

## September 2020



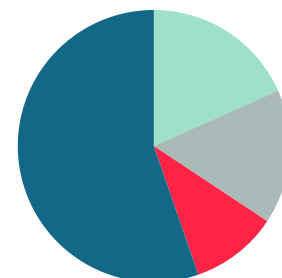
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### 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%
Median List Price	99,750	159,000	59.40%
Median Sale Price	98,000	149,000	52.04%
Median Percent of Selling Price to List Price	95.44%	96.99%	1.62%
Median Days on Market to Sale	64.00	39.00	-39.06%
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.

##### 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 **52.04%** in September 2020 to \$149,000 versus the previous year at \$98,000.

##### Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 25.00 days or **39.06%** in September 2020 compared to last year's same month at **64.00** DOM.

##### Sales Success for September 2020 is Positive

Overall, with Median 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 Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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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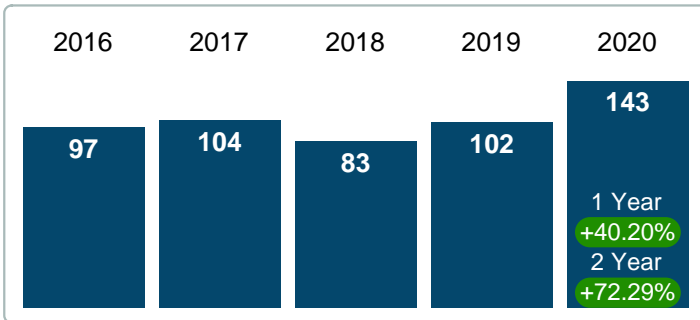
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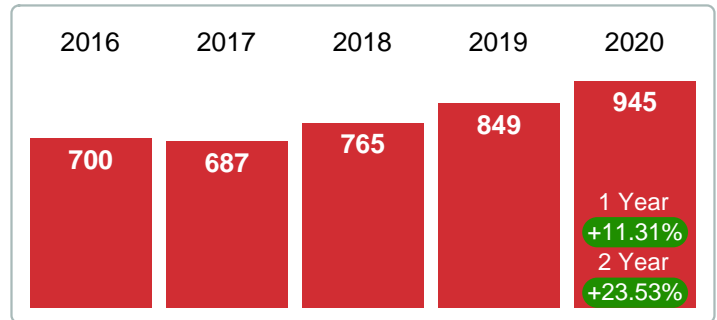
## CLOSED LISTINGS

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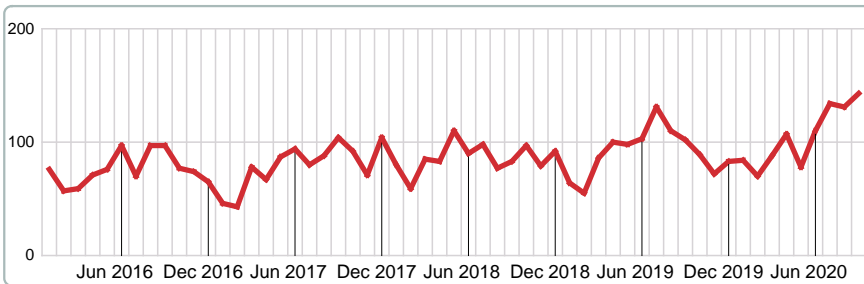
### SEPTEMBER



### YEAR TO DATE (YTD)

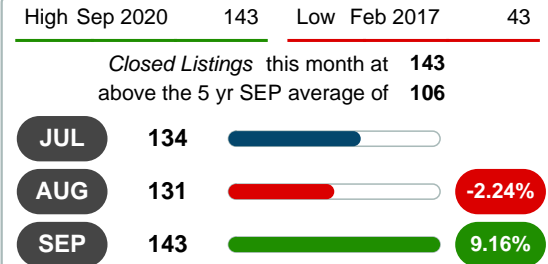


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 106



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	14	9.79%	38.0	6	8	0	0
\$60,001 - \$90,000	19	13.29%	83.0	5	12	2	0
\$90,001 - \$120,000	18	12.59%	10.0	4	12	2	0
\$120,001 - \$190,000	37	25.87%	30.0	5	22	9	1
\$190,001 - \$290,000	21	14.69%	65.0	3	12	6	0
\$290,001 - \$400,000	20	13.99%	38.5	0	11	6	3
\$400,001 and up	14	9.79%	43.0	1	6	6	1
<b>Total Closed Units</b>	<b>143</b>			<b>24</b>	<b>83</b>	<b>31</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>28,205,825</b>	<b>100%</b>	<b>39.0</b>	<b>2.91M</b>	<b>15.27M</b>	<b>8.39M</b>	<b>1.64M</b>
<b>Median Closed Price</b>	<b>\$149,000</b>			<b>\$96,500</b>	<b>\$145,000</b>	<b>\$255,000</b>	<b>\$375,000</b>

