

January 2020



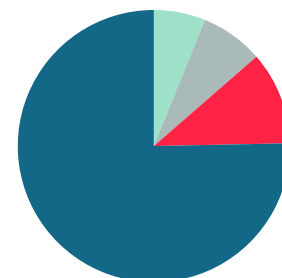
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	89,900	115,000	27.92%
Median Sale Price	79,870	110,000	37.72%
Median Percent of Selling Price to List Price	93.55%	96.30%	2.94%
Median Days on Market to Sale	70.00	53.00	-24.29%
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.

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 **37.72%** in January 2020 to \$110,000 versus the previous year at \$79,870.

Median Days on Market Shortens

The median number of **53.00** days that homes spent on the market before selling decreased by 17.00 days or **24.29%** in January 2020 compared to last year's same month at **70.00** DOM.

Sales Success for January 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

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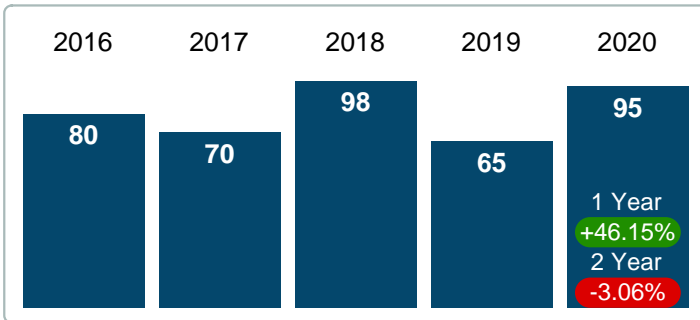
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



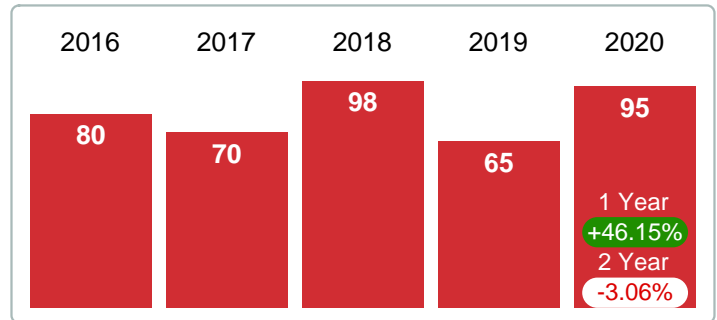
CLOSED LISTINGS

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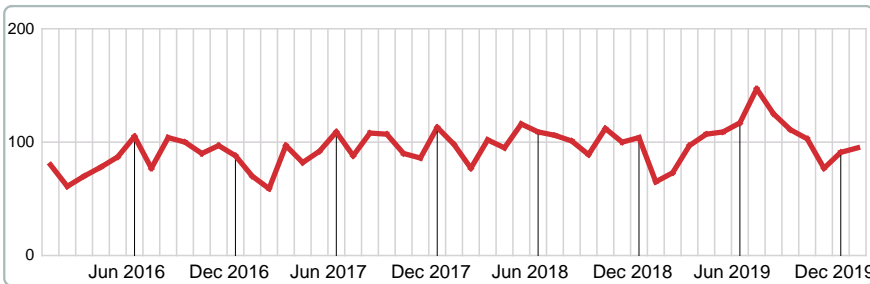
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

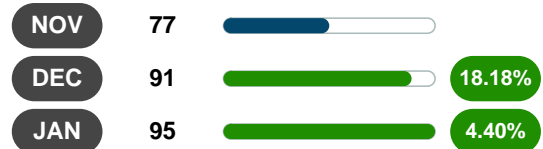


3 MONTHS

5 year JAN AVG = 82

High Jul 2019 147 Low Feb 2017 59

Closed Listings this month at **95**
above the 5 yr JAN average of **82**



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	11	11.58%	19.0	7	4	0	0
\$30,001 - \$60,000	9	9.47%	72.0	5	2	2	0
\$60,001 - \$80,000	16	16.84%	38.0	8	8	0	0
\$80,001 - \$130,000	24	25.26%	69.0	5	16	2	1
\$130,001 - \$180,000	13	13.68%	82.0	2	10	1	0
\$180,001 - \$300,000	12	12.63%	45.0	1	5	5	1
\$300,001 and up	10	10.53%	44.0	2	4	3	1
Total Closed Units	95			30	49	13	3
Total Closed Volume	13,837,653	100%	53.0	3.21M	6.61M	2.95M	1.06M
Median Closed Price	\$110,000			\$69,250	\$119,000	\$220,000	\$250,000

