

February 2020



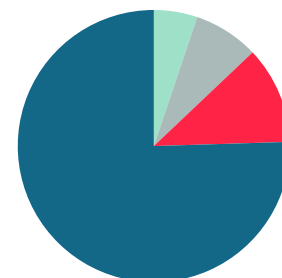
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	February 2020	+/-%
Closed Listings	73	82	12.33%
Pending Listings	90	123	36.67%
New Listings	251	316	25.90%
Average List Price	134,711	128,720	-4.45%
Average Sale Price	128,478	120,841	-5.94%
Average Percent of Selling Price to List Price	95.73%	91.60%	-4.32%
Average Days on Market to Sale	72.33	69.50	-3.91%
End of Month Inventory	1,387	1,198	-13.63%
Months Supply of Inventory	14.20	11.40	-19.72%



■ Closed (5.17%)
■ Pending (7.75%)
■ Other OffMarket (11.59%)
■ Active (75.49%)

Absorption: Last 12 months, an Average of **105** Sales/Month
Active Inventory as of February 29, 2020 = **1,198**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **13.63%** to 1,198 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **11.40** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.94%** in February 2020 to \$120,841 versus the previous year at \$128,478.

Average Days on Market Shortens

The average number of **69.50** days that homes spent on the market before selling decreased by 2.83 days or **3.91%** in February 2020 compared to last year's same month at **72.33** DOM.

Sales Success for February 2020 is Positive

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

There were 316 New Listings in February 2020, up **25.90%** from last year at 251. Furthermore, there were 82 Closed Listings this month versus last year at 73, a **12.33%** increase.

Closed versus Listed trends yielded a **25.9%** ratio, down from previous year's, February 2019, at **29.1%**, a **10.78%** downswing. 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

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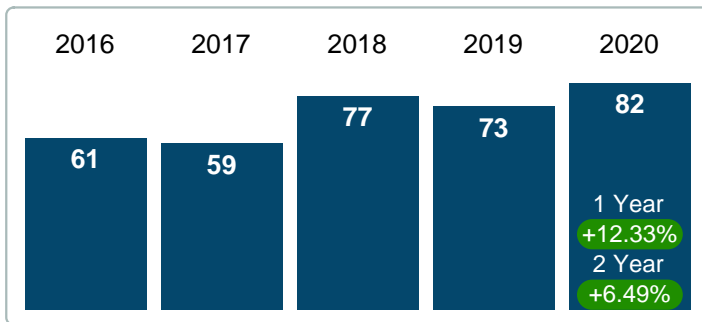
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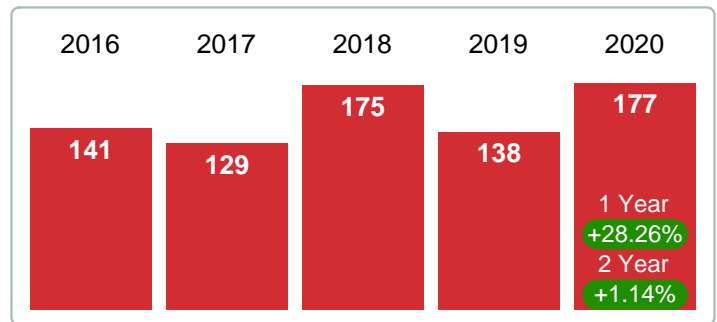
CLOSED LISTINGS

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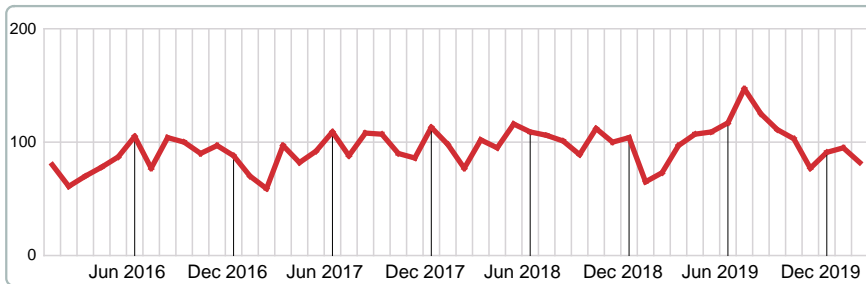
FEBRUARY



YEAR TO DATE (YTD)

