

February 2020



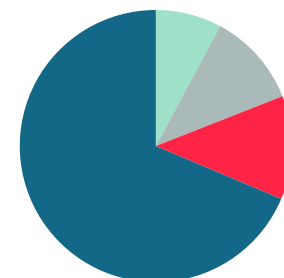
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	55	70	27.27%
Pending Listings	81	100	23.46%
New Listings	203	197	-2.96%
Average List Price	137,660	138,301	0.47%
Average Sale Price	132,613	130,974	-1.24%
Average Percent of Selling Price to List Price	96.82%	92.52%	-4.45%
Average Days on Market to Sale	69.36	55.57	-19.88%
End of Month Inventory	726	613	-15.56%
Months Supply of Inventory	8.60	6.52	-24.17%



■ Closed (7.84%)
■ Pending (11.20%)
■ Other OffMarket (12.32%)
■ Active (68.65%)

Absorption: Last 12 months, an Average of **94** Sales/Month
Active Inventory as of February 29, 2020 = **613**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **15.56%** to 613 existing homes available for sale. Over the last 12 months this area has had an average of 94 closed sales per month. This represents an unsold inventory index of **6.52** 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 **1.24%** in February 2020 to \$130,974 versus the previous year at \$132,613.

Average Days on Market Shortens

The average number of **55.57** days that homes spent on the market before selling decreased by 13.79 days or **19.88%** in February 2020 compared to last year's same month at **69.36** DOM.

Sales Success for February 2020 is Positive

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

There were 197 New Listings in February 2020, down **2.96%** from last year at 203. Furthermore, there were 70 Closed Listings this month versus last year at 55, a **27.27%** increase.

Closed versus Listed trends yielded a **35.5%** ratio, up from previous year's, February 2019, at **27.1%**, a **31.15%** 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

February 2020



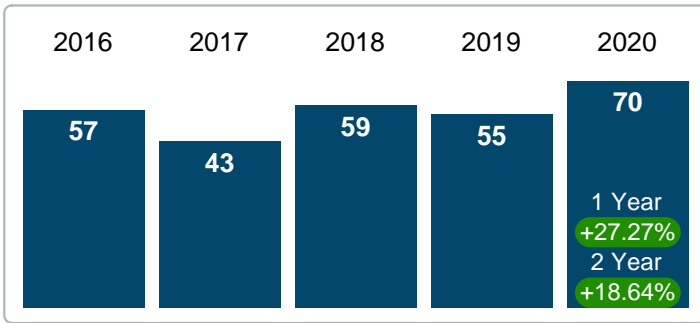
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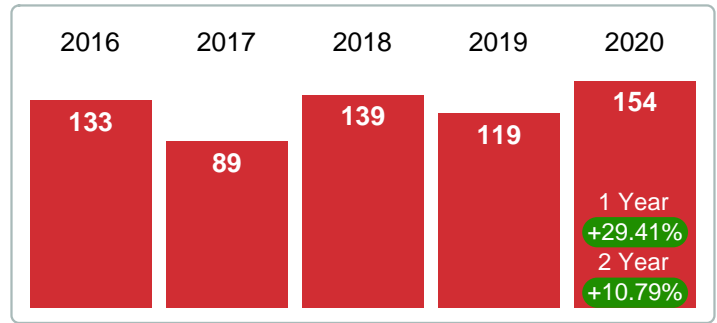
CLOSED LISTINGS

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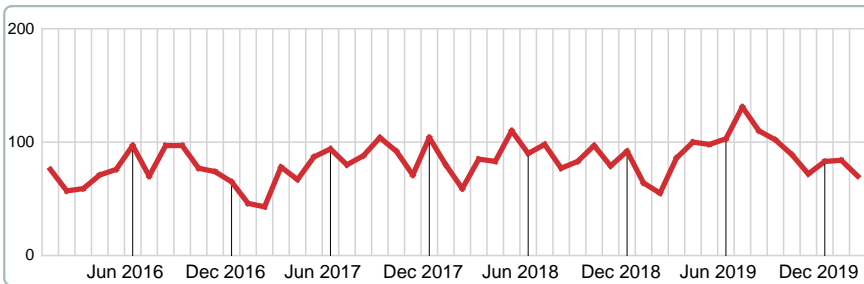
FEBRUARY



YEAR TO DATE (YTD)

