

April 2020



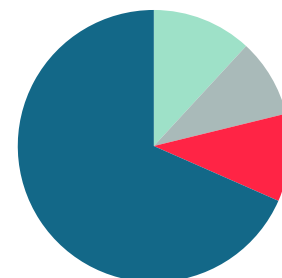
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 15, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	100	107	7.00%
Pending Listings	124	84	-32.26%
New Listings	239	166	-30.54%
Average List Price	156,930	143,785	-8.38%
Average Sale Price	147,894	137,906	-6.75%
Average Percent of Selling Price to List Price	96.53%	93.38%	-3.27%
Average Days on Market to Sale	49.90	53.99	8.20%
End of Month Inventory	775	617	-20.39%
Months Supply of Inventory	9.02	6.51	-27.81%



■ Closed (11.86%)
■ Pending (9.31%)
■ Other OffMarket (10.42%)
■ Active (68.40%)

Absorption: Last 12 months, an Average of **95** Sales/Month
Active Inventory as of April 30, 2020 = **617**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **20.39%** to 617 existing homes available for sale. Over the last 12 months this area has had an average of 95 closed sales per month. This represents an unsold inventory index of **6.51** 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 **6.75%** in April 2020 to \$137,906 versus the previous year at \$147,894.

Average Days on Market Lengthens

The average number of **53.99** days that homes spent on the market before selling increased by 4.09 days or **8.20%** in April 2020 compared to last year's same month at **49.90** DOM.

Sales Success for April 2020 is Positive

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

There were 166 New Listings in April 2020, down **30.54%** from last year at 239. Furthermore, there were 107 Closed Listings this month versus last year at 100, a **7.00%** increase.

Closed versus Listed trends yielded a **64.5%** ratio, up from previous year's, April 2019, at **41.8%**, a **54.05%** 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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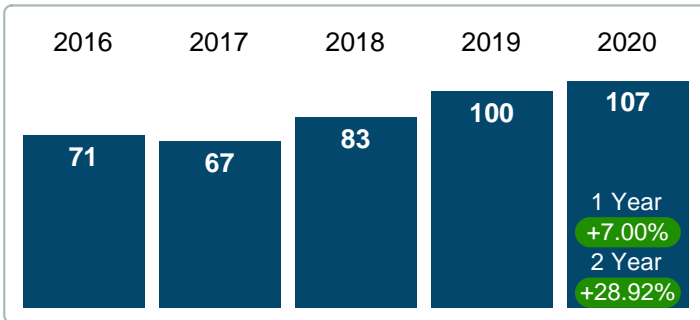
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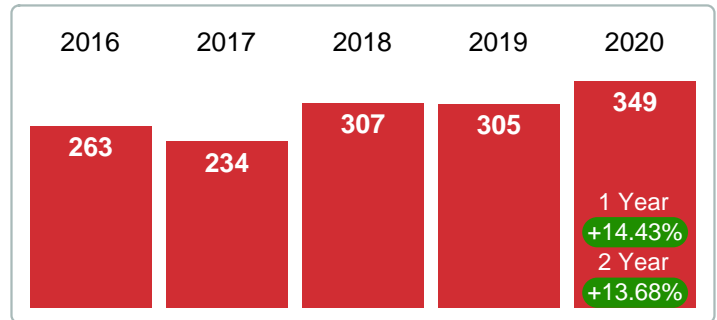
CLOSED LISTINGS

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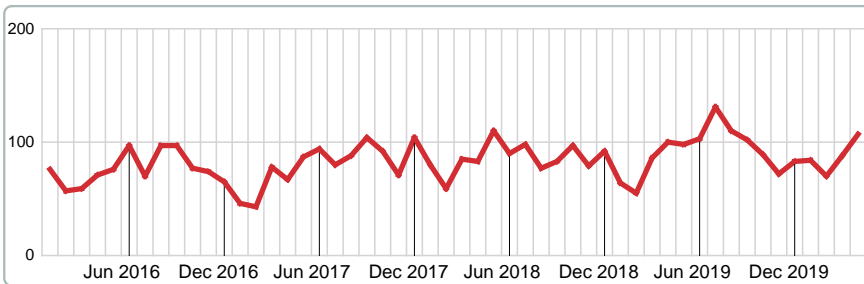
APRIL



YEAR TO DATE (YTD)

