

March 2019

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

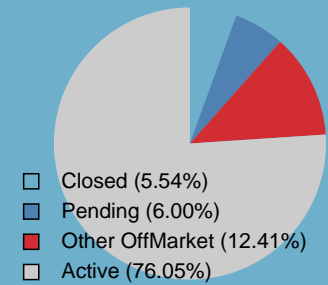


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	102	96	-5.88%
Pending Listings	90	104	15.56%
New Listings	375	390	4.00%
Average List Price	131,736	134,839	2.35%
Average Sale Price	125,155	126,766	1.29%
Average Percent of List Price to Selling Price	93.51%	94.66%	1.23%
Average Days on Market to Sale	68.71	76.86	11.87%
End of Month Inventory	1,536	1,318	-14.19%
Months Supply of Inventory	16.03	13.60	-15.15%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **97** Sales/Month
Active Inventory as of March 31, 2019 = **1,318**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **14.19%** to 1,318 existing homes available for sale. Over the last 12 months this area has had an average of 97 closed sales per month. This represents an unsold inventory index of **13.60** 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 **1.29%** in March 2019 to \$126,766 versus the previous year at \$125,155.

Average Days on Market Lengthens

The average number of **76.86** days that homes spent on the market before selling increased by 8.16 days or **11.87%** in March 2019 compared to last year's same month at **68.71** DOM.

Sales Success for March 2019 is Positive

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

There were 390 New Listings in March 2019, up **4.00%** from last year at 375. Furthermore, there were 96 Closed Listings this month versus last year at 102, a **-5.88%** decrease.

Closed versus Listed trends yielded a **24.6%** ratio, down from previous year's, March 2018, at **27.2%**, a **9.50%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

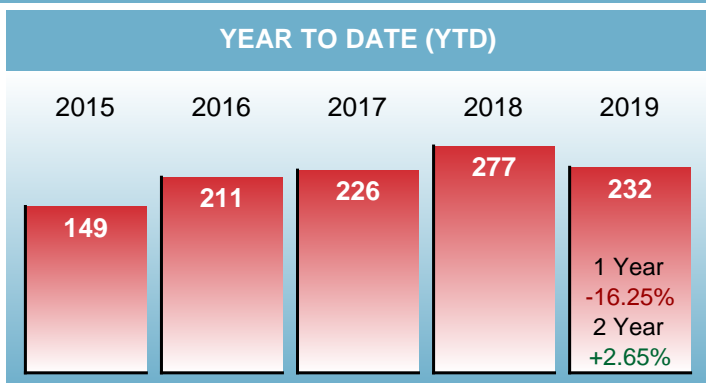
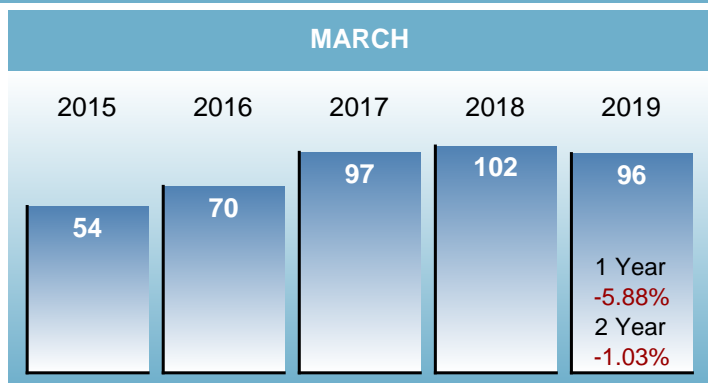
March 2019

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



CLOSED LISTINGS

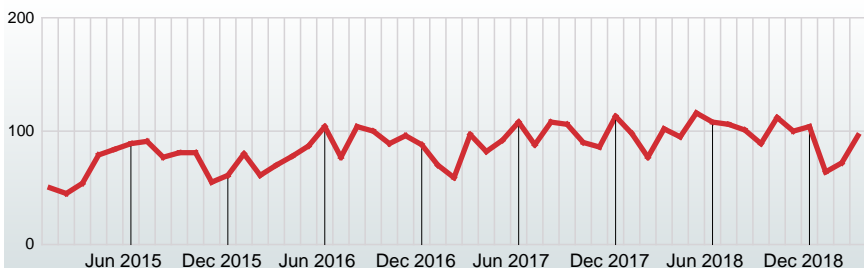
Report produced on Apr 11, 2019 for MLS Technology Inc.



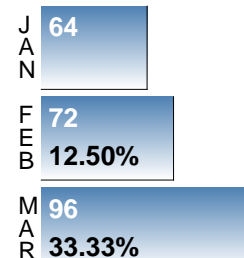
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 84

3 MONTHS



High
May 2018 = 116
Low
Feb 2015 = 45
Closed Listings
this month at **96**,
above the 5 yr MAR
average of **84**



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	7.29%	73.9	3	4	0	0
\$20,001 - \$40,000	12	12.50%	78.1	11	1	0	0
\$40,001 - \$60,000	13	13.54%	74.5	4	8	1	0
\$60,001 - \$130,000	28	29.17%	82.4	9	17	1	1
\$130,001 - \$180,000	14	14.58%	53.6	1	9	3	1
\$180,001 - \$260,000	11	11.46%	78.5	1	7	3	0
\$260,001 and up	11	11.46%	94.2	6	4	0	1
Total Closed Units	96			35	50	8	3
Total Closed Volume	12,169,515	100%	76.9	3.87M	6.29M	1.29M	717.00K
Average Closed Price	\$126,766			\$110,691	\$125,743	\$161,400	\$239,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

