

July 2020



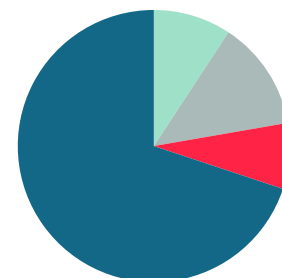
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	148	144	-2.70%
Pending Listings	129	203	57.36%
New Listings	274	256	-6.57%
Average List Price	154,962	166,251	7.29%
Average Sale Price	146,299	159,840	9.26%
Average Percent of Selling Price to List Price	94.52%	95.17%	0.69%
Average Days on Market to Sale	70.84	61.43	-13.29%
End of Month Inventory	1,482	1,089	-26.52%
Months Supply of Inventory	14.46	10.14	-29.88%



■ Closed (9.24%)
■ Pending (13.03%)
■ Other OffMarket (7.83%)
■ Active (69.90%)

Absorption: Last 12 months, an Average of **107** Sales/Month
Active Inventory as of July 31, 2020 = **1,089**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **26.52%** to 1,089 existing homes available for sale. Over the last 12 months this area has had an average of 107 closed sales per month. This represents an unsold inventory index of **10.14** 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 **9.26%** in July 2020 to \$159,840 versus the previous year at \$146,299.

Average Days on Market Shortens

The average number of **61.43** days that homes spent on the market before selling decreased by 9.41 days or **13.29%** in July 2020 compared to last year's same month at **70.84** DOM.

Sales Success for July 2020 is Positive

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

There were 256 New Listings in July 2020, down **6.57%** from last year at 274. Furthermore, there were 144 Closed Listings this month versus last year at 148, a **-2.70%** decrease.

Closed versus Listed trends yielded a **56.3%** ratio, up from previous year's, July 2019, at **54.0%**, a **4.14%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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 2020



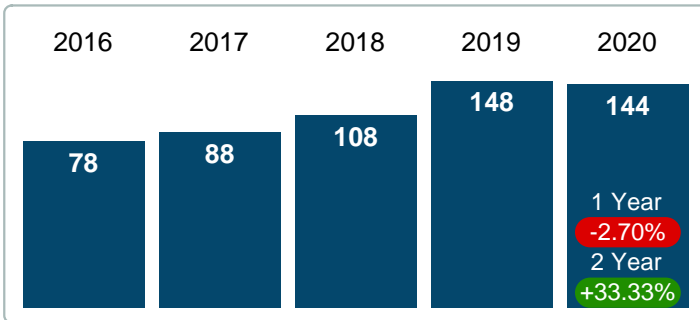
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



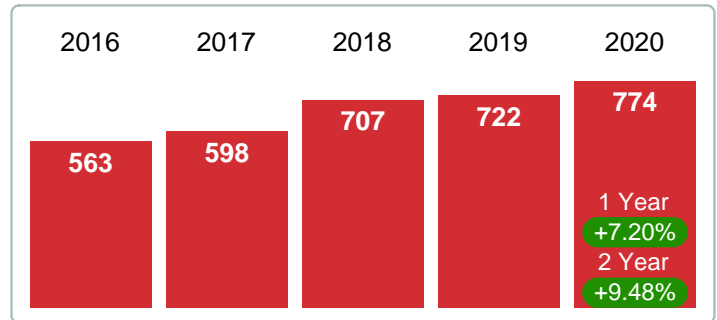
CLOSED LISTINGS

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

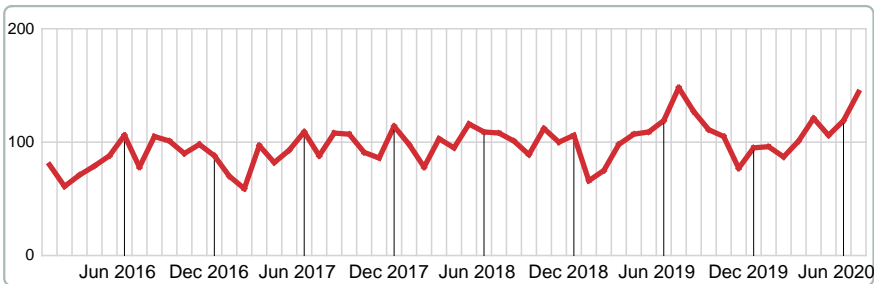
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

