

May 2020



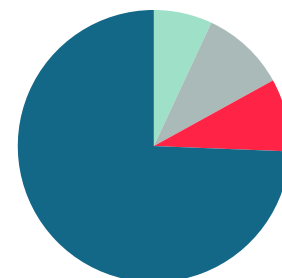
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	99,900	89,900	-10.01%
Median Sale Price	85,000	86,500	1.76%
Median Percent of Selling Price to List Price	95.54%	95.18%	-0.38%
Median Days on Market to Sale	38.00	36.00	-5.26%
End of Month Inventory	1,569	1,178	-24.92%
Months Supply of Inventory	16.06	11.00	-31.52%



■ Closed (6.94%)
■ Pending (10.04%)
■ Other OffMarket (8.65%)
■ Active (74.37%)

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.

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 **1.76%** in May 2020 to \$86,500 versus the previous year at \$85,000.

Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 2.00 days or **5.26%** in May 2020 compared to last year's same month at **38.00** DOM.

Sales Success for May 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 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

May 2020



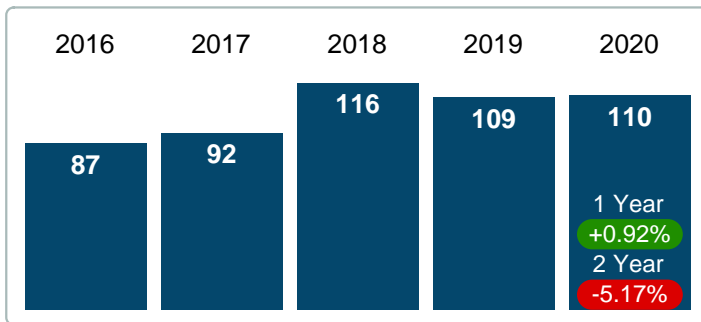
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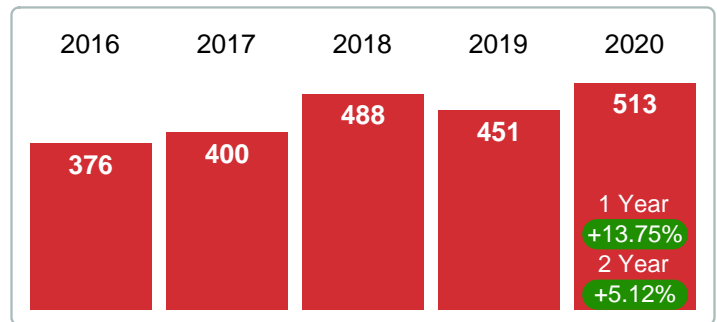
CLOSED LISTINGS

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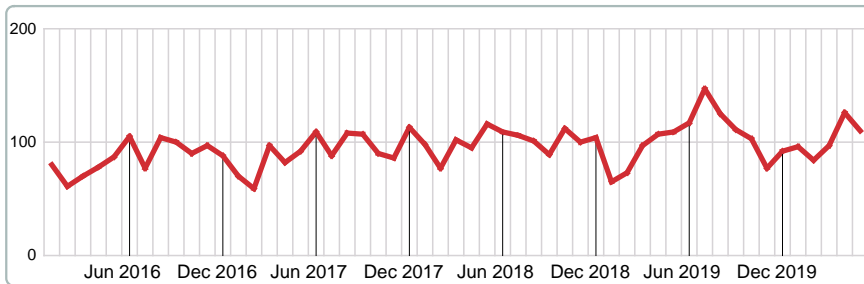
MAY



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		%	MDOM	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%	42.0	19	4	0	0
\$20,001-\$50,000	17	15.45%	35.0	10	6	1	0
\$50,001-\$110,000	28	25.45%	35.5	13	14	1	0
\$110,001-\$140,000	16	14.55%	38.5	2	10	4	0
\$140,001-\$240,000	15	13.64%	13.0	3	9	3	0
\$240,001 and up	11	10.00%	63.0	2	5	2	2
Total Closed Units	110			49	48	11	2
Total Closed Volume	12,733,484	100%	36.0	3.95M	6.27M	1.98M	532.00K
Median Closed Price	\$86,500			\$30,150	\$112,500	\$130,000	\$266,000

