

# January 2020



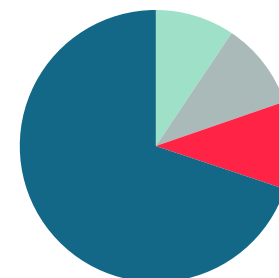
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	99,950	118,950	19.01%
Median Sale Price	82,950	114,950	38.58%
Median Percent of Selling Price to List Price	93.26%	96.54%	3.52%
Median Days on Market to Sale	56.50	48.00	-15.04%
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.

#### 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 **38.58%** in January 2020 to \$114,950 versus the previous year at \$82,950.

#### Median Days on Market Shortens

The median number of **48.00** days that homes spent on the market before selling decreased by 8.50 days or **15.04%** in January 2020 compared to last year's same month at **56.50** DOM.

#### Sales Success for January 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 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>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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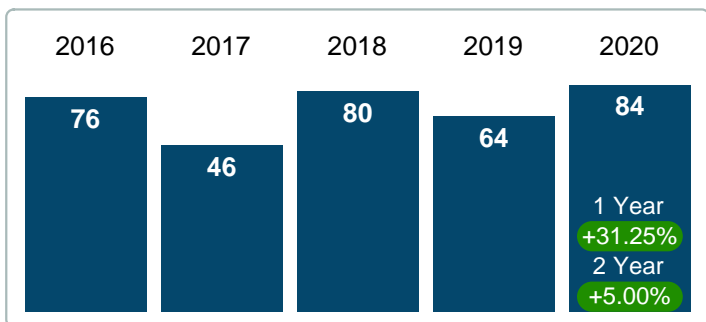
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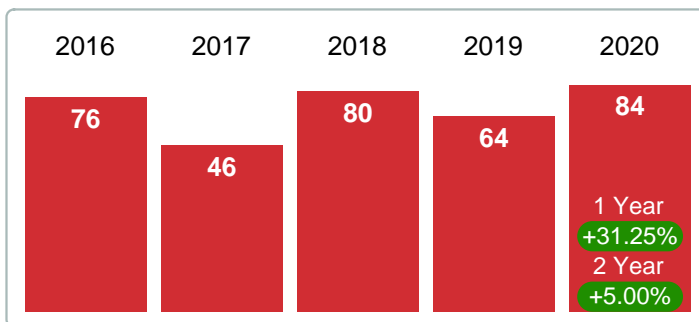
## CLOSED LISTINGS

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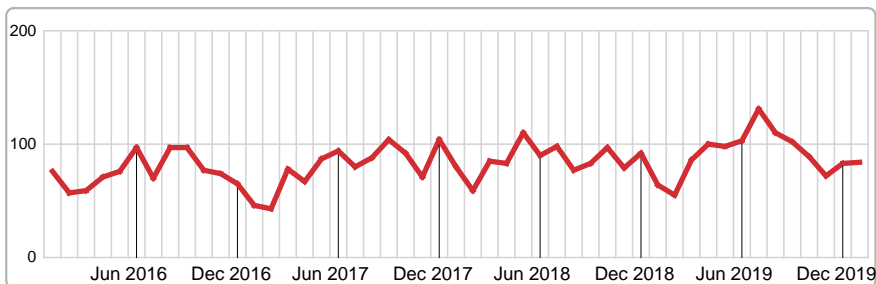
### JANUARY



### YEAR TO DATE (YTD)

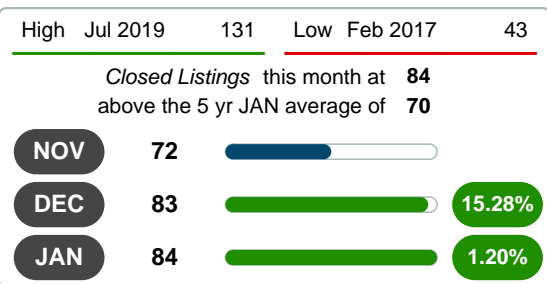


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 70



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.52%	17.5	4	4	0	0
\$40,001 - \$60,000	6	7.14%	69.0	3	1	2	0
\$60,001 - \$80,000	11	13.10%	34.0	3	8	0	0
\$80,001 - \$130,000	26	30.95%	54.5	4	19	2	1
\$130,001 - \$180,000	13	15.48%	82.0	1	11	1	0
\$180,001 - \$300,000	11	13.10%	33.0	0	5	5	1
\$300,001 and up	9	10.71%	44.0	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>48.0</b>	<b>1.37M</b>	<b>7.07M</b>	<b>2.95M</b>	<b>1.06M</b>
<b>Median Closed Price</b>	<b>\$114,950</b>			<b>\$71,000</b>	<b>\$118,500</b>	<b>\$220,000</b>	<b>\$250,000</b>

