

## June 2020



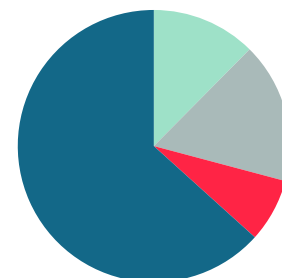
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	81	84	3.70%
Pending Listings	74	113	52.70%
New Listings	127	139	9.45%
Average List Price	144,942	188,363	29.96%
Average Sale Price	140,029	180,992	29.25%
Average Percent of Selling Price to List Price	96.02%	95.68%	-0.36%
Average Days on Market to Sale	55.70	52.61	-5.56%
End of Month Inventory	575	428	-25.57%
Months Supply of Inventory	8.55	5.80	-32.13%



■ Closed (12.43%)  
■ Pending (16.72%)  
■ Other OffMarket (7.54%)  
■ Active (63.31%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of June 30, 2020 = **428**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2020 decreased **25.57%** to 428 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 **5.80** 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 **29.25%** in June 2020 to \$180,992 versus the previous year at \$140,029.

##### Average Days on Market Shortens

The average number of **52.61** days that homes spent on the market before selling decreased by 3.10 days or **5.56%** in June 2020 compared to last year's same month at **55.70** DOM.

##### Sales Success for June 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 139 New Listings in June 2020, up **9.45%** from last year at 127. Furthermore, there were 84 Closed Listings this month versus last year at 81, a **3.70%** increase.

Closed versus Listed trends yielded a **60.4%** ratio, down from previous year's, June 2019, at **63.8%**, a **5.25%** downswing. This will certainly create pressure on a decreasing Monthly 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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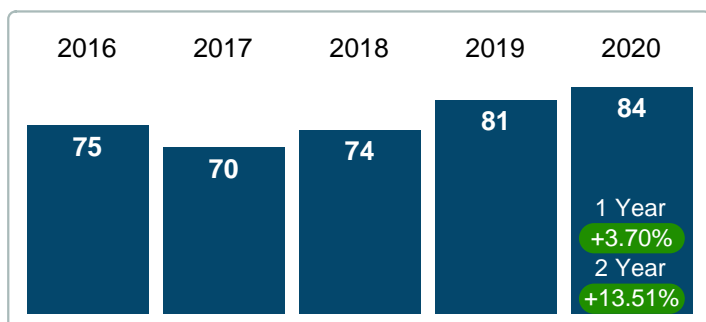
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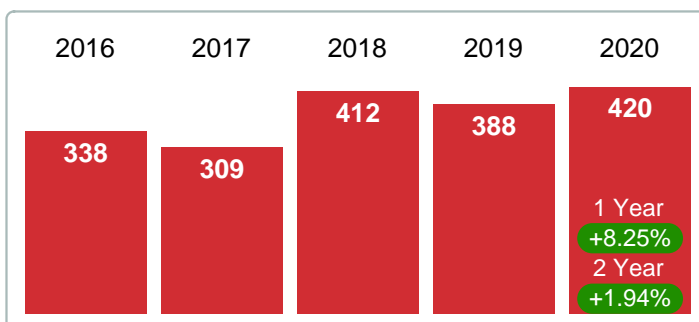
## CLOSED LISTINGS

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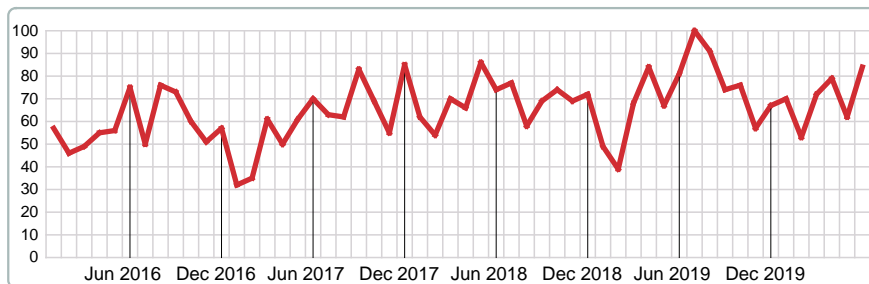
### JUNE



### YEAR TO DATE (YTD)

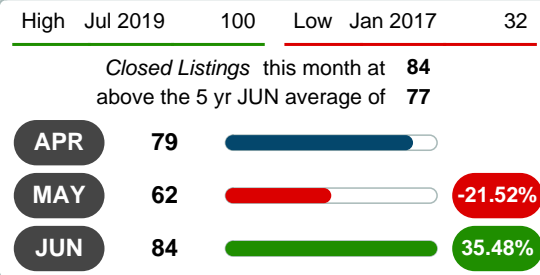


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN 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	3	3.57%	110.3	1	1	1	0
\$25,001 - \$50,000	8	9.52%	34.8	3	5	0	0
\$50,001 - \$100,000	20	23.81%	51.1	5	14	1	0
\$100,001 - \$175,000	20	23.81%	56.0	2	14	4	0
\$175,001 - \$250,000	11	13.10%	73.0	3	8	0	0
\$250,001 - \$400,000	13	15.48%	34.6	3	9	1	0
\$400,001 and up	9	10.71%	46.1	0	4	5	0
<b>Total Closed Units</b>	<b>84</b>			<b>17</b>	<b>55</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>15,203,350</b>	<b>100%</b>	<b>52.6</b>	<b>2.25M</b>	<b>9.49M</b>	<b>3.47M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$180,992</b>			<b>\$132,082</b>	<b>\$172,582</b>	<b>\$288,829</b>	<b>\$0</b>

