

August 2020



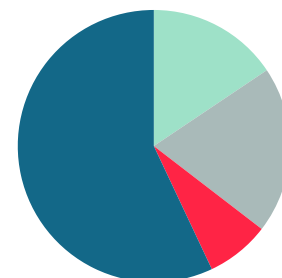
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	91	99	8.79%
Pending Listings	89	126	41.57%
New Listings	168	125	-25.60%
Average List Price	160,750	177,843	10.63%
Average Sale Price	154,518	170,225	10.17%
Average Percent of Selling Price to List Price	95.69%	94.75%	-0.98%
Average Days on Market to Sale	61.99	53.74	-13.31%
End of Month Inventory	529	362	-31.57%
Months Supply of Inventory	7.36	4.79	-34.89%



■ Closed (15.59%)
■ Pending (19.84%)
■ Other OffMarket (7.56%)
■ Active (57.01%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of August 31, 2020 = **362**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **31.57%** to 362 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **4.79** 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 **10.17%** in August 2020 to \$170,225 versus the previous year at \$154,518.

Average Days on Market Shortens

The average number of **53.74** days that homes spent on the market before selling decreased by 8.25 days or **13.31%** in August 2020 compared to last year's same month at **61.99** DOM.

Sales Success for August 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 125 New Listings in August 2020, down **25.60%** from last year at 168. Furthermore, there were 99 Closed Listings this month versus last year at 91, a **8.79%** increase.

Closed versus Listed trends yielded a **79.2%** ratio, up from previous year's, August 2019, at **54.2%**, a **46.22%** 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

August 2020



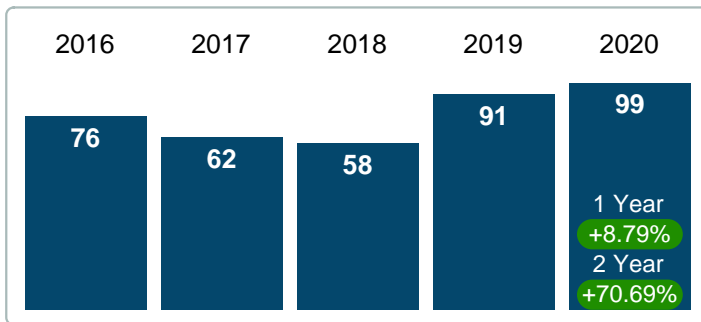
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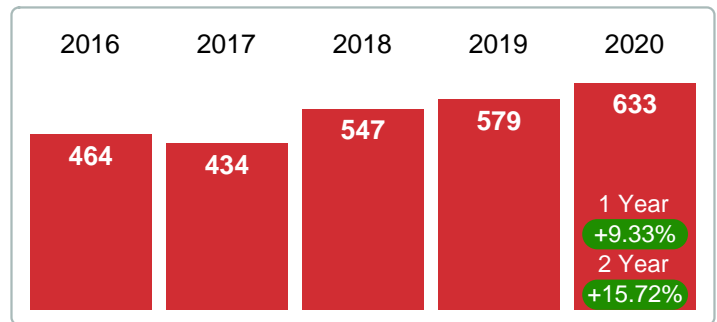
CLOSED LISTINGS

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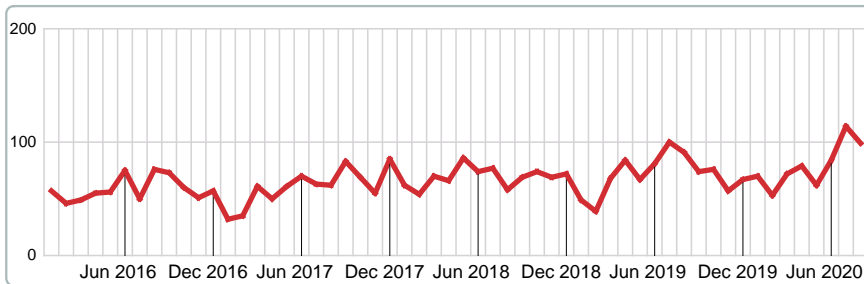
AUGUST



YEAR TO DATE (YTD)

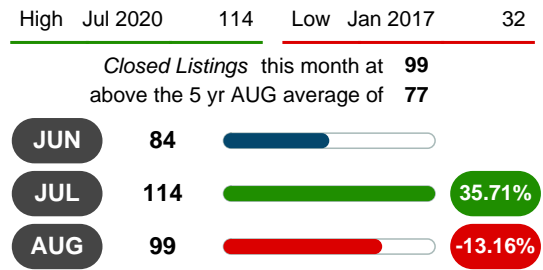


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 77



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	5	5.05%	120.6	3	2	0	0
\$25,001 - \$50,000	8	8.08%	26.1	3	5	0	0
\$50,001 - \$100,000	23	23.23%	43.0	6	15	2	0
\$100,001 - \$150,000	22	22.22%	46.8	1	17	4	0
\$150,001 - \$225,000	18	18.18%	54.6	2	13	2	1
\$225,001 - \$350,000	12	12.12%	56.7	0	9	2	1
\$350,001 and up	11	11.11%	75.2	1	3	7	0
Total Closed Units	99			16	64	17	2
Total Closed Volume	16,852,300	100%	53.7	1.46M	9.74M	5.21M	440.00K
Average Closed Price	\$170,225			\$91,466	\$152,216	\$306,294	\$220,000

