

July 2020



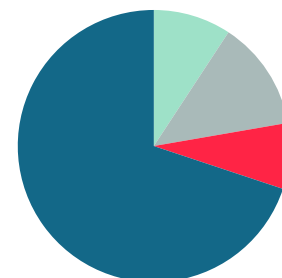
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	148	144	-2.70%
Pending Listings	129	203	57.36%
New Listings	274	256	-6.57%
Median List Price	124,900	119,950	-3.96%
Median Sale Price	119,450	110,750	-7.28%
Median Percent of Selling Price to List Price	96.77%	96.63%	-0.15%
Median Days on Market to Sale	55.00	48.00	-12.73%
End of Month Inventory	1,482	1,089	-26.52%
Months Supply of Inventory	14.46	10.14	-29.88%



■ Closed (9.24%)
■ Pending (13.03%)
■ Other OffMarket (7.83%)
■ Active (69.90%)

Absorption: Last 12 months, an Average of **107** Sales/Month
Active Inventory as of July 31, 2020 = **1,089**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **26.52%** to 1,089 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 **10.14** 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 **7.28%** in July 2020 to \$110,750 versus the previous year at \$119,450.

Median Days on Market Shortens

The median number of **48.00** days that homes spent on the market before selling decreased by 7.00 days or **12.73%** in July 2020 compared to last year's same month at **55.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 256 New Listings in July 2020, down **6.57%** from last year at 274. Furthermore, there were 144 Closed Listings this month versus last year at 148, a **-2.70%** decrease.

Closed versus Listed trends yielded a **56.3%** ratio, up from previous year's, July 2019, at **54.0%**, a **4.14%** 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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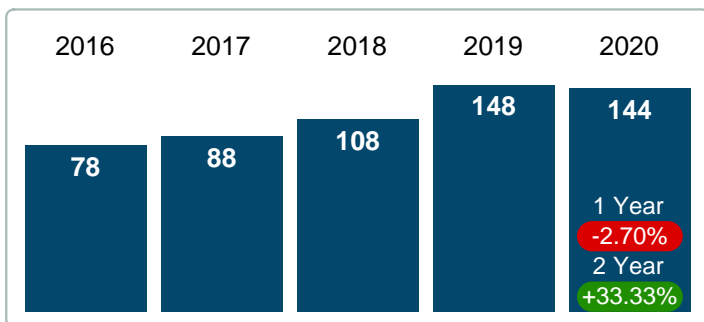
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



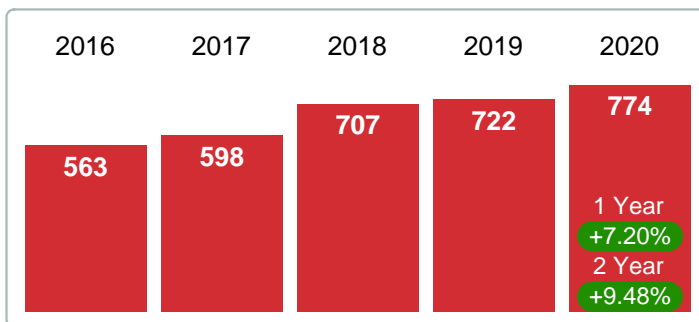
CLOSED LISTINGS

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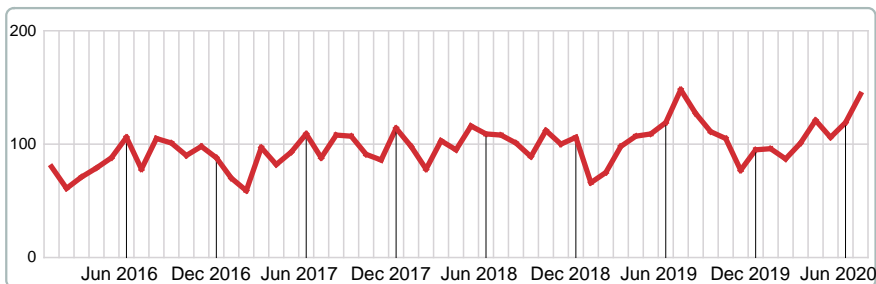
JULY



YEAR TO DATE (YTD)

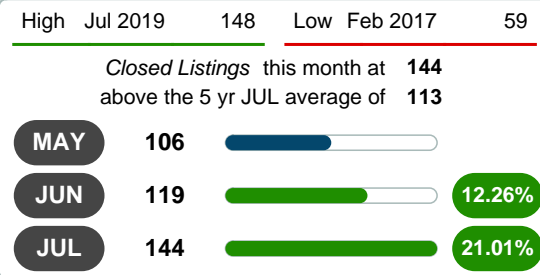


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 113



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	16	11.11%	46.5	11	4	1	0
\$30,001 - \$50,000	11	7.64%	20.0	6	5	0	0
\$50,001 - \$80,000	26	18.06%	33.0	13	13	0	0
\$80,001 - \$150,000	40	27.78%	58.0	12	22	6	0
\$150,001 - \$200,000	17	11.81%	14.0	6	8	3	0
\$200,001 - \$370,000	20	13.89%	62.5	6	9	3	2
\$370,001 and up	14	9.72%	70.5	1	5	6	2
Total Closed Units	144			55	66	19	4
Total Closed Volume	23,016,997	100%	48.0	5.83M	9.76M	5.24M	2.19M
Median Closed Price	\$110,750			\$75,000	\$113,650	\$178,000	\$551,250

