

# May 2019



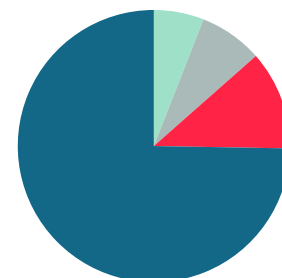
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	116	108	-6.90%
Pending Listings	96	137	42.71%
New Listings	307	326	6.19%
Median List Price	99,250	99,950	0.71%
Median Sale Price	97,500	85,750	-12.05%
Median Percent of Selling Price to List Price	95.73%	95.54%	-0.20%
Median Days on Market to Sale	39.00	37.50	-3.85%
End of Month Inventory	1,598	1,357	-15.08%
Months Supply of Inventory	16.16	13.94	-13.70%



■ Closed (5.95%)  
■ Pending (7.54%)  
■ Other OffMarket (11.78%)  
■ Active (74.72%)

**Absorption:** Last 12 months, an Average of **97** Sales/Month  
**Active Inventory** as of May 31, 2019 = **1,357**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **15.08%** to 1,357 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 **13.94** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **12.05%** in May 2019 to \$85,750 versus the previous year at \$97,500.

#### Median Days on Market Shortens

The median number of **37.50** days that homes spent on the market before selling decreased by 1.50 days or **3.85%** in May 2019 compared to last year's same month at **39.00** DOM.

#### Sales Success for May 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 326 New Listings in May 2019, up **6.19%** from last year at 307. Furthermore, there were 108 Closed Listings this month versus last year at 116, a **-6.90%** decrease.

Closed versus Listed trends yielded a **33.1%** ratio, down from previous year's, May 2018, at **37.8%**, a **12.32%** 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>
<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

# May 2019



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

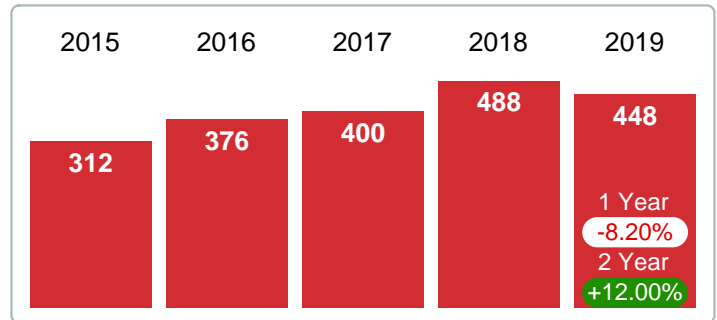
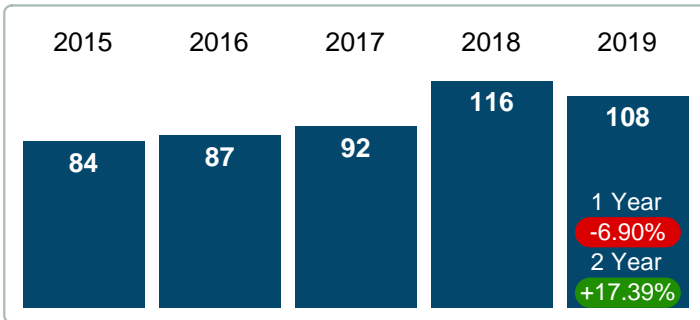


## CLOSED LISTINGS

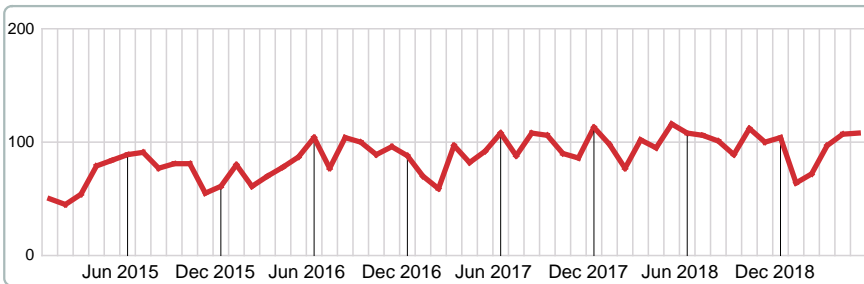
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### MAY

### YEAR TO DATE (YTD)

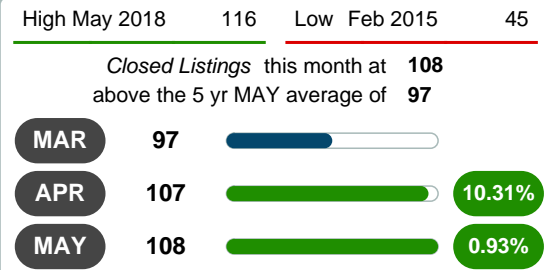


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 97



### 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	9	8.33%	52.0	6	1	2	0
\$20,001 - \$40,000	14	12.96%	21.0	9	5	0	0
\$40,001 - \$60,000	15	13.89%	28.0	9	6	0	0
\$60,001 - \$120,000	30	27.78%	54.5	12	17	1	0
\$120,001 - \$170,000	16	14.81%	21.5	4	9	3	0
\$170,001 - \$240,000	13	12.04%	111.0	2	8	3	0
\$240,001 and up	11	10.19%	13.0	2	3	5	1
<b>Total Closed Units</b>	<b>108</b>			<b>44</b>	<b>49</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,378,746</b>	<b>100%</b>	<b>37.5</b>	<b>3.75M</b>	<b>5.76M</b>	<b>2.54M</b>	<b>320.00K</b>
<b>Median Closed Price</b>	<b>\$85,750</b>			<b>\$55,500</b>	<b>\$107,000</b>	<b>\$208,750</b>	<b>\$320,000</b>

