

September 2020



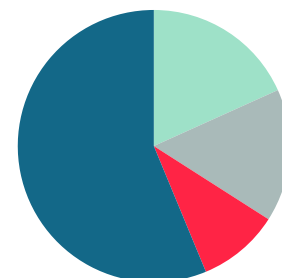
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	74	111	50.00%
Pending Listings	55	96	74.55%
New Listings	150	134	-10.67%
Average List Price	128,647	211,904	64.72%
Average Sale Price	124,155	205,076	65.18%
Average Percent of Selling Price to List Price	96.23%	96.41%	0.19%
Average Days on Market to Sale	66.51	58.14	-12.58%
End of Month Inventory	538	342	-36.43%
Months Supply of Inventory	7.44	4.35	-41.55%



■ Closed (18.26%)
■ Pending (15.79%)
■ Other OffMarket (9.70%)
■ Active (56.25%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of September 30, 2020 = **342**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **36.43%** to 342 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **4.35** 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 **65.18%** in September 2020 to \$205,076 versus the previous year at \$124,155.

Average Days on Market Shortens

The average number of **58.14** days that homes spent on the market before selling decreased by 8.37 days or **12.58%** in September 2020 compared to last year's same month at **66.51** DOM.

Sales Success for September 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 134 New Listings in September 2020, down **10.67%** from last year at 150. Furthermore, there were 111 Closed Listings this month versus last year at 74, a **50.00%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, September 2019, at **49.3%**, a **67.91%** upswing. This will certainly create pressure on a decreasing

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

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

September 2020



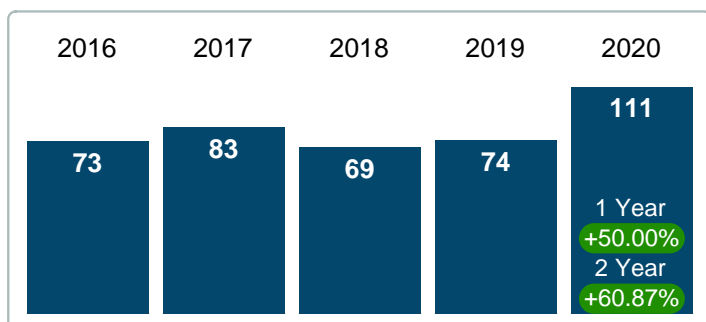
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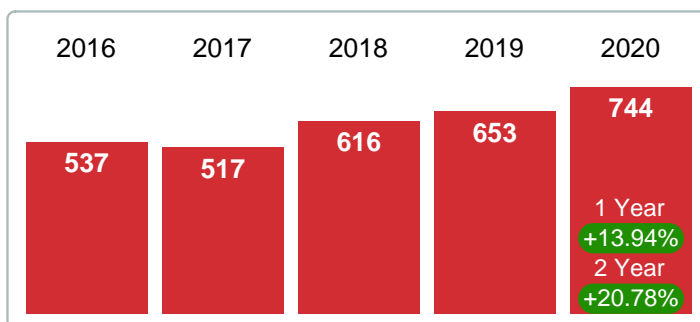
CLOSED LISTINGS

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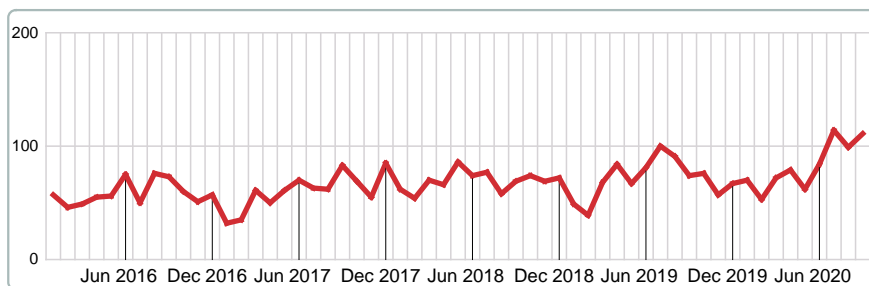
SEPTEMBER



YEAR TO DATE (YTD)

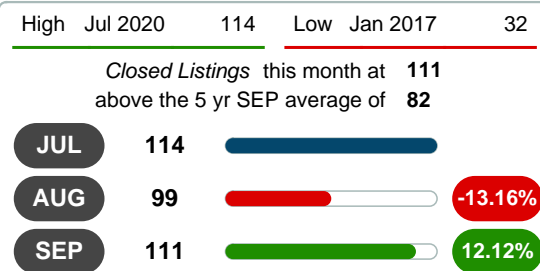


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 82



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	9	8.11%	42.2	6	3	0	0
\$50,001 - \$75,000	9	8.11%	89.2	3	6	0	0
\$75,001 - \$125,000	22	19.82%	49.3	4	15	3	0
\$125,001 - \$200,000	27	24.32%	39.0	2	19	5	1
\$200,001 - \$325,000	19	17.12%	80.7	2	13	4	0
\$325,001 - \$400,000	13	11.71%	62.0	0	7	4	2
\$400,001 and up	12	10.81%	66.1	1	5	5	1
Total Closed Units	111			18	68	21	4
Total Closed Volume	22,763,400	100%	58.1	2.10M	13.04M	6.28M	1.34M
Average Closed Price	\$205,076			\$116,800	\$191,704	\$299,081	\$336,100

