

June 2020



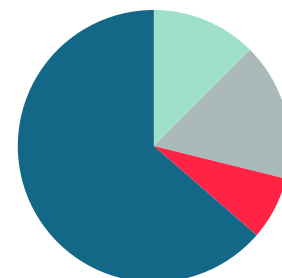
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	103	110	6.80%
Pending Listings	100	144	44.00%
New Listings	167	171	2.40%
Average List Price	145,852	181,408	24.38%
Average Sale Price	140,400	174,727	24.45%
Average Percent of Selling Price to List Price	95.55%	95.42%	-0.14%
Average Days on Market to Sale	57.16	52.70	-7.80%
End of Month Inventory	762	560	-26.51%
Months Supply of Inventory	8.86	5.98	-32.52%



■ Closed (12.50%)
■ Pending (16.36%)
■ Other OffMarket (7.50%)
■ Active (63.64%)

Absorption: Last 12 months, an Average of **94** Sales/Month
Active Inventory as of June 30, 2020 = **560**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **26.51%** to 560 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 **5.98** 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 **24.45%** in June 2020 to \$174,727 versus the previous year at \$140,400.

Average Days on Market Shortens

The average number of **52.70** days that homes spent on the market before selling decreased by 4.46 days or **7.80%** in June 2020 compared to last year's same month at **57.16** DOM.

Sales Success for June 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 171 New Listings in June 2020, up **2.40%** from last year at 167. Furthermore, there were 110 Closed Listings this month versus last year at 103, a **6.80%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, up from previous year's, June 2019, at **61.7%**, a **4.30%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

June 2020



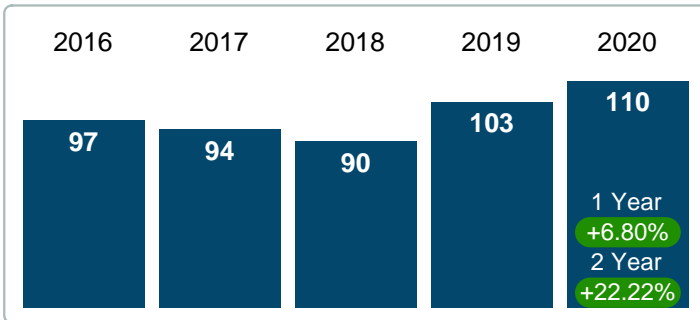
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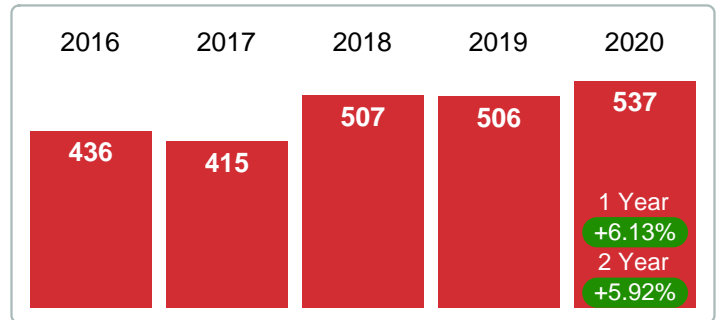
CLOSED LISTINGS

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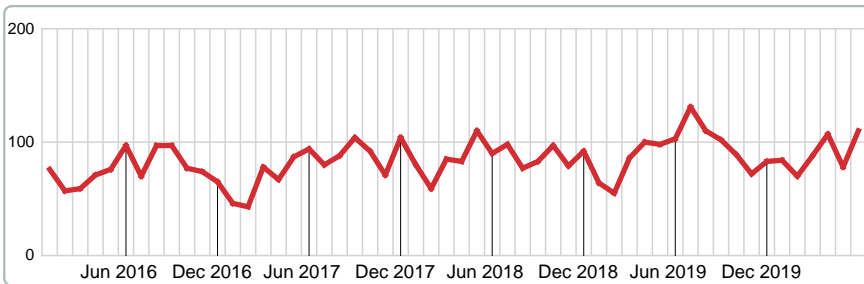
JUNE



YEAR TO DATE (YTD)

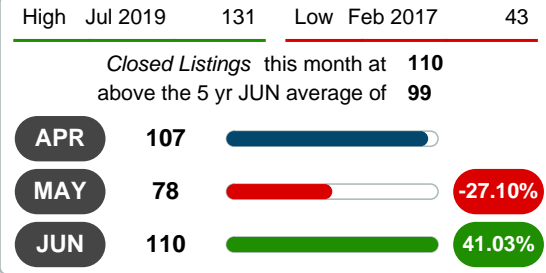


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99



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	2.73%	110.3	1	1	1	0
\$25,001 - \$50,000	11	10.00%	56.1	5	6	0	0
\$50,001 - \$100,000	27	24.55%	55.0	10	16	1	0
\$100,001 - \$150,000	18	16.36%	47.2	3	12	3	0
\$150,001 - \$250,000	26	23.64%	59.9	4	18	4	0
\$250,001 - \$350,000	14	12.73%	31.1	3	10	1	0
\$350,001 and up	11	10.00%	47.4	0	6	5	0
Total Closed Units	110			26	69	15	0
Total Closed Volume	19,219,950	100%	52.7	2.95M	12.18M	4.08M	0.00B
Average Closed Price	\$174,727			\$113,585	\$176,591	\$272,130	\$0

