

May 2020



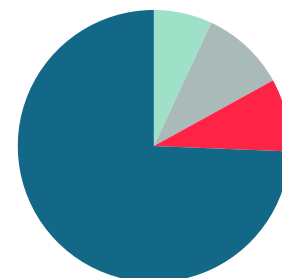
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	109	110	0.92%
Pending Listings	128	159	24.22%
New Listings	327	254	-22.32%
Average List Price	120,395	125,886	4.56%
Average Sale Price	113,773	115,759	1.75%
Average Percent of Selling Price to List Price	94.36%	94.25%	-0.11%
Average Days on Market to Sale	58.15	54.76	-5.82%
End of Month Inventory	1,569	1,178	-24.92%
Months Supply of Inventory	16.06	11.00	-31.52%



Absorption: Last 12 months, an Average of **107** Sales/Month
Active Inventory as of May 31, 2020 = **1,178**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **24.92%** to 1,178 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 **11.00** 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 **1.75%** in May 2020 to \$115,759 versus the previous year at \$113,773.

Average Days on Market Shortens

The average number of **54.76** days that homes spent on the market before selling decreased by 3.38 days or **5.82%** in May 2020 compared to last year's same month at **58.15** DOM.

Sales Success for May 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 254 New Listings in May 2020, down **22.32%** from last year at 327. Furthermore, there were 110 Closed Listings this month versus last year at 109, a **0.92%** increase.

Closed versus Listed trends yielded a **43.3%** ratio, up from previous year's, May 2019, at **33.3%**, a **29.92%** 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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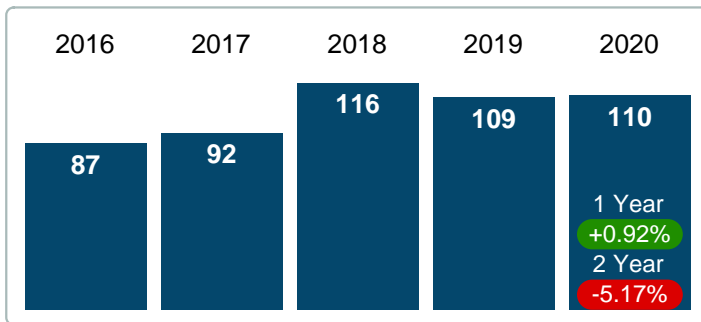
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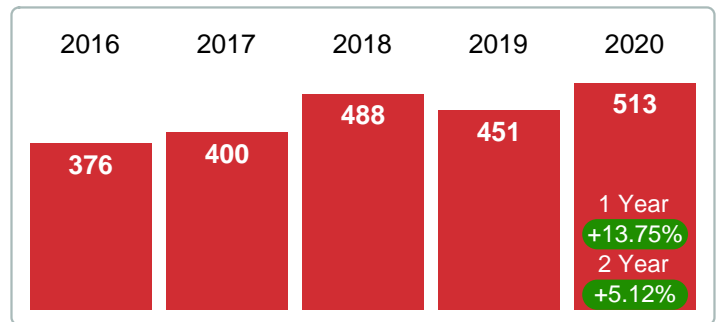
CLOSED LISTINGS

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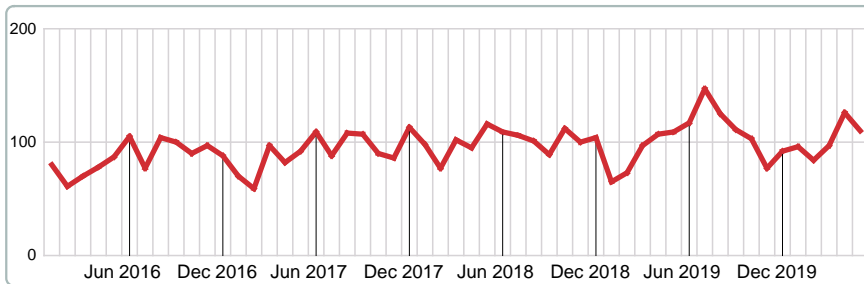
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 103

High Jul 2019 147 Low Feb 2017 59

Closed Listings this month at 110 above the 5 yr MAY average of 103



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$20,000	23	20.91%	64.2	19	4	0	0
\$20,001-\$50,000	17	15.45%	50.4	10	6	1	0
\$50,001-\$110,000	28	25.45%	43.3	13	14	1	0
\$110,001-\$140,000	16	14.55%	67.1	2	10	4	0
\$140,001-\$240,000	15	13.64%	42.9	3	9	3	0
\$240,001 and up	11	10.00%	69.5	2	5	2	2
Total Closed Units	110			49	48	11	2
Total Closed Volume	12,733,484	100%	54.8	3.95M	6.27M	1.98M	532.00K
Average Closed Price	\$115,759			\$80,629	\$130,702	\$179,724	\$266,000