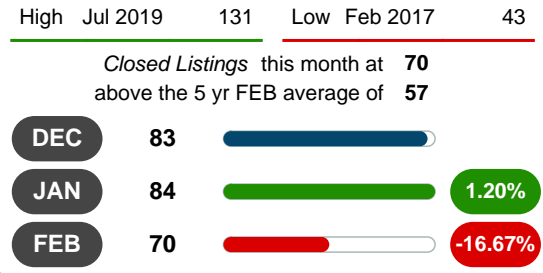


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.71%	113.0	3	1	0	0
\$30,001 - \$50,000	12	17.14%	52.4	3	8	1	0
\$50,001 - \$70,000	7	10.00%	44.4	3	3	1	0
\$70,001 - \$130,000	18	25.71%	58.8	2	14	2	0
\$130,001 - \$160,000	15	21.43%	51.3	0	9	6	0
\$160,001 - \$260,000	7	10.00%	56.4	2	3	2	0
\$260,001 and up	7	10.00%	39.3	1	3	2	1
Total Closed Units	70			14	41	14	1
Total Closed Volume	9,168,172	100%	55.6	1.42M	4.91M	2.24M	592.50K
Average Closed Price	\$130,974			\$101,684	\$119,737	\$160,207	\$592,500

February 2020



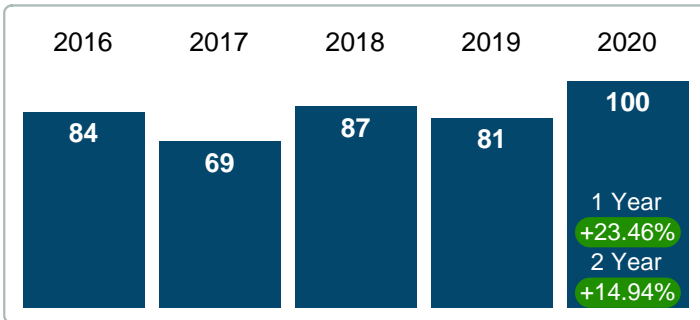
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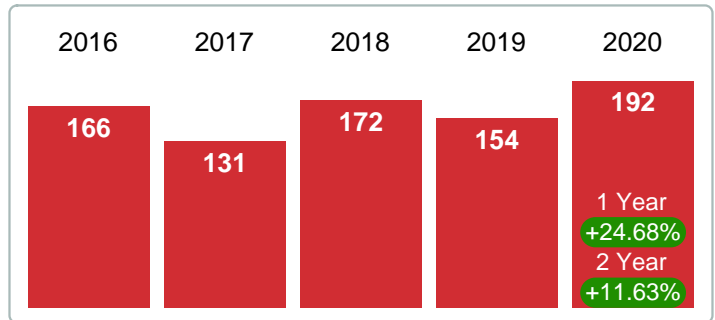
PENDING LISTINGS

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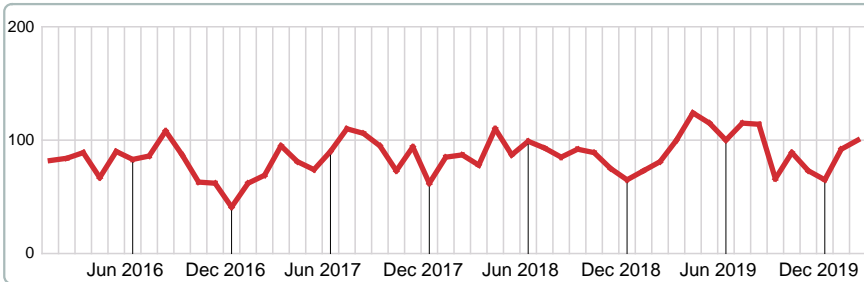
FEBRUARY



YEAR TO DATE (YTD)

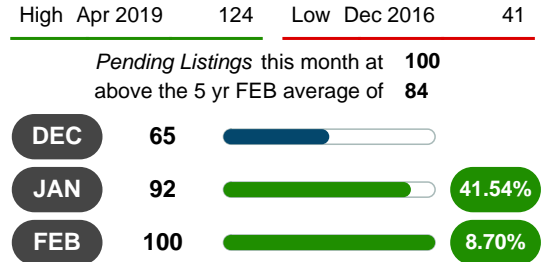


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 84



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	10.00%	32.5	5	5	0	0
\$30,001 - \$60,000	13	13.00%	61.0	9	3	1	0
\$60,001 - \$90,000	13	13.00%	54.2	3	10	0	0
\$90,001 - \$150,000	26	26.00%	59.5	4	16	6	0
\$150,001 - \$190,000	15	15.00%	54.8	1	12	2	0
\$190,001 - \$290,000	13	13.00%	63.4	0	9	4	0
\$290,001 and up	10	10.00%	63.8	0	3	5	2
Total Pending Units	100			22	58	18	2
Total Pending Volume	14,442,299	100%	55.8	1.29M	8.34M	4.20M	619.00K
Average Listing Price	\$143,860			\$58,609	\$143,766	\$233,083	\$309,500

