

October 2020



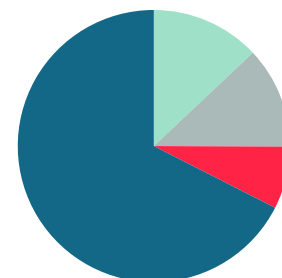
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	105	180	71.43%
Pending Listings	97	168	73.20%
New Listings	269	236	-12.27%
Median List Price	104,500	144,750	38.52%
Median Sale Price	95,000	144,393	51.99%
Median Percent of Selling Price to List Price	96.49%	96.93%	0.46%
Median Days on Market to Sale	34.00	57.50	69.12%
End of Month Inventory	1,442	937	-35.02%
Months Supply of Inventory	13.61	7.85	-42.37%



■ Closed (12.97%)
■ Pending (12.10%)
■ Other OffMarket (7.42%)
■ Active (67.51%)

Absorption: Last 12 months, an Average of **119** Sales/Month
Active Inventory as of October 31, 2020 = **937**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **35.02%** to 937 existing homes available for sale. Over the last 12 months this area has had an average of 119 closed sales per month. This represents an unsold inventory index of **7.85** 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 **51.99%** in October 2020 to \$144,393 versus the previous year at \$95,000.

Median Days on Market Lengthens

The median number of **57.50** days that homes spent on the market before selling increased by 23.50 days or **69.12%** in October 2020 compared to last year's same month at **34.00** DOM.

Sales Success for October 2020 is Positive

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

There were 236 New Listings in October 2020, down **12.27%** from last year at 269. Furthermore, there were 180 Closed Listings this month versus last year at 105, a **71.43%** increase.

Closed versus Listed trends yielded a **76.3%** ratio, up from previous year's, October 2019, at **39.0%**, a **95.40%** 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

October 2020



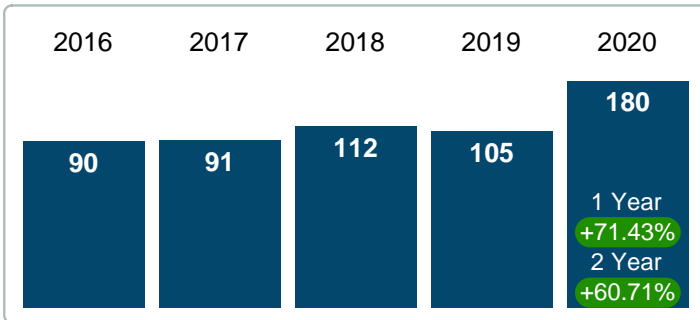
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



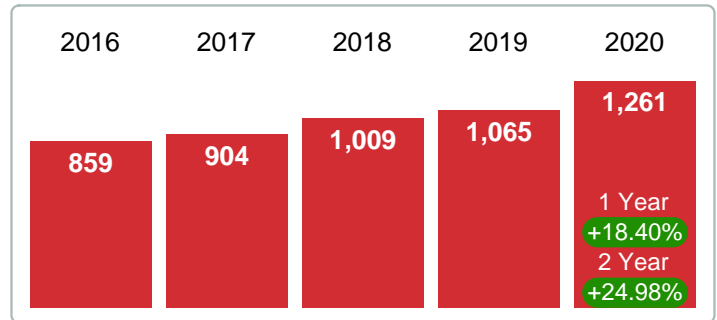
CLOSED LISTINGS

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

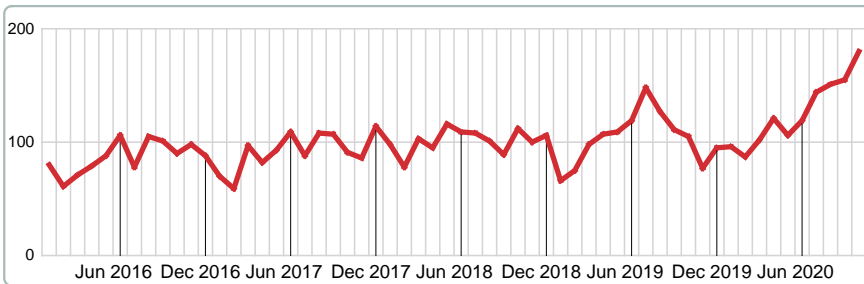
OCTOBER



YEAR TO DATE (YTD)

