

April 2020



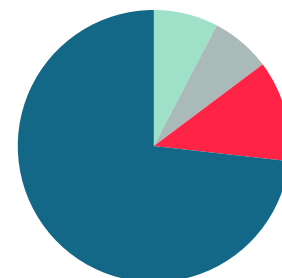
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	107	126	17.76%
Pending Listings	144	117	-18.75%
New Listings	334	275	-17.66%
Average List Price	145,567	136,647	-6.13%
Average Sale Price	135,955	129,486	-4.76%
Average Percent of Selling Price to List Price	95.38%	93.38%	-2.09%
Average Days on Market to Sale	54.87	60.18	9.68%
End of Month Inventory	1,566	1,206	-22.99%
Months Supply of Inventory	15.94	11.27	-29.29%



■ Closed (7.65%)
■ Pending (7.10%)
■ Other OffMarket (12.02%)
■ Active (73.22%)

Absorption: Last 12 months, an Average of **107** Sales/Month
Active Inventory as of April 30, 2020 = **1,206**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **22.99%** to 1,206 existing homes available for sale. Over the last 12 months this area has had an average of 107 closed sales per month. This represents an unsold inventory index of **11.27** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.76%** in April 2020 to \$129,486 versus the previous year at \$135,955.

Average Days on Market Lengthens

The average number of **60.18** days that homes spent on the market before selling increased by 5.31 days or **9.68%** in April 2020 compared to last year's same month at **54.87** DOM.

Sales Success for April 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 275 New Listings in April 2020, down **17.66%** from last year at 334. Furthermore, there were 126 Closed Listings this month versus last year at 107, a **17.76%** increase.

Closed versus Listed trends yielded a **45.8%** ratio, up from previous year's, April 2019, at **32.0%**, a **43.02%** 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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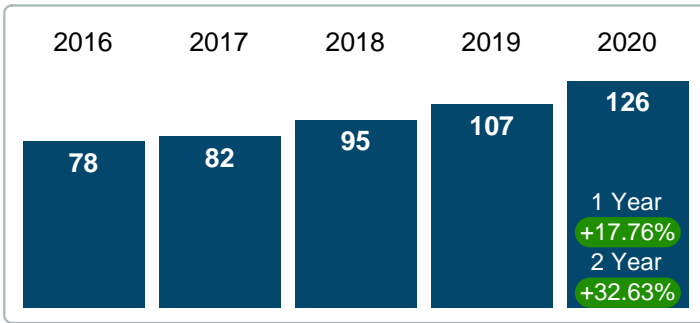
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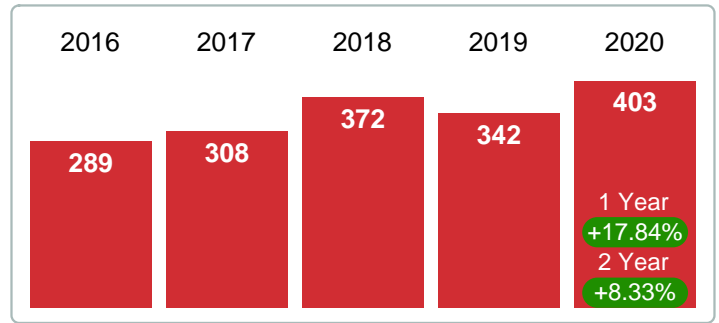
CLOSED LISTINGS

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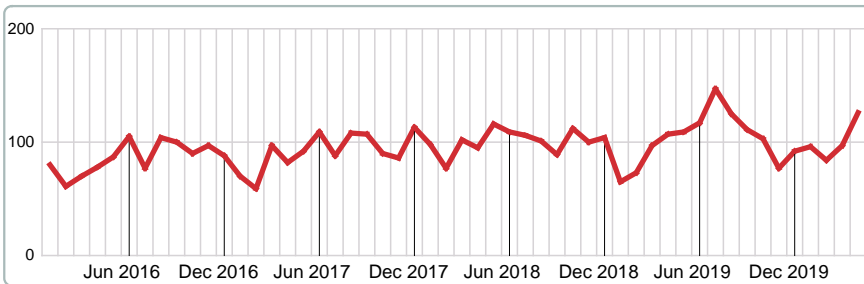
APRIL



YEAR TO DATE (YTD)

