

May 2020



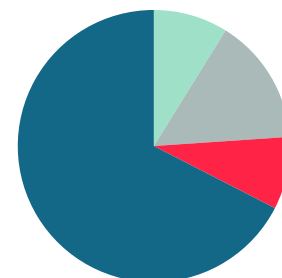
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | May 2020 | +/-% |
|--|---------|----------|---------|
| Closed Listings | 98 | 78 | -20.41% |
| Pending Listings | 115 | 133 | 15.65% |
| New Listings | 224 | 187 | -16.52% |
| Average List Price | 128,434 | 144,191 | 12.27% |
| Average Sale Price | 122,570 | 134,823 | 10.00% |
| Average Percent of Selling Price to List Price | 95.94% | 93.83% | -2.20% |
| Average Days on Market to Sale | 53.40 | 49.72 | -6.89% |
| End of Month Inventory | 789 | 595 | -24.59% |
| Months Supply of Inventory | 9.29 | 6.39 | -31.20% |



■ Closed (8.84%)
■ Pending (15.08%)
■ Other OffMarket (8.62%)
■ Active (67.46%)

Absorption: Last 12 months, an Average of **93** Sales/Month
Active Inventory as of May 31, 2020 = **595**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **24.59%** to 595 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 **6.39** 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 **10.00%** in May 2020 to \$134,823 versus the previous year at \$122,570.

Average Days on Market Shortens

The average number of **49.72** days that homes spent on the market before selling decreased by 3.68 days or **6.89%** in May 2020 compared to last year's same month at **53.40** DOM.

Sales Success for May 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 187 New Listings in May 2020, down **16.52%** from last year at 224. Furthermore, there were 78 Closed Listings this month versus last year at 98, a **-20.41%** decrease.

Closed versus Listed trends yielded a **41.7%** ratio, down from previous year's, May 2019, at **43.8%**, a **4.66%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| 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

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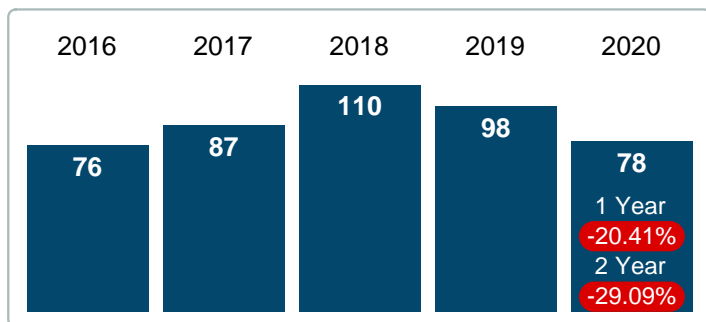
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



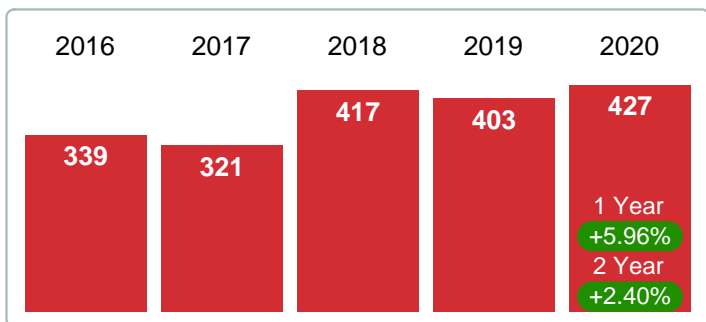
CLOSED LISTINGS

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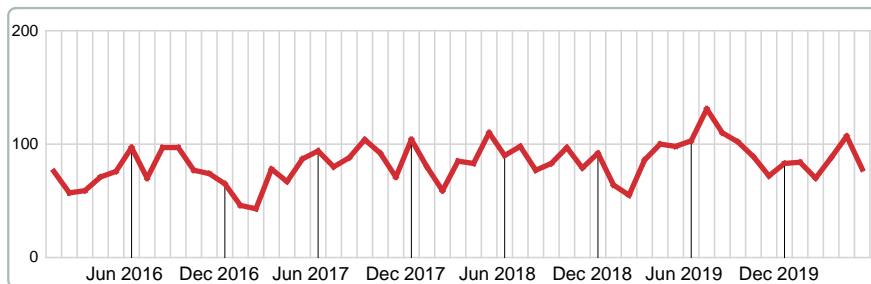
MAY



YEAR TO DATE (YTD)

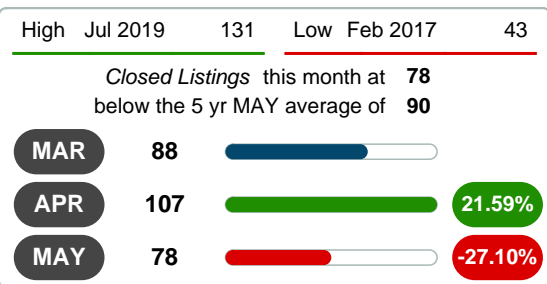


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 90



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less | 5 | 6.41% | 38.0 | 3 | 2 | 0 | 0 |
| \$30,001 - \$60,000 | 13 | 16.67% | 35.8 | 4 | 8 | 1 | 0 |
| \$60,001 - \$90,000 | 9 | 11.54% | 68.7 | 3 | 5 | 1 | 0 |
| \$90,001 - \$120,000 | 16 | 20.51% | 32.6 | 4 | 11 | 1 | 0 |
| \$120,001 - \$180,000 | 17 | 21.79% | 71.4 | 1 | 12 | 4 | 0 |
| \$180,001 - \$240,000 | 9 | 11.54% | 42.7 | 2 | 5 | 2 | 0 |
| \$240,001 and up | 9 | 11.54% | 54.0 | 0 | 5 | 2 | 2 |
| Total Closed Units | 78 | | | 17 | 48 | 11 | 2 |
| Total Closed Volume | 10,516,214 | 100% | 49.7 | 1.43M | 6.58M | 1.98M | 532.00K |
| Average Closed Price | \$134,823 | | | \$83,903 | \$137,102 | \$179,724 | \$266,000 |