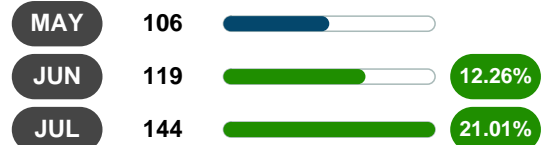


3 MONTHS

5 year JUL AVG = 113

High Jul 2019 148 Low Feb 2017 59

Closed Listings this month at 144 above the 5 yr JUL average of 113



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	13	9.03%	61.1	10	2	1	0
\$25,001 - \$50,000	14	9.72%	39.7	7	7	0	0
\$50,001 - \$75,000	20	13.89%	53.3	11	9	0	0
\$75,001 - \$150,000	46	31.94%	68.6	14	26	6	0
\$150,001 - \$200,000	17	11.81%	53.7	6	8	3	0
\$200,001 - \$350,000	18	12.50%	59.9	6	8	2	2
\$350,001 and up	16	11.11%	80.1	1	6	7	2
Total Closed Units	144			55	66	19	4
Total Closed Volume	23,016,997	100%	61.4	5.83M	9.76M	5.24M	2.19M
Average Closed Price	\$159,840			\$106,080	\$147,877	\$275,669	\$546,250

July 2020



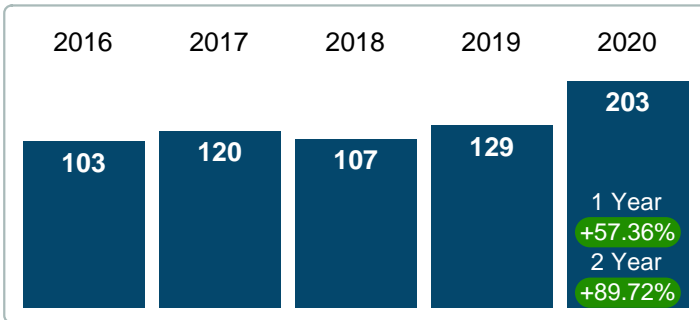
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



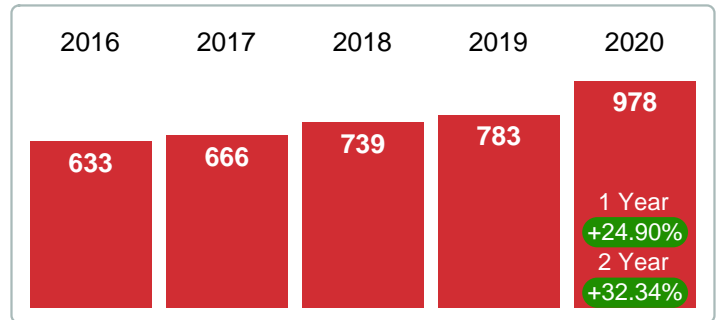
PENDING LISTINGS

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

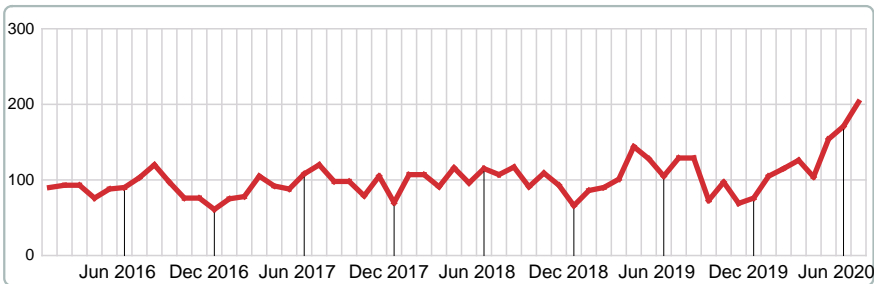
JULY



YEAR TO DATE (YTD)

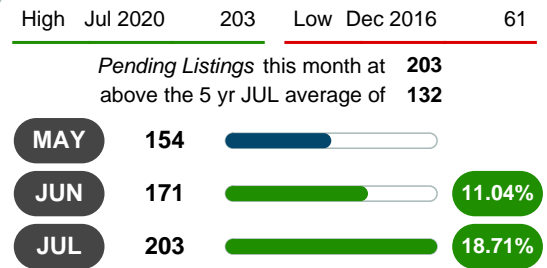


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	5.91%	74.0	11	1	0	0
\$25,001 - \$50,000	24	11.82%	75.0	20	4	0	0
\$50,001 - \$75,000	18	8.87%	79.9	11	6	1	0
\$75,001 - \$150,000	66	32.51%	58.4	25	31	10	0
\$150,001 - \$225,000	37	18.23%	64.5	8	22	6	1
\$225,001 - \$350,000	25	12.32%	70.5	6	14	5	0
\$350,001 and up	21	10.34%	68.4	3	7	9	2
Total Pending Units	203			84	85	31	3
Total Pending Volume	33,827,397	100%	72.1	9.25M	14.81M	8.38M	1.39M
Average Listing Price	\$209,760			\$110,125	\$174,208	\$270,200	\$464,333