May 2020



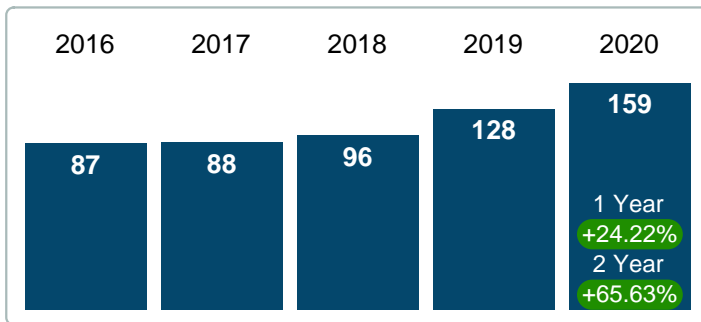
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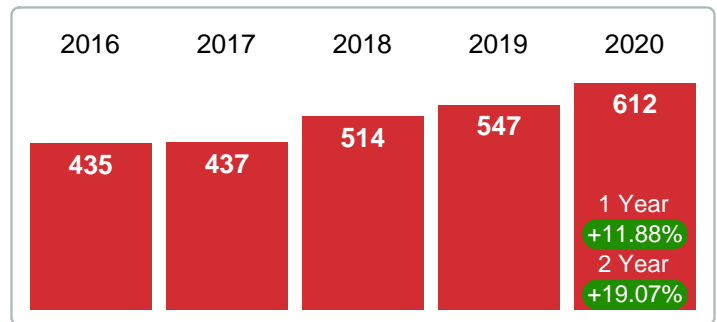
PENDING LISTINGS

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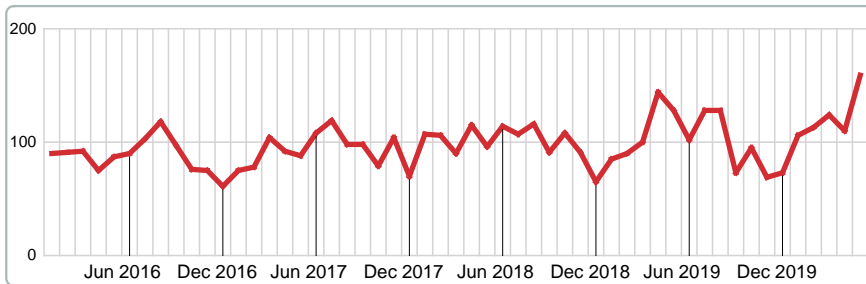
MAY



YEAR TO DATE (YTD)

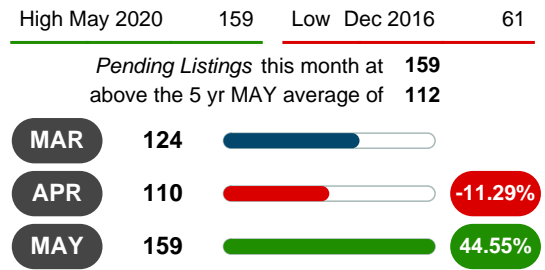


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 112



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	15	9.43%	78.0	13	1	1	0
\$20,001 - \$60,000	20	12.58%	52.0	15	5	0	0
\$60,001 - \$80,000	23	14.47%	19.0	11	12	0	0
\$80,001 - \$140,000	33	20.75%	44.0	12	17	4	0
\$140,001 - \$220,000	31	19.50%	80.0	5	21	5	0
\$220,001 - \$340,000	21	13.21%	25.0	5	13	2	1
\$340,001 and up	16	10.06%	32.0	0	9	7	0
Total Pending Units	159			61	78	19	1
Total Pending Volume	25,015,703	100%	45.0	4.87M	14.15M	5.72M	269.90K
Median Listing Price	\$120,000			\$65,000	\$148,450	\$209,900	\$269,900

