

April 2020



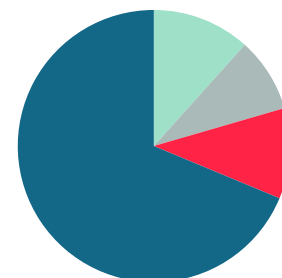
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	84	79	-5.95%
Pending Listings	89	60	-32.58%
New Listings	176	125	-28.98%
Average List Price	160,268	142,377	-11.16%
Average Sale Price	150,433	136,651	-9.16%
Average Percent of Selling Price to List Price	96.38%	93.28%	-3.22%
Average Days on Market to Sale	51.58	51.35	-0.44%
End of Month Inventory	590	466	-21.02%
Months Supply of Inventory	8.64	6.30	-27.07%



■ Closed (11.65%)
■ Pending (8.85%)
■ Other OffMarket (10.77%)
■ Active (68.73%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of April 30, 2020 = **466**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **21.02%** to 466 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **6.30** 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 **9.16%** in April 2020 to \$136,651 versus the previous year at \$150,433.

Average Days on Market Shortens

The average number of **51.35** days that homes spent on the market before selling decreased by 0.23 days or **0.44%** in April 2020 compared to last year's same month at **51.58** DOM.

Sales Success for April 2020 is Positive

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

There were 125 New Listings in April 2020, down **28.98%** from last year at 176. Furthermore, there were 79 Closed Listings this month versus last year at 84, a **-5.95%** decrease.

Closed versus Listed trends yielded a **63.2%** ratio, up from previous year's, April 2019, at **47.7%**, a **32.42%** 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

April 2020



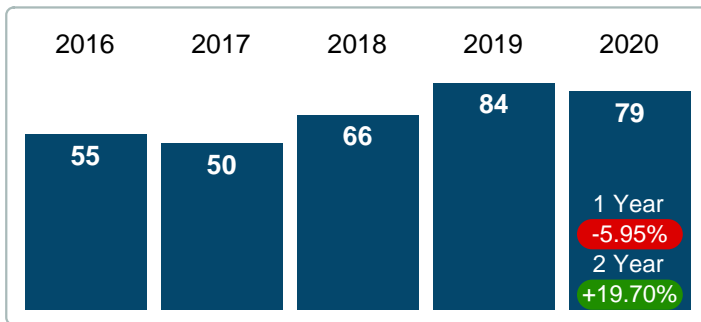
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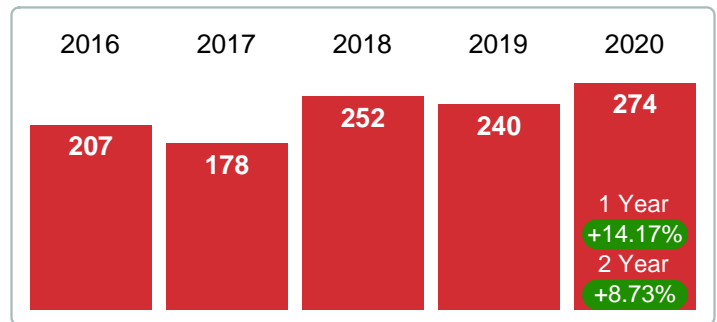
CLOSED LISTINGS

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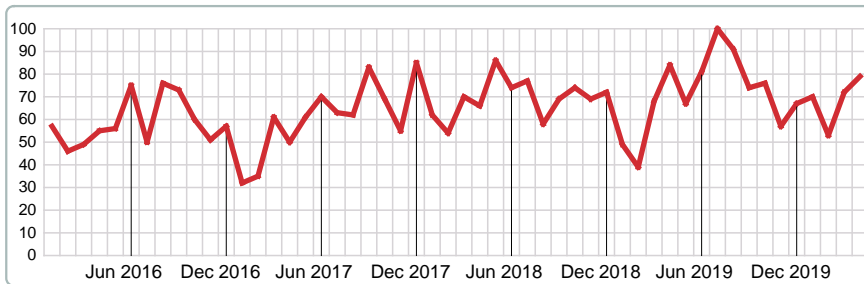
APRIL



YEAR TO DATE (YTD)

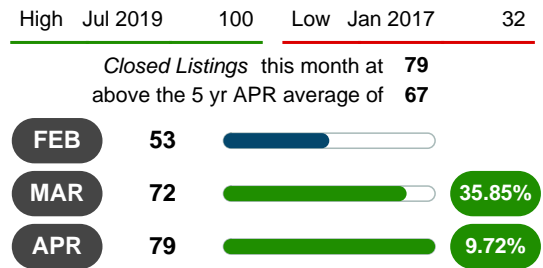


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 67



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	3	3.80%	44.0	2	1	0	0
\$20,001 - \$40,000	16	20.25%	41.7	10	5	0	1
\$40,001 - \$80,000	11	13.92%	57.9	3	8	0	0
\$80,001 - \$140,000	19	24.05%	57.7	2	13	4	0
\$140,001 - \$190,000	12	15.19%	40.9	1	11	0	0
\$190,001 - \$260,000	11	13.92%	49.2	1	6	2	2
\$260,001 and up	7	8.86%	70.4	0	6	1	0
Total Closed Units	79			19	50	7	3
Total Closed Volume	10,795,462	100%	51.4	1.12M	7.84M	1.37M	468.00K
Average Closed Price	\$136,651			\$59,016	\$156,823	\$195,000	\$156,000