May 2020



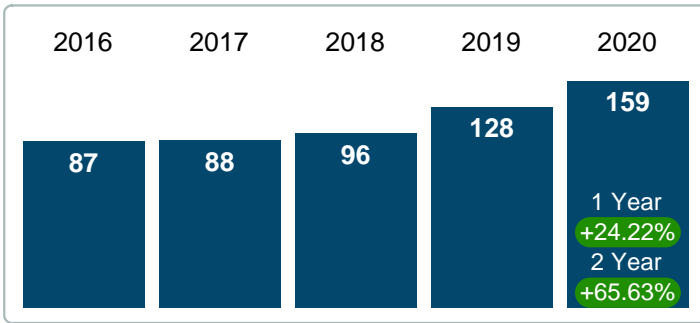
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



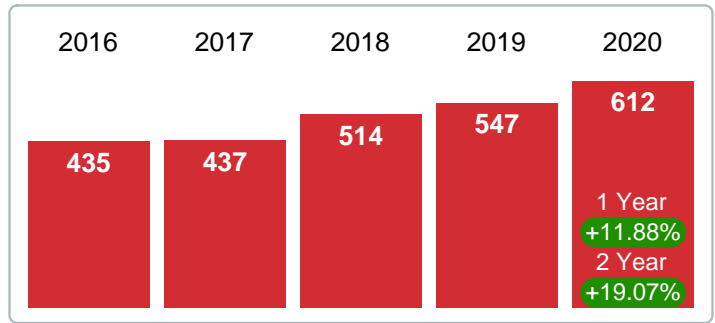
PENDING LISTINGS

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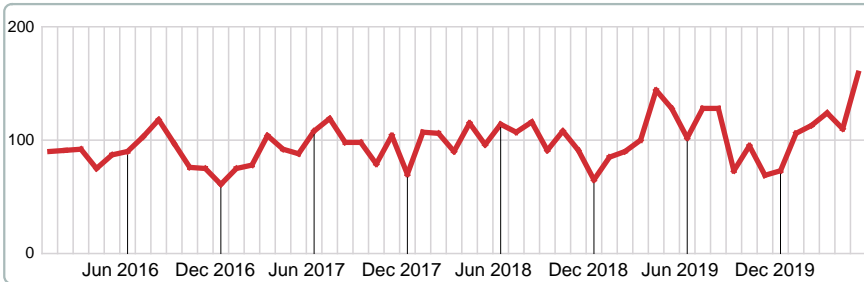
MAY



YEAR TO DATE (YTD)

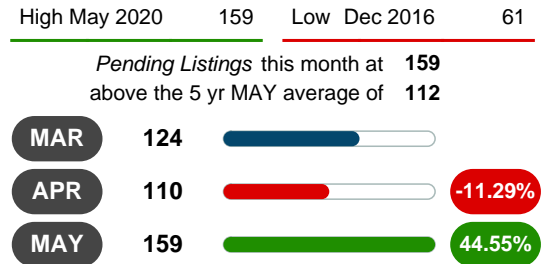


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 112



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	15	9.43%	87.2	13	1	1	0
\$20,001 - \$60,000	20	12.58%	58.9	15	5	0	0
\$60,001 - \$80,000	23	14.47%	50.2	11	12	0	0
\$80,001 - \$140,000	33	20.75%	54.4	12	17	4	0
\$140,001 - \$220,000	31	19.50%	67.5	5	21	5	0
\$220,001 - \$340,000	21	13.21%	36.6	5	13	2	1
\$340,001 and up	16	10.06%	48.9	0	9	7	0
Total Pending Units	159			61	78	19	1
Total Pending Volume	25,015,703	100%	51.6	4.87M	14.15M	5.72M	269.90K
Average Listing Price	\$63,664			\$79,836	\$181,427	\$301,292	\$269,900

May 2020



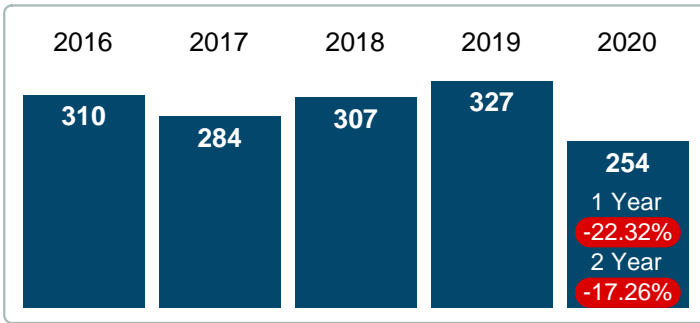
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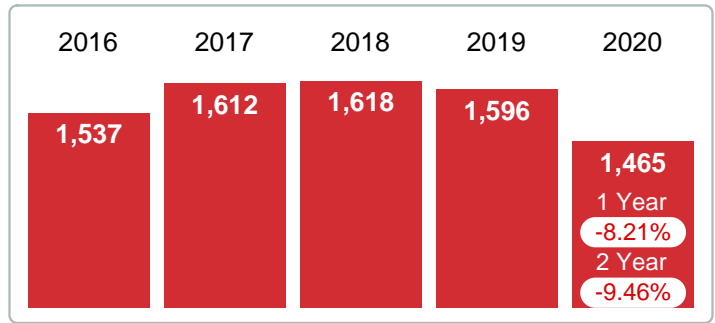
NEW LISTINGS

