

September 2020



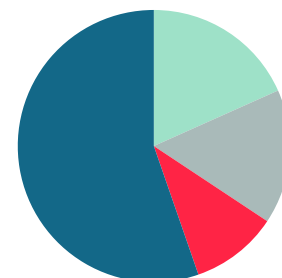
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	102	143	40.20%
Pending Listings	66	125	89.39%
New Listings	196	164	-16.33%
Average List Price	134,362	203,664	51.58%
Average Sale Price	128,443	197,244	53.56%
Average Percent of Selling Price to List Price	94.86%	96.47%	1.70%
Average Days on Market to Sale	68.14	58.17	-14.63%
End of Month Inventory	722	432	-40.17%
Months Supply of Inventory	7.76	4.36	-43.79%



■ Closed (18.31%)
■ Pending (16.01%)
■ Other OffMarket (10.37%)
■ Active (55.31%)

Absorption: Last 12 months, an Average of **99** Sales/Month
Active Inventory as of September 30, 2020 = **432**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **40.17%** to 432 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **4.36** 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 **53.56%** in September 2020 to \$197,244 versus the previous year at \$128,443.

Average Days on Market Shortens

The average number of **58.17** days that homes spent on the market before selling decreased by 9.97 days or **14.63%** in September 2020 compared to last year's same month at **68.14** DOM.

Sales Success for September 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 164 New Listings in September 2020, down **16.33%** from last year at 196. Furthermore, there were 143 Closed Listings this month versus last year at 102, a **40.20%** increase.

Closed versus Listed trends yielded a **87.2%** ratio, up from previous year's, September 2019, at **52.0%**, a **67.55%** upswing. This will certainly create pressure on a decreasing

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Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

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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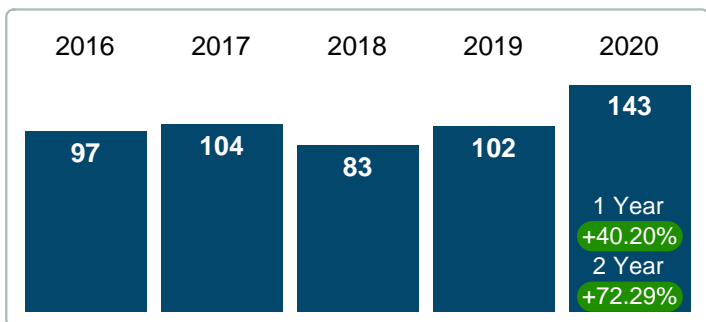
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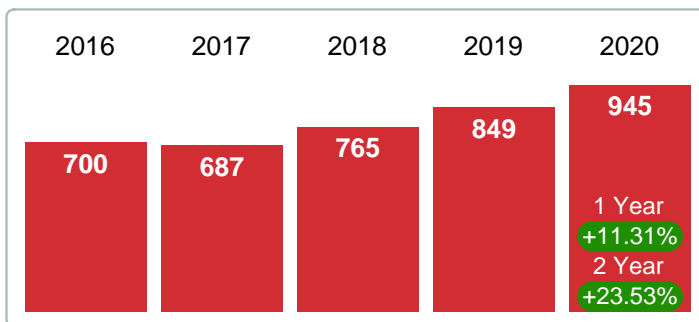
CLOSED LISTINGS

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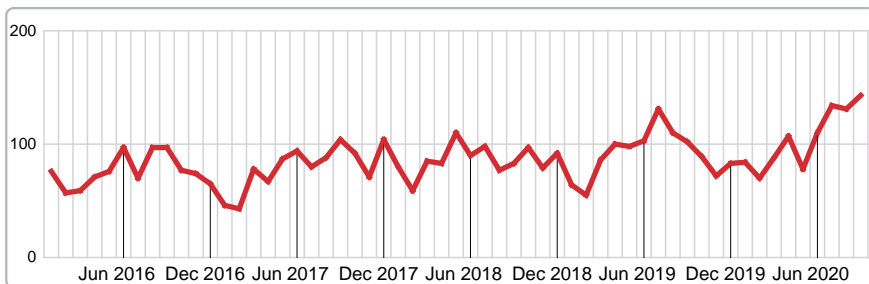
SEPTEMBER



YEAR TO DATE (YTD)

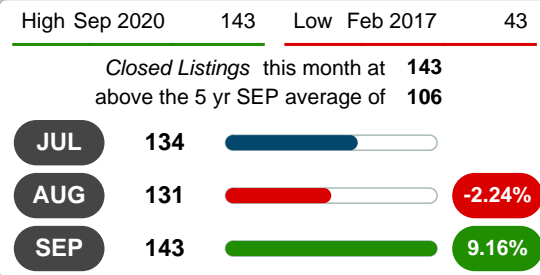


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 106



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	6.29%	42.2	6	3	0	0
\$50,001 - \$75,000	12	8.39%	85.6	3	9	0	0
\$75,001 - \$125,000	31	21.68%	49.1	6	21	4	0
\$125,001 - \$175,000	32	22.38%	35.6	5	19	8	0
\$175,001 - \$275,000	19	13.29%	78.5	2	11	5	1
\$275,001 - \$400,000	26	18.18%	71.6	1	14	8	3
\$400,001 and up	14	9.79%	64.2	1	6	6	1
Total Closed Units	143			24	83	31	5
Total Closed Volume	28,205,825	100%	58.2	2.91M	15.27M	8.39M	1.64M
Average Closed Price	\$197,244			\$121,047	\$183,953	\$270,619	\$328,680

