

# July 2020



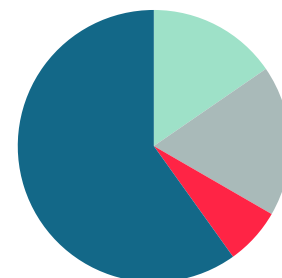
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	125,000	136,950	9.56%
Median Sale Price	121,000	130,000	7.44%
Median Percent of Selling Price to List Price	96.88%	96.94%	0.06%
Median Days on Market to Sale	55.00	53.50	-2.73%
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.

#### 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 **7.44%** in July 2020 to \$130,000 versus the previous year at \$121,000.

#### Median Days on Market Shortens

The median number of **53.50** days that homes spent on the market before selling decreased by 1.50 days or **2.73%** in July 2020 compared to last year's same month at **55.00** DOM.

#### Sales Success for July 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 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.

### 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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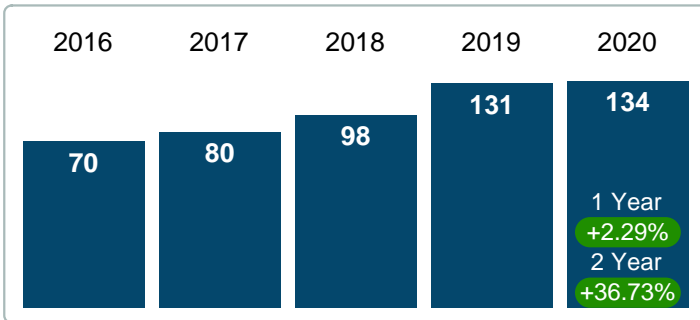
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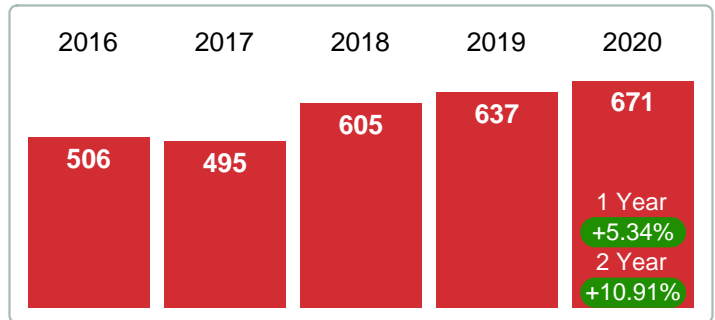
## CLOSED LISTINGS

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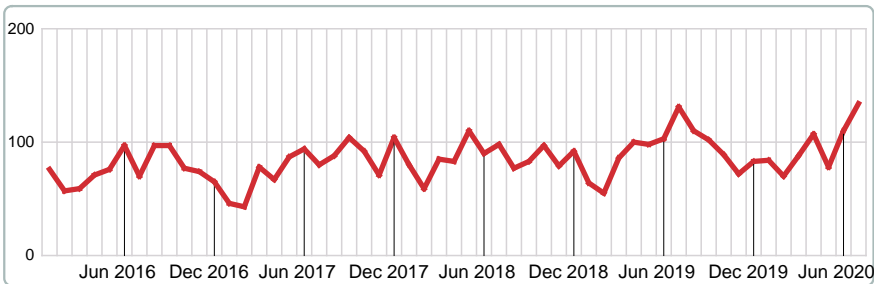
### JULY



### YEAR TO DATE (YTD)

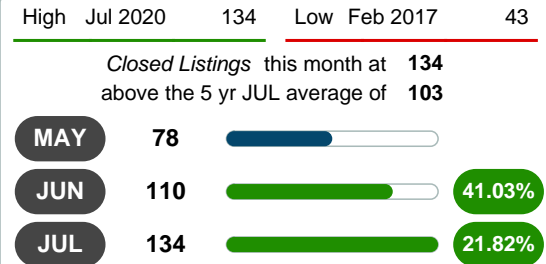


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 103



### 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	11	8.21%	64.0	1	8	2	0
\$40,001 - \$70,000	15	11.19%	37.0	7	8	0	0
\$70,001 - \$100,000	24	17.91%	33.0	6	16	2	0
\$100,001 - \$150,000	31	23.13%	76.0	7	19	5	0
\$150,001 - \$210,000	23	17.16%	62.0	5	14	4	0
\$210,001 - \$370,000	17	12.69%	63.0	5	7	3	2
\$370,001 and up	13	9.70%	65.0	0	5	6	2
<b>Total Closed Units</b>	<b>134</b>			<b>31</b>	<b>77</b>	<b>22</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>22,955,484</b>	<b>100%</b>	<b>53.5</b>	<b>4.07M</b>	<b>11.19M</b>	<b>5.51M</b>	<b>2.19M</b>
<b>Median Closed Price</b>	<b>\$130,000</b>			<b>\$110,000</b>	<b>\$124,900</b>	<b>\$162,500</b>	<b>\$551,250</b>

