

October 2020



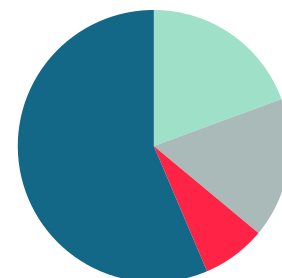
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 16, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	89	141	58.43%
Pending Listings	89	121	35.96%
New Listings	202	149	-26.24%
Median List Price	115,000	169,900	47.74%
Median Sale Price	113,900	169,900	49.17%
Median Percent of Selling Price to List Price	96.49%	97.35%	0.88%
Median Days on Market to Sale	34.00	40.00	17.65%
End of Month Inventory	717	410	-42.82%
Months Supply of Inventory	7.76	3.96	-48.90%



■ Closed (19.39%)
■ Pending (16.64%)
■ Other OffMarket (7.57%)
■ Active (56.40%)

Absorption: Last 12 months, an Average of **103** Sales/Month
Active Inventory as of October 31, 2020 = **410**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **42.82%** to 410 existing homes available for sale. Over the last 12 months this area has had an average of 103 closed sales per month. This represents an unsold inventory index of **3.96** 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 **49.17%** in October 2020 to \$169,900 versus the previous year at \$113,900.

Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 6.00 days or **17.65%** in October 2020 compared to last year's same month at **34.00** DOM.

Sales Success for October 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 149 New Listings in October 2020, down **26.24%** from last year at 202. Furthermore, there were 141 Closed Listings this month versus last year at 89, a **58.43%** increase.

Closed versus Listed trends yielded a **94.6%** ratio, up from previous year's, October 2019, at **44.1%**, a **114.78%** upswing. This will certainly create pressure on a decreasing Month's 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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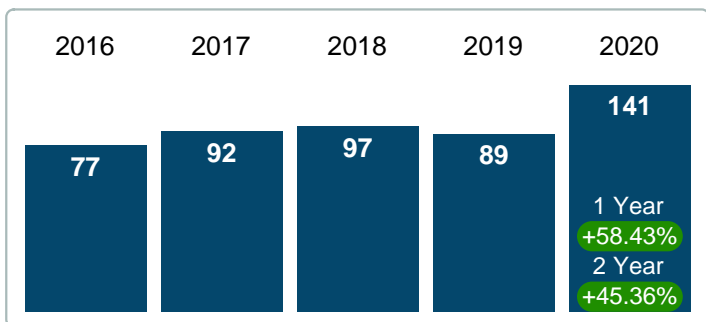
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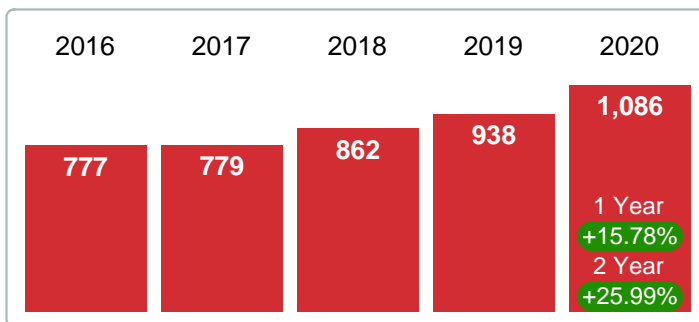
CLOSED LISTINGS

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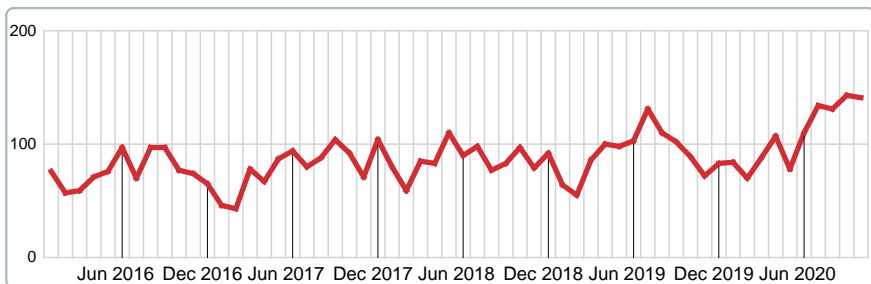
OCTOBER



YEAR TO DATE (YTD)

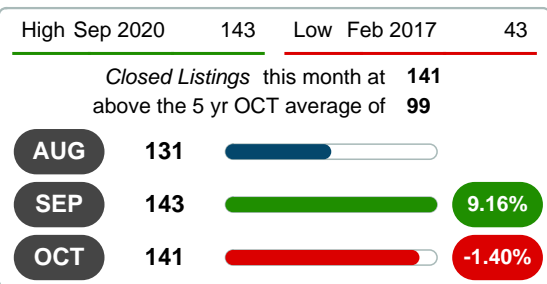


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$50,000 and less	13	9.22%	76.0	6	5	1	1
\$50,001 - \$75,000	12	8.51%	15.0	4	8	0	0
\$75,001 - \$125,000	21	14.89%	28.0	7	13	1	0
\$125,001 - \$200,000	42	29.79%	38.5	5	28	8	1
\$200,001 - \$250,000	23	16.31%	26.0	2	16	4	1
\$250,001 - \$325,000	15	10.64%	58.0	2	10	3	0
\$325,001 and up	15	10.64%	67.0	1	7	7	0
Total Closed Units	141			27	87	24	3
Total Closed Volume	27,919,684	100%	40.0	4.43M	16.40M	6.71M	378.90K
Median Closed Price	\$169,900			\$93,900	\$175,900	\$221,250	\$139,900

