

October 2020



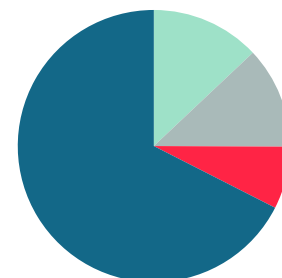
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	105	180	71.43%
Pending Listings	97	168	73.20%
New Listings	269	236	-12.27%
Average List Price	139,985	186,037	32.90%
Average Sale Price	133,030	178,288	34.02%
Average Percent of Selling Price to List Price	94.20%	94.97%	0.82%
Average Days on Market to Sale	60.06	66.32	10.43%
End of Month Inventory	1,442	937	-35.02%
Months Supply of Inventory	13.61	7.85	-42.37%



■ Closed (12.97%)
■ Pending (12.10%)
■ Other OffMarket (7.42%)
■ Active (67.51%)

Absorption: Last 12 months, an Average of **119** Sales/Month
Active Inventory as of October 31, 2020 = **937**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **35.02%** to 937 existing homes available for sale. Over the last 12 months this area has had an average of 119 closed sales per month. This represents an unsold inventory index of **7.85** 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 **34.02%** in October 2020 to \$178,288 versus the previous year at \$133,030.

Average Days on Market Lengthens

The average number of **66.32** days that homes spent on the market before selling increased by 6.27 days or **10.43%** in October 2020 compared to last year's same month at **60.06** DOM.

Sales Success for October 2020 is Positive

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

There were 236 New Listings in October 2020, down **12.27%** from last year at 269. Furthermore, there were 180 Closed Listings this month versus last year at 105, a **71.43%** increase.

Closed versus Listed trends yielded a **76.3%** ratio, up from previous year's, October 2019, at **39.0%**, a **95.40%** upswing. 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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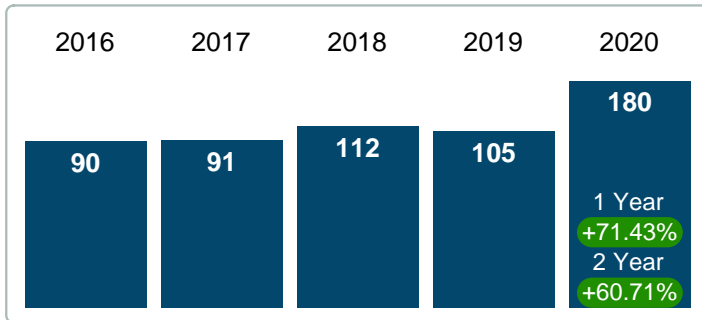
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



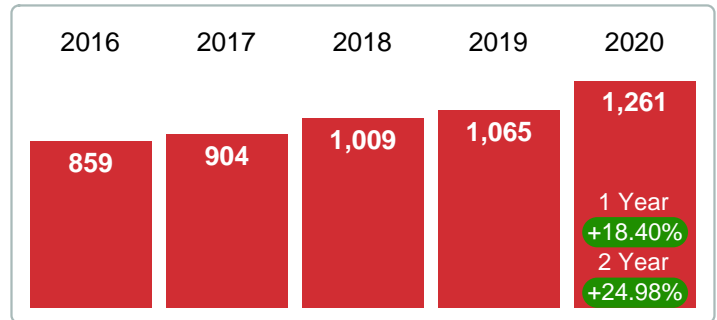
CLOSED LISTINGS

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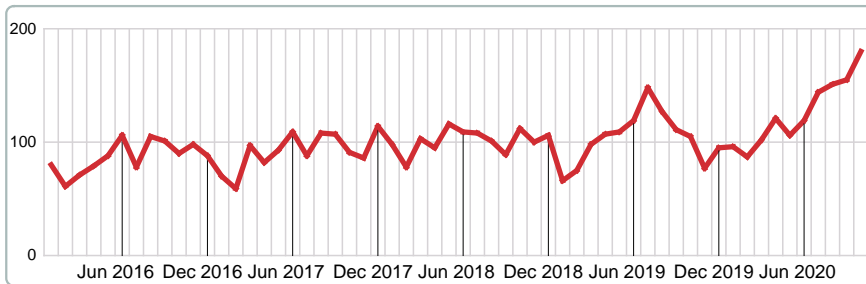
OCTOBER



YEAR TO DATE (YTD)