September 2020



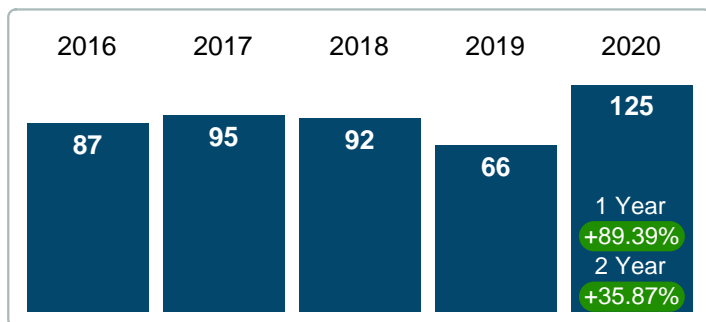
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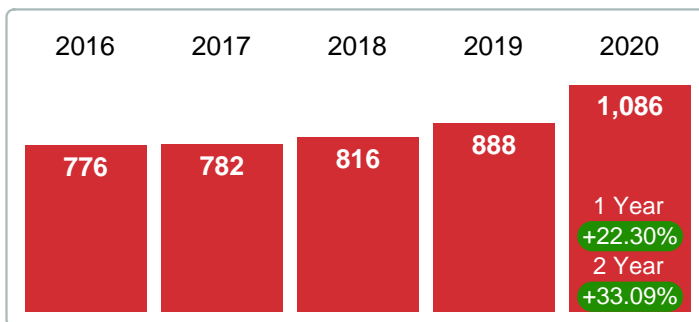
PENDING LISTINGS

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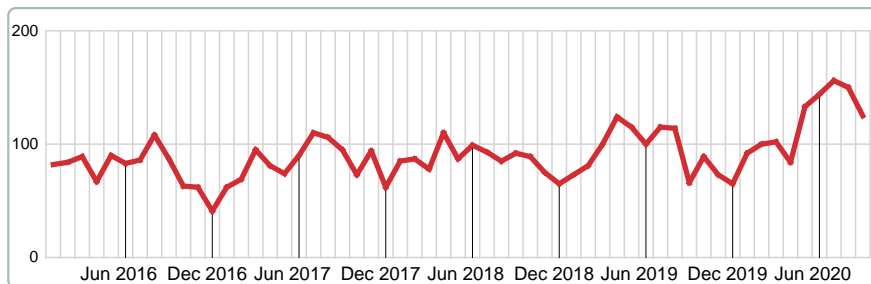
SEPTEMBER



YEAR TO DATE (YTD)

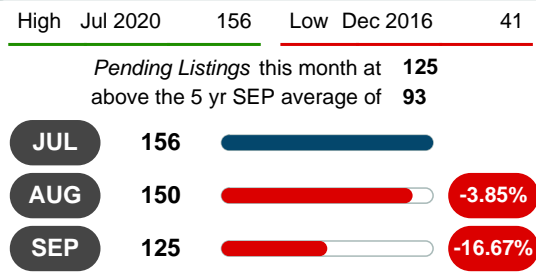


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 93



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	9	7.20%	64.2	3	6	0	0
\$50,001 - \$75,000	12	9.60%	48.2	5	6	1	0
\$75,001 - \$125,000	20	16.00%	54.1	5	13	2	0
\$125,001 - \$200,000	37	29.60%	45.8	5	25	5	2
\$200,001 - \$250,000	13	10.40%	45.7	1	7	5	0
\$250,001 - \$375,000	21	16.80%	65.6	3	12	5	1
\$375,001 and up	13	10.40%	63.6	2	5	5	1
Total Pending Units	125			24	74	23	4
Total Pending Volume	26,461,186	100%	54.2	4.76M	13.69M	6.60M	1.42M
Average Listing Price	\$212,098			\$198,342	\$184,940	\$286,761	\$354,975

