

March 2020



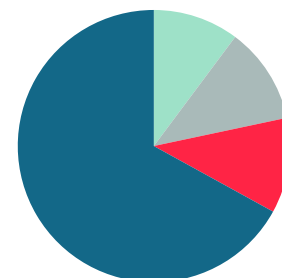
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	68	72	5.88%
Pending Listings	78	81	3.85%
New Listings	193	174	-9.84%
Average List Price	142,934	135,320	-5.33%
Average Sale Price	136,649	129,540	-5.20%
Average Percent of Selling Price to List Price	95.30%	94.81%	-0.51%
Average Days on Market to Sale	59.74	62.82	5.16%
End of Month Inventory	580	473	-18.45%
Months Supply of Inventory	8.69	6.36	-26.77%



■ Closed (10.20%)
■ Pending (11.47%)
■ Other OffMarket (11.33%)
■ Active (67.00%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of March 31, 2020 = **473**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **18.45%** to 473 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 **6.36** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.20%** in March 2020 to \$129,540 versus the previous year at \$136,649.

Average Days on Market Lengthens

The average number of **62.82** days that homes spent on the market before selling increased by 3.08 days or **5.16%** in March 2020 compared to last year's same month at **59.74** DOM.

Sales Success for March 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 174 New Listings in March 2020, down **9.84%** from last year at 193. Furthermore, there were 72 Closed Listings this month versus last year at 68, a **5.88%** increase.

Closed versus Listed trends yielded a **41.4%** ratio, up from previous year's, March 2019, at **35.2%**, a **17.44%** 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

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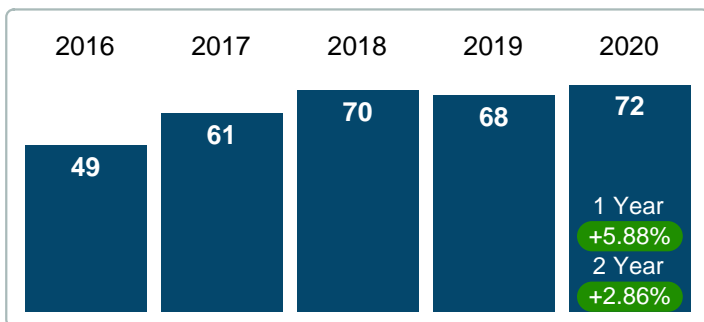
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



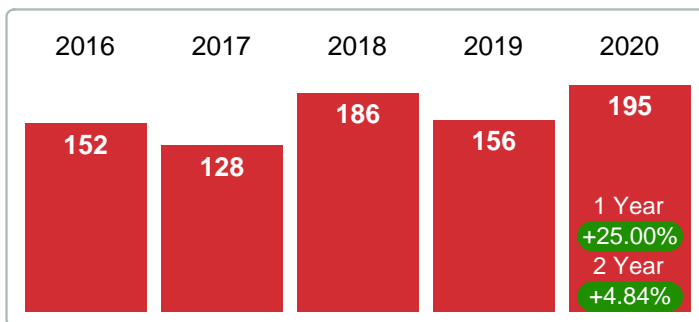
CLOSED LISTINGS

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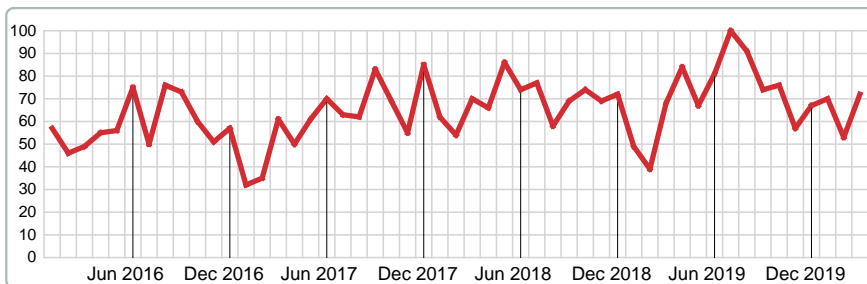
MARCH



YEAR TO DATE (YTD)

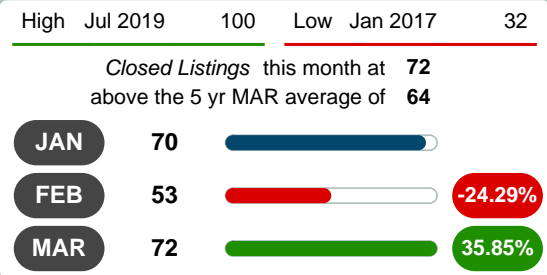


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	8.33%	32.7	3	3	0	0
\$20,001 - \$50,000	8	11.11%	75.9	1	6	1	0
\$50,001 - \$80,000	14	19.44%	60.6	6	6	2	0
\$80,001 - \$140,000	15	20.83%	69.8	2	11	2	0
\$140,001 - \$180,000	13	18.06%	64.6	0	11	2	0
\$180,001 - \$230,000	8	11.11%	73.8	1	4	3	0
\$230,001 and up	8	11.11%	49.3	0	7	1	0
Total Closed Units	72			13	48	11	0
Total Closed Volume	9,326,911	100%	62.8	894.40K	6.68M	1.75M	0.00B
Average Closed Price	\$129,540			\$68,800	\$139,229	\$159,045	\$0

