

August 2020



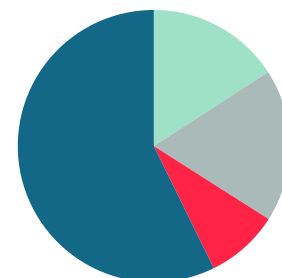
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	119,450	132,500	10.93%
Median Sale Price	115,000	125,000	8.70%
Median Percent of Selling Price to List Price	96.00%	95.65%	-0.36%
Median Days on Market to Sale	48.50	37.00	-23.71%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **8.70%** in August 2020 to \$125,000 versus the previous year at \$115,000.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 11.50 days or **23.71%** in August 2020 compared to last year's same month at **48.50** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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.

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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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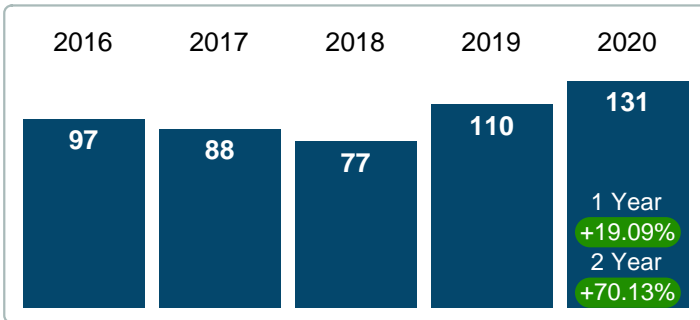
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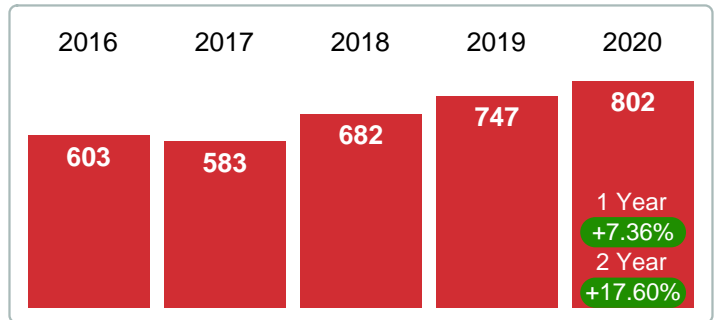
CLOSED LISTINGS

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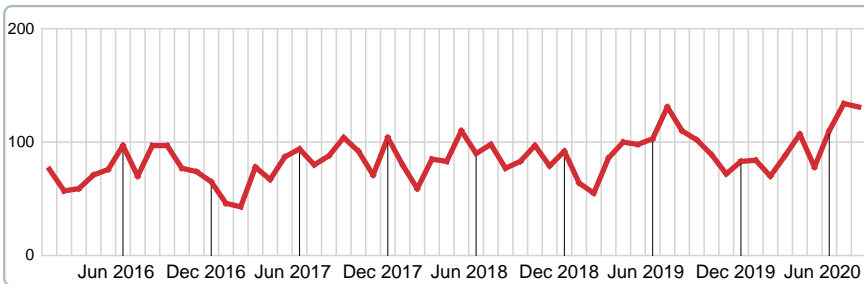
AUGUST



YEAR TO DATE (YTD)

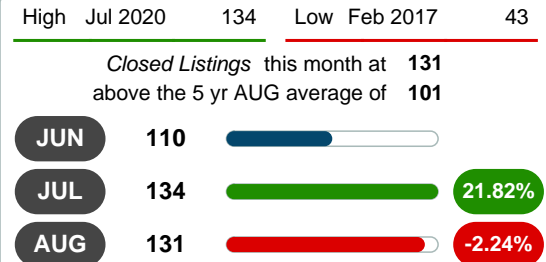


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 101



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	9.92%	64.0	8	5	0	0
\$40,001 - \$70,000	14	10.69%	27.5	6	7	1	0
\$70,001 - \$100,000	22	16.79%	53.5	6	14	2	0
\$100,001 - \$160,000	28	21.37%	21.0	2	22	4	0
\$160,001 - \$230,000	23	17.56%	27.0	2	14	5	2
\$230,001 - \$340,000	17	12.98%	12.0	2	12	2	1
\$340,001 and up	14	10.69%	66.5	1	5	8	0
Total Closed Units	131			27	79	22	3
Total Closed Volume	21,746,300	100%	37.0	2.65M	12.35M	6.15M	602.50K
Median Closed Price	\$125,000			\$62,000	\$125,000	\$217,500	\$195,000