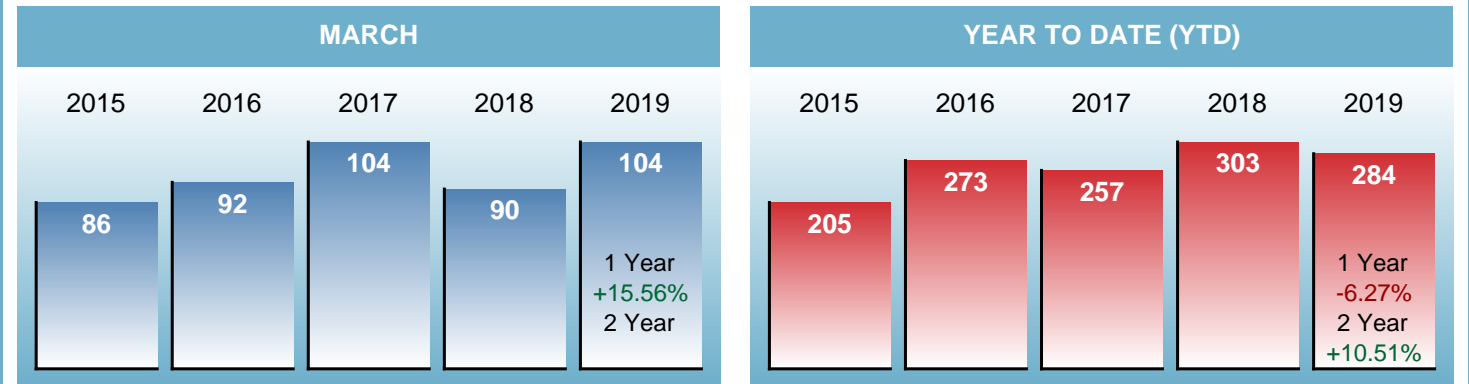
March 2019

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



PENDING LISTINGS

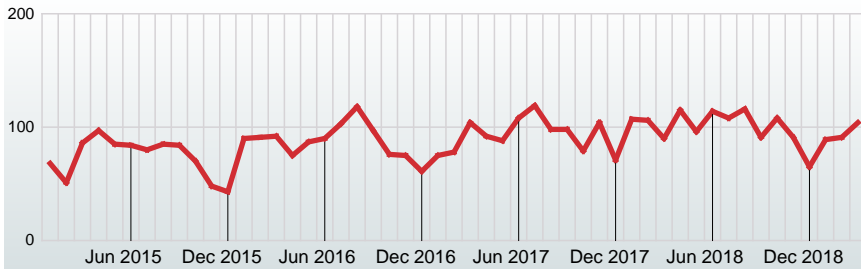
Report produced on Apr 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 95

3 MONTHS



High
Jul 2017 = 119
Low
Dec 2015 = 43
Pending Listings
this month at **104**,
above the 5 yr MAR
average of **95**

JAN	89
FEB	91
MAR	104
2.25%	
14.29%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	7.69%	47.6	3	4	1	0
\$20,001 - \$40,000	11	10.58%	52.0	4	5	2	0
\$40,001 - \$80,000	20	19.23%	52.4	4	16	0	0
\$80,001 - \$140,000	25	24.04%	85.4	8	13	4	0
\$140,001 - \$210,000	15	14.42%	62.5	2	10	3	0
\$210,001 - \$310,000	14	13.46%	57.1	2	8	3	1
\$310,001 and up	11	10.58%	90.1	3	5	2	1
Total Pending Units	104			26	61	15	2
Total Pending Volume	16,405,295	100%	112.4	4.62M	8.37M	2.69M	724.00K
Average Listing Price	\$107,084			\$177,742	\$137,137	\$179,644	\$362,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



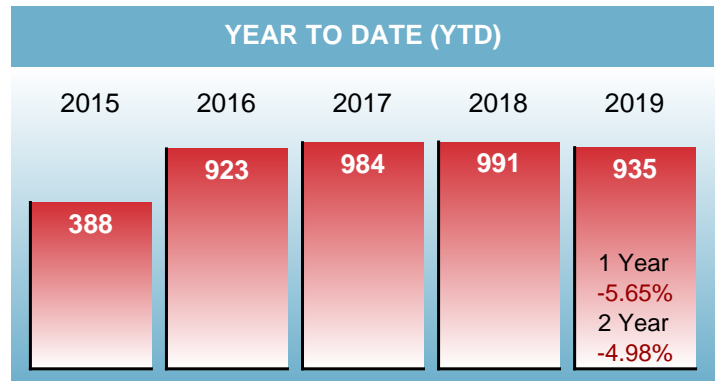
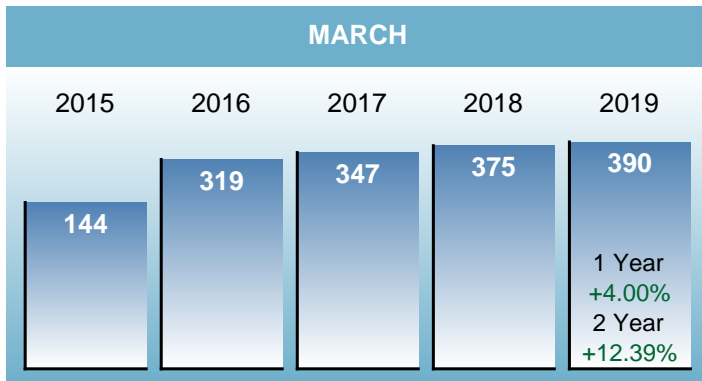
March 2019