# July 2020



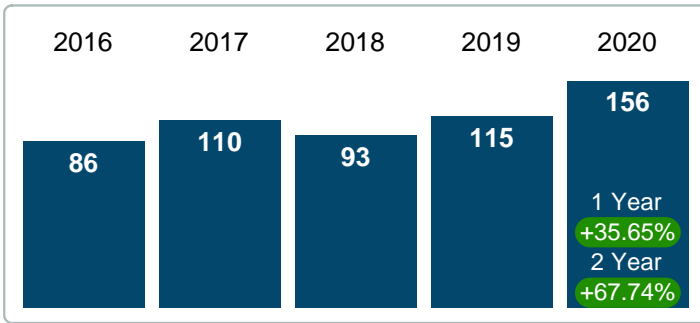
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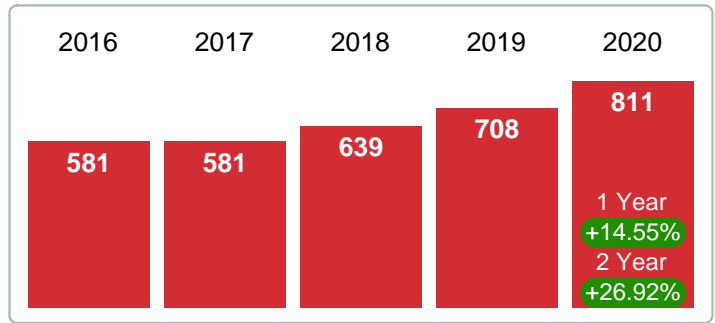
## PENDING LISTINGS

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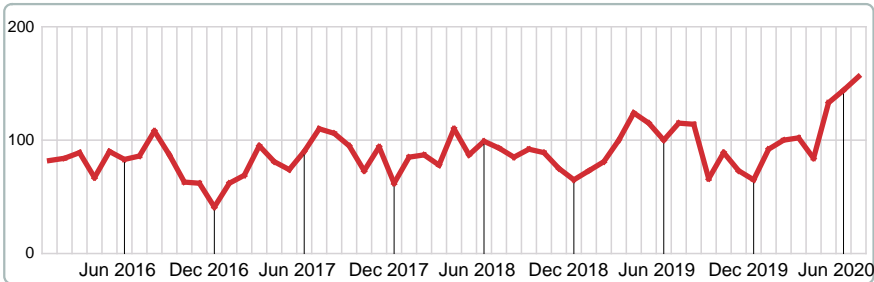
### JULY



### YEAR TO DATE (YTD)

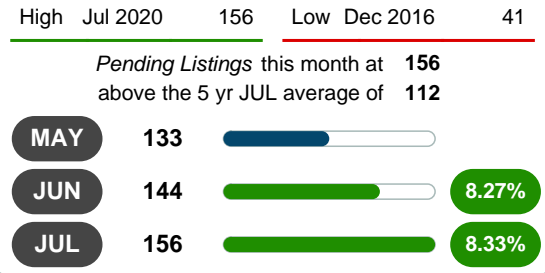


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 112



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	9.62%	48.0	9	6	0	0
\$50,001 - \$80,000	18	11.54%	14.5	6	10	2	0
\$80,001 - \$110,000	19	12.18%	69.0	2	15	2	0
\$110,001 - \$170,000	42	26.92%	46.0	11	23	8	0
\$170,001 - \$230,000	22	14.10%	49.5	3	12	6	1
\$230,001 - \$390,000	24	15.38%	46.0	1	17	6	0
\$390,001 and up	16	10.26%	71.0	0	4	9	3
<b>Total Pending Units</b>	<b>156</b>			<b>32</b>	<b>87</b>	<b>33</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>28,607,898</b>	<b>100%</b>	<b>48.5</b>	<b>3.35M</b>	<b>14.57M</b>	<b>8.89M</b>	<b>1.79M</b>
<b>Median Listing Price</b>	<b>\$141,000</b>			<b>\$91,200</b>	<b>\$135,000</b>	<b>\$215,000</b>	<b>\$407,000</b>