August 2020



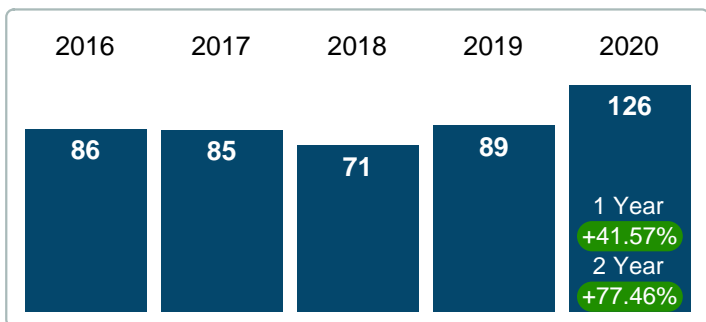
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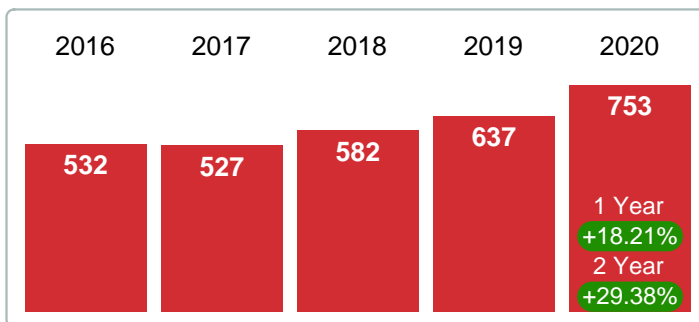
PENDING LISTINGS

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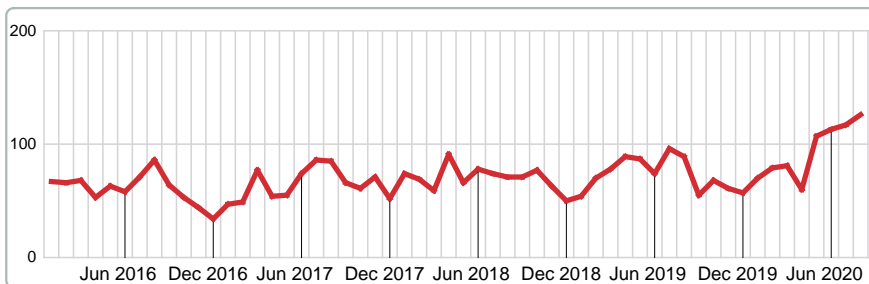
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

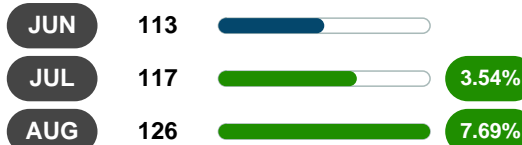


3 MONTHS

5 year AUG AVG = 91

High Aug 2020 126 Low Dec 2016 34

Pending Listings this month at 126
above the 5 yr AUG average of 91



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	6	4.76%	105.8	4	2	0	0
\$25,001 - \$75,000	17	13.49%	56.3	7	9	0	1
\$75,001 - \$100,000	14	11.11%	70.7	7	6	1	0
\$100,001 - \$175,000	37	29.37%	33.8	4	27	5	1
\$175,001 - \$275,000	21	16.67%	68.9	3	15	3	0
\$275,001 - \$375,000	12	9.52%	83.9	1	9	2	0
\$375,001 and up	19	15.08%	67.8	2	6	10	1
Total Pending Units	126			28	74	21	3
Total Pending Volume	24,712,700	100%	58.8	3.54M	13.76M	6.83M	589.80K
Average Listing Price	\$196,965			\$126,421	\$185,885	\$325,124	\$196,600