October 2020



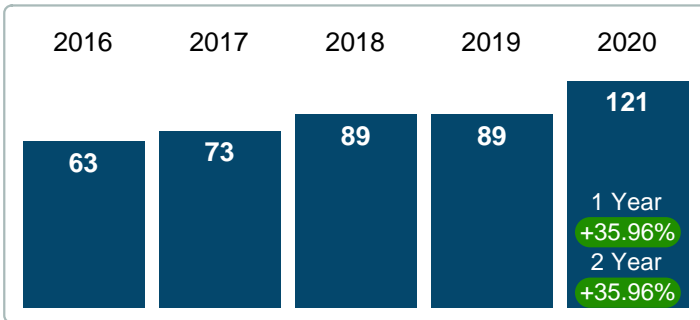
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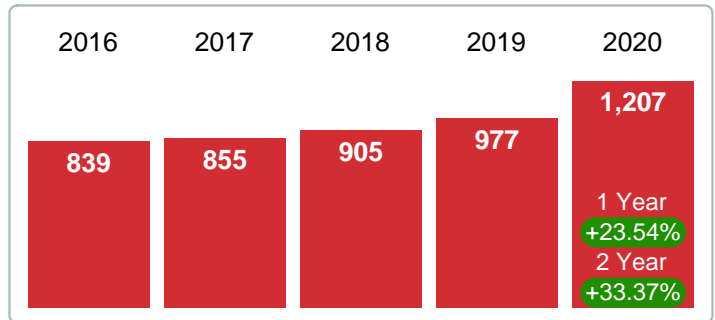
PENDING LISTINGS

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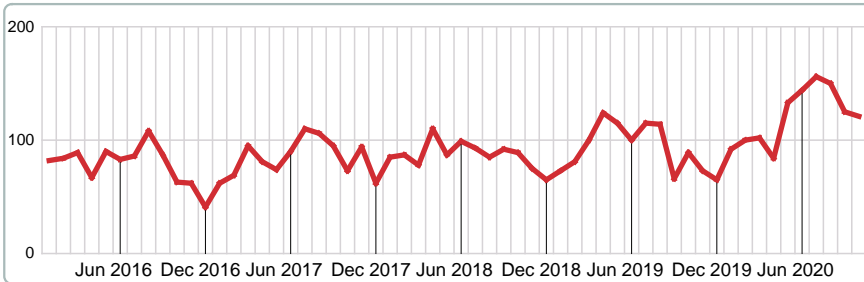
OCTOBER



YEAR TO DATE (YTD)

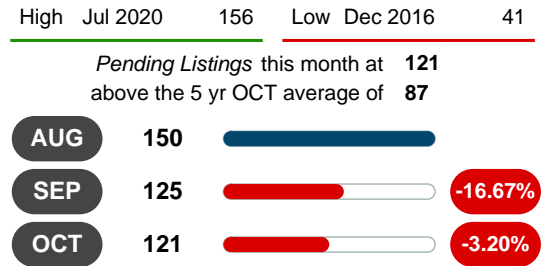


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 87



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	11	9.09%	17.0	4	7	0	0
\$50,001 - \$80,000	13	10.74%	87.0	5	8	0	0
\$80,001 - \$110,000	22	18.18%	30.0	2	15	5	0
\$110,001 - \$180,000	28	23.14%	18.0	4	17	7	0
\$180,001 - \$260,000	18	14.88%	67.0	4	12	1	1
\$260,001 - \$490,000	16	13.22%	51.0	1	11	2	2
\$490,001 and up	13	10.74%	54.0	1	2	8	2
Total Pending Units	121			21	72	23	5
Total Pending Volume	25,141,050	100%	43.0	2.96M	12.20M	7.83M	2.15M
Median Listing Price	\$135,000			\$99,900	\$127,000	\$159,000	\$379,900