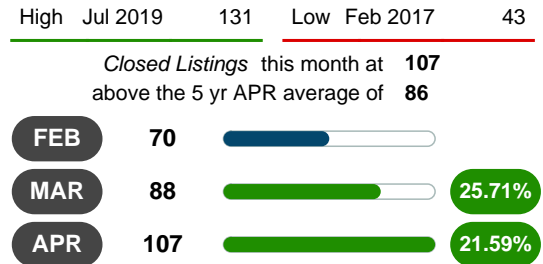


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 86



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	3	2.80%	44.0	2	1	0	0
\$20,001 - \$50,000	20	18.69%	41.7	12	7	0	1
\$50,001 - \$80,000	15	14.02%	55.7	4	11	0	0
\$80,001 - \$140,000	27	25.23%	61.9	6	17	4	0
\$140,001 - \$190,000	17	15.89%	51.6	2	15	0	0
\$190,001 - \$260,000	14	13.08%	55.4	2	8	2	2
\$260,001 and up	11	10.28%	59.2	0	8	3	0
Total Closed Units	107			28	67	9	3
Total Closed Volume	14,755,962	100%	54.0	2.05M	10.25M	1.99M	468.00K
Average Closed Price	\$137,906			\$73,297	\$152,995	\$220,556	\$156,000

April 2020



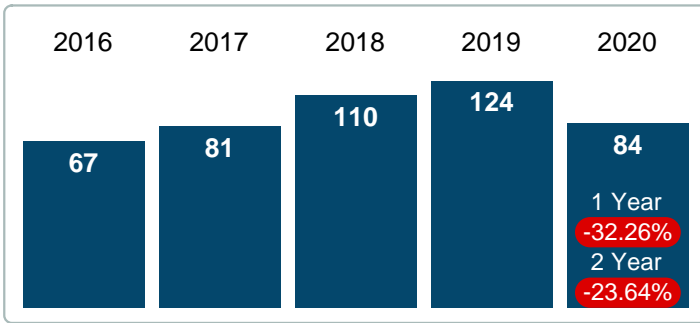
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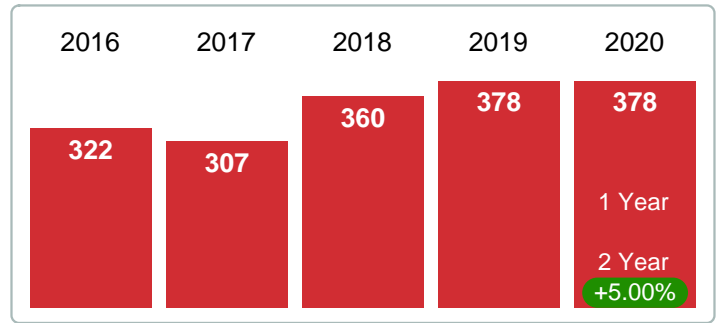
PENDING LISTINGS

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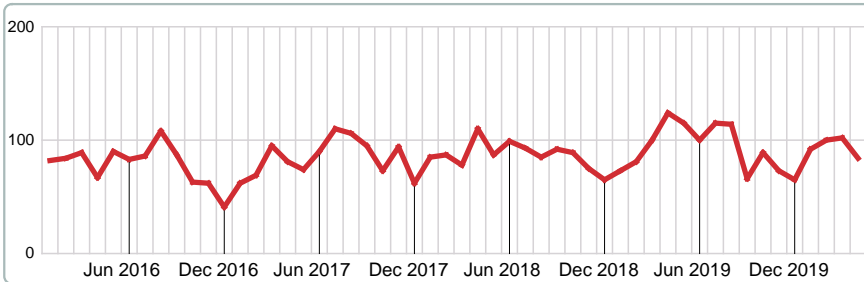
APRIL



YEAR TO DATE (YTD)

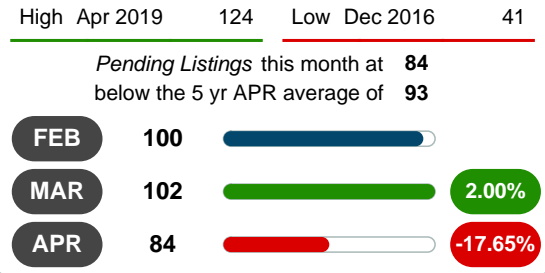


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 93



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	5.95%	90.8	3	2	0	0
\$40,001 - \$50,000	12	14.29%	57.8	4	7	1	0
\$50,001 - \$80,000	12	14.29%	64.9	2	9	1	0
\$80,001 - \$130,000	22	26.19%	49.9	4	16	2	0
\$130,001 - \$190,000	14	16.67%	70.7	2	12	0	0
\$190,001 - \$260,000	10	11.90%	37.4	3	6	0	1
\$260,001 and up	9	10.71%	39.1	1	7	1	0
Total Pending Units	84			19	59	5	1
Total Pending Volume	11,845,396	100%	56.4	2.17M	8.67M	757.40K	249.00K
Average Listing Price	\$141,017			\$114,095	\$146,969	\$151,480	\$249,000