# May 2019



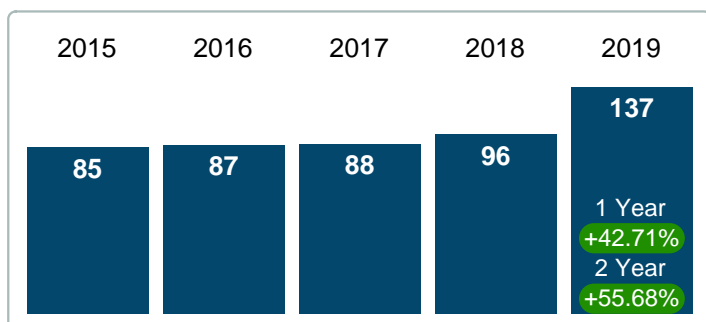
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



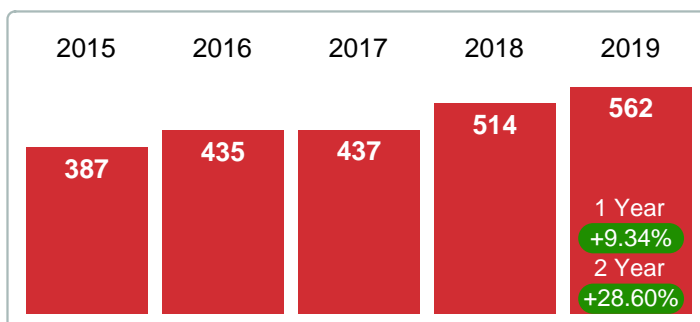
## PENDING LISTINGS

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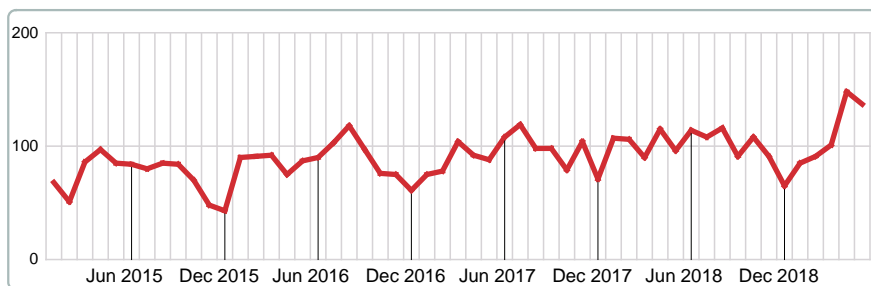
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

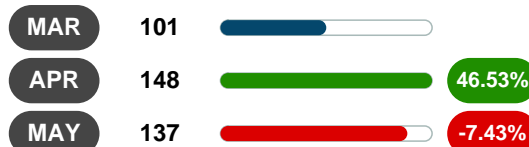


### 3 MONTHS

5 year MAY AVG = 99

High Apr 2019 148 Low Dec 2015 43

Pending Listings this month at 137 above the 5 yr MAY average of 99



### 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	7	5.11%	158.0	6	1	0	0
\$20,001 - \$50,000	19	13.87%	51.0	13	6	0	0
\$50,001 - \$80,000	26	18.98%	67.0	12	12	1	1
\$80,001 - \$120,000	26	18.98%	36.0	7	15	4	0
\$120,001 - \$180,000	26	18.98%	60.5	5	18	3	0
\$180,001 - \$240,000	15	10.95%	42.0	3	7	5	0
\$240,001 and up	18	13.14%	73.5	5	9	3	1
<b>Total Pending Units</b>	<b>137</b>			<b>51</b>	<b>68</b>	<b>16</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>18,002,905</b>	<b>100%</b>	<b>55.0</b>	<b>5.16M</b>	<b>9.15M</b>	<b>3.20M</b>	<b>503.90K</b>
<b>Median Listing Price</b>	<b>\$98,500</b>			<b>\$69,900</b>	<b>\$122,250</b>	<b>\$179,450</b>	<b>\$251,950</b>