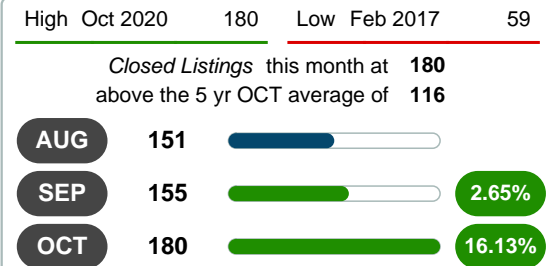


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 116



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	18	10.00%	75.5	16	2	0	0
\$30,001 - \$60,000	15	8.33%	13.0	12	1	1	1
\$60,001 - \$100,000	33	18.33%	85.0	18	15	0	0
\$100,001 - \$180,000	46	25.56%	36.5	16	21	8	1
\$180,001 - \$230,000	24	13.33%	54.0	6	13	4	1
\$230,001 - \$330,000	27	15.00%	45.0	4	18	5	0
\$330,001 and up	17	9.44%	67.0	4	7	6	0
Total Closed Units	180			76	77	24	3
Total Closed Volume	32,091,814	100%	57.5	10.06M	14.94M	6.71M	378.90K
Median Closed Price	\$144,393			\$80,000	\$178,000	\$221,250	\$139,900

October 2020



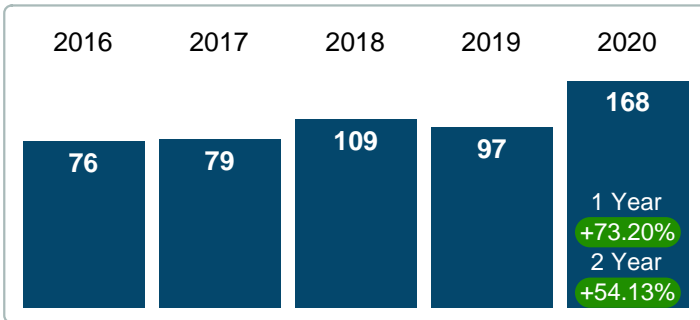
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



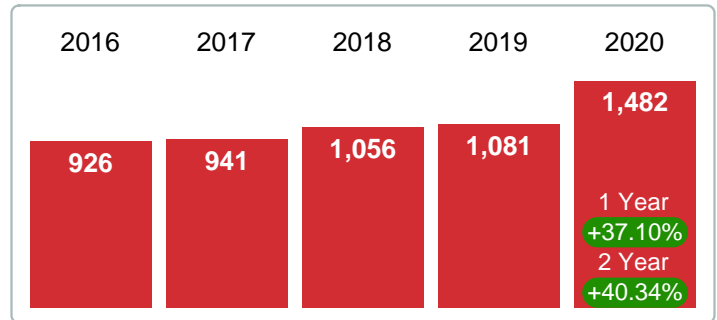
PENDING LISTINGS

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

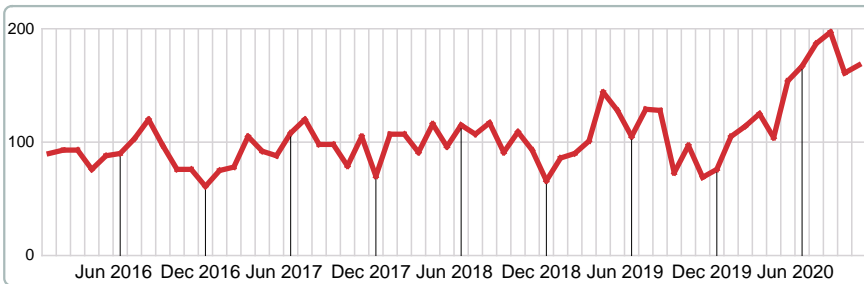
OCTOBER



YEAR TO DATE (YTD)

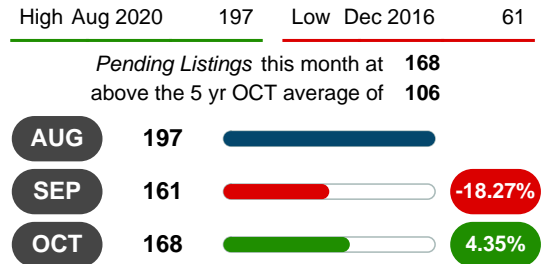


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 106



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	13	7.74%	57.0	11	2	0	0
\$30,001 - \$60,000	17	10.12%	38.0	11	6	0	0
\$60,001 - \$90,000	26	15.48%	39.5	15	10	1	0
\$90,001 - \$170,000	49	29.17%	25.0	14	29	6	0
\$170,001 - \$250,000	25	14.88%	74.0	10	13	1	1
\$250,001 - \$420,000	21	12.50%	35.0	2	12	5	2
\$420,001 and up	17	10.12%	67.0	3	5	7	2
Total Pending Units	168			66	77	20	5
Total Pending Volume	32,825,685	100%	43.0	8.79M	14.89M	7.00M	2.15M
Median Listing Price	\$125,000			\$79,950	\$139,500	\$299,450	\$379,900

October 2020



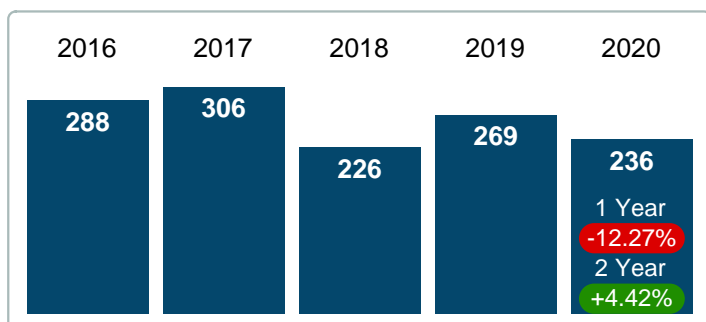
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