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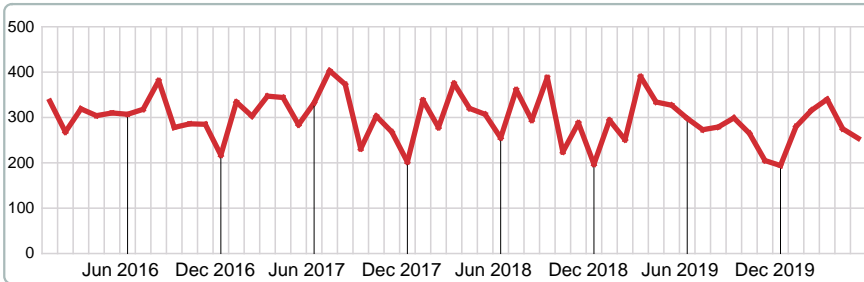
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

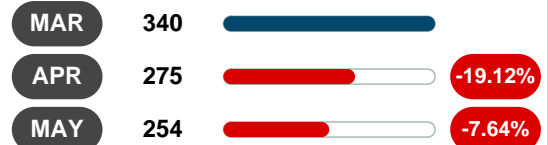


3 MONTHS

5 year MAY AVG = 296

High Jul 2017 403 Low Dec 2019 194

New Listings this month at **254**
 below the 5 yr MAY average of **296**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$10,000 and less	11	4.33%	6	5	0	0
\$10,001 - \$30,000	39	15.35%	36	3	0	0
\$30,001 - \$70,000	41	16.14%	25	15	1	0
\$70,001 - \$130,000	64	25.20%	25	35	4	0
\$130,001 - \$220,000	43	16.93%	15	18	10	0
\$220,001 - \$390,000	30	11.81%	10	12	8	0
\$390,001 and up	26	10.24%	3	10	10	3
Total New Listed Units	254		120	98	33	3
Total New Listed Volume	43,845,375	100%	11.33M	19.38M	10.80M	2.33M
Average New Listed Listing Price	\$80,114		\$94,431	\$197,773	\$327,391	\$776,000

May 2020



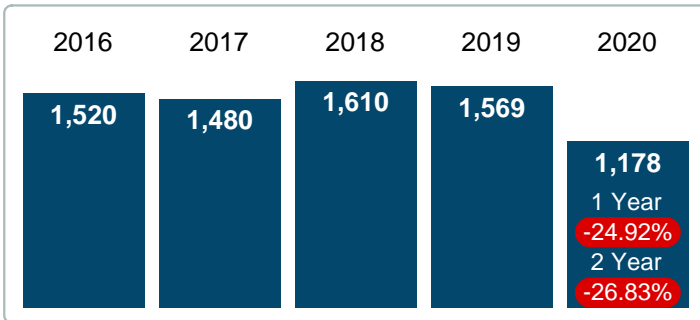
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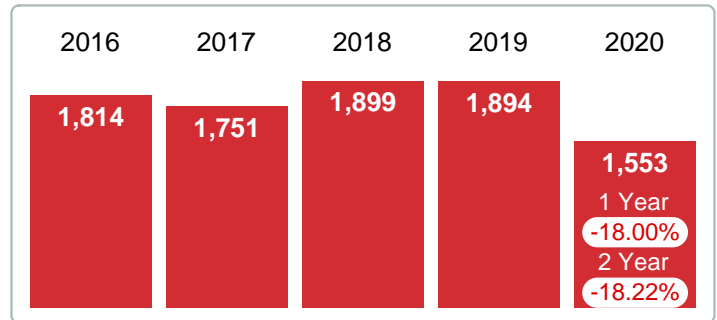
ACTIVE INVENTORY

