

October 2020



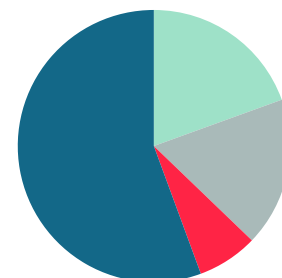
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

| Compared Metrics | 2019 | October 2020 | +/-% |
|------------------------------------------------|---------|--------------|---------|
| Closed Listings | 76 | 111 | 46.05% |
| Pending Listings | 68 | 101 | 48.53% |
| New Listings | 157 | 113 | -28.03% |
| Average List Price | 159,745 | 209,946 | 31.43% |
| Average Sale Price | 152,960 | 201,694 | 31.86% |
| Average Percent of Selling Price to List Price | 94.87% | 95.86% | 1.04% |
| Average Days on Market to Sale | 57.45 | 62.40 | 8.61% |
| End of Month Inventory | 537 | 317 | -40.97% |
| Months Supply of Inventory | 7.41 | 3.89 | -47.54% |



■ Closed (19.47%)
■ Pending (17.72%)
■ Other OffMarket (7.19%)
■ Active (55.61%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of October 31, 2020 = **317**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **40.97%** to 317 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **3.89** 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 **31.86%** in October 2020 to \$201,694 versus the previous year at \$152,960.

Average Days on Market Lengthens

The average number of **62.40** days that homes spent on the market before selling increased by 4.95 days or **8.61%** in October 2020 compared to last year's same month at **57.45** DOM.

Sales Success for October 2020 is Positive

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

There were 113 New Listings in October 2020, down **28.03%** from last year at 157. Furthermore, there were 111 Closed Listings this month versus last year at 76, a **46.05%** increase.

Closed versus Listed trends yielded a **98.2%** ratio, up from previous year's, October 2019, at **48.4%**, a **102.92%** 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

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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

October 2020



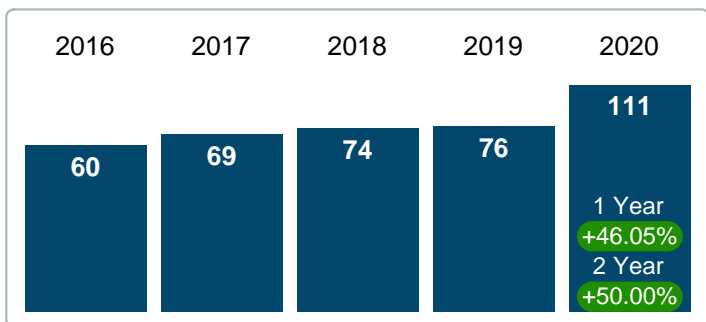
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



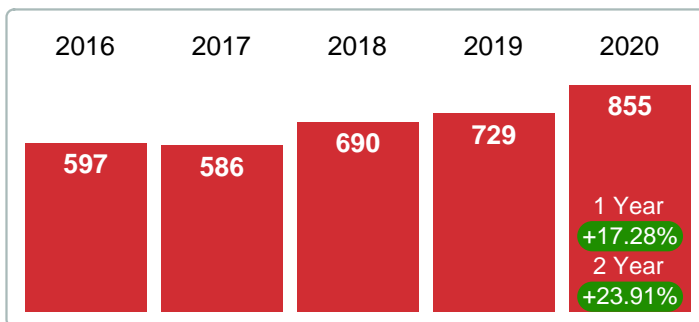
CLOSED LISTINGS

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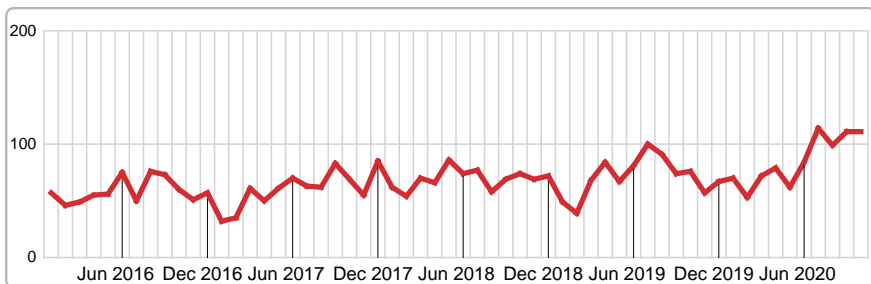
OCTOBER



YEAR TO DATE (YTD)

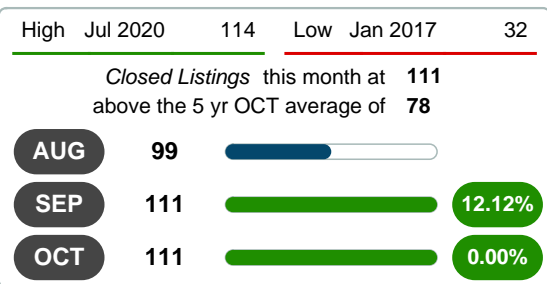


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 78



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 | 9.91% | 87.5 | 5 | 5 | 0 | 1 |
| \$50,001 - \$75,000 | 7 | 6.31% | 61.7 | 2 | 5 | 0 | 0 |
| \$75,001 - \$125,000 | 16 | 14.41% | 48.9 | 4 | 11 | 1 | 0 |
| \$125,001 - \$175,000 | 23 | 20.72% | 46.9 | 3 | 12 | 7 | 1 |
| \$175,001 - \$250,000 | 31 | 27.93% | 60.7 | 3 | 24 | 4 | 0 |
| \$250,001 - \$325,000 | 10 | 9.01% | 84.8 | 2 | 6 | 2 | 0 |
| \$325,001 and up | 13 | 11.71% | 72.2 | 1 | 6 | 6 | 0 |
| Total Closed Units | 111 | | | 20 | 69 | 20 | 2 |
| Total Closed Volume | 22,388,084 | 100% | 62.4 | 3.76M | 13.00M | 5.45M | 174.90K |
| Average Closed Price | \$201,694 | | | \$188,135 | \$188,408 | \$272,515 | \$87,450 |

