

## February 2020



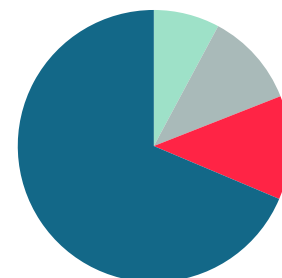
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### 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%
Median List Price	135,000	122,250	-9.44%
Median Sale Price	125,000	112,000	-10.40%
Median Percent of Selling Price to List Price	96.34%	94.71%	-1.69%
Median Days on Market to Sale	54.00	44.00	-18.52%
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.

##### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **10.40%** in February 2020 to \$112,000 versus the previous year at \$125,000.

##### Median Days on Market Shortens

The median number of **44.00** days that homes spent on the market before selling decreased by 10.00 days or **18.52%** in February 2020 compared to last year's same month at **54.00** DOM.

##### Sales Success for February 2020 is Positive

Overall, with Median 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.

#### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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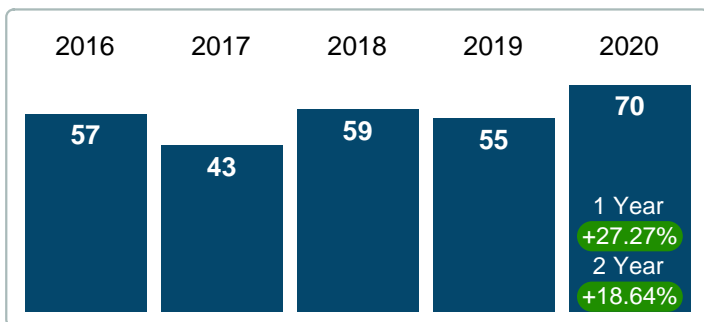
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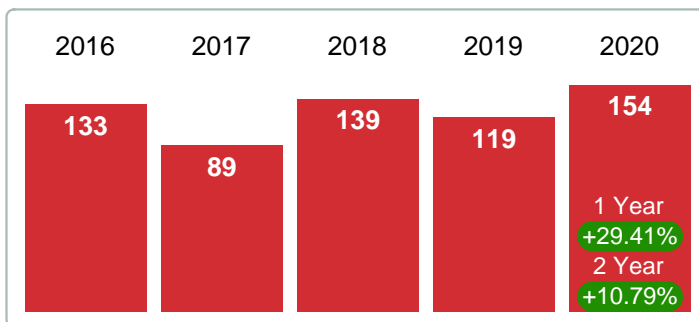
## CLOSED LISTINGS

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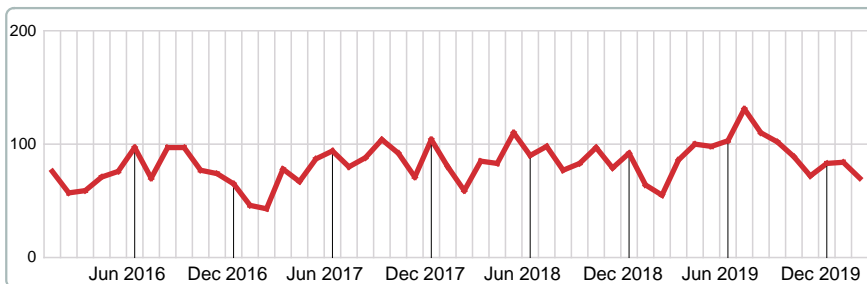
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 57

High Jul 2019 131 Low Feb 2017 43

Closed Listings this month at **70**  
above the 5 yr FEB average of **57**

- DEC 83
- JAN 84 +1.20%
- FEB 70 -16.67%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.71%	111.0	3	1	0	0
\$30,001 - \$50,000	12	17.14%	41.5	3	8	1	0
\$50,001 - \$70,000	7	10.00%	37.0	3	3	1	0
\$70,001 - \$130,000	18	25.71%	45.0	2	14	2	0
\$130,001 - \$160,000	15	21.43%	32.0	0	9	6	0
\$160,001 - \$260,000	7	10.00%	38.0	2	3	2	0
\$260,001 and up	7	10.00%	39.0	1	3	2	1
<b>Total Closed Units</b>	<b>70</b>			<b>14</b>	<b>41</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,168,172</b>	<b>100%</b>	<b>44.0</b>	<b>1.42M</b>	<b>4.91M</b>	<b>2.24M</b>	<b>592.50K</b>
<b>Median Closed Price</b>	<b>\$112,000</b>			<b>\$57,500</b>	<b>\$114,000</b>	<b>\$142,750</b>	<b>\$592,500</b>

