

July 2020



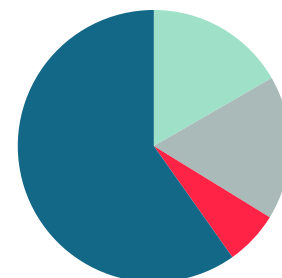
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	100	114	14.00%
Pending Listings	96	117	21.88%
New Listings	152	139	-8.55%
Average List Price	150,740	186,345	23.62%
Average Sale Price	143,582	179,970	25.34%
Average Percent of Selling Price to List Price	95.05%	95.68%	0.66%
Average Days on Market to Sale	59.18	57.02	-3.65%
End of Month Inventory	541	409	-24.40%
Months Supply of Inventory	7.82	5.46	-30.20%



■ Closed (16.67%)
■ Pending (17.11%)
■ Other OffMarket (6.43%)
■ Active (59.80%)

Absorption: Last 12 months, an Average of **75 Sales/Month**
Active Inventory as of July 31, 2020 = **409**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **24.40%** to 409 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **5.46** 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 **25.34%** in July 2020 to \$179,970 versus the previous year at \$143,582.

Average Days on Market Shortens

The average number of **57.02** days that homes spent on the market before selling decreased by 2.16 days or **3.65%** in July 2020 compared to last year's same month at **59.18** DOM.

Sales Success for July 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 139 New Listings in July 2020, down **8.55%** from last year at 152. Furthermore, there were 114 Closed Listings this month versus last year at 100, a **14.00%** increase.

Closed versus Listed trends yielded a **82.0%** ratio, up from previous year's, July 2019, at **65.8%**, a **24.66%** 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

July 2020



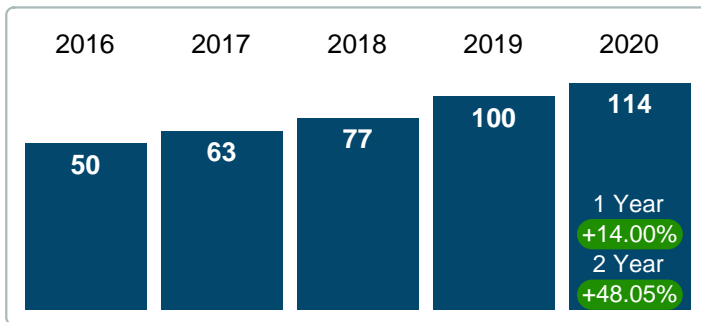
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



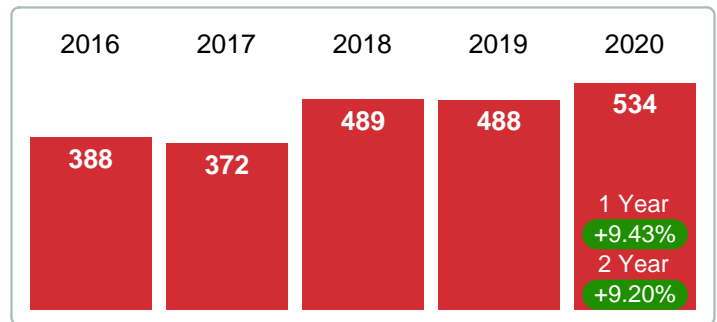
CLOSED LISTINGS

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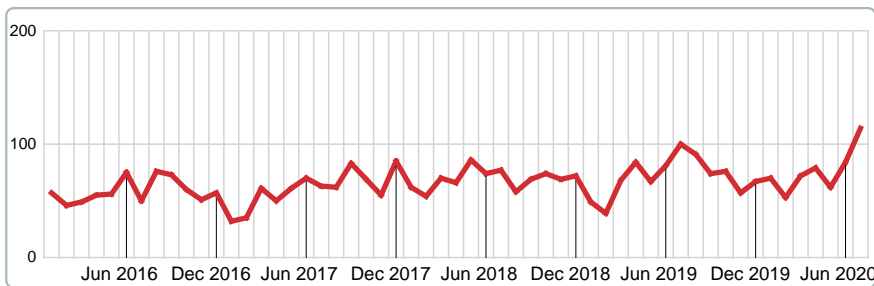
JULY



YEAR TO DATE (YTD)

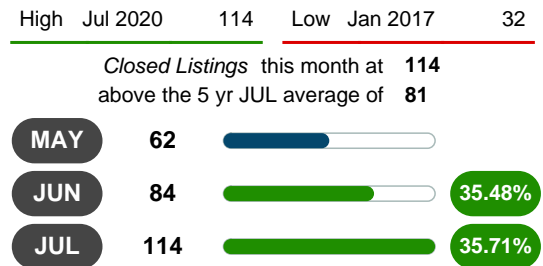


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.65%	54.7	2	7	2	0
\$50,001 - \$75,000	14	12.28%	51.6	5	9	0	0
\$75,001 - \$100,000	17	14.91%	41.4	4	11	2	0
\$100,001 - \$150,000	26	22.81%	65.4	5	16	5	0
\$150,001 - \$225,000	17	14.91%	56.7	0	13	4	0
\$225,001 - \$400,000	18	15.79%	68.8	4	9	3	2
\$400,001 and up	11	9.65%	51.8	0	3	6	2
Total Closed Units	114			20	68	22	4
Total Closed Volume	20,516,584	100%	57.0	2.46M	10.36M	5.51M	2.19M
Average Closed Price	\$179,970			\$123,028	\$152,351	\$250,506	\$546,250

