

## August 2020



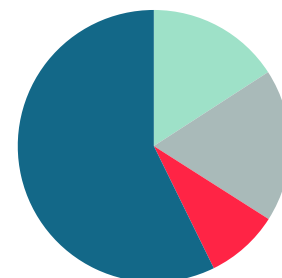
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	110	131	19.09%
Pending Listings	114	150	31.58%
New Listings	208	172	-17.31%
Average List Price	157,011	173,163	10.29%
Average Sale Price	150,360	166,002	10.40%
Average Percent of Selling Price to List Price	94.79%	94.64%	-0.16%
Average Days on Market to Sale	62.20	53.19	-14.48%
End of Month Inventory	711	473	-33.47%
Months Supply of Inventory	7.77	4.94	-36.37%



■ Closed (15.86%)  
■ Pending (18.16%)  
■ Other OffMarket (8.72%)  
■ Active (57.26%)

**Absorption:** Last 12 months, an Average of **96** Sales/Month  
**Active Inventory** as of August 31, 2020 = **473**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **33.47%** to 473 existing homes available for sale. Over the last 12 months this area has had an average of 96 closed sales per month. This represents an unsold inventory index of **4.94** 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 **10.40%** in August 2020 to \$166,002 versus the previous year at \$150,360.

##### Average Days on Market Shortens

The average number of **53.19** days that homes spent on the market before selling decreased by 9.01 days or **14.48%** in August 2020 compared to last year's same month at **62.20** DOM.

##### Sales Success for August 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 172 New Listings in August 2020, down **17.31%** from last year at 208. Furthermore, there were 131 Closed Listings this month versus last year at 110, a **19.09%** increase.

Closed versus Listed trends yielded a **76.2%** ratio, up from previous year's, August 2019, at **52.9%**, a **44.02%** 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

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

#### 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

# August 2020



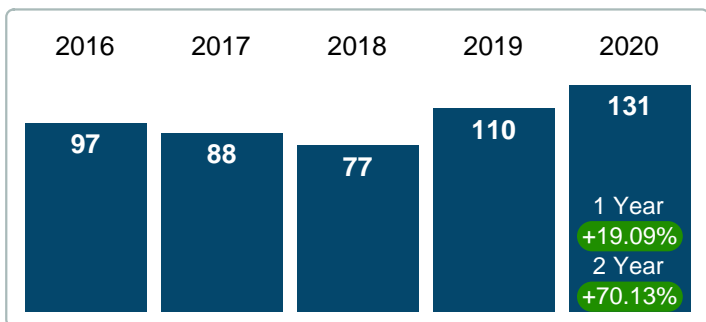
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



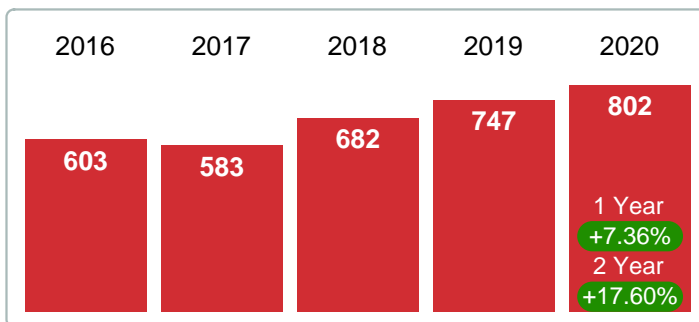
## CLOSED LISTINGS

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

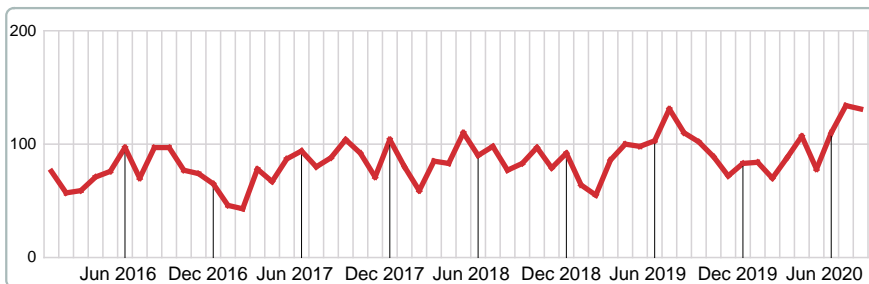
### AUGUST



### YEAR TO DATE (YTD)

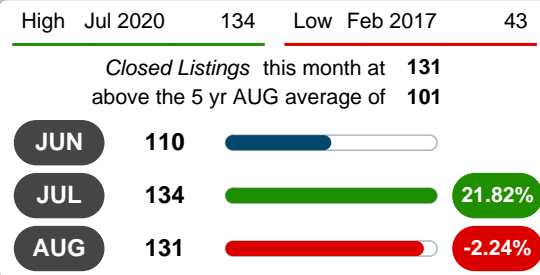


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 101



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	3.82%	120.6	3	2	0	0
\$25,001 - \$75,000	26	19.85%	39.0	12	13	1	0
\$75,001 - \$100,000	18	13.74%	64.8	5	11	2	0
\$100,001 - \$150,000	28	21.37%	45.8	2	22	4	0
\$150,001 - \$225,000	23	17.56%	54.7	2	14	5	2
\$225,001 - \$325,000	15	11.45%	38.0	2	10	2	1
\$325,001 and up	16	12.21%	67.3	1	7	8	0
<b>Total Closed Units</b>	<b>131</b>			<b>27</b>	<b>79</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>21,746,300</b>	<b>100%</b>	<b>53.2</b>	<b>2.65M</b>	<b>12.35M</b>	<b>6.15M</b>	<b>602.50K</b>
<b>Average Closed Price</b>	<b>\$166,002</b>			<b>\$98,128</b>	<b>\$156,289</b>	<b>\$279,432</b>	<b>\$200,833</b>