September 2020



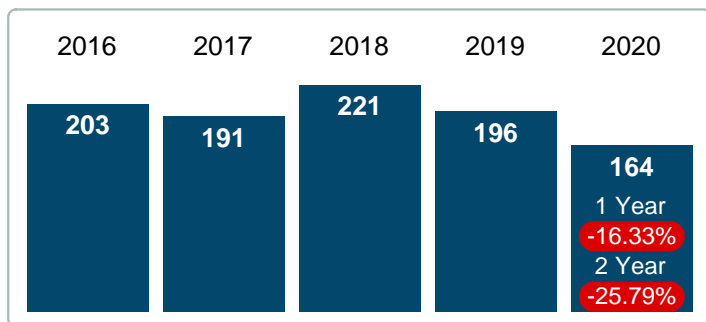
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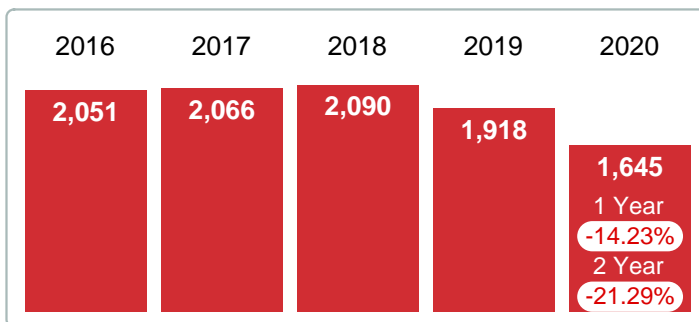
NEW LISTINGS

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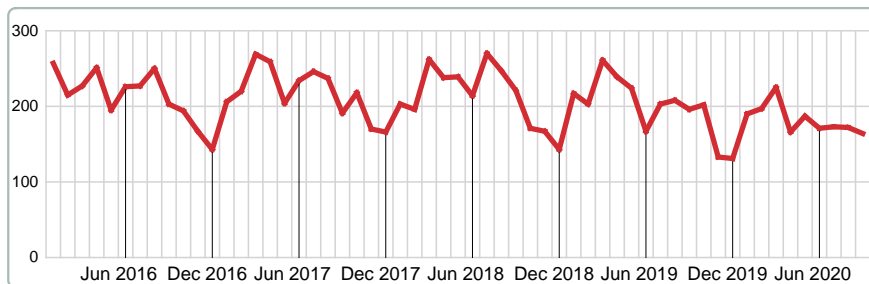
SEPTEMBER



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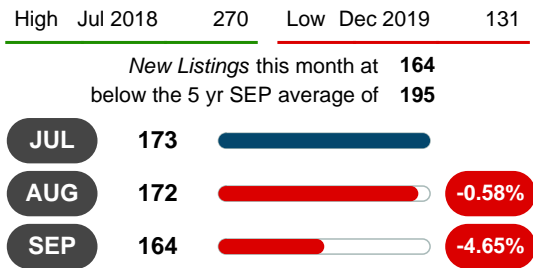


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 195



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	16	9.76%	6	9	0	1
\$50,001 - \$75,000	18	10.98%	7	9	2	0
\$75,001 - \$100,000	19	11.59%	4	11	4	0
\$100,001 - \$175,000	41	25.00%	7	28	5	1
\$175,001 - \$250,000	26	15.85%	4	14	8	0
\$250,001 - \$375,000	26	15.85%	3	11	11	1
\$375,001 and up	18	10.98%	1	10	4	3
Total New Listed Units	164		32	92	34	6
Total New Listed Volume	33,538,086	100%	4.19M	18.25M	9.03M	2.06M
Average New Listed Listing Price	\$220,741		\$130,788	\$198,416	\$265,703	\$344,117

September 2020



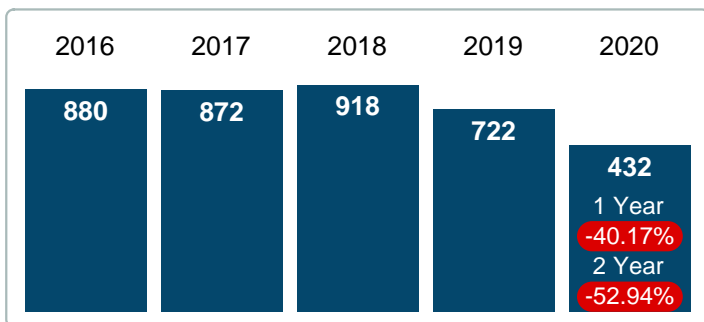
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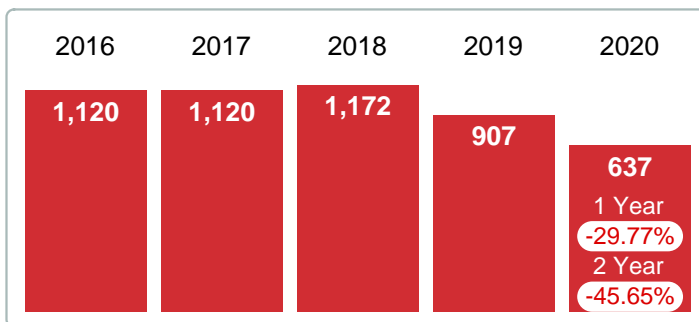
ACTIVE INVENTORY