July 2020



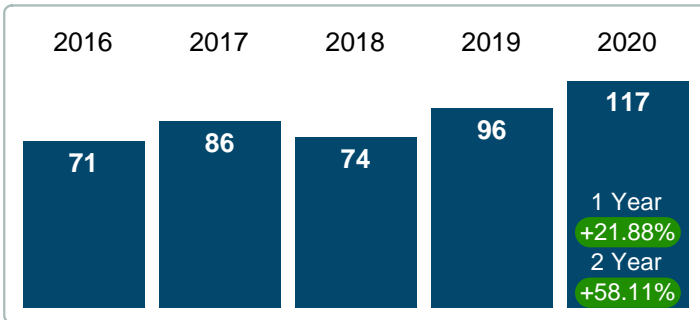
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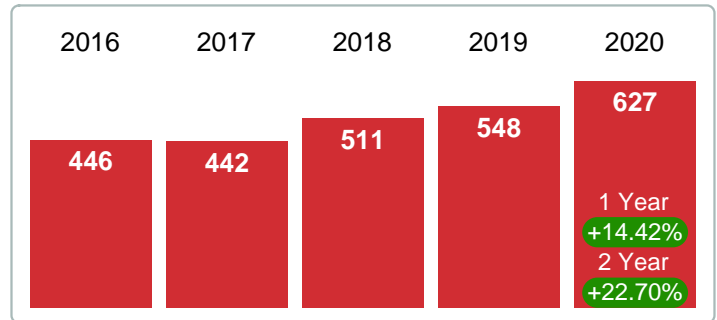
PENDING LISTINGS

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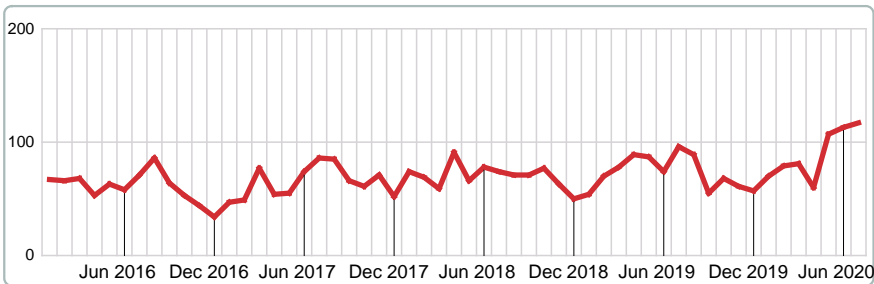
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 89

High Jul 2020 117 Low Dec 2016 34

Pending Listings this month at 117
above the 5 yr JUL average of 89



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	3	2.56%	91.0	2	1	0	0
\$25,001 - \$75,000	20	17.09%	45.6	10	9	1	0
\$75,001 - \$100,000	13	11.11%	70.2	2	10	1	0
\$100,001 - \$175,000	37	31.62%	63.5	5	22	10	0
\$175,001 - \$250,000	15	12.82%	52.3	2	13	0	0
\$250,001 - \$375,000	14	11.97%	67.6	1	9	4	0
\$375,001 and up	15	12.82%	68.4	0	3	9	3
Total Pending Units	117			22	67	25	3
Total Pending Volume	22,101,199	100%	59.6	2.06M	11.39M	7.04M	1.61M
Average Listing Price	\$190,406			\$93,450	\$170,037	\$281,592	\$537,667

July 2020



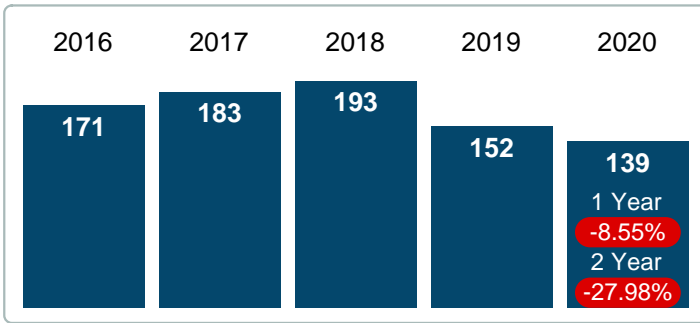
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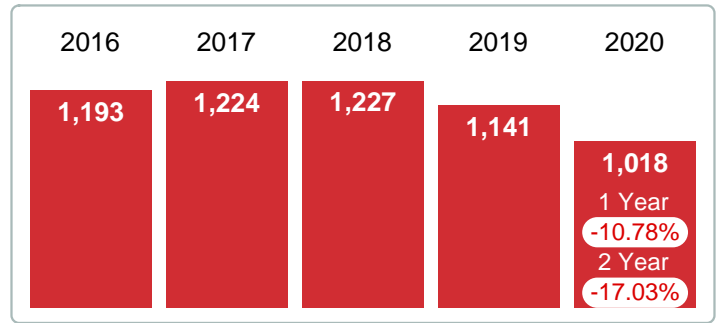
NEW LISTINGS