July 2020



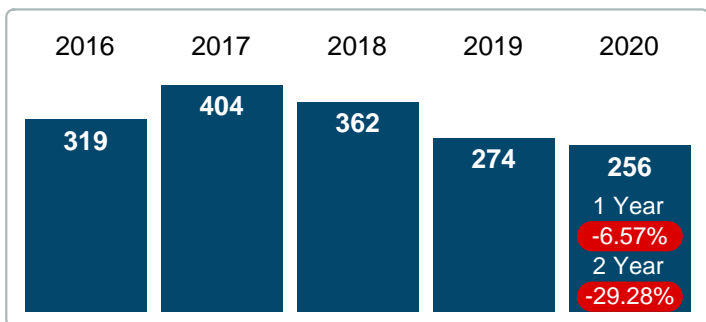
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



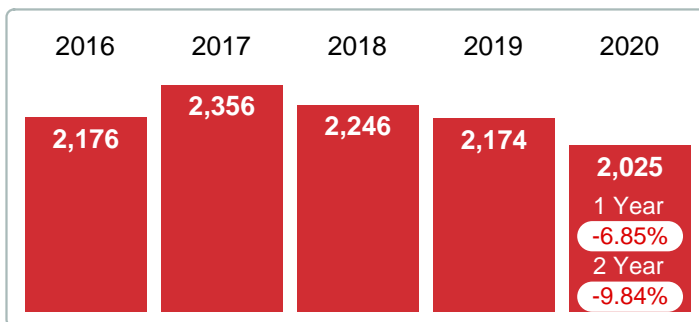
NEW LISTINGS

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

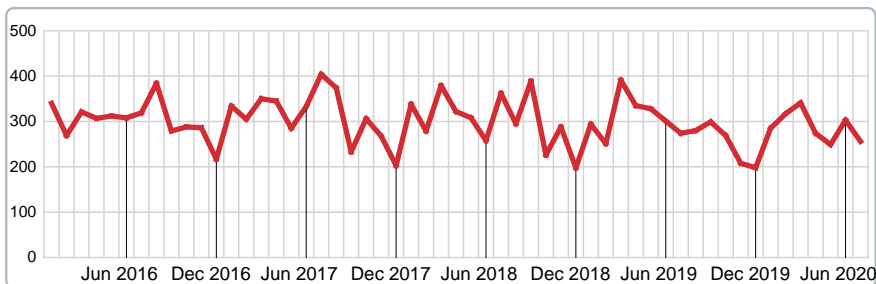
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 323

High Jul 2017 404 Low Dec 2019 198

New Listings this month at **256**
 below the 5 yr JUL average of **323**

MAY	249	<div style="width: 77%;"></div>
JUN	303	<div style="width: 94%;"></div> 21.69%
JUL	256	<div style="width: 79%;"></div> -15.51%

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	21	8.20%	20	0	1	0
\$25,001 - \$50,000	32	12.50%	28	2	1	1
\$50,001 - \$75,000	25	9.77%	14	11	0	0
\$75,001 - \$175,000	78	30.47%	36	31	10	1
\$175,001 - \$275,000	39	15.23%	13	21	5	0
\$275,001 - \$475,000	36	14.06%	10	15	9	2
\$475,001 and up	25	9.77%	10	3	9	3
Total New Listed Units	256		131	83	35	7
Total New Listed Volume	51,723,180	100%	19.96M	16.30M	12.34M	3.12M
Average New Listed Listing Price	\$214,167		\$152,404	\$196,325	\$352,637	\$445,843

July 2020



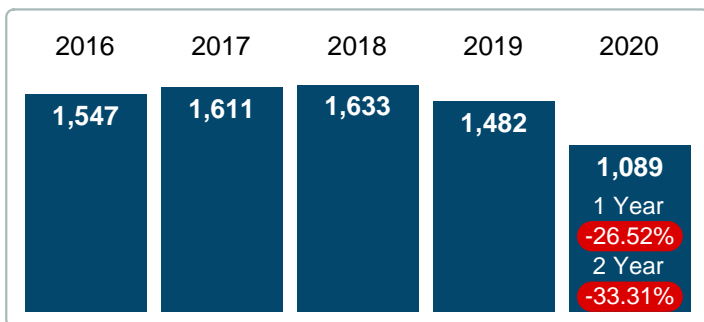
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