August 2020



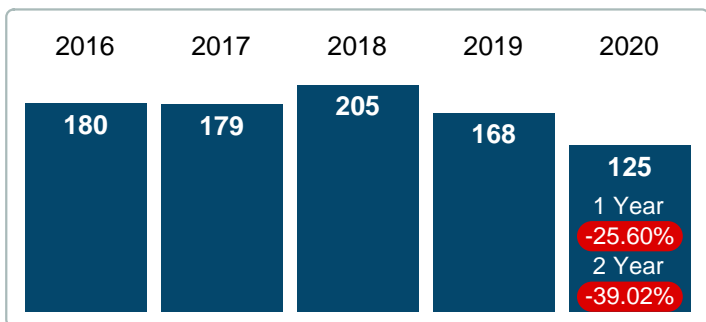
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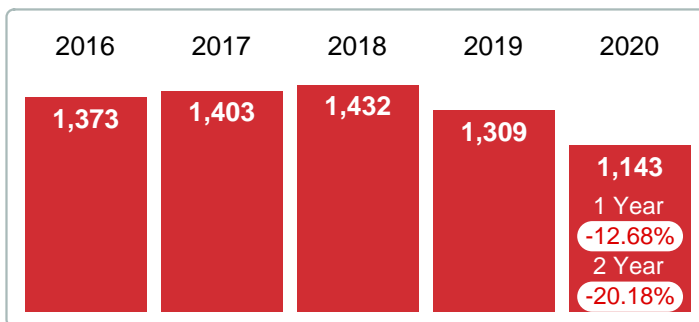
NEW LISTINGS

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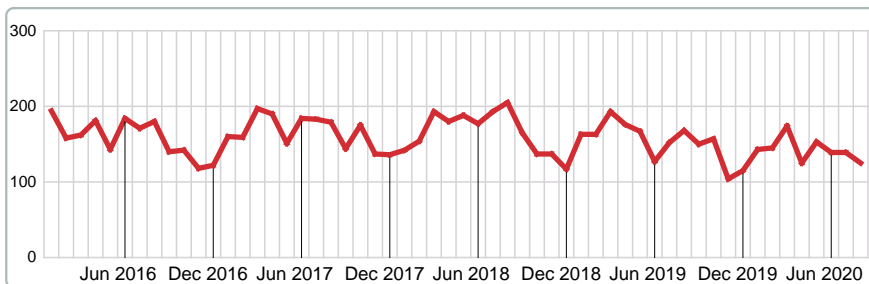
AUGUST



YEAR TO DATE (YTD)

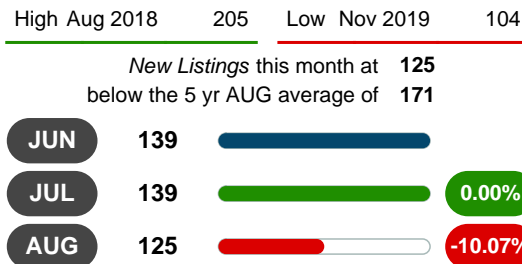


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 171



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	5	0	0
\$50,001 - \$75,000	13	10.40%	4	8	1	0
\$75,001 - \$125,000	26	20.80%	3	21	2	0
\$125,001 - \$175,000	23	18.40%	1	15	7	0
\$175,001 - \$250,000	23	18.40%	0	18	4	1
\$250,001 - \$400,000	17	13.60%	2	10	4	1
\$400,001 and up	13	10.40%	0	9	2	2
Total New Listed Units	125		15	86	20	4
Total New Listed Volume	25,150,699	100%	1.44M	17.30M	4.68M	1.74M
Average New Listed Listing Price	\$183,698		\$95,767	\$201,155	\$233,875	\$434,350

August 2020



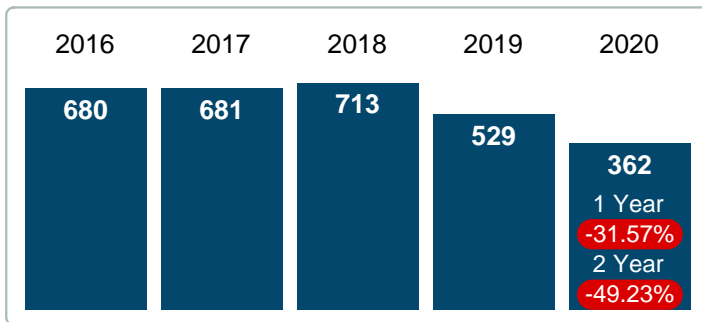
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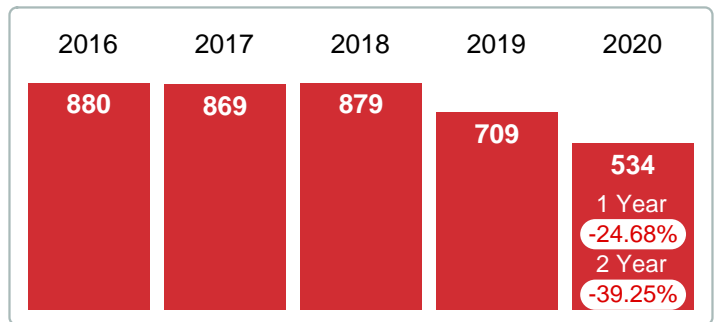
ACTIVE INVENTORY

