

## March 2019

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

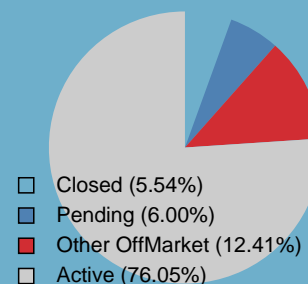


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	79,450	100,000	25.87%
Median Sale Price	73,750	100,000	35.59%
Median Percent of List Price to Selling Price	95.33%	95.59%	0.27%
Median Days on Market to Sale	63.00	60.00	-4.76%
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.

##### 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 **35.59%** in March 2019 to \$100,000 versus the previous year at \$73,750.

##### Median Days on Market Shortens

The median number of **60.00** days that homes spent on the market before selling decreased by 3.00 days or **4.76%** in March 2019 compared to last year's same month at **63.00** DOM.

##### Sales Success for March 2019 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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

<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>
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<b>Median Percent of List Price to Selling 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

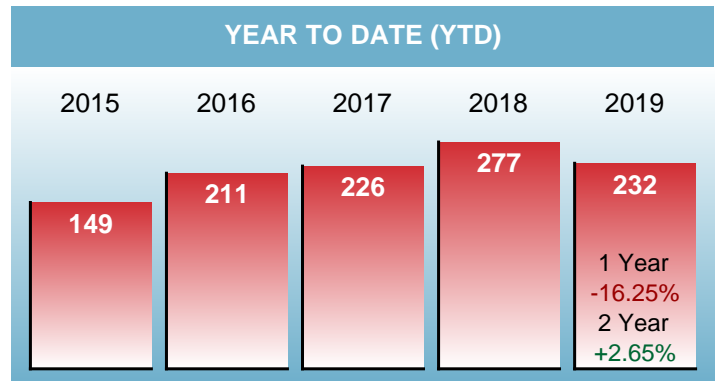
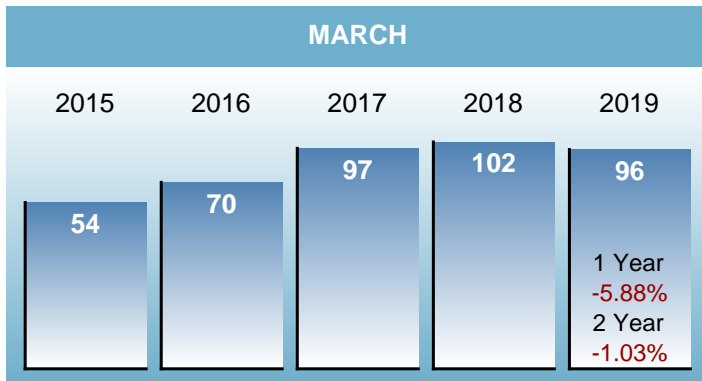
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## CLOSED LISTINGS

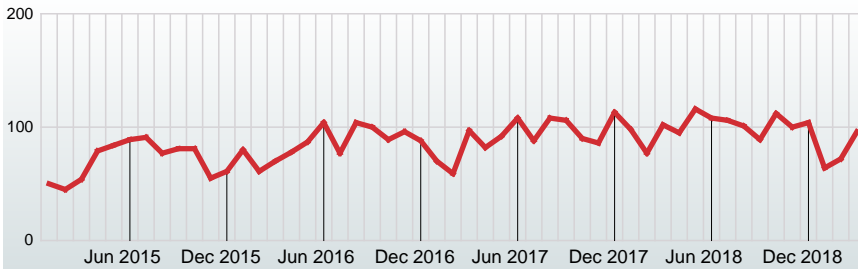
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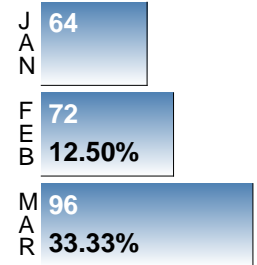
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	7.29%	62.0	3	4	0	0
\$20,001 - \$40,000	12	12.50%	55.5	11	1	0	0
\$40,001 - \$60,000	13	13.54%	76.0	4	8	1	0
\$60,001 - \$130,000	28	29.17%	61.0	9	17	1	1
\$130,001 - \$180,000	14	14.58%	47.5	1	9	3	1
\$180,001 - \$260,000	11	11.46%	85.0	1	7	3	0
\$260,001 and up	11	11.46%	64.0	6	4	0	1
<b>Total Closed Units</b>	<b>96</b>			<b>35</b>	<b>50</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,169,515</b>	<b>100%</b>	<b>60.0</b>	<b>3.87M</b>	<b>6.29M</b>	<b>1.29M</b>	<b>717.00K</b>
<b>Median Closed Price</b>	<b>\$100,000</b>			<b>\$52,000</b>	<b>\$105,000</b>	<b>\$177,950</b>	<b>\$165,000</b>