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



NEW LISTINGS

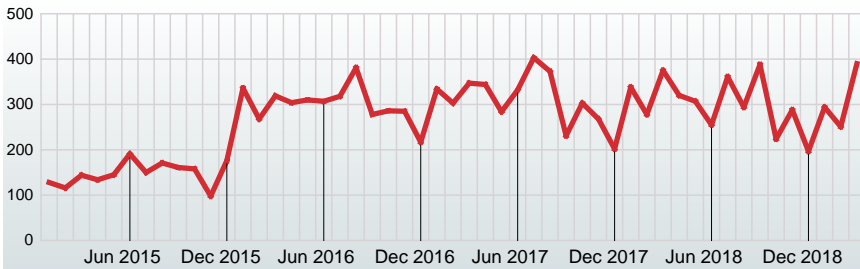
Report produced on Apr 11, 2019 for MLS Technology Inc.



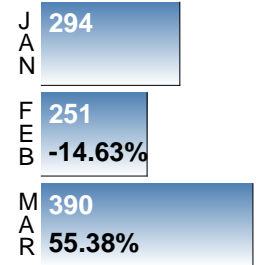
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 315

3 MONTHS



High
Jul 2017 = 403
Low
Nov 2015 = 98
New Listings
this month at **390**,
above the 5 yr MAR
average of **315**



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	27	6.92%	21	4	2	0
\$20,001 - \$30,000	44	11.28%	41	2	1	0
\$30,001 - \$70,000	73	18.72%	47	26	0	0
\$70,001 - \$130,000	100	25.64%	53	37	9	1
\$130,001 - \$210,000	60	15.38%	29	27	4	0
\$210,001 - \$320,000	47	12.05%	16	16	13	2
\$320,001 and up	39	10.00%	13	10	10	6
Total New Listed Units	390		220	122	39	9
Total New Listed Volume	60,604,705	100%	25.72M	20.81M	10.25M	3.83M
Average New Listed Listing Price	\$20,125		\$116,890	\$170,594	\$262,758	\$425,422

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

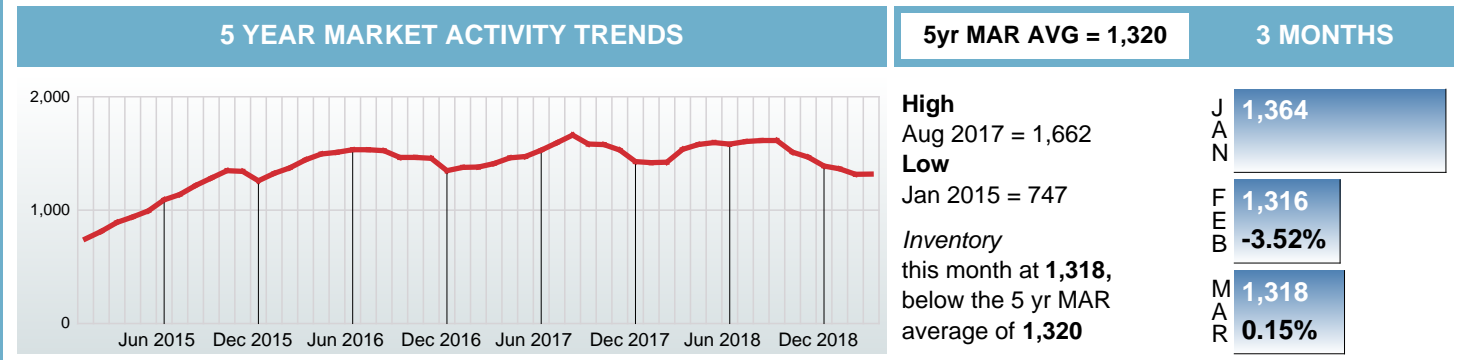
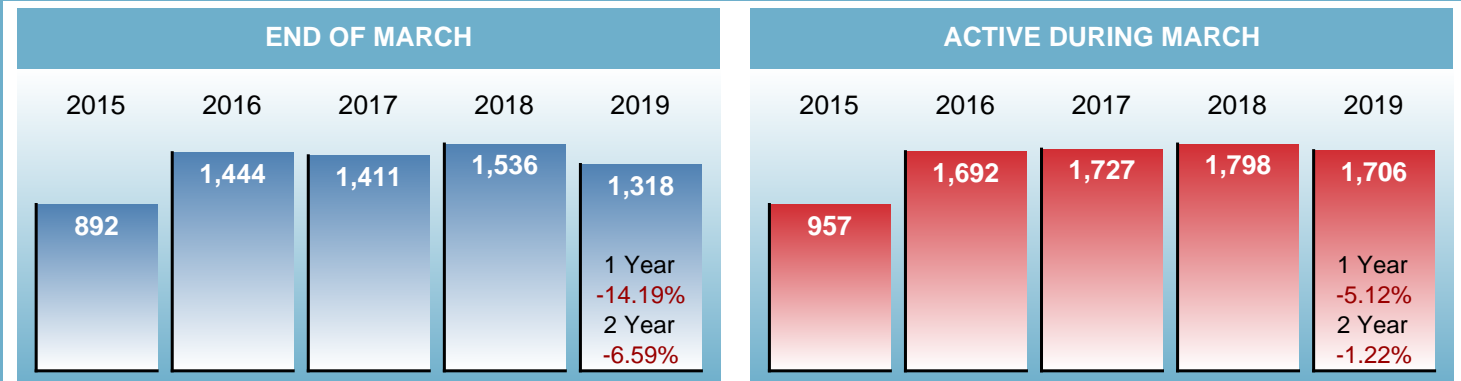
March 2019