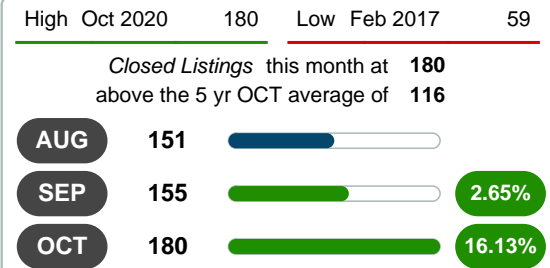


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 116



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	15	8.33%	95.7	13	2	0	0
\$25,001 - \$50,000	13	7.22%	45.6	11	0	1	1
\$50,001 - \$100,000	38	21.11%	68.4	22	16	0	0
\$100,001 - \$175,000	43	23.89%	57.9	15	19	8	1
\$175,001 - \$225,000	26	14.44%	65.0	7	14	4	1
\$225,001 - \$325,000	27	15.00%	68.2	4	19	4	0
\$325,001 and up	18	10.00%	71.7	4	7	7	0
Total Closed Units	180			76	77	24	3
Total Closed Volume	32,091,814	100%	66.3	10.06M	14.94M	6.71M	378.90K
Average Closed Price	\$178,288			\$132,365	\$194,005	\$279,783	\$126,300

October 2020



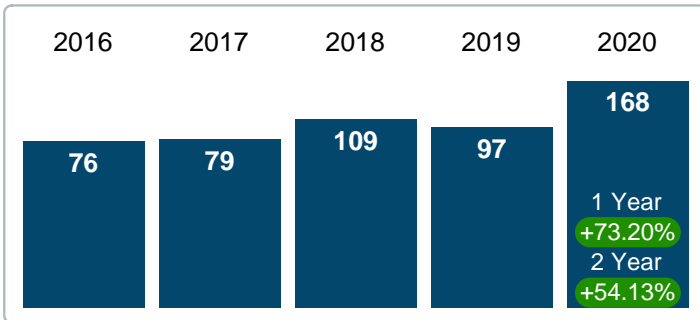
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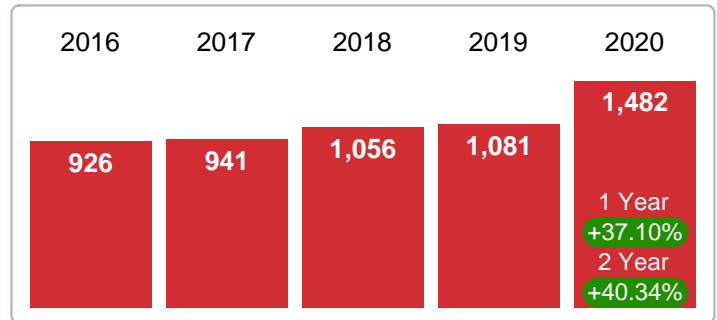
PENDING LISTINGS

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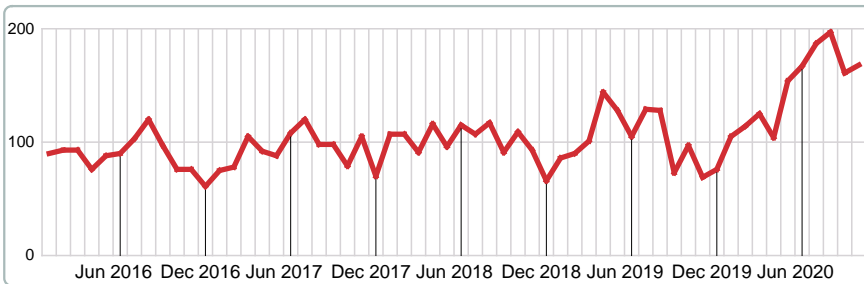
OCTOBER



YEAR TO DATE (YTD)

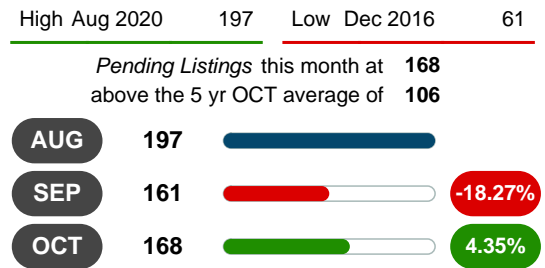


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 106



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	10	5.95%	77.4	9	1	0	0
\$25,001 - \$50,000	15	8.93%	66.9	9	6	0	0
\$50,001 - \$75,000	17	10.12%	67.0	13	4	0	0
\$75,001 - \$175,000	63	37.50%	50.6	20	36	7	0
\$175,001 - \$250,000	25	14.88%	82.7	10	13	1	1
\$250,001 - \$425,000	21	12.50%	62.8	2	12	5	2
\$425,001 and up	17	10.12%	75.8	3	5	7	2
Total Pending Units	168			66	77	20	5
Total Pending Volume	32,825,685	100%	64.6	8.79M	14.89M	7.00M	2.15M
Average Listing Price	\$249,175			\$133,116	\$193,390	\$349,888	\$430,260

