

# January 2020



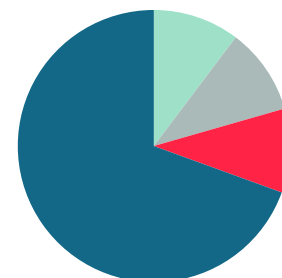
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	49	70	42.86%
Pending Listings	54	70	29.63%
New Listings	163	143	-12.27%
Average List Price	119,807	154,420	28.89%
Average Sale Price	112,700	147,184	30.60%
Average Percent of Selling Price to List Price	92.67%	94.85%	2.35%
Average Days on Market to Sale	68.27	62.23	-8.84%
End of Month Inventory	584	473	-19.01%
Months Supply of Inventory	8.57	6.49	-24.20%



■ Closed (10.28%)  
■ Pending (10.28%)  
■ Other OffMarket (9.99%)  
■ Active (69.46%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of January 31, 2020 = **473**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **19.01%** to 473 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **6.49** 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 **30.60%** in January 2020 to \$147,184 versus the previous year at \$112,700.

#### Average Days on Market Shortens

The average number of **62.23** days that homes spent on the market before selling decreased by 6.04 days or **8.84%** in January 2020 compared to last year's same month at **68.27** DOM.

#### Sales Success for January 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 143 New Listings in January 2020, down **12.27%** from last year at 163. Furthermore, there were 70 Closed Listings this month versus last year at 49, a **42.86%** increase.

Closed versus Listed trends yielded a **49.0%** ratio, up from previous year's, January 2019, at **30.1%**, a **62.84%** 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

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

### 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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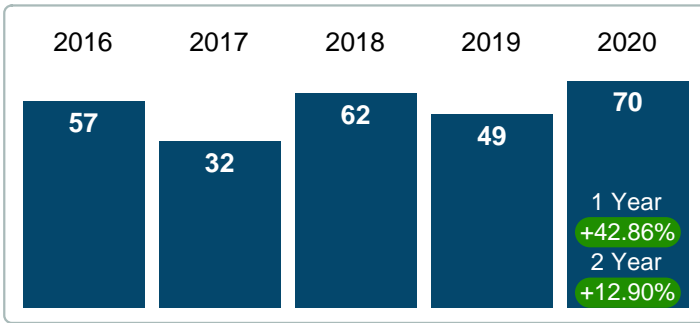
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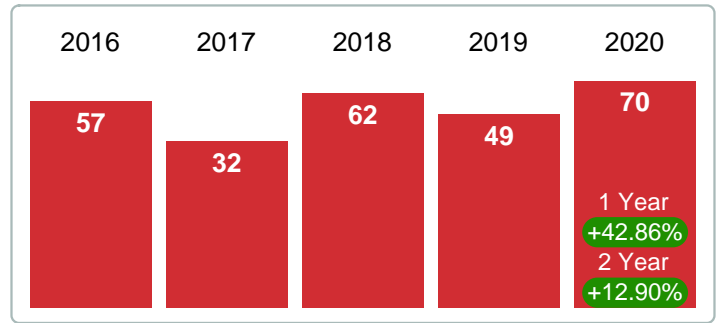
## CLOSED LISTINGS

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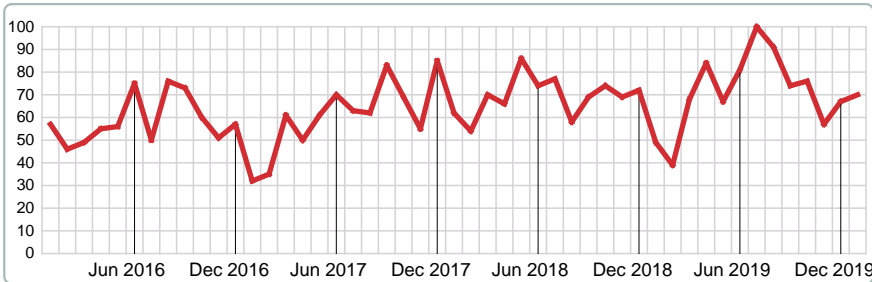
### JANUARY



### YEAR TO DATE (YTD)

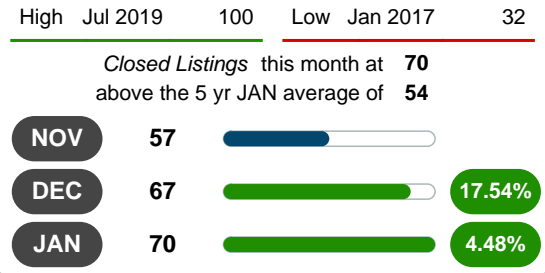


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 54



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.57%	38.5	3	3	0	0
\$40,001 - \$60,000	5	7.14%	79.2	3	0	2	0
\$60,001 - \$80,000	11	15.71%	41.0	3	8	0	0
\$80,001 - \$130,000	20	28.57%	67.5	2	17	0	1
\$130,001 - \$160,000	10	14.29%	71.2	1	8	1	0
\$160,001 - \$310,000	12	17.14%	70.8	1	8	3	0
\$310,001 and up	6	8.57%	61.3	0	2	3	1
<b>Total Closed Units</b>	<b>70</b>			<b>13</b>	<b>46</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,302,853</b>	<b>100%</b>	<b>62.2</b>	<b>1.11M</b>	<b>6.04M</b>	<b>2.34M</b>	<b>810.50K</b>
<b>Average Closed Price</b>	<b>\$147,184</b>			<b>\$85,631</b>	<b>\$131,232</b>	<b>\$260,278</b>	<b>\$405,250</b>