June 2020



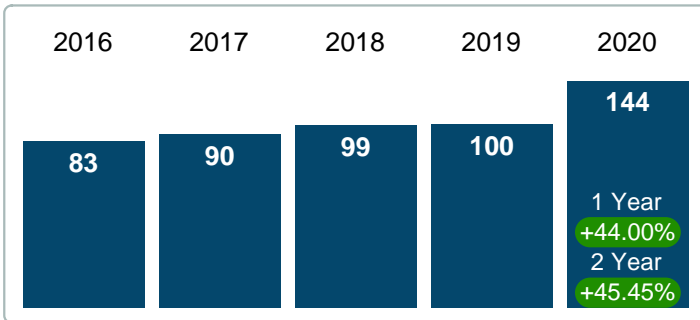
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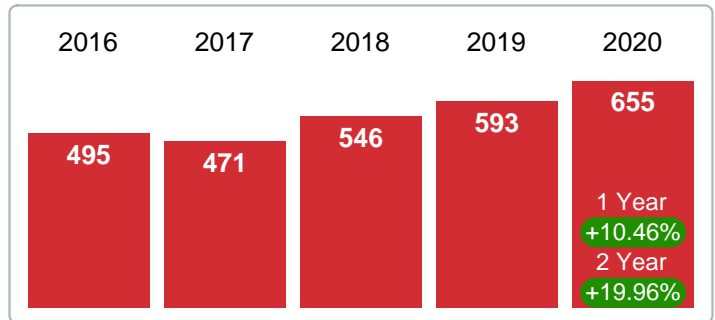
PENDING LISTINGS

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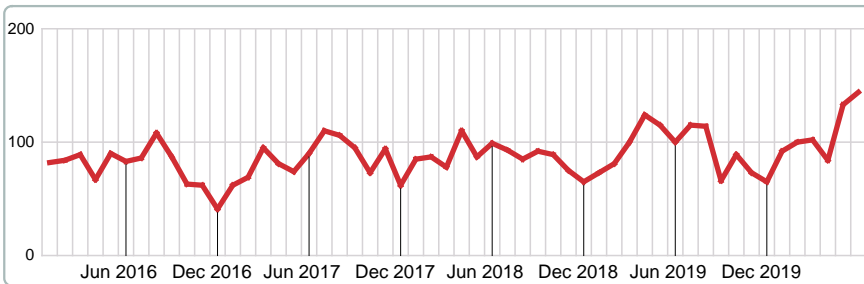
JUNE



YEAR TO DATE (YTD)

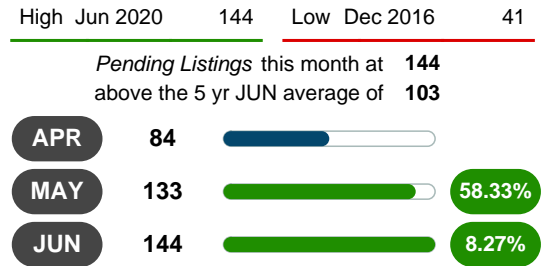


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 103



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	10.42%	66.9	4	8	3	0
\$50,001 - \$75,000	15	10.42%	93.6	5	9	1	0
\$75,001 - \$100,000	16	11.11%	54.2	4	11	1	0
\$100,001 - \$175,000	42	29.17%	57.2	8	31	3	0
\$175,001 - \$225,000	13	9.03%	62.6	1	9	2	1
\$225,001 - \$325,000	25	17.36%	66.8	7	12	4	2
\$325,001 and up	18	12.50%	69.2	0	8	9	1
Total Pending Units	144			29	88	23	4
Total Pending Volume	26,664,849	100%	64.7	3.98M	14.51M	6.58M	1.60M
Average Listing Price	\$187,843			\$137,183	\$164,926	\$285,987	\$398,850

