

# August 2020



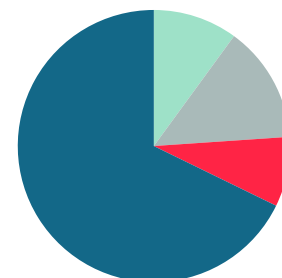
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	127	151	18.90%
Pending Listings	129	209	62.02%
New Listings	280	234	-16.43%
Average List Price	152,234	164,087	7.79%
Average Sale Price	145,937	155,407	6.49%
Average Percent of Selling Price to List Price	95.20%	93.55%	-1.73%
Average Days on Market to Sale	58.35	57.15	-2.05%
End of Month Inventory	1,472	1,020	-30.71%
Months Supply of Inventory	14.06	9.32	-33.77%



■ Closed (10.03%)  
■ Pending (13.89%)  
■ Other OffMarket (8.31%)  
■ Active (67.77%)

**Absorption:** Last 12 months, an Average of **110** Sales/Month  
**Active Inventory** as of August 31, 2020 = **1,020**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **30.71%** to 1,020 existing homes available for sale. Over the last 12 months this area has had an average of 110 closed sales per month. This represents an unsold inventory index of **9.32** 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 **6.49%** in August 2020 to \$155,407 versus the previous year at \$145,937.

#### Average Days on Market Shortens

The average number of **57.15** days that homes spent on the market before selling decreased by 1.19 days or **2.05%** in August 2020 compared to last year's same month at **58.35** DOM.

#### Sales Success for August 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 234 New Listings in August 2020, down **16.43%** from last year at 280. Furthermore, there were 151 Closed Listings this month versus last year at 127, a **18.90%** increase.

Closed versus Listed trends yielded a **64.5%** ratio, up from previous year's, August 2019, at **45.4%**, a **42.27%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# August 2020



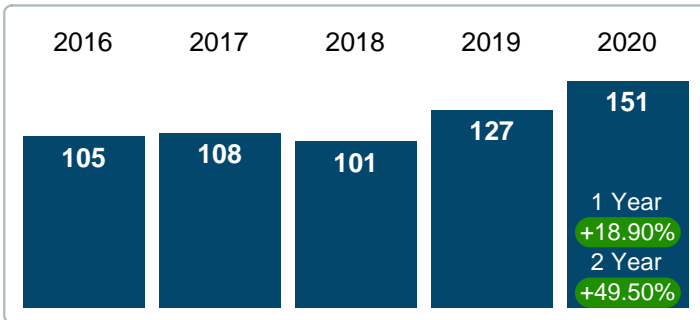
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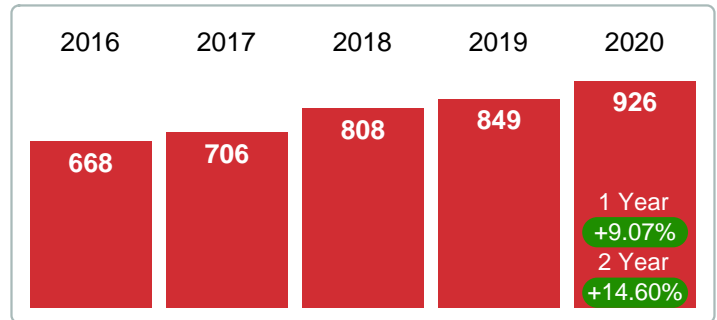
## CLOSED LISTINGS

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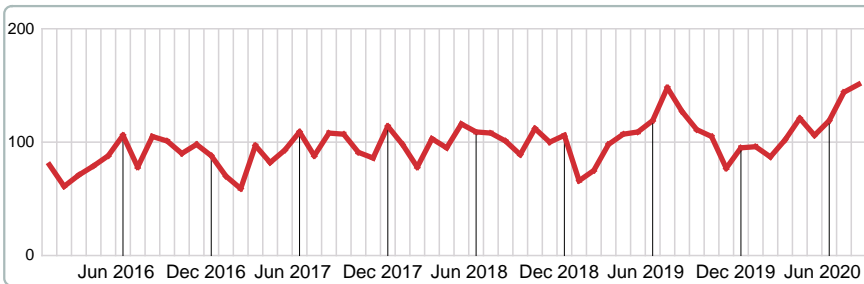
### AUGUST