# May 2019



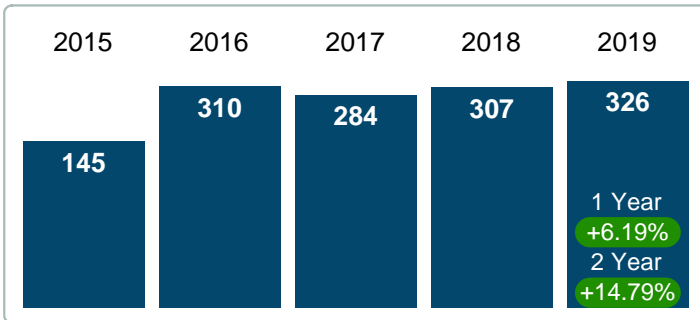
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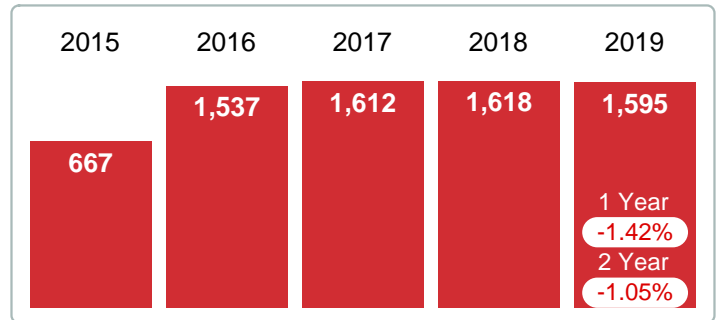
## NEW LISTINGS

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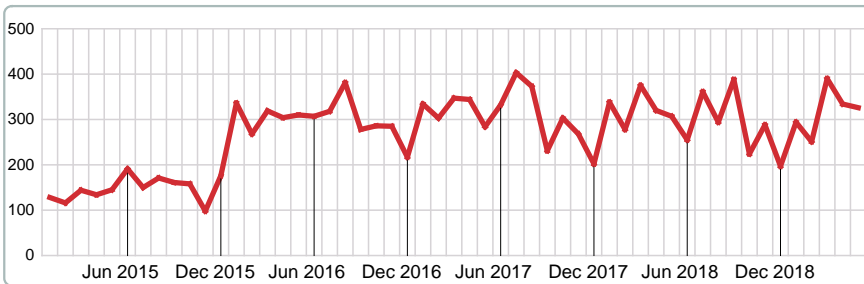
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

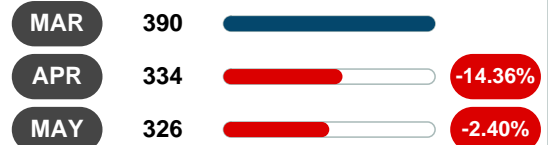


### 3 MONTHS

5 year MAY AVG = 274

High Jul 2017 403 Low Nov 2015 98

New Listings this month at **326**  
above the 5 yr MAY average of **274**



### 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	26	7.98%	23	3	0	0
\$20,001 - \$40,000	31	9.51%	25	5	1	0
\$40,001 - \$80,000	63	19.33%	38	22	1	2
\$80,001 - \$140,000	84	25.77%	34	36	14	0
\$140,001 - \$210,000	45	13.80%	16	21	7	1
\$210,001 - \$320,000	42	12.88%	14	12	14	2
\$320,001 and up	35	10.74%	15	9	8	3
<b>Total New Listed Units</b>	<b>326</b>		<b>165</b>	<b>108</b>	<b>45</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>51,876,816</b>	<b>100%</b>	<b>22.04M</b>	<b>16.49M</b>	<b>10.70M</b>	<b>2.64M</b>
<b>Median New Listed Listing Price</b>	<b>\$105,400</b>		<b>\$79,900</b>	<b>\$125,000</b>	<b>\$199,900</b>	<b>\$234,200</b>

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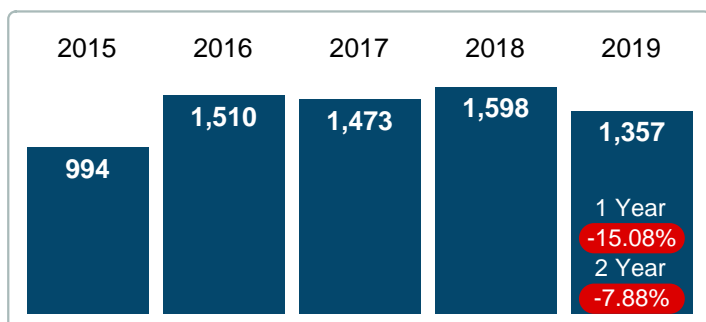
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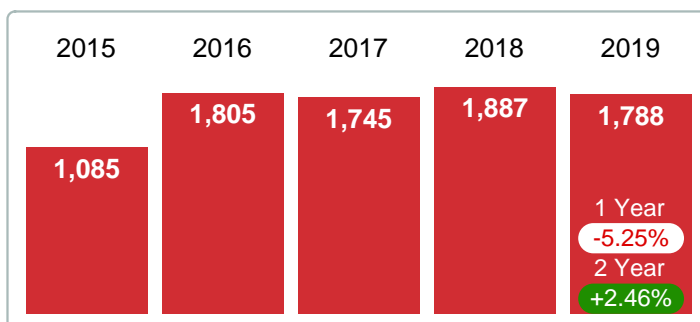
## ACTIVE INVENTORY