May 2020



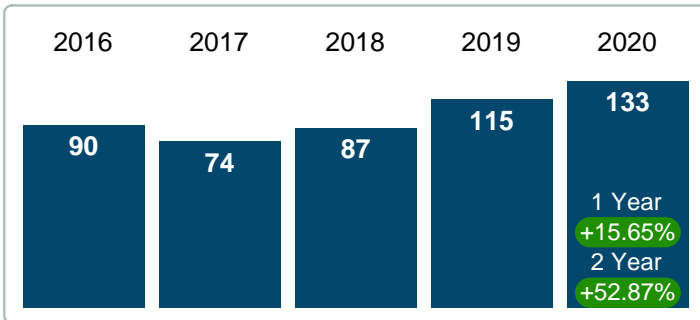
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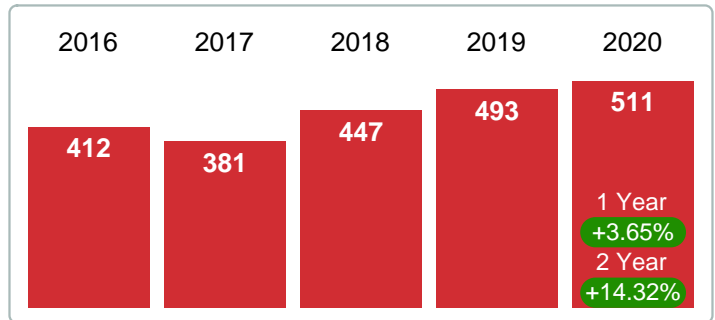
PENDING LISTINGS

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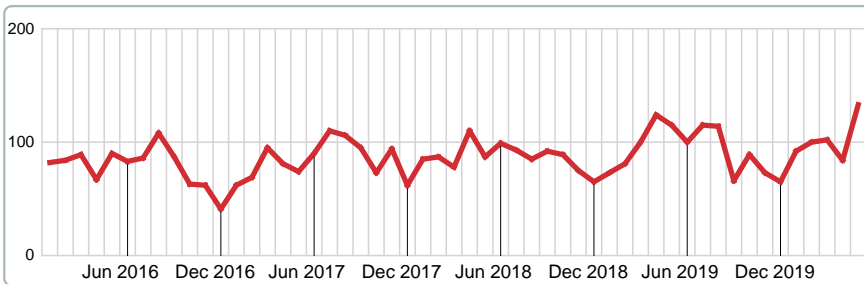
MAY



YEAR TO DATE (YTD)

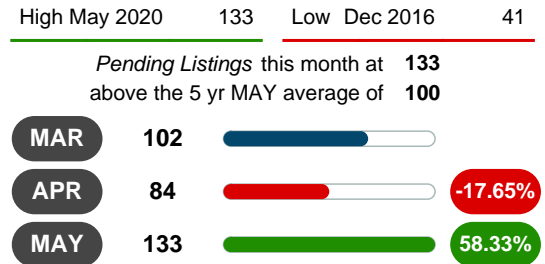


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 100



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 | 12 | 9.02% | 47.4 | 7 | 4 | 1 | 0 |
| \$50,001 - \$75,000 | 18 | 13.53% | 74.1 | 9 | 9 | 0 | 0 |
| \$75,001 - \$100,000 | 14 | 10.53% | 43.0 | 7 | 6 | 1 | 0 |
| \$100,001 - \$175,000 | 38 | 28.57% | 53.8 | 2 | 29 | 7 | 0 |
| \$175,001 - \$275,000 | 22 | 16.54% | 62.9 | 2 | 16 | 3 | 1 |
| \$275,001 - \$375,000 | 15 | 11.28% | 33.7 | 3 | 11 | 1 | 0 |
| \$375,001 and up | 14 | 10.53% | 52.6 | 0 | 6 | 8 | 0 |
| Total Pending Units | 133 | | | 30 | 81 | 21 | 1 |
| Total Pending Volume | 24,236,228 | 100% | 54.0 | 3.03M | 14.70M | 6.23M | 269.90K |
| Average Listing Price | \$180,365 | | | \$101,063 | \$181,518 | \$296,736 | \$269,900 |

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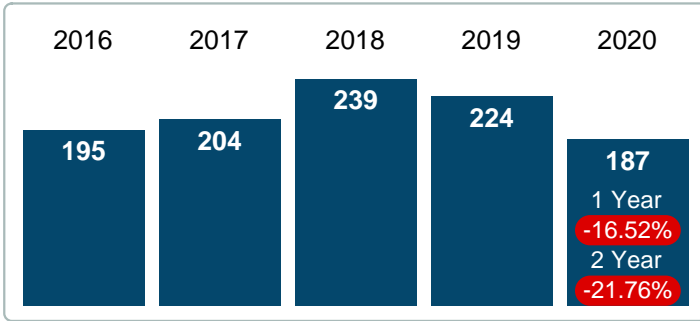
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