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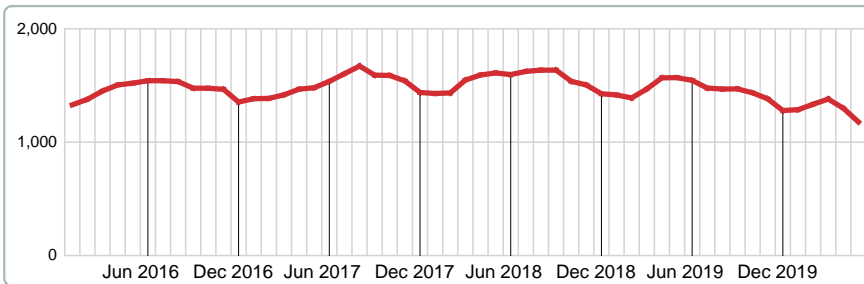
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

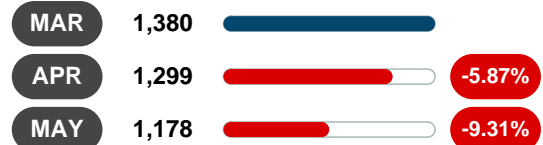


3 MONTHS

5 year MAY AVG = 1,471

High Aug 2017 1,671 Low May 2020 1,178

Inventory this month at 1,178
below the 5 yr MAY 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	159	13.50%	105.6	146	10	1	2
\$25,001-\$50,000	179	15.20%	145.3	156	20	2	1
\$50,001-\$125,000	332	28.18%	118.3	211	107	13	1
\$125,001-\$225,000	212	18.00%	109.3	114	67	26	5
\$225,001-\$400,000	179	15.20%	85.8	74	61	36	8
\$400,001 and up	117	9.93%	93.5	45	29	31	12
Total Active Inventory by Units			1,178	746	294	109	29
Total Active Inventory by Volume			218,523,921	105.28M	60.56M	37.74M	14.95M
Average Active Inventory Listing Price			\$185,504	\$141,125	\$205,992	\$346,205	\$515,393

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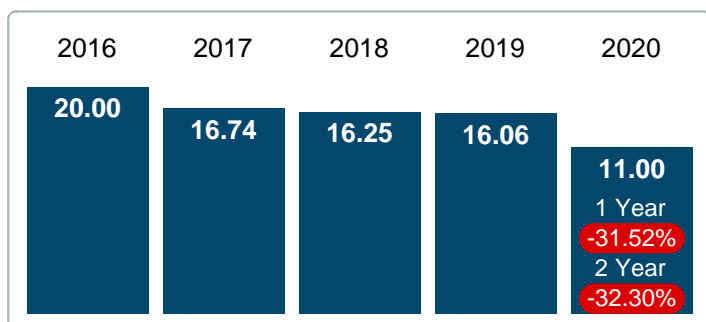
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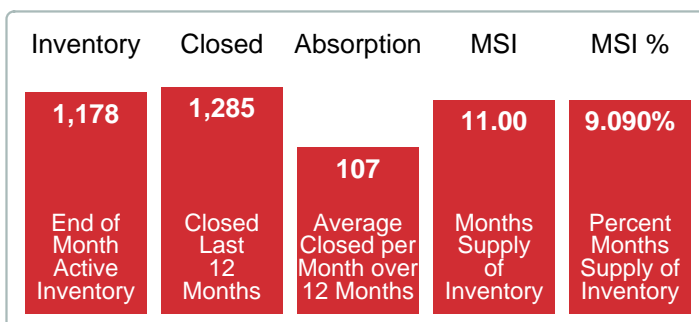
MONTHS SUPPLY of INVENTORY (MSI)

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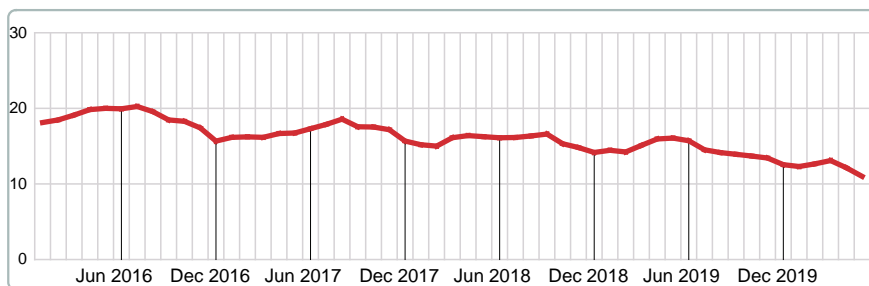
MSI FOR MAY



