

January 2020



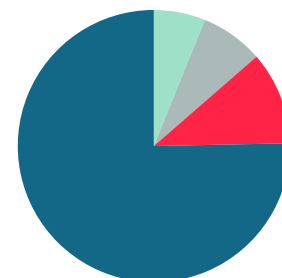
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	65	95	46.15%
Pending Listings	85	116	36.47%
New Listings	294	280	-4.76%
Average List Price	131,986	155,853	18.08%
Average Sale Price	122,123	145,660	19.27%
Average Percent of Selling Price to List Price	91.27%	93.59%	2.54%
Average Days on Market to Sale	71.92	77.82	8.20%
End of Month Inventory	1,413	1,169	-17.27%
Months Supply of Inventory	14.42	11.20	-22.29%



■ Closed (6.12%)
■ Pending (7.47%)
■ Other OffMarket (11.08%)
■ Active (75.32%)

Absorption: Last 12 months, an Average of **104** Sales/Month
Active Inventory as of January 31, 2020 = **1,169**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **17.27%** to 1,169 existing homes available for sale. Over the last 12 months this area has had an average of 104 closed sales per month. This represents an unsold inventory index of **11.20** 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 **19.27%** in January 2020 to \$145,660 versus the previous year at \$122,123.

Average Days on Market Lengthens

The average number of **77.82** days that homes spent on the market before selling increased by 5.90 days or **8.20%** in January 2020 compared to last year's same month at **71.92** DOM.

Sales Success for January 2020 is Positive

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

There were 280 New Listings in January 2020, down **4.76%** from last year at 294. Furthermore, there were 95 Closed Listings this month versus last year at 65, a **46.15%** increase.

Closed versus Listed trends yielded a **33.9%** ratio, up from previous year's, January 2019, at **22.1%**, a **53.46%** 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

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

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

January 2020



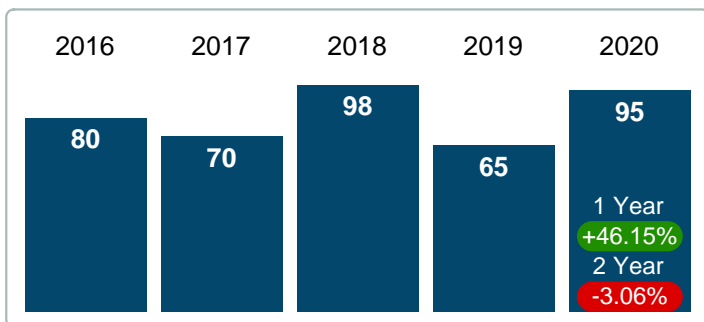
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



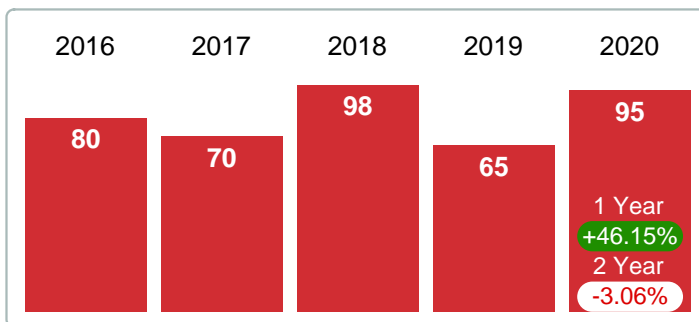
CLOSED LISTINGS

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

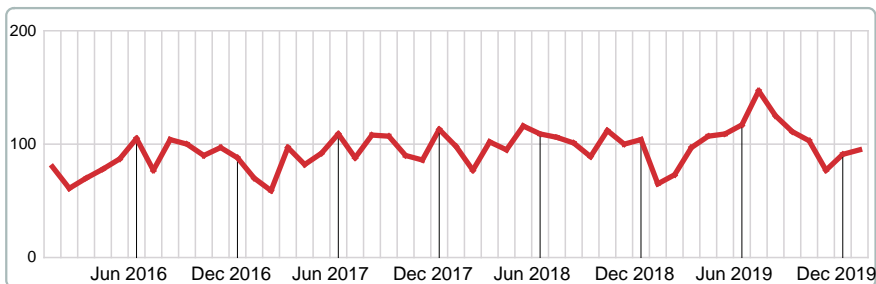
JANUARY



YEAR TO DATE (YTD)

