

July 2020



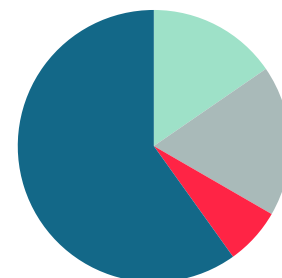
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	131	134	2.29%
Pending Listings	115	156	35.65%
New Listings	203	173	-14.78%
Average List Price	150,427	178,163	18.44%
Average Sale Price	143,554	171,310	19.33%
Average Percent of Selling Price to List Price	95.11%	95.14%	0.03%
Average Days on Market to Sale	60.42	59.74	-1.13%
End of Month Inventory	732	521	-28.83%
Months Supply of Inventory	8.25	5.55	-32.74%



■ Closed (15.40%)
■ Pending (17.93%)
■ Other OffMarket (6.78%)
■ Active (59.89%)

Absorption: Last 12 months, an Average of **94** Sales/Month
Active Inventory as of July 31, 2020 = **521**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **28.83%** to 521 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 **5.55** 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 **19.33%** in July 2020 to \$171,310 versus the previous year at \$143,554.

Average Days on Market Shortens

The average number of **59.74** days that homes spent on the market before selling decreased by 0.68 days or **1.13%** in July 2020 compared to last year's same month at **60.42** DOM.

Sales Success for July 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 173 New Listings in July 2020, down **14.78%** from last year at 203. Furthermore, there were 134 Closed Listings this month versus last year at 131, a **2.29%** increase.

Closed versus Listed trends yielded a **77.5%** ratio, up from previous year's, July 2019, at **64.5%**, a **20.03%** 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

July 2020



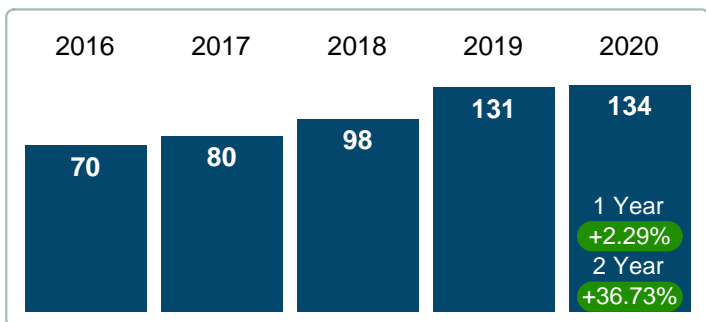
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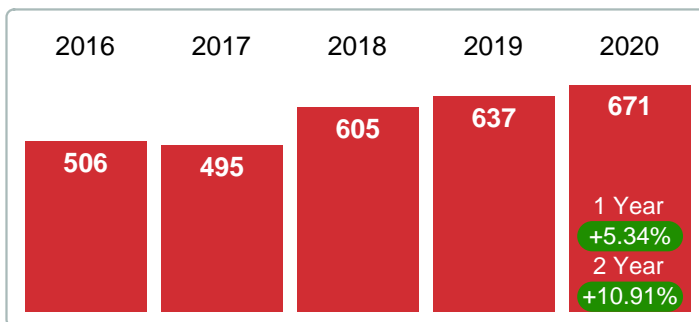
CLOSED LISTINGS

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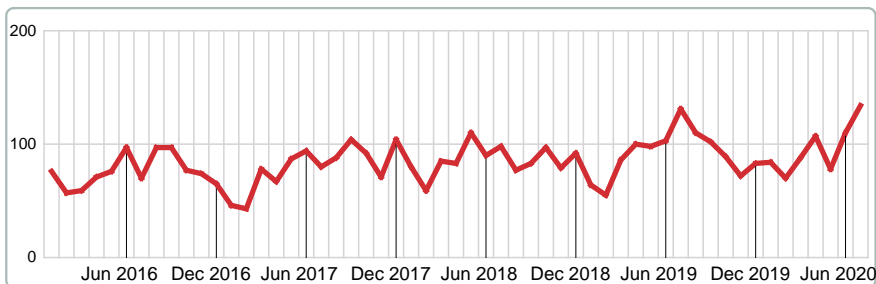
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 103

High Jul 2020 134 Low Feb 2017 43

Closed Listings this month at 134 above the 5 yr JUL average of 103

- MAY 78
- JUN 110 (41.03%)
- JUL 134 (21.82%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	2.24%	62.0	0	2	1	0
\$25,001 - \$75,000	27	20.15%	55.2	8	18	1	0
\$75,001 - \$100,000	20	14.93%	48.5	6	12	2	0
\$100,001 - \$150,000	31	23.13%	69.6	7	19	5	0
\$150,001 - \$200,000	19	14.18%	60.3	4	11	4	0
\$200,001 - \$350,000	19	14.18%	57.8	6	9	2	2
\$350,001 and up	15	11.19%	63.9	0	6	7	2
Total Closed Units	134			31	77	22	4
Total Closed Volume	22,955,484	100%	59.7	4.07M	11.19M	5.51M	2.19M
Average Closed Price	\$171,310			\$131,353	\$145,291	\$250,506	\$546,250