# June 2020



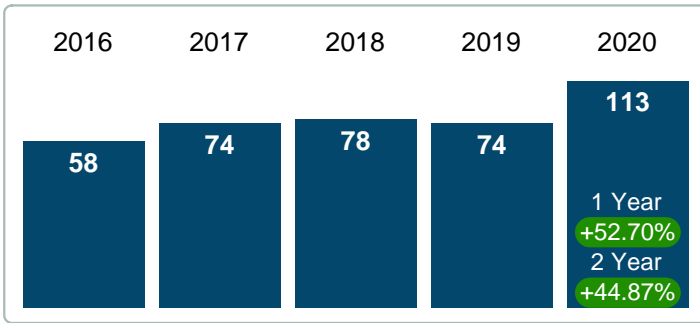
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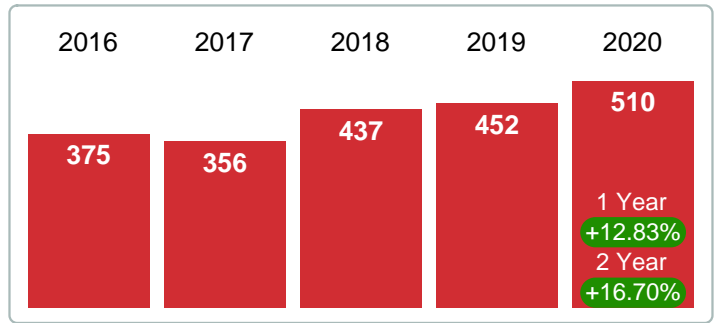
## PENDING LISTINGS

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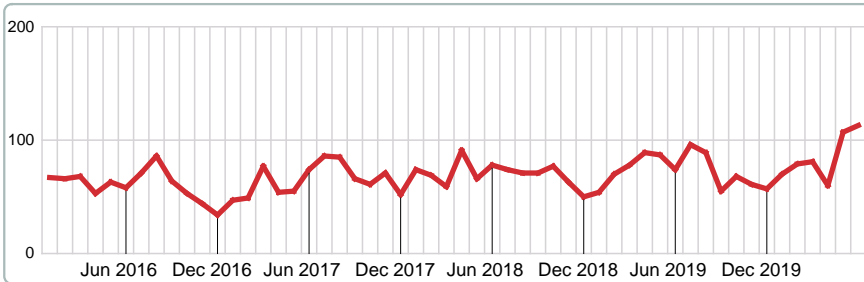
### JUNE



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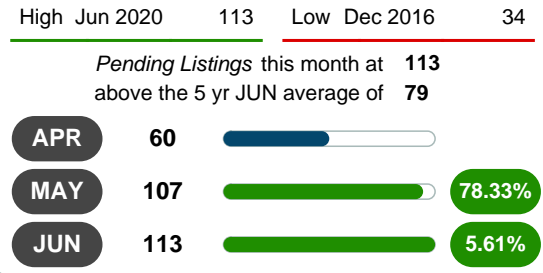


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 79



### 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	11	9.73%	60.6	2	6	3	0
\$50,001 - \$75,000	12	10.62%	91.0	5	7	0	0
\$75,001 - \$100,000	11	9.73%	46.5	2	9	0	0
\$100,001 - \$175,000	33	29.20%	55.9	3	28	2	0
\$175,001 - \$250,000	20	17.70%	73.8	1	14	4	1
\$250,001 - \$375,000	14	12.39%	66.7	2	8	2	2
\$375,001 and up	12	10.62%	67.8	0	4	7	1
<b>Total Pending Units</b>	<b>113</b>			<b>15</b>	<b>76</b>	<b>18</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>21,746,950</b>	<b>100%</b>	<b>63.7</b>	<b>1.70M</b>	<b>12.75M</b>	<b>5.70M</b>	<b>1.60M</b>
<b>Average Listing Price</b>	<b>\$195,791</b>			<b>\$113,540</b>	<b>\$167,752</b>	<b>\$316,628</b>	<b>\$398,850</b>