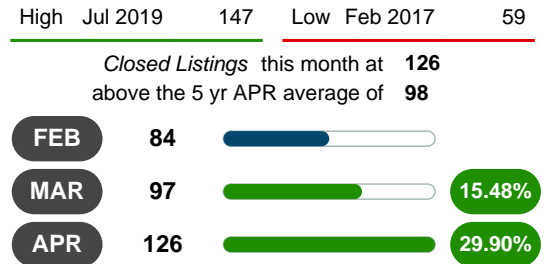


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 98



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	12	9.52%	65.2	7	5	0	0
\$10,001 - \$30,000	15	11.90%	47.9	9	5	0	1
\$30,001 - \$60,000	18	14.29%	80.8	15	3	0	0
\$60,001 - \$130,000	31	24.60%	57.3	12	17	2	0
\$130,001 - \$180,000	19	15.08%	55.4	2	15	2	0
\$180,001 - \$260,000	17	13.49%	48.3	3	11	2	1
\$260,001 and up	14	11.11%	69.8	3	8	3	0
Total Closed Units	126			51	64	9	2
Total Closed Volume	16,315,265	100%	60.2	4.40M	9.69M	1.99M	243.00K
Average Closed Price	\$129,486			\$86,302	\$151,341	\$220,556	\$121,500

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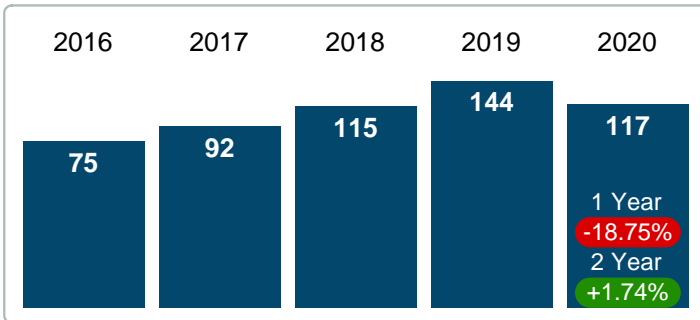
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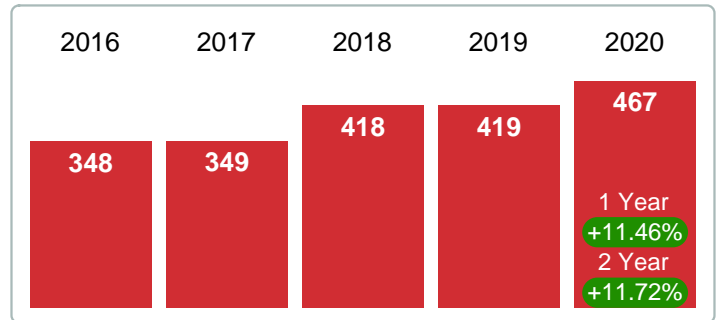
PENDING LISTINGS

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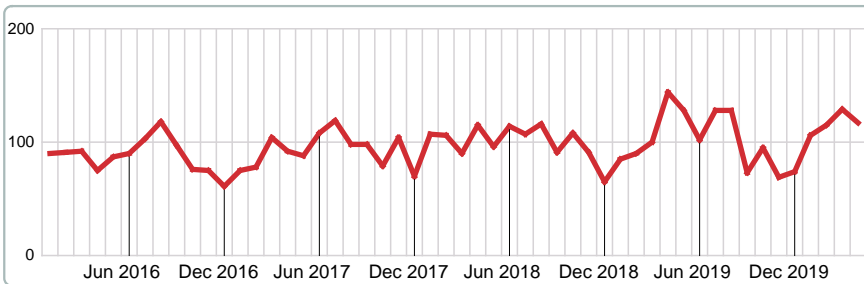
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 109

High Apr 2019 144 Low Dec 2016 61

Pending Listings this month at 117 above the 5 yr APR average of 109



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.40%	71.5	7	4	0	0
\$30,001 - \$50,000	17	14.53%	71.6	9	7	1	0
\$50,001 - \$70,000	11	9.40%	58.6	6	5	0	0
\$70,001 - \$130,000	34	29.06%	52.6	13	17	4	0
\$130,001 - \$180,000	15	12.82%	80.4	3	10	2	0
\$180,001 - \$280,000	18	15.38%	29.7	5	12	0	1
\$280,001 and up	11	9.40%	40.2	4	6	1	0
Total Pending Units	117			47	61	8	1
Total Pending Volume	16,124,185	100%	55.6	5.61M	9.13M	1.13M	249.00K
Average Listing Price	\$110,316			\$119,445	\$149,663	\$141,475	\$249,000

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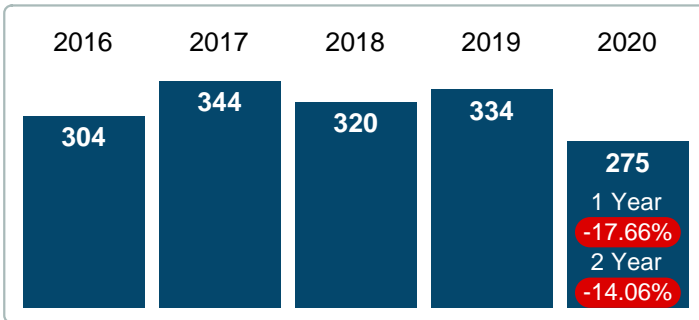
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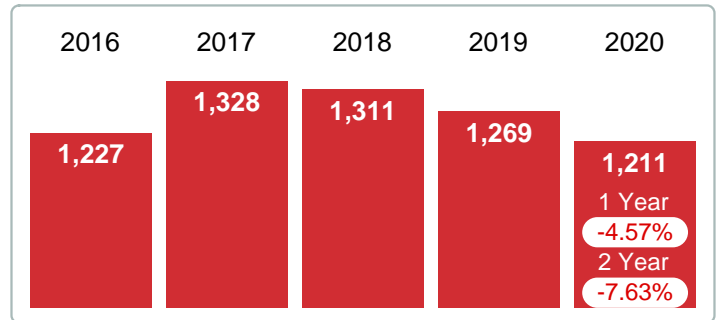
NEW LISTINGS

