

May 2020



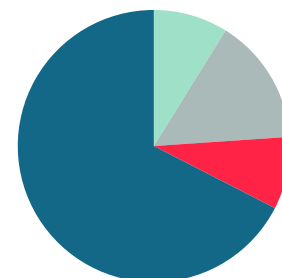
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	111,500	122,500	9.87%
Median Sale Price	105,000	112,500	7.14%
Median Percent of Selling Price to List Price	95.87%	95.27%	-0.63%
Median Days on Market to Sale	36.50	34.50	-5.48%
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.

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 **7.14%** in May 2020 to \$112,500 versus the previous year at \$105,000.

Median Days on Market Shortens

The median number of **34.50** days that homes spent on the market before selling decreased by 2.00 days or **5.48%** in May 2020 compared to last year's same month at **36.50** DOM.

Sales Success for May 2020 is Positive

Overall, with Median 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.

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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

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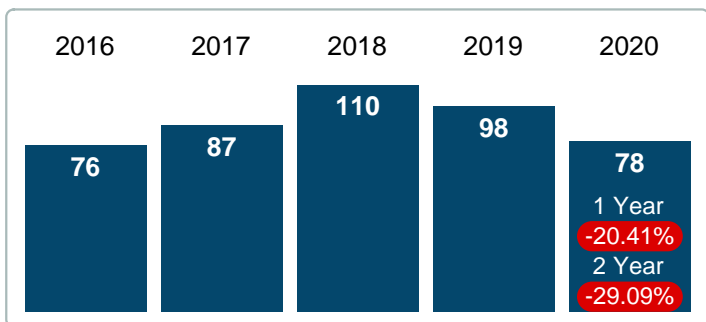
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



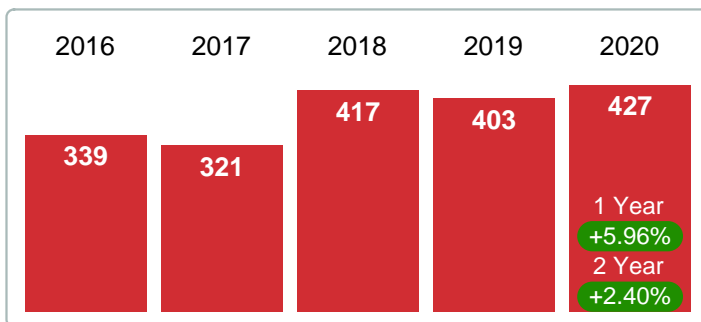
CLOSED LISTINGS

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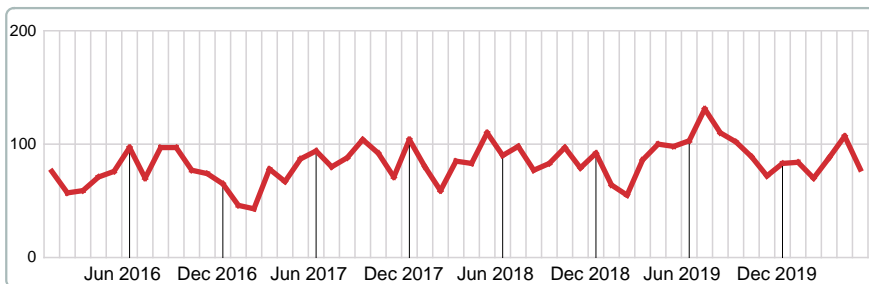
MAY



YEAR TO DATE (YTD)

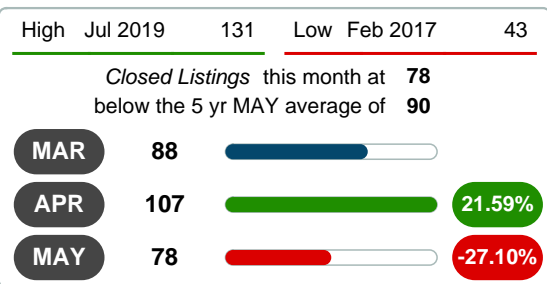


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 90



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	21.0	4	8	1	0
\$60,001 - \$90,000	9	11.54%	90.0	3	5	1	0
\$90,001 - \$120,000	16	20.51%	25.0	4	11	1	0
\$120,001 - \$180,000	17	21.79%	32.0	1	12	4	0
\$180,001 - \$240,000	9	11.54%	25.0	2	5	2	0
\$240,001 and up	9	11.54%	38.0	0	5	2	2
Total Closed Units	78			17	48	11	2
Total Closed Volume	10,516,214	100%	34.5	1.43M	6.58M	1.98M	532.00K
Median Closed Price	\$112,500			\$79,000	\$117,250	\$130,000	\$266,000