October 2020



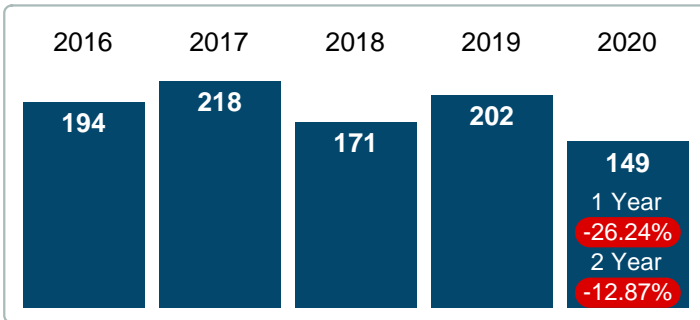
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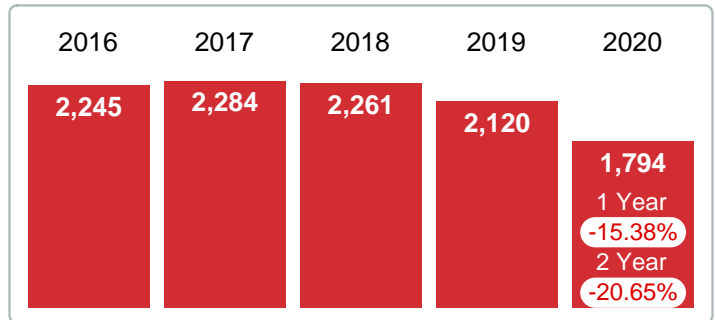
NEW LISTINGS

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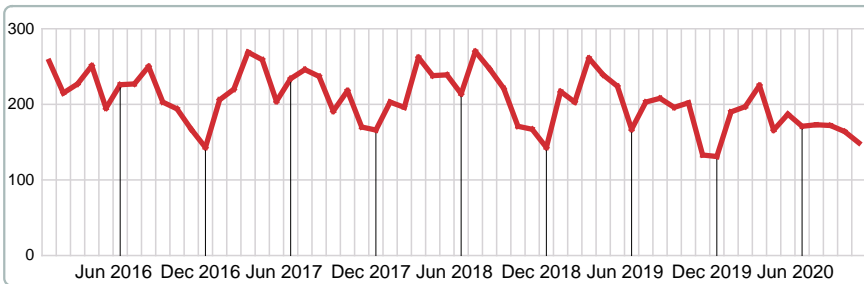
OCTOBER



YEAR TO DATE (YTD)

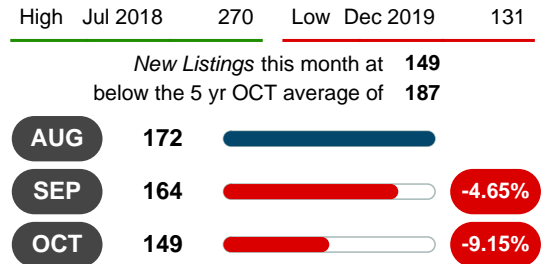


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 187



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	10	6.71%	9	1	0	0
\$40,001 - \$70,000	19	12.75%	5	13	1	0
\$70,001 - \$110,000	27	18.12%	4	22	1	0
\$110,001 - \$170,000	38	25.50%	4	25	9	0
\$170,001 - \$270,000	20	13.42%	1	14	5	0
\$270,001 - \$560,000	20	13.42%	2	11	5	2
\$560,001 and up	15	10.07%	3	4	1	7
Total New Listed Units	149		28	90	22	9
Total New Listed Volume	32,879,049	100%	4.43M	16.39M	5.08M	6.98M
Median New Listed Listing Price	\$135,000		\$70,000	\$132,500	\$174,500	\$684,900

October 2020



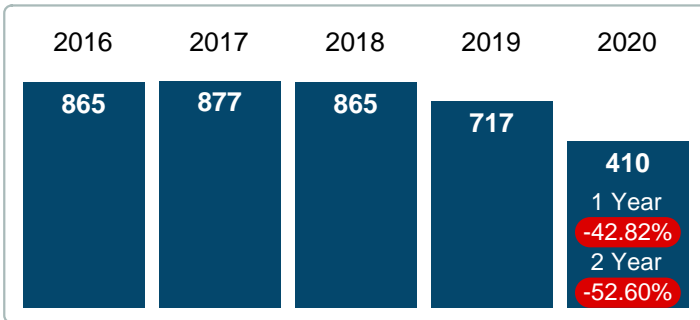
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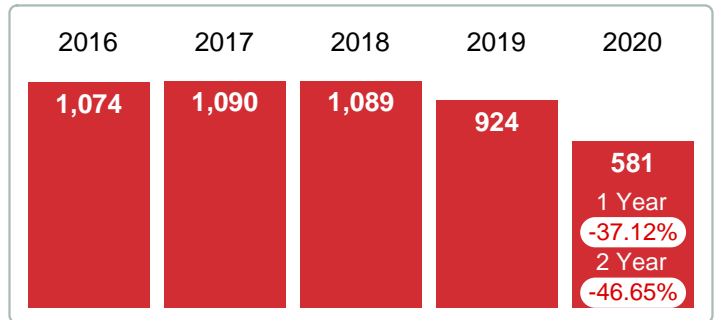
ACTIVE INVENTORY

