

# July 2019



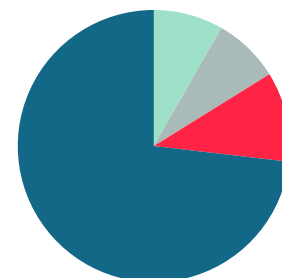
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



## 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%
Median List Price	88,750	124,900	40.73%
Median Sale Price	83,000	119,000	43.37%
Median Percent of Selling Price to List Price	96.76%	96.77%	0.01%
Median Days on Market to Sale	52.00	55.00	5.77%
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.

#### 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 **43.37%** in July 2019 to \$119,000 versus the previous year at \$83,000.

#### Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 3.00 days or **5.77%** in July 2019 compared to last year's same month at **52.00** DOM.

#### Sales Success for July 2019 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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

# July 2019



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

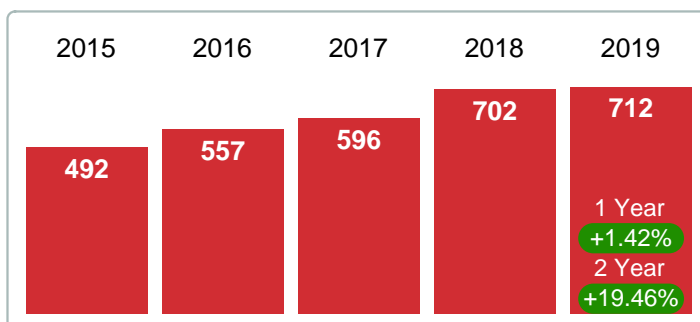
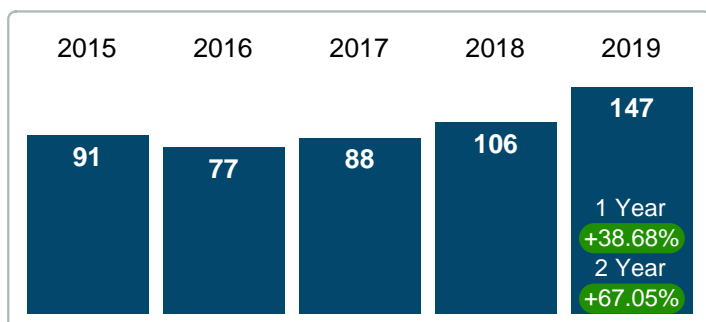


## CLOSED LISTINGS

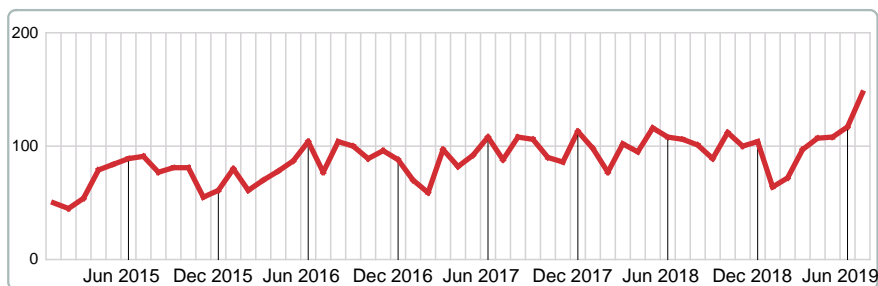
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### JULY

### YEAR TO DATE (YTD)

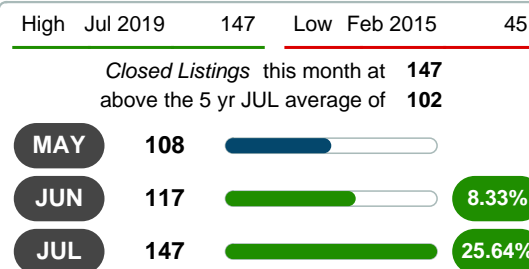


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 102



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	4.76%	53.0	4	3	0	0
\$20,001 - \$60,000	25	17.01%	58.0	18	6	1	0
\$60,001 - \$90,000	23	15.65%	30.0	8	14	1	0
\$90,001 - \$150,000	38	25.85%	55.0	9	27	2	0
\$150,001 - \$200,000	20	13.61%	80.5	2	9	8	1
\$200,001 - \$300,000	19	12.93%	47.0	2	14	3	0
\$300,001 and up	15	10.20%	78.0	6	7	1	1
<b>Total Closed Units</b>	<b>147</b>			<b>49</b>	<b>80</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>21,463,821</b>	<b>100%</b>	<b>55.0</b>	<b>5.79M</b>	<b>12.19M</b>	<b>2.88M</b>	<b>600.00K</b>
<b>Median Closed Price</b>	<b>\$119,000</b>			<b>\$68,000</b>	<b>\$124,750</b>	<b>\$176,700</b>	<b>\$300,000</b>

