

April 2020



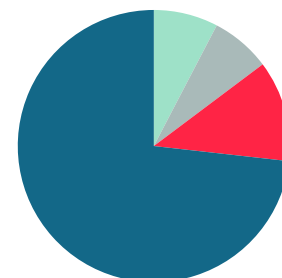
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	109,000	97,350	-10.69%
Median Sale Price	95,000	91,500	-3.68%
Median Percent of Selling Price to List Price	96.39%	95.42%	-1.00%
Median Days on Market to Sale	38.00	45.00	18.42%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.68%** in April 2020 to \$91,500 versus the previous year at \$95,000.

Median Days on Market Lengthens

The median number of **45.00** days that homes spent on the market before selling increased by 7.00 days or **18.42%** in April 2020 compared to last year's same month at **38.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median 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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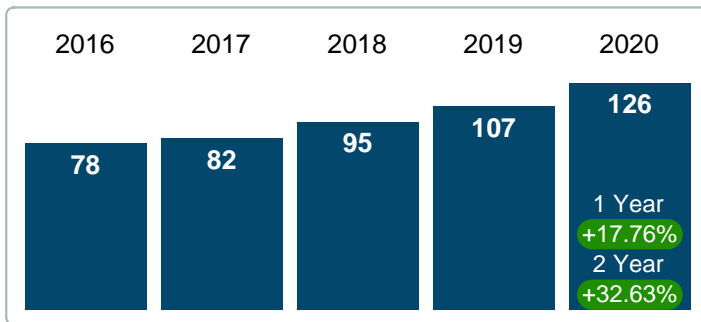
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



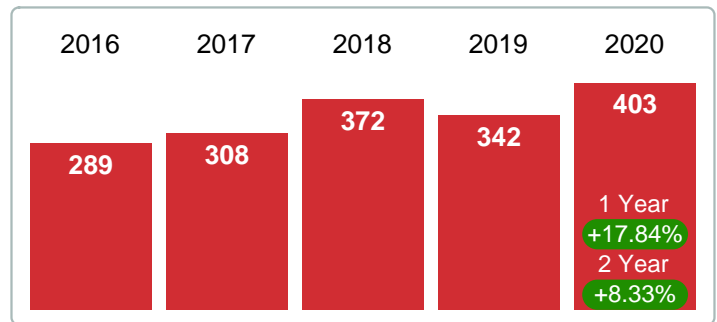
CLOSED LISTINGS

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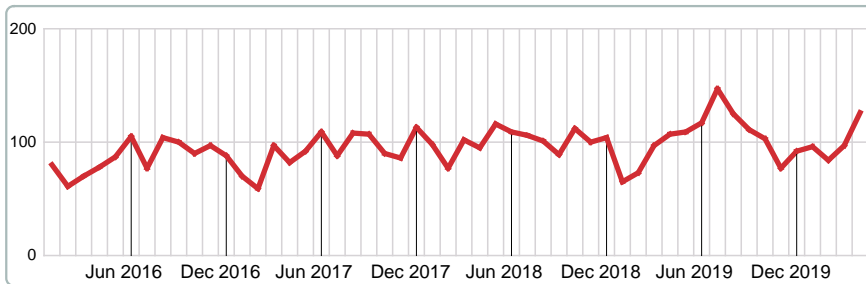
APRIL



YEAR TO DATE (YTD)

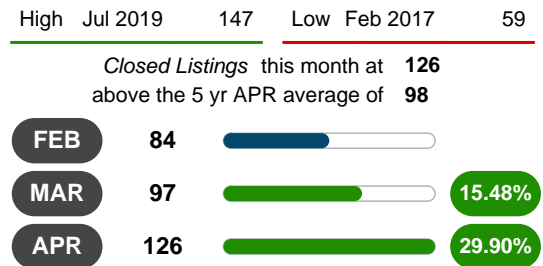


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 98



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	12	9.52%	49.0	7	5	0	0
\$10,001 - \$30,000	15	11.90%	20.0	9	5	0	1
\$30,001 - \$60,000	18	14.29%	68.0	15	3	0	0
\$60,001 - \$130,000	31	24.60%	40.0	12	17	2	0
\$130,001 - \$180,000	19	15.08%	34.0	2	15	2	0
\$180,001 - \$260,000	17	13.49%	46.0	3	11	2	1
\$260,001 and up	14	11.11%	60.0	3	8	3	0
Total Closed Units	126			51	64	9	2
Total Closed Volume	16,315,265	100%	45.0	4.40M	9.69M	1.99M	243.00K
Median Closed Price	\$91,500			\$47,000	\$132,250	\$197,000	\$121,500