# January 2020



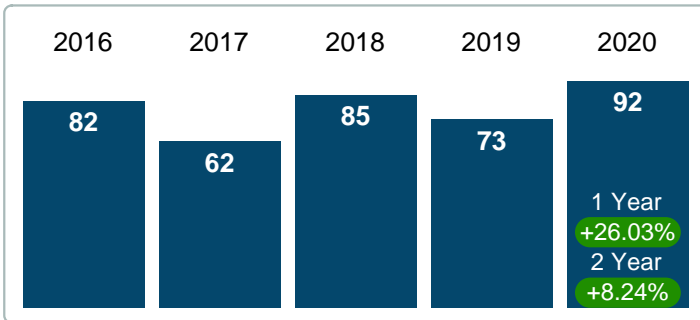
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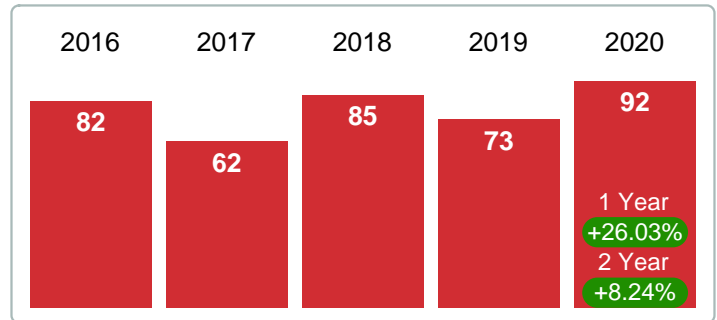
## PENDING LISTINGS

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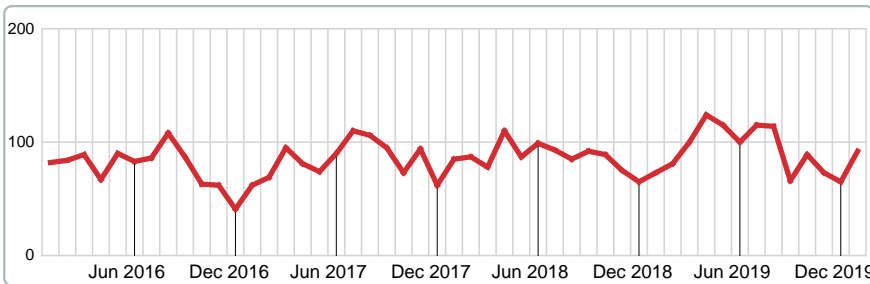
### JANUARY



### YEAR TO DATE (YTD)

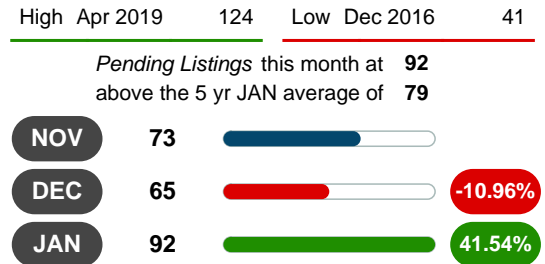


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 79



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.78%	109.0	4	5	0	0
\$40,001 - \$60,000	7	7.61%	58.0	1	5	1	0
\$60,001 - \$80,000	19	20.65%	84.0	9	6	4	0
\$80,001 - \$130,000	19	20.65%	82.0	2	16	1	0
\$130,001 - \$160,000	17	18.48%	11.0	1	12	4	0
\$160,001 - \$220,000	11	11.96%	38.0	0	6	5	0
\$220,001 and up	10	10.87%	19.5	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>60.0</b>	<b>1.16M</b>	<b>7.63M</b>	<b>2.81M</b>	<b>629.00K</b>
<b>Median Listing Price</b>	<b>\$114,200</b>			<b>\$68,500</b>	<b>\$122,250</b>	<b>\$153,750</b>	<b>\$629,000</b>