# July 2019



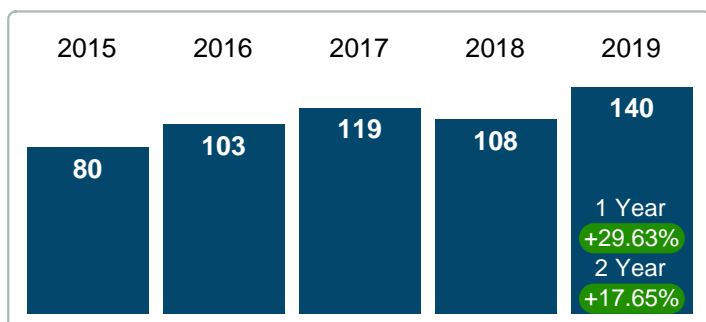
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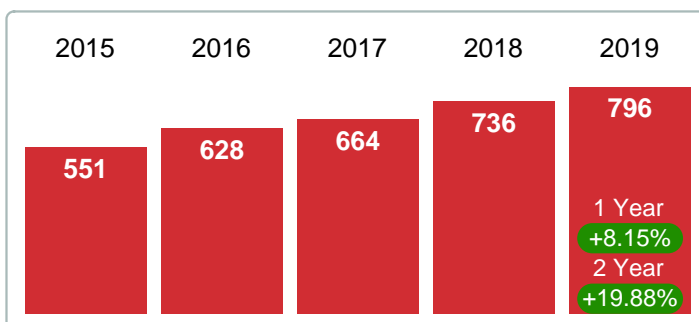
## PENDING LISTINGS

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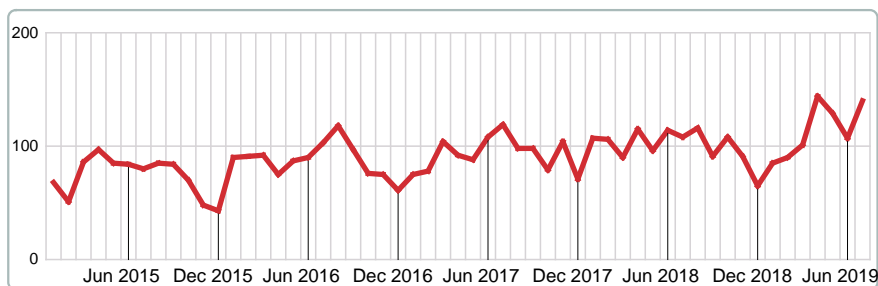
### JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	7.86%	25.0	8	3	0	0
\$30,001 - \$60,000	17	12.14%	49.0	9	7	1	0
\$60,001 - \$80,000	16	11.43%	65.0	7	9	0	0
\$80,001 - \$140,000	39	27.86%	66.0	12	23	3	1
\$140,001 - \$210,000	25	17.86%	40.0	7	13	5	0
\$210,001 - \$350,000	18	12.86%	46.0	2	12	4	0
\$350,001 and up	14	10.00%	153.0	7	4	3	0
<b>Total Pending Units</b>	<b>140</b>			<b>52</b>	<b>71</b>	<b>16</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>21,116,445</b>	<b>100%</b>	<b>54.5</b>	<b>7.20M</b>	<b>10.19M</b>	<b>3.65M</b>	<b>84.90K</b>
<b>Median Listing Price</b>	<b>\$116,000</b>			<b>\$84,500</b>	<b>\$114,900</b>	<b>\$202,450</b>	<b>\$84,900</b>