January 2020



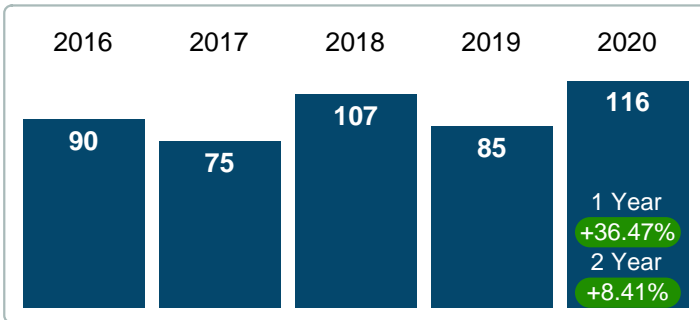
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



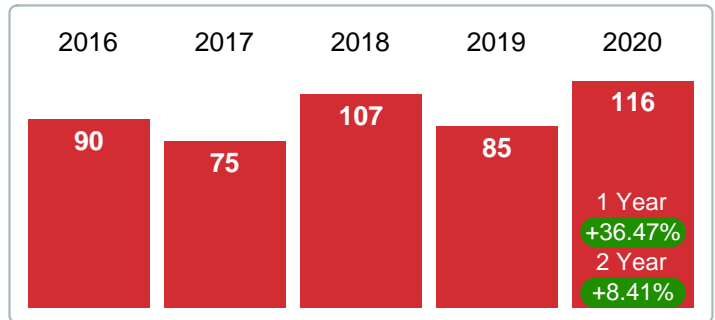
PENDING LISTINGS

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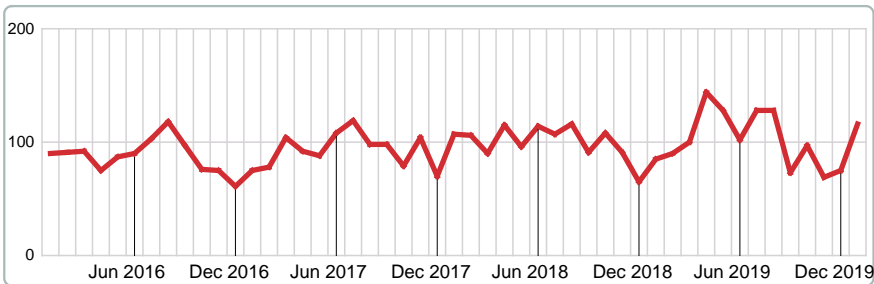
JANUARY



YEAR TO DATE (YTD)

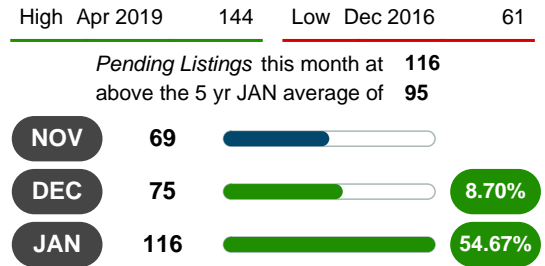


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.48%	106.0	8	3	0	0
\$30,001 - \$50,000	12	10.34%	64.0	9	3	0	0
\$50,001 - \$70,000	17	14.66%	71.0	9	6	2	0
\$70,001 - \$120,000	32	27.59%	88.5	11	18	3	0
\$120,001 - \$150,000	17	14.66%	44.0	4	10	3	0
\$150,001 - \$220,000	16	13.79%	47.5	2	10	4	0
\$220,001 and up	11	9.48%	27.0	3	4	3	1
Total Pending Units	116			46	54	15	1
Total Pending Volume	14,698,647	100%	68.5	4.97M	6.70M	2.40M	629.00K
Median Listing Price	\$93,500			\$64,900	\$114,950	\$150,000	\$629,000