# September 2020



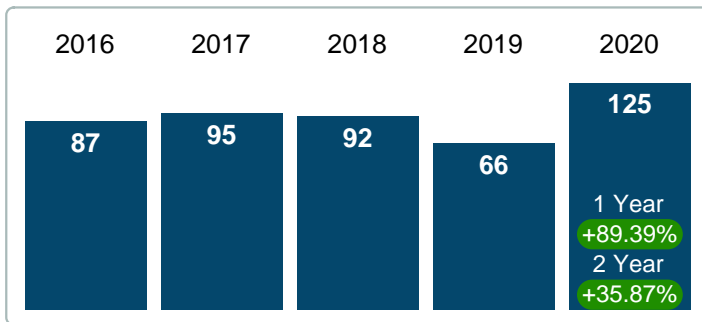
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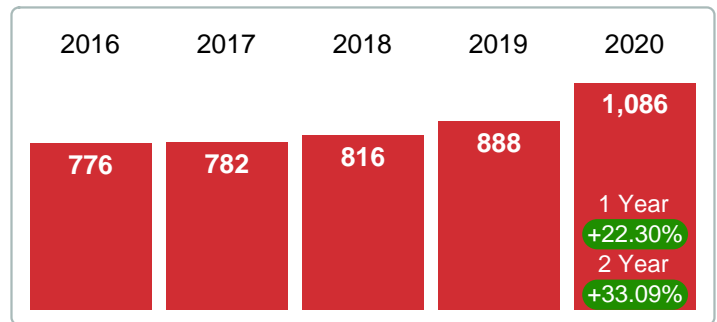
## PENDING LISTINGS

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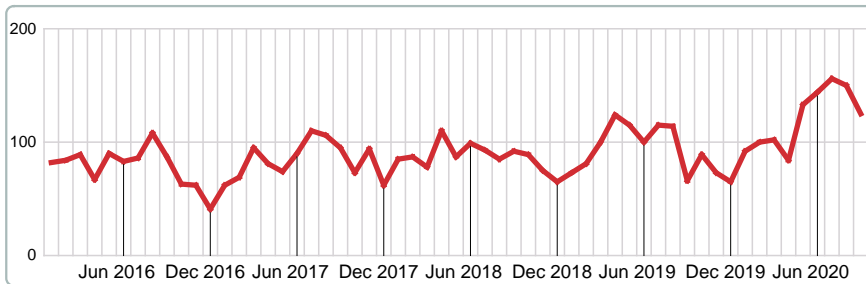
### SEPTEMBER



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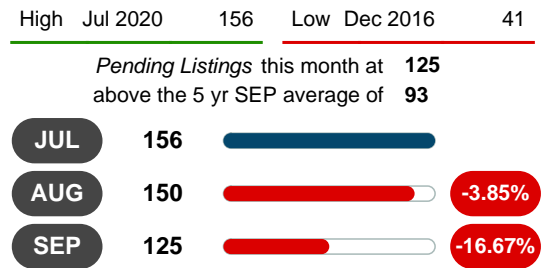


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 93



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	7.20%	41.0	3	6	0	0
\$50,001 - \$75,000	12	9.60%	31.0	5	6	1	0
\$75,001 - \$125,000	20	16.00%	35.5	5	13	2	0
\$125,001 - \$200,000	37	29.60%	38.0	5	25	5	2
\$200,001 - \$250,000	13	10.40%	20.0	1	7	5	0
\$250,001 - \$375,000	21	16.80%	52.0	3	12	5	1
\$375,001 and up	13	10.40%	77.0	2	5	5	1
<b>Total Pending Units</b>	<b>125</b>			<b>24</b>	<b>74</b>	<b>23</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>26,461,186</b>	<b>100%</b>	<b>39.0</b>	<b>4.76M</b>	<b>13.69M</b>	<b>6.60M</b>	<b>1.42M</b>
<b>Median Listing Price</b>	<b>\$161,000</b>			<b>\$117,400</b>	<b>\$152,500</b>	<b>\$229,900</b>	<b>\$265,000</b>