October 2020



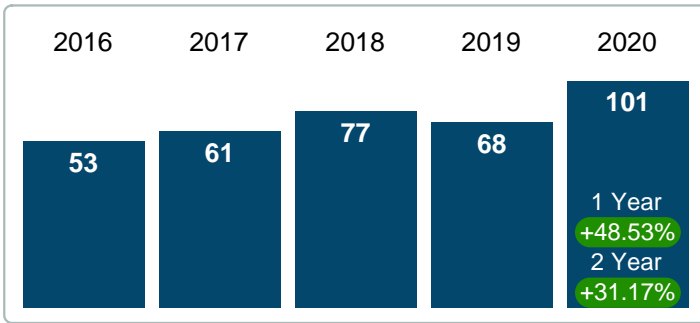
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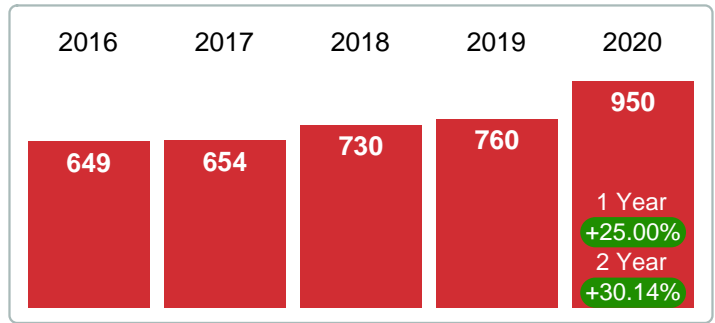
PENDING LISTINGS

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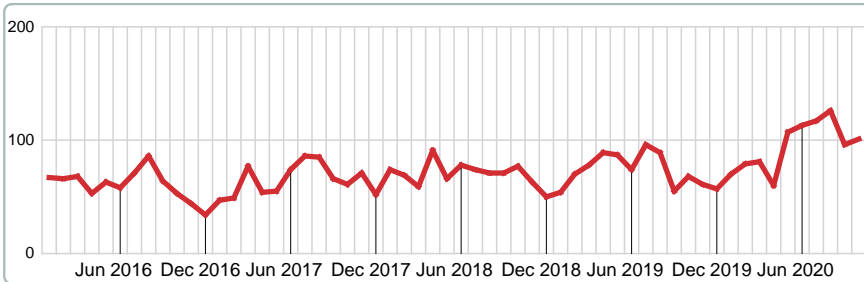
OCTOBER



YEAR TO DATE (YTD)

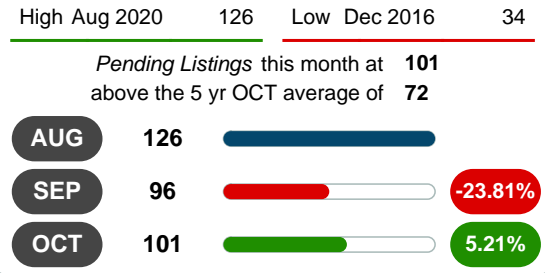


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 72



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 | 9 | 8.91% | 56.8 | 4 | 5 | 0 | 0 |
| \$50,001 - \$75,000 | 10 | 9.90% | 104.7 | 4 | 6 | 0 | 0 |
| \$75,001 - \$100,000 | 18 | 17.82% | 47.4 | 2 | 11 | 5 | 0 |
| \$100,001 - \$175,000 | 23 | 22.77% | 49.0 | 1 | 15 | 7 | 0 |
| \$175,001 - \$250,000 | 16 | 15.84% | 72.8 | 3 | 11 | 1 | 1 |
| \$250,001 - \$425,000 | 14 | 13.86% | 67.5 | 1 | 10 | 1 | 2 |
| \$425,001 and up | 11 | 10.89% | 66.9 | 1 | 3 | 5 | 2 |
| Total Pending Units | 101 | | | 16 | 61 | 19 | 5 |
| Total Pending Volume | 20,277,850 | 100% | 60.2 | 2.22M | 10.42M | 5.48M | 2.15M |
| Average Listing Price | \$203,125 | | | \$138,994 | \$170,893 | \$288,324 | \$430,260 |