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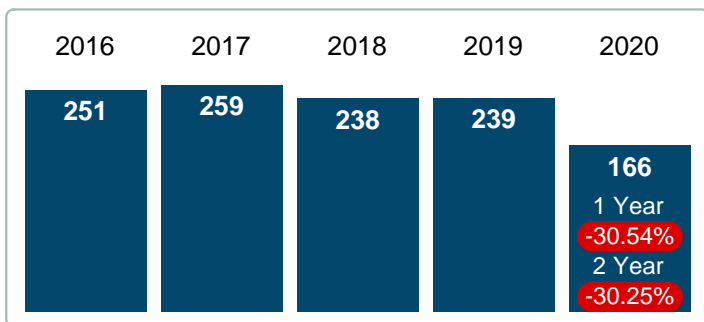
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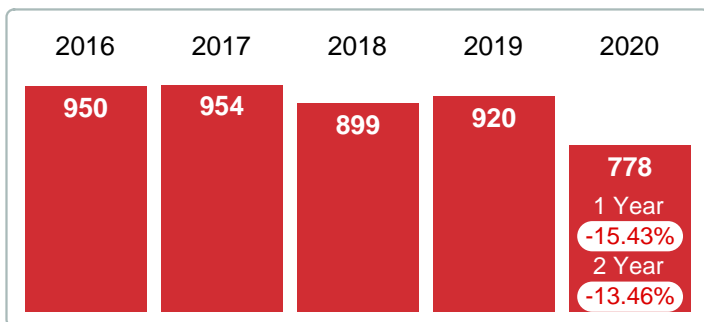
NEW LISTINGS

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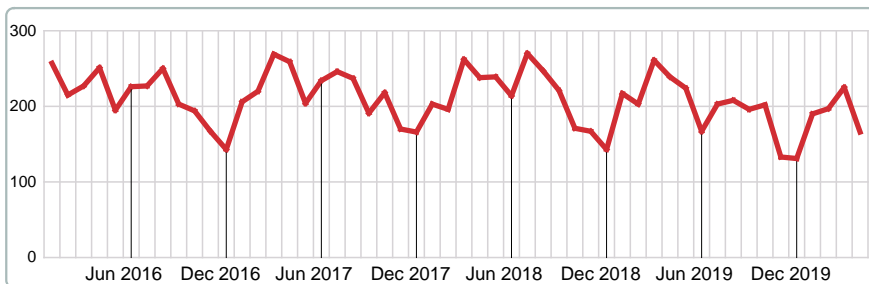
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

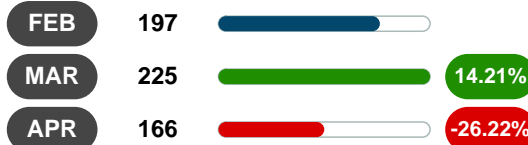


3 MONTHS

5 year APR AVG = 231

High Jul 2018 270 Low Dec 2019 131

New Listings this month at 166
below the 5 yr APR average of 231



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	8.43%	7	5	2	0
\$50,001 - \$75,000	14	8.43%	1	12	1	0
\$75,001 - \$125,000	30	18.07%	5	21	4	0
\$125,001 - \$225,000	41	24.70%	7	24	8	2
\$225,001 - \$325,000	27	16.27%	5	18	2	2
\$325,001 - \$450,000	21	12.65%	1	10	8	2
\$450,001 and up	19	11.45%	0	6	9	4
Total New Listed Units	166		26	96	34	10
Total New Listed Volume	38,964,643	100%	3.64M	19.40M	10.40M	5.52M
Average New Listed Listing Price	\$212,077		\$139,962	\$202,067	\$306,015	\$552,270

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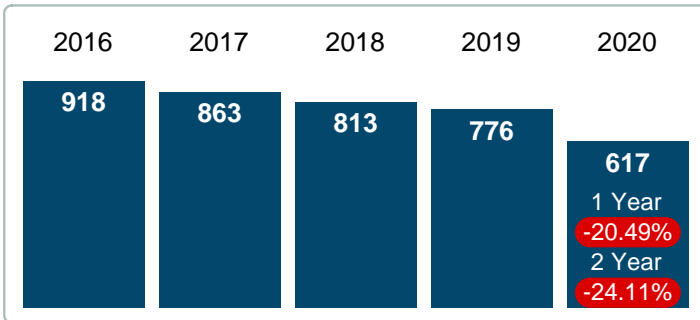
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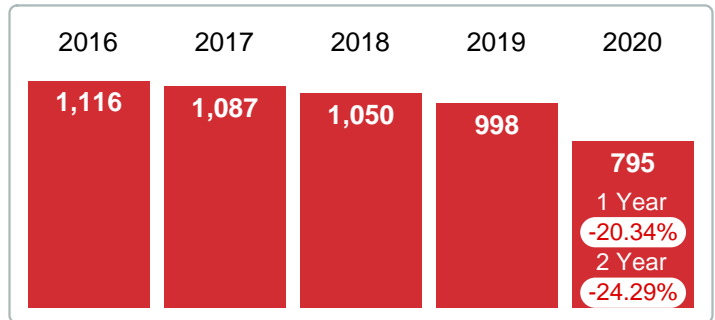
ACTIVE INVENTORY