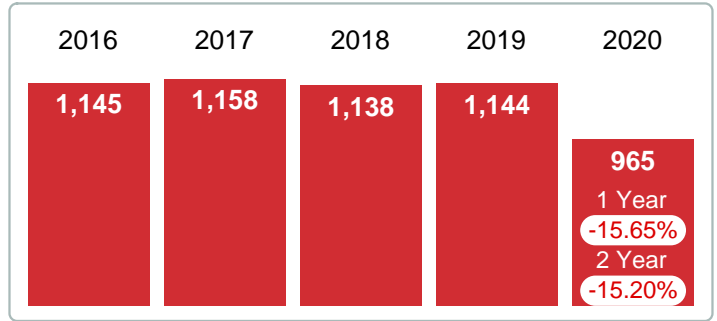
NEW LISTINGS

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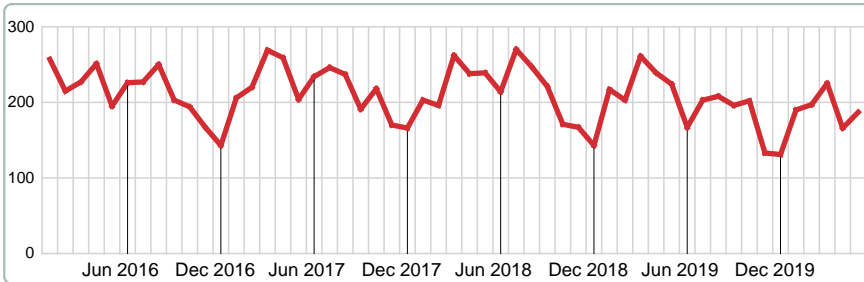
MAY



YEAR TO DATE (YTD)

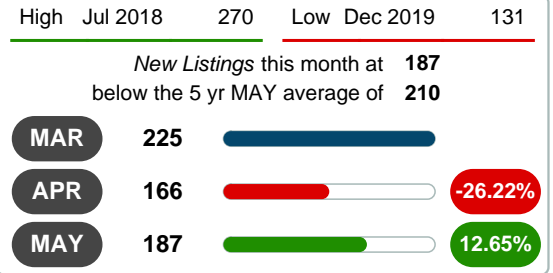


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 210



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | | | | 3 Beds | | | | 4 Beds | | | | 5+ Beds | | | |
|---|-------------------|--------|------------------|--|--|--|------------------|--|--|--|------------------|--|--|--|------------------|--|--|--|
| \$25,000 and less | 4 | 2.14% | 2 | | | | 2 | | | | 0 | | | | 0 | | | |
| \$25,001 - \$50,000 | 16 | 8.56% | 5 | | | | 11 | | | | 0 | | | | 0 | | | |
| \$50,001 - \$75,000 | 28 | 14.97% | 10 | | | | 16 | | | | 2 | | | | 0 | | | |
| \$75,001 - \$150,000 | 67 | 35.83% | 15 | | | | 41 | | | | 11 | | | | 0 | | | |
| \$150,001 - \$225,000 | 27 | 14.44% | 4 | | | | 16 | | | | 7 | | | | 0 | | | |
| \$225,001 - \$425,000 | 26 | 13.90% | 4 | | | | 10 | | | | 11 | | | | 1 | | | |
| \$425,001 and up | 19 | 10.16% | 0 | | | | 9 | | | | 8 | | | | 2 | | | |
| Total New Listed Units | 187 | | 40 | | | | 105 | | | | 39 | | | | 3 | | | |
| Total New Listed Volume | 39,198,650 | | 4.56M | | | | 20.44M | | | | 12.16M | | | | 2.04M | | | |
| Average New Listed Listing Price | \$176,887 | | \$114,043 | | | | \$194,660 | | | | \$311,787 | | | | \$679,333 | | | |

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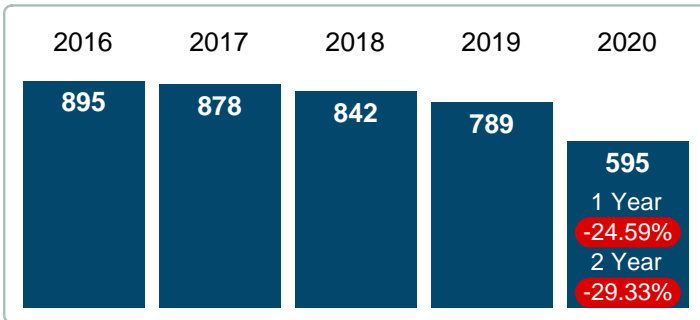
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



