

February 2020



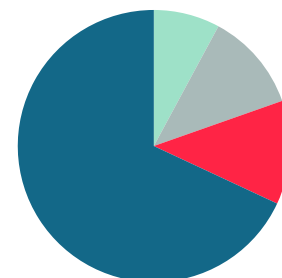
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | February | | +/-% |
|--|----------|---------|---------|
| | 2019 | 2020 | |
| Closed Listings | 39 | 53 | 35.90% |
| Pending Listings | 70 | 79 | 12.86% |
| New Listings | 163 | 145 | -11.04% |
| Average List Price | 134,799 | 147,741 | 9.60% |
| Average Sale Price | 130,942 | 139,984 | 6.91% |
| Average Percent of Selling Price to List Price | 97.73% | 93.01% | -4.83% |
| Average Days on Market to Sale | 60.69 | 45.58 | -24.89% |
| End of Month Inventory | 560 | 458 | -18.21% |
| Months Supply of Inventory | 8.37 | 6.19 | -26.04% |



■ Closed (7.88%)
■ Pending (11.74%)
■ Other OffMarket (12.33%)
■ Active (68.05%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of February 29, 2020 = **458**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **18.21%** to 458 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 **6.19** 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 **6.91%** in February 2020 to \$139,984 versus the previous year at \$130,942.

Average Days on Market Shortens

The average number of **45.58** days that homes spent on the market before selling decreased by 15.11 days or **24.89%** in February 2020 compared to last year's same month at **60.69** DOM.

Sales Success for February 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 145 New Listings in February 2020, down **11.04%** from last year at 163. Furthermore, there were 53 Closed Listings this month versus last year at 39, a **35.90%** increase.

Closed versus Listed trends yielded a **36.6%** ratio, up from previous year's, February 2019, at **23.9%**, a **52.77%** 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

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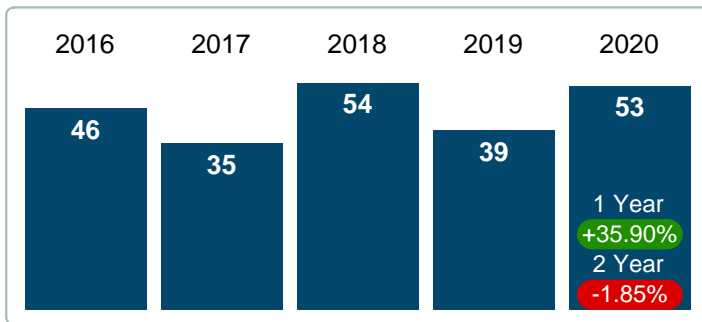
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



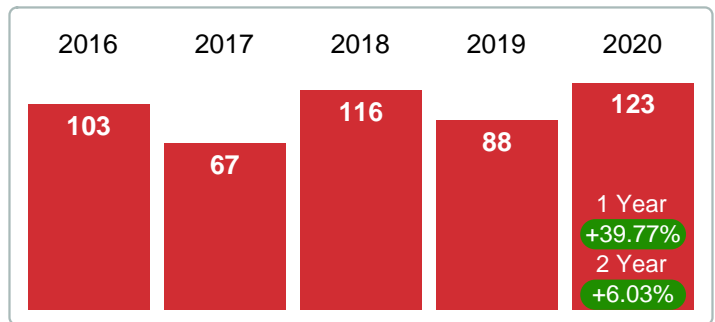
CLOSED LISTINGS

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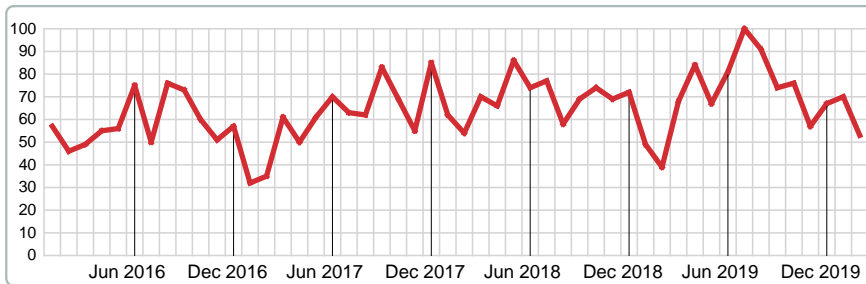
FEBRUARY



YEAR TO DATE (YTD)

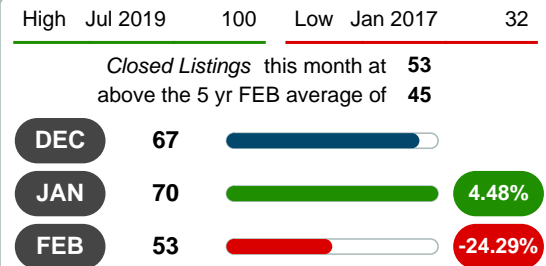


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$30,000 and less | 2 | 3.77% | 137.0 | 2 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 9 | 16.98% | 34.9 | 3 | 5 | 1 | 0 |
| \$50,001 - \$70,000 | 6 | 11.32% | 40.0 | 3 | 3 | 0 | 0 |
| \$70,001 - \$140,000 | 14 | 26.42% | 43.6 | 2 | 11 | 1 | 0 |
| \$140,001 - \$170,000 | 11 | 20.75% | 33.0 | 0 | 7 | 4 | 0 |
| \$170,001 - \$260,000 | 5 | 9.43% | 75.6 | 2 | 2 | 1 | 0 |
| \$260,001 and up | 6 | 11.32% | 39.3 | 1 | 3 | 1 | 1 |
| Total Closed Units | 53 | | | 13 | 31 | 8 | 1 |
| Total Closed Volume | 7,419,172 | 100% | 45.6 | 1.39M | 4.05M | 1.38M | 592.50K |
| Average Closed Price | \$139,984 | | | \$107,236 | \$130,700 | \$172,613 | \$592,500 |