# August 2020



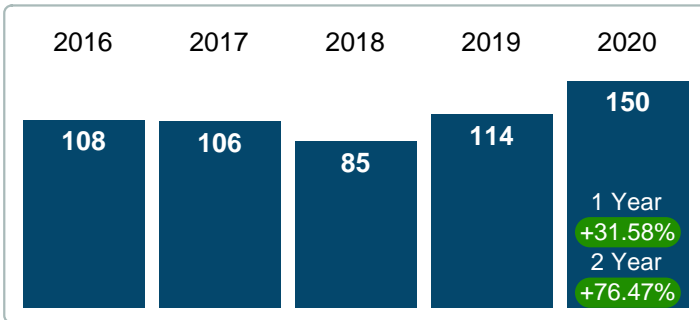
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



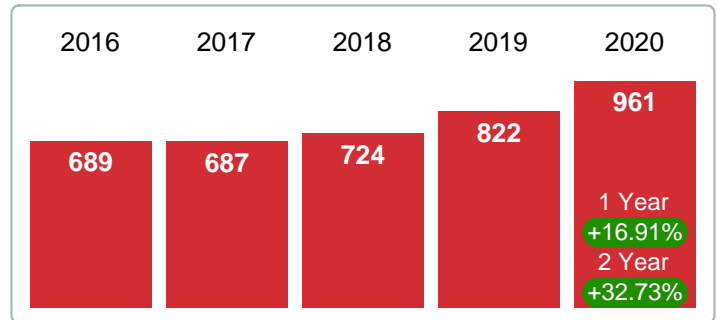
## PENDING LISTINGS

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

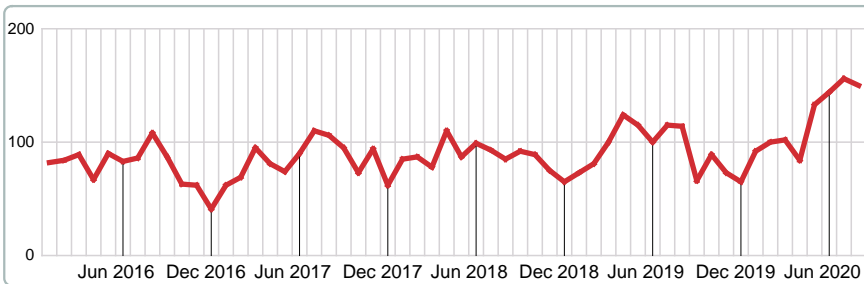
### AUGUST



### YEAR TO DATE (YTD)

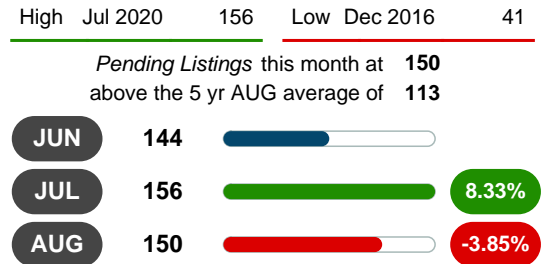


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 113



### 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	<b>7</b>	4.67%	101.1	5	2	0	0
\$25,001 - \$75,000	<b>20</b>	13.33%	50.4	9	10	0	1
\$75,001 - \$100,000	<b>14</b>	9.33%	70.7	7	6	1	0
\$100,001 - \$175,000	<b>46</b>	30.67%	36.5	7	32	6	1
\$175,001 - \$275,000	<b>28</b>	18.67%	65.7	4	19	5	0
\$275,001 - \$375,000	<b>16</b>	10.67%	82.6	1	11	3	1
\$375,001 and up	<b>19</b>	12.67%	67.8	2	6	10	1
<b>Total Pending Units</b>	<b>150</b>			<b>35</b>	<b>86</b>	<b>25</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>28,880,600</b>	<b>100%</b>	<b>57.8</b>	<b>4.24M</b>	<b>16.00M</b>	<b>7.75M</b>	<b>888.80K</b>
<b>Average Listing Price</b>	<b>\$193,186</b>			<b>\$121,203</b>	<b>\$186,073</b>	<b>\$309,896</b>	<b>\$222,200</b>

