

# January 2020



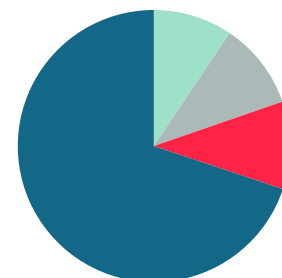
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	64	84	31.25%
Pending Listings	73	92	26.03%
New Listings	217	190	-12.44%
Average List Price	121,407	154,955	27.63%
Average Sale Price	112,425	148,217	31.84%
Average Percent of Selling Price to List Price	91.18%	94.85%	4.03%
Average Days on Market to Sale	68.84	61.29	-10.98%
End of Month Inventory	753	624	-17.13%
Months Supply of Inventory	8.88	6.73	-24.28%



■ Closed (9.41%)  
■ Pending (10.30%)  
■ Other OffMarket (10.41%)  
■ Active (69.88%)

**Absorption:** Last 12 months, an Average of **93** Sales/Month  
**Active Inventory** as of January 31, 2020 = **624**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2020 decreased **17.13%** to 624 existing homes available for sale. Over the last 12 months this area has had an average of 93 closed sales per month. This represents an unsold inventory index of **6.73** 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 **31.84%** in January 2020 to \$148,217 versus the previous year at \$112,425.

#### Average Days on Market Shortens

The average number of **61.29** days that homes spent on the market before selling decreased by 7.56 days or **10.98%** in January 2020 compared to last year's same month at **68.84** DOM.

#### Sales Success for January 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 190 New Listings in January 2020, down **12.44%** from last year at 217. Furthermore, there were 84 Closed Listings this month versus last year at 64, a **31.25%** increase.

Closed versus Listed trends yielded a **44.2%** ratio, up from previous year's, January 2019, at **29.5%**, a **49.90%** 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

# January 2020



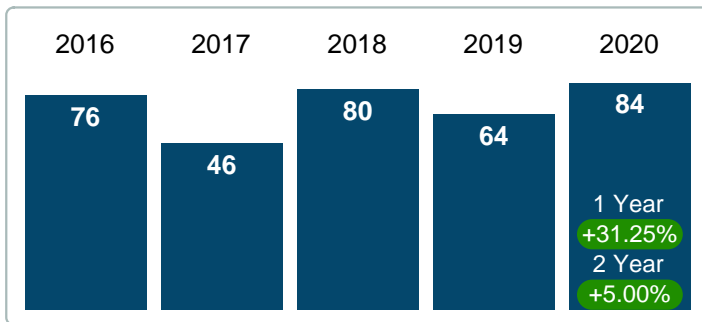
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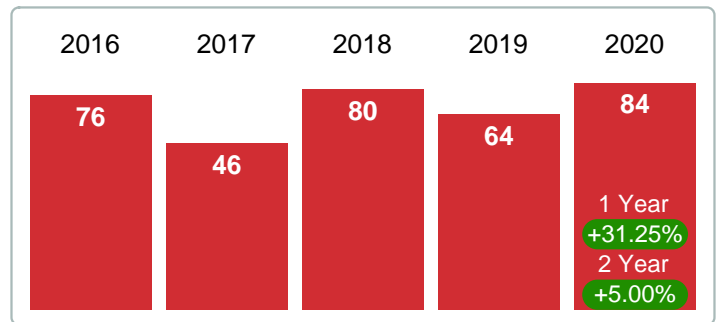
## CLOSED LISTINGS

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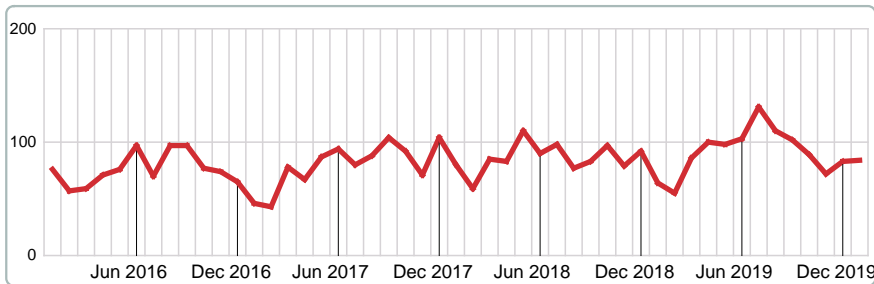
### JANUARY