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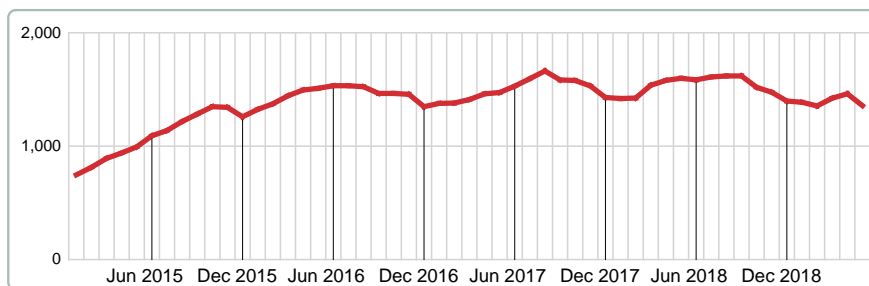
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,386

High Aug 2017 1,663 Low Jan 2015 747

Inventory this month at 1,357  
below the 5 yr MAY average of 1,386



### 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	8.18%	81.0	103	8	0	0
\$20,001 - \$40,000	155	11.42%	91.0	142	11	2	0
\$40,001 - \$70,000	202	14.89%	92.0	149	49	3	1
\$70,001 - \$140,000	371	27.34%	67.0	188	147	34	2
\$140,001 - \$230,000	196	14.44%	63.5	83	77	32	4
\$230,001 - \$390,000	179	13.19%	72.0	81	59	31	8
\$390,001 and up	143	10.54%	93.0	47	41	45	10
<b>Total Active Inventory by Units</b>	<b>1,357</b>			<b>793</b>	<b>392</b>	<b>147</b>	<b>25</b>
<b>Total Active Inventory by Volume</b>	<b>249,403,930</b>	<b>100%</b>	<b>76.0</b>	<b>110.97M</b>	<b>77.04M</b>	<b>47.72M</b>	<b>13.67M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$108,000</b>			<b>\$72,000</b>	<b>\$129,950</b>	<b>\$254,000</b>	<b>\$299,900</b>

# May 2019



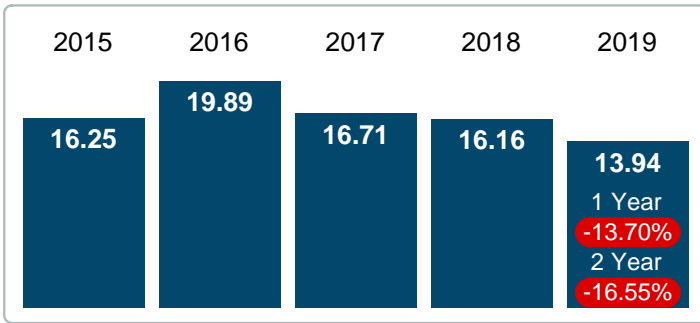
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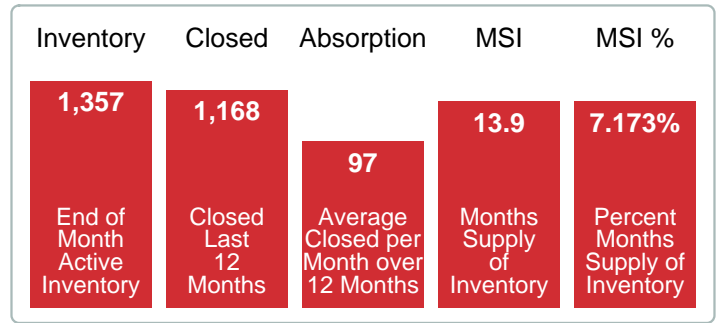
## MONTHS SUPPLY of INVENTORY (MSI)

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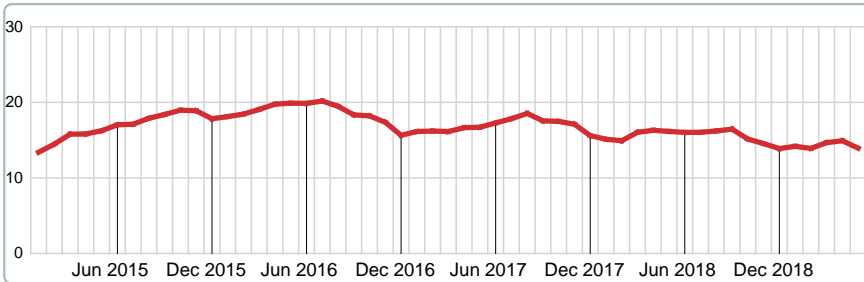
### MSI FOR MAY