September 2020



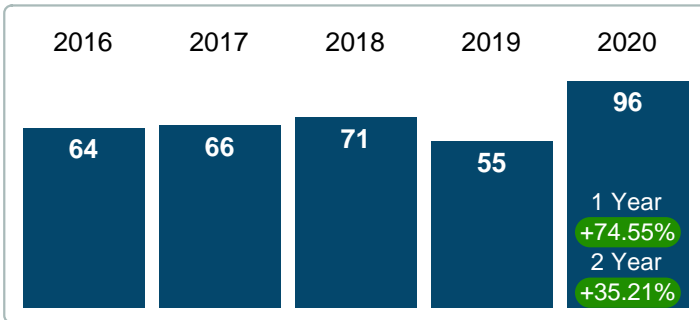
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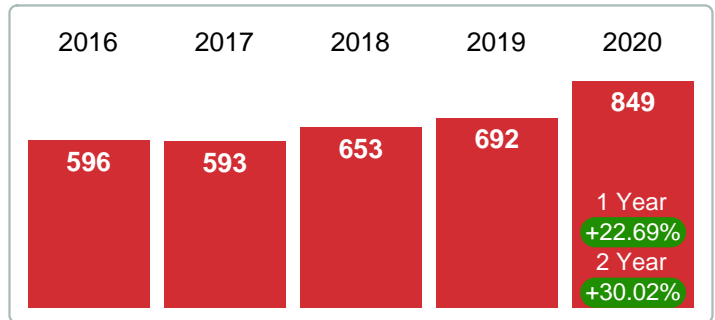
PENDING LISTINGS

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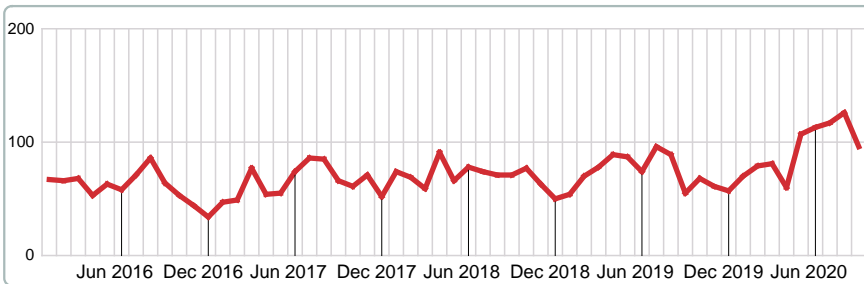
SEPTEMBER



YEAR TO DATE (YTD)

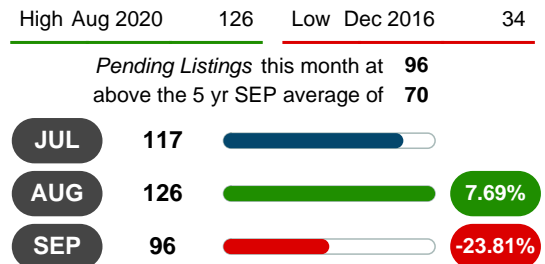


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 70



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	8	8.33%	67.6	3	5	0	0
\$50,001 - \$75,000	6	6.25%	48.3	2	4	0	0
\$75,001 - \$125,000	15	15.63%	51.6	4	10	1	0
\$125,001 - \$200,000	31	32.29%	44.5	2	23	5	1
\$200,001 - \$250,000	11	11.46%	39.1	0	6	5	0
\$250,001 - \$375,000	14	14.58%	61.9	2	10	2	0
\$375,001 and up	11	11.46%	65.3	2	4	4	1
Total Pending Units	96			15	62	17	2
Total Pending Volume	21,031,286	100%	52.6	3.57M	11.61M	4.95M	889.90K
Average Listing Price	\$219,687			\$238,193	\$187,337	\$291,388	\$444,950