# July 2020



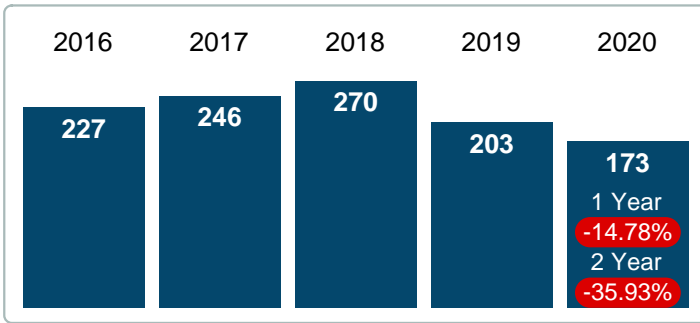
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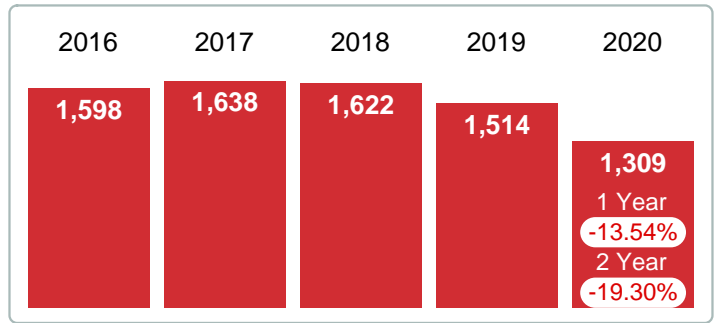
## NEW LISTINGS

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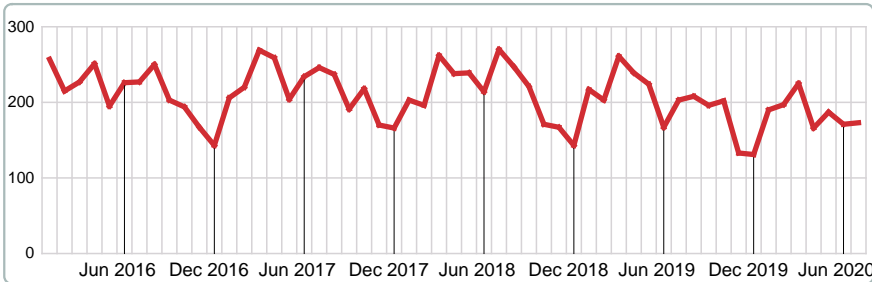
### JULY



### YEAR TO DATE (YTD)

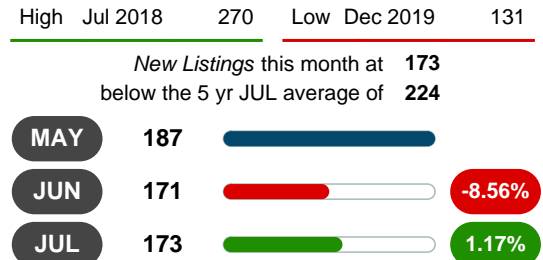


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 224



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	<div style="width: 5.6%"></div>	7.51%	7	4	1	1
\$50,001 - \$75,000	20	<div style="width: 8.7%"></div>	11.56%	8	12	0	0
\$75,001 - \$125,000	30	<div style="width: 13.3%"></div>	17.34%	9	16	5	0
\$125,001 - \$175,000	31	<div style="width: 13.7%"></div>	17.92%	7	18	5	1
\$175,001 - \$325,000	40	<div style="width: 17.6%"></div>	23.12%	6	27	6	1
\$325,001 - \$450,000	19	<div style="width: 8.4%"></div>	10.98%	0	10	8	1
\$450,001 and up	20	<div style="width: 8.7%"></div>	11.56%	2	5	10	3
<b>Total New Listed Units</b>	173			39	92	35	7
<b>Total New Listed Volume</b>	38,236,000		100%	5.34M	17.38M	12.47M	3.05M
<b>Median New Listed Listing Price</b>	\$155,000			\$89,900	\$154,950	\$379,000	\$349,000

# July 2020



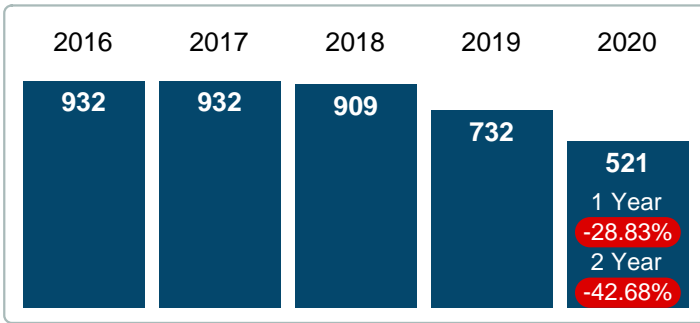
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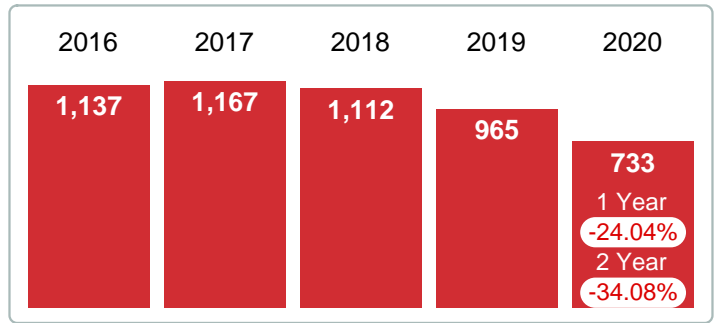
## ACTIVE INVENTORY