### YEAR TO DATE (YTD)

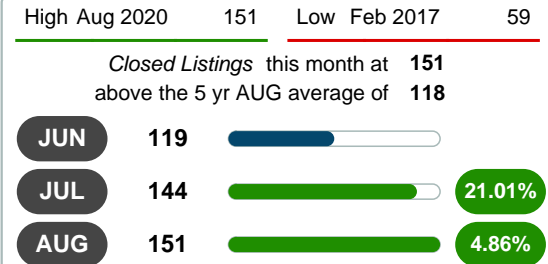


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 118



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	7.95%	112.9	10	2	0	0
\$25,001 - \$50,000	16	10.60%	51.4	11	5	0	0
\$50,001 - \$75,000	16	10.60%	38.4	10	5	1	0
\$75,001 - \$150,000	51	33.77%	52.6	15	31	5	0
\$150,001 - \$200,000	15	9.93%	51.4	3	9	1	2
\$200,001 - \$325,000	23	15.23%	49.7	3	14	5	1
\$325,001 and up	18	11.92%	69.1	3	7	8	0
<b>Total Closed Units</b>	<b>151</b>			<b>55</b>	<b>73</b>	<b>20</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>23,466,505</b>	<b>100%</b>	<b>57.2</b>	<b>5.33M</b>	<b>11.70M</b>	<b>5.83M</b>	<b>602.50K</b>
<b>Average Closed Price</b>	<b>\$155,407</b>			<b>\$96,903</b>	<b>\$160,297</b>	<b>\$291,635</b>	<b>\$200,833</b>

# August 2020



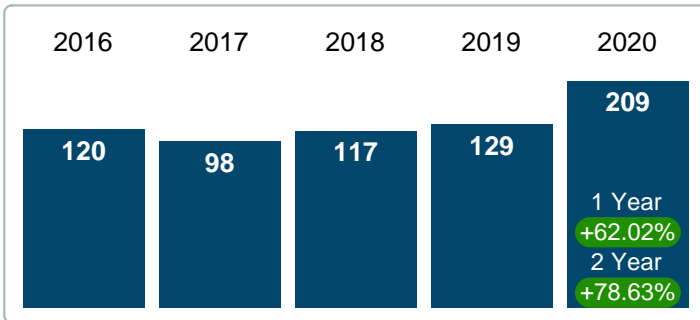
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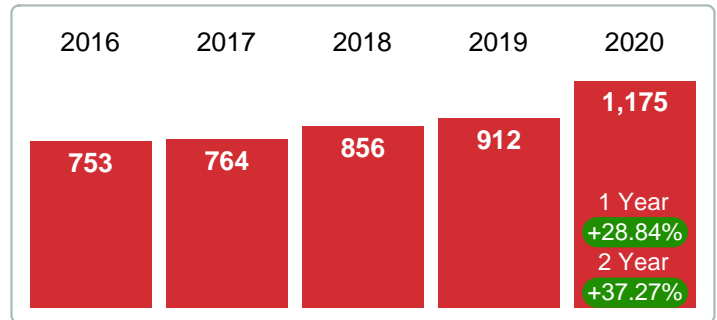
## PENDING LISTINGS

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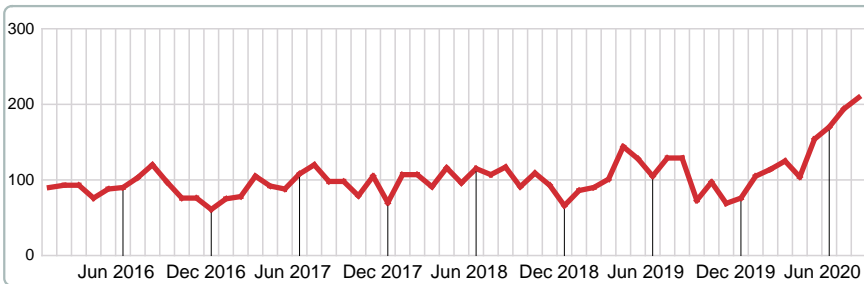
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

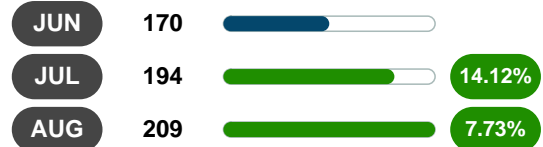


### 3 MONTHS

5 year AUG AVG = 135

High Aug 2020 209 Low Dec 2016 61

Pending Listings this month at **209**  
above the 5 yr AUG average of **135**



### 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	15	7.18%	93.3	13	2	0	0
\$30,001 - \$60,000	21	10.05%	56.2	15	5	0	1
\$60,001 - \$110,000	42	20.10%	96.1	24	17	1	0
\$110,001 - \$180,000	53	25.36%	42.3	17	27	8	1
\$180,001 - \$260,000	30	14.35%	79.4	14	14	2	0
\$260,001 - \$390,000	26	12.44%	81.8	7	12	5	2
\$390,001 and up	22	10.53%	71.3	5	6	10	1
<b>Total Pending Units</b>	<b>209</b>			<b>95</b>	<b>83</b>	<b>26</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>38,552,330</b>	<b>100%</b>	<b>43.9</b>	<b>13.65M</b>	<b>15.11M</b>	<b>8.35M</b>	<b>1.44M</b>
<b>Average Listing Price</b>	<b>\$137,581</b>			<b>\$143,662</b>	<b>\$182,082</b>	<b>\$321,069</b>	<b>\$288,760</b>