# February 2020



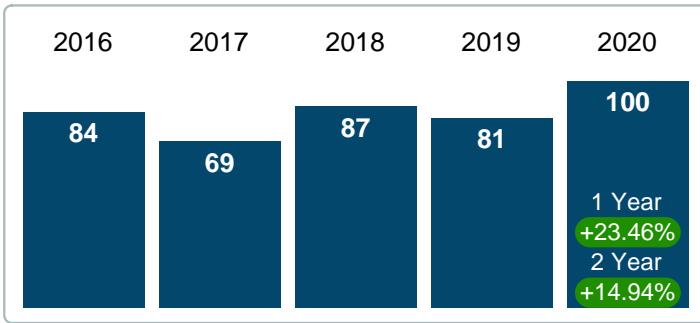
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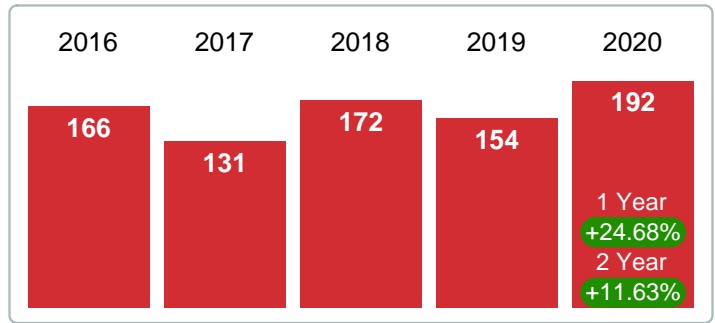
## PENDING LISTINGS

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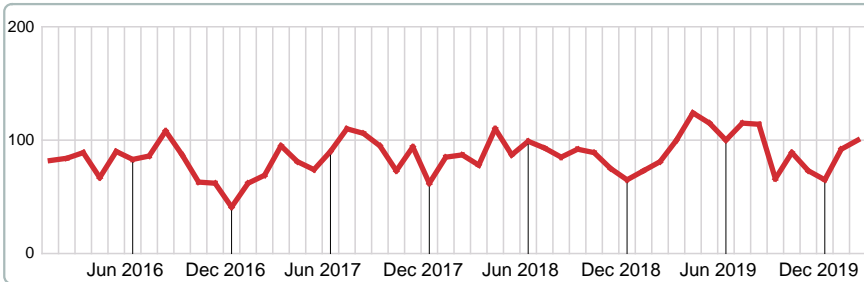
### FEBRUARY



### YEAR TO DATE (YTD)

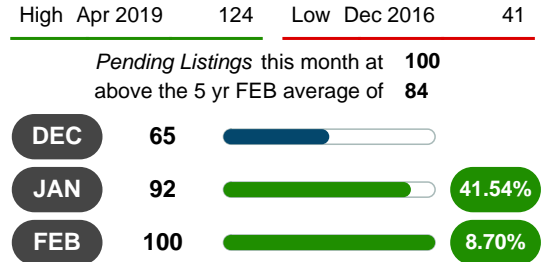


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 84



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	10.00%	20.0	5	5	0	0
\$30,001 - \$60,000	13	13.00%	55.0	9	3	1	0
\$60,001 - \$90,000	13	13.00%	38.0	3	10	0	0
\$90,001 - \$150,000	26	26.00%	39.5	4	16	6	0
\$150,001 - \$190,000	15	15.00%	39.0	1	12	2	0
\$190,001 - \$290,000	13	13.00%	25.0	0	9	4	0
\$290,001 and up	10	10.00%	68.5	0	3	5	2
<b>Total Pending Units</b>	<b>100</b>			<b>22</b>	<b>58</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>14,442,299</b>	<b>100%</b>	<b>38.0</b>	<b>1.29M</b>	<b>8.34M</b>	<b>4.20M</b>	<b>619.00K</b>
<b>Median Listing Price</b>	<b>\$124,450</b>			<b>\$51,450</b>	<b>\$125,000</b>	<b>\$197,000</b>	<b>\$309,500</b>