February 2020



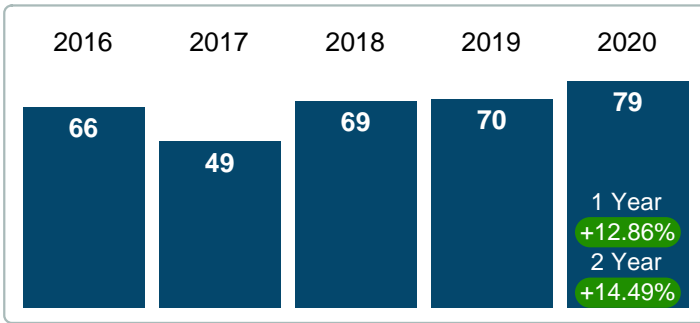
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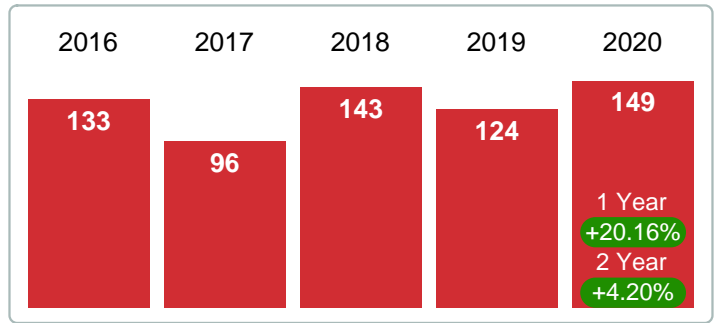
PENDING LISTINGS

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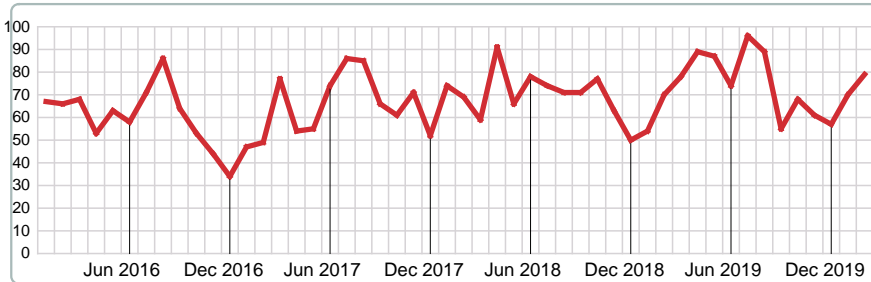
FEBRUARY



YEAR TO DATE (YTD)

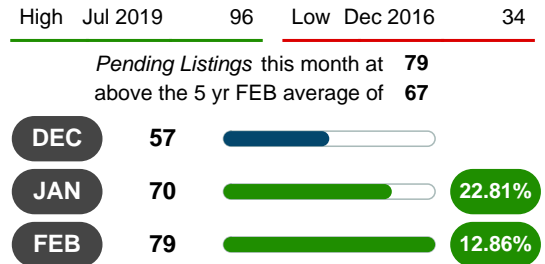


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 67



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 | 6 | 7.59% | 33.3 | 3 | 3 | 0 | 0 |
| \$20,001 - \$50,000 | 12 | 15.19% | 59.5 | 6 | 5 | 1 | 0 |
| \$50,001 - \$80,000 | 8 | 10.13% | 25.6 | 5 | 3 | 0 | 0 |
| \$80,001 - \$150,000 | 22 | 27.85% | 65.5 | 1 | 16 | 5 | 0 |
| \$150,001 - \$190,000 | 12 | 15.19% | 51.0 | 0 | 11 | 1 | 0 |
| \$190,001 - \$250,000 | 11 | 13.92% | 57.8 | 0 | 7 | 4 | 0 |
| \$250,001 and up | 8 | 10.13% | 74.0 | 0 | 4 | 4 | 0 |
| Total Pending Units | 79 | | | 15 | 49 | 15 | 0 |
| Total Pending Volume | 11,417,399 | 100% | 54.8 | 706.20K | 7.17M | 3.54M | 0.00B |
| Average Listing Price | \$143,810 | | | \$47,080 | \$146,422 | \$235,767 | \$0 |

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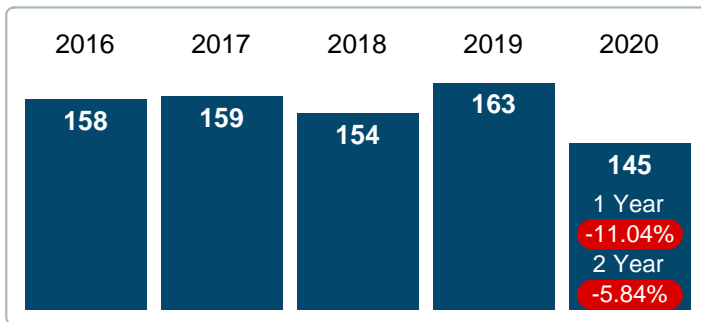
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