July 2020



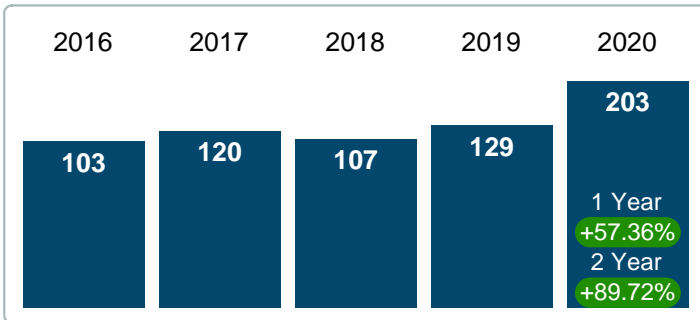
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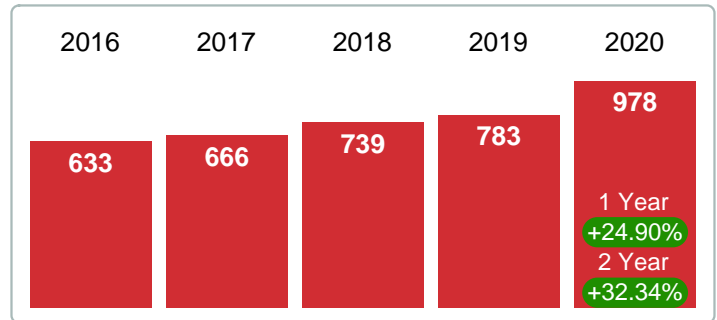
PENDING LISTINGS

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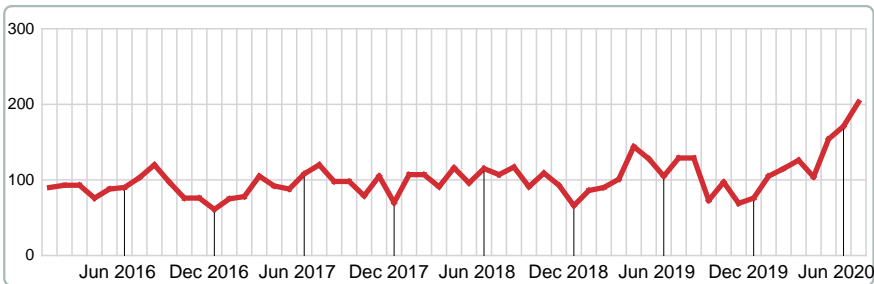
JULY



YEAR TO DATE (YTD)

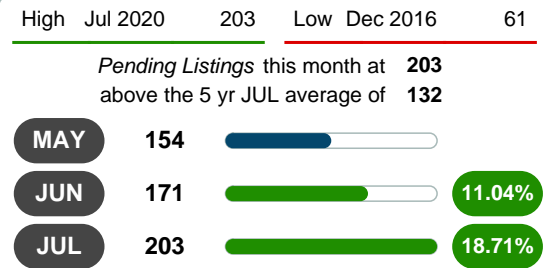


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132



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	16	7.88%	63.5	14	2	0	0
\$30,001 - \$60,000	24	11.82%	45.0	19	5	0	0
\$60,001 - \$90,000	31	15.27%	54.0	16	13	2	0
\$90,001 - \$160,000	53	26.11%	53.0	21	23	9	0
\$160,001 - \$230,000	33	16.26%	34.0	5	21	6	1
\$230,001 - \$350,000	25	12.32%	44.0	6	14	5	0
\$350,001 and up	21	10.34%	61.0	3	7	9	2
Total Pending Units	203			84	85	31	3
Total Pending Volume	33,827,397	100%	53.0	9.25M	14.81M	8.38M	1.39M
Median Listing Price	\$128,500			\$76,450	\$160,000	\$215,000	\$419,000