October 2020



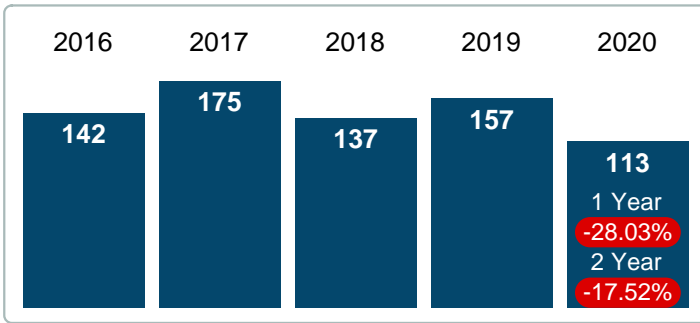
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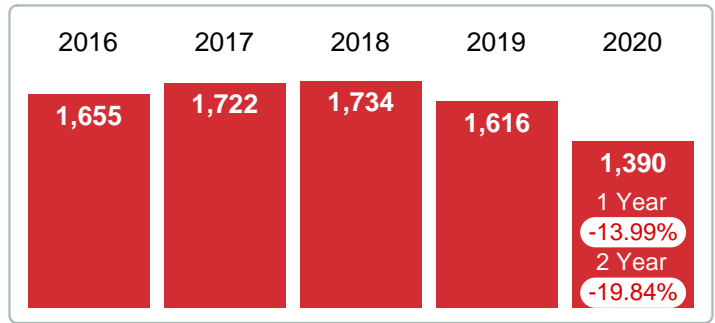
NEW LISTINGS

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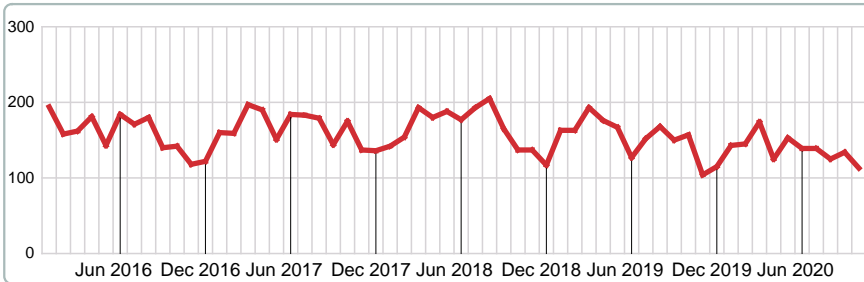
OCTOBER



YEAR TO DATE (YTD)

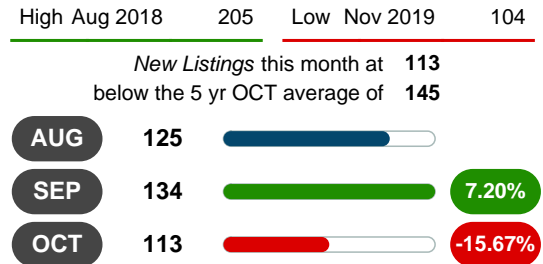


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 145



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 | 1 | 0.88% | 1 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 13 | 11.50% | 9 | 3 | 1 | 0 |
| \$50,001 - \$100,000 | 28 | 24.78% | 6 | 21 | 1 | 0 |
| \$100,001 - \$150,000 | 26 | 23.01% | 3 | 17 | 6 | 0 |
| \$150,001 - \$250,000 | 19 | 16.81% | 1 | 13 | 5 | 0 |
| \$250,001 - \$425,000 | 14 | 12.39% | 2 | 8 | 2 | 2 |
| \$425,001 and up | 12 | 10.62% | 3 | 4 | 1 | 4 |
| Total New Listed Units | 113 | | 25 | 66 | 16 | 6 |
| Total New Listed Volume | 23,131,799 | 100% | 4.21M | 11.84M | 3.18M | 3.89M |
| Average New Listed Listing Price | \$185,911 | | \$168,480 | \$179,455 | \$199,000 | \$648,633 |

October 2020



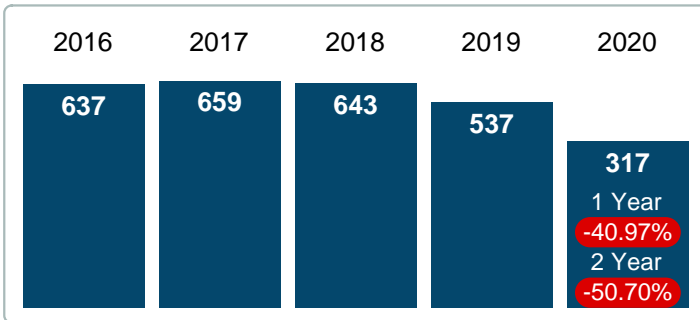
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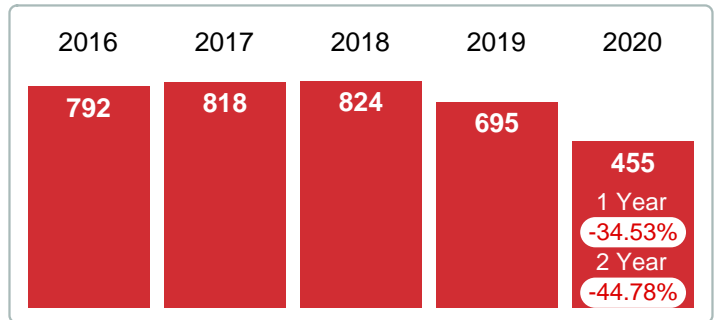
ACTIVE INVENTORY