September 2020



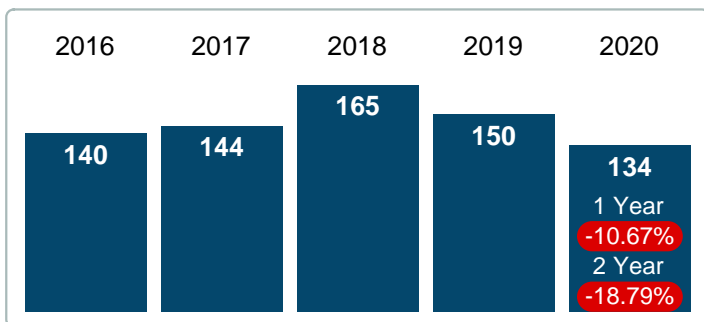
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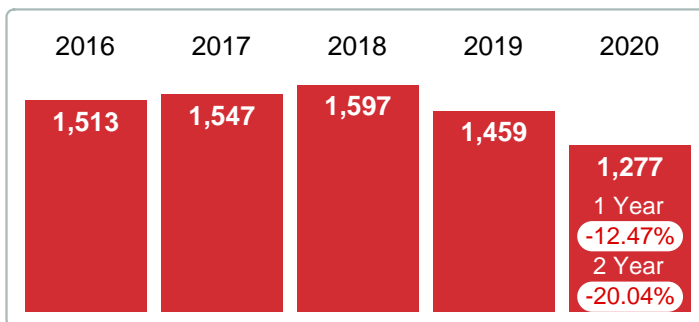
NEW LISTINGS

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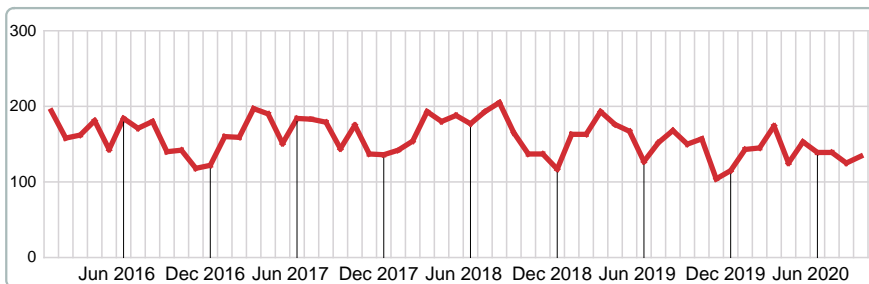
SEPTEMBER



YEAR TO DATE (YTD)

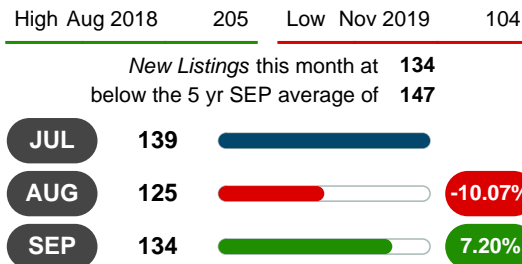


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 147



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	0.75%	0	1	0	0
\$25,001 - \$75,000	28	20.90%	11	14	2	1
\$75,001 - \$100,000	17	12.69%	3	11	3	0
\$100,001 - \$175,000	35	26.12%	4	25	5	1
\$175,001 - \$250,000	19	14.18%	2	12	5	0
\$250,001 - \$375,000	19	14.18%	3	9	6	1
\$375,001 and up	15	11.19%	1	7	4	3
Total New Listed Units	134		24	79	25	6
Total New Listed Volume	26,537,286	100%	3.06M	14.83M	6.58M	2.06M
Average New Listed Listing Price	\$212,151		\$127,471	\$187,729	\$263,308	\$344,117

September 2020



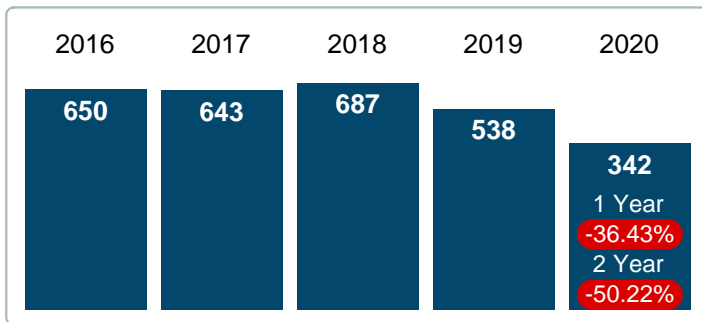
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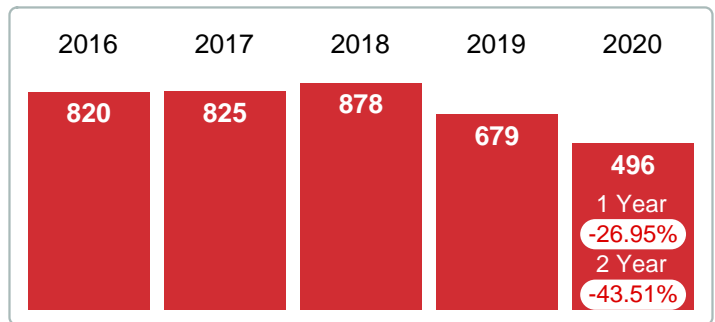
ACTIVE INVENTORY