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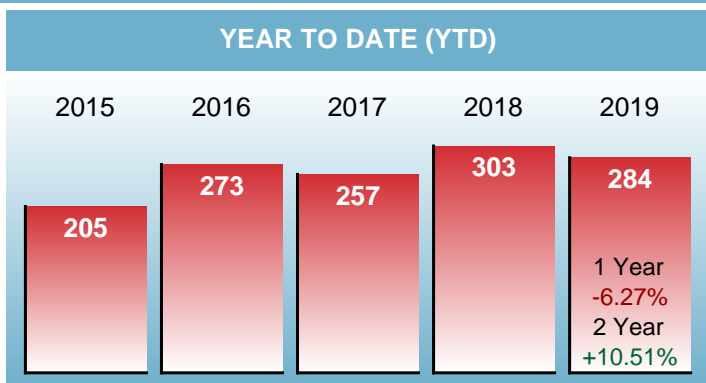
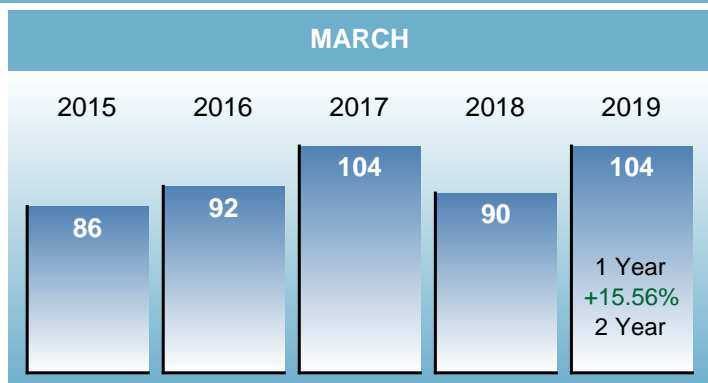
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## PENDING LISTINGS

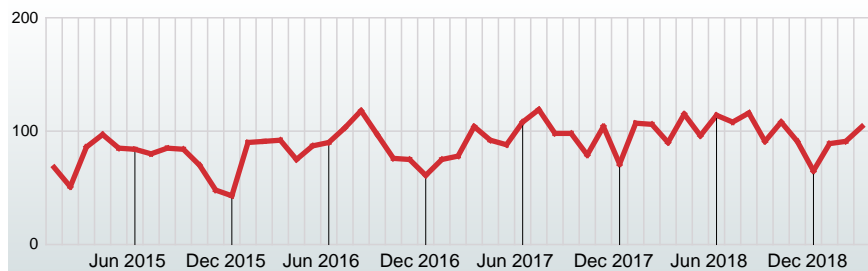
Report produced on Apr 11, 2019 for MLS Technology Inc.



### 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
<b>2.25%</b>	
<b>14.29%</b>	

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	7.69%	30.0	3	4	1	0
\$20,001 - \$40,000	11	10.58%	27.0	4	5	2	0
\$40,001 - \$80,000	20	19.23%	27.0	4	16	0	0
\$80,001 - \$140,000	25	24.04%	58.0	8	13	4	0
\$140,001 - \$210,000	15	14.42%	53.0	2	10	3	0
\$210,001 - \$310,000	14	13.46%	50.0	2	8	3	1
\$310,001 and up	11	10.58%	62.0	3	5	2	1
<b>Total Pending Units</b>	<b>104</b>			<b>26</b>	<b>61</b>	<b>15</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>16,405,295</b>	<b>100%</b>	<b>53.0</b>	<b>4.62M</b>	<b>8.37M</b>	<b>2.69M</b>	<b>724.00K</b>
<b>Median Listing Price</b>	<b>\$115,000</b>			<b>\$89,750</b>	<b>\$114,900</b>	<b>\$149,000</b>	<b>\$362,000</b>

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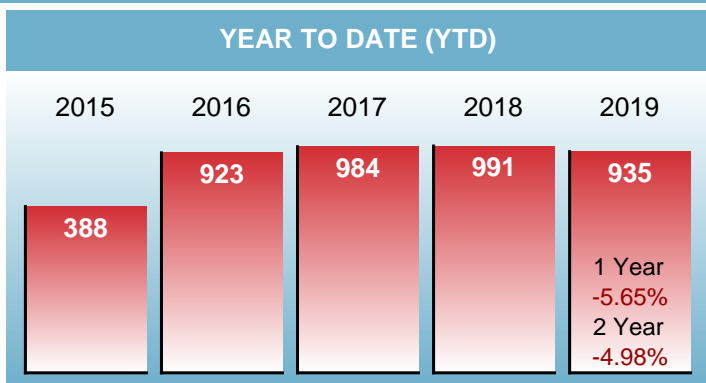
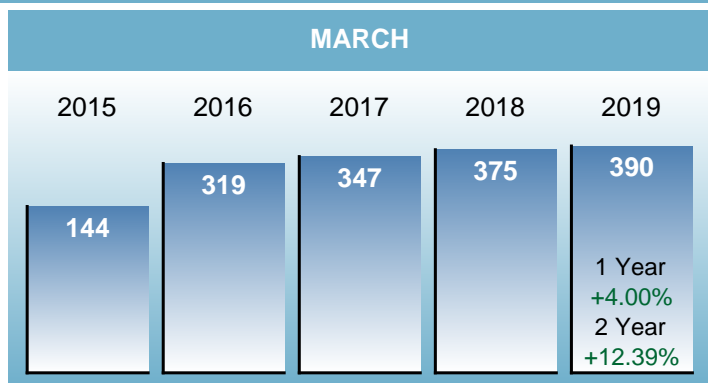
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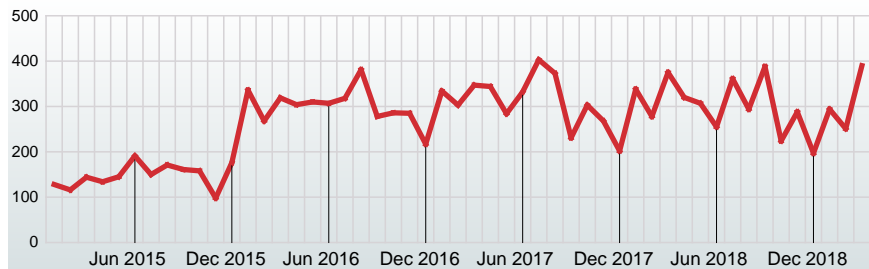


