

May 2020



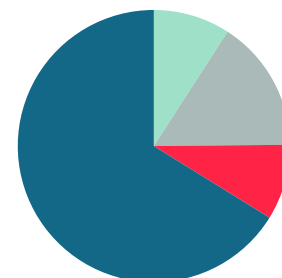
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	67	62	-7.46%
Pending Listings	87	107	22.99%
New Listings	167	153	-8.38%
Average List Price	119,209	142,848	19.83%
Average Sale Price	113,066	133,299	17.89%
Average Percent of Selling Price to List Price	95.91%	93.66%	-2.35%
Average Days on Market to Sale	57.22	44.48	-22.26%
End of Month Inventory	594	450	-24.24%
Months Supply of Inventory	8.91	6.12	-31.29%



■ Closed (9.12%)
■ Pending (15.74%)
■ Other OffMarket (8.97%)
■ Active (66.18%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of May 31, 2020 = **450**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **24.24%** to 450 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 **6.12** 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 **17.89%** in May 2020 to \$133,299 versus the previous year at \$113,066.

Average Days on Market Shortens

The average number of **44.48** days that homes spent on the market before selling decreased by 12.74 days or **22.26%** in May 2020 compared to last year's same month at **57.22** DOM.

Sales Success for May 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 153 New Listings in May 2020, down **8.38%** from last year at 167. Furthermore, there were 62 Closed Listings this month versus last year at 67, a **-7.46%** decrease.

Closed versus Listed trends yielded a **40.5%** ratio, up from previous year's, May 2019, at **40.1%**, a **1.00%** 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

May 2020



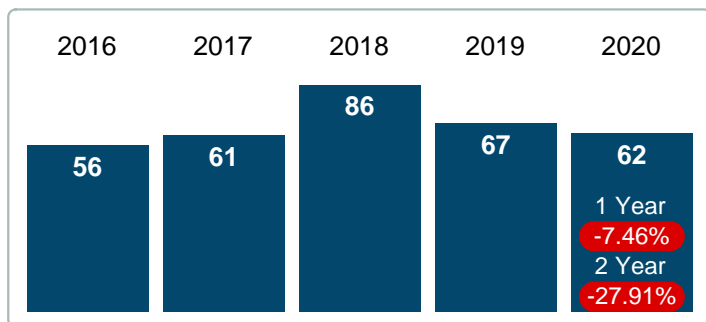
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



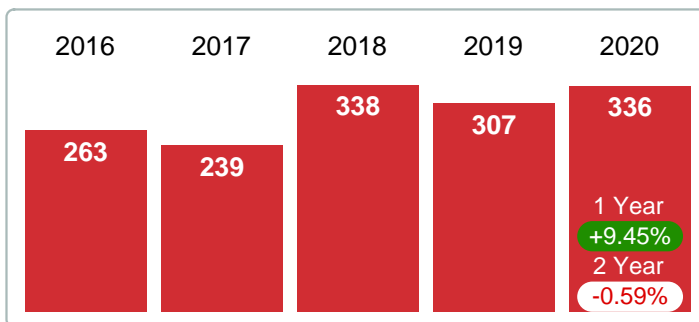
CLOSED LISTINGS

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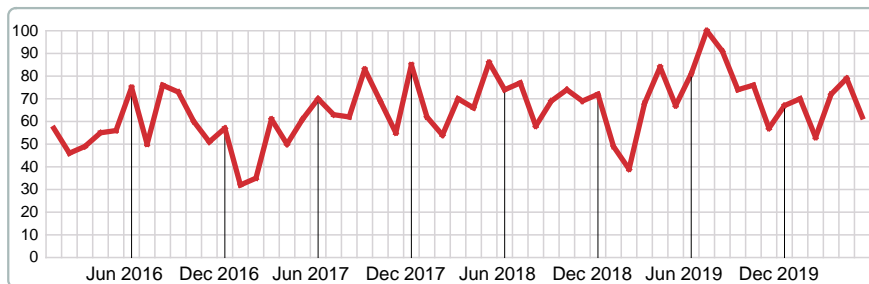
MAY



YEAR TO DATE (YTD)

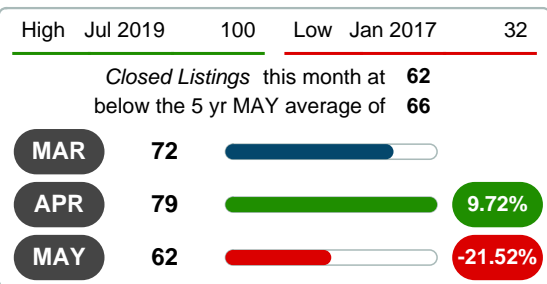


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66



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	3	4.84%	23.7	1	2	0	0
\$30,001 - \$70,000	10	16.13%	38.5	3	7	0	0
\$70,001 - \$90,000	8	12.90%	65.9	2	5	1	0
\$90,001 - \$120,000	14	22.58%	29.2	3	10	1	0
\$120,001 - \$180,000	13	20.97%	58.7	1	9	3	0
\$180,001 - \$220,000	8	12.90%	33.4	1	5	2	0
\$220,001 and up	6	9.68%	56.0	0	4	2	0
Total Closed Units	62			11	42	9	0
Total Closed Volume	8,264,564	100%	44.5	937.70K	5.54M	1.78M	0.00B
Average Closed Price	\$133,299			\$85,245	\$131,998	\$198,107	\$0