# January 2020



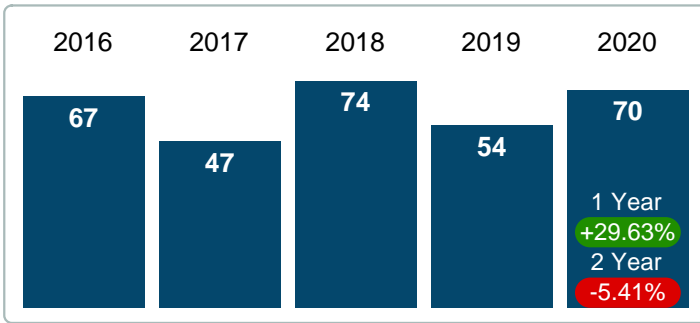
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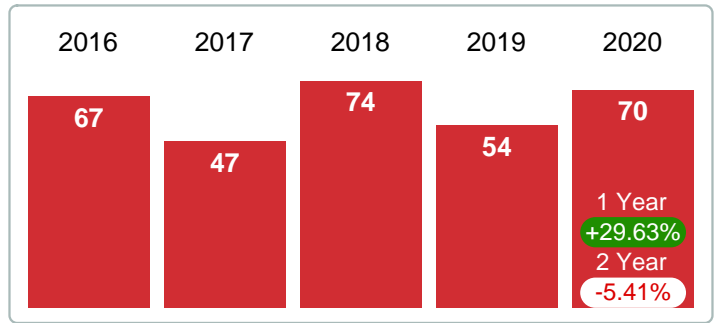
## PENDING LISTINGS

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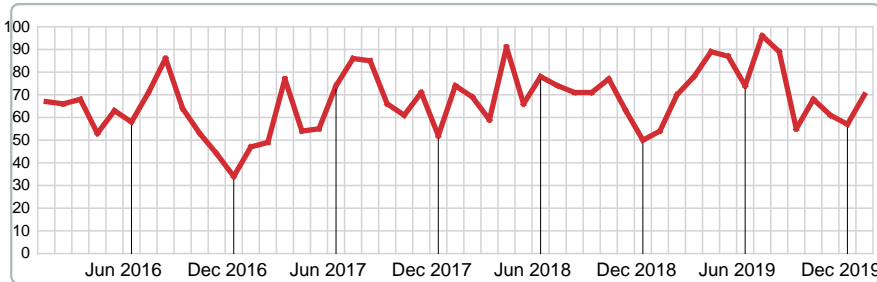
### JANUARY



### YEAR TO DATE (YTD)

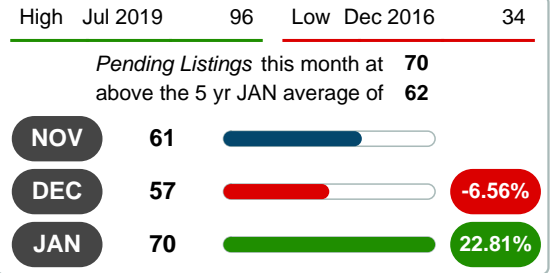


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.57%	90.8	3	3	0	0
\$50,001 - \$70,000	9	12.86%	84.2	6	2	1	0
\$70,001 - \$80,000	11	15.71%	61.3	4	5	2	0
\$80,001 - \$140,000	17	24.29%	69.9	1	15	1	0
\$140,001 - \$160,000	10	14.29%	45.3	0	7	3	0
\$160,001 - \$240,000	10	14.29%	84.3	0	7	3	0
\$240,001 and up	7	10.00%	19.4	0	4	2	1
<b>Total Pending Units</b>	<b>70</b>			<b>14</b>	<b>43</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,717,197</b>	<b>100%</b>	<b>63.6</b>	<b>895.10K</b>	<b>6.24M</b>	<b>1.96M</b>	<b>629.00K</b>
<b>Average Listing Price</b>	<b>\$141,761</b>			<b>\$63,936</b>	<b>\$145,044</b>	<b>\$163,017</b>	<b>\$629,000</b>