August 2020



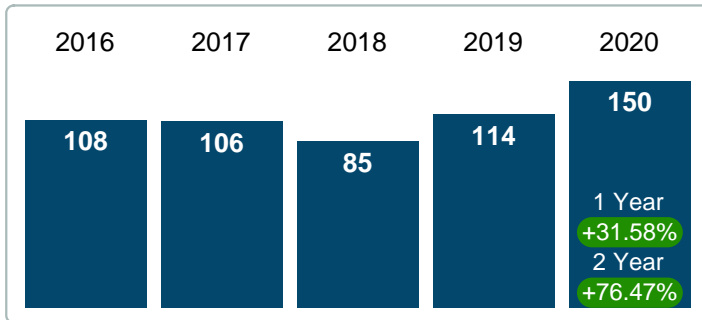
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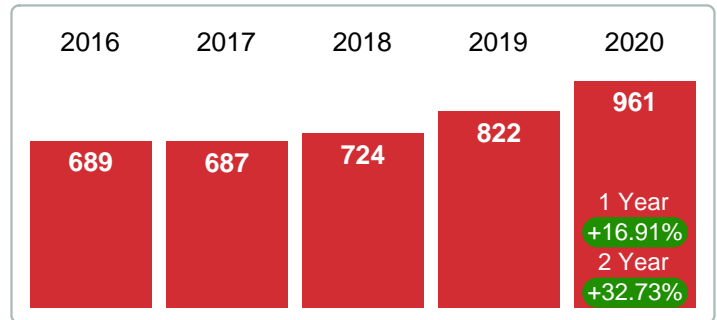
PENDING LISTINGS

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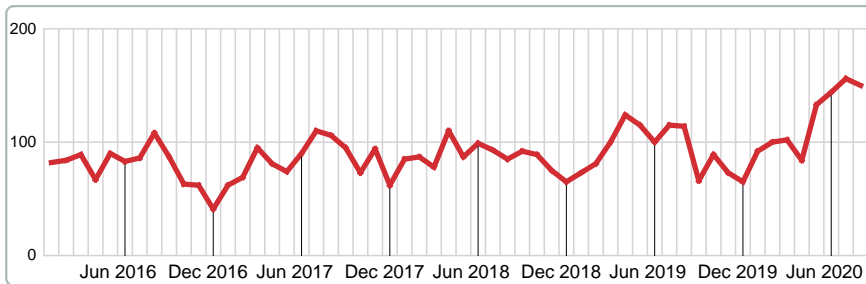
AUGUST



YEAR TO DATE (YTD)

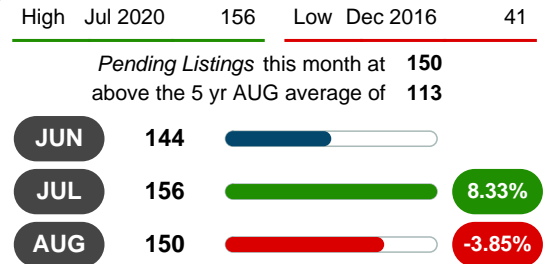


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 113



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14	9.33%	49.5	10	3	0	1
\$40,001 - \$80,000	16	10.67%	42.0	7	9	0	0
\$80,001 - \$120,000	26	17.33%	9.0	6	17	3	0
\$120,001 - \$190,000	36	24.00%	32.0	5	25	5	1
\$190,001 - \$280,000	24	16.00%	48.5	4	16	4	0
\$280,001 - \$390,000	17	11.33%	116.0	1	10	4	2
\$390,001 and up	17	11.33%	38.0	2	6	9	0
Total Pending Units	150			35	86	25	4
Total Pending Volume	28,880,600	100%	35.0	4.24M	16.00M	7.75M	888.80K
Median Listing Price	\$141,750			\$89,900	\$144,250	\$284,900	\$236,950