## NEW LISTINGS

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**

JAN	294
FEB	251 -14.63%
MAR	390 55.38%

### 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
<b>Total New Listed Units</b>	<b>390</b>		<b>220</b>	<b>122</b>	<b>39</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>60,604,705</b>	<b>100%</b>	<b>25.72M</b>	<b>20.81M</b>	<b>10.25M</b>	<b>3.83M</b>
<b>Median New Listed Listing Price</b>	<b>\$91,250</b>		<b>\$73,250</b>	<b>\$121,250</b>	<b>\$233,000</b>	<b>\$350,000</b>

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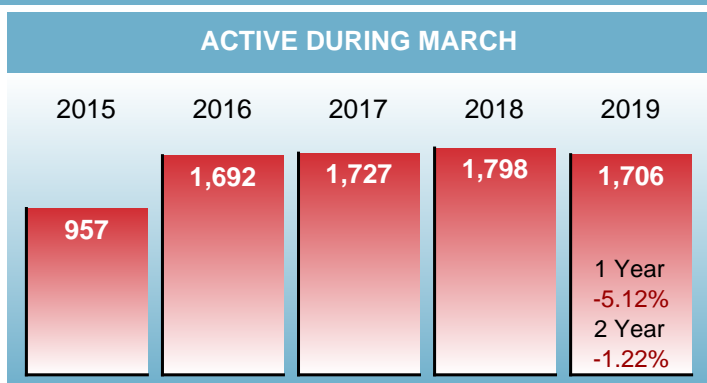
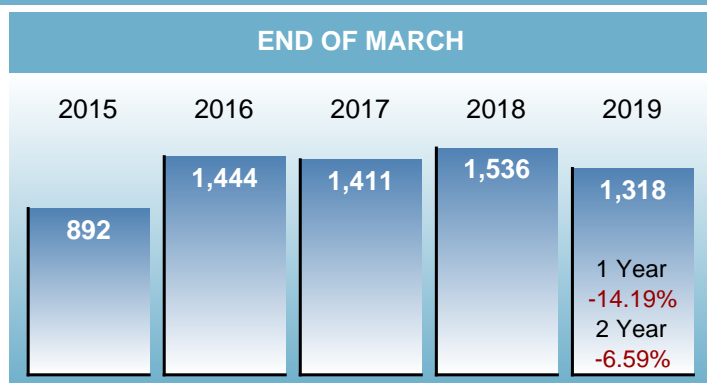
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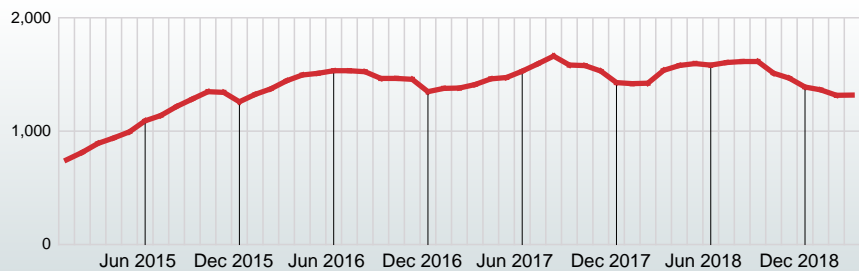
## ACTIVE INVENTORY

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 1,320      3 MONTHS



**High**  
Aug 2017 = 1,662  
**Low**  
Jan 2015 = 747  
*Inventory*  
this month at **1,318**,  
below the 5 yr MAR  
average of **1,320**