April 2020



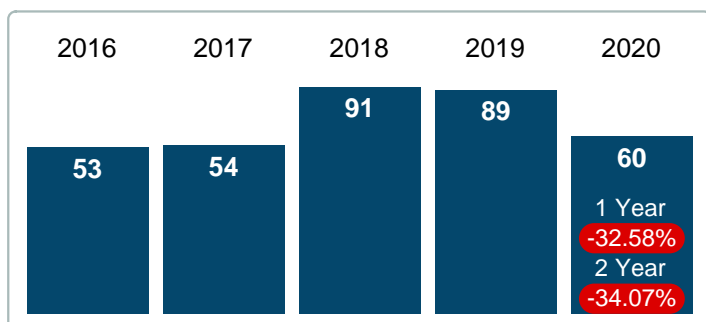
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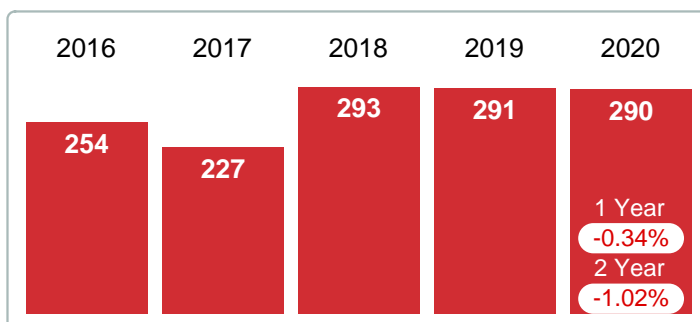
PENDING LISTINGS

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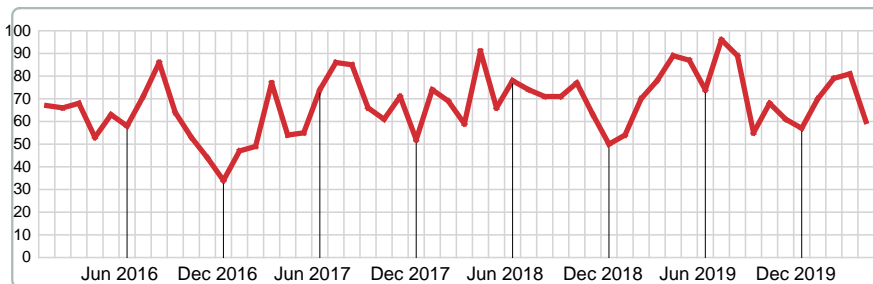
APRIL



YEAR TO DATE (YTD)

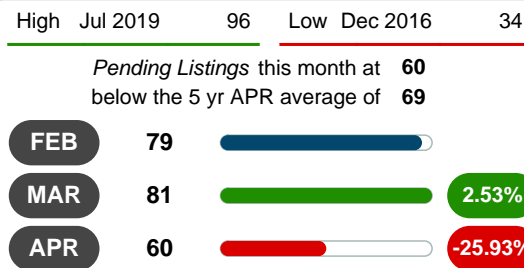


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 69



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	1.67%	7.0	0	1	0	0
\$40,001 - \$60,000	10	16.67%	59.3	3	7	0	0
\$60,001 - \$90,000	11	18.33%	51.1	1	9	1	0
\$90,001 - \$130,000	14	23.33%	48.6	2	10	2	0
\$130,001 - \$190,000	10	16.67%	63.8	1	9	0	0
\$190,001 - \$280,000	9	15.00%	25.6	2	7	0	0
\$280,001 and up	5	8.33%	58.6	1	3	1	0
Total Pending Units	60			10	46	4	0
Total Pending Volume	8,466,198	100%	50.1	1.41M	6.34M	715.40K	0.00B
Average Listing Price	\$141,103			\$140,950	\$137,854	\$178,850	\$0