# February 2020



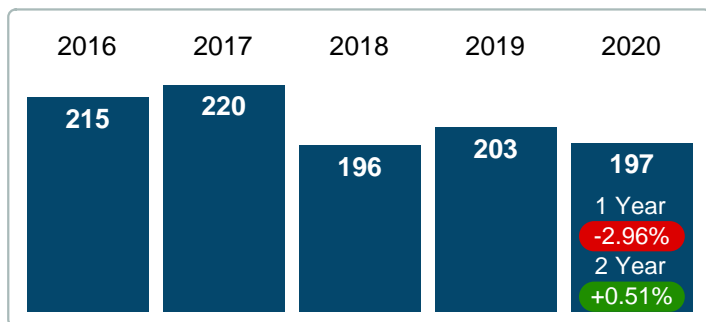
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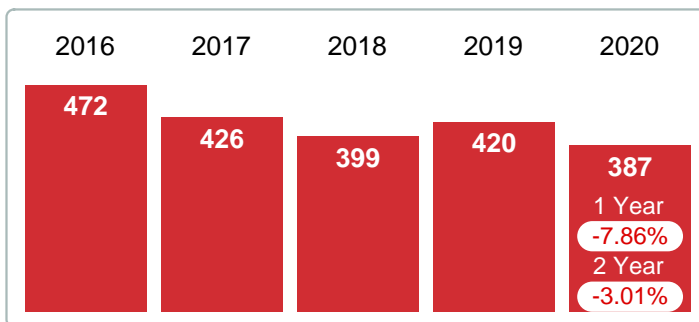
## NEW LISTINGS

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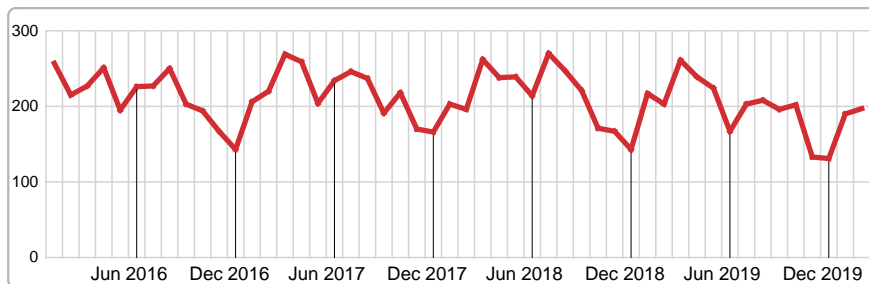
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

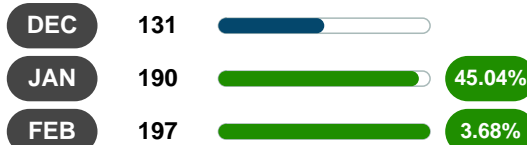


### 3 MONTHS

5 year FEB AVG = 206

High Jul 2018 270 Low Dec 2019 131

New Listings this month at 197  
below the 5 yr FEB average of 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
<b>Total New Listed Units</b>	<b>197</b>		<b>42</b>	<b>114</b>	<b>32</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>42,815,661</b>	100%	<b>5.06M</b>	<b>23.43M</b>	<b>10.47M</b>	<b>3.86M</b>
<b>Median New Listed Listing Price</b>	<b>\$155,000</b>		<b>\$81,000</b>	<b>\$151,500</b>	<b>\$254,950</b>	<b>\$395,000</b>

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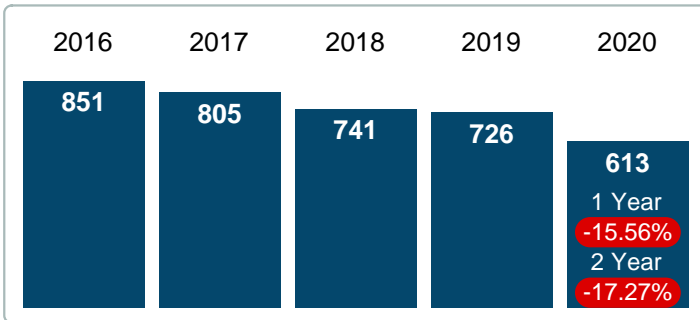
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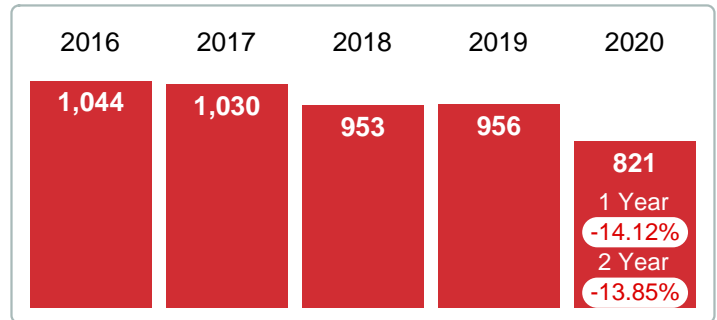
## ACTIVE INVENTORY