February 2020



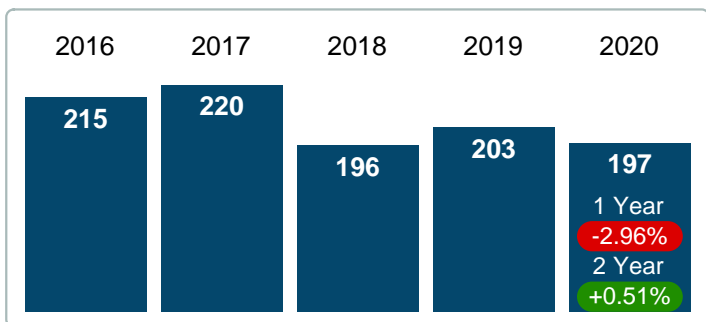
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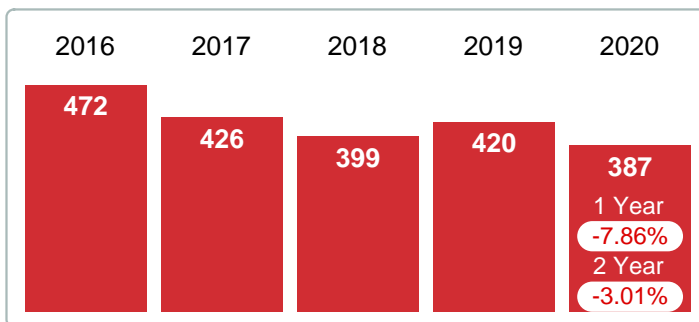
NEW LISTINGS

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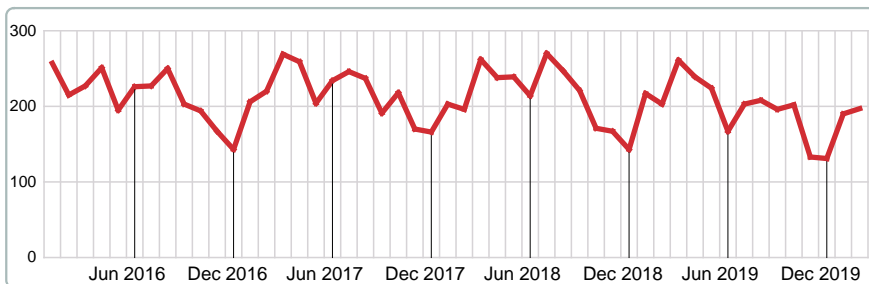
FEBRUARY



YEAR TO DATE (YTD)

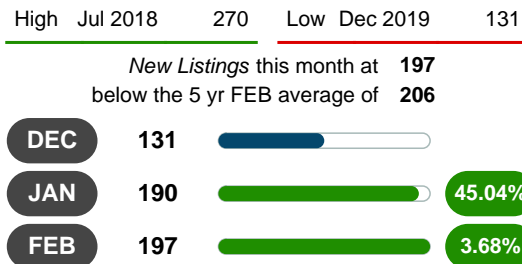


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 206



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	15	7.61%	9	6	0	0
\$50,001 - \$75,000	18	9.14%	7	10	1	0
\$75,001 - \$125,000	39	19.80%	12	26	1	0
\$125,001 - \$175,000	41	20.81%	4	27	10	0
\$175,001 - \$250,000	30	15.23%	8	18	4	0
\$250,001 - \$425,000	32	16.24%	1	17	7	7
\$425,001 and up	22	11.17%	1	10	9	2
Total New Listed Units	197		42	114	32	9
Total New Listed Volume	42,815,661	100%	5.06M	23.43M	10.47M	3.86M
Average New Listed Listing Price	\$176,634		\$120,514	\$205,501	\$327,199	\$428,511

February 2020



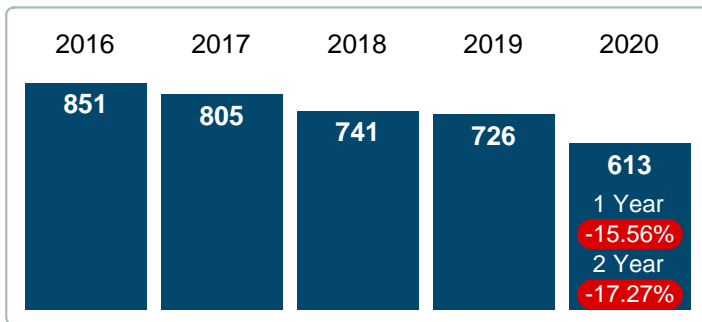
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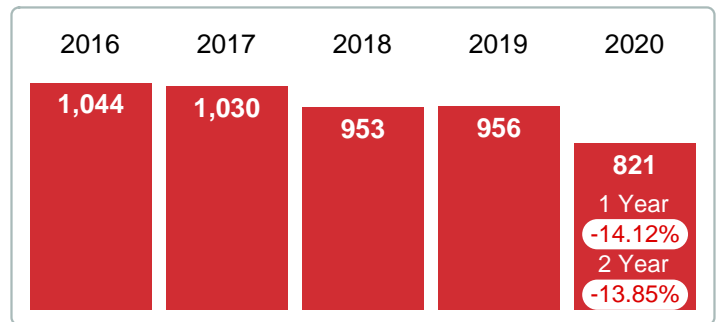
ACTIVE INVENTORY