# August 2020



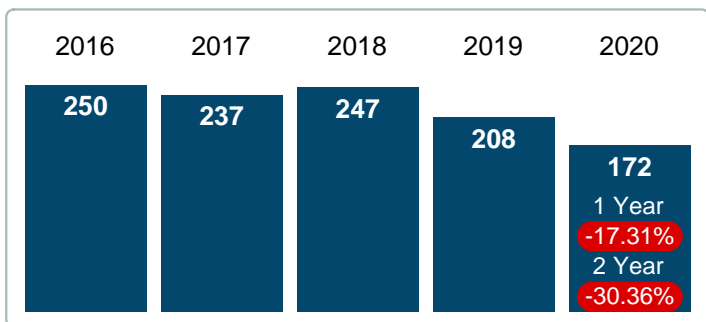
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



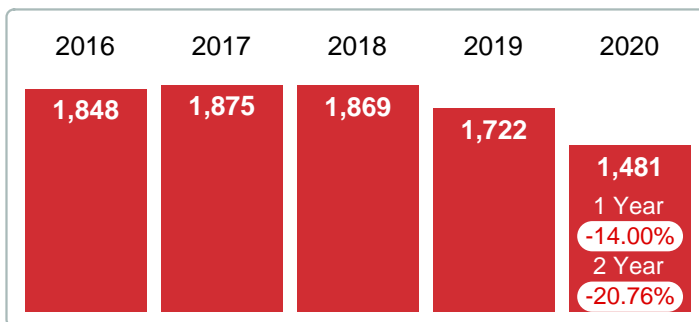
## NEW LISTINGS

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

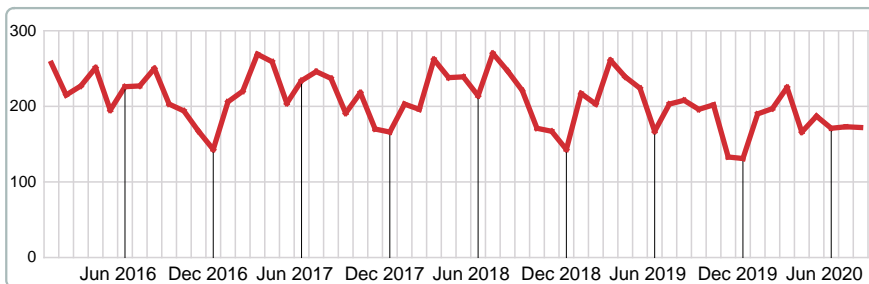
### AUGUST



### YEAR TO DATE (YTD)

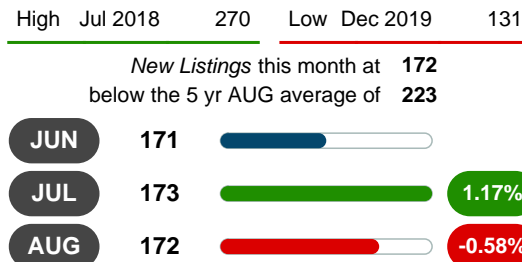


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 223



### 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	12	6.98%	6	6	0	0
\$50,001 - \$75,000	17	9.88%	6	10	1	0
\$75,001 - \$125,000	36	20.93%	4	30	2	0
\$125,001 - \$200,000	40	23.26%	3	28	8	1
\$200,001 - \$275,000	26	15.12%	1	19	6	0
\$275,001 - \$400,000	23	13.37%	3	10	8	2
\$400,001 and up	18	10.47%	0	9	5	4
<b>Total New Listed Units</b>	<b>172</b>		<b>23</b>	<b>112</b>	<b>30</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>35,887,099</b>	<b>100%</b>	<b>2.55M</b>	<b>21.66M</b>	<b>8.49M</b>	<b>3.18M</b>
<b>Average New Listed Listing Price</b>	<b>\$197,331</b>		<b>\$111,057</b>	<b>\$193,380</b>	<b>\$283,030</b>	<b>\$454,757</b>

# August 2020



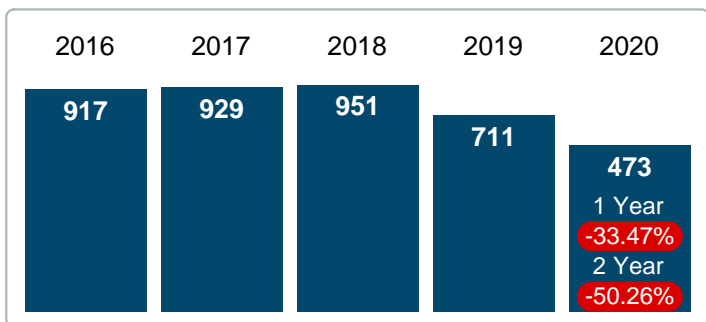
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