January 2020



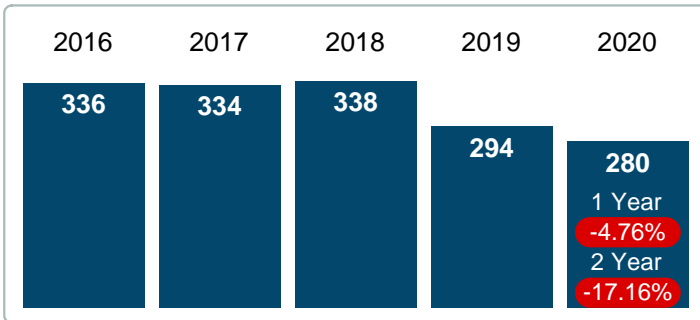
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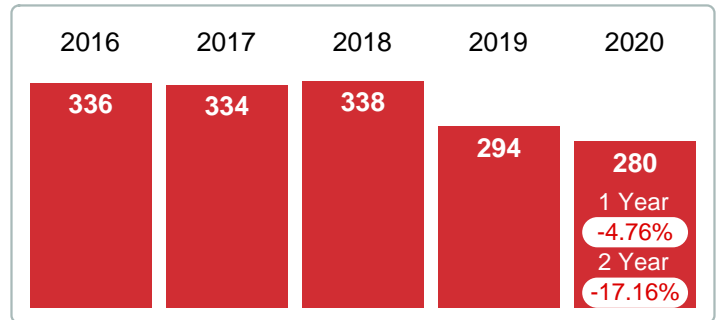
NEW LISTINGS

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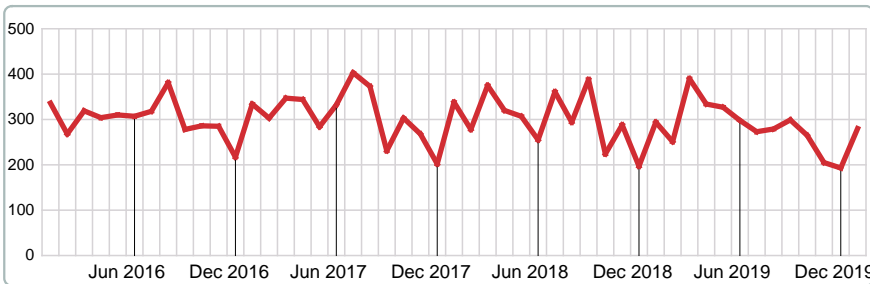
JANUARY



YEAR TO DATE (YTD)

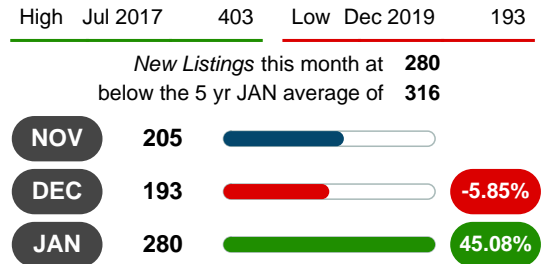


5 YEAR MARKET ACTIVITY TRENDS



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
\$20,000 and less	18	6.43%	15	3	0	0
\$20,001 - \$40,000	34	12.14%	31	3	0	0
\$40,001 - \$70,000	44	15.71%	30	12	1	1
\$70,001 - \$160,000	81	28.93%	35	40	6	0
\$160,001 - \$220,000	39	13.93%	9	19	10	1
\$220,001 - \$350,000	36	12.86%	19	11	6	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
Median New Listed Listing Price	\$123,750		\$74,000	\$129,950	\$197,450	\$218,000

January 2020



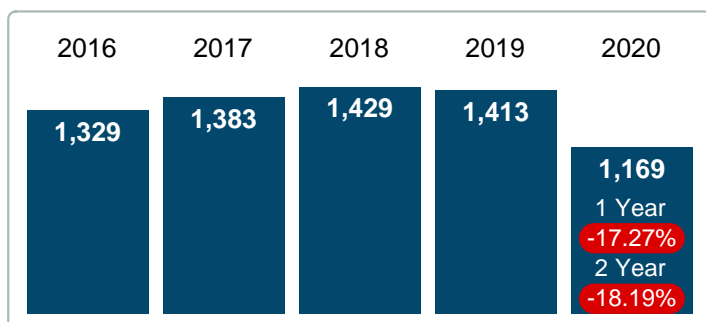
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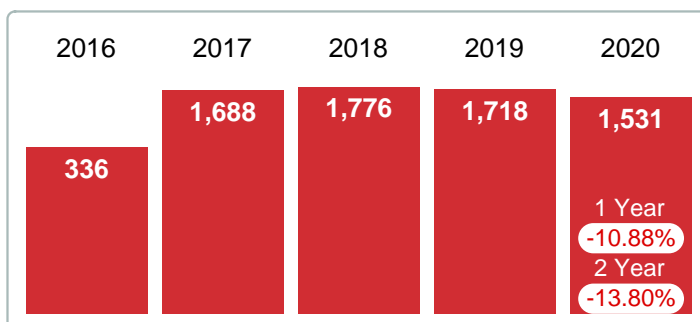
ACTIVE INVENTORY