# January 2020



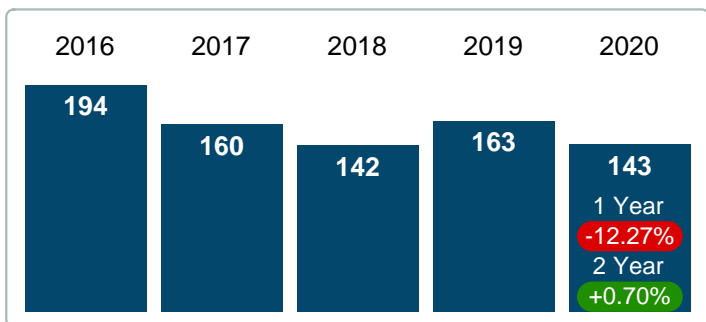
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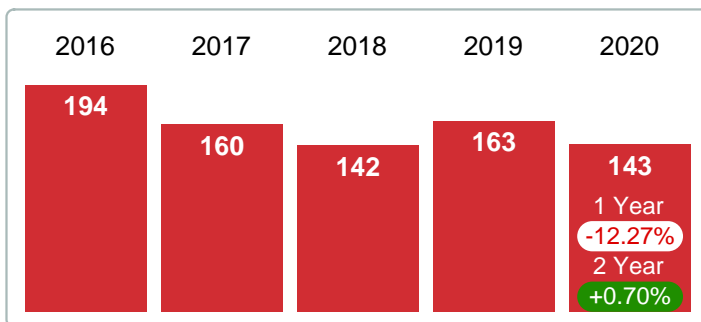
## NEW LISTINGS

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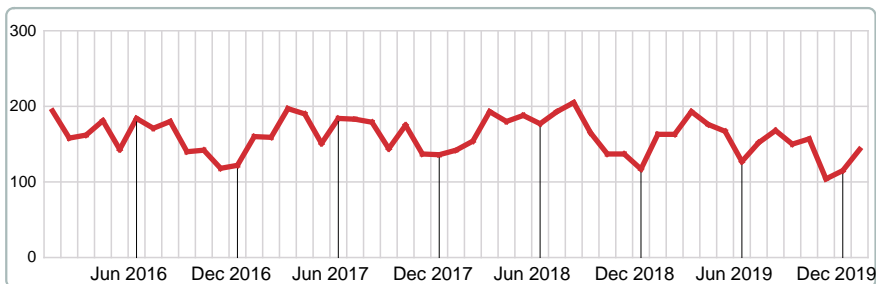
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

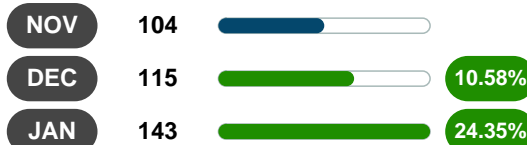


### 3 MONTHS

5 year JAN AVG = 160

High Aug 2018 205 Low Nov 2019 104

New Listings this month at 143 below the 5 yr JAN average of 160



### 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	2	1.40%	1	1	0	0
\$25,001 - \$75,000	31	21.68%	11	17	2	1
\$75,001 - \$100,000	16	11.19%	4	11	1	0
\$100,001 - \$175,000	40	27.97%	3	27	10	0
\$175,001 - \$225,000	20	13.99%	1	13	5	1
\$225,001 - \$325,000	16	11.19%	5	9	2	0
\$325,001 and up	18	12.59%	3	6	8	1
<b>Total New Listed Units</b>	<b>143</b>		<b>28</b>	<b>84</b>	<b>28</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>27,365,965</b>	<b>100%</b>	<b>4.66M</b>	<b>12.86M</b>	<b>6.79M</b>	<b>3.06M</b>
<b>Average New Listed Listing Price</b>	<b>\$165,380</b>		<b>\$166,510</b>	<b>\$153,037</b>	<b>\$242,430</b>	<b>\$1,020,167</b>

# January 2020



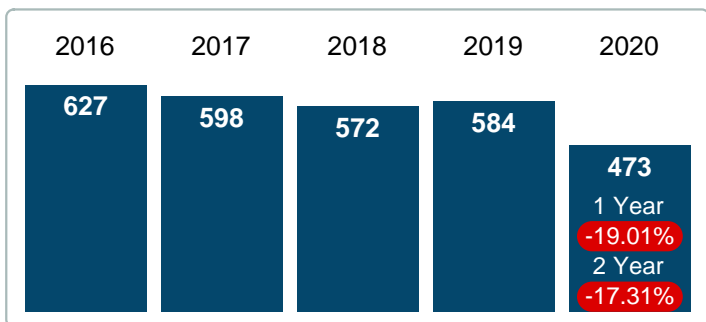
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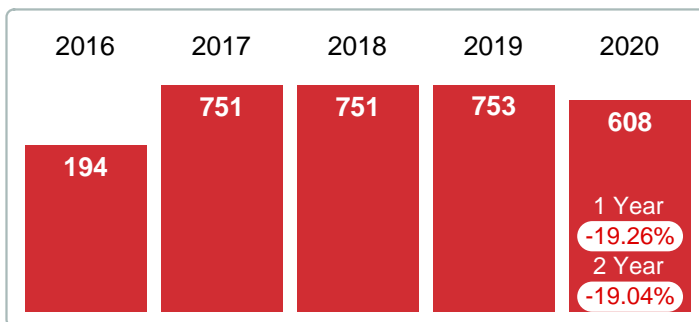
## ACTIVE INVENTORY