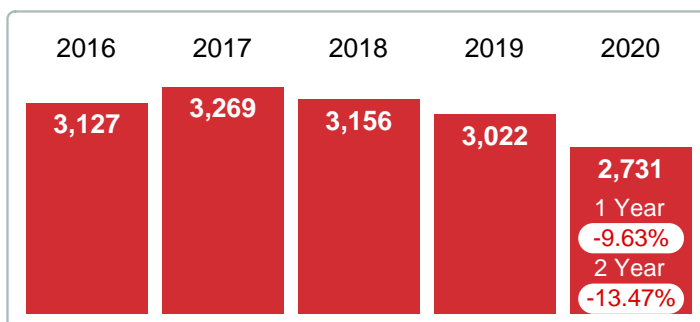
NEW LISTINGS

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

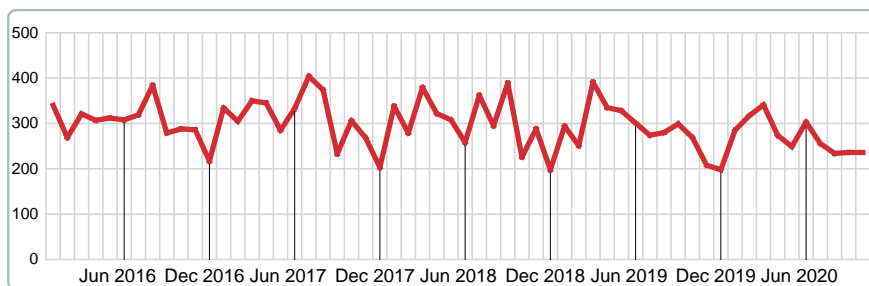
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

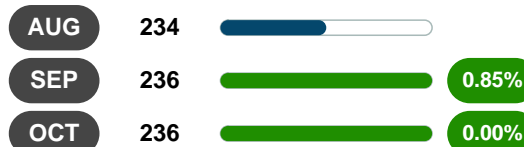


3 MONTHS

5 year OCT AVG = 265

High Jul 2017 404 Low Dec 2019 198

New Listings this month at **236**
below the 5 yr OCT average of **265**



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	12	5.08%	10	2	0	0
\$10,001 - \$30,000	33	13.98%	32	1	0	0
\$30,001 - \$70,000	42	17.80%	30	11	1	0
\$70,001 - \$130,000	57	24.15%	24	29	4	0
\$130,001 - \$220,000	35	14.83%	7	22	6	0
\$220,001 - \$420,000	34	14.41%	10	15	7	2
\$420,001 and up	23	9.75%	9	5	2	7
Total New Listed Units	236		122	85	20	9
Total New Listed Volume	42,624,597	100%	15.72M	14.87M	4.86M	7.17M
Median New Listed Listing Price	\$109,450		\$59,450	\$129,999	\$184,500	\$684,900

October 2020



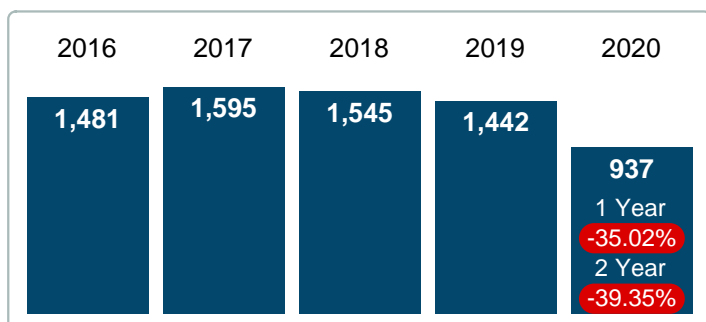
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