March 2020



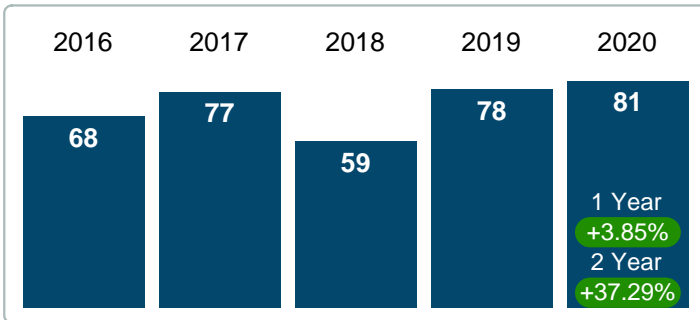
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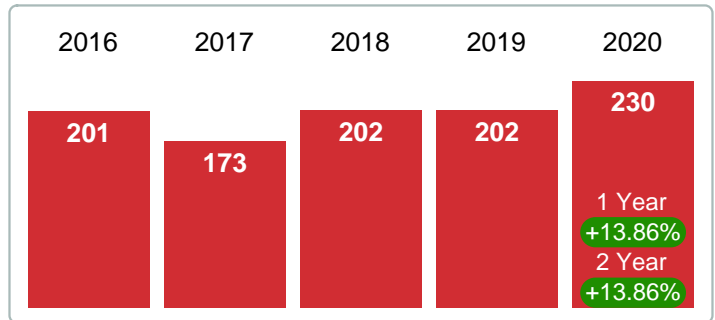
PENDING LISTINGS

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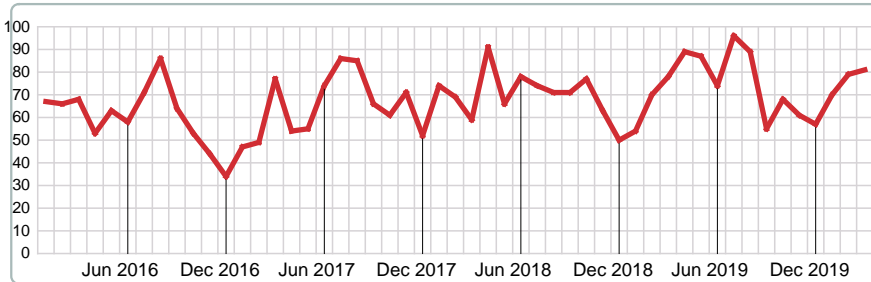
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

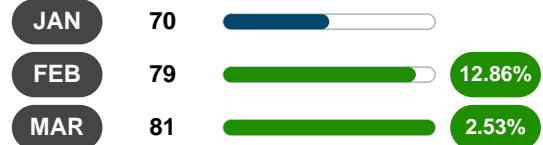


3 MONTHS

5 year MAR AVG = 73

High Jul 2019 96 Low Dec 2016 34

Pending Listings this month at **81**
above the 5 yr MAR average of **73**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	11.11%	21.0	6	2	0	1
\$30,001 - \$50,000	8	9.88%	55.8	2	6	0	0
\$50,001 - \$80,000	9	11.11%	46.9	1	7	1	0
\$80,001 - \$120,000	18	22.22%	82.4	6	10	2	0
\$120,001 - \$180,000	18	22.22%	32.3	1	11	6	0
\$180,001 - \$250,000	10	12.35%	87.6	2	5	2	1
\$250,001 and up	9	11.11%	56.7	0	7	1	1
Total Pending Units	81			18	48	12	3
Total Pending Volume	11,078,114	100%	55.9	1.44M	7.37M	1.77M	504.00K
Average Listing Price	\$135,262			\$79,839	\$153,539	\$147,264	\$168,000