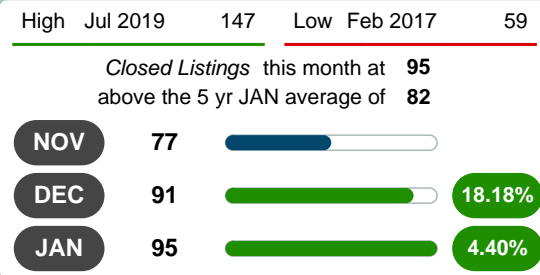


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 82



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	11.58%	94.3	7	4	0	0
\$30,001 - \$60,000	9	9.47%	76.0	5	2	2	0
\$60,001 - \$80,000	16	16.84%	53.7	8	8	0	0
\$80,001 - \$130,000	24	25.26%	79.2	5	16	2	1
\$130,001 - \$180,000	13	13.68%	69.4	2	10	1	0
\$180,001 - \$300,000	12	12.63%	56.5	1	5	5	1
\$300,001 and up	10	10.53%	133.2	2	4	3	1
Total Closed Units	95			30	49	13	3
Total Closed Volume	13,837,653	100%	77.8	3.21M	6.61M	2.95M	1.06M
Average Closed Price	\$145,660			\$107,082	\$134,965	\$227,031	\$353,500

January 2020



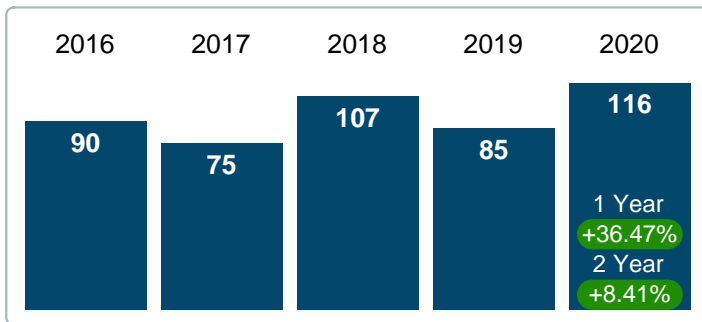
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



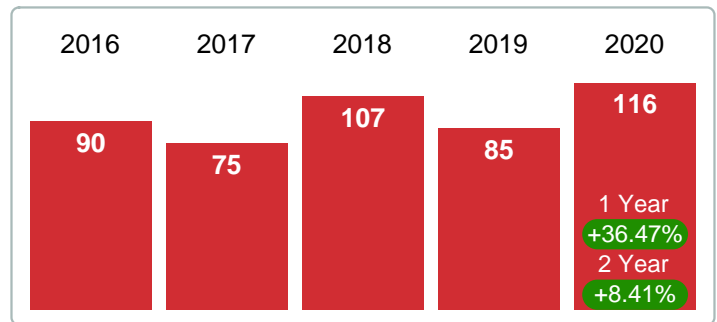
PENDING LISTINGS

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

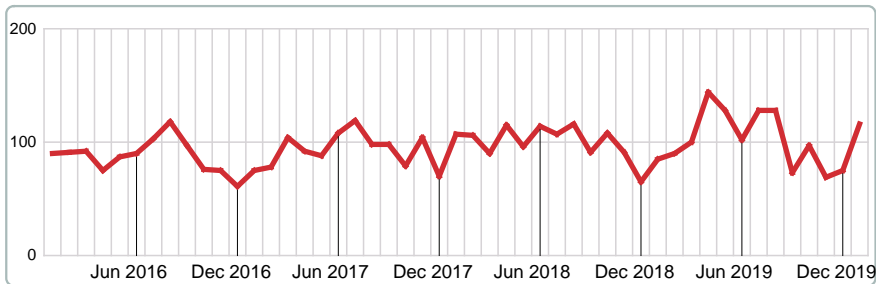
JANUARY



YEAR TO DATE (YTD)

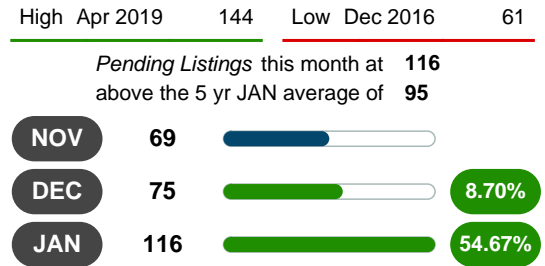


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95



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	9.48%	134.5	8	3	0	0
\$30,001 - \$50,000	12	10.34%	81.3	9	3	0	0
\$50,001 - \$70,000	17	14.66%	78.0	9	6	2	0
\$70,001 - \$120,000	32	27.59%	90.0	11	18	3	0
\$120,001 - \$150,000	17	14.66%	52.8	4	10	3	0
\$150,001 - \$220,000	16	13.79%	54.5	2	10	4	0
\$220,001 and up	11	9.48%	57.7	3	4	3	1
Total Pending Units	116			46	54	15	1
Total Pending Volume	14,698,647	100%	98.7	4.97M	6.70M	2.40M	629.00K
Average Listing Price	\$121,879			\$108,038	\$123,985	\$160,313	\$629,000

January 2020



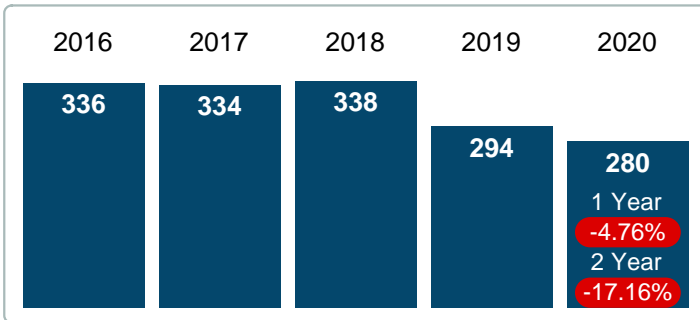
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