# January 2020



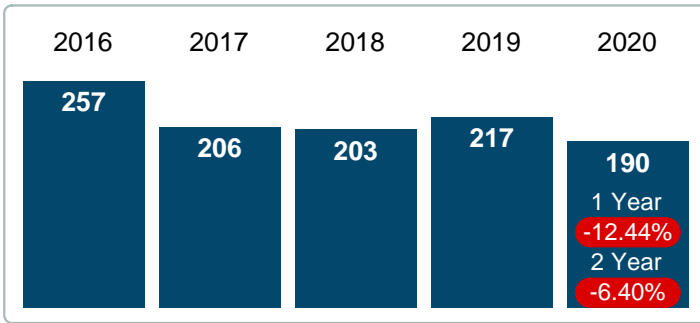
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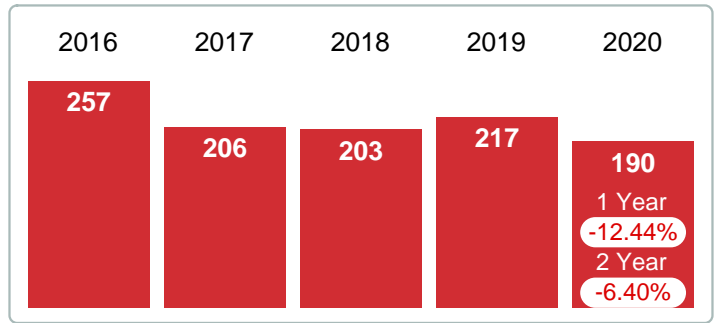
## NEW LISTINGS

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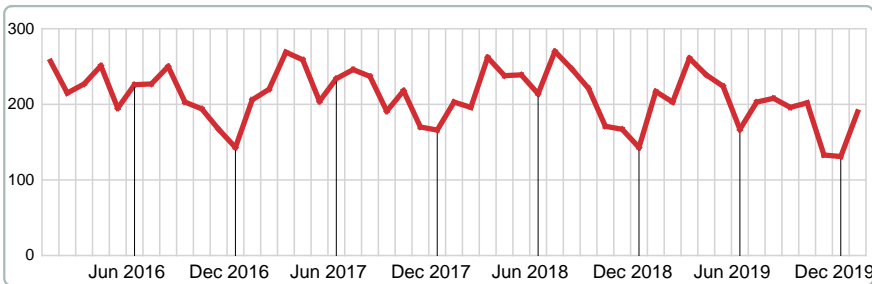
### JANUARY



### YEAR TO DATE (YTD)

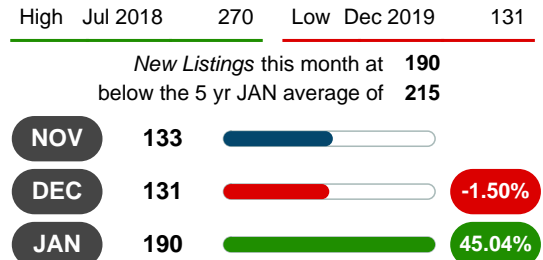


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 215



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	7.89%	9	5	1	0
\$40,001 - \$70,000	25	13.16%	11	12	1	1
\$70,001 - \$100,000	27	14.21%	10	16	1	0
\$100,001 - \$160,000	47	24.74%	6	31	9	1
\$160,001 - \$220,000	31	16.32%	3	19	8	1
\$220,001 - \$340,000	25	13.16%	6	13	6	0
\$340,001 and up	20	10.53%	4	5	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>Median New Listed Listing Price</b>	<b>\$149,450</b>		<b>\$82,000</b>	<b>\$140,000</b>	<b>\$197,000</b>	<b>\$175,250</b>

# January 2020



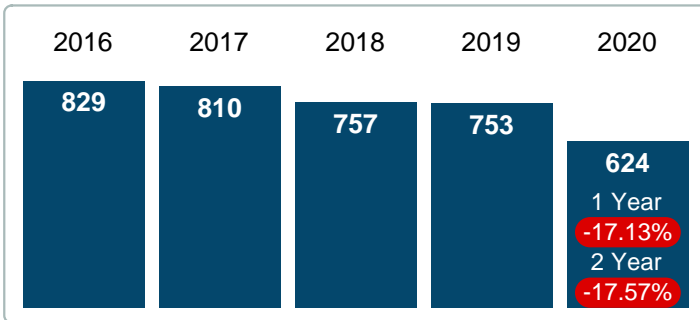
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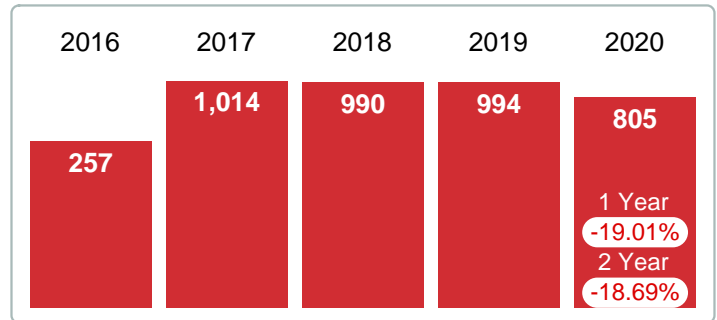
## ACTIVE INVENTORY