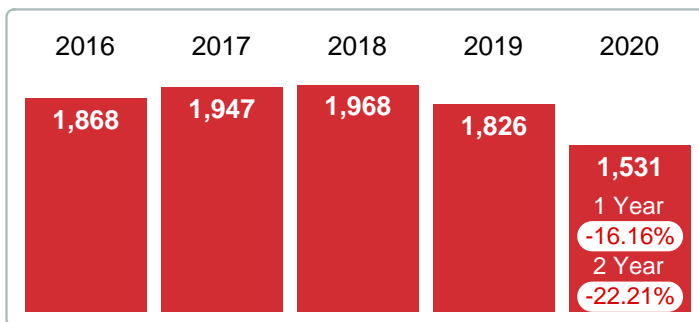
ACTIVE INVENTORY

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

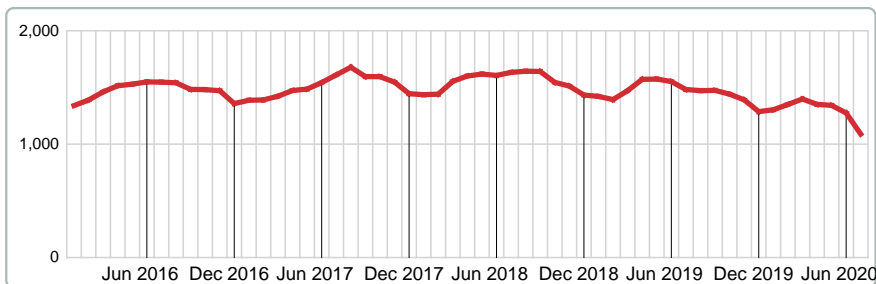
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,472

High Aug 2017 1,678 Low Jul 2020 1,089

Inventory this month at 1,089 below the 5 yr JUL average of 1,472



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	163	14.97%	126.8	152	9	1	1
\$25,001-\$50,000	163	14.97%	131.9	150	10	2	1
\$50,001-\$125,000	292	26.81%	101.5	196	88	7	1
\$125,001-\$225,000	194	17.81%	101.1	99	68	23	4
\$225,001-\$425,000	167	15.34%	95.7	71	53	34	9
\$425,001 and up	110	10.10%	100.2	43	26	30	11
Total Active Inventory by Units			1,089	711	254	97	27
Total Active Inventory by Volume			206,922,356	100.86M	54.40M	36.17M	15.49M
Average Active Inventory Listing Price			\$190,011	\$141,862	\$214,166	\$372,897	\$573,685

July 2020



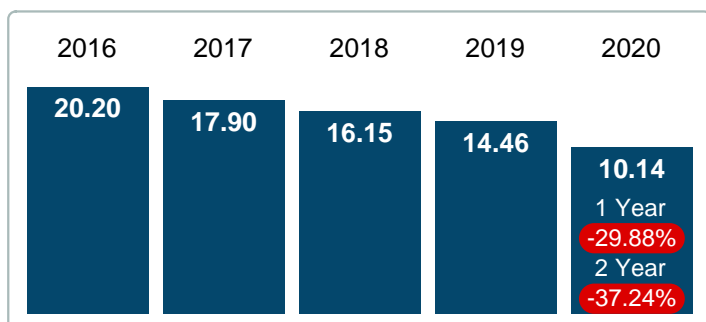
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



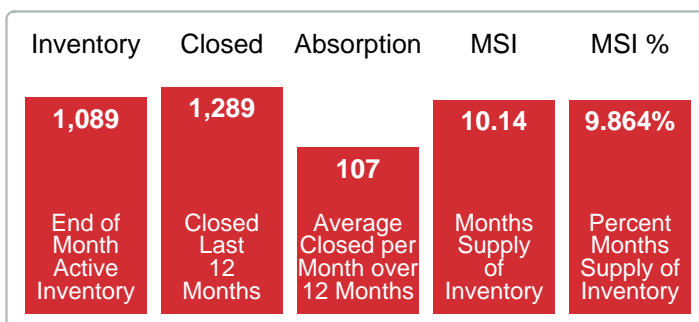
MONTHS SUPPLY of INVENTORY (MSI)