April 2020



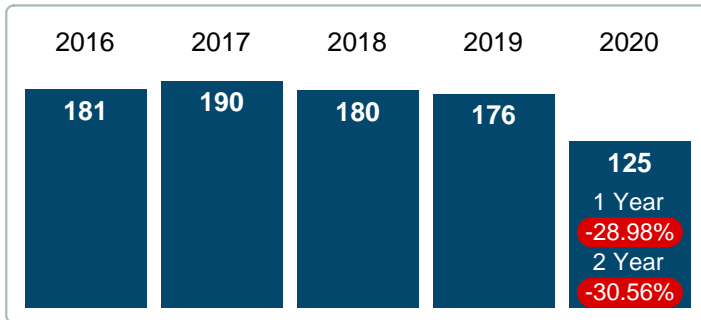
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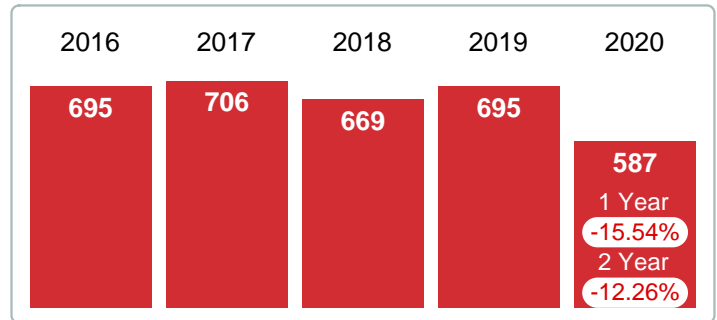
NEW LISTINGS

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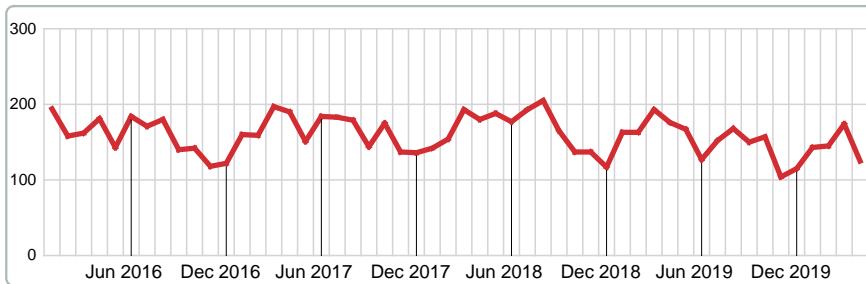
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

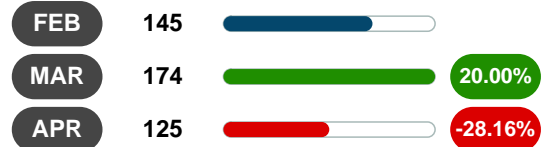


3 MONTHS

5 year APR AVG = 170

High Aug 2018 205 | Low Nov 2019 104

New Listings this month at **125**
 below the 5 yr APR average of **170**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$50,000 and less	10	8.00%	5	4	1	0
\$50,001 - \$75,000	11	8.80%	1	9	1	0
\$75,001 - \$125,000	23	18.40%	4	17	2	0
\$125,001 - \$225,000	33	26.40%	5	19	8	1
\$225,001 - \$325,000	19	15.20%	3	12	2	2
\$325,001 - \$475,000	16	12.80%	1	10	4	1
\$475,001 and up	13	10.40%	0	3	8	2
Total New Listed Units	125		19	74	26	6
Total New Listed Volume	27,775,945	100%	2.61M	14.50M	8.31M	2.35M
Average New Listed Listing Price	\$218,086		\$137,616	\$195,929	\$319,762	\$391,450

April 2020



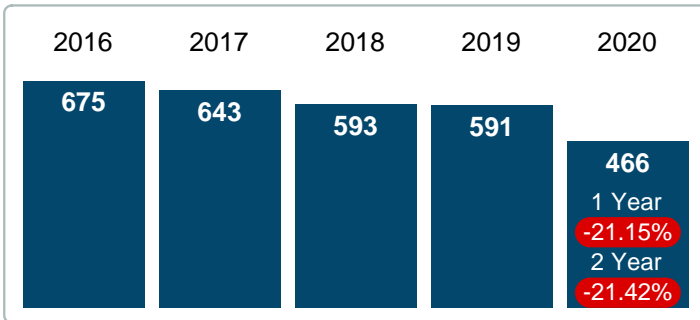
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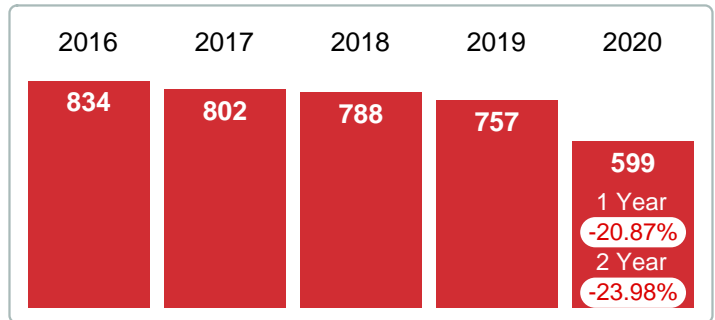
ACTIVE INVENTORY