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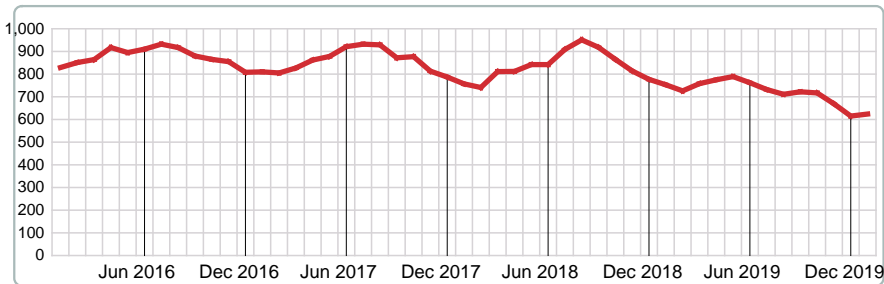
### END OF JANUARY



### ACTIVE DURING JANUARY

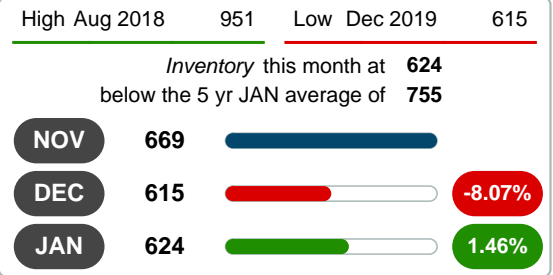


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 755



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	67	10.74%	53.0	32	30	4	1
\$50,001 - \$75,000	62	9.94%	86.0	25	35	2	0
\$75,001 - \$100,000	72	11.54%	89.0	18	48	6	0
\$100,001 - \$175,000	151	24.20%	81.0	21	96	31	3
\$175,001 - \$275,000	121	19.39%	85.0	20	70	26	5
\$275,001 - \$425,000	82	13.14%	84.0	9	43	25	5
\$425,001 and up	69	11.06%	77.0	4	25	29	11
Total Active Inventory by Units		624		129	347	123	25
Total Active Inventory by Volume		140,824,046	100%	17.23M	67.78M	37.65M	18.17M
Median Active Inventory Listing Price		\$157,700		\$92,500	\$149,900	\$230,000	\$395,000

# January 2020



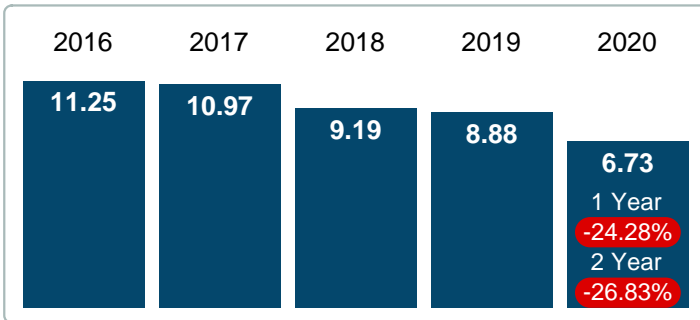
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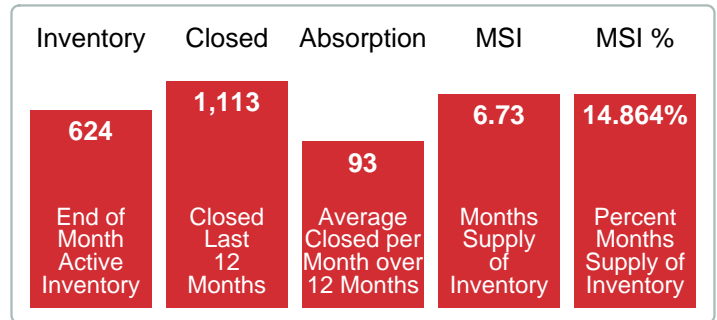
## MONTHS SUPPLY of INVENTORY (MSI)

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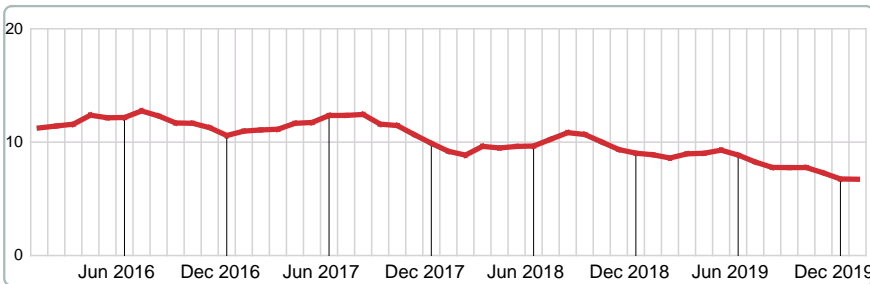
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