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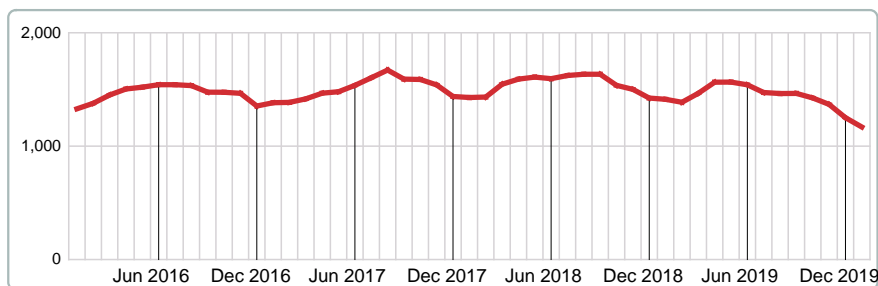
END OF JANUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	126	10.78%	95.0	119	6	1	0
\$20,001 - \$30,000	97	8.30%	137.0	92	5	0	0
\$30,001 - \$70,000	216	18.48%	108.5	177	35	3	1
\$70,001 - \$150,000	294	25.15%	100.5	158	117	19	0
\$150,001 - \$230,000	164	14.03%	90.0	60	68	31	5
\$230,001 - \$390,000	147	12.57%	92.0	66	53	24	4
\$390,001 and up	125	10.69%	84.0	52	31	33	9
Total Active Inventory by Units			1,169	724	315	111	19
Total Active Inventory by Volume			214,853,392	103.35M	62.89M	33.32M	15.29M
Median Active Inventory Listing Price			\$105,000	\$65,000	\$149,900	\$235,000	\$375,000

January 2020



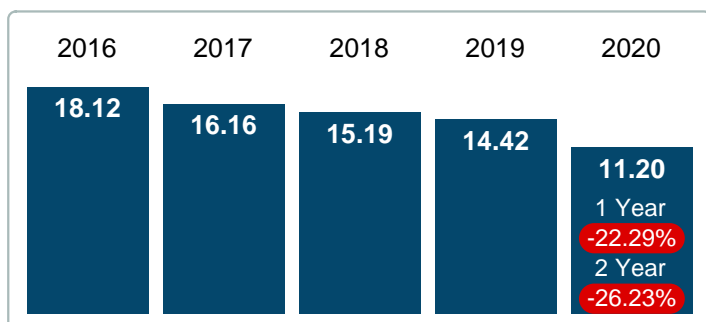
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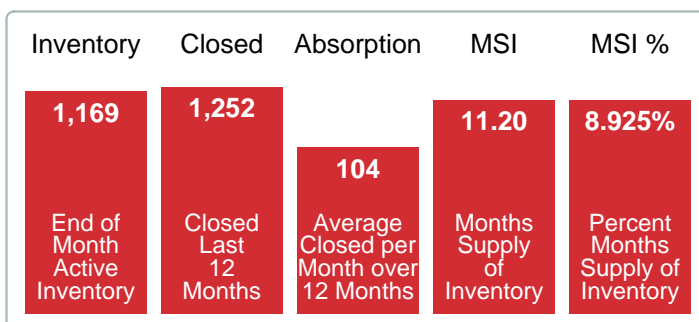
MONTHS SUPPLY of INVENTORY (MSI)

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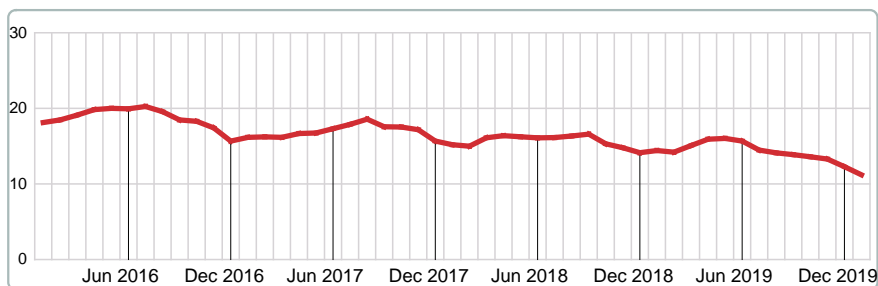
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