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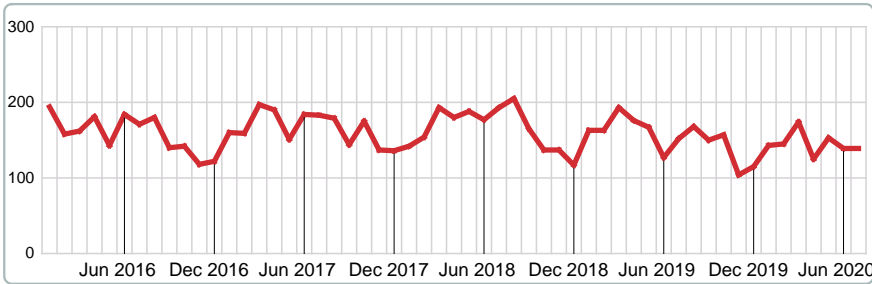
JULY



YEAR TO DATE (YTD)

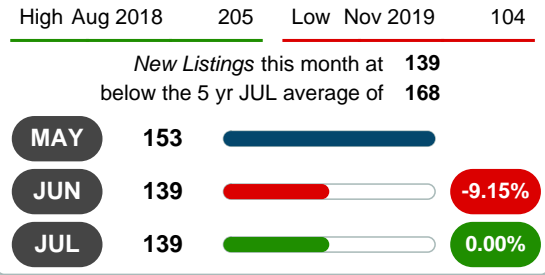


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 168



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	12	8.63%	7	3	1	1
\$50,001 - \$75,000	15	10.79%	3	12	0	0
\$75,001 - \$125,000	25	17.99%	6	14	5	0
\$125,001 - \$175,000	22	15.83%	2	16	3	1
\$175,001 - \$325,000	32	23.02%	5	23	4	0
\$325,001 - \$475,000	20	14.39%	0	11	8	1
\$475,001 and up	13	9.35%	1	2	7	3
Total New Listed Units	139		24	81	28	6
Total New Listed Volume	30,940,500	100%	3.20M	14.94M	10.05M	2.75M
Average New Listed Listing Price	\$207,347		\$133,275	\$184,416	\$358,975	\$458,817

July 2020



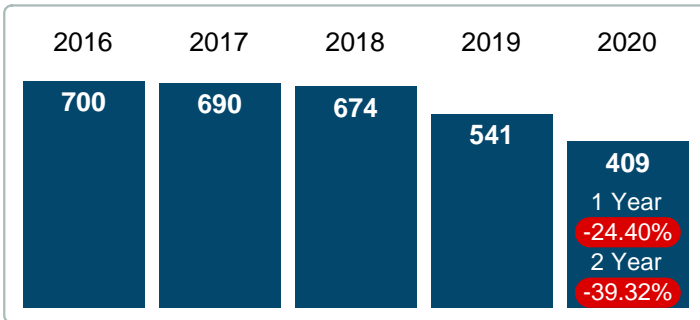
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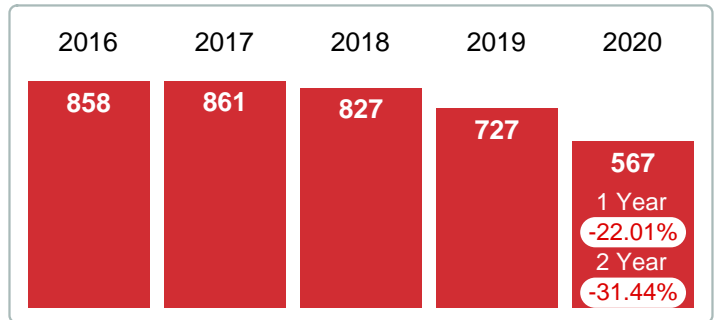
ACTIVE INVENTORY

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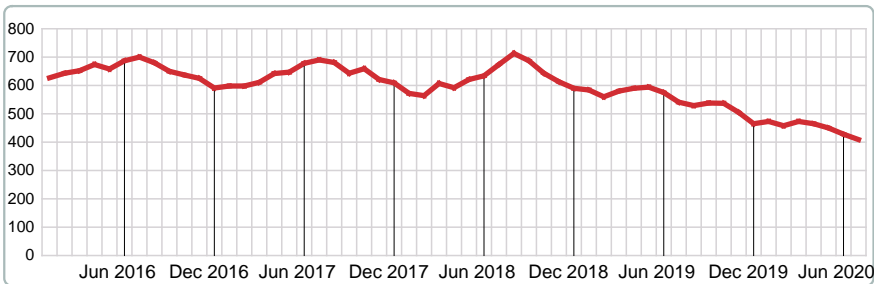
END OF JULY