JAN	1,364
FEB	1,316 -3.52%
MAR	1,318 0.15%

### 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	111	8.42%	104.0	101	8	2	0
\$20,001 - \$40,000	169	12.82%	62.0	156	11	2	0
\$40,001 - \$70,000	190	14.42%	82.0	141	47	2	0
\$70,001 - \$140,000	356	27.01%	67.0	190	135	30	1
\$140,001 - \$230,000	196	14.87%	71.5	84	77	32	3
\$230,001 - \$390,000	162	12.29%	57.0	67	58	30	7
\$390,001 and up	134	10.17%	73.0	43	37	42	12
<b>Total Active Inventory by Units</b>	<b>1,318</b>			<b>782</b>	<b>373</b>	<b>140</b>	<b>23</b>
<b>Total Active Inventory by Volume</b>	<b>236,556,269</b>	<b>100%</b>	<b>72.0</b>	<b>107.05M</b>	<b>70.56M</b>	<b>45.25M</b>	<b>13.69M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$108,000</b>			<b>\$69,000</b>	<b>\$134,900</b>	<b>\$252,500</b>	<b>\$449,000</b>

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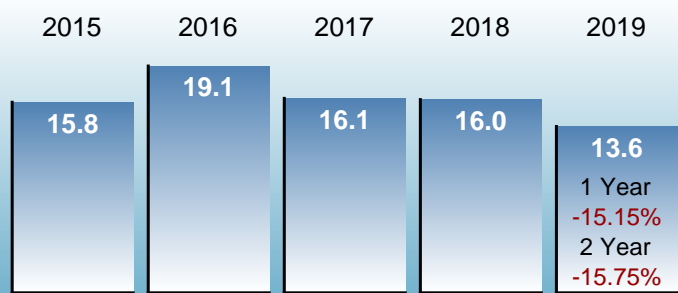
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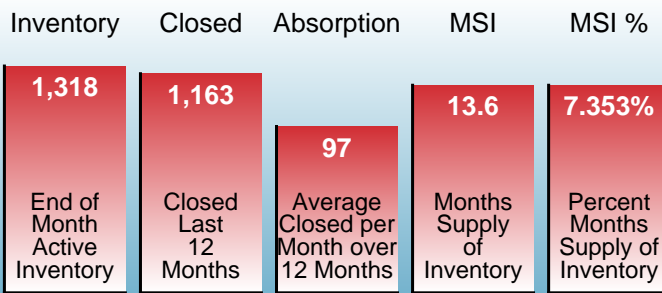
### MONTHS SUPPLY of INVENTORY (MSI)

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#### MSI FOR MARCH



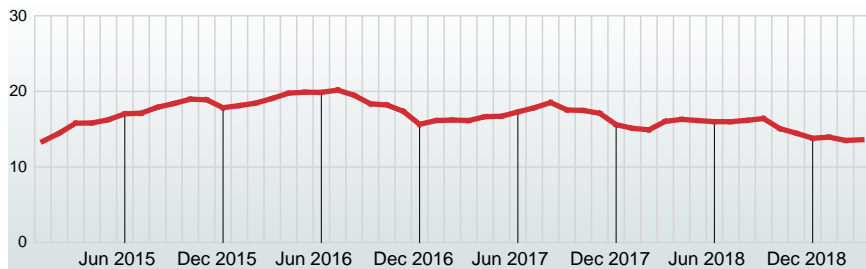
#### INDICATORS FOR MARCH 2019



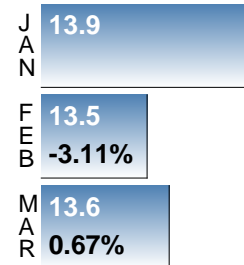
#### 5 YEAR MARKET ACTIVITY TRENDS

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

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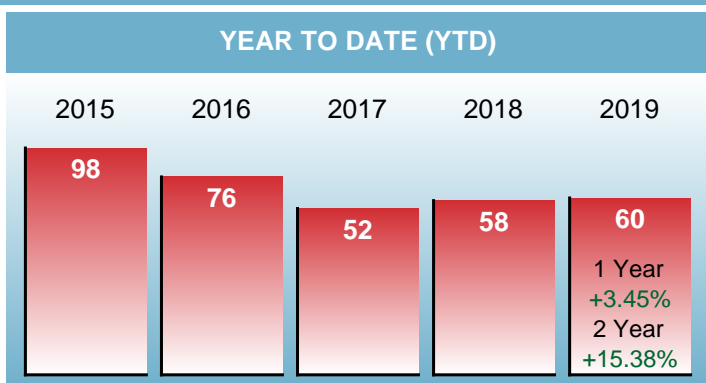
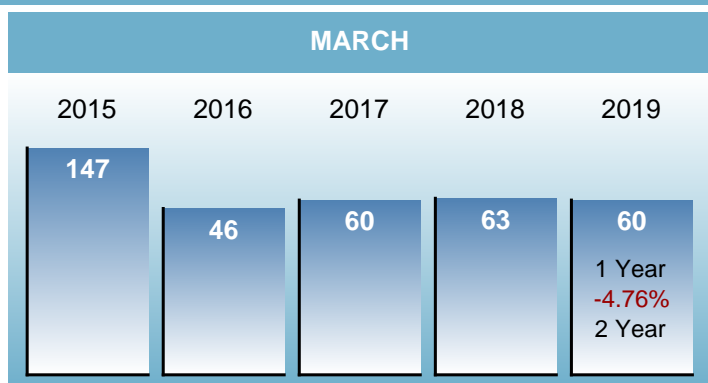
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### MEDIAN DAYS ON MARKET TO SALE