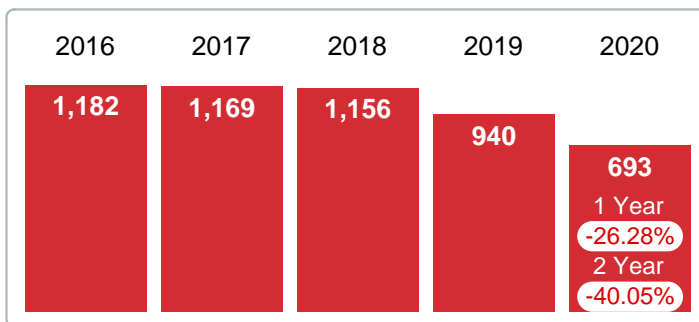
## ACTIVE INVENTORY

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

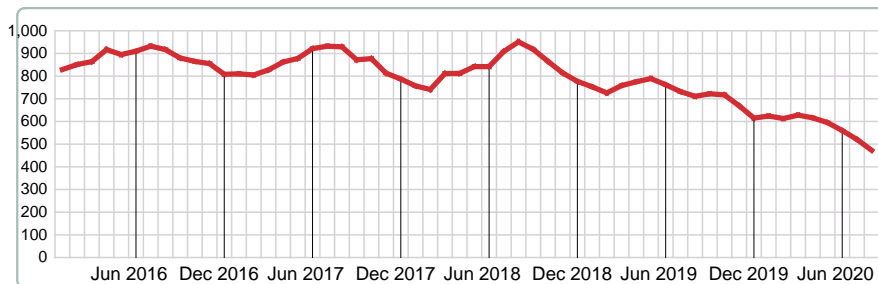
### END OF AUGUST



### ACTIVE DURING AUGUST

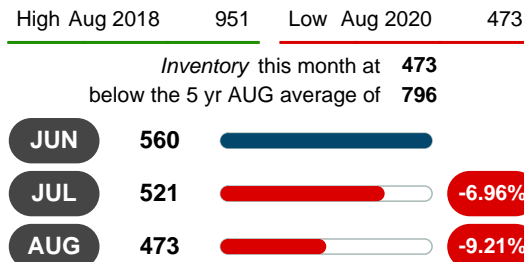


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 796



### 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	37	7.82%	90.1	17	19	1	0
\$50,001 - \$75,000	63	13.32%	90.0	27	33	3	0
\$75,001 - \$100,000	63	13.32%	92.8	8	47	7	1
\$100,001 - \$225,000	132	27.91%	76.8	14	86	29	3
\$225,001 - \$325,000	67	14.16%	76.9	12	40	14	1
\$325,001 - \$550,000	65	13.74%	83.6	2	24	30	9
\$550,001 and up	46	9.73%	110.3	3	12	20	11
<b>Total Active Inventory by Units</b>	<b>473</b>			<b>83</b>	<b>261</b>	<b>104</b>	<b>25</b>
<b>Total Active Inventory by Volume</b>	<b>121,989,916</b>	<b>100%</b>	<b>85.9</b>	<b>12.47M</b>	<b>54.53M</b>	<b>38.01M</b>	<b>16.99M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$257,907</b>			<b>\$150,227</b>	<b>\$208,914</b>	<b>\$365,456</b>	<b>\$679,484</b>

# August 2020



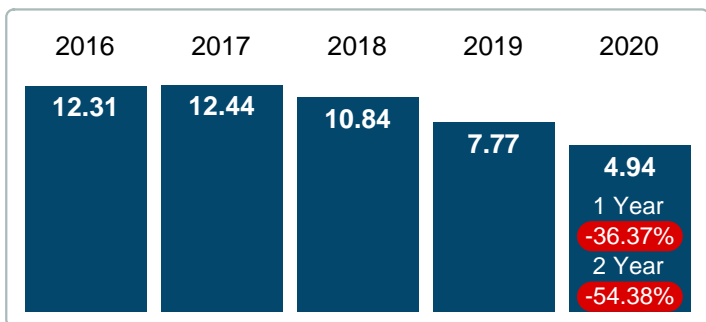
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



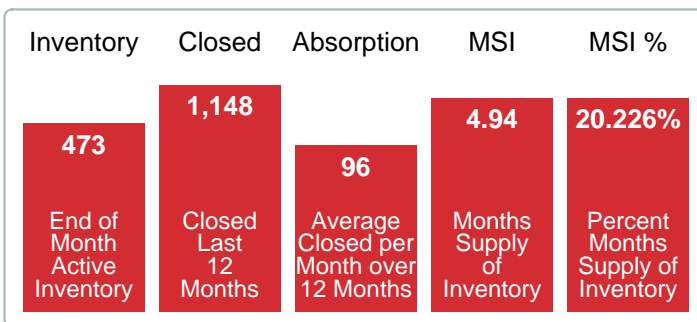
## MONTHS SUPPLY of INVENTORY (MSI)

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

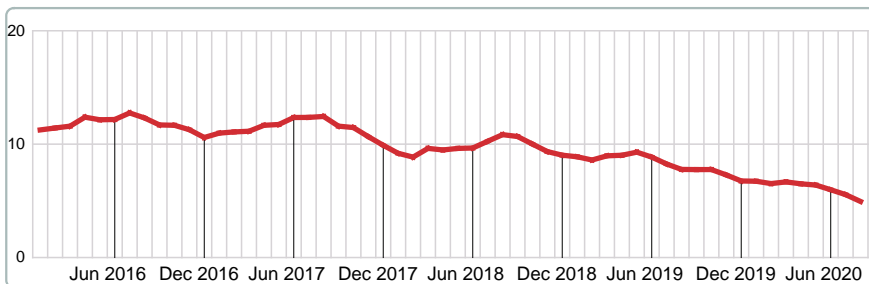
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