May 2020



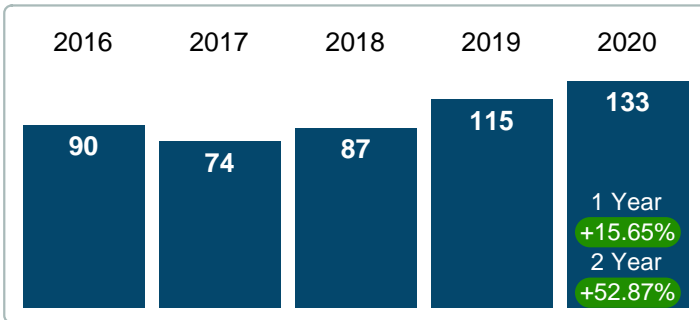
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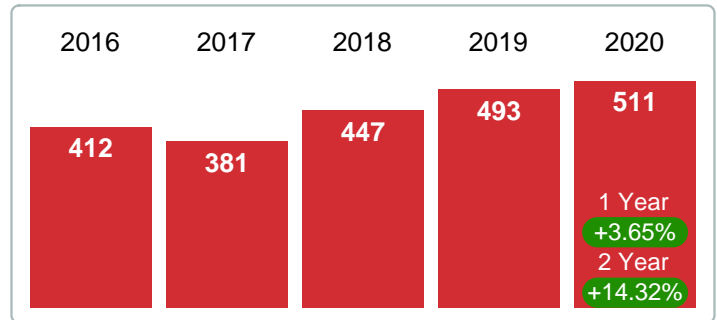
PENDING LISTINGS

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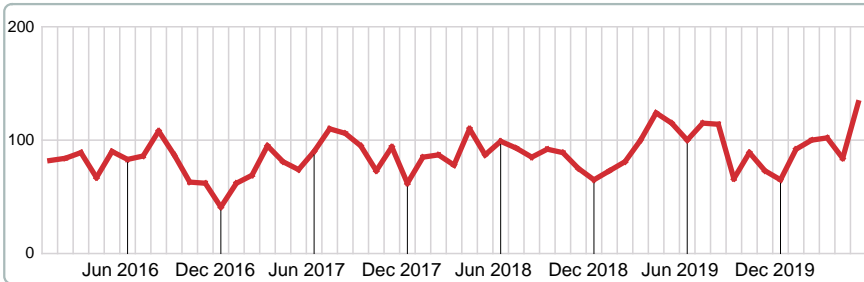
MAY



YEAR TO DATE (YTD)

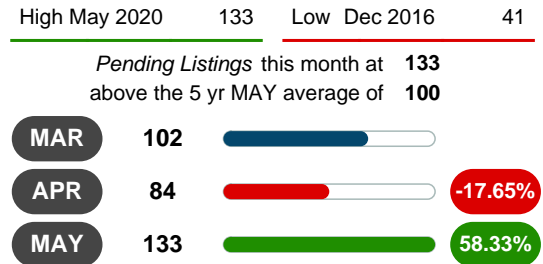


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 100



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	9.02%	31.5	7	4	1	0
\$50,001 - \$70,000	13	9.77%	78.0	7	6	0	0
\$70,001 - \$110,000	22	16.54%	30.0	9	12	1	0
\$110,001 - \$170,000	32	24.06%	57.0	2	23	7	0
\$170,001 - \$270,000	24	18.05%	63.0	2	18	3	1
\$270,001 - \$370,000	16	12.03%	26.5	3	12	1	0
\$370,001 and up	14	10.53%	29.0	0	6	8	0
Total Pending Units	133			30	81	21	1
Total Pending Volume	24,236,228	100%	47.0	3.03M	14.70M	6.23M	269.90K
Median Listing Price	\$145,000			\$75,000	\$149,900	\$209,900	\$269,900