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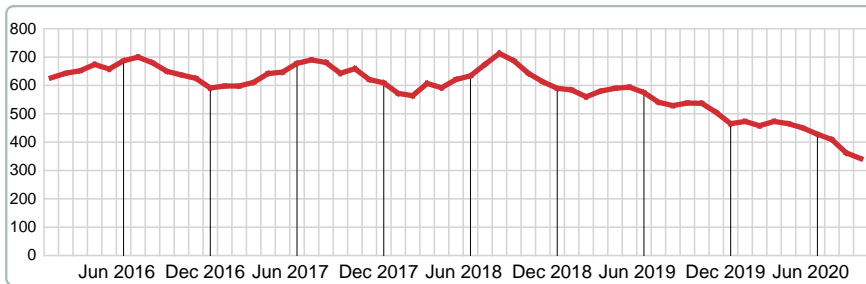
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

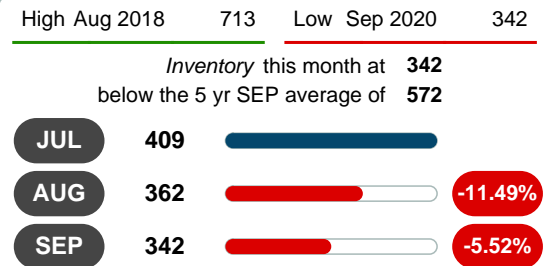


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 572



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	34	9.94%	80.7	15	17	1	1
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	94	27.49%	82.9	22	60	11	1
\$100,001 - \$175,000	73	21.35%	76.0	5	47	20	1
\$175,001 - \$300,000	63	18.42%	64.5	7	41	12	3
\$300,001 - \$475,000	43	12.57%	84.2	2	22	13	6
\$475,001 and up	35	10.23%	107.9	2	8	17	8
Total Active Inventory by Units				53	195	74	20
Total Active Inventory by Volume				6.75M	39.05M	25.07M	12.35M
Average Active Inventory Listing Price				\$127,342	\$200,260	\$338,732	\$617,350

September 2020



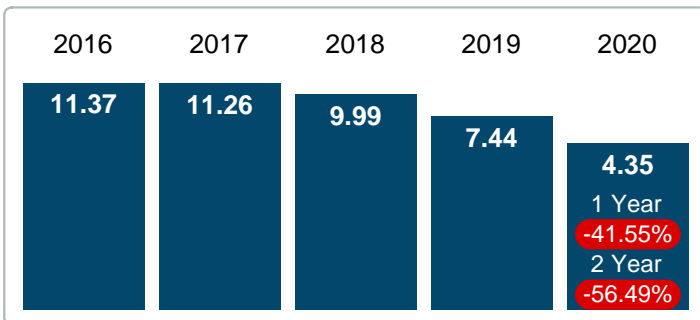
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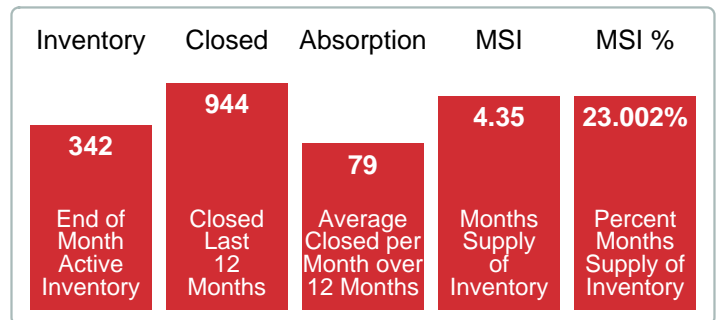
MONTHS SUPPLY of INVENTORY (MSI)

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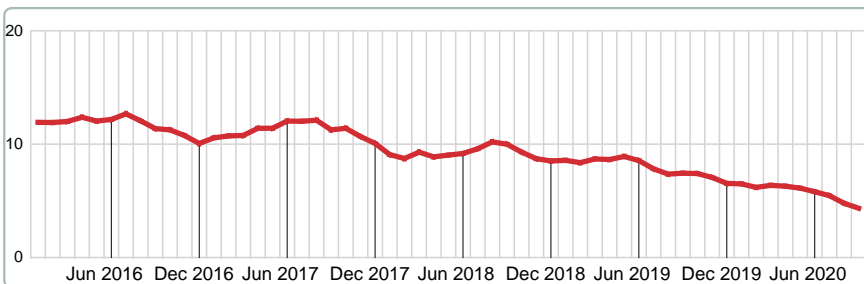
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