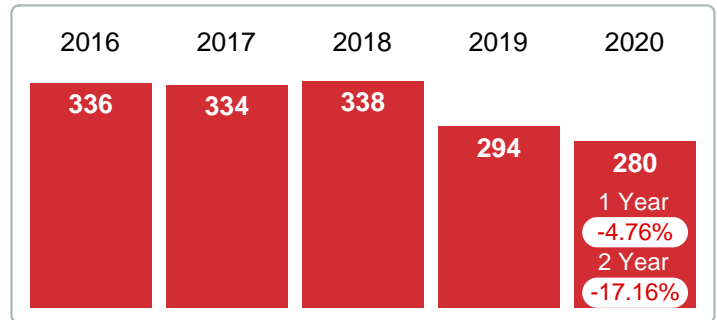
NEW LISTINGS

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

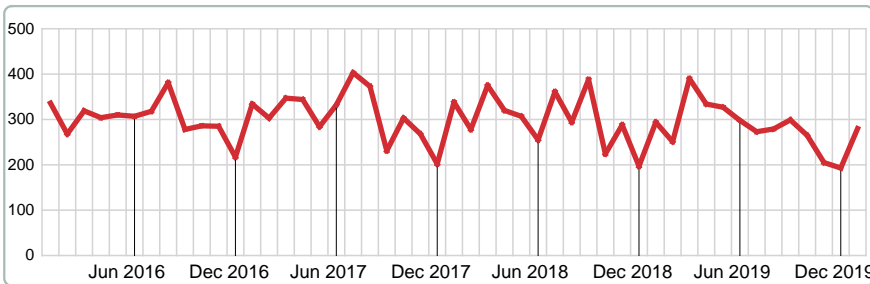
JANUARY



YEAR TO DATE (YTD)

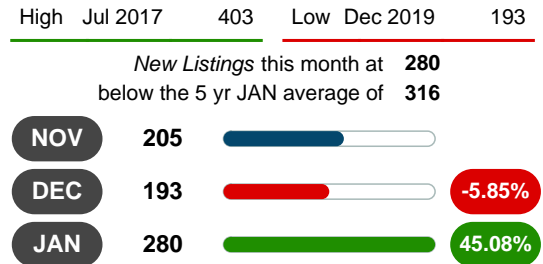


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 316



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	26	9.29%	23	3	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	77	27.50%	57	18	1	1
\$75,001 - \$150,000	65	23.21%	28	31	6	0
\$150,001 - \$225,000	52	18.57%	15	25	11	1
\$225,001 - \$350,000	32	11.43%	16	11	5	0
\$350,001 and up	28	10.00%	16	4	7	1
Total New Listed Units	280		155	92	30	3
Total New Listed Volume	51,942,123	100%	27.42M	13.94M	7.50M	3.08M
Average New Listed Listing Price	\$154,964		\$176,898	\$151,554	\$249,897	\$1,027,667

January 2020



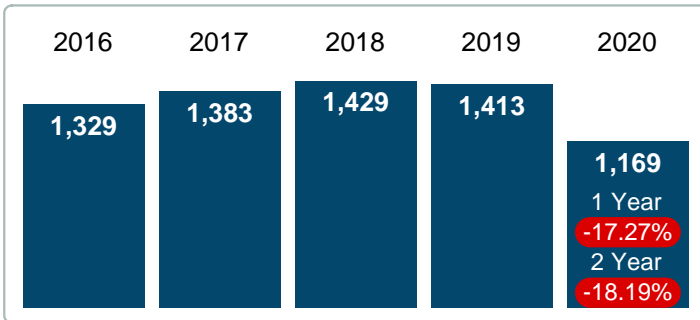
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