May 2020



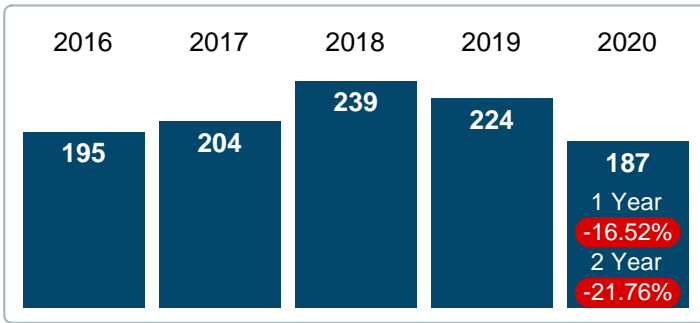
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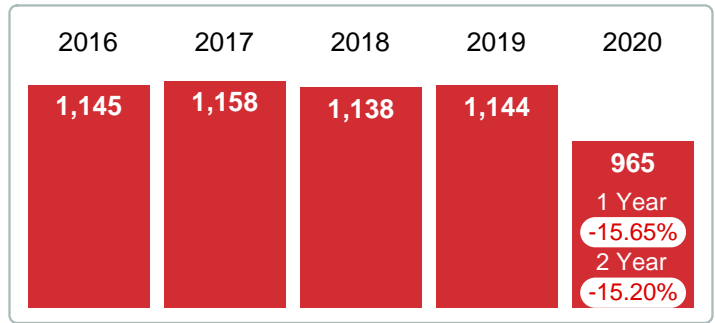
NEW LISTINGS

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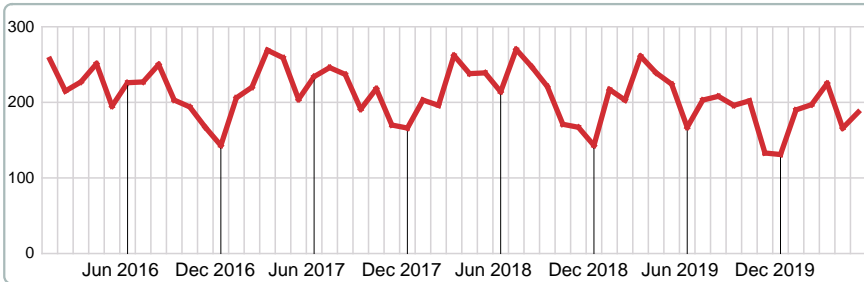
MAY



YEAR TO DATE (YTD)

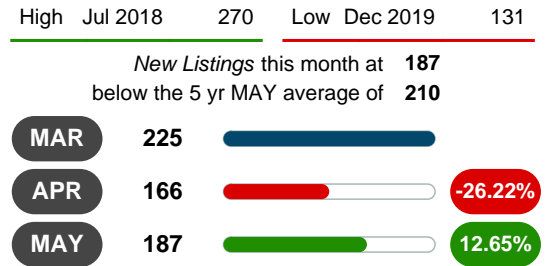


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 210



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	8.56%	5	11	0	0
\$40,001 - \$70,000	23	12.30%	10	12	1	0
\$70,001 - \$90,000	30	16.04%	8	18	4	0
\$90,001 - \$150,000	46	24.60%	9	29	8	0
\$150,001 - \$230,000	28	14.97%	4	17	7	0
\$230,001 - \$420,000	25	13.37%	4	9	11	1
\$420,001 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	100%	4.56M	20.44M	12.16M	2.04M
Median New Listed Listing Price	\$122,000		\$86,950	\$110,000	\$223,000	\$799,000

May 2020



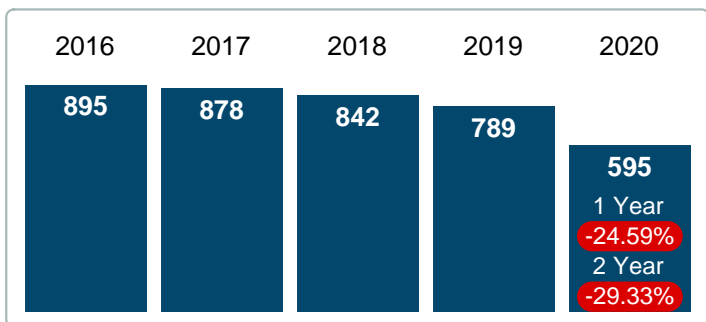
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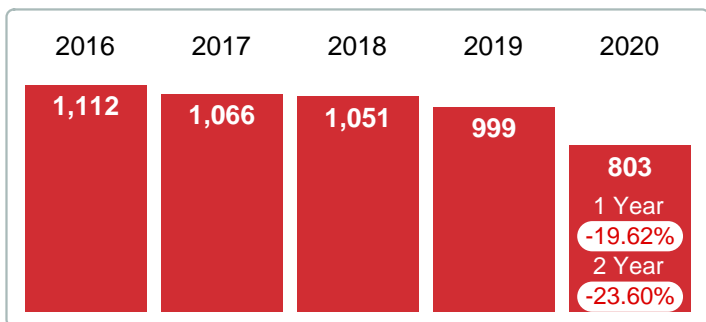
ACTIVE INVENTORY