June 2020



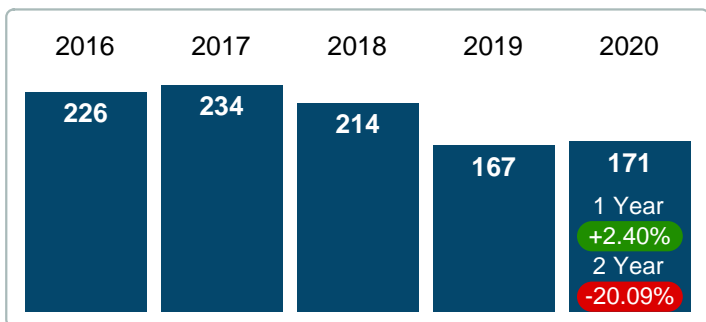
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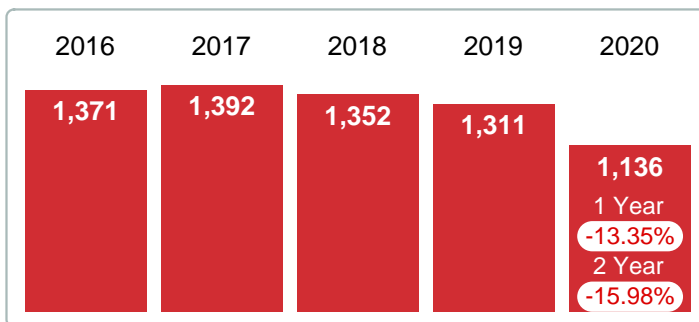
NEW LISTINGS

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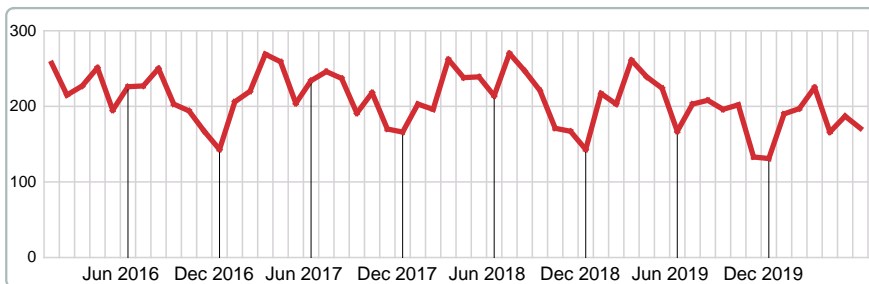
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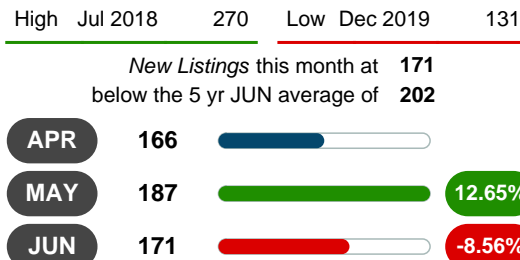


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 202



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	18	10.53%	12	5	1	0
\$50,001 - \$75,000	18	10.53%	8	9	1	0
\$75,001 - \$100,000	20	11.70%	4	16	0	0
\$100,001 - \$175,000	47	27.49%	8	31	8	0
\$175,001 - \$250,000	29	16.96%	2	19	6	2
\$250,001 - \$425,000	20	11.70%	2	13	5	0
\$425,001 and up	19	11.11%	1	4	11	3
Total New Listed Units	171		37	97	32	5
Total New Listed Volume	37,467,094	100%	5.12M	16.40M	10.26M	5.69M
Average New Listed Listing Price	\$228,460		\$138,416	\$169,114	\$320,506	\$1,137,080

June 2020



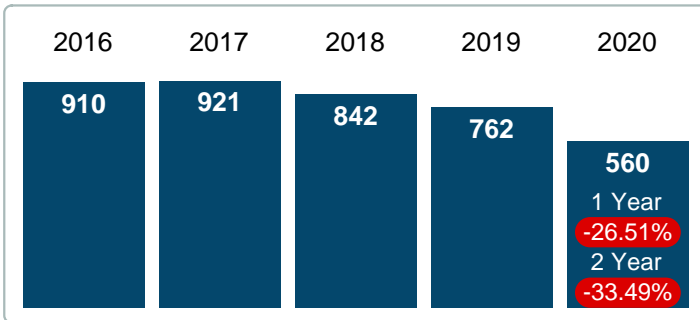
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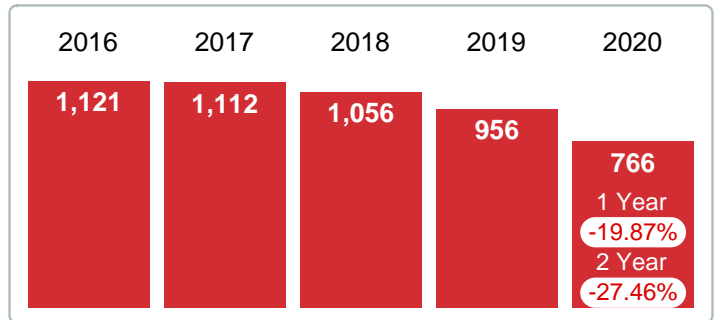
ACTIVE INVENTORY