INDICATORS FOR MAY 2020

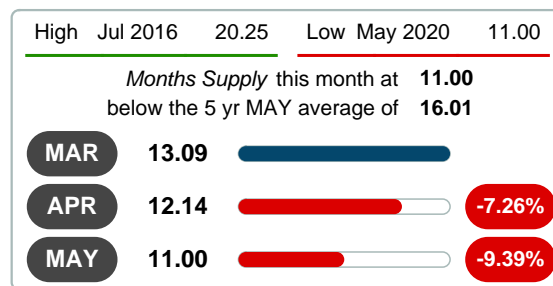


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 16.01



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	116	9.85%	10.63	15.26	2.61	3.00	0.00
\$20,001 - \$40,000	152	12.90%	12.00	16.68	3.39	0.00	0.00
\$40,001 - \$70,000	168	14.26%	11.26	19.61	3.91	6.86	12.00
\$70,001 - \$140,000	287	24.36%	8.72	17.89	5.18	4.74	4.00
\$140,001 - \$240,000	184	15.62%	8.83	32.82	4.68	5.75	12.00
\$240,001 - \$400,000	154	13.07%	14.90	33.91	9.14	11.65	24.00
\$400,001 and up	117	9.93%	26.00	33.75	19.33	28.62	20.57
Market Supply of Inventory (MSI)			11.00	19.98	5.35	8.49	15.13
Total Active Inventory by Units		100%	11.00	746	294	109	29

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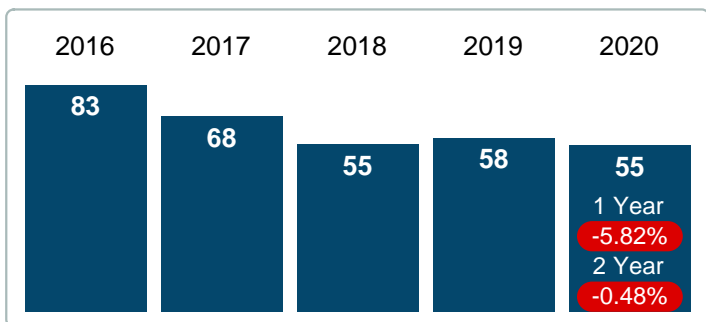
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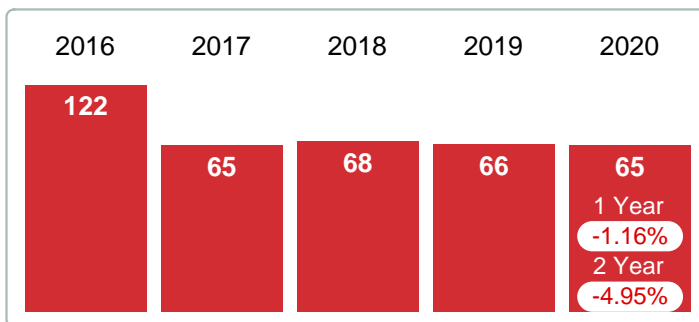
AVERAGE DAYS ON MARKET TO SALE

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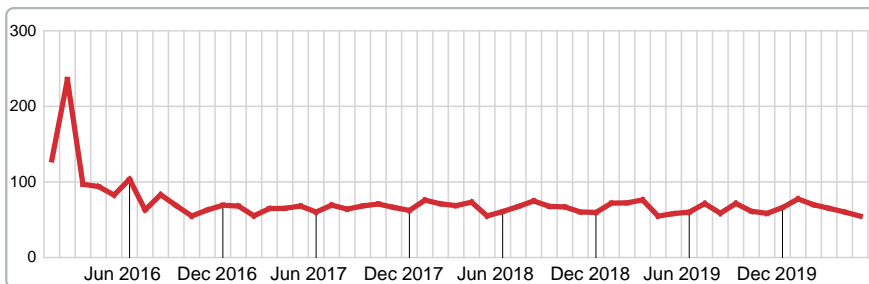
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 64

High Feb 2016 235 Low May 2020 55

Average Days on Market to Sale this month at 55 below the 5 yr MAY average of 64



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
\$0 and less	0.00%	0	0	0	0	0
\$1-\$20,000	20.91%	64	74	17	0	0
\$20,001-\$50,000	15.45%	50	62	38	8	0
\$50,001-\$110,000	25.45%	43	40	43	91	0
\$110,001-\$140,000	14.55%	67	102	79	20	0
\$140,001-\$240,000	13.64%	43	77	36	30	0
\$240,001 and up	10.00%	69	139	60	82	11
Average Closed DOM		55	67	48	39	11
Total Closed Units	100%	55	49	48	11	2
Total Closed Volume		12,733,484	3.95M	6.27M	1.98M	532.00K