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

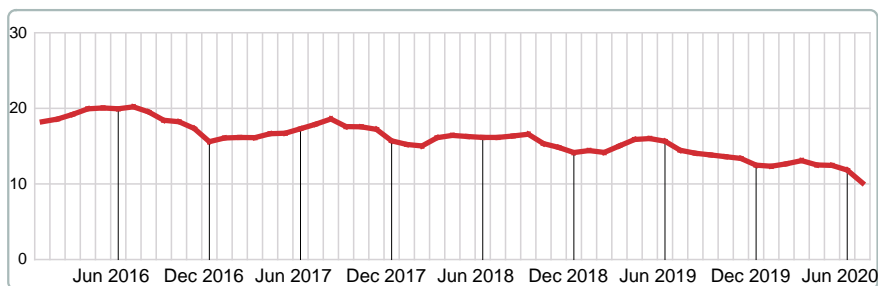
MSI FOR JULY



INDICATORS FOR JULY 2020

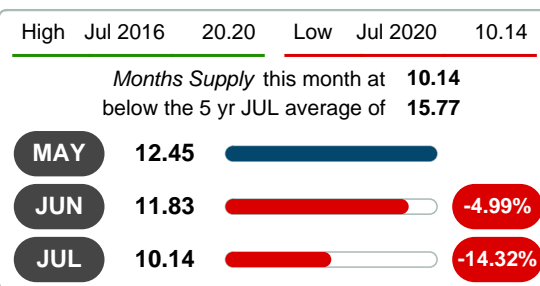


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 15.77



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
\$10,000 and less	35	3.21%	7.00	9.82	3.00	4.00	0.00
\$10,001 - \$30,000	164	15.06%	14.80	20.00	1.45	0.00	0.00
\$30,001 - \$60,000	169	15.52%	10.56	17.82	2.34	2.67	0.00
\$60,001 - \$140,000	297	27.27%	7.80	15.48	4.43	3.13	4.00
\$140,001 - \$240,000	166	15.24%	7.94	20.61	4.64	6.15	36.00
\$240,001 - \$420,000	144	13.22%	12.26	29.54	6.90	10.00	16.00
\$420,001 and up	114	10.47%	24.87	40.62	21.60	19.58	18.00
Market Supply of Inventory (MSI)			10.14	18.55	4.69	7.41	14.73
Total Active Inventory by Units		100%	10.14	711	254	97	27

July 2020



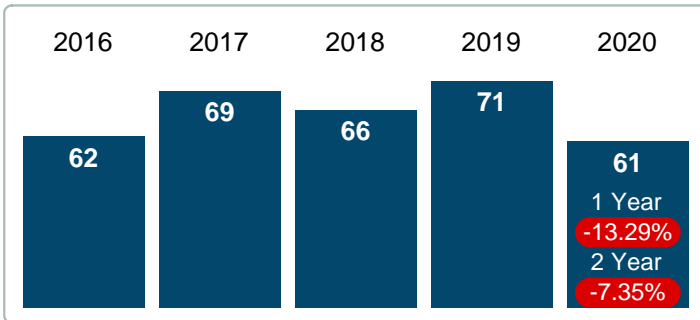
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



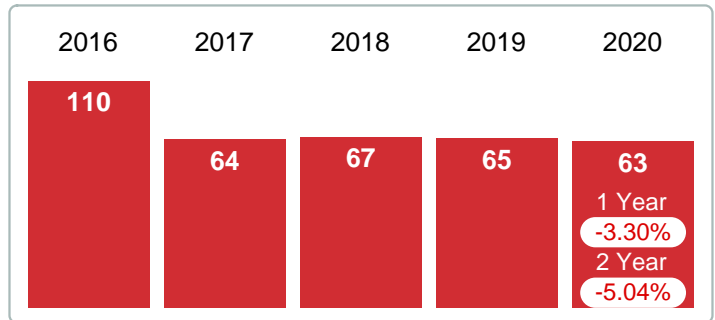
AVERAGE DAYS ON MARKET TO SALE

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

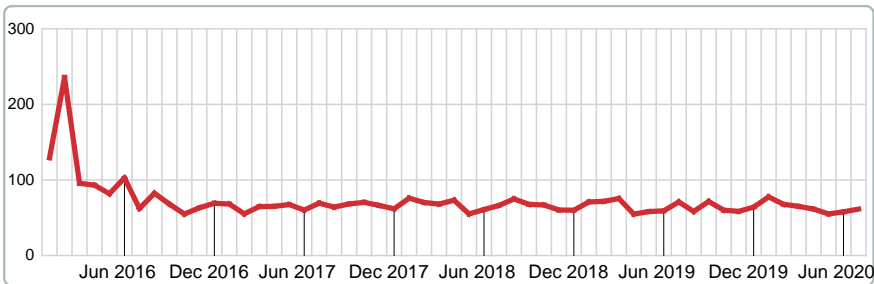
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

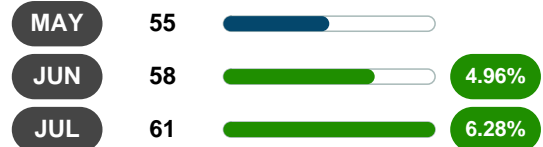


3 MONTHS

5 year JUL AVG = 66

High Feb 2016 235 Low Apr 2019 55

Average Days on Market to Sale this month at 61 below the 5 yr JUL average of 66



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
\$25,000 and less	9.03%	61	61	90	6	0
\$25,001 - \$50,000	9.72%	40	27	53	0	0
\$50,001 - \$75,000	13.89%	53	61	44	0	0
\$75,001 - \$150,000	31.94%	69	90	57	67	0
\$150,001 - \$200,000	11.81%	54	48	51	73	0
\$200,001 - \$350,000	12.50%	60	56	61	47	83
\$350,001 and up	11.11%	80	323	91	49	36
Average Closed DOM		61	67	59	56	59
Total Closed Units	100%	144	55	66	19	4
Total Closed Volume		23,016,997	5.83M	9.76M	5.24M	2.19M