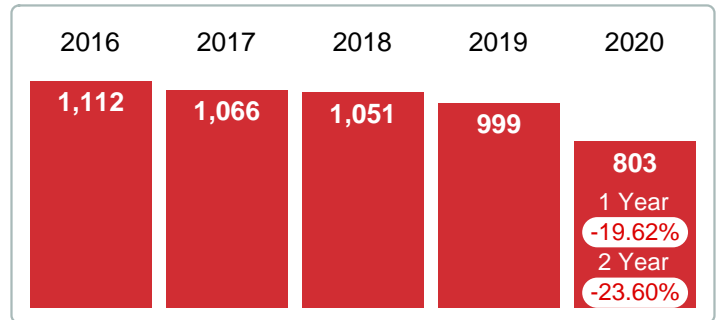
ACTIVE INVENTORY

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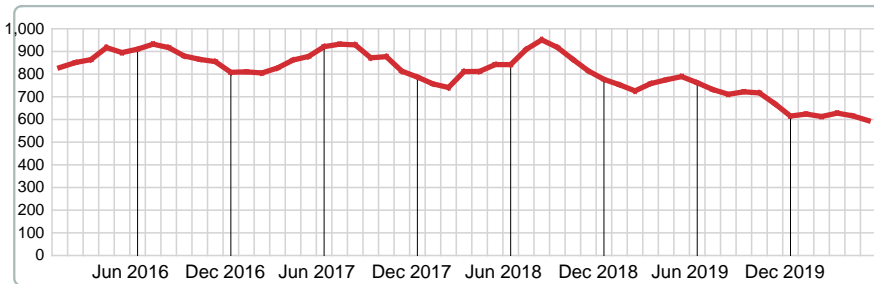
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ACTIVE DURING MAY

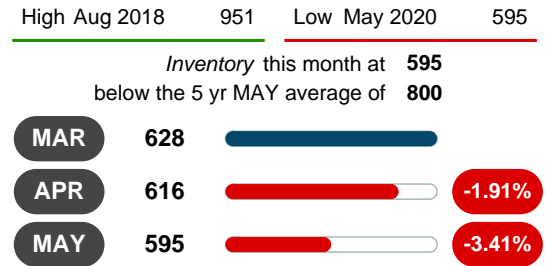


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 800



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 | 49 | 8.24% | 68.7 | 22 | 23 | 3 | 1 |
| \$50,001 - \$75,000 | 67 | 11.26% | 75.7 | 22 | 41 | 4 | 0 |
| \$75,001 - \$100,000 | 77 | 12.94% | 78.5 | 16 | 51 | 9 | 1 |
| \$100,001 - \$200,000 | 162 | 27.23% | 76.9 | 27 | 98 | 32 | 5 |
| \$200,001 - \$300,000 | 104 | 17.48% | 78.3 | 21 | 60 | 18 | 5 |
| \$300,001 - \$475,000 | 72 | 12.10% | 78.6 | 4 | 32 | 28 | 8 |
| \$475,001 and up | 64 | 10.76% | 85.4 | 4 | 19 | 32 | 9 |
| Total Active Inventory by Units | | | 595 | 116 | 324 | 126 | 29 |
| Total Active Inventory by Volume | | | 142,622,254 | 16.90M | 66.28M | 44.12M | 15.32M |
| Average Active Inventory Listing Price | | | \$239,701 | \$145,694 | \$204,568 | \$350,190 | \$528,197 |

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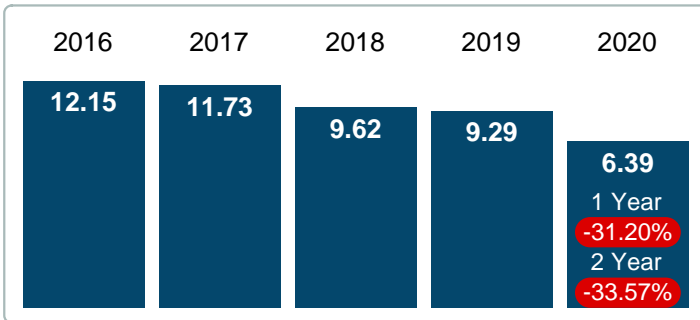
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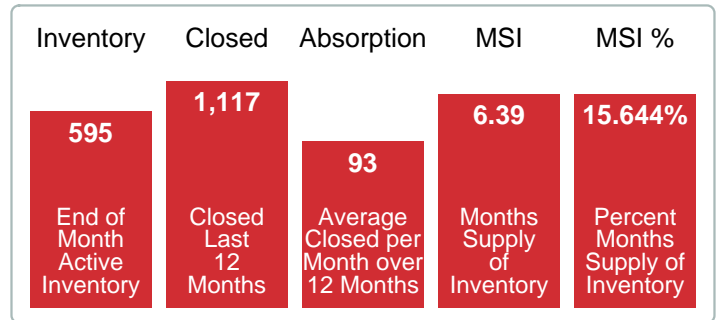
MONTHS SUPPLY of INVENTORY (MSI)

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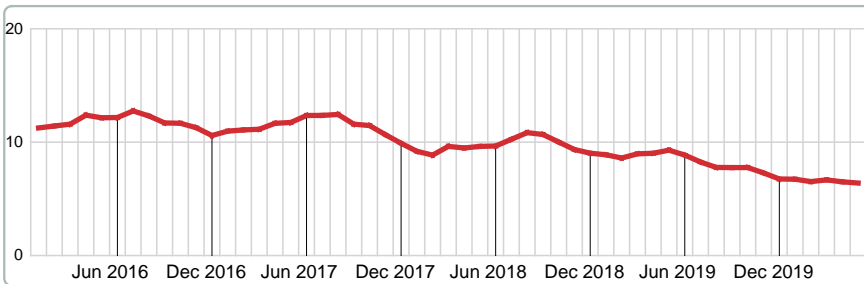
MSI FOR MAY