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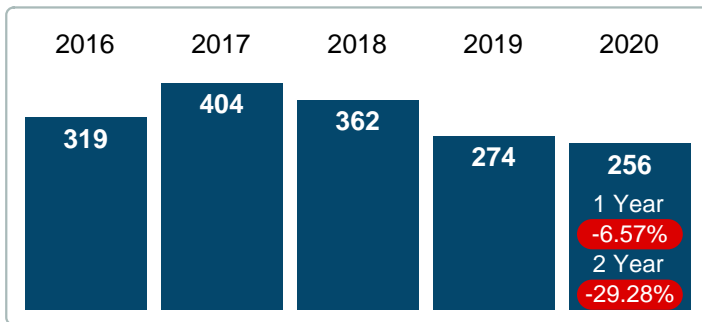
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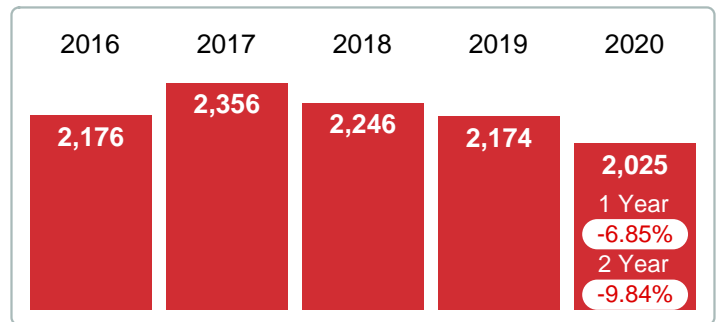
NEW LISTINGS

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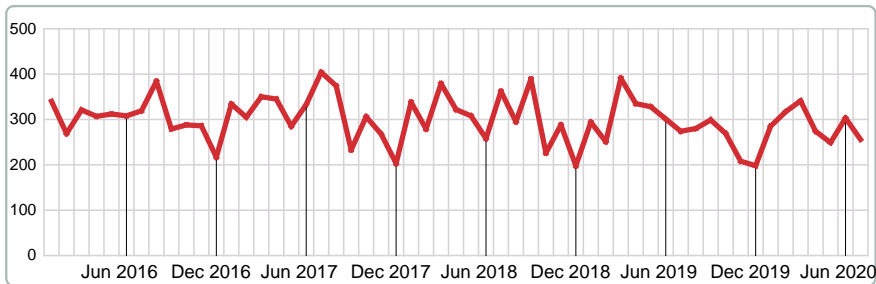
JULY



YEAR TO DATE (YTD)

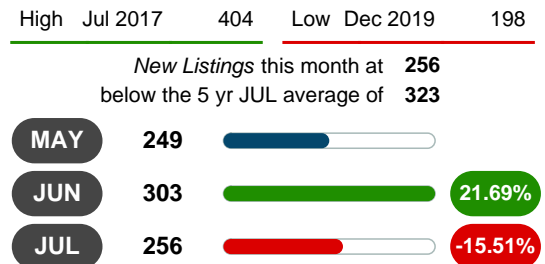


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 323



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	24	9.38%	22	1	1	0
\$30,001 - \$50,000	29	11.33%	26	1	1	1
\$50,001 - \$90,000	37	14.45%	21	16	0	0
\$90,001 - \$180,000	69	26.95%	31	27	10	1
\$180,001 - \$280,000	37	14.45%	12	20	5	0
\$280,001 - \$470,000	33	12.89%	9	15	7	2
\$470,001 and up	27	10.55%	10	3	11	3
Total New Listed Units	256		131	83	35	7
Total New Listed Volume	51,723,180	100%	19.96M	16.30M	12.34M	3.12M
Median New Listed Listing Price	\$133,450		\$79,900	\$164,500	\$315,000	\$349,000

July 2020



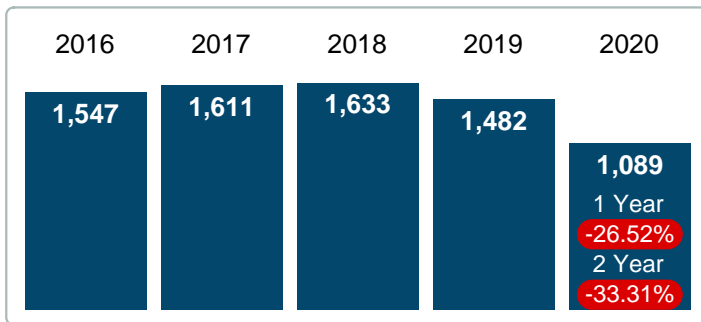
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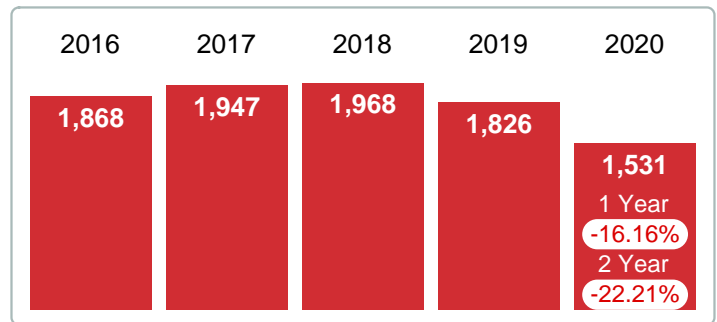
ACTIVE INVENTORY