# July 2019



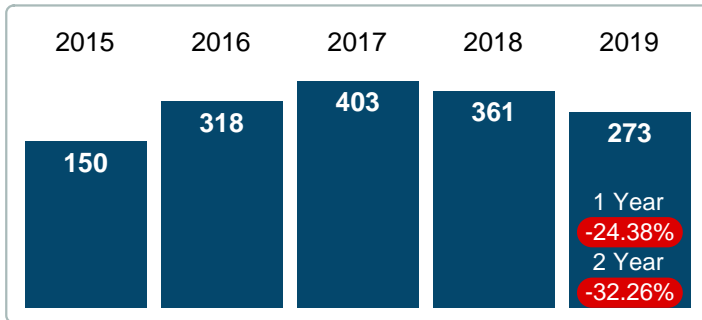
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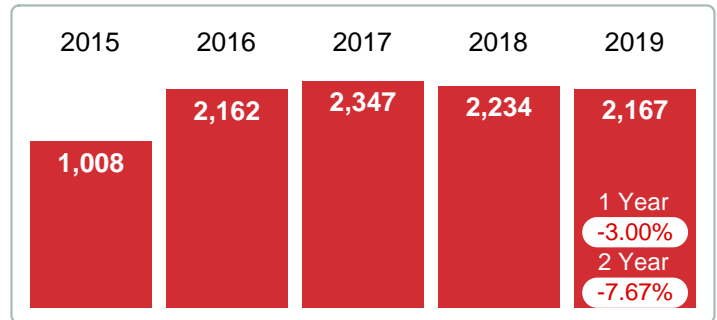
## NEW LISTINGS

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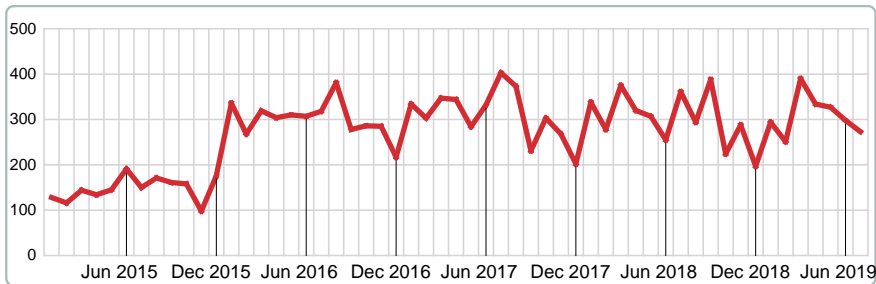
### JULY



### YEAR TO DATE (YTD)

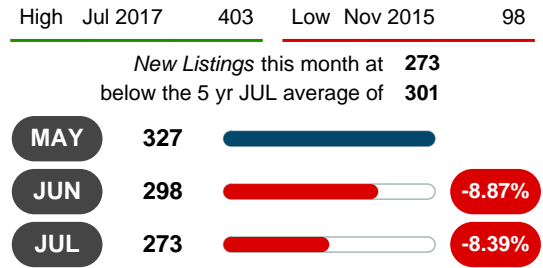


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$20,000 and less	19	6.96%	11	8	0	0
\$20,001 - \$50,000	39	14.29%	32	5	2	0
\$50,001 - \$80,000	40	14.65%	28	11	1	0
\$80,001 - \$150,000	69	25.27%	29	33	5	2
\$150,001 - \$220,000	43	15.75%	13	26	4	0
\$220,001 - \$350,000	35	12.82%	12	15	7	1
\$350,001 and up	28	10.26%	8	11	8	1
<b>Total New Listed Units</b>	<b>273</b>		<b>133</b>	<b>109</b>	<b>27</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>44,735,875</b>	<b>100%</b>	<b>16.53M</b>	<b>19.11M</b>	<b>8.05M</b>	<b>1.05M</b>
<b>Median New Listed Listing Price</b>	<b>\$119,900</b>		<b>\$78,000</b>	<b>\$149,000</b>	<b>\$239,900</b>	<b>\$197,450</b>

# July 2019



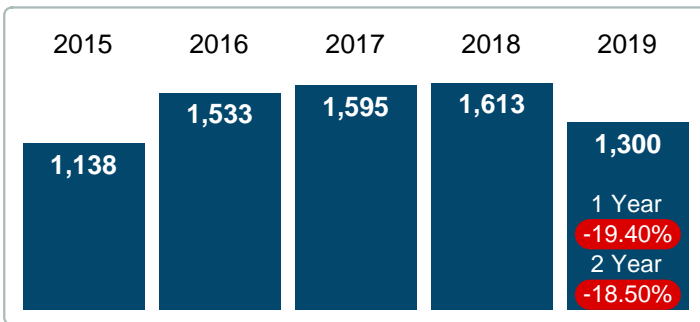
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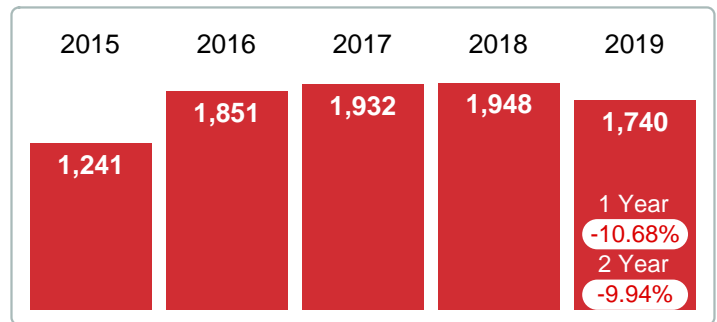
## ACTIVE INVENTORY