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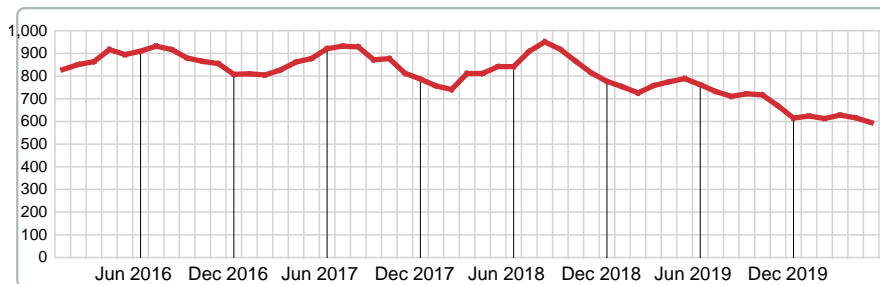
END OF MAY



ACTIVE DURING MAY

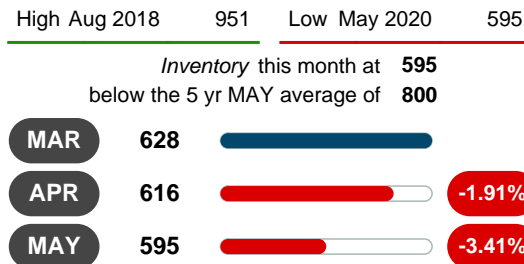


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 800



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	49	8.24%	74.0	22	23	3	1
\$50,001 - \$75,000	67	11.26%	69.0	22	41	4	0
\$75,001 - \$100,000	77	12.94%	71.0	16	51	9	1
\$100,001 - \$200,000	162	27.23%	76.5	27	98	32	5
\$200,001 - \$300,000	104	17.48%	82.0	21	60	18	5
\$300,001 - \$475,000	72	12.10%	68.0	4	32	28	8
\$475,001 and up	64	10.76%	75.5	4	19	32	9
Total Active Inventory by Units	595			116	324	126	29
Total Active Inventory by Volume	142,622,254	100%	75.0	16.90M	66.28M	44.12M	15.32M
Median Active Inventory Listing Price	\$160,000			\$95,250	\$139,950	\$290,000	\$395,000

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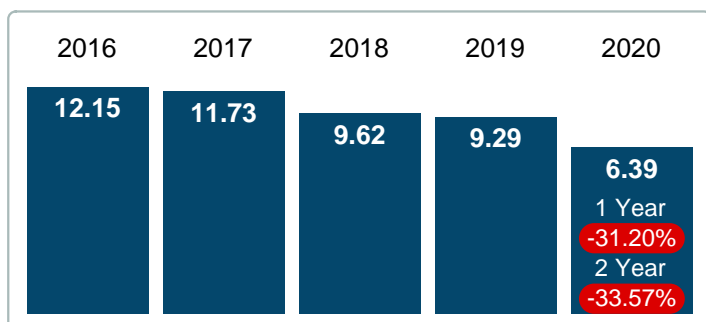
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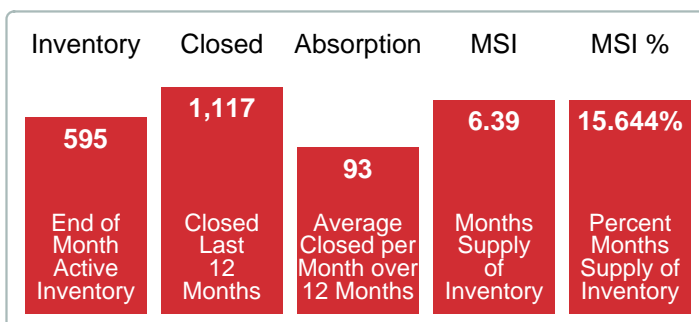
MONTHS SUPPLY of INVENTORY (MSI)

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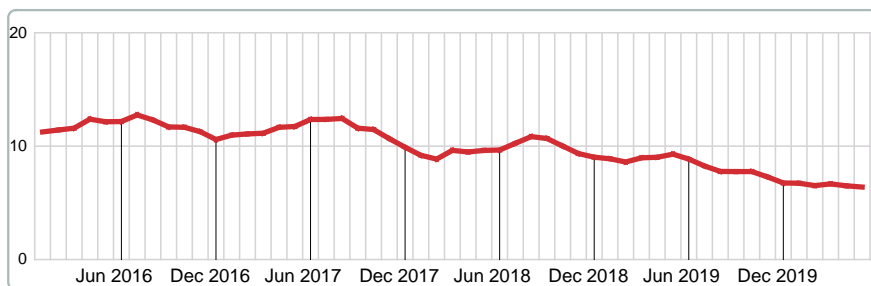
MSI FOR MAY