May 2020



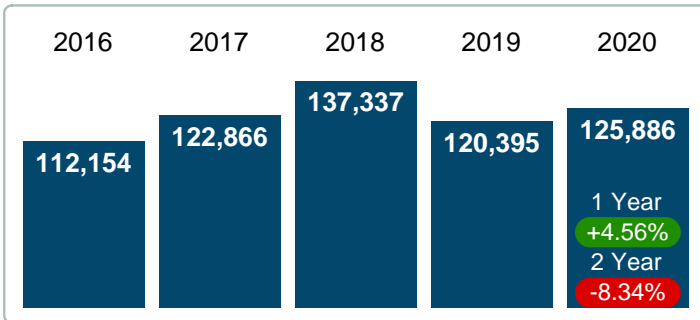
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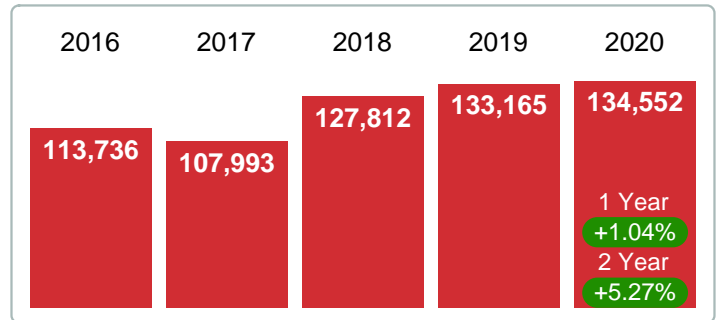
AVERAGE LIST PRICE AT CLOSING

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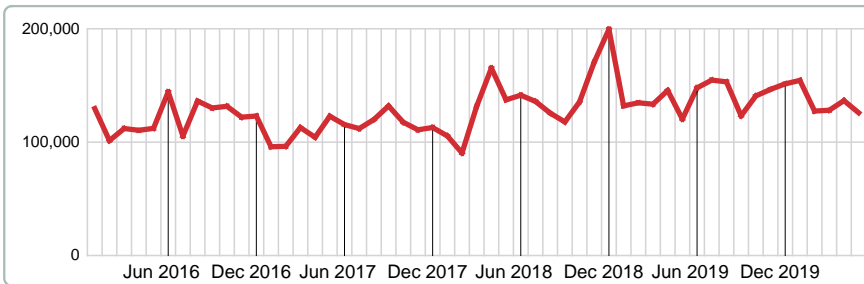
MAY



YEAR TO DATE (YTD)

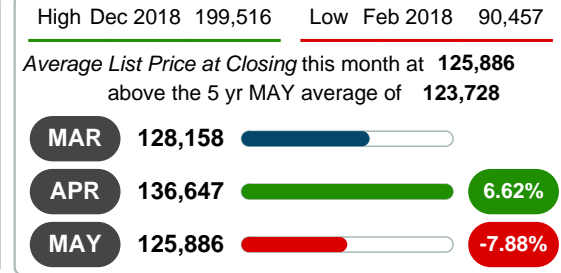


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 123,728



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$20,000	22	20.00%	9,495	10,507	8,694	0	0
\$20,001-\$50,000	18	16.36%	38,961	35,030	48,000	42,000	0
\$50,001-\$110,000	25	22.73%	86,091	86,014	93,714	72,500	0
\$110,001-\$140,000	15	13.64%	128,031	132,250	138,760	133,691	0
\$140,001-\$240,000	19	17.27%	182,647	216,333	182,233	186,633	0
\$240,001 and up	11	10.00%	490,386	935,875	425,200	424,250	274,000
Average List Price			125,886	90,885	141,427	187,060	274,000
Total Closed Units		100%	110	49	48	11	2
Total Closed Volume			13,847,493	4.45M	6.79M	2.06M	548.00K

May 2020



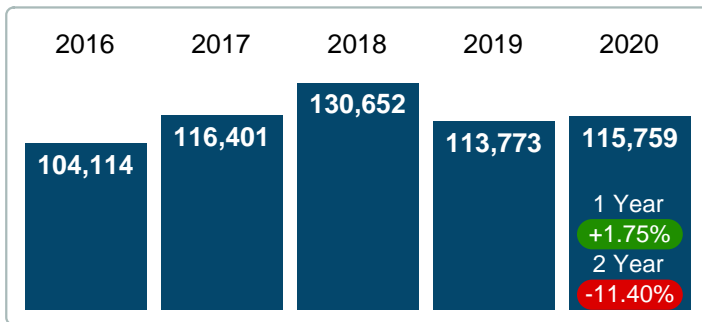
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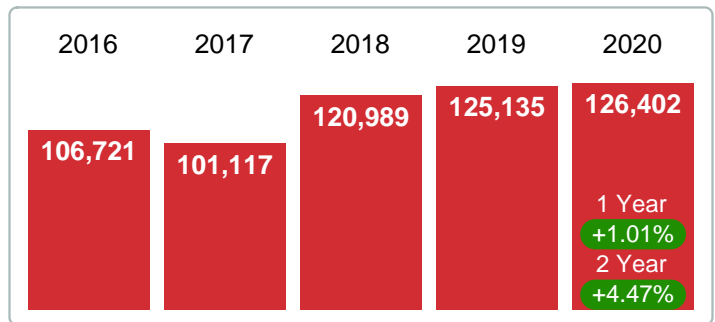
AVERAGE SOLD PRICE AT CLOSING