# June 2020



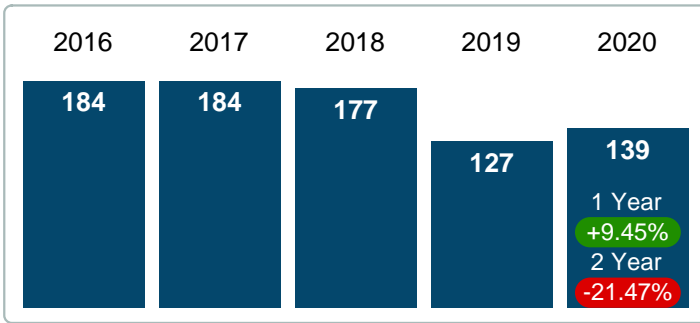
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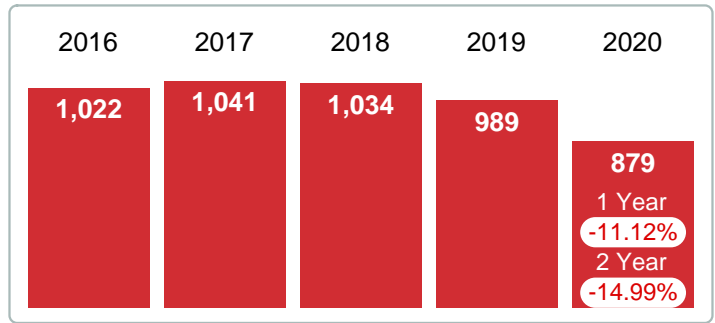
## NEW LISTINGS

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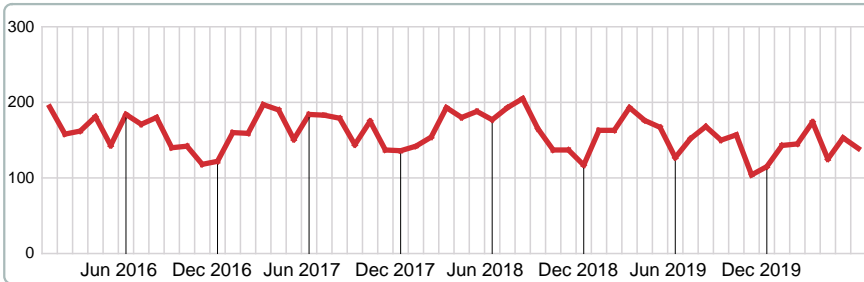
### JUNE



### YEAR TO DATE (YTD)

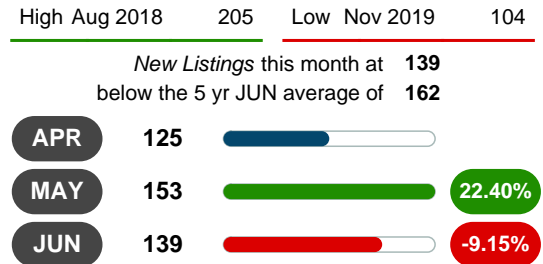


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 162



### 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	4	2.88%	1	2	1	0
\$25,001 - \$75,000	26	18.71%	15	10	1	0
\$75,001 - \$100,000	13	9.35%	2	11	0	0
\$100,001 - \$175,000	39	28.06%	3	30	6	0
\$175,001 - \$275,000	27	19.42%	1	21	4	1
\$275,001 - \$450,000	15	10.79%	2	8	5	0
\$450,001 and up	15	10.79%	1	3	8	3
<b>Total New Listed Units</b>	<b>139</b>		<b>25</b>	<b>85</b>	<b>25</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>32,225,294</b>	<b>100%</b>	<b>3.70M</b>	<b>14.59M</b>	<b>8.44M</b>	<b>5.50M</b>
<b>Average New Listed Listing Price</b>	<b>\$242,135</b>		<b>\$147,984</b>	<b>\$171,598</b>	<b>\$337,576</b>	<b>\$1,375,125</b>

# June 2020



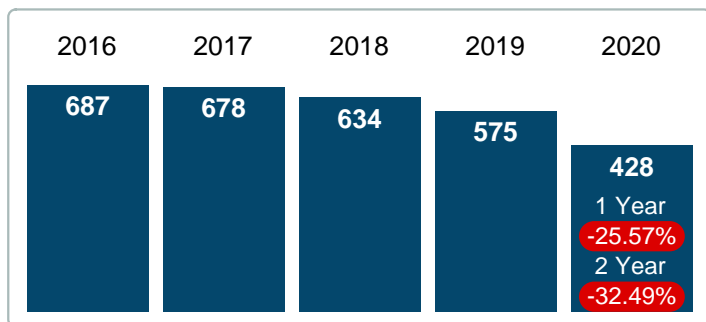
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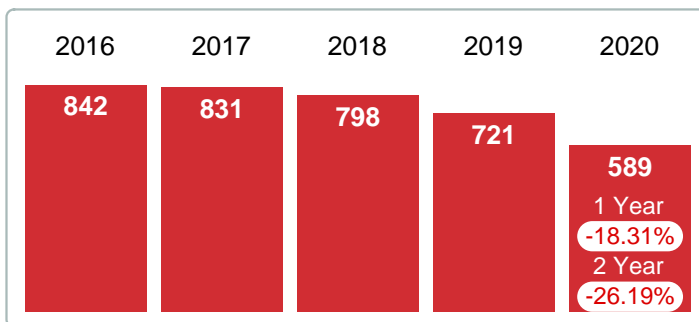
## ACTIVE INVENTORY