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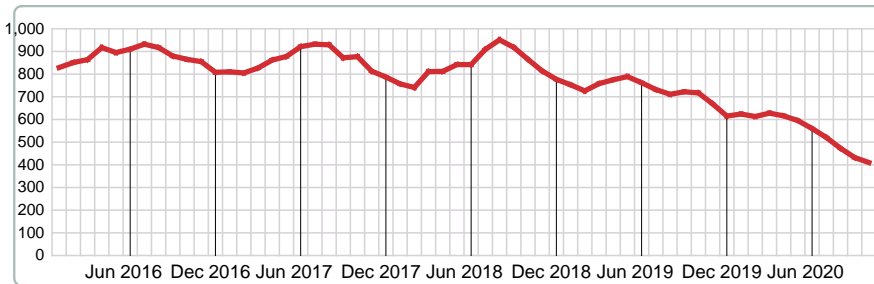
END OF OCTOBER



ACTIVE DURING OCTOBER

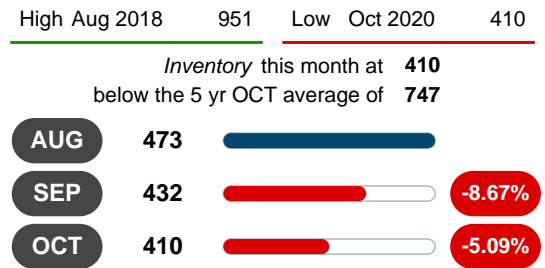


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 747



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	42	10.24%	57.5	22	17	2	1
\$50,001 - \$70,000	44	10.73%	70.0	15	26	3	0
\$70,001 - \$110,000	71	17.32%	66.0	17	49	4	1
\$110,001 - \$190,000	93	22.68%	59.0	8	62	22	1
\$190,001 - \$320,000	65	15.85%	52.0	8	38	17	2
\$320,001 - \$590,000	54	13.17%	72.0	2	22	22	8
\$590,001 and up	41	10.00%	80.0	4	12	14	11
Total Active Inventory by Units			410	76	226	84	24
Total Active Inventory by Volume			102,145,792	10.46M	46.86M	28.10M	16.72M
Median Active Inventory Listing Price			\$149,700	\$72,000	\$135,450	\$237,000	\$478,000

October 2020



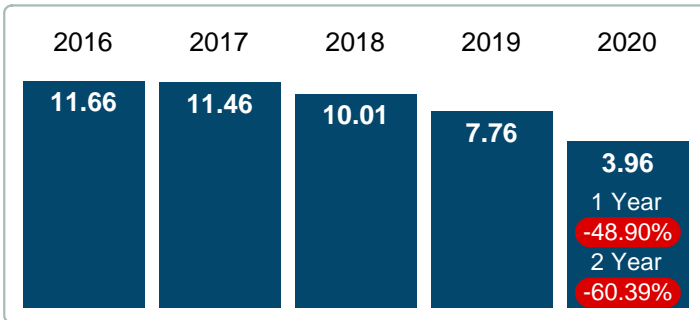
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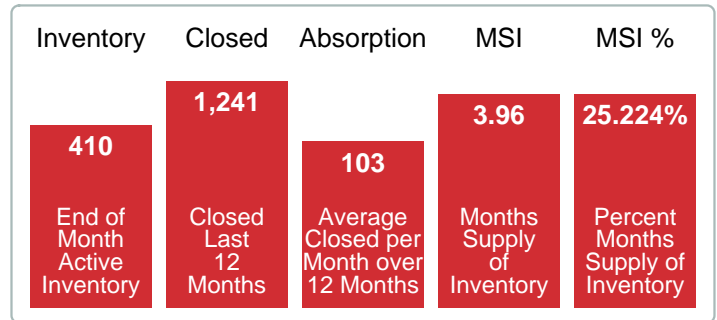
MONTHS SUPPLY of INVENTORY (MSI)

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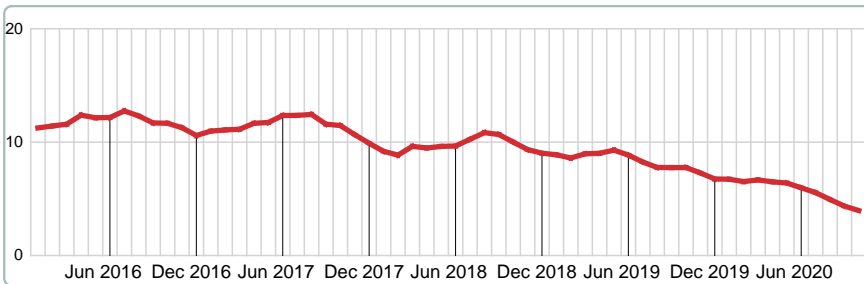
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