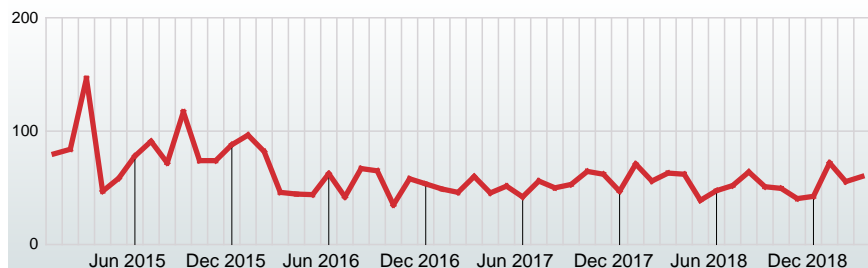
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#### 5 YEAR MARKET ACTIVITY TRENDS

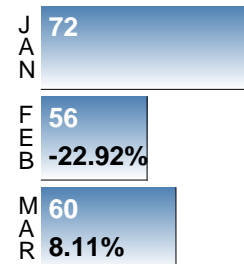
5yr MAR AVG = 75

3 MONTHS



**High**  
Mar 2015 = 147  
**Low**  
Oct 2016 = 35

Median Days on Market this month at **60**, below the 5 yr MAR average of **75**



### 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	7	7.29%	62.0	119.0	21.0	0.0	0.0
\$20,001 \$40,000	12	12.50%	55.5	87.0	1.0	0.0	0.0
\$40,001 \$60,000	13	13.54%	76.0	111.0	57.5	26.0	0.0
\$60,001 \$130,000	28	29.17%	61.0	96.0	32.0	169.0	94.0
\$130,001 \$180,000	14	14.58%	47.5	32.0	49.0	35.0	102.0
\$180,001 \$260,000	11	11.46%	85.0	85.0	49.0	136.0	0.0
\$260,001 and up	11	11.46%	64.0	102.5	12.5	0.0	108.0
Median Closed DOM	60.0			88.0	41.0	45.0	102.0
Total Closed Units	96			35	50	8	3
Total Closed Volume	12,169,515			3.87M	6.29M	1.29M	717.00K

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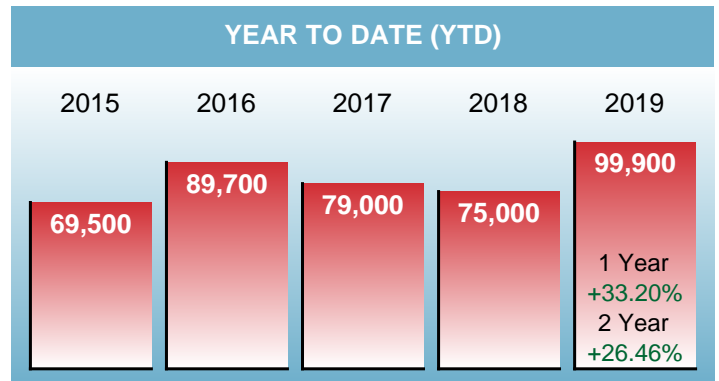
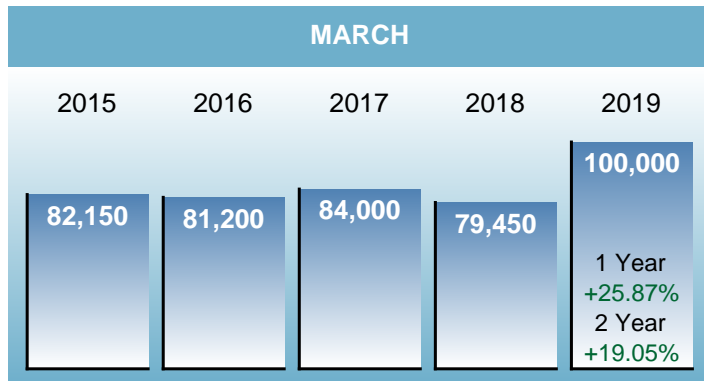
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## MEDIAN LIST PRICE AT CLOSING

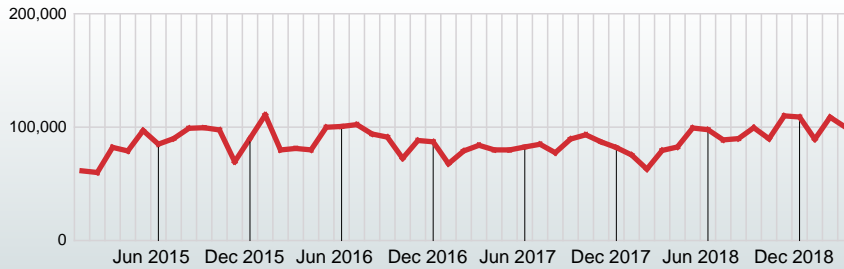
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 85,360