# August 2020



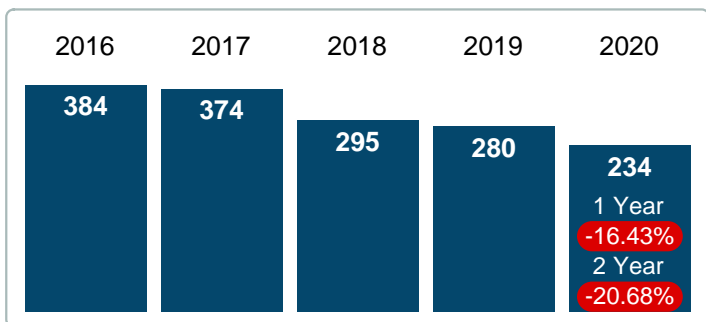
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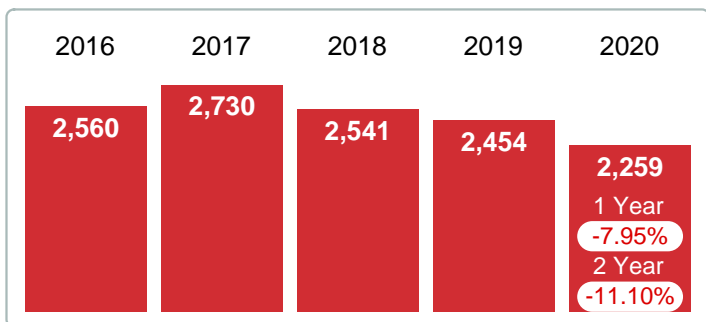
## NEW LISTINGS

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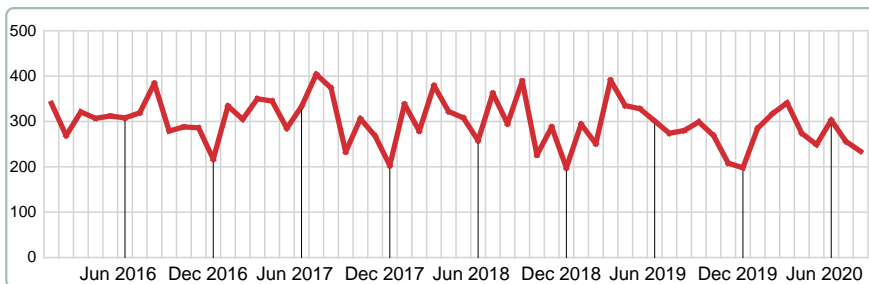
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 313

High Jul 2017 404 Low Dec 2019 198

New Listings this month at 234 below the 5 yr AUG average of 313



### 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	8.97%	17	4	0	0
\$30,001 - \$70,000	27	11.54%	17	10	0	0
\$70,001 - \$110,000	37	15.81%	16	19	2	0
\$110,001 - \$180,000	62	26.50%	26	28	8	0
\$180,001 - \$260,000	34	14.53%	6	22	5	1
\$260,001 - \$400,000	29	12.39%	9	11	7	2
\$400,001 and up	24	10.26%	7	8	5	4
<b>Total New Listed Units</b>	<b>234</b>		<b>98</b>	<b>102</b>	<b>27</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>47,637,252</b>	<b>100%</b>	<b>17.45M</b>	<b>19.13M</b>	<b>7.87M</b>	<b>3.19M</b>
<b>Average New Listed Listing Price</b>	<b>\$110,611</b>		<b>\$178,065</b>	<b>\$187,556</b>	<b>\$291,407</b>	<b>\$455,457</b>

# August 2020



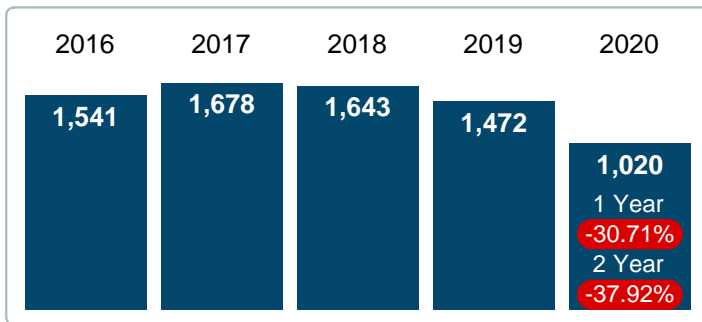
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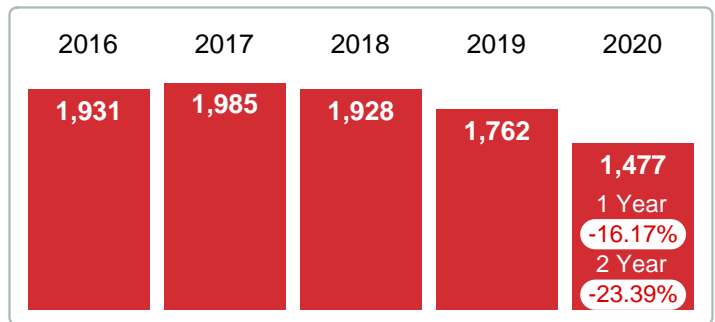
## ACTIVE INVENTORY