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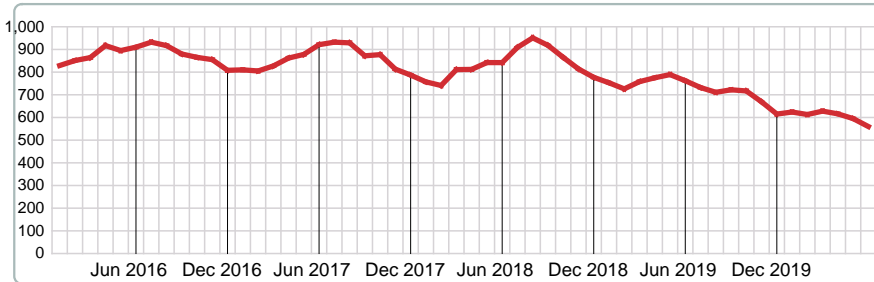
END OF JUNE



ACTIVE DURING JUNE

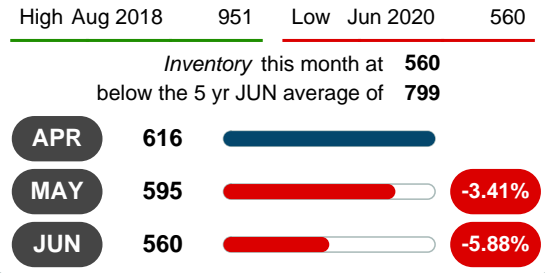


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 799



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	52	9.29%	72.7	29	20	2	1
\$50,001 - \$75,000	64	11.43%	81.3	25	35	4	0
\$75,001 - \$100,000	73	13.04%	81.7	16	50	6	1
\$100,001 - \$200,000	157	28.04%	76.9	24	95	35	3
\$200,001 - \$275,000	72	12.86%	85.8	13	45	12	2
\$275,001 - \$475,000	79	14.11%	91.0	8	34	28	9
\$475,001 and up	63	11.25%	91.3	5	18	31	9
Total Active Inventory by Units			560	120	297	118	25
Total Active Inventory by Volume			134,965,302	17.40M	60.56M	41.56M	15.45M
Average Active Inventory Listing Price			\$241,009	\$145,016	\$203,907	\$352,167	\$617,896

June 2020



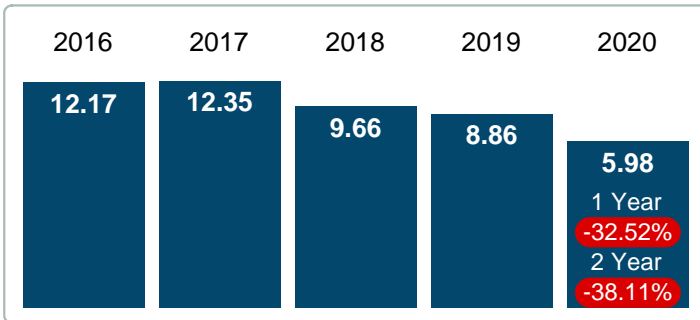
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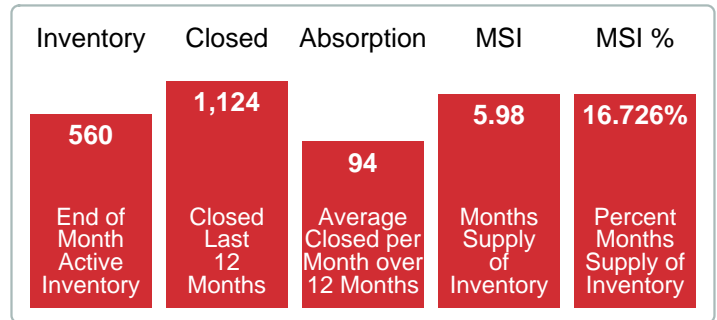
MONTHS SUPPLY of INVENTORY (MSI)

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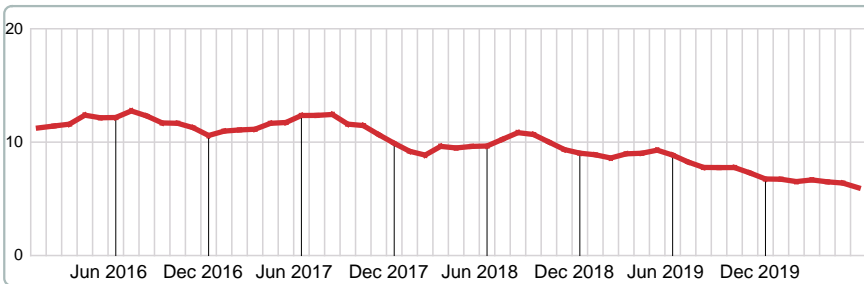
MSI FOR JUNE