INDICATORS FOR MAY 2020

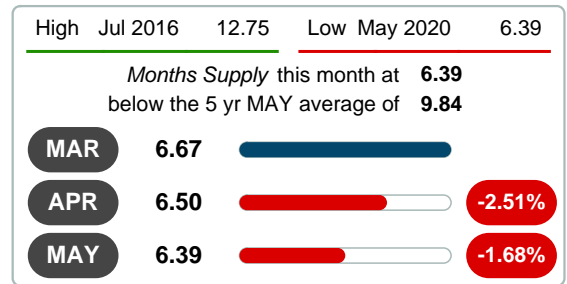


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 9.84



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 | 49 | 8.24% | 2.75 | 2.97 | 2.46 | 3.00 | 12.00 |
| \$50,001 - \$75,000 | 67 | 11.26% | 6.18 | 6.29 | 6.23 | 6.00 | 0.00 |
| \$75,001 - \$100,000 | 77 | 12.94% | 6.04 | 4.80 | 6.44 | 7.71 | 3.00 |
| \$100,001 - \$200,000 | 162 | 27.23% | 4.96 | 9.53 | 4.10 | 6.10 | 7.50 |
| \$200,001 - \$300,000 | 104 | 17.48% | 9.04 | 19.38 | 8.78 | 5.84 | 10.00 |
| \$300,001 - \$475,000 | 72 | 12.10% | 12.00 | 12.00 | 9.85 | 12.92 | 32.00 |
| \$475,001 and up | 64 | 10.76% | 42.67 | 0.00 | 32.57 | 76.80 | 18.00 |
| Market Supply of Inventory (MSI) | | | 6.39 | 6.27 | 5.55 | 9.16 | 12.00 |
| Total Active Inventory by Units | | 100% | 6.39 | 116 | 324 | 126 | 29 |

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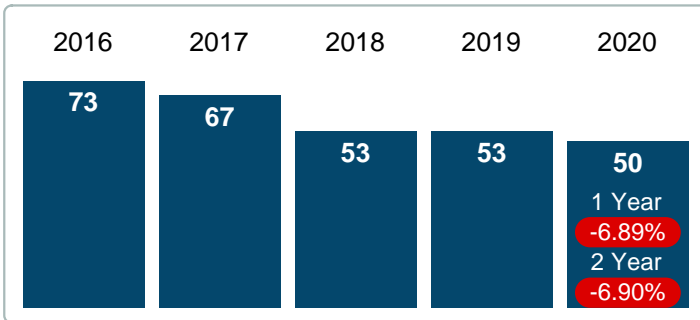
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



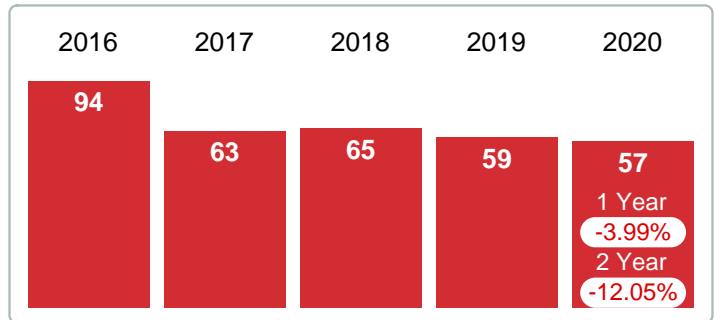
AVERAGE DAYS ON MARKET TO SALE

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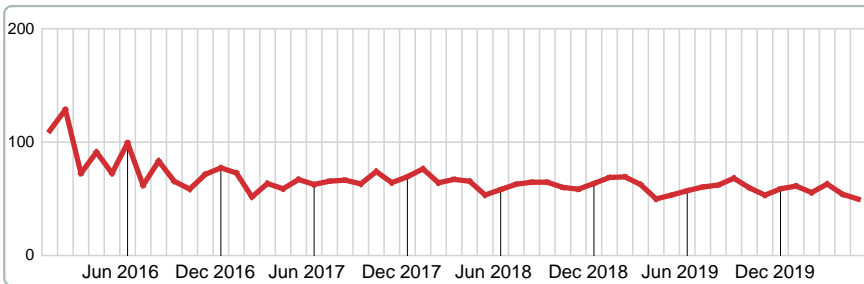
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

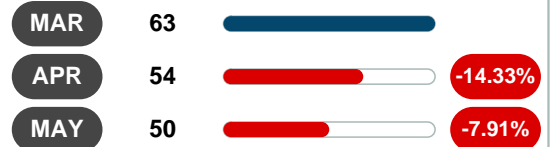


3 MONTHS

5 year MAY AVG = 59

High Feb 2016 129 Low May 2020 50

Average Days on Market to Sale this month at 50 below the 5 yr MAY average of 59



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 |
|---|-------------|-------------------|--------------|--------------|--------------|----------------|
| \$30,000 and less | 6.41% | 38 | 58 | 9 | 0 | 0 |
| \$30,001 - \$60,000 | 16.67% | 36 | 51 | 32 | 8 | 0 |
| \$60,001 - \$90,000 | 11.54% | 69 | 56 | 72 | 91 | 0 |
| \$90,001 - \$120,000 | 20.51% | 33 | 46 | 29 | 16 | 0 |
| \$120,001 - \$180,000 | 21.79% | 71 | 136 | 84 | 17 | 0 |
| \$180,001 - \$240,000 | 11.54% | 43 | 111 | 15 | 45 | 0 |
| \$240,001 and up | 11.54% | 54 | 0 | 60 | 82 | 11 |
| Average Closed DOM | | 50 | 64 | 49 | 39 | 11 |
| Total Closed Units | 100% | 50 | 17 | 48 | 11 | 2 |
| Total Closed Volume | | 10,516,214 | 1.43M | 6.58M | 1.98M | 532.00K |