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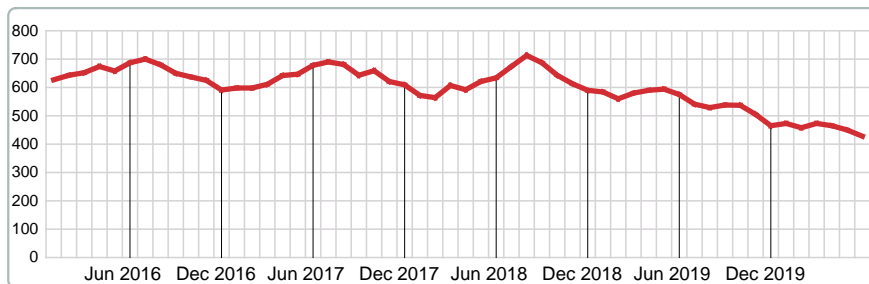
### END OF JUNE



### ACTIVE DURING JUNE

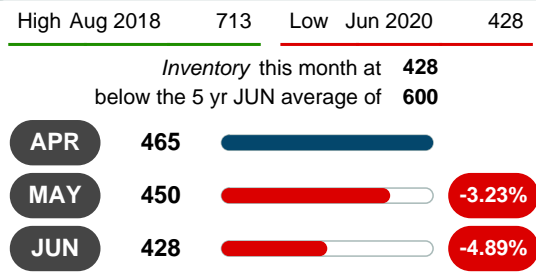


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 600



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	2.80%	91.6	8	4	0	0
\$25,001 - \$75,000	83	19.39%	72.1	32	45	5	1
\$75,001 - \$100,000	56	13.08%	87.1	9	40	6	1
\$100,001 - \$175,000	93	21.73%	71.4	12	56	24	1
\$175,001 - \$325,000	91	21.26%	82.6	13	59	16	3
\$325,001 - \$475,000	42	9.81%	99.5	3	21	12	6
\$475,001 and up	51	11.92%	89.8	4	15	26	6
<b>Total Active Inventory by Units</b>	<b>428</b>			<b>81</b>	<b>240</b>	<b>89</b>	<b>18</b>
<b>Total Active Inventory by Volume</b>	<b>104,052,966</b>	<b>100%</b>	<b>81.5</b>	<b>12.43M</b>	<b>49.88M</b>	<b>30.65M</b>	<b>11.10M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$243,114</b>			<b>\$153,439</b>	<b>\$207,813</b>	<b>\$344,389</b>	<b>\$616,589</b>

# June 2020



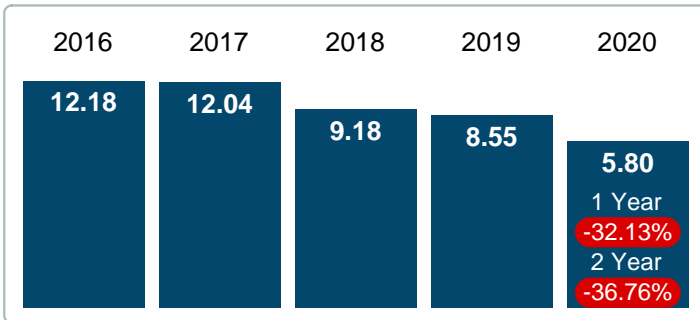
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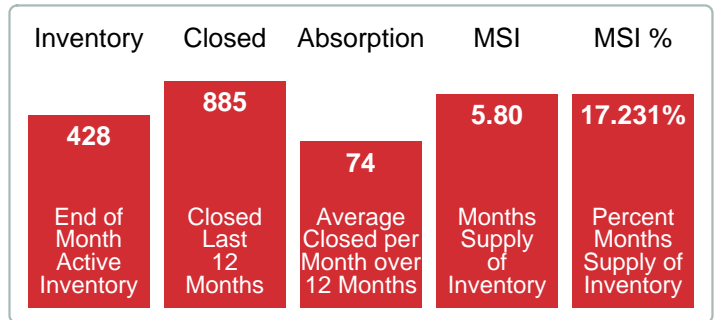
## MONTHS SUPPLY of INVENTORY (MSI)

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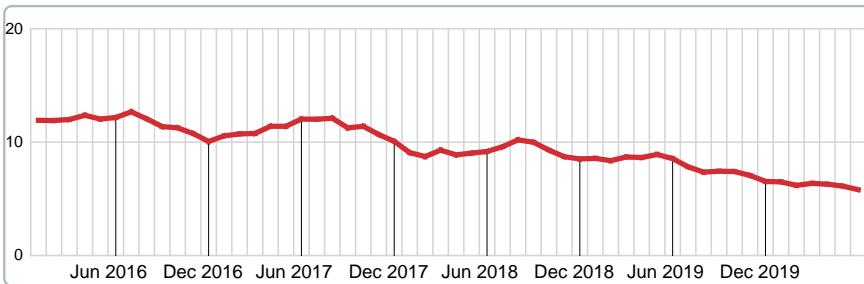
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