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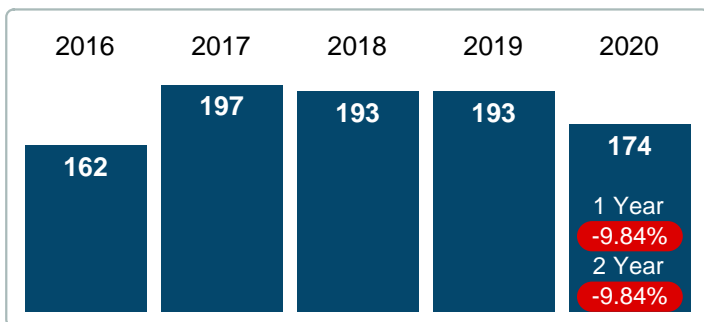
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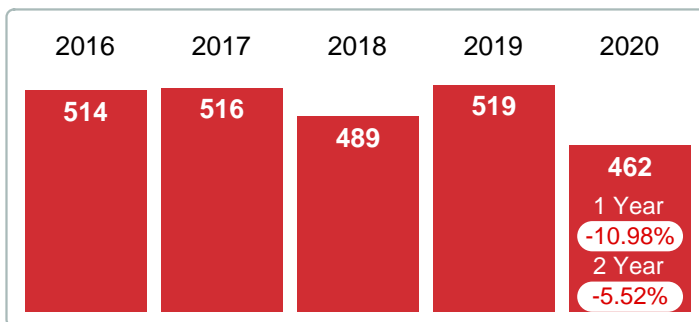
NEW LISTINGS

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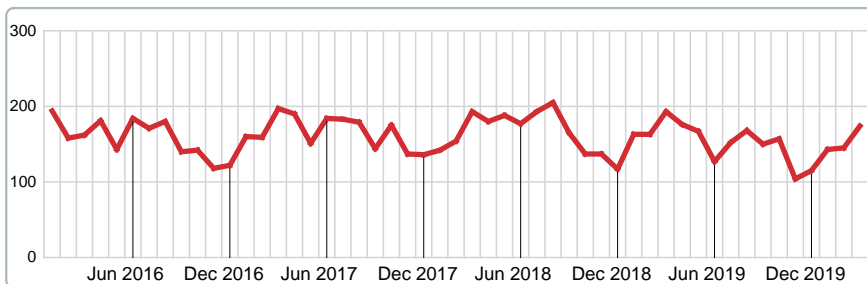
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

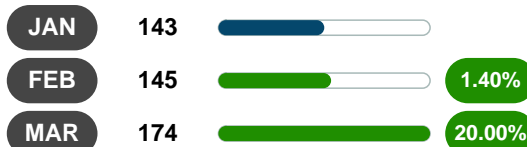


3 MONTHS

5 year MAR AVG = 184

High Aug 2018 205 Low Nov 2019 104

New Listings this month at 174
below the 5 yr MAR average of 184



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	10	5.75%	6	4	0	0
\$25,001 - \$75,000	25	14.37%	5	19	0	1
\$75,001 - \$100,000	30	17.24%	7	19	3	1
\$100,001 - \$200,000	43	24.71%	3	33	7	0
\$200,001 - \$275,000	26	14.94%	3	16	5	2
\$275,001 - \$375,000	18	10.34%	4	11	3	0
\$375,001 and up	22	12.64%	0	8	11	3
Total New Listed Units	174		28	110	29	7
Total New Listed Volume	34,404,926	100%	3.35M	20.09M	8.72M	2.24M
Average New Listed Listing Price	\$172,468		\$119,796	\$182,634	\$300,828	\$319,557

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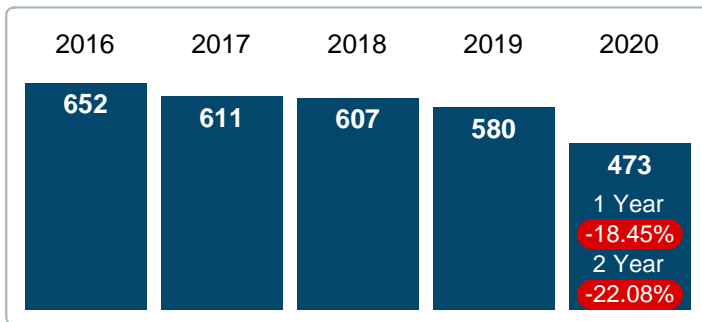
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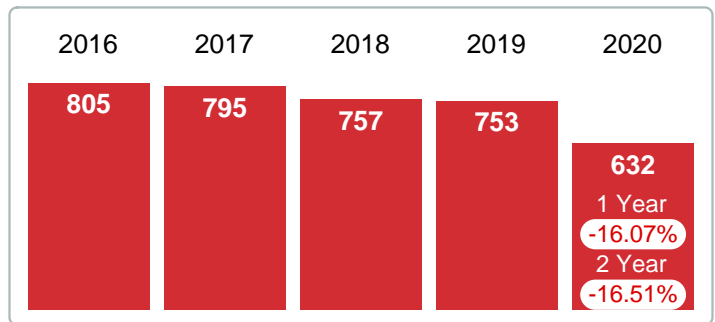
ACTIVE INVENTORY