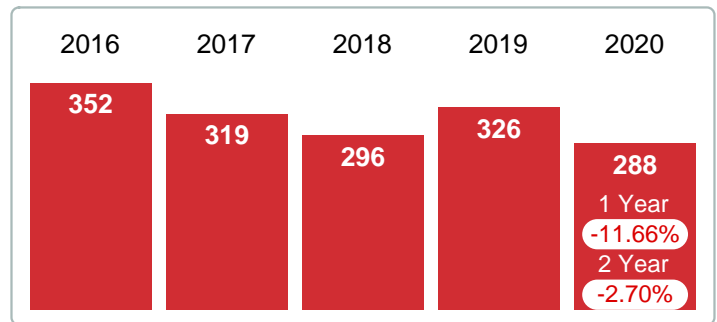
NEW LISTINGS

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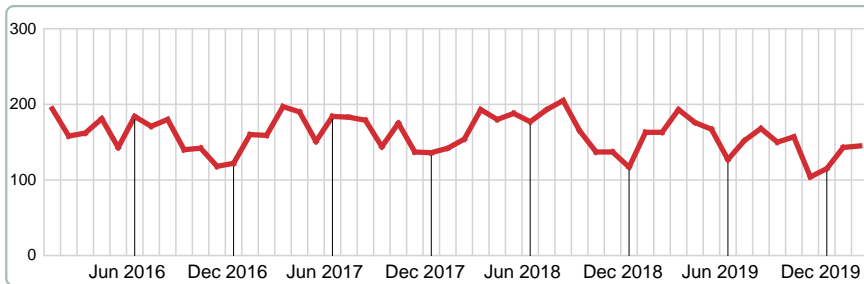
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

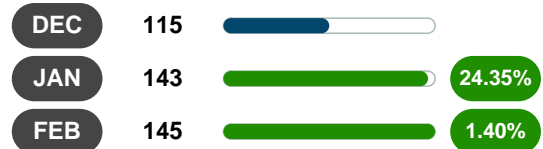


3 MONTHS

5 year FEB AVG = 156

High Aug 2018 205 | Low Nov 2019 104

New Listings this month at **145**
 below the 5 yr FEB average of **156**



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 | 14 | 9.66% | 9 | 5 | 0 | 0 |
| \$50,001 - \$75,000 | 11 | 7.59% | 3 | 7 | 1 | 0 |
| \$75,001 - \$125,000 | 26 | 17.93% | 7 | 18 | 1 | 0 |
| \$125,001 - \$175,000 | 28 | 19.31% | 2 | 17 | 9 | 0 |
| \$175,001 - \$275,000 | 33 | 22.76% | 4 | 24 | 4 | 1 |
| \$275,001 - \$450,000 | 17 | 11.72% | 1 | 8 | 4 | 4 |
| \$450,001 and up | 16 | 11.03% | 1 | 7 | 7 | 1 |
| Total New Listed Units | 145 | | 27 | 86 | 26 | 6 |
| Total New Listed Volume | 32,806,763 | 100% | 3.18M | 18.97M | 8.10M | 2.56M |
| Average New Listed Listing Price | \$181,622 | | \$117,670 | \$220,587 | \$311,591 | \$426,300 |

February 2020



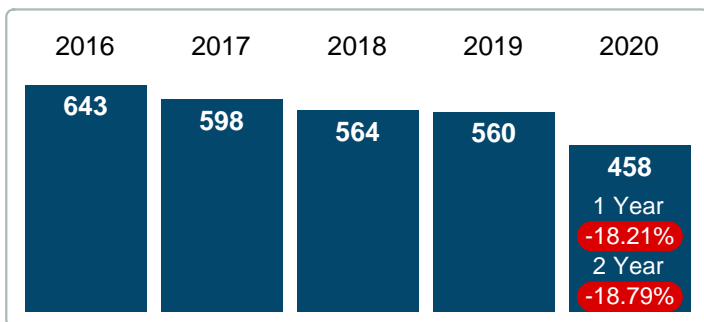
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



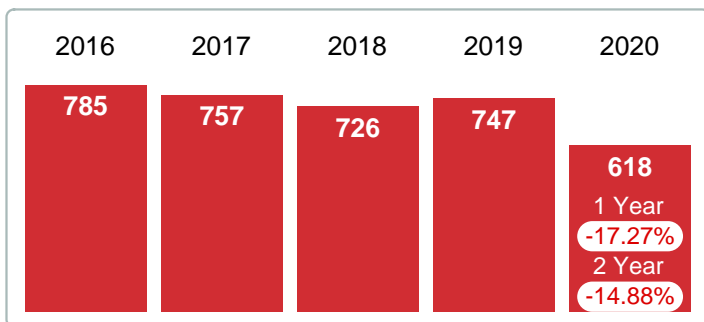
ACTIVE INVENTORY

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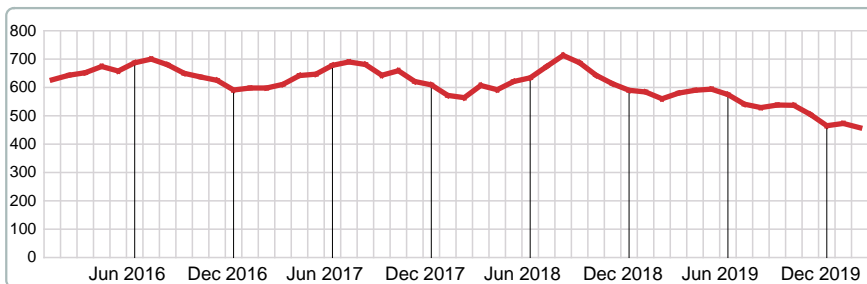
END OF FEBRUARY