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



ACTIVE INVENTORY

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



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	174	13.20%	104.5	159	12	3	0
\$25,001 \$75,000	322	24.43%	94.2	250	68	4	0
\$75,001 \$125,000	243	18.44%	94.9	135	85	22	1
\$125,001 \$225,000	276	20.94%	92.9	124	111	38	3
\$225,001 \$375,000	156	11.84%	77.1	66	57	26	7
\$375,001 and up	147	11.15%	85.8	48	40	47	12
Total Active Inventory by Units	1,318			782	373	140	23
Total Active Inventory by Volume	236,556,269	100%	92.5	107.05M	70.56M	45.25M	13.69M
Average Active Inventory Listing Price	\$179,481			\$136,896	\$189,178	\$323,195	\$595,336

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

March 2019

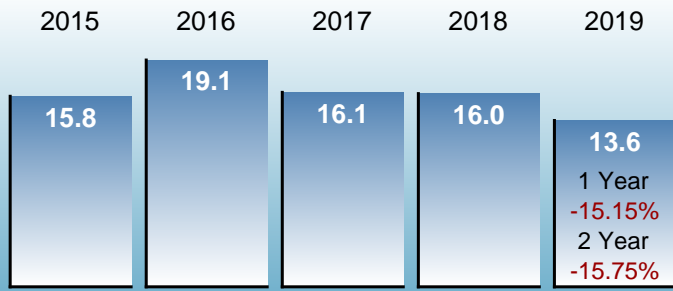
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



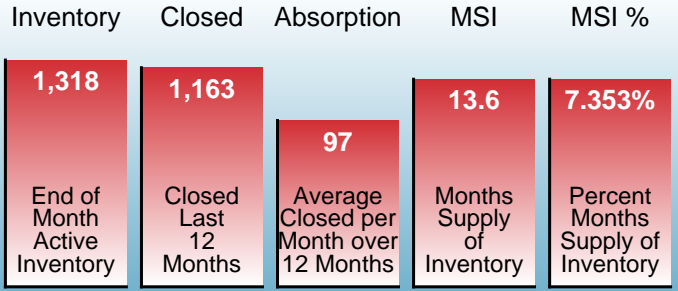
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR MARCH



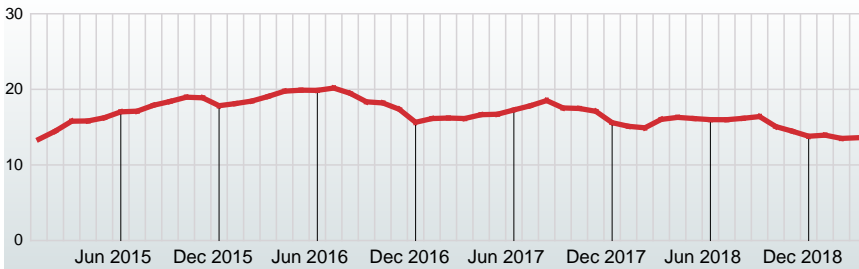
INDICATORS FOR MARCH 2019



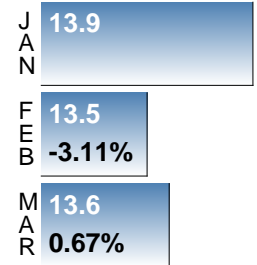
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 16.1

3 MONTHS



High
Jul 2016 = 20.2
Low
Jan 2015 = 13.4
Months Supply
this month at **13.6**,
below the 5 yr MAR
average of **16.1**



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	111	8.42%	11.3	14.3	3.3	8.0	0.0
\$20,001 \$40,000	169	12.82%	14.0	18.7	3.6	3.0	0.0
\$40,001 \$70,000	190	14.42%	12.7	21.7	6.5	1.8	0.0
\$70,001 \$140,000	356	27.01%	12.1	20.5	7.8	11.6	6.0
\$140,001 \$230,000	196	14.87%	11.5	42.0	6.6	10.4	12.0
\$230,001 \$390,000	162	12.29%	15.8	50.3	10.9	11.6	7.0
\$390,001 and up	134	10.17%	39.2	39.7	31.7	50.4	36.0
Market Supply of Inventory (MSI)	13.6	100%	13.6	22.0	7.7	12.6	12.0
Total Active Inventory by Units	1,318			782	373	140	23