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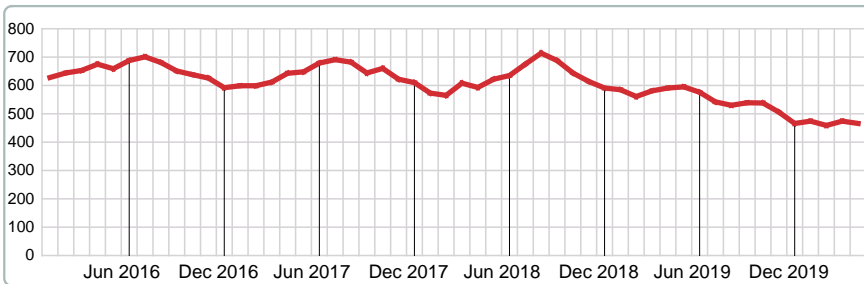
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 594

High Aug 2018 714 Low Feb 2020 459

Inventory this month at 466
below the 5 yr APR average of 594



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	38	8.15%	79.1	18	15	4	1
\$50,001 - \$75,000	45	9.66%	84.6	11	33	1	0
\$75,001 - \$125,000	84	18.03%	79.1	13	59	11	1
\$125,001 - \$225,000	112	24.03%	75.0	12	67	31	2
\$225,001 - \$325,000	78	16.74%	58.3	12	51	9	6
\$325,001 - \$475,000	57	12.23%	77.1	2	32	18	5
\$475,001 and up	52	11.16%	78.3	3	13	29	7
Total Active Inventory by Units	466			71	270	103	22
Total Active Inventory by Volume	111,362,244	100%	74.8	10.72M	54.64M	34.79M	11.21M
Average Active Inventory Listing Price	\$238,975			\$150,979	\$202,373	\$337,759	\$509,677

April 2020



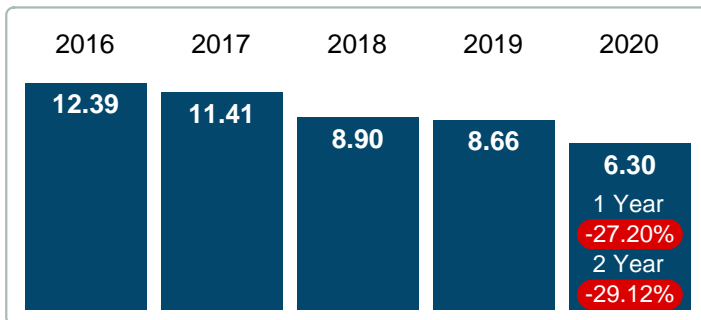
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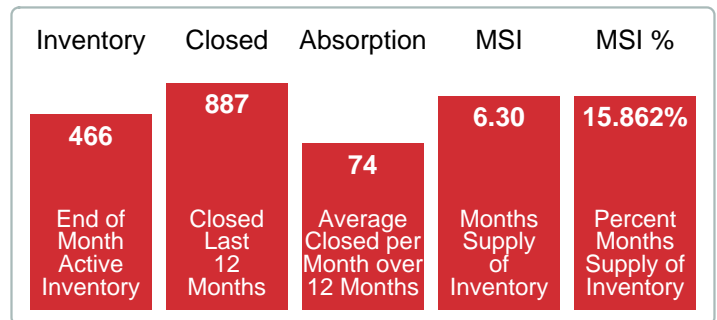
MONTHS SUPPLY of INVENTORY (MSI)

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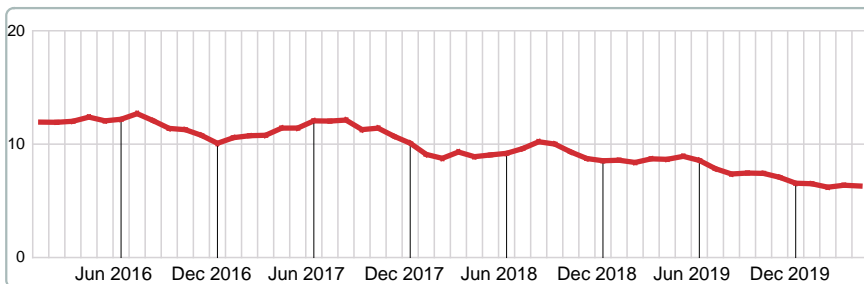
MSI FOR APRIL