### INDICATORS FOR MAY 2019

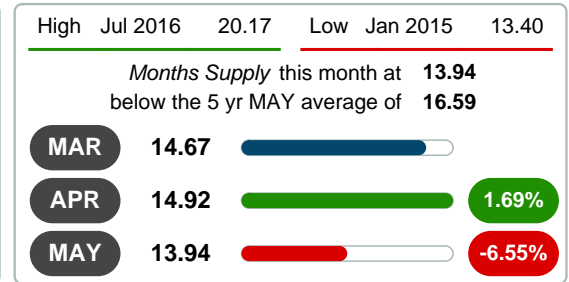


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 16.59



### 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	8.18%	10.74	14.37	3.10	0.00	0.00
\$20,001 \$40,000	155	11.42%	13.10	19.36	2.87	3.00	0.00
\$40,001 \$70,000	202	14.89%	13.85	23.84	6.68	3.27	12.00
\$70,001 \$140,000	371	27.34%	12.54	19.28	8.52	14.07	12.00
\$140,001 \$230,000	196	14.44%	11.42	41.50	6.74	9.14	16.00
\$230,001 \$390,000	179	13.19%	17.32	57.18	11.61	11.27	7.38
\$390,001 and up	143	10.54%	40.86	40.29	35.14	60.00	24.00
Market Supply of Inventory (MSI)			13.94	22.60	8.05	12.78	12.00
Total Active Inventory by Units		100%	13.94	793	392	147	25

# May 2019



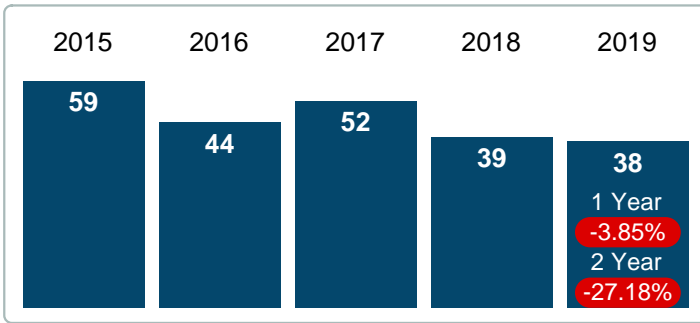
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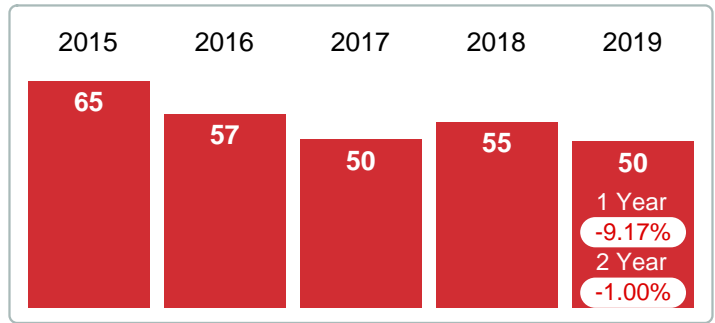
## MEDIAN DAYS ON MARKET TO SALE

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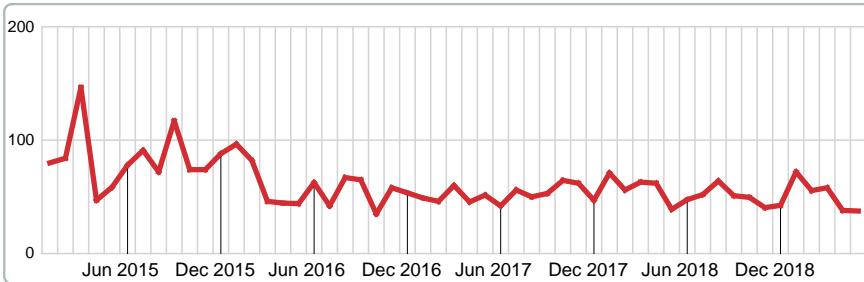
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

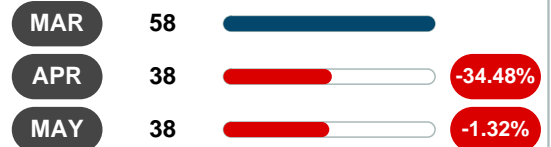


### 3 MONTHS

5 year MAY AVG = 46

High Mar 2015 147 Low Oct 2016 35

Median Days on Market to Sale this month at 38 below the 5 yr MAY average of 46



### 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	8.33%	52	174	29	18	0
\$20,001 - \$40,000	12.96%	21	41	15	0	0
\$40,001 - \$60,000	13.89%	28	31	24	0	0
\$60,001 - \$120,000	27.78%	55	61	51	50	0
\$120,001 - \$170,000	14.81%	22	56	22	10	0
\$170,001 - \$240,000	12.04%	111	3	141	25	0
\$240,001 and up	10.19%	13	38	39	10	11
Median Closed DOM		38	46	39	12	11
Total Closed Units	100%	37.5	44	49	14	1
Total Closed Volume		12,378,746	3.75M	5.76M	2.54M	320.00K