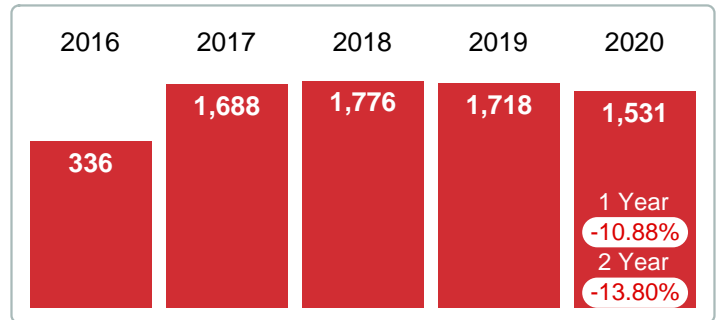
ACTIVE INVENTORY

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

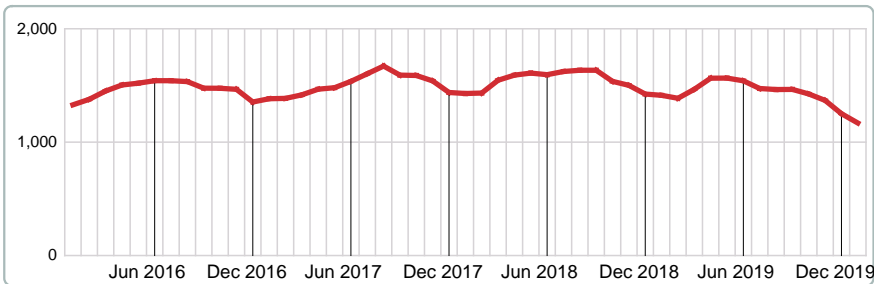
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

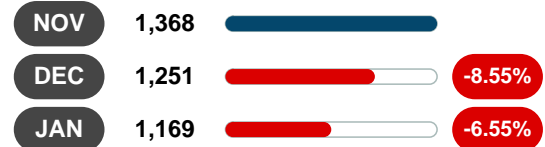


3 MONTHS

5 year JAN AVG = 1,345

High Aug 2017 1,671 | Low Jan 2020 1,169

Inventory this month at 1,169
below the 5 yr JAN average of 1,345



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	170	14.54%	123.0	161	8	1	0
\$25,001-\$50,000	178	15.23%	115.1	157	18	2	1
\$50,001-\$150,000	385	32.93%	132.4	228	137	20	0
\$150,001-\$225,000	157	13.43%	91.3	57	65	30	5
\$225,001-\$375,000	149	12.75%	99.1	69	53	23	4
\$375,001 and up	130	11.12%	88.5	52	34	35	9
Total Active Inventory by Units	1,169			724	315	111	19
Total Active Inventory by Volume	214,853,392	100%	113.8	103.35M	62.89M	33.32M	15.29M
Average Active Inventory Listing Price	\$183,792			\$142,747	\$199,662	\$300,170	\$804,842

January 2020



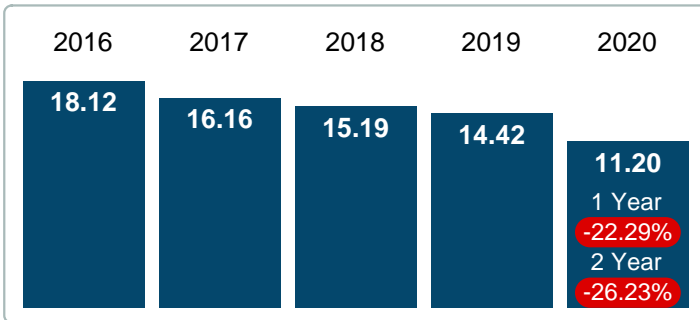
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



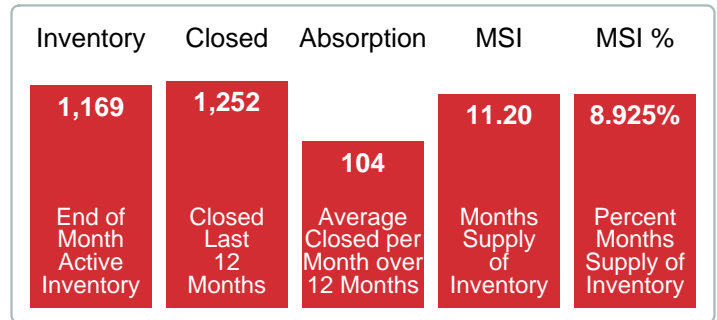
MONTHS SUPPLY of INVENTORY (MSI)

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

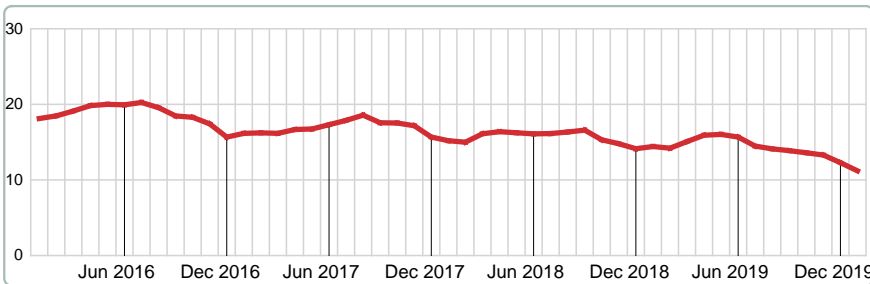
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