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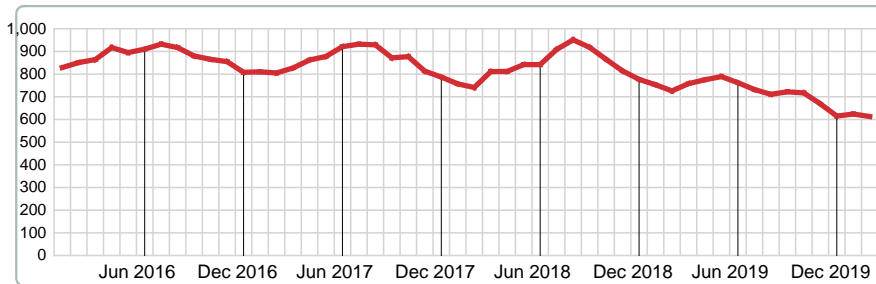
END OF FEBRUARY



ACTIVE DURING FEBRUARY

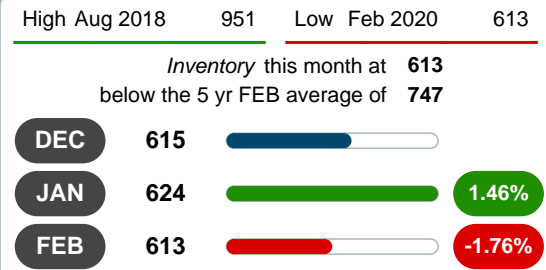


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 747



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	57	9.30%	75.6	28	25	3	1
\$50,001 - \$75,000	66	10.77%	91.5	26	37	3	0
\$75,001 - \$100,000	67	10.93%	90.9	18	44	5	0
\$100,001 - \$175,000	149	24.31%	69.7	22	94	30	3
\$175,001 - \$275,000	122	19.90%	68.9	24	69	24	5
\$275,001 - \$450,000	87	14.19%	86.3	8	46	25	8
\$450,001 and up	65	10.60%	83.9	4	22	30	9
Total Active Inventory by Units	613			130	337	120	26
Total Active Inventory by Volume	141,243,462	100%	78.6	17.68M	69.57M	38.82M	15.18M
Average Active Inventory Listing Price	\$230,413			\$136,008	\$206,428	\$323,501	\$583,692

February 2020



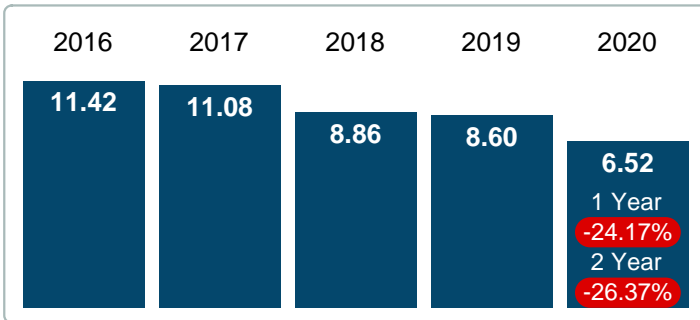
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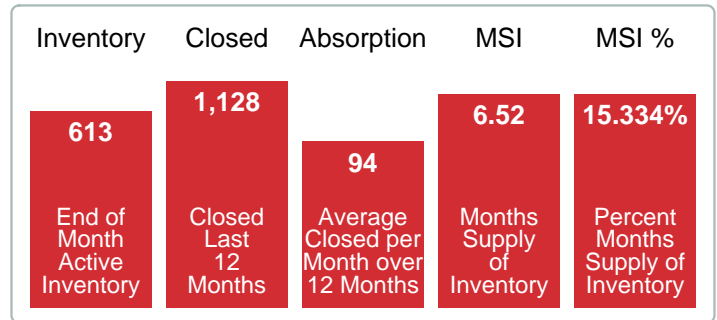
MONTHS SUPPLY of INVENTORY (MSI)

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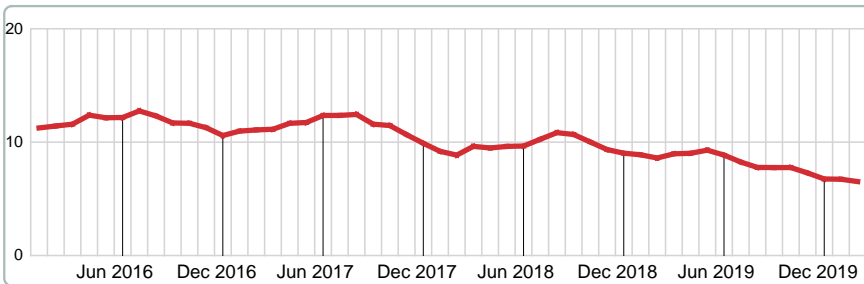
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

