

June 2020



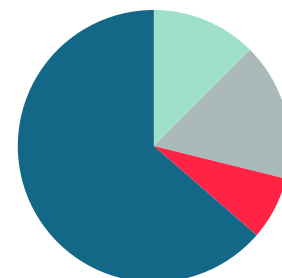
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	119,900	143,950	20.06%
Median Sale Price	112,000	138,750	23.88%
Median Percent of Selling Price to List Price	95.91%	96.14%	0.24%
Median Days on Market to Sale	38.00	49.00	28.95%
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.

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 **23.88%** in June 2020 to \$138,750 versus the previous year at \$112,000.

Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 11.00 days or **28.95%** in June 2020 compared to last year's same month at **38.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



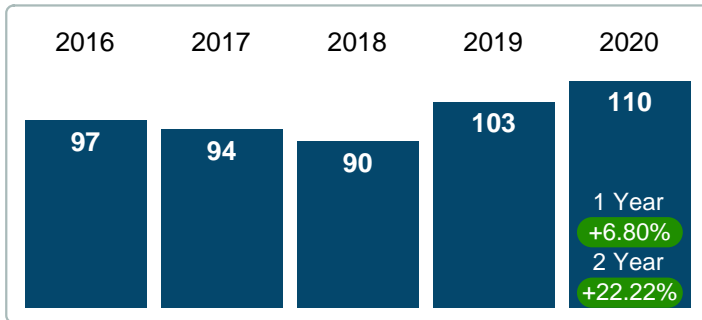
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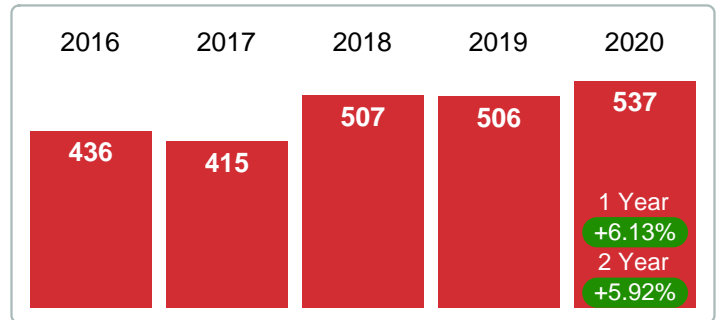
CLOSED LISTINGS

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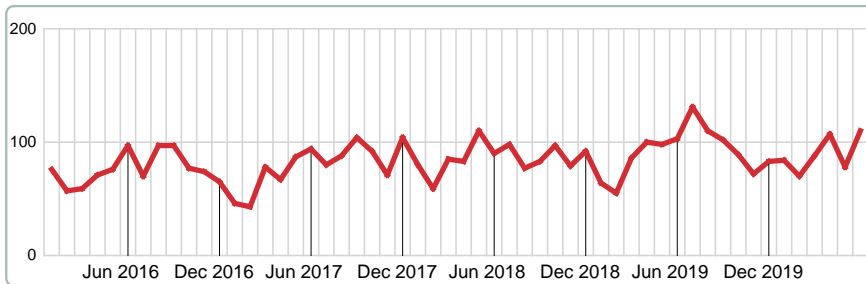
JUNE



YEAR TO DATE (YTD)

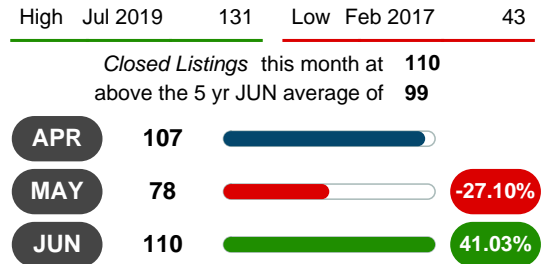


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	10.00%	42.0	5	5	1	0
\$40,001 - \$60,000	7	6.36%	58.0	2	5	0	0
\$60,001 - \$100,000	23	20.91%	64.0	9	13	1	0
\$100,001 - \$160,000	22	20.00%	36.5	4	15	3	0
\$160,001 - \$250,000	22	20.00%	72.0	3	15	4	0
\$250,001 - \$360,000	15	13.64%	22.0	3	11	1	0
\$360,001 and up	10	9.09%	15.0	0	5	5	0
Total Closed Units	110			26	69	15	0
Total Closed Volume	19,219,950	100%	49.0	2.95M	12.18M	4.08M	0.00B
Median Closed Price	\$138,750			\$77,500	\$150,000	\$205,000	\$0