# September 2020



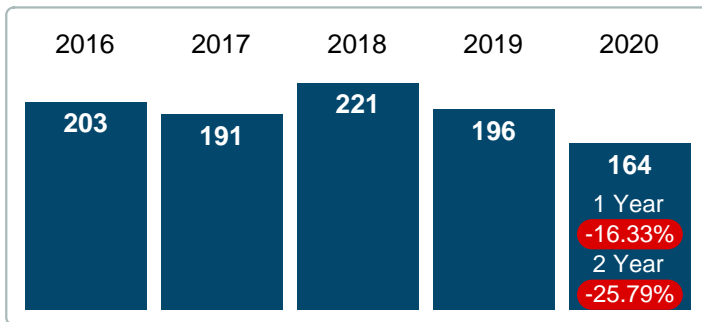
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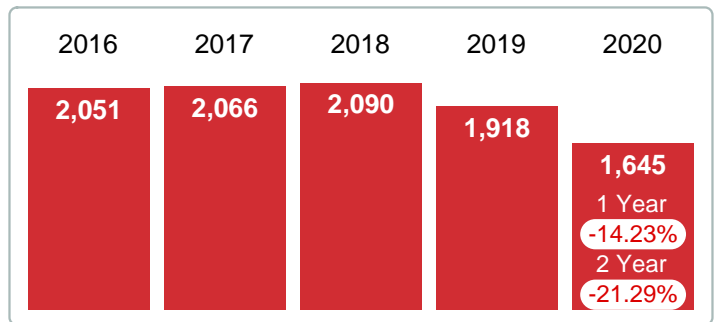
## NEW LISTINGS

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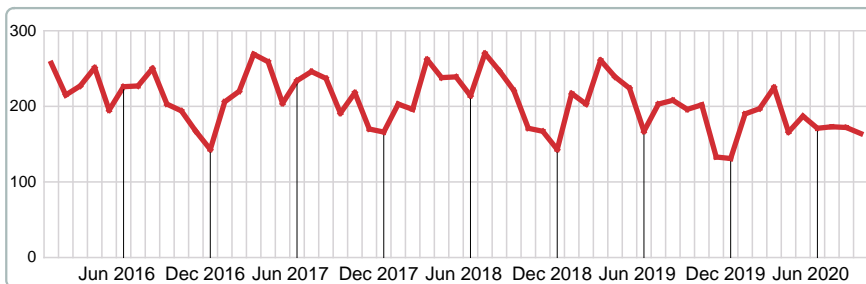
### SEPTEMBER



### YEAR TO DATE (YTD)

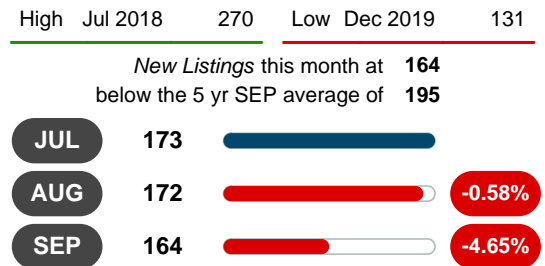


### 5 YEAR MARKET ACTIVITY TRENDS



### 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 - \$70,000	13	7.93%	6	5	2	0
\$70,001 - \$110,000	29	17.68%	7	18	4	0
\$110,001 - \$190,000	41	25.00%	6	29	5	1
\$190,001 - \$270,000	28	17.07%	4	14	10	0
\$270,001 - \$380,000	19	11.59%	2	7	9	1
\$380,001 and up	18	10.98%	1	10	4	3
<b>Total New Listed Units</b>	<b>164</b>		<b>32</b>	<b>92</b>	<b>34</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>33,538,086</b>	<b>100%</b>	<b>4.19M</b>	<b>18.25M</b>	<b>9.03M</b>	<b>2.06M</b>
<b>Median New Listed Listing Price</b>	<b>\$150,000</b>		<b>\$94,450</b>	<b>\$144,250</b>	<b>\$234,450</b>	<b>\$329,950</b>

# September 2020



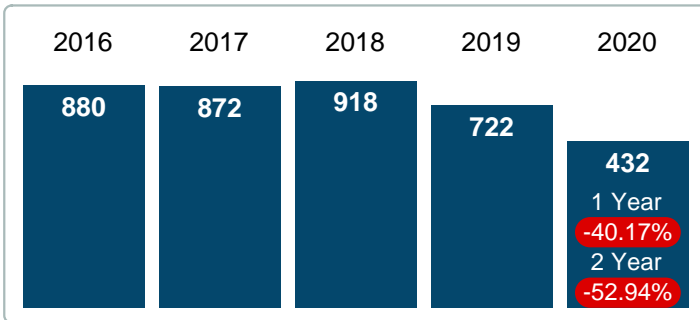
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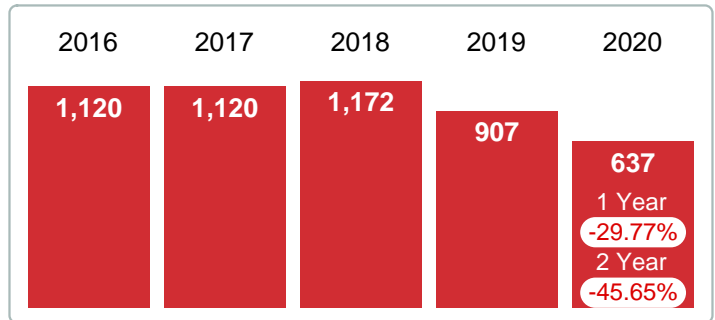
## ACTIVE INVENTORY