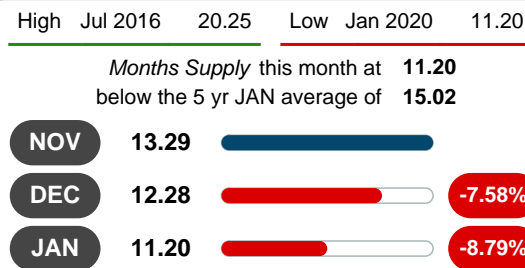


5 YEAR MARKET ACTIVITY TRENDS



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



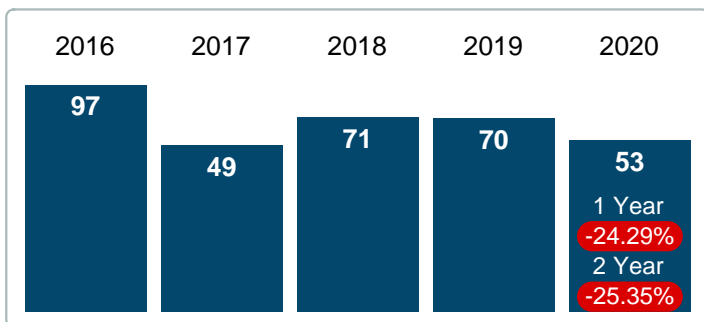
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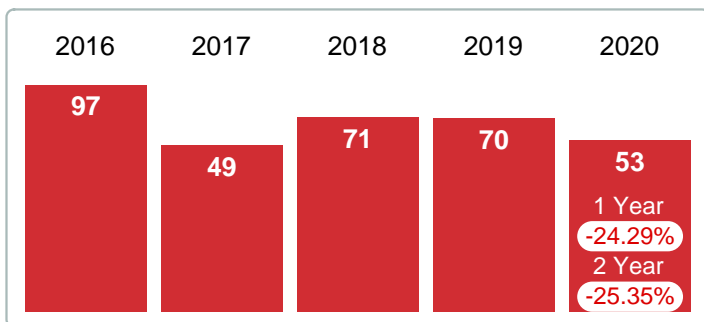
MEDIAN DAYS ON MARKET TO SALE

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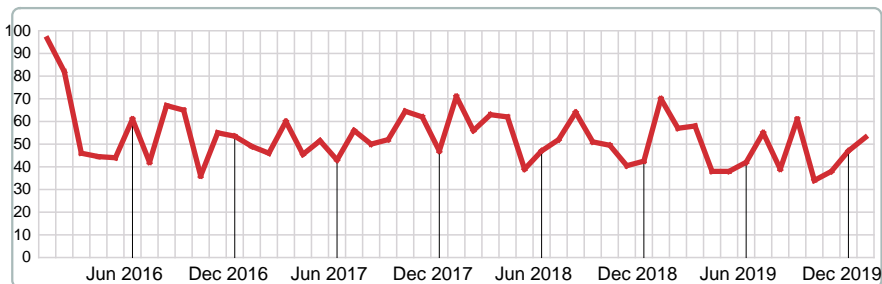
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

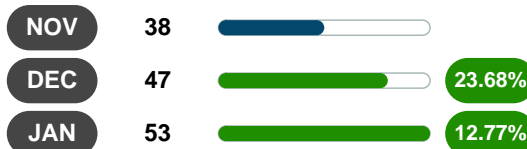


3 MONTHS

5 year JAN AVG = 68

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 53 below the 5 yr JAN average of 68



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	11	11.58%	19	19	44	0
\$30,001 - \$60,000	9	9.47%	72	45	85	76
\$60,001 - \$80,000	16	16.84%	38	57	28	0
\$80,001 - \$130,000	24	25.26%	69	115	54	59
\$130,001 - \$180,000	13	13.68%	82	71	83	51
\$180,001 - \$300,000	12	12.63%	45	91	12	114
\$300,001 and up	10	10.53%	44	430	39	34
Median Closed DOM	53			49	44	72
Total Closed Units	95	100%	53.0	30	49	13
Total Closed Volume	13,837,653			3.21M	6.61M	2.95M