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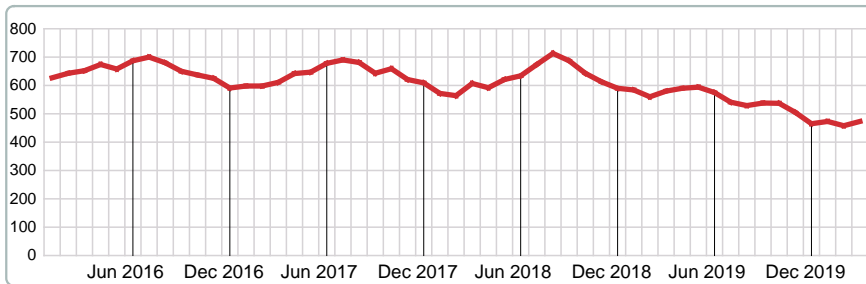
END OF MARCH



ACTIVE DURING MARCH

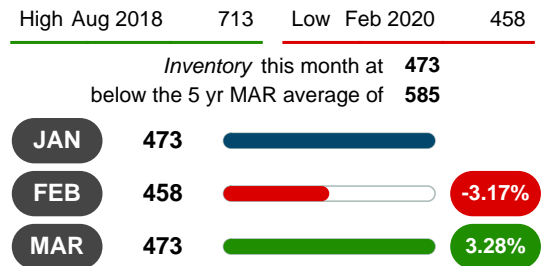


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 585



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	44	9.30%	78.4	20	20	3	1
\$50,001 - \$75,000	45	9.51%	78.9	12	32	1	0
\$75,001 - \$125,000	87	18.39%	64.8	14	61	11	1
\$125,001 - \$225,000	110	23.26%	74.3	10	71	28	1
\$225,001 - \$325,000	78	16.49%	56.9	16	49	9	4
\$325,001 - \$475,000	58	12.26%	81.5	2	31	20	5
\$475,001 and up	51	10.78%	79.7	3	15	28	5
Total Active Inventory by Units	473			77	279	100	17
Total Active Inventory by Volume	113,351,895	100%	72.0	11.54M	58.04M	34.49M	9.29M
Average Active Inventory Listing Price	\$239,645			\$149,823	\$208,013	\$344,858	\$546,718

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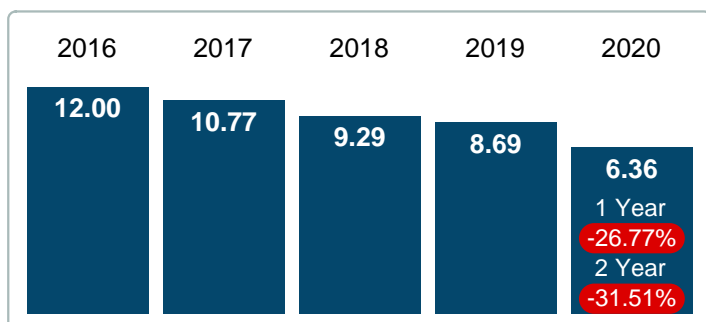
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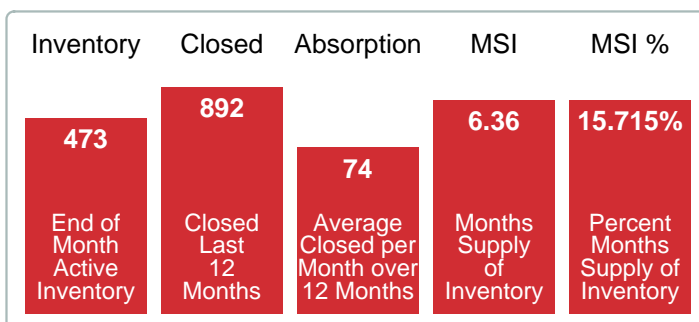
MONTHS SUPPLY of INVENTORY (MSI)

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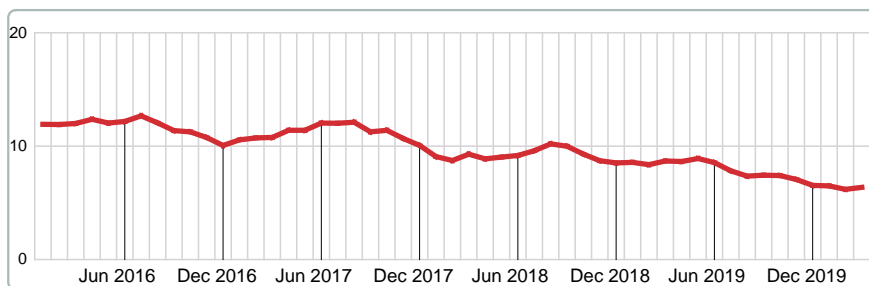
MSI FOR MARCH