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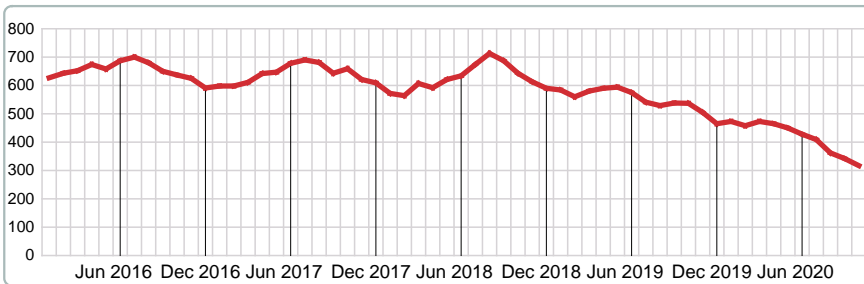
END OF OCTOBER



ACTIVE DURING OCTOBER

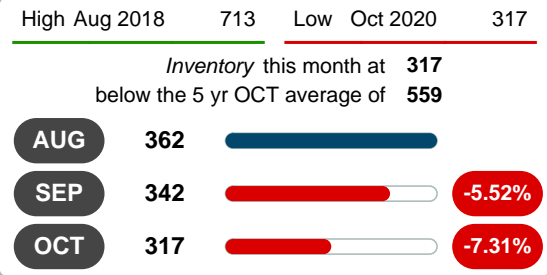


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 559



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 | 4 | 1.26% | 137.8 | 2 | 2 | 0 | 0 |
| \$25,001 - \$50,000 | 32 | 10.09% | 75.0 | 17 | 12 | 2 | 1 |
| \$50,001 - \$75,000 | 53 | 16.72% | 87.6 | 17 | 32 | 4 | 0 |
| \$75,001 - \$175,000 | 104 | 32.81% | 86.3 | 11 | 71 | 20 | 2 |
| \$175,001 - \$275,000 | 46 | 14.51% | 66.8 | 3 | 29 | 12 | 2 |
| \$275,001 - \$500,000 | 47 | 14.83% | 86.2 | 3 | 24 | 14 | 6 |
| \$500,001 and up | 31 | 9.78% | 109.7 | 4 | 9 | 11 | 7 |
| Total Active Inventory by Units | 317 | | | 57 | 179 | 63 | 18 |
| Total Active Inventory by Volume | 77,152,292 | 100% | 85.5 | 8.00M | 36.63M | 20.33M | 12.18M |
| Average Active Inventory Listing Price | \$243,383 | | | \$140,389 | \$204,651 | \$322,775 | \$676,817 |

October 2020



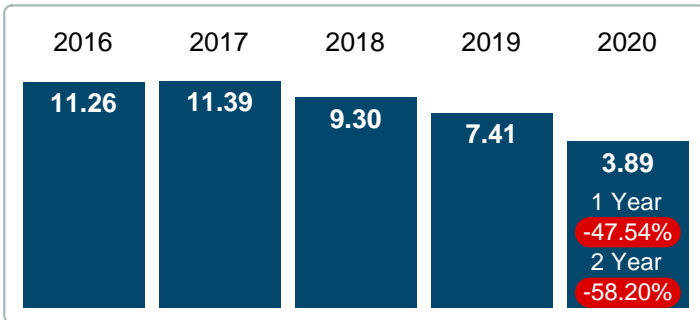
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



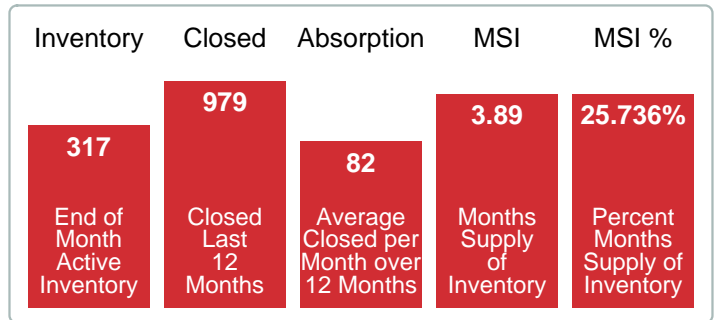
MONTHS SUPPLY of INVENTORY (MSI)

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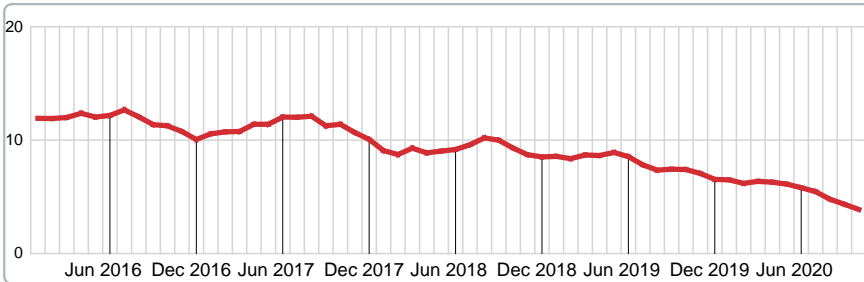
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