May 2020



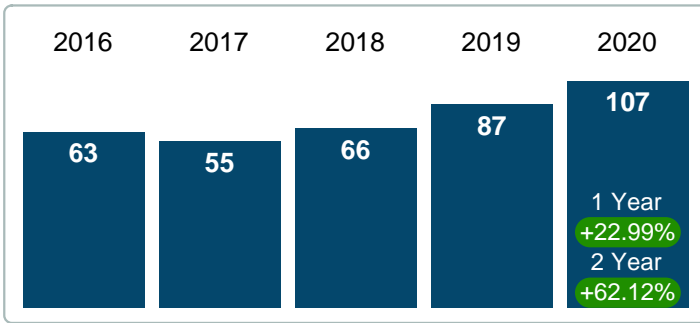
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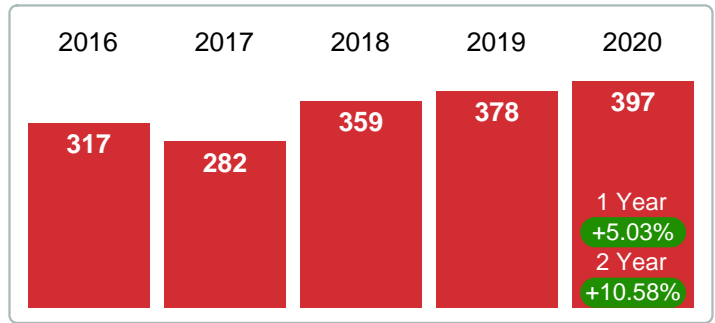
PENDING LISTINGS

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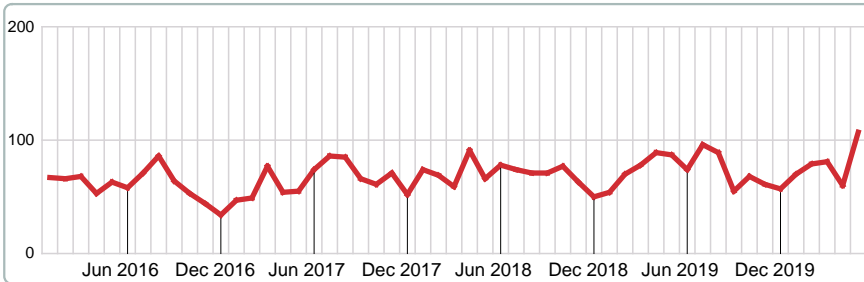
MAY



YEAR TO DATE (YTD)

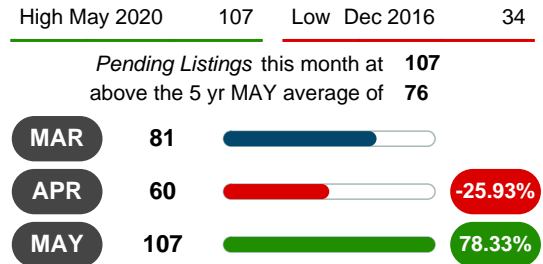


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 76



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	4	3.74%	74.8	2	1	1	0
\$25,001 - \$75,000	18	16.82%	56.6	8	10	0	0
\$75,001 - \$100,000	10	9.35%	37.9	3	6	1	0
\$100,001 - \$175,000	30	28.04%	51.4	2	21	7	0
\$175,001 - \$275,000	18	16.82%	62.6	1	14	2	1
\$275,001 - \$375,000	14	13.08%	35.4	3	10	1	0
\$375,001 and up	13	12.15%	53.3	0	5	8	0
Total Pending Units	107			19	67	20	1
Total Pending Volume	20,603,228	100%	51.9	2.09M	12.23M	6.02M	269.90K
Average Listing Price	\$192,554			\$109,805	\$182,470	\$301,078	\$269,900