3 MONTHS



**High**  
Jan 2016 = 110,750  
**Low**  
Feb 2015 = 60,000  
*Median List Price*  
this month at **100,000**,  
above the 5 yr MAR  
average of **85,360**

JAN	89,365
FEB	108,750
MAR	100,000
<b>-8.05%</b>	

### 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	5	5.21%	850	18,000	800	0	0
\$20,001 \$40,000	14	14.58%	29,900	29,900	39,500	0	0
\$40,001 \$60,000	12	12.50%	49,900	54,700	44,900	49,900	0
\$60,001 \$130,000	28	29.17%	97,400	99,800	85,000	100,000	110,000
\$130,001 \$180,000	15	15.63%	159,900	150,000	140,000	179,900	159,000
\$180,001 \$260,000	9	9.38%	230,000	230,000	231,950	226,750	0
\$260,001 and up	13	13.54%	350,000	392,250	302,500	0	470,000
Median List Price	100,000			55,000	105,950	179,900	159,000
Total Closed Units	96		100%	35	50	8	3
Total Closed Volume	12,944,500			4.33M	6.57M	1.31M	739.00K

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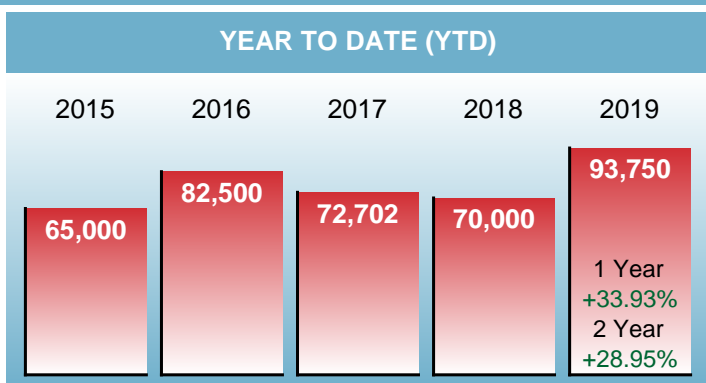
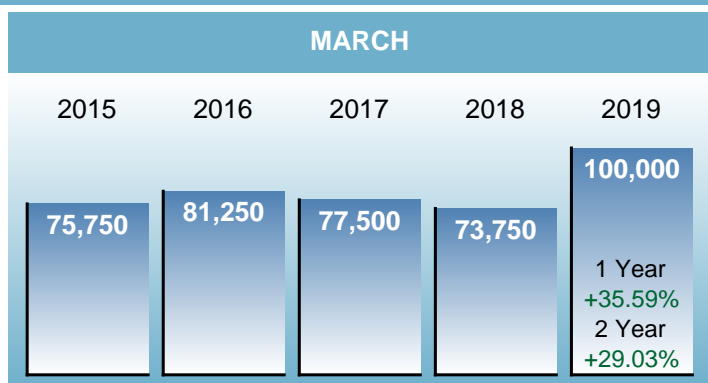
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## MEDIAN SOLD PRICE AT CLOSING

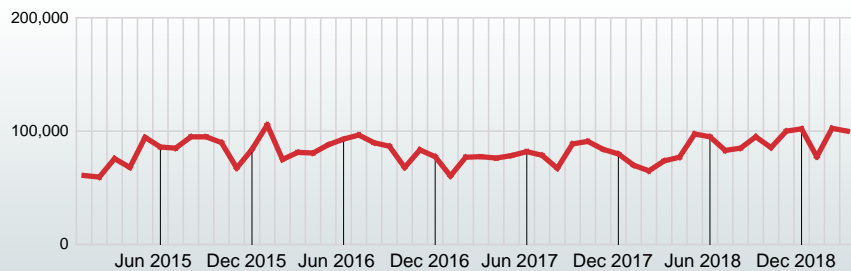
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 81,650

3 MONTHS



**High**  
Jan 2016 = 105,500  
**Low**  
Feb 2015 = 59,500  
*Median Sold Price*  
this month at **100,000**,  
above the 5 yr MAR  
average of **81,650**

JAN	77,435
FEB	102,500
MAR	100,000
YTD	32.37%
3 MONTHS	-2.44%

### 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	7.29%	1,400	18,000	813	0	0
\$20,001 - \$40,000	12	12.50%	27,000	27,000	31,000	0	0
\$40,001 - \$60,000	13	13.54%	48,500	46,750	46,500	52,900	0
\$60,001 - \$130,000	28	29.17%	92,500	90,000	89,900	103,500	107,000
\$130,001 - \$180,000	14	14.58%	161,500	135,000	145,000	176,000	165,000
\$180,001 - \$260,000	11	11.46%	229,000	215,000	235,000	208,000	0
\$260,001 and up	11	11.46%	342,000	327,250	330,000	0	445,000
Median Sold Price			100,000	52,000	105,000	177,950	165,000
Total Closed Units		100%	100,000	35	50	8	3
Total Closed Volume			12,169,515	3.87M	6.29M	1.29M	717.00K