August 2020



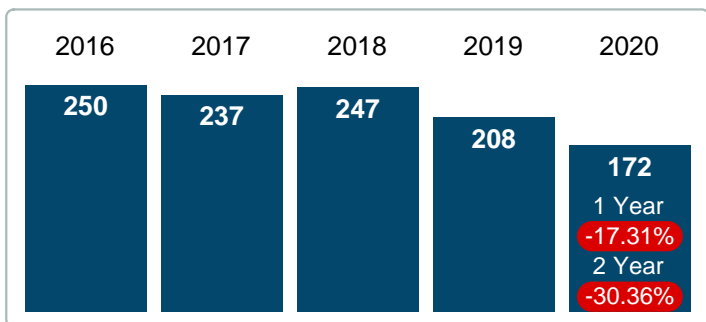
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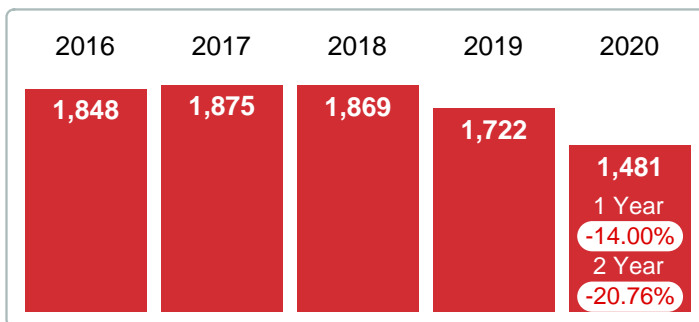
NEW LISTINGS

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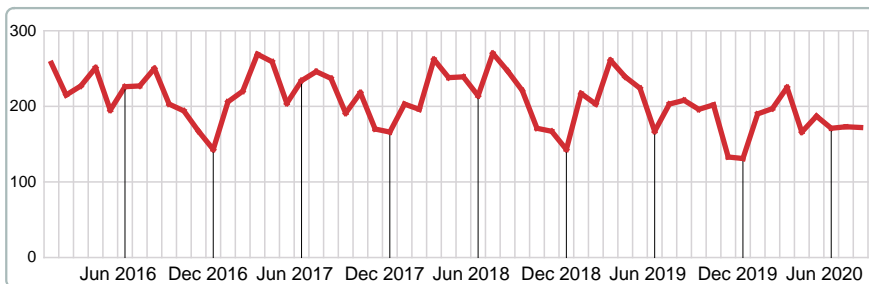
AUGUST



YEAR TO DATE (YTD)

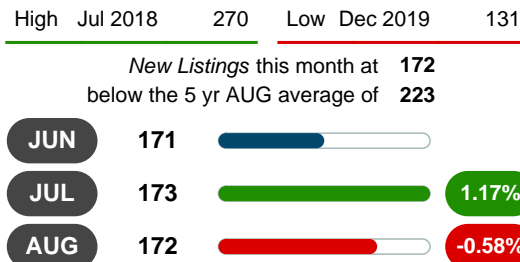


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	172		23	112	30	7
Total New Listed Volume	35,887,099	100%	2.55M	21.66M	8.49M	3.18M
Median New Listed Listing Price	\$154,950		\$75,000	\$154,900	\$234,450	\$425,000

August 2020



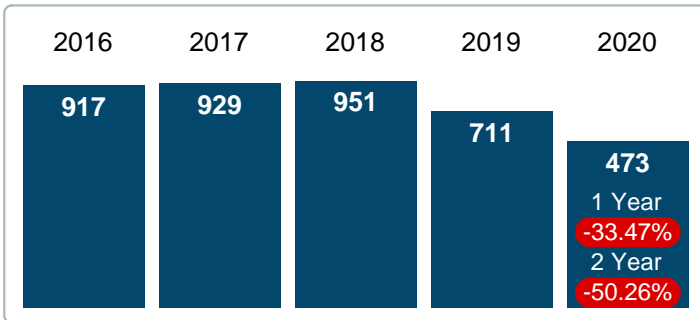
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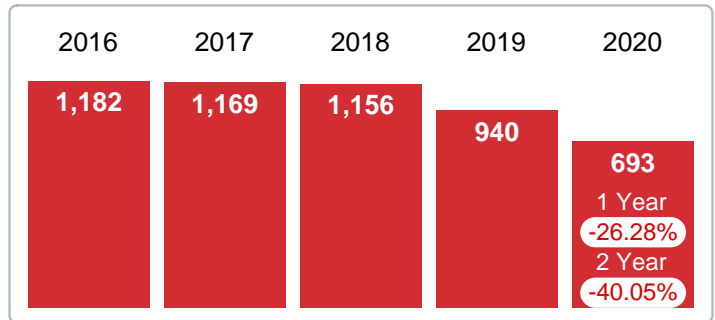
ACTIVE INVENTORY