### YEAR TO DATE (YTD)

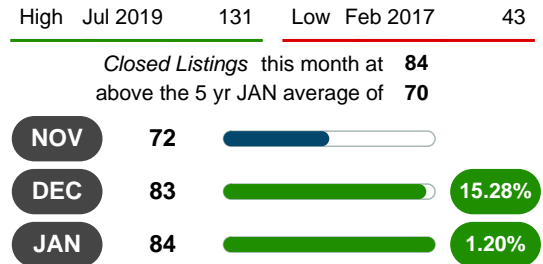


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 70



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.52%	42.0	4	4	0	0
\$40,001 - \$60,000	6	7.14%	77.0	3	1	2	0
\$60,001 - \$80,000	11	13.10%	41.0	3	8	0	0
\$80,001 - \$130,000	26	30.95%	70.8	4	19	2	1
\$130,001 - \$180,000	13	15.48%	73.5	1	11	1	0
\$180,001 - \$300,000	11	13.10%	53.4	0	5	5	1
\$300,001 and up	9	10.71%	57.3	1	4	3	1
<b>Total Closed Units</b>	<b>84</b>			<b>16</b>	<b>52</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,450,253</b>	<b>100%</b>	<b>61.3</b>	<b>1.37M</b>	<b>7.07M</b>	<b>2.95M</b>	<b>1.06M</b>
<b>Average Closed Price</b>	<b>\$148,217</b>			<b>\$85,356</b>	<b>\$136,013</b>	<b>\$227,031</b>	<b>\$353,500</b>

# January 2020



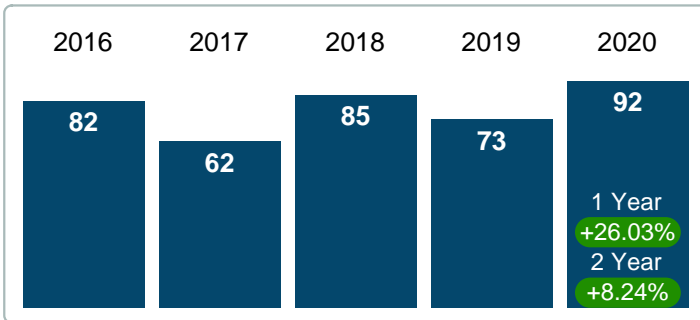
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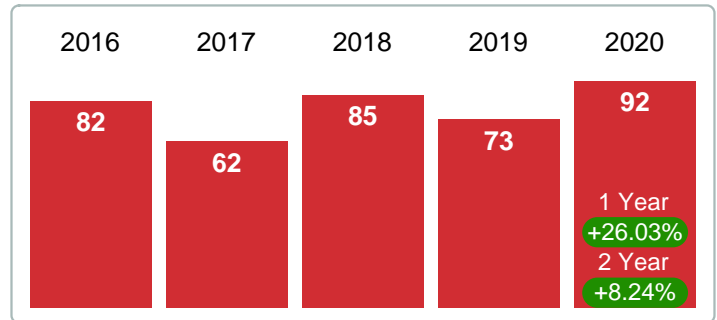
## PENDING LISTINGS

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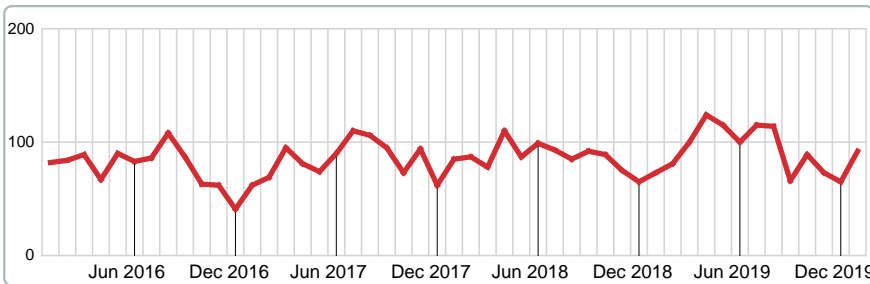
### JANUARY



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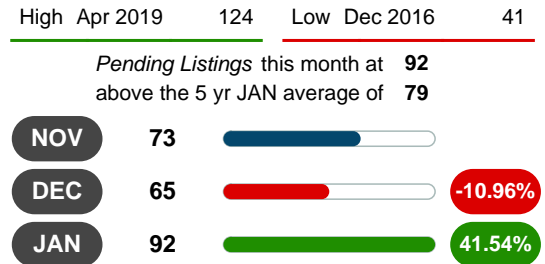


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 79



### 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	9	9.78%	87.4	4	5	0	0
\$40,001 - \$60,000	7	7.61%	61.1	1	5	1	0
\$60,001 - \$80,000	19	20.65%	73.8	9	6	4	0
\$80,001 - \$130,000	19	20.65%	89.5	2	16	1	0
\$130,001 - \$160,000	17	18.48%	40.1	1	12	4	0
\$160,001 - \$220,000	11	11.96%	73.0	0	6	5	0
\$220,001 and up	10	10.87%	50.8	0	6	3	1
<b>Total Pending Units</b>	<b>92</b>			<b>17</b>	<b>56</b>	<b>18</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,224,496</b>	<b>100%</b>	<b>66.3</b>	<b>1.16M</b>	<b>7.63M</b>	<b>2.81M</b>	<b>629.00K</b>
<b>Average Listing Price</b>	<b>\$135,224</b>			<b>\$68,065</b>	<b>\$136,184</b>	<b>\$156,228</b>	<b>\$629,000</b>