April 2020



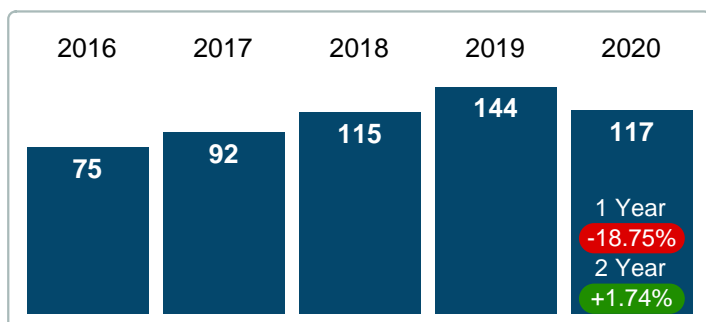
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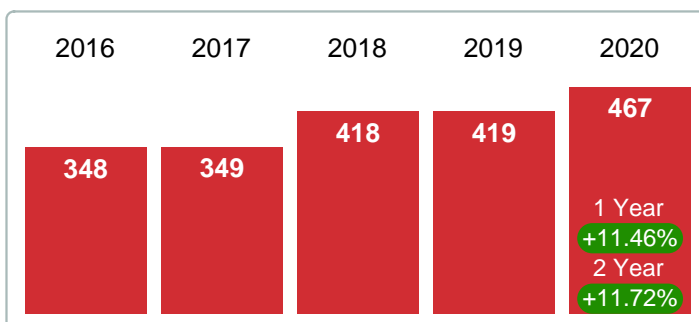
PENDING LISTINGS

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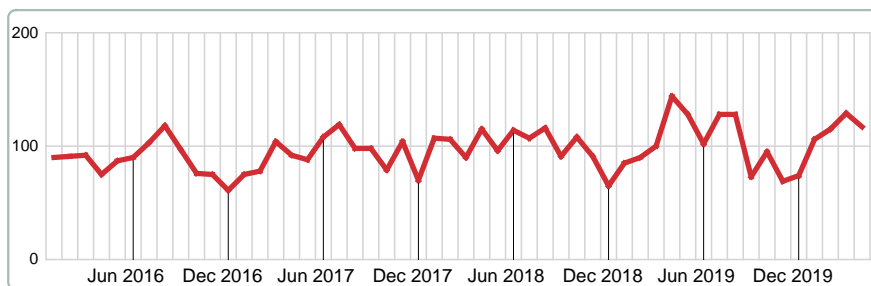
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

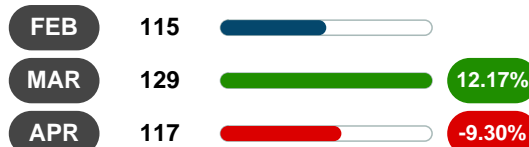


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.40%	45.0	7	4	0	0
\$30,001 - \$50,000	17	14.53%	73.0	9	7	1	0
\$50,001 - \$70,000	11	9.40%	56.0	6	5	0	0
\$70,001 - \$130,000	34	29.06%	37.0	13	17	4	0
\$130,001 - \$180,000	15	12.82%	63.0	3	10	2	0
\$180,001 - \$280,000	18	15.38%	12.5	5	12	0	1
\$280,001 and up	11	9.40%	25.0	4	6	1	0
Total Pending Units	117			47	61	8	1
Total Pending Volume	16,124,185	100%	42.0	5.61M	9.13M	1.13M	249.00K
Median Listing Price	\$99,900			\$75,000	\$129,000	\$108,950	\$249,000

April 2020



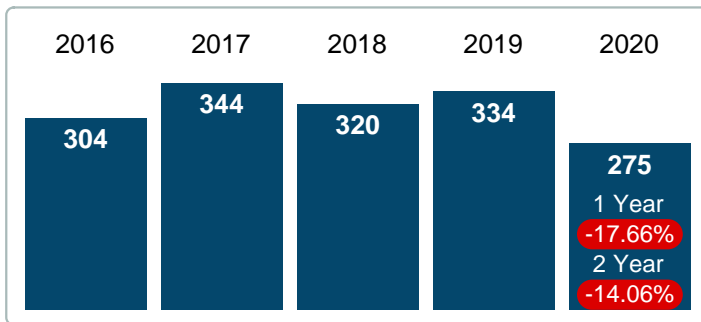
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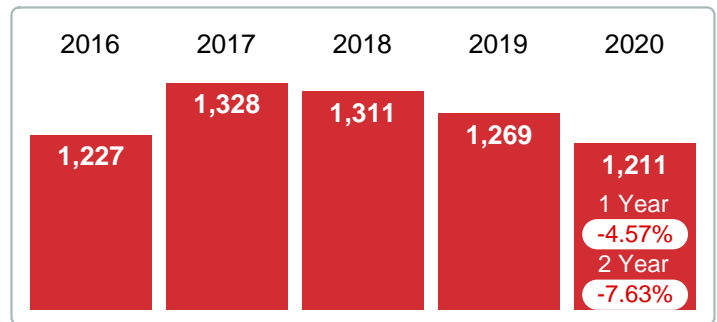
NEW LISTINGS