INDICATORS FOR APRIL 2020

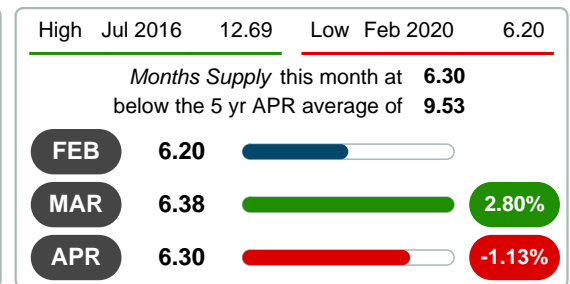


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 9.53



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
\$50,000 and less	38	8.15%	2.67	3.18	1.98	4.36	12.00
\$50,001 - \$75,000	45	9.66%	5.35	3.88	6.39	3.00	0.00
\$75,001 - \$125,000	84	18.03%	4.31	4.46	4.14	6.00	2.00
\$125,001 - \$225,000	112	24.03%	5.67	8.47	4.73	8.45	4.00
\$225,001 - \$325,000	78	16.74%	11.28	18.00	12.24	4.32	0.00
\$325,001 - \$475,000	57	12.23%	15.20	12.00	18.29	11.37	20.00
\$475,001 and up	52	11.16%	39.00	0.00	26.00	69.60	16.80
Market Supply of Inventory (MSI)			6.30	5.20	5.67	9.51	12.00
Total Active Inventory by Units		100%	6.30	71	270	103	22

April 2020



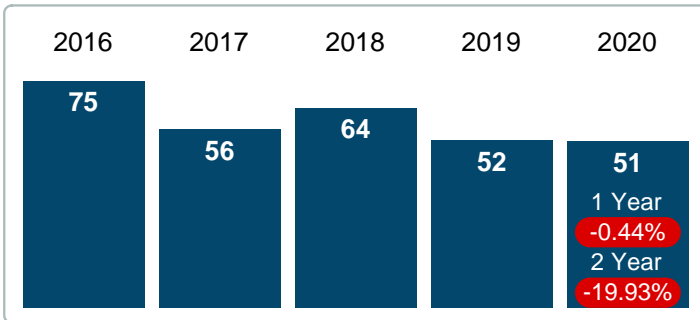
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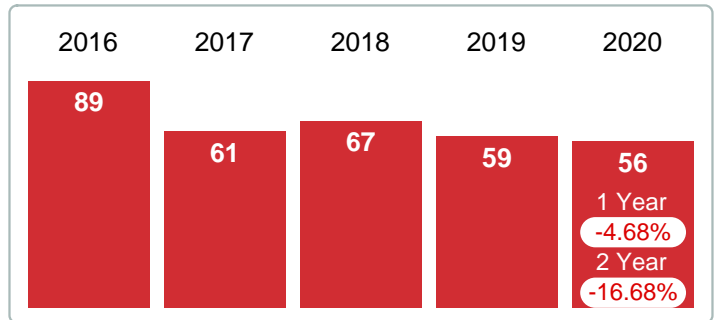
AVERAGE DAYS ON MARKET TO SALE

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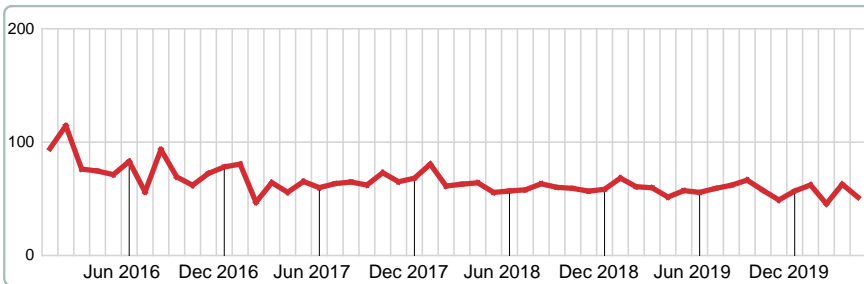
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 59

High Feb 2016 114 Low Feb 2020 46

Average Days on Market to Sale this month at 51 below the 5 yr APR average of 59



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	3.80%	44	62	8	0	0
\$20,001 - \$40,000	20.25%	42	31	70	0	7
\$40,001 - \$80,000	13.92%	58	36	66	0	0
\$80,001 - \$140,000	24.05%	58	133	56	24	0
\$140,001 - \$190,000	15.19%	41	121	34	0	0
\$190,001 - \$260,000	13.92%	49	55	51	32	58
\$260,001 and up	8.86%	70	0	62	122	0
Average Closed DOM		51	52	53	40	41
Total Closed Units	100%	51	19	50	7	3
Total Closed Volume		10,795,462	1.12M	7.84M	1.37M	468.00K