July 2020



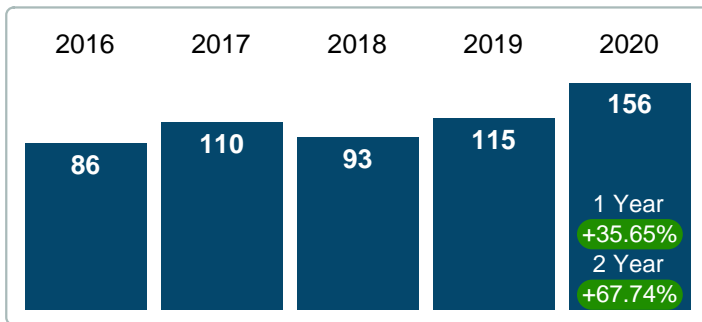
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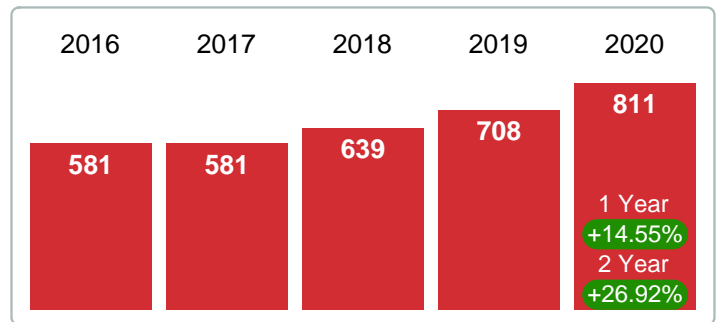
PENDING LISTINGS

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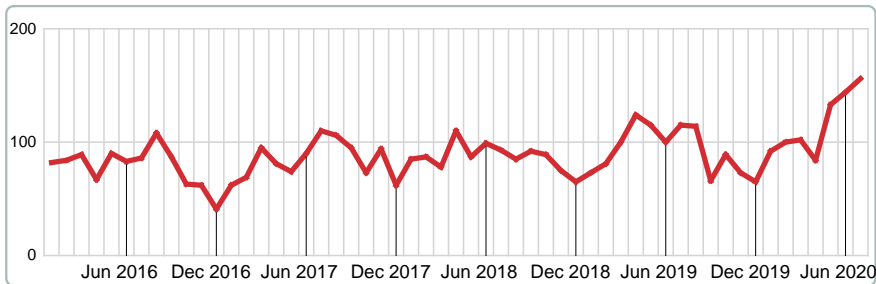
JULY



YEAR TO DATE (YTD)

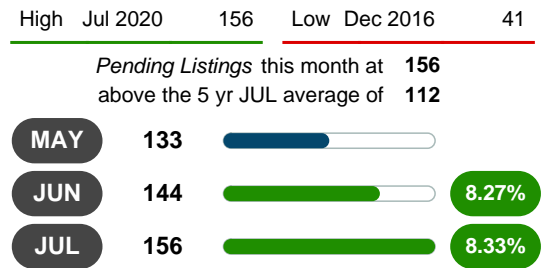


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 112



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	9.62%	52.9	9	6	0	0
\$50,001 - \$75,000	13	8.33%	44.8	5	7	1	0
\$75,001 - \$100,000	19	12.18%	62.5	3	15	1	0
\$100,001 - \$175,000	52	33.33%	64.7	11	27	13	1
\$175,001 - \$225,000	17	10.90%	56.6	3	11	3	0
\$225,001 - \$375,000	23	14.74%	64.6	1	17	5	0
\$375,001 and up	17	10.90%	66.6	0	4	10	3
Total Pending Units	156			32	87	33	4
Total Pending Volume	28,607,898	100%	59.4	3.35M	14.57M	8.89M	1.79M
Average Listing Price	\$184,399			\$104,766	\$167,525	\$269,476	\$447,000

July 2020



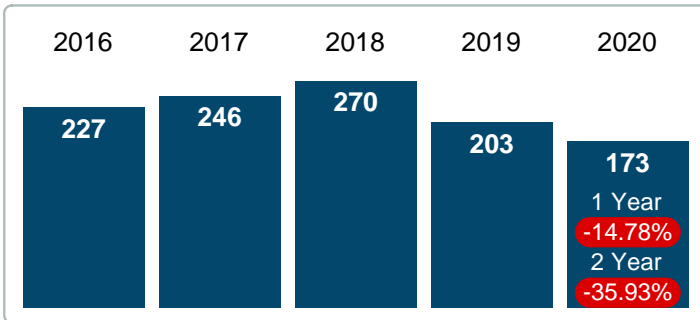
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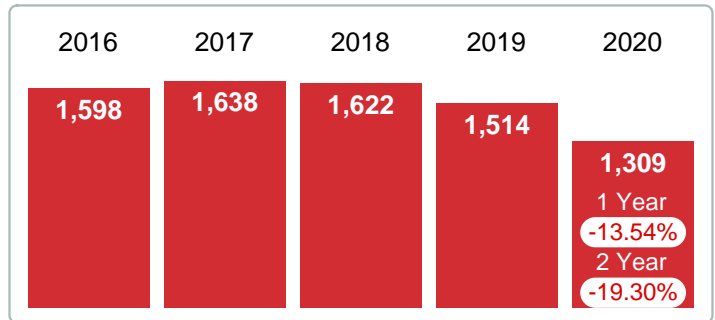
NEW LISTINGS