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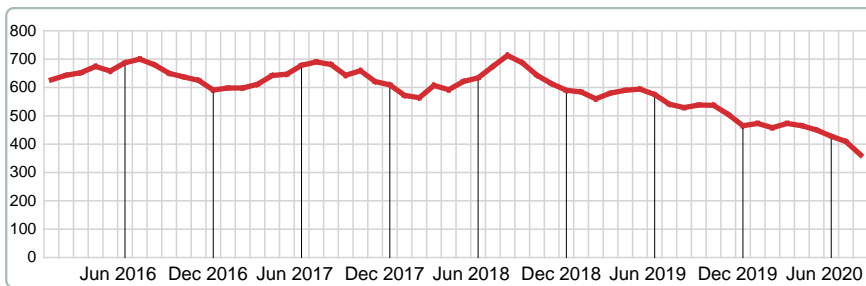
END OF AUGUST



ACTIVE DURING AUGUST

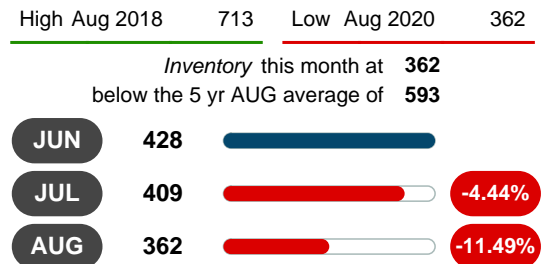


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 593



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	30	8.29%	88.2	13	16	1	0
\$50,001 - \$75,000	50	13.81%	82.0	17	31	2	0
\$75,001 - \$100,000	49	13.54%	100.9	4	37	7	1
\$100,001 - \$200,000	97	26.80%	71.7	5	66	24	2
\$200,001 - \$325,000	55	15.19%	80.2	9	34	11	1
\$325,001 - \$525,000	44	12.15%	95.2	1	20	17	6
\$525,001 and up	37	10.22%	105.9	3	11	15	8
Total Active Inventory by Units	362			52	215	77	18
Total Active Inventory by Volume	92,811,067	100%	86.1	8.62M	45.32M	26.51M	12.37M
Average Active Inventory Listing Price	\$256,384			\$165,762	\$210,779	\$344,245	\$687,067

August 2020



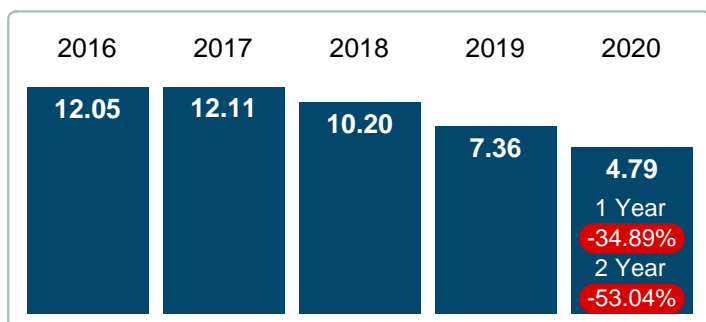
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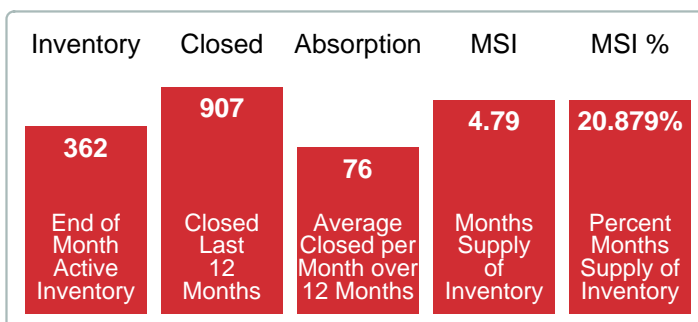
MONTHS SUPPLY of INVENTORY (MSI)

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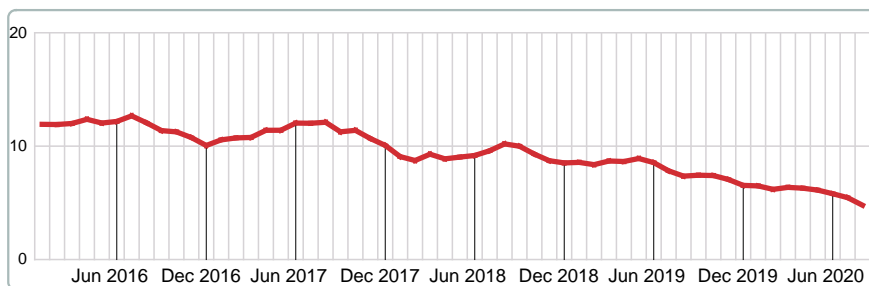
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