INDICATORS FOR JUNE 2020

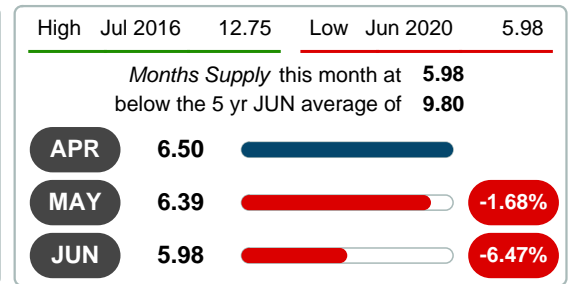


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 9.80



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	52	9.29%	3.04	4.09	2.26	1.85	12.00
\$50,001 - \$75,000	64	11.43%	5.73	6.67	5.19	6.00	0.00
\$75,001 - \$100,000	73	13.04%	5.88	5.19	6.19	6.55	3.00
\$100,001 - \$200,000	157	28.04%	4.75	8.00	3.89	6.77	6.00
\$200,001 - \$275,000	72	12.86%	7.20	10.40	7.71	4.65	6.00
\$275,001 - \$475,000	79	14.11%	9.77	16.00	7.70	10.18	21.60
\$475,001 and up	63	11.25%	34.36	0.00	24.00	53.14	18.00
Market Supply of Inventory (MSI)			5.98	6.43	5.03	8.58	11.54
Total Active Inventory by Units		100%	560	120	297	118	25

June 2020



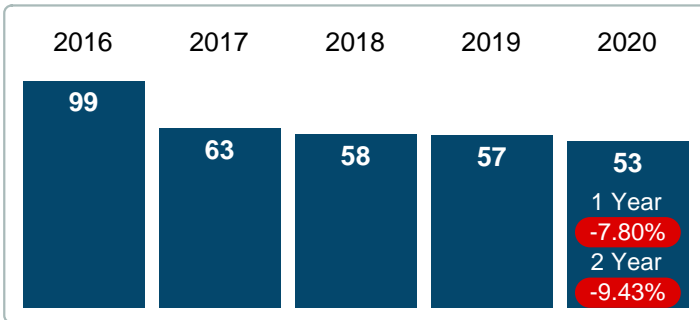
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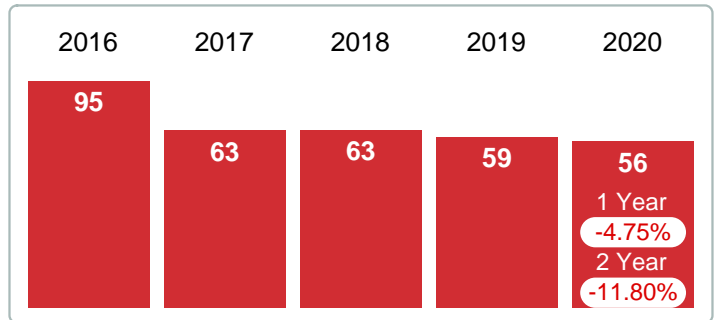
AVERAGE DAYS ON MARKET TO SALE

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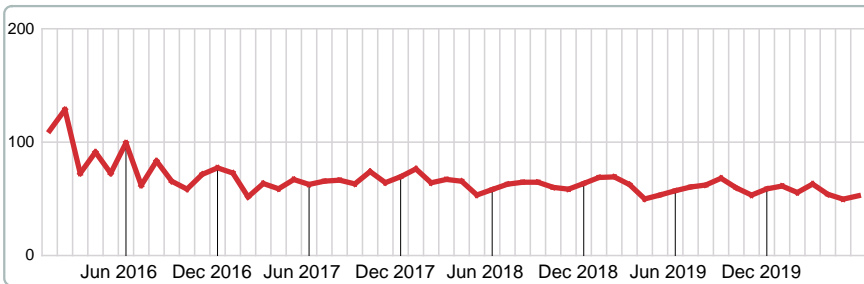
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 66

High Feb 2016 129 Low May 2020 50

Average Days on Market to Sale this month at 53 below the 5 yr JUN average of 66



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	2.73%	110	88	92	151	0	
\$25,001 - \$50,000	10.00%	56	52	60	0	0	
\$50,001 - \$100,000	24.55%	55	71	44	80	0	
\$100,001 - \$150,000	16.36%	47	53	54	15	0	
\$150,001 - \$250,000	23.64%	60	45	62	65	0	
\$250,001 - \$350,000	12.73%	31	23	29	80	0	
\$350,001 and up	10.00%	47	0	26	74	0	
Average Closed DOM		53		56	49	65	0
Total Closed Units	100%	53	26	69	15	0	
Total Closed Volume		19,219,950	2.95M	12.18M	4.08M	0.00B	

