

## August 2020



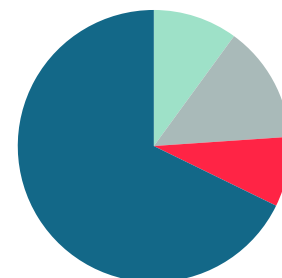
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



### 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%
Median List Price	115,000	125,000	8.70%
Median Sale Price	104,000	120,000	15.38%
Median Percent of Selling Price to List Price	96.34%	95.24%	-1.15%
Median Days on Market to Sale	39.00	40.00	2.56%
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.

##### 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 **15.38%** in August 2020 to \$120,000 versus the previous year at \$104,000.

##### Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 1.00 days or **2.56%** in August 2020 compared to last year's same month at **39.00** DOM.

##### Sales Success for August 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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>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

# August 2020



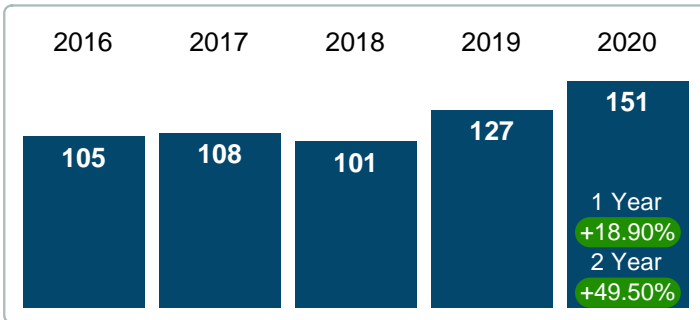
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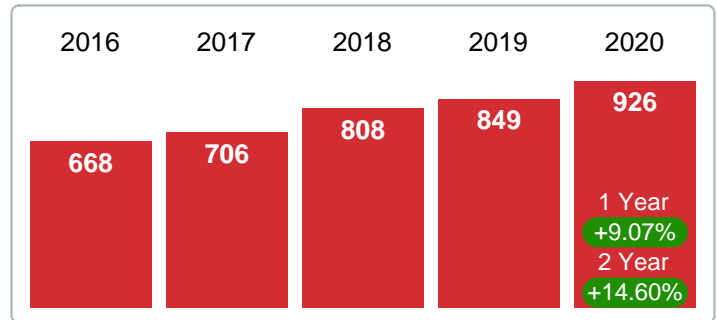
## CLOSED LISTINGS

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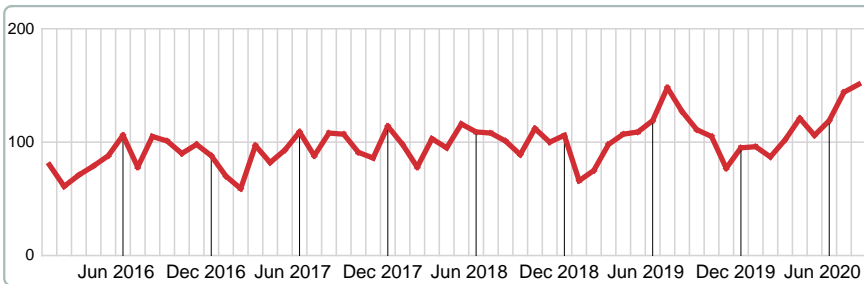
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 118

High Aug 2020 151 Low Feb 2017 59

Closed Listings this month at 151  
above the 5 yr AUG average of 118



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	15	9.93%	79.0	12	3	0	0
\$30,001 - \$60,000	18	11.92%	47.0	12	5	1	0
\$60,001 - \$90,000	22	14.57%	36.0	11	9	2	0
\$90,001 - \$150,000	40	26.49%	22.0	11	26	3	0
\$150,001 - \$220,000	23	15.23%	27.0	4	14	3	2
\$220,001 - \$340,000	17	11.26%	18.0	2	11	3	1
\$340,001 and up	16	10.60%	66.5	3	5	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>40.0</b>	<b>5.33M</b>	<b>11.70M</b>	<b>5.83M</b>	<b>602.50K</b>
<b>Median Closed Price</b>	<b>\$120,000</b>			<b>\$70,000</b>	<b>\$127,350</b>	<b>\$233,700</b>	<b>\$195,000</b>