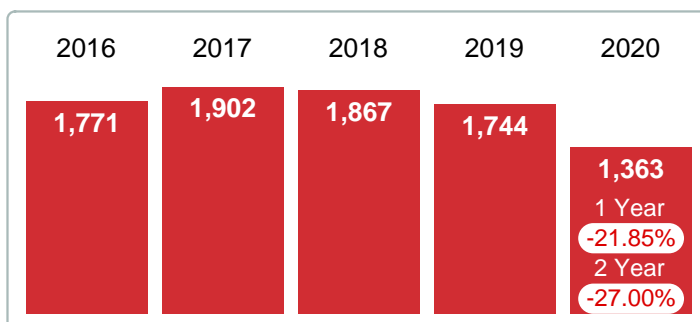
ACTIVE INVENTORY

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

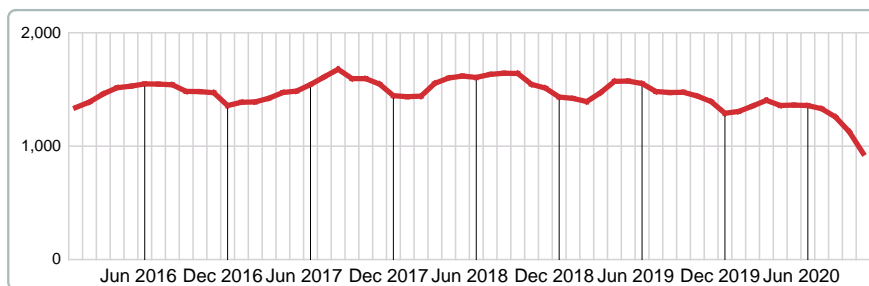
END OF OCTOBER



ACTIVE DURING OCTOBER

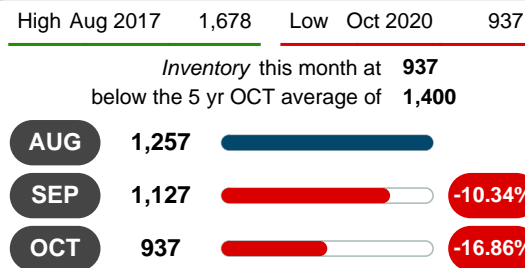


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,400



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	47	5.02%	114.0	34	11	1	1
\$10,001 - \$30,000	138	14.73%	139.0	132	6	0	0
\$30,001 - \$60,000	147	15.69%	116.0	123	21	2	1
\$60,001 - \$130,000	240	25.61%	94.0	157	71	11	1
\$130,001 - \$220,000	144	15.37%	88.5	75	51	17	1
\$220,001 - \$430,000	128	13.66%	68.5	61	36	24	7
\$430,001 and up	93	9.93%	97.0	41	18	21	13
Total Active Inventory by Units		937		623	214	76	24
Total Active Inventory by Volume		174,945,805	100%	93.00M	41.41M	25.14M	15.39M
Median Active Inventory Listing Price		\$94,900		\$69,900	\$129,700	\$254,950	\$478,000

October 2020



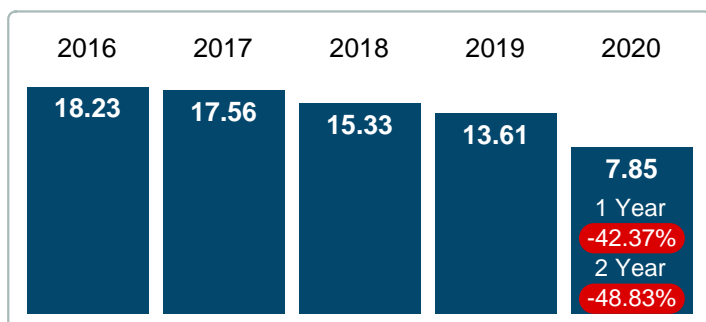
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



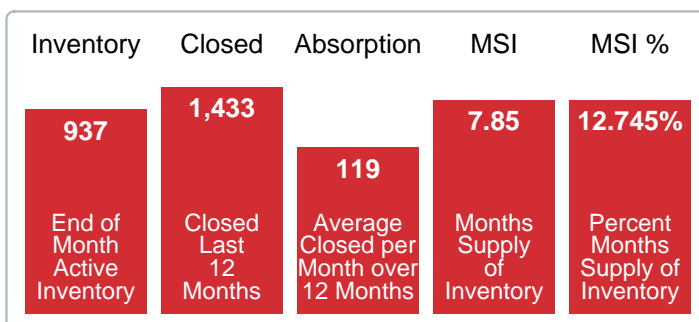
MONTHS SUPPLY of INVENTORY (MSI)

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

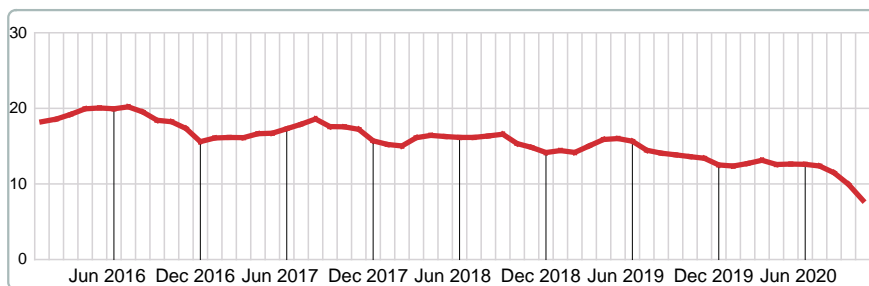
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