# May 2019



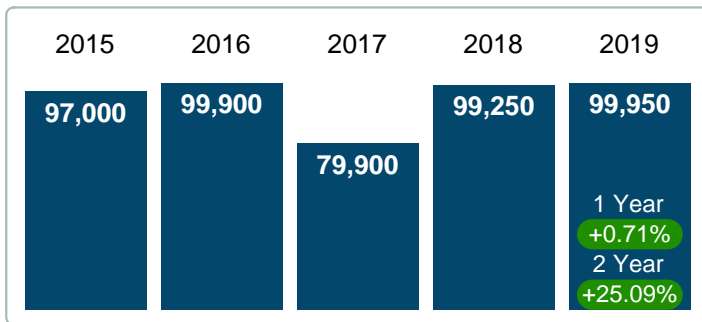
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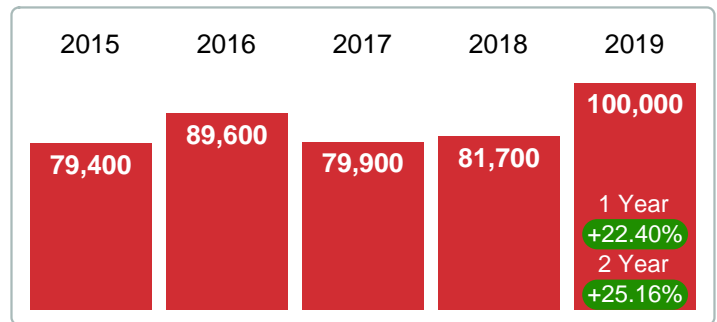
## MEDIAN LIST PRICE AT CLOSING

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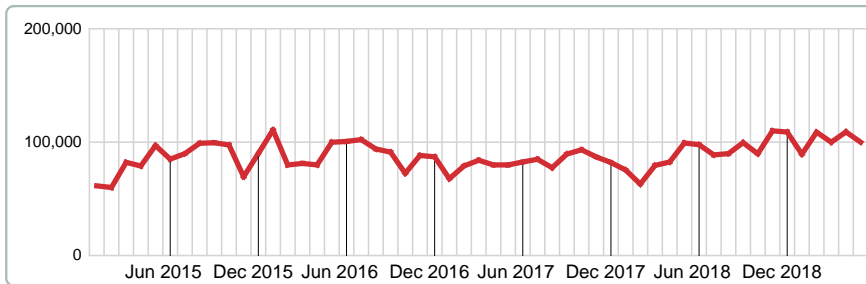
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

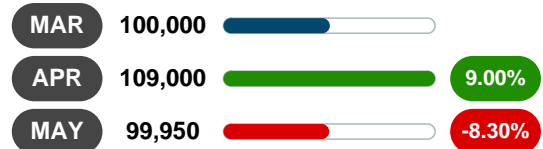


### 3 MONTHS

5 year MAY AVG = 95,200

High Jan 2016 110,750 Low Feb 2015 60,000

Median List Price at Closing this month at **99,950**  
above the 5 yr MAY average of **95,200**



### 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	9	8.33%	9,000	9,000	9,475	800	0
\$20,001 - \$40,000	14	12.96%	31,000	32,000	32,500	21,000	0
\$40,001 - \$60,000	12	11.11%	52,100	53,900	50,600	0	0
\$60,001 - \$120,000	31	28.70%	94,500	99,200	91,750	85,000	0
\$120,001 - \$170,000	14	12.96%	139,500	148,450	139,500	131,950	0
\$170,001 - \$240,000	15	13.89%	200,000	178,500	200,000	217,500	0
\$240,001 and up	13	12.04%	282,000	544,500	260,000	266,000	330,000
Median List Price			99,950	62,750	114,900	223,700	330,000
Total Closed Units		100%	99,950	44	49	14	1
Total Closed Volume			13,098,135	4.16M	5.97M	2.63M	330.00K



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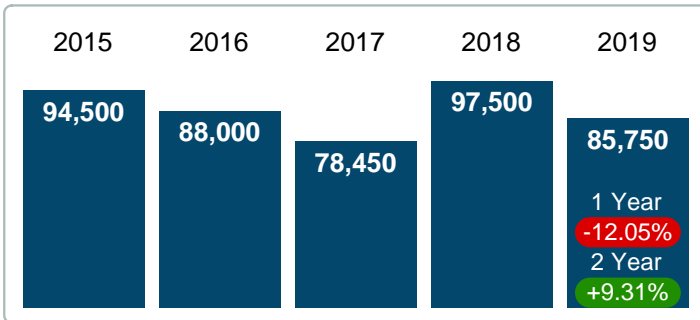
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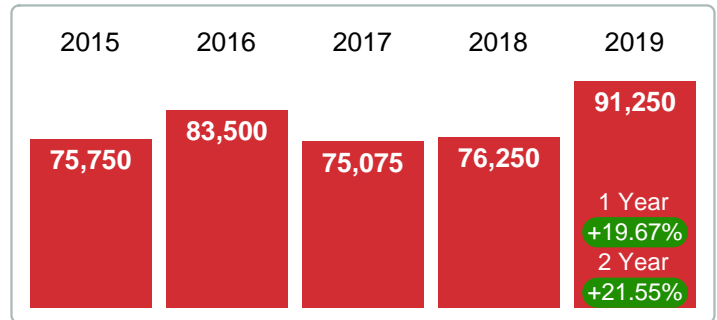
## MEDIAN SOLD PRICE AT CLOSING