ACTIVE DURING FEBRUARY

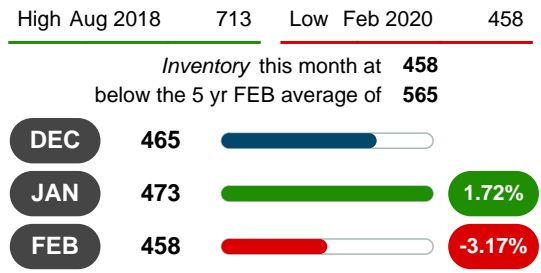


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 565



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 | 43 | 9.39% | 72.4 | 21 | 18 | 3 | 1 |
| \$50,001 - \$75,000 | 47 | 10.26% | 85.5 | 13 | 32 | 2 | 0 |
| \$75,001 - \$125,000 | 84 | 18.34% | 84.0 | 18 | 59 | 7 | 0 |
| \$125,001 - \$200,000 | 111 | 24.24% | 71.3 | 10 | 65 | 34 | 2 |
| \$200,001 - \$275,000 | 48 | 10.48% | 64.8 | 11 | 29 | 6 | 2 |
| \$275,001 - \$475,000 | 78 | 17.03% | 88.4 | 8 | 44 | 20 | 6 |
| \$475,001 and up | 47 | 10.26% | 81.0 | 3 | 14 | 24 | 6 |
| Total Active Inventory by Units | 458 | | | 84 | 261 | 96 | 17 |
| Total Active Inventory by Volume | 108,813,170 | 100% | 78.4 | 12.16M | 55.28M | 31.54M | 9.84M |
| Average Active Inventory Listing Price | \$237,583 | | | \$144,776 | \$211,791 | \$328,513 | \$578,665 |

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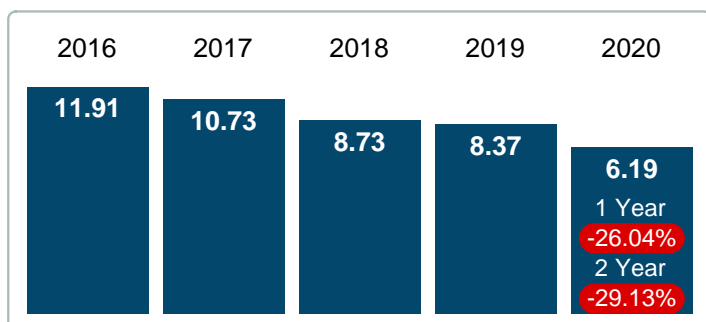
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



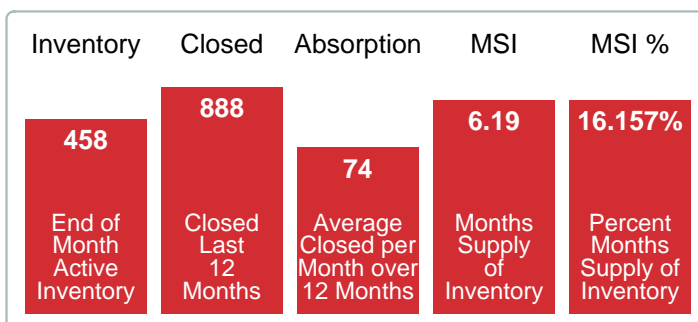
MONTHS SUPPLY of INVENTORY (MSI)

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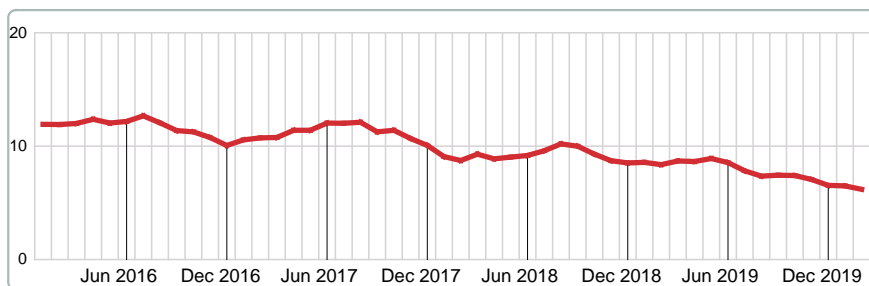
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