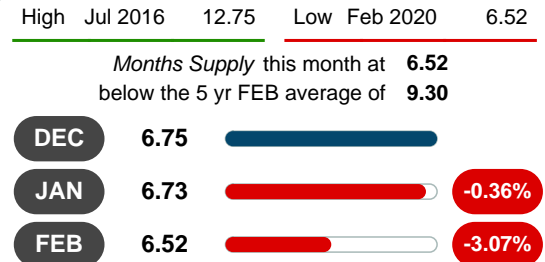


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 9.30



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	57	9.30%	3.20	3.95	2.61	2.57	0.00
\$50,001 - \$75,000	66	10.77%	5.70	7.26	5.05	5.14	0.00
\$75,001 - \$100,000	67	10.93%	5.09	5.14	5.56	3.53	0.00
\$100,001 - \$175,000	149	24.31%	5.52	9.10	4.68	8.00	4.00
\$175,001 - \$275,000	122	19.90%	8.13	22.15	7.33	5.65	20.00
\$275,001 - \$450,000	87	14.19%	12.00	19.20	12.00	9.68	19.20
\$450,001 and up	65	10.60%	30.00	24.00	33.00	40.00	15.43
Market Supply of Inventory (MSI)			6.52	7.12	5.73	8.28	10.76
Total Active Inventory by Units		100%	613	130	337	120	26

February 2020



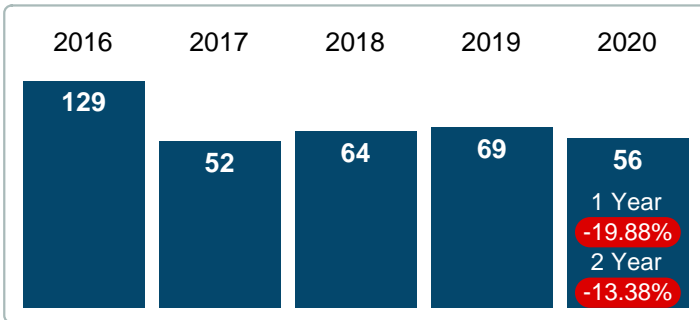
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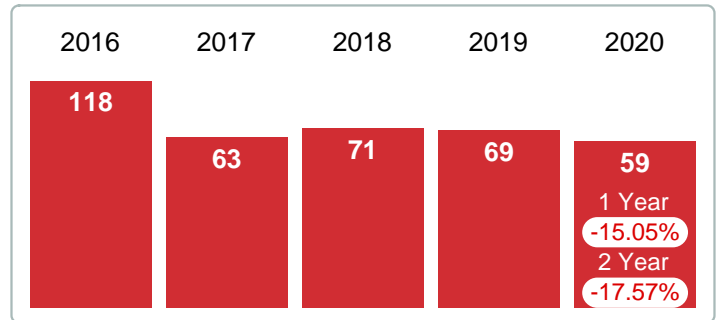
AVERAGE DAYS ON MARKET TO SALE

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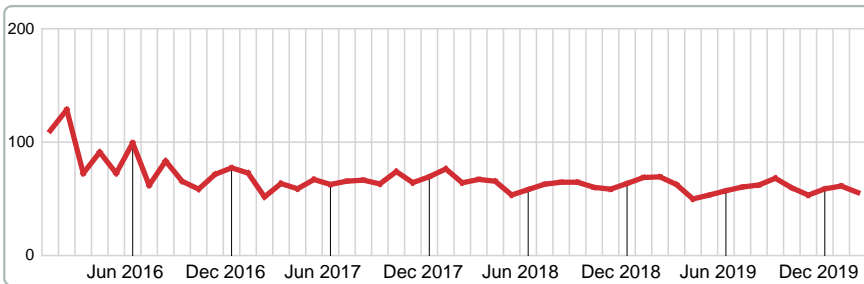
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

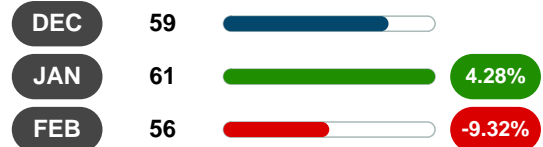


3 MONTHS

5 year FEB AVG = 74

High Feb 2016 129 Low Apr 2019 50

Average Days on Market to Sale this month at 56 below the 5 yr FEB average of 74



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
\$30,000 and less	5.71%	113	128	69	0	0
\$30,001 - \$50,000	17.14%	52	24	53	137	0
\$50,001 - \$70,000	10.00%	44	58	22	71	0
\$70,001 - \$130,000	25.71%	59	15	61	85	0
\$130,001 - \$160,000	21.43%	51	0	41	66	0
\$160,001 - \$260,000	10.00%	56	77	72	13	0
\$260,001 and up	10.00%	39	43	37	20	80
Average Closed DOM		56	61	52	60	80
Total Closed Units	100%	56	14	41	14	1
Total Closed Volume		9,168,172	1.42M	4.91M	2.24M	592.50K