ACTIVE DURING JULY

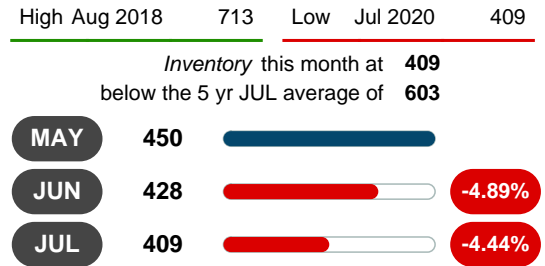


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 603



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	9.29%	82.9	20	15	2	1
\$50,001 - \$75,000	52	12.71%	75.7	16	35	1	0
\$75,001 - \$100,000	54	13.20%	93.2	9	38	6	1
\$100,001 - \$200,000	105	25.67%	67.7	9	67	27	2
\$200,001 - \$325,000	61	14.91%	93.9	10	40	9	2
\$325,001 - \$525,000	59	14.43%	96.2	3	27	23	6
\$525,001 and up	40	9.78%	88.8	4	11	18	7
Total Active Inventory by Units	409			71	233	86	19
Total Active Inventory by Volume	104,275,168	100%	83.6	11.32M	49.64M	31.41M	11.90M
Average Active Inventory Listing Price	\$254,952			\$159,462	\$213,051	\$365,219	\$626,505

July 2020



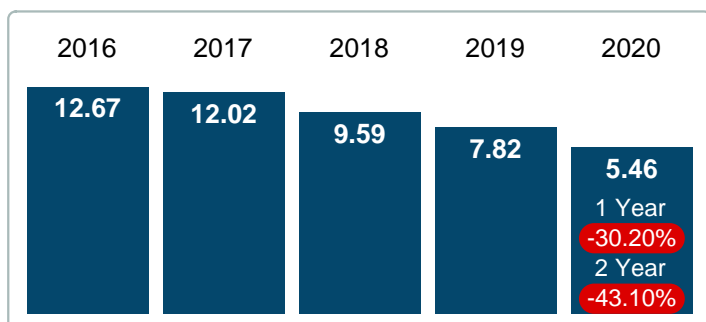
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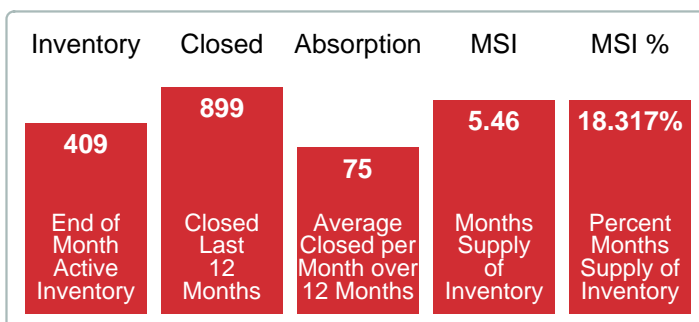
MONTHS SUPPLY of INVENTORY (MSI)

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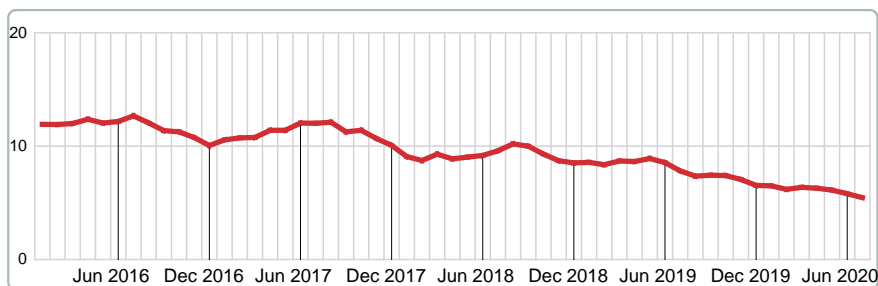
MSI FOR JULY