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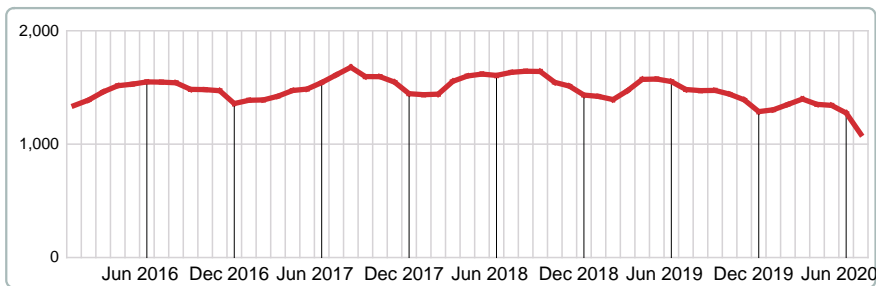
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,472

High Aug 2017 1,678 Low Jul 2020 1,089

Inventory this month at 1,089 below the 5 yr JUL average of 1,472



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	35	3.21%	107.0	27	6	1	1
\$10,001 - \$30,000	164	15.06%	131.5	160	4	0	0
\$30,001 - \$60,000	169	15.52%	64.0	150	16	2	1
\$60,001 - \$140,000	297	27.27%	83.0	187	96	12	2
\$140,001 - \$240,000	166	15.24%	74.0	79	63	21	3
\$240,001 - \$420,000	144	13.22%	98.0	64	42	30	8
\$420,001 and up	114	10.47%	87.5	44	27	31	12
Total Active Inventory by Units		1,089		711	254	97	27
Total Active Inventory by Volume		206,922,356	100%	100.86M	54.40M	36.17M	15.49M
Median Active Inventory Listing Price		\$99,000		\$66,000	\$149,450	\$339,000	\$399,900

July 2020



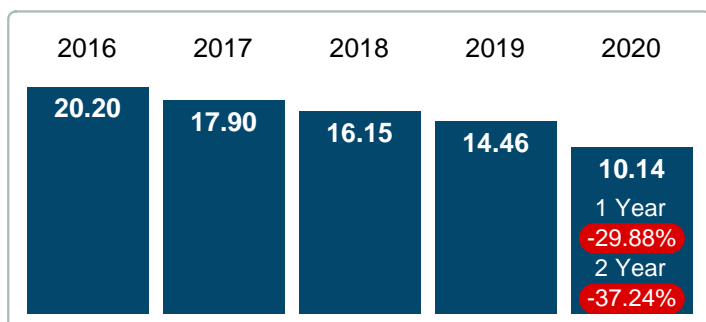
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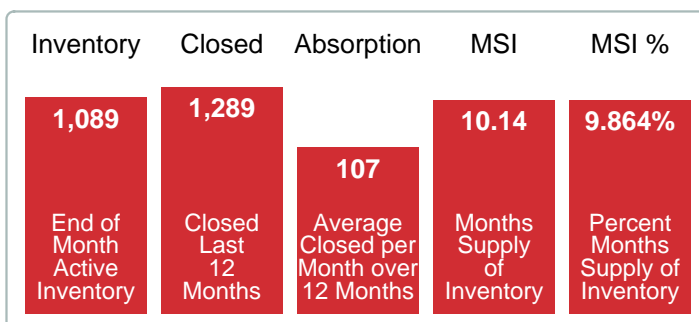
MONTHS SUPPLY of INVENTORY (MSI)

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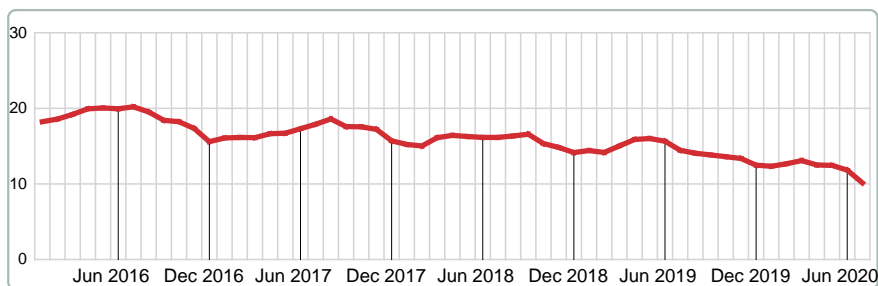
MSI FOR JULY