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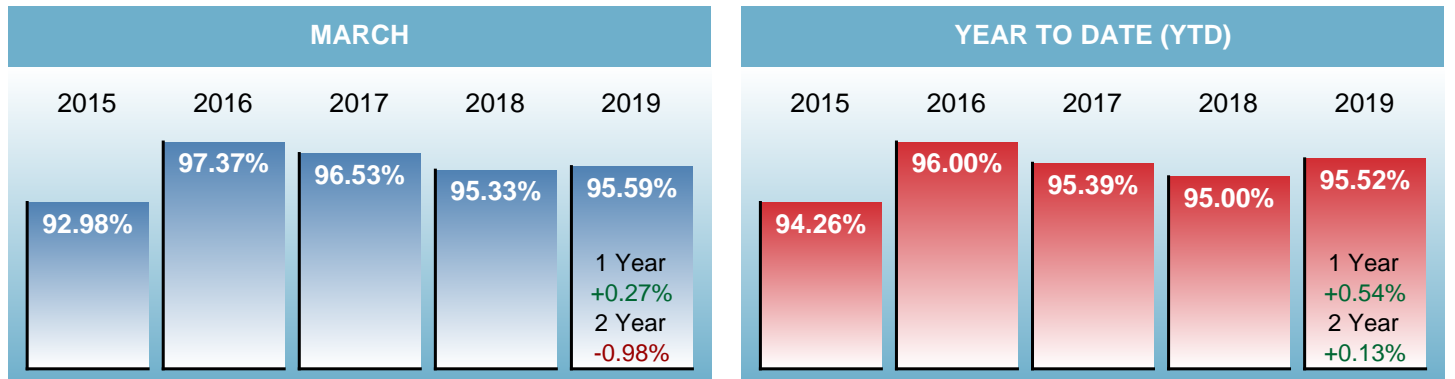
# March 2019

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

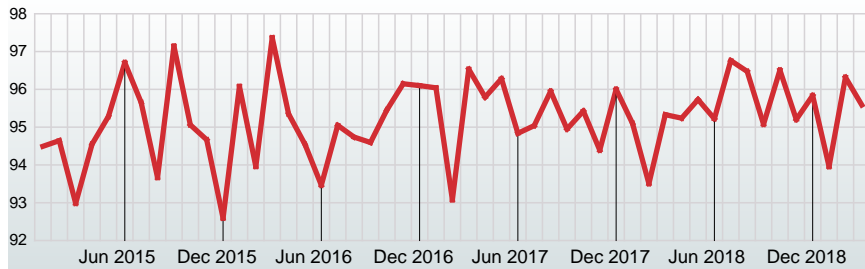


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr MAR AVG = 95.56%**      **3 MONTHS**

<b>High</b> Mar 2016 = 97.37%	<b>JAN</b> 93.96%
<b>Low</b> Dec 2015 = 92.59%	<b>FEB</b> 96.32%
<i>Median Sold/List Ratio</i> this month at <b>95.59%</b> , equal to 5 yr MAR average of <b>95.56%</b>	<b>MAR</b> 95.59%
	<b>2.51%</b>
	<b>-0.76%</b>

### 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	7	7.29%	100.00%	81.82%	100.00%	0.00%	0.00%
\$20,001 \$40,000	12	12.50%	92.35%	92.71%	78.48%	0.00%	0.00%
\$40,001 \$60,000	13	13.54%	95.24%	91.80%	94.95%	106.01%	0.00%
\$60,001 \$130,000	28	29.17%	95.66%	93.53%	96.58%	103.50%	97.27%
\$130,001 \$180,000	14	14.58%	97.62%	90.00%	97.41%	97.83%	103.77%
\$180,001 \$260,000	11	11.46%	95.62%	93.48%	94.52%	97.20%	0.00%
\$260,001 and up	11	11.46%	94.68%	88.56%	97.98%	0.00%	94.68%
Median Sold/List Ratio		95.59%		92.71%	96.71%	98.92%	97.27%
Total Closed Units		96	100%	35	50	8	3
Total Closed Volume		12,169,515		3.87M	6.29M	1.29M	717.00K

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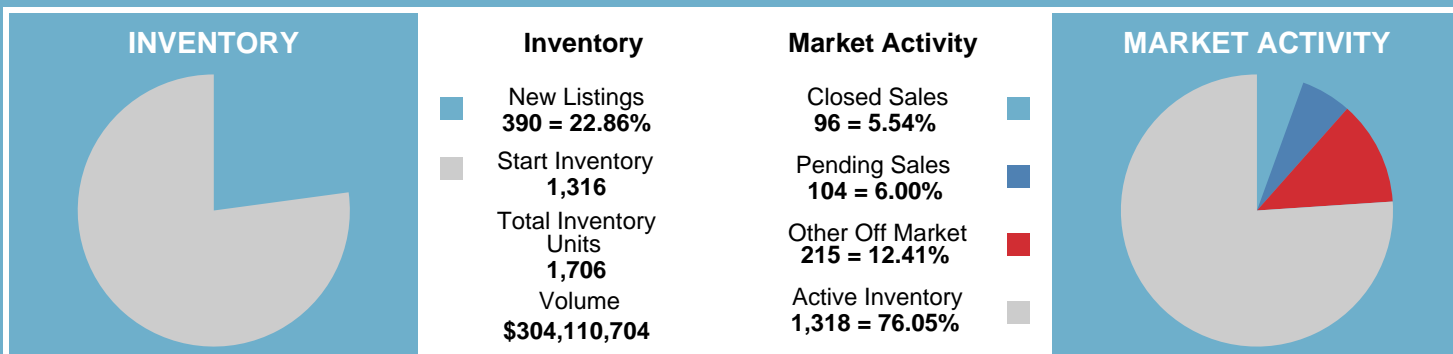
# March 2019