INDICATORS FOR JULY 2020

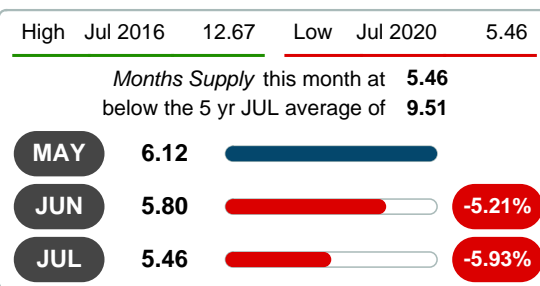


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 9.51



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	9.29%	2.96	4.36	2.12	1.85	12.00
\$50,001 - \$75,000	52	12.71%	6.30	5.65	6.89	3.00	0.00
\$75,001 - \$100,000	54	13.20%	5.02	4.00	5.24	6.55	3.00
\$100,001 - \$200,000	105	25.67%	4.01	4.15	3.38	7.04	6.00
\$200,001 - \$325,000	61	14.91%	6.15	6.00	7.06	4.00	6.00
\$325,001 - \$525,000	59	14.43%	10.57	36.00	10.13	8.90	24.00
\$525,001 and up	40	9.78%	28.24	0.00	26.40	36.00	14.00
Market Supply of Inventory (MSI)			5.46	5.23	4.85	7.48	10.36
Total Active Inventory by Units		100%	5.46	71	233	86	19

July 2020



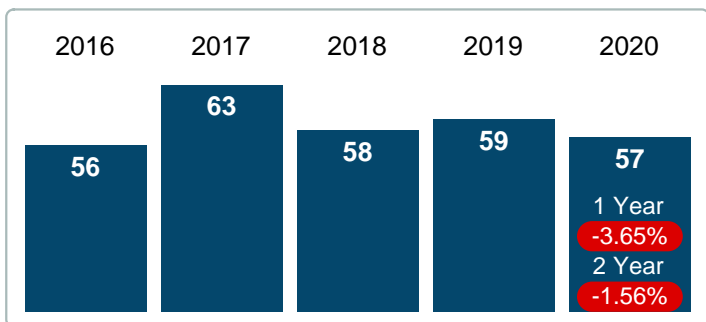
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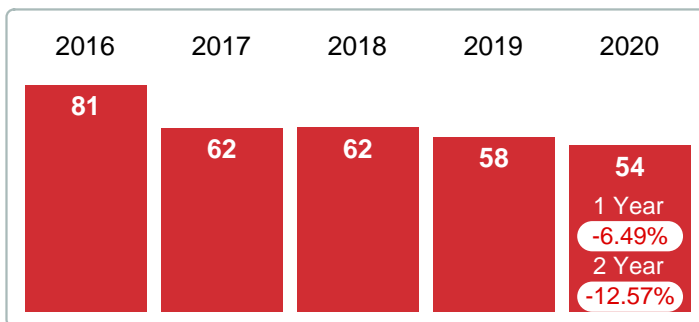
AVERAGE DAYS ON MARKET TO SALE

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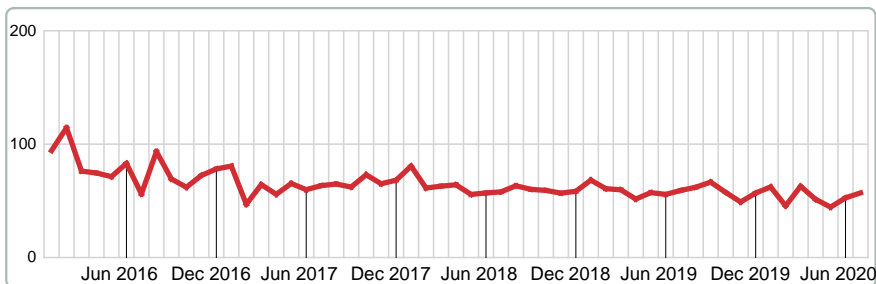
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

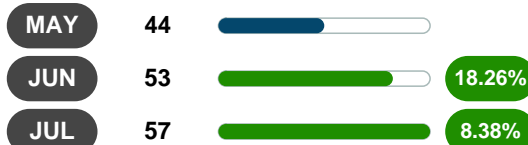


3 MONTHS

5 year JUL AVG = 59

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 57 below the 5 yr JUL 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
\$50,000 and less	9.65%	55	61	48	72	0
\$50,001 - \$75,000	12.28%	52	59	47	0	0
\$75,001 - \$100,000	14.91%	41	55	33	64	0
\$100,001 - \$150,000	22.81%	65	63	65	69	0
\$150,001 - \$225,000	14.91%	57	0	52	71	0
\$225,001 - \$400,000	15.79%	69	43	81	57	83
\$400,001 and up	9.65%	52	0	77	44	36
Average Closed DOM		57				
Total Closed Units	100%	57	20	68	22	4
Total Closed Volume		20,516,584	2.46M	10.36M	5.51M	2.19M