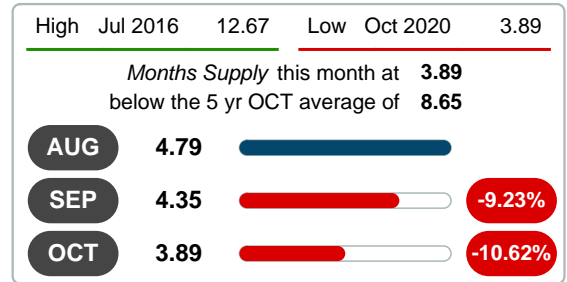


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 8.65



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 | 22 | 6.94% | 2.26 | 2.77 | 1.86 | 2.40 | 0.00 |
| \$40,001 - \$60,000 | 31 | 9.78% | 6.31 | 7.20 | 5.82 | 4.00 | 0.00 |
| \$60,001 - \$90,000 | 60 | 18.93% | 4.77 | 4.80 | 4.63 | 7.50 | 0.00 |
| \$90,001 - \$180,000 | 85 | 26.81% | 3.01 | 2.55 | 2.76 | 4.38 | 4.00 |
| \$180,001 - \$290,000 | 44 | 13.88% | 3.02 | 2.86 | 2.60 | 4.71 | 4.00 |
| \$290,001 - \$500,000 | 44 | 13.88% | 4.93 | 1.50 | 5.11 | 4.20 | 14.40 |
| \$500,001 and up | 31 | 9.78% | 12.00 | 24.00 | 13.50 | 8.80 | 14.00 |
| Market Supply of Inventory (MSI) | | | 3.89 | 3.89 | 3.45 | 4.91 | 8.00 |
| Total Active Inventory by Units | | 100% | 3.89 | 57 | 179 | 63 | 18 |

October 2020



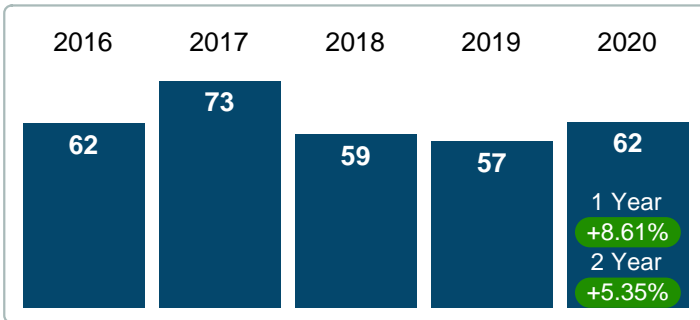
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



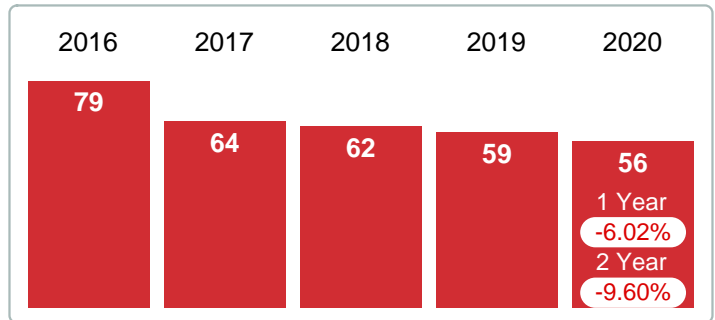
AVERAGE DAYS ON MARKET TO SALE

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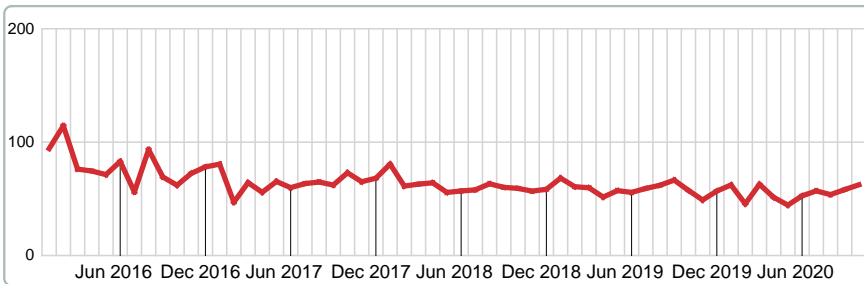
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

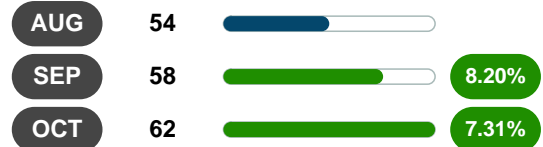


3 MONTHS

5 year OCT AVG = 63

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 62 below the 5 yr OCT average of 63



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 | 9.91% | 88 | 130 | 59 | 0 | 17 |
| \$50,001 - \$75,000 | 6.31% | 62 | 15 | 80 | 0 | 0 |
| \$75,001 - \$125,000 | 14.41% | 49 | 55 | 49 | 23 | 0 |
| \$125,001 - \$175,000 | 20.72% | 47 | 88 | 35 | 36 | 143 |
| \$175,001 - \$250,000 | 27.93% | 61 | 147 | 51 | 56 | 0 |
| \$250,001 - \$325,000 | 9.01% | 85 | 45 | 116 | 32 | 0 |
| \$325,001 and up | 11.71% | 72 | 91 | 69 | 72 | 0 |
| Average Closed DOM | | 62 | 89 | 58 | 50 | 80 |
| Total Closed Units | 100% | 62 | 20 | 69 | 20 | 2 |
| Total Closed Volume | | 22,388,084 | 3.76M | 13.00M | 5.45M | 174.90K |