April 2020



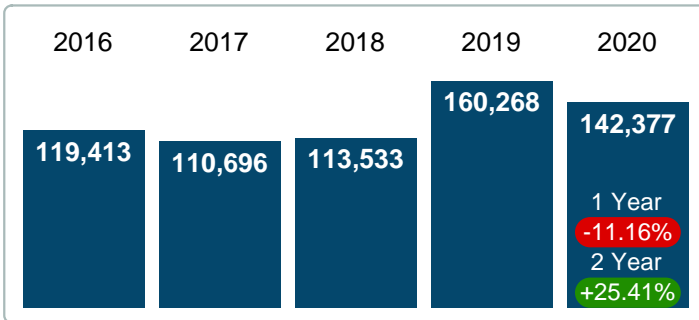
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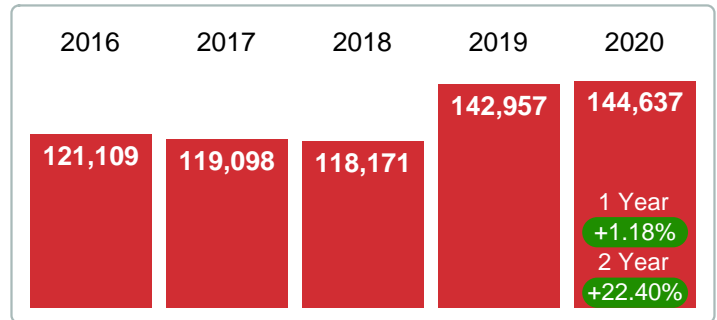
AVERAGE LIST PRICE AT CLOSING

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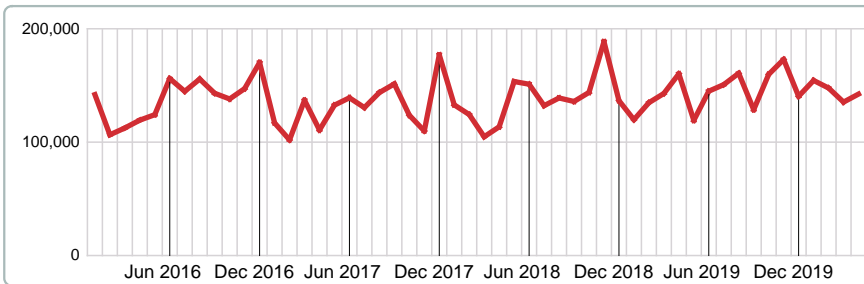
APRIL



YEAR TO DATE (YTD)

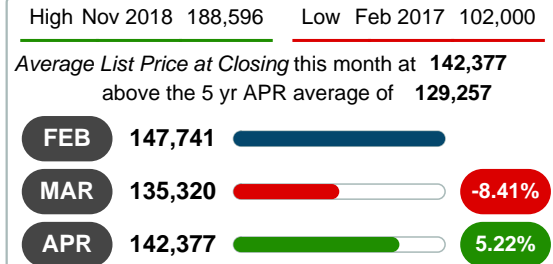


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 129,257



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	3	3.80%	16,500	19,750	10,000	0	0
\$20,001 \$40,000	12	15.19%	30,458	33,870	45,760	0	30,000
\$40,001 \$80,000	12	15.19%	63,667	72,133	71,438	0	0
\$80,001 \$140,000	20	25.32%	106,695	106,950	113,392	122,475	0
\$140,001 \$190,000	13	16.46%	168,862	187,500	179,164	0	0
\$190,001 \$260,000	11	13.92%	229,527	229,900	235,483	222,000	237,000
\$260,001 and up	8	10.13%	401,863	0	415,150	425,000	0
Average List Price			142,377	64,521	163,180	194,129	168,000
Total Closed Units		100%	142,377	19	50	7	3
Total Closed Volume			11,247,799	1.23M	8.16M	1.36M	504.00K

April 2020



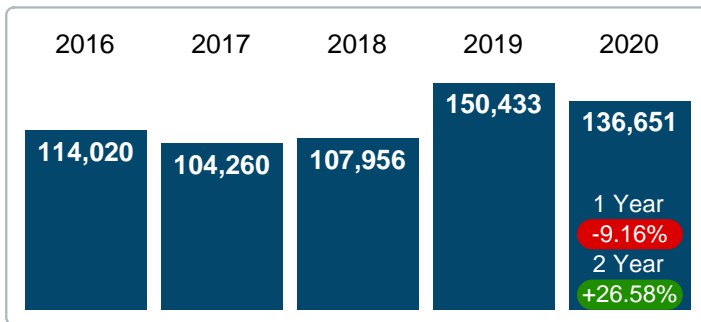
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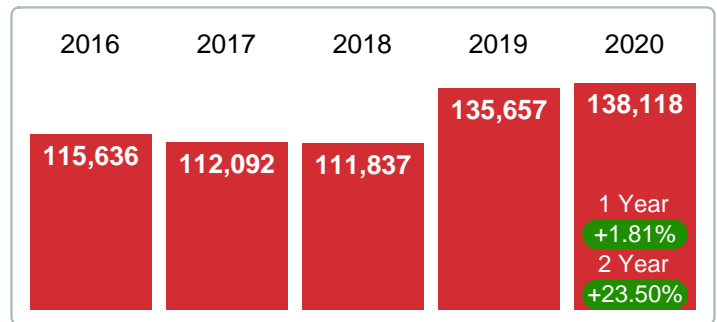
AVERAGE SOLD PRICE AT CLOSING