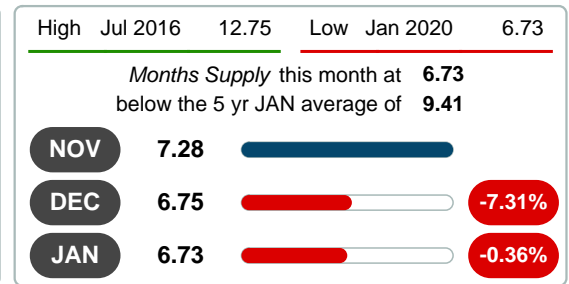


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



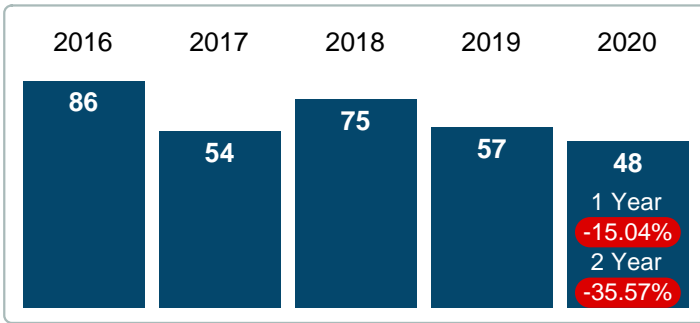
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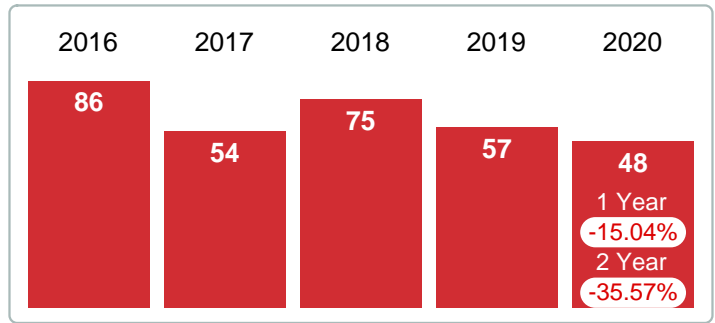
## MEDIAN DAYS ON MARKET TO SALE

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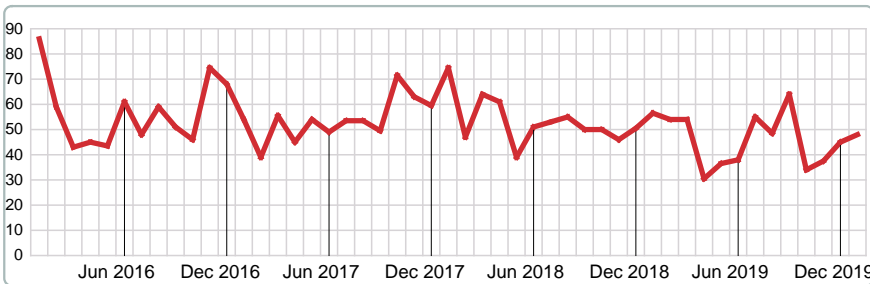
### JANUARY



### YEAR TO DATE (YTD)

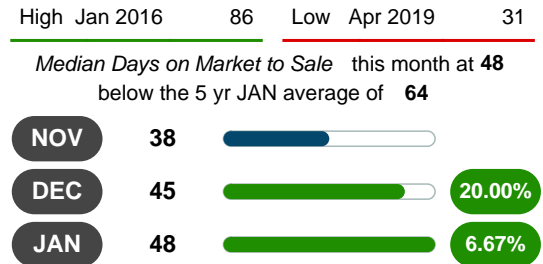


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 64



### 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	9.52%	18	11	60	0	0
\$40,001 - \$60,000	7.14%	69	45	66	76	0
\$60,001 - \$80,000	13.10%	34	42	28	0	0
\$80,001 - \$130,000	30.95%	55	84	53	59	142
\$130,001 - \$180,000	15.48%	82	35	84	51	0
\$180,001 - \$300,000	13.10%	33	0	12	114	91
\$300,001 and up	10.71%	44	44	39	34	166
Median Closed DOM		48	40	48	72	142
Total Closed Units	100%	84	16	52	13	3
Total Closed Volume		12,450,253	1.37M	7.07M	2.95M	1.06M