# August 2020



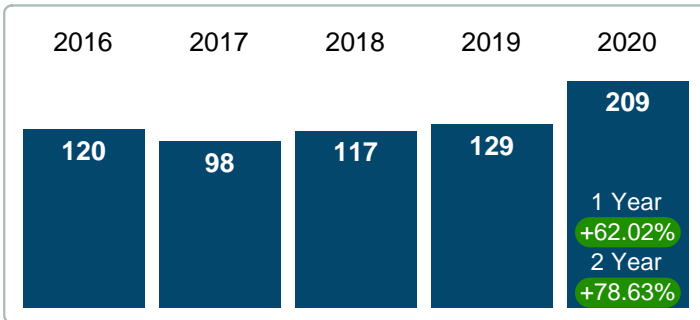
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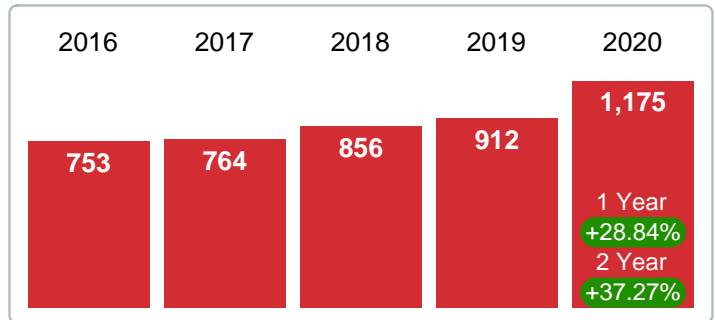
## PENDING LISTINGS

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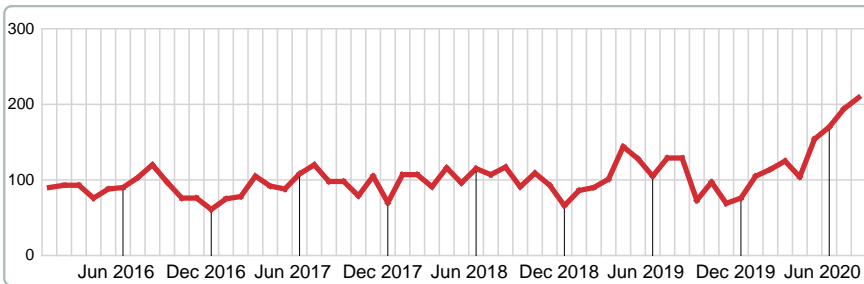
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

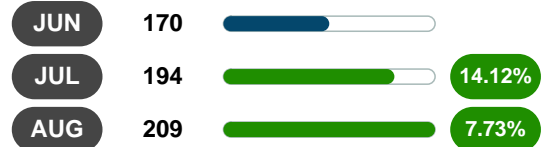


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	15	7.18%	73.0	13	2	0	0
\$30,001 - \$60,000	21	10.05%	30.0	15	5	0	1
\$60,001 - \$110,000	42	20.10%	89.0	24	17	1	0
\$110,001 - \$180,000	53	25.36%	14.0	17	27	8	1
\$180,001 - \$260,000	30	14.35%	83.0	14	14	2	0
\$260,001 - \$390,000	26	12.44%	59.5	7	12	5	2
\$390,001 and up	22	10.53%	42.5	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>53.0</b>	<b>13.65M</b>	<b>15.11M</b>	<b>8.35M</b>	<b>1.44M</b>
<b>Median Listing Price</b>	<b>\$132,000</b>			<b>\$89,000</b>	<b>\$140,000</b>	<b>\$299,950</b>	<b>\$299,000</b>

# August 2020



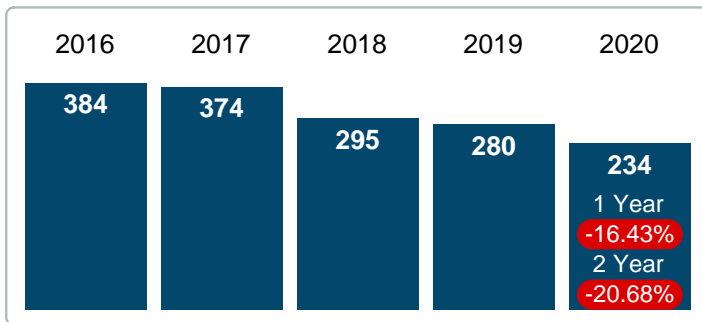
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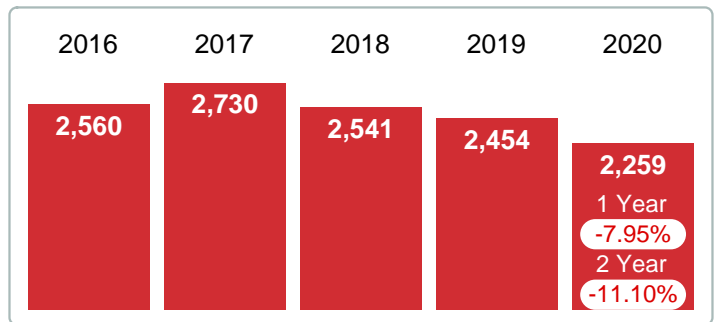
## NEW LISTINGS