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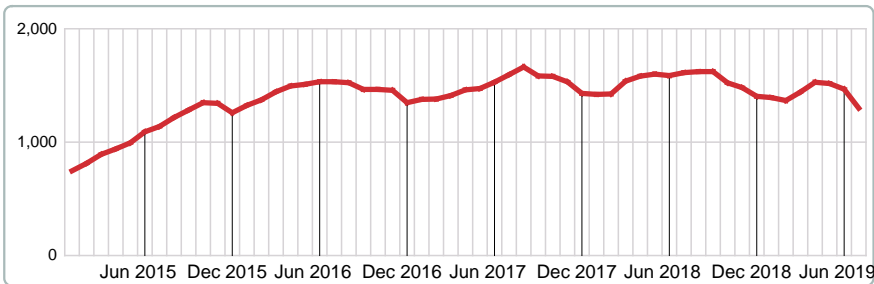
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

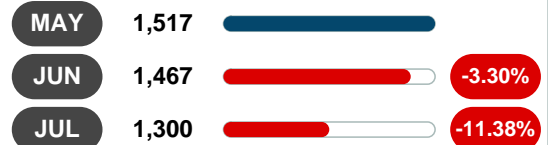


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	120	9.23%	99.5	111	9	0	0
\$20,001 \$40,000	146	11.23%	114.0	132	12	2	0
\$40,001 \$70,000	195	15.00%	62.0	149	37	8	1
\$70,001 \$140,000	348	26.77%	83.0	191	126	28	3
\$140,001 \$220,000	192	14.77%	73.5	85	78	27	2
\$220,001 \$380,000	169	13.00%	93.0	77	56	29	7
\$380,001 and up	130	10.00%	96.5	47	36	39	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
Median Active Inventory Listing Price			\$104,900	\$72,000	\$135,000	\$239,000	\$299,900

# July 2019



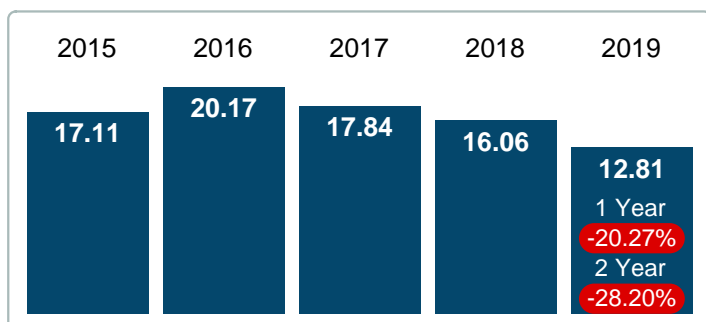
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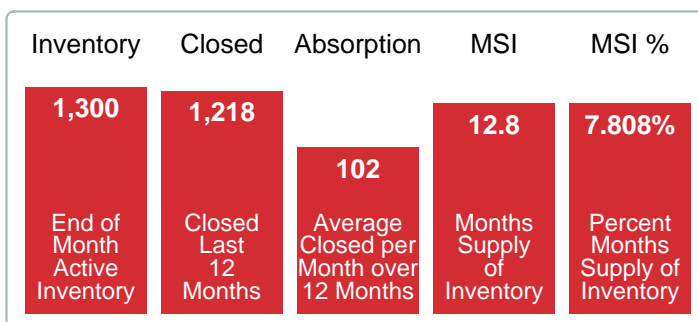
## MONTHS SUPPLY of INVENTORY (MSI)

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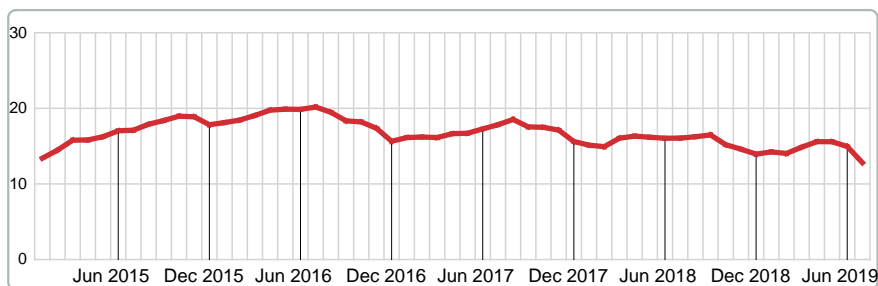
### MSI FOR JULY