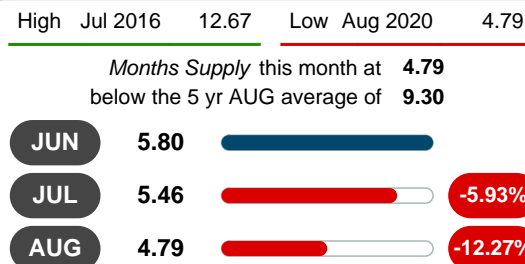


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 9.30



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	30	8.29%	2.40	2.74	2.40	1.00	0.00
\$50,001 - \$75,000	50	13.81%	6.00	6.00	6.10	4.80	0.00
\$75,001 - \$100,000	49	13.54%	4.56	1.71	5.05	9.33	3.00
\$100,001 - \$200,000	97	26.80%	3.64	2.40	3.27	6.00	4.80
\$200,001 - \$325,000	55	15.19%	5.50	5.14	6.00	5.08	2.40
\$325,001 - \$525,000	44	12.15%	7.76	6.00	7.74	6.38	24.00
\$525,001 and up	37	10.22%	22.20	0.00	22.00	22.50	16.00
Market Supply of Inventory (MSI)			4.79	3.74	4.48	6.60	9.00
Total Active Inventory by Units		100%	4.79	52	215	77	18

August 2020



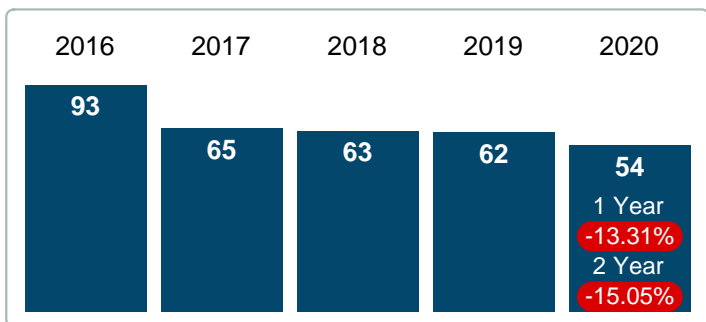
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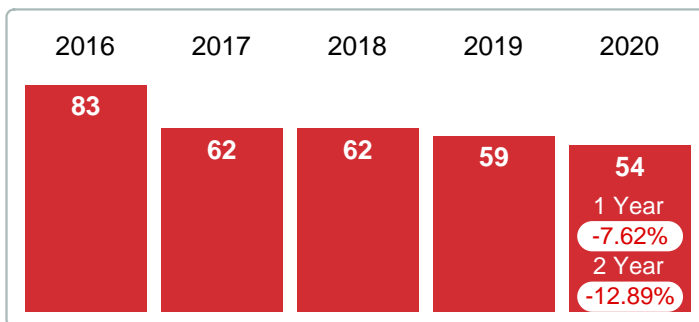
AVERAGE DAYS ON MARKET TO SALE

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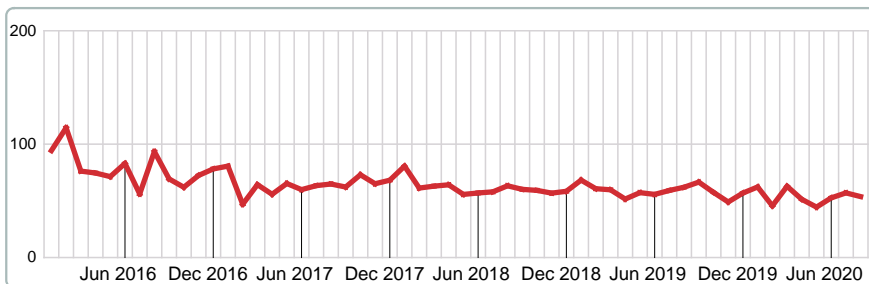
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

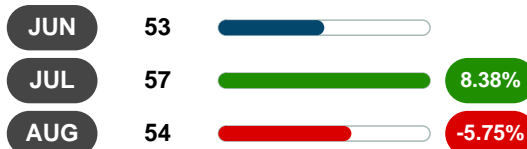


3 MONTHS

5 year AUG AVG = 67

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 54 below the 5 yr AUG average of 67



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	5.05%	121	100	151	0	0
\$25,001 - \$50,000	8.08%	26	53	10	0	0
\$50,001 - \$100,000	23.23%	43	36	42	70	0
\$100,001 - \$150,000	22.22%	47	46	49	40	0
\$150,001 - \$225,000	18.18%	55	91	49	83	1
\$225,001 - \$350,000	12.12%	57	0	38	143	55
\$350,001 and up	11.11%	75	66	50	87	0
Average Closed DOM		54	61	46	80	28
Total Closed Units	100%	54	16	64	17	2
Total Closed Volume		16,852,300	1.46M	9.74M	5.21M	440.00K