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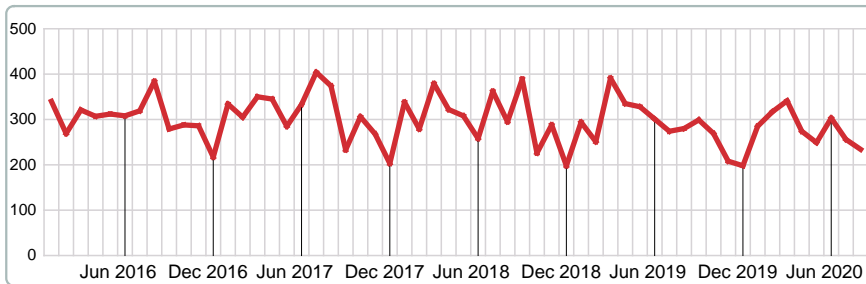
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

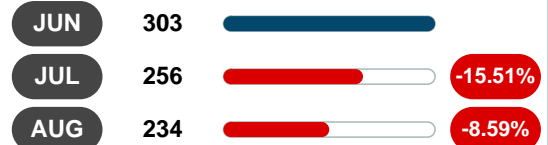


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$139,950</b>		<b>\$103,750</b>	<b>\$144,250</b>	<b>\$239,900</b>	<b>\$425,000</b>

# August 2020



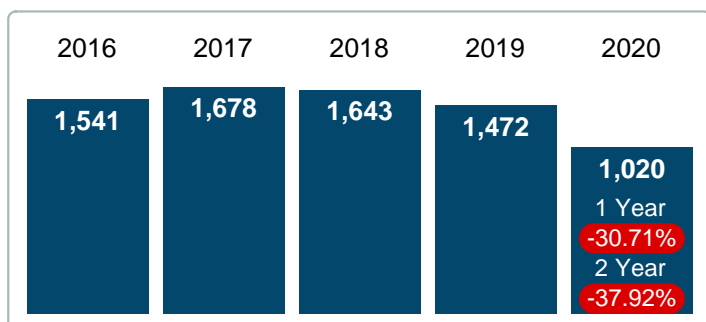
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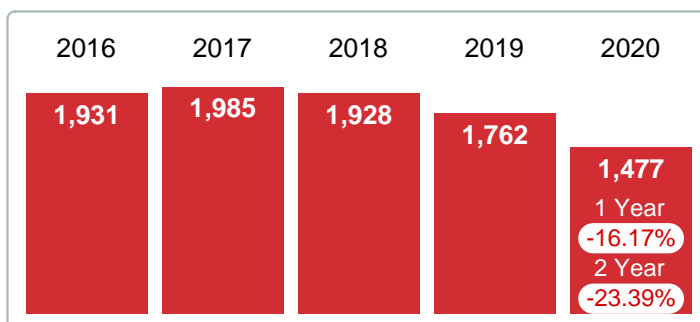
## ACTIVE INVENTORY

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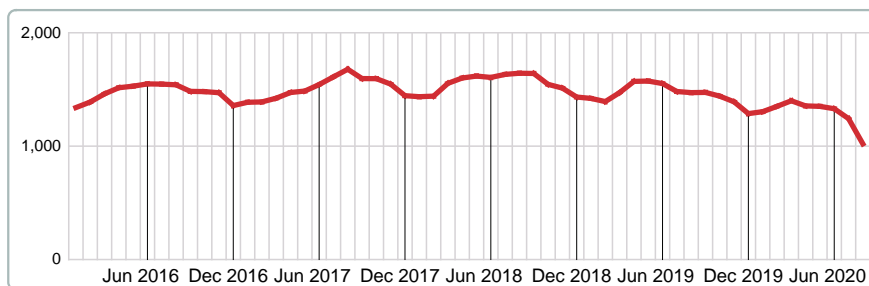
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