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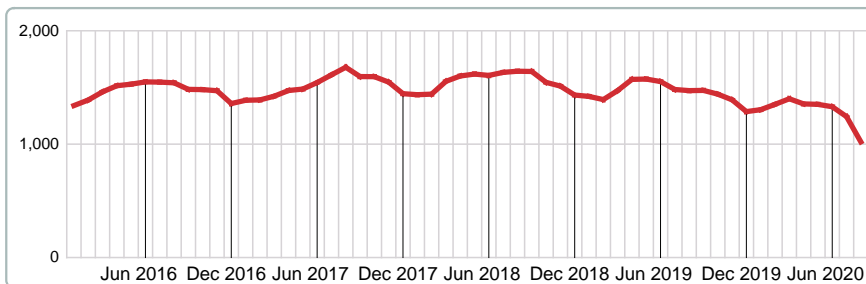
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,471

High Aug 2017 1,678 | Low Aug 2020 1,020

Inventory this month at 1,020  
below the 5 yr AUG average of 1,471



### 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	150	14.71%	138.2	138	10	1	1
\$25,001-\$50,000	166	16.27%	152.3	153	12	1	0
\$50,001-\$125,000	272	26.67%	111.9	175	90	6	1
\$125,001-\$225,000	179	17.55%	97.2	83	68	25	3
\$225,001-\$425,000	145	14.22%	91.1	59	45	32	9
\$425,001 and up	108	10.59%	106.5	40	26	29	13
Total Active Inventory by Units			1,020	648	251	94	27
Total Active Inventory by Volume			194,478,034	92.34M	52.26M	33.33M	16.55M
Average Active Inventory Listing Price			\$190,665	\$142,504	\$208,203	\$354,534	\$612,967

# August 2020



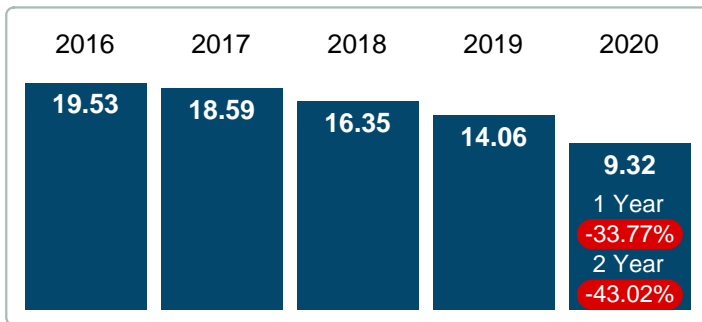
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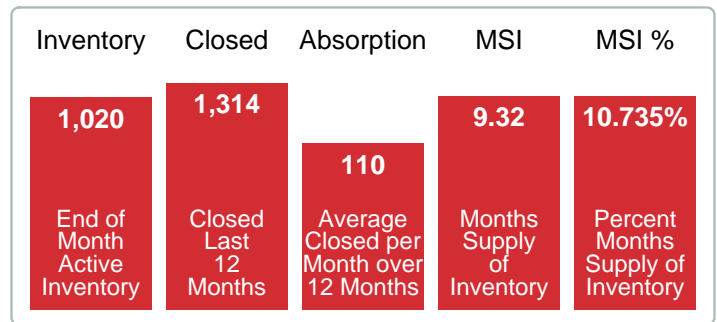
## MONTHS SUPPLY of INVENTORY (MSI)

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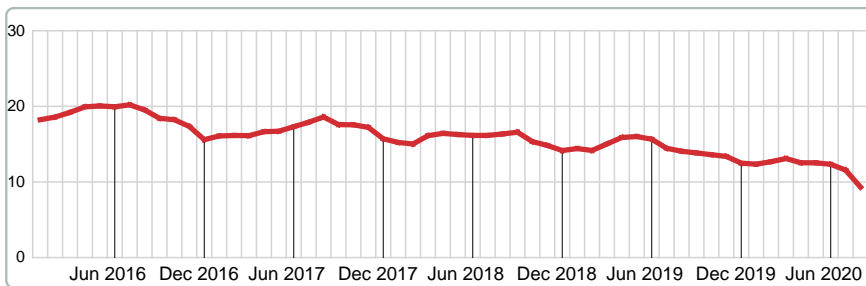
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

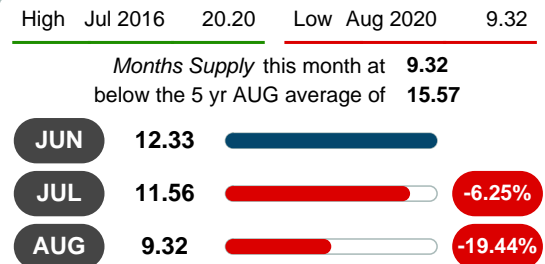


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 15.57



### 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	113	11.08%	11.89	15.34	3.87	3.00	0.00
\$20,001 - \$30,000	75	7.35%	11.54	16.22	1.09	0.00	0.00
\$30,001 - \$60,000	169	16.57%	10.79	16.71	3.21	1.20	0.00
\$60,001 - \$140,000	275	26.96%	6.98	13.01	4.31	2.61	4.00
\$140,001 - \$240,000	156	15.29%	7.12	16.34	4.47	7.61	8.00
\$240,001 - \$440,000	130	12.75%	10.99	24.44	6.33	9.60	13.50
\$440,001 and up	102	10.00%	21.86	36.00	17.60	16.00	22.29
Market Supply of Inventory (MSI)			9.32	16.17	4.63	7.14	12.96
Total Active Inventory by Units		100%	9.32	648	251	94	27