INDICATORS FOR MARCH 2020

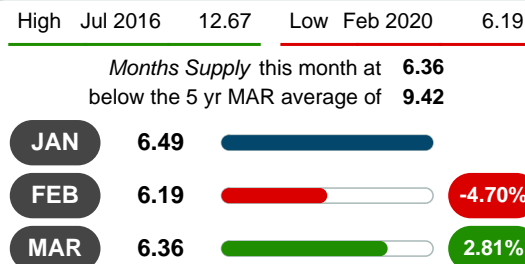


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 9.42



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	44	9.30%	3.14	4.07	2.50	2.77	0.00
\$50,001 - \$75,000	45	9.51%	5.14	4.24	5.91	2.40	0.00
\$75,001 - \$125,000	87	18.39%	4.50	4.80	4.33	6.00	2.00
\$125,001 - \$225,000	110	23.26%	5.55	7.50	5.01	7.15	2.40
\$225,001 - \$325,000	78	16.49%	11.01	24.00	11.76	4.00	0.00
\$325,001 - \$475,000	58	12.26%	14.50	12.00	16.17	12.63	15.00
\$475,001 and up	51	10.78%	38.25	0.00	45.00	48.00	12.00
Market Supply of Inventory (MSI)			6.36	6.00	5.80	8.57	9.71
Total Active Inventory by Units		100%	6.36	77	279	100	17

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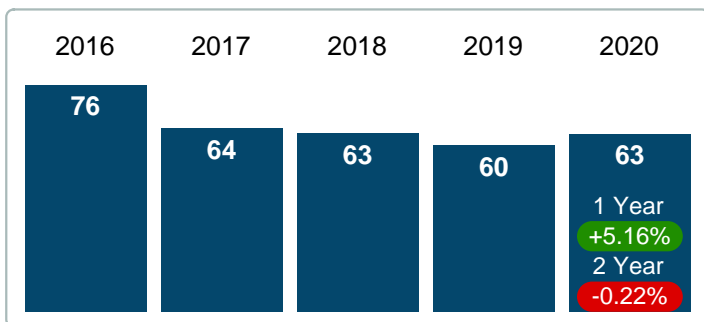
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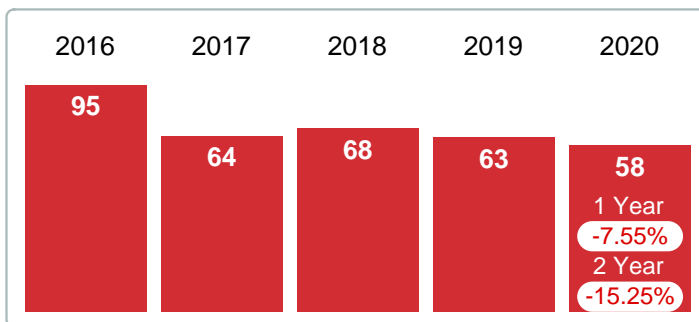
AVERAGE DAYS ON MARKET TO SALE

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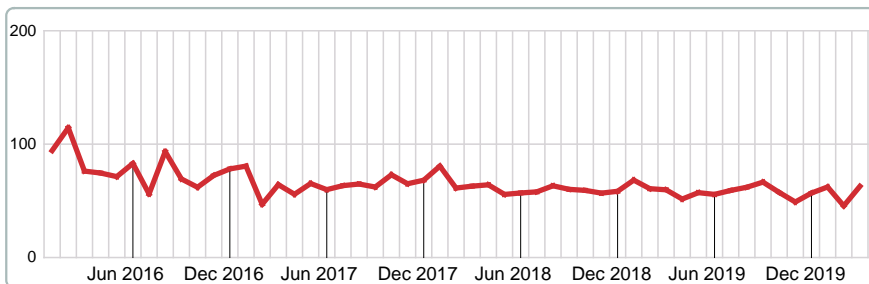
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65

High Feb 2016 114 Low Feb 2020 46

Average Days on Market to Sale this month at 63 below the 5 yr MAR average of 65



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
\$20,000 and less	8.33%	33	21	44	0	0
\$20,001 - \$50,000	11.11%	76	2	81	121	0
\$50,001 - \$80,000	19.44%	61	87	37	55	0
\$80,001 - \$140,000	20.83%	70	142	65	26	0
\$140,001 - \$180,000	18.06%	65	0	54	126	0
\$180,001 - \$230,000	11.11%	74	83	79	64	0
\$230,001 and up	11.11%	49	0	45	78	0
Average Closed DOM		63	73	58	73	0
Total Closed Units	100%	63	13	48	11	
Total Closed Volume		9,326,911	894.40K	6.68M	1.75M	0.00B