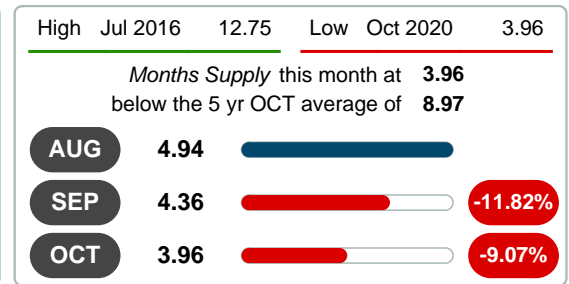


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 8.97



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	42	10.24%	2.82	3.43	2.27	2.40	6.00
\$50,001 - \$70,000	44	10.73%	5.28	4.74	5.47	7.20	0.00
\$70,001 - \$110,000	71	17.32%	3.55	3.34	3.75	2.53	4.00
\$110,001 - \$190,000	93	22.68%	3.01	2.74	2.83	4.00	1.71
\$190,001 - \$320,000	65	15.85%	3.59	2.67	3.59	4.98	1.85
\$320,001 - \$590,000	54	13.17%	5.45	8.00	4.40	5.28	16.00
\$590,001 and up	41	10.00%	32.80	48.00	28.80	33.60	33.00
Market Supply of Inventory (MSI)			3.96	3.63	3.57	5.14	8.23
Total Active Inventory by Units		100%	3.96	76	226	84	24

October 2020



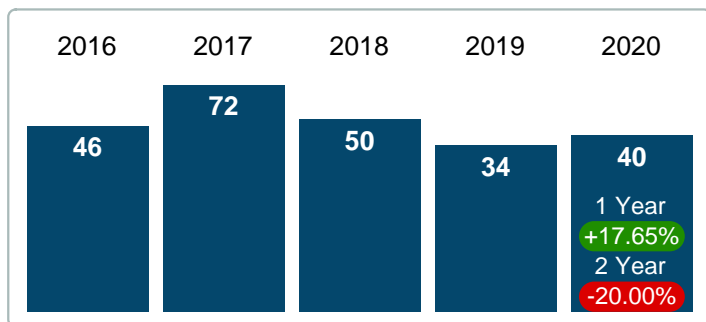
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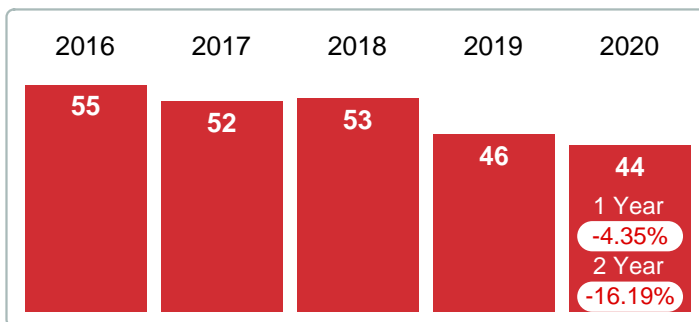
MEDIAN DAYS ON MARKET TO SALE

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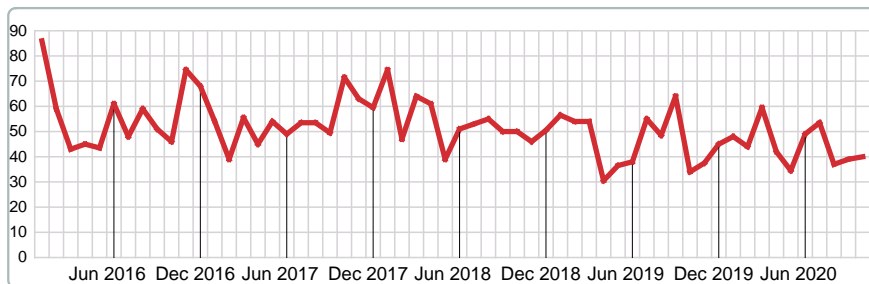
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

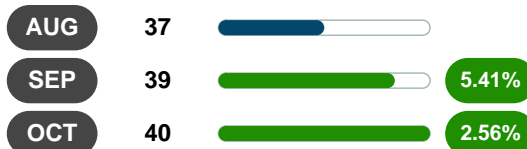


3 MONTHS

5 year OCT AVG = 48

High Jan 2016 86 Low Apr 2019 31

Median Days on Market to Sale this month at 40 below the 5 yr OCT average of 48



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
\$50,000 and less	9.22%	76	113	73	101	17
\$50,001 - \$75,000	8.51%	15	15	12	0	0
\$75,001 - \$125,000	14.89%	28	40	27	23	0
\$125,001 - \$200,000	29.79%	39	99	32	37	143
\$200,001 - \$250,000	16.31%	26	216	22	26	163
\$250,001 - \$325,000	10.64%	58	45	102	51	0
\$325,001 and up	10.64%	67	91	57	67	0
Median Closed DOM		40	64	32	49	143
Total Closed Units	100%	40.0	27	87	24	3
Total Closed Volume		27,919,684	4.43M	16.40M	6.71M	378.90K