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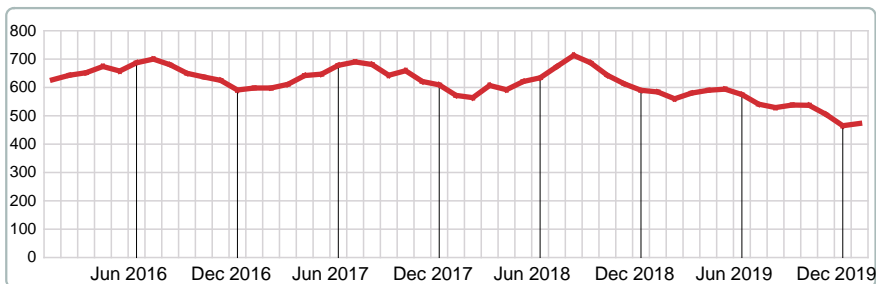
### END OF JANUARY



### ACTIVE DURING JANUARY

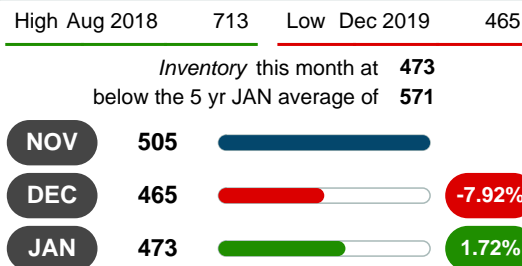


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 571



### 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	51	10.78%	62.4	22	24	4	1
\$50,001 - \$75,000	46	9.73%	82.2	15	30	1	0
\$75,001 - \$100,000	56	11.84%	94.5	10	41	5	0
\$100,001 - \$175,000	109	23.04%	79.0	13	69	26	1
\$175,001 - \$275,000	86	18.18%	79.0	13	52	18	3
\$275,001 - \$475,000	80	16.91%	92.4	9	46	22	3
\$475,001 and up	45	9.51%	90.6	3	12	22	8
Total Active Inventory by Units			473	85	274	98	16
Total Active Inventory by Volume			110,038,452	12.20M	53.65M	30.98M	13.21M
Average Active Inventory Listing Price			\$232,639	\$143,523	\$195,810	\$316,118	\$825,469

# January 2020



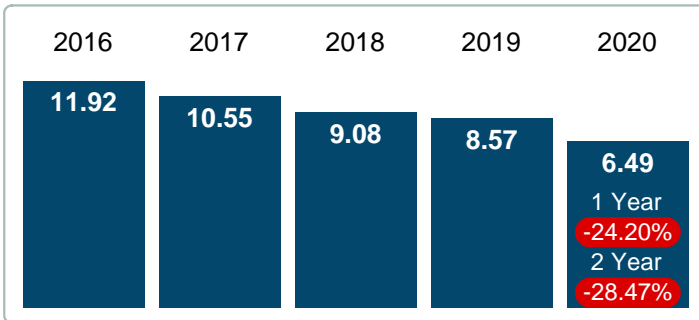
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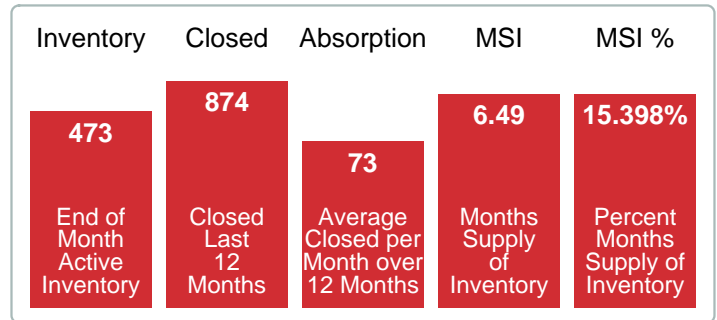
## MONTHS SUPPLY of INVENTORY (MSI)

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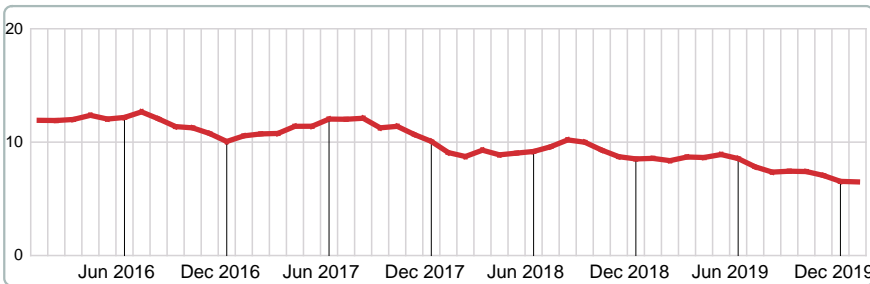
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