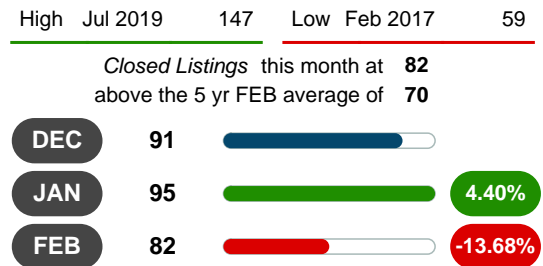


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 70



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	8.54%	72.9	4	3	0	0
\$20,001 - \$40,000	13	15.85%	91.8	9	4	0	0
\$40,001 - \$60,000	11	13.41%	83.8	6	4	1	0
\$60,001 - \$120,000	16	19.51%	60.8	5	10	1	0
\$120,001 - \$150,000	15	18.29%	53.9	3	8	4	0
\$150,001 - \$260,000	11	13.41%	67.0	3	6	2	0
\$260,001 and up	9	10.98%	61.6	4	2	2	1
Total Closed Units	82			34	37	10	1
Total Closed Volume	9,908,980	100%	69.5	3.52M	4.03M	1.76M	592.50K
Average Closed Price	\$120,841			\$103,566	\$108,993	\$176,250	\$592,500

February 2020



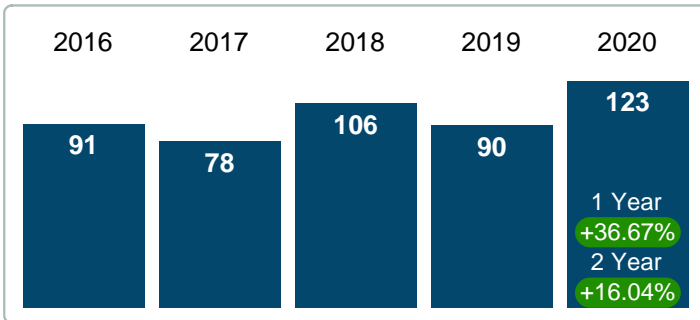
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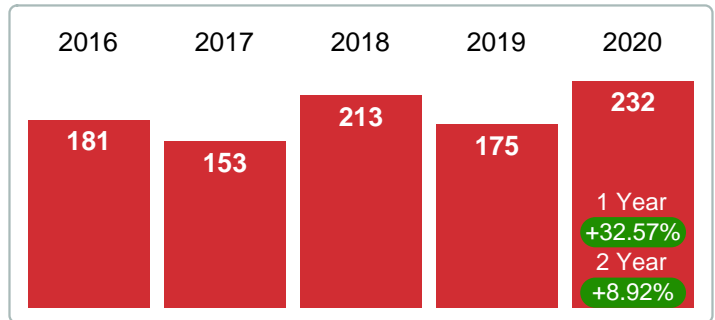
PENDING LISTINGS

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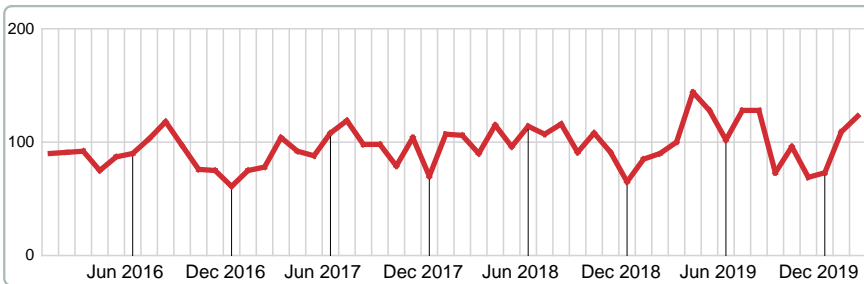
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 98

High Apr 2019 144 Low Dec 2016 61

Pending Listings this month at **123**
above the 5 yr FEB average of **98**



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	10	8.13%	60.3	8	2	0	0
\$20,001 - \$50,000	16	13.01%	61.3	10	5	1	0
\$50,001 - \$80,000	16	13.01%	40.7	9	7	0	0
\$80,001 - \$140,000	33	26.83%	64.4	8	22	3	0
\$140,001 - \$180,000	17	13.82%	64.4	2	9	6	0
\$180,001 - \$290,000	18	14.63%	58.6	1	13	4	0
\$290,001 and up	13	10.57%	68.6	1	5	5	2
Total Pending Units	123			39	63	19	2
Total Pending Volume	17,435,323	100%	45.0	2.97M	9.52M	4.33M	619.00K
Average Listing Price	\$123,877			\$76,222	\$151,050	\$227,763	\$309,500