June 2020



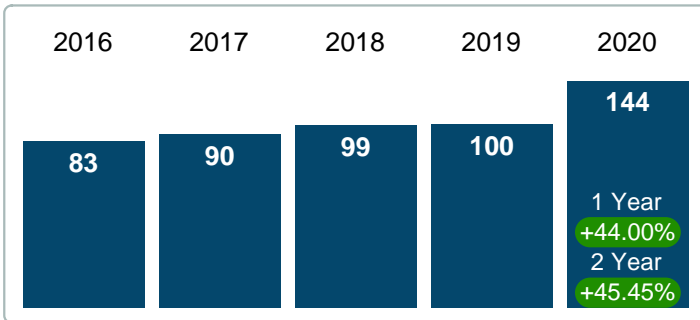
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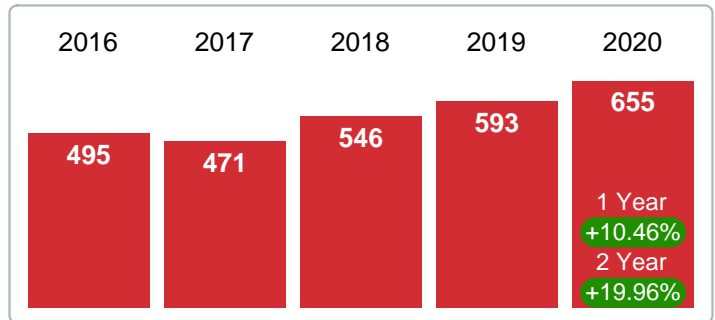
PENDING LISTINGS

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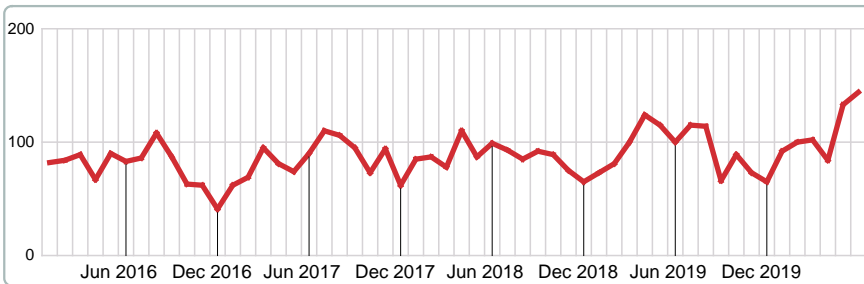
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

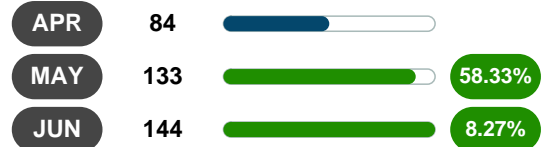


3 MONTHS

5 year JUN AVG = 103

High Jun 2020 144 Low Dec 2016 41

Pending Listings this month at 144
above the 5 yr JUN average of 103



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	10.42%	67.0	4	8	3	0
\$50,001 - \$75,000	15	10.42%	102.0	5	9	1	0
\$75,001 - \$100,000	16	11.11%	43.5	4	11	1	0
\$100,001 - \$175,000	42	29.17%	52.0	8	31	3	0
\$175,001 - \$225,000	13	9.03%	27.0	1	9	2	1
\$225,001 - \$325,000	25	17.36%	55.0	7	12	4	2
\$325,001 and up	18	12.50%	68.5	0	8	9	1
Total Pending Units	144			29	88	23	4
Total Pending Volume	26,664,849	100%	53.5	3.98M	14.51M	6.58M	1.60M
Median Listing Price	\$152,250			\$120,000	\$142,750	\$239,900	\$274,950