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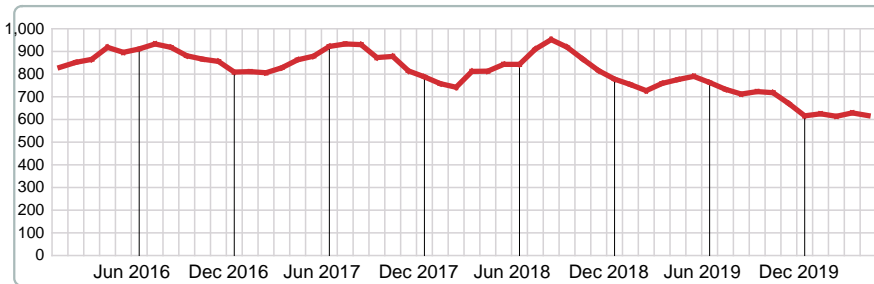
END OF APRIL



ACTIVE DURING APRIL

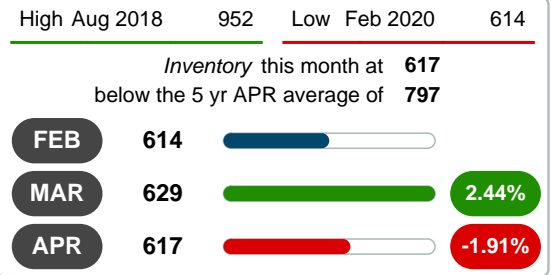


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 797



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	46	7.46%	73.0	23	18	4	1
\$50,001 - \$75,000	66	10.70%	84.9	21	42	3	0
\$75,001 - \$125,000	112	18.15%	75.4	21	77	13	1
\$125,001 - \$225,000	160	25.93%	73.8	25	93	37	5
\$225,001 - \$300,000	90	14.59%	57.5	14	57	13	6
\$300,001 - \$475,000	80	12.97%	71.2	4	40	29	7
\$475,001 and up	63	10.21%	78.7	4	16	33	10
Total Active Inventory by Units	617			112	343	132	30
Total Active Inventory by Volume	145,070,926	100%	73.0	16.34M	68.21M	44.77M	15.75M
Average Active Inventory Listing Price	\$235,123			\$145,880	\$198,868	\$339,198	\$524,887

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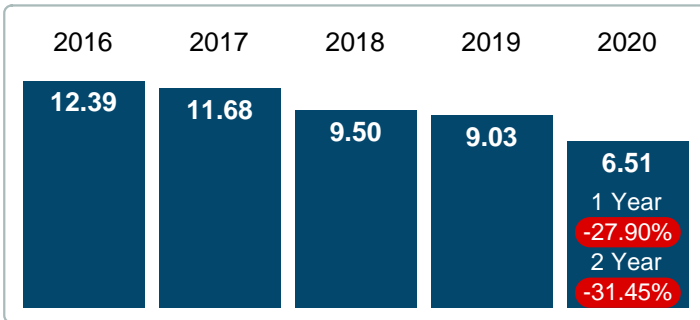
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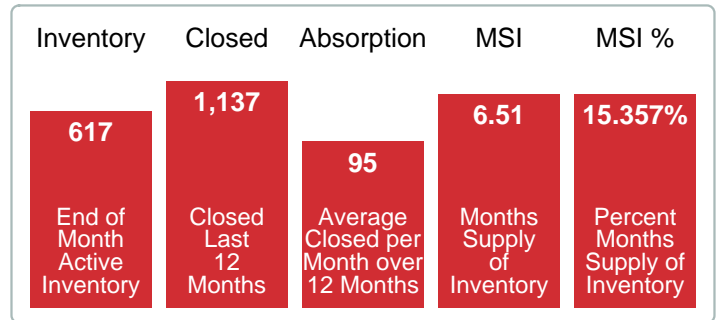
MONTHS SUPPLY of INVENTORY (MSI)

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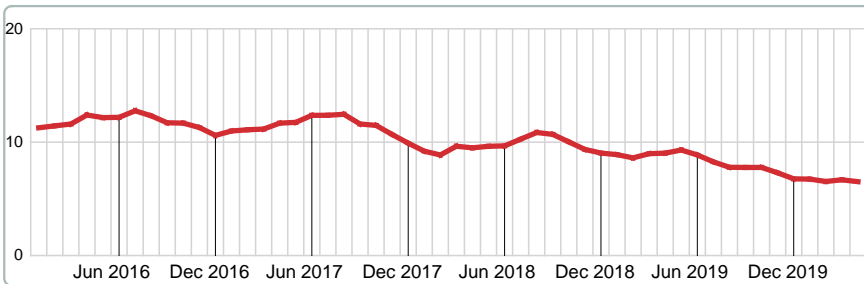
MSI FOR APRIL