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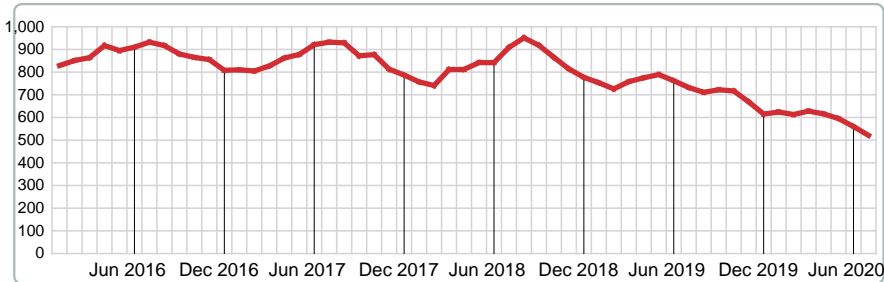
### END OF JULY



### ACTIVE DURING JULY

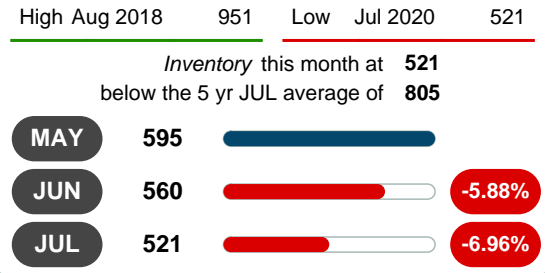


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 805



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	46	8.83%	77.5	25	18	2	1
\$50,001 - \$75,000	63	12.09%	68.0	25	36	2	0
\$75,001 - \$100,000	65	12.48%	76.0	15	43	6	1
\$100,001 - \$225,000	147	28.21%	66.0	21	91	32	3
\$225,001 - \$325,000	76	14.59%	99.5	12	47	14	3
\$325,001 - \$525,000	72	13.82%	93.0	3	29	32	8
\$525,001 and up	52	9.98%	86.0	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
Median Active Inventory Listing Price			\$159,988	\$79,450	\$146,900	\$322,000	\$399,450

# July 2020



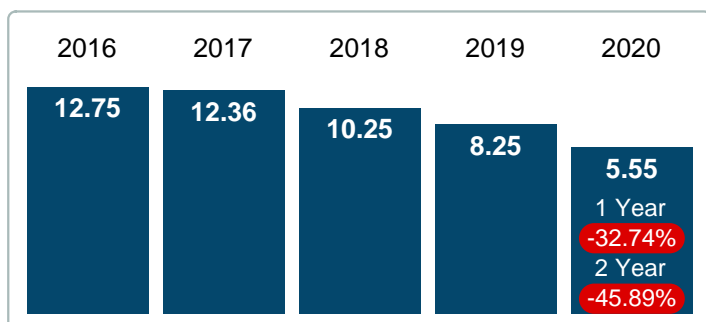
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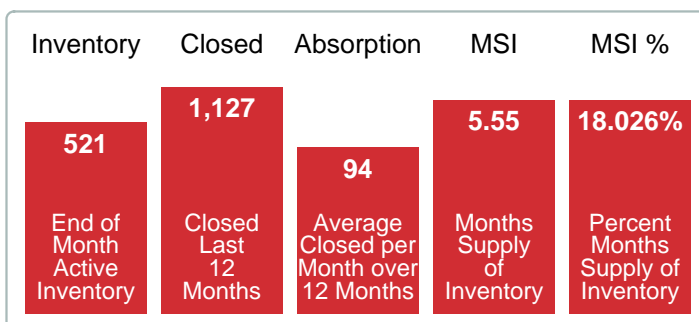
## MONTHS SUPPLY of INVENTORY (MSI)

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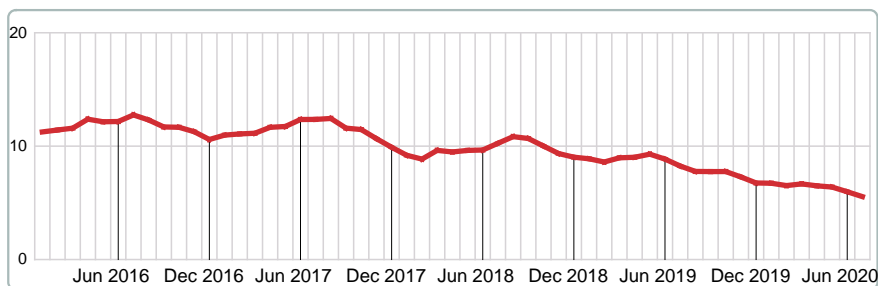
### MSI FOR JULY