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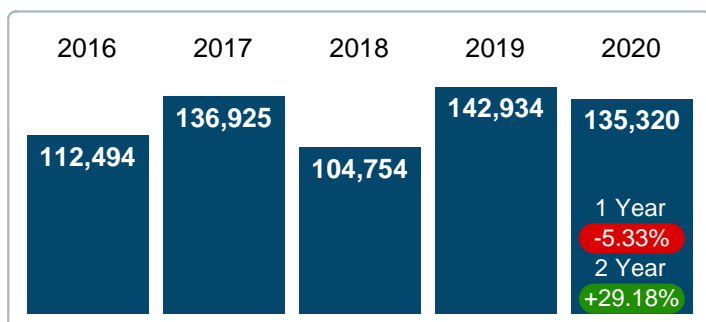
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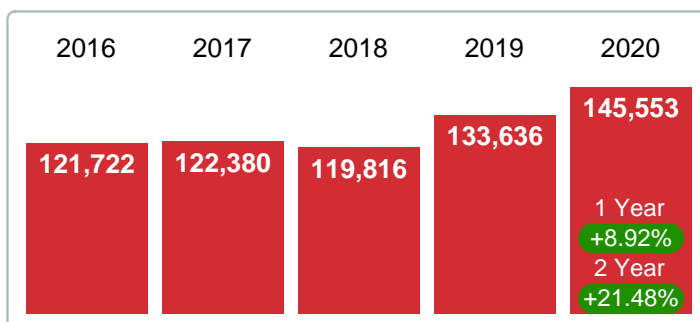
AVERAGE LIST PRICE AT CLOSING

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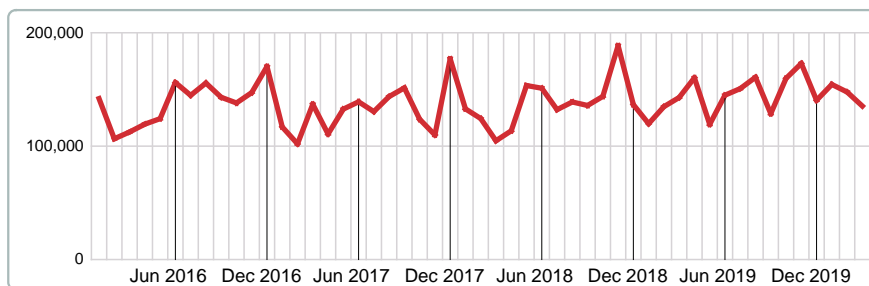
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

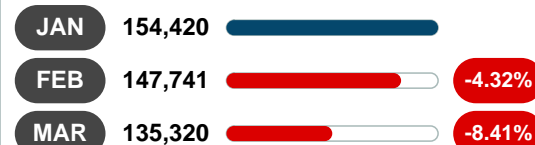


3 MONTHS

5 year MAR AVG = 126,485

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

Average List Price at Closing this month at **135,320**
 above the 5 yr MAR average of **126,485**



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
\$20,000 and less	8.33%	13,650	15,000	12,300	0	0
\$20,001 - \$50,000	9.72%	36,029	30,000	40,025	35,600	0
\$50,001 - \$80,000	19.44%	70,339	72,017	79,183	70,000	0
\$80,001 - \$140,000	19.44%	111,757	101,700	117,791	126,750	0
\$140,001 - \$180,000	15.28%	158,664	0	173,073	157,400	0
\$180,001 - \$230,000	13.89%	204,370	214,000	208,125	234,600	0
\$230,001 and up	13.89%	307,060	0	315,257	379,900	0
Average List Price		135,320	71,115	145,645	166,145	0
Total Closed Units	100%	135,320	13	48	11	0
Total Closed Volume		9,743,048	924.50K	6.99M	1.83M	0.00B

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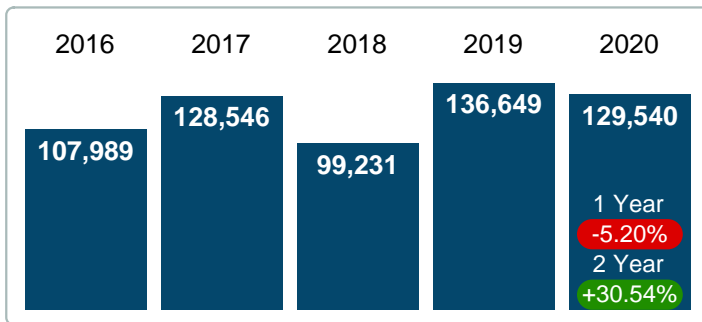
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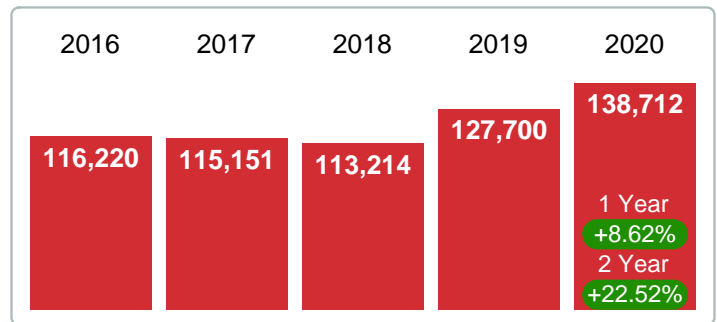
AVERAGE SOLD PRICE AT CLOSING