# January 2020



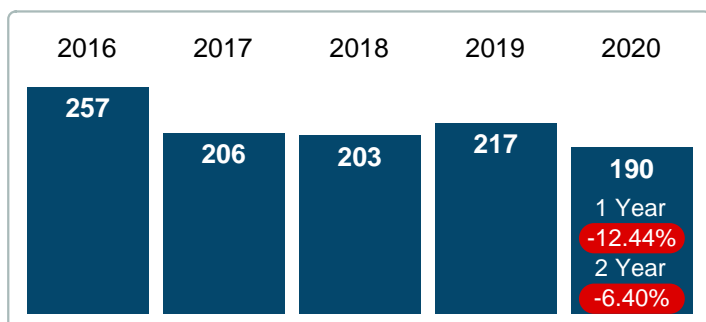
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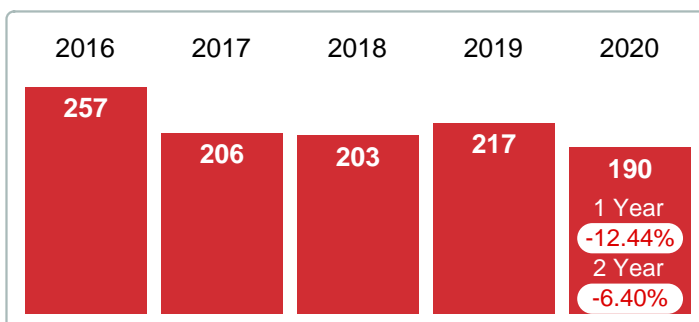
## NEW LISTINGS

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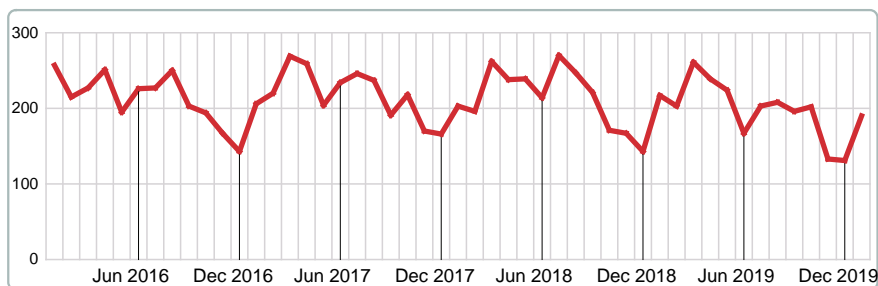
### JANUARY



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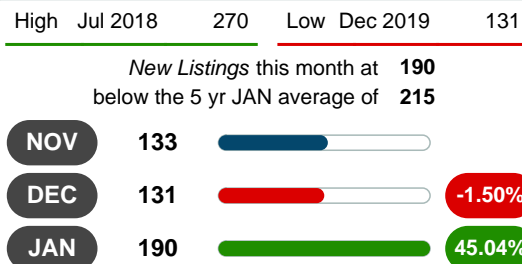


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 215



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.58%	2	1	0	0
\$25,001 - \$50,000	27	14.21%	14	10	2	1
\$50,001 - \$100,000	37	19.47%	14	22	1	0
\$100,001 - \$150,000	35	18.42%	5	23	7	0
\$150,001 - \$225,000	46	24.21%	5	28	11	2
\$225,001 - \$325,000	20	10.53%	5	10	5	0
\$325,001 and up	22	11.58%	4	7	10	1
<b>Total New Listed Units</b>	<b>190</b>		<b>49</b>	<b>101</b>	<b>36</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>35,215,764</b>	<b>100%</b>	<b>7.08M</b>	<b>15.86M</b>	<b>9.07M</b>	<b>3.22M</b>
<b>Average New Listed Listing Price</b>	<b>\$153,050</b>		<b>\$144,418</b>	<b>\$156,980</b>	<b>\$251,910</b>	<b>\$803,875</b>

# January 2020



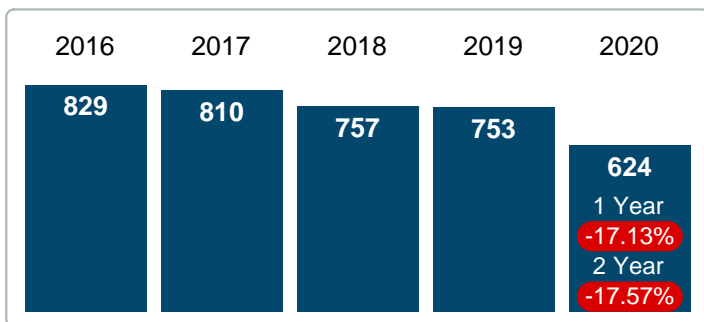
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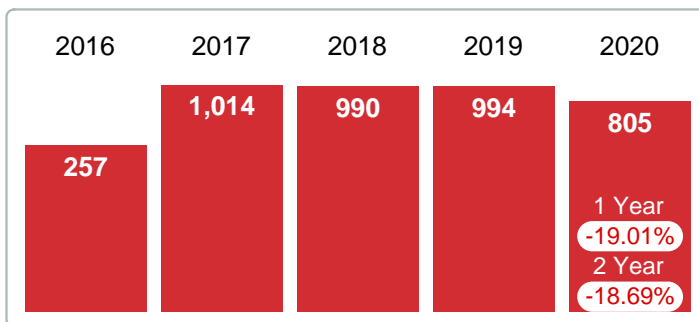
## ACTIVE INVENTORY