August 2020



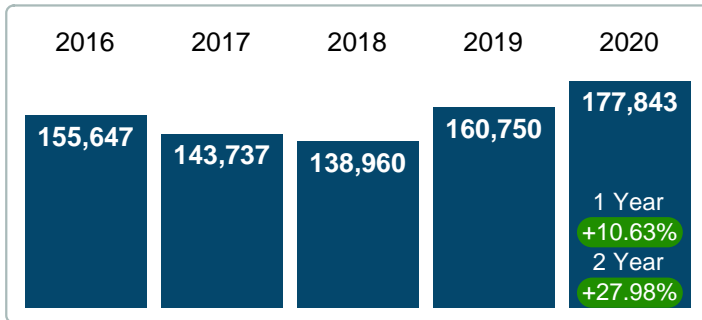
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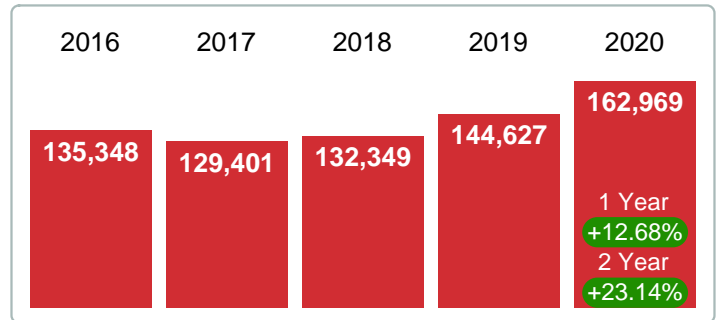
AVERAGE LIST PRICE AT CLOSING

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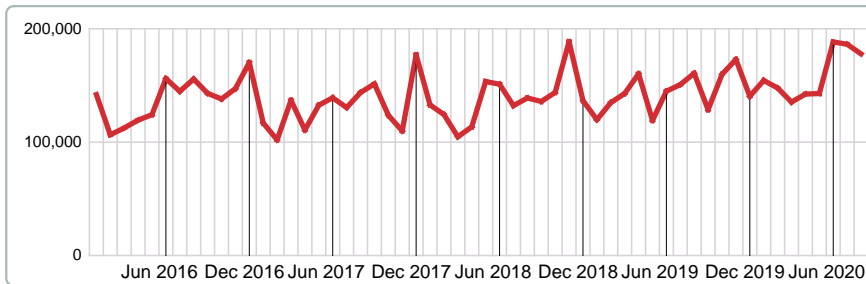
AUGUST



YEAR TO DATE (YTD)

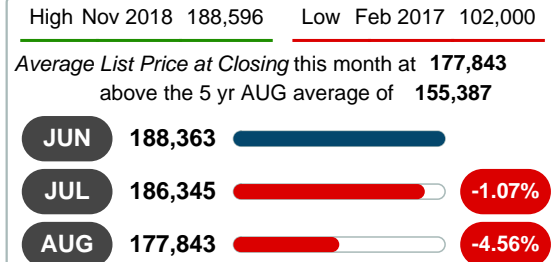


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 155,387



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	2	2.02%	18,250	28,333	19,500	0	0
\$25,001 - \$50,000	9	9.09%	32,767	32,500	45,260	0	0
\$50,001 - \$100,000	23	23.23%	76,143	71,700	85,313	72,400	0
\$100,001 - \$150,000	23	23.23%	127,052	125,000	129,900	132,250	0
\$150,001 - \$225,000	17	17.17%	194,176	219,500	197,123	209,500	195,500
\$225,001 - \$350,000	14	14.14%	275,200	0	278,211	306,950	260,000
\$350,001 and up	11	11.11%	495,255	399,000	431,333	536,400	0
Average List Price			177,843	98,481	158,028	321,265	227,750
Total Closed Units		100%	177,843	16	64	17	2
Total Closed Volume			17,606,500	1.58M	10.11M	5.46M	455.50K

August 2020



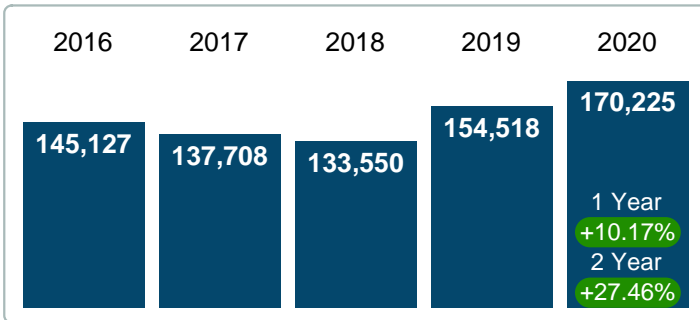
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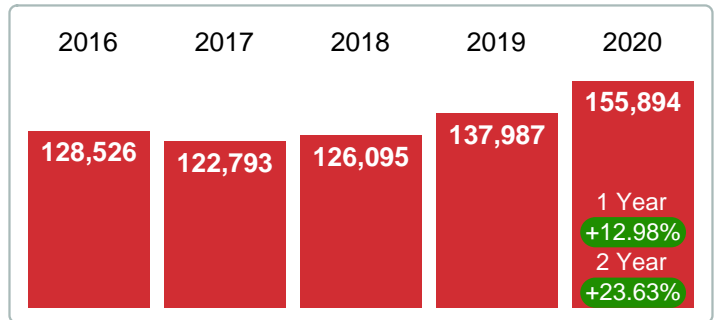
AVERAGE SOLD PRICE AT CLOSING