October 2020



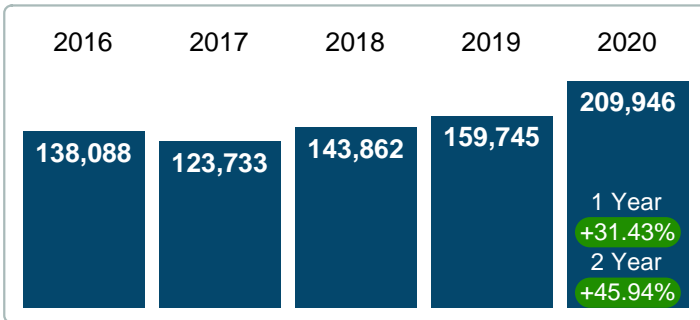
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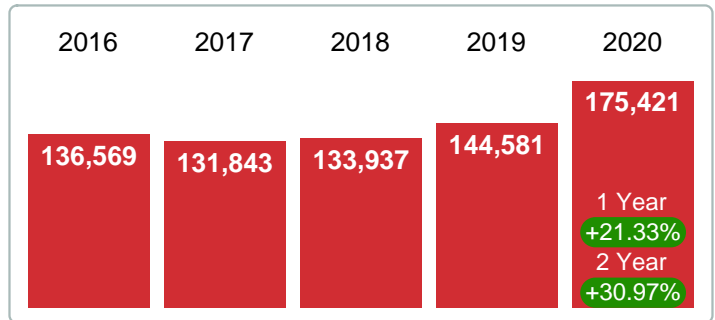
AVERAGE LIST PRICE AT CLOSING

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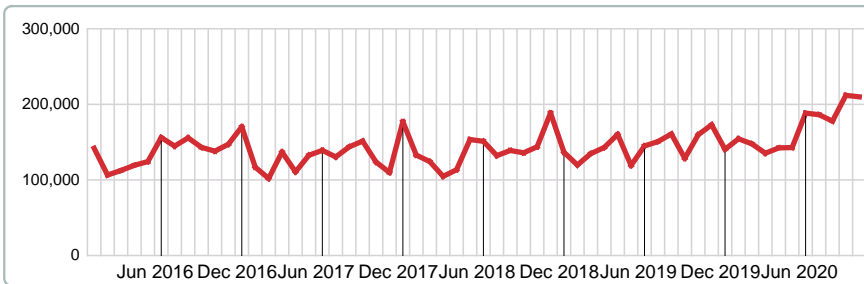
OCTOBER



YEAR TO DATE (YTD)

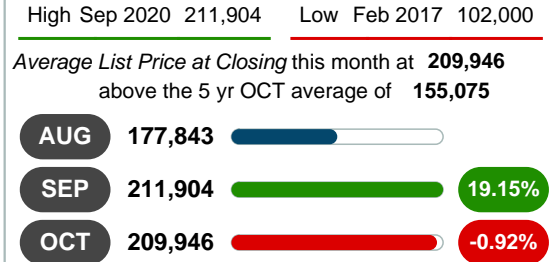


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 155,075



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 | 12 | 10.81% | 28,725 | 23,360 | 29,600 | 0 35,000 |
| \$50,001 - \$75,000 | 4 | 3.60% | 70,600 | 81,450 | 68,860 | 0 0 |
| \$75,001 - \$125,000 | 18 | 16.22% | 101,317 | 103,400 | 103,736 | 120,000 0 |
| \$125,001 - \$175,000 | 23 | 20.72% | 146,670 | 151,633 | 140,042 | 156,800 139,900 |
| \$175,001 - \$250,000 | 26 | 23.42% | 215,692 | 233,000 | 219,875 | 224,900 0 |
| \$250,001 - \$325,000 | 13 | 11.71% | 284,908 | 287,500 | 314,633 | 313,500 0 |
| \$325,001 and up | 15 | 13.51% | 544,533 | 1,598,000 | 488,000 | 493,000 0 |
| Average List Price | | 209,946 | | 201,010 | 194,300 | 285,110 87,450 |
| Total Closed Units | | 111 | 100% | 209,946 | 20 | 69 20 2 |
| Total Closed Volume | | 23,303,998 | | 4.02M | 13.41M | 5.70M 174.90K |

October 2020



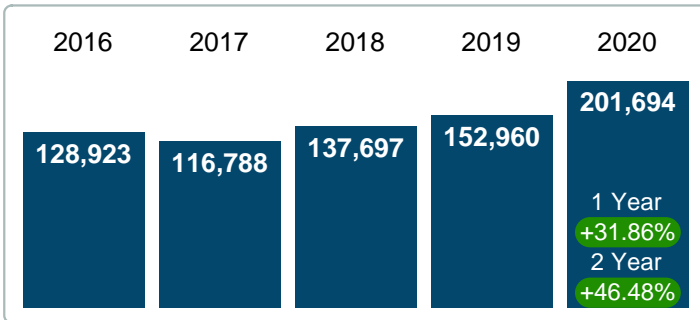
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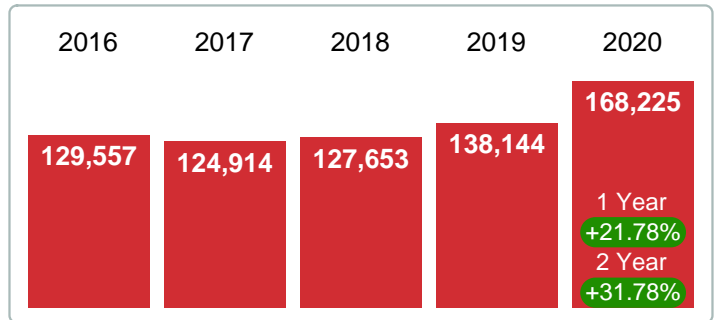
AVERAGE SOLD PRICE AT CLOSING