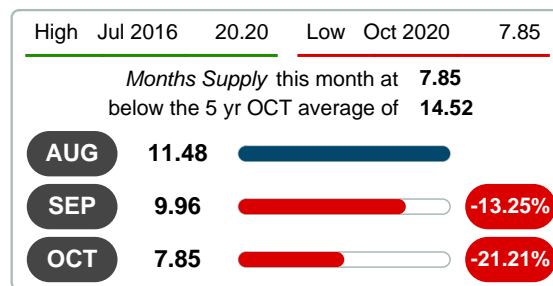


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 14.52



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	47	5.02%	10.44	11.33	8.25	6.00	0.00
\$10,001 - \$30,000	138	14.73%	12.55	15.84	2.40	0.00	0.00
\$30,001 - \$60,000	147	15.69%	9.33	12.83	3.94	2.67	12.00
\$60,001 - \$130,000	240	25.61%	6.44	11.78	3.49	3.47	2.40
\$130,001 - \$220,000	144	15.37%	5.47	14.75	3.09	4.00	2.00
\$220,001 - \$430,000	128	13.66%	6.92	17.02	3.66	5.65	8.40
\$430,001 and up	93	9.93%	15.29	32.80	10.29	8.40	22.29
Market Supply of Inventory (MSI)			7.85	14.11	3.72	5.01	9.60
Total Active Inventory by Units		100%	7.85	623	214	76	24

October 2020



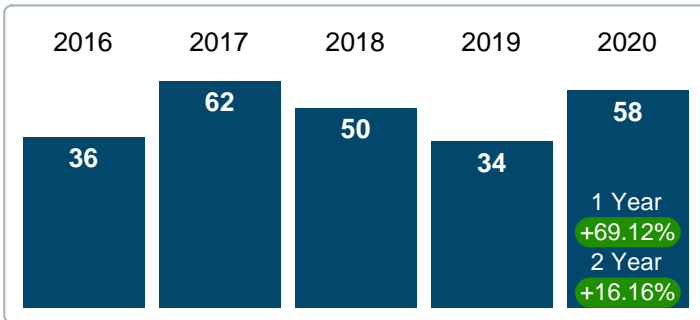
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



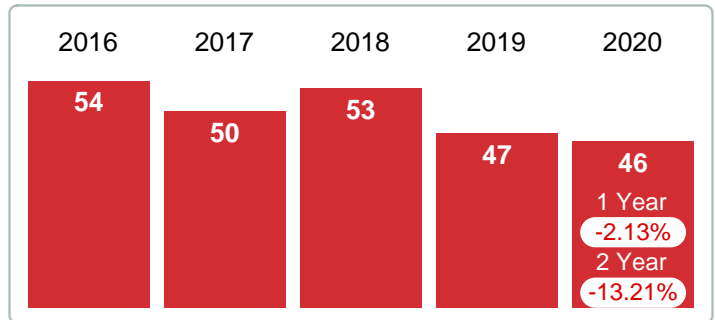
MEDIAN DAYS ON MARKET TO SALE

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

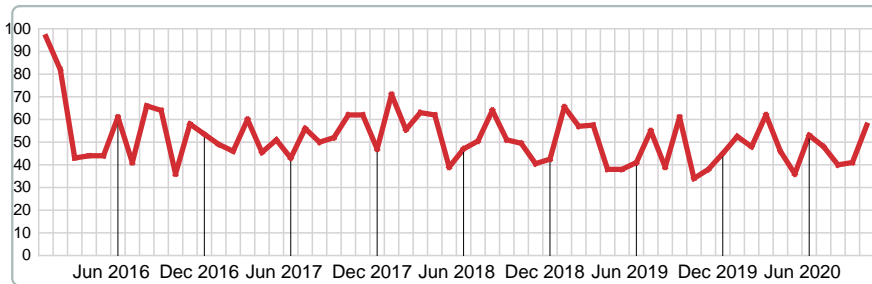
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

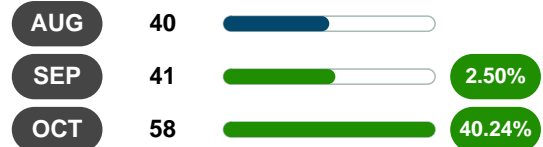


3 MONTHS

5 year OCT AVG = 48

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 58 above the 5 yr OCT average of 48



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	18	10.00%	76	79	75	0	0
\$30,001 - \$60,000	15	8.33%	13	13	8	101	17
\$60,001 - \$100,000	33	18.33%	85	102	19	0	0
\$100,001 - \$180,000	46	25.56%	37	40	35	26	143
\$180,001 - \$230,000	24	13.33%	54	87	28	39	163
\$230,001 - \$330,000	27	15.00%	45	82	36	37	0
\$330,001 and up	17	9.44%	67	53	57	72	0
Median Closed DOM			58	73	32	49	143
Total Closed Units		100%	57.5	76	77	24	3
Total Closed Volume			32,091,814	10.06M	14.94M	6.71M	378.90K