February 2020



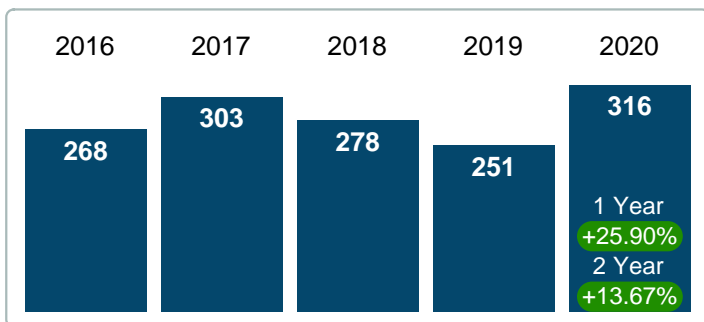
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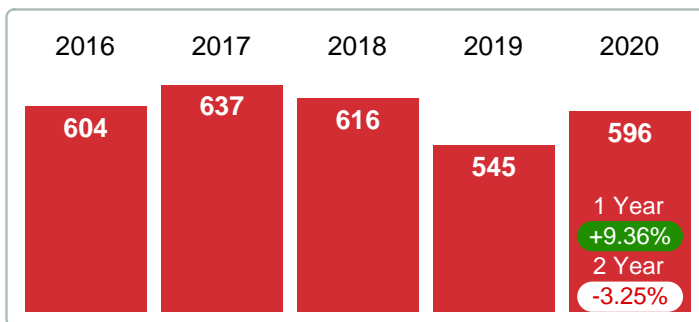
NEW LISTINGS

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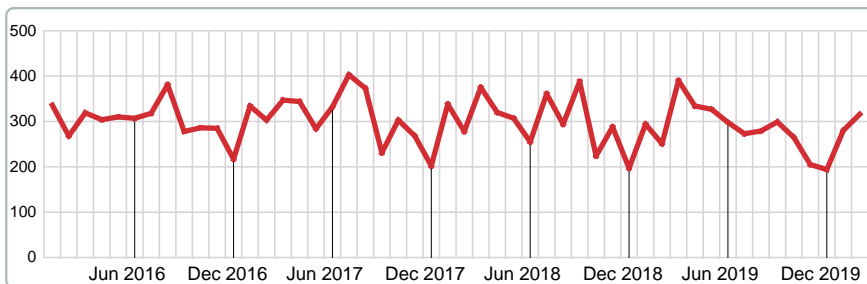
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

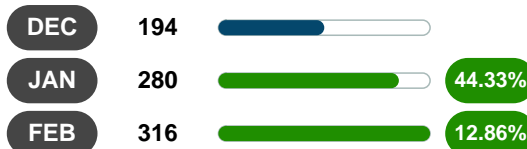


3 MONTHS

5 year FEB AVG = 283

High Jul 2017 403 Low Dec 2019 194

New Listings this month at **316**
above the 5 yr FEB average of **283**



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	8.86%	25	2	0	1
\$25,001 - \$50,000	21	6.65%	18	3	0	0
\$50,001 - \$75,000	23	7.28%	16	7	0	0
\$75,001 - \$150,000	111	35.13%	62	40	9	0
\$150,001 - \$225,000	52	16.46%	27	21	4	0
\$225,001 - \$400,000	51	16.14%	20	20	6	5
\$400,001 and up	30	9.49%	9	10	9	2
Total New Listed Units	316		177	103	28	8
Total New Listed Volume	58,912,650	100%	25.03M	21.77M	9.53M	2.57M
Average New Listed Listing Price	\$177,680		\$141,431	\$211,385	\$340,495	\$321,600

February 2020



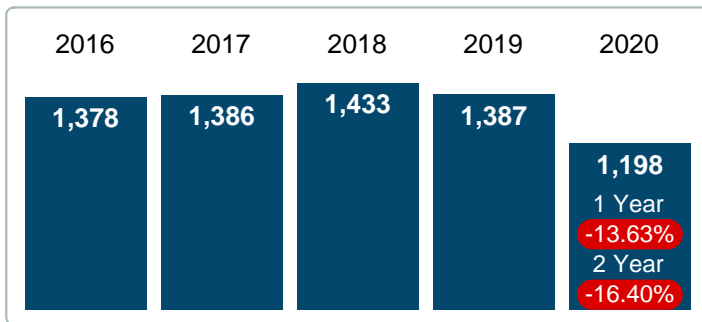
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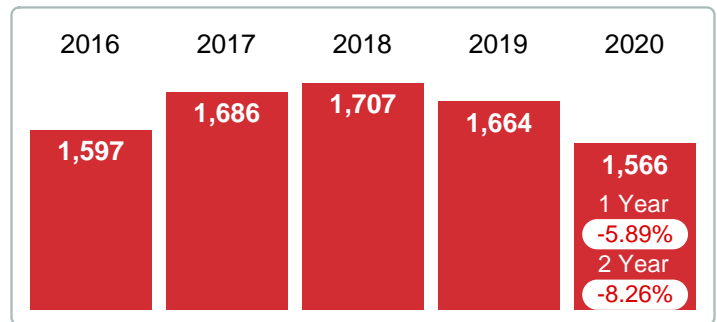
ACTIVE INVENTORY