May 2020



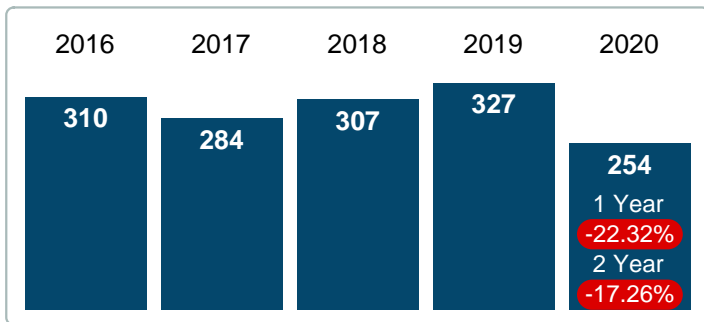
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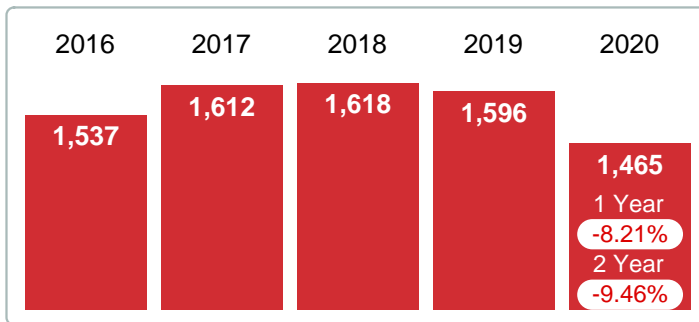
NEW LISTINGS

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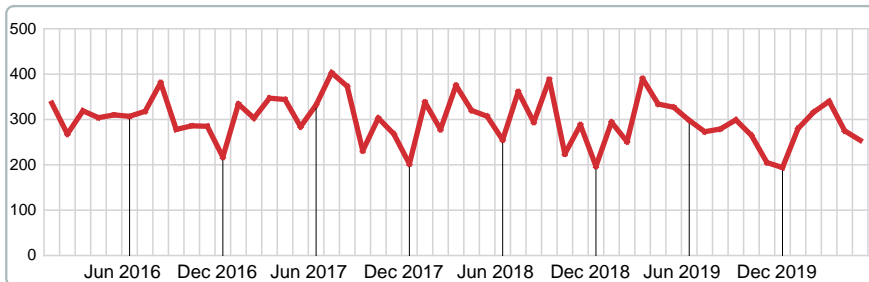
MAY



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
Median New Listed Listing Price	\$94,950		\$62,750	\$109,950	\$249,500	\$799,000

May 2020



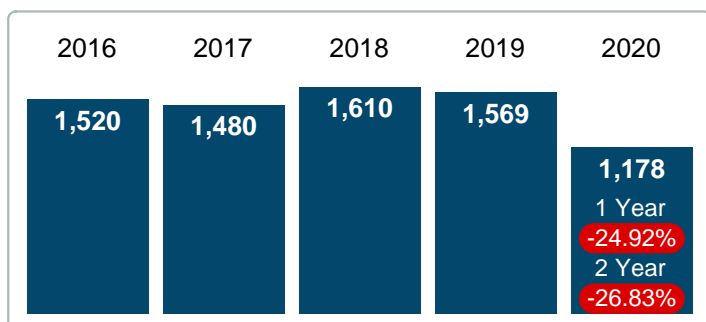
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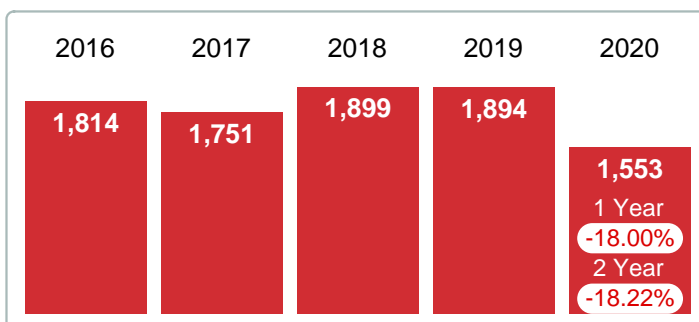
ACTIVE INVENTORY

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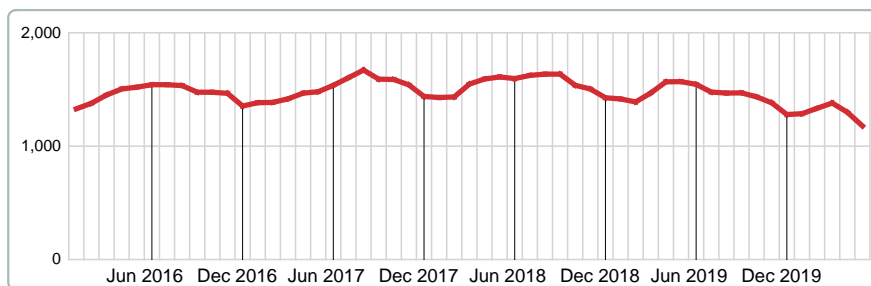
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