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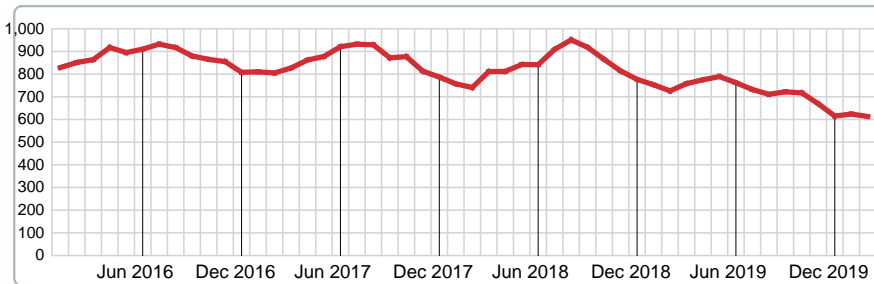
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

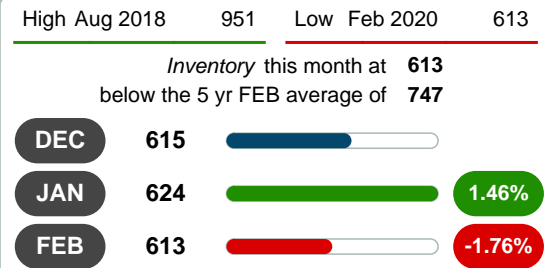


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 747



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	57	9.30%	54.0	28	25	3	1	
\$50,001 - \$75,000	66	10.77%	91.0	26	37	3	0	
\$75,001 - \$100,000	67	10.93%	65.0	18	44	5	0	
\$100,001 - \$175,000	149	24.31%	52.0	22	94	30	3	
\$175,001 - \$275,000	122	19.90%	48.5	24	69	24	5	
\$275,001 - \$450,000	87	14.19%	81.0	8	46	25	8	
\$450,001 and up	65	10.60%	71.0	4	22	30	9	
Total Active Inventory by Units		613		130	337	120	26	
Total Active Inventory by Volume		141,243,462	100%	65.0	17.68M	69.57M	38.82M	15.18M
Median Active Inventory Listing Price		\$158,597			\$92,750	\$149,900	\$239,000	\$397,450

# February 2020



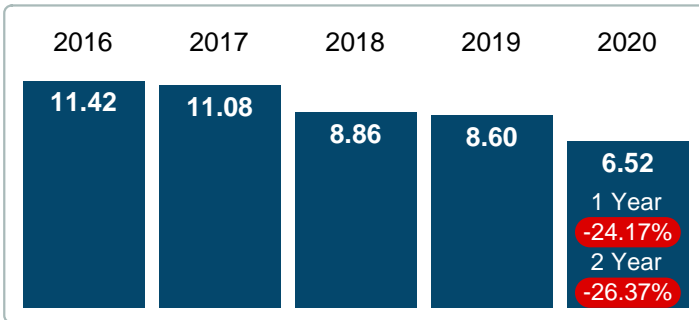
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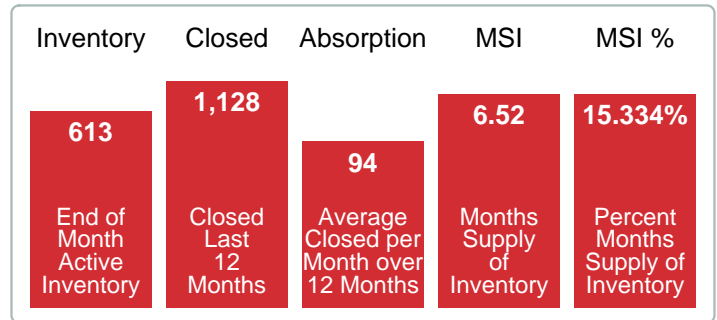
## MONTHS SUPPLY of INVENTORY (MSI)

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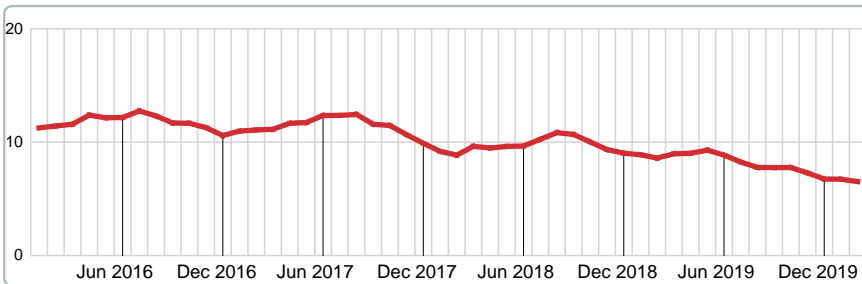
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020