# January 2020



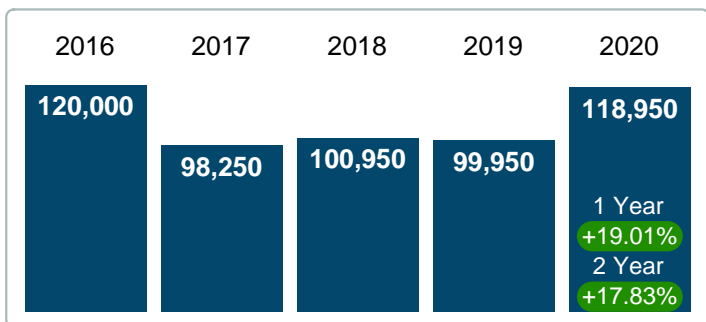
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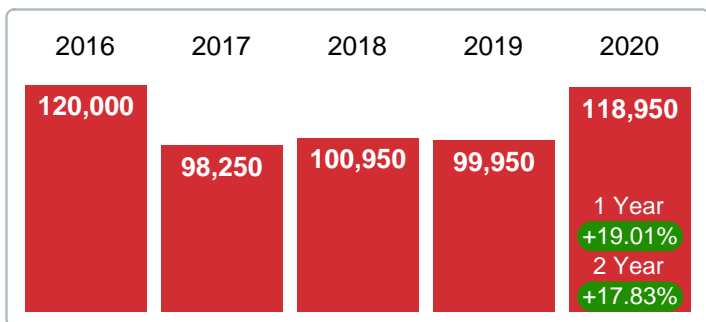
## MEDIAN LIST PRICE AT CLOSING

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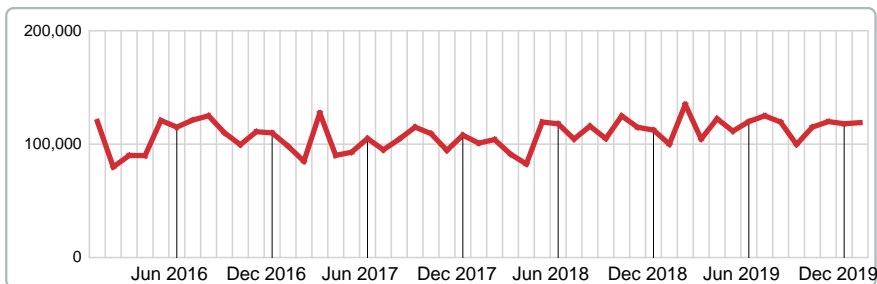
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

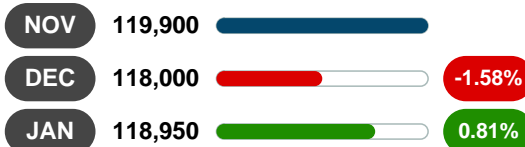


### 3 MONTHS

5 year JAN AVG = 107,620

High Feb 2019 135,000 Low Feb 2016 79,900

Median List Price at Closing this month at **118,950**  
above the 5 yr JAN average of **107,620**



### 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	8.33%	29,000	29,500	25,000	0	0
\$40,001 - \$60,000	8.33%	55,000	58,450	55,000	51,700	0
\$60,001 - \$80,000	13.10%	69,500	69,500	69,450	0	0
\$80,001 - \$130,000	28.57%	114,900	97,450	115,000	101,950	114,900
\$130,001 - \$180,000	17.86%	158,000	139,950	159,000	164,900	0
\$180,001 - \$300,000	14.29%	256,950	300,000	254,900	229,900	265,000
\$300,001 and up	9.52%	445,000	0	405,000	455,000	699,000
<b>Median List Price</b>		<b>118,950</b>	<b>74,750</b>	<b>119,450</b>	<b>220,000</b>	<b>265,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>118,950</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



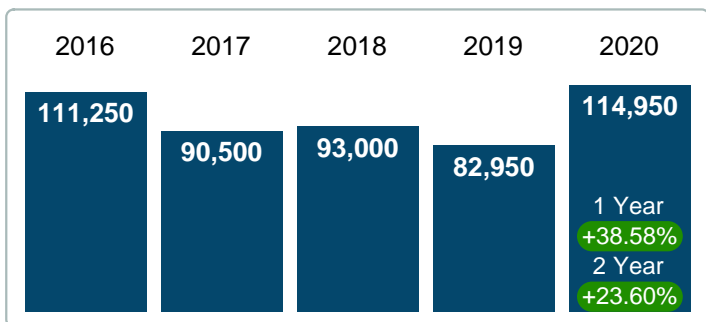
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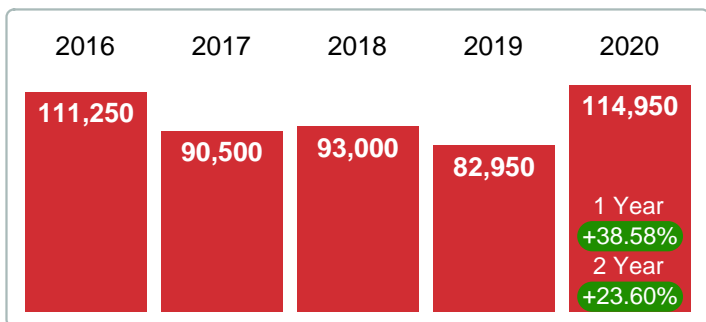
## MEDIAN SOLD PRICE AT CLOSING