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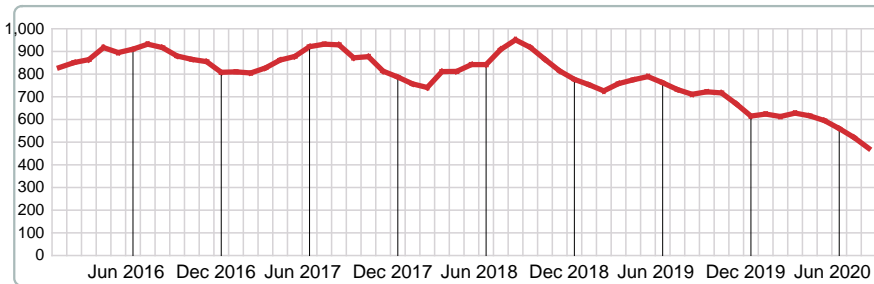
END OF AUGUST



ACTIVE DURING AUGUST

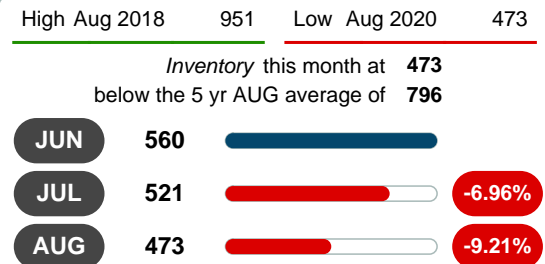


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 796



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	37	7.82%	89.0	17	19	1	0	
\$50,001 - \$75,000	63	13.32%	77.0	27	33	3	0	
\$75,001 - \$100,000	63	13.32%	70.0	8	47	7	1	
\$100,001 - \$225,000	132	27.91%	62.0	14	86	29	3	
\$225,001 - \$325,000	67	14.16%	62.0	12	40	14	1	
\$325,001 - \$550,000	65	13.74%	61.0	2	24	30	9	
\$550,001 and up	46	9.73%	106.0	3	12	20	11	
Total Active Inventory by Units		473		83	261	104	25	
Total Active Inventory by Volume		121,989,916	100%	70.0	12.47M	54.53M	38.01M	16.99M
Median Active Inventory Listing Price		\$157,900			\$74,900	\$139,900	\$302,000	\$456,000

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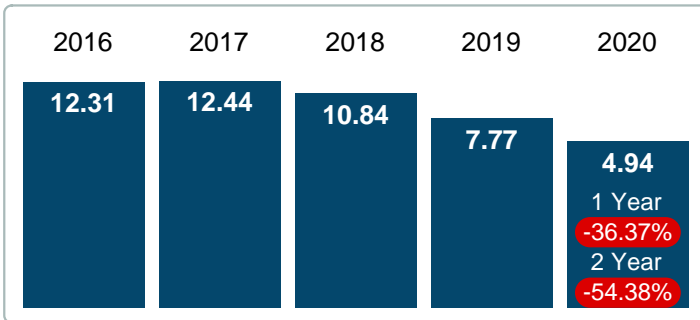
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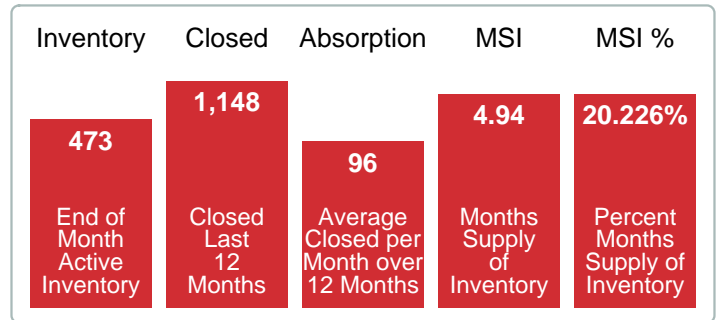
MONTHS SUPPLY of INVENTORY (MSI)

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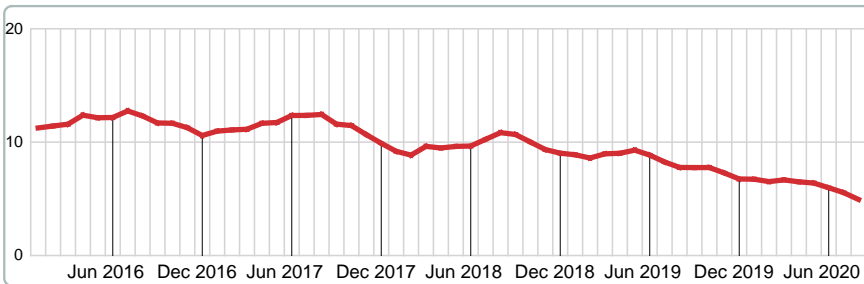
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