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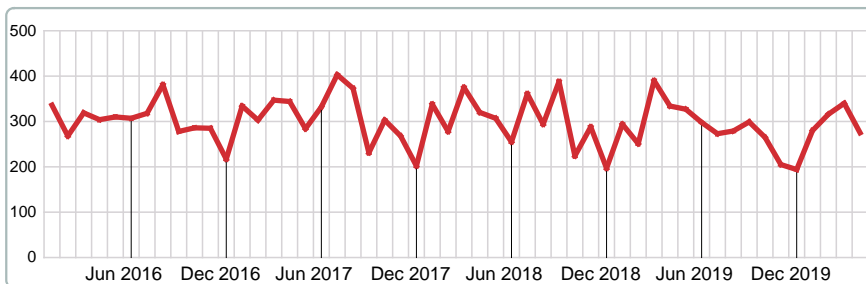
APRIL



YEAR TO DATE (YTD)

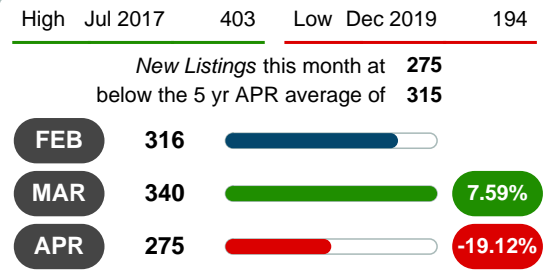


5 YEAR MARKET ACTIVITY TRENDS



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
\$30,000 and less	21	7.64%	18	2	0	1
\$30,001 - \$70,000	40	14.55%	29	8	3	0
\$70,001 - \$90,000	38	13.82%	27	10	1	0
\$90,001 - \$180,000	69	25.09%	36	23	8	2
\$180,001 - \$280,000	44	16.00%	17	23	2	2
\$280,001 - \$440,000	35	12.73%	11	15	7	2
\$440,001 and up	28	10.18%	8	6	10	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
Median New Listed Listing Price	\$134,500		\$90,000	\$184,900	\$349,900	\$355,000

April 2020



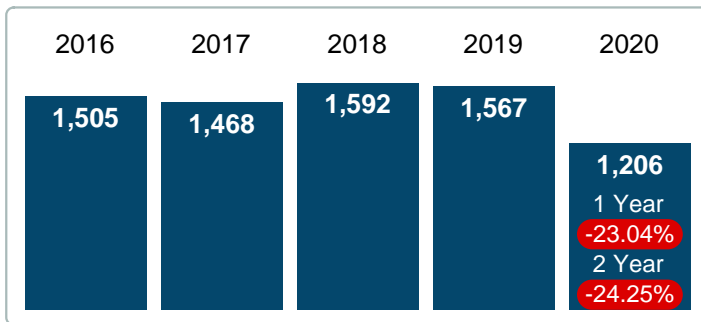
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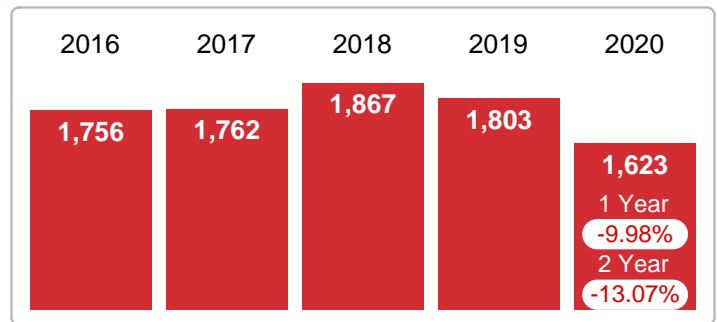
ACTIVE INVENTORY