June 2020



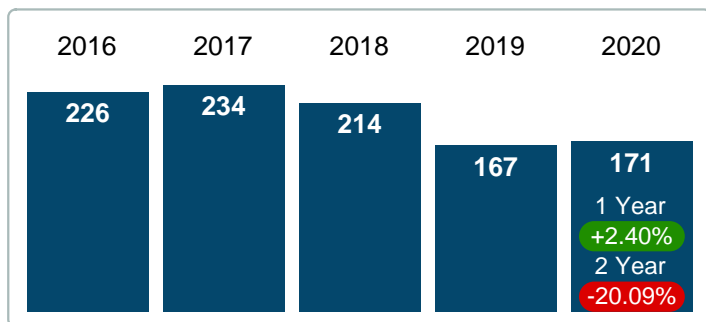
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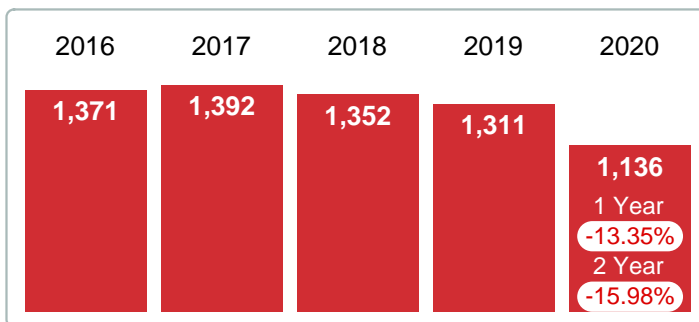
NEW LISTINGS

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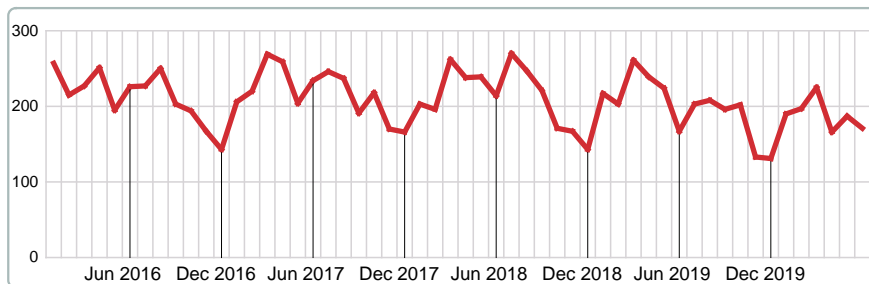
JUNE



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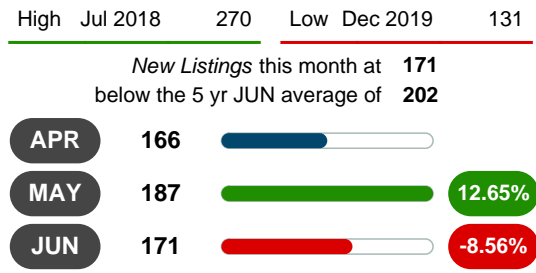


5 YEAR MARKET ACTIVITY TRENDS



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 - \$70,000	14	8.19%	5	8	1	0
\$70,001 - \$110,000	28	16.37%	7	21	0	0
\$110,001 - \$180,000	47	27.49%	8	29	10	0
\$180,001 - \$250,000	25	14.62%	2	17	4	2
\$250,001 - \$440,000	21	12.28%	2	13	6	0
\$440,001 and up	18	10.53%	1	4	10	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
Median New Listed Listing Price	\$149,900		\$74,900	\$146,000	\$249,900	\$555,000

June 2020



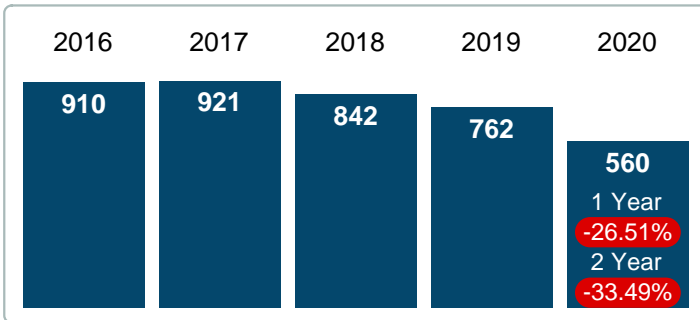
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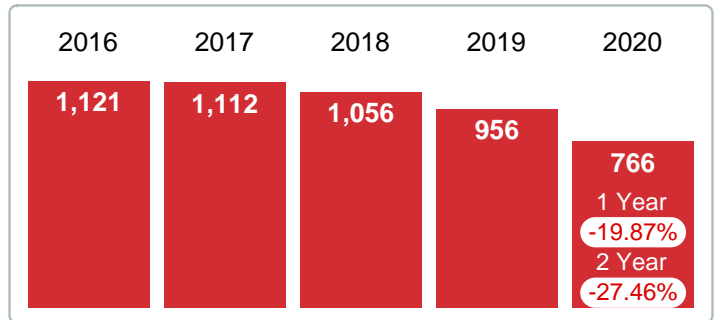
ACTIVE INVENTORY