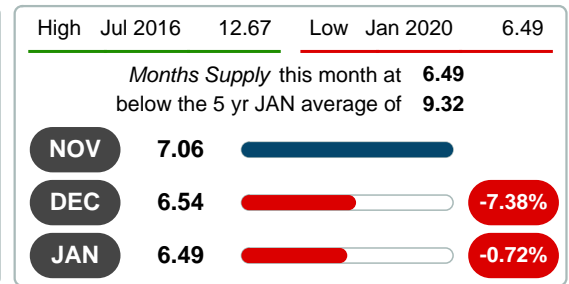


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 9.32



### 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	51	10.78%	3.78	4.26	3.24	4.36	0.00
\$50,001 - \$75,000	46	9.73%	5.58	6.92	5.29	3.00	0.00
\$75,001 - \$100,000	56	11.84%	5.21	4.29	5.93	4.29	0.00
\$100,001 - \$175,000	109	23.04%	5.09	9.75	4.12	9.45	1.71
\$175,001 - \$275,000	86	18.18%	7.42	17.33	7.17	5.27	18.00
\$275,001 - \$475,000	80	16.91%	13.33	18.00	14.53	11.48	7.20
\$475,001 and up	45	9.51%	33.75	0.00	28.80	37.71	24.00
Market Supply of Inventory (MSI)			6.49	6.94	5.76	8.84	8.35
Total Active Inventory by Units		100%	6.49	85	274	98	16

# January 2020



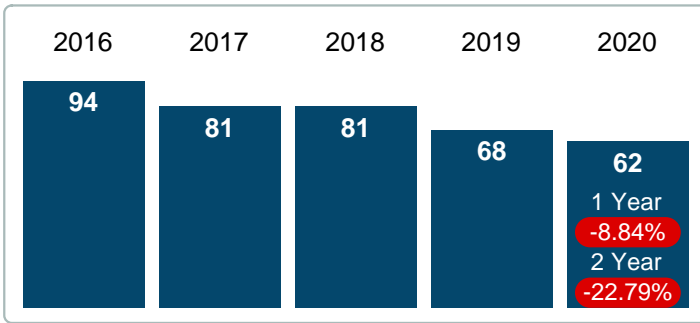
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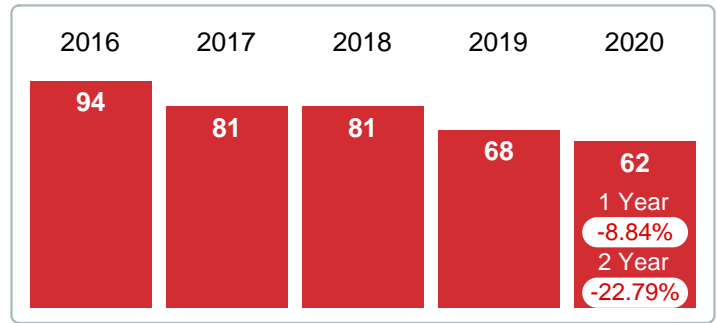
## AVERAGE DAYS ON MARKET TO SALE

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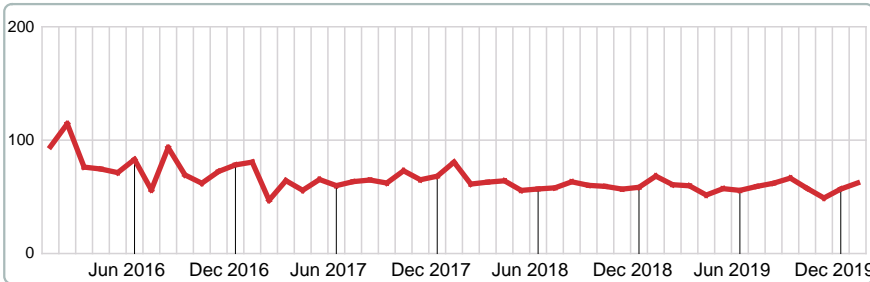
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

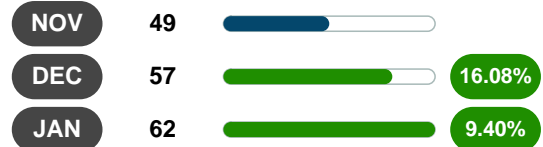


### 3 MONTHS

5 year JAN AVG = 77

High Feb 2016 114 Low Feb 2017 47

Average Days on Market to Sale this month at 62 below the 5 yr JAN average of 77



### 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
\$40,000 and less	8.57%	39	20	57	0	0
\$40,001 - \$60,000	7.14%	79	81	0	76	0
\$60,001 - \$80,000	15.71%	41	38	42	0	0
\$80,001 - \$130,000	28.57%	67	102	59	0	142
\$130,001 - \$160,000	14.29%	71	35	78	51	0
\$160,001 - \$310,000	17.14%	71	44	52	129	0
\$310,001 and up	8.57%	61	0	24	52	166
<b>Average Closed DOM</b>		<b>62</b>	<b>54</b>	<b>57</b>	<b>83</b>	<b>154</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>62</b>	<b>13</b>	<b>46</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,302,853</b>	<b>1.11M</b>	<b>6.04M</b>	<b>2.34M</b>	<b>810.50K</b>