October 2020



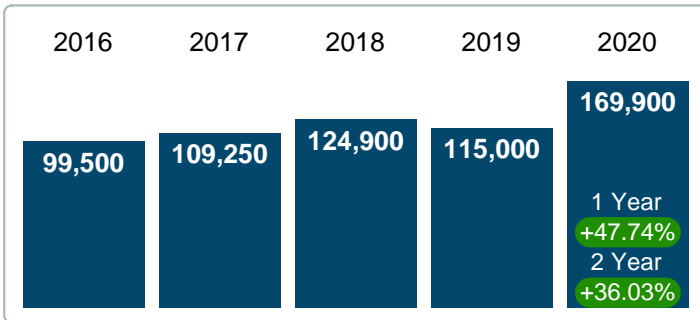
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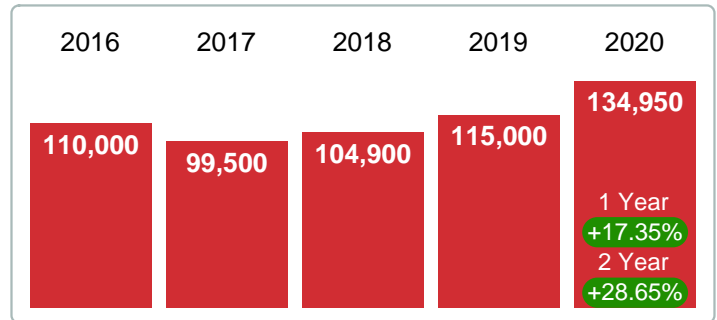
MEDIAN LIST PRICE AT CLOSING

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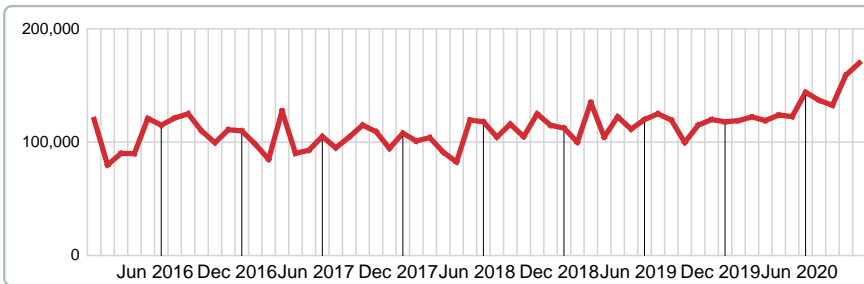
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

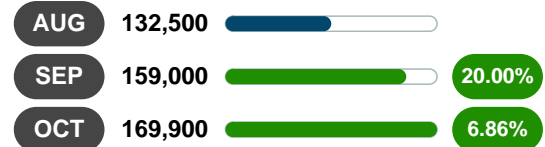


3 MONTHS

5 year OCT AVG = 123,710

High Oct 2020 169,900 Low Feb 2016 79,900

Median List Price at Closing this month at **169,900** above the 5 yr OCT average of **123,710**



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
\$50,000 and less	9.22%	32,000	29,900	34,000	0	35,000
\$50,001 - \$75,000	7.80%	69,900	68,950	69,950	65,000	0
\$75,001 - \$125,000	15.60%	102,250	94,400	105,000	120,000	0
\$125,001 - \$200,000	28.37%	156,950	149,900	160,000	156,450	157,450
\$200,001 - \$250,000	14.18%	234,950	227,500	234,950	232,450	0
\$250,001 - \$325,000	12.77%	277,450	260,000	277,450	312,000	0
\$325,001 and up	12.06%	495,000	1,598,000	410,000	525,000	0
Median List Price		169,900	94,900	179,500	232,450	139,900
Total Closed Units	100%	169,900	27	87	24	3
Total Closed Volume		28,908,398	4.73M	16.84M	6.99M	349.90K

October 2020



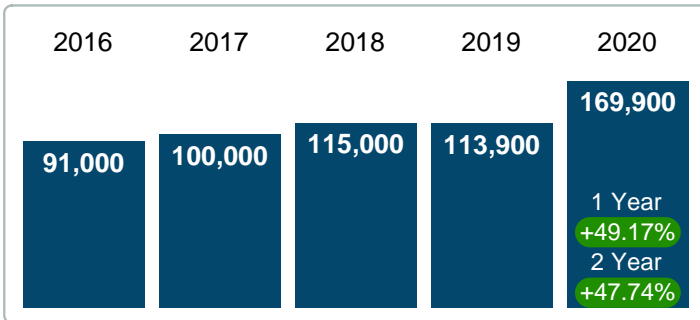
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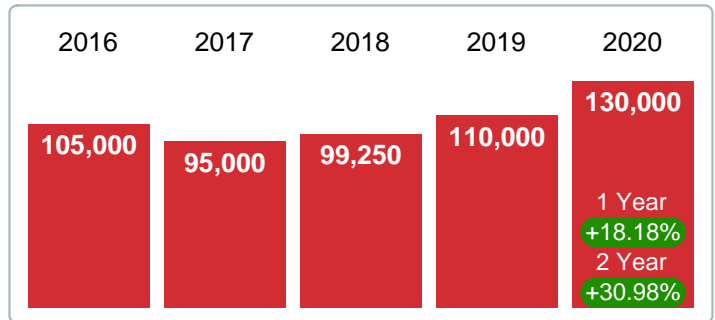
MEDIAN SOLD PRICE AT CLOSING