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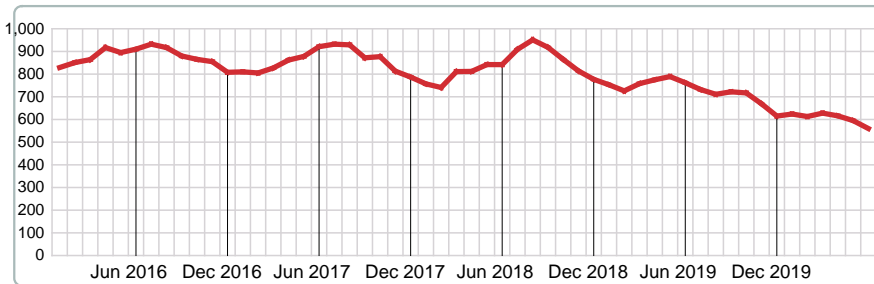
END OF JUNE



ACTIVE DURING JUNE

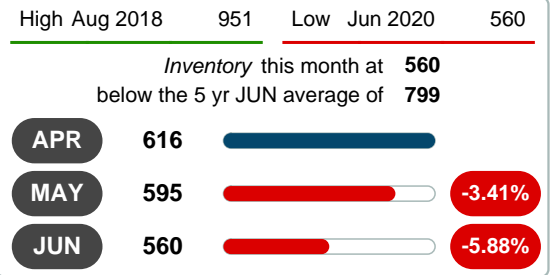


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 799



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	52	9.29%	58.0	29	20	2	1
\$50,001 - \$75,000	64	11.43%	54.0	25	35	4	0
\$75,001 - \$100,000	73	13.04%	61.0	16	50	6	1
\$100,001 - \$200,000	157	28.04%	64.0	24	95	35	3
\$200,001 - \$275,000	72	12.86%	98.5	13	45	12	2
\$275,001 - \$475,000	79	14.11%	89.0	8	34	28	9
\$475,001 and up	63	11.25%	88.0	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
Median Active Inventory Listing Price			\$155,000	\$84,200	\$139,900	\$272,950	\$399,000

June 2020



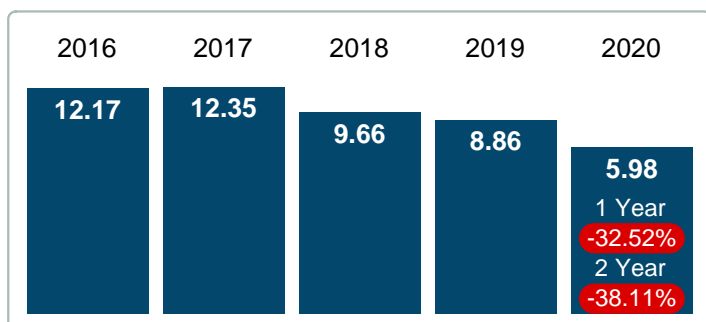
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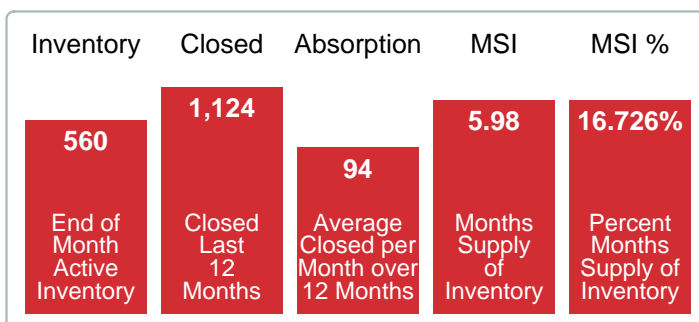
MONTHS SUPPLY of INVENTORY (MSI)

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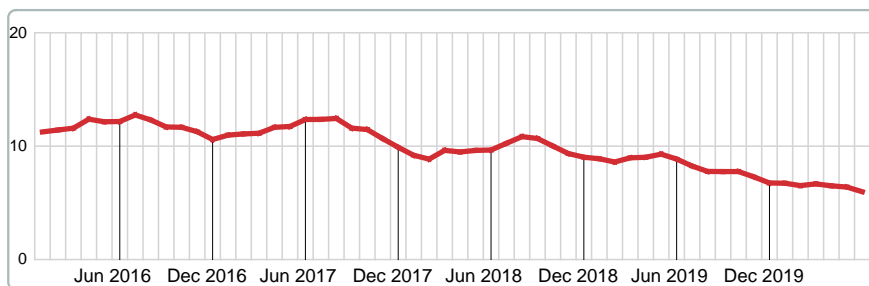
MSI FOR JUNE