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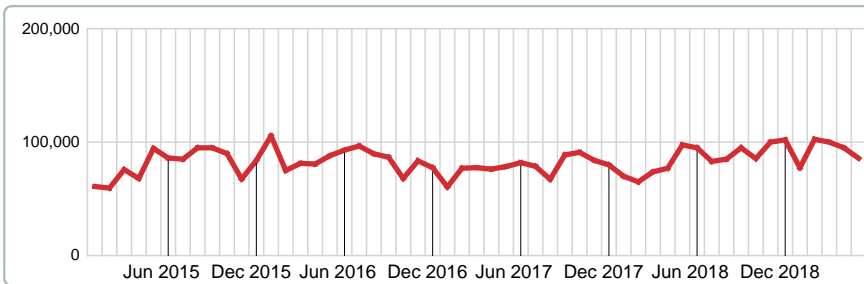
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

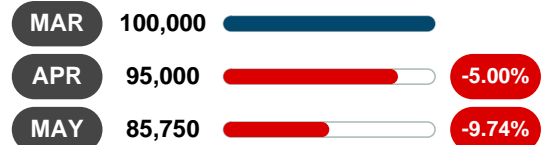


### 3 MONTHS

5 year MAY AVG = 88,840

High Jan 2016 105,500 Low Feb 2015 59,500

Median Sold Price at Closing this month at **85,750**  
below the 5 yr MAY average of **88,840**



### 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	8.33%	7,000	7,000	750	10,150	0
\$20,001 - \$40,000	12.96%	29,500	28,000	31,000	0	0
\$40,001 - \$60,000	13.89%	50,000	53,500	49,950	0	0
\$60,001 - \$120,000	27.78%	85,000	82,500	95,000	85,000	0
\$120,001 - \$170,000	14.81%	136,500	136,500	145,000	135,000	0
\$170,001 - \$240,000	12.04%	207,500	190,500	201,250	217,500	0
\$240,001 and up	10.19%	281,000	498,500	260,000	281,000	320,000
Median Sold Price		85,750	55,500	107,000	208,750	320,000
Total Closed Units	100%	85,750	44	49	14	1
Total Closed Volume		12,378,746	3.75M	5.76M	2.54M	320.00K

# May 2019



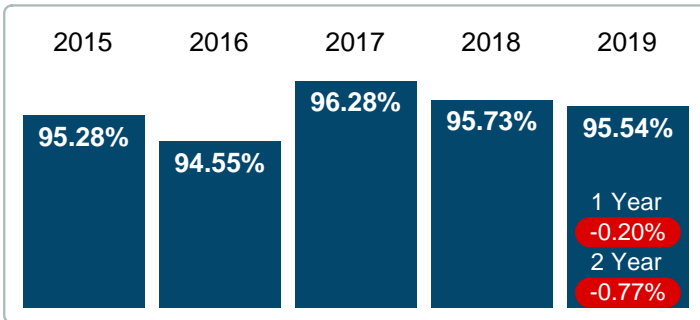
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



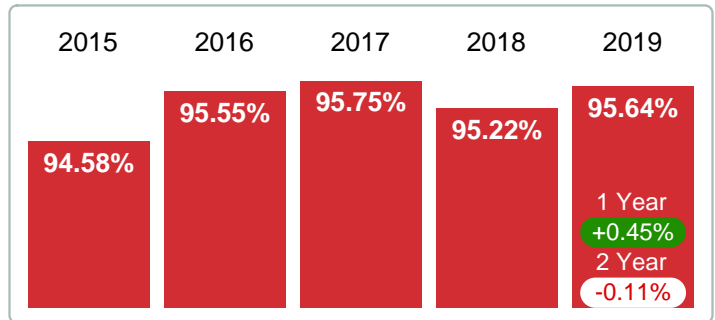
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

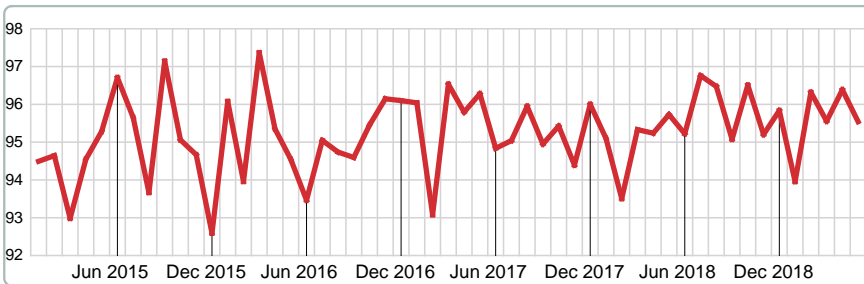
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