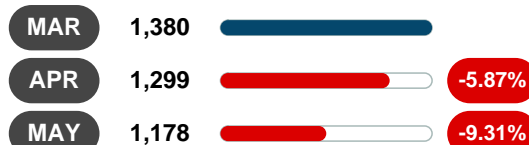


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	116	9.85%	81.0	103	10	1	2
\$20,001 - \$40,000	152	12.90%	91.5	139	13	0	0
\$40,001 - \$70,000	168	14.26%	130.0	134	29	4	1
\$70,001 - \$140,000	287	24.36%	67.0	167	101	17	2
\$140,001 - \$240,000	184	15.62%	90.0	93	64	23	4
\$240,001 - \$400,000	154	13.07%	79.0	65	48	33	8
\$400,001 and up	117	9.93%	84.0	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
Median Active Inventory Listing Price			\$99,950	\$69,950	\$139,700	\$299,000	\$355,000

May 2020



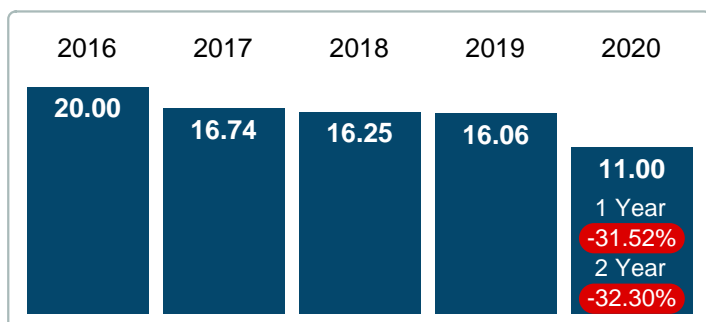
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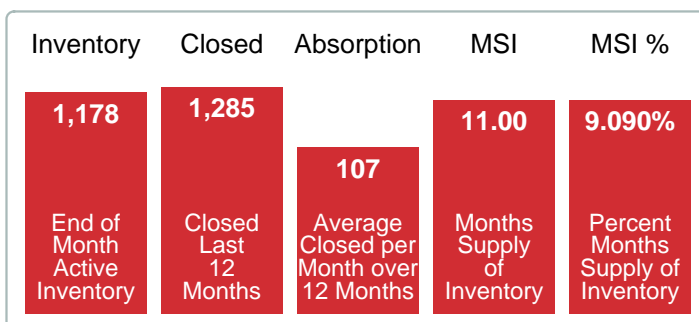
MONTHS SUPPLY of INVENTORY (MSI)

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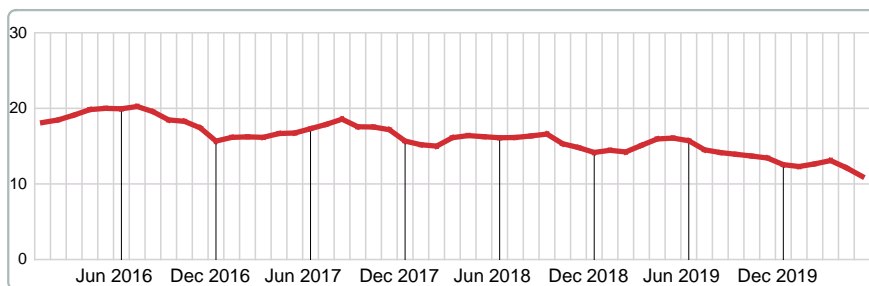
MSI FOR MAY



INDICATORS FOR MAY 2020

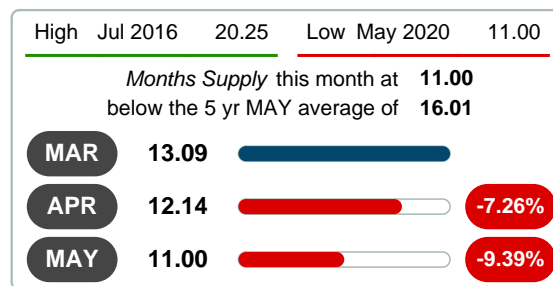


5 YEAR MARKET ACTIVITY TRENDS



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	1,178	100%	11.00	746	294	109	29