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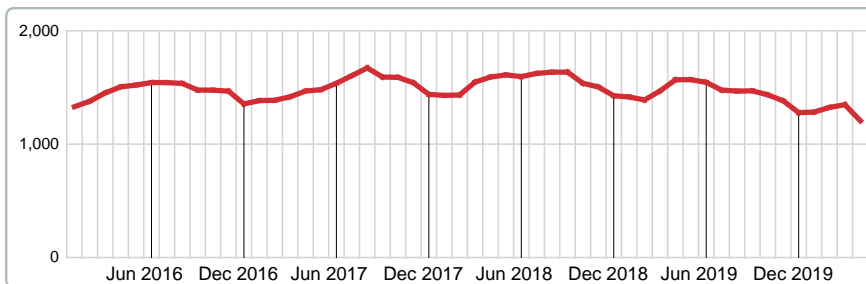
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

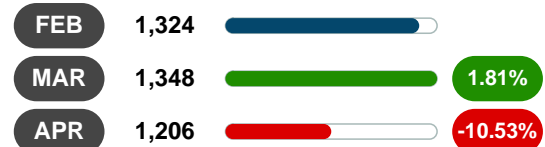


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	126	10.45%	102.0	117	6	1	2
\$20,001 - \$40,000	145	12.02%	103.0	136	9	0	0
\$40,001 - \$70,000	165	13.68%	107.0	132	28	4	1
\$70,001 - \$150,000	315	26.12%	60.0	185	109	19	2
\$150,001 - \$240,000	165	13.68%	70.0	72	63	26	4
\$240,001 - \$420,000	168	13.93%	57.5	67	63	27	11
\$420,001 and up	122	10.12%	73.0	50	25	36	11
Total Active Inventory by Units	1,206			759	303	113	31
Total Active Inventory by Volume	223,413,715	100%	72.0	108.90M	60.82M	38.27M	15.43M
Median Active Inventory Listing Price	\$109,000			\$69,900	\$150,000	\$289,900	\$299,000

April 2020



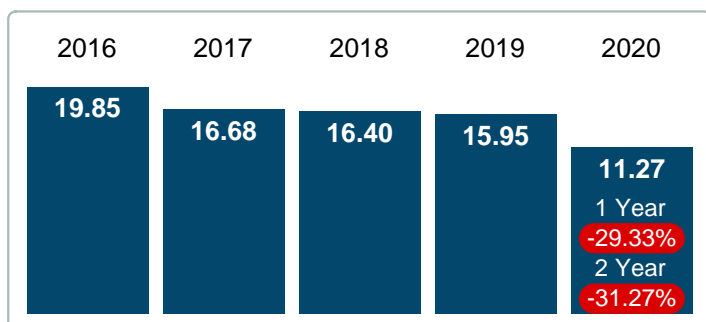
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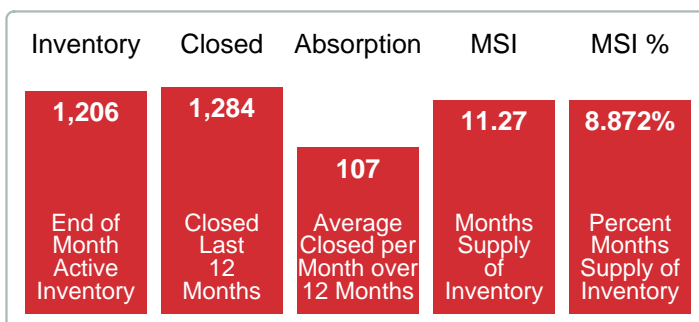
MONTHS SUPPLY of INVENTORY (MSI)

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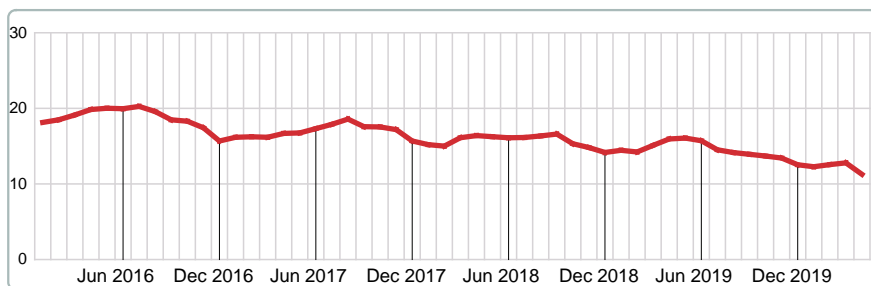
MSI FOR APRIL