May 2020



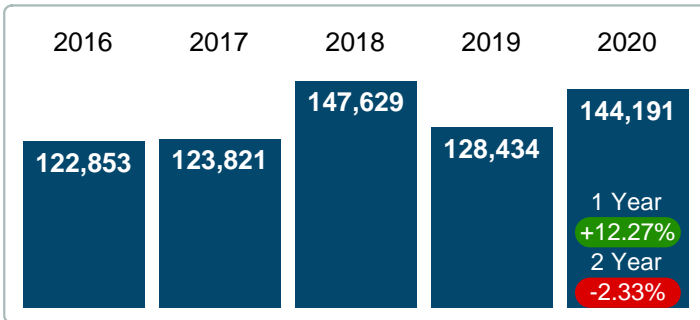
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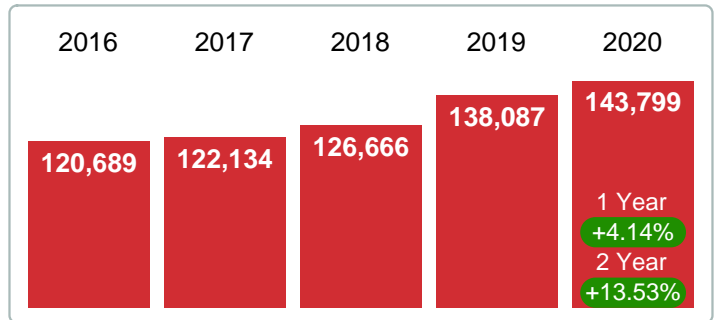
AVERAGE LIST PRICE AT CLOSING

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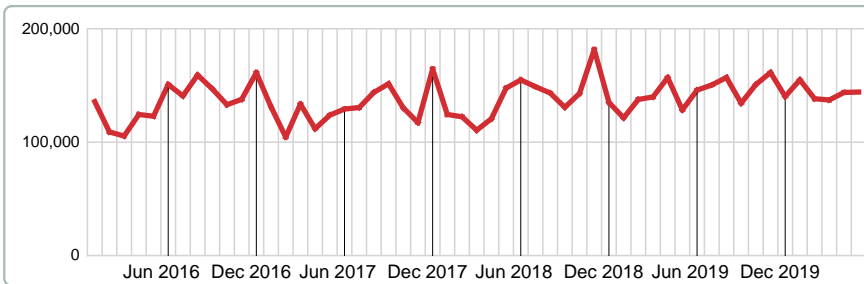
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

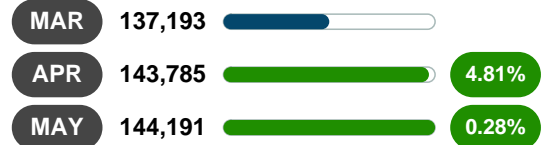


3 MONTHS

5 year MAY AVG = 133,385

High Nov 2018 181,620 Low Feb 2017 104,509

Average List Price at Closing this month at **144,191**
 above the 5 yr MAY average of **133,385**



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 |
|--|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$30,000 and less | 6.41% | 21,580 | 27,000 | 16,000 | 0 | 0 |
| \$30,001 - \$60,000 | 15.38% | 44,825 | 38,700 | 50,125 | 42,000 | 0 |
| \$60,001 - \$90,000 | 11.54% | 81,356 | 83,633 | 89,360 | 72,500 | 0 |
| \$90,001 - \$120,000 | 16.67% | 107,462 | 110,950 | 116,655 | 126,000 | 0 |
| \$120,001 - \$180,000 | 25.64% | 143,188 | 144,500 | 149,283 | 138,441 | 0 |
| \$180,001 - \$240,000 | 12.82% | 208,560 | 225,000 | 207,160 | 207,450 | 0 |
| \$240,001 and up | 11.54% | 391,389 | 0 | 425,200 | 424,250 | 274,000 |
| Average List Price | | 144,191 | 89,706 | 148,254 | 187,060 | 274,000 |
| Total Closed Units | 100% | 144,191 | 17 | 48 | 11 | 2 |
| Total Closed Volume | | 11,246,863 | 1.53M | 7.12M | 2.06M | 548.00K |

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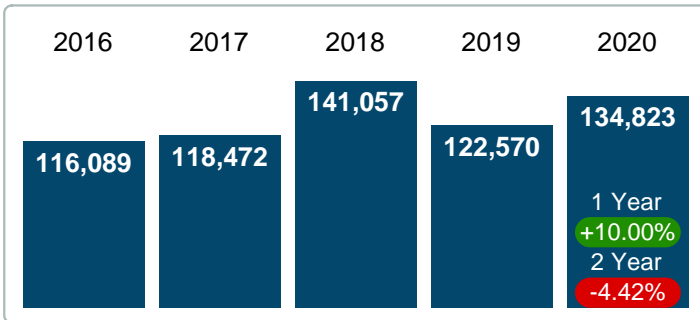
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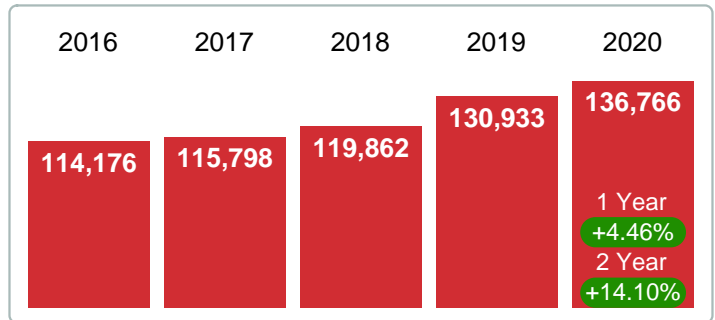
AVERAGE SOLD PRICE AT CLOSING