May 2020



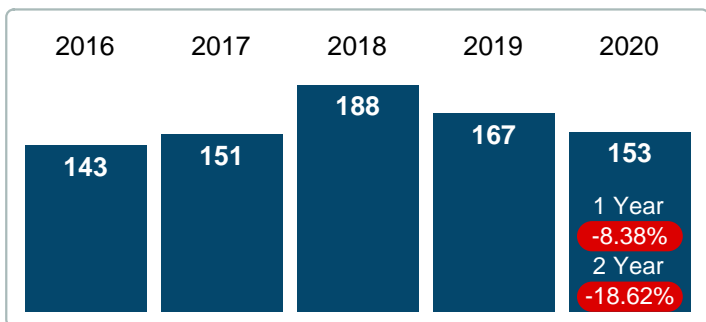
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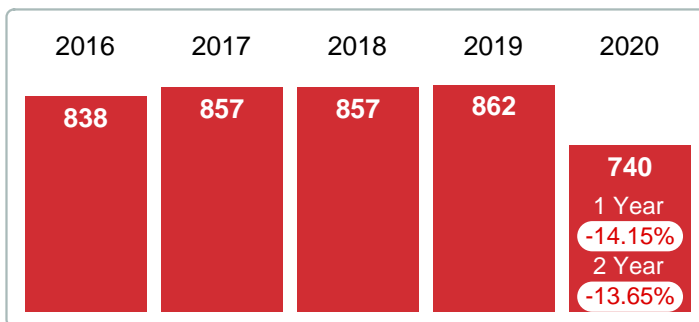
NEW LISTINGS

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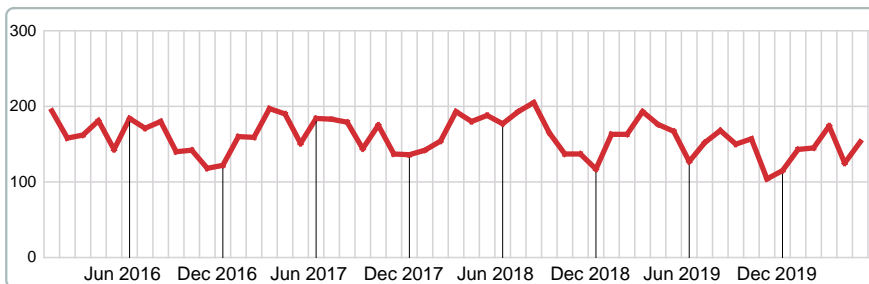
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 160

High Aug 2018 205 | Low Nov 2019 104

New Listings this month at **153**
 below the 5 yr MAY average of **160**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$25,000 and less	3	1.96%
\$25,001 - \$50,000	15	9.80%
\$50,001 - \$75,000	25	16.34%
\$75,001 - \$125,000	38	24.84%
\$125,001 - \$225,000	37	24.18%
\$225,001 - \$425,000	19	12.42%
\$425,001 and up	16	10.46%
Total New Listed Units	153	
Total New Listed Volume	32,065,600	100%
Average New Listed Listing Price	\$177,917	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2	0	0
\$25,001 - \$50,000	5	10	0	0
\$50,001 - \$75,000	8	16	1	0
\$75,001 - \$125,000	5	27	6	0
\$125,001 - \$225,000	4	23	10	0
\$225,001 - \$425,000	3	8	7	1
\$425,001 and up	0	7	7	2
Total	26	93	31	3
Total Volume	2.92M	17.50M	9.61M	2.04M
Average Price	\$112,204	\$188,180	\$309,985	\$679,333

May 2020



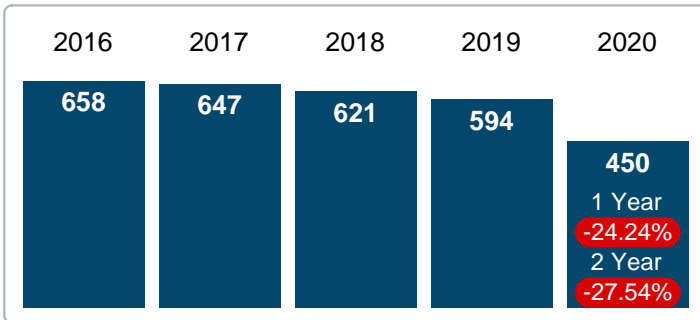
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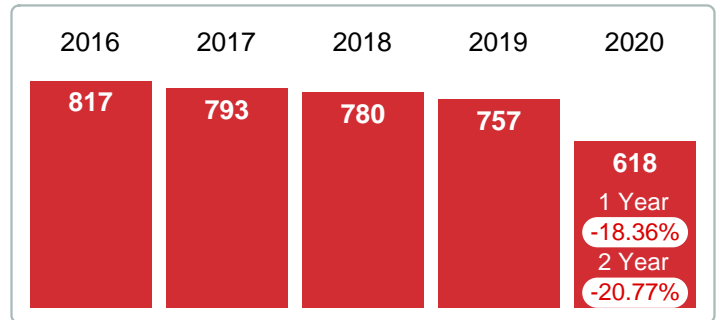
ACTIVE INVENTORY