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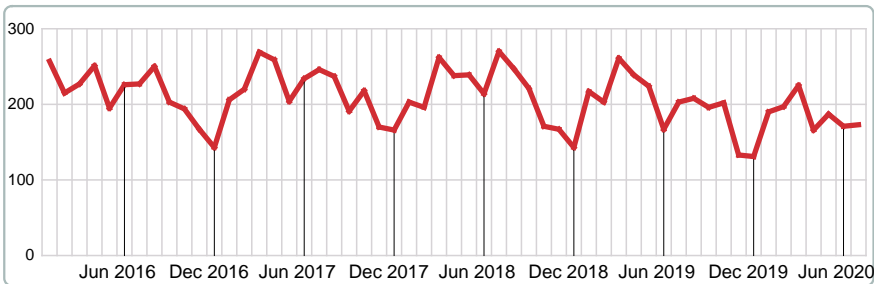
JULY



YEAR TO DATE (YTD)

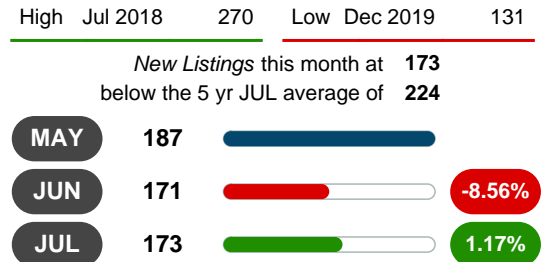


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 224



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	7.51%	7	4	1	1
\$50,001 - \$75,000	20	11.56%	8	12	0	0
\$75,001 - \$125,000	30	17.34%	9	16	5	0
\$125,001 - \$175,000	31	17.92%	7	18	5	1
\$175,001 - \$325,000	40	23.12%	6	27	6	1
\$325,001 - \$450,000	19	10.98%	0	10	8	1
\$450,001 and up	20	11.56%	2	5	10	3
Total New Listed Units	173		39	92	35	7
Total New Listed Volume	38,236,000	100%	5.34M	17.38M	12.47M	3.05M
Average New Listed Listing Price	\$207,656		\$137,015	\$188,864	\$356,143	\$435,986

July 2020



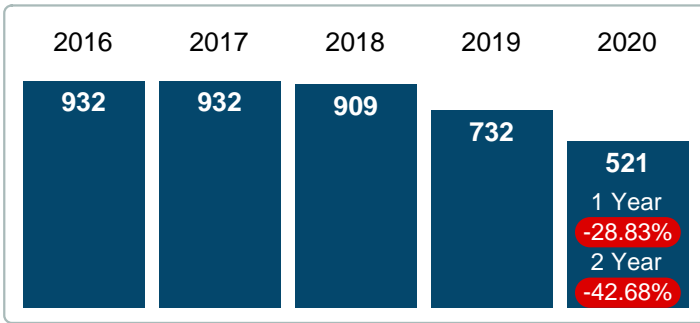
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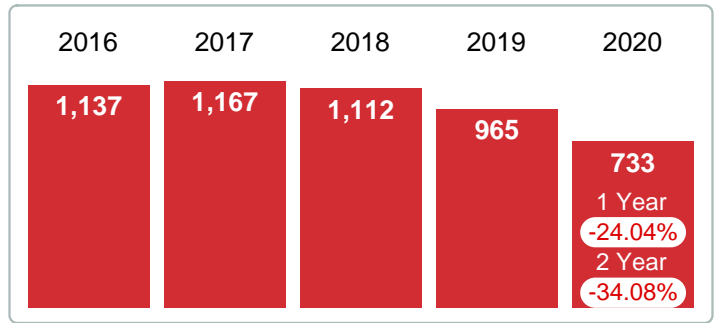
ACTIVE INVENTORY