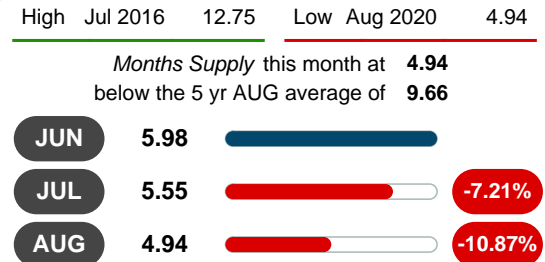


5 YEAR MARKET ACTIVITY TRENDS



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



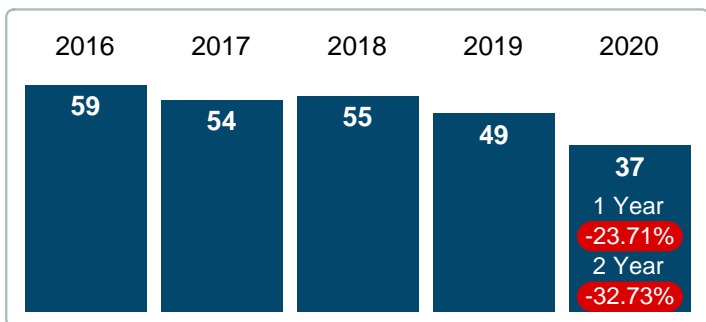
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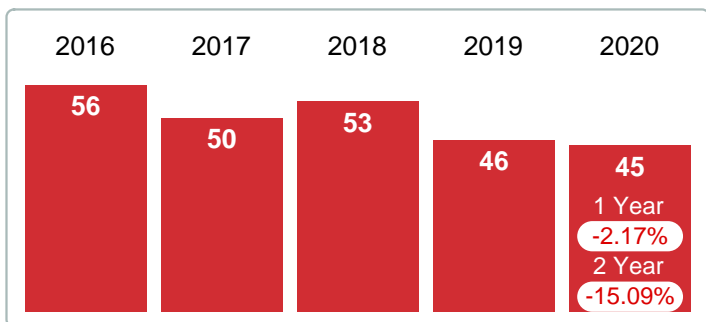
MEDIAN DAYS ON MARKET TO SALE

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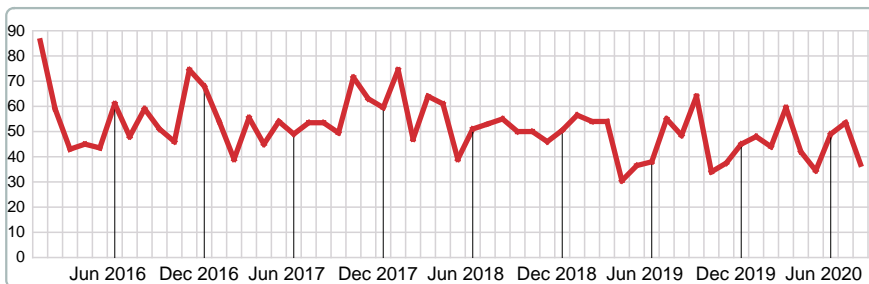
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

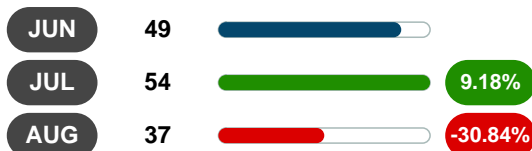


3 MONTHS

5 year AUG AVG = 51

High Jan 2016 86 Low Apr 2019 31

Median Days on Market to Sale this month at 37 below the 5 yr AUG average of 51



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	9.92%	64	78	9	0	0
\$40,001 - \$70,000	14	10.69%	28	61	27	22	0
\$70,001 - \$100,000	22	16.79%	54	59	39	85	0
\$100,001 - \$160,000	28	21.37%	21	32	33	17	0
\$160,001 - \$230,000	23	17.56%	27	91	27	18	66
\$230,001 - \$340,000	17	12.98%	12	16	11	75	55
\$340,001 and up	14	10.69%	67	66	59	93	0
Median Closed DOM			37	64	25	43	55
Total Closed Units		100%	131	27	79	22	3
Total Closed Volume			21,746,300	2.65M	12.35M	6.15M	602.50K