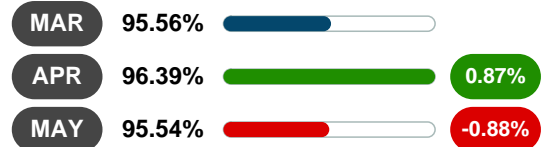


### 3 MONTHS

5 year MAY AVG = 95.48%

High Mar 2016 97.37% Low Dec 2015 92.59%

Median Sold/List Ratio this month at **95.54%**  
above the 5 yr MAY average of **95.48%**



## 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	9	8.33%	92.86%	84.72%	100.00%	96.43%	0.00%
\$20,001 - \$40,000	14	12.96%	95.93%	88.89%	100.00%	0.00%	0.00%
\$40,001 - \$60,000	15	13.89%	91.67%	88.19%	94.84%	0.00%	0.00%
\$60,001 - \$120,000	30	27.78%	95.64%	84.78%	96.97%	100.00%	0.00%
\$120,001 - \$170,000	16	14.81%	95.91%	90.30%	96.43%	97.19%	0.00%
\$170,001 - \$240,000	13	12.04%	97.87%	100.00%	96.41%	97.87%	0.00%
\$240,001 and up	11	10.19%	97.11%	91.06%	98.11%	98.79%	96.97%
Median Sold/List Ratio		95.54%		88.54%	97.14%	98.33%	96.97%
Total Closed Units		108	100%	44	49	14	1
Total Closed Volume		12,378,746		3.75M	5.76M	2.54M	320.00K

# May 2019



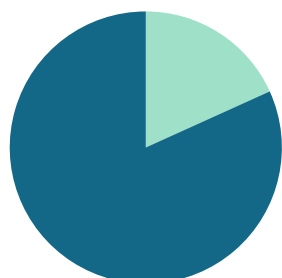
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY

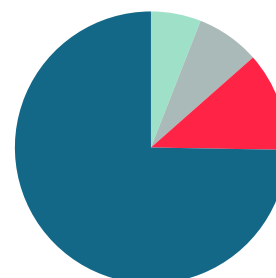


**Inventory**  
 New Listings  
**326 = 18.23%**  
 Start Inventory  
**1,462**  
 Total Inventory Units  
**1,788**  
 Volume  
**\$305,001,096**

### Market Activity

Closed Sales  
**108 = 5.95%**  
 Pending Sales  
**137 = 7.54%**  
 Other Off Market  
**214 = 11.78%**  
 Active Inventory  
**1,357 = 74.72%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	116	108	-6.90%	488	448	-8.20%
Pending Sales	96	137	42.71%	514	562	9.34%
New Listings	307	326	6.19%	1,618	1,595	-1.42%
Median List Price	99,250	99,950	0.71%	81,700	100,000	22.40%
Median Sale Price	97,500	85,750	-12.05%	76,250	91,250	19.67%
Median Percent of Selling Price to List Price	95.73%	95.54%	-0.20%	95.22%	95.64%	0.45%
Median Days on Market to Sale	39.00	37.50	-3.85%	54.50	49.50	-9.17%
Monthly Inventory	1,598	1,357	-15.08%	1,598	1,357	-15.08%
Months Supply of Inventory	16.16	13.94	-13.70%	16.16	13.94	-13.70%

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

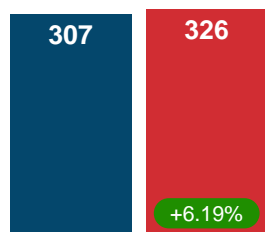
**Inventory** on May 31, 2019 = **1,357**

**2018** **2019**

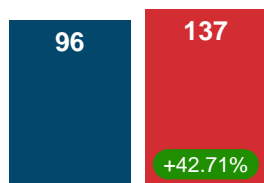
### MAY MARKET

### MEDIAN PRICES

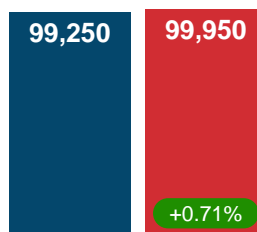
#### New Listings



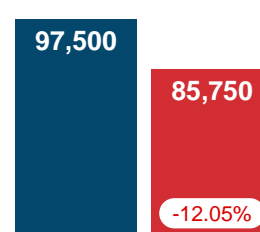
#### Pending Listings



#### List Price



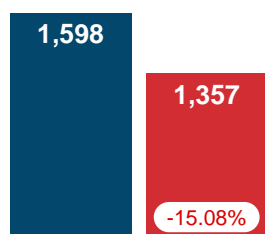
#### Sale Price



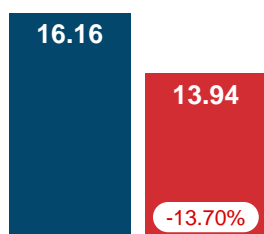
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

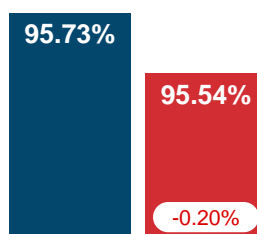
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