INDICATORS FOR JULY 2020

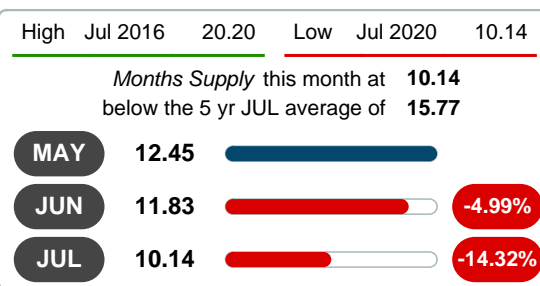


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 15.77



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
\$10,000 and less	35	3.21%	7.00	9.82	3.00	4.00	0.00
\$10,001 - \$30,000	164	15.06%	14.80	20.00	1.45	0.00	0.00
\$30,001 - \$60,000	169	15.52%	10.56	17.82	2.34	2.67	0.00
\$60,001 - \$140,000	297	27.27%	7.80	15.48	4.43	3.13	4.00
\$140,001 - \$240,000	166	15.24%	7.94	20.61	4.64	6.15	36.00
\$240,001 - \$420,000	144	13.22%	12.26	29.54	6.90	10.00	16.00
\$420,001 and up	114	10.47%	24.87	40.62	21.60	19.58	18.00
Market Supply of Inventory (MSI)			10.14	18.55	4.69	7.41	14.73
Total Active Inventory by Units		100%	10.14	711	254	97	27

July 2020



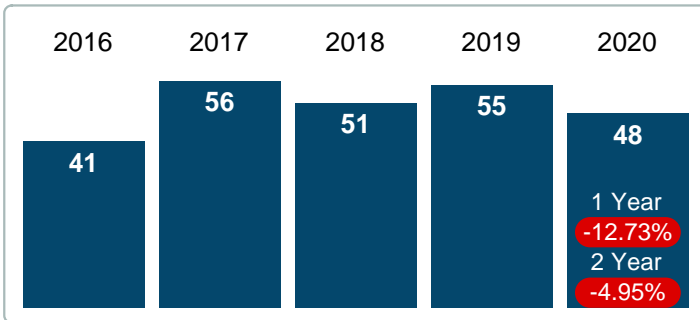
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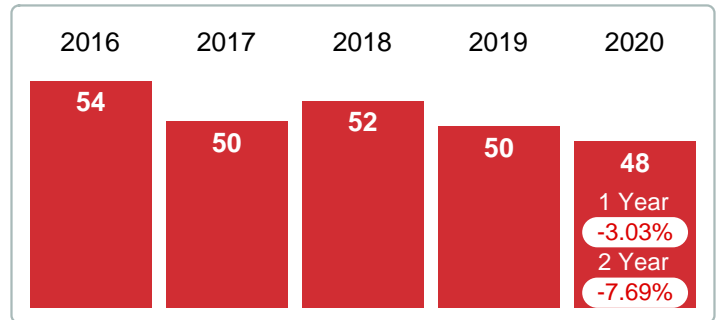
MEDIAN DAYS ON MARKET TO SALE

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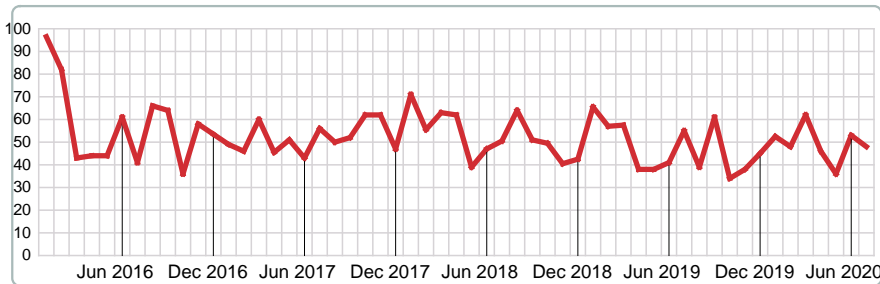
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 48 below the 5 yr JUL average of 50



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%	47	48	51	6	0
\$30,001 - \$50,000	7.64%	20	5	48	0	0
\$50,001 - \$80,000	18.06%	33	59	14	0	0
\$80,001 - \$150,000	27.78%	58	46	68	56	0
\$150,001 - \$200,000	11.81%	14	48	7	102	0
\$200,001 - \$370,000	13.89%	63	60	62	68	83
\$370,001 and up	9.72%	71	323	99	48	36
Median Closed DOM		48	42	49	54	51
Total Closed Units	100%	144	55	66	19	4
Total Closed Volume		23,016,997	5.83M	9.76M	5.24M	2.19M