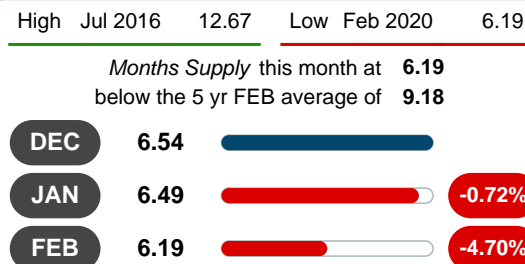


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 9.18



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 | 43 | 9.39% | 3.11 | 4.06 | 2.35 | 3.00 | 0.00 |
| \$50,001 - \$75,000 | 47 | 10.26% | 5.42 | 5.20 | 5.57 | 6.00 | 0.00 |
| \$75,001 - \$125,000 | 84 | 18.34% | 4.27 | 6.35 | 4.09 | 3.82 | 0.00 |
| \$125,001 - \$200,000 | 111 | 24.24% | 6.80 | 10.00 | 5.49 | 11.03 | 4.80 |
| \$200,001 - \$275,000 | 48 | 10.48% | 6.00 | 16.50 | 6.11 | 2.40 | 24.00 |
| \$275,001 - \$475,000 | 78 | 17.03% | 12.65 | 13.71 | 13.89 | 10.00 | 14.40 |
| \$475,001 and up | 47 | 10.26% | 35.25 | 0.00 | 42.00 | 41.14 | 14.40 |
| Market Supply of Inventory (MSI) | | | 6.19 | 6.59 | 5.45 | 8.47 | 8.50 |
| Total Active Inventory by Units | | 100% | 6.19 | 84 | 261 | 96 | 17 |

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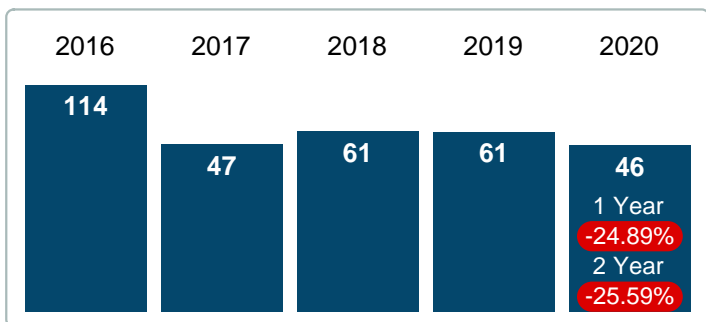
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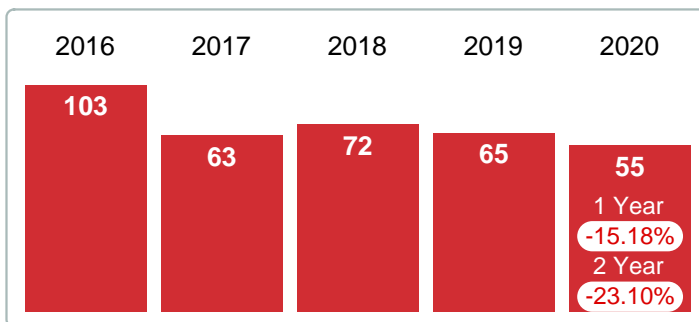
AVERAGE DAYS ON MARKET TO SALE

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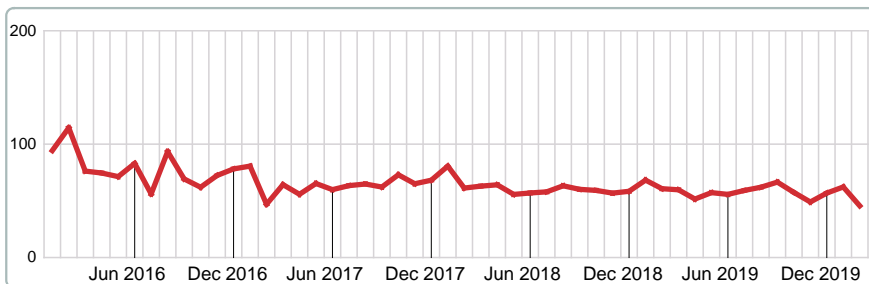
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

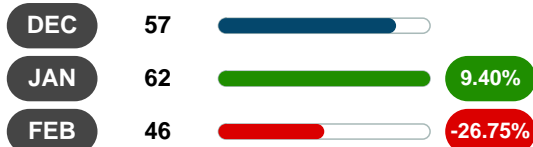


3 MONTHS

5 year FEB AVG = 66

High Feb 2016 114 Low Feb 2020 46

Average Days on Market to Sale this month at 46 below the 5 yr FEB 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 |
|---|--------|-----------|----------|--------|--------|---------|
| \$30,000 and less | 3.77% | 137 | 137 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 16.98% | 35 | 24 | 21 | 137 | 0 |
| \$50,001 - \$70,000 | 11.32% | 40 | 58 | 22 | 0 | 0 |
| \$70,001 - \$140,000 | 26.42% | 44 | 15 | 42 | 124 | 0 |
| \$140,001 - \$170,000 | 20.75% | 33 | 0 | 26 | 45 | 0 |
| \$170,001 - \$260,000 | 9.43% | 76 | 77 | 108 | 10 | 0 |
| \$260,001 and up | 11.32% | 39 | 43 | 37 | 1 | 80 |
| Average Closed DOM | | 46 | 57 | 37 | 56 | 80 |
| Total Closed Units | 100% | 46 | 13 | 31 | 8 | 1 |
| Total Closed Volume | | 7,419,172 | 1.39M | 4.05M | 1.38M | 592.50K |