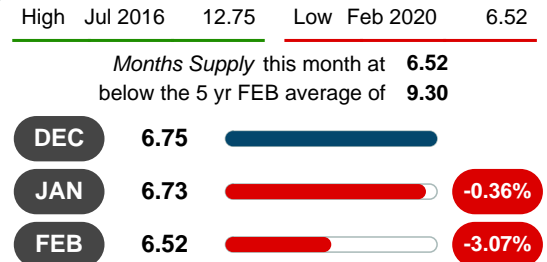


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



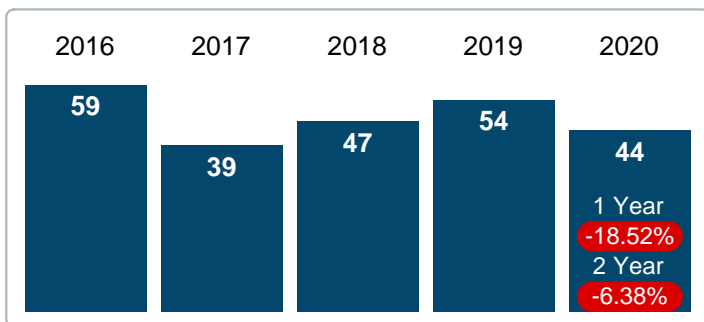
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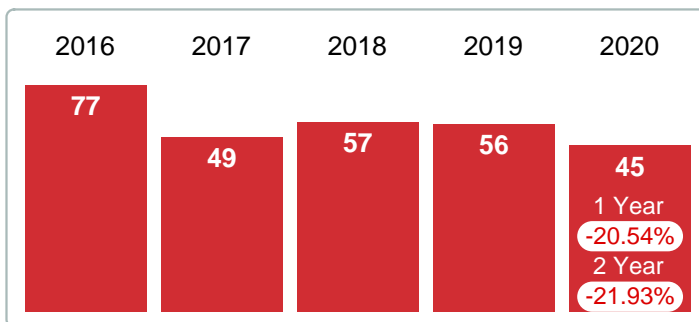
## MEDIAN DAYS ON MARKET TO SALE

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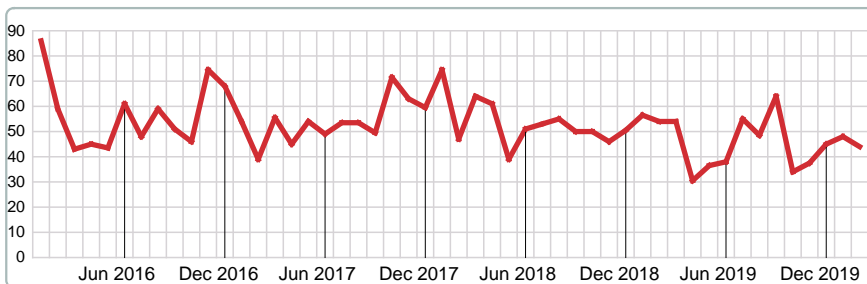
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 49

High Jan 2016 86 Low Apr 2019 31

Median Days on Market to Sale this month at 44 below the 5 yr FEB average of 49



### 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
\$30,000 and less	5.71%	111	113	69	0	0
\$30,001 - \$50,000	17.14%	42	8	43	137	0
\$50,001 - \$70,000	10.00%	37	37	16	71	0
\$70,001 - \$130,000	25.71%	45	15	47	85	0
\$130,001 - \$160,000	21.43%	32	0	22	74	0
\$160,001 - \$260,000	10.00%	38	77	38	13	0
\$260,001 and up	10.00%	39	43	12	20	80
Median Closed DOM		44	49	38	55	80
Total Closed Units	100%	70	14	41	14	1
Total Closed Volume		9,168,172	1.42M	4.91M	2.24M	592.50K