INDICATORS FOR APRIL 2020

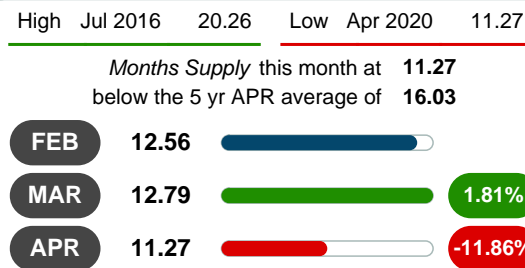


5 YEAR MARKET ACTIVITY TRENDS



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

April 2020



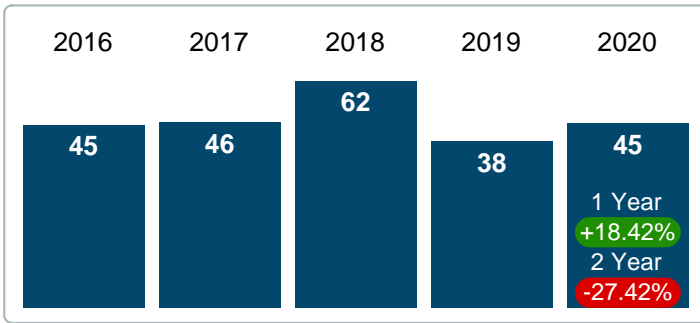
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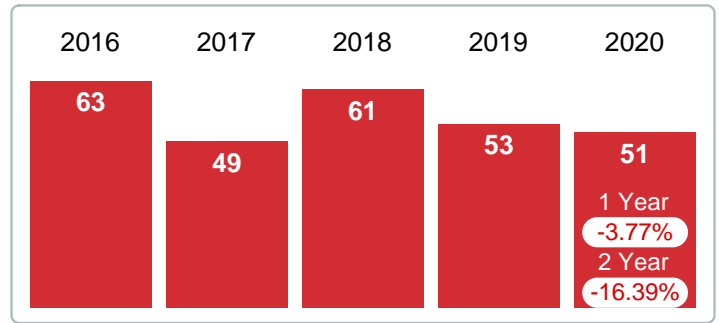
MEDIAN DAYS ON MARKET TO SALE

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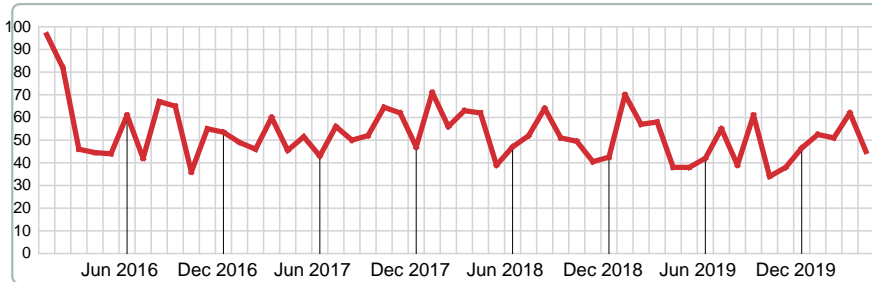
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

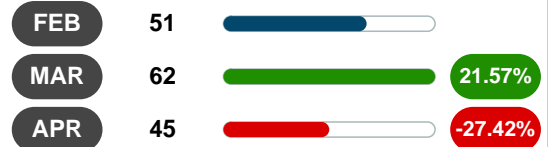


3 MONTHS

5 year APR AVG = 47

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 45 below the 5 yr APR average of 47



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
\$10,000 and less	9.52%	49	76	35	0	0
\$10,001 - \$30,000	11.90%	20	58	20	0	7
\$30,001 - \$60,000	14.29%	68	68	143	0	0
\$60,001 - \$130,000	24.60%	40	39	47	15	0
\$130,001 - \$180,000	15.08%	34	86	34	34	0
\$180,001 - \$260,000	13.49%	46	55	35	32	111
\$260,001 and up	11.11%	60	110	58	49	0
Median Closed DOM		45	57	41	26	59
Total Closed Units	100%	126	51	64	9	2
Total Closed Volume		16,315,265	4.40M	9.69M	1.99M	243.00K