October 2020



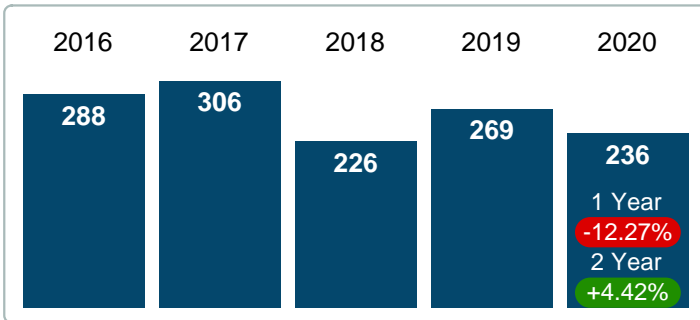
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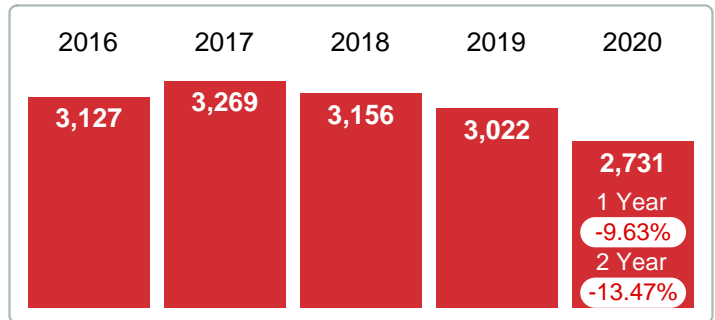
NEW LISTINGS

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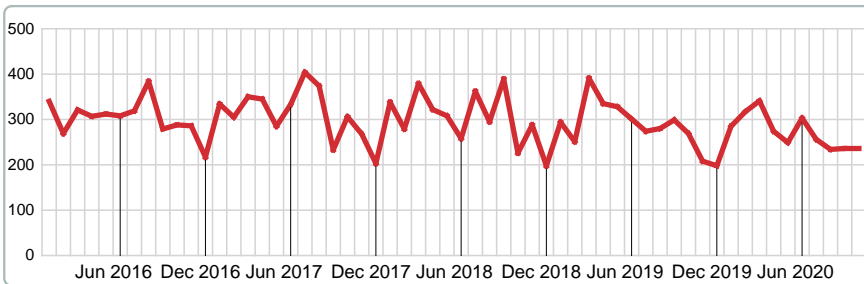
OCTOBER



YEAR TO DATE (YTD)

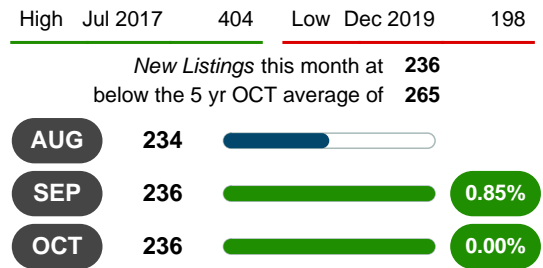


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 265



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	12	5.08%	10	2	0	0
\$10,001 - \$30,000	33	13.98%	32	1	0	0
\$30,001 - \$70,000	42	17.80%	30	11	1	0
\$70,001 - \$130,000	57	24.15%	24	29	4	0
\$130,001 - \$220,000	35	14.83%	7	22	6	0
\$220,001 - \$420,000	34	14.41%	10	15	7	2
\$420,001 and up	23	9.75%	9	5	2	7
Total New Listed Units	236		122	85	20	9
Total New Listed Volume	42,624,597	100%	15.72M	14.87M	4.86M	7.17M
Average New Listed Listing Price	\$141,750		\$128,831	\$174,992	\$243,055	\$796,867

October 2020



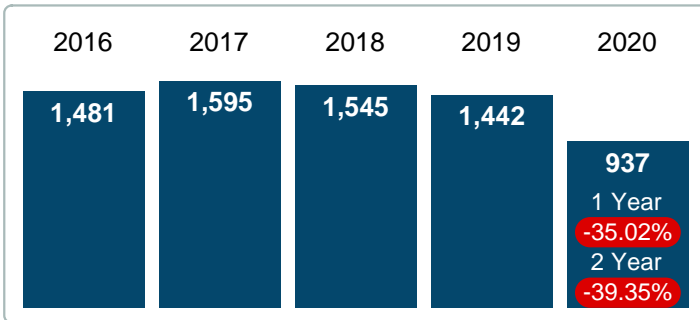
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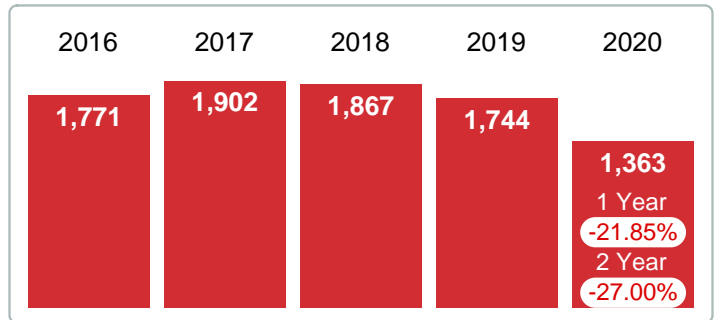
ACTIVE INVENTORY