July 2020



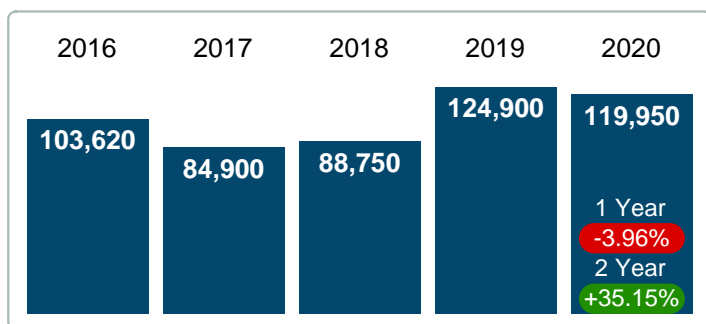
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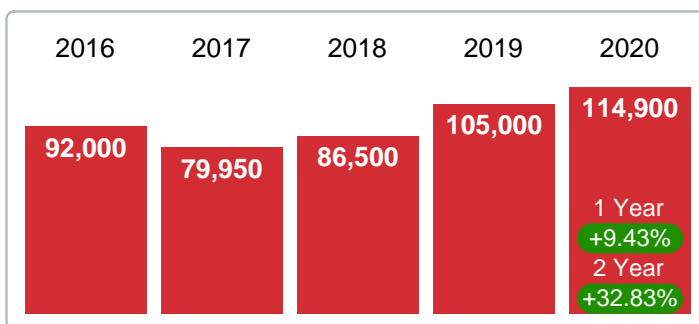
MEDIAN LIST PRICE AT CLOSING

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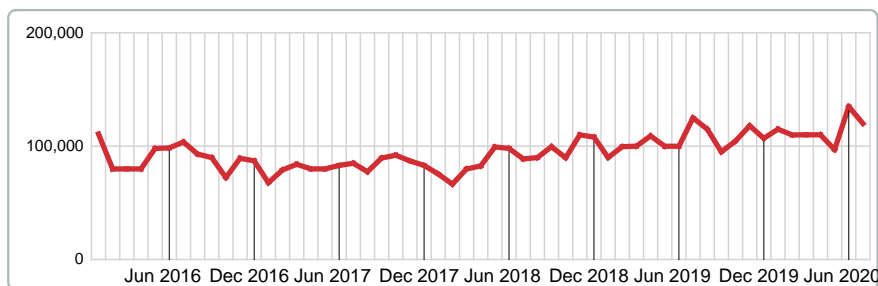
JULY



YEAR TO DATE (YTD)

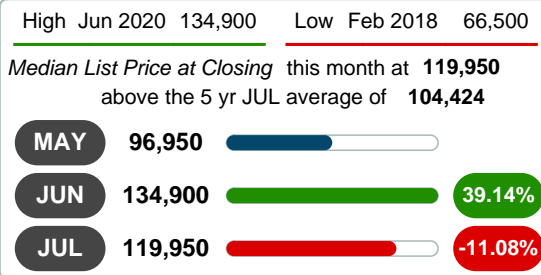


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 104,424



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	13	9.03%	23,000	23,000	25,000	21,900	0
\$30,001 - \$50,000	15	10.42%	39,900	48,500	39,575	0	0
\$50,001 - \$80,000	22	15.28%	65,000	63,950	72,000	0	0
\$80,001 - \$150,000	40	27.78%	119,250	104,450	119,700	127,500	0
\$150,001 - \$200,000	19	13.19%	169,900	179,000	169,000	169,900	0
\$200,001 - \$370,000	20	13.89%	272,450	249,500	275,000	254,000	279,900
\$370,001 and up	15	10.42%	475,000	689,000	429,000	475,000	824,500
Median List Price			119,950	79,000	124,950	178,900	544,450
Total Closed Units		100%	119,950	55	66	19	4
Total Closed Volume			23,940,147	6.16M	10.26M	5.31M	2.21M

July 2020



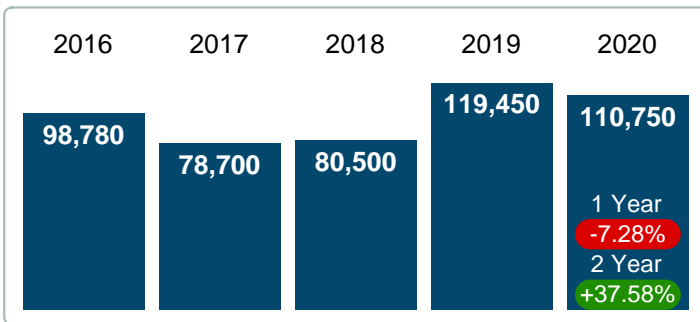
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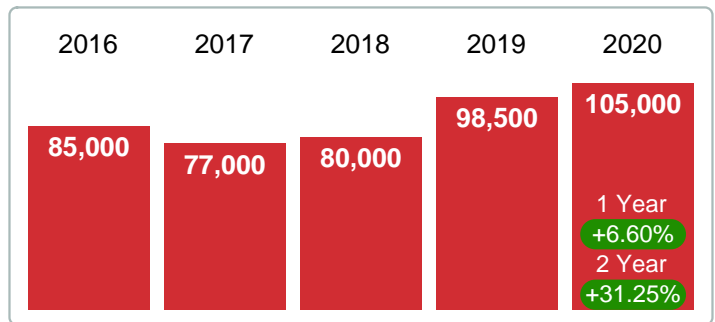
MEDIAN SOLD PRICE AT CLOSING