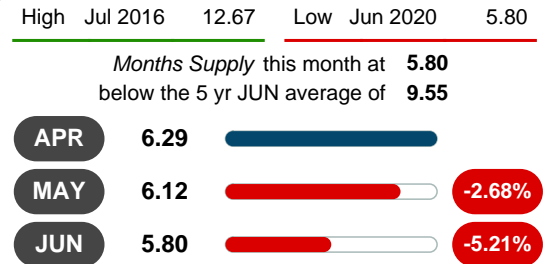


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 9.55



### 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
\$40,000 and less	32	7.48%	3.40	4.96	2.64	0.00	0.00
\$40,001 - \$70,000	50	11.68%	4.92	4.86	4.60	6.86	0.00
\$70,001 - \$110,000	77	17.99%	5.08	4.22	5.28	6.00	3.00
\$110,001 - \$190,000	94	21.96%	4.39	9.60	3.25	8.67	4.00
\$190,001 - \$320,000	78	18.22%	6.93	7.58	7.50	4.73	12.00
\$320,001 - \$490,000	51	11.92%	10.37	48.00	9.68	8.35	18.00
\$490,001 and up	46	10.75%	32.47	0.00	28.00	37.71	18.00
Market Supply of Inventory (MSI)			5.80	6.08	4.99	8.28	11.37
Total Active Inventory by Units		100%	5.80	81	240	89	18

# June 2020



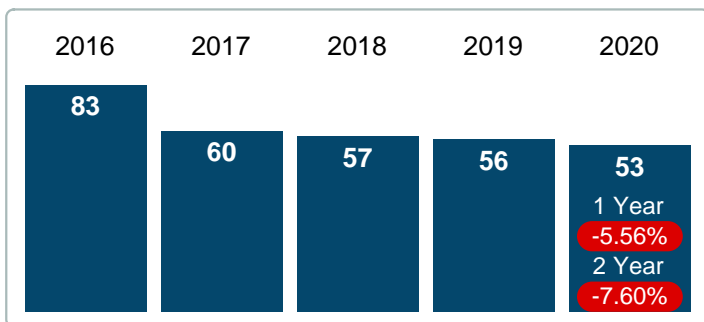
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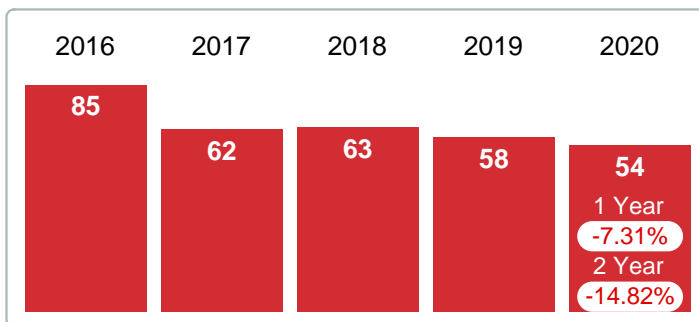
## AVERAGE DAYS ON MARKET TO SALE

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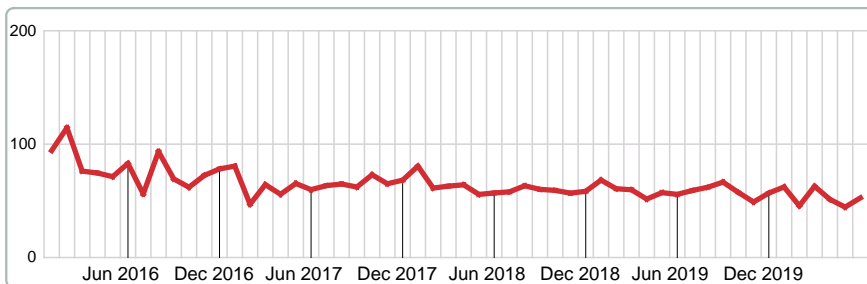
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 62

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 53 below the 5 yr JUN average of 62



### 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	3.57%	110	88	92	151	0
\$25,001 - \$50,000	9.52%	35	30	37	0	0
\$50,001 - \$100,000	23.81%	51	70	42	80	0
\$100,001 - \$175,000	23.81%	56	73	59	36	0
\$175,001 - \$250,000	13.10%	73	59	78	0	0
\$250,001 - \$400,000	15.48%	35	23	33	80	0
\$400,001 and up	10.71%	46	0	12	74	0
<b>Average Closed DOM</b>		<b>53</b>	<b>54</b>	<b>49</b>	<b>69</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>84</b>	<b>17</b>	<b>55</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>15,203,350</b>	<b>2.25M</b>	<b>9.49M</b>	<b>3.47M</b>	<b>0.00B</b>