October 2020



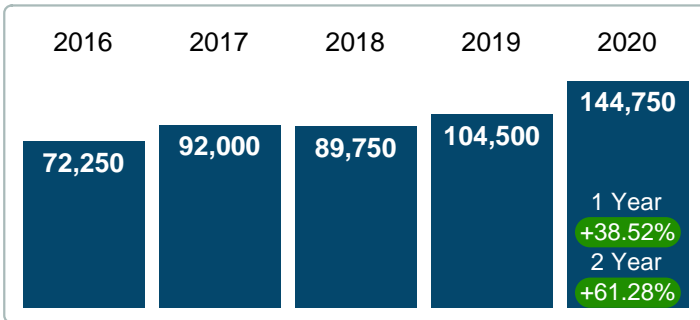
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



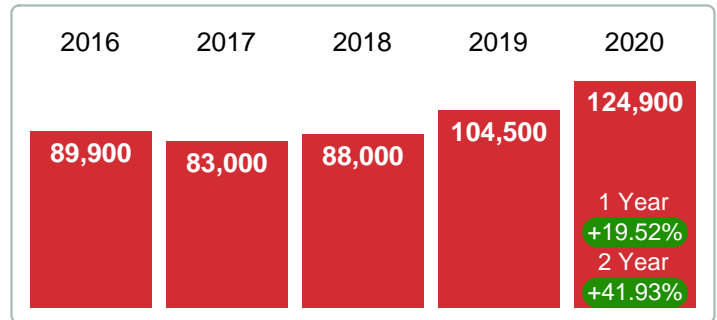
MEDIAN LIST PRICE AT CLOSING

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

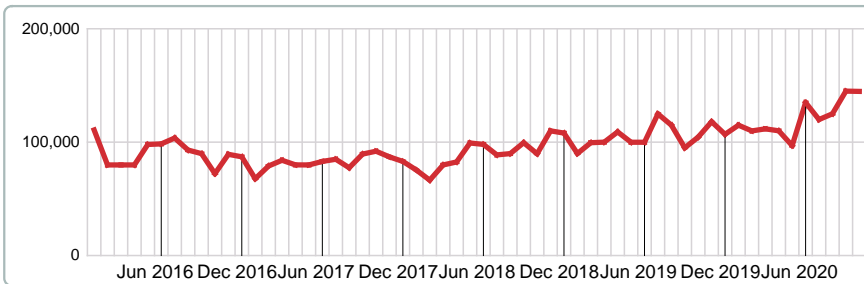
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

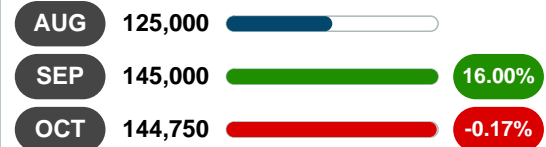


3 MONTHS

5 year OCT AVG = 100,650

High Sep 2020 145,000 Low Feb 2018 66,500

Median List Price at Closing this month at **144,750**
above the 5 yr OCT average of **100,650**



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	8.33%	17,900	18,450	15,000	0	0
\$30,001 - \$60,000	10.00%	44,950	45,000	39,950	0	35,000
\$60,001 - \$100,000	16.11%	79,000	79,000	84,900	65,000	0
\$100,001 - \$180,000	27.22%	140,000	132,000	140,000	152,400	157,450
\$180,001 - \$230,000	11.67%	205,000	209,000	199,900	219,900	0
\$230,001 - \$330,000	16.11%	260,000	260,000	260,000	259,900	0
\$330,001 and up	10.56%	525,000	752,500	419,500	525,000	0
Median List Price		144,750	84,500	180,000	232,450	139,900
Total Closed Units	100%	144,750	76	77	24	3
Total Closed Volume		33,486,610	10.81M	15.34M	6.99M	349.90K

October 2020



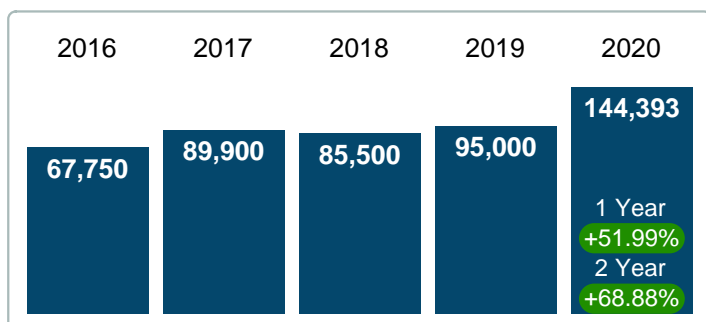
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