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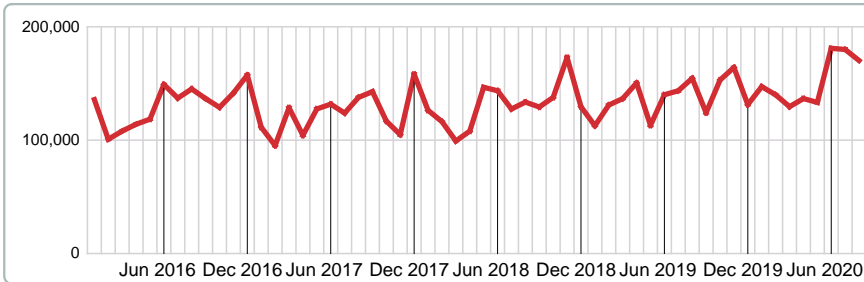
AUGUST



YEAR TO DATE (YTD)

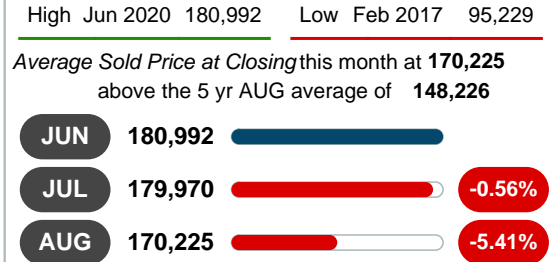


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 148,226



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	5	5.05%	20,000	22,167	16,750	0	0
\$25,001 - \$50,000	8	8.08%	34,975	29,667	38,160	0	0
\$50,001 - \$100,000	23	23.23%	76,524	67,992	80,820	69,900	0
\$100,001 - \$150,000	22	22.22%	124,575	125,000	124,279	125,725	0
\$150,001 - \$225,000	18	18.18%	191,856	205,000	188,346	199,950	195,000
\$225,001 - \$350,000	12	12.12%	271,867	0	270,000	293,700	245,000
\$350,001 and up	11	11.11%	477,818	365,000	438,000	511,000	0
Average Sold Price			170,225	91,466	152,216	306,294	220,000
Total Closed Units		100%	170,225	16	64	17	2
Total Closed Volume			16,852,300	1.46M	9.74M	5.21M	440.00K

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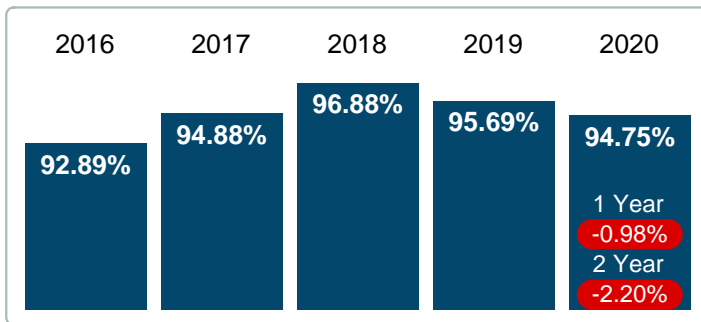
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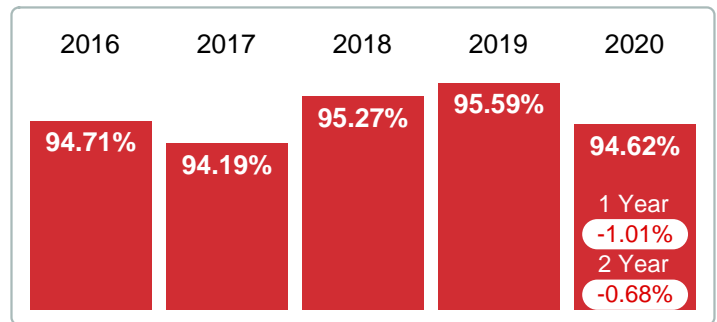
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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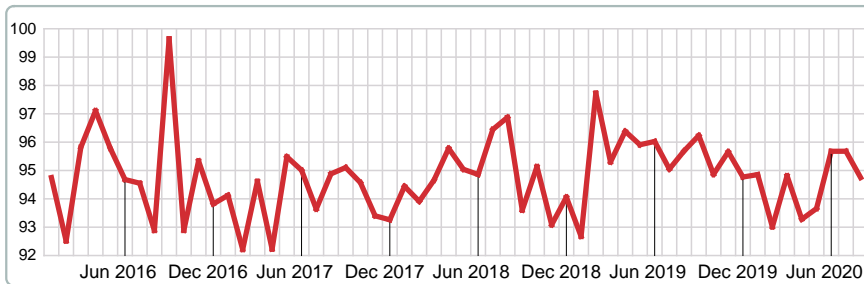
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