# June 2020



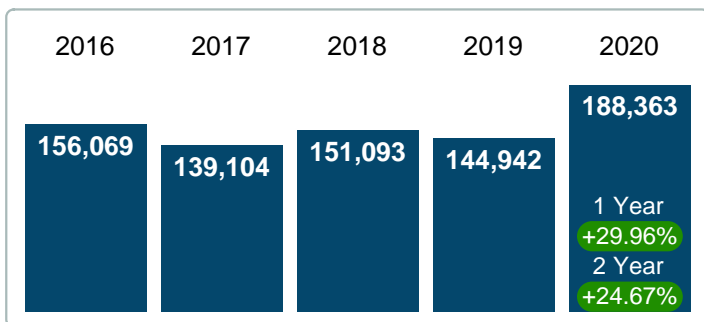
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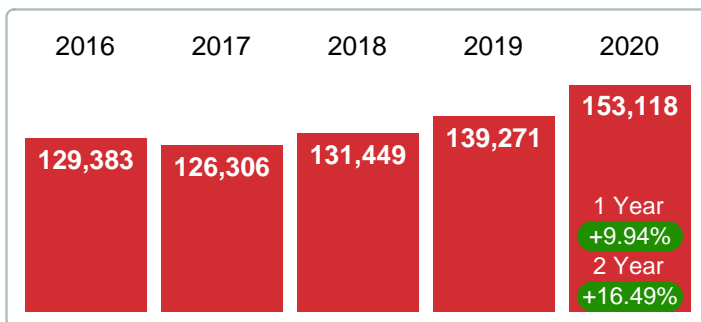
## AVERAGE LIST PRICE AT CLOSING

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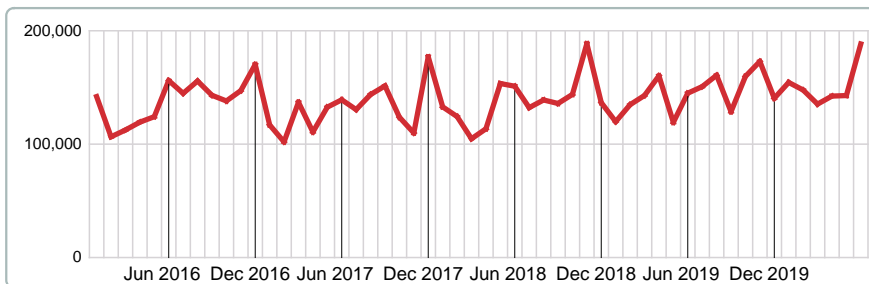
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 155,914

High Nov 2018 188,596    Low Feb 2017 102,000

Average List Price at Closing this month at **188,363**  
above the 5 yr JUN average of **155,914**

- APR 142,377
- MAY 142,848 0.33%
- JUN 188,363 31.86%

### 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	4.76%	14,775	12,200	18,000	9,900	0
\$25,001 - \$50,000	7.14%	35,967	38,300	35,980	0	0
\$50,001 - \$100,000	21.43%	77,114	77,760	84,382	97,900	0
\$100,001 - \$175,000	25.00%	137,860	120,500	151,357	138,738	0
\$175,001 - \$250,000	15.48%	208,356	260,267	208,504	0	0
\$250,001 - \$400,000	15.48%	320,761	294,333	310,989	387,900	0
\$400,001 and up	10.71%	487,333	0	461,000	508,400	0
<b>Average List Price</b>		<b>188,363</b>	<b>142,394</b>	<b>178,349</b>	<b>299,388</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,363</b>	<b>17</b>	<b>55</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>15,822,527</b>	<b>2.42M</b>	<b>9.81M</b>	<b>3.59M</b>	<b>0.00B</b>



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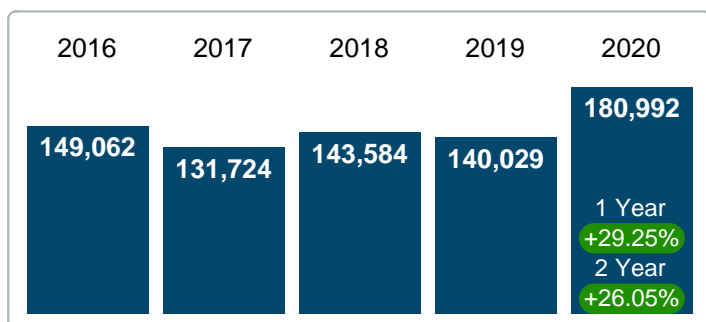
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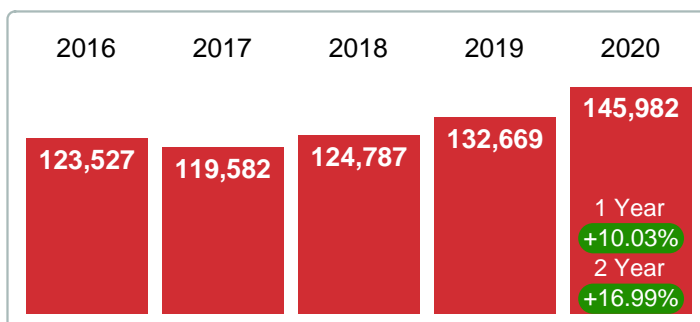
## AVERAGE SOLD PRICE AT CLOSING