June 2020



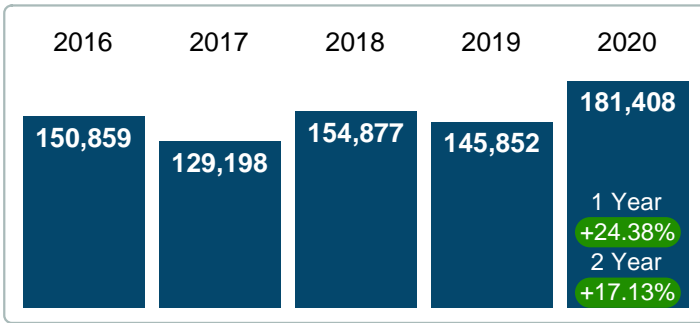
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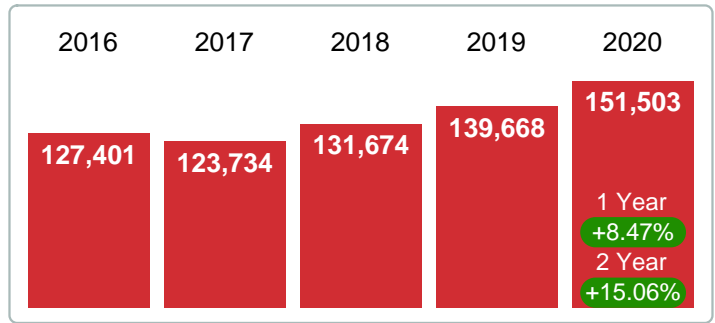
AVERAGE LIST PRICE AT CLOSING

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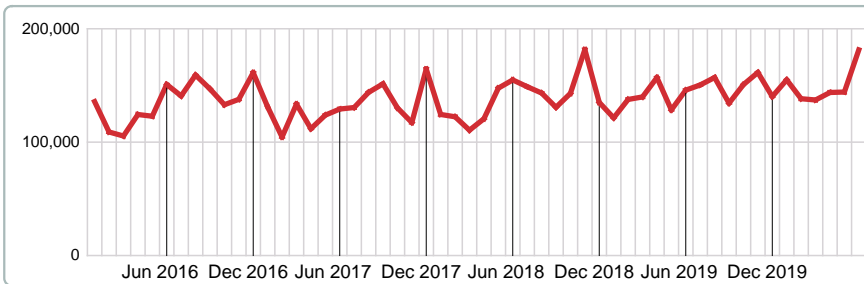
JUNE



YEAR TO DATE (YTD)

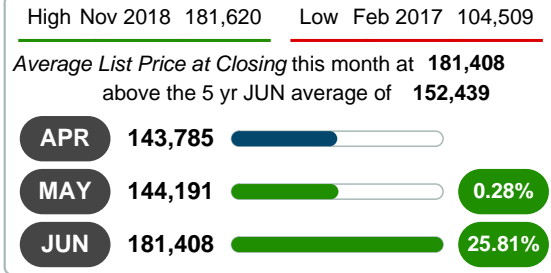


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 152,439



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	4	3.64%	14,775	12,200	18,000	9,900	0	
\$25,001 - \$50,000	8	7.27%	36,025	37,460	40,483	0	0	
\$50,001 - \$100,000	26	23.64%	76,075	79,130	81,609	97,900	0	
\$100,001 - \$150,000	20	18.18%	126,950	125,333	133,758	128,333	0	
\$150,001 - \$250,000	28	25.45%	195,346	235,200	191,252	201,088	0	
\$250,001 - \$350,000	12	10.91%	311,083	294,333	296,490	387,900	0	
\$350,001 and up	12	10.91%	490,658	0	493,000	508,400	0	
Average List Price		181,408		122,715	181,698	281,803	0	
Total Closed Units		110	100%	181,408	26	69	15	0
Total Closed Volume		19,954,826			3.19M	12.54M	4.23M	0.00B

June 2020



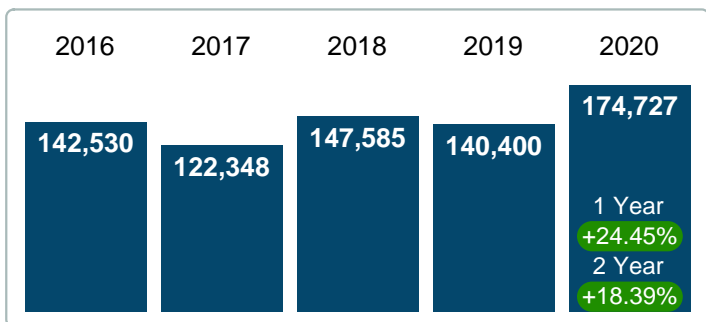
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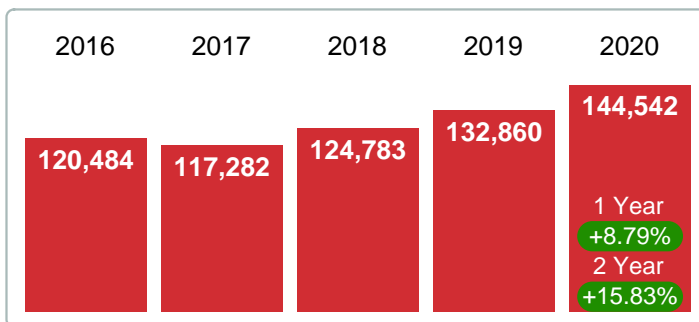
AVERAGE SOLD PRICE AT CLOSING