May 2020



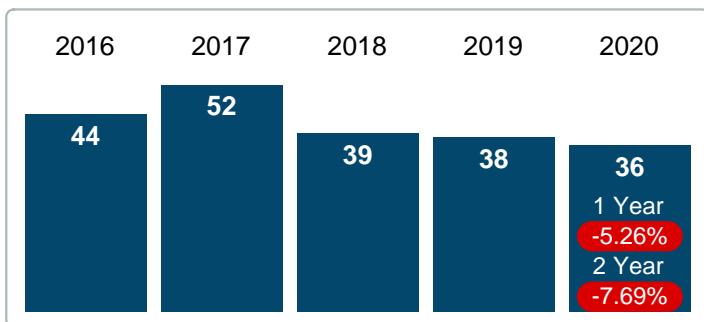
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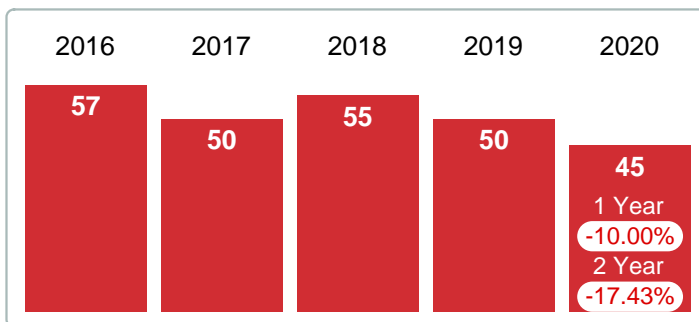
MEDIAN DAYS ON MARKET TO SALE

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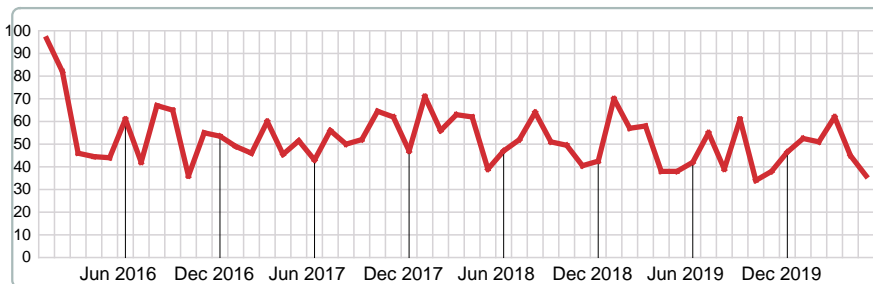
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

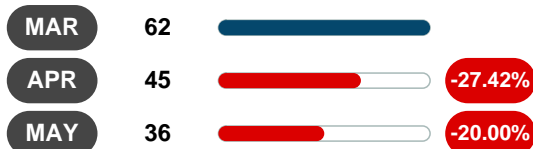


3 MONTHS

5 year MAY AVG = 42

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 36 below the 5 yr MAY average of 42



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
\$0 and less	0	0.00%	84	0	0	0	0
\$1-\$20,000	23	20.91%	42	45	10	0	0
\$20,001-\$50,000	17	15.45%	35	46	31	8	0
\$50,001-\$110,000	28	25.45%	36	37	25	91	0
\$110,001-\$140,000	16	14.55%	39	102	58	22	0
\$140,001-\$240,000	15	13.64%	13	104	10	25	0
\$240,001 and up	11	10.00%	63	139	63	82	11
Median Closed DOM			36	45	27	25	11
Total Closed Units		100%	36.0	49	48	11	2
Total Closed Volume			12,733,484	3.95M	6.27M	1.98M	532.00K

May 2020



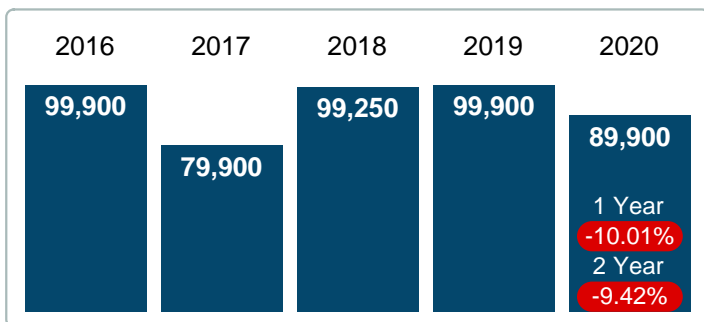
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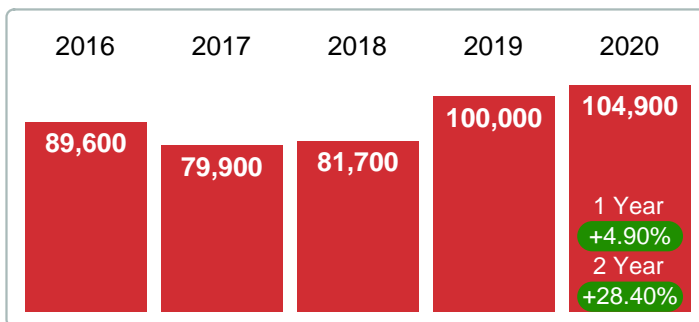
MEDIAN LIST PRICE AT CLOSING