### INDICATORS FOR JULY 2019

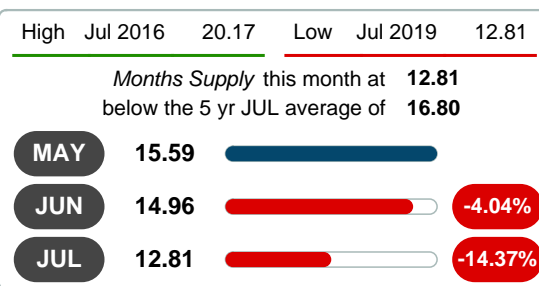


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



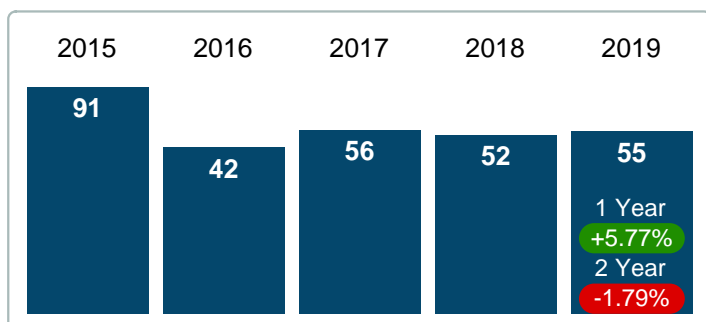
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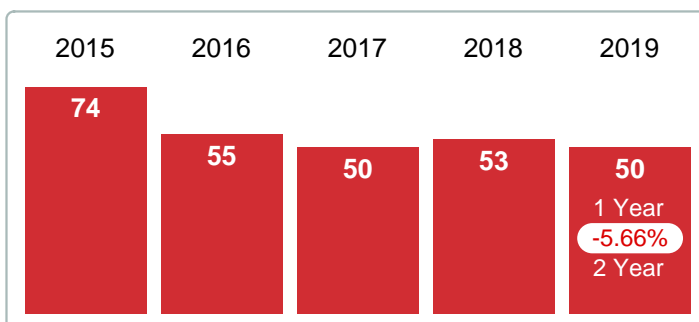
## MEDIAN DAYS ON MARKET TO SALE

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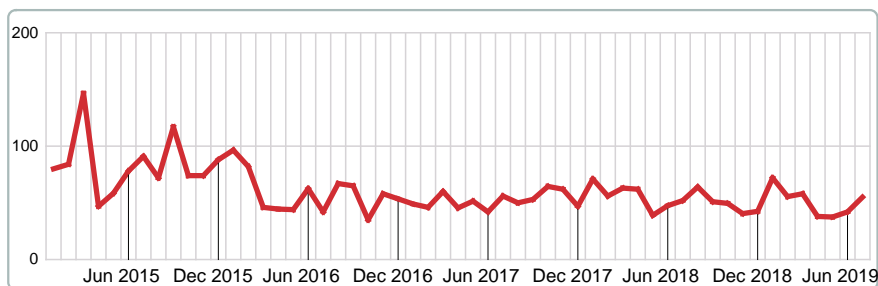
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

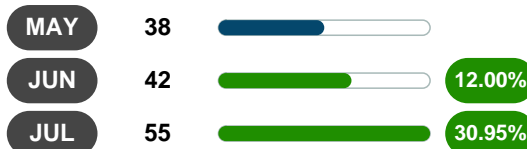


### 3 MONTHS

5 year JUL AVG = 59

High Mar 2015 147 Low Oct 2016 35

Median Days on Market to Sale this month at 55 below the 5 yr JUL average of 59



### 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	4.76%	53	47	53	0	0
\$20,001 - \$60,000	17.01%	58	76	12	81	0
\$60,001 - \$90,000	15.65%	30	26	27	61	0
\$90,001 - \$150,000	25.85%	55	90	45	79	0
\$150,001 - \$200,000	13.61%	81	81	38	89	84
\$200,001 - \$300,000	12.93%	47	192	35	62	0
\$300,001 and up	10.20%	78	49	105	78	55
Median Closed DOM		55	83	39	80	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