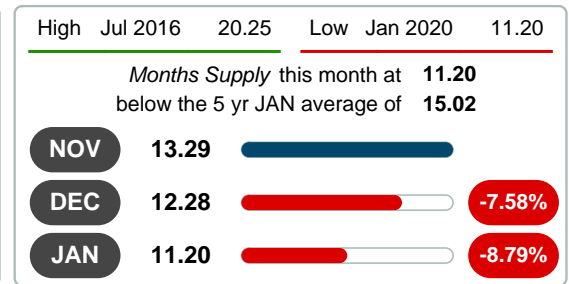


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 15.02



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	10.78%	13.62	22.31	1.85	1.50	0.00
\$20,001 \$30,000	97	8.30%	14.37	18.71	3.16	0.00	0.00
\$30,001 \$70,000	216	18.48%	10.54	19.31	3.36	3.60	12.00
\$70,001 \$150,000	294	25.15%	8.24	15.67	5.55	4.85	0.00
\$150,001 \$230,000	164	14.03%	10.36	30.00	6.80	9.07	12.00
\$230,001 \$390,000	147	12.57%	12.78	36.00	8.83	6.86	24.00
\$390,001 and up	125	10.69%	25.86	32.84	21.88	28.29	13.50
Market Supply of Inventory (MSI)			11.20	20.74	5.86	8.07	9.91
Total Active Inventory by Units		100%	11.20	724	315	111	19

January 2020



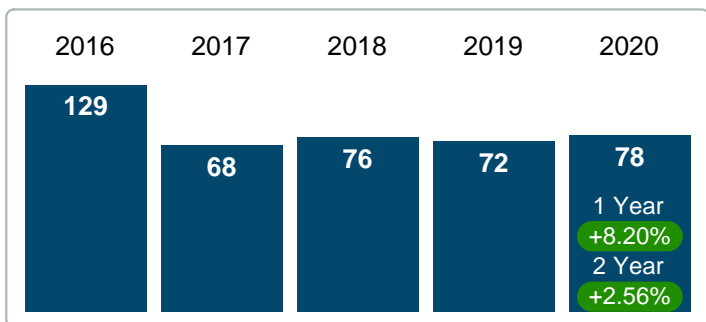
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



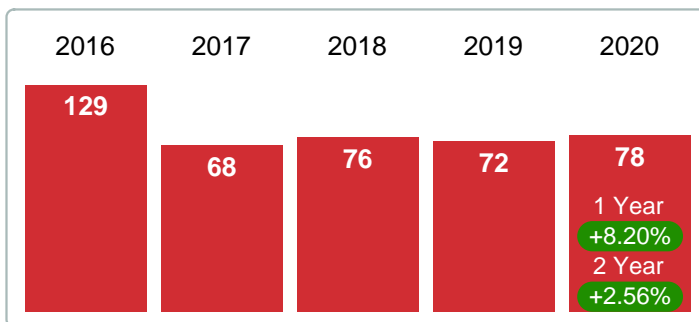
AVERAGE DAYS ON MARKET TO SALE

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

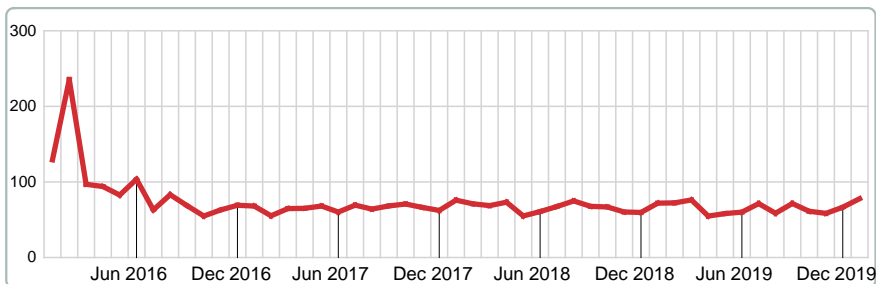
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

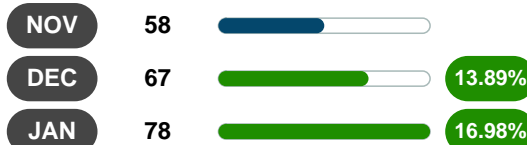


3 MONTHS

5 year JAN AVG = 85

High Feb 2016 235 Low Apr 2019 55

Average Days on Market to Sale this month at 78 below the 5 yr JAN average of 85



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
\$30,000 and less	11.58%	94	114	61	0	0
\$30,001 - \$60,000	9.47%	76	72	85	76	0
\$60,001 - \$80,000	16.84%	54	65	42	0	0
\$80,001 - \$130,000	25.26%	79	109	68	59	142
\$130,001 - \$180,000	13.68%	69	71	71	51	0
\$180,001 - \$300,000	12.63%	57	91	21	78	91
\$300,001 and up	10.53%	133	430	38	52	166
Average Closed DOM		78	111	57	67	133
Total Closed Units	100%	78	30	49	13	3
Total Closed Volume		13,837,653	3.21M	6.61M	2.95M	1.06M