January 2020



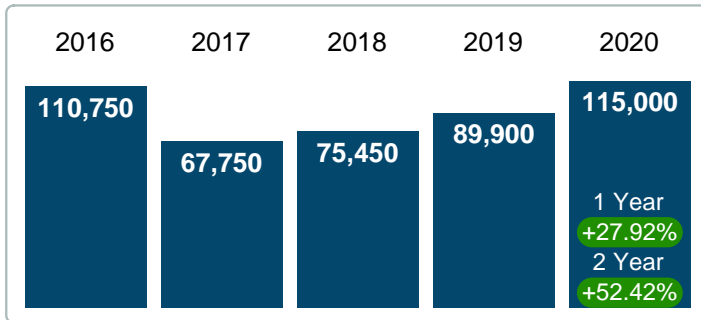
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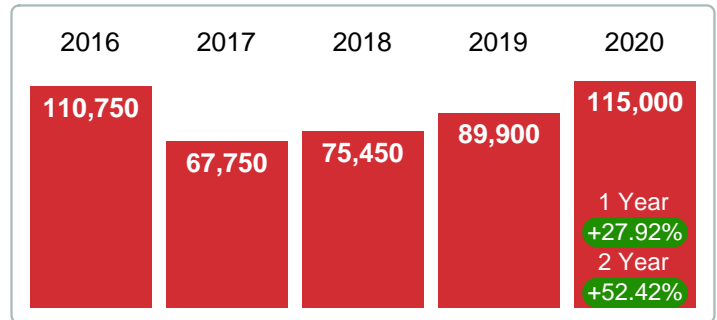
MEDIAN LIST PRICE AT CLOSING

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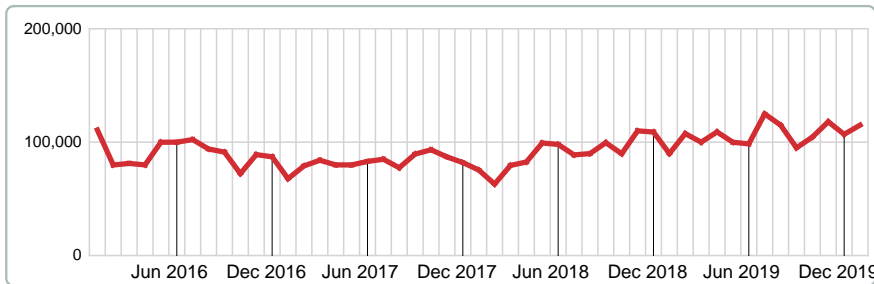
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

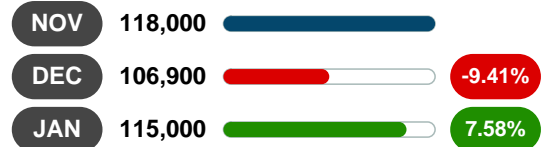


3 MONTHS

5 year JAN AVG = 91,770

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

Median List Price at Closing this month at **115,000** above the 5 yr JAN average of **91,770**



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	9.47%	23,000	21,250	23,000	0	0
\$30,001 - \$60,000	10.53%	55,000	53,450	55,000	51,700	0
\$60,001 - \$80,000	14.74%	69,700	69,700	69,450	0	0
\$80,001 - \$130,000	26.32%	114,900	97,450	116,950	101,950	114,900
\$130,001 - \$180,000	15.79%	149,900	140,000	158,000	164,900	0
\$180,001 - \$300,000	12.63%	256,950	300,000	254,900	229,900	265,000
\$300,001 and up	10.53%	445,000	706,500	405,000	455,000	699,000
Median List Price		115,000	77,500	119,900	220,000	265,000
Total Closed Units	95	100%	30	49	13	3
Total Closed Volume	14,806,000		3.72M	6.89M	3.12M	1.08M

January 2020



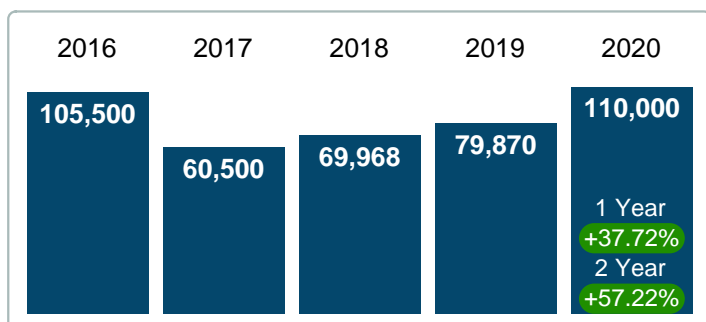
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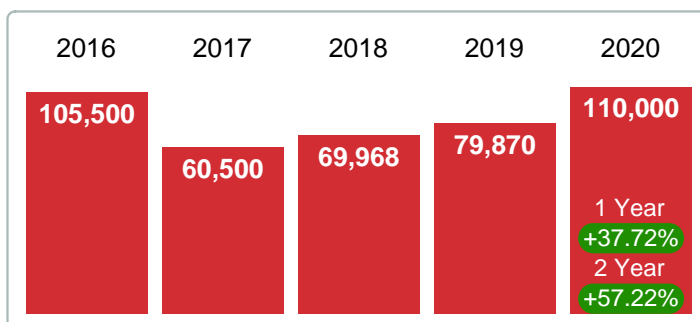
MEDIAN SOLD PRICE AT CLOSING