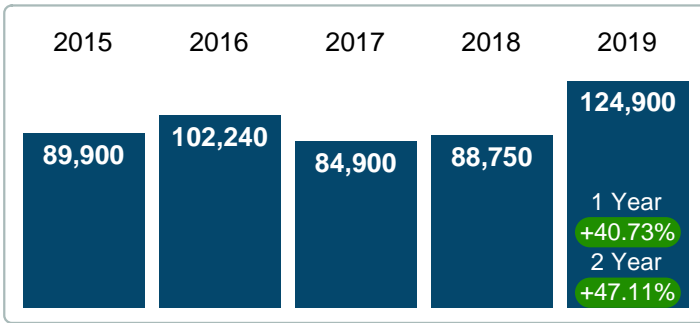
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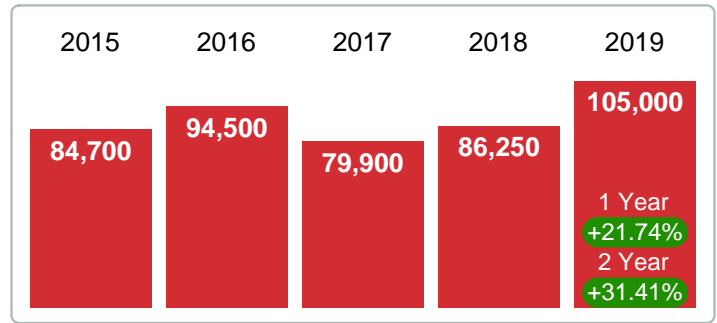
## MEDIAN LIST PRICE AT CLOSING

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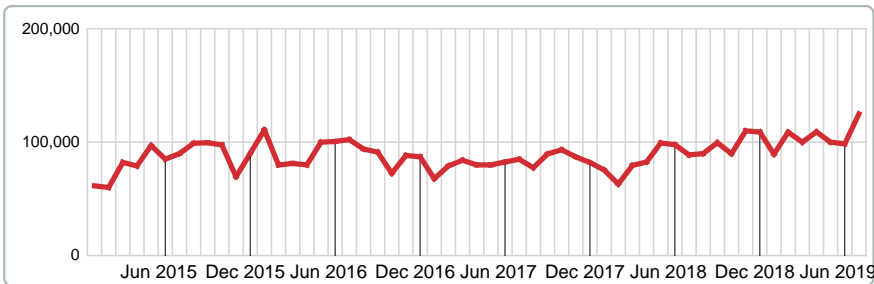
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 98,138

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

Median List Price at Closing this month at **124,900** above the 5 yr JUL average of **98,138**



### 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	2.72%	17,250	17,500	9,688	0	0
\$20,001 - \$60,000	18.37%	35,000	35,000	32,900	38,500	0
\$60,001 - \$90,000	16.33%	77,750	79,900	74,750	72,900	0
\$90,001 - \$150,000	23.81%	124,900	117,500	124,900	135,000	0
\$150,001 - \$200,000	14.29%	179,900	166,000	179,950	176,700	189,900
\$200,001 - \$300,000	14.97%	234,500	249,000	230,000	237,000	0
\$300,001 and up	9.52%	462,500	497,450	462,500	350,000	449,000
Median List Price		124,900	78,000	125,000	186,900	319,450
Total Closed Units	100%	147	49	80	16	2
Total Closed Volume		22,745,859	6.45M	12.66M	2.99M	638.90K



# July 2019



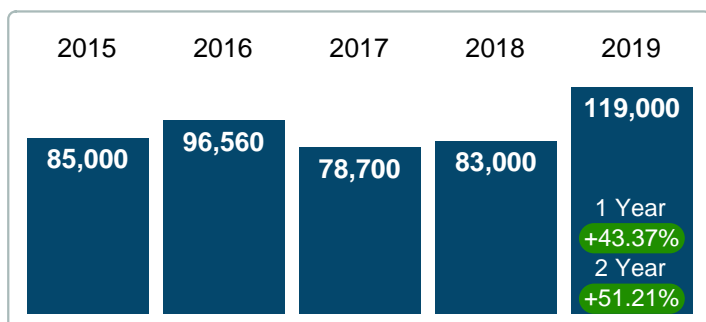
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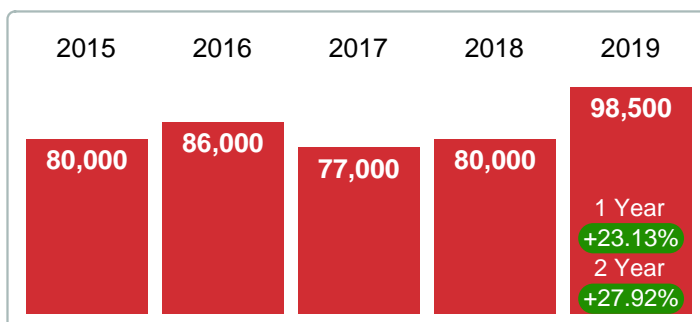
## MEDIAN SOLD PRICE AT CLOSING