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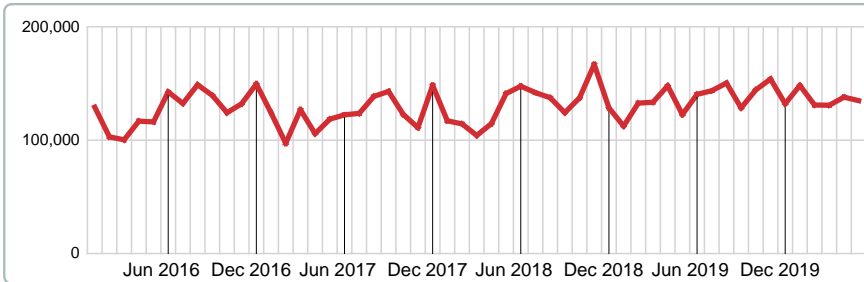
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

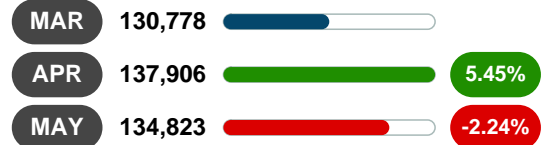


3 MONTHS

5 year MAY AVG = 126,602

High Nov 2018 166,750 Low Feb 2017 97,187

Average Sold Price at Closing this month at **134,823** above the 5 yr MAY average of **126,602**



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 |
|--|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$30,000 and less | 6.41% | 17,600 | 18,667 | 16,000 | 0 | 0 |
| \$30,001 - \$60,000 | 16.67% | 42,819 | 35,538 | 45,688 | 49,000 | 0 |
| \$60,001 - \$90,000 | 11.54% | 82,700 | 80,633 | 85,480 | 75,000 | 0 |
| \$90,001 - \$120,000 | 20.51% | 106,894 | 103,450 | 106,955 | 120,000 | 0 |
| \$120,001 - \$180,000 | 21.79% | 138,321 | 133,000 | 140,458 | 133,241 | 0 |
| \$180,001 - \$240,000 | 11.54% | 204,111 | 219,750 | 200,500 | 197,500 | 0 |
| \$240,001 and up | 11.54% | 358,722 | 0 | 378,300 | 402,500 | 266,000 |
| Average Sold Price | | 134,823 | 83,903 | 137,102 | 179,724 | 266,000 |
| Total Closed Units | 100% | 134,823 | 17 | 48 | 11 | 2 |
| Total Closed Volume | | 10,516,214 | 1.43M | 6.58M | 1.98M | 532.00K |

May 2020



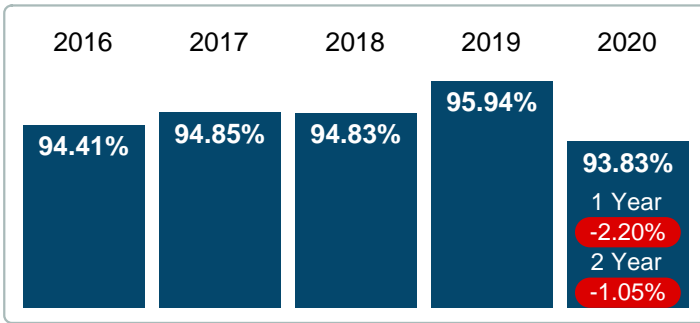
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



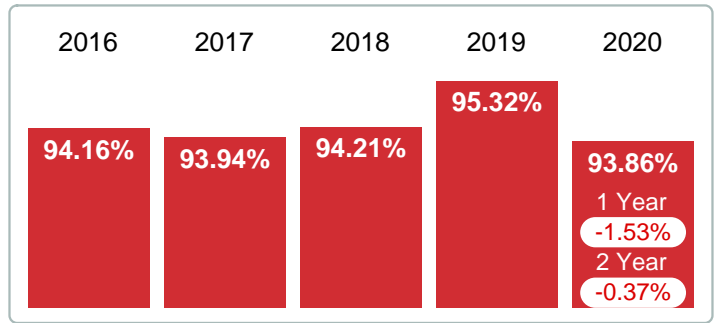
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

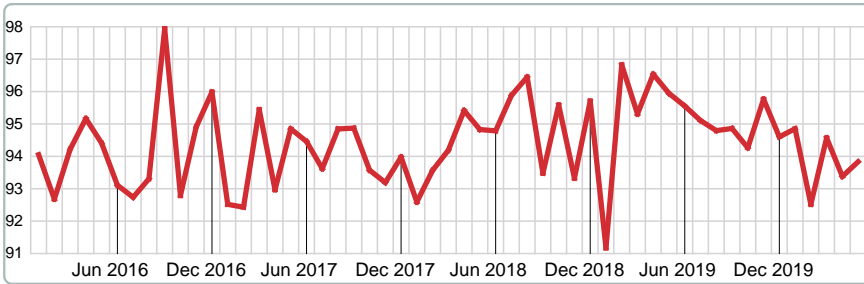
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