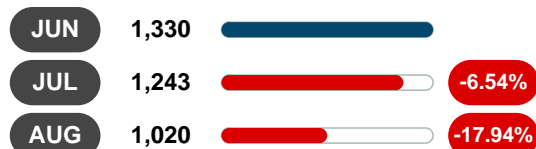


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	113	11.08%	117.0	101	10	1	1
\$20,001 - \$30,000	75	7.35%	140.0	73	2	0	0
\$30,001 - \$60,000	169	16.57%	82.0	149	19	1	0
\$60,001 - \$140,000	275	26.96%	77.0	167	96	10	2
\$140,001 - \$240,000	156	15.29%	66.0	64	64	26	2
\$240,001 - \$440,000	130	12.75%	83.0	55	38	28	9
\$440,001 and up	102	10.00%	85.0	39	22	28	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
Median Active Inventory Listing Price			\$95,950	\$61,200	\$139,900	\$309,450	\$425,000

# August 2020



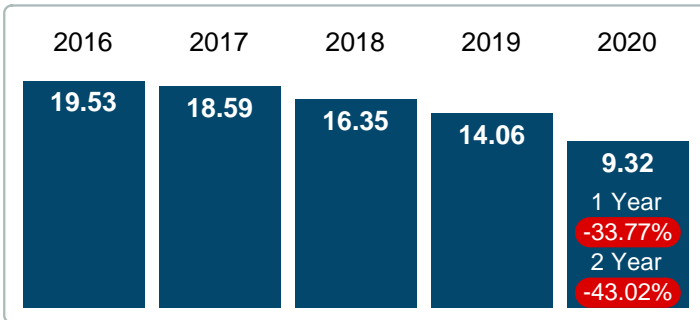
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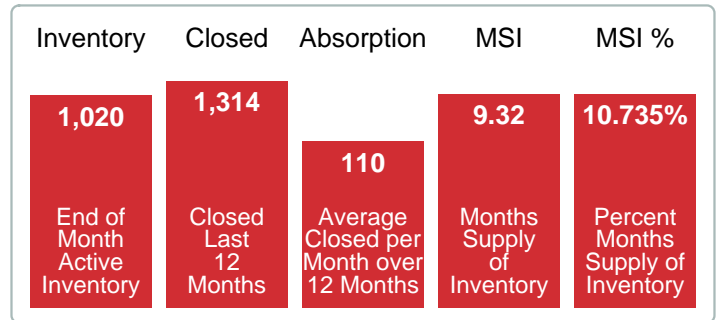
## MONTHS SUPPLY of INVENTORY (MSI)

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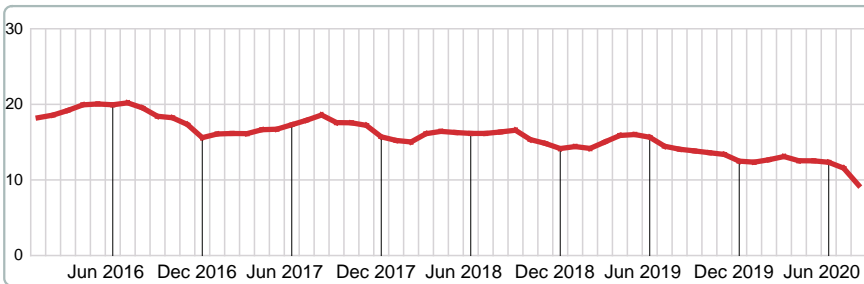
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