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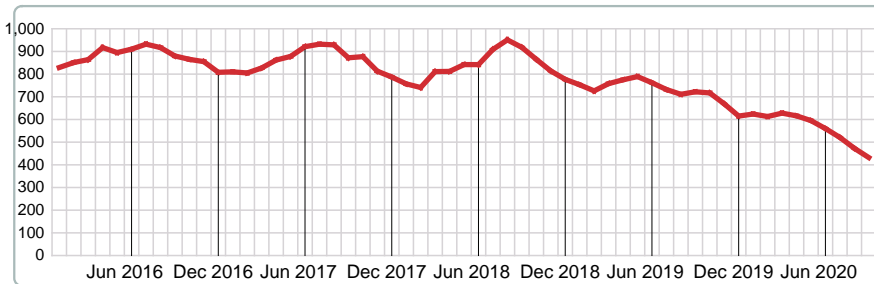
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

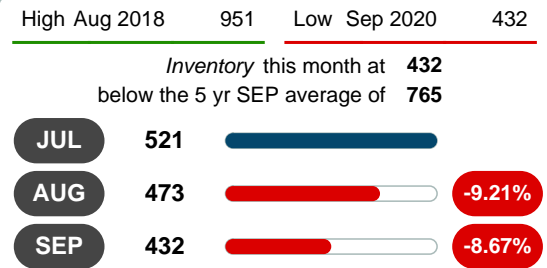


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 765



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	40	9.26%	71.0	18	20	1	1	
\$50,001 - \$70,000	43	9.95%	69.0	16	24	3	0	
\$70,001 - \$110,000	77	17.82%	51.0	17	51	8	1	
\$110,001 - \$220,000	111	25.69%	58.0	10	72	27	2	
\$220,001 - \$330,000	63	14.58%	48.0	9	37	15	2	
\$330,001 - \$540,000	54	12.50%	49.5	2	21	22	9	
\$540,001 and up	44	10.19%	91.5	3	11	20	10	
Total Active Inventory by Units		432		75	236	96	25	
Total Active Inventory by Volume		108,971,190	100%	61.5	9.76M	48.51M	34.26M	16.44M
Median Active Inventory Listing Price		\$150,000			\$74,900	\$134,950	\$264,950	\$425,000

# September 2020



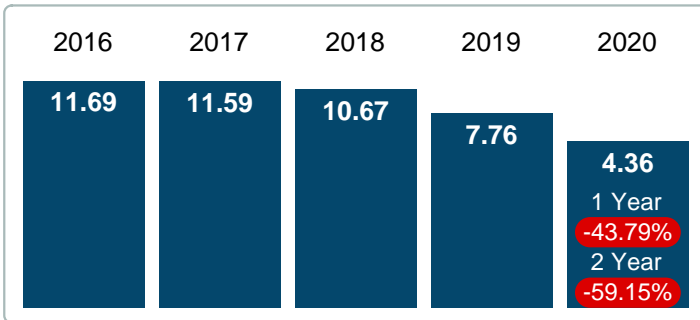
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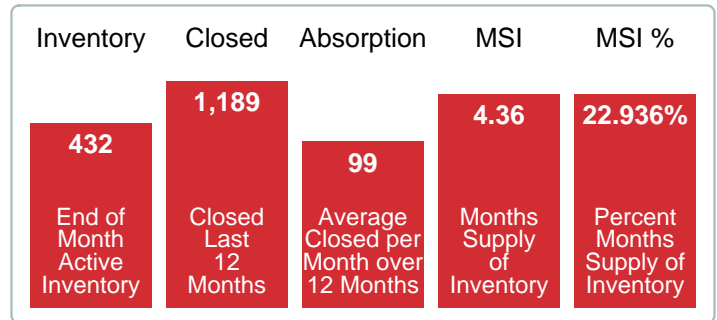
## MONTHS SUPPLY of INVENTORY (MSI)

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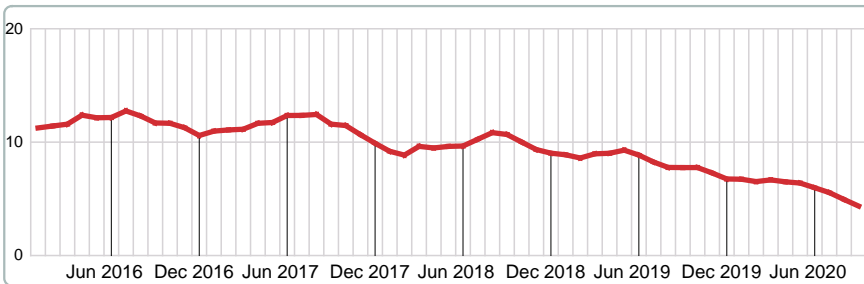
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