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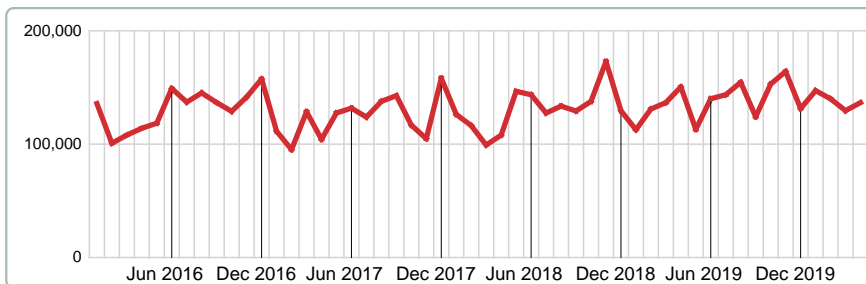
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

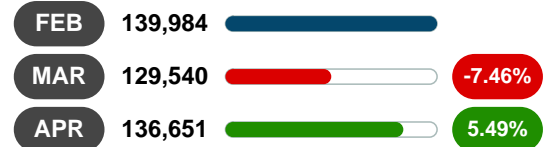


3 MONTHS

5 year APR AVG = 122,664

High Nov 2018 172,895 Low Feb 2017 95,229

Average Sold Price at Closing this month at **136,651** above the 5 yr APR average of **122,664**



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	3.80%	14,012	17,518	7,000	0	0
\$20,001 - \$40,000	20.25%	29,892	29,628	30,400	0	30,000
\$40,001 - \$80,000	13.92%	64,750	66,000	64,281	0	0
\$80,001 - \$140,000	24.05%	108,474	96,000	107,615	117,500	0
\$140,001 - \$190,000	15.19%	167,283	185,000	165,673	0	0
\$190,001 - \$260,000	13.92%	224,636	215,000	228,833	222,500	219,000
\$260,001 and up	8.86%	431,929	0	428,917	450,000	0
Average Sold Price		136,651	59,016	156,823	195,000	156,000
Total Closed Units	100%	136,651	19	50	7	3
Total Closed Volume		10,795,462	1.12M	7.84M	1.37M	468.00K

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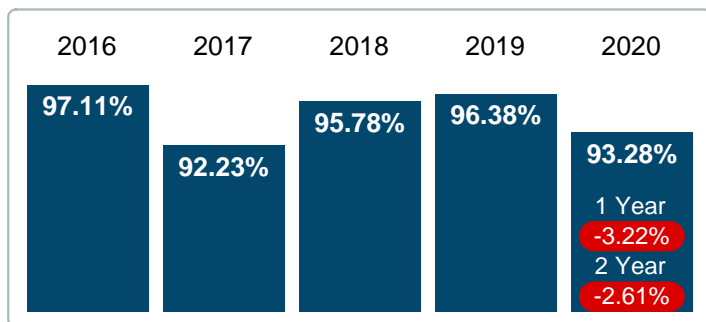
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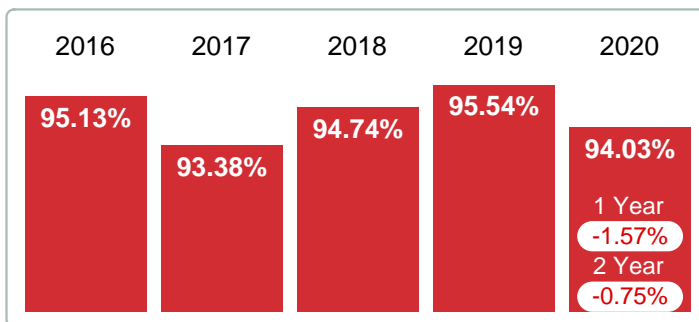
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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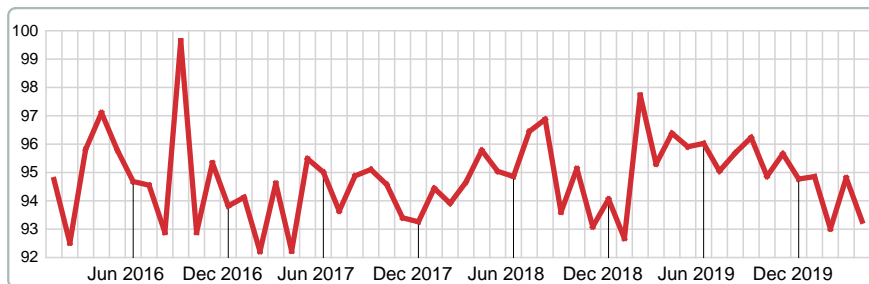
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