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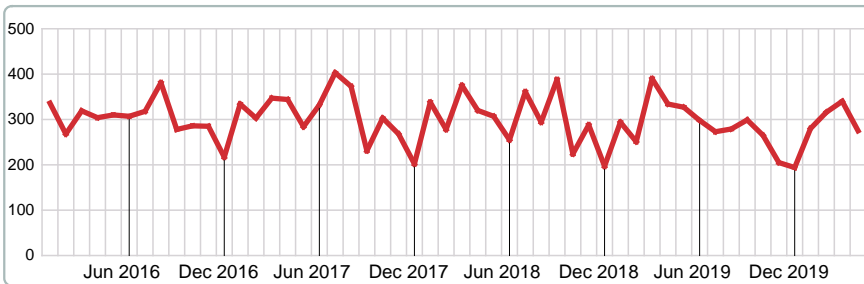
APRIL



YEAR TO DATE (YTD)

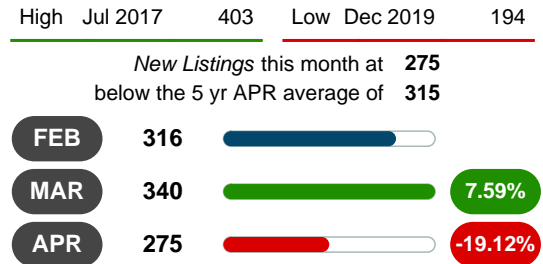


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 315



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	18	6.55%	15	2	0	1
\$25,001 - \$50,000	30	10.91%	25	3	2	0
\$50,001 - \$75,000	18	6.55%	8	9	1	0
\$75,001 - \$175,000	100	36.36%	60	29	9	2
\$175,001 - \$275,000	42	15.27%	17	21	2	2
\$275,001 - \$425,000	35	12.73%	12	15	6	2
\$425,001 and up	32	11.64%	9	8	11	4
Total New Listed Units	275		146	87	31	11
Total New Listed Volume	56,566,839	100%	22.75M	18.24M	9.53M	6.04M
Average New Listed Listing Price	\$213,700		\$155,827	\$209,703	\$307,345	\$549,482

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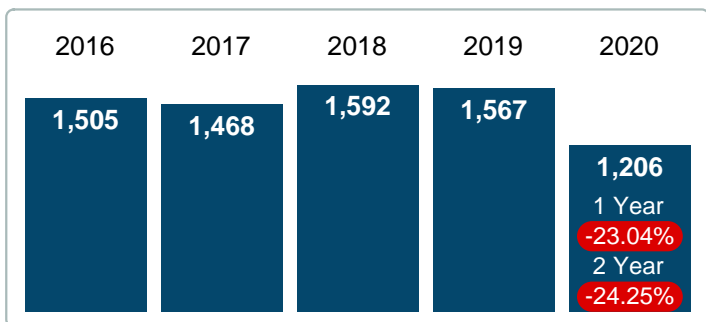
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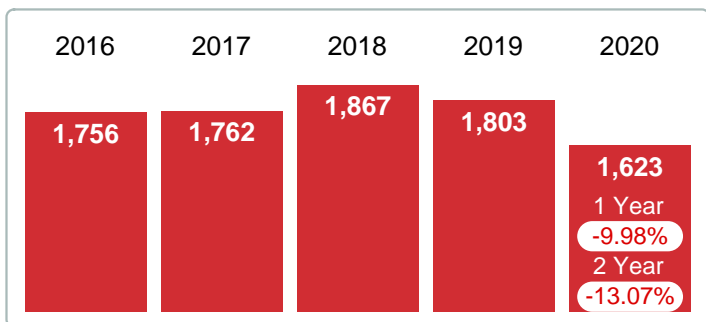
ACTIVE INVENTORY