July 2020



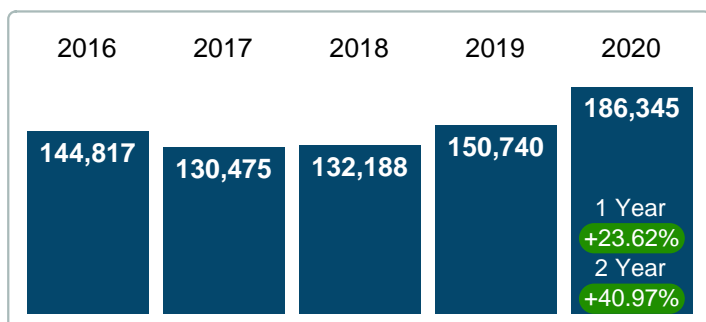
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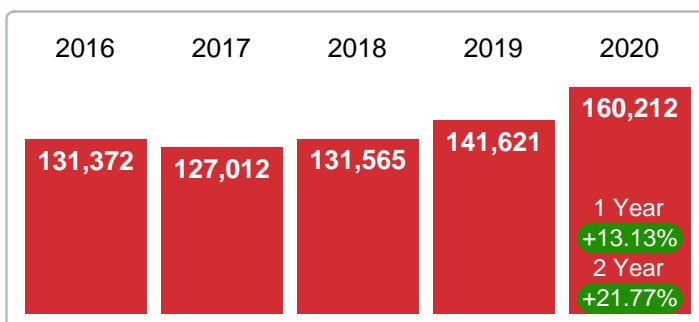
AVERAGE LIST PRICE AT CLOSING

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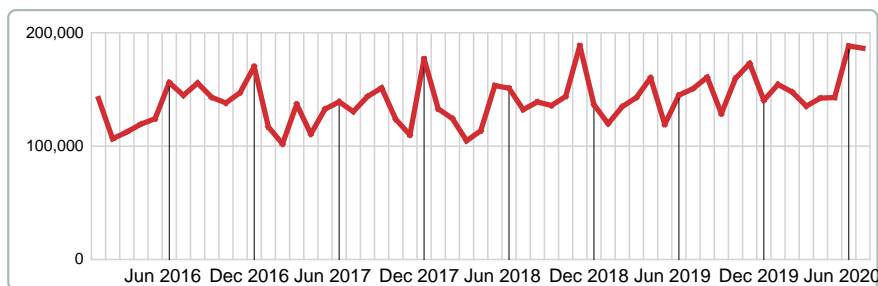
JULY



YEAR TO DATE (YTD)

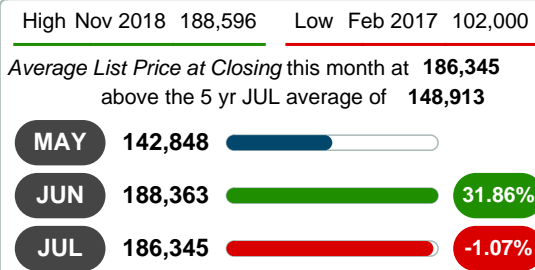


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 148,913



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		
\$50,000 and less	10	8.77%	37,535	53,000	38,579	28,400	0	
\$50,001 - \$75,000	15	13.16%	64,753	61,220	69,900	0	0	
\$75,001 - \$100,000	14	12.28%	90,193	90,875	94,509	103,500	0	
\$100,001 - \$150,000	25	21.93%	127,292	124,500	137,013	131,500	0	
\$150,001 - \$225,000	19	16.67%	173,589	0	187,015	166,575	0	
\$225,001 - \$400,000	19	16.67%	288,453	282,975	319,433	295,000	279,900	
\$400,001 and up	12	10.53%	556,075	0	482,333	524,650	824,500	
Average List Price		186,345		126,500	160,060	255,477	552,200	
Total Closed Units		114	100%	186,345	20	68	22	4
Total Closed Volume		21,243,349			2.53M	10.88M	5.62M	2.21M

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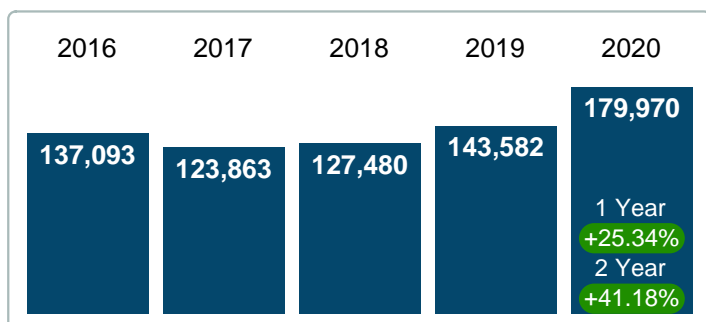
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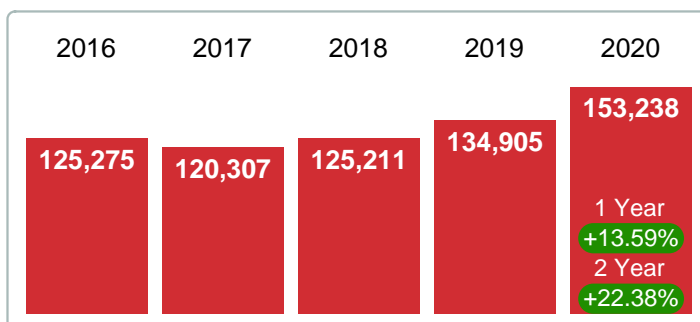
AVERAGE SOLD PRICE AT CLOSING