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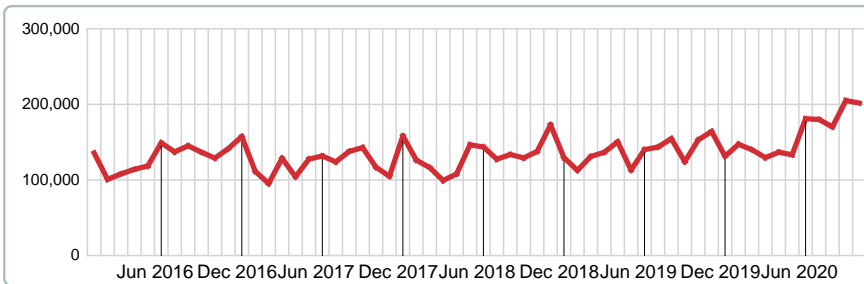
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

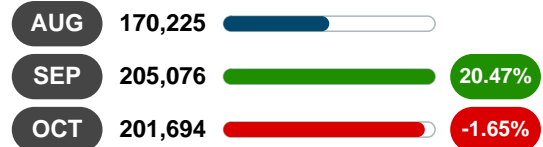


3 MONTHS

5 year OCT AVG = 147,612

High Sep 2020 205,076 Low Feb 2017 95,229

Average Sold Price at Closing this month at **201,694** above the 5 yr OCT average of **147,612**



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 | 9.91% | 23,900 | 20,680 | 24,900 | 0 | 35,000 |
| \$50,001 - \$75,000 | 6.31% | 65,729 | 66,500 | 65,420 | 0 | 0 |
| \$75,001 - \$125,000 | 14.41% | 99,888 | 96,950 | 99,127 | 120,000 | 0 |
| \$125,001 - \$175,000 | 20.72% | 145,726 | 138,333 | 143,992 | 152,700 | 139,900 |
| \$175,001 - \$250,000 | 27.93% | 212,324 | 220,667 | 211,027 | 213,850 | 0 |
| \$250,001 - \$325,000 | 9.01% | 292,064 | 282,500 | 292,940 | 299,000 | 0 |
| \$325,001 and up | 11.71% | 554,808 | 1,496,500 | 484,667 | 468,000 | 0 |
| Average Sold Price | | 201,694 | 188,135 | 188,408 | 272,515 | 87,450 |
| Total Closed Units | 100% | 201,694 | 20 | 69 | 20 | 2 |
| Total Closed Volume | | 22,388,084 | 3.76M | 13.00M | 5.45M | 174.90K |

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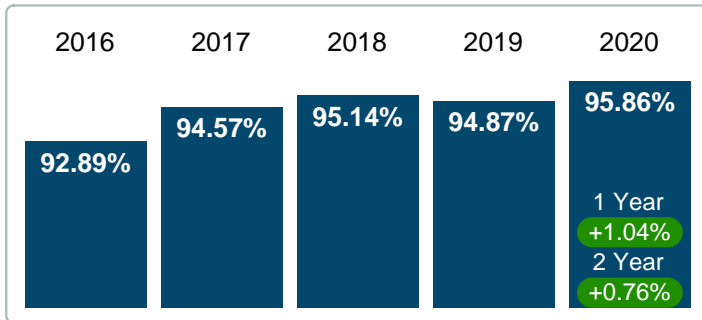
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



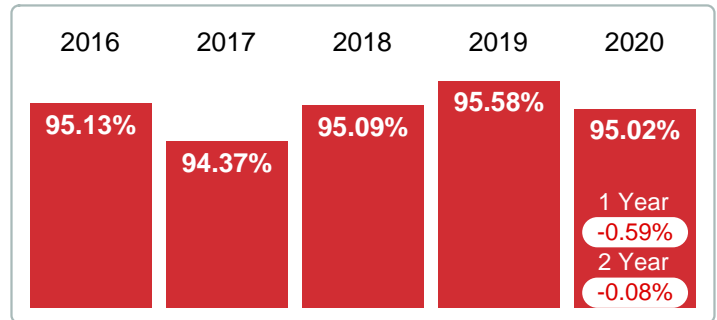
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 31, 2023 for MLS Technology Inc.

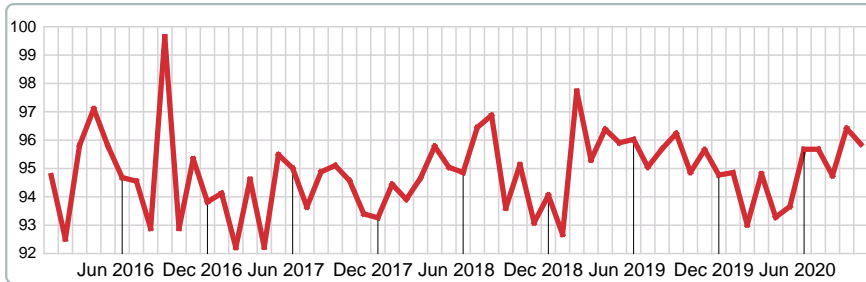
OCTOBER



YEAR TO DATE (YTD)