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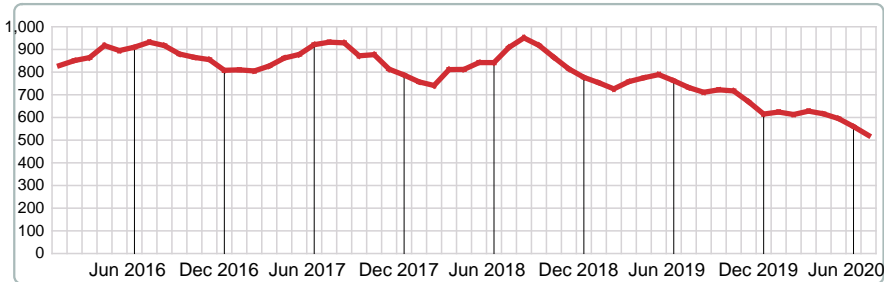
END OF JULY



ACTIVE DURING JULY

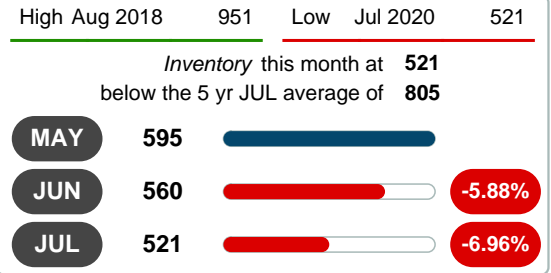


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 805



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	46	8.83%	83.0	25	18	2	1
\$50,001 - \$75,000	63	12.09%	81.9	25	36	2	0
\$75,001 - \$100,000	65	12.48%	94.0	15	43	6	1
\$100,001 - \$225,000	147	28.21%	74.1	21	91	32	3
\$225,001 - \$325,000	76	14.59%	94.2	12	47	14	3
\$325,001 - \$525,000	72	13.82%	96.3	3	29	32	8
\$525,001 and up	52	9.98%	92.9	5	13	24	10
Total Active Inventory by Units			521	106	277	112	26
Total Active Inventory by Volume			133,279,305	15.61M	59.02M	42.28M	16.38M
Average Active Inventory Listing Price			\$255,814	\$147,254	\$213,062	\$377,462	\$629,862

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

July 2020



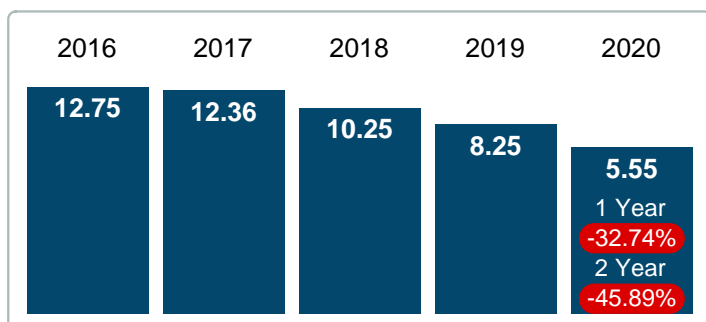
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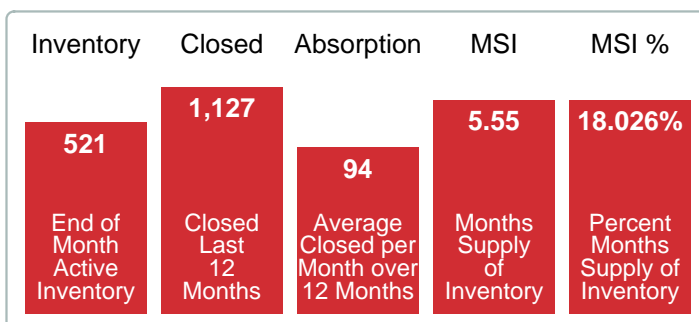
MONTHS SUPPLY of INVENTORY (MSI)

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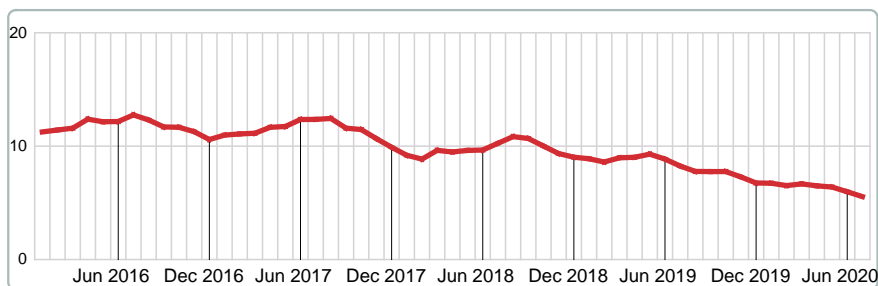
MSI FOR JULY