January 2020



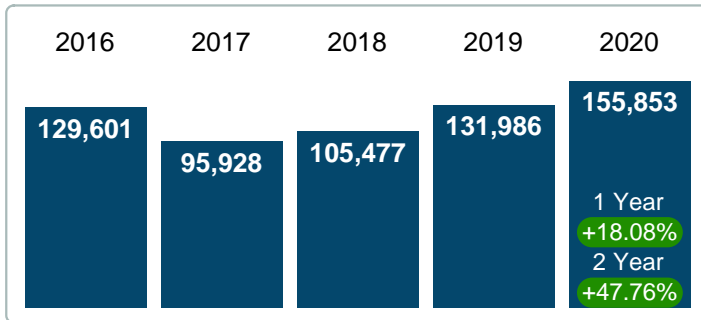
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



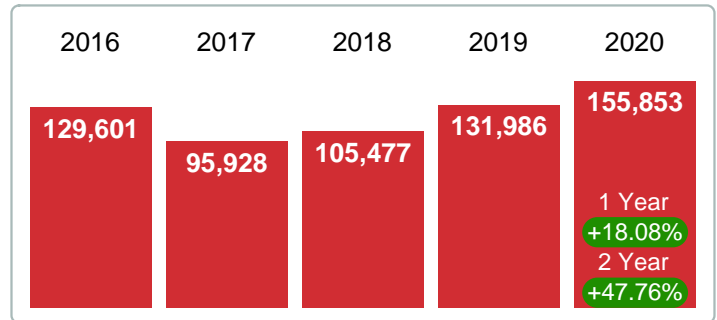
AVERAGE LIST PRICE AT CLOSING

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

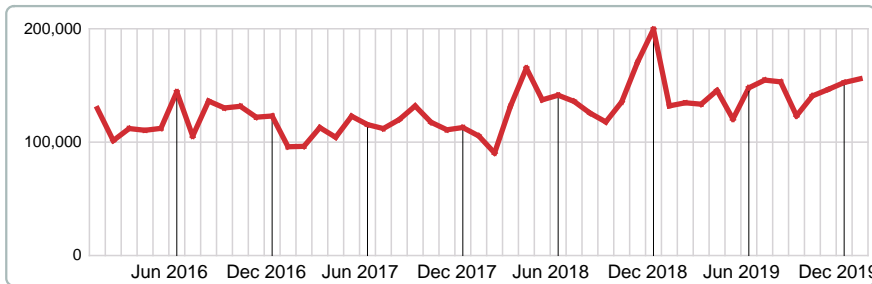
JANUARY



YEAR TO DATE (YTD)

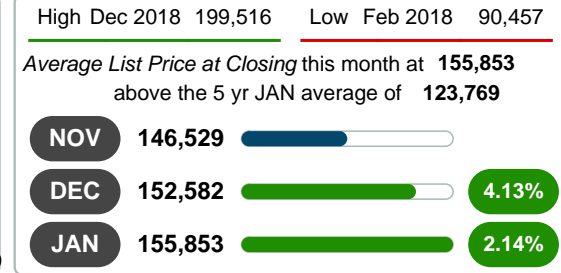


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 123,769



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	6.32%	13,333	15,063	16,250	0	0
\$25,001 - \$50,000	7.37%	36,079	36,725	47,717	51,700	0
\$50,001 - \$75,000	17.89%	64,838	74,189	66,467	0	0
\$75,001 - \$125,000	26.32%	103,152	101,400	101,475	101,950	114,900
\$125,001 - \$175,000	17.89%	147,165	139,967	149,386	164,900	0
\$175,001 - \$300,000	13.68%	240,054	325,000	238,760	236,580	265,000
\$300,001 and up	10.53%	516,990	694,000	398,500	487,967	699,000
Average List Price		155,853	123,918	140,623	239,923	359,633
Total Closed Units	100%	155,853	30	49	13	3
Total Closed Volume		14,806,000	3.72M	6.89M	3.12M	1.08M

January 2020



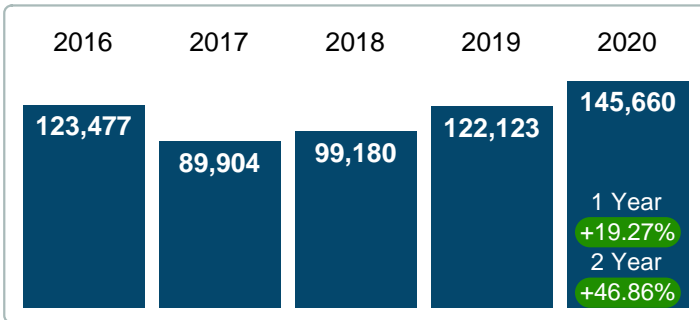
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