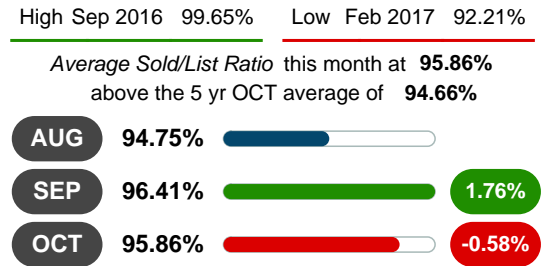


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 94.66%



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 | 9.91% | 88.09% | 91.21% | 82.59% | 0.00% | 100.00% |
| \$50,001 - \$75,000 | 7 | 6.31% | 93.07% | 84.25% | 96.60% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 16 | 14.41% | 95.60% | 94.31% | 95.67% | 100.00% | 0.00% |
| \$125,001 - \$175,000 | 23 | 20.72% | 100.14% | 91.46% | 103.93% | 97.38% | 100.00% |
| \$175,001 - \$250,000 | 31 | 27.93% | 96.08% | 94.84% | 96.41% | 95.00% | 0.00% |
| \$250,001 - \$325,000 | 10 | 9.01% | 94.74% | 98.24% | 93.36% | 95.38% | 0.00% |
| \$325,001 and up | 13 | 11.71% | 97.00% | 93.65% | 99.19% | 95.37% | 0.00% |
| Average Sold/List Ratio | | 95.90% | | 92.54% | 96.59% | 96.23% | 100.00% |
| Total Closed Units | 111 | 100% | 95.90% | 20 | 69 | 20 | 2 |
| Total Closed Volume | 22,388,084 | | | 3.76M | 13.00M | 5.45M | 174.90K |

October 2020



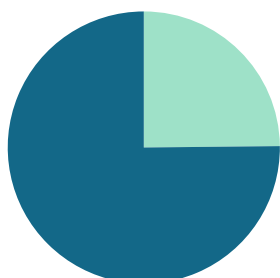
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

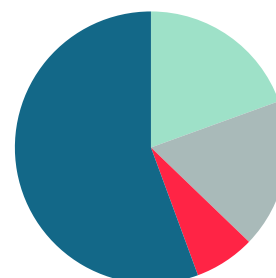


Inventory
 New Listings
113 = 24.84%
 Start Inventory
342
 Total Inventory Units
455
 Volume
\$106,344,840

Market Activity

Closed Sales
111 = 19.47%
 Pending Sales
101 = 17.72%
 Other Off Market
41 = 7.19%
 Active Inventory
317 = 55.61%

MARKET ACTIVITY



| Compared Metrics | October | | | Year to Date | | |
|------------------------------------------------|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 76 | 111 | 46.05% | 729 | 855 | 17.28% |
| Pending Sales | 68 | 101 | 48.53% | 760 | 950 | 25.00% |
| New Listings | 157 | 113 | -28.03% | 1,616 | 1,390 | -13.99% |
| Average List Price | 159,745 | 209,946 | 31.43% | 144,581 | 175,421 | 21.33% |
| Average Sale Price | 152,960 | 201,694 | 31.86% | 138,144 | 168,225 | 21.78% |
| Average Percent of Selling Price to List Price | 94.87% | 95.86% | 1.04% | 95.58% | 95.02% | -0.59% |
| Average Days on Market to Sale | 57.45 | 62.40 | 8.61% | 59.40 | 55.82 | -6.02% |
| Monthly Inventory | 537 | 317 | -40.97% | 537 | 317 | -40.97% |
| Months Supply of Inventory | 7.41 | 3.89 | -47.54% | 7.41 | 3.89 | -47.54% |

Absorption: Last 12 months, an Average of **82** Sales/Month

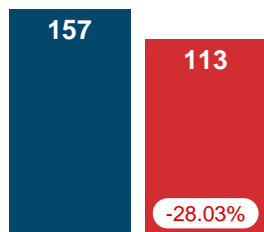
Inventory on October 31, 2020 = **317**

2019 **2020**

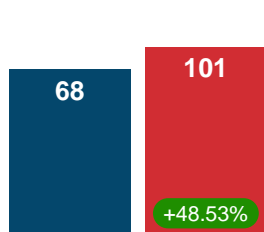
OCTOBER MARKET

AVERAGE PRICES

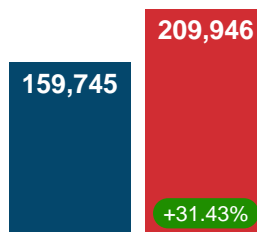
New Listings



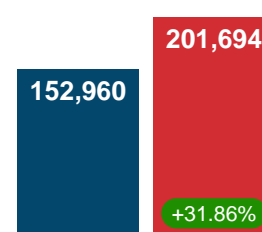
Pending Listings



List Price



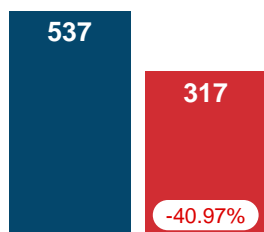
Sale Price



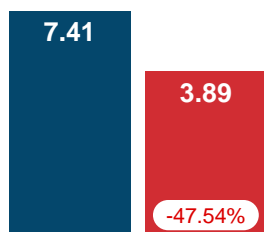
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

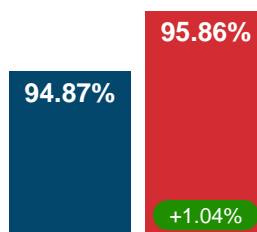
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