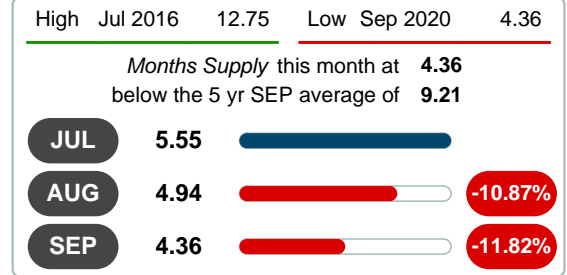


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2020



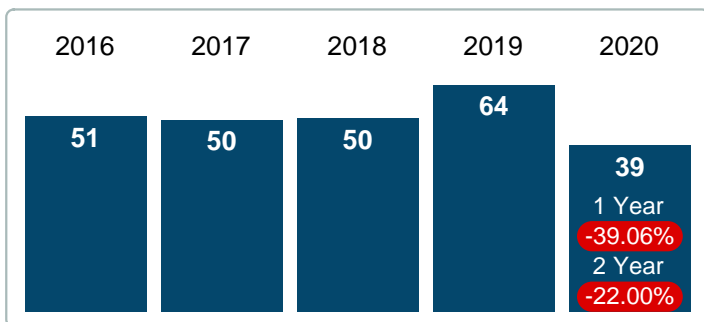
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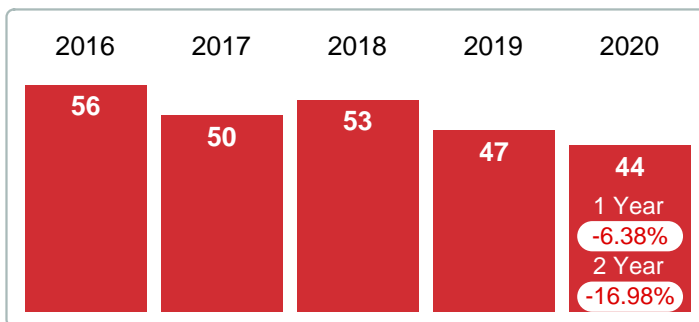
## MEDIAN DAYS ON MARKET TO SALE

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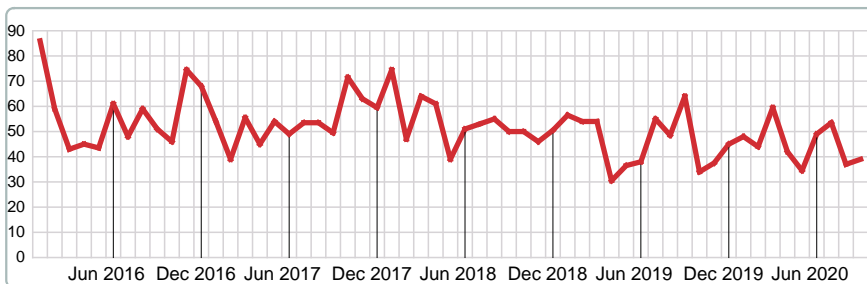
### SEPTEMBER



### YEAR TO DATE (YTD)

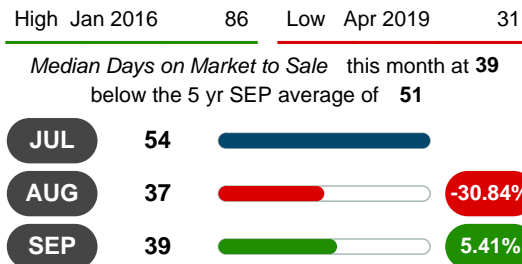


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 51



### 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
\$60,000 and less	9.79%	38	36	38	0	0
\$60,001 - \$90,000	13.29%	83	54	78	94	0
\$90,001 - \$120,000	12.59%	10	11	10	57	0
\$120,001 - \$190,000	25.87%	30	11	32	30	4
\$190,001 - \$290,000	14.69%	65	131	121	37	0
\$290,001 - \$400,000	13.99%	39	0	41	33	142
\$400,001 and up	9.79%	43	166	22	93	108
<b>Median Closed DOM</b>		<b>39</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>39.0</b>	<b>24</b>	<b>83</b>	<b>31</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>28,205,825</b>	<b>2.91M</b>	<b>15.27M</b>	<b>8.39M</b>	<b>1.64M</b>