INDICATORS FOR MAY 2020

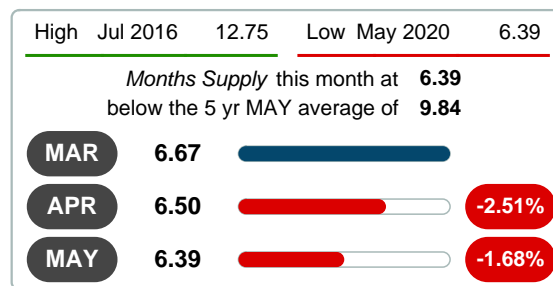


5 YEAR MARKET ACTIVITY TRENDS



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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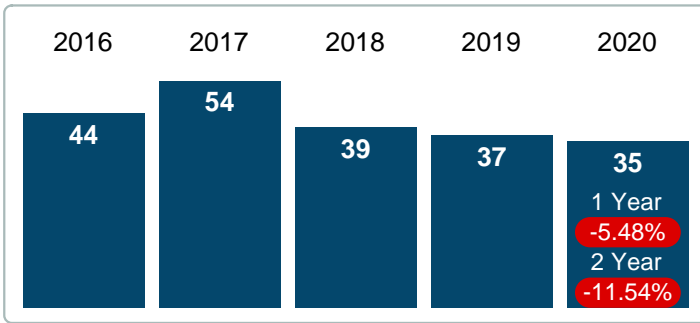
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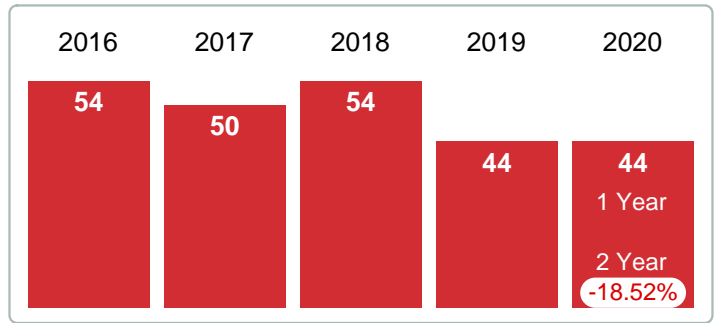
MEDIAN DAYS ON MARKET TO SALE

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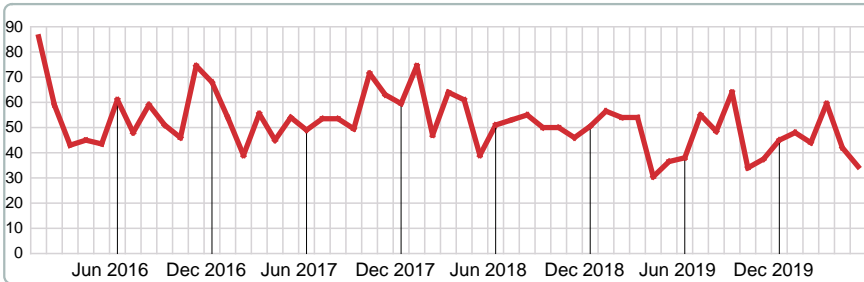
MAY



YEAR TO DATE (YTD)

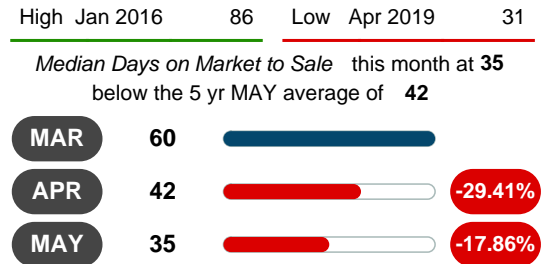


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 42



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
\$30,000 and less	6.41%	38	54	9	0	0
\$30,001 - \$60,000	16.67%	21	25	24	8	0
\$60,001 - \$90,000	11.54%	90	43	90	91	0
\$90,001 - \$120,000	20.51%	25	53	23	16	0
\$120,001 - \$180,000	21.79%	32	136	88	16	0
\$180,001 - \$240,000	11.54%	25	111	10	45	0
\$240,001 and up	11.54%	38	0	63	82	11
Median Closed DOM		35	54	27	25	11
Total Closed Units	100%	34.5	17	48	11	2
Total Closed Volume		10,516,214	1.43M	6.58M	1.98M	532.00K