INDICATORS FOR APRIL 2020

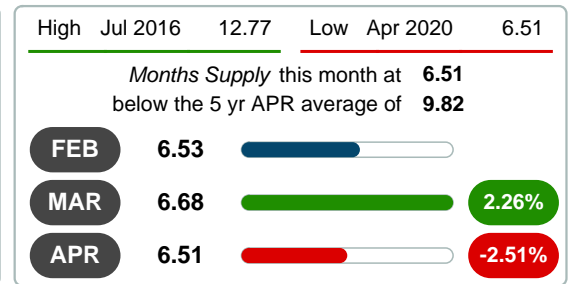


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 9.82



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	46	7.46%	2.49	2.97	1.86	4.00	12.00
\$50,001 - \$75,000	66	10.70%	5.82	5.48	6.15	5.14	0.00
\$75,001 - \$125,000	112	18.15%	4.63	4.42	4.71	5.20	1.71
\$125,001 - \$225,000	160	25.93%	6.30	11.11	5.24	7.66	8.57
\$225,001 - \$300,000	90	14.59%	11.13	33.60	11.79	4.88	36.00
\$300,001 - \$475,000	80	12.97%	13.71	9.60	12.97	14.50	21.00
\$475,001 and up	63	10.21%	44.47	0.00	32.00	79.20	20.00
Market Supply of Inventory (MSI)	6.51		6.51	5.77	5.81	9.43	12.86
Total Active Inventory by Units	617	100%	6.51	112	343	132	30

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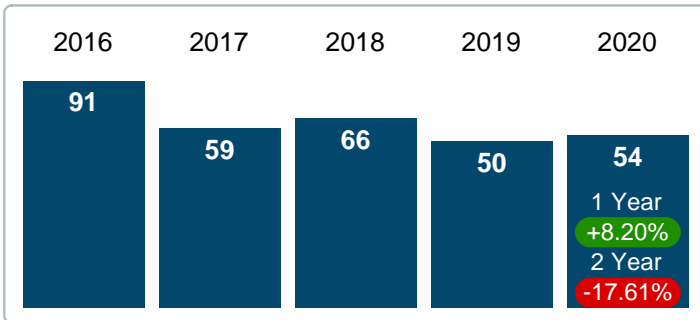
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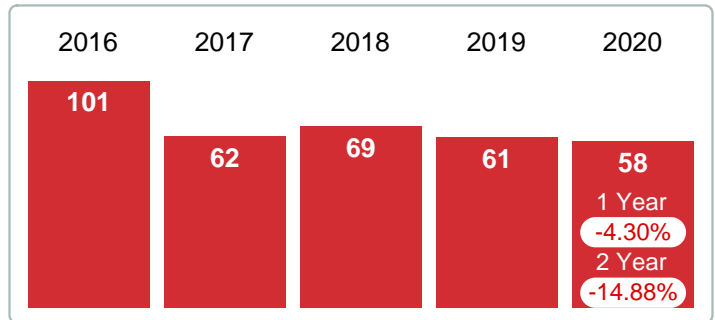
AVERAGE DAYS ON MARKET TO SALE

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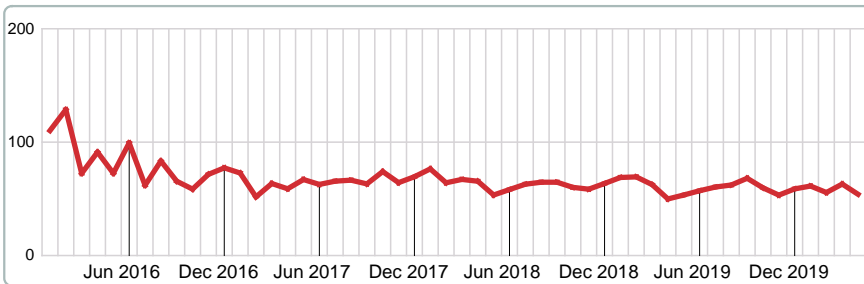
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

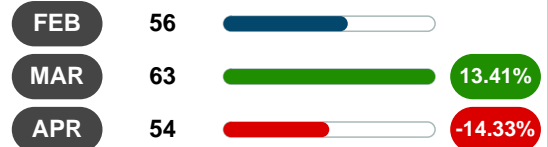


3 MONTHS

5 year APR AVG = 64

High Feb 2016 129 Low Apr 2019 50

Average Days on Market to Sale this month at 54 below the 5 yr APR average of 64



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	2.80%	44	62	8	0	0
\$20,001 - \$50,000	18.69%	42	35	59	0	7
\$50,001 - \$80,000	14.02%	56	31	65	0	0
\$80,001 - \$140,000	25.23%	62	100	57	24	0
\$140,001 - \$190,000	15.89%	52	76	48	0	0
\$190,001 - \$260,000	13.08%	55	98	50	32	58
\$260,001 and up	10.28%	59	0	60	58	0
Average Closed DOM		54	58	55	37	41
Total Closed Units	100%	54	28	67	9	3
Total Closed Volume		14,755,962	2.05M	10.25M	1.99M	468.00K