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

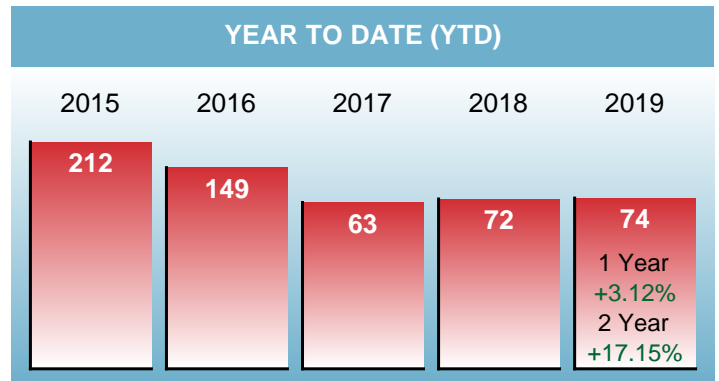
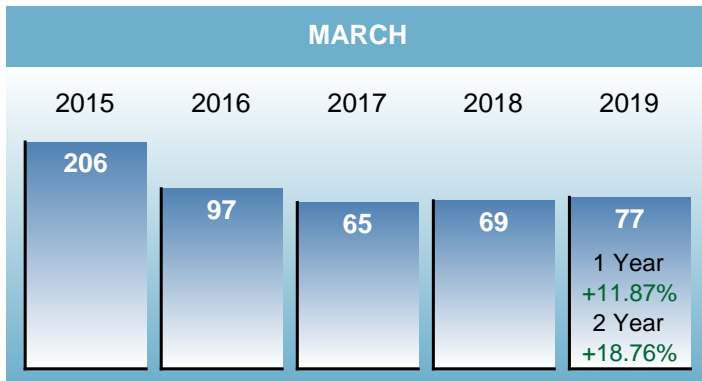
March 2019

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



AVERAGE DAYS ON MARKET TO SALE

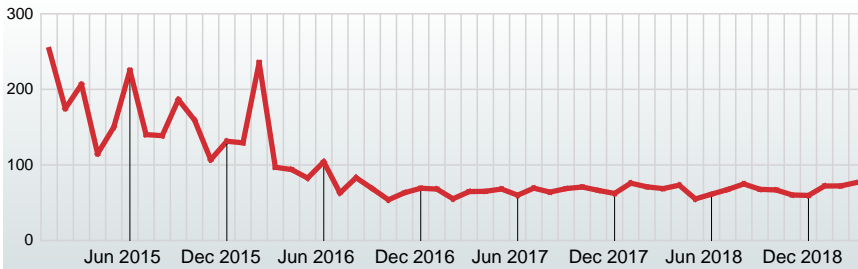
Report produced on Apr 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 103

3 MONTHS



High
Jan 2015 = 253
Low
Oct 2016 = 54
Average Days on Market
this month at **77**,
below the 5 yr MAR
average of **103**

JAN	72
FEB	72
MAR	77
0.13%	
6.39%	

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	7	7.29%	73.9	109.7	47.0	0.0	0.0
\$20,001 \$40,000	12	12.50%	78.1	85.1	1.0	0.0	0.0
\$40,001 \$60,000	13	13.54%	74.5	116.5	59.5	26.0	0.0
\$60,001 \$130,000	28	29.17%	82.4	135.0	48.8	169.0	94.0
\$130,001 \$180,000	14	14.58%	53.6	32.0	56.1	37.3	102.0
\$180,001 \$260,000	11	11.46%	78.5	85.0	64.0	110.0	0.0
\$260,001 and up	11	11.46%	94.2	136.0	28.0	0.0	108.0
Average Closed DOM	76.9			110.8	51.2	79.6	101.3
Total Closed Units	96		100%	35	50	8	3
Total Closed Volume	12,169,515			3.87M	6.29M	1.29M	717.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

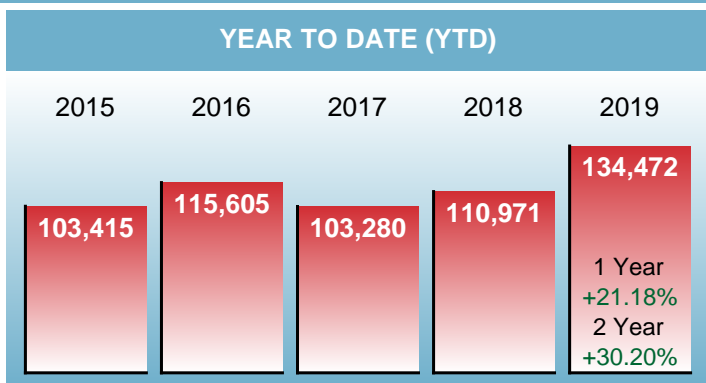
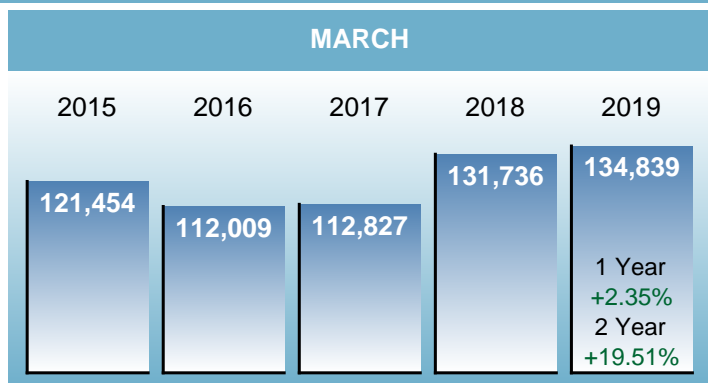
March 2019