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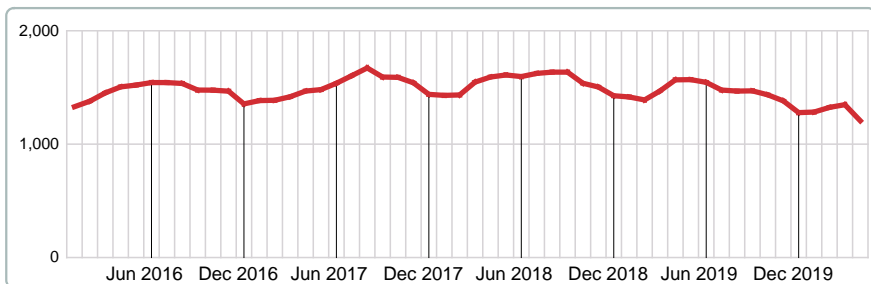
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,468

High Aug 2017 1,672 Low Apr 2020 1,206

Inventory this month at 1,206 below the 5 yr APR average of 1,468



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	169	14.01%	123.0	159	7	1	2
\$25,001-\$75,000	287	23.80%	136.8	235	46	5	1
\$75,001-\$150,000	295	24.46%	101.2	176	99	18	2
\$150,001-\$225,000	141	11.69%	90.3	62	52	23	4
\$225,001-\$425,000	198	16.42%	71.0	79	74	32	13
\$425,001 and up	116	9.62%	85.3	48	25	34	9
Total Active Inventory by Units	1,206			759	303	113	31
Total Active Inventory by Volume	223,413,715	100%	105.0	108.90M	60.82M	38.27M	15.43M
Average Active Inventory Listing Price	\$185,252			\$143,477	\$200,718	\$338,651	\$497,739

April 2020



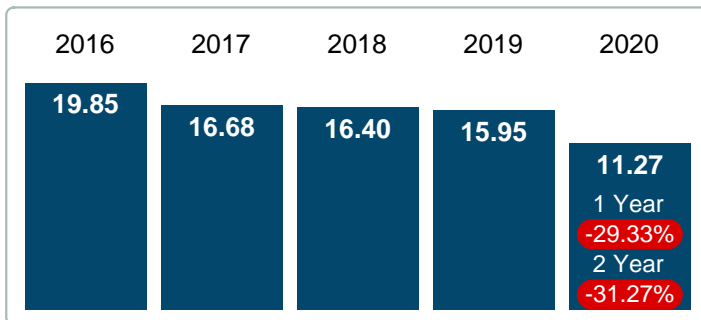
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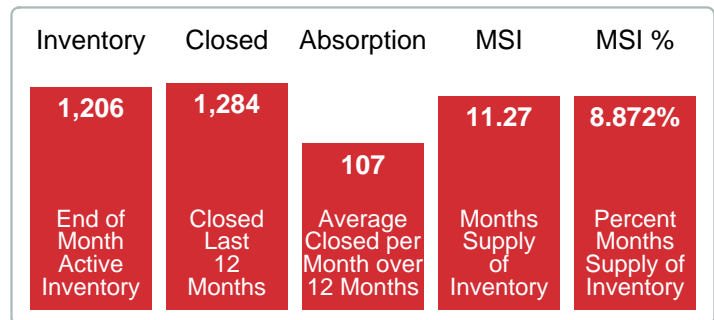
MONTHS SUPPLY of INVENTORY (MSI)

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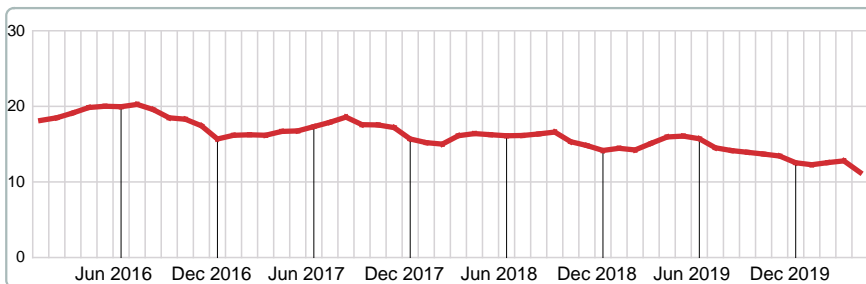
MSI FOR APRIL



INDICATORS FOR APRIL 2020

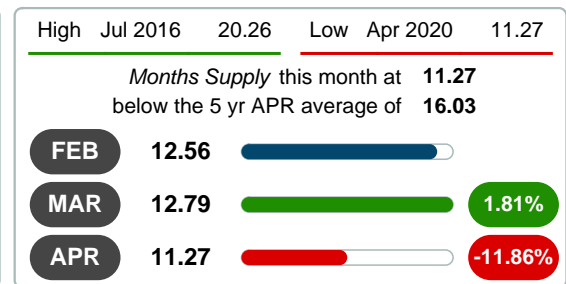


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 16.03



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
\$20,000 and less	126	10.45%	12.92	20.65	1.67	2.00	0.00
\$20,001 - \$40,000	145	12.02%	11.15	16.00	2.25	0.00	0.00
\$40,001 - \$70,000	165	13.68%	10.59	18.21	3.61	8.00	12.00
\$70,001 - \$150,000	315	26.12%	8.67	18.35	4.99	4.85	4.00
\$150,001 - \$240,000	165	13.68%	9.43	32.00	5.56	7.26	12.00
\$240,001 - \$420,000	168	13.93%	15.16	33.50	11.28	8.31	44.00
\$420,001 and up	122	10.12%	32.53	40.00	25.00	39.27	18.86
Market Supply of Inventory (MSI)			11.27	20.51	5.50	8.64	16.91
Total Active Inventory by Units		100%	11.27	759	303	113	31