### INDICATORS FOR JULY 2020

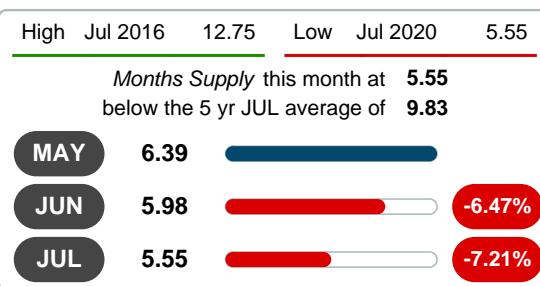


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



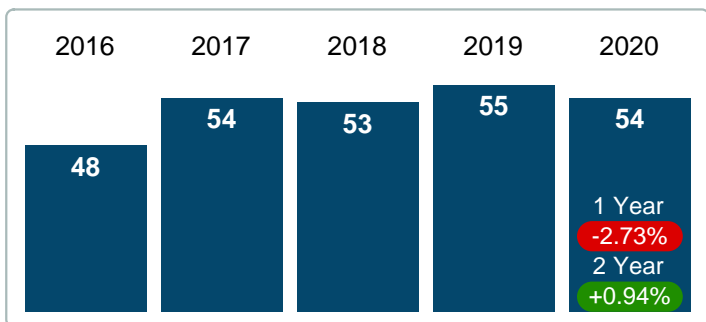
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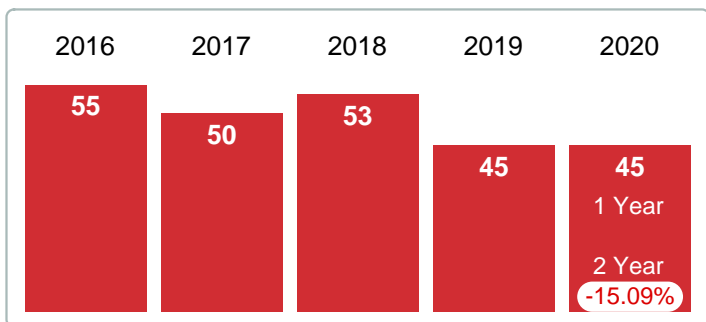
## MEDIAN DAYS ON MARKET TO SALE

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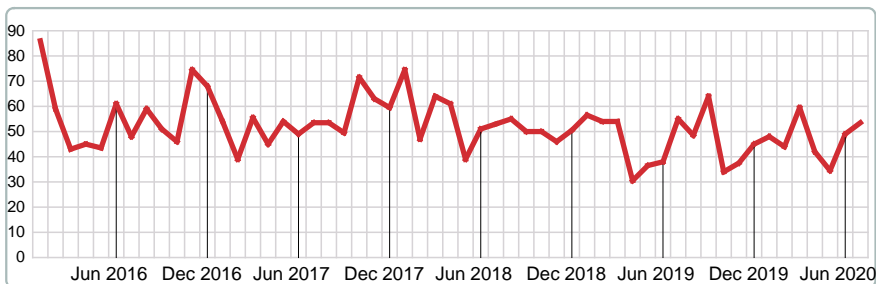
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

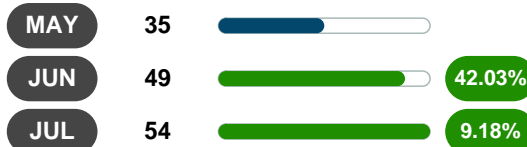


### 3 MONTHS

5 year JUL AVG = 53

High Jan 2016 86 Low Apr 2019 31

Median Days on Market to Sale this month at 54 above the 5 yr JUL average of 53



### 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	8.21%	64	121	60	72	0
\$40,001 - \$70,000	11.19%	37	37	40	0	0
\$70,001 - \$100,000	17.91%	33	46	27	64	0
\$100,001 - \$150,000	23.13%	76	87	76	54	0
\$150,001 - \$210,000	17.16%	62	72	33	84	0
\$210,001 - \$370,000	12.69%	63	48	63	68	83
\$370,001 and up	9.70%	65	0	99	48	36
Median Closed DOM		54	53	48	62	51
Total Closed Units	100%	134	31	77	22	4
Total Closed Volume		22,955,484	4.07M	11.19M	5.51M	2.19M