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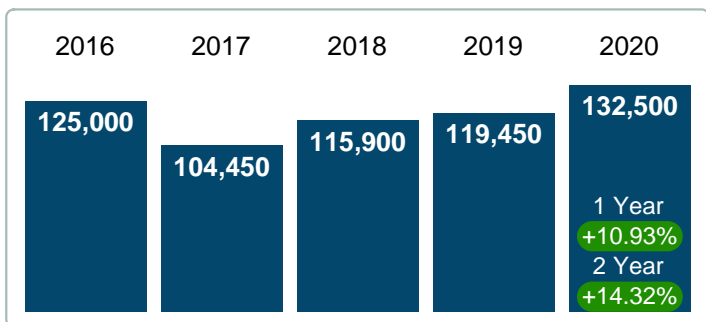
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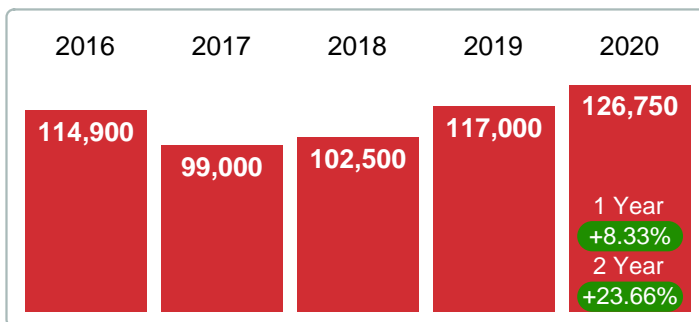
MEDIAN LIST PRICE AT CLOSING

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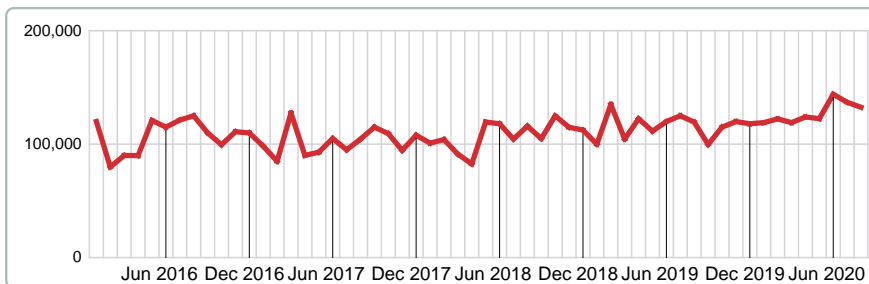
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 119,460

High Jun 2020 143,950 Low Feb 2016 79,900

Median List Price at Closing this month at **132,500**
above the 5 yr AUG average of **119,460**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	29,700	30,750	28,700	0	0
\$40,001 - \$70,000	15	56,500	50,800	59,500	65,000	0
\$70,001 - \$100,000	20	86,750	87,400	86,750	89,900	0
\$100,001 - \$160,000	32	125,000	125,000	125,000	130,000	0
\$160,001 - \$230,000	22	199,900	219,500	199,900	215,000	185,250
\$230,001 - \$340,000	16	250,000	274,500	245,000	271,950	260,000
\$340,001 and up	16	399,000	399,000	375,000	485,000	0
Median List Price		132,500	74,000	132,500	227,500	195,500
Total Closed Units		131	27	79	22	3
Total Closed Volume		22,684,400	2.85M	12.75M	6.46M	630.50K

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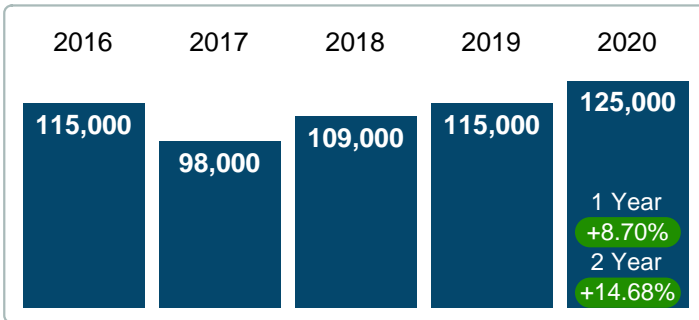
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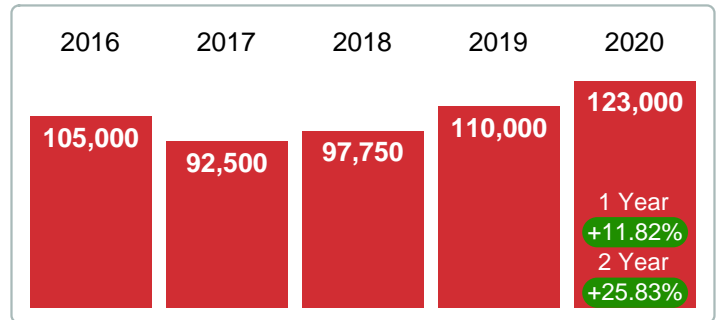
MEDIAN SOLD PRICE AT CLOSING