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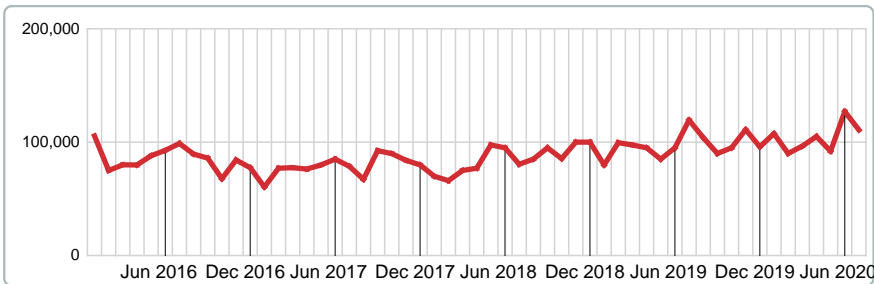
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

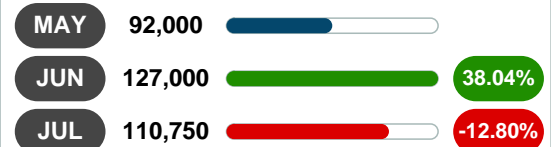


3 MONTHS

5 year JUL AVG = 97,636

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

Median Sold Price at Closing this month at 110,750 above the 5 yr JUL average of 97,636



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	16	11.11%	22,250	20,000	25,500	23,800	0
\$30,001 - \$50,000	11	7.64%	41,500	43,250	40,000	0	0
\$50,001 - \$80,000	26	18.06%	66,500	63,000	73,000	0	0
\$80,001 - \$150,000	40	27.78%	112,400	100,200	113,650	122,500	0
\$150,001 - \$200,000	17	11.81%	170,000	172,000	170,000	163,000	0
\$200,001 - \$370,000	20	13.89%	265,000	255,700	260,000	255,000	286,750
\$370,001 and up	14	9.72%	470,000	665,000	420,000	470,000	805,750
Median Sold Price			110,750	75,000	113,650	178,000	551,250
Total Closed Units			144	55	66	19	4
Total Closed Volume			23,016,997	5.83M	9.76M	5.24M	2.19M

July 2020



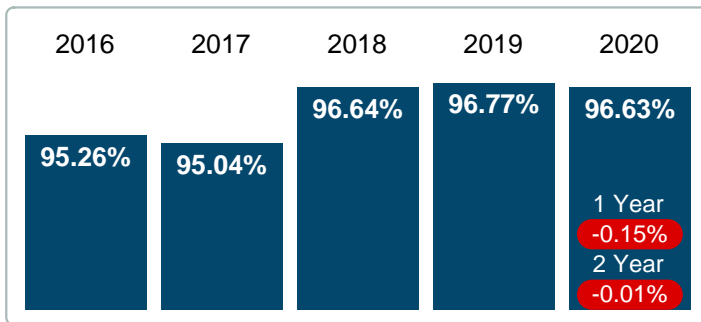
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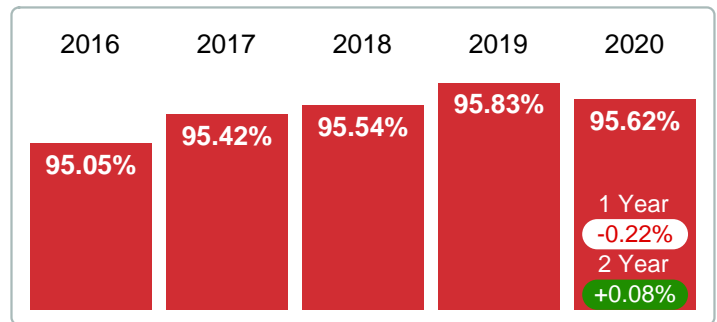
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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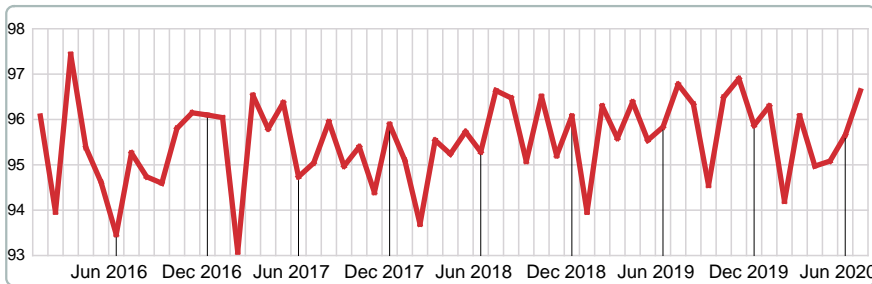
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