# July 2020



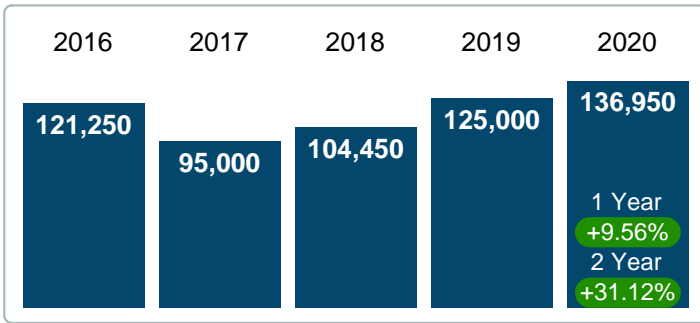
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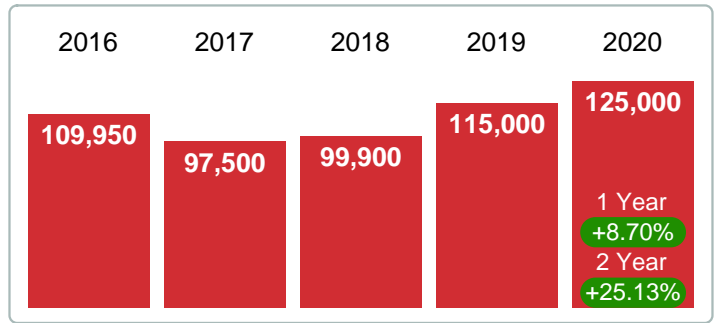
## MEDIAN LIST PRICE AT CLOSING

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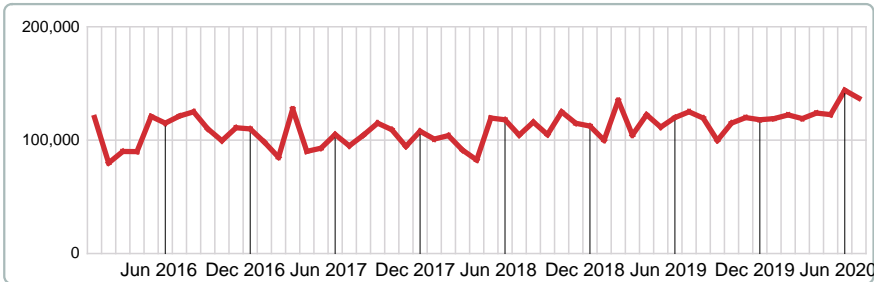
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

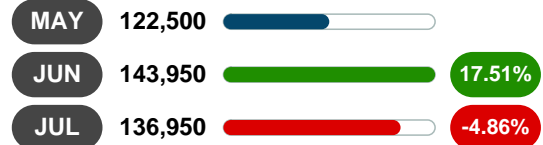


### 3 MONTHS

5 year JUL AVG = 116,530

High Jun 2020 143,950 Low Feb 2016 79,900

Median List Price at Closing this month at **136,950**  
above the 5 yr JUL average of **116,530**



### 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	9	6.72%	34,900	0	36,900	28,400	0
\$40,001 - \$70,000	16	11.94%	62,100	62,100	60,400	0	0
\$70,001 - \$100,000	22	16.42%	87,000	90,500	79,900	87,000	0
\$100,001 - \$150,000	30	22.39%	127,000	125,000	129,000	127,500	0
\$150,001 - \$210,000	23	17.16%	169,000	183,250	169,000	167,450	0
\$210,001 - \$370,000	20	14.93%	272,450	264,250	262,500	254,000	279,900
\$370,001 and up	14	10.45%	470,000	0	429,000	475,000	824,500
Median List Price			136,950	119,000	129,000	167,450	544,450
Total Closed Units		100%	136,950	31	77	22	4
Total Closed Volume			23,873,848	4.28M	11.77M	5.62M	2.21M



# July 2020



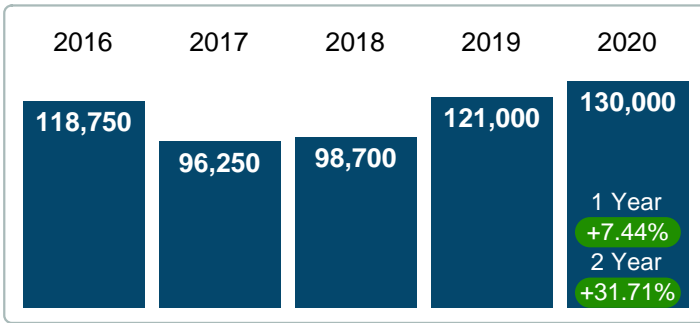
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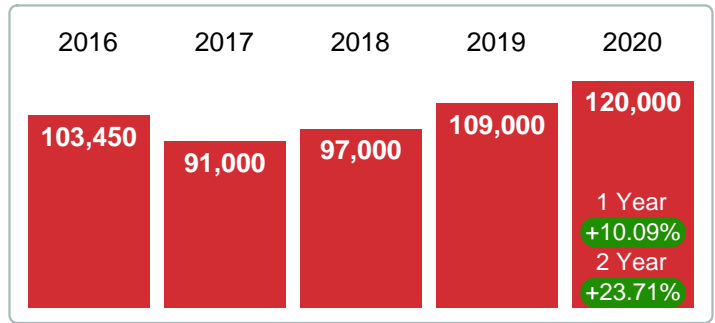
## MEDIAN SOLD PRICE AT CLOSING