July 2020



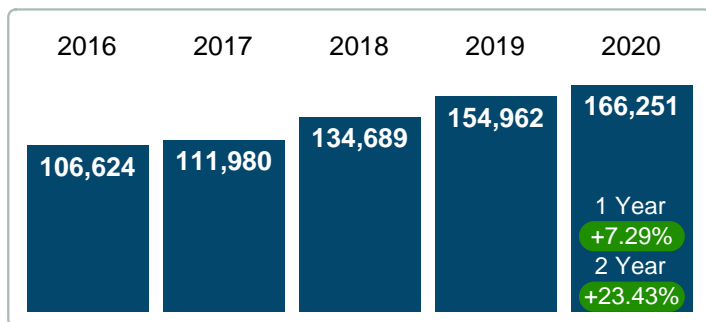
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



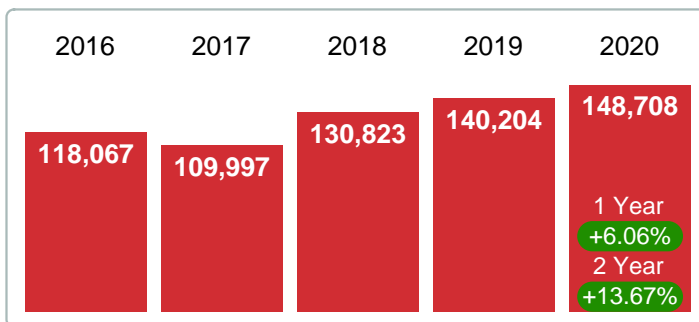
AVERAGE LIST PRICE AT CLOSING

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

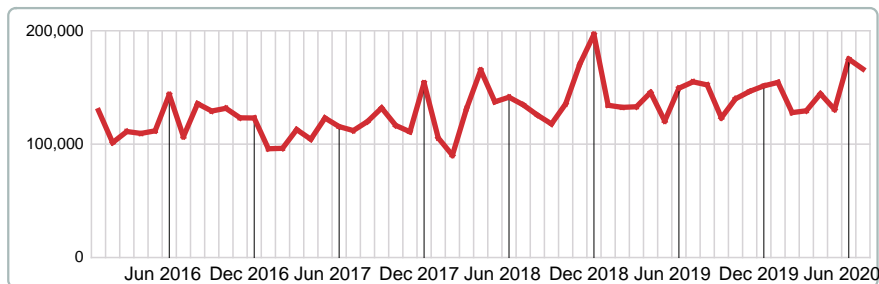
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 134,901

High Dec 2018 196,793 Low Feb 2018 90,220

Average List Price at Closing this month at **166,251**
above the 5 yr JUL average of **134,901**

- MAY 130,591
- JUN 174,990 **34.00%**
- JUL 166,251 **-4.99%**

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	
\$25,000 and less	10	6.94%	18,240	19,300	28,750	21,900	0
\$25,001 - \$50,000	18	12.50%	40,586	44,014	41,793	0	0
\$50,001 - \$75,000	18	12.50%	65,300	61,682	70,800	0	0
\$75,001 - \$150,000	44	30.56%	113,259	109,843	119,212	124,083	0
\$150,001 - \$200,000	19	13.19%	174,811	189,067	175,425	171,267	0
\$200,001 - \$350,000	19	13.19%	266,321	270,233	267,738	254,000	279,900
\$350,001 and up	16	11.11%	530,431	689,000	437,333	503,557	824,500
Average List Price		166,251		112,040	155,395	279,637	552,200
Total Closed Units		144	100%	55	66	19	4
Total Closed Volume		23,940,147		6.16M	10.26M	5.31M	2.21M

July 2020



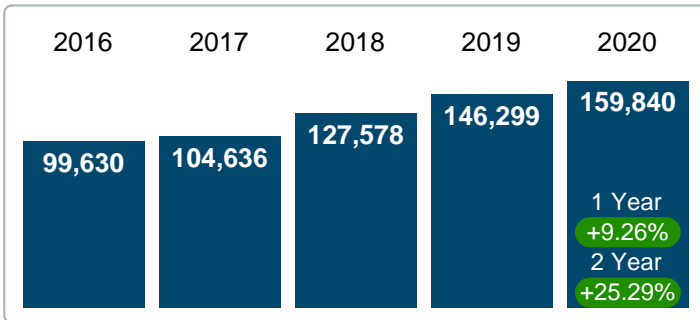
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