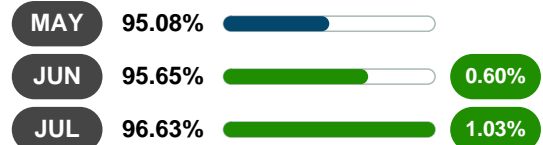


3 MONTHS

5 year JUL AVG = 96.07%

High Mar 2016 97.44% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.63%**
above the 5 yr JUL average of **96.07%**



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	16	11.11%	86.11%	89.80%	79.11%	108.68%	0.00%
\$30,001 - \$50,000	11	7.64%	96.77%	93.47%	100.00%	0.00%	0.00%
\$50,001 - \$80,000	26	18.06%	96.76%	94.55%	100.00%	0.00%	0.00%
\$80,001 - \$150,000	40	27.78%	95.66%	95.85%	95.65%	95.04%	0.00%
\$150,001 - \$200,000	17	11.81%	98.63%	98.60%	98.64%	98.18%	0.00%
\$200,001 - \$370,000	20	13.89%	96.90%	96.41%	96.00%	98.14%	102.36%
\$370,001 and up	14	9.72%	98.20%	96.52%	96.95%	100.00%	97.79%
Median Sold/List Ratio		96.63%		95.48%	96.63%	98.18%	100.02%
Total Closed Units		144	100%	55	66	19	4
Total Closed Volume		23,016,997		5.83M	9.76M	5.24M	2.19M

July 2020



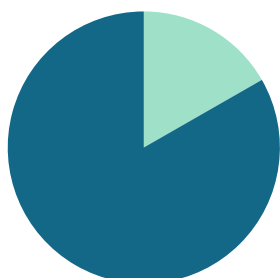
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

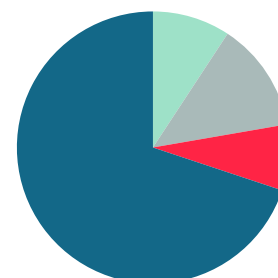


Inventory
 New Listings
256 = 16.72%
 Start Inventory
1,275
 Total Inventory Units
1,531
 Volume
\$282,792,774

Market Activity

Closed Sales
144 = 9.24%
 Pending Sales
203 = 13.03%
 Other Off Market
122 = 7.83%
 Active Inventory
1,089 = 69.90%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	148	144	-2.70%	722	774	7.20%
Pending Sales	129	203	57.36%	783	978	24.90%
New Listings	274	256	-6.57%	2,174	2,025	-6.85%
Median List Price	124,900	119,950	-3.96%	105,000	114,900	9.43%
Median Sale Price	119,450	110,750	-7.28%	98,500	105,000	6.60%
Median Percent of Selling Price to List Price	96.77%	96.63%	-0.15%	95.83%	95.62%	-0.22%
Median Days on Market to Sale	55.00	48.00	-12.73%	49.50	48.00	-3.03%
Monthly Inventory	1,482	1,089	-26.52%	1,482	1,089	-26.52%
Months Supply of Inventory	14.46	10.14	-29.88%	14.46	10.14	-29.88%

Absorption: Last 12 months, an Average of **107** Sales/Month

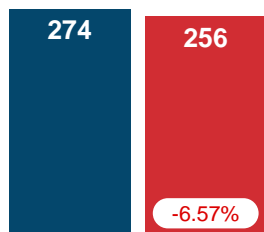
Inventory on July 31, 2020 = **1,089**

2019 **2020**

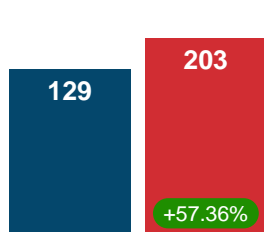
JULY MARKET

MEDIAN PRICES

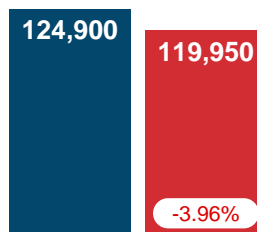
New Listings



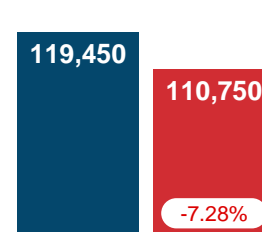
Pending Listings



List Price



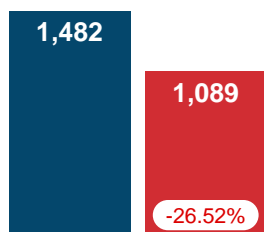
Sale Price



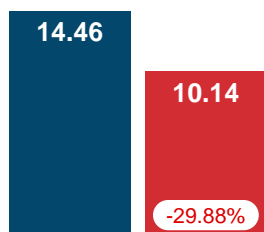
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

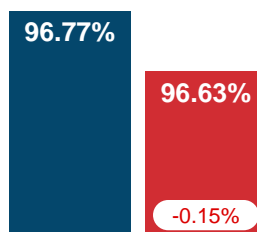
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