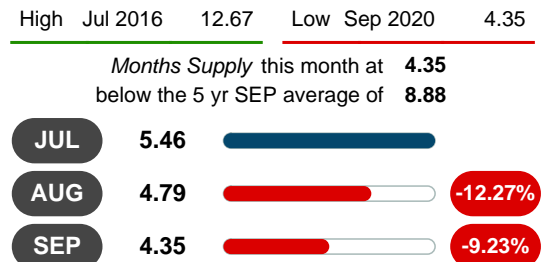


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 8.88



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	34	9.94%	2.81	3.16	2.65	1.20	12.00
\$50,001 - \$70,000	39	11.40%	5.85	5.57	5.75	9.00	0.00
\$70,001 - \$100,000	55	16.08%	4.52	3.38	4.35	10.67	4.00
\$100,001 - \$190,000	84	24.56%	3.23	2.31	2.86	5.36	6.00
\$190,001 - \$320,000	54	15.79%	4.35	3.50	4.50	4.80	3.43
\$320,001 - \$490,000	41	11.99%	5.79	12.00	5.73	4.24	14.40
\$490,001 and up	35	10.23%	15.56	24.00	13.71	15.69	16.00
Market Supply of Inventory (MSI)	4.35	100%	4.35	3.74	3.89	6.04	9.23
Total Active Inventory by Units	342			53	195	74	20

September 2020



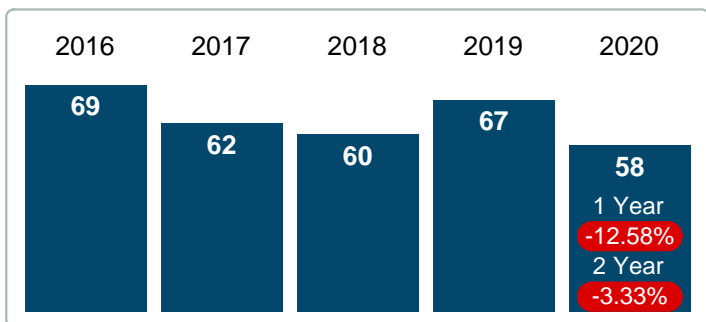
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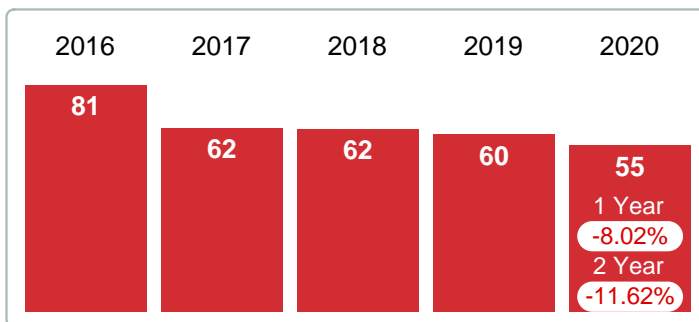
AVERAGE DAYS ON MARKET TO SALE

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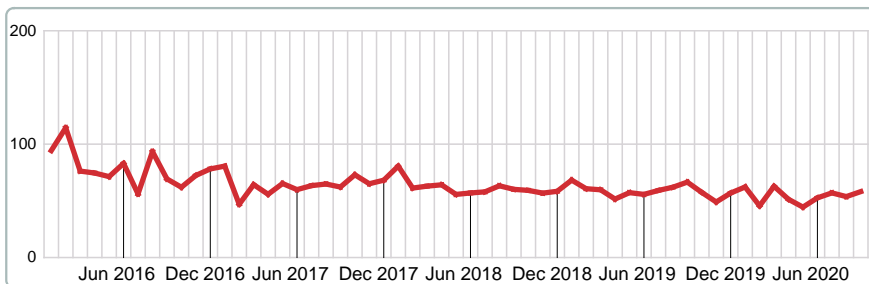
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 63

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 58 below the 5 yr SEP 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	8.11%	42	38	51	0	0
\$50,001 - \$75,000	8.11%	89	105	81	0	0
\$75,001 - \$125,000	19.82%	49	31	51	66	0
\$125,001 - \$200,000	24.32%	39	60	39	38	4
\$200,001 - \$325,000	17.12%	81	86	99	21	0
\$325,001 - \$400,000	11.71%	62	0	41	53	155
\$400,001 and up	10.81%	66	166	24	80	108
Average Closed DOM		58	62	56	51	106
Total Closed Units	100%	58	18	68	21	4
Total Closed Volume		22,763,400	2.10M	13.04M	6.28M	1.34M