April 2020



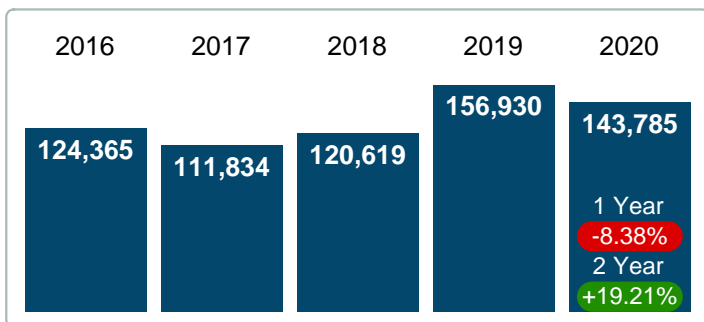
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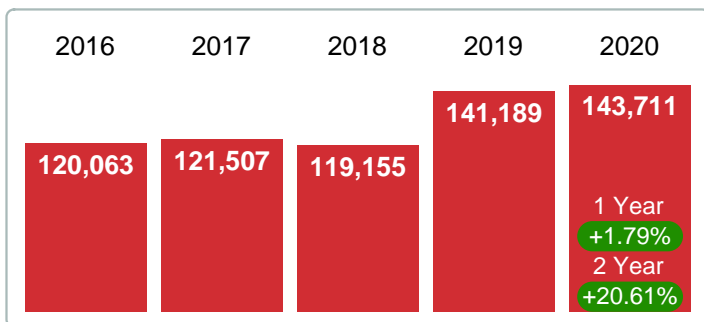
AVERAGE LIST PRICE AT CLOSING

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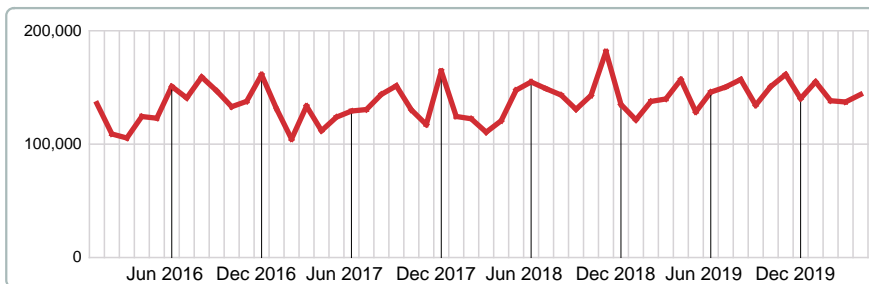
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

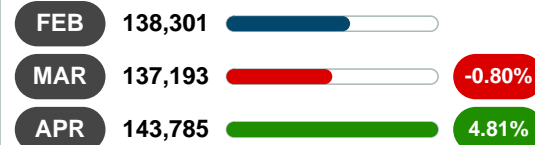


3 MONTHS

5 year APR AVG = 131,507

High Nov 2018 181,620 Low Feb 2017 104,509

Average List Price at Closing this month at **143,785** above the 5 yr APR average of **131,507**



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	3	2.80%	16,500	19,750	10,000	0	
\$20,001 \$50,000	19	17.76%	35,589	35,642	43,386	0	
\$50,001 \$80,000	12	11.21%	68,383	74,600	70,445	0	
\$80,001 \$140,000	29	27.10%	108,741	105,933	117,788	122,475	
\$140,001 \$190,000	18	16.82%	167,444	171,250	174,813	0	
\$190,001 \$260,000	15	14.02%	232,487	229,700	238,863	222,000	
\$260,001 and up	11	10.28%	380,355	0	381,363	356,333	
Average List Price		143,785		78,682	159,328	222,544	168,000
Total Closed Units		107	100%	143,785	28	67	9
Total Closed Volume		15,384,999			2.20M	10.67M	2.00M

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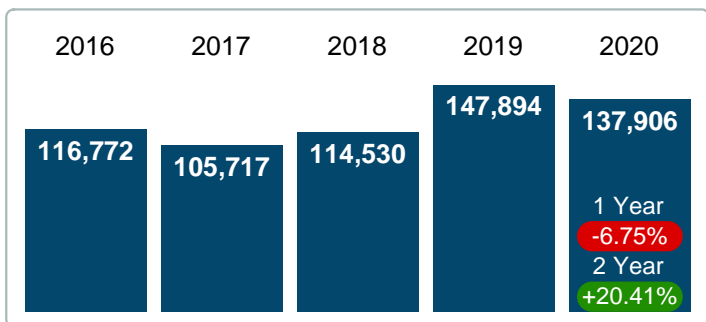
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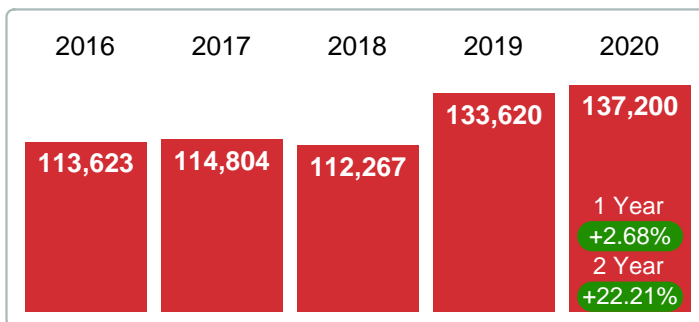
AVERAGE SOLD PRICE AT CLOSING