May 2020



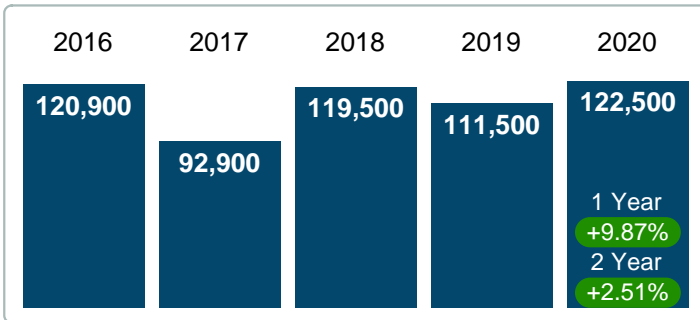
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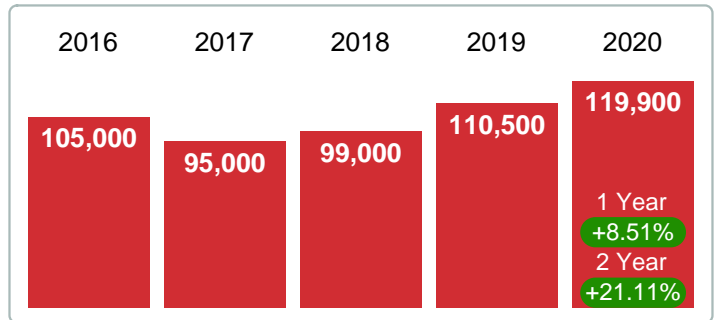
MEDIAN LIST PRICE AT CLOSING

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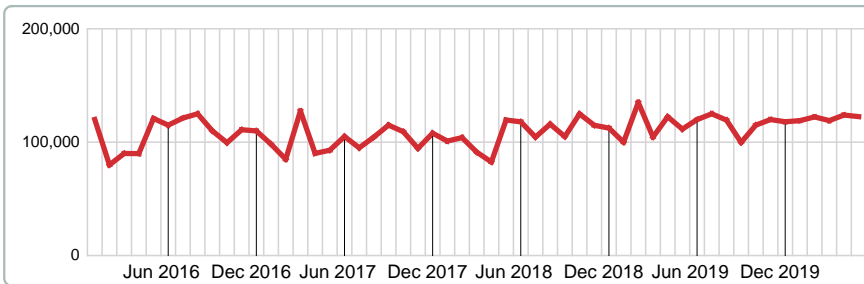
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

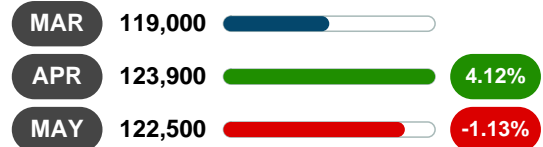


3 MONTHS

5 year MAY AVG = 113,460

High Feb 2019 135,000 Low Feb 2016 79,900

Median List Price at Closing this month at **122,500**
above the 5 yr MAY average of **113,460**



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
\$30,000 and less	6.41%	22,000	24,000	16,000	0	0
\$30,001 - \$60,000	15.38%	45,950	39,500	48,000	42,000	0
\$60,001 - \$90,000	11.54%	82,000	82,000	85,000	72,500	0
\$90,001 - \$120,000	16.67%	107,500	100,000	108,200	0	0
\$120,001 - \$180,000	25.64%	139,950	134,750	140,000	129,900	0
\$180,001 - \$240,000	12.82%	209,900	225,000	199,700	207,450	0
\$240,001 and up	11.54%	345,000	0	345,000	424,250	274,000
Median List Price		122,500	82,000	124,500	145,000	274,000
Total Closed Units	100%	122,500	17	48	11	2
Total Closed Volume		11,246,863	1.53M	7.12M	2.06M	548.00K

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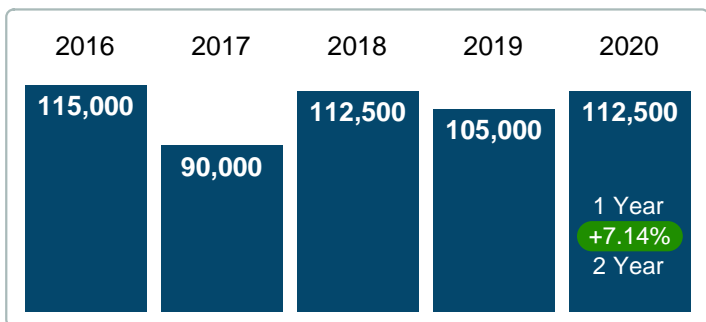
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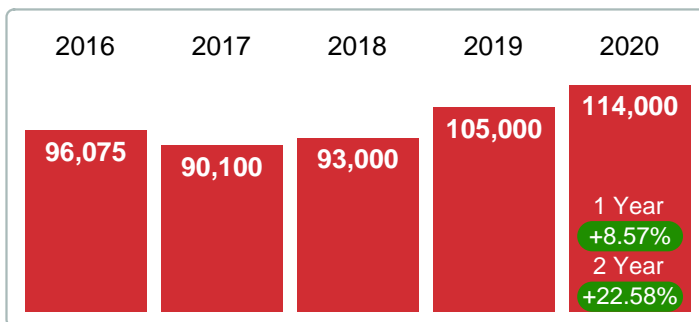
MEDIAN SOLD PRICE AT CLOSING