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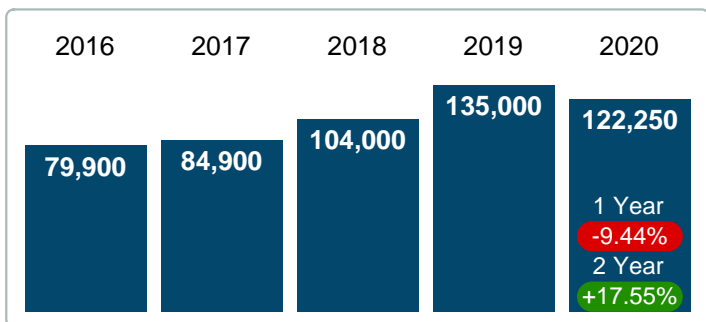
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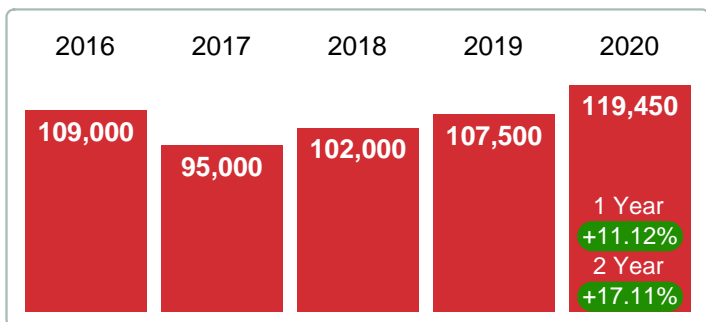
## MEDIAN LIST PRICE AT CLOSING

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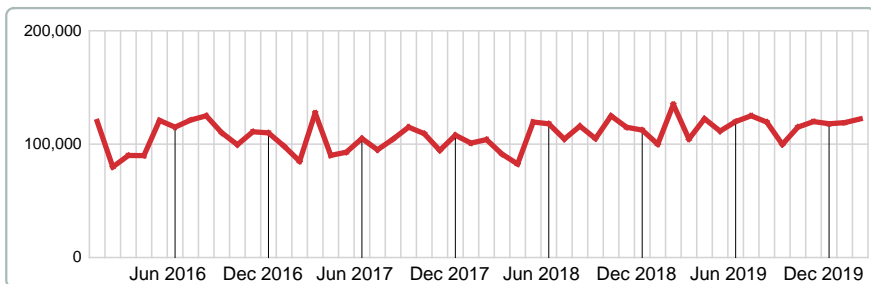
### FEBRUARY



### YEAR TO DATE (YTD)

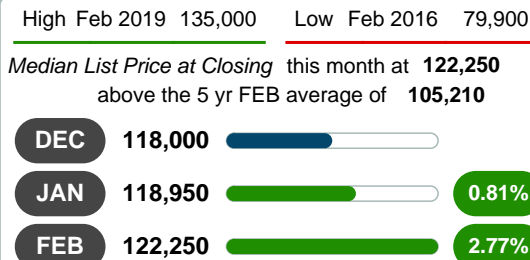


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 105,210



### 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
\$30,000 and less	2.86%	13,900	19,900	7,900	0	0
\$30,001 - \$50,000	12.86%	39,900	32,000	40,000	44,900	0
\$50,001 - \$70,000	14.29%	59,900	59,900	57,450	59,900	0
\$70,001 - \$130,000	27.14%	109,900	94,950	117,500	76,450	0
\$130,001 - \$160,000	18.57%	149,000	0	151,750	147,500	0
\$160,001 - \$260,000	15.71%	189,000	238,450	191,000	175,000	0
\$260,001 and up	8.57%	419,500	389,000	412,450	372,500	629,000
Median List Price		122,250	62,400	124,500	148,700	629,000
Total Closed Units	100%	70	14	41	14	1
Total Closed Volume		9,681,099	1.48M	5.31M	2.26M	629.00K



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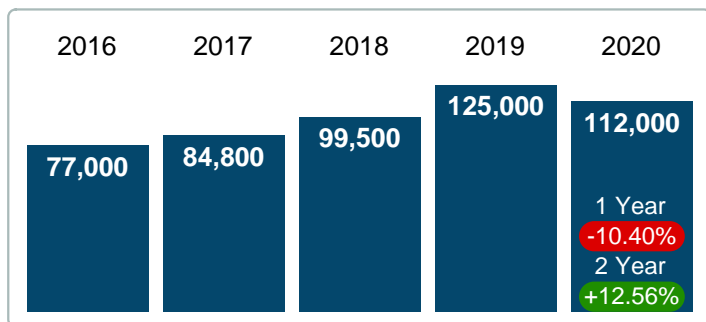
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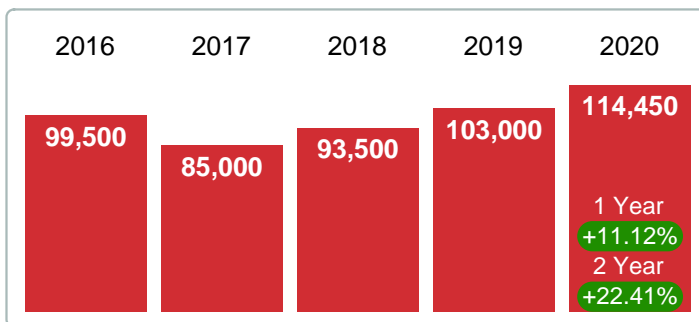
## MEDIAN SOLD PRICE AT CLOSING