September 2020



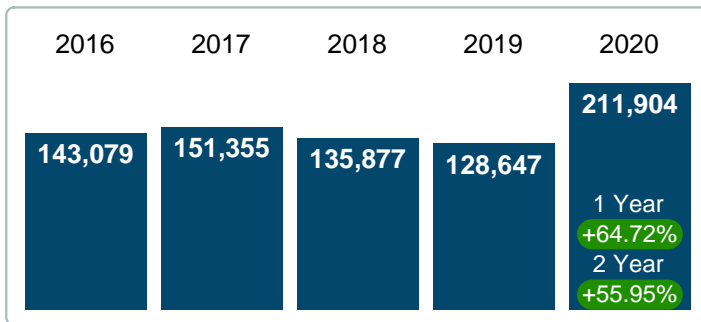
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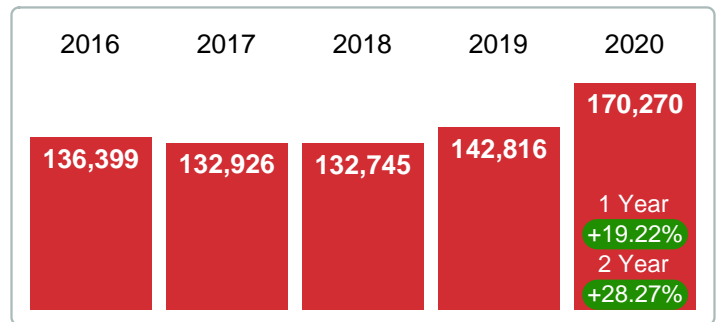
AVERAGE LIST PRICE AT CLOSING

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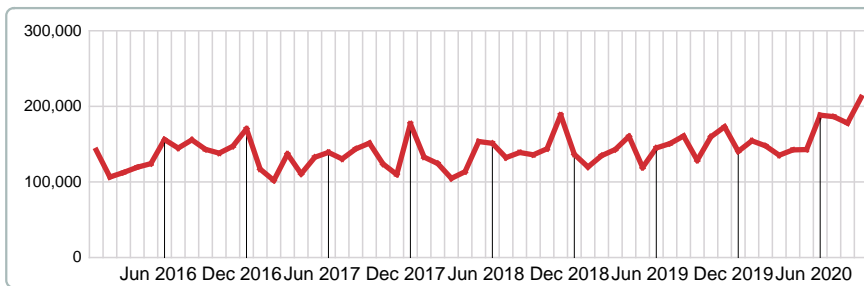
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

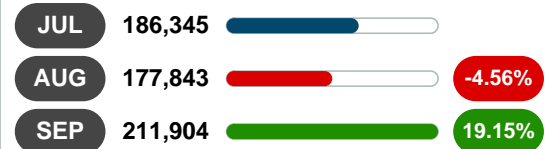


3 MONTHS

5 year SEP AVG = 154,172

High Sep 2020 211,904 Low Feb 2017 102,000

Average List Price at Closing this month at **211,904**
above the 5 yr SEP average of **154,172**



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	8	7.21%	28,838	29,483	36,267	0	
\$50,001 - \$75,000	9	8.11%	63,144	70,300	63,383	0	
\$75,001 - \$125,000	21	18.92%	105,186	109,925	108,527	108,233	
\$125,001 - \$200,000	29	26.13%	153,679	145,000	160,579	147,820	
\$200,001 - \$325,000	16	14.41%	264,450	260,750	273,554	279,700	
\$325,001 - \$400,000	16	14.41%	366,288	0	357,829	389,000	
\$400,001 and up	12	10.81%	497,083	599,000	443,600	545,800	
Average List Price		211,904		124,333	197,750	307,981	342,200
Total Closed Units		111	100%	211,904	18	68	21
Total Closed Volume		23,521,399			2.24M	13.45M	6.47M

September 2020



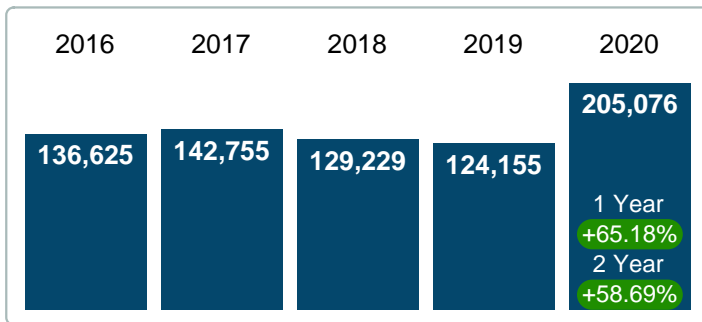
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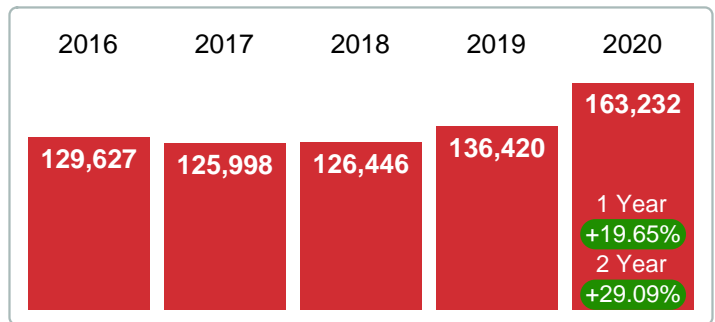
AVERAGE SOLD PRICE AT CLOSING