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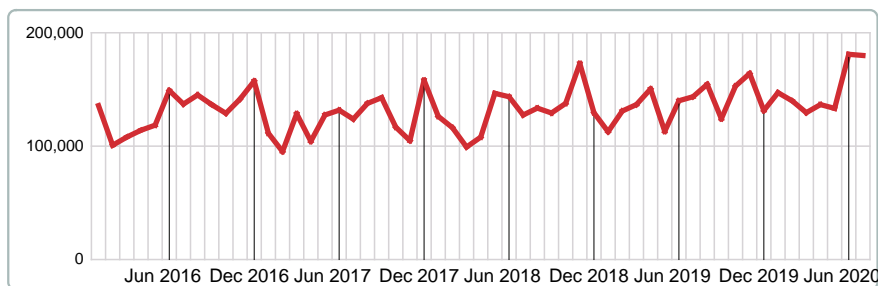
JULY



YEAR TO DATE (YTD)

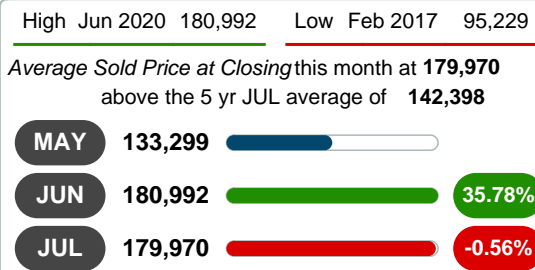


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 142,398



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
\$50,000 and less	9.65%	35,189	44,250	34,222	29,513	0
\$50,001 - \$75,000	12.28%	64,281	60,400	66,438	0	0
\$75,001 - \$100,000	14.91%	86,053	87,538	85,914	83,850	0
\$100,001 - \$150,000	22.81%	126,719	121,800	128,732	125,200	0
\$150,001 - \$225,000	14.91%	176,773	0	180,742	163,875	0
\$225,001 - \$400,000	15.79%	295,383	277,725	308,222	286,167	286,750
\$400,001 and up	9.65%	559,083	0	464,667	524,069	805,750
Average Sold Price		179,970	123,028	152,351	250,506	546,250
Total Closed Units	100%	179,970	20	68	22	4
Total Closed Volume		20,516,584	2.46M	10.36M	5.51M	2.19M

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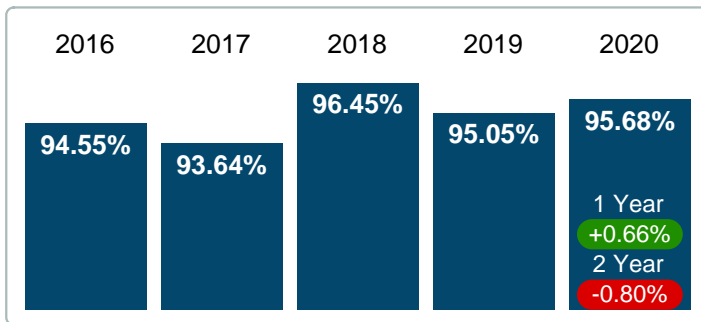
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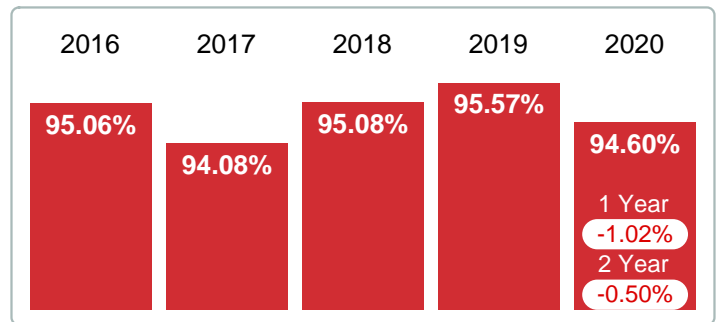
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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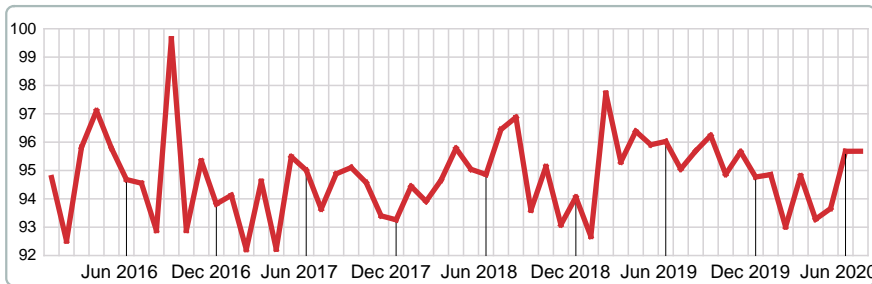
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