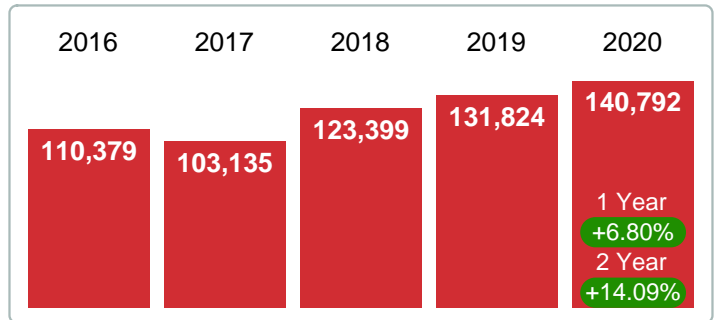
AVERAGE SOLD PRICE AT CLOSING

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

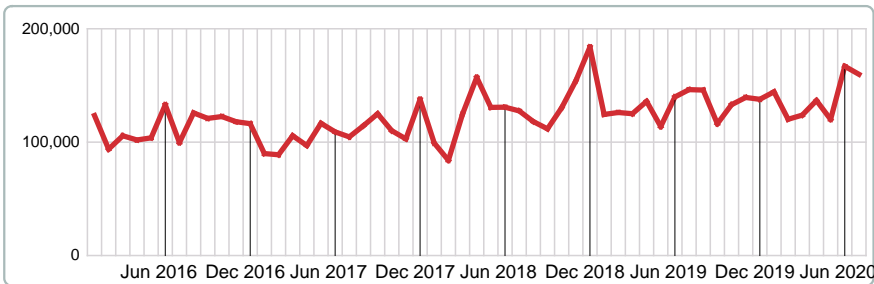
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

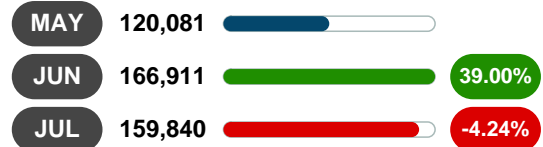


3 MONTHS

5 year JUL AVG = 127,597

High Dec 2018 183,894 Low Feb 2018 83,985

Average Sold Price at Closing this month at **159,840** above the 5 yr JUL average of **127,597**



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
\$25,000 and less	9.03%	18,023	16,950	20,500	23,800	0
\$25,001 - \$50,000	9.72%	39,339	40,884	37,794	0	0
\$50,001 - \$75,000	13.89%	63,822	61,136	67,104	0	0
\$75,001 - \$150,000	31.94%	109,449	102,386	111,279	118,000	0
\$150,001 - \$200,000	11.81%	173,326	177,817	172,081	167,667	0
\$200,001 - \$350,000	12.50%	258,411	256,817	256,063	244,250	286,750
\$350,001 and up	11.11%	520,182	665,000	422,000	502,059	805,750
Average Sold Price		159,840	106,080	147,877	275,669	546,250
Total Closed Units	100%	144	55	66	19	4
Total Closed Volume		23,016,997	5.83M	9.76M	5.24M	2.19M

July 2020



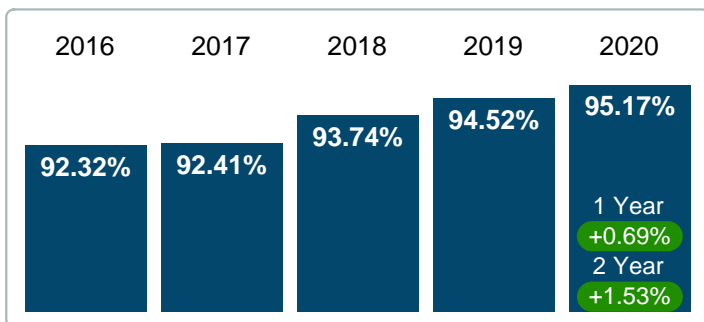
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



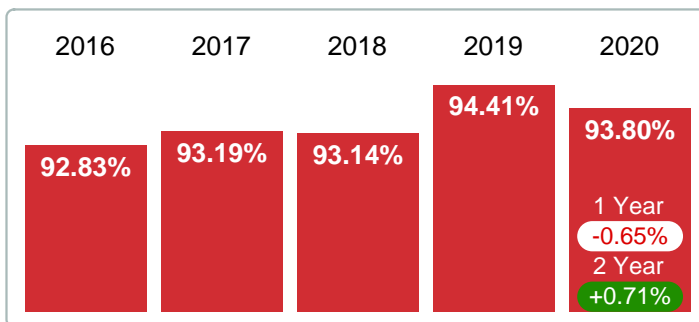
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

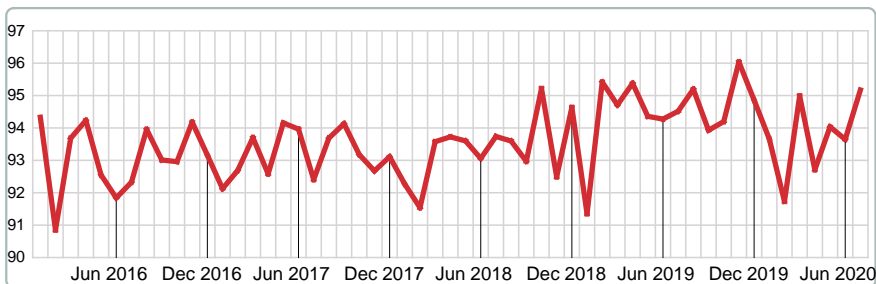
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