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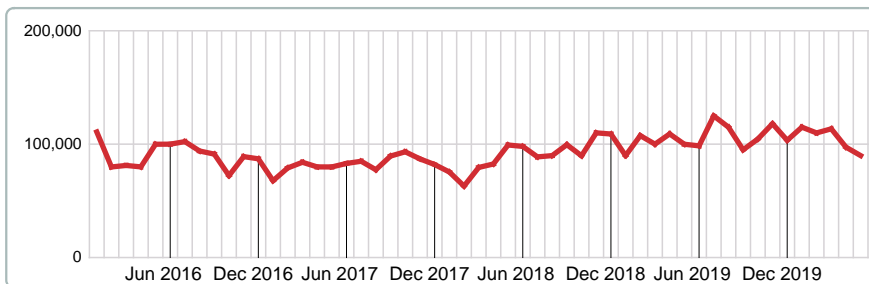
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

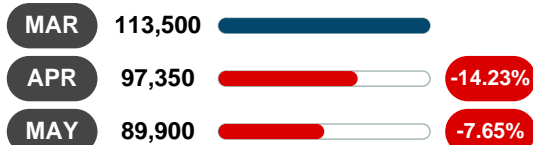


3 MONTHS

5 year MAY AVG = 93,770

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

Median List Price at Closing this month at **89,900**
 below the 5 yr MAY average of **93,770**



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
\$0 and less	0	0.00%	63	0	0	0	0
\$1-\$20,000	22	20.00%	8,000	8,000	8,400	0	0
\$20,001-\$50,000	18	16.36%	42,500	34,000	47,800	42,000	0
\$50,001-\$110,000	25	22.73%	88,900	81,125	92,450	72,500	0
\$110,001-\$140,000	15	13.64%	129,000	119,950	129,900	128,964	0
\$140,001-\$240,000	19	17.27%	184,900	212,000	179,000	169,900	0
\$240,001 and up	11	10.00%	423,500	935,875	345,000	424,250	274,000
Median List Price			89,900	35,000	120,000	145,000	274,000
Total Closed Units		100%	89,900	49	48	11	2
Total Closed Volume			13,847,493	4.45M	6.79M	2.06M	548.00K

May 2020



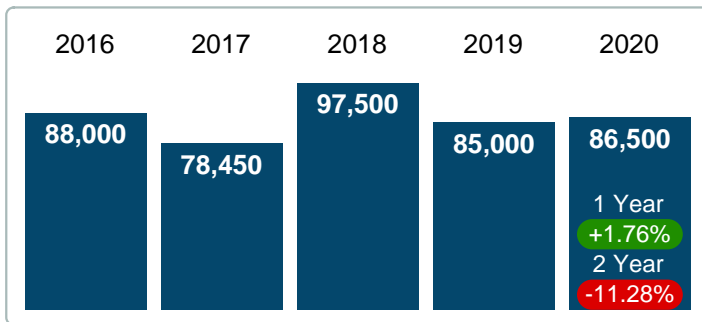
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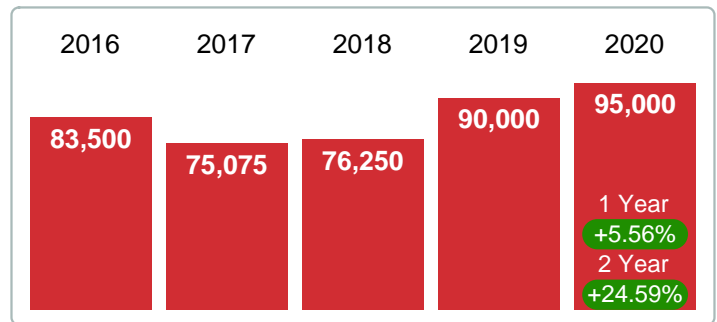
MEDIAN SOLD PRICE AT CLOSING