INDICATORS FOR JULY 2020

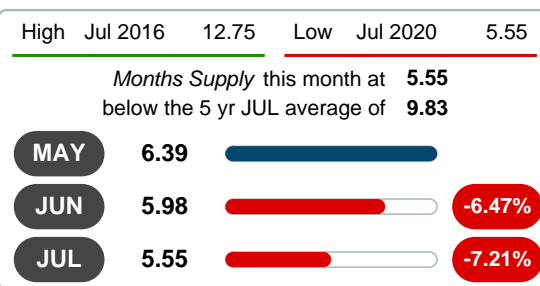


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 9.83



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	46	8.83%	2.75	3.85	2.00	1.71	12.00
\$50,001 - \$75,000	63	12.09%	5.73	6.67	5.40	3.43	0.00
\$75,001 - \$100,000	65	12.48%	5.10	4.62	5.32	5.54	3.00
\$100,001 - \$225,000	147	28.21%	4.02	4.75	3.52	5.57	5.14
\$225,001 - \$325,000	76	14.59%	8.69	8.47	10.07	6.46	6.00
\$325,001 - \$525,000	72	13.82%	11.08	36.00	8.70	11.29	32.00
\$525,001 and up	52	9.98%	32.84	0.00	26.00	48.00	17.14
Market Supply of Inventory (MSI)			5.55	5.46	4.77	7.95	11.14
Total Active Inventory by Units		100%	521	106	277	112	26

July 2020



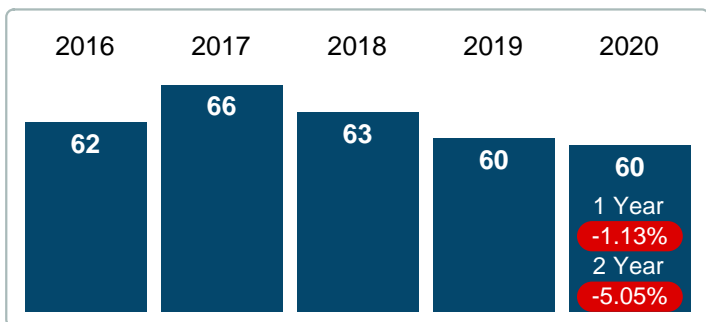
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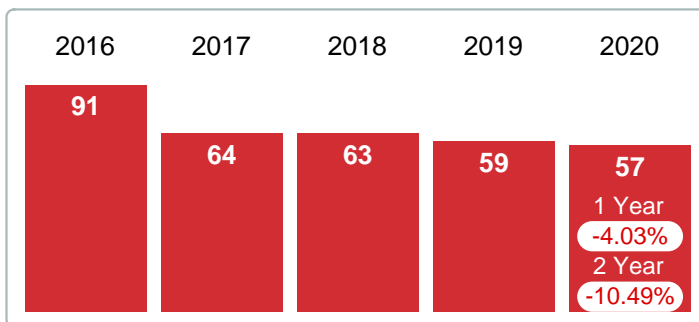
AVERAGE DAYS ON MARKET TO SALE

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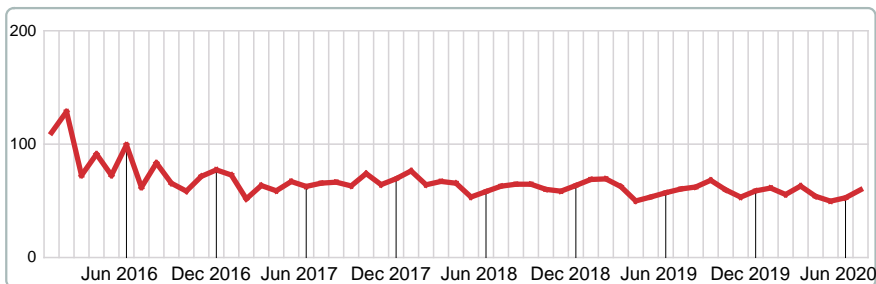
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

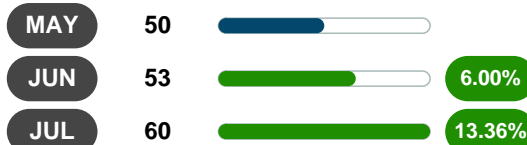


3 MONTHS

5 year JUL AVG = 62

High Feb 2016 129 Low May 2020 50

Average Days on Market to Sale this month at 60 below the 5 yr JUL average of 62



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
\$25,000 and less	2.24%	62	0	90	6	0
\$25,001 - \$75,000	20.15%	55	61	48	138	0
\$75,001 - \$100,000	14.93%	48	66	37	64	0
\$100,001 - \$150,000	23.13%	70	74	68	69	0
\$150,001 - \$200,000	14.18%	60	47	61	71	0
\$200,001 - \$350,000	14.18%	58	56	56	47	83
\$350,001 and up	11.19%	64	0	91	49	36
Average Closed DOM		60	62	58	61	59
Total Closed Units	100%	60	31	77	22	4
Total Closed Volume		22,955,484	4.07M	11.19M	5.51M	2.19M