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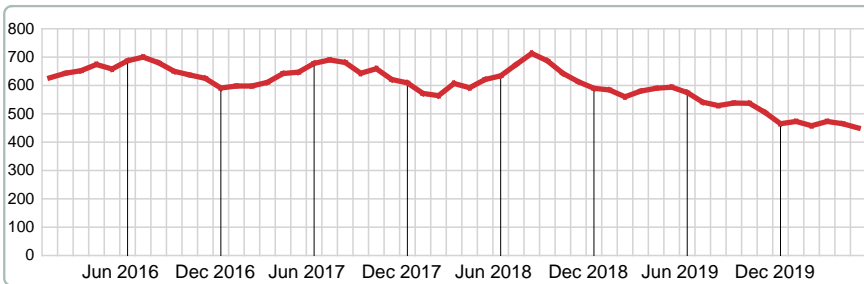
END OF MAY



ACTIVE DURING MAY

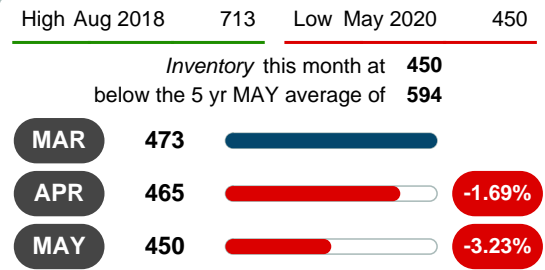


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 594



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	40	8.89%	69.7	17	19	3	1
\$50,001 - \$75,000	52	11.56%	70.0	15	35	2	0
\$75,001 - \$100,000	60	13.33%	79.4	9	42	8	1
\$100,001 - \$225,000	129	28.67%	73.2	17	82	28	2
\$225,001 - \$325,000	66	14.67%	87.3	10	42	9	5
\$325,001 - \$475,000	51	11.33%	83.3	3	25	17	6
\$475,001 and up	52	11.56%	86.7	3	15	28	6
Total Active Inventory by Units	450			74	260	95	21
Total Active Inventory by Volume	108,909,222	100%	78.1	10.88M	53.99M	33.25M	10.78M
Average Active Inventory Listing Price	\$242,020			\$147,055	\$207,652	\$350,037	\$513,524

May 2020



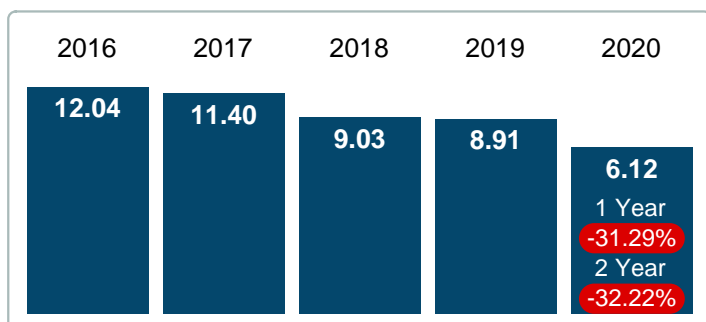
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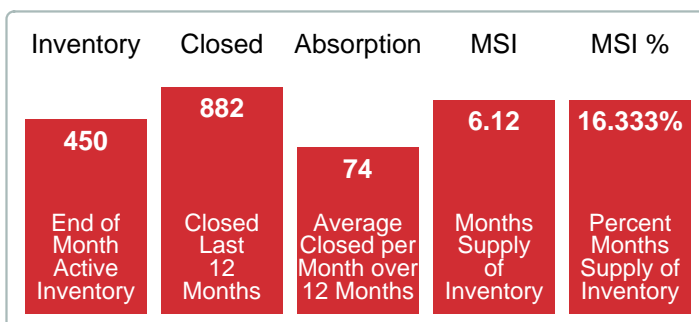
MONTHS SUPPLY of INVENTORY (MSI)

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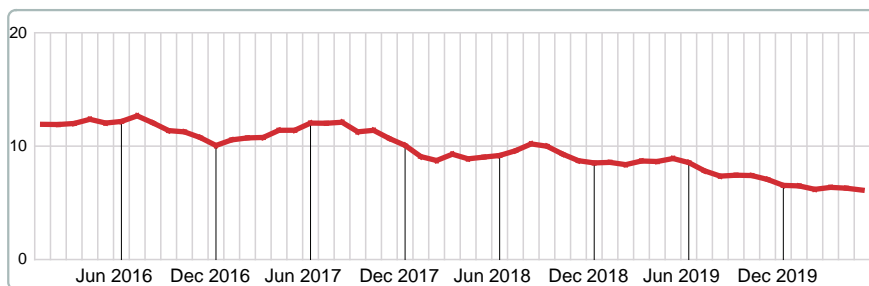
MSI FOR MAY