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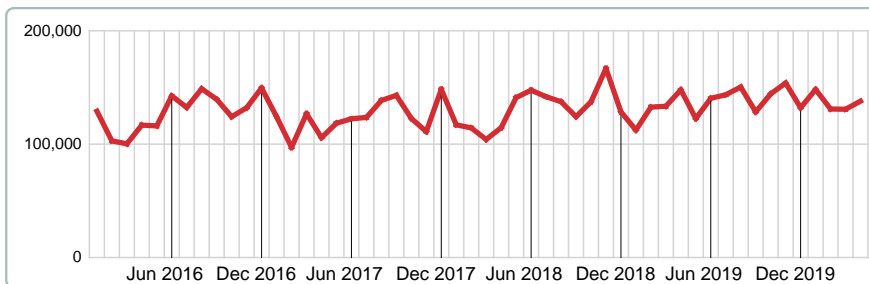
APRIL



YEAR TO DATE (YTD)

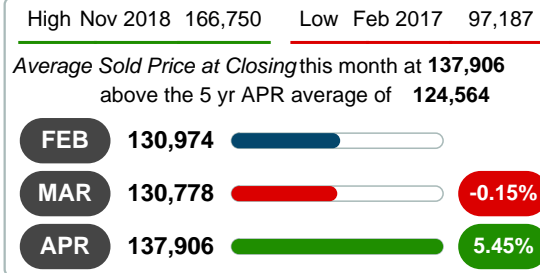


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 124,564



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	3	2.80%	14,012	17,518	7,000	0	0
\$20,001 - \$50,000	20	18.69%	30,814	31,523	29,714	0	30,000
\$50,001 - \$80,000	15	14.02%	64,950	68,750	63,568	0	0
\$80,001 - \$140,000	27	25.23%	109,185	97,750	111,265	117,500	0
\$140,001 - \$190,000	17	15.89%	163,729	170,000	162,893	0	0
\$190,001 - \$260,000	14	13.08%	224,179	218,750	227,250	222,500	219,000
\$260,001 and up	11	10.28%	386,682	0	397,938	356,667	0
Average Sold Price			137,906	73,297	152,995	220,556	156,000
Total Closed Units		100%	107	28	67	9	3
Total Closed Volume			14,755,962	2.05M	10.25M	1.99M	468.00K

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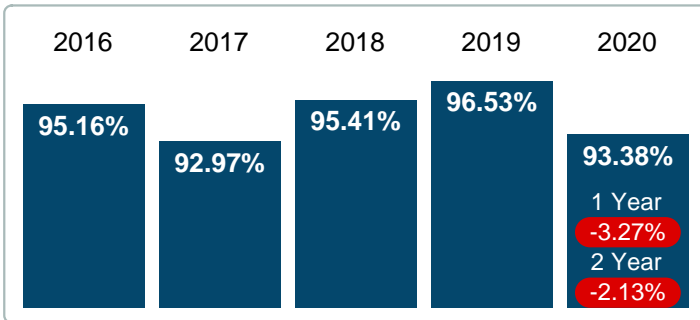
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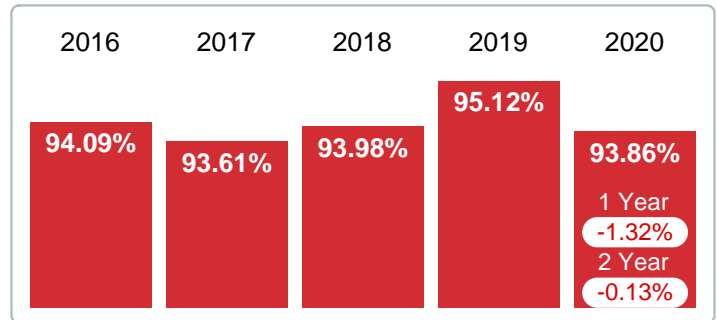
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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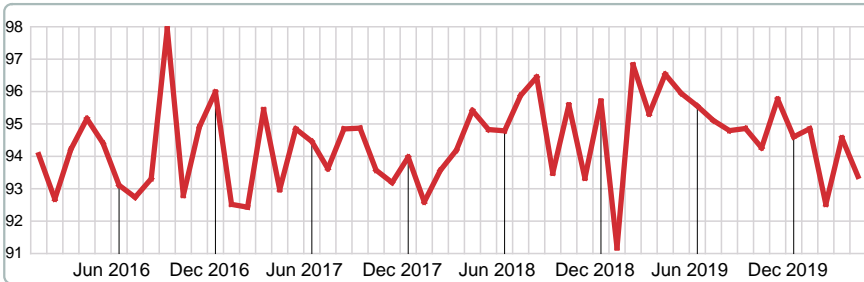
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