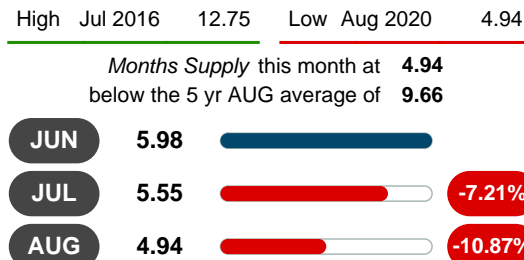


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 9.66



### 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	37	7.82%	2.24	2.46	2.26	0.92	0.00
\$50,001 - \$75,000	63	13.32%	5.77	7.04	5.14	4.50	0.00
\$75,001 - \$100,000	63	13.32%	4.82	2.29	5.70	7.00	3.00
\$100,001 - \$225,000	132	27.91%	3.50	3.17	3.25	4.83	4.00
\$225,001 - \$325,000	67	14.16%	7.44	8.00	8.14	7.00	1.71
\$325,001 - \$550,000	65	13.74%	9.07	12.00	6.70	10.00	21.60
\$550,001 and up	46	9.73%	34.50	0.00	28.80	40.00	26.40
Market Supply of Inventory (MSI)			4.94	4.08	4.46	7.30	9.68
Total Active Inventory by Units		100%	473	83	261	104	25

# August 2020



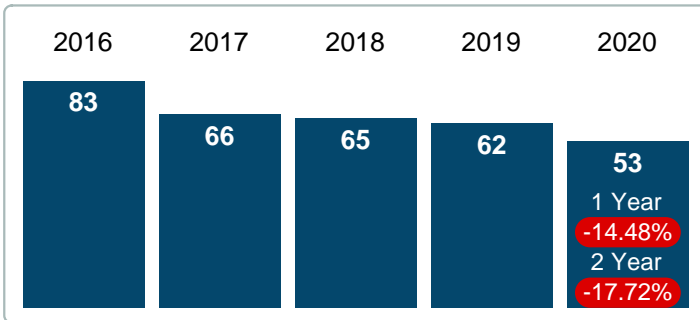
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



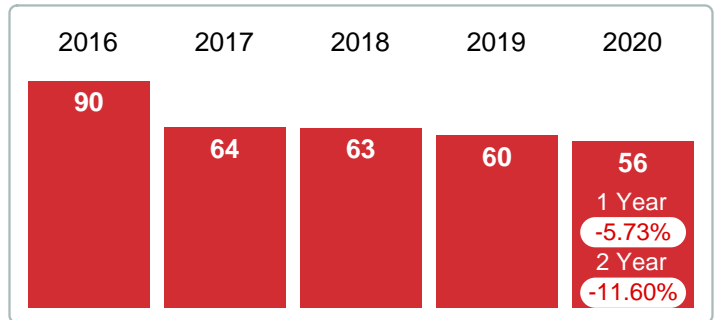
## AVERAGE DAYS ON MARKET TO SALE

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

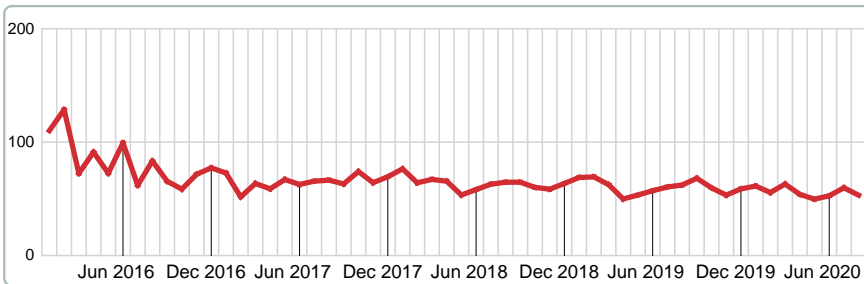
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

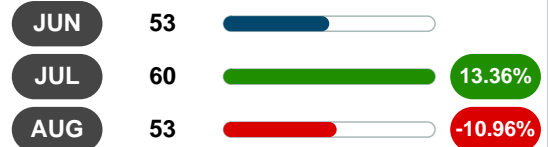


### 3 MONTHS

5 year AUG AVG = 66

High Feb 2016 129 Low May 2020 50

Average Days on Market to Sale this month at 53 below the 5 yr AUG average of 66



### 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
\$25,000 and less	3.82%	121	100	151	0	0
\$25,001 - \$75,000	19.85%	39	60	21	22	0
\$75,001 - \$100,000	13.74%	65	63	62	85	0
\$100,001 - \$150,000	21.37%	46	32	48	40	0
\$150,001 - \$225,000	17.56%	55	91	53	41	66
\$225,001 - \$325,000	11.45%	38	16	34	75	55
\$325,001 and up	12.21%	67	66	33	97	0
<b>Average Closed DOM</b>		<b>53</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>53</b>	<b>27</b>	<b>79</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>21,746,300</b>	<b>2.65M</b>	<b>12.35M</b>	<b>6.15M</b>	<b>602.50K</b>