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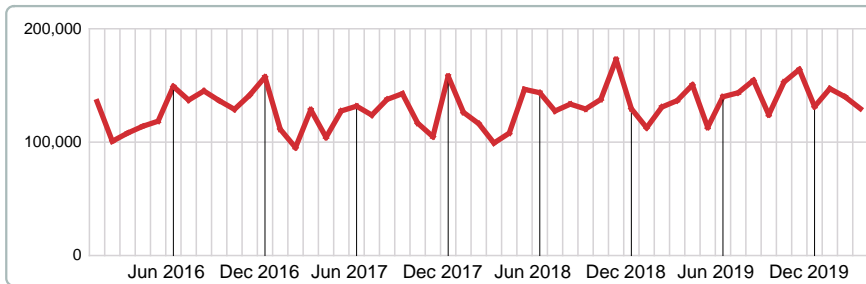
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

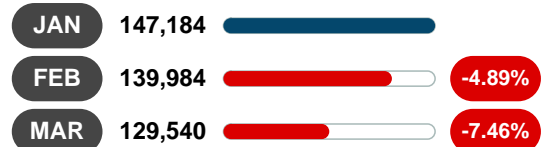


3 MONTHS

5 year MAR AVG = 120,391

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

Average Sold Price at Closing this month at **129,540** above the 5 yr MAR average of **120,391**



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
\$20,000 and less	8.33%	12,975	14,167	11,783	0	0
\$20,001 - \$50,000	11.11%	33,925	30,000	34,733	33,000	0
\$50,001 - \$80,000	19.44%	68,341	67,250	72,879	58,000	0
\$80,001 - \$140,000	20.83%	111,993	101,700	111,182	126,750	0
\$140,001 - \$180,000	18.06%	160,231	0	162,091	150,000	0
\$180,001 - \$230,000	11.11%	212,125	215,000	200,000	227,333	0
\$230,001 and up	11.11%	320,123	0	313,712	365,000	0
Average Sold Price		129,540	68,800	139,229	159,045	0
Total Closed Units	100%	129,540	13	48	11	0
Total Closed Volume		9,326,911	894.40K	6.68M	1.75M	0.00B

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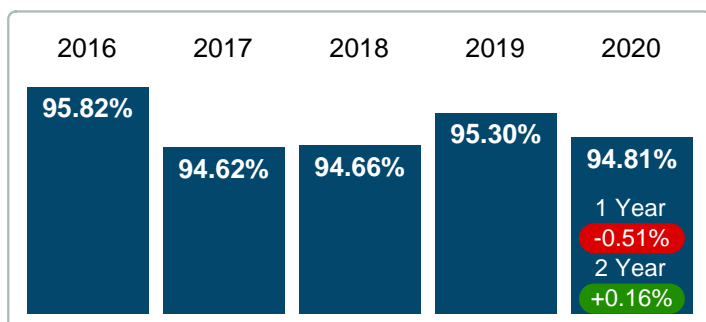
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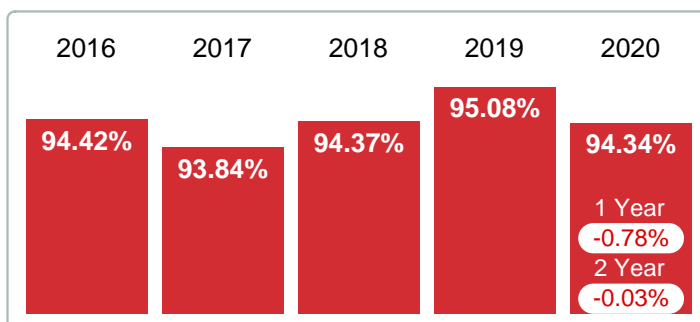
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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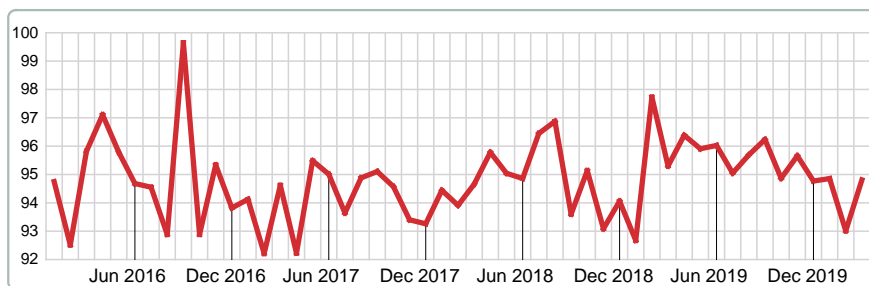
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