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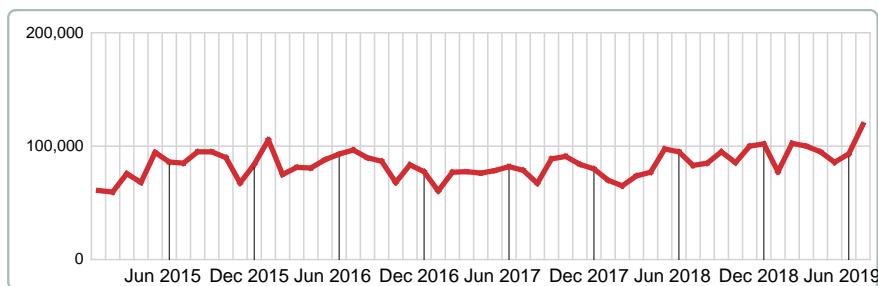
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

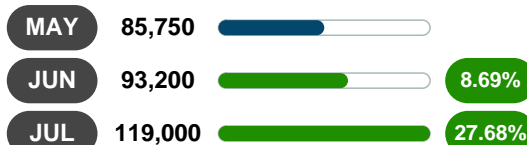


### 3 MONTHS

5 year JUL AVG = 92,452

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

Median Sold Price at Closing this month at 119,000 above the 5 yr JUL average of 92,452



### 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	7	4.76%	18,000	18,500	15,000	0	
\$20,001 - \$60,000	25	17.01%	35,600	37,500	35,000	35,600	
\$60,001 - \$90,000	23	15.65%	74,500	73,500	73,500	75,000	
\$90,001 - \$150,000	38	25.85%	119,450	119,000	118,500	136,000	
\$150,001 - \$200,000	20	13.61%	172,250	166,000	162,500	176,700	
\$200,001 - \$300,000	19	12.93%	228,000	230,000	224,500	237,000	
\$300,001 and up	15	10.20%	420,000	390,000	443,000	350,000	
Median Sold Price		119,000		68,000	124,750	176,700	300,000
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



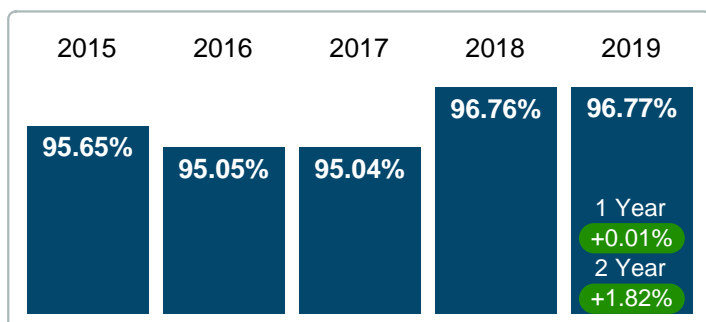
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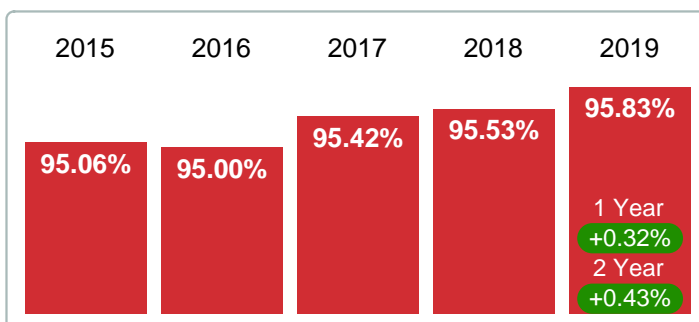
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

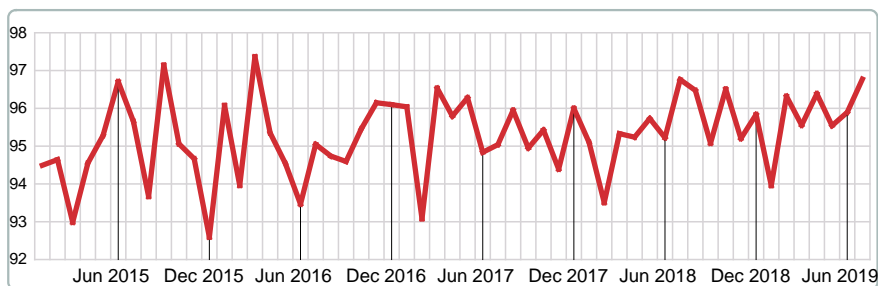
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