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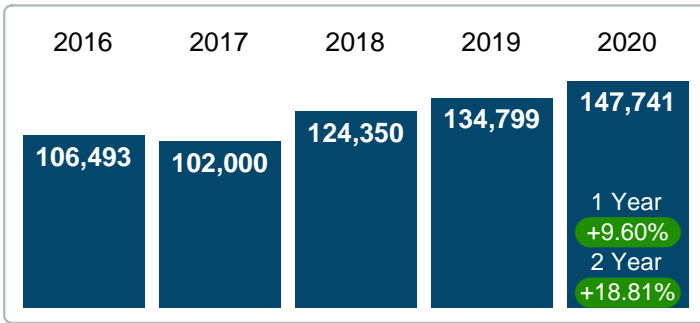
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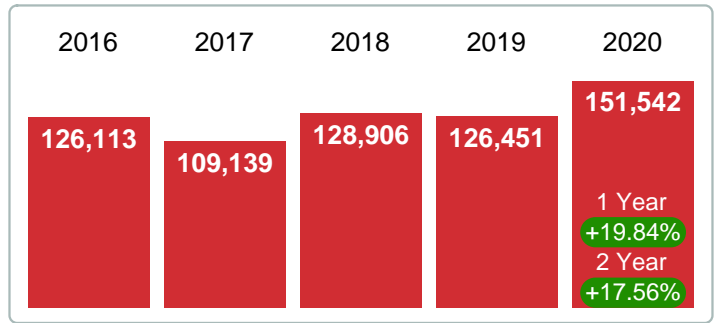
AVERAGE LIST PRICE AT CLOSING

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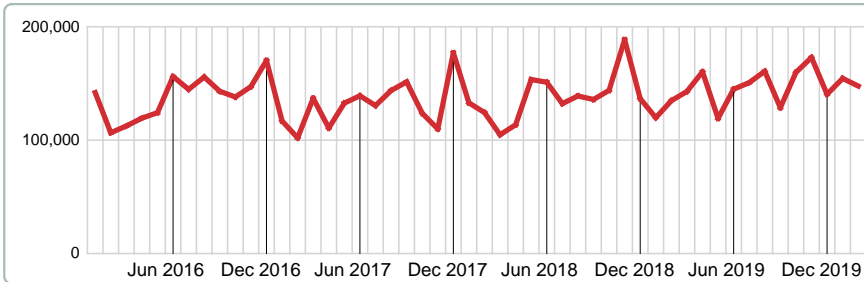
FEBRUARY



YEAR TO DATE (YTD)

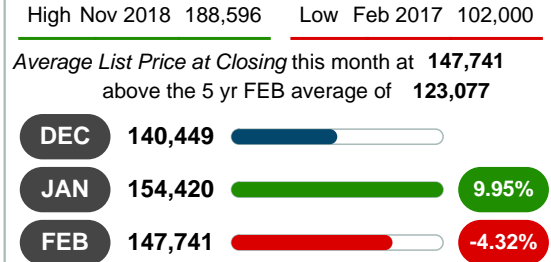


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 123,077



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 |
|--|-------------|------------------|----------------|----------------|----------------|----------------|
| \$30,000 and less | 1.89% | 19,900 | 29,900 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 15.09% | 40,513 | 46,633 | 41,560 | 44,900 | 0 |
| \$50,001 - \$70,000 | 11.32% | 59,667 | 63,233 | 67,800 | 0 | 0 |
| \$70,001 - \$140,000 | 30.19% | 107,100 | 94,950 | 118,209 | 79,900 | 0 |
| \$140,001 - \$170,000 | 20.75% | 159,009 | 0 | 160,600 | 164,100 | 0 |
| \$170,001 - \$260,000 | 11.32% | 227,950 | 238,450 | 220,950 | 157,500 | 0 |
| \$260,001 and up | 9.43% | 459,580 | 389,000 | 361,600 | 455,000 | 629,000 |
| Average List Price | | 147,741 | 111,169 | 140,723 | 174,212 | 629,000 |
| Total Closed Units | 100% | 147,741 | 13 | 31 | 8 | 1 |
| Total Closed Volume | | 7,830,299 | 1.45M | 4.36M | 1.39M | 629.00K |

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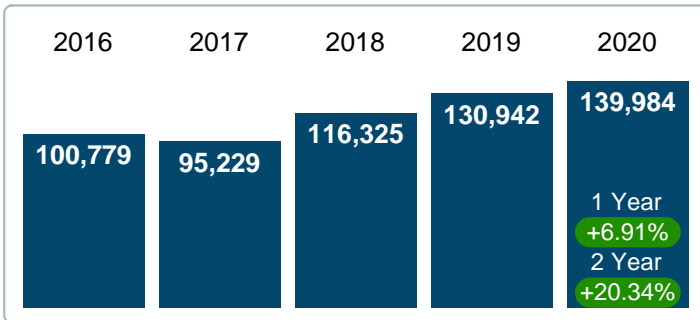
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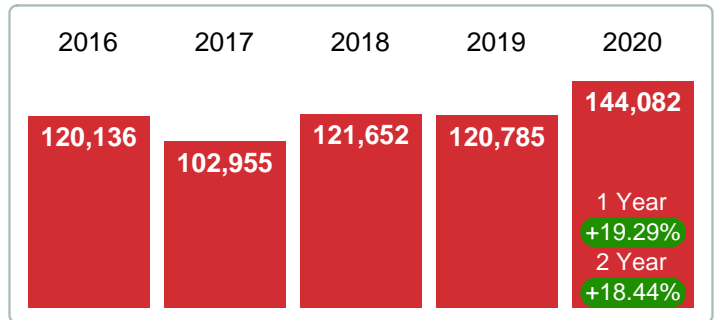
AVERAGE SOLD PRICE AT CLOSING