# August 2020



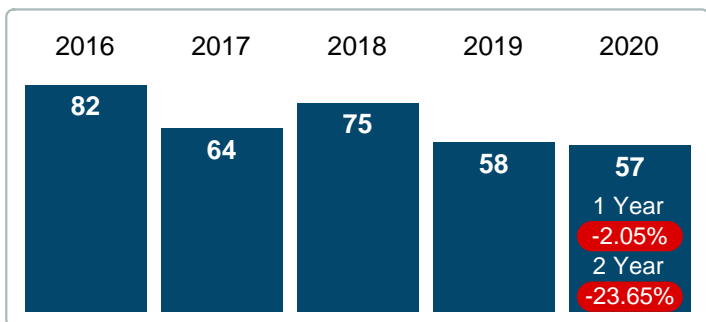
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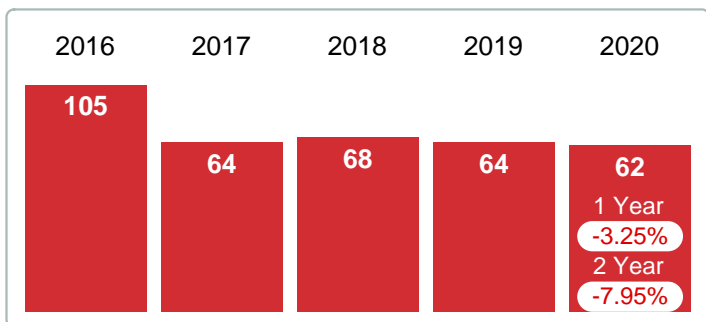
## AVERAGE DAYS ON MARKET TO SALE

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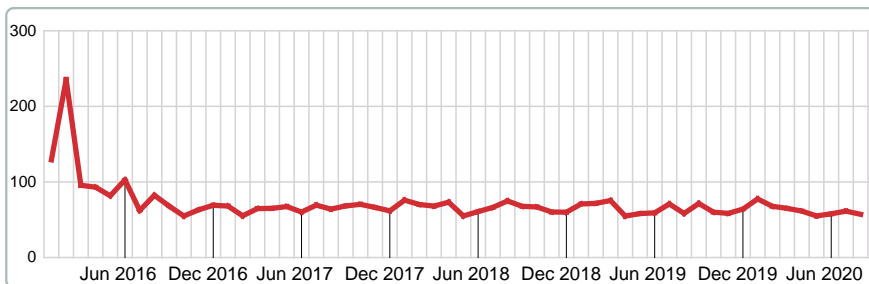
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

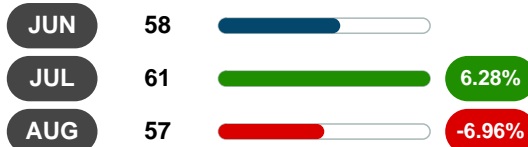


### 3 MONTHS

5 year AUG AVG = 67

High Feb 2016 235 Low Apr 2019 55

Average Days on Market to Sale this month at 57 below the 5 yr AUG average of 67



### 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
\$25,000 and less	7.95%	113	105	151	0	0
\$25,001 - \$50,000	10.60%	51	66	18	0	0
\$50,001 - \$75,000	10.60%	38	53	13	22	0
\$75,001 - \$150,000	33.77%	53	57	52	42	0
\$150,001 - \$200,000	9.93%	51	73	46	2	66
\$200,001 - \$325,000	15.23%	50	36	46	67	55
\$325,001 and up	11.92%	69	78	33	97	0
<b>Average Closed DOM</b>		<b>57</b>	<b>68</b>	<b>46</b>	<b>67</b>	<b>62</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>57</b>	<b>55</b>	<b>73</b>	<b>20</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>23,466,505</b>	<b>5.33M</b>	<b>11.70M</b>	<b>5.83M</b>	<b>602.50K</b>