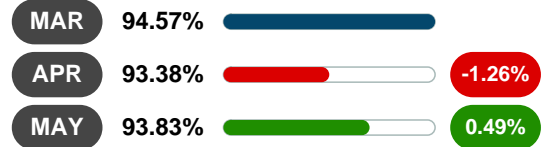


3 MONTHS

5 year MAY AVG = 94.77%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **93.83%**
below the 5 yr MAY average of **94.77%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$30,000 and less | 5 | 6.41% | 81.03% | 68.39% | 100.00% | 0.00% | 0.00% |
| \$30,001 - \$60,000 | 13 | 16.67% | 93.72% | 92.61% | 91.40% | 116.67% | 0.00% |
| \$60,001 - \$90,000 | 9 | 11.54% | 97.06% | 96.52% | 96.11% | 103.45% | 0.00% |
| \$90,001 - \$120,000 | 16 | 20.51% | 93.65% | 94.13% | 93.33% | 95.24% | 0.00% |
| \$120,001 - \$180,000 | 17 | 21.79% | 94.75% | 92.04% | 94.39% | 96.51% | 0.00% |
| \$180,001 - \$240,000 | 9 | 11.54% | 96.64% | 97.67% | 96.74% | 95.38% | 0.00% |
| \$240,001 and up | 9 | 11.54% | 93.67% | 0.00% | 91.75% | 94.87% | 97.26% |
| Average Sold/List Ratio | | 93.80% | | 89.95% | 94.03% | 98.35% | 97.26% |
| Total Closed Units | | 78 | 100% | 17 | 48 | 11 | 2 |
| Total Closed Volume | | 10,516,214 | | 1.43M | 6.58M | 1.98M | 532.00K |

May 2020



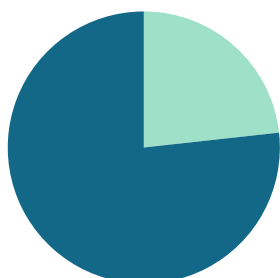
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

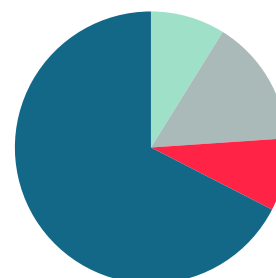


Inventory
 New Listings
187 = 23.26%
 Start Inventory
617
 Total Inventory Units
804
 Volume
\$184,269,576

Market Activity

Closed Sales
78 = 8.84%
 Pending Sales
133 = 15.08%
 Other Off Market
76 = 8.62%
 Active Inventory
595 = 67.46%

MARKET ACTIVITY



| Compared Metrics | May | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 98 | 78 | -20.41% | 403 | 427 | 5.96% |
| Pending Sales | 115 | 133 | 15.65% | 493 | 511 | 3.65% |
| New Listings | 224 | 187 | -16.52% | 1,144 | 965 | -15.65% |
| Average List Price | 128,434 | 144,191 | 12.27% | 138,087 | 143,799 | 4.14% |
| Average Sale Price | 122,570 | 134,823 | 10.00% | 130,933 | 136,766 | 4.46% |
| Average Percent of Selling Price to List Price | 95.94% | 93.83% | -2.20% | 95.32% | 93.86% | -1.53% |
| Average Days on Market to Sale | 53.40 | 49.72 | -6.89% | 59.12 | 56.77 | -3.99% |
| Monthly Inventory | 789 | 595 | -24.59% | 789 | 595 | -24.59% |
| Months Supply of Inventory | 9.29 | 6.39 | -31.20% | 9.29 | 6.39 | -31.20% |

Absorption: Last 12 months, an Average of **93** Sales/Month

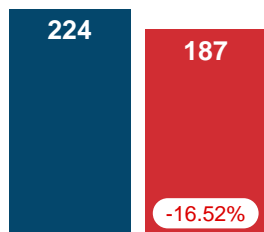
Inventory on May 31, 2020 = **595**

2019 **2020**

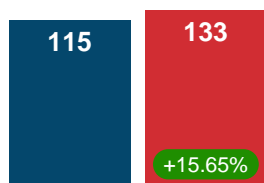
MAY MARKET

AVERAGE PRICES

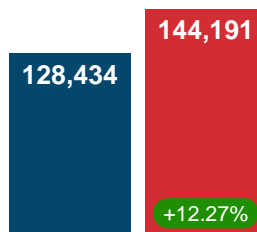
New Listings



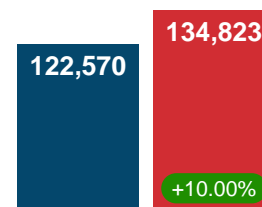
Pending Listings



List Price



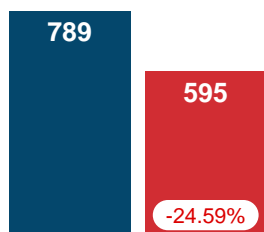
Sale Price



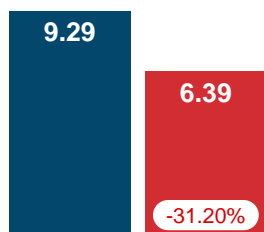
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

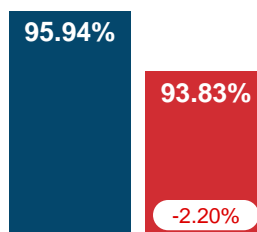
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