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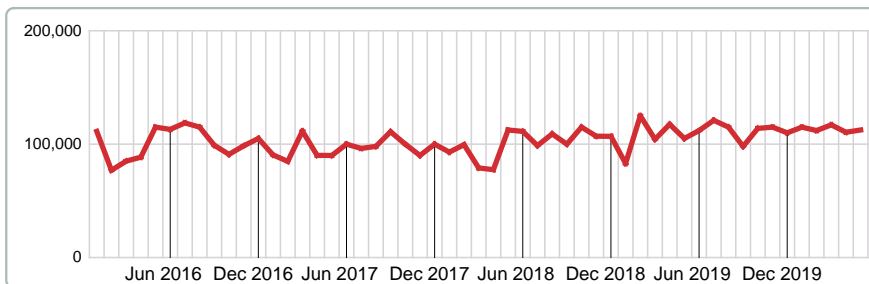
MAY



YEAR TO DATE (YTD)

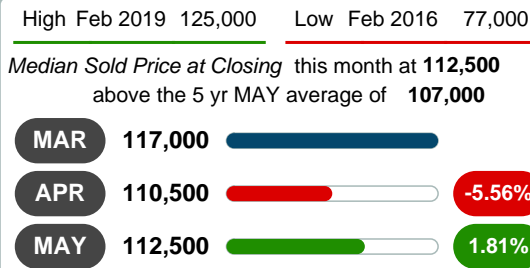


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 107,000



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
\$30,000 and less	5	6.41%	17,000	19,000	16,000	0	0
\$30,001 - \$60,000	13	16.67%	45,000	33,500	45,000	49,000	0
\$60,001 - \$90,000	9	11.54%	84,900	79,000	85,000	75,000	0
\$90,001 - \$120,000	16	20.51%	105,500	104,900	107,000	120,000	0
\$120,001 - \$180,000	17	21.79%	133,000	133,000	135,000	129,500	0
\$180,001 - \$240,000	9	11.54%	210,000	219,750	190,000	197,500	0
\$240,001 and up	9	11.54%	340,000	0	340,000	402,500	266,000
Median Sold Price			112,500	79,000	117,250	130,000	266,000
Total Closed Units		100%	112,500	17	48	11	2
Total Closed Volume			10,516,214	1.43M	6.58M	1.98M	532.00K

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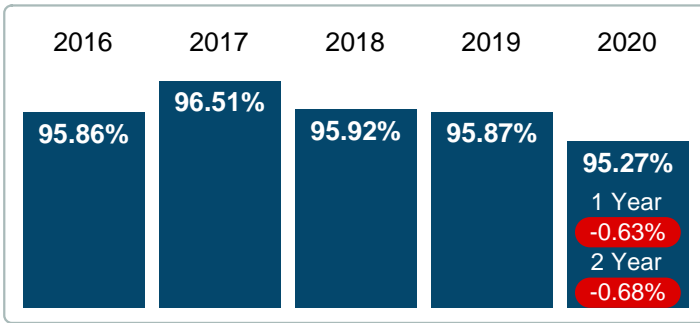
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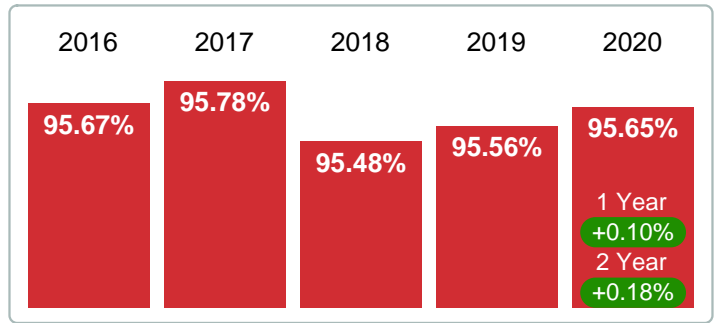
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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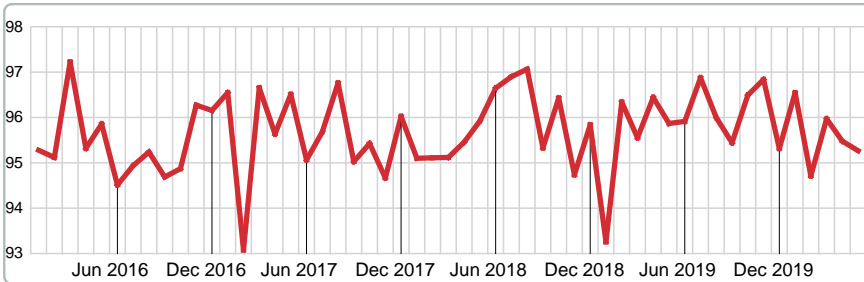
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