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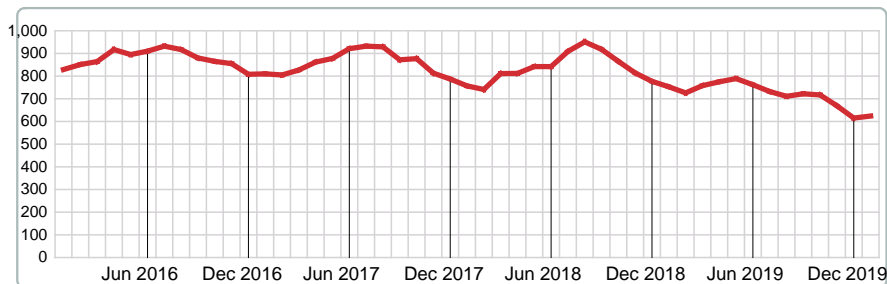
### END OF JANUARY



### ACTIVE DURING JANUARY

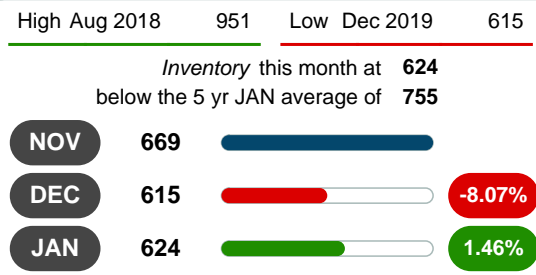


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 755



### 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	67	10.74%	60.3	32	30	4	1
\$50,001 - \$75,000	62	9.94%	90.9	25	35	2	0
\$75,001 - \$100,000	72	11.54%	96.0	18	48	6	0
\$100,001 - \$175,000	151	24.20%	81.4	21	96	31	3
\$175,001 - \$275,000	121	19.39%	82.4	20	70	26	5
\$275,001 - \$425,000	82	13.14%	88.1	9	43	25	5
\$425,001 and up	69	11.06%	91.7	4	25	29	11
Total Active Inventory by Units			624	129	347	123	25
Total Active Inventory by Volume			140,824,046	17.23M	67.78M	37.65M	18.17M
Average Active Inventory Listing Price			\$225,680	\$133,566	\$195,335	\$306,077	\$726,616

# January 2020



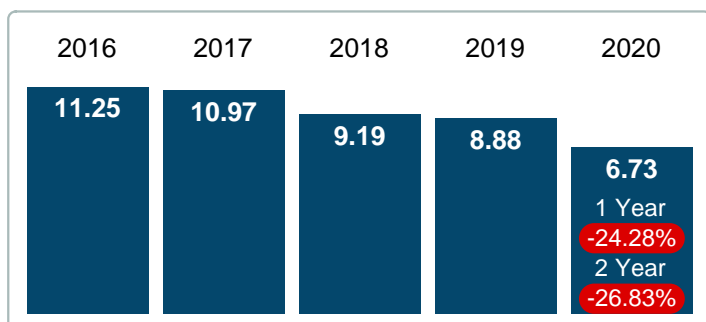
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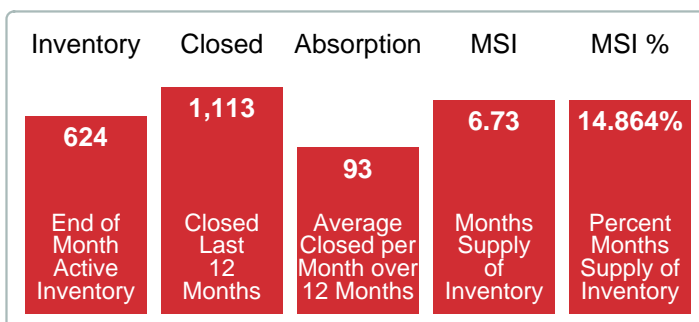
## MONTHS SUPPLY of INVENTORY (MSI)

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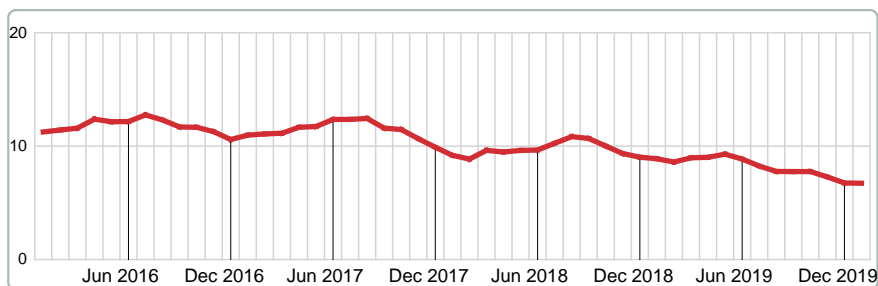
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