April 2020



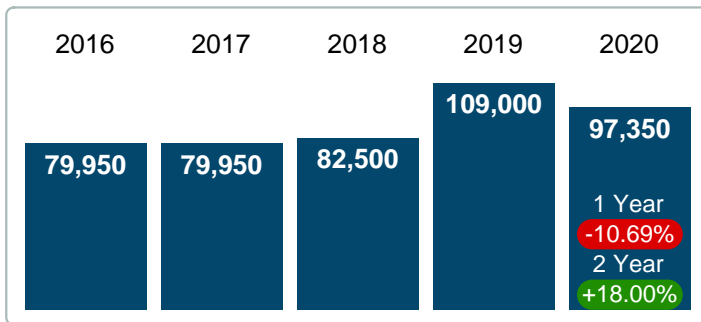
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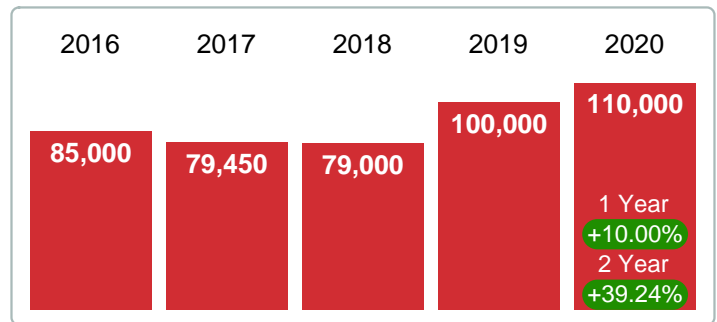
MEDIAN LIST PRICE AT CLOSING

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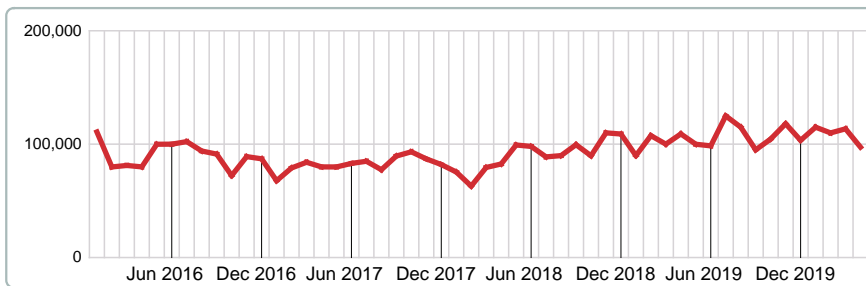
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

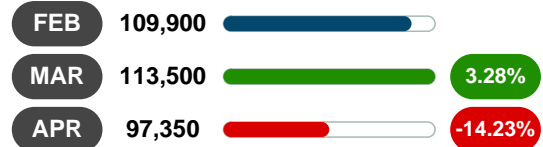


3 MONTHS

5 year APR AVG = 89,750

High Jul 2019 124,900 Low Feb 2018 63,000

Median List Price at Closing this month at **97,350**
above the 5 yr APR average of **89,750**



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
\$10,000 and less	8.73%	1,800	2,875	1,800	0	0
\$10,001 - \$30,000	8.73%	24,900	22,000	29,900	0	30,000
\$30,001 - \$60,000	15.87%	45,950	47,000	45,950	0	0
\$60,001 - \$130,000	27.78%	92,000	95,000	89,950	100,000	0
\$130,001 - \$180,000	13.49%	155,000	153,500	159,000	144,950	0
\$180,001 - \$260,000	14.29%	222,250	229,500	222,000	222,000	215,000
\$260,001 and up	11.11%	361,000	705,000	351,000	345,000	0
Median List Price		97,350	50,000	133,500	199,000	122,500
Total Closed Units	100%	97,350	51	64	9	2
Total Closed Volume		17,217,579	4.91M	10.05M	2.00M	245.00K

April 2020



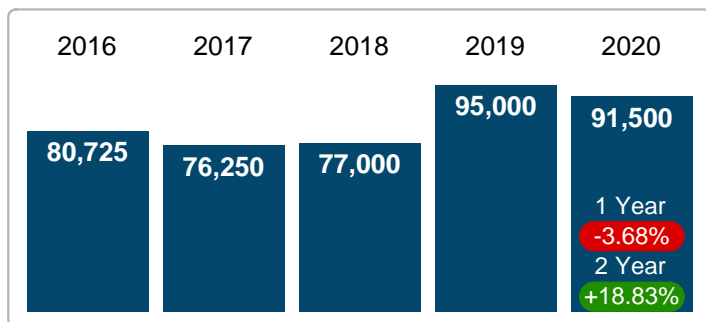
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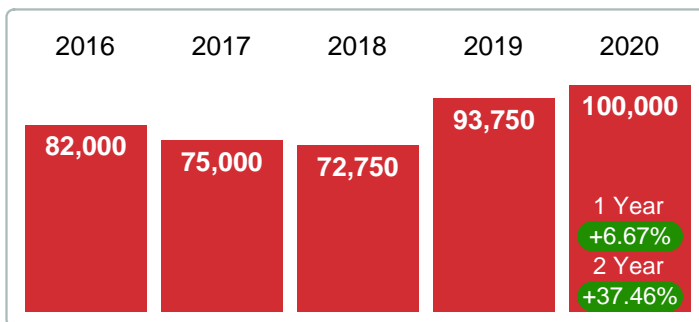
MEDIAN SOLD PRICE AT CLOSING