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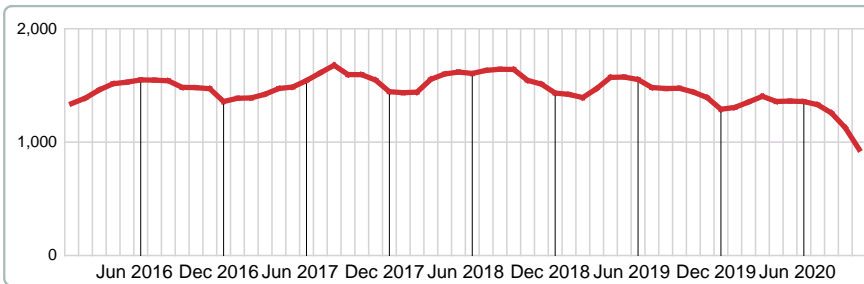
END OF OCTOBER



ACTIVE DURING OCTOBER

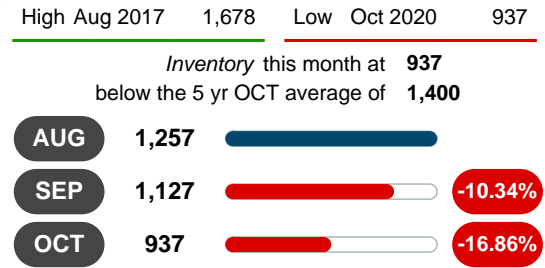


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,400



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	157	16.76%	121.5	142	13	1	1
\$25,001-\$50,000	137	14.62%	122.7	121	13	2	1
\$50,001-\$125,000	263	28.07%	120.7	175	78	9	1
\$125,001-\$225,000	169	18.04%	113.0	88	60	20	1
\$225,001-\$425,000	117	12.49%	89.6	55	32	23	7
\$425,001 and up	94	10.03%	112.6	42	18	21	13
Total Active Inventory by Units			937	623	214	76	24
Total Active Inventory by Volume			174,945,805	93.00M	41.41M	25.14M	15.39M
Average Active Inventory Listing Price			\$186,708	\$149,285	\$193,499	\$330,761	\$641,442

October 2020



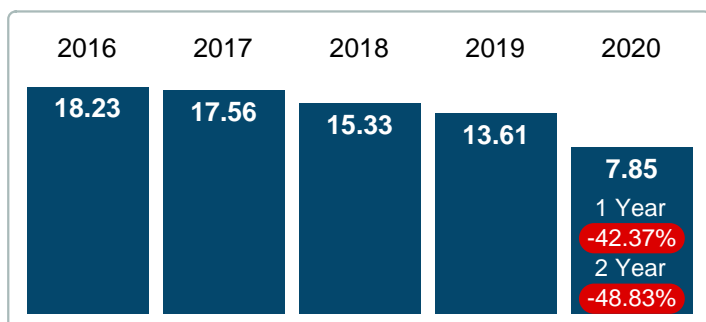
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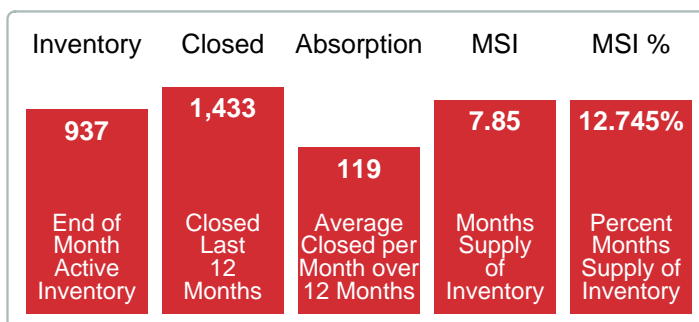
MONTHS SUPPLY of INVENTORY (MSI)

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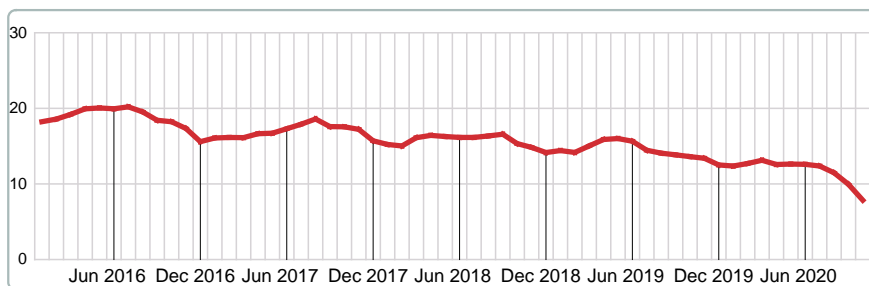
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