# August 2020



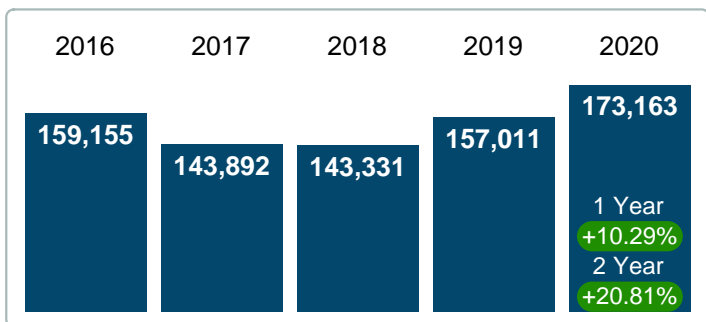
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



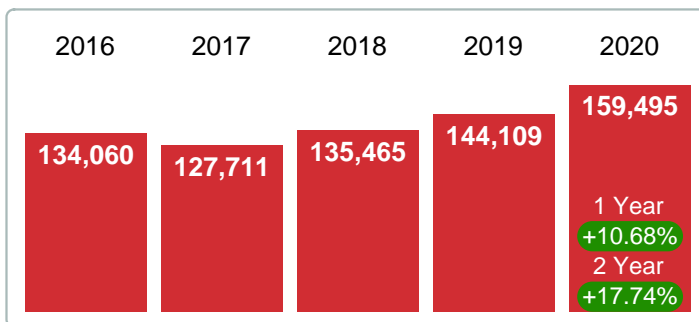
## AVERAGE LIST PRICE AT CLOSING

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

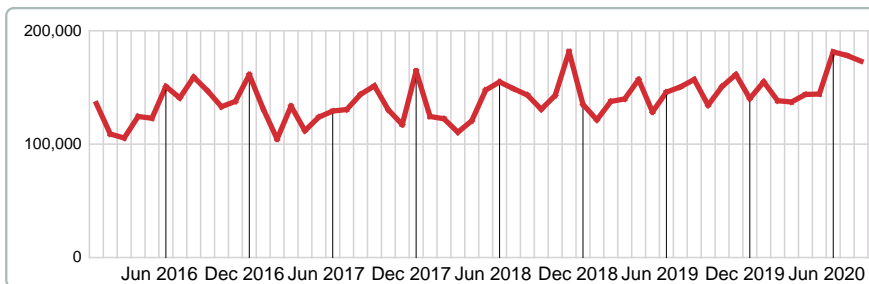
### AUGUST



### YEAR TO DATE (YTD)

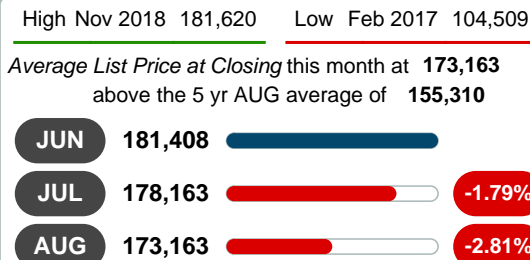


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 155,310



### 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
\$25,000 and less	2	1.53%	18,250	28,333	19,500	0	0
\$25,001 - \$75,000	25	19.08%	49,352	52,225	60,377	65,000	0
\$75,001 - \$100,000	18	13.74%	88,622	95,960	95,418	89,900	0
\$100,001 - \$150,000	31	23.66%	127,142	133,600	130,036	132,250	0
\$150,001 - \$225,000	22	16.79%	195,268	219,500	197,679	206,800	185,250
\$225,001 - \$325,000	17	12.98%	256,871	274,500	253,890	271,950	260,000
\$325,001 and up	16	12.21%	450,925	399,000	387,429	512,975	0
<b>Average List Price</b>			<b>173,163</b>	<b>105,396</b>	<b>161,427</b>	<b>293,432</b>	<b>210,167</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>173,163</b>	<b>27</b>	<b>79</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>22,684,400</b>	<b>2.85M</b>	<b>12.75M</b>	<b>6.46M</b>	<b>630.50K</b>



# August 2020



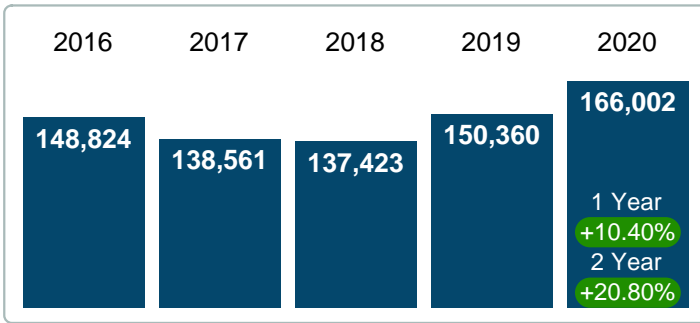
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