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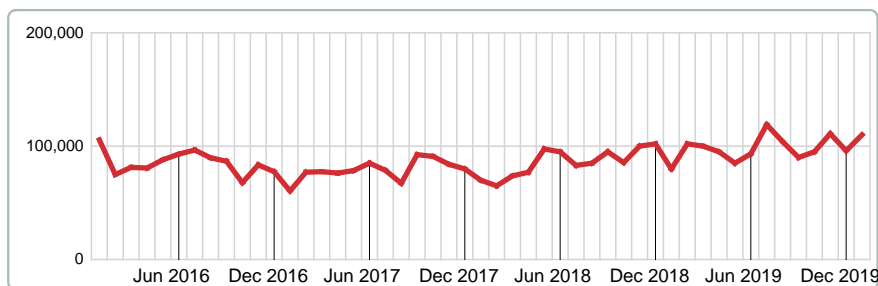
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

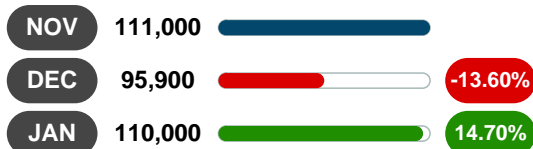


3 MONTHS

5 year JAN AVG = 85,168

High Jul 2019 119,000 Low Jan 2017 60,500

Median Sold Price at Closing this month at **110,000** above the 5 yr JAN average of **85,168**



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	11	11.58%	20,000	25,000	19,000	0	
\$30,001 - \$60,000	9	9.47%	48,000	57,000	43,000	44,250	
\$60,001 - \$80,000	16	16.84%	69,250	72,500	67,250	0	
\$80,001 - \$130,000	24	25.26%	110,250	100,000	110,500	101,950	
\$130,001 - \$180,000	13	13.68%	145,000	141,250	150,000	150,000	
\$180,001 - \$300,000	12	12.63%	234,000	225,000	243,000	220,000	
\$300,001 and up	10	10.53%	410,000	593,600	375,000	420,000	
Median Sold Price		110,000		69,250	119,000	220,000	250,000
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



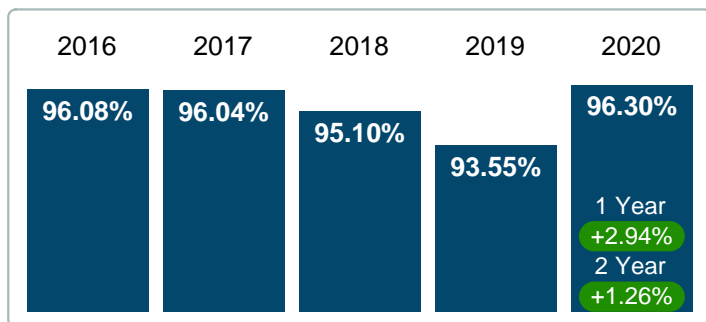
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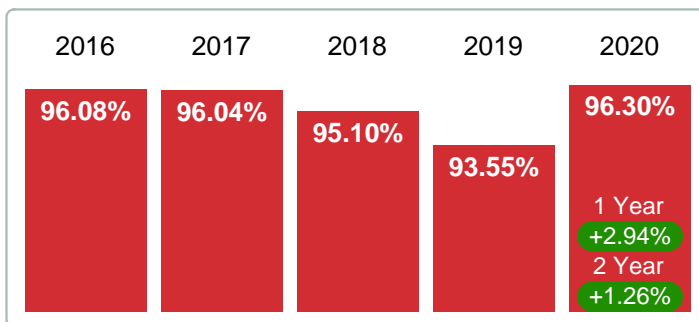
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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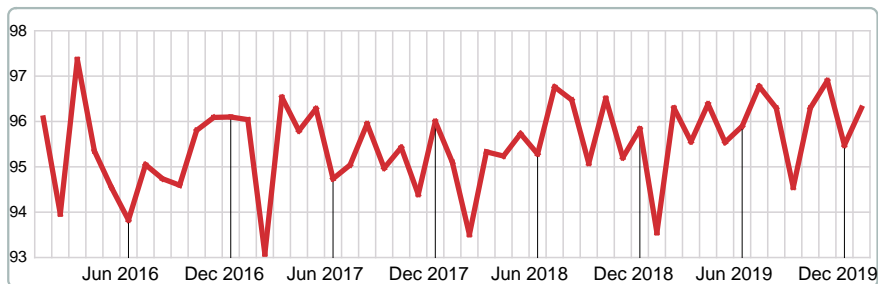
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