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



## MARKET SUMMARY

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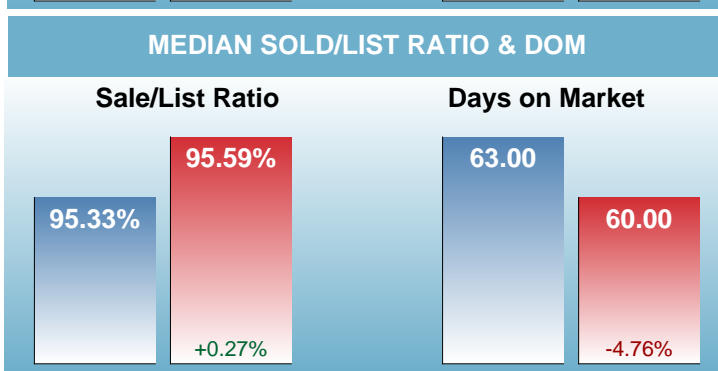
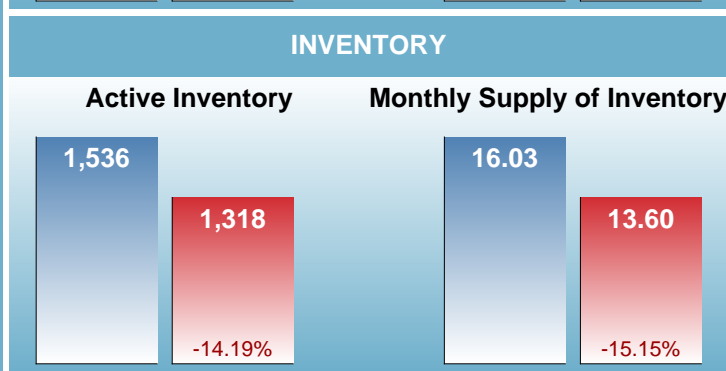
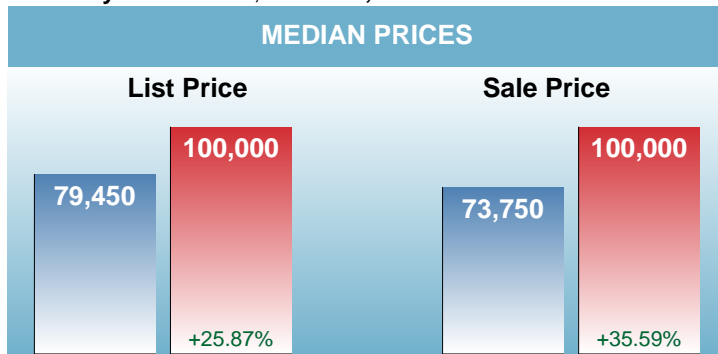
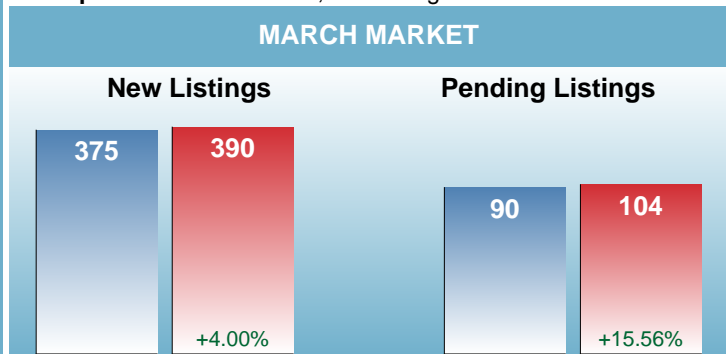


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	102	96	-5.88%	277	232	-16.25%
Pending Sales	90	104	15.56%	303	284	-6.27%
New Listings	375	390	4.00%	991	935	-5.65%
Median List Price	79,450	100,000	25.87%	75,000	99,900	33.20%
Median Sale Price	73,750	100,000	35.59%	70,000	93,750	33.93%
Median Percent of Selling Price to List Price	95.33%	95.59%	0.27%	95.00%	95.52%	0.54%
Median Days on Market to Sale	63.00	60.00	-4.76%	58.00	60.00	3.45%
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



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Email: support@mlstechnology.com