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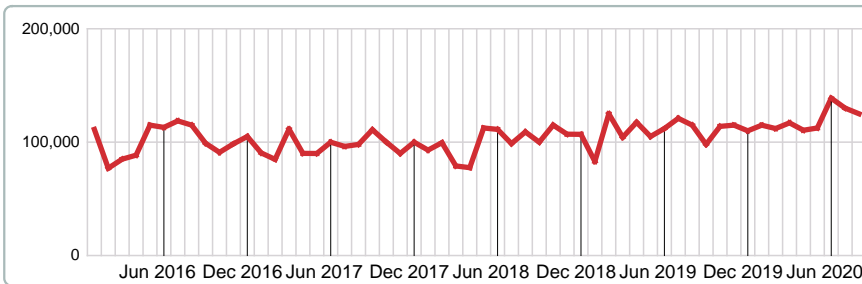
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

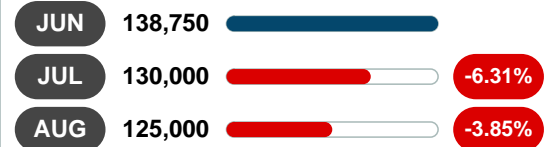


3 MONTHS

5 year AUG AVG = 112,400

High Jun 2020 138,750 Low Feb 2016 77,000

Median Sold Price at Closing this month at 125,000 above the 5 yr AUG average of 112,400



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9.92%	29,500	27,750	29,900	0	0
\$40,001 - \$70,000	10.69%	57,250	53,125	60,000	60,000	0
\$70,001 - \$100,000	16.79%	86,750	87,400	85,850	84,900	0
\$100,001 - \$160,000	21.37%	125,000	130,000	124,500	124,950	0
\$160,001 - \$230,000	17.56%	195,000	205,000	185,000	207,500	178,750
\$230,001 - \$340,000	12.98%	245,000	270,000	252,500	242,700	245,000
\$340,001 and up	10.69%	399,500	365,000	378,000	481,500	0
Median Sold Price		125,000	62,000	125,000	217,500	195,000
Total Closed Units	100%	131	27	79	22	3
Total Closed Volume		21,746,300	2.65M	12.35M	6.15M	602.50K

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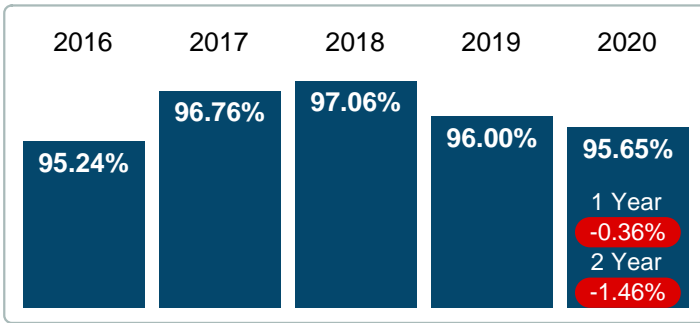
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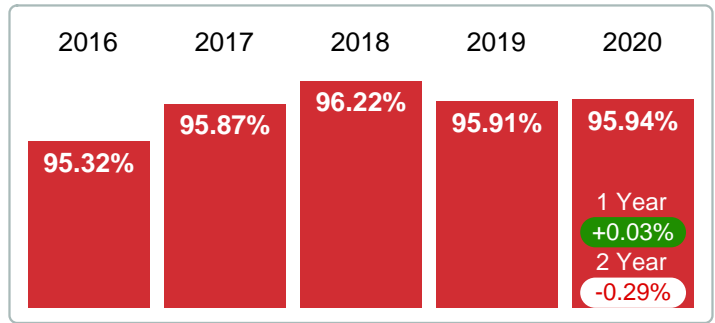
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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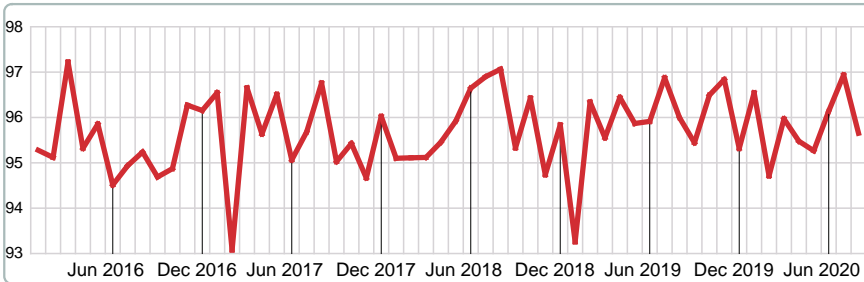
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

