63%**



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	7	4.76%	86.32%	89.67%	81.86%	0.00%	0.00%
\$20,001 \$60,000	25	17.01%	92.55%	91.86%	94.65%	92.47%	0.00%
\$60,001 \$90,000	23	15.65%	95.53%	91.35%	97.39%	102.88%	0.00%
\$90,001 \$150,000	38	25.85%	96.46%	92.70%	97.93%	93.57%	0.00%
\$150,001 \$200,000	20	13.61%	94.06%	85.14%	94.65%	95.86%	92.15%
\$200,001 \$300,000	19	12.93%	95.44%	89.53%	95.88%	97.30%	0.00%
\$300,001 and up	15	10.20%	94.22%	90.11%	96.86%	100.00%	94.65%
Average Sold/List Ratio		94.50%		91.17%	96.17%	96.33%	93.40%
Total Closed Units		147	100%	49	80	16	2
Total Closed Volume		21,463,821		5.79M	12.19M	2.88M	600.00K

July 2019



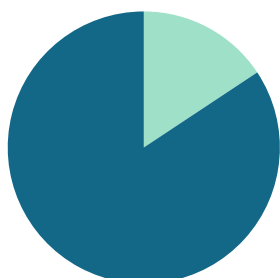
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

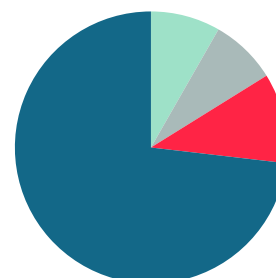


Inventory
 New Listings
273 = 15.69%
 Start Inventory
1,467
 Total Inventory Units
1,740
 Volume
\$309,408,067

Market Activity

Closed Sales
147 = 8.27%
 Pending Sales
140 = 7.88%
 Other Off Market
190 = 10.69%
 Active Inventory
1,300 = 73.16%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	106	147	38.68%	702	712	1.42%
Pending Sales	108	140	29.63%	736	796	8.15%
New Listings	361	273	-24.38%	2,234	2,167	-3.00%
Average List Price	135,938	154,734	13.83%	131,087	140,339	7.06%
Average Sale Price	128,994	146,012	13.19%	123,663	131,968	6.72%
Average Percent of Selling Price to List Price	94.00%	94.48%	0.51%	93.15%	94.48%	1.42%
Average Days on Market to Sale	67.50	71.32	5.66%	67.00	65.86	-1.70%
Monthly Inventory	1,613	1,300	-19.40%	1,613	1,300	-19.40%
Months Supply of Inventory	16.06	12.81	-20.27%	16.06	12.81	-20.27%

Absorption: Last 12 months, an Average of **102** Sales/Month

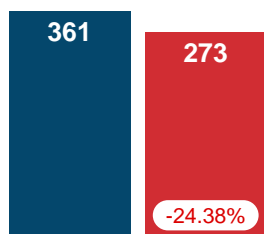
Inventory on July 31, 2019 = **1,300**

2018 **2019**

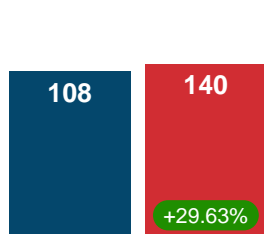
JULY MARKET

AVERAGE PRICES

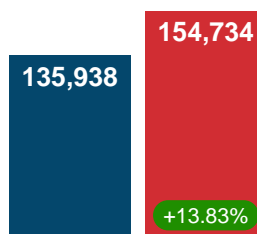
New Listings



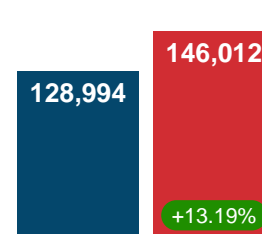
Pending Listings



List Price



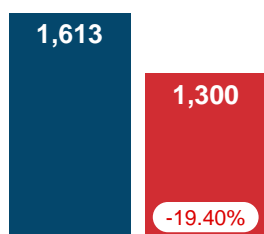
Sale Price



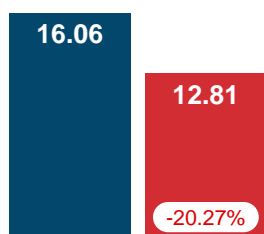
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

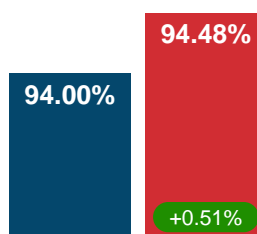
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