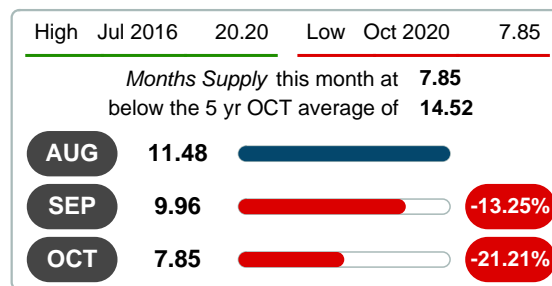


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 14.52



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	47	5.02%	10.44	11.33	8.25	6.00	0.00
\$10,001 - \$30,000	138	14.73%	12.55	15.84	2.40	0.00	0.00
\$30,001 - \$60,000	147	15.69%	9.33	12.83	3.94	2.67	12.00
\$60,001 - \$130,000	240	25.61%	6.44	11.78	3.49	3.47	2.40
\$130,001 - \$220,000	144	15.37%	5.47	14.75	3.09	4.00	2.00
\$220,001 - \$430,000	128	13.66%	6.92	17.02	3.66	5.65	8.40
\$430,001 and up	93	9.93%	15.29	32.80	10.29	8.40	22.29
Market Supply of Inventory (MSI)			7.85	14.11	3.72	5.01	9.60
Total Active Inventory by Units		100%	7.85	623	214	76	24

October 2020



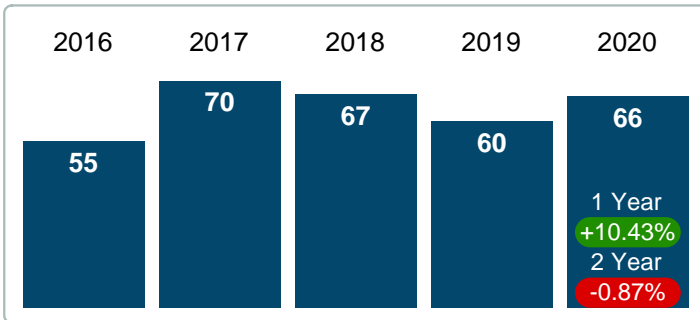
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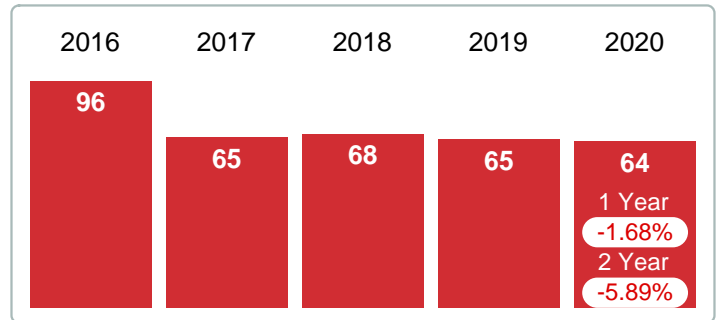
AVERAGE DAYS ON MARKET TO SALE

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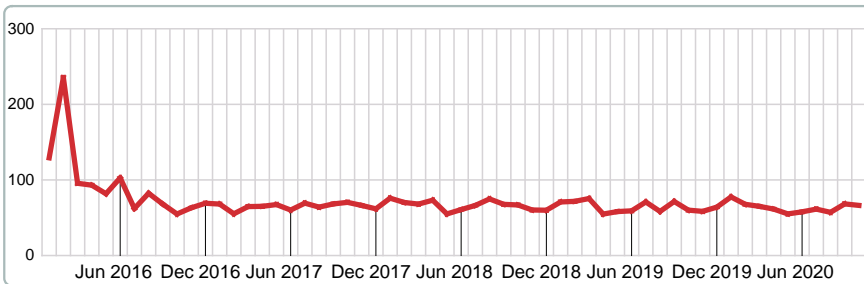
OCTOBER



YEAR TO DATE (YTD)

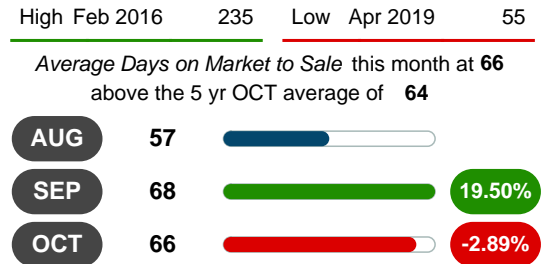


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 64



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	8.33%	96	99	75	0	0
\$25,001 - \$50,000	7.22%	46	43	0	101	17
\$50,001 - \$100,000	21.11%	68	86	44	0	0
\$100,001 - \$175,000	23.89%	58	60	61	35	143
\$175,001 - \$225,000	14.44%	65	64	63	50	163
\$225,001 - \$325,000	15.00%	68	88	69	46	0
\$325,001 and up	10.00%	72	90	62	71	0
Average Closed DOM		66				
Total Closed Units	100%	66	75	60	53	108
Total Closed Volume			76	77	24	3
			10.06M	14.94M	6.71M	378.90K