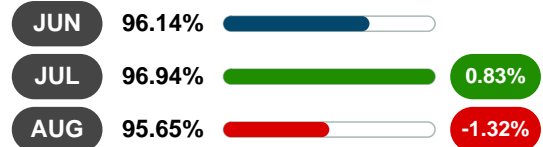


3 MONTHS

5 year AUG AVG = 96.14%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.65%**
equal to 5 yr AUG average of **96.14%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	9.92%	83.33%	79.39%	92.86%	0.00%	0.00%
\$40,001 - \$70,000	14	10.69%	92.34%	93.66%	91.84%	92.31%	0.00%
\$70,001 - \$100,000	22	16.79%	94.23%	92.98%	94.23%	95.00%	0.00%
\$100,001 - \$160,000	28	21.37%	96.04%	97.47%	95.90%	99.26%	0.00%
\$160,001 - \$230,000	23	17.56%	96.51%	93.39%	96.50%	100.00%	96.30%
\$230,001 - \$340,000	17	12.98%	96.99%	98.49%	98.57%	89.30%	94.23%
\$340,001 and up	14	10.69%	99.43%	91.48%	100.00%	98.71%	0.00%
Median Sold/List Ratio		95.65%		93.18%	95.83%	98.54%	94.23%
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



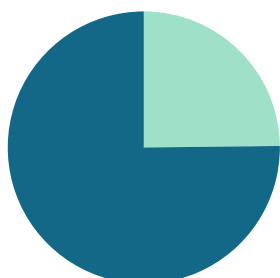
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

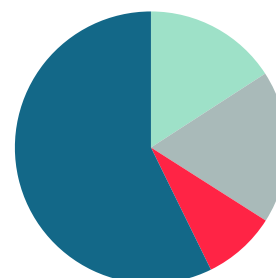


Inventory
 New Listings
172 = 24.82%
 Start Inventory
521
 Total Inventory Units
693
 Volume
\$169,166,404

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%
Median List Price	119,450	132,500	10.93%	117,000	126,750	8.33%
Median Sale Price	115,000	125,000	8.70%	110,000	123,000	11.82%
Median Percent of Selling Price to List Price	96.00%	95.65%	-0.36%	95.91%	95.94%	0.03%
Median Days on Market to Sale	48.50	37.00	-23.71%	46.00	45.00	-2.17%
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

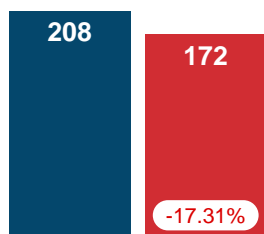
Inventory on August 31, 2020 = **473**

2019 **2020**

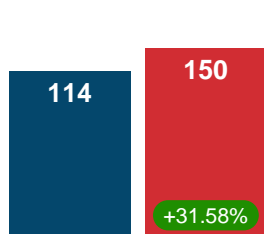
AUGUST MARKET

MEDIAN PRICES

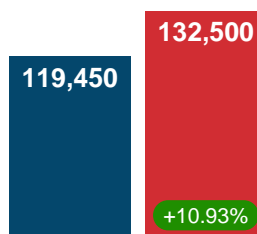
New Listings



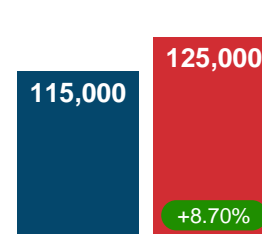
Pending Listings



List Price



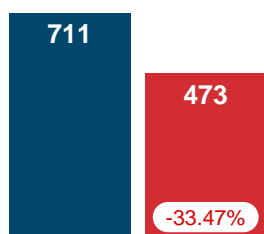
Sale Price



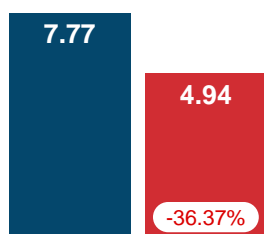
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

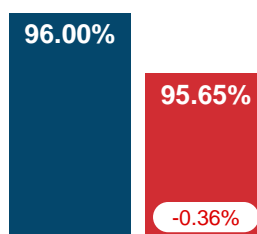
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