# January 2020



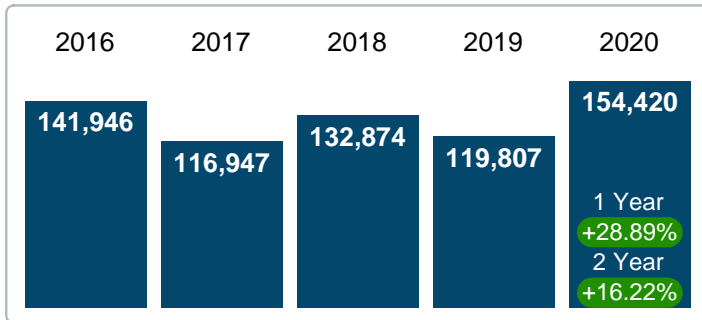
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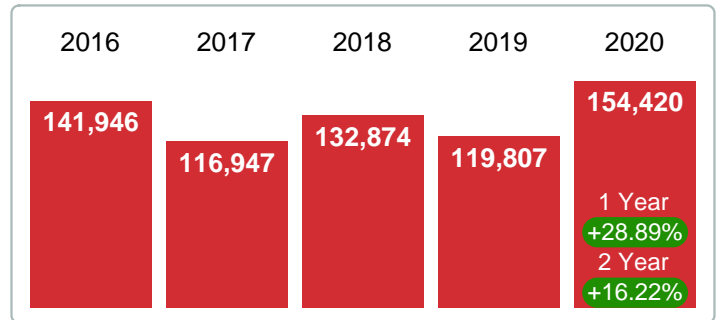
## AVERAGE LIST PRICE AT CLOSING

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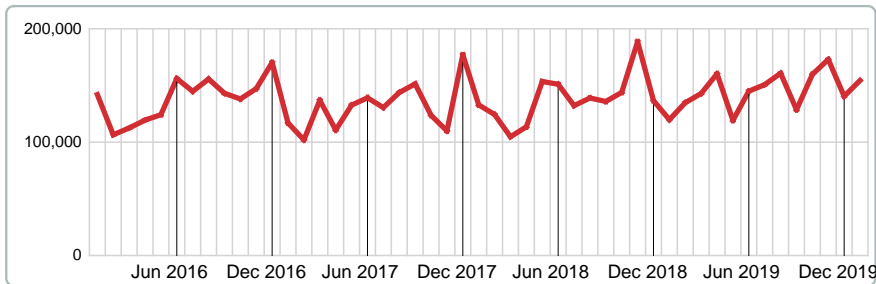
### JANUARY



### YEAR TO DATE (YTD)

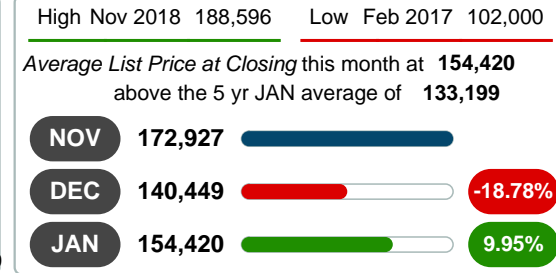


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 133,199



### 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	3	4.29%	21,000	15,000	24,000	0	
\$25,001 - \$50,000	4	5.71%	36,663	35,000	33,150	51,700	
\$50,001 - \$75,000	12	17.14%	64,821	63,850	66,467	0	
\$75,001 - \$125,000	20	28.57%	102,820	98,700	100,941	0	
\$125,001 - \$150,000	8	11.43%	139,388	144,900	140,450	164,900	
\$150,001 - \$300,000	16	22.86%	209,906	0	195,770	259,300	
\$300,001 and up	7	10.00%	470,271	300,000	376,333	487,967	
<b>Average List Price</b>		<b>154,420</b>		<b>90,777</b>	<b>137,072</b>	<b>278,900</b>	<b>406,950</b>
<b>Total Closed Units</b>		<b>70</b>	<b>100%</b>	<b>13</b>	<b>46</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,809,400</b>		<b>1.18M</b>	<b>6.31M</b>	<b>2.51M</b>	<b>813.90K</b>



# January 2020



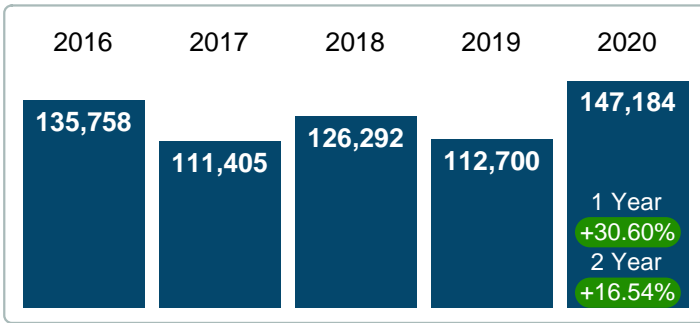
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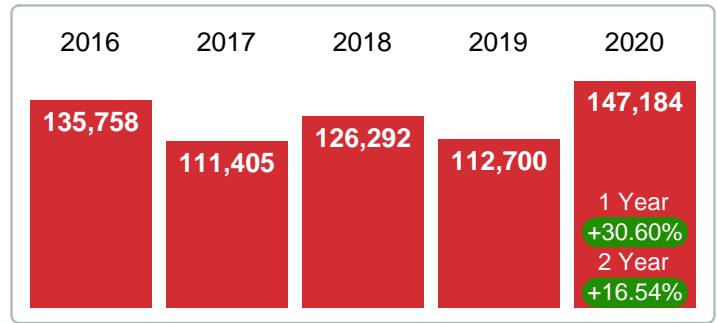
## AVERAGE SOLD PRICE AT CLOSING