February 2020



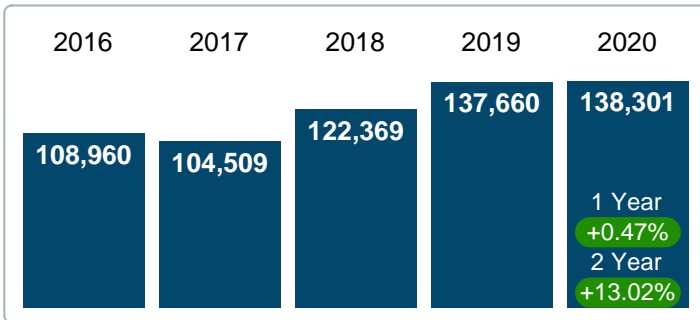
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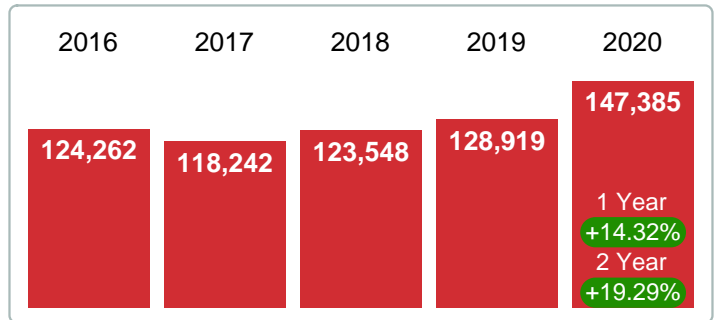
AVERAGE LIST PRICE AT CLOSING

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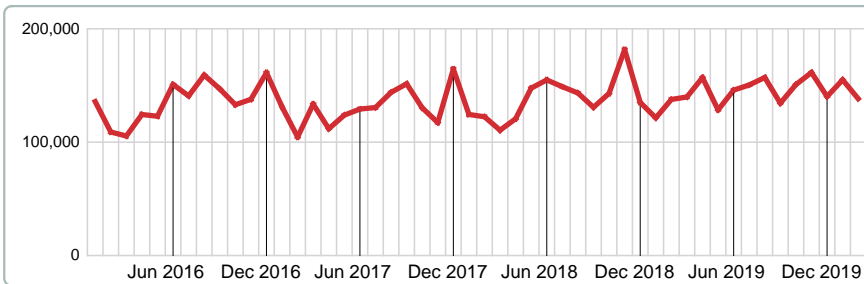
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

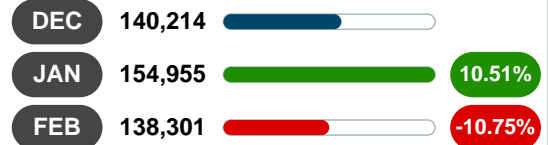


3 MONTHS

5 year FEB AVG = 122,360

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

Average List Price at Closing this month at **138,301**
above the 5 yr FEB average of **122,360**



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
\$30,000 and less	2	2.86%	13,900	30,600	7,900	0	0
\$30,001 - \$50,000	9	12.86%	39,567	46,633	47,163	44,900	0
\$50,001 - \$70,000	10	14.29%	58,740	63,233	67,800	59,900	0
\$70,001 - \$130,000	19	27.14%	104,226	94,950	116,207	76,450	0
\$130,001 - \$160,000	13	18.57%	147,623	0	155,344	155,733	0
\$160,001 - \$260,000	11	15.71%	202,045	238,450	203,967	163,750	0
\$260,001 and up	6	8.57%	431,317	389,000	361,600	372,500	629,000
Average List Price			138,301	105,514	129,520	161,757	629,000
Total Closed Units		100%	138,301	14	41	14	1
Total Closed Volume			9,681,099	1.48M	5.31M	2.26M	629.00K

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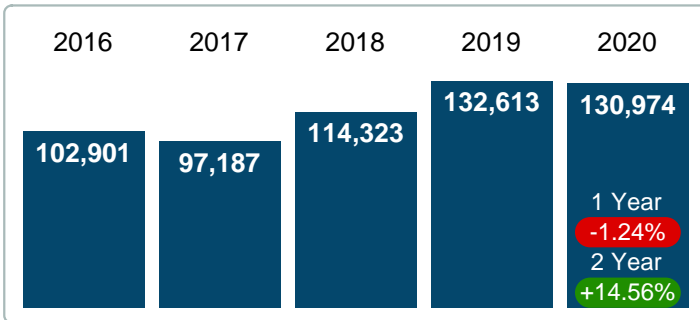
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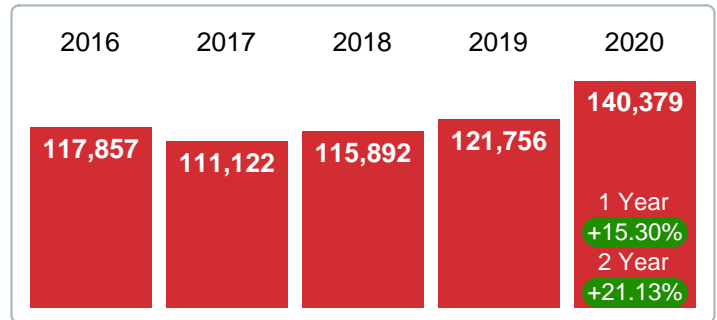
AVERAGE SOLD PRICE AT CLOSING