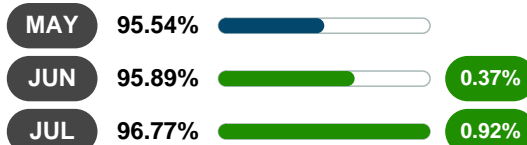


### 3 MONTHS

5 year JUL AVG = 95.86%

High Mar 2016 97.37% Low Dec 2015 92.59%

Median Sold/List Ratio this month at **96.77%**  
above the 5 yr JUL average of **95.86%**



### 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	<b>7</b>	4.76%	100.00%	91.67%	100.00%	0.00%	0.00%
\$20,001 \$60,000	<b>25</b>	17.01%	92.47%	91.29%	100.00%	92.47%	0.00%
\$60,001 \$90,000	<b>23</b>	15.65%	96.67%	93.95%	98.64%	102.88%	0.00%
\$90,001 \$150,000	<b>38</b>	25.85%	96.84%	87.96%	99.15%	93.57%	0.00%
\$150,001 \$200,000	<b>20</b>	13.61%	96.90%	85.14%	96.86%	97.24%	92.15%
\$200,001 \$300,000	<b>19</b>	12.93%	96.72%	89.53%	97.54%	96.72%	0.00%
\$300,001 and up	<b>15</b>	10.20%	97.36%	95.08%	97.36%	100.00%	94.65%
Median Sold/List Ratio		96.77%		91.34%	97.91%	96.85%	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



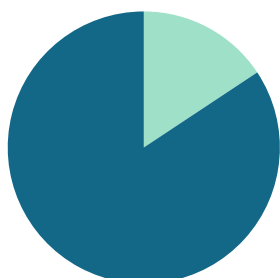
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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### INVENTORY

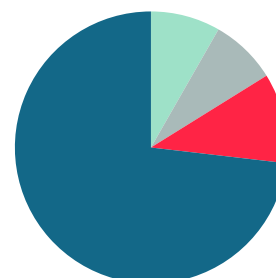


**Inventory**  
 New Listings  
**273 = 15.69%**  
 Start Inventory  
**1,467**  
 Total Inventory Units  
**1,740**  
 Volume  
**\$309,408,067**

### 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%
Median List Price	88,750	124,900	40.73%	86,250	105,000	21.74%
Median Sale Price	83,000	119,000	43.37%	80,000	98,500	23.13%
Median Percent of Selling Price to List Price	96.76%	96.77%	0.01%	95.53%	95.83%	0.32%
Median Days on Market to Sale	52.00	55.00	5.77%	53.00	50.00	-5.66%
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

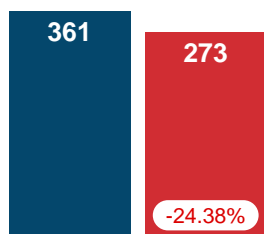
**Inventory** on July 31, 2019 = **1,300**

**2018** **2019**

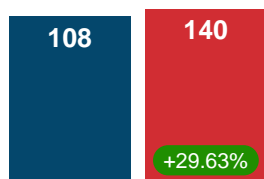
### JULY MARKET

### MEDIAN PRICES

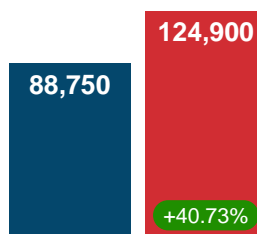
#### New Listings



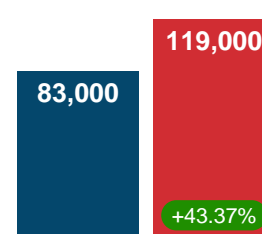
#### Pending Listings



#### List Price



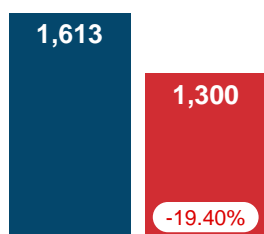
#### Sale Price



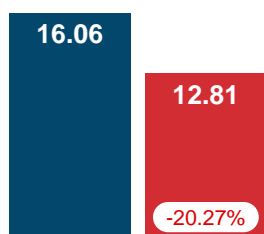
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

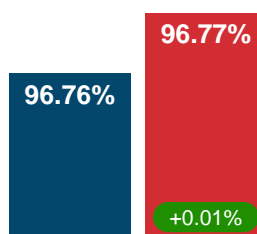
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