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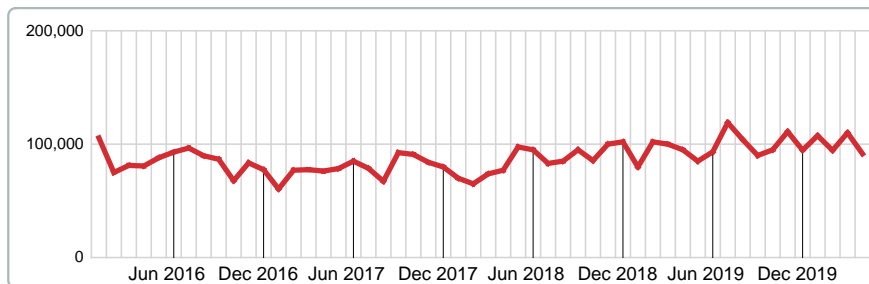
APRIL



YEAR TO DATE (YTD)

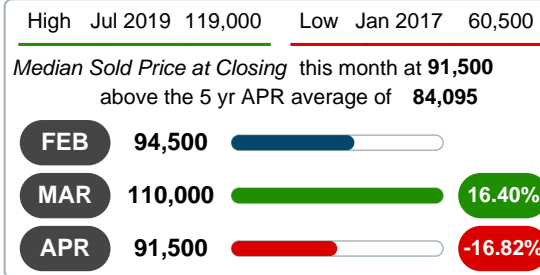


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 84,095



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
\$10,000 and less	12	9.52%	1,902	4,000	1,853	0	0
\$10,001 - \$30,000	15	11.90%	25,000	25,000	26,000	0	30,000
\$30,001 - \$60,000	18	14.29%	44,000	42,500	55,000	0	0
\$60,001 - \$130,000	31	24.60%	90,000	86,000	91,000	100,000	0
\$130,001 - \$180,000	19	15.08%	145,500	150,250	152,500	135,000	0
\$180,001 - \$260,000	17	13.49%	213,000	215,000	211,000	222,500	213,000
\$260,001 and up	14	11.11%	357,500	550,000	347,500	345,000	0
Median Sold Price			91,500	47,000	132,250	197,000	121,500
Total Closed Units		100%	91,500	51	64	9	2
Total Closed Volume			16,315,265	4.40M	9.69M	1.99M	243.00K

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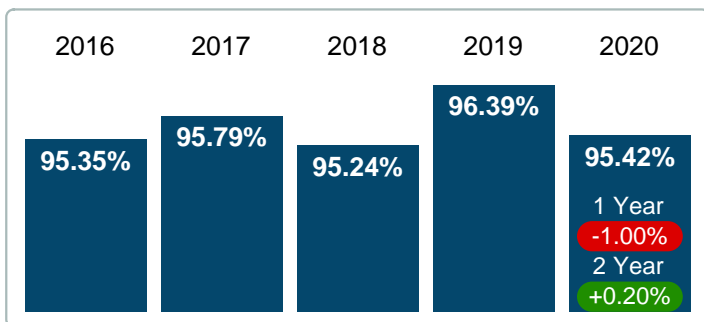
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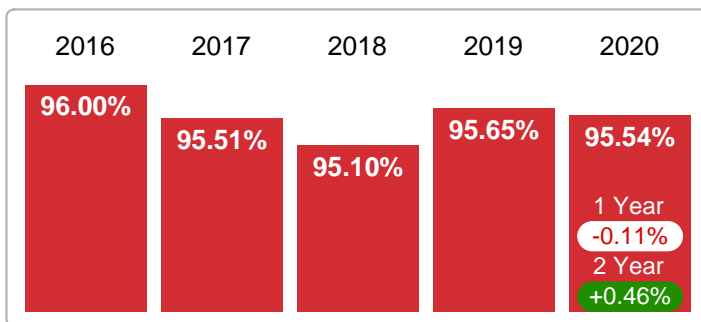
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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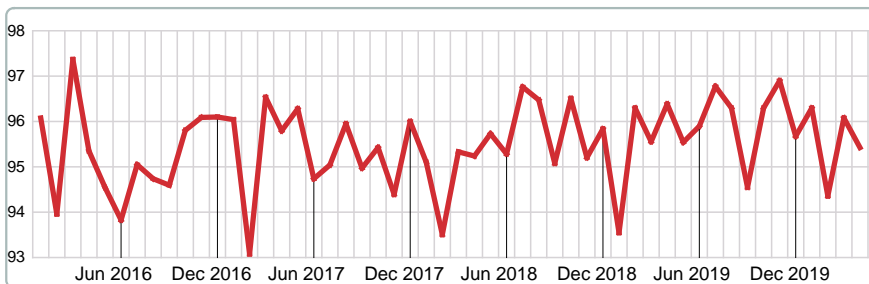
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