# August 2020



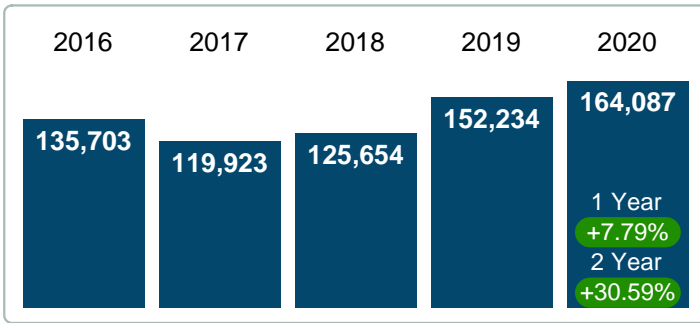
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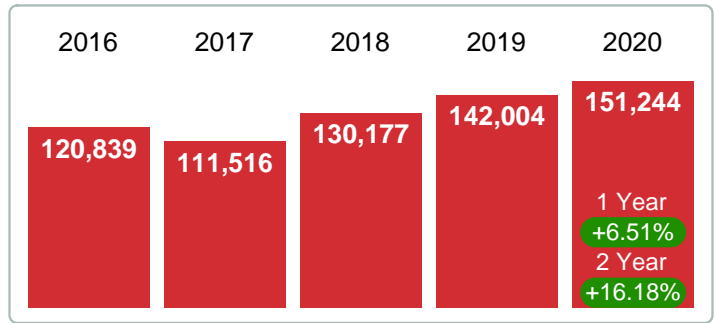
## AVERAGE LIST PRICE AT CLOSING

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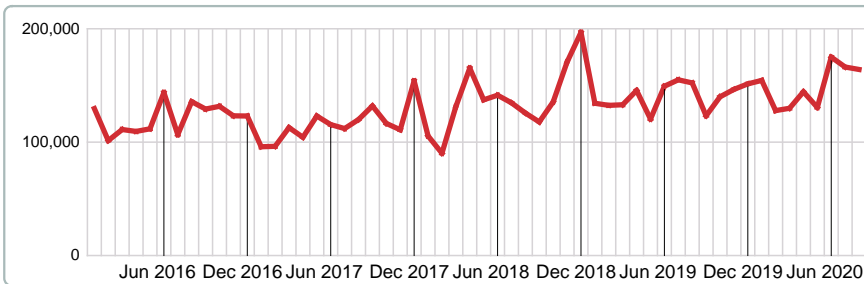
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

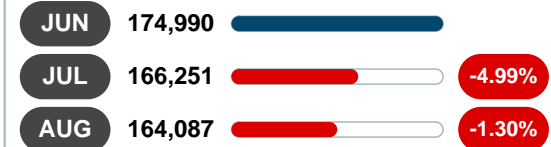


### 3 MONTHS

5 year AUG AVG = 139,520

High Dec 2018 196,793 Low Feb 2018 90,220

Average List Price at Closing this month at **164,087** above the 5 yr AUG average of **139,520**



### 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	
\$25,000 and less	8	5.30%	14,938	19,550	19,500	0	
\$25,001 - \$50,000	16	10.60%	36,628	43,714	43,760	0	
\$50,001 - \$75,000	13	8.61%	62,492	73,720	72,960	65,000	
\$75,001 - \$150,000	57	37.75%	113,416	114,747	120,335	117,960	
\$150,001 - \$200,000	14	9.27%	178,714	189,667	184,733	175,000	
\$200,001 - \$325,000	25	16.56%	240,108	256,333	237,486	242,780	
\$325,001 and up	18	11.92%	460,544	491,333	387,429	512,975	
<b>Average List Price</b>		<b>164,087</b>		<b>108,123</b>	<b>165,101</b>	<b>307,375</b>	<b>210,167</b>
<b>Total Closed Units</b>		<b>151</b>	<b>100%</b>	<b>164,087</b>	<b>55</b>	<b>73</b>	<b>20</b>
<b>Total Closed Volume</b>		<b>24,777,155</b>			<b>5.95M</b>	<b>12.05M</b>	<b>6.15M</b>



# August 2020



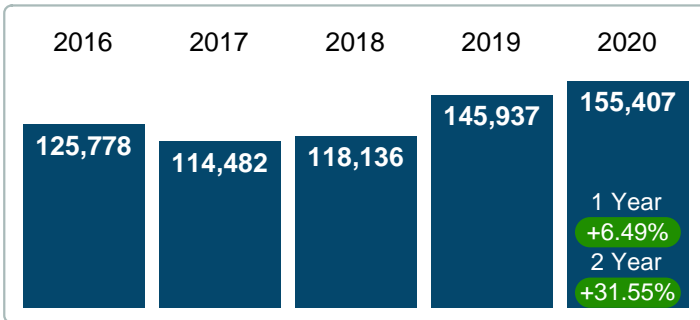
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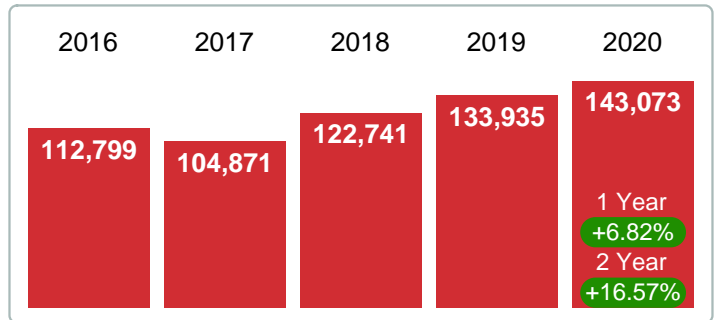
## AVERAGE SOLD PRICE AT CLOSING