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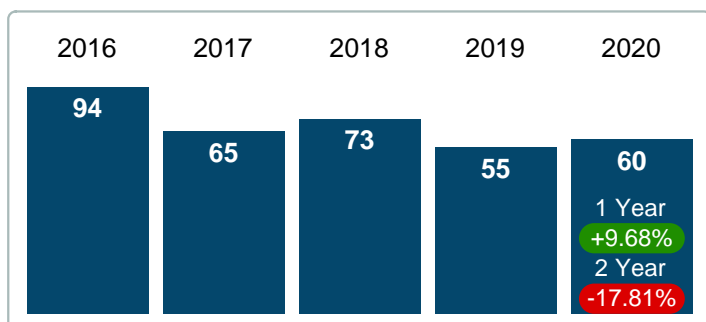
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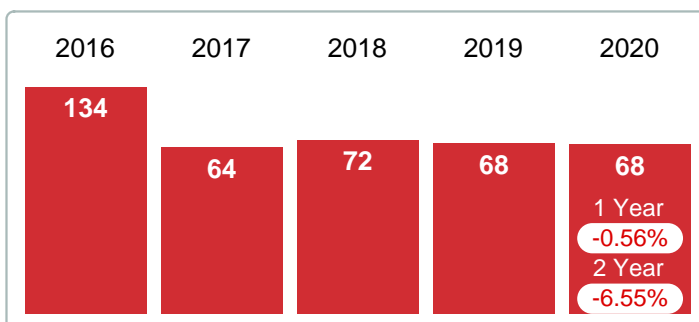
AVERAGE DAYS ON MARKET TO SALE

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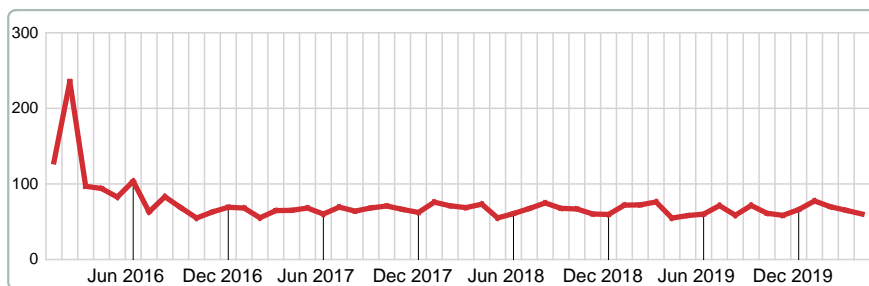
APRIL



YEAR TO DATE (YTD)

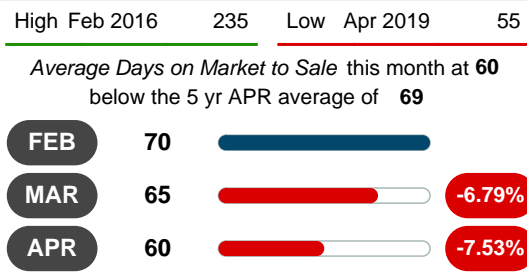


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 69



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
\$10,000 and less	9.52%	65	77	49	0	0
\$10,001 - \$30,000	11.90%	48	53	46	0	7
\$30,001 - \$60,000	14.29%	81	74	115	0	0
\$60,001 - \$130,000	24.60%	57	60	61	15	0
\$130,001 - \$180,000	15.08%	55	86	54	34	0
\$180,001 - \$260,000	13.49%	48	66	41	32	111
\$260,001 and up	11.11%	70	109	60	58	0
Average Closed DOM		60	69	56	37	59
Total Closed Units	100%	60	51	64	9	2
Total Closed Volume		16,315,265	4.40M	9.69M	1.99M	243.00K