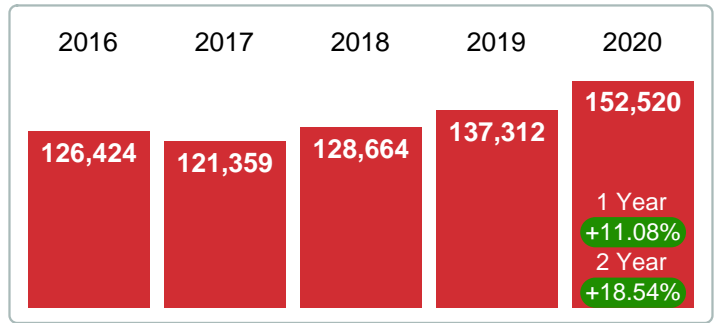
## AVERAGE SOLD PRICE AT CLOSING

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

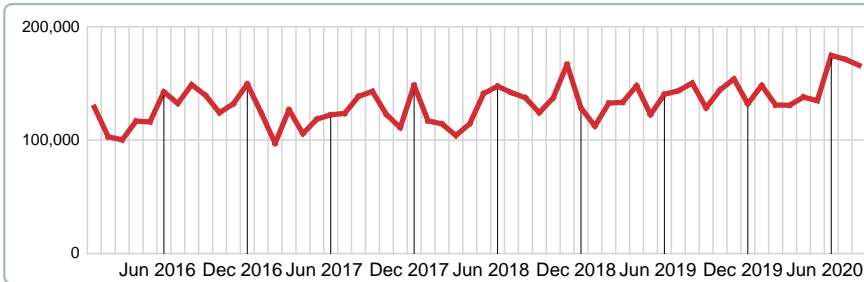
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

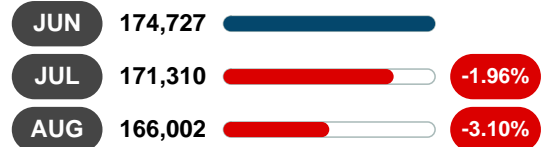


### 3 MONTHS

5 year AUG AVG = 148,234

High Jun 2020 174,727 Low Feb 2017 97,187

Average Sold Price at Closing this month at **166,002** above the 5 yr AUG average of **148,234**



### 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
\$25,000 and less	3.82%	20,000	22,167	16,750	0	0
\$25,001 - \$75,000	19.85%	51,652	47,021	55,285	60,000	0
\$75,001 - \$100,000	13.74%	88,883	88,740	89,673	84,900	0
\$100,001 - \$150,000	21.37%	124,738	130,000	124,080	125,725	0
\$150,001 - \$225,000	17.56%	192,626	205,000	189,679	201,480	178,750
\$225,001 - \$325,000	11.45%	252,427	270,000	251,600	242,700	245,000
\$325,001 and up	12.21%	437,125	365,000	386,714	490,250	0
<b>Average Sold Price</b>		<b>166,002</b>	<b>98,128</b>	<b>156,289</b>	<b>279,432</b>	<b>200,833</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>131</b>	<b>27</b>	<b>79</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>21,746,300</b>	<b>2.65M</b>	<b>12.35M</b>	<b>6.15M</b>	<b>602.50K</b>

# August 2020



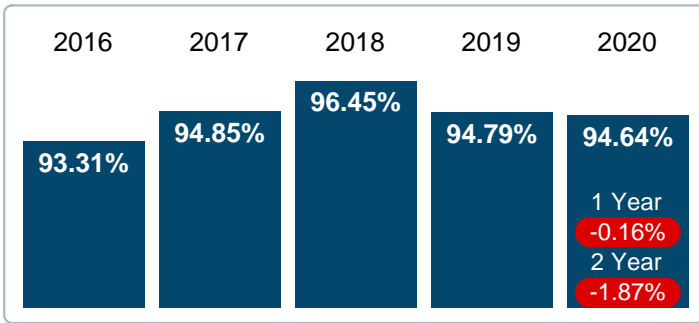
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



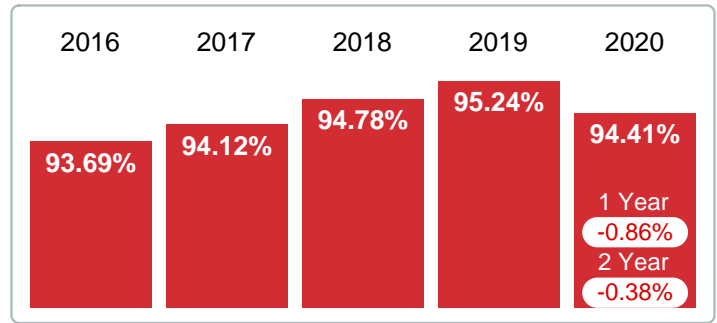
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

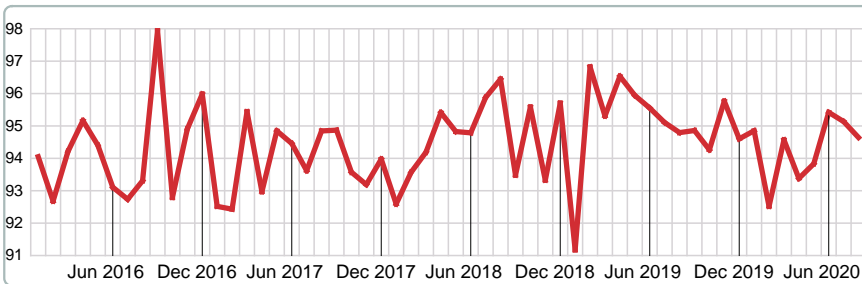
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