October 2020



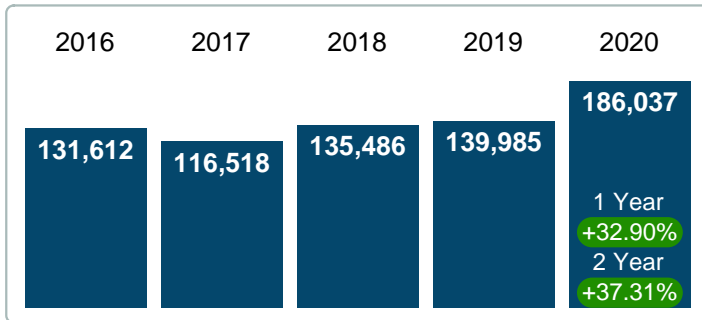
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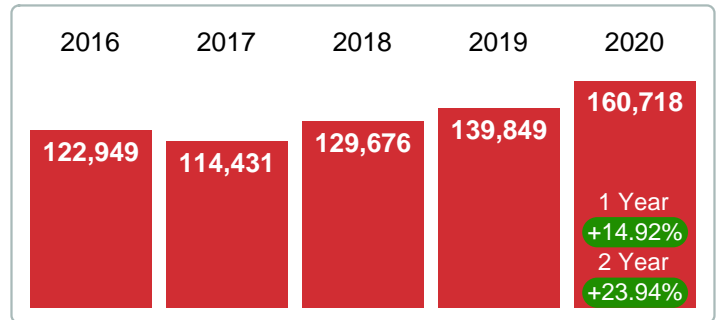
AVERAGE LIST PRICE AT CLOSING

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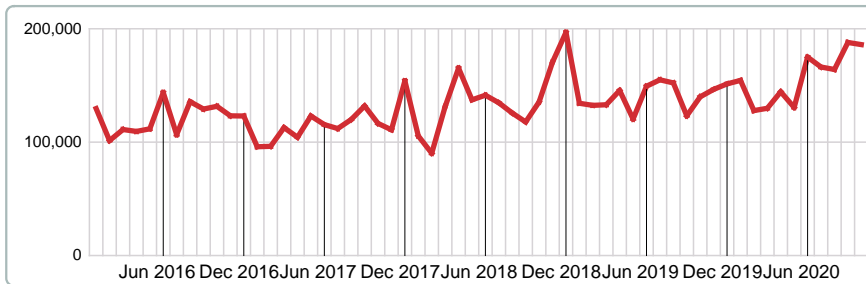
OCTOBER



YEAR TO DATE (YTD)

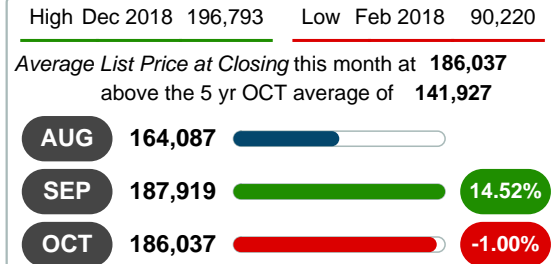


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 141,927



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	6.67%	16,133	17,977	25,000	0	0
\$25,001 - \$50,000	8.89%	38,144	40,491	0	65,000	35,000
\$50,001 - \$100,000	18.89%	77,635	80,173	82,850	0	0
\$100,001 - \$175,000	25.00%	139,214	145,314	141,437	152,200	139,900
\$175,001 - \$225,000	12.22%	198,741	209,571	202,679	221,175	175,000
\$225,001 - \$325,000	17.78%	265,416	283,250	271,668	281,700	0
\$325,001 and up	10.56%	574,363	895,750	468,271	528,143	0
Average List Price		186,037	142,179	199,221	291,296	116,633
Total Closed Units	100%	186,037	76	77	24	3
Total Closed Volume		33,486,610	10.81M	15.34M	6.99M	349.90K

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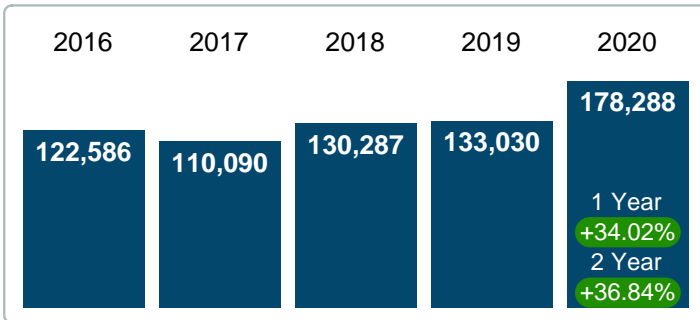
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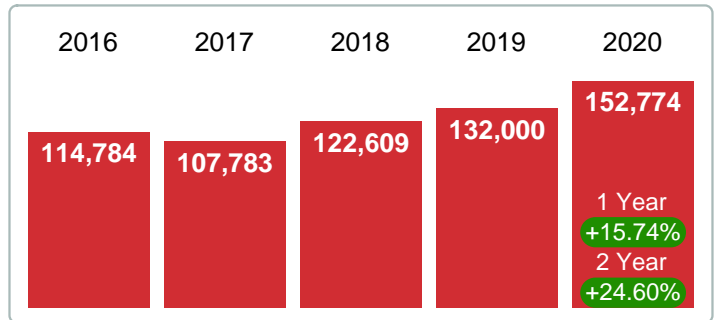
AVERAGE SOLD PRICE AT CLOSING