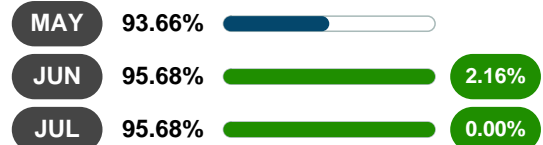


3 MONTHS

5 year JUL AVG = 95.07%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **95.68%** above the 5 yr JUL average of **95.07%**



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
\$50,000 and less	11	9.65%	90.77%	84.78%	88.48%	104.80%	0.00%
\$50,001 - \$75,000	14	12.28%	96.71%	98.81%	95.55%	0.00%	0.00%
\$75,001 - \$100,000	17	14.91%	92.62%	96.27%	93.07%	82.83%	0.00%
\$100,001 - \$150,000	26	22.81%	95.53%	98.43%	94.70%	95.27%	0.00%
\$150,001 - \$225,000	17	14.91%	97.40%	0.00%	97.09%	98.40%	0.00%
\$225,001 - \$400,000	18	15.79%	97.68%	98.21%	96.58%	97.17%	102.36%
\$400,001 and up	11	9.65%	98.42%	0.00%	96.50%	99.59%	97.79%
Average Sold/List Ratio		95.70%		96.68%	94.69%	97.01%	100.08%
Total Closed Units	114	100%	95.70%	20	68	22	4
Total Closed Volume	20,516,584			2.46M	10.36M	5.51M	2.19M

July 2020



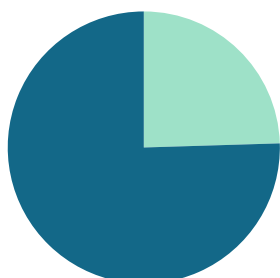
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

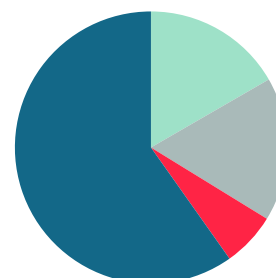


Inventory
 New Listings
139 = 24.51%
 Start Inventory
428
 Total Inventory Units
567
 Volume
\$134,993,466

Market Activity

Closed Sales
114 = 16.67%
 Pending Sales
117 = 17.11%
 Other Off Market
44 = 6.43%
 Active Inventory
409 = 59.80%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	100	114	14.00%	488	534	9.43%
Pending Sales	96	117	21.88%	548	627	14.42%
New Listings	152	139	-8.55%	1,141	1,018	-10.78%
Average List Price	150,740	186,345	23.62%	141,621	160,212	13.13%
Average Sale Price	143,582	179,970	25.34%	134,905	153,238	13.59%
Average Percent of Selling Price to List Price	95.05%	95.68%	0.66%	95.57%	94.60%	-1.02%
Average Days on Market to Sale	59.18	57.02	-3.65%	58.14	54.36	-6.49%
Monthly Inventory	541	409	-24.40%	541	409	-24.40%
Months Supply of Inventory	7.82	5.46	-30.20%	7.82	5.46	-30.20%

Absorption: Last 12 months, an Average of **75** Sales/Month

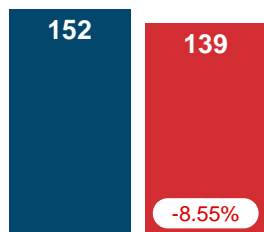
Inventory on July 31, 2020 = **409**

2019 **2020**

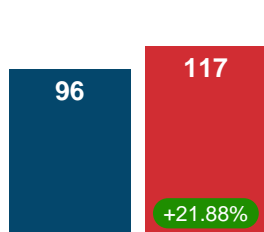
JULY MARKET

AVERAGE PRICES

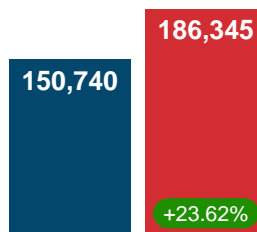
New Listings



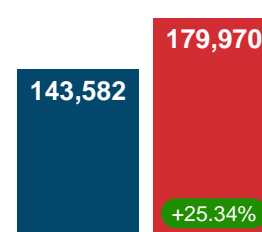
Pending Listings



List Price



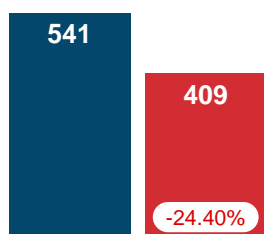
Sale Price



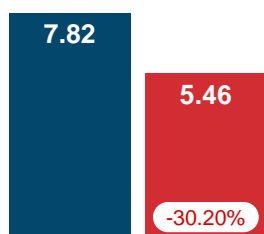
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

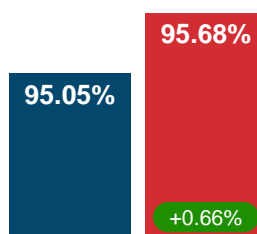
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