July 2020



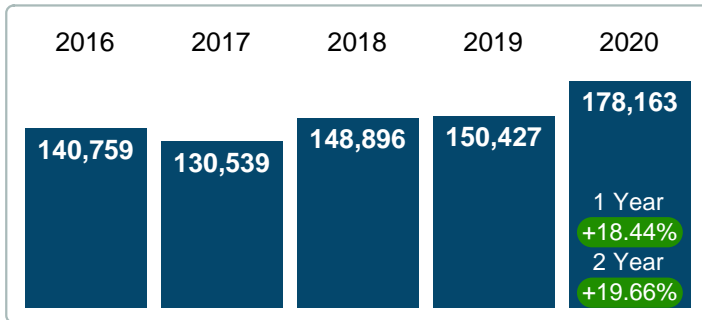
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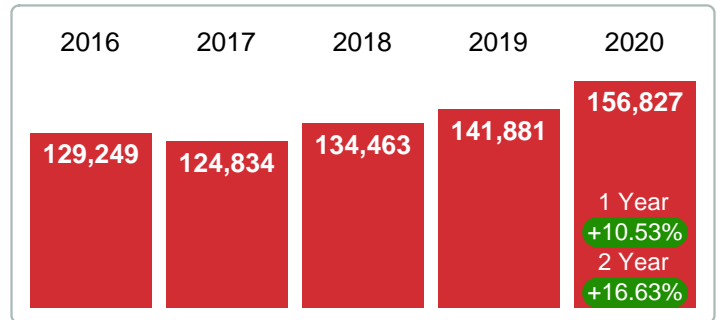
AVERAGE LIST PRICE AT CLOSING

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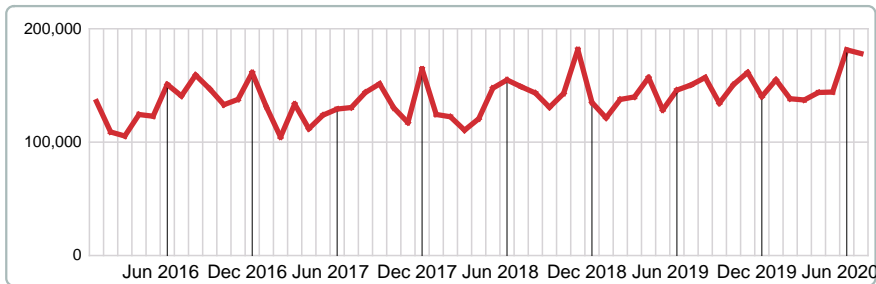
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YEAR TO DATE (YTD)

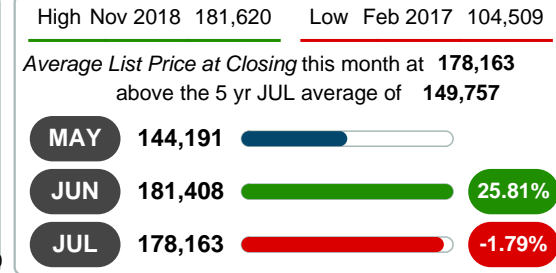


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 149,757



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	2	1.49%	23,450	0	28,750	21,900	
\$25,001 - \$75,000	28	20.90%	55,705	59,638	57,592	34,900	
\$75,001 - \$100,000	17	12.69%	90,441	91,400	94,125	103,500	
\$100,001 - \$150,000	30	22.39%	129,237	128,914	137,216	131,500	
\$150,001 - \$200,000	23	17.16%	173,678	181,600	176,655	166,575	
\$200,001 - \$350,000	19	14.18%	266,321	270,233	263,433	254,000	
\$350,001 and up	15	11.19%	519,860	0	437,333	503,557	
Average List Price		178,163		137,926	152,842	255,477	552,200
Total Closed Units		134	100%	178,163	31	77	22
Total Closed Volume		23,873,848			4.28M	11.77M	5.62M

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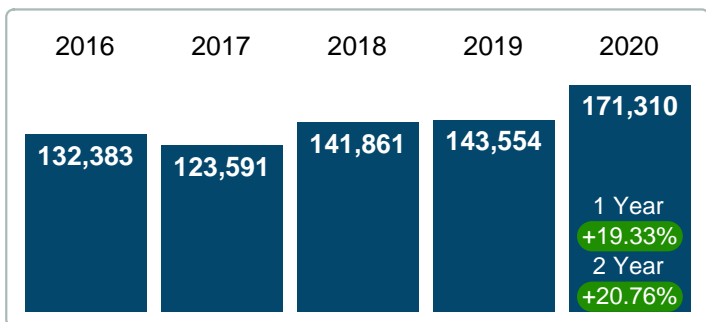
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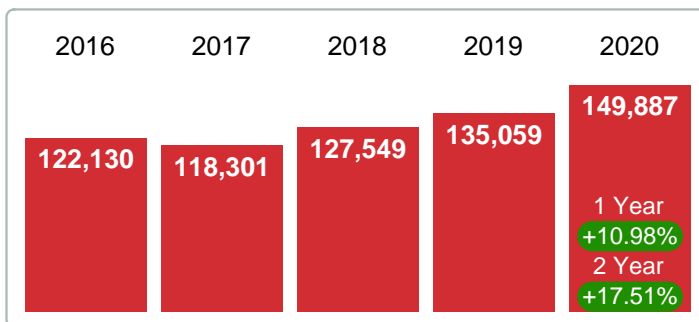
AVERAGE SOLD PRICE AT CLOSING