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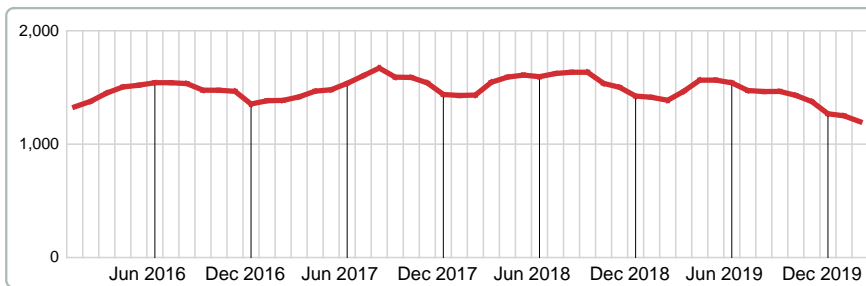
END OF FEBRUARY



ACTIVE DURING FEBRUARY

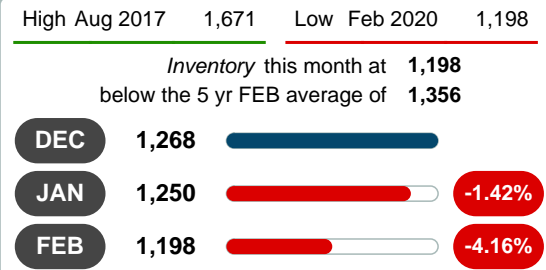


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,356



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	13.52%	132.9	155	5	1	1
\$25,001-\$50,000	175	14.61%	125.9	156	16	2	1
\$50,001-\$125,000	332	27.71%	120.1	225	97	10	0
\$125,001-\$225,000	245	20.45%	95.7	110	93	37	5
\$225,001-\$400,000	163	13.61%	84.7	73	59	25	6
\$400,001 and up	121	10.10%	81.3	50	33	29	9
Total Active Inventory by Units	1,198			769	303	104	22
Total Active Inventory by Volume	219,265,828	100%	108.9	108.75M	65.00M	33.00M	12.53M
Average Active Inventory Listing Price	\$183,027			\$141,413	\$214,510	\$317,280	\$569,332

February 2020



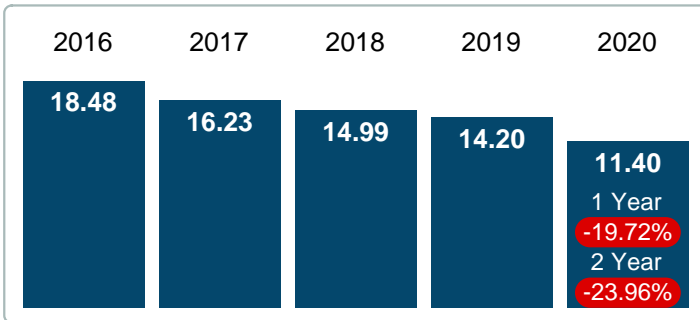
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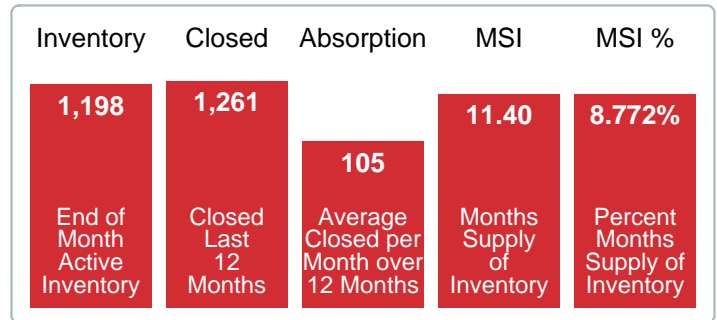
MONTHS SUPPLY of INVENTORY (MSI)

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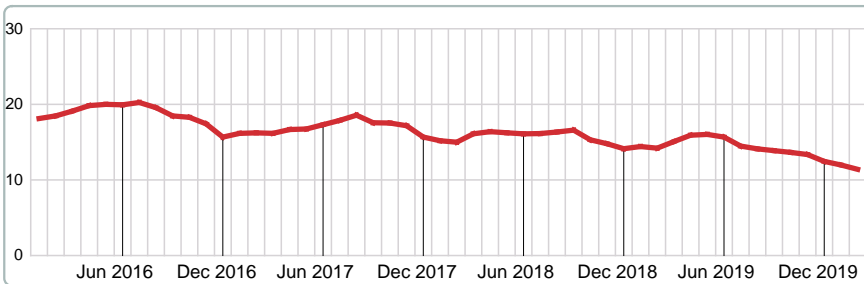
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS

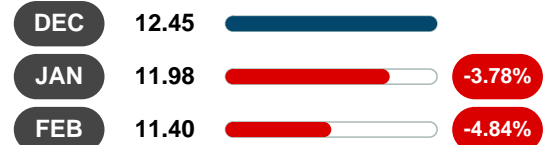


3 MONTHS

5 year FEB AVG = 15.06

High Jul 2016 20.25 Low Feb 2020 11.40

Months Supply this month at 11.40
below the 5 yr FEB average of 15.06



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	122	10.18%	13.31	21.90	1.50	1.71	0.00
\$20,001 - \$40,000	142	11.85%	11.51	16.88	1.60	1.71	0.00
\$40,001 - \$70,000	170	14.19%	10.68	20.00	3.61	6.00	12.00
\$70,001 - \$140,000	288	24.04%	8.86	19.24	4.84	4.92	0.00
\$140,001 - \$230,000	199	16.61%	10.71	38.22	6.55	7.50	12.00
\$230,001 - \$410,000	156	13.02%	12.56	30.00	8.96	6.55	36.00
\$410,001 and up	121	10.10%	29.04	37.50	33.00	26.77	12.00
Market Supply of Inventory (MSI)			11.40	21.87	5.59	7.61	11.00
Total Active Inventory by Units		100%	11.40	769	303	104	22

February 2020



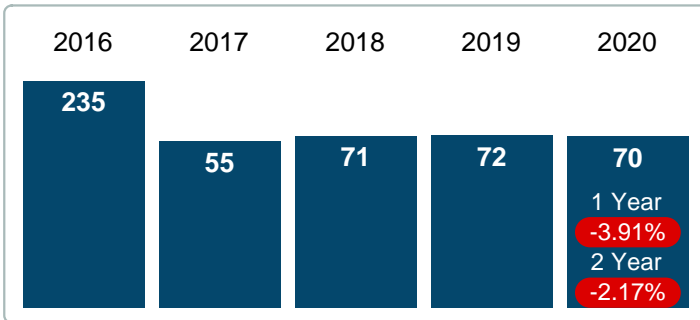
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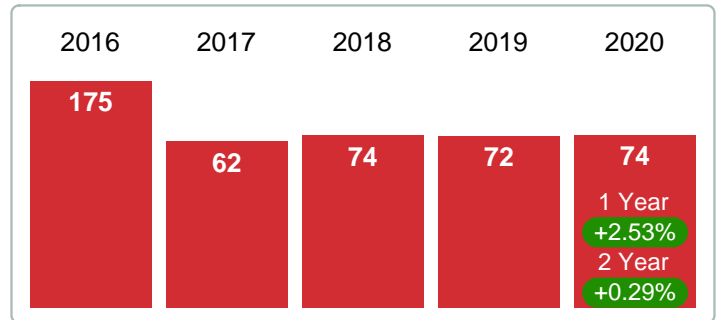
AVERAGE DAYS ON MARKET TO SALE

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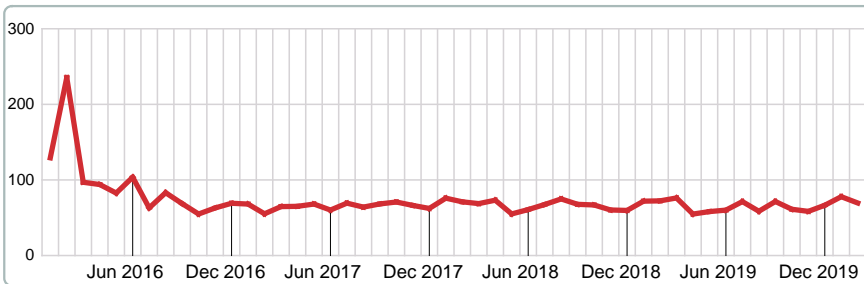
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 101

High Feb 2016 235 Low Apr 2019 55

Average Days on Market to Sale this month at 70 below the 5 yr FEB average of 101



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	8.54%	73	94	45	0	0
\$20,001 - \$40,000	15.85%	92	119	32	0	0
\$40,001 - \$60,000	13.41%	84	94	72	71	0
\$60,001 - \$120,000	19.51%	61	77	55	45	0
\$120,001 - \$150,000	18.29%	54	17	67	56	0
\$150,001 - \$260,000	13.41%	67	90	49	86	0
\$260,001 and up	10.98%	62	84	50	20	80
Average Closed DOM		70	90	55	55	80
Total Closed Units	100%	70	34	37	10	1
Total Closed Volume		9,908,980	3.52M	4.03M	1.76M	592.50K