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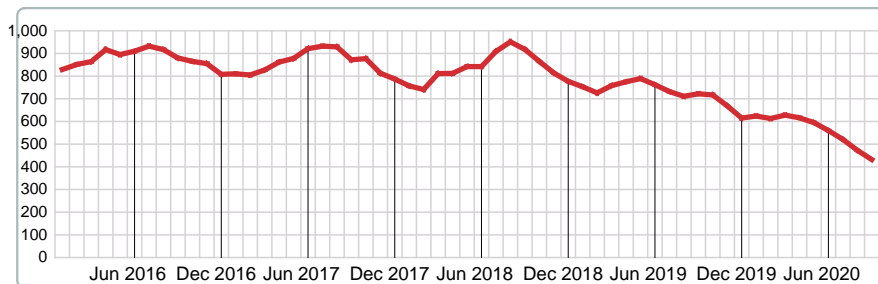
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

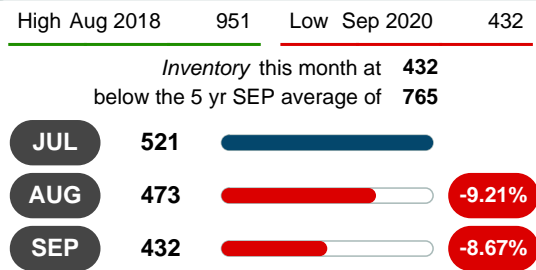


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 765



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	40	9.26%	85.7	18	20	1	1
\$50,001 - \$75,000	61	14.12%	90.2	23	34	4	0
\$75,001 - \$100,000	51	11.81%	79.1	8	35	7	1
\$100,001 - \$200,000	113	26.16%	73.3	11	75	25	2
\$200,001 - \$325,000	66	15.28%	67.1	10	39	15	2
\$325,001 - \$525,000	57	13.19%	81.7	2	22	24	9
\$525,001 and up	44	10.19%	113.4	3	11	20	10
Total Active Inventory by Units			432	75	236	96	25
Total Active Inventory by Volume			108,971,190	9.76M	48.51M	34.26M	16.44M
Average Active Inventory Listing Price			\$252,248	\$130,179	\$205,558	\$356,867	\$657,476

September 2020



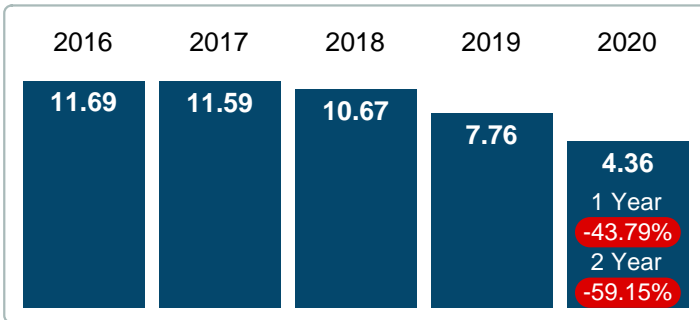
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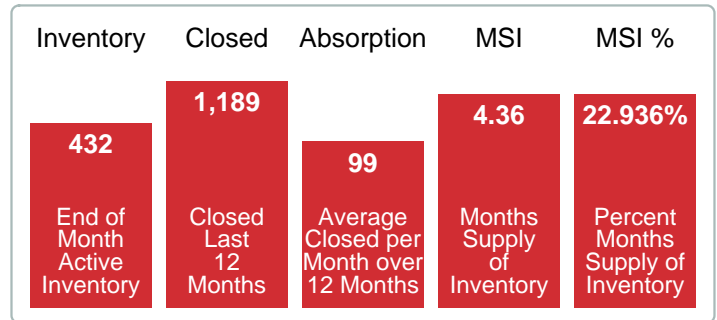
MONTHS SUPPLY of INVENTORY (MSI)

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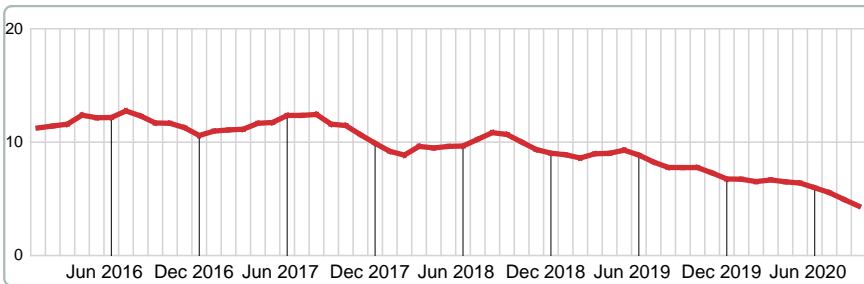
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