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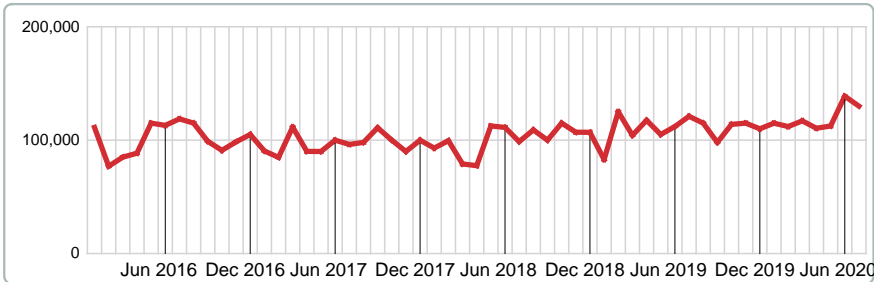
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

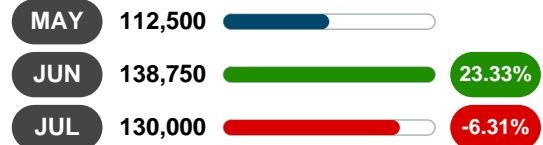


### 3 MONTHS

5 year JUL AVG = 112,940

High Jun 2020 138,750 Low Feb 2016 77,000

Median Sold Price at Closing this month at 130,000 above the 5 yr JUL average of 112,940



### 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	8.21%	34,000	40,000	32,000	29,513	0
\$40,001 - \$70,000	11.19%	60,000	59,000	62,500	0	0
\$70,001 - \$100,000	17.91%	85,000	90,000	82,000	83,850	0
\$100,001 - \$150,000	23.13%	130,000	120,000	130,000	130,000	0
\$150,001 - \$210,000	17.16%	172,500	170,000	179,000	162,500	0
\$210,001 - \$370,000	12.69%	272,500	272,500	280,000	255,000	286,750
\$370,001 and up	9.70%	465,000	0	420,000	470,000	805,750
Median Sold Price		130,000	110,000	124,900	162,500	551,250
Total Closed Units	100%	134	31	77	22	4
Total Closed Volume		22,955,484	4.07M	11.19M	5.51M	2.19M

# July 2020



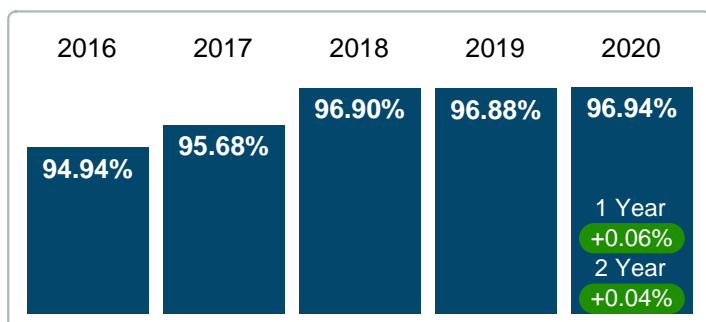
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



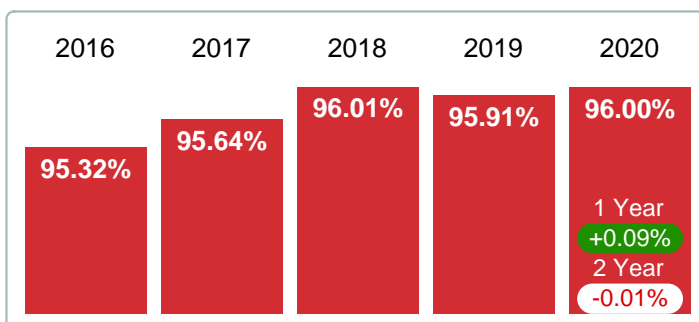
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