February 2020



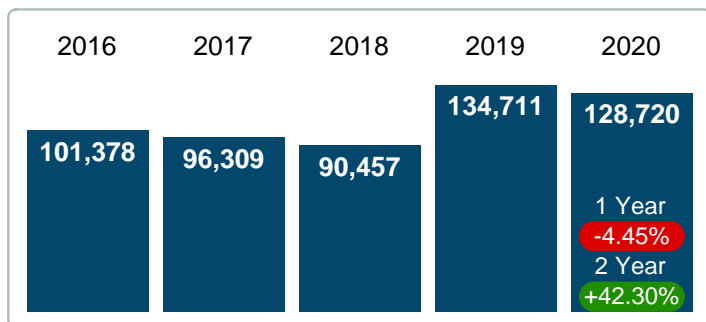
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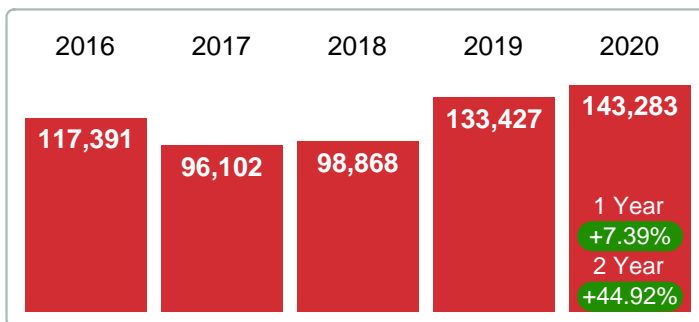
AVERAGE LIST PRICE AT CLOSING

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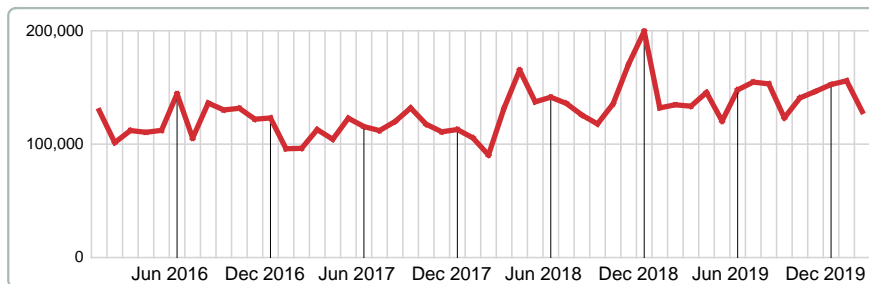
FEBRUARY



YEAR TO DATE (YTD)

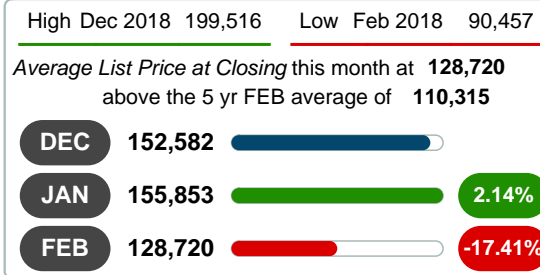


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 110,315



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	8.54%	9,036	13,350	3,283	0	0
\$20,001 - \$40,000	12.20%	35,810	35,922	43,700	0	0
\$40,001 - \$60,000	13.41%	54,409	62,350	61,350	59,900	0
\$60,001 - \$120,000	21.95%	92,628	88,740	105,470	73,000	0
\$120,001 - \$150,000	17.07%	136,293	139,667	139,825	142,600	0
\$150,001 - \$260,000	17.07%	195,136	228,967	182,700	182,000	0
\$260,001 and up	9.76%	403,488	369,750	317,400	372,500	629,000
Average List Price		128,720	111,159	117,145	181,230	629,000
Total Closed Units	100%	128,720	34	37	10	1
Total Closed Volume		10,555,050	3.78M	4.33M	1.81M	629.00K

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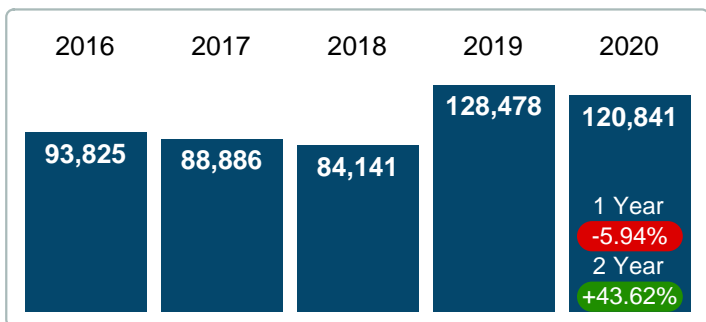
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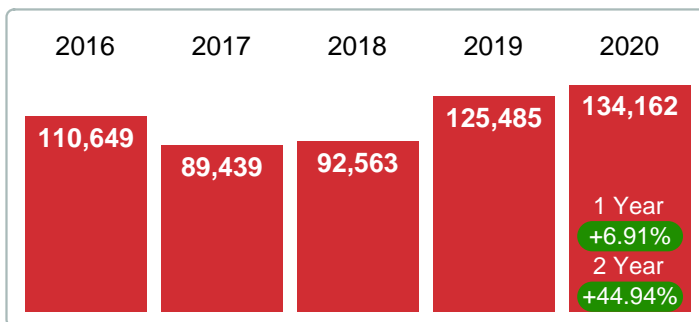
AVERAGE SOLD PRICE AT CLOSING