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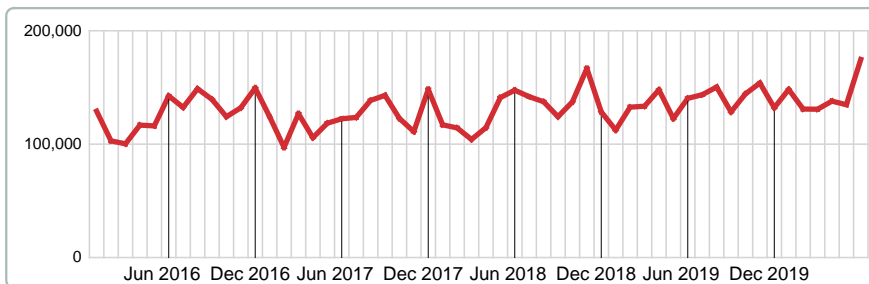
JUNE



YEAR TO DATE (YTD)

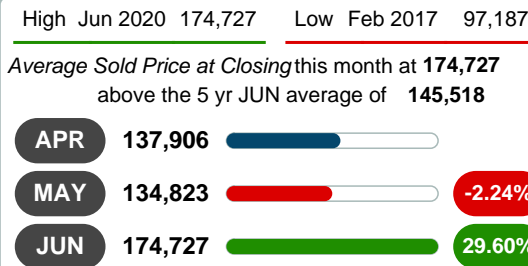


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 145,518



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	2.73%	11,167	12,000	12,500	9,000	0
\$25,001 - \$50,000	10.00%	34,645	32,580	36,367	0	0
\$50,001 - \$100,000	24.55%	75,322	70,730	76,713	99,000	0
\$100,001 - \$150,000	16.36%	126,050	121,333	127,617	124,500	0
\$150,001 - \$250,000	23.64%	191,629	213,750	185,633	196,488	0
\$250,001 - \$350,000	12.73%	298,493	284,000	299,690	330,000	0
\$350,001 and up	10.00%	485,591	0	476,167	496,900	0
Average Sold Price		174,727	113,585	176,591	272,130	0
Total Closed Units	100%	110	26	69	15	0
Total Closed Volume		19,219,950	2.95M	12.18M	4.08M	0.00B

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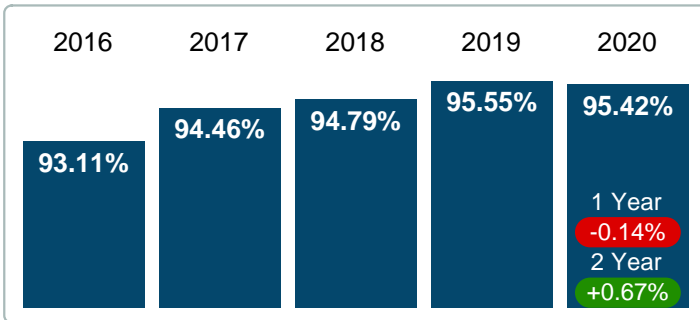
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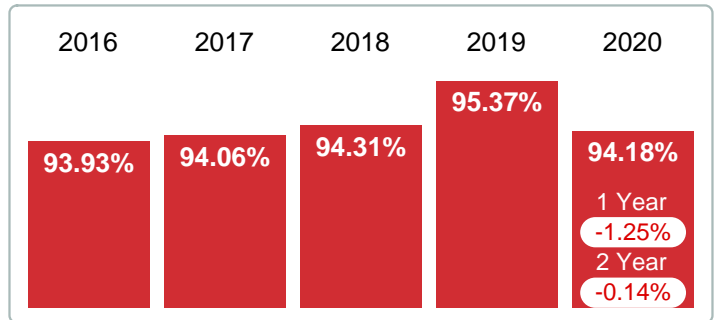
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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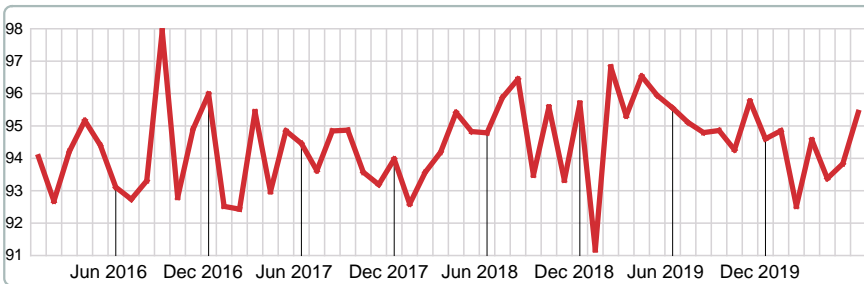
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