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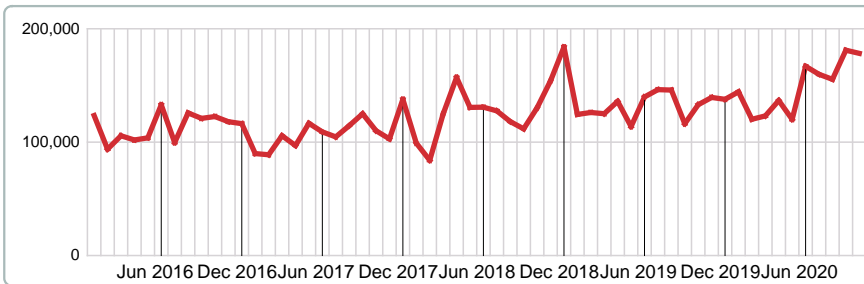
OCTOBER



YEAR TO DATE (YTD)

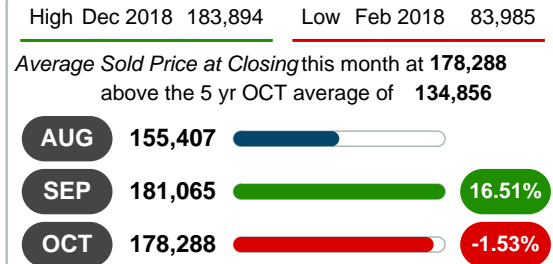


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 134,856



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	8.33%	15,320	15,254	15,750	0	0
\$25,001 - \$50,000	7.22%	37,569	37,400	0	42,000	35,000
\$50,001 - \$100,000	21.11%	77,113	76,486	77,975	0	0
\$100,001 - \$175,000	23.89%	138,784	132,113	139,853	148,613	139,900
\$175,001 - \$225,000	14.44%	198,010	198,316	193,896	210,375	204,000
\$225,001 - \$325,000	15.00%	267,261	275,500	264,718	271,100	0
\$325,001 and up	10.00%	561,740	823,855	465,414	508,286	0
Average Sold Price		178,288	132,365	194,005	279,783	126,300
Total Closed Units	100%	180	76	77	24	3
Total Closed Volume		32,091,814	10.06M	14.94M	6.71M	378.90K

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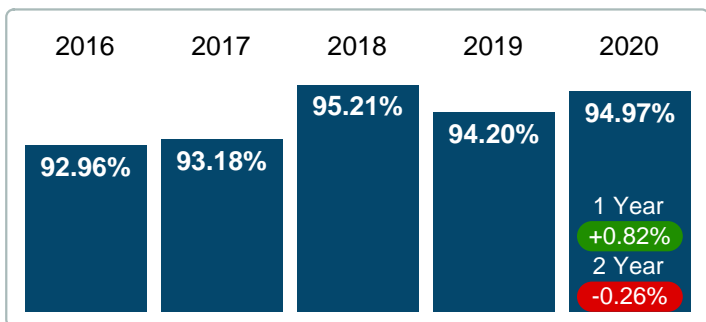
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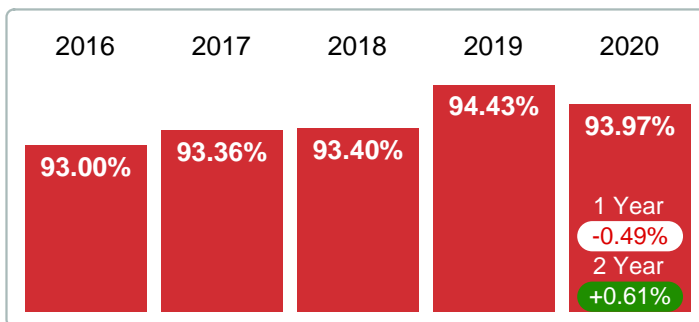
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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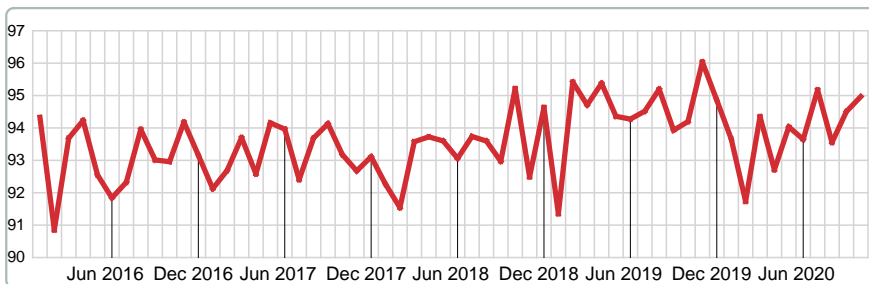
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