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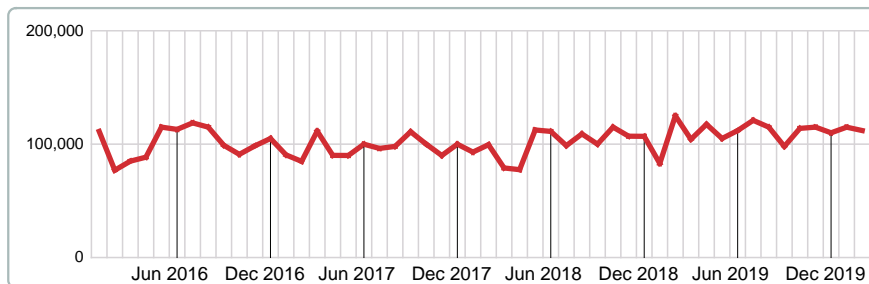
### FEBRUARY



### YEAR TO DATE (YTD)

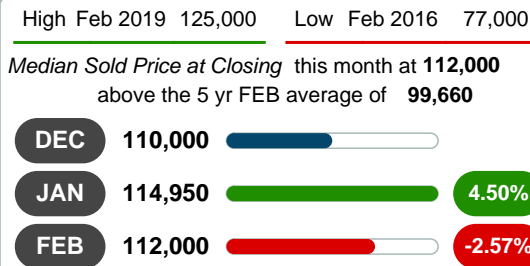


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 99,660



### 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	
\$30,000 and less	4	5.71%	20,500	29,000	5,000	0	
\$30,001 - \$50,000	12	17.14%	41,800	45,000	38,500	44,900	
\$50,001 - \$70,000	7	10.00%	60,000	60,000	60,000	58,000	
\$70,001 - \$130,000	18	25.71%	105,750	89,536	109,950	76,500	
\$130,001 - \$160,000	15	21.43%	145,000	0	148,000	142,750	
\$160,001 - \$260,000	7	10.00%	205,000	241,500	205,000	176,750	
\$260,001 and up	7	10.00%	375,000	385,000	370,000	377,500	
Median Sold Price		112,000		57,500	114,000	142,750	592,500
Total Closed Units		70	100%	14	41	14	1
Total Closed Volume		9,168,172		1.42M	4.91M	2.24M	592.50K

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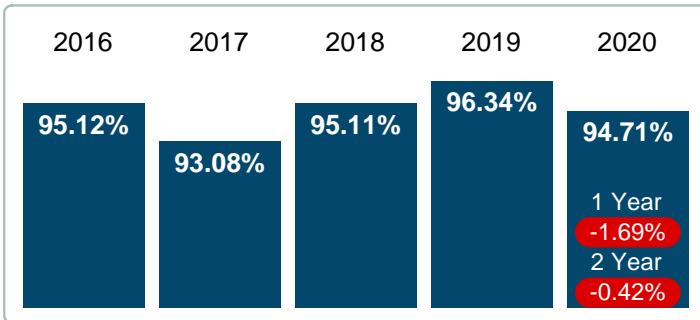
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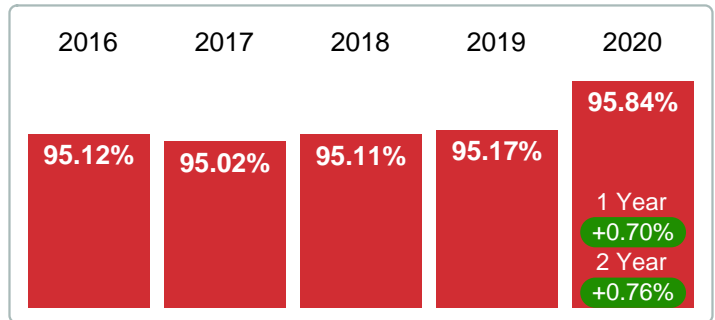
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

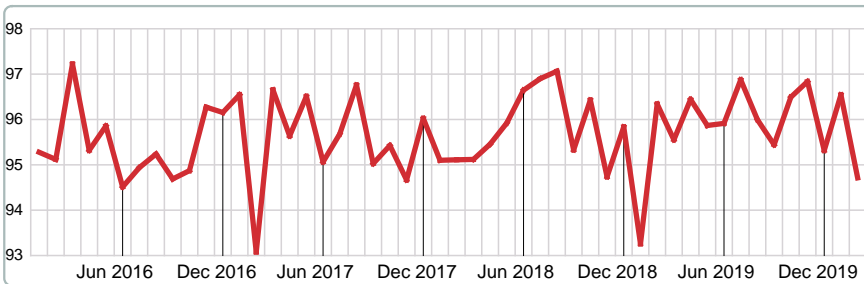
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