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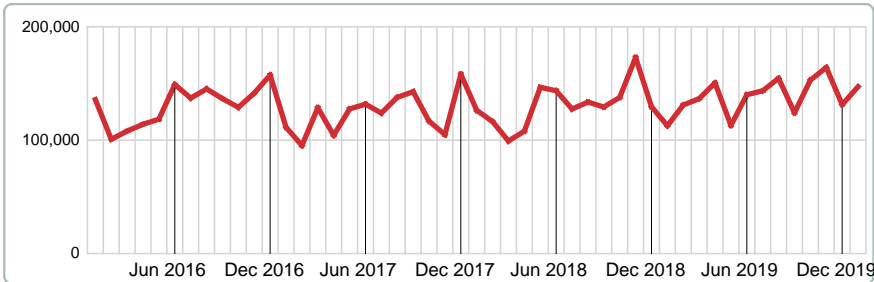
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

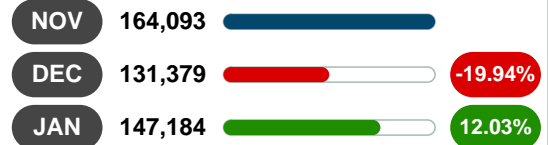


### 3 MONTHS

5 year JAN AVG = 126,668

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

Average Sold Price at Closing this month at **147,184**  
above the 5 yr JAN average of **126,668**



### 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
\$40,000 and less	8.57%	23,500	24,500	22,500	0	0
\$40,001 - \$60,000	7.14%	51,600	56,500	0	44,250	0
\$60,001 - \$80,000	15.71%	69,975	74,000	68,466	0	0
\$80,001 - \$130,000	28.57%	104,855	101,500	104,918	0	110,500
\$130,001 - \$160,000	14.29%	146,550	142,500	146,625	150,000	0
\$160,001 - \$310,000	17.14%	228,544	302,700	214,353	241,667	0
\$310,001 and up	8.57%	471,500	0	375,000	459,667	700,000
<b>Average Sold Price</b>		<b>147,184</b>	<b>85,631</b>	<b>131,232</b>	<b>260,278</b>	<b>405,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>147,184</b>	<b>13</b>	<b>46</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,302,853</b>	<b>1.11M</b>	<b>6.04M</b>	<b>2.34M</b>	<b>810.50K</b>

# January 2020



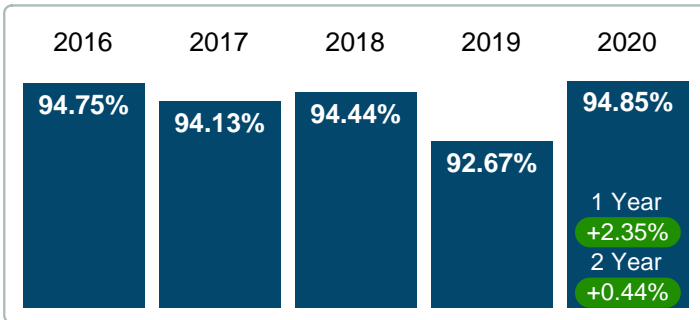
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



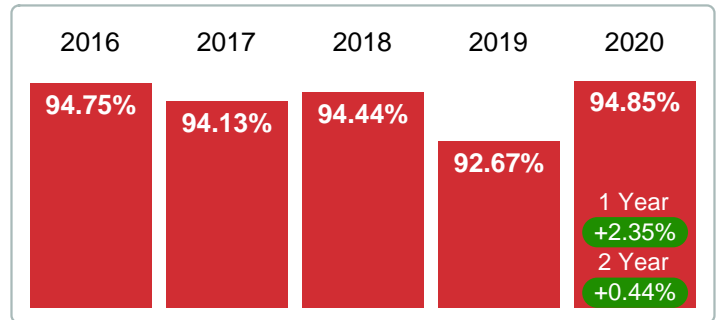
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

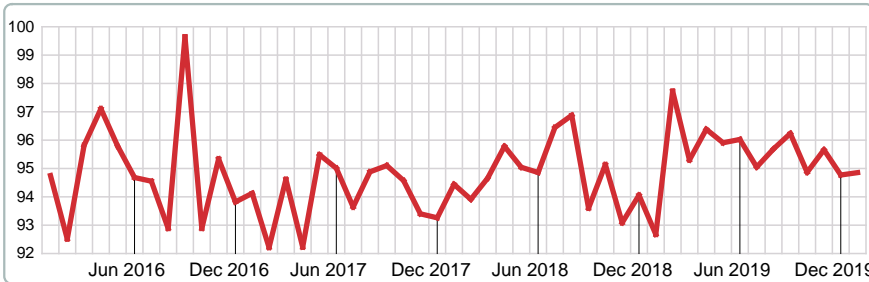
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