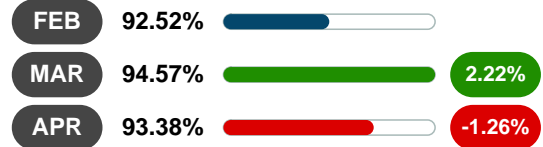


3 MONTHS

5 year APR AVG = 94.69%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **93.38%** below the 5 yr APR average of **94.69%**



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	3	2.80%	82.54%	88.81%	70.00%	0.00%	0.00%
\$20,001 - \$50,000	20	18.69%	86.75%	90.97%	77.62%	0.00%	100.00%
\$50,001 - \$80,000	15	14.02%	91.06%	91.90%	90.76%	0.00%	0.00%
\$80,001 - \$140,000	27	25.23%	94.48%	92.22%	94.78%	96.62%	0.00%
\$140,001 - \$190,000	17	15.89%	94.93%	99.33%	94.35%	0.00%	0.00%
\$190,001 - \$260,000	14	13.08%	96.01%	95.23%	95.93%	100.11%	92.97%
\$260,001 and up	11	10.28%	103.11%	0.00%	104.54%	99.29%	0.00%
Average Sold/List Ratio		93.40%		92.12%	93.16%	98.28%	95.31%
Total Closed Units		107	100%	28	67	9	3
Total Closed Volume		14,755,962		2.05M	10.25M	1.99M	468.00K

April 2020



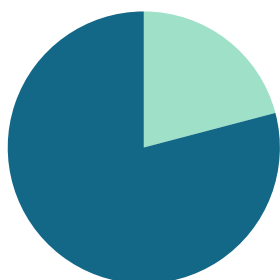
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 15, 2023 for MLS Technology Inc.

INVENTORY

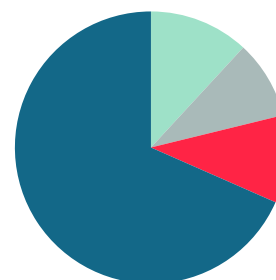


Inventory
 New Listings
166 = 20.91%
 Start Inventory
628
 Total Inventory Units
794
 Volume
\$185,138,419

Market Activity

Closed Sales
107 = 11.86%
 Pending Sales
84 = 9.31%
 Other Off Market
94 = 10.42%
 Active Inventory
617 = 68.40%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	100	107	7.00%	305	349	14.43%
Pending Sales	124	84	-32.26%	378	378	0.00%
New Listings	239	166	-30.54%	920	778	-15.43%
Average List Price	156,930	143,785	-8.38%	141,189	143,711	1.79%
Average Sale Price	147,894	137,906	-6.75%	133,620	137,200	2.68%
Average Percent of Selling Price to List Price	96.53%	93.38%	-3.27%	95.12%	93.86%	-1.32%
Average Days on Market to Sale	49.90	53.99	8.20%	60.96	58.34	-4.30%
Monthly Inventory	775	617	-20.39%	775	617	-20.39%
Months Supply of Inventory	9.02	6.51	-27.81%	9.02	6.51	-27.81%

Absorption: Last 12 months, an Average of **95** Sales/Month

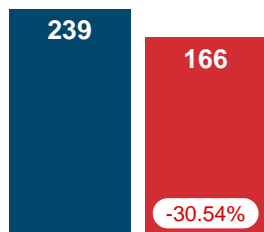
Inventory on April 30, 2020 = **617**

2019 **2020**

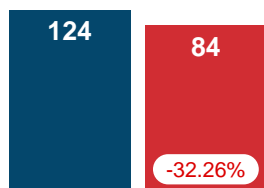
APRIL MARKET

AVERAGE PRICES

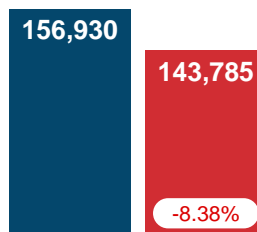
New Listings



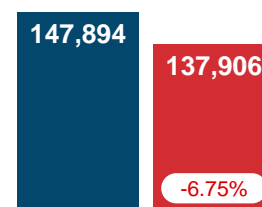
Pending Listings



List Price



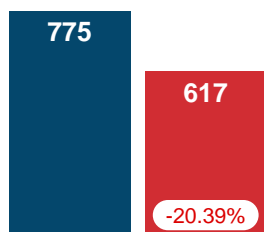
Sale Price



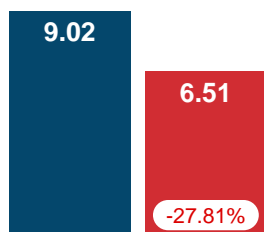
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

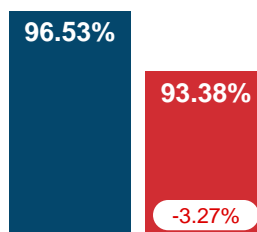
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