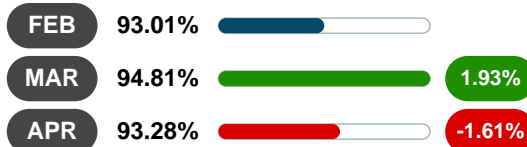


3 MONTHS

5 year APR AVG = 94.96%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **93.28%** below the 5 yr APR average of **94.96%**



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	3	3.80%	82.54%	88.81%	70.00%	0.00%	0.00%
\$20,001 - \$40,000	16	20.25%	87.37%	90.82%	77.94%	0.00%	100.00%
\$40,001 - \$80,000	11	13.92%	90.81%	91.23%	90.65%	0.00%	0.00%
\$80,001 - \$140,000	19	24.05%	94.97%	89.63%	95.28%	96.62%	0.00%
\$140,001 - \$190,000	12	15.19%	94.25%	98.67%	93.85%	0.00%	0.00%
\$190,001 - \$260,000	11	13.92%	97.13%	93.52%	98.12%	100.11%	92.97%
\$260,001 and up	7	8.86%	102.99%	0.00%	102.50%	105.88%	0.00%
Average Sold/List Ratio		93.30%		91.10%	93.19%	98.94%	95.31%
Total Closed Units		79	100%	19	50	7	3
Total Closed Volume		10,795,462		1.12M	7.84M	1.37M	468.00K

April 2020



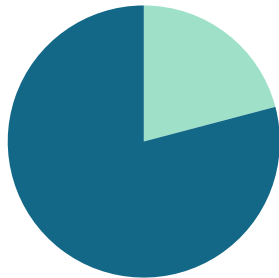
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

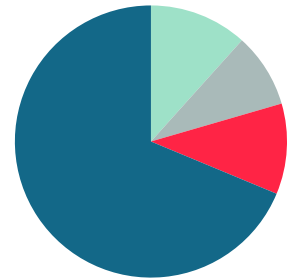


Inventory
 New Listings
125 = 20.90%
 Start Inventory
473
 Total Inventory Units
598
 Volume
\$141,127,840

Market Activity

Closed Sales
79 = 11.65%
 Pending Sales
60 = 8.85%
 Other Off Market
73 = 10.77%
 Active Inventory
466 = 68.73%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	84	79	-5.95%	240	274	14.17%
Pending Sales	89	60	-32.58%	291	290	-0.34%
New Listings	176	125	-28.98%	695	587	-15.54%
Average List Price	160,268	142,377	-11.16%	142,957	144,637	1.18%
Average Sale Price	150,433	136,651	-9.16%	135,657	138,118	1.81%
Average Percent of Selling Price to List Price	96.38%	93.28%	-3.22%	95.54%	94.03%	-1.57%
Average Days on Market to Sale	51.58	51.35	-0.44%	58.78	56.03	-4.68%
Monthly Inventory	590	466	-21.02%	590	466	-21.02%
Months Supply of Inventory	8.64	6.30	-27.07%	8.64	6.30	-27.07%

Absorption: Last 12 months, an Average of **74** Sales/Month

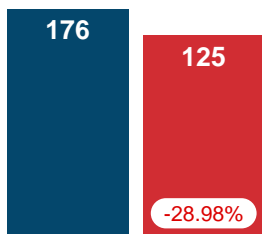
Inventory on April 30, 2020 = **466**

2019 **2020**

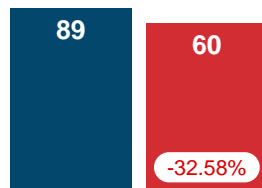
APRIL MARKET

AVERAGE PRICES

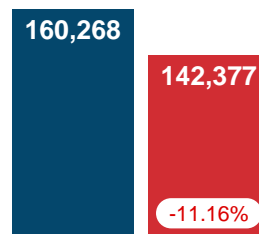
New Listings



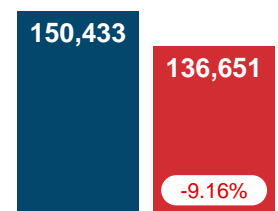
Pending Listings



List Price



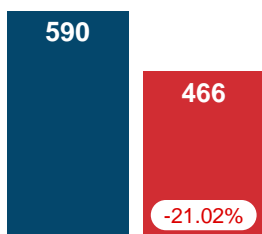
Sale Price



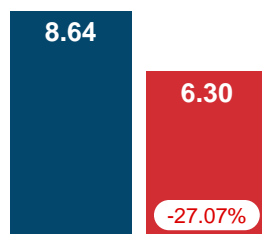
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

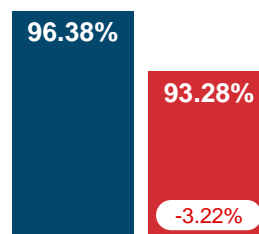
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