INDICATORS FOR JUNE 2020

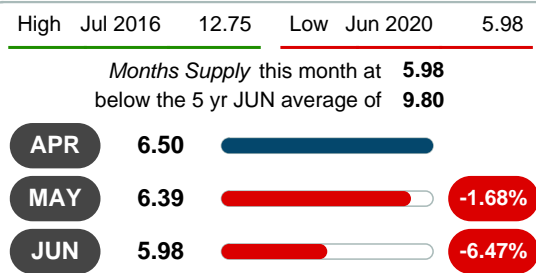


5 YEAR MARKET ACTIVITY TRENDS



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



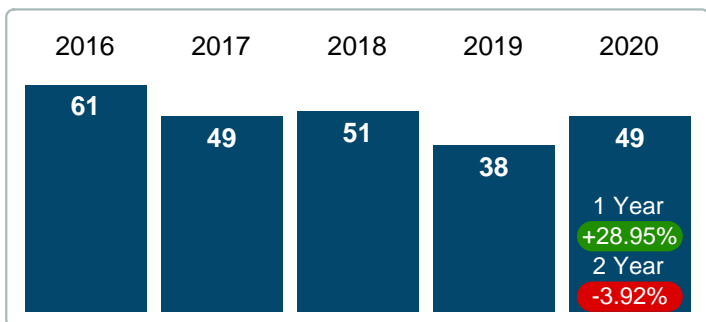
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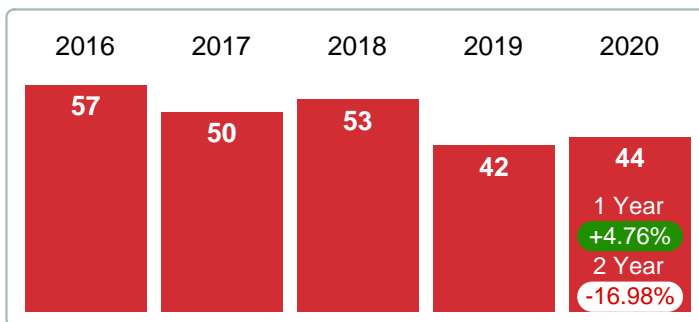
MEDIAN DAYS ON MARKET TO SALE

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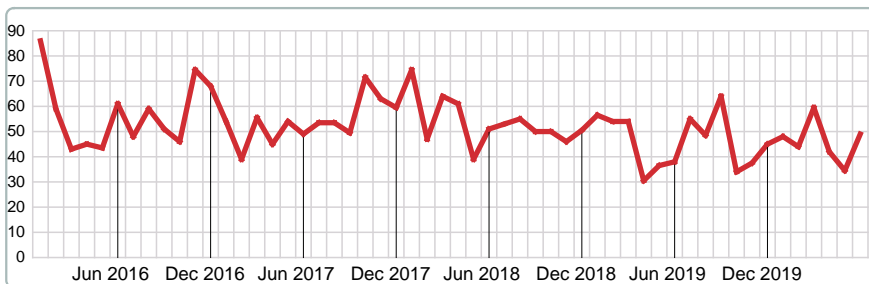
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

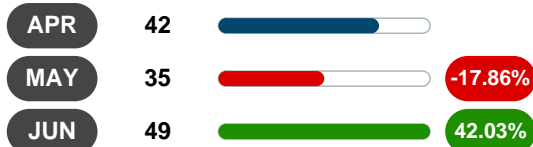


3 MONTHS

5 year JUN AVG = 50

High Jan 2016 86 Low Apr 2019 31

Median Days on Market to Sale this month at 49 below the 5 yr JUN average of 50



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	10.00%	42	21	42	151	0
\$40,001 - \$60,000	6.36%	58	73	45	0	0
\$60,001 - \$100,000	20.91%	64	70	48	80	0
\$100,001 - \$160,000	20.00%	37	20	50	11	0
\$160,001 - \$250,000	20.00%	72	75	65	72	0
\$250,001 - \$360,000	13.64%	22	15	22	80	0
\$360,001 and up	9.09%	15	0	15	89	0
Median Closed DOM		49	60	46	74	0
Total Closed Units	100%	49.0	26	69	15	0
Total Closed Volume		19,219,950	2.95M	12.18M	4.08M	0.00B