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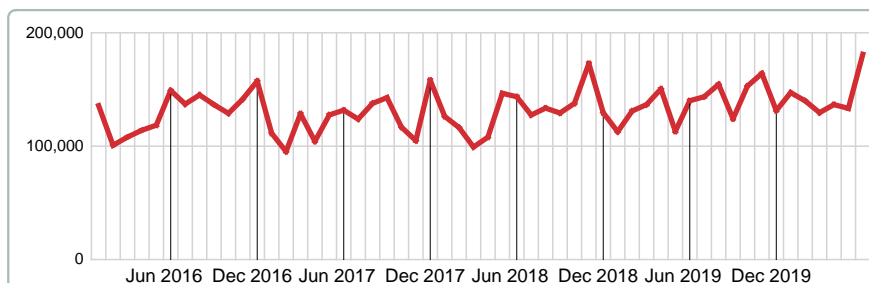
### JUNE



### YEAR TO DATE (YTD)

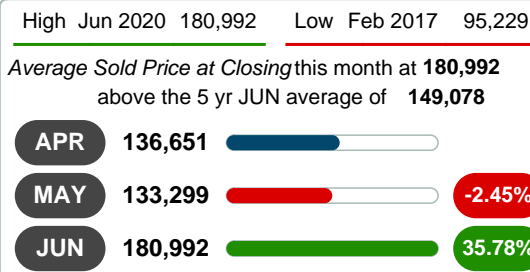


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 149,078



### 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	3.57%	11,167	12,000	12,500	9,000	0
\$25,001 - \$50,000	9.52%	33,513	33,300	33,640	0	0
\$50,001 - \$100,000	23.81%	78,250	71,500	79,179	99,000	0
\$100,001 - \$175,000	23.81%	140,668	114,500	145,779	135,863	0
\$175,001 - \$250,000	13.10%	211,182	231,667	203,500	0	0
\$250,001 - \$400,000	15.48%	301,454	284,000	304,100	330,000	0
\$400,001 and up	10.71%	475,722	0	449,250	496,900	0
<b>Average Sold Price</b>		<b>180,992</b>	<b>132,082</b>	<b>172,582</b>	<b>288,829</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>180,992</b>	<b>17</b>	<b>55</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>15,203,350</b>	<b>2.25M</b>	<b>9.49M</b>	<b>3.47M</b>	<b>0.00B</b>

# June 2020



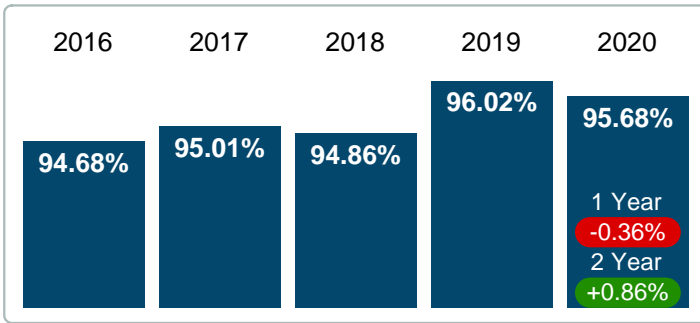
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



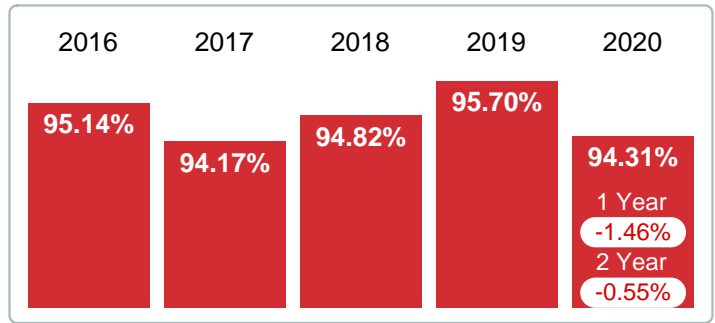
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

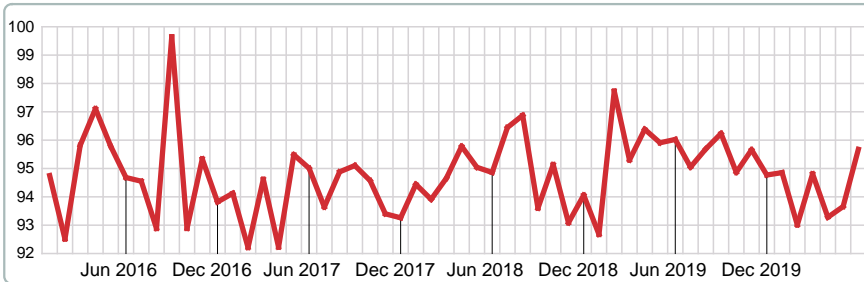
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 95.25%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **95.68%** above the 5 yr JUN average of **95.25%**