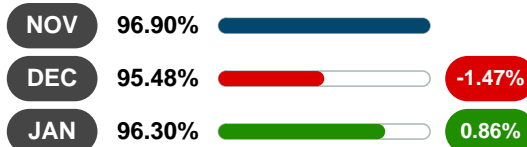


3 MONTHS

5 year JAN AVG = 95.41%

High Mar 2016 97.37% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.30%**
above the 5 yr JAN average of **95.41%**



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	11	11.58%	90.00%	96.30%	87.97%	0.00%	0.00%	
\$30,001 - \$60,000	9	9.47%	86.96%	86.96%	78.18%	87.56%	0.00%	
\$60,001 - \$80,000	16	16.84%	94.33%	83.77%	98.50%	0.00%	0.00%	
\$80,001 - \$130,000	24	25.26%	97.33%	96.30%	97.59%	100.00%	96.17%	
\$130,001 - \$180,000	13	13.68%	97.81%	99.17%	97.34%	90.96%	0.00%	
\$180,001 - \$300,000	12	12.63%	95.32%	69.23%	97.56%	95.69%	94.34%	
\$300,001 and up	10	10.53%	95.26%	91.10%	95.26%	92.32%	100.14%	
Median Sold/List Ratio		96.30%		92.04%	96.88%	95.69%	96.17%	
Total Closed Units		95	100%	96.30%	30	49	13	3
Total Closed Volume		13,837,653			3.21M	6.61M	2.95M	1.06M

January 2020



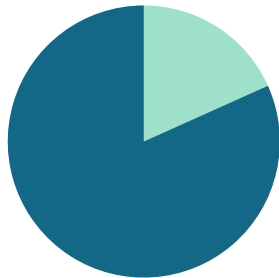
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

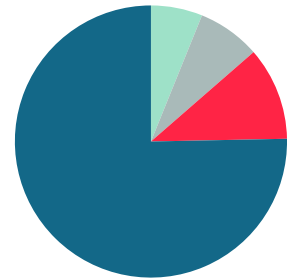


Inventory
 New Listings
280 = 18.28%
 Start Inventory
1,252
 Total Inventory Units
1,532
 Volume
\$268,590,741

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%
Median List Price	89,900	115,000	27.92%	89,900	115,000	27.92%
Median Sale Price	79,870	110,000	37.72%	79,870	110,000	37.72%
Median Percent of Selling Price to List Price	93.55%	96.30%	2.94%	93.55%	96.30%	2.94%
Median Days on Market to Sale	70.00	53.00	-24.29%	70.00	53.00	-24.29%
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

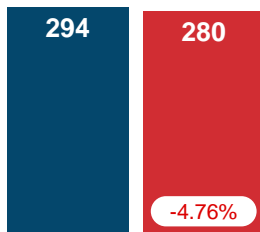
Inventory on January 31, 2020 = **1,169**

2019 **2020**

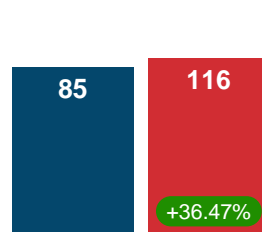
JANUARY MARKET

MEDIAN PRICES

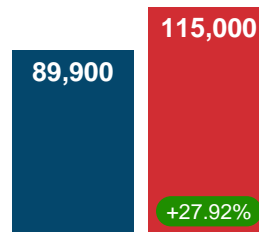
New Listings



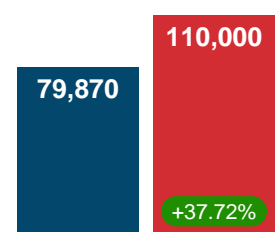
Pending Listings



List Price



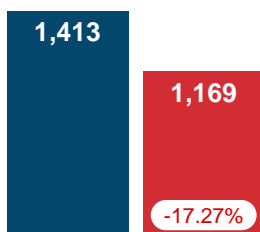
Sale Price



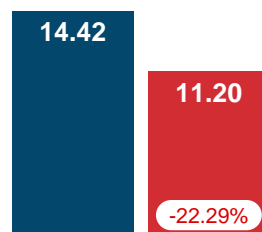
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

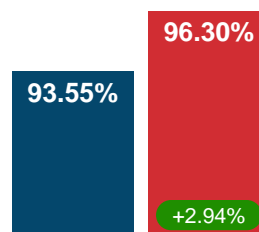
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