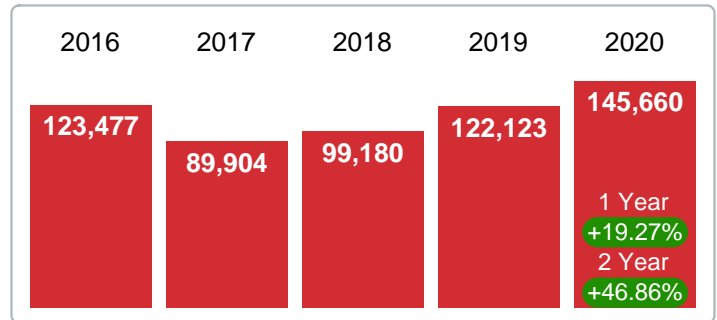
AVERAGE SOLD PRICE AT CLOSING

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

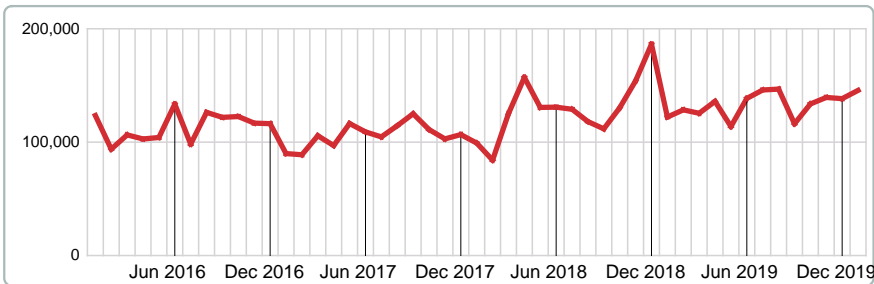
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

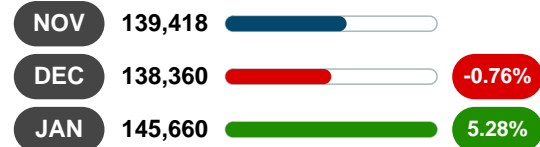


3 MONTHS

5 year JAN AVG = 116,069

High Dec 2018 186,374 Low Feb 2018 84,141

Average Sold Price at Closing this month at **145,660** above the 5 yr JAN average of **116,069**



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	
\$30,000 and less	11	11.58%	18,955	20,036	17,063	0	
\$30,001 - \$60,000	9	9.47%	49,278	53,800	43,000	44,250	
\$60,001 - \$80,000	16	16.84%	70,358	72,250	68,466	0	
\$80,001 - \$130,000	24	25.26%	107,017	106,100	107,719	101,950	
\$130,001 - \$180,000	13	13.68%	149,492	141,250	151,090	150,000	
\$180,001 - \$300,000	12	12.63%	230,577	225,000	232,385	226,000	
\$300,001 and up	10	10.53%	478,120	593,600	378,750	459,667	
Average Sold Price		145,660		107,082	134,965	227,031	353,500
Total Closed Units		95	100%	145,660	30	49	13
Total Closed Volume		13,837,653			3.21M	6.61M	2.95M

January 2020



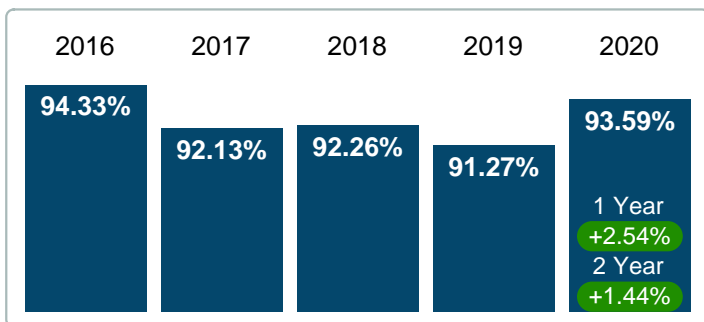
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



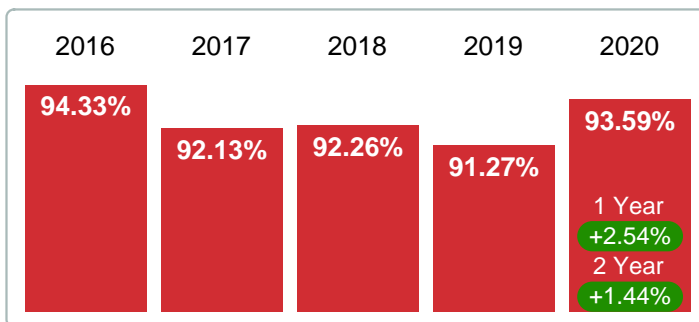
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

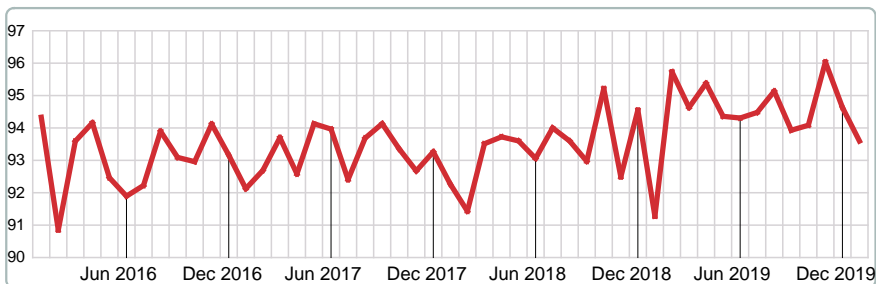
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