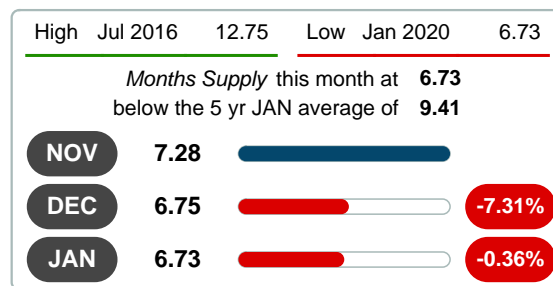


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 9.41



### 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	67	10.74%	3.88	4.52	3.33	3.43	0.00
\$50,001 - \$75,000	62	9.94%	5.55	7.69	4.77	4.00	0.00
\$75,001 - \$100,000	72	11.54%	5.33	5.02	5.94	4.00	0.00
\$100,001 - \$175,000	151	24.20%	5.70	8.13	4.92	8.45	4.00
\$175,001 - \$275,000	121	19.39%	8.02	18.46	7.37	6.12	20.00
\$275,001 - \$425,000	82	13.14%	12.30	27.00	11.47	10.71	20.00
\$425,001 and up	69	11.06%	26.71	24.00	27.27	34.80	16.50
Market Supply of Inventory (MSI)			6.73	7.13	5.97	8.63	10.71
Total Active Inventory by Units		100%	6.73	129	347	123	25

# January 2020



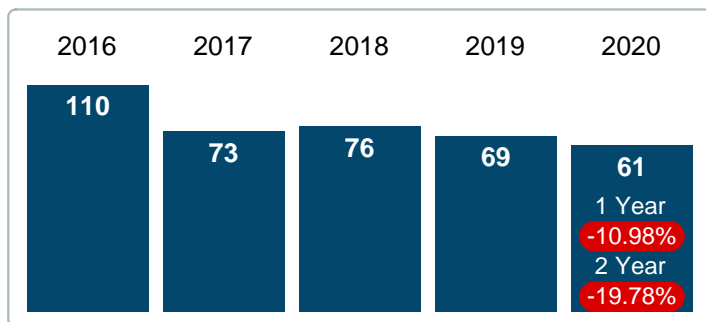
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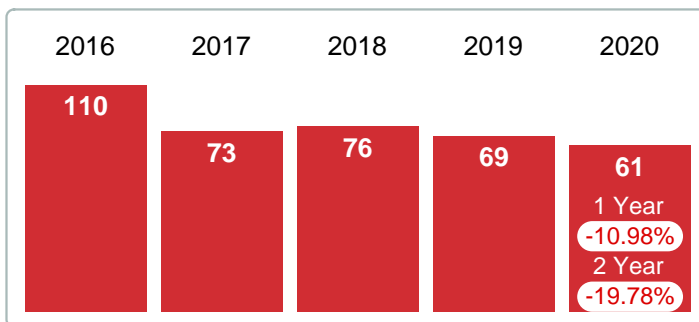
## AVERAGE DAYS ON MARKET TO SALE

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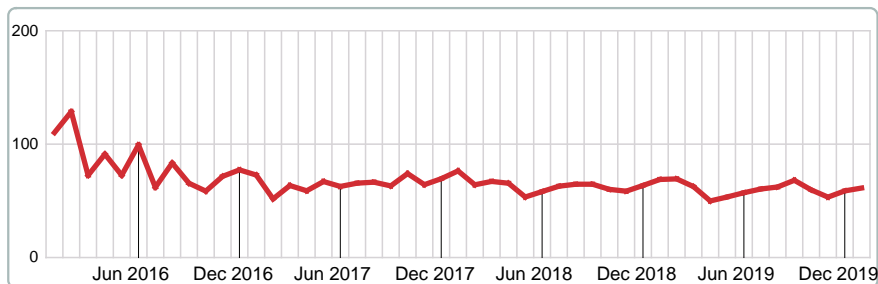
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

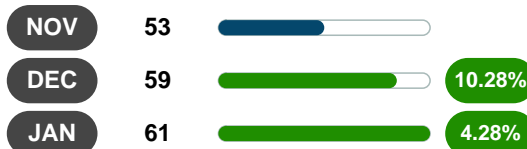


### 3 MONTHS

5 year JAN AVG = 78

High Feb 2016 129 Low Apr 2019 50

Average Days on Market to Sale this month at 61 below the 5 yr JAN average of 78



### 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
\$40,000 and less	9.52%	42	15	69	0	0
\$40,001 - \$60,000	7.14%	77	81	66	76	0
\$60,001 - \$80,000	13.10%	41	38	42	0	0
\$80,001 - \$130,000	30.95%	71	80	66	59	142
\$130,001 - \$180,000	15.48%	73	35	79	51	0
\$180,001 - \$300,000	13.10%	53	0	21	78	91
\$300,001 and up	10.71%	57	44	38	52	166
<b>Average Closed DOM</b>		<b>61</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>61</b>	<b>16</b>	<b>52</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>1.37M</b>	<b>7.07M</b>	<b>2.95M</b>	<b>1.06M</b>