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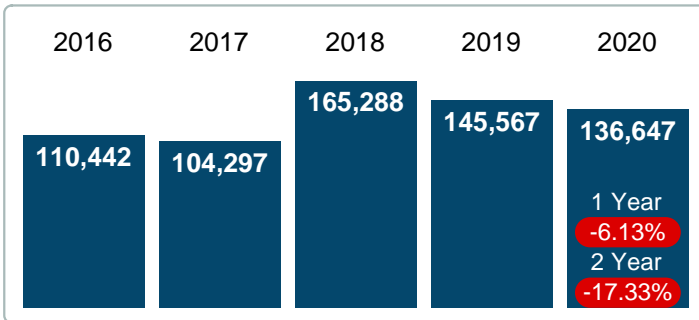
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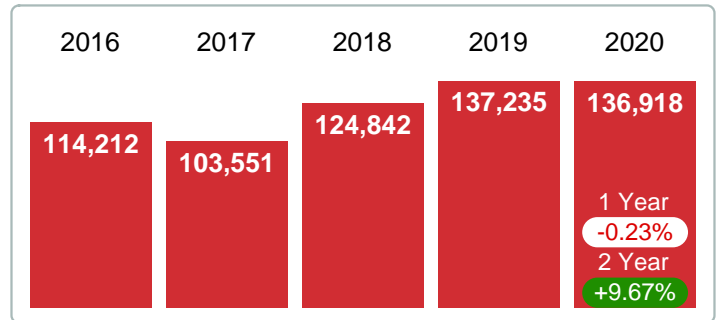
AVERAGE LIST PRICE AT CLOSING

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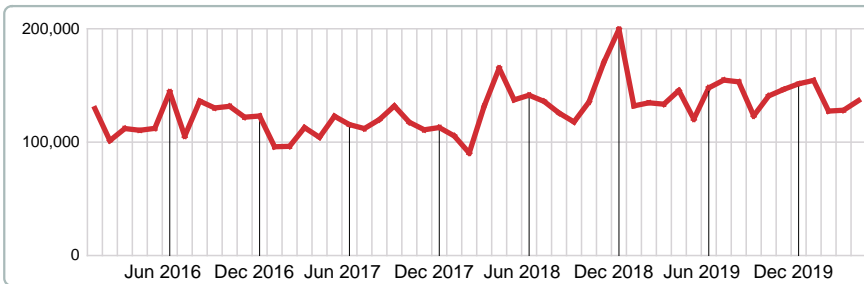
APRIL



YEAR TO DATE (YTD)

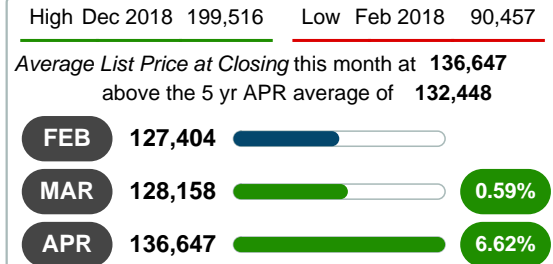


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 132,448



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
\$10,000 and less	8.73%	3,432	4,657	3,130	0	0
\$10,001 - \$30,000	8.73%	23,518	27,256	44,560	0	30,000
\$30,001 - \$60,000	15.87%	45,815	47,647	56,967	0	0
\$60,001 - \$130,000	27.78%	96,337	96,500	97,923	100,000	0
\$130,001 - \$180,000	13.49%	156,800	153,500	163,240	144,950	0
\$180,001 - \$260,000	14.29%	221,252	218,710	225,582	222,000	215,000
\$260,001 and up	11.11%	427,493	600,333	381,363	356,333	0
Average List Price		136,647	96,367	157,109	222,544	122,500
Total Closed Units	100%	136,647	51	64	9	2
Total Closed Volume		17,217,579	4.91M	10.05M	2.00M	245.00K

April 2020



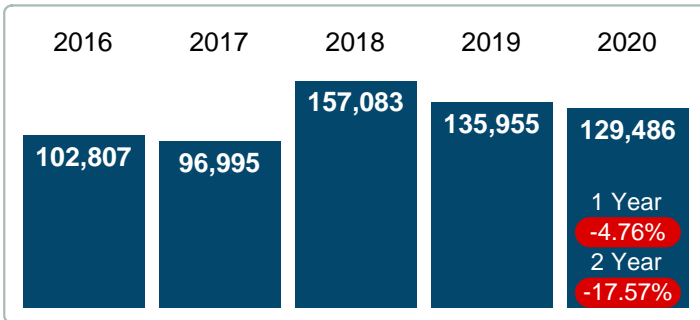
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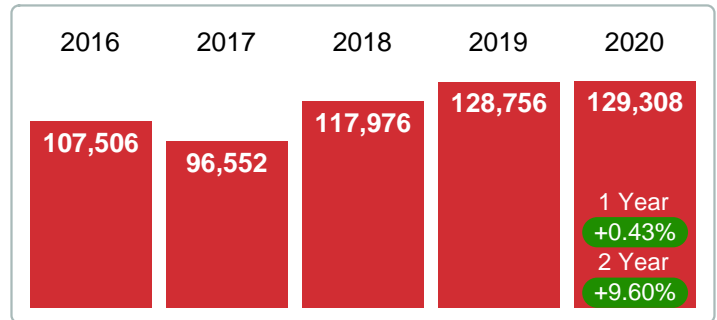
AVERAGE SOLD PRICE AT CLOSING