INDICATORS FOR MAY 2020

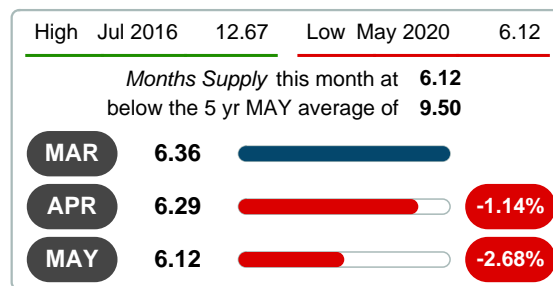


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 9.50



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	40	8.89%	2.93	3.19	2.56	3.60	12.00
\$50,001 - \$75,000	52	11.56%	6.30	5.45	7.00	4.80	0.00
\$75,001 - \$100,000	60	13.33%	5.81	4.15	6.15	8.00	3.00
\$100,001 - \$225,000	129	28.67%	4.41	7.85	3.74	6.22	3.00
\$225,001 - \$325,000	66	14.67%	9.90	15.00	10.50	4.50	0.00
\$325,001 - \$475,000	51	11.33%	13.02	36.00	13.64	9.71	24.00
\$475,001 and up	52	11.56%	36.71	0.00	25.71	67.20	14.40
Market Supply of Inventory (MSI)			6.12	5.62	5.46	8.70	11.45
Total Active Inventory by Units		100%	6.12	74	260	95	21

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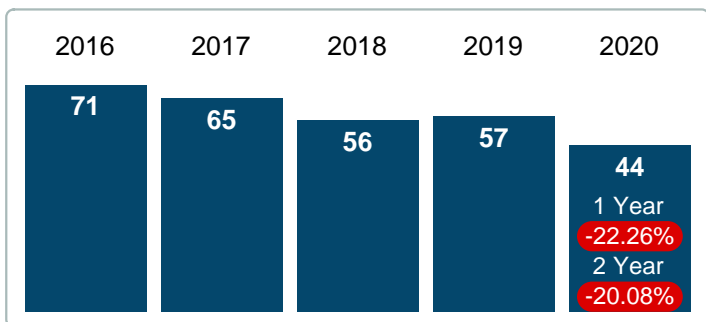
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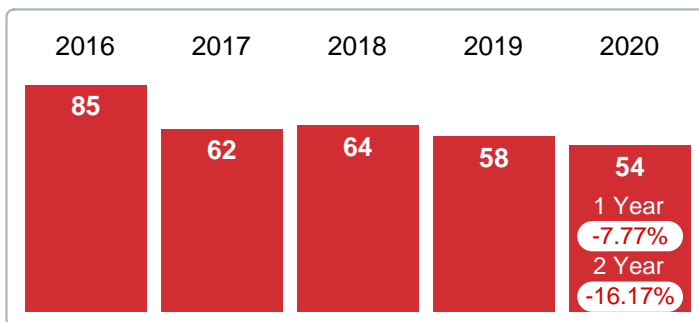
AVERAGE DAYS ON MARKET TO SALE

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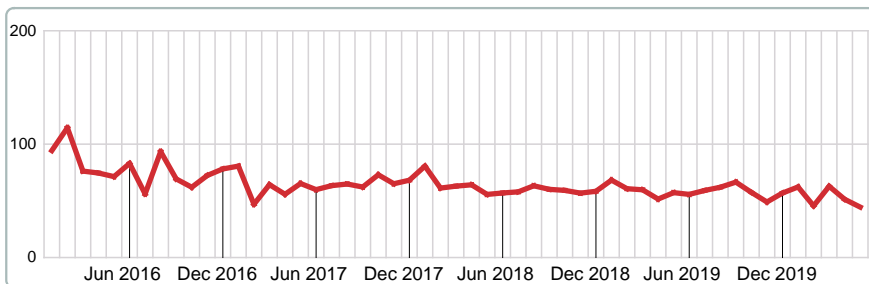
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 44 below the 5 yr MAY 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	
\$30,000 and less	4.84%	24	54	9	0	0	
\$30,001 - \$70,000	16.13%	39	52	33	0	0	
\$70,001 - \$90,000	12.90%	66	39	72	91	0	
\$90,001 - \$120,000	22.58%	29	38	28	16	0	
\$120,001 - \$180,000	20.97%	59	136	63	21	0	
\$180,001 - \$220,000	12.90%	33	104	15	45	0	
\$220,001 and up	9.68%	56	0	43	82	0	
Average Closed DOM		44		58	40	47	0
Total Closed Units	100%	44	11	42	9	0	
Total Closed Volume		8,264,564	937.70K	5.54M	1.78M	0.00B	