# January 2020



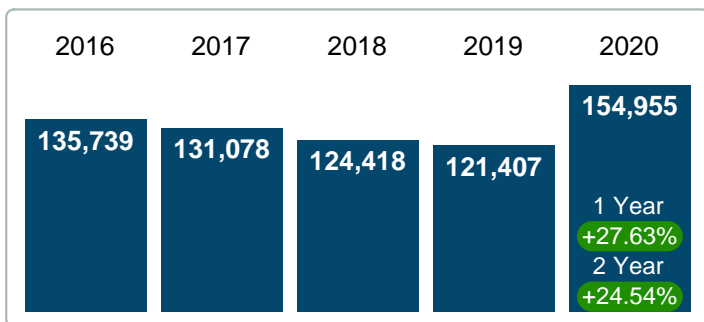
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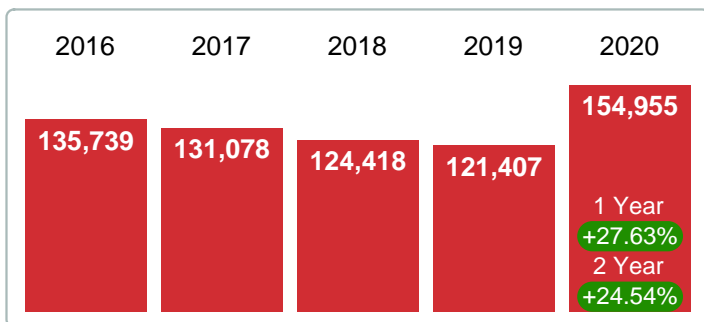
## AVERAGE LIST PRICE AT CLOSING

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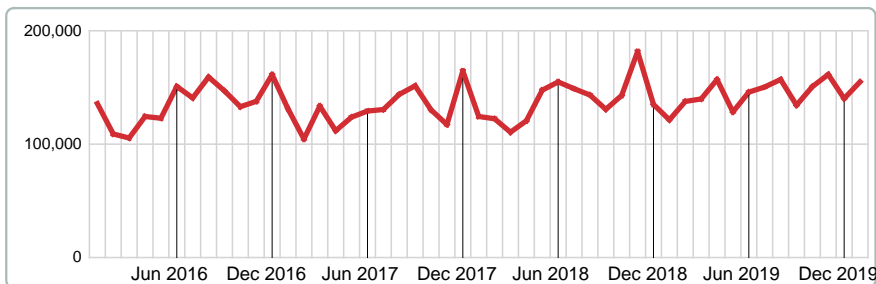
### JANUARY



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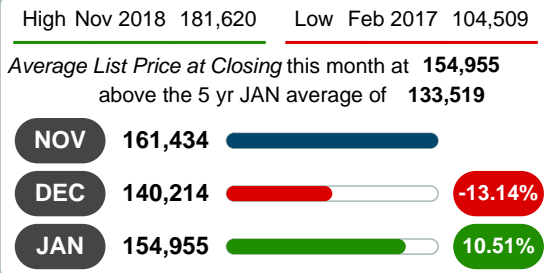


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 133,519



### 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	3.57%	21,000	22,000	24,000	0	0
\$25,001 - \$50,000	5.95%	35,130	35,000	47,717	51,700	0
\$50,001 - \$75,000	16.67%	63,418	63,850	66,467	0	0
\$75,001 - \$125,000	28.57%	102,929	97,960	101,768	101,950	114,900
\$125,001 - \$175,000	19.05%	147,613	139,950	151,427	164,900	0
\$175,001 - \$300,000	16.67%	235,764	0	238,760	236,580	265,000
\$300,001 and up	9.52%	469,613	300,000	398,500	487,967	699,000
<b>Average List Price</b>		<b>154,955</b>	<b>89,944</b>	<b>141,908</b>	<b>239,923</b>	<b>359,633</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>154,955</b>	<b>16</b>	<b>52</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,016,200</b>	<b>1.44M</b>	<b>7.38M</b>	<b>3.12M</b>	<b>1.08M</b>



# January 2020



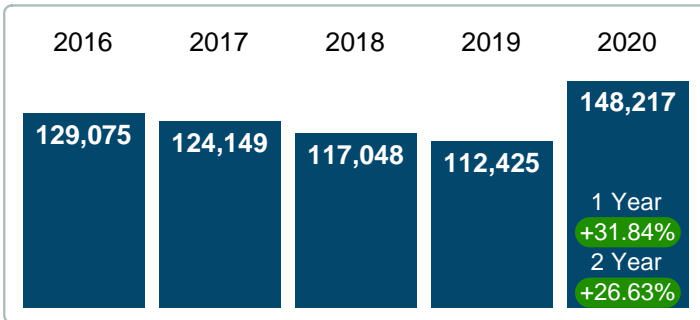
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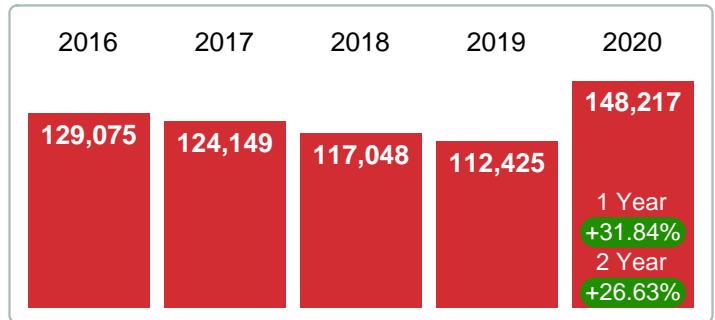
## AVERAGE SOLD PRICE AT CLOSING