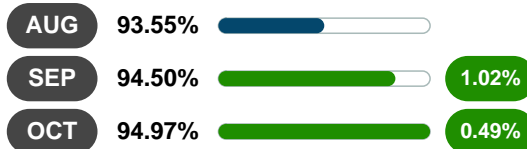


3 MONTHS

5 year OCT AVG = 94.10%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **94.97%** above the 5 yr OCT average of **94.10%**



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	15	8.33%	81.91%	84.66%	64.05%	0.00%	0.00%
\$25,001 \$50,000	13	7.22%	90.76%	92.30%	0.00%	64.62%	100.00%
\$50,001 \$100,000	38	21.11%	96.36%	97.24%	95.15%	0.00%	0.00%
\$100,001 \$175,000	43	23.89%	96.50%	92.16%	99.24%	97.70%	100.00%
\$175,001 \$225,000	26	14.44%	96.59%	94.88%	96.45%	95.06%	116.57%
\$225,001 \$325,000	27	15.00%	97.42%	97.21%	97.70%	96.33%	0.00%
\$325,001 and up	18	10.00%	96.28%	91.05%	99.30%	96.24%	0.00%
Average Sold/List Ratio		95.00%		92.82%	96.59%	95.23%	105.52%
Total Closed Units		180	100%	76	77	24	3
Total Closed Volume		32,091,814		10.06M	14.94M	6.71M	378.90K

October 2020



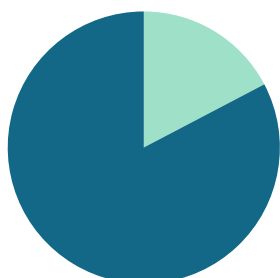
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

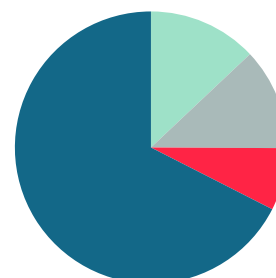


Inventory
 New Listings
236 = 17.31%
 Start Inventory
1,127
 Total Inventory Units
1,363
 Volume
\$253,301,289

Market Activity

Closed Sales
180 = 12.97%
 Pending Sales
168 = 12.10%
 Other Off Market
103 = 7.42%
 Active Inventory
937 = 67.51%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	105	180	71.43%	1,065	1,261	18.40%
Pending Sales	97	168	73.20%	1,081	1,482	37.10%
New Listings	269	236	-12.27%	3,022	2,731	-9.63%
Average List Price	139,985	186,037	32.90%	139,849	160,718	14.92%
Average Sale Price	133,030	178,288	34.02%	132,000	152,774	15.74%
Average Percent of Selling Price to List Price	94.20%	94.97%	0.82%	94.43%	93.97%	-0.49%
Average Days on Market to Sale	60.06	66.32	10.43%	64.63	63.54	-1.68%
Monthly Inventory	1,442	937	-35.02%	1,442	937	-35.02%
Months Supply of Inventory	13.61	7.85	-42.37%	13.61	7.85	-42.37%

Absorption: Last 12 months, an Average of **119** Sales/Month

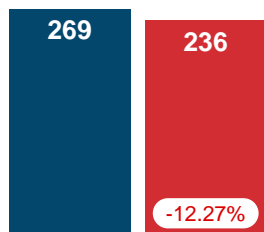
Inventory on October 31, 2020 = **937**

2019 **2020**

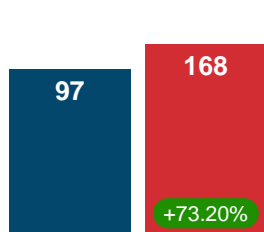
OCTOBER MARKET

AVERAGE PRICES

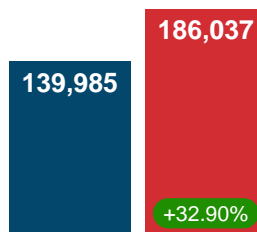
New Listings



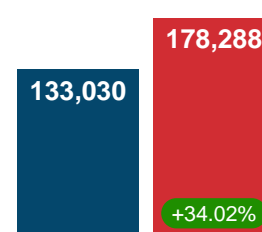
Pending Listings



List Price



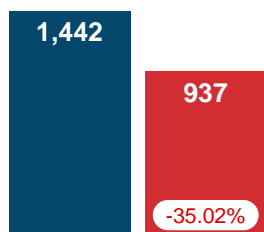
Sale Price



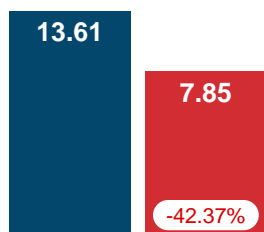
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

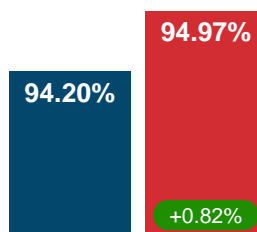
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