May 2020



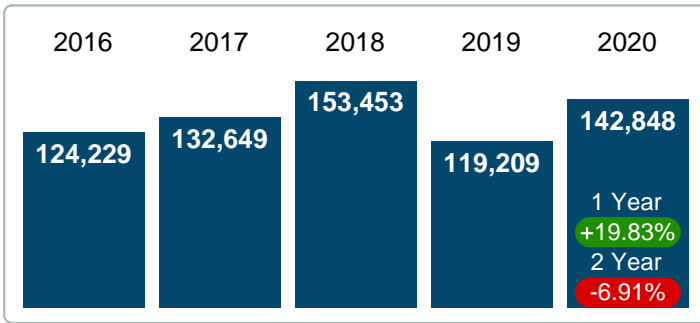
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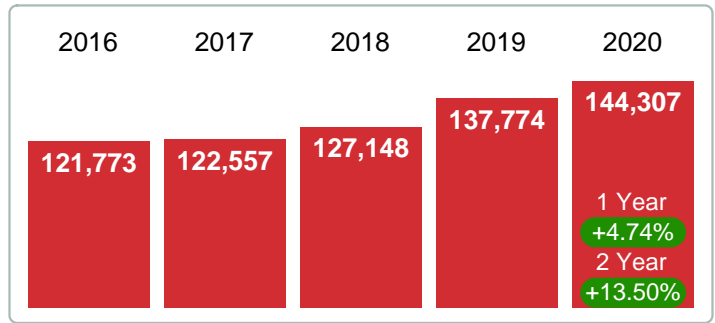
AVERAGE LIST PRICE AT CLOSING

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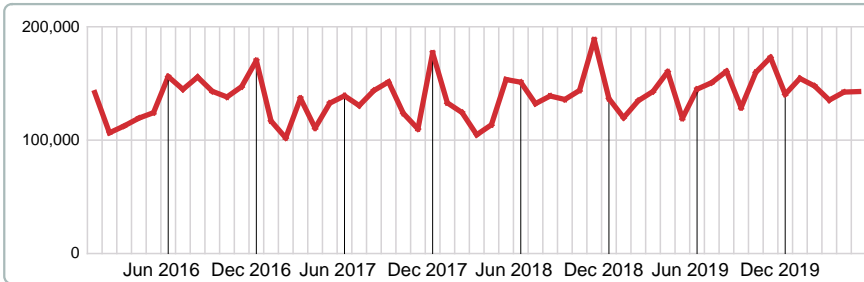
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

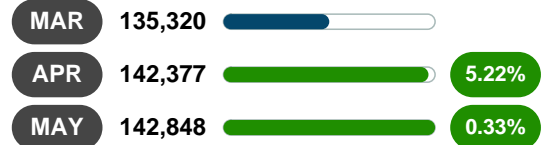


3 MONTHS

5 year MAY AVG = 134,478

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

Average List Price at Closing this month at **142,848**
 above the 5 yr MAY average of **134,478**



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	4.84%	18,667	24,000	16,000	0	0
\$30,001 - \$70,000	16.13%	48,290	41,633	51,143	0	0
\$70,001 - \$90,000	11.29%	83,600	84,450	89,360	72,500	0
\$90,001 - \$120,000	19.35%	106,425	107,967	115,420	126,000	0
\$120,001 - \$180,000	24.19%	141,151	144,500	146,544	136,255	0
\$180,001 - \$220,000	9.68%	197,183	225,000	207,160	207,450	0
\$220,001 and up	14.52%	350,556	0	407,250	424,250	0
Average List Price		142,848	91,927	142,255	207,852	0
Total Closed Units	100%	142,848	11	42	9	0
Total Closed Volume		8,856,564	1.01M	5.97M	1.87M	0.00B

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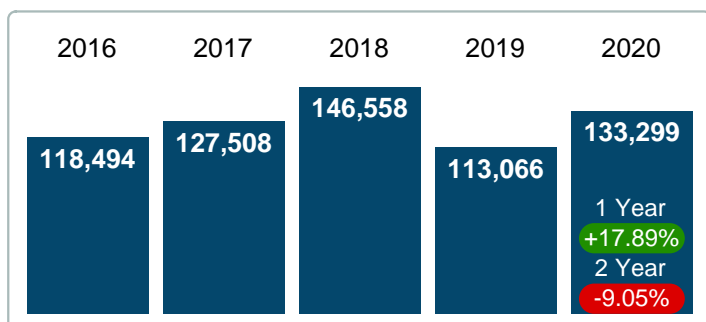
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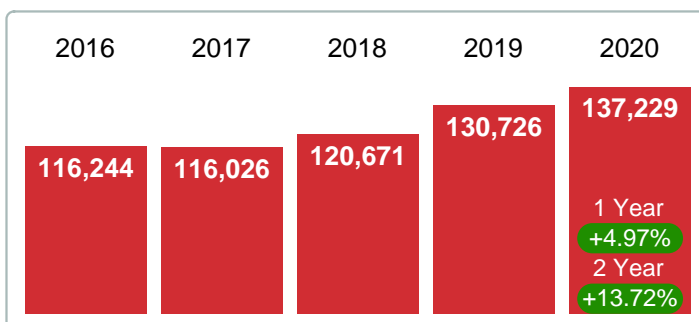
AVERAGE SOLD PRICE AT CLOSING