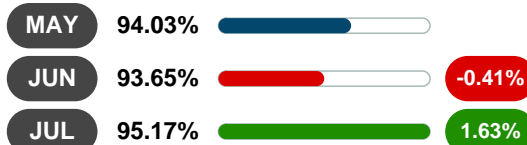


3 MONTHS

5 year JUL AVG = 93.63%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **95.17%** above the 5 yr JUL average of **93.63%**



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
\$25,000 and less	13	9.03%	88.60%	90.22%	70.46%	108.68%	0.00%
\$25,001 \$50,000	14	9.72%	92.01%	93.24%	90.77%	0.00%	0.00%
\$50,001 \$75,000	20	13.89%	98.57%	101.29%	95.24%	0.00%	0.00%
\$75,001 \$150,000	46	31.94%	94.50%	94.01%	94.62%	95.10%	0.00%
\$150,001 \$200,000	17	11.81%	96.91%	94.67%	98.24%	97.87%	0.00%
\$200,001 \$350,000	18	12.50%	96.19%	94.78%	95.59%	96.68%	102.36%
\$350,001 and up	16	11.11%	97.99%	96.52%	96.67%	99.38%	97.79%
Average Sold/List Ratio		95.20%		94.88%	94.31%	97.99%	100.08%
Total Closed Units		144	100%	55	66	19	4
Total Closed Volume		23,016,997		5.83M	9.76M	5.24M	2.19M

July 2020



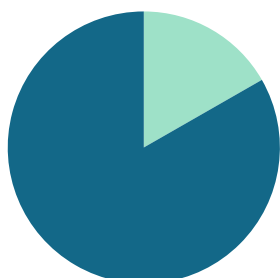
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

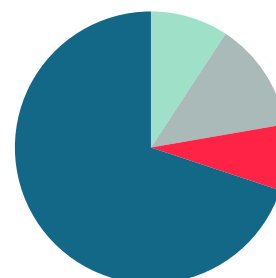


Inventory
 New Listings
256 = 16.72%
 Start Inventory
1,275
 Total Inventory Units
1,531
 Volume
\$282,792,774

Market Activity

Closed Sales
144 = 9.24%
 Pending Sales
203 = 13.03%
 Other Off Market
122 = 7.83%
 Active Inventory
1,089 = 69.90%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	148	144	-2.70%	722	774	7.20%
Pending Sales	129	203	57.36%	783	978	24.90%
New Listings	274	256	-6.57%	2,174	2,025	-6.85%
Average List Price	154,962	166,251	7.29%	140,204	148,708	6.06%
Average Sale Price	146,299	159,840	9.26%	131,824	140,792	6.80%
Average Percent of Selling Price to List Price	94.52%	95.17%	0.69%	94.41%	93.80%	-0.65%
Average Days on Market to Sale	70.84	61.43	-13.29%	65.34	63.19	-3.30%
Monthly Inventory	1,482	1,089	-26.52%	1,482	1,089	-26.52%
Months Supply of Inventory	14.46	10.14	-29.88%	14.46	10.14	-29.88%

Absorption: Last 12 months, an Average of **107** Sales/Month

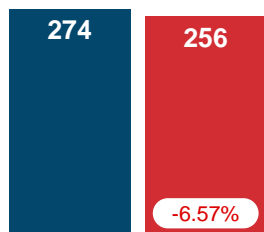
Inventory on July 31, 2020 = **1,089**

2019 **2020**

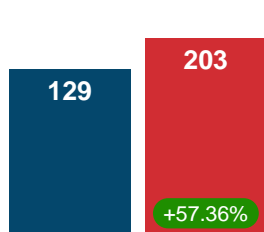
JULY MARKET

AVERAGE PRICES

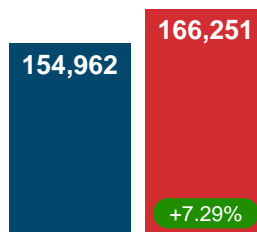
New Listings



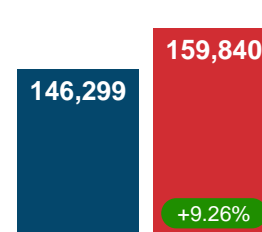
Pending Listings



List Price



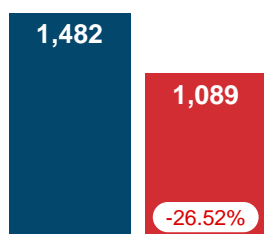
Sale Price



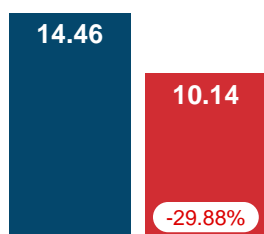
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

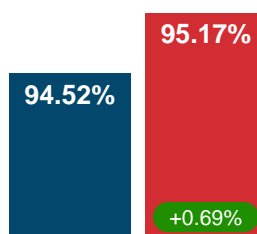
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