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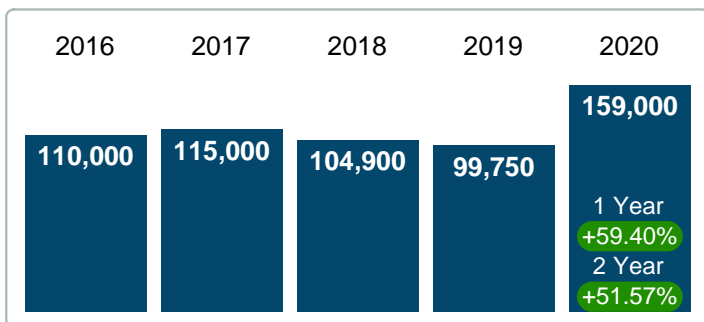
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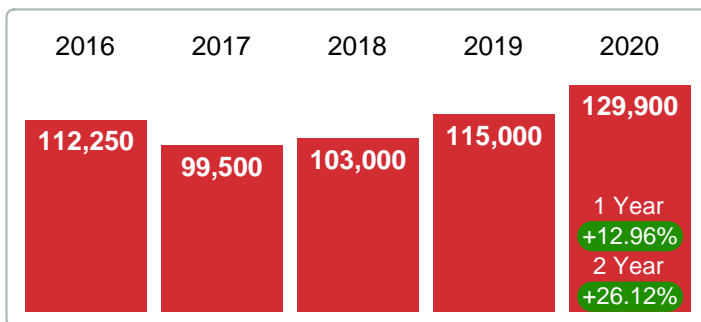
## MEDIAN LIST PRICE AT CLOSING

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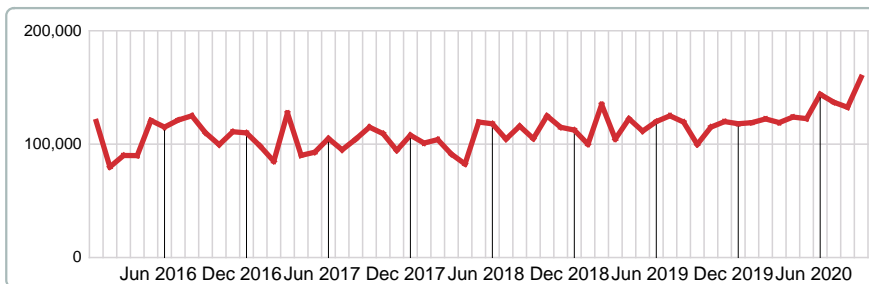
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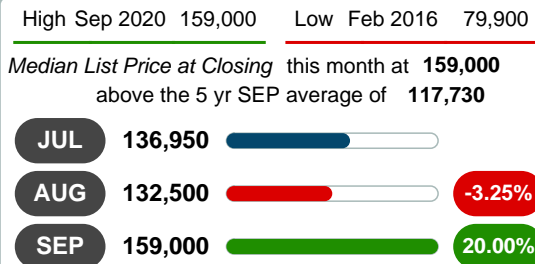


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 117,730



### 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	8	30,950	30,950	26,900	0	0
\$50,001 - \$75,000	13	65,000	66,500	63,500	74,900	0
\$75,001 - \$125,000	29	105,000	105,000	105,000	104,900	0
\$125,001 - \$175,000	33	145,000	146,500	145,000	132,400	174,900
\$175,001 - \$275,000	21	224,500	223,750	226,750	199,900	0
\$275,001 - \$400,000	25	349,000	284,000	345,000	372,000	379,900
\$400,001 and up	14	482,000	599,000	452,500	487,000	419,000
<b>Median List Price</b>		<b>159,000</b>	<b>112,450</b>	<b>155,000</b>	<b>259,900</b>	<b>379,900</b>
<b>Total Closed Units</b>		<b>143</b>	<b>24</b>	<b>83</b>	<b>31</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>29,123,998</b>	<b>3.07M</b>	<b>15.74M</b>	<b>8.65M</b>	<b>1.67M</b>



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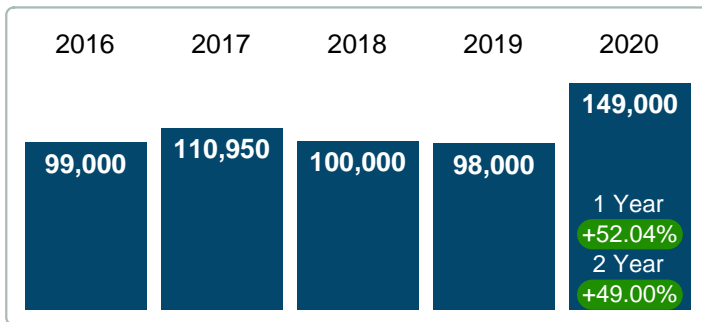
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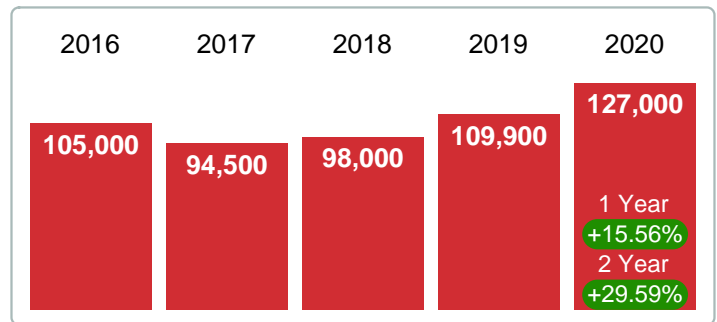
## MEDIAN SOLD PRICE AT CLOSING