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



AVERAGE LIST PRICE AT CLOSING

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



5yr MAR AVG = 122,573 **3 MONTHS**

High
Dec 2018 = 199,516

Low
Feb 2015 = 83,322

Average List Price
this month at **134,839**,
above the 5 yr MAR
average of **122,573**

JAN	132,095
FEB	136,096
MAR	134,839
3.03%	
-0.92%	

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
\$20,000 and less	5	5.21%	4,345	23,300	931	0	0
\$20,001 \$40,000	14	14.58%	29,843	29,673	39,500	0	0
\$40,001 \$60,000	12	12.50%	49,042	52,350	49,025	49,900	0
\$60,001 \$130,000	28	29.17%	94,517	100,175	94,524	100,000	110,000
\$130,001 \$180,000	15	15.63%	158,807	150,000	157,700	176,267	159,000
\$180,001 \$260,000	9	9.38%	229,356	230,000	252,043	211,133	0
\$260,001 and up	13	13.54%	371,054	406,817	334,825	0	470,000
Average List Price	134,839			123,662	131,305	164,013	246,333
Total Closed Units	96	100%	134,839	35	50	8	3
Total Closed Volume	12,944,500			4.33M	6.57M	1.31M	739.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

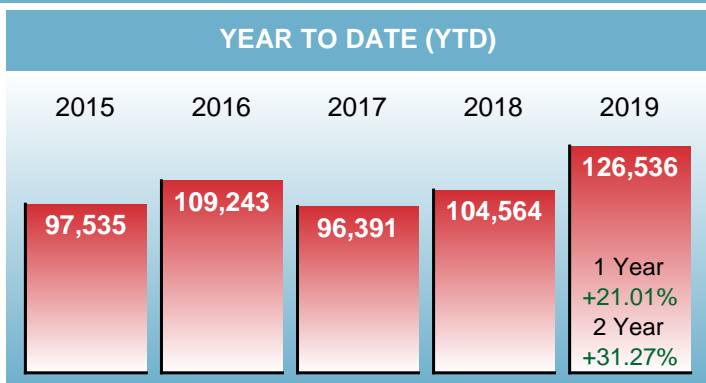
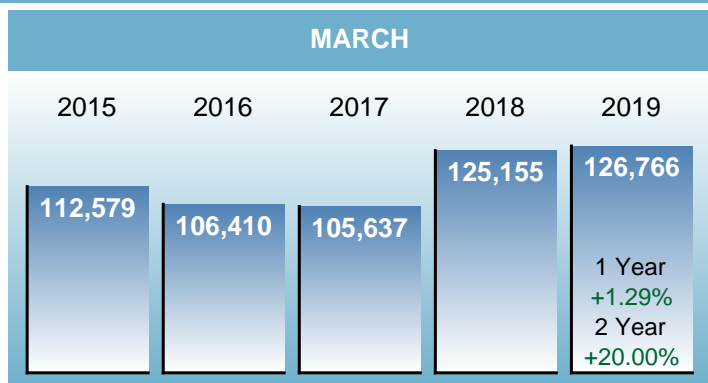
March 2019

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



AVERAGE SOLD PRICE AT CLOSING

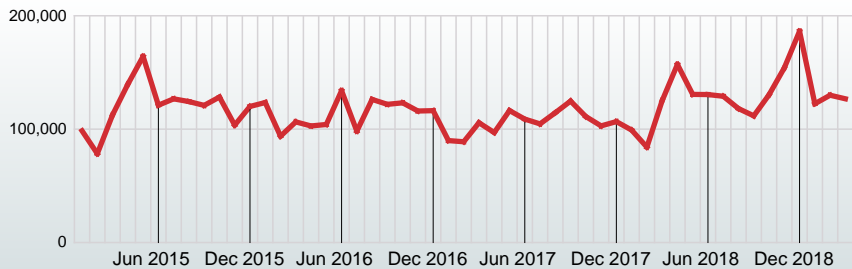
Report produced on Apr 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 115,309

3 MONTHS



High
Dec 2018 = 186,374
Low
Feb 2015 = 78,363
Average Sold Price
this month at **126,766**,
above the 5 yr MAR
average of **115,309**

JAN	122,391
FEB	129,916
MAR	126,766
6.15%	
-2.42%	

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	7	7.29%	8,254	18,000	944	0	0
\$20,001 \$40,000	12	12.50%	27,367	27,036	31,000	0	0
\$40,001 \$60,000	13	13.54%	48,081	47,125	47,956	52,900	0
\$60,001 \$130,000	28	29.17%	92,632	93,643	90,612	103,500	107,000
\$130,001 \$180,000	14	14.58%	156,629	135,000	153,211	171,300	165,000
\$180,001 \$260,000	11	11.46%	225,945	215,000	235,643	206,967	0
\$260,001 and up	11	11.46%	353,309	356,917	324,975	0	445,000
Average Sold Price	126,766			110,691	125,743	161,400	239,000
Total Closed Units	96	100%	126,766	35	50	8	3
Total Closed Volume	12,169,515			3.87M	6.29M	1.29M	717.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