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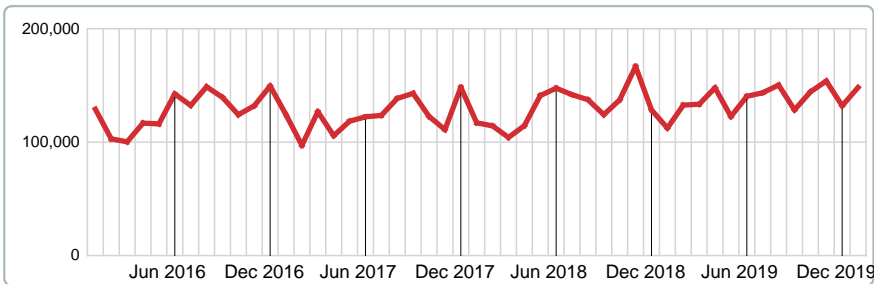
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 126,183

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

Average Sold Price at Closing this month at **148,217** above the 5 yr JAN average of **126,183**



### 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
\$40,000 and less	9.52%	25,500	24,625	26,375	0	0
\$40,001 - \$60,000	7.14%	51,000	56,500	48,000	44,250	0
\$60,001 - \$80,000	13.10%	69,975	74,000	68,466	0	0
\$80,001 - \$130,000	30.95%	106,288	107,625	106,242	101,950	110,500
\$130,001 - \$180,000	15.48%	151,415	142,500	152,355	150,000	0
\$180,001 - \$300,000	13.10%	231,084	0	232,385	226,000	250,000
\$300,001 and up	10.71%	432,967	302,700	378,750	459,667	700,000
<b>Average Sold Price</b>		<b>148,217</b>	<b>85,356</b>	<b>136,013</b>	<b>227,031</b>	<b>353,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>148,217</b>	<b>16</b>	<b>52</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,450,253</b>	<b>1.37M</b>	<b>7.07M</b>	<b>2.95M</b>	<b>1.06M</b>

# January 2020



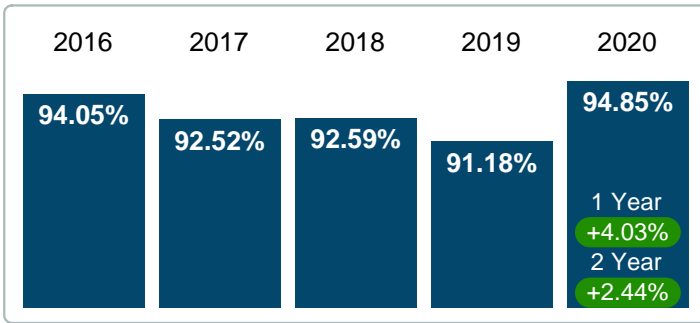
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



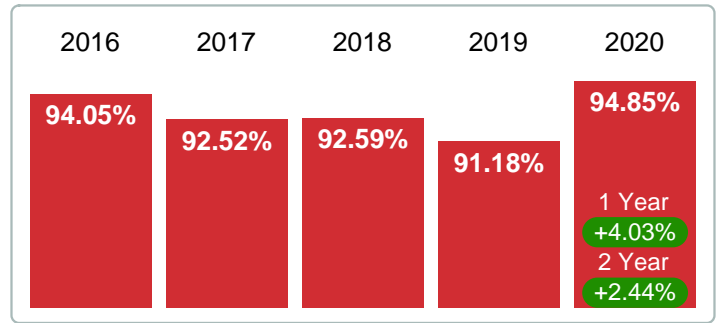
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

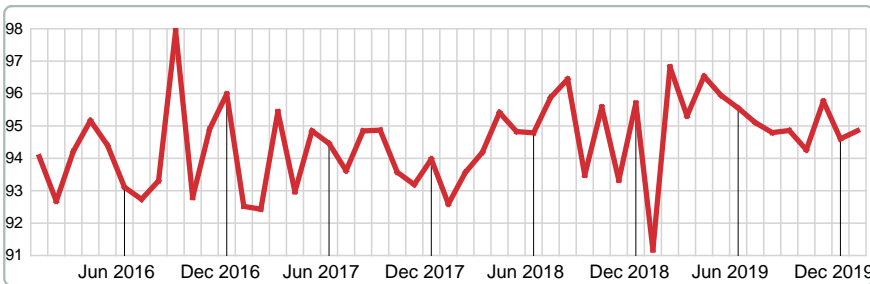
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