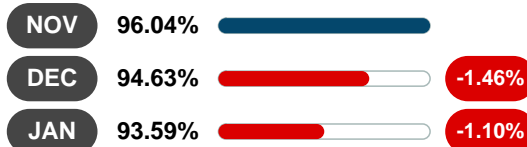


3 MONTHS

5 year JAN AVG = 92.72%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **93.59%** above the 5 yr JAN average of **92.72%**



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
\$30,000 and less	11	11.58%	90.20%	92.04%	86.99%	0.00%	0.00%
\$30,001 - \$60,000	9	9.47%	85.81%	88.17%	78.18%	87.56%	0.00%
\$60,001 - \$80,000	16	16.84%	93.55%	85.38%	101.72%	0.00%	0.00%
\$80,001 - \$130,000	24	25.26%	95.69%	93.76%	95.72%	100.00%	96.17%
\$130,001 - \$180,000	13	13.68%	96.64%	99.17%	96.71%	90.96%	0.00%
\$180,001 - \$300,000	12	12.63%	94.17%	69.23%	97.24%	96.05%	94.34%
\$300,001 and up	10	10.53%	94.73%	91.10%	95.08%	94.88%	100.14%
Average Sold/List Ratio		93.60%		89.56%	95.57%	94.69%	96.88%
Total Closed Units		95	100%	30	49	13	3
Total Closed Volume		13,837,653		3.21M	6.61M	2.95M	1.06M

January 2020



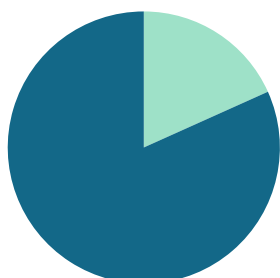
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

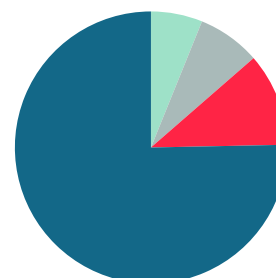


Inventory
 New Listings
280 = 18.28%
 Start Inventory
1,252
 Total Inventory Units
1,532
 Volume
\$268,590,741

Market Activity

Closed Sales
95 = 6.12%
 Pending Sales
116 = 7.47%
 Other Off Market
172 = 11.08%
 Active Inventory
1,169 = 75.32%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	65	95	46.15%	65	95	46.15%
Pending Sales	85	116	36.47%	85	116	36.47%
New Listings	294	280	-4.76%	294	280	-4.76%
Average List Price	131,986	155,853	18.08%	131,986	155,853	18.08%
Average Sale Price	122,123	145,660	19.27%	122,123	145,660	19.27%
Average Percent of Selling Price to List Price	91.27%	93.59%	2.54%	91.27%	93.59%	2.54%
Average Days on Market to Sale	71.92	77.82	8.20%	71.92	77.82	8.20%
Monthly Inventory	1,413	1,169	-17.27%	1,413	1,169	-17.27%
Months Supply of Inventory	14.42	11.20	-22.29%	14.42	11.20	-22.29%

Absorption: Last 12 months, an Average of **104** Sales/Month

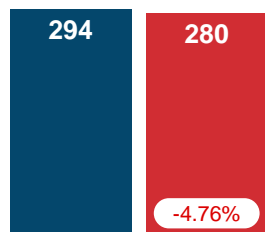
Inventory on January 31, 2020 = **1,169**

2019 **2020**

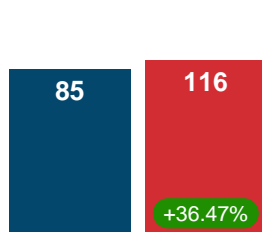
JANUARY MARKET

AVERAGE PRICES

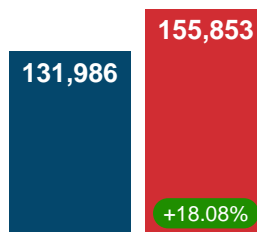
New Listings



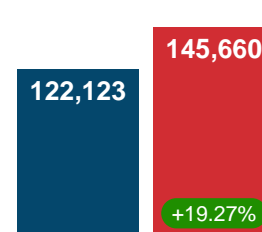
Pending Listings



List Price



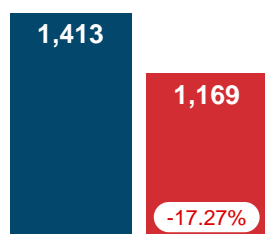
Sale Price



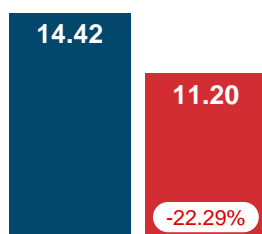
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

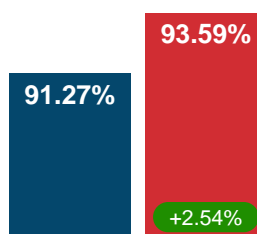
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