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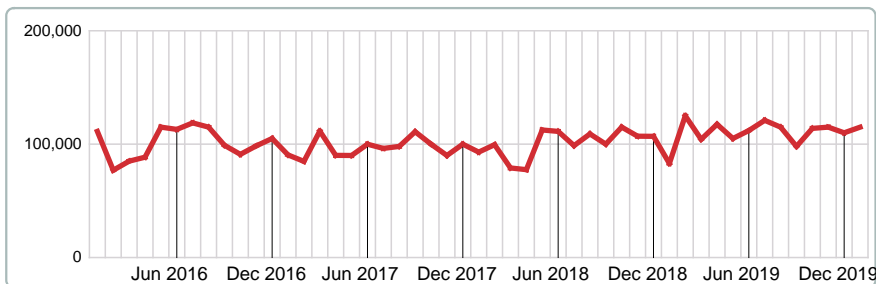
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

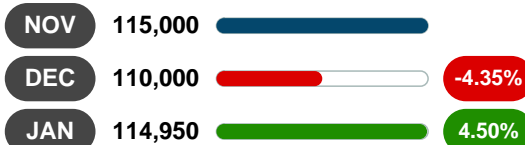


### 3 MONTHS

5 year JAN AVG = 98,530

High Feb 2019 125,000 Low Feb 2016 77,000

Median Sold Price at Closing this month at 114,950 above the 5 yr JAN average of 98,530



### 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	9.52%	27,250	27,500	24,750	0	0
\$40,001 - \$60,000	7.14%	50,250	57,000	48,000	44,250	0
\$60,001 - \$80,000	13.10%	67,500	78,000	67,250	0	0
\$80,001 - \$130,000	30.95%	110,000	106,250	110,000	101,950	110,500
\$130,001 - \$180,000	15.48%	150,000	142,500	155,000	150,000	0
\$180,001 - \$300,000	13.10%	243,000	0	243,000	220,000	250,000
\$300,001 and up	10.71%	400,000	302,700	375,000	420,000	700,000
<b>Median Sold Price</b>		<b>114,950</b>	<b>71,000</b>	<b>118,500</b>	<b>220,000</b>	<b>250,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>114,950</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



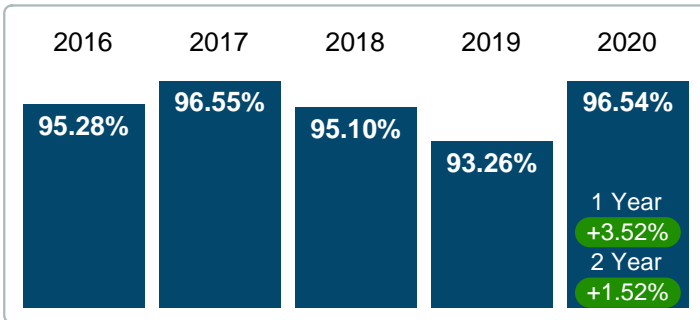
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



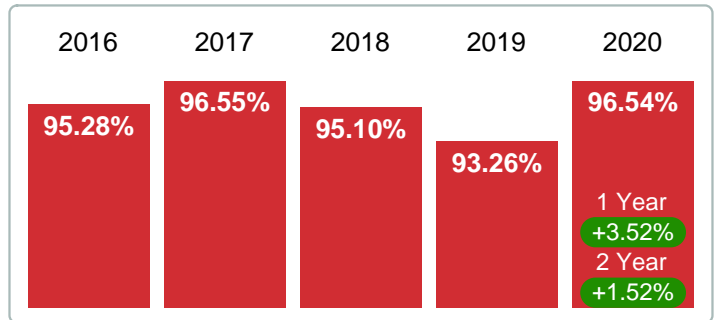
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

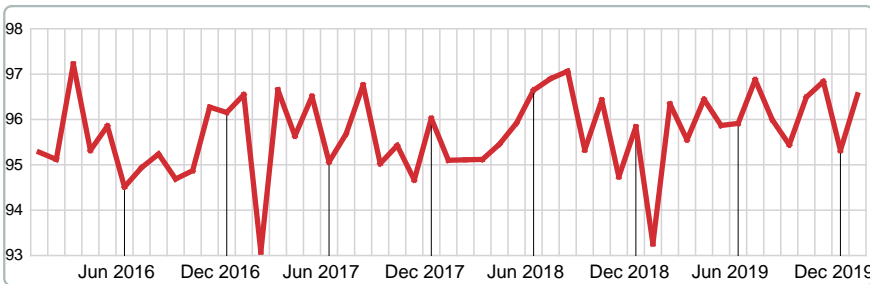
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