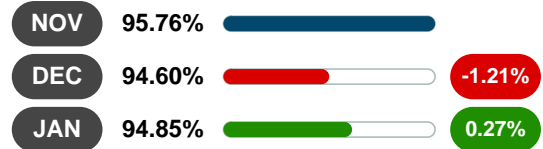


### 3 MONTHS

5 year JAN AVG = 93.04%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **94.85%**  
above the 5 yr JAN average of **93.04%**



## 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
\$40,000 and less	8	9.52%	83.53%	87.80%	79.26%	0.00%	0.00%
\$40,001 - \$60,000	6	7.14%	89.44%	91.41%	87.27%	87.56%	0.00%
\$60,001 - \$80,000	11	13.10%	98.54%	90.05%	101.72%	0.00%	0.00%
\$80,001 - \$130,000	26	30.95%	96.31%	97.20%	95.74%	100.00%	96.17%
\$130,001 - \$180,000	13	15.48%	96.00%	98.34%	96.25%	90.96%	0.00%
\$180,001 - \$300,000	11	13.10%	96.43%	0.00%	97.24%	96.05%	94.34%
\$300,001 and up	9	10.71%	96.22%	100.90%	95.08%	94.88%	100.14%
Average Sold/List Ratio		94.90%		92.73%	95.43%	94.69%	96.88%
Total Closed Units	84	100%	94.90%	16	52	13	3
Total Closed Volume	12,450,253			1.37M	7.07M	2.95M	1.06M

# January 2020



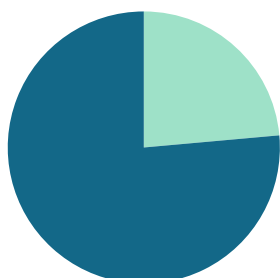
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

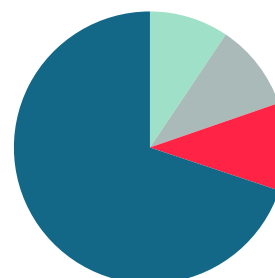


**Inventory**  
 New Listings  
**190 = 23.57%**  
 Start Inventory  
**616**  
 Total Inventory Units  
**806**  
 Volume  
**\$175,017,553**

### Market Activity

Closed Sales  
**84 = 9.41%**  
 Pending Sales  
**92 = 10.30%**  
 Other Off Market  
**93 = 10.41%**  
 Active Inventory  
**624 = 69.88%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	64	84	31.25%	64	84	31.25%
Pending Sales	73	92	26.03%	73	92	26.03%
New Listings	217	190	-12.44%	217	190	-12.44%
Average List Price	121,407	154,955	27.63%	121,407	154,955	27.63%
Average Sale Price	112,425	148,217	31.84%	112,425	148,217	31.84%
Average Percent of Selling Price to List Price	91.18%	94.85%	4.03%	91.18%	94.85%	4.03%
Average Days on Market to Sale	68.84	61.29	-10.98%	68.84	61.29	-10.98%
Monthly Inventory	753	624	-17.13%	753	624	-17.13%
Months Supply of Inventory	8.88	6.73	-24.28%	8.88	6.73	-24.28%

**Absorption:** Last 12 months, an Average of **93** Sales/Month

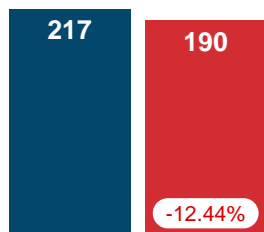
**Inventory** on January 31, 2020 = **624**

**2019** **2020**

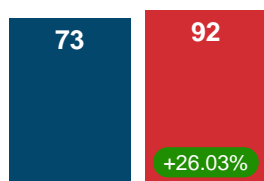
### JANUARY MARKET

### AVERAGE PRICES

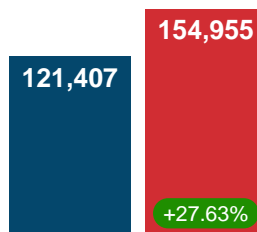
#### New Listings



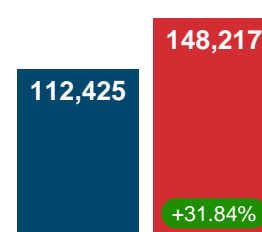
#### Pending Listings



#### List Price



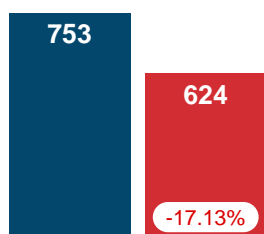
#### Sale Price



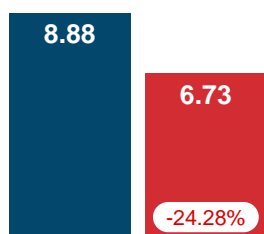
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

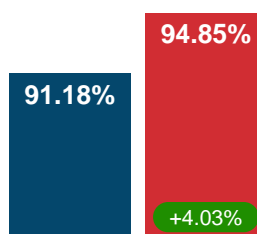
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