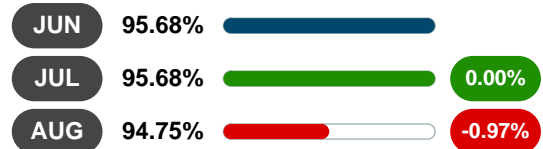


3 MONTHS

5 year AUG AVG = 95.02%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **94.75%** equal to 5 yr AUG average of **95.02%**



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	5	5.05%	82.48%	78.30%	88.74%	0.00%	0.00%
\$25,001 - \$50,000	8	8.08%	88.41%	91.50%	86.55%	0.00%	0.00%
\$50,001 - \$100,000	23	23.23%	95.39%	94.83%	95.52%	96.15%	0.00%
\$100,001 - \$150,000	22	22.22%	96.00%	100.00%	95.79%	95.87%	0.00%
\$150,001 - \$225,000	18	18.18%	95.75%	93.39%	95.79%	95.89%	99.74%
\$225,001 - \$350,000	12	12.12%	96.60%	0.00%	97.17%	95.18%	94.23%
\$350,001 and up	11	11.11%	97.43%	91.48%	101.05%	96.72%	0.00%
Average Sold/List Ratio		94.70%		91.04%	95.22%	96.17%	96.99%
Total Closed Units		99	100%	16	64	17	2
Total Closed Volume		16,852,300		1.46M	9.74M	5.21M	440.00K

August 2020



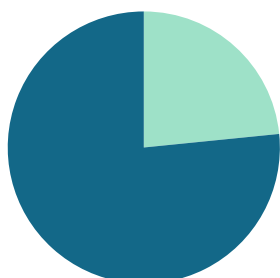
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

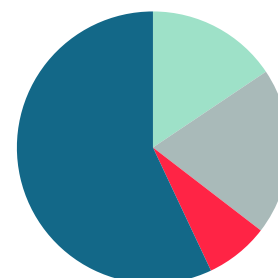


Inventory
 New Listings
125 = 23.41%
 Start Inventory
409
 Total Inventory Units
534
 Volume
\$129,425,867

Market Activity

Closed Sales
99 = 15.59%
 Pending Sales
126 = 19.84%
 Other Off Market
48 = 7.56%
 Active Inventory
362 = 57.01%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	91	99	8.79%	579	633	9.33%
Pending Sales	89	126	41.57%	637	753	18.21%
New Listings	168	125	-25.60%	1,309	1,143	-12.68%
Average List Price	160,750	177,843	10.63%	144,627	162,969	12.68%
Average Sale Price	154,518	170,225	10.17%	137,987	155,894	12.98%
Average Percent of Selling Price to List Price	95.69%	94.75%	-0.98%	95.59%	94.62%	-1.01%
Average Days on Market to Sale	61.99	53.74	-13.31%	58.74	54.26	-7.62%
Monthly Inventory	529	362	-31.57%	529	362	-31.57%
Months Supply of Inventory	7.36	4.79	-34.89%	7.36	4.79	-34.89%

Absorption: Last 12 months, an Average of **76** Sales/Month

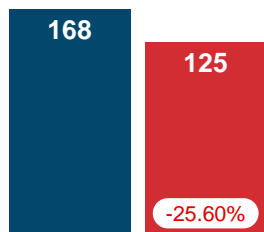
Inventory on August 31, 2020 = **362**

2019 **2020**

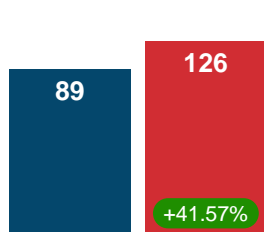
AUGUST MARKET

AVERAGE PRICES

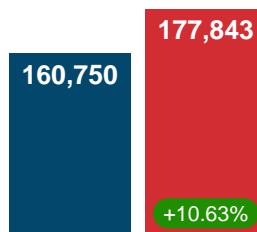
New Listings



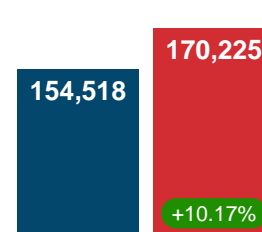
Pending Listings



List Price



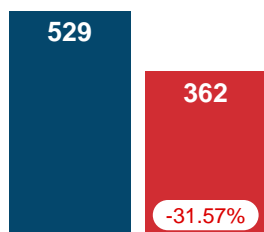
Sale Price



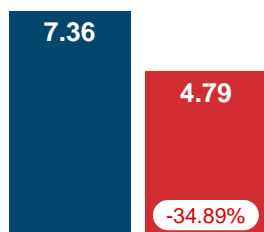
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

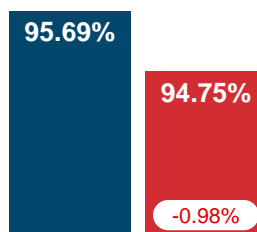
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