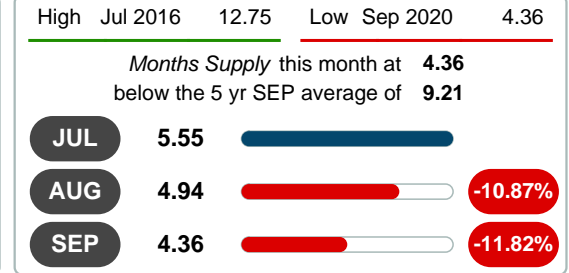


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 9.21



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	40	9.26%	2.58	2.77	2.50	1.09	12.00
\$50,001 - \$70,000	43	9.95%	5.21	5.19	5.05	7.20	0.00
\$70,001 - \$110,000	77	17.82%	3.90	3.52	3.90	5.05	4.00
\$110,001 - \$220,000	111	25.69%	3.18	2.55	2.97	4.50	2.67
\$220,001 - \$330,000	63	14.58%	5.91	5.14	6.53	6.00	2.67
\$330,001 - \$540,000	54	12.50%	6.42	12.00	4.85	6.60	15.43
\$540,001 and up	44	10.19%	27.79	36.00	22.00	30.00	30.00
Market Supply of Inventory (MSI)			4.36	3.69	3.90	6.23	9.09
Total Active Inventory by Units		100%	436	75	236	96	25

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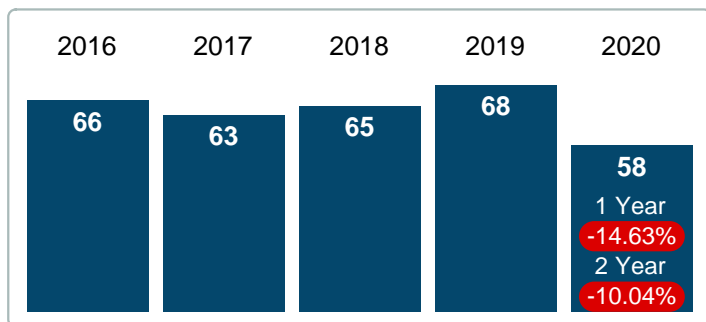
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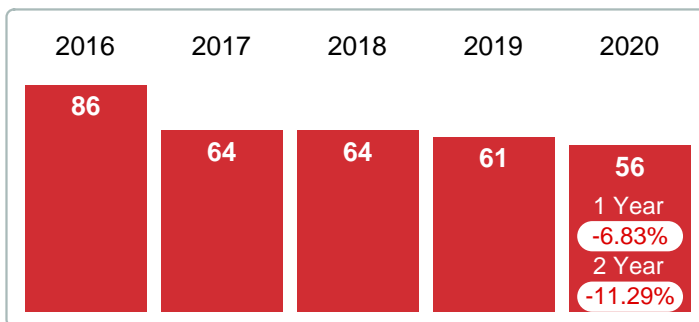
AVERAGE DAYS ON MARKET TO SALE

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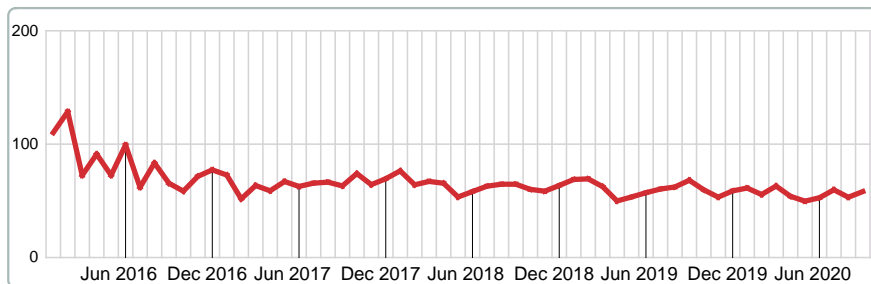
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

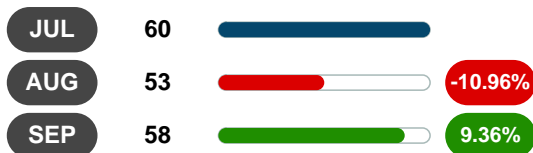


3 MONTHS

5 year SEP AVG = 64

High Feb 2016 129 Low May 2020 50

Average Days on Market to Sale this month at 58 below the 5 yr SEP average of 64



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
\$50,000 and less	6.29%	42	38	51	0	0
\$50,001 - \$75,000	8.39%	86	105	79	0	0
\$75,001 - \$125,000	21.68%	49	22	52	76	0
\$125,001 - \$175,000	22.38%	36	36	41	22	0
\$175,001 - \$275,000	13.29%	78	81	86	75	4
\$275,001 - \$400,000	18.18%	72	140	69	55	106
\$400,001 and up	9.79%	64	166	23	81	108
Average Closed DOM		58				
Total Closed Units	100%	58	24	83	31	5
Total Closed Volume		28,205,825	2.91M	15.27M	8.39M	1.64M