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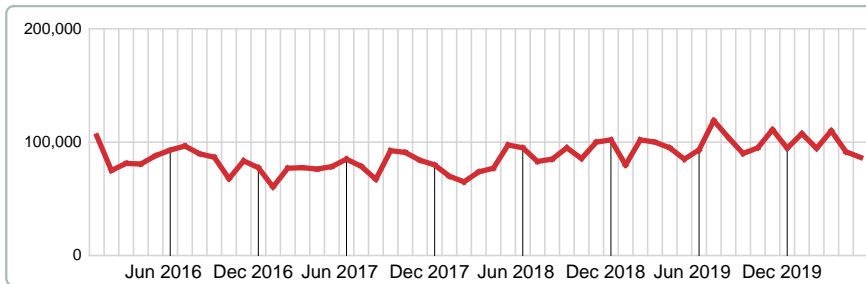
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

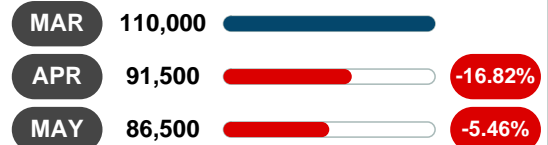


3 MONTHS

5 year MAY AVG = 87,090

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

Median Sold Price at Closing this month at **86,500**
 below the 5 yr MAY average of **87,090**



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
\$0 and less	0	0.00%	423,500	0	0	0	0
\$1-\$20,000	23	20.91%	8,000	8,000	8,400	0	0
\$20,001-\$50,000	17	15.45%	36,500	30,075	42,500	49,000	0
\$50,001-\$110,000	28	25.45%	84,950	79,000	94,500	75,000	0
\$110,001-\$140,000	16	14.55%	128,982	124,000	127,700	128,982	0
\$140,001-\$240,000	15	13.64%	184,000	210,000	160,000	185,000	0
\$240,001 and up	11	10.00%	400,000	765,310	340,000	402,500	266,000
Median Sold Price			86,500	30,150	112,500	130,000	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

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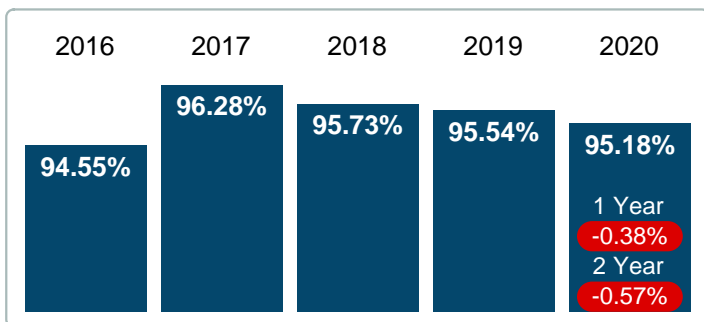
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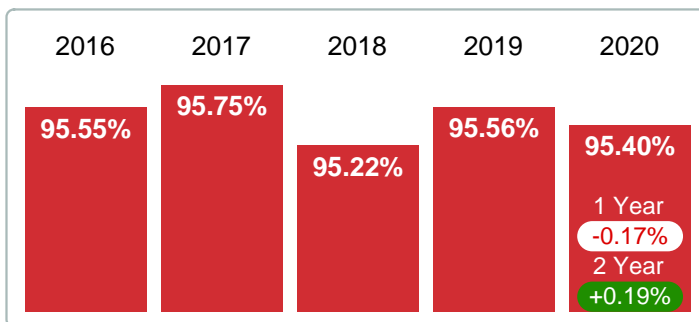
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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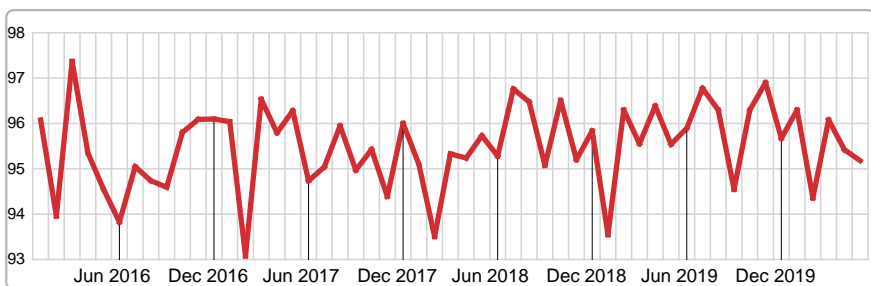
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