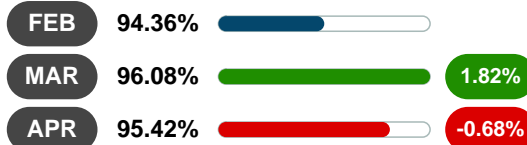


3 MONTHS

5 year APR AVG = 95.64%

High Mar 2016 97.37% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.42%**
below the 5 yr APR average of **95.64%**



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
\$10,000 and less	12	9.52%	100.00%	100.00%	100.00%	0.00%	0.00%
\$10,001 - \$30,000	15	11.90%	80.00%	80.00%	76.22%	0.00%	100.00%
\$30,001 - \$60,000	18	14.29%	90.45%	90.91%	86.96%	0.00%	0.00%
\$60,001 - \$130,000	31	24.60%	93.90%	91.70%	95.37%	100.00%	0.00%
\$130,001 - \$180,000	19	15.08%	95.81%	97.86%	95.81%	93.24%	0.00%
\$180,001 - \$260,000	17	13.49%	96.95%	95.05%	96.54%	100.11%	99.07%
\$260,001 and up	14	11.11%	99.11%	88.00%	99.84%	100.00%	0.00%
Median Sold/List Ratio		95.42%		91.21%	96.53%	100.00%	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



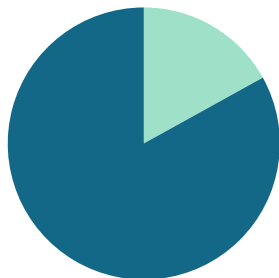
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

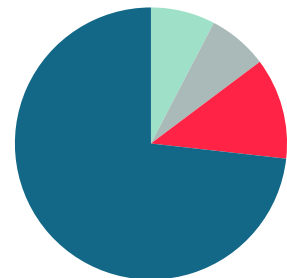


Inventory
 New Listings
275 = 16.95%
 Start Inventory
1,347
 Total Inventory Units
1,622
 Volume
\$299,862,948

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%
Median List Price	109,000	97,350	-10.69%	100,000	110,000	10.00%
Median Sale Price	95,000	91,500	-3.68%	93,750	100,000	6.67%
Median Percent of Selling Price to List Price	96.39%	95.42%	-1.00%	95.65%	95.54%	-0.11%
Median Days on Market to Sale	38.00	45.00	18.42%	53.00	51.00	-3.77%
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

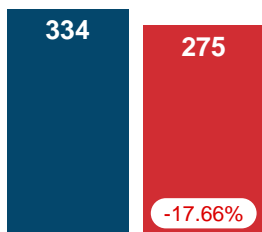
Inventory on April 30, 2020 = **1,206**

2019 **2020**

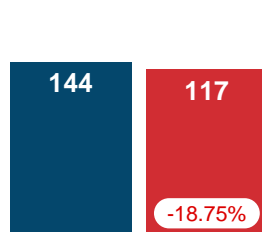
APRIL MARKET

MEDIAN PRICES

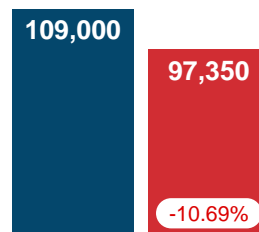
New Listings



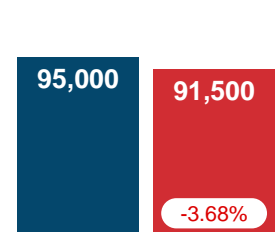
Pending Listings



List Price



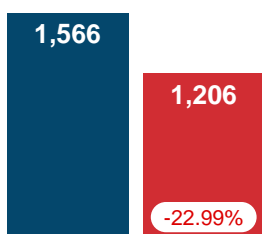
Sale Price



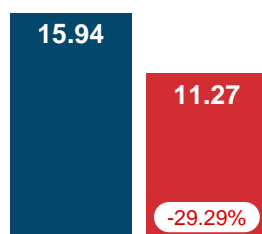
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

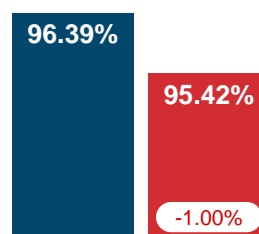
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