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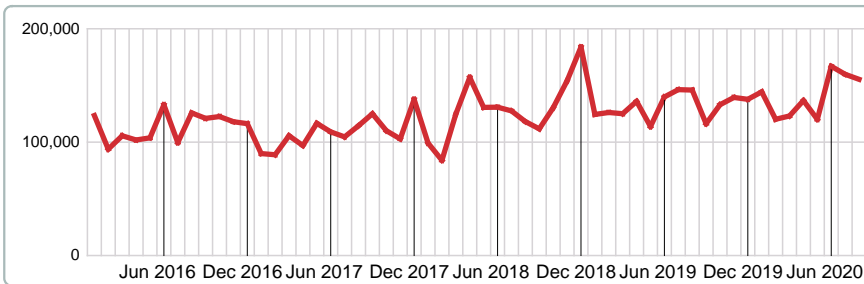
### AUGUST



### YEAR TO DATE (YTD)

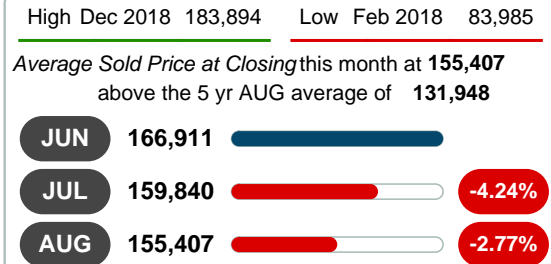


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 131,948



## 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
\$25,000 and less	7.95%	16,417	16,350	16,750	0	0
\$25,001 - \$50,000	10.60%	38,622	39,105	37,560	0	0
\$50,001 - \$75,000	10.60%	67,181	66,300	70,380	60,000	0
\$75,001 - \$150,000	33.77%	111,230	105,667	114,192	109,560	0
\$150,001 - \$200,000	9.93%	174,600	167,667	175,944	175,000	178,750
\$200,001 - \$325,000	15.23%	235,474	248,333	235,571	225,580	245,000
\$325,001 and up	11.92%	437,167	413,333	386,714	490,250	0
<b>Average Sold Price</b>		<b>155,407</b>	<b>96,903</b>	<b>160,297</b>	<b>291,635</b>	<b>200,833</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>151</b>	<b>55</b>	<b>73</b>	<b>20</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>23,466,505</b>	<b>5.33M</b>	<b>11.70M</b>	<b>5.83M</b>	<b>602.50K</b>

# August 2020



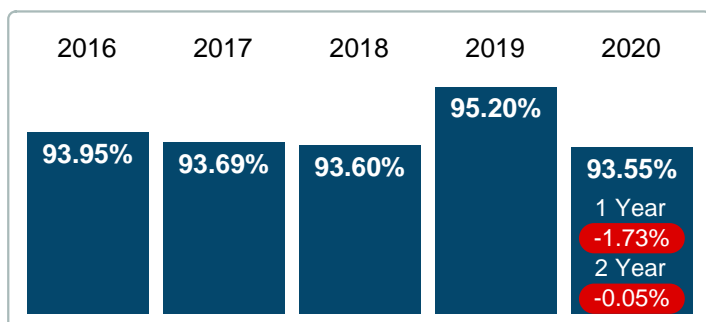
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



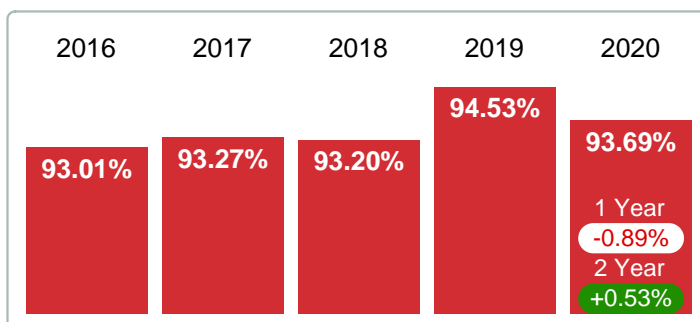
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

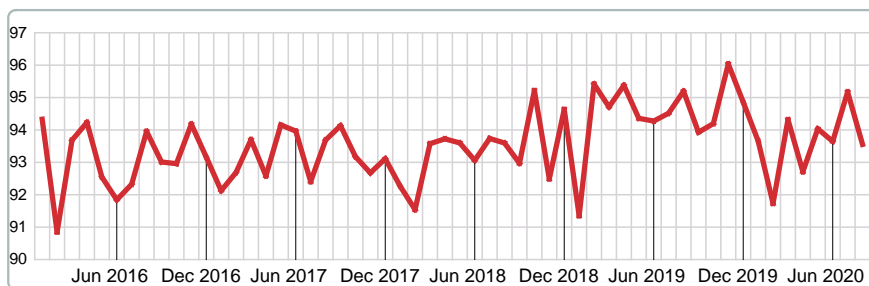
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