June 2020



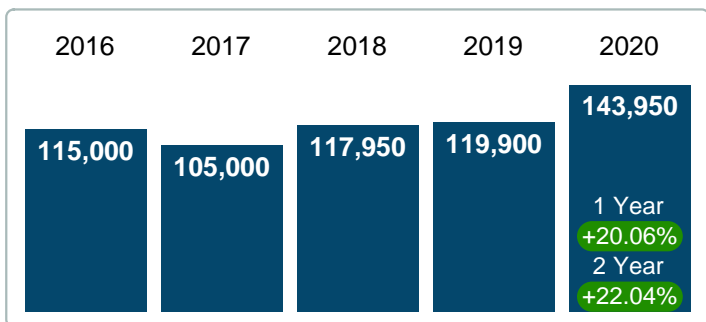
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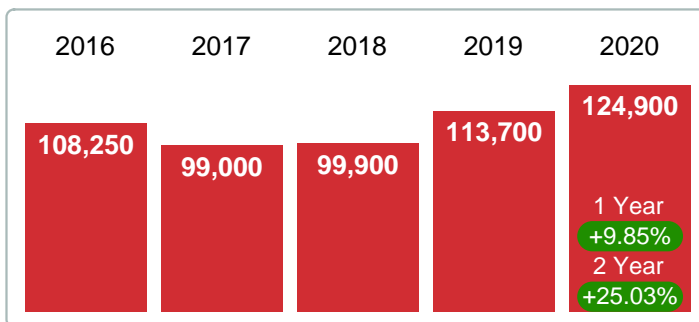
MEDIAN LIST PRICE AT CLOSING

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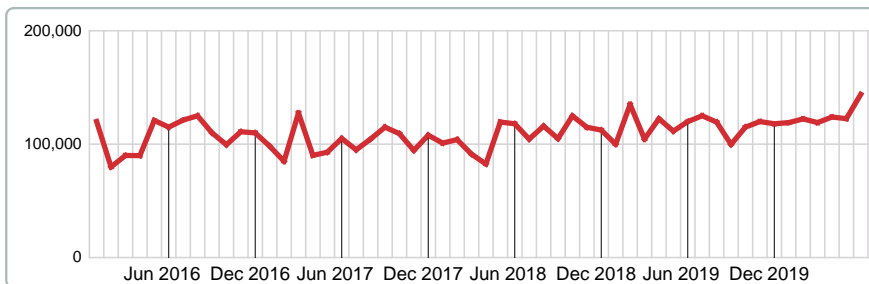
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 120,360

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

Median List Price at Closing this month at **143,950**
above the 5 yr JUN average of **120,360**

- APR 123,900
- MAY 122,500 (-1.13%)
- JUN 143,950 (17.51%)

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	10	9.09%	27,450	29,000	27,000	9,900	0
\$40,001 - \$60,000	7	6.36%	55,000	59,750	54,500	0	0
\$60,001 - \$100,000	21	19.09%	78,500	75,000	78,500	97,900	0
\$100,001 - \$160,000	24	21.82%	131,000	133,500	129,900	130,000	0
\$160,001 - \$250,000	24	21.82%	195,815	215,400	190,365	192,450	0
\$250,001 - \$360,000	12	10.91%	312,000	302,000	323,500	0	0
\$360,001 and up	12	10.91%	475,500	0	459,000	508,500	0
Median List Price			143,950	91,200	154,500	209,900	0
Total Closed Units		100%	143,950	26	69	15	
Total Closed Volume			19,954,826	3.19M	12.54M	4.23M	0.00B

June 2020



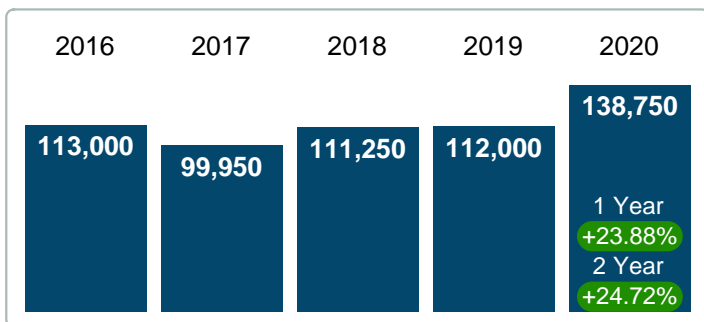
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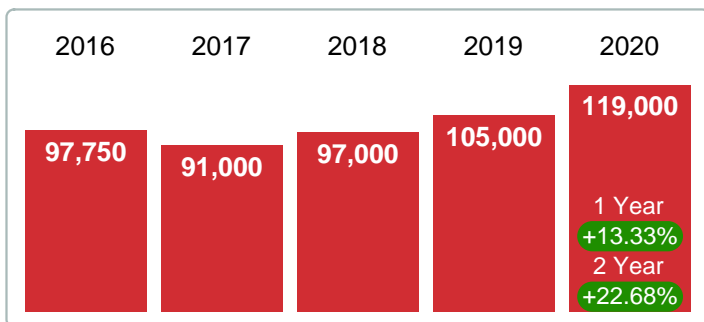
MEDIAN SOLD PRICE AT CLOSING