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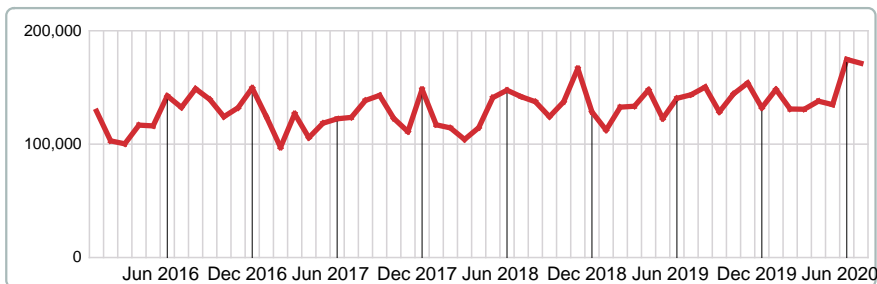
JULY



YEAR TO DATE (YTD)

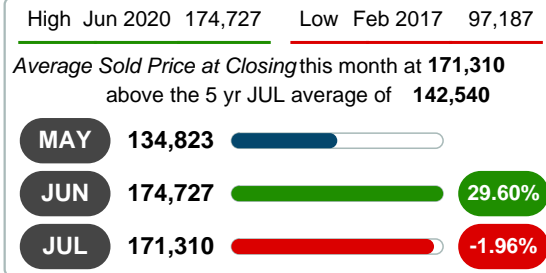


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 142,540



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
\$25,000 and less	3	2.24%	21,600	0	20,500	23,800	0
\$25,001 - \$75,000	27	20.15%	53,841	56,125	53,861	35,225	0
\$75,001 - \$100,000	20	14.93%	86,795	88,358	86,505	83,850	0
\$100,001 - \$150,000	31	23.13%	126,894	122,000	129,142	125,200	0
\$150,001 - \$200,000	19	14.18%	170,950	174,475	172,240	163,875	0
\$200,001 - \$350,000	19	14.18%	255,863	256,817	250,944	244,250	286,750
\$350,001 and up	15	11.19%	510,527	0	422,000	502,059	805,750
Average Sold Price			171,310	131,353	145,291	250,506	546,250
Total Closed Units		100%	171,310	31	77	22	4
Total Closed Volume			22,955,484	4.07M	11.19M	5.51M	2.19M

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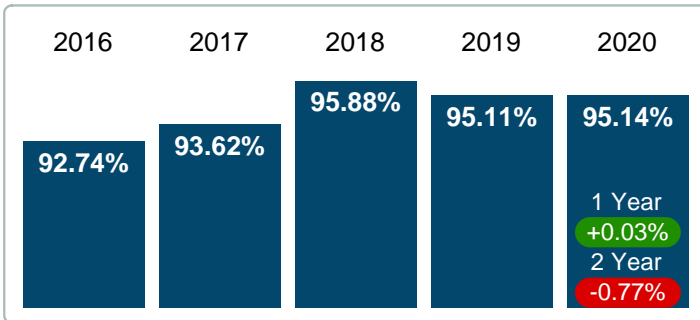
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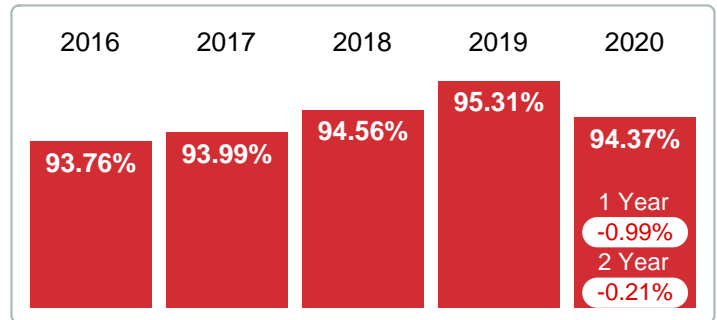
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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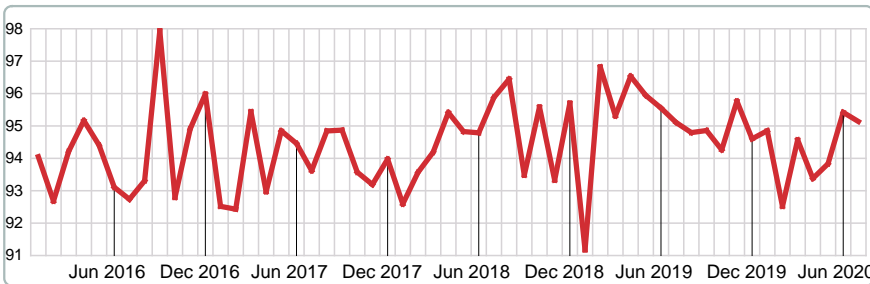
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