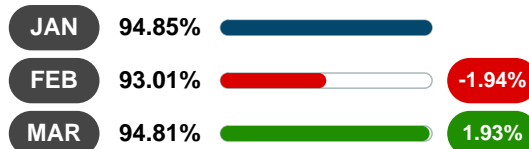


3 MONTHS

5 year MAR AVG = 95.04%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **94.81%** equal to 5 yr MAR average of **95.04%**



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
\$20,000 and less	6	8.33%	95.08%	95.83%	94.33%	0.00%	0.00%
\$20,001 - \$50,000	8	11.11%	89.79%	100.00%	87.60%	92.70%	0.00%
\$50,001 - \$80,000	14	19.44%	92.65%	93.44%	94.79%	83.90%	0.00%
\$80,001 - \$140,000	15	20.83%	96.48%	100.00%	95.20%	100.00%	0.00%
\$140,001 - \$180,000	13	18.06%	94.37%	0.00%	94.19%	95.36%	0.00%
\$180,001 - \$230,000	8	11.11%	97.06%	100.47%	96.20%	97.08%	0.00%
\$230,001 and up	8	11.11%	98.73%	0.00%	99.11%	96.08%	0.00%
Average Sold/List Ratio			94.80%	96.05%	94.57%	94.41%	0.00%
Total Closed Units		100%	94.80%	13	48	11	
Total Closed Volume				894.40K	6.68M	1.75M	0.00B

March 2020



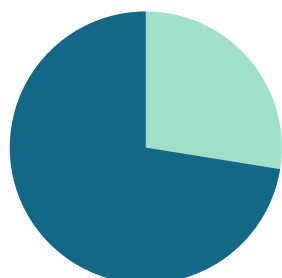
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

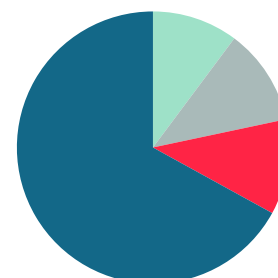


Inventory
 New Listings
174 = 27.53%
 Start Inventory
458
 Total Inventory Units
632
 Volume
\$143,218,096

Market Activity

Closed Sales
72 = 10.20%
 Pending Sales
81 = 11.47%
 Other Off Market
80 = 11.33%
 Active Inventory
473 = 67.00%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	68	72	5.88%	156	195	25.00%
Pending Sales	78	81	3.85%	202	230	13.86%
New Listings	193	174	-9.84%	519	462	-10.98%
Average List Price	142,934	135,320	-5.33%	133,636	145,553	8.92%
Average Sale Price	136,649	129,540	-5.20%	127,700	138,712	8.62%
Average Percent of Selling Price to List Price	95.30%	94.81%	-0.51%	95.08%	94.34%	-0.78%
Average Days on Market to Sale	59.74	62.82	5.16%	62.65	57.92	-7.55%
Monthly Inventory	580	473	-18.45%	580	473	-18.45%
Months Supply of Inventory	8.69	6.36	-26.77%	8.69	6.36	-26.77%

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

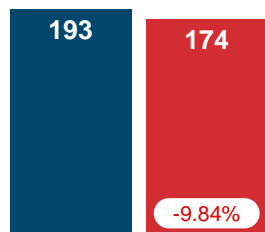
Inventory on March 31, 2020 = **473**

2019 **2020**

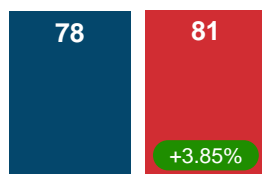
MARCH MARKET

AVERAGE PRICES

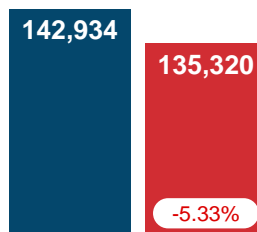
New Listings



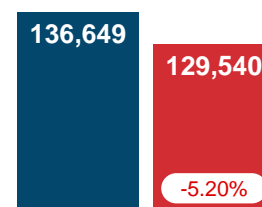
Pending Listings



List Price



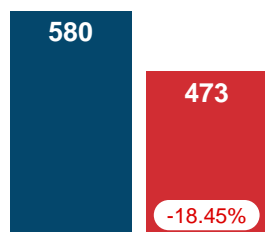
Sale Price



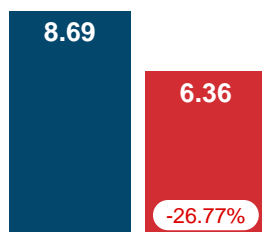
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

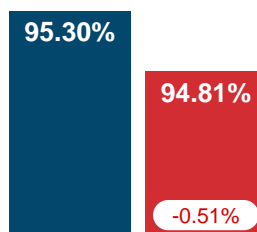
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