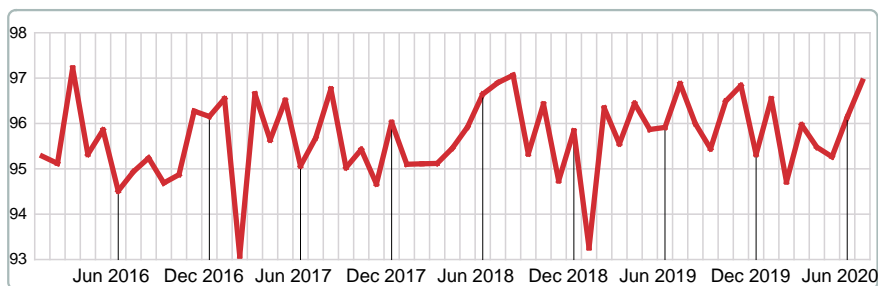
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

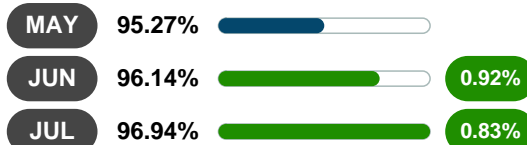


### 3 MONTHS

5 year JUL AVG = 96.27%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.94%**  
above the 5 yr JUL average of **96.27%**



### 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	11	8.21%	81.30%	69.57%	80.65%	104.80%	0.00%
\$40,001 - \$70,000	15	11.19%	100.00%	100.00%	100.00%	0.00%	0.00%
\$70,001 - \$100,000	24	17.91%	95.29%	96.53%	95.89%	82.83%	0.00%
\$100,001 - \$150,000	31	23.13%	96.22%	92.00%	96.37%	95.83%	0.00%
\$150,001 - \$210,000	23	17.16%	98.63%	100.00%	98.41%	98.84%	0.00%
\$210,001 - \$370,000	17	12.69%	97.67%	97.67%	96.00%	98.14%	102.36%
\$370,001 and up	13	9.70%	98.50%	0.00%	96.95%	100.00%	97.79%
Median Sold/List Ratio		96.94%		96.33%	96.51%	98.34%	100.02%
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



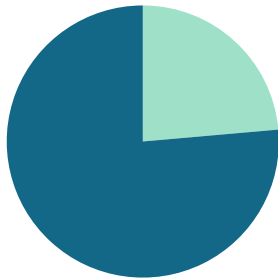
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

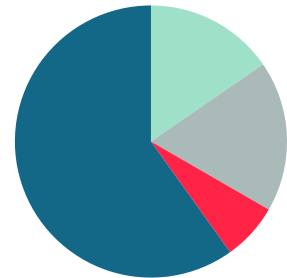


**Inventory**  
 New Listings  
**173 = 23.60%**  
 Start Inventory  
**560**  
 Total Inventory Units  
**733**  
 Volume  
**\$173,201,302**

### 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%
Median List Price	125,000	136,950	9.56%	115,000	125,000	8.70%
Median Sale Price	121,000	130,000	7.44%	109,000	120,000	10.09%
Median Percent of Selling Price to List Price	96.88%	96.94%	0.06%	95.91%	96.00%	0.09%
Median Days on Market to Sale	55.00	53.50	-2.73%	45.00	45.00	0.00%
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

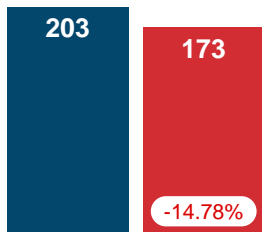
**Inventory** on July 31, 2020 = **521**

**2019** **2020**

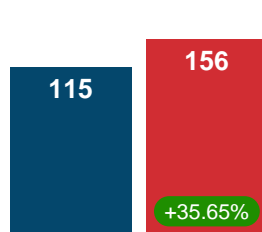
### JULY MARKET

### MEDIAN PRICES

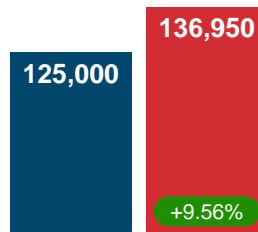
#### New Listings



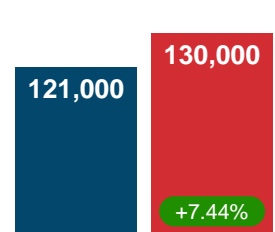
#### Pending Listings



#### List Price



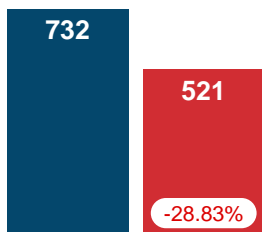
#### Sale Price



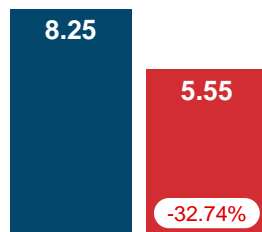
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

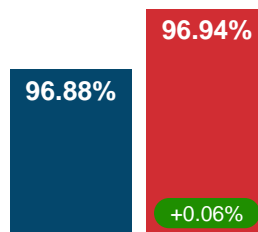
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