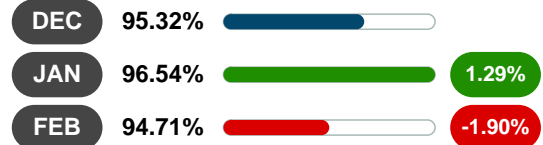


### 3 MONTHS

5 year FEB AVG = 94.87%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **94.71%**  
equal to 5 yr FEB average of **94.87%**



## 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
\$30,000 and less	4	5.71%	67.99%	72.68%	63.29%	0.00%	0.00%
\$30,001 - \$50,000	12	17.14%	89.61%	94.52%	86.16%	100.00%	0.00%
\$50,001 - \$70,000	7	10.00%	92.45%	92.45%	92.41%	96.83%	0.00%
\$70,001 - \$130,000	18	25.71%	95.14%	94.07%	94.71%	99.94%	0.00%
\$130,001 - \$160,000	15	21.43%	95.97%	0.00%	95.97%	95.99%	0.00%
\$160,001 - \$260,000	7	10.00%	100.00%	101.31%	98.11%	108.36%	0.00%
\$260,001 and up	7	10.00%	100.00%	98.97%	100.03%	101.72%	94.20%
Median Sold/List Ratio		94.71%		93.55%	93.49%	98.68%	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



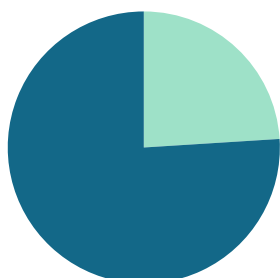
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

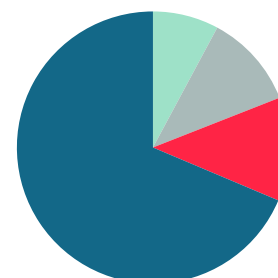


**Inventory**  
 New Listings  
**197 = 24.00%**  
 Start Inventory  
**624**  
 Total Inventory Units  
**821**  
 Volume  
**\$183,639,707**

### 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%
Median List Price	135,000	122,250	-9.44%	107,500	119,450	11.12%
Median Sale Price	125,000	112,000	-10.40%	103,000	114,450	11.12%
Median Percent of Selling Price to List Price	96.34%	94.71%	-1.69%	95.17%	95.84%	0.70%
Median Days on Market to Sale	54.00	44.00	-18.52%	56.00	44.50	-20.54%
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

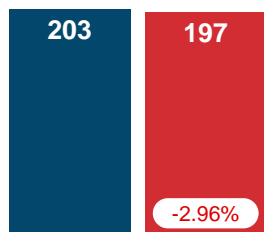
**Inventory** on February 29, 2020 = **613**

**2019** **2020**

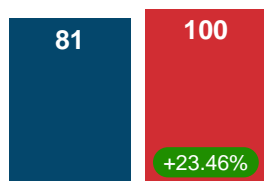
### FEBRUARY MARKET

### MEDIAN PRICES

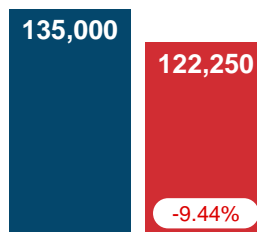
#### New Listings



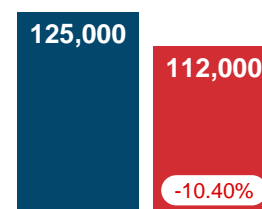
#### Pending Listings



#### List Price



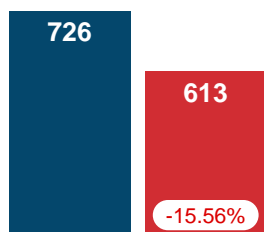
#### Sale Price



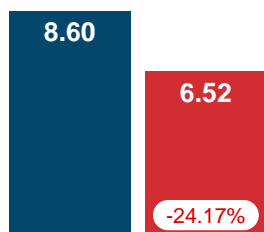
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

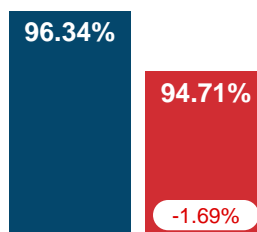
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