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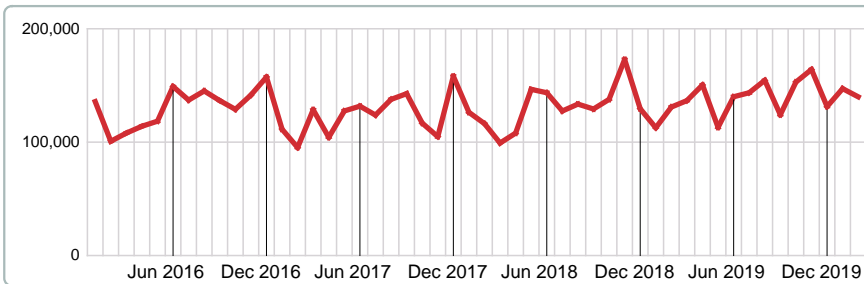
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

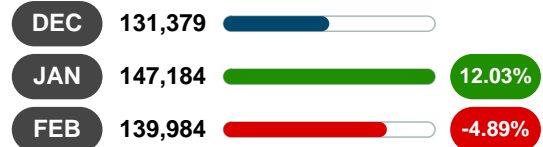


3 MONTHS

5 year FEB AVG = 116,652

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

Average Sold Price at Closing this month at **139,984** above the 5 yr FEB average of **116,652**



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 |
|--|----|-------------|------------------|----------------|----------------|----------------|----------------|
| \$30,000 and less | 2 | 3.77% | 20,500 | 20,500 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 9 | 16.98% | 39,322 | 42,500 | 36,300 | 44,900 | 0 |
| \$50,001 - \$70,000 | 6 | 11.32% | 60,250 | 59,500 | 61,000 | 0 | 0 |
| \$70,001 - \$140,000 | 14 | 26.42% | 103,412 | 89,536 | 107,882 | 82,000 | 0 |
| \$140,001 - \$170,000 | 11 | 20.75% | 153,864 | 0 | 154,500 | 152,750 | 0 |
| \$170,001 - \$260,000 | 5 | 9.43% | 216,800 | 241,500 | 206,500 | 188,000 | 0 |
| \$260,001 and up | 6 | 11.32% | 406,417 | 385,000 | 335,333 | 455,000 | 592,500 |
| Average Sold Price | | | 139,984 | 107,236 | 130,700 | 172,613 | 592,500 |
| Total Closed Units | | 100% | 139,984 | 13 | 31 | 8 | 1 |
| Total Closed Volume | | | 7,419,172 | 1.39M | 4.05M | 1.38M | 592.50K |

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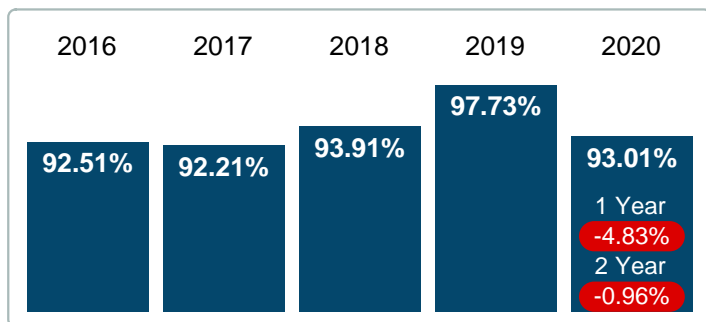
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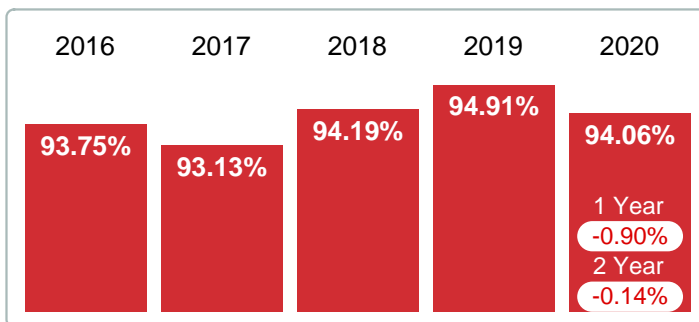
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

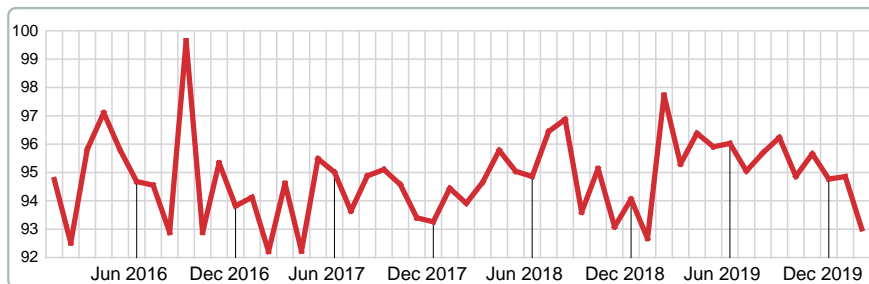
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