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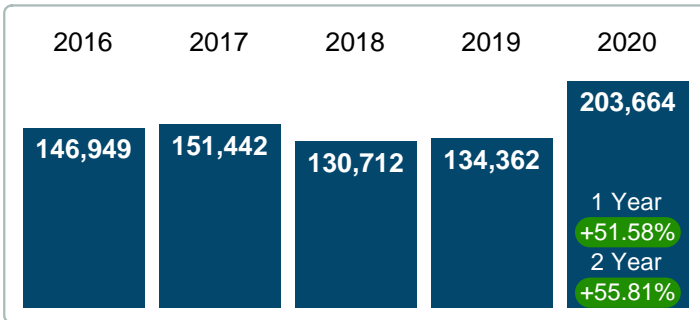
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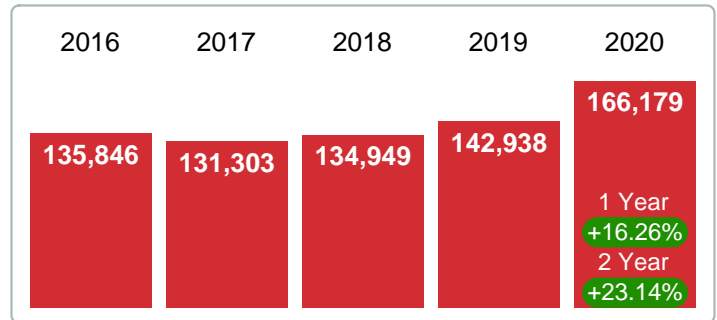
AVERAGE LIST PRICE AT CLOSING

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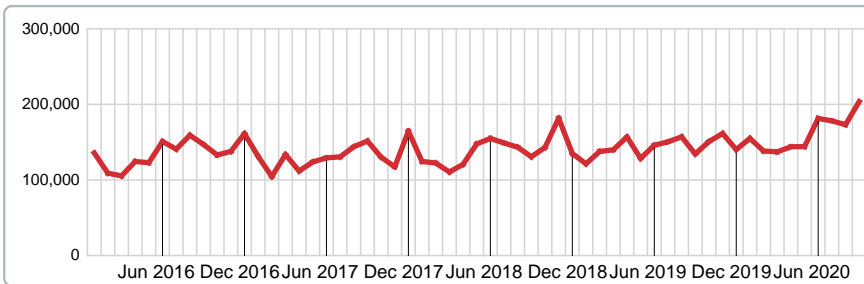
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

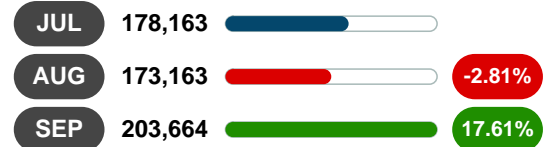


3 MONTHS

5 year SEP AVG = 153,426

High Sep 2020 203,664 Low Feb 2017 104,509

Average List Price at Closing this month at **203,664** above the 5 yr SEP average of **153,426**



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	
\$50,000 and less	8	5.59%	28,838	29,483	36,267	0	
\$50,001 - \$75,000	13	9.09%	65,385	70,300	65,233	0	
\$75,001 - \$125,000	29	20.28%	104,266	105,617	107,081	99,900	
\$125,001 - \$175,000	33	23.08%	147,488	142,880	154,053	144,188	
\$175,001 - \$275,000	21	14.69%	221,571	223,750	221,573	227,840	
\$275,001 - \$400,000	25	17.48%	343,460	284,000	336,693	347,488	
\$400,001 and up	14	9.79%	493,786	599,000	452,833	529,667	
Average List Price		203,664		127,767	189,634	279,039	333,560
Total Closed Units		143	100%	203,664	24	83	31
Total Closed Volume		29,123,998			3.07M	15.74M	8.65M

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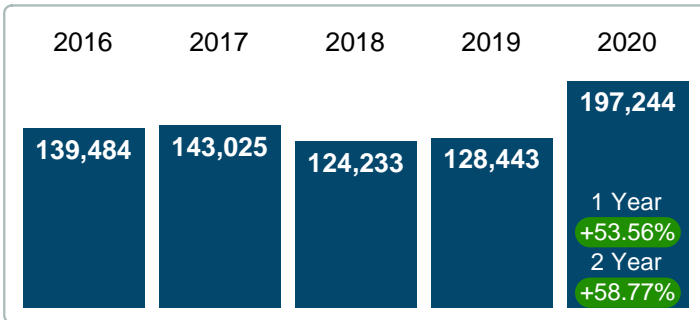
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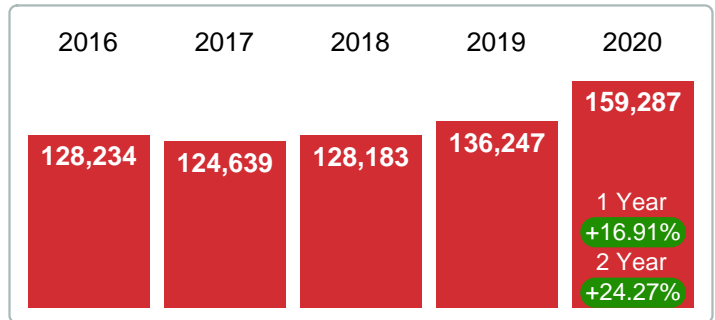
AVERAGE SOLD PRICE AT CLOSING