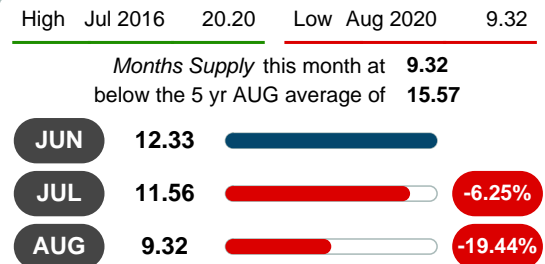


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



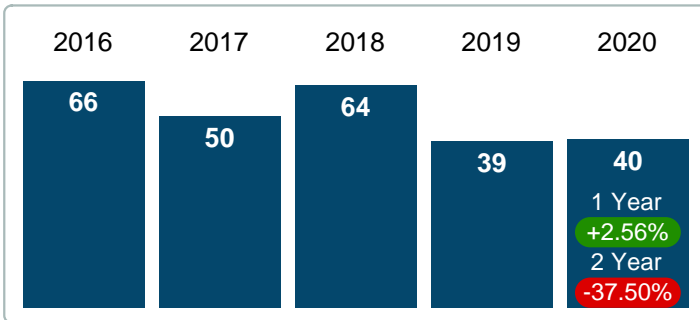
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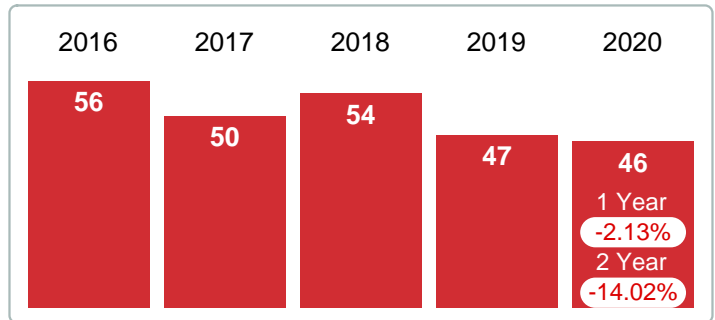
## MEDIAN DAYS ON MARKET TO SALE

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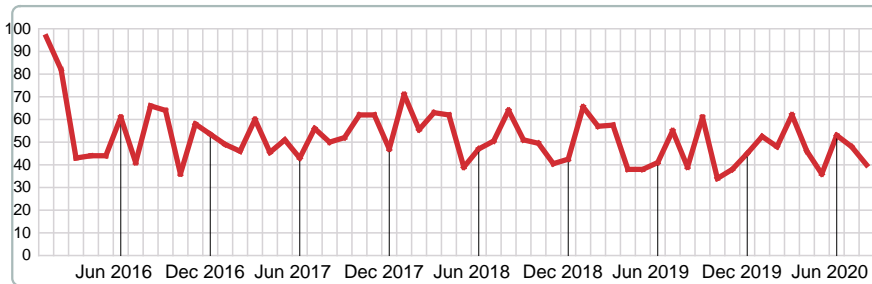
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

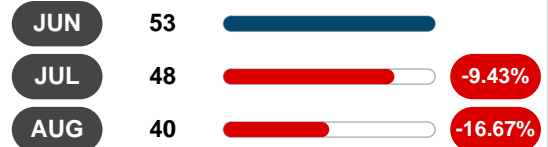


### 3 MONTHS

5 year AUG AVG = 52

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 40 below the 5 yr AUG average of 52



### 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
\$30,000 and less	9.93%	79	72	144	0	0
\$30,001 - \$60,000	11.92%	47	87	4	22	0
\$60,001 - \$90,000	14.57%	36	54	22	85	0
\$90,001 - \$150,000	26.49%	22	21	46	10	0
\$150,001 - \$220,000	15.23%	27	56	27	18	66
\$220,001 - \$340,000	11.26%	18	16	9	29	55
\$340,001 and up	10.60%	67	66	59	93	0
Median Closed DOM		40	54	24	43	55
Total Closed Units	100%	151	55	73	20	3
Total Closed Volume		23,466,505	5.33M	11.70M	5.83M	602.50K

# August 2020



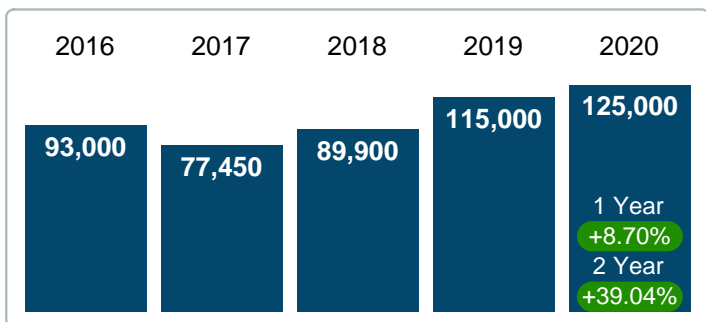
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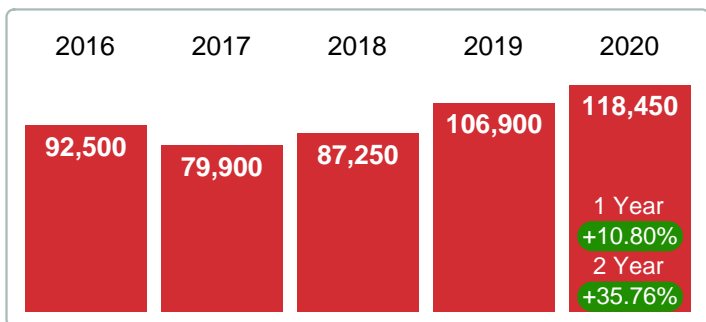
## MEDIAN LIST PRICE AT CLOSING