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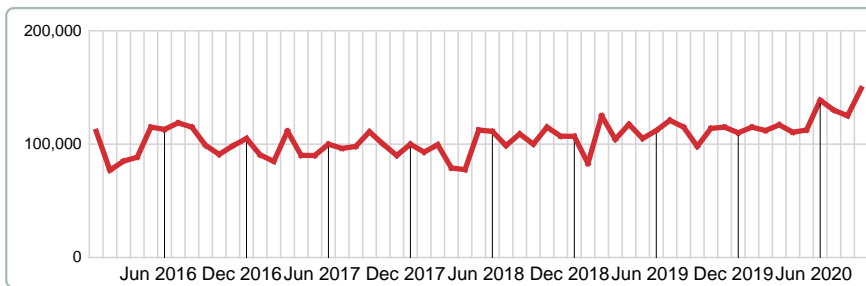
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

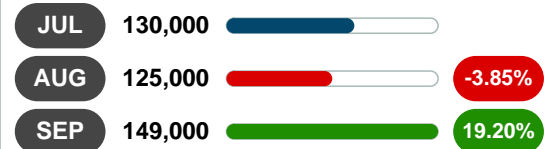


### 3 MONTHS

5 year SEP AVG = 111,390

High Sep 2020 149,000 Low Feb 2016 77,000

Median Sold Price at Closing this month at 149,000 above the 5 yr SEP average of 111,390



### 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
\$60,000 and less	9.79%	38,500	27,500	54,000	0	0
\$60,001 - \$90,000	13.29%	79,900	72,900	80,000	83,500	0
\$90,001 - \$120,000	12.59%	106,500	102,500	109,000	111,950	0
\$120,001 - \$190,000	25.87%	143,500	137,725	149,500	130,000	177,500
\$190,001 - \$290,000	14.69%	240,000	237,500	231,250	265,000	0
\$290,001 - \$400,000	13.99%	347,000	0	340,000	367,500	375,000
\$400,001 and up	9.79%	459,500	550,000	442,500	480,000	405,000
Median Sold Price		149,000	96,500	145,000	255,000	375,000
Total Closed Units	100%	143	24	83	31	5
Total Closed Volume		28,205,825	2.91M	15.27M	8.39M	1.64M

# September 2020



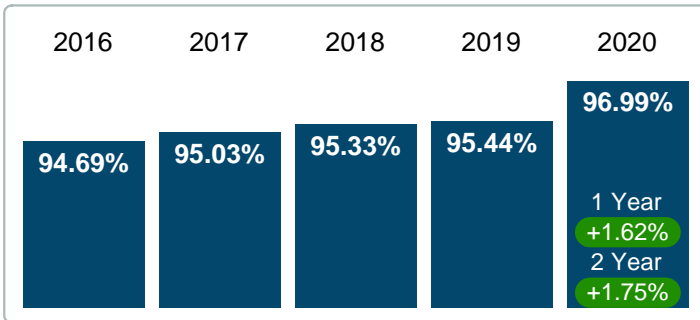
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



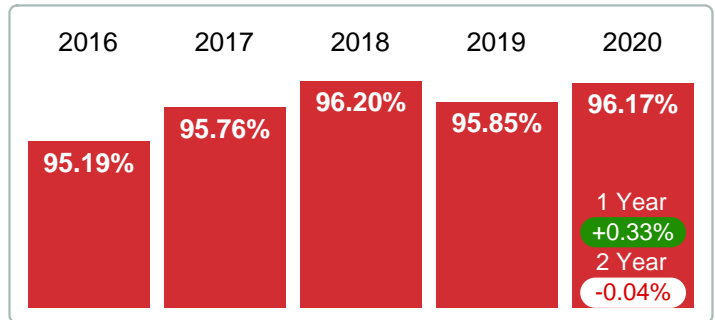
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

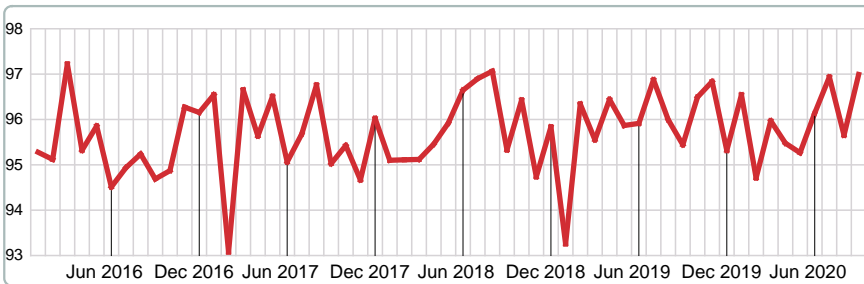
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