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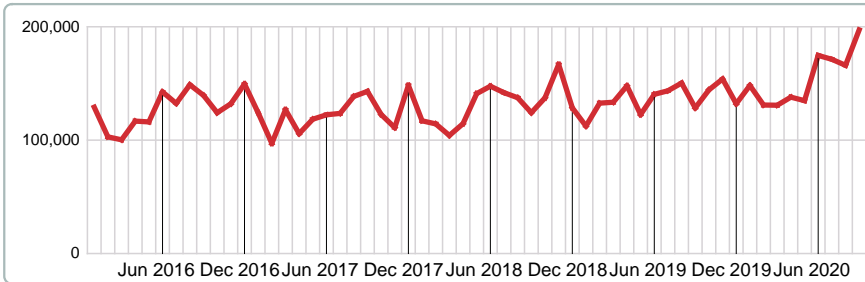
SEPTEMBER



YEAR TO DATE (YTD)

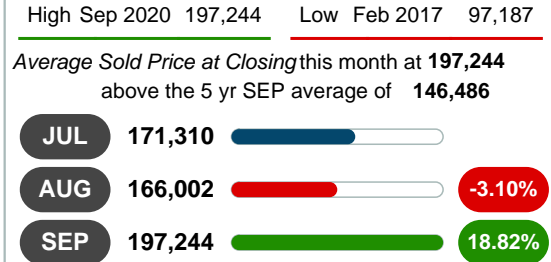


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 146,486



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
\$50,000 and less	9	6.29%	28,111	25,500	33,333	0	0
\$50,001 - \$75,000	12	8.39%	63,650	66,967	62,544	0	0
\$75,001 - \$125,000	31	21.68%	99,216	97,000	100,133	97,725	0
\$125,001 - \$175,000	32	22.38%	145,841	139,745	148,863	142,475	0
\$175,001 - \$275,000	19	13.29%	215,316	218,250	215,864	220,500	177,500
\$275,001 - \$400,000	26	18.18%	333,708	284,000	329,821	339,250	353,633
\$400,001 and up	14	9.79%	477,071	550,000	447,000	507,000	405,000
Average Sold Price			197,244	121,047	183,953	270,619	328,680
Total Closed Units		100%	197,244	24	83	31	5
Total Closed Volume			28,205,825	2.91M	15.27M	8.39M	1.64M

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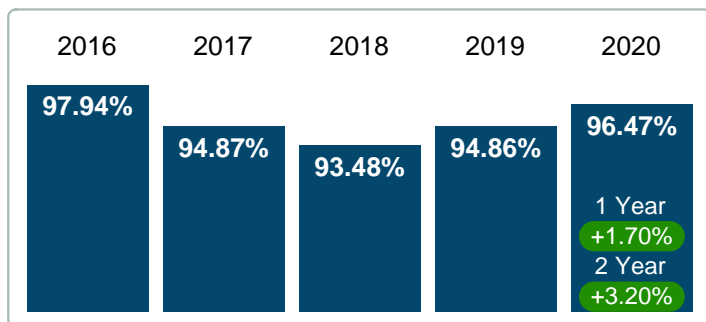
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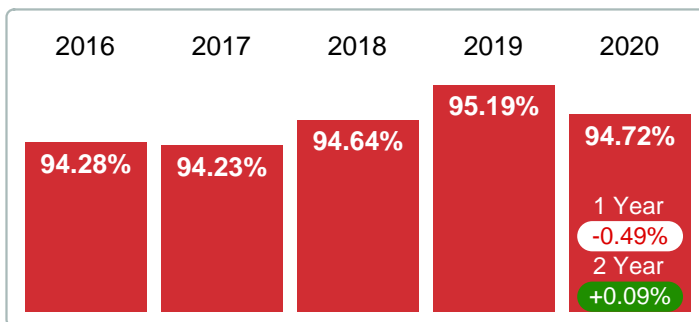
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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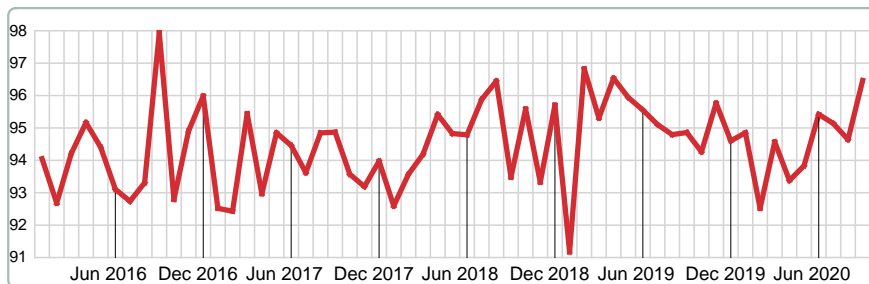
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