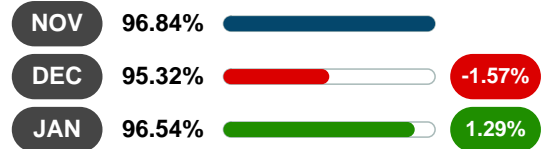


### 3 MONTHS

5 year JAN AVG = 95.35%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.54%**  
above the 5 yr JAN average of **95.35%**



## 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	8	9.52%	86.58%	88.10%	79.48%	0.00%	0.00%
\$40,001 - \$60,000	6	7.14%	89.69%	92.11%	87.27%	87.56%	0.00%
\$60,001 - \$80,000	11	13.10%	97.00%	92.09%	98.50%	0.00%	0.00%
\$80,001 - \$130,000	26	30.95%	98.15%	97.09%	98.42%	100.00%	96.17%
\$130,001 - \$180,000	13	15.48%	96.88%	98.34%	96.88%	90.96%	0.00%
\$180,001 - \$300,000	11	13.10%	95.69%	0.00%	97.56%	95.69%	94.34%
\$300,001 and up	9	10.71%	97.18%	100.90%	95.26%	92.32%	100.14%
Median Sold/List Ratio		96.54%		93.63%	96.82%	95.69%	96.17%
Total Closed Units		84	100%	16	52	13	3
Total Closed Volume		12,450,253		1.37M	7.07M	2.95M	1.06M

# January 2020



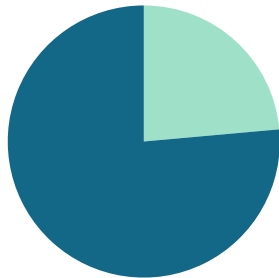
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

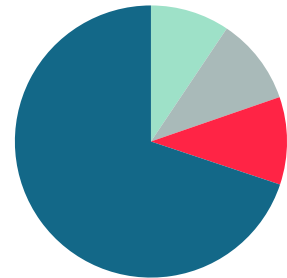


**Inventory**  
 New Listings  
**190 = 23.57%**  
 Start Inventory  
**616**  
 Total Inventory Units  
**806**  
 Volume  
**\$175,017,553**

### 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%
Median List Price	99,950	118,950	19.01%	99,950	118,950	19.01%
Median Sale Price	82,950	114,950	38.58%	82,950	114,950	38.58%
Median Percent of Selling Price to List Price	93.26%	96.54%	3.52%	93.26%	96.54%	3.52%
Median Days on Market to Sale	56.50	48.00	-15.04%	56.50	48.00	-15.04%
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

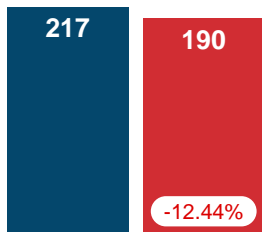
**Inventory** on January 31, 2020 = **624**

**2019** **2020**

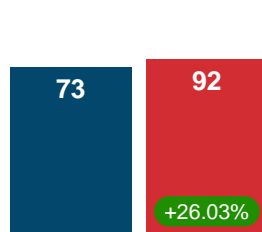
### JANUARY MARKET

### MEDIAN PRICES

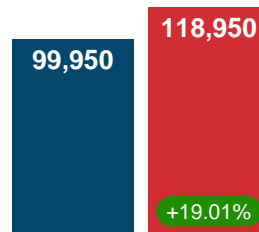
#### New Listings



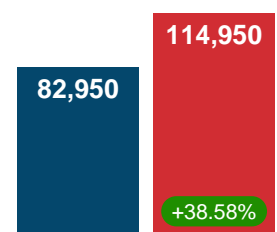
#### Pending Listings



#### List Price



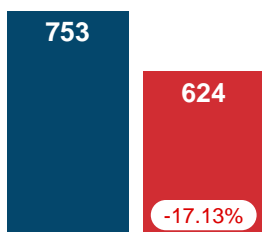
#### Sale Price



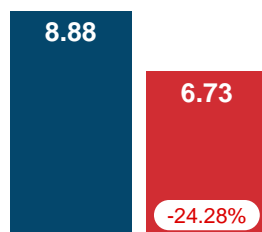
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

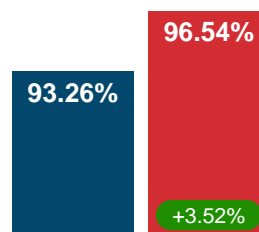
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