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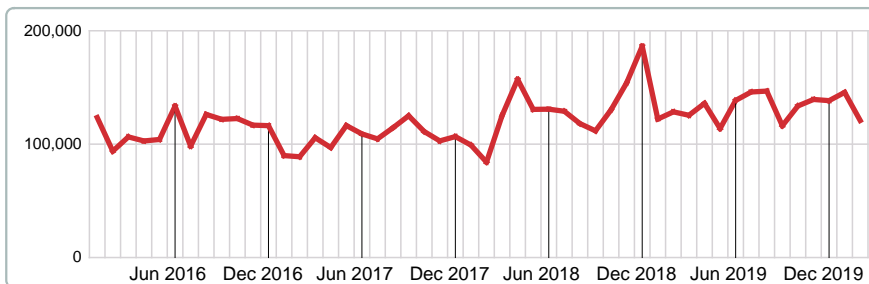
FEBRUARY



YEAR TO DATE (YTD)

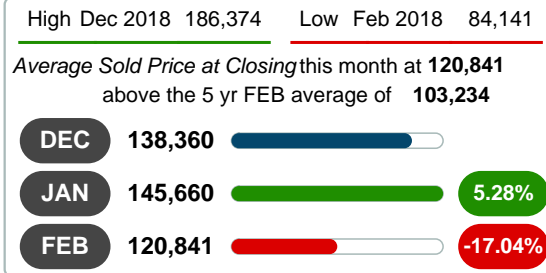


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 103,234



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	8.54%	7,221	10,875	2,350	0	0
\$20,001 - \$40,000	15.85%	33,031	31,500	36,475	0	0
\$40,001 - \$60,000	13.41%	53,136	52,000	53,625	58,000	0
\$60,001 - \$120,000	19.51%	87,383	80,446	92,490	71,000	0
\$120,001 - \$150,000	18.29%	135,093	138,333	131,613	139,625	0
\$150,001 - \$260,000	13.41%	186,773	227,667	175,250	160,000	0
\$260,001 and up	10.98%	373,944	345,500	318,000	377,500	592,500
Average Sold Price		120,841	103,566	108,993	176,250	592,500
Total Closed Units	100%	120,841	34	37	10	1
Total Closed Volume		9,908,980	3.52M	4.03M	1.76M	592.50K

February 2020



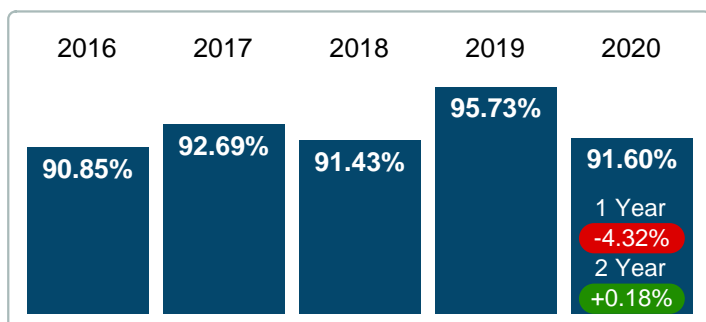
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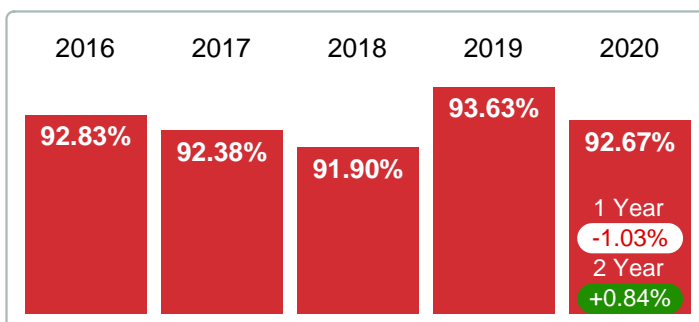
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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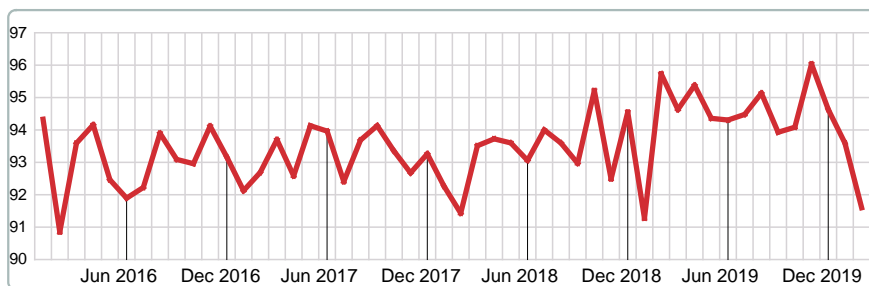
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