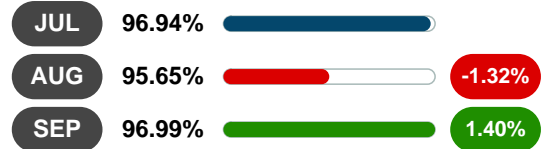


### 3 MONTHS

5 year SEP AVG = 95.50%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.99%** above the 5 yr SEP average of **95.50%**



## 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
\$60,000 and less	14	9.79%	86.08%	88.21%	85.06%	0.00%	0.00%
\$60,001 - \$90,000	19	13.29%	96.39%	97.62%	96.34%	96.45%	0.00%
\$90,001 - \$120,000	18	12.59%	95.33%	90.08%	93.75%	99.62%	0.00%
\$120,001 - \$190,000	37	25.87%	97.61%	100.00%	97.01%	100.00%	101.49%
\$190,001 - \$290,000	21	14.69%	97.16%	100.00%	96.60%	98.90%	0.00%
\$290,001 - \$400,000	20	13.99%	98.60%	0.00%	98.57%	97.81%	100.00%
\$400,001 and up	14	9.79%	97.87%	91.82%	98.41%	96.31%	96.66%
Median Sold/List Ratio		96.99%		94.88%	96.67%	98.63%	100.00%
Total Closed Units	143	100%	96.99%	24	83	31	5
Total Closed Volume	28,205,825			2.91M	15.27M	8.39M	1.64M

# September 2020



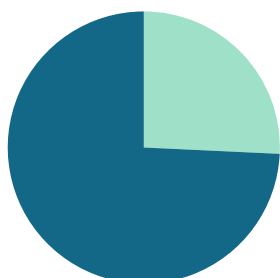
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

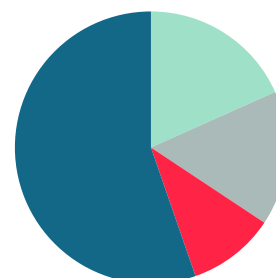


**Inventory**  
 New Listings  
**164 = 25.75%**  
 Start Inventory  
**473**  
 Total Inventory Units  
**637**  
 Volume  
**\$155,528,002**

### 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%
Median List Price	99,750	159,000	59.40%	115,000	129,900	12.96%
Median Sale Price	98,000	149,000	52.04%	109,900	127,000	15.56%
Median Percent of Selling Price to List Price	95.44%	96.99%	1.62%	95.85%	96.17%	0.33%
Median Days on Market to Sale	64.00	39.00	-39.06%	47.00	44.00	-6.38%
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%

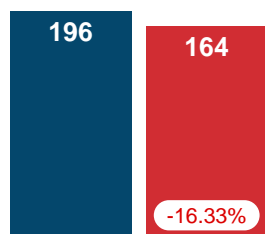
**Absorption:** Last 12 months, an Average of **99** Sales/Month

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

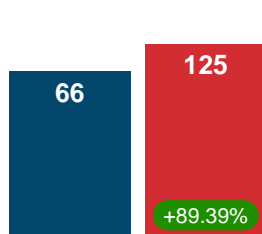
### SEPTEMBER MARKET

### MEDIAN PRICES

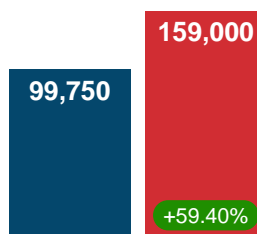
#### New Listings



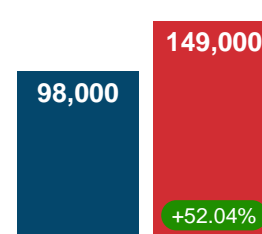
#### Pending Listings



#### List Price



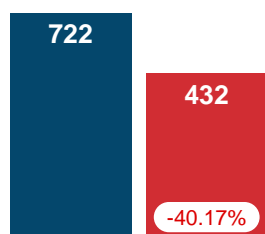
#### Sale Price



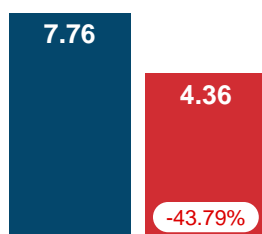
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

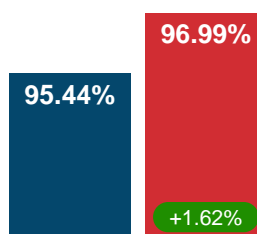
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