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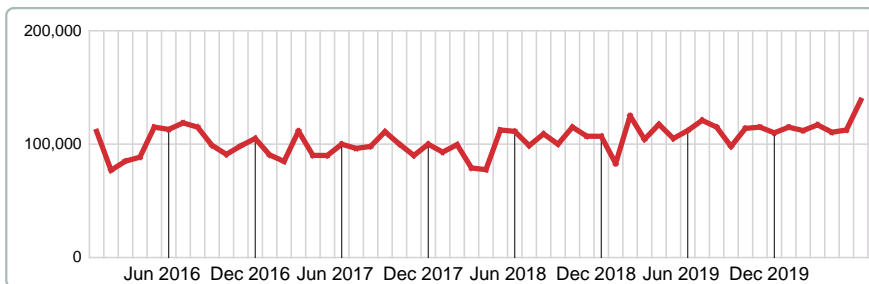
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 114,990

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

Median Sold Price at Closing this month at **138,750**
above the 5 yr JUN average of **114,990**

- APR 110,500
- MAY 112,500 (+1.81%)
- JUN 138,750 (+23.33%)

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	11	10.00%	28,000	28,000	30,000	9,000
\$40,001 - \$60,000	7	6.36%	52,000	49,750	52,000	0
\$60,001 - \$100,000	23	20.91%	75,500	65,000	79,900	99,000
\$100,001 - \$160,000	22	20.00%	132,000	127,500	134,000	130,000
\$160,001 - \$250,000	22	20.00%	195,000	230,000	184,000	188,000
\$250,001 - \$360,000	15	13.64%	299,500	292,000	299,500	330,000
\$360,001 and up	10	9.09%	486,000	0	455,000	515,000
Median Sold Price		138,750		77,500	150,000	205,000
Total Closed Units		110	100%	26	69	15
Total Closed Volume		19,219,950		2.95M	12.18M	4.08M

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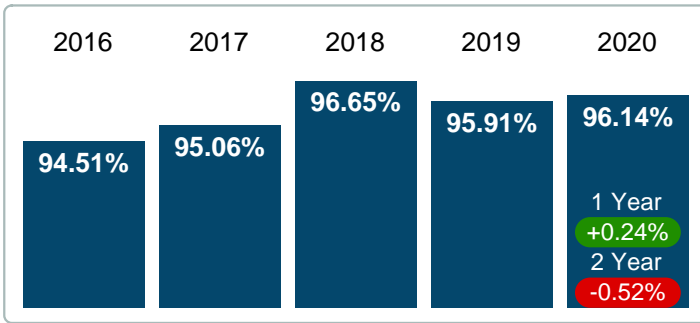
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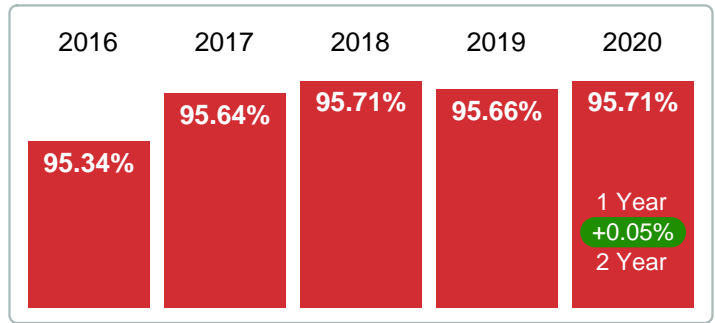
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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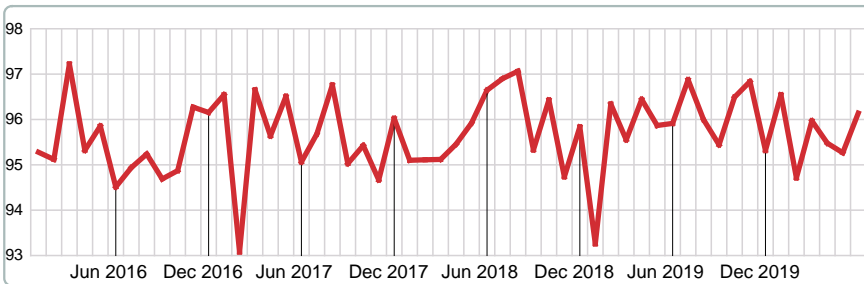
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 95.65%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.14%** equal to 5 yr JUN average of **95.65%**