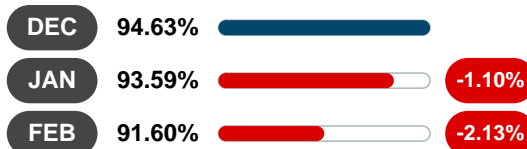


3 MONTHS

5 year FEB AVG = 92.46%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **91.60%**
equal to 5 yr FEB average of **92.46%**



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	8.54%	87.66%	85.08%	91.10%	0.00%	0.00%
\$20,001 \$40,000	13	15.85%	87.01%	88.14%	84.48%	0.00%	0.00%
\$40,001 \$60,000	11	13.41%	87.17%	85.29%	87.58%	96.83%	0.00%
\$60,001 \$120,000	16	19.51%	89.81%	90.99%	88.47%	97.26%	0.00%
\$120,001 \$150,000	15	18.29%	96.40%	99.17%	94.57%	98.00%	0.00%
\$150,001 \$260,000	11	13.41%	95.62%	99.29%	96.31%	88.04%	0.00%
\$260,001 and up	9	10.98%	96.97%	93.66%	100.22%	101.72%	94.20%
Average Sold/List Ratio		91.60%		90.30%	91.38%	96.56%	94.20%
Total Closed Units		82	100%	34	37	10	1
Total Closed Volume		9,908,980		3.52M	4.03M	1.76M	592.50K

February 2020



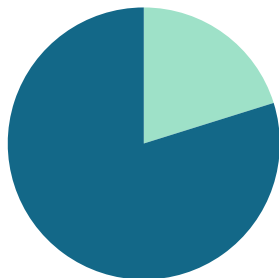
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Mar 11, 2020 for MLS Technology Inc.

INVENTORY

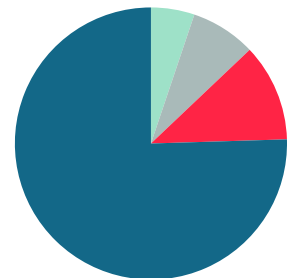


Inventory
 New Listings
316 = 20.18%
 Start Inventory
1,250
 Total Inventory Units
1,566
 Volume
\$282,308,466

Market Activity

Closed Sales
82 = 5.17%
 Pending Sales
123 = 7.75%
 Other Off Market
184 = 11.59%
 Active Inventory
1,198 = 75.49%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	73	82	12.33%	138	177	28.26%
Pending Sales	90	123	36.67%	175	232	32.57%
New Listings	251	316	25.90%	545	596	9.36%
Average List Price	134,711	128,720	-4.45%	133,427	143,283	7.39%
Average Sale Price	128,478	120,841	-5.94%	125,485	134,162	6.91%
Average Percent of Selling Price to List Price	95.73%	91.60%	-4.32%	93.63%	92.67%	-1.03%
Average Days on Market to Sale	72.33	69.50	-3.91%	72.14	73.97	2.53%
Monthly Inventory	1,387	1,198	-13.63%	1,387	1,198	-13.63%
Months Supply of Inventory	14.20	11.40	-19.72%	14.20	11.40	-19.72%

Absorption: Last 12 months, an Average of **105** Sales/Month

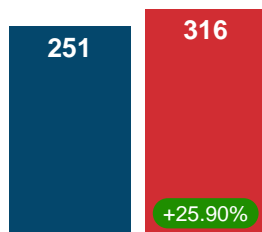
Inventory on February 29, 2020 = **1,198**

2019 **2020**

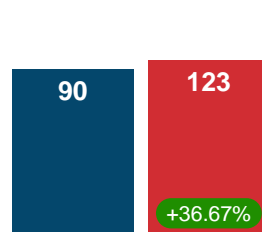
FEBRUARY MARKET

AVERAGE PRICES

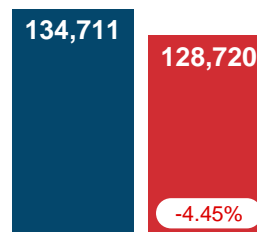
New Listings



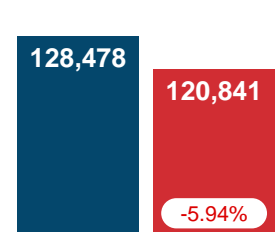
Pending Listings



List Price



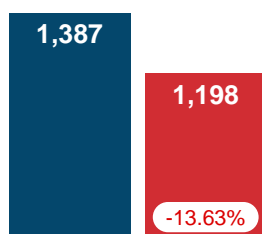
Sale Price



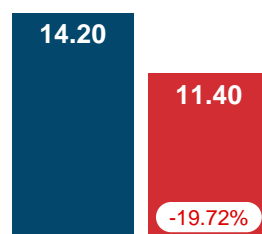
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

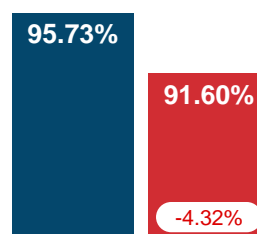
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