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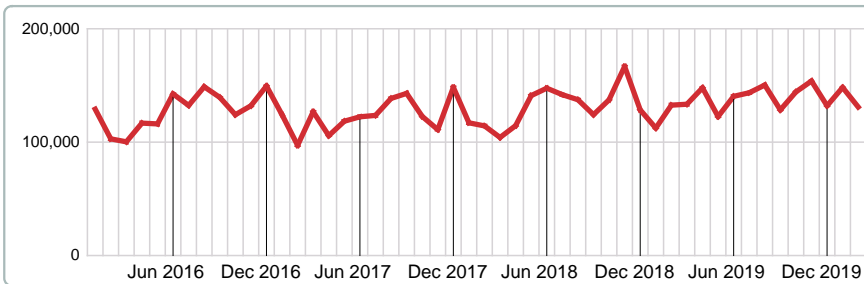
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

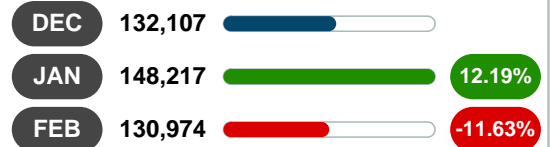


3 MONTHS

5 year FEB AVG = 115,600

High Nov 2018 166,750 Low Feb 2017 97,187

Average Sold Price at Closing this month at **130,974** above the 5 yr FEB average of **115,600**



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
\$30,000 and less	5.71%	18,875	23,500	5,000	0	0
\$30,001 - \$50,000	17.14%	41,033	42,500	40,000	44,900	0
\$50,001 - \$70,000	10.00%	59,929	59,500	61,000	58,000	0
\$70,001 - \$130,000	25.71%	100,937	89,536	106,057	76,500	0
\$130,001 - \$160,000	21.43%	147,060	0	147,489	146,417	0
\$160,001 - \$260,000	10.00%	202,786	241,500	194,333	176,750	0
\$260,001 and up	10.00%	391,214	385,000	335,333	377,500	592,500
Average Sold Price		130,974	101,684	119,737	160,207	592,500
Total Closed Units	100%	130,974	14	41	14	1
Total Closed Volume		9,168,172	1.42M	4.91M	2.24M	592.50K

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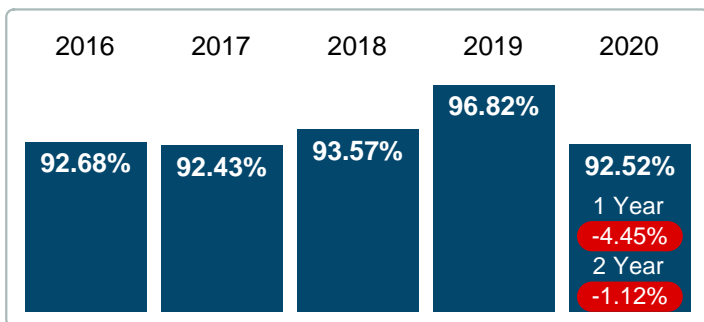
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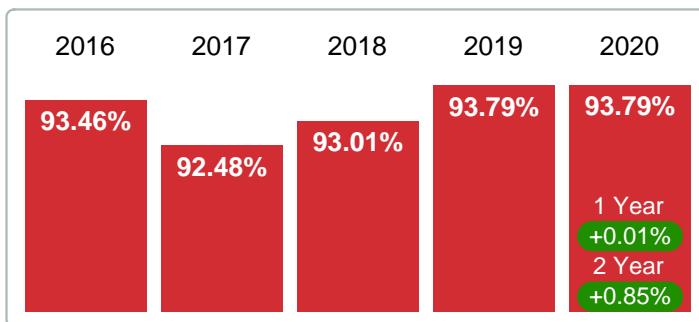
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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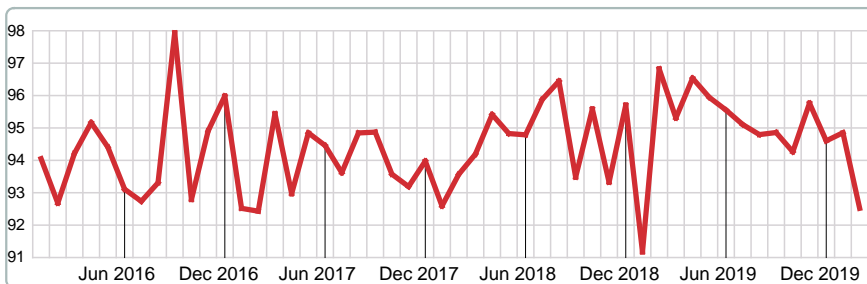
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