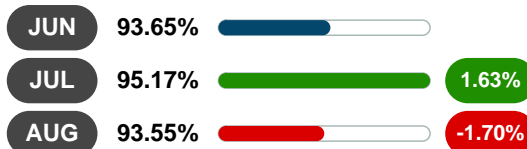


### 3 MONTHS

5 year AUG AVG = 94.00%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at 93.55% equal to 5 yr AUG average of 94.00%



## 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
\$25,000 and less	12	7.95%	84.18%	83.27%	88.74%	0.00%	0.00%
\$25,001 - \$50,000	16	10.60%	89.66%	90.45%	87.93%	0.00%	0.00%
\$50,001 - \$75,000	16	10.60%	92.96%	90.59%	97.83%	92.31%	0.00%
\$75,001 - \$150,000	51	33.77%	94.08%	92.48%	94.91%	93.70%	0.00%
\$150,001 - \$200,000	15	9.93%	94.70%	89.53%	95.49%	100.00%	96.30%
\$200,001 - \$325,000	23	15.23%	97.45%	96.72%	99.32%	93.28%	94.23%
\$325,001 and up	18	11.92%	96.38%	87.64%	99.42%	96.99%	0.00%
Average Sold/List Ratio		93.60%		89.86%	95.81%	95.16%	95.61%
Total Closed Units		151	100%	55	73	20	3
Total Closed Volume		23,466,505		5.33M	11.70M	5.83M	602.50K

# August 2020



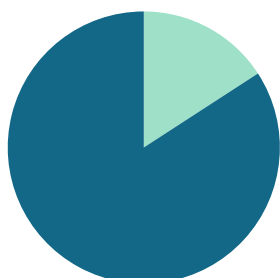
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY

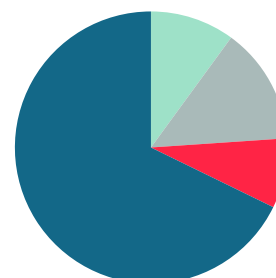


**Inventory**  
 New Listings  
**234 = 15.84%**  
 Start Inventory  
**1,243**  
 Total Inventory Units  
**1,477**  
 Volume  
**\$279,746,707**

### Market Activity

Closed Sales  
**151 = 10.03%**  
 Pending Sales  
**209 = 13.89%**  
 Other Off Market  
**125 = 8.31%**  
 Active Inventory  
**1,020 = 67.77%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	127	151	18.90%	849	926	9.07%
Pending Sales	129	209	62.02%	912	1,175	28.84%
New Listings	280	234	-16.43%	2,454	2,259	-7.95%
Average List Price	152,234	164,087	7.79%	142,004	151,244	6.51%
Average Sale Price	145,937	155,407	6.49%	133,935	143,073	6.82%
Average Percent of Selling Price to List Price	95.20%	93.55%	-1.73%	94.53%	93.69%	-0.89%
Average Days on Market to Sale	58.35	57.15	-2.05%	64.29	62.21	-3.25%
Monthly Inventory	1,472	1,020	-30.71%	1,472	1,020	-30.71%
Months Supply of Inventory	14.06	9.32	-33.77%	14.06	9.32	-33.77%

**Absorption:** Last 12 months, an Average of **110** Sales/Month

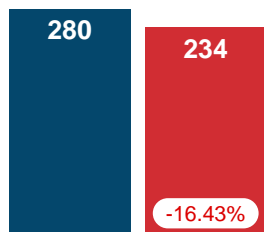
**Inventory** on August 31, 2020 = **1,020**

**2019** **2020**

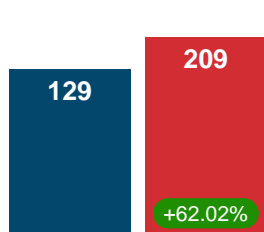
### AUGUST MARKET

### AVERAGE PRICES

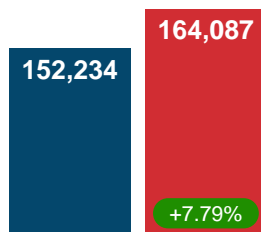
#### New Listings



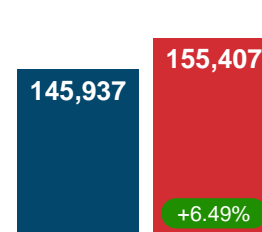
#### Pending Listings



#### List Price



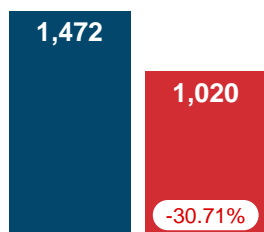
#### Sale Price



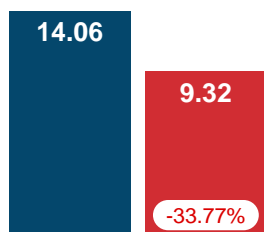
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

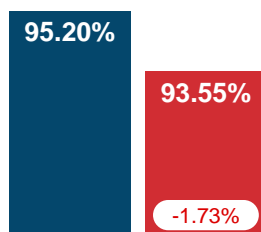
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