### 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	3	3.57%	86.24%	98.36%	69.44%	90.91%	0.00%
\$25,001 - \$50,000	8	9.52%	95.35%	91.67%	97.57%	0.00%	0.00%
\$50,001 - \$100,000	20	23.81%	94.38%	91.64%	94.88%	101.12%	0.00%
\$100,001 - \$175,000	20	23.81%	96.63%	95.45%	96.51%	97.60%	0.00%
\$175,001 - \$250,000	11	13.10%	96.42%	93.03%	97.69%	0.00%	0.00%
\$250,001 - \$400,000	13	15.48%	96.67%	96.49%	98.01%	85.07%	0.00%
\$400,001 and up	9	10.71%	97.54%	0.00%	97.48%	97.60%	0.00%
<b>Average Sold/List Ratio</b>			<b>95.70%</b>	<b>93.59%</b>	<b>96.19%</b>	<b>96.29%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>95.70%</b>	<b>17</b>	<b>55</b>	<b>12</b>	
<b>Total Closed Volume</b>				<b>2.25M</b>	<b>9.49M</b>	<b>3.47M</b>	<b>0.00B</b>

# June 2020



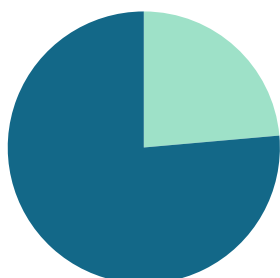
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

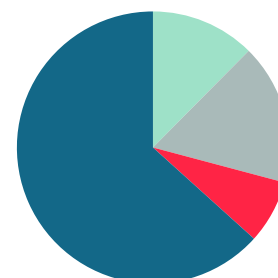


**Inventory**  
 New Listings  
**139 = 23.60%**  
 Start Inventory  
**450**  
 Total Inventory Units  
**589**  
 Volume  
**\$141,134,516**

### Market Activity

Closed Sales  
**84 = 12.43%**  
 Pending Sales  
**113 = 16.72%**  
 Other Off Market  
**51 = 7.54%**  
 Active Inventory  
**428 = 63.31%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	81	84	3.70%	388	420	8.25%
Pending Sales	74	113	52.70%	452	510	12.83%
New Listings	127	139	9.45%	989	879	-11.12%
Average List Price	144,942	188,363	29.96%	139,271	153,118	9.94%
Average Sale Price	140,029	180,992	29.25%	132,669	145,982	10.03%
Average Percent of Selling Price to List Price	96.02%	95.68%	-0.36%	95.70%	94.31%	-1.46%
Average Days on Market to Sale	55.70	52.61	-5.56%	57.87	53.64	-7.31%
Monthly Inventory	575	428	-25.57%	575	428	-25.57%
Months Supply of Inventory	8.55	5.80	-32.13%	8.55	5.80	-32.13%

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

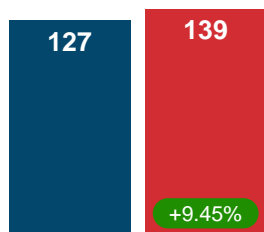
**Inventory** on June 30, 2020 = **428**

**2019** **2020**

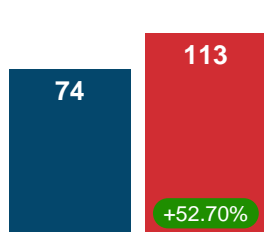
### JUNE MARKET

### AVERAGE PRICES

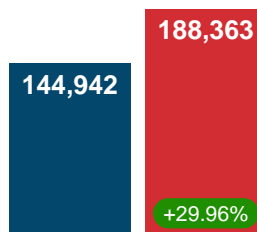
#### New Listings



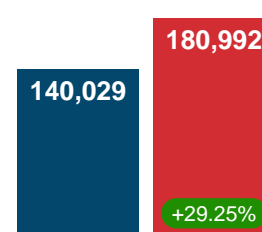
#### Pending Listings



#### List Price



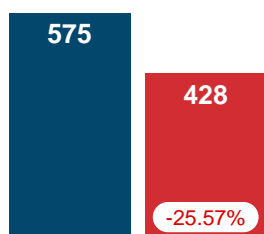
#### Sale Price



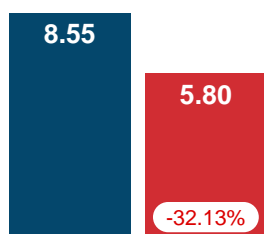
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

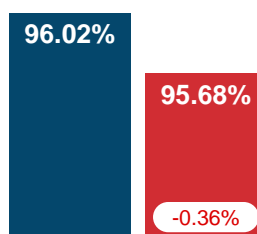
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