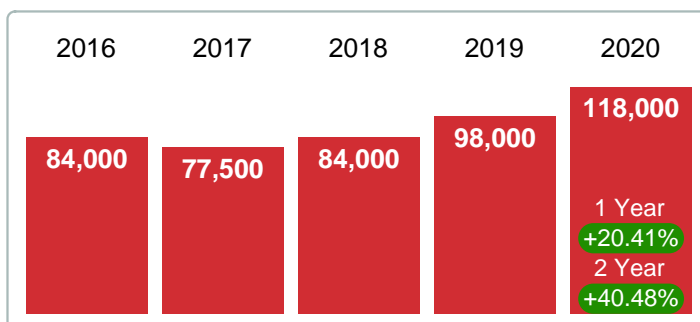
MEDIAN SOLD PRICE AT CLOSING

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

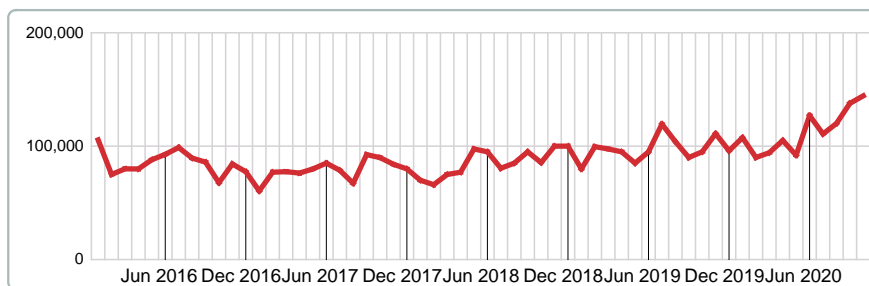
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

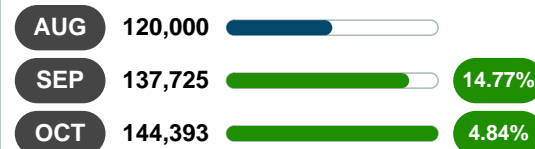


3 MONTHS

5 year OCT AVG = 96,509

High Oct 2020 144,393 Low Jan 2017 60,500

Median Sold Price at Closing this month at 144,393 above the 5 yr OCT average of 96,509



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	10.00%	18,000	18,000	15,750	0	0
\$30,001 - \$60,000	8.33%	44,000	46,000	50,200	42,000	35,000
\$60,001 - \$100,000	18.33%	79,900	78,700	83,000	0	0
\$100,001 - \$180,000	25.56%	142,143	133,500	145,500	145,000	139,900
\$180,001 - \$230,000	13.33%	202,857	202,857	193,000	216,750	204,000
\$230,001 - \$330,000	15.00%	260,000	272,500	255,000	298,000	0
\$330,001 and up	9.44%	530,000	689,460	440,000	524,500	0
Median Sold Price		144,393	80,000	178,000	221,250	139,900
Total Closed Units	100%	180	76	77	24	3
Total Closed Volume		32,091,814	10.06M	14.94M	6.71M	378.90K

October 2020



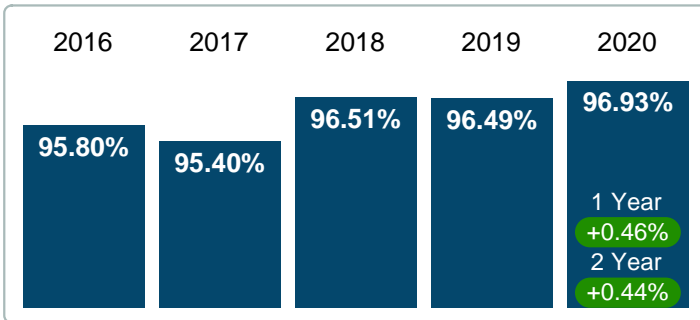
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



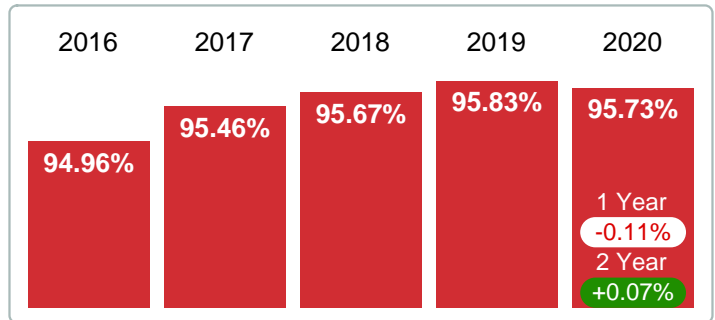
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

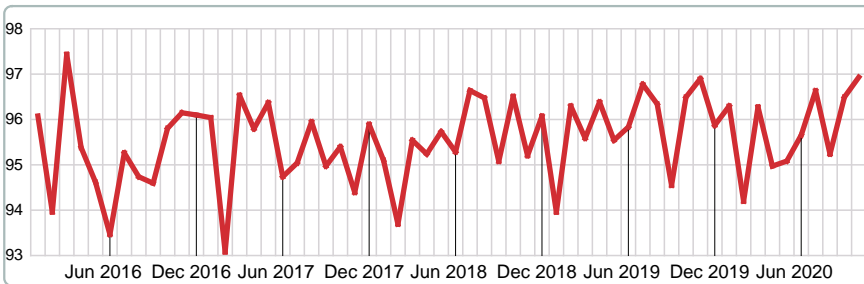
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