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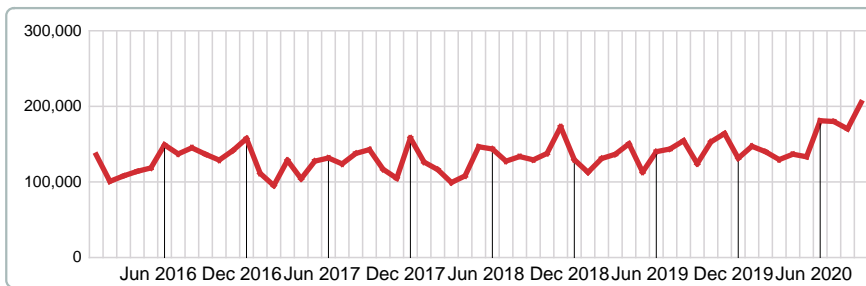
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

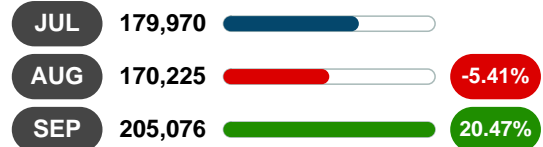


3 MONTHS

5 year SEP AVG = 147,568

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

Average Sold Price at Closing this month at **205,076** above the 5 yr SEP average of **147,568**



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	8.11%	28,111	25,500	33,333	0	0
\$50,001 - \$75,000	8.11%	64,211	66,967	62,833	0	0
\$75,001 - \$125,000	19.82%	100,632	96,750	100,867	104,633	0
\$125,001 - \$200,000	24.32%	152,748	145,000	154,153	145,560	177,500
\$200,001 - \$325,000	17.12%	265,868	260,750	262,462	279,500	0
\$325,001 - \$400,000	11.71%	367,415	0	360,500	372,750	380,950
\$400,001 and up	10.81%	480,542	550,000	436,300	526,000	405,000
Average Sold Price		205,076	116,800	191,704	299,081	336,100
Total Closed Units	100%	205,076	18	68	21	4
Total Closed Volume		22,763,400	2.10M	13.04M	6.28M	1.34M

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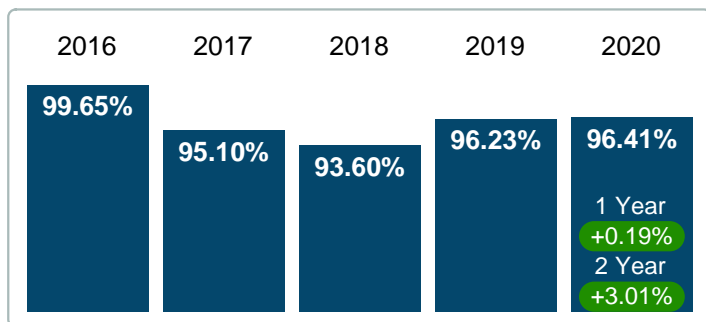
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



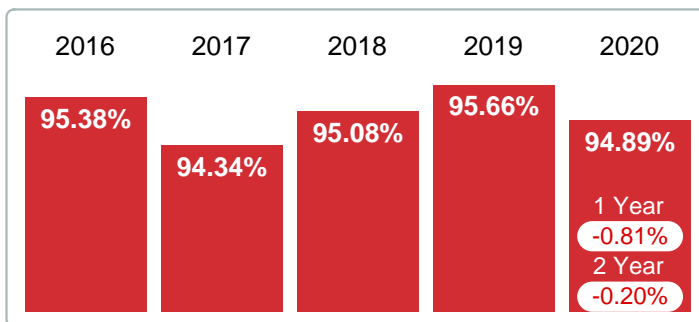
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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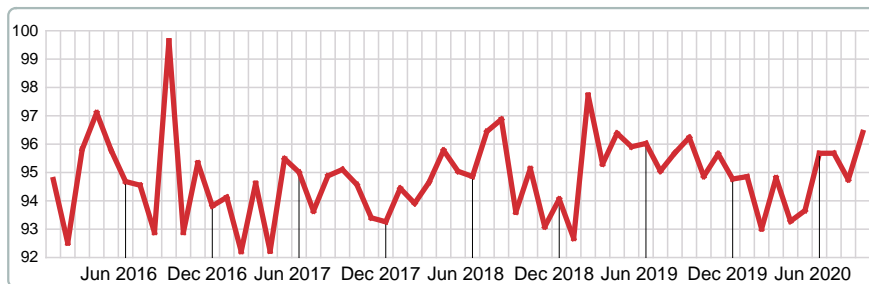
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