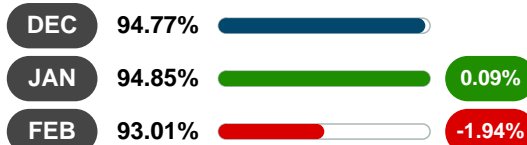


3 MONTHS

5 year FEB AVG = 93.88%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **93.01%**
below the 5 yr FEB average of **93.88%**



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 |
|--|----|-----------|---------|----------|--------|---------|---------|
| \$30,000 and less | 2 | 3.77% | 66.49% | 66.49% | 0.00% | 0.00% | 0.00% |
| \$30,001 - \$50,000 | 9 | 16.98% | 90.72% | 92.92% | 87.54% | 100.00% | 0.00% |
| \$50,001 - \$70,000 | 6 | 11.32% | 92.09% | 94.04% | 90.14% | 0.00% | 0.00% |
| \$70,001 - \$140,000 | 14 | 26.42% | 92.43% | 94.07% | 91.21% | 102.63% | 0.00% |
| \$140,001 - \$170,000 | 11 | 20.75% | 95.32% | 0.00% | 96.36% | 93.50% | 0.00% |
| \$170,001 - \$260,000 | 5 | 9.43% | 101.85% | 101.31% | 93.64% | 119.37% | 0.00% |
| \$260,001 and up | 6 | 11.32% | 95.97% | 98.97% | 94.22% | 100.00% | 94.20% |
| Average Sold/List Ratio | | 93.00% | | 91.05% | 92.12% | 99.50% | 94.20% |
| Total Closed Units | | 53 | 100% | 13 | 31 | 8 | 1 |
| Total Closed Volume | | 7,419,172 | | 1.39M | 4.05M | 1.38M | 592.50K |

February 2020



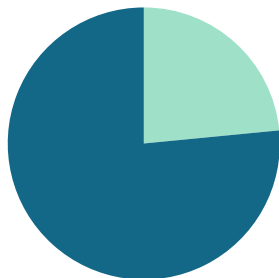
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

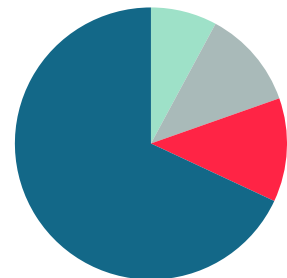


Inventory
 New Listings
145 = 23.46%
 Start Inventory
473
 Total Inventory Units
618
 Volume
\$142,845,215

Market Activity

Closed Sales
53 = 7.88%
 Pending Sales
79 = 11.74%
 Other Off Market
83 = 12.33%
 Active Inventory
458 = 68.05%

MARKET ACTIVITY



| Compared Metrics | February | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 39 | 53 | 35.90% | 88 | 123 | 39.77% |
| Pending Sales | 70 | 79 | 12.86% | 124 | 149 | 20.16% |
| New Listings | 163 | 145 | -11.04% | 326 | 288 | -11.66% |
| Average List Price | 134,799 | 147,741 | 9.60% | 126,451 | 151,542 | 19.84% |
| Average Sale Price | 130,942 | 139,984 | 6.91% | 120,785 | 144,082 | 19.29% |
| Average Percent of Selling Price to List Price | 97.73% | 93.01% | -4.83% | 94.91% | 94.06% | -0.90% |
| Average Days on Market to Sale | 60.69 | 45.58 | -24.89% | 64.91 | 55.06 | -15.18% |
| Monthly Inventory | 560 | 458 | -18.21% | 560 | 458 | -18.21% |
| Months Supply of Inventory | 8.37 | 6.19 | -26.04% | 8.37 | 6.19 | -26.04% |

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

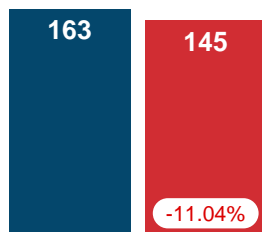
Inventory on February 29, 2020 = **458**

2019 **2020**

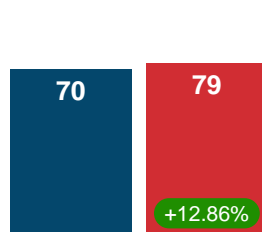
FEBRUARY MARKET

AVERAGE PRICES

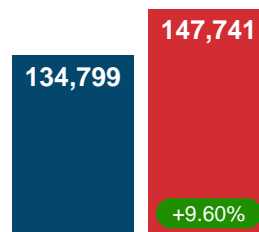
New Listings



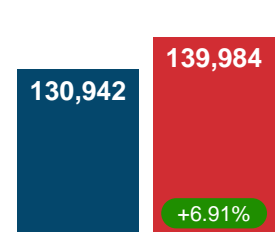
Pending Listings



List Price



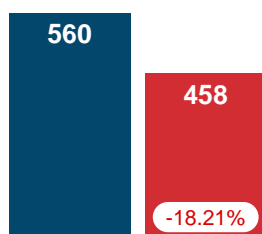
Sale Price



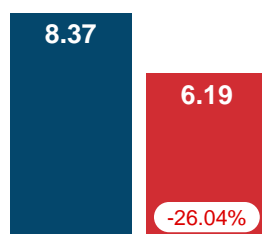
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

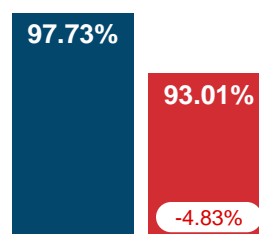
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