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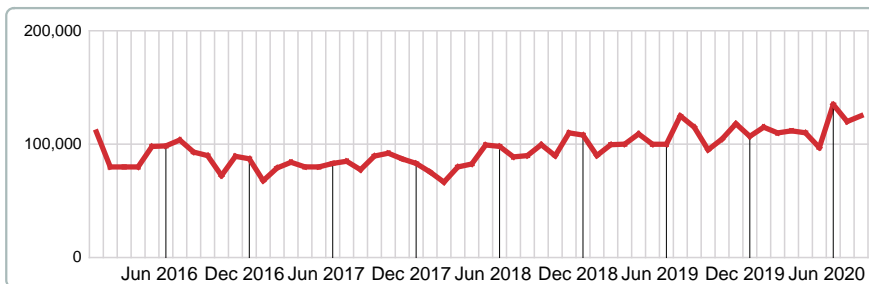
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

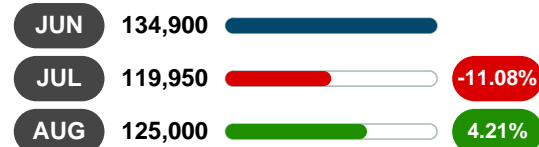


### 3 MONTHS

5 year AUG AVG = 100,070

High Jun 2020 134,900 Low Feb 2018 66,500

Median List Price at Closing this month at **125,000**  
above the 5 yr AUG average of **100,070**



### 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
\$30,000 and less	8.61%	18,500	17,500	27,500	0	0
\$30,001 - \$60,000	11.92%	49,500	47,000	54,250	0	0
\$60,001 - \$90,000	11.92%	79,400	74,500	86,500	72,400	0
\$90,001 - \$150,000	29.80%	120,000	110,000	122,500	130,000	0
\$150,001 - \$220,000	13.25%	187,450	179,000	189,900	195,000	185,250
\$220,001 - \$340,000	12.58%	245,000	250,000	245,000	247,450	260,000
\$340,001 and up	11.92%	399,000	399,000	375,000	485,000	0
Median List Price		125,000	79,000	139,500	247,450	195,500
Total Closed Units	100%	151	55	73	20	3
Total Closed Volume		24,777,155	5.95M	12.05M	6.15M	630.50K



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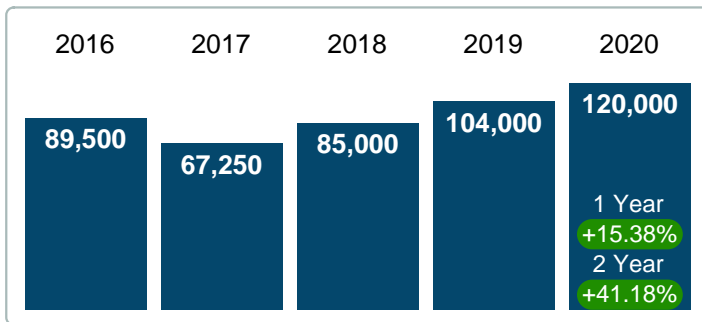
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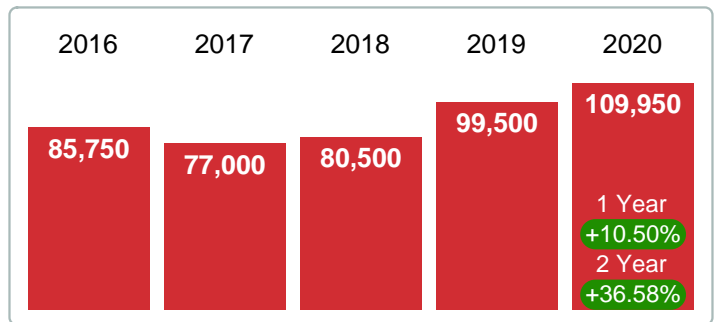
## MEDIAN SOLD PRICE AT CLOSING