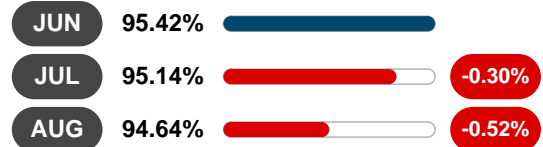


### 3 MONTHS

5 year AUG AVG = 94.81%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **94.64%** equal to 5 yr AUG average of **94.81%**



## 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
\$25,000 and less	5	3.82%	82.48%	78.30%	88.74%	0.00%	0.00%
\$25,001 - \$75,000	26	19.85%	91.20%	90.32%	91.94%	92.31%	0.00%
\$75,001 - \$100,000	18	13.74%	94.09%	93.24%	94.31%	95.00%	0.00%
\$100,001 - \$150,000	28	21.37%	95.69%	97.47%	95.50%	95.87%	0.00%
\$150,001 - \$225,000	23	17.56%	96.26%	93.39%	96.16%	97.66%	96.30%
\$225,001 - \$325,000	15	11.45%	97.62%	98.49%	99.45%	89.30%	94.23%
\$325,001 and up	16	12.21%	97.71%	91.48%	99.42%	96.99%	0.00%
Average Sold/List Ratio		94.60%		90.93%	95.54%	95.84%	95.61%
Total Closed Units		131	100%	27	79	22	3
Total Closed Volume		21,746,300		2.65M	12.35M	6.15M	602.50K

# August 2020



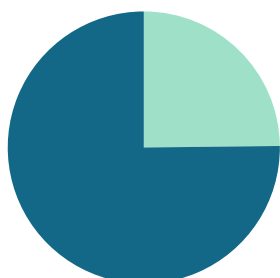
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

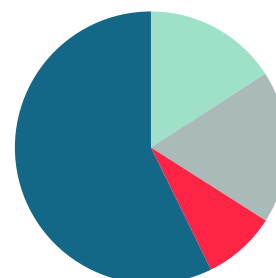


**Inventory**  
 New Listings  
**172 = 24.82%**  
 Start Inventory  
**521**  
 Total Inventory Units  
**693**  
 Volume  
**\$169,166,404**

### Market Activity

Closed Sales  
**131 = 15.86%**  
 Pending Sales  
**150 = 18.16%**  
 Other Off Market  
**72 = 8.72%**  
 Active Inventory  
**473 = 57.26%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	110	131	19.09%	747	802	7.36%
Pending Sales	114	150	31.58%	822	961	16.91%
New Listings	208	172	-17.31%	1,722	1,481	-14.00%
Average List Price	157,011	173,163	10.29%	144,109	159,495	10.68%
Average Sale Price	150,360	166,002	10.40%	137,312	152,520	11.08%
Average Percent of Selling Price to List Price	94.79%	94.64%	-0.16%	95.24%	94.41%	-0.86%
Average Days on Market to Sale	62.20	53.19	-14.48%	59.53	56.12	-5.73%
Monthly Inventory	711	473	-33.47%	711	473	-33.47%
Months Supply of Inventory	7.77	4.94	-36.37%	7.77	4.94	-36.37%

**Absorption:** Last 12 months, an Average of **96** Sales/Month

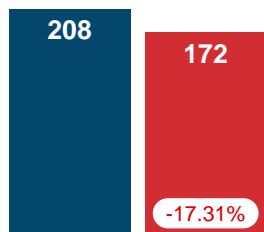
**Inventory** on August 31, 2020 = **473**

**2019** **2020**

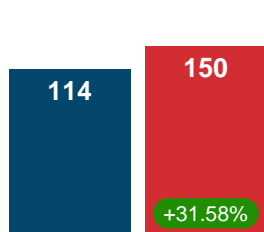
### AUGUST MARKET

### AVERAGE PRICES

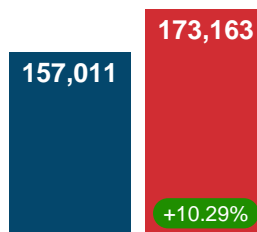
#### New Listings



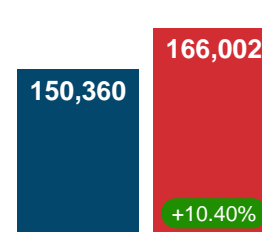
#### Pending Listings



#### List Price



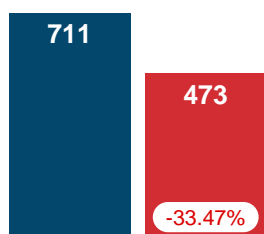
#### Sale Price



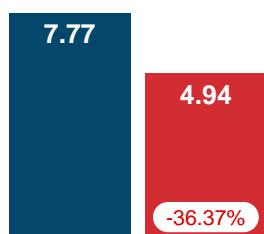
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

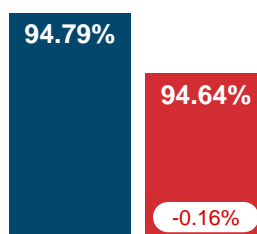
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