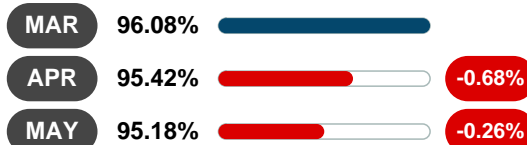


3 MONTHS

5 year MAY AVG = 95.46%

High Mar 2016 97.37% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.18%** equal to 5 yr MAY average of **95.46%**



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
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$20,000	23	20.91%	100.00%	100.00%	100.00%	0.00%	0.00%
\$20,001-\$50,000	17	15.45%	93.02%	92.06%	91.60%	116.67%	0.00%
\$50,001-\$110,000	28	25.45%	95.58%	94.44%	96.05%	103.45%	0.00%
\$110,001-\$140,000	16	14.55%	94.08%	93.94%	92.78%	97.27%	0.00%
\$140,001-\$240,000	15	13.64%	95.05%	93.33%	95.05%	97.42%	0.00%
\$240,001 and up	11	10.00%	95.07%	83.17%	95.07%	94.87%	97.26%
Median Sold/List Ratio		95.18%		94.12%	95.58%	97.42%	97.26%
Total Closed Units		110	100%	49	48	11	2
Total Closed Volume		12,733,484		3.95M	6.27M	1.98M	532.00K

May 2020



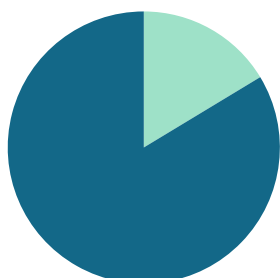
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

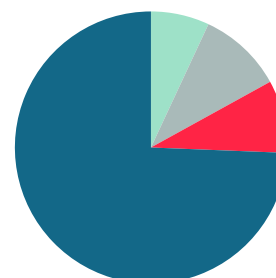


Inventory
 New Listings
254 = 16.34%
 Start Inventory
1,300
 Total Inventory Units
1,554
 Volume
\$278,678,076

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%
Median List Price	99,900	89,900	-10.01%	100,000	104,900	4.90%
Median Sale Price	85,000	86,500	1.76%	90,000	95,000	5.56%
Median Percent of Selling Price to List Price	95.54%	95.18%	-0.38%	95.56%	95.40%	-0.17%
Median Days on Market to Sale	38.00	36.00	-5.26%	50.00	45.00	-10.00%
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

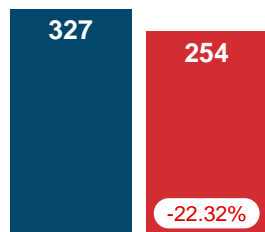
Inventory on May 31, 2020 = **1,178**

2019 **2020**

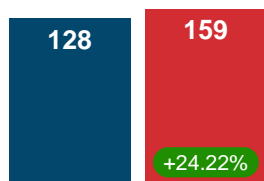
MAY MARKET

MEDIAN PRICES

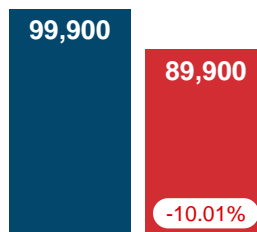
New Listings



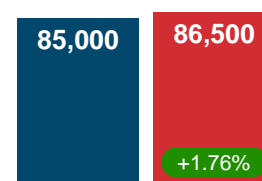
Pending Listings



List Price



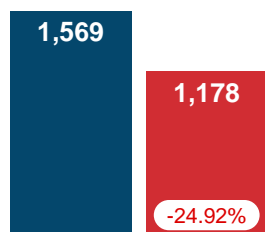
Sale Price



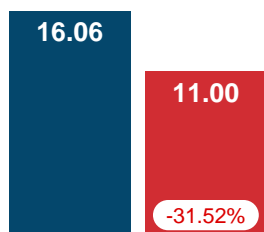
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

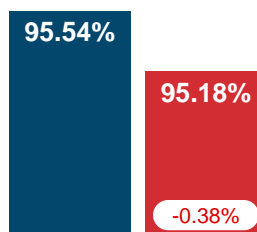
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