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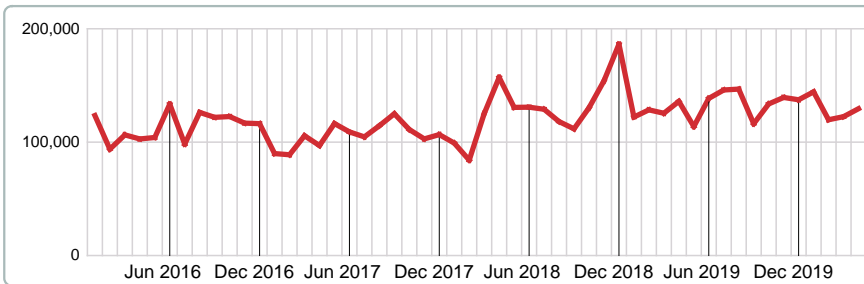
APRIL



YEAR TO DATE (YTD)

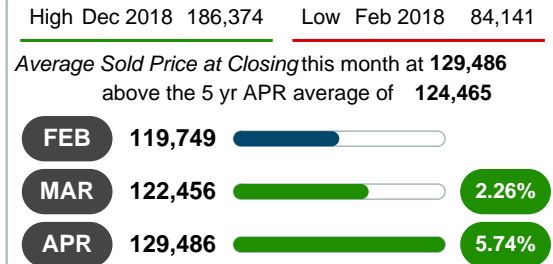


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 124,465



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
\$10,000 and less	9.52%	3,588	4,314	2,571	0	0
\$10,001 - \$30,000	11.90%	24,202	22,171	26,700	0	30,000
\$30,001 - \$60,000	14.29%	45,177	43,878	51,667	0	0
\$60,001 - \$130,000	24.60%	91,048	89,125	91,353	100,000	0
\$130,001 - \$180,000	15.08%	149,711	150,250	151,600	135,000	0
\$180,001 - \$260,000	13.49%	215,088	208,167	215,818	222,500	213,000
\$260,001 and up	11.11%	412,321	506,333	397,938	356,667	0
Average Sold Price		129,486	86,302	151,341	220,556	121,500
Total Closed Units	100%	126	51	64	9	2
Total Closed Volume		16,315,265	4.40M	9.69M	1.99M	243.00K

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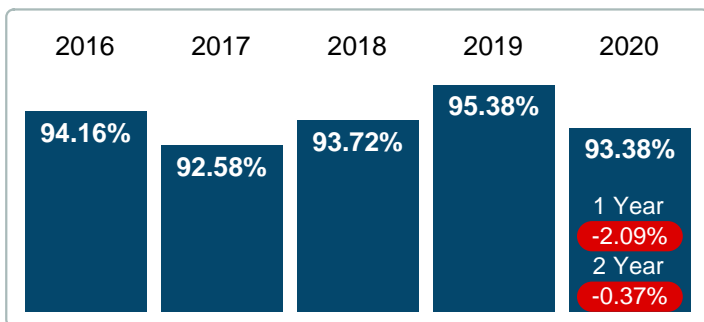
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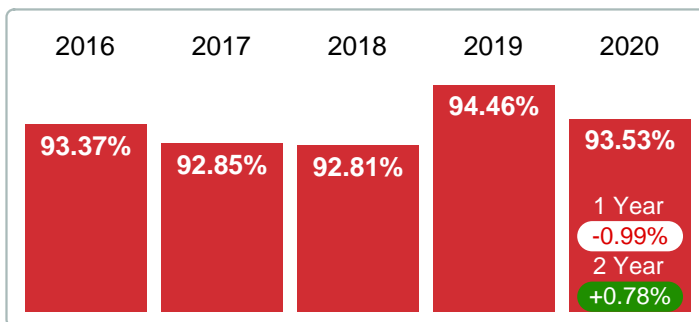
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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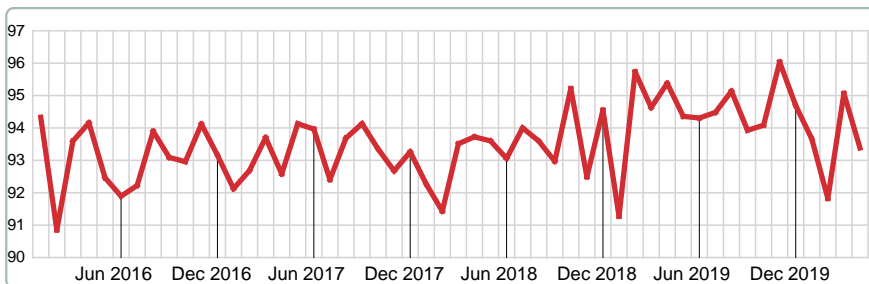
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