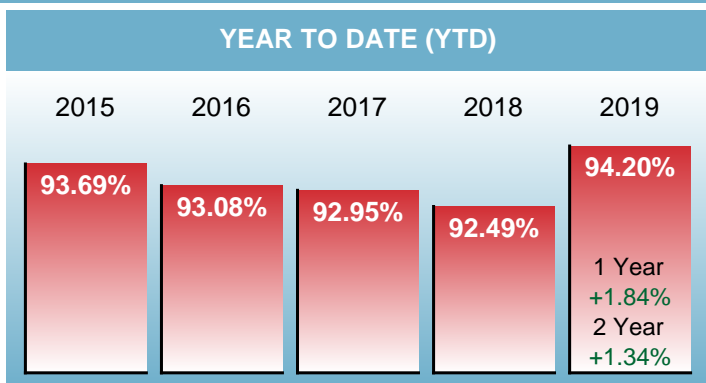
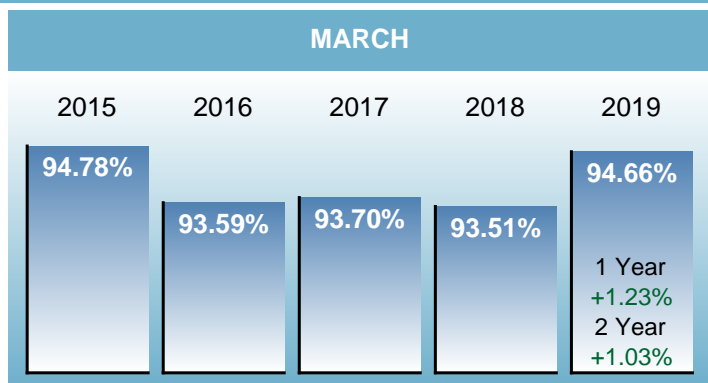
March 2019

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

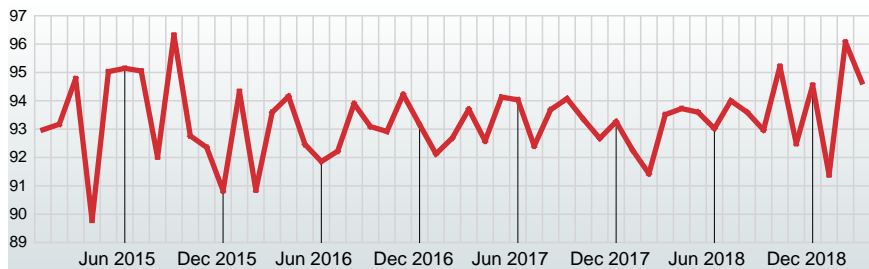


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 94.05%

3 MONTHS

High
 Sep 2015 = 96.31%
Low
 Apr 2015 = 89.78%
 Average Sold/List Ratio
 this month at **94.66%**,
 above the 5 yr MAR
 average of **94.05%**

JAN	91.39%
FEB	96.07%
MAR	94.66%
APR	-1.47%

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	7.29%	92.70%	80.67%	101.72%	0.00%	0.00%
\$20,001 \$40,000	12	12.50%	90.03%	91.08%	78.48%	0.00%	0.00%
\$40,001 \$60,000	13	13.54%	96.82%	90.28%	98.95%	106.01%	0.00%
\$60,001 \$130,000	28	29.17%	95.47%	93.22%	96.09%	103.50%	97.27%
\$130,001 \$180,000	14	14.58%	97.21%	90.00%	97.31%	97.11%	103.77%
\$180,001 \$260,000	11	11.46%	95.09%	93.48%	93.93%	98.35%	0.00%
\$260,001 and up	11	11.46%	92.67%	89.10%	97.53%	0.00%	94.68%
Average Sold/List Ratio			94.70%	90.34%	96.68%	99.48%	98.58%
Total Closed Units		100%	94.70%	35	50	8	3
Total Closed Volume				3.87M	6.29M	1.29M	717.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