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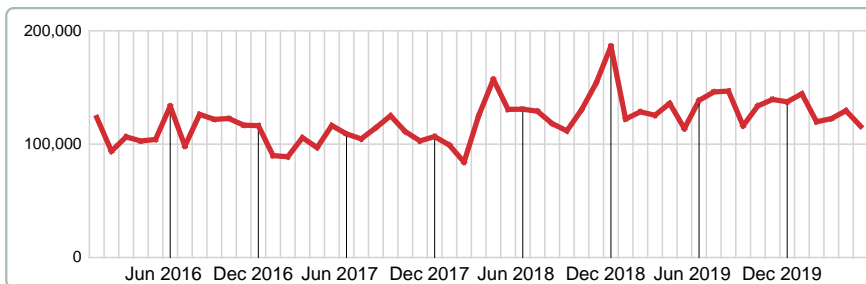
MAY



YEAR TO DATE (YTD)

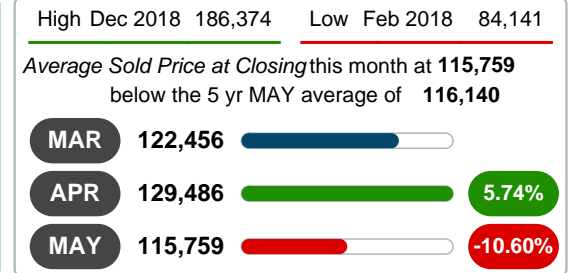


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 116,140



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$20,000	23	20.91%	9,202	9,309	8,694	0	0
\$20,001-\$50,000	17	15.45%	36,274	31,365	42,333	49,000	0
\$50,001-\$110,000	28	25.45%	85,861	81,400	90,779	75,000	0
\$110,001-\$140,000	16	14.55%	126,298	124,000	126,480	126,991	0
\$140,001-\$240,000	15	13.64%	181,413	207,833	173,078	180,000	0
\$240,001 and up	11	10.00%	432,647	765,310	378,300	402,500	266,000
Average Sold Price			115,759	80,629	130,702	179,724	266,000
Total Closed Units		100%	110	49	48	11	2
Total Closed Volume			12,733,484	3.95M	6.27M	1.98M	532.00K

May 2020



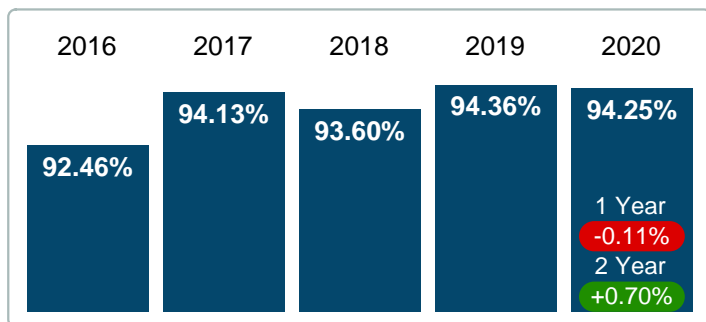
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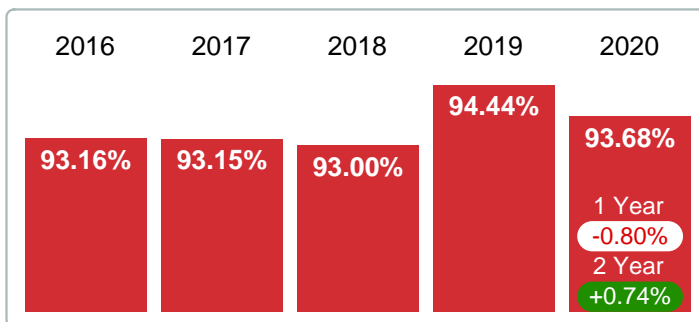
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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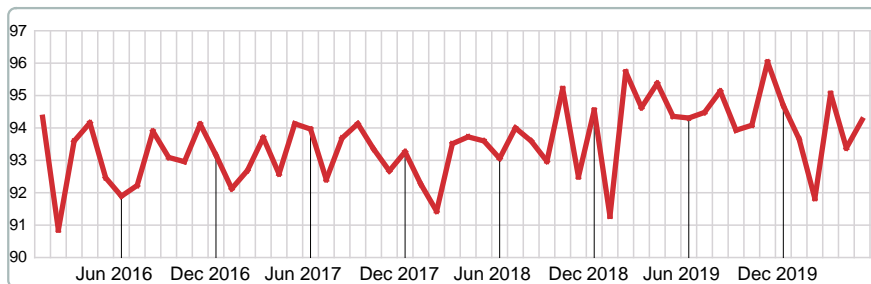
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