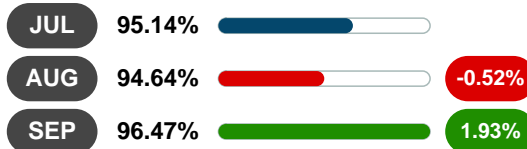


3 MONTHS

5 year SEP AVG = 95.52%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.47%**
equal to 5 yr SEP average of **95.52%**



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
\$50,000 and less	9	6.29%	93.66%	82.48%	116.01%	0.00%	0.00%
\$50,001 - \$75,000	12	8.39%	96.01%	95.48%	96.19%	0.00%	0.00%
\$75,001 - \$125,000	31	21.68%	94.03%	92.73%	93.64%	98.04%	0.00%
\$125,001 - \$175,000	32	22.38%	97.55%	97.90%	96.94%	98.78%	0.00%
\$175,001 - \$275,000	19	13.29%	97.80%	97.38%	98.02%	96.74%	101.49%
\$275,001 - \$400,000	26	18.18%	98.12%	100.00%	97.91%	97.93%	98.93%
\$400,001 and up	14	9.79%	96.72%	91.82%	98.72%	95.55%	96.66%
Average Sold/List Ratio		96.50%		92.24%	97.15%	97.51%	98.98%
Total Closed Units		143	100%	24	83	31	5
Total Closed Volume		28,205,825		2.91M	15.27M	8.39M	1.64M

September 2020



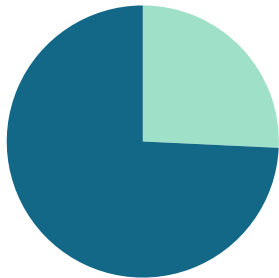
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

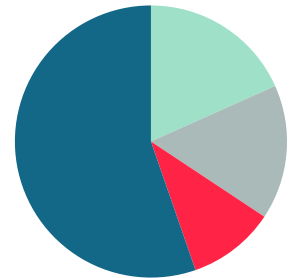


Inventory
 New Listings
164 = 25.75%
 Start Inventory
473
 Total Inventory Units
637
 Volume
\$155,528,002

Market Activity

Closed Sales
143 = 18.31%
 Pending Sales
125 = 16.01%
 Other Off Market
81 = 10.37%
 Active Inventory
432 = 55.31%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	102	143	40.20%	849	945	11.31%
Pending Sales	66	125	89.39%	888	1,086	22.30%
New Listings	196	164	-16.33%	1,918	1,645	-14.23%
Average List Price	134,362	203,664	51.58%	142,938	166,179	16.26%
Average Sale Price	128,443	197,244	53.56%	136,247	159,287	16.91%
Average Percent of Selling Price to List Price	94.86%	96.47%	1.70%	95.19%	94.72%	-0.49%
Average Days on Market to Sale	68.14	58.17	-14.63%	60.57	56.43	-6.83%
Monthly Inventory	722	432	-40.17%	722	432	-40.17%
Months Supply of Inventory	7.76	4.36	-43.79%	7.76	4.36	-43.79%

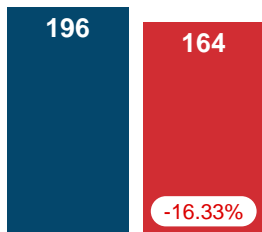
Absorption: Last 12 months, an Average of **99** Sales/Month

Inventory on September 30, 2020 = **432** 2019 2020

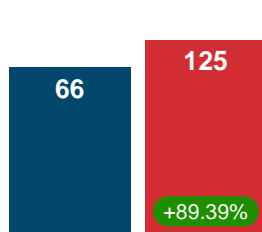
SEPTEMBER MARKET

AVERAGE PRICES

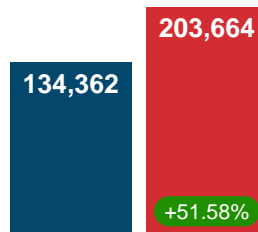
New Listings



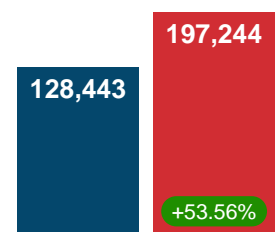
Pending Listings



List Price



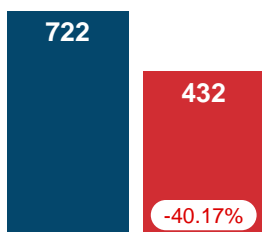
Sale Price



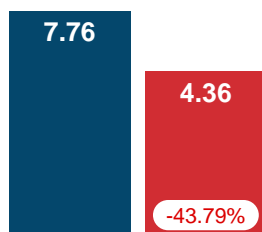
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

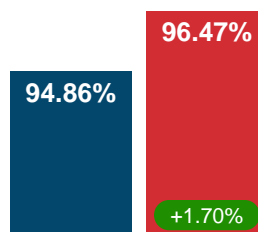
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