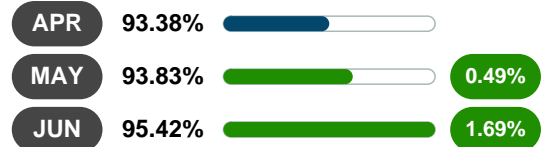


3 MONTHS

5 year JUN AVG = 94.67%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.42%**
equal to 5 yr JUN average of **94.67%**



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	2.73%	86.24%	98.36%	69.44%	90.91%	0.00%
\$25,001 - \$50,000	11	10.00%	92.37%	89.77%	94.53%	0.00%	0.00%
\$50,001 - \$100,000	27	24.55%	93.12%	89.35%	94.97%	101.12%	0.00%
\$100,001 - \$150,000	18	16.36%	95.94%	96.97%	95.46%	96.81%	0.00%
\$150,001 - \$250,000	26	23.64%	96.89%	94.77%	97.13%	97.89%	0.00%
\$250,001 - \$350,000	14	12.73%	99.60%	96.49%	101.98%	85.07%	0.00%
\$350,001 and up	11	10.00%	97.00%	0.00%	96.50%	97.60%	0.00%
Average Sold/List Ratio		95.40%		92.32%	96.36%	96.47%	0.00%
Total Closed Units	110	100%	95.40%	26	69	15	
Total Closed Volume	19,219,950			2.95M	12.18M	4.08M	0.00B

June 2020



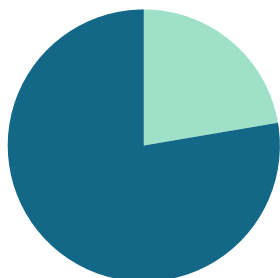
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

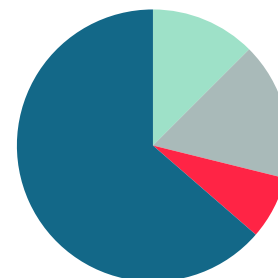


Inventory
 New Listings
171 = 22.32%
 Start Inventory
595
 Total Inventory Units
766
 Volume
\$180,089,348

Market Activity

Closed Sales
110 = 12.50%
 Pending Sales
144 = 16.36%
 Other Off Market
66 = 7.50%
 Active Inventory
560 = 63.64%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	103	110	6.80%	506	537	6.13%
Pending Sales	100	144	44.00%	593	655	10.46%
New Listings	167	171	2.40%	1,311	1,136	-13.35%
Average List Price	145,852	181,408	24.38%	139,668	151,503	8.47%
Average Sale Price	140,400	174,727	24.45%	132,860	144,542	8.79%
Average Percent of Selling Price to List Price	95.55%	95.42%	-0.14%	95.37%	94.18%	-1.25%
Average Days on Market to Sale	57.16	52.70	-7.80%	58.72	55.93	-4.75%
Monthly Inventory	762	560	-26.51%	762	560	-26.51%
Months Supply of Inventory	8.86	5.98	-32.52%	8.86	5.98	-32.52%

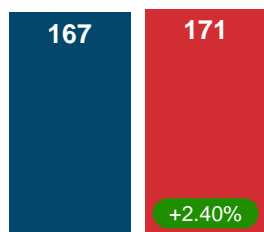
Absorption: Last 12 months, an Average of **94** Sales/Month

Inventory on June 30, 2020 = **560**

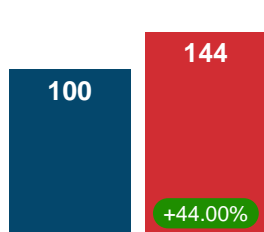
2019 **2020**

JUNE MARKET

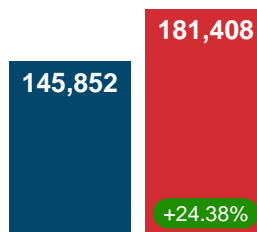
New Listings



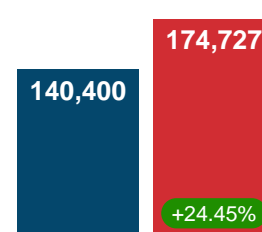
Pending Listings



List Price

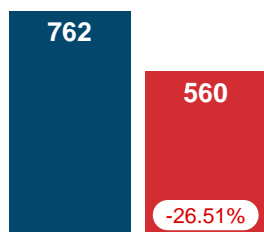


Sale Price

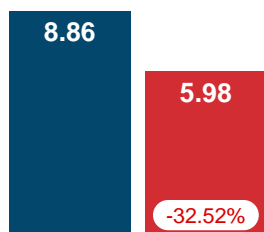


INVENTORY

Active Inventory

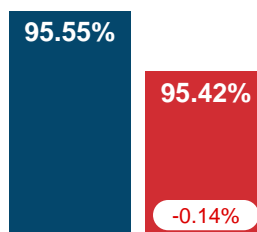


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