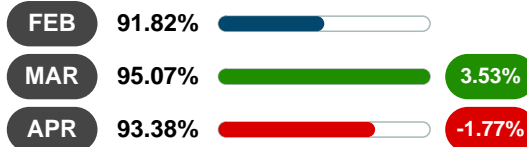


3 MONTHS

5 year APR AVG = 93.84%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **93.38%**
below the 5 yr APR average of **93.84%**



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
\$10,000 and less	12	9.52%	96.52%	96.71%	96.26%	0.00%	0.00%
\$10,001 - \$30,000	15	11.90%	79.89%	82.42%	71.32%	0.00%	100.00%
\$30,001 - \$60,000	18	14.29%	93.51%	94.07%	90.75%	0.00%	0.00%
\$60,001 - \$130,000	31	24.60%	93.34%	92.19%	93.37%	100.00%	0.00%
\$130,001 - \$180,000	19	15.08%	94.63%	97.86%	94.39%	93.24%	0.00%
\$180,001 - \$260,000	17	13.49%	96.76%	95.17%	96.37%	100.11%	99.07%
\$260,001 and up	14	11.11%	99.26%	85.18%	104.54%	99.29%	0.00%
Average Sold/List Ratio		93.40%		91.63%	93.90%	98.28%	99.53%
Total Closed Units		126	100%	51	64	9	2
Total Closed Volume		16,315,265		4.40M	9.69M	1.99M	243.00K

April 2020



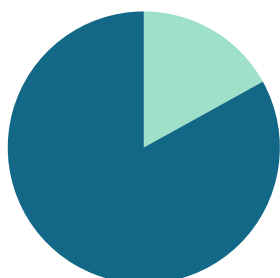
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

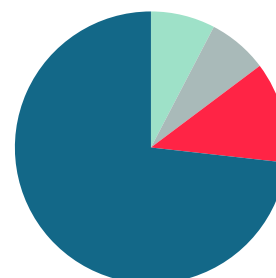


Inventory
 New Listings
275 = 16.95%
 Start Inventory
1,347
 Total Inventory Units
1,622
 Volume
\$299,862,948

Market Activity

Closed Sales
126 = 7.65%
 Pending Sales
117 = 7.10%
 Other Off Market
198 = 12.02%
 Active Inventory
1,206 = 73.22%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	107	126	17.76%	342	403	17.84%
Pending Sales	144	117	-18.75%	419	467	11.46%
New Listings	334	275	-17.66%	1,269	1,211	-4.57%
Average List Price	145,567	136,647	-6.13%	137,235	136,918	-0.23%
Average Sale Price	135,955	129,486	-4.76%	128,756	129,308	0.43%
Average Percent of Selling Price to List Price	95.38%	93.38%	-2.09%	94.46%	93.53%	-0.99%
Average Days on Market to Sale	54.87	60.18	9.68%	67.88	67.50	-0.56%
Monthly Inventory	1,566	1,206	-22.99%	1,566	1,206	-22.99%
Months Supply of Inventory	15.94	11.27	-29.29%	15.94	11.27	-29.29%

Absorption: Last 12 months, an Average of **107** Sales/Month

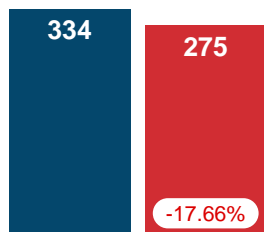
Inventory on April 30, 2020 = **1,206**

2019 **2020**

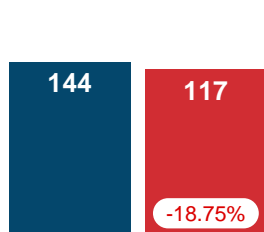
APRIL MARKET

AVERAGE PRICES

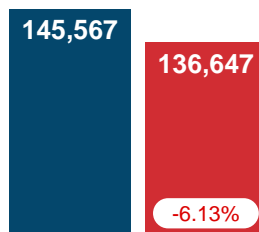
New Listings



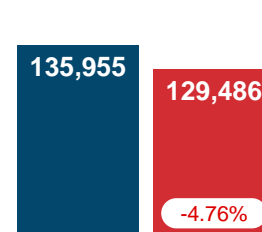
Pending Listings



List Price



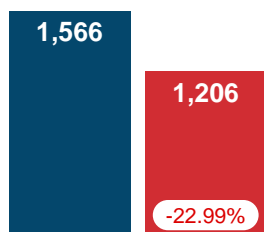
Sale Price



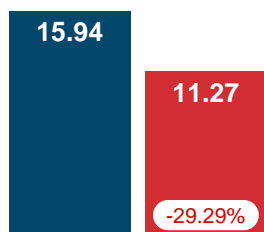
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

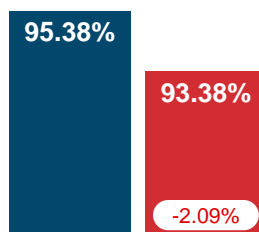
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