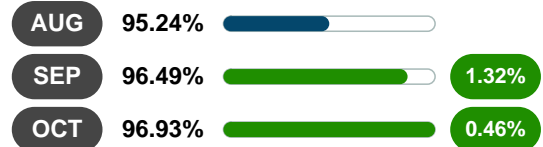


3 MONTHS

5 year OCT AVG = 96.23%

High Mar 2016 97.44% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.93%**
above the 5 yr OCT average of **96.23%**



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	18	10.00%	89.72%	90.44%	64.05%	0.00%	0.00%
\$30,001 - \$60,000	15	8.33%	93.33%	92.12%	111.80%	64.62%	100.00%
\$60,001 - \$100,000	33	18.33%	96.88%	97.49%	93.88%	0.00%	0.00%
\$100,001 - \$180,000	46	25.56%	99.44%	95.97%	100.00%	97.30%	100.00%
\$180,001 - \$230,000	24	13.33%	96.86%	96.09%	98.05%	95.23%	116.57%
\$230,001 - \$330,000	27	15.00%	97.35%	97.53%	98.32%	96.46%	0.00%
\$330,001 and up	17	9.44%	97.49%	90.57%	98.73%	96.93%	0.00%
Median Sold/List Ratio		96.93%		95.30%	98.05%	96.69%	100.00%
Total Closed Units	180	100%	96.93%	76	77	24	3
Total Closed Volume	32,091,814			10.06M	14.94M	6.71M	378.90K

October 2020



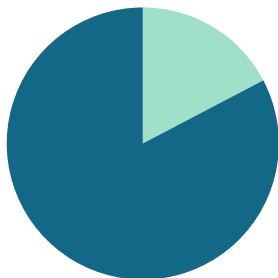
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY



Inventory

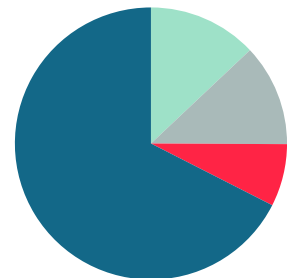
- New Listings **236 = 17.31%**
- Start Inventory **1,127**
- Total Inventory Units **1,363**
- Volume **\$253,301,289**

Market Activity

Market Activity

- Closed Sales **180 = 12.97%**
- Pending Sales **168 = 12.10%**
- Other Off Market **103 = 7.42%**
- Active Inventory **937 = 67.51%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	105	180	71.43%	1,065	1,261	18.40%
Pending Sales	97	168	73.20%	1,081	1,482	37.10%
New Listings	269	236	-12.27%	3,022	2,731	-9.63%
Median List Price	104,500	144,750	38.52%	104,500	124,900	19.52%
Median Sale Price	95,000	144,393	51.99%	98,000	118,000	20.41%
Median Percent of Selling Price to List Price	96.49%	96.93%	0.46%	95.83%	95.73%	-0.11%
Median Days on Market to Sale	34.00	57.50	69.12%	47.00	46.00	-2.13%
Monthly Inventory	1,442	937	-35.02%	1,442	937	-35.02%
Months Supply of Inventory	13.61	7.85	-42.37%	13.61	7.85	-42.37%

Absorption: Last 12 months, an Average of **119** Sales/Month

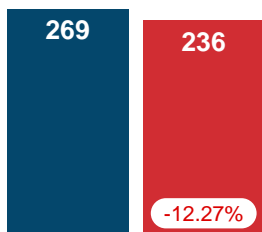
Inventory on October 31, 2020 = **937**

2019 **2020**

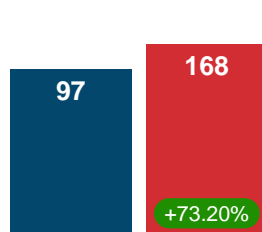
OCTOBER MARKET

MEDIAN PRICES

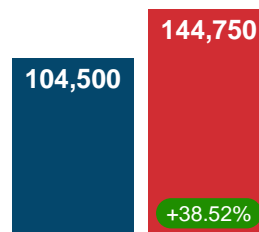
New Listings



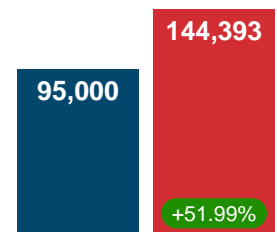
Pending Listings



List Price



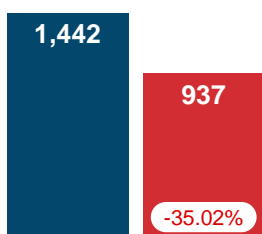
Sale Price



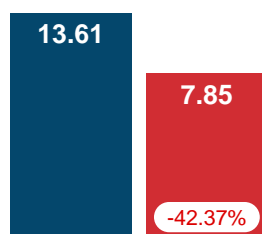
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

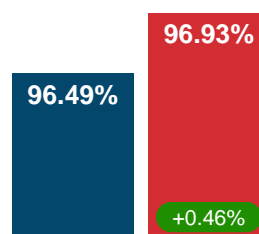
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