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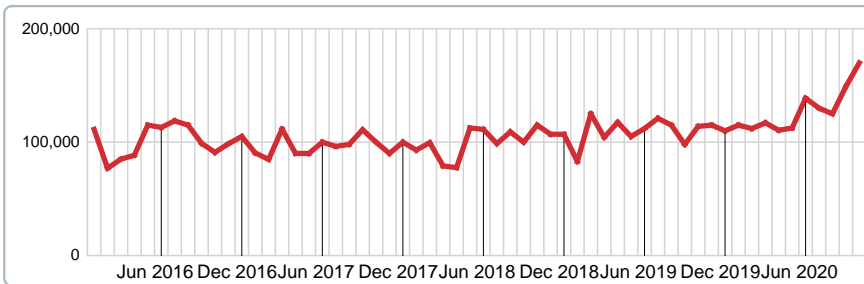
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

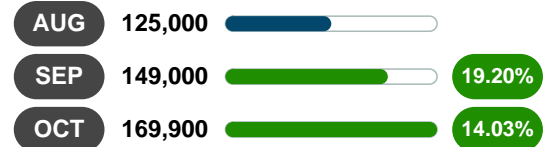


3 MONTHS

5 year OCT AVG = 117,960

High Oct 2020 169,900 Low Feb 2016 77,000

Median Sold Price at Closing this month at **169,900** above the 5 yr OCT average of **117,960**



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
\$50,000 and less	9.22%	26,900	25,200	25,000	42,000	35,000
\$50,001 - \$75,000	8.51%	68,000	66,500	68,500	0	0
\$75,001 - \$125,000	14.89%	93,900	93,900	93,000	120,000	0
\$125,001 - \$200,000	29.79%	155,250	145,000	159,500	150,000	139,900
\$200,001 - \$250,000	16.31%	231,400	233,500	237,550	221,250	204,000
\$250,001 - \$325,000	10.64%	290,000	282,500	289,500	298,000	0
\$325,001 and up	10.64%	519,000	1,496,500	440,000	519,000	0
Median Sold Price		169,900	93,900	175,900	221,250	139,900
Total Closed Units	100%	141	27	87	24	3
Total Closed Volume		27,919,684	4.43M	16.40M	6.71M	378.90K

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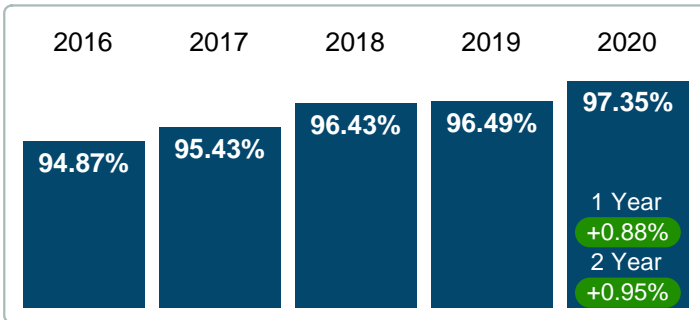
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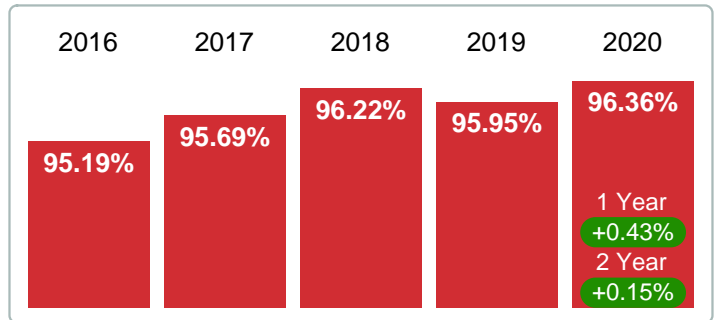
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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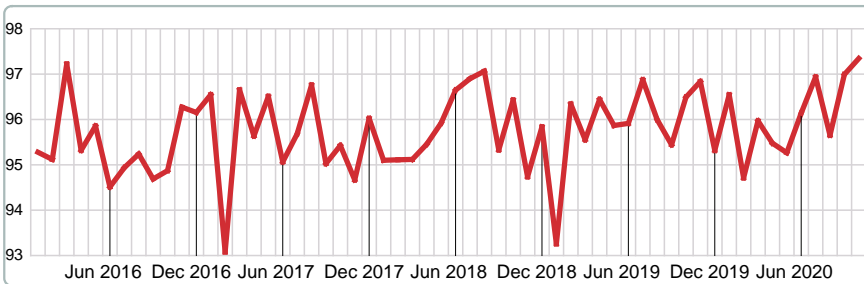
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