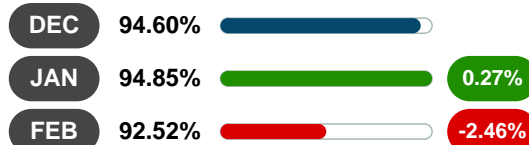


3 MONTHS

5 year FEB AVG = 93.60%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **92.52%**
below the 5 yr FEB average of **93.60%**



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
\$30,000 and less	4	5.71%	72.12%	75.06%	63.29%	0.00%	0.00%
\$30,001 - \$50,000	12	17.14%	88.46%	92.92%	85.34%	100.00%	0.00%
\$50,001 - \$70,000	7	10.00%	92.76%	94.04%	90.14%	96.83%	0.00%
\$70,001 - \$130,000	18	25.71%	92.60%	94.07%	91.34%	99.94%	0.00%
\$130,001 - \$160,000	15	21.43%	94.96%	0.00%	95.14%	94.68%	0.00%
\$160,001 - \$260,000	7	10.00%	100.95%	101.31%	95.76%	108.36%	0.00%
\$260,001 and up	7	10.00%	97.04%	98.97%	94.22%	101.72%	94.20%
Average Sold/List Ratio		92.50%		91.13%	90.77%	98.93%	94.20%
Total Closed Units		70	100%	14	41	14	1
Total Closed Volume		9,168,172		1.42M	4.91M	2.24M	592.50K

February 2020



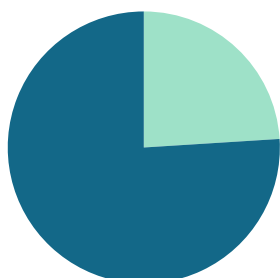
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

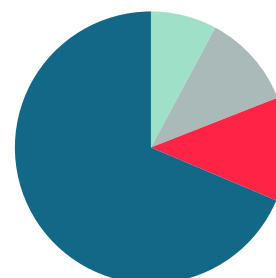


Inventory
 New Listings
197 = 24.00%
 Start Inventory
624
 Total Inventory Units
821
 Volume
\$183,639,707

Market Activity

Closed Sales
70 = 7.84%
 Pending Sales
100 = 11.20%
 Other Off Market
110 = 12.32%
 Active Inventory
613 = 68.65%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	55	70	27.27%	119	154	29.41%
Pending Sales	81	100	23.46%	154	192	24.68%
New Listings	203	197	-2.96%	420	387	-7.86%
Average List Price	137,660	138,301	0.47%	128,919	147,385	14.32%
Average Sale Price	132,613	130,974	-1.24%	121,756	140,379	15.30%
Average Percent of Selling Price to List Price	96.82%	92.52%	-4.45%	93.79%	93.79%	0.01%
Average Days on Market to Sale	69.36	55.57	-19.88%	69.08	58.69	-15.05%
Monthly Inventory	726	613	-15.56%	726	613	-15.56%
Months Supply of Inventory	8.60	6.52	-24.17%	8.60	6.52	-24.17%

Absorption: Last 12 months, an Average of **94** Sales/Month

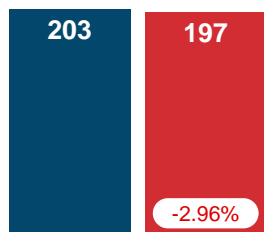
Inventory on February 29, 2020 = **613**

2019 **2020**

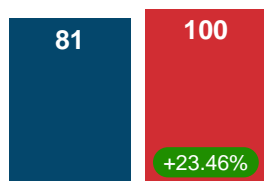
FEBRUARY MARKET

AVERAGE PRICES

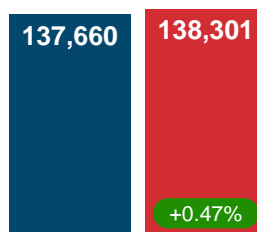
New Listings



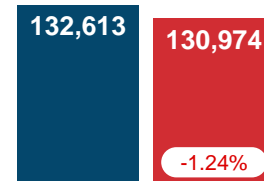
Pending Listings



List Price



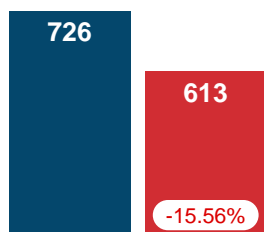
Sale Price



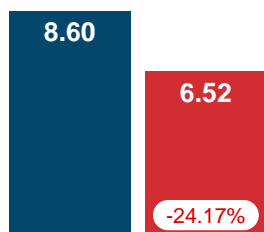
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

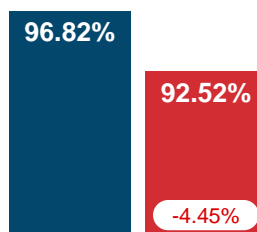
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