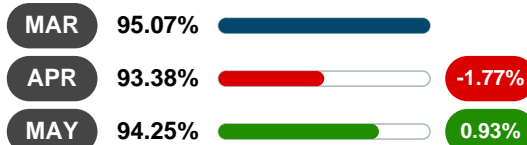


3 MONTHS

5 year MAY AVG = 93.76%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **94.25%**
 equal to 5 yr MAY average of **93.76%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$20,000	23	20.91%	94.32%	93.13%	100.00%	0.00%	0.00%
\$20,001-\$50,000	17	15.45%	92.04%	91.64%	88.60%	116.67%	0.00%
\$50,001-\$110,000	28	25.45%	96.43%	94.92%	97.32%	103.45%	0.00%
\$110,001-\$140,000	16	14.55%	93.19%	93.94%	92.19%	95.32%	0.00%
\$140,001-\$240,000	15	13.64%	95.55%	95.93%	94.96%	96.92%	0.00%
\$240,001 and up	11	10.00%	91.76%	83.17%	91.75%	94.87%	97.26%
Average Sold/List Ratio		94.30%		93.10%	94.36%	98.35%	97.26%
Total Closed Units	110	100%	94.30%	49	48	11	2
Total Closed Volume	12,733,484			3.95M	6.27M	1.98M	532.00K

May 2020



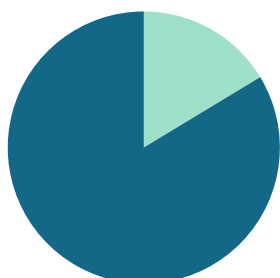
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

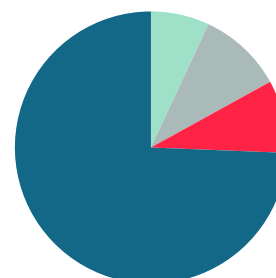


Inventory
 New Listings
254 = 16.34%
 Start Inventory
1,300
 Total Inventory Units
1,554
 Volume
\$278,678,076

Market Activity

Closed Sales
110 = 6.94%
 Pending Sales
159 = 10.04%
 Other Off Market
137 = 8.65%
 Active Inventory
1,178 = 74.37%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	109	110	0.92%	451	513	13.75%
Pending Sales	128	159	24.22%	547	612	11.88%
New Listings	327	254	-22.32%	1,596	1,465	-8.21%
Average List Price	120,395	125,886	4.56%	133,165	134,552	1.04%
Average Sale Price	113,773	115,759	1.75%	125,135	126,402	1.01%
Average Percent of Selling Price to List Price	94.36%	94.25%	-0.11%	94.44%	93.68%	-0.80%
Average Days on Market to Sale	58.15	54.76	-5.82%	65.53	64.77	-1.16%
Monthly Inventory	1,569	1,178	-24.92%	1,569	1,178	-24.92%
Months Supply of Inventory	16.06	11.00	-31.52%	16.06	11.00	-31.52%

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

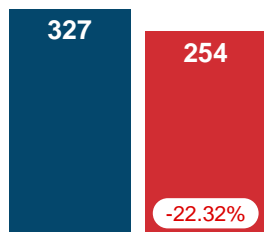
Inventory on May 31, 2020 = **1,178**

2019 **2020**

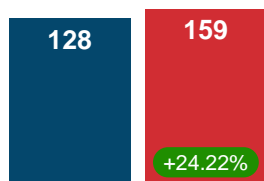
MAY MARKET

AVERAGE PRICES

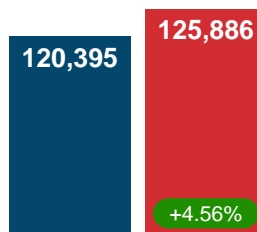
New Listings



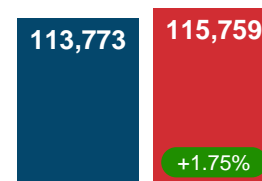
Pending Listings



List Price



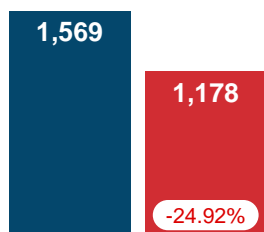
Sale Price



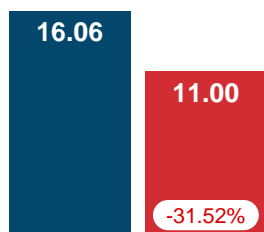
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

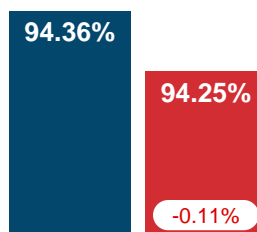
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