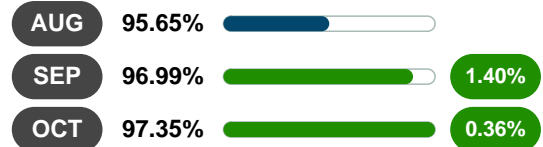


3 MONTHS

5 year OCT AVG = 96.11%

High Oct 2020 97.35% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.35%**
above the 5 yr OCT average of **96.11%**



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
\$50,000 and less	13	9.22%	88.89%	89.43%	84.85%	64.62%	100.00%
\$50,001 - \$75,000	12	8.51%	97.58%	95.08%	97.58%	0.00%	0.00%
\$75,001 - \$125,000	21	14.89%	95.73%	95.51%	95.73%	100.00%	0.00%
\$125,001 - \$200,000	42	29.79%	97.77%	90.70%	100.00%	96.92%	100.00%
\$200,001 - \$250,000	23	16.31%	96.67%	93.52%	98.20%	96.56%	116.57%
\$250,001 - \$325,000	15	10.64%	96.37%	98.24%	95.84%	96.15%	0.00%
\$325,001 and up	15	10.64%	97.49%	93.65%	98.73%	97.35%	0.00%
Median Sold/List Ratio		97.35%		93.65%	98.05%	96.69%	100.00%
Total Closed Units		141	100%	27	87	24	3
Total Closed Volume		27,919,684		4.43M	16.40M	6.71M	378.90K

October 2020



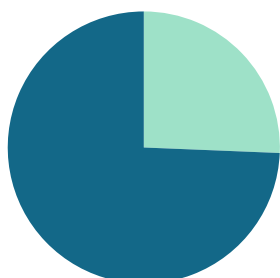
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 16, 2023 for MLS Technology Inc.

INVENTORY

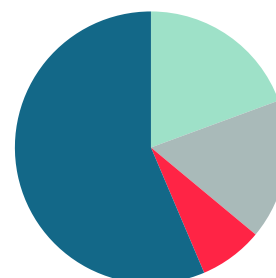


Inventory
 New Listings
149 = 25.65%
 Start Inventory
432
 Total Inventory Units
581
 Volume
\$141,850,239

Market Activity

Closed Sales
141 = 19.39%
 Pending Sales
121 = 16.64%
 Other Off Market
55 = 7.57%
 Active Inventory
410 = 56.40%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	89	141	58.43%	938	1,086	15.78%
Pending Sales	89	121	35.96%	977	1,207	23.54%
New Listings	202	149	-26.24%	2,120	1,794	-15.38%
Median List Price	115,000	169,900	47.74%	115,000	134,950	17.35%
Median Sale Price	113,900	169,900	49.17%	110,000	130,000	18.18%
Median Percent of Selling Price to List Price	96.49%	97.35%	0.88%	95.95%	96.36%	0.43%
Median Days on Market to Sale	34.00	40.00	17.65%	46.00	44.00	-4.35%
Monthly Inventory	717	410	-42.82%	717	410	-42.82%
Months Supply of Inventory	7.76	3.96	-48.90%	7.76	3.96	-48.90%

Absorption: Last 12 months, an Average of **103** Sales/Month

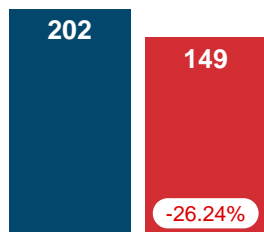
Inventory on October 31, 2020 = **410**

2019 **2020**

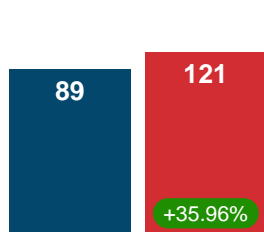
OCTOBER MARKET

MEDIAN PRICES

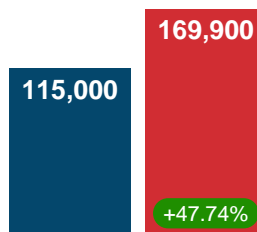
New Listings



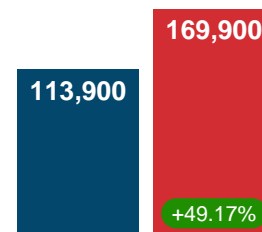
Pending Listings



List Price



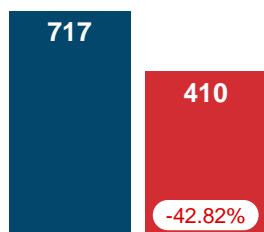
Sale Price



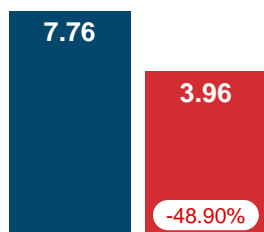
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

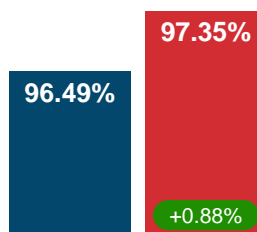
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