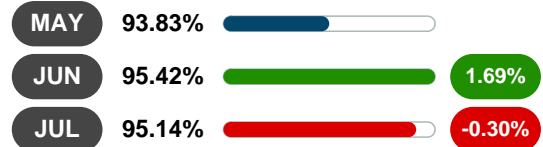


3 MONTHS

5 year JUL AVG = 94.50%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.14%** above the 5 yr JUL average of **94.50%**



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
\$25,000 and less	3	2.24%	83.20%	0.00%	70.46%	108.68%	0.00%
\$25,001 - \$75,000	27	20.15%	93.79%	94.20%	93.21%	100.93%	0.00%
\$75,001 - \$100,000	20	14.93%	93.65%	96.69%	93.93%	82.83%	0.00%
\$100,001 - \$150,000	31	23.13%	94.99%	95.48%	94.73%	95.27%	0.00%
\$150,001 - \$200,000	19	14.18%	97.59%	96.41%	97.73%	98.40%	0.00%
\$200,001 - \$350,000	19	14.18%	95.96%	94.78%	95.16%	96.68%	102.36%
\$350,001 and up	15	11.19%	98.08%	0.00%	96.67%	99.38%	97.79%
Average Sold/List Ratio		95.10%		95.37%	94.25%	97.01%	100.08%
Total Closed Units		134	100%	31	77	22	4
Total Closed Volume		22,955,484		4.07M	11.19M	5.51M	2.19M

July 2020



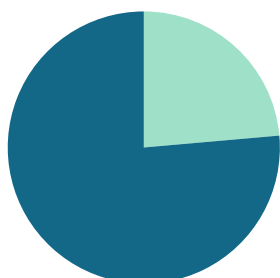
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

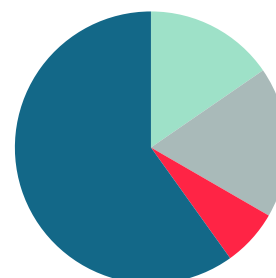


Inventory
 New Listings
173 = 23.60%
 Start Inventory
560
 Total Inventory Units
733
 Volume
\$173,201,302

Market Activity

Closed Sales
134 = 15.40%
 Pending Sales
156 = 17.93%
 Other Off Market
59 = 6.78%
 Active Inventory
521 = 59.89%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	131	134	2.29%	637	671	5.34%
Pending Sales	115	156	35.65%	708	811	14.55%
New Listings	203	173	-14.78%	1,514	1,309	-13.54%
Average List Price	150,427	178,163	18.44%	141,881	156,827	10.53%
Average Sale Price	143,554	171,310	19.33%	135,059	149,887	10.98%
Average Percent of Selling Price to List Price	95.11%	95.14%	0.03%	95.31%	94.37%	-0.99%
Average Days on Market to Sale	60.42	59.74	-1.13%	59.07	56.69	-4.03%
Monthly Inventory	732	521	-28.83%	732	521	-28.83%
Months Supply of Inventory	8.25	5.55	-32.74%	8.25	5.55	-32.74%

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

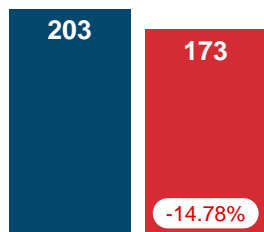
Inventory on July 31, 2020 = **521**

2019 **2020**

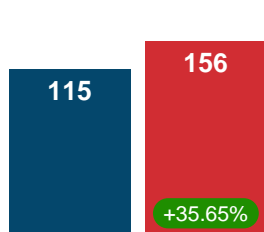
JULY MARKET

AVERAGE PRICES

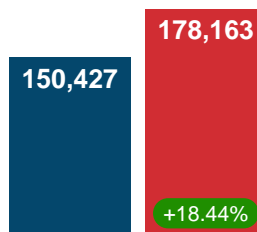
New Listings



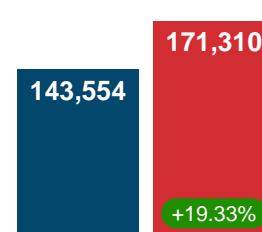
Pending Listings



List Price



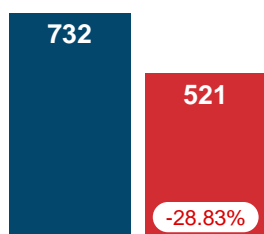
Sale Price



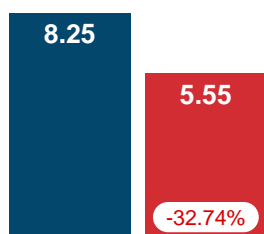
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

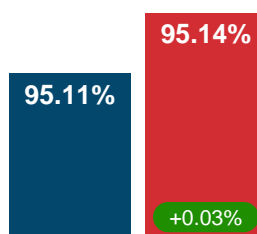
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