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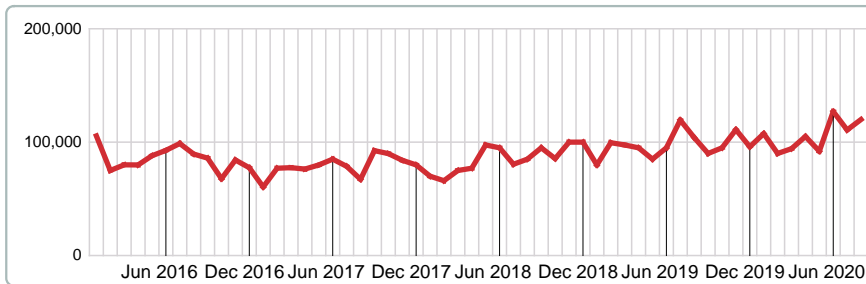
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

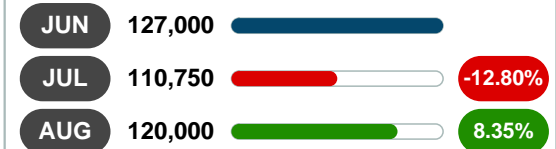


### 3 MONTHS

5 year AUG AVG = 93,150

High Jun 2020 127,000 Low Jan 2017 60,500

Median Sold Price at Closing this month at 120,000 above the 5 yr AUG average of 93,150



### 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
\$30,000 and less	9.93%	20,000	19,250	22,500	0	0
\$30,001 - \$60,000	11.92%	45,000	47,500	42,900	60,000	0
\$60,001 - \$90,000	14.57%	77,400	75,000	80,000	84,900	0
\$90,001 - \$150,000	26.49%	120,000	110,000	120,000	125,000	0
\$150,001 - \$220,000	15.23%	185,000	171,500	185,000	207,500	178,750
\$220,001 - \$340,000	11.26%	245,000	270,000	245,000	242,400	245,000
\$340,001 and up	10.60%	399,500	375,000	378,000	481,500	0
Median Sold Price		120,000	70,000	127,350	233,700	195,000
Total Closed Units	100%	151	55	73	20	3
Total Closed Volume		23,466,505	5.33M	11.70M	5.83M	602.50K

# August 2020



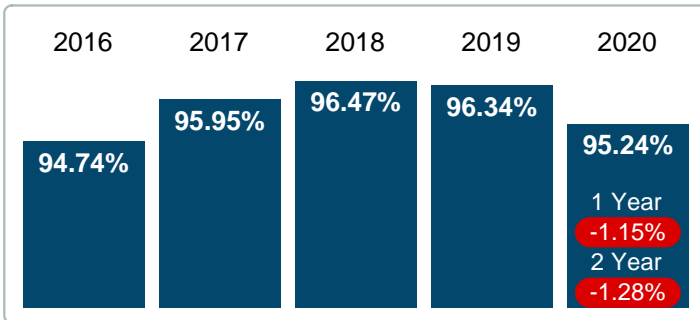
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



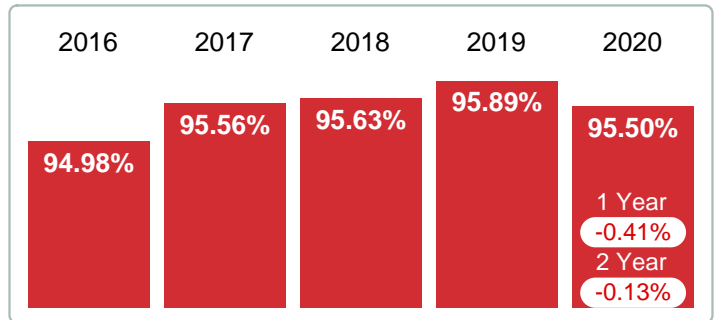
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

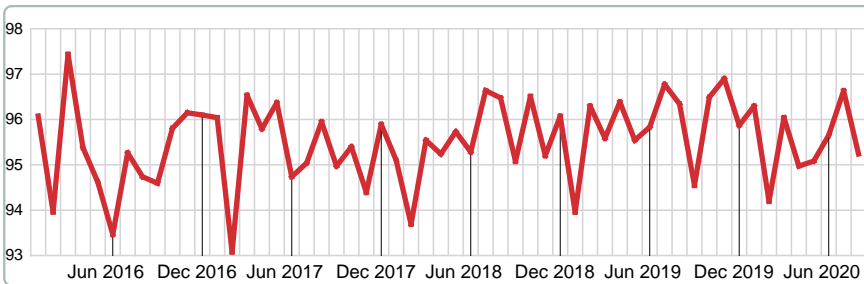
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