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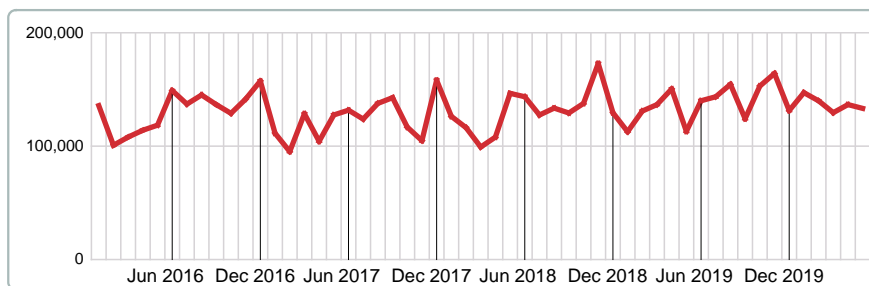
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 127,785

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

Average Sold Price at Closing this month at **133,299**
 above the 5 yr MAY average of **127,785**

MAR	129,540	
APR	136,651	+5.49%
MAY	133,299	-2.45%

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	4.84%	14,000	10,000	16,000	0	0
\$30,001 - \$70,000	16.13%	43,750	37,333	46,500	0	0
\$70,001 - \$90,000	12.90%	83,288	81,950	85,480	75,000	0
\$90,001 - \$120,000	22.58%	106,129	102,933	105,700	120,000	0
\$120,001 - \$180,000	20.97%	136,074	133,000	138,667	129,321	0
\$180,001 - \$220,000	12.90%	200,938	210,000	200,500	197,500	0
\$220,001 and up	9.68%	376,083	0	362,875	402,500	0
Average Sold Price		133,299	85,245	131,998	198,107	0
Total Closed Units	100%	133,299	11	42	9	0
Total Closed Volume		8,264,564	937.70K	5.54M	1.78M	0.00B

May 2020



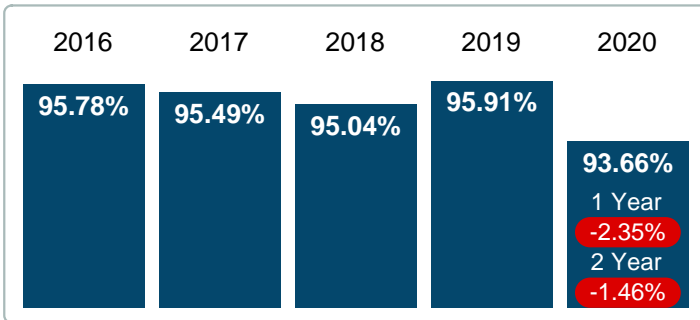
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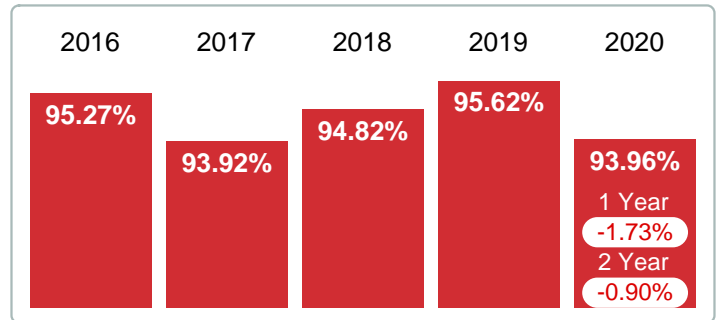
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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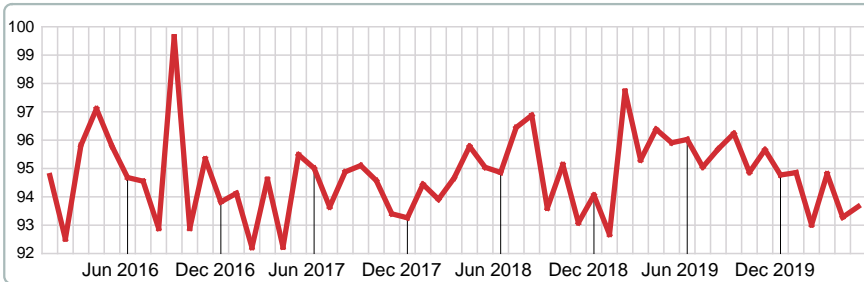
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