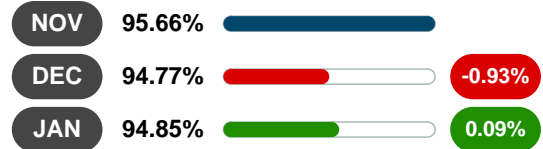


### 3 MONTHS

5 year JAN AVG = 94.17%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **94.85%**  
above the 5 yr JAN average of **94.17%**



### 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
\$40,000 and less	<div style="width: 8.57%;"></div> 6	8.57%	85.49%	88.33%	82.65%	0.00%	0.00%
\$40,001 \$60,000	<div style="width: 7.14%;"></div> 5	7.14%	89.87%	91.41%	0.00%	87.56%	0.00%
\$60,001 \$80,000	<div style="width: 15.71%;"></div> 11	15.71%	98.54%	90.05%	101.72%	0.00%	0.00%
\$80,001 \$130,000	<div style="width: 28.57%;"></div> 20	28.57%	95.65%	94.94%	95.70%	0.00%	96.17%
\$130,001 \$160,000	<div style="width: 14.29%;"></div> 10	14.29%	96.25%	98.34%	96.65%	90.96%	0.00%
\$160,001 \$310,000	<div style="width: 17.14%;"></div> 12	17.14%	95.67%	100.90%	95.86%	93.42%	0.00%
\$310,001 and up	<div style="width: 8.57%;"></div> 6	8.57%	95.01%	0.00%	92.64%	94.88%	100.14%
Average Sold/List Ratio		94.90%		92.19%	95.96%	92.33%	98.16%
Total Closed Units		70	100%	13	46	9	2
Total Closed Volume		10,302,853		1.11M	6.04M	2.34M	810.50K

# January 2020



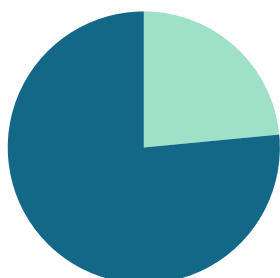
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

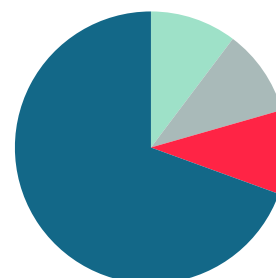


**Inventory**  
 New Listings  
**143 = 23.48%**  
 Start Inventory  
**466**  
 Total Inventory Units  
**609**  
 Volume  
**\$138,003,961**

### Market Activity

Closed Sales  
**70 = 10.28%**  
 Pending Sales  
**70 = 10.28%**  
 Other Off Market  
**68 = 9.99%**  
 Active Inventory  
**473 = 69.46%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	49	70	42.86%	49	70	42.86%
Pending Sales	54	70	29.63%	54	70	29.63%
New Listings	163	143	-12.27%	163	143	-12.27%
Average List Price	119,807	154,420	28.89%	119,807	154,420	28.89%
Average Sale Price	112,700	147,184	30.60%	112,700	147,184	30.60%
Average Percent of Selling Price to List Price	92.67%	94.85%	2.35%	92.67%	94.85%	2.35%
Average Days on Market to Sale	68.27	62.23	-8.84%	68.27	62.23	-8.84%
Monthly Inventory	584	473	-19.01%	584	473	-19.01%
Months Supply of Inventory	8.57	6.49	-24.20%	8.57	6.49	-24.20%

**Absorption:** Last 12 months, an Average of **73** Sales/Month

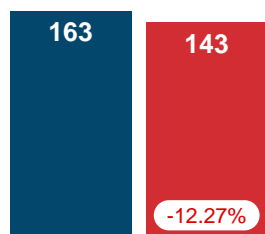
**Inventory** on January 31, 2020 = **473**

**2019** **2020**

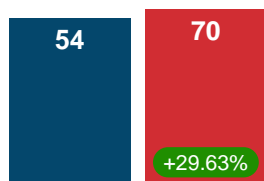
### JANUARY MARKET

### AVERAGE PRICES

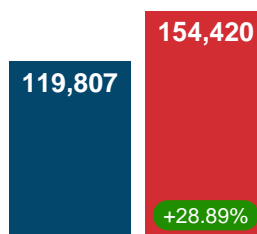
#### New Listings



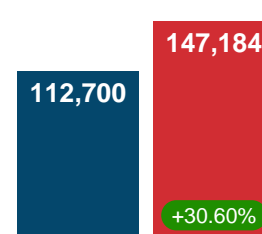
#### Pending Listings



#### List Price



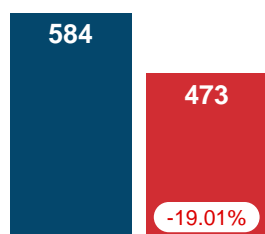
#### Sale Price



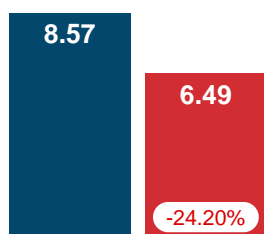
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

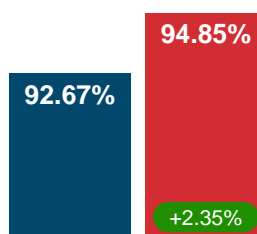
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