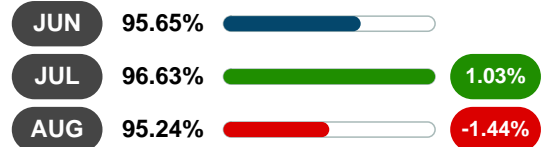


### 3 MONTHS

5 year AUG AVG = 95.75%

High Mar 2016 97.44% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.24%**  
below the 5 yr AUG average of **95.75%**



## 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
\$30,000 and less	15	9.93%	83.87%	81.94%	95.65%	0.00%	0.00%
\$30,001 - \$60,000	18	11.92%	92.34%	93.45%	91.84%	92.31%	0.00%
\$60,001 - \$90,000	22	14.57%	93.43%	91.28%	94.25%	95.00%	0.00%
\$90,001 - \$150,000	40	26.49%	95.55%	94.94%	95.64%	98.52%	0.00%
\$150,001 - \$220,000	23	15.23%	95.58%	93.52%	96.50%	96.51%	96.30%
\$220,001 - \$340,000	17	11.26%	97.14%	98.49%	100.00%	91.51%	94.23%
\$340,001 and up	16	10.60%	99.43%	91.48%	100.00%	98.71%	0.00%
Median Sold/List Ratio		95.24%		91.74%	95.97%	97.52%	94.23%
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



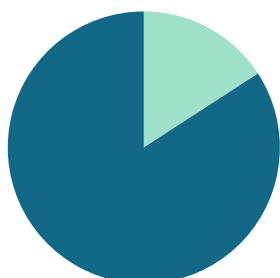
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

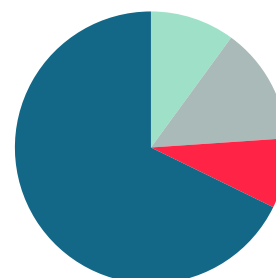
- New Listings **234 = 15.84%**
- Start Inventory **1,243**
- Total Inventory Units **1,477**
- Volume **\$279,746,707**

### Market Activity

**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%
Median List Price	115,000	125,000	8.70%	106,900	118,450	10.80%
Median Sale Price	104,000	120,000	15.38%	99,500	109,950	10.50%
Median Percent of Selling Price to List Price	96.34%	95.24%	-1.15%	95.89%	95.50%	-0.41%
Median Days on Market to Sale	39.00	40.00	2.56%	47.00	46.00	-2.13%
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

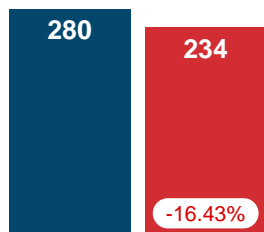
**Inventory** on August 31, 2020 = **1,020**

**2019** **2020**

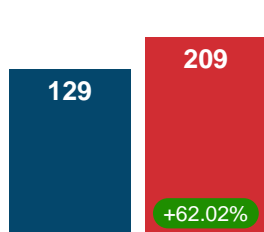
### AUGUST MARKET

### MEDIAN PRICES

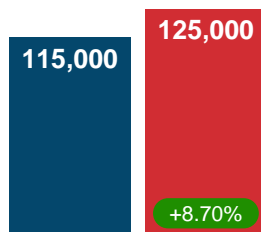
#### New Listings



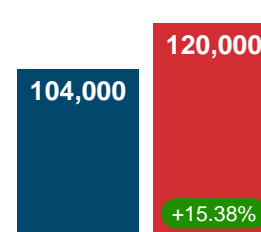
#### Pending Listings



#### List Price



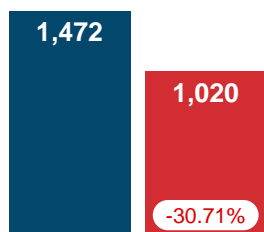
#### Sale Price



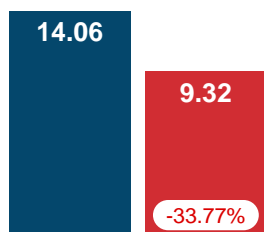
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

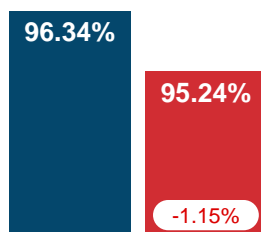
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