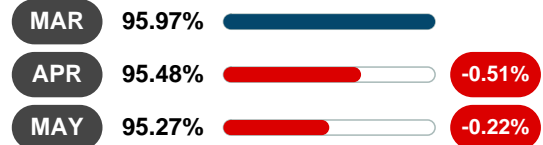


3 MONTHS

5 year MAY AVG = 95.88%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.27%**
below the 5 yr MAY average of **95.88%**



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
\$30,000 and less	5	6.41%	86.36%	77.14%	100.00%	0.00%	0.00%
\$30,001 - \$60,000	13	16.67%	94.12%	95.03%	92.67%	116.67%	0.00%
\$60,001 - \$90,000	9	11.54%	95.50%	95.12%	95.50%	103.45%	0.00%
\$90,001 - \$120,000	16	20.51%	95.45%	93.29%	95.65%	95.24%	0.00%
\$120,001 - \$180,000	17	21.79%	94.01%	92.04%	93.47%	99.65%	0.00%
\$180,001 - \$240,000	9	11.54%	96.70%	97.67%	96.70%	95.38%	0.00%
\$240,001 and up	9	11.54%	95.29%	0.00%	95.07%	94.87%	97.26%
Median Sold/List Ratio		95.27%		94.12%	95.30%	97.42%	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



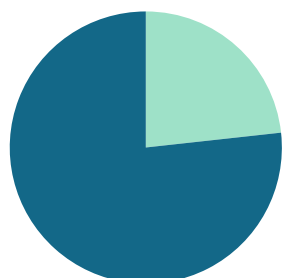
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

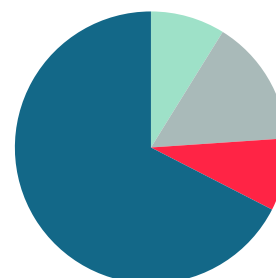


Inventory
 New Listings
187 = 23.26%
 Start Inventory
617
 Total Inventory Units
804
 Volume
\$184,269,576

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%
Median List Price	111,500	122,500	9.87%	110,500	119,900	8.51%
Median Sale Price	105,000	112,500	7.14%	105,000	114,000	8.57%
Median Percent of Selling Price to List Price	95.87%	95.27%	-0.63%	95.56%	95.65%	0.10%
Median Days on Market to Sale	36.50	34.50	-5.48%	44.00	44.00	0.00%
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

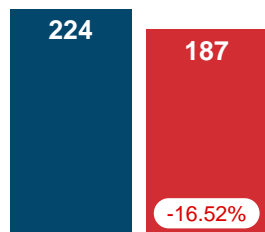
Inventory on May 31, 2020 = 595

2019 **2020**

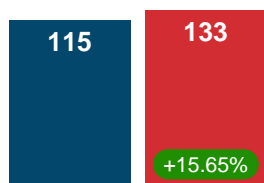
MAY MARKET

MEDIAN PRICES

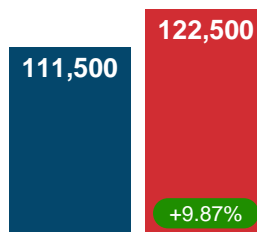
New Listings



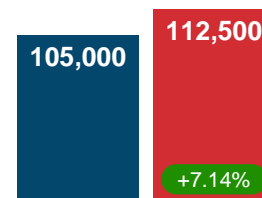
Pending Listings



List Price



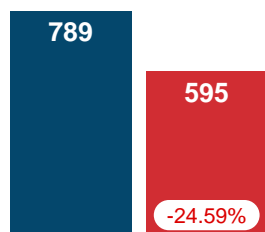
Sale Price



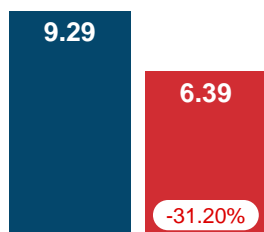
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

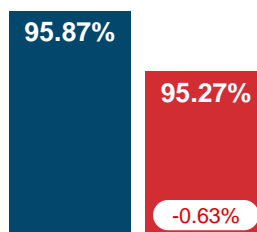
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