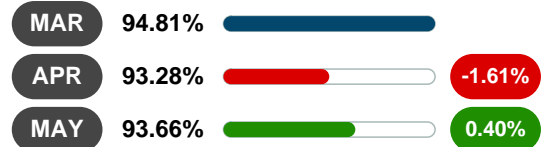


3 MONTHS

5 year MAY AVG = 95.18%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **93.66%** below the 5 yr MAY average of **95.18%**



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	3	4.84%	80.56%	41.67%	100.00%	0.00%	0.00%
\$30,001 - \$70,000	10	16.13%	90.78%	89.87%	91.17%	0.00%	0.00%
\$70,001 - \$90,000	8	12.90%	97.30%	97.22%	96.11%	103.45%	0.00%
\$90,001 - \$120,000	14	22.58%	94.16%	96.32%	93.40%	95.24%	0.00%
\$120,001 - \$180,000	13	20.97%	94.84%	92.04%	94.98%	95.34%	0.00%
\$180,001 - \$220,000	8	12.90%	95.97%	93.33%	96.74%	95.38%	0.00%
\$220,001 and up	6	9.68%	93.33%	0.00%	92.56%	94.87%	0.00%
Average Sold/List Ratio		93.70%		89.10%	94.32%	96.14%	0.00%
Total Closed Units		62	100%	11	42	9	
Total Closed Volume		8,264,564		937.70K	5.54M	1.78M	0.00B

May 2020



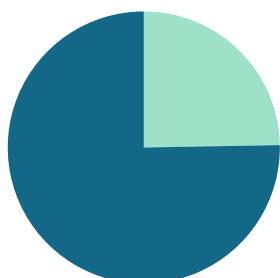
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

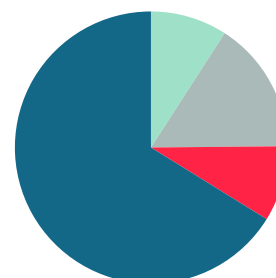


Inventory
 New Listings
153 = 24.72%
 Start Inventory
466
 Total Inventory Units
619
 Volume
\$143,427,844

Market Activity

Closed Sales
62 = 9.12%
 Pending Sales
107 = 15.74%
 Other Off Market
61 = 8.97%
 Active Inventory
450 = 66.18%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	62	-7.46%	307	336	9.45%
Pending Sales	87	107	22.99%	378	397	5.03%
New Listings	167	153	-8.38%	862	740	-14.15%
Average List Price	119,209	142,848	19.83%	137,774	144,307	4.74%
Average Sale Price	113,066	133,299	17.89%	130,726	137,229	4.97%
Average Percent of Selling Price to List Price	95.91%	93.66%	-2.35%	95.62%	93.96%	-1.73%
Average Days on Market to Sale	57.22	44.48	-22.26%	58.44	53.90	-7.77%
Monthly Inventory	594	450	-24.24%	594	450	-24.24%
Months Supply of Inventory	8.91	6.12	-31.29%	8.91	6.12	-31.29%

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

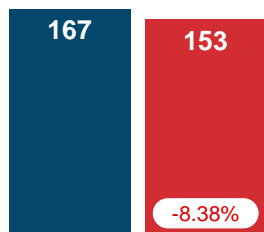
Inventory on May 31, 2020 = **450**

2019 **2020**

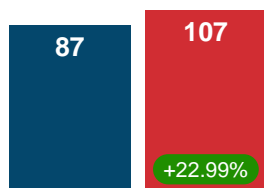
MAY MARKET

AVERAGE PRICES

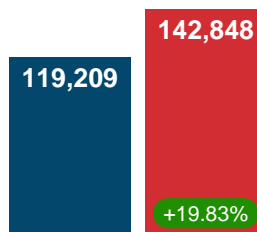
New Listings



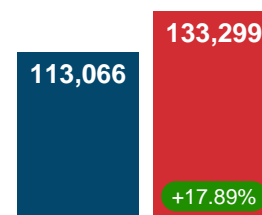
Pending Listings



List Price



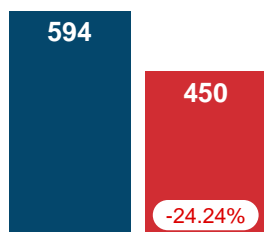
Sale Price



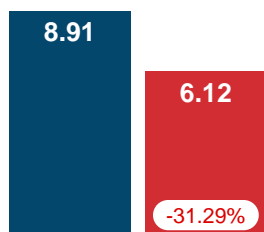
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

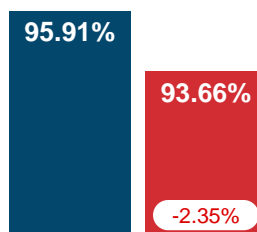
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