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	10.00%	87.72%	98.36%	83.52%	90.91%	0.00%
\$40,001 - \$60,000	7	6.36%	93.33%	83.30%	95.41%	0.00%	0.00%
\$60,001 - \$100,000	23	20.91%	94.29%	90.13%	94.84%	101.12%	0.00%
\$100,001 - \$160,000	22	20.00%	96.03%	100.00%	95.65%	100.00%	0.00%
\$160,001 - \$250,000	22	20.00%	97.69%	97.91%	97.56%	97.69%	0.00%
\$250,001 - \$360,000	15	13.64%	97.47%	95.24%	99.11%	85.07%	0.00%
\$360,001 and up	10	9.09%	97.01%	0.00%	96.58%	97.45%	0.00%
Median Sold/List Ratio		96.14%		94.33%	96.35%	97.67%	0.00%
Total Closed Units	110	100%	96.14%	26	69	15	
Total Closed Volume	19,219,950			2.95M	12.18M	4.08M	0.00B

June 2020



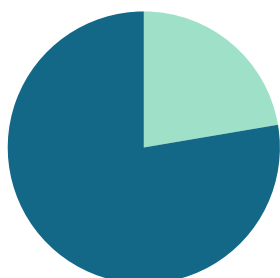
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

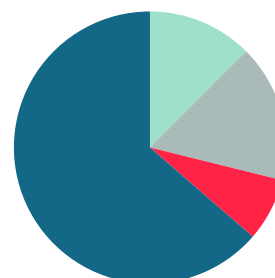


Inventory
 New Listings
171 = 22.32%
 Start Inventory
595
 Total Inventory Units
766
 Volume
\$180,089,348

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%
Median List Price	119,900	143,950	20.06%	113,700	124,900	9.85%
Median Sale Price	112,000	138,750	23.88%	105,000	119,000	13.33%
Median Percent of Selling Price to List Price	95.91%	96.14%	0.24%	95.66%	95.71%	0.05%
Median Days on Market to Sale	38.00	49.00	28.95%	42.00	44.00	4.76%
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

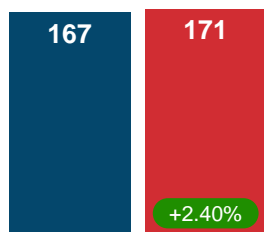
Inventory on June 30, 2020 = 560

2019 **2020**

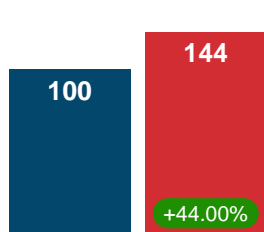
JUNE MARKET

MEDIAN PRICES

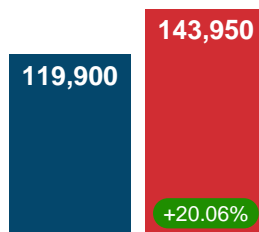
New Listings



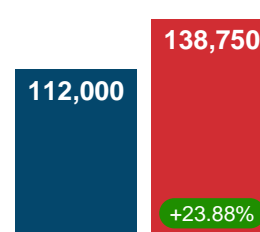
Pending Listings



List Price



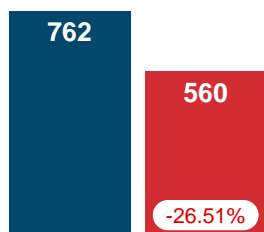
Sale Price



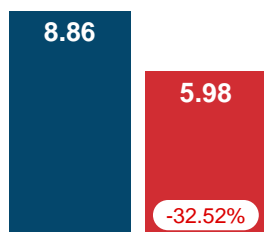
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

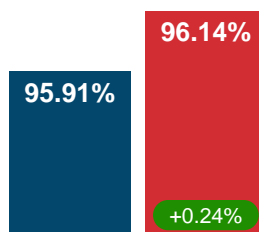
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