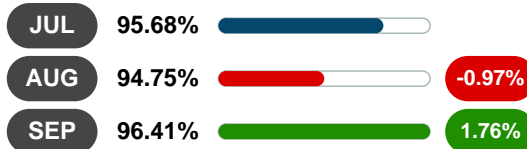


3 MONTHS

5 year SEP AVG = 96.20%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **96.41%**
equal to 5 yr SEP average of **96.20%**



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	9	8.11%	93.66%	82.48%	116.01%	0.00%	0.00%
\$50,001 - \$75,000	9	8.11%	98.19%	95.48%	99.55%	0.00%	0.00%
\$75,001 - \$125,000	22	19.82%	92.70%	88.82%	92.99%	96.45%	0.00%
\$125,001 - \$200,000	27	24.32%	97.50%	100.00%	96.79%	98.42%	101.49%
\$200,001 - \$325,000	19	17.12%	97.70%	100.00%	96.67%	99.90%	0.00%
\$325,001 - \$400,000	13	11.71%	98.85%	0.00%	100.70%	95.83%	98.39%
\$400,001 and up	12	10.81%	96.84%	91.82%	98.40%	96.31%	96.66%
Average Sold/List Ratio		96.40%		90.47%	97.54%	97.43%	98.73%
Total Closed Units		111	100%	18	68	21	4
Total Closed Volume		22,763,400		2.10M	13.04M	6.28M	1.34M

September 2020



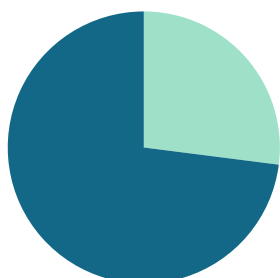
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

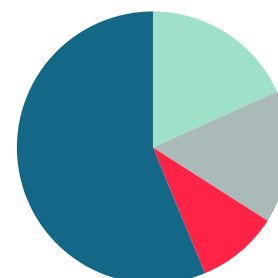


Inventory
 New Listings
134 = 27.02%
 Start Inventory
362
 Total Inventory Units
496
 Volume
\$119,348,353

Market Activity

Closed Sales
111 = 18.26%
 Pending Sales
96 = 15.79%
 Other Off Market
59 = 9.70%
 Active Inventory
342 = 56.25%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	74	111	50.00%	653	744	13.94%
Pending Sales	55	96	74.55%	692	849	22.69%
New Listings	150	134	-10.67%	1,459	1,277	-12.47%
Average List Price	128,647	211,904	64.72%	142,816	170,270	19.22%
Average Sale Price	124,155	205,076	65.18%	136,420	163,232	19.65%
Average Percent of Selling Price to List Price	96.23%	96.41%	0.19%	95.66%	94.89%	-0.81%
Average Days on Market to Sale	66.51	58.14	-12.58%	59.62	54.84	-8.02%
Monthly Inventory	538	342	-36.43%	538	342	-36.43%
Months Supply of Inventory	7.44	4.35	-41.55%	7.44	4.35	-41.55%

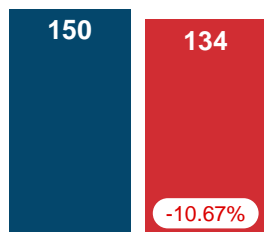
Absorption: Last 12 months, an Average of **79** Sales/Month

Inventory on September 30, 2020 = **342** 2019 2020

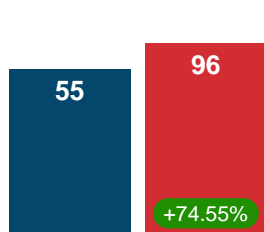
SEPTEMBER MARKET

AVERAGE PRICES

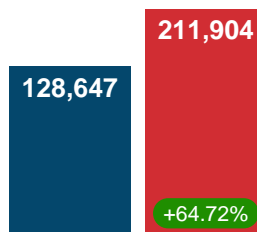
New Listings



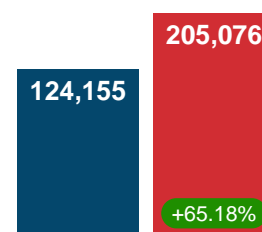
Pending Listings



List Price



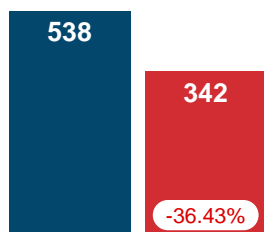
Sale Price



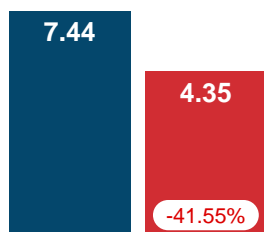
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

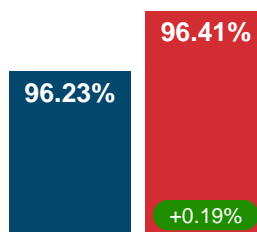
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