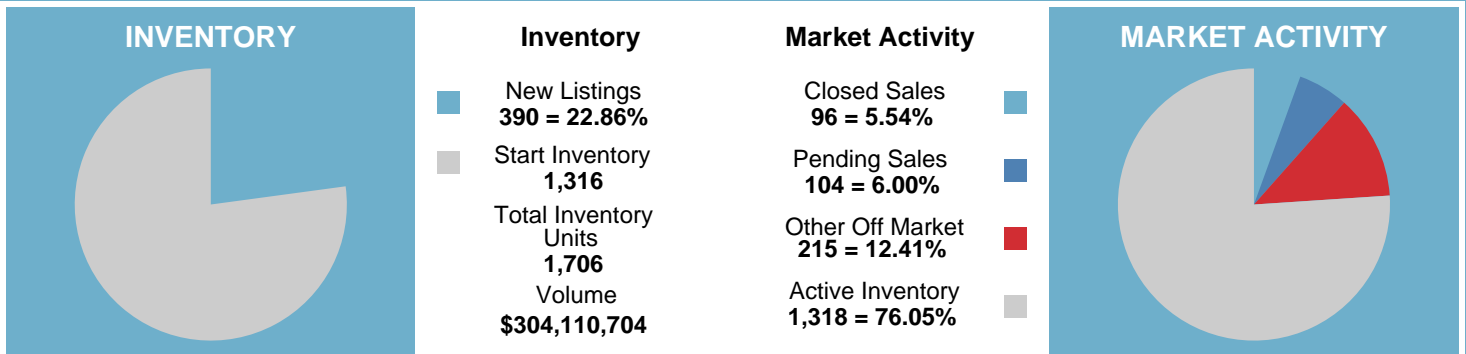
March 2019

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



MARKET SUMMARY

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

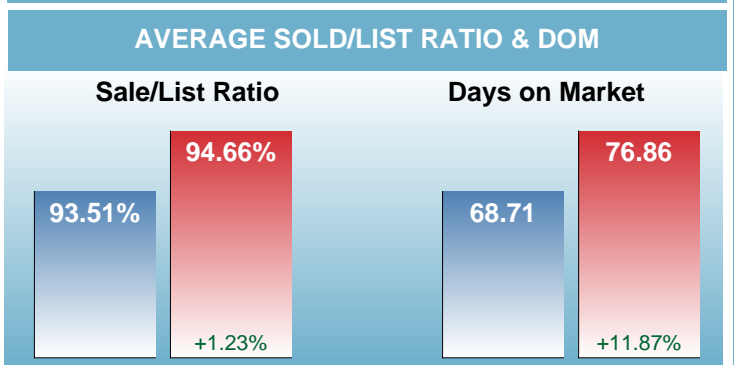
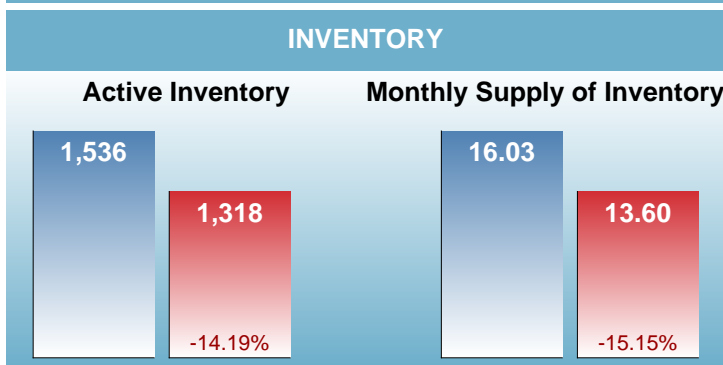
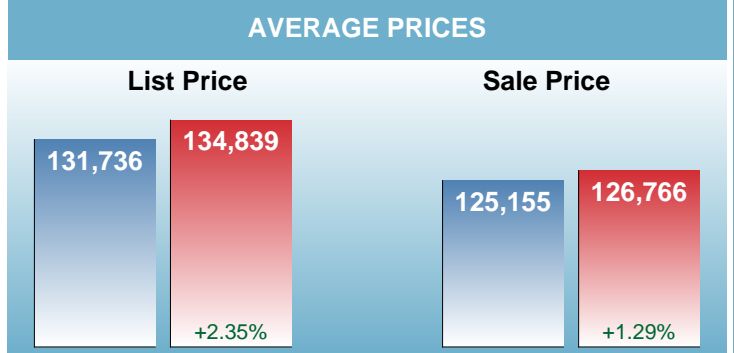
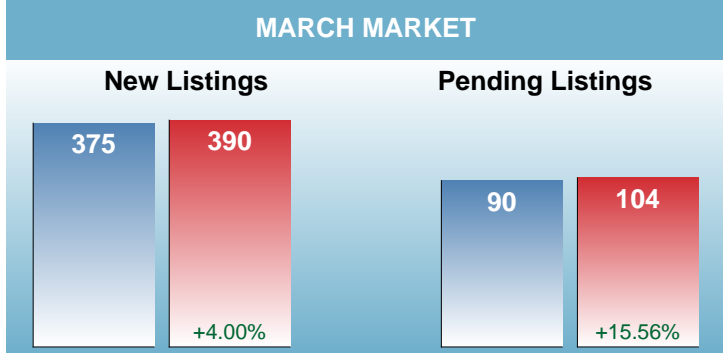


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	102	96	-5.88%	277	232	-16.25%
Pending Sales	90	104	15.56%	303	284	-6.27%
New Listings	375	390	4.00%	991	935	-5.65%
Average List Price	131,736	134,839	2.35%	110,971	134,472	21.18%
Average Sale Price	125,155	126,766	1.29%	104,564	126,536	21.01%
Average Percent of Selling Price to List Price	93.51%	94.66%	1.23%	92.49%	94.20%	1.84%
Average Days on Market to Sale	68.71	76.86	11.87%	71.89	74.13	3.12%
Monthly Inventory	1,536	1,318	-14.19%	1,536	1,318	-14.19%
Months Supply of Inventory	16.03	13.60	-15.15%	16.03	13.60	-15.15%

Absorption: Last 12 months, an Average of **97** Sales/Month

Inventory on March 31, 2019 = 1,318

2018 **2019**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com