

September 2020



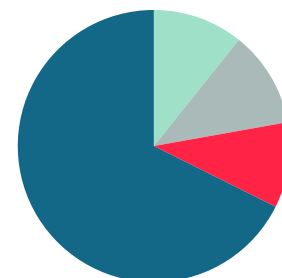
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	112	152	35.71%
Pending Listings	71	162	128.17%
New Listings	289	232	-19.72%
Average List Price	123,025	188,379	53.12%
Average Sale Price	116,124	181,533	56.33%
Average Percent of Selling Price to List Price	94.03%	94.49%	0.49%
Average Days on Market to Sale	70.87	67.33	-4.99%
End of Month Inventory	1,435	957	-33.31%
Months Supply of Inventory	13.70	8.70	-36.49%



■ Closed (10.74%)
■ Pending (11.45%)
■ Other OffMarket (10.18%)
■ Active (67.63%)

Absorption: Last 12 months, an Average of **110** Sales/Month
Active Inventory as of September 30, 2020 = **957**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **33.31%** to 957 existing homes available for sale. Over the last 12 months this area has had an average of 110 closed sales per month. This represents an unsold inventory index of **8.70** 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 **56.33%** in September 2020 to \$181,533 versus the previous year at \$116,124.

Average Days on Market Shortens

The average number of **67.33** days that homes spent on the market before selling decreased by 3.54 days or **4.99%** in September 2020 compared to last year's same month at **70.87** DOM.

Sales Success for September 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 232 New Listings in September 2020, down **19.72%** from last year at 289. Furthermore, there were 152 Closed Listings this month versus last year at 112, a **35.71%** increase.

Closed versus Listed trends yielded a **65.5%** ratio, up from previous year's, September 2019, at **38.8%**, a **69.06%** upswing. This will certainly create pressure on a decreasing

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Real Estate is Local

Month's Supply of Inventory (MSI) in the months to come.

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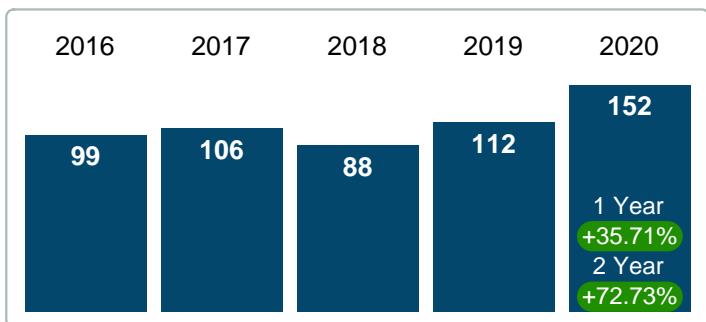
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



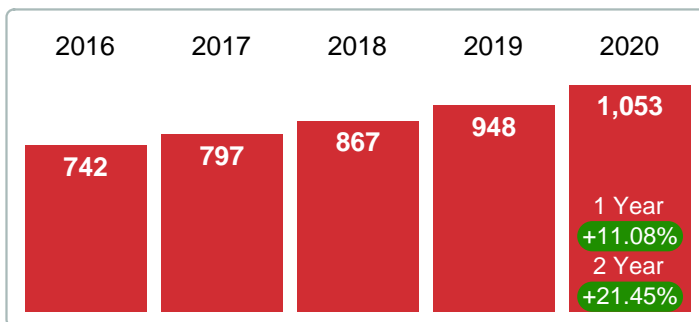
CLOSED LISTINGS

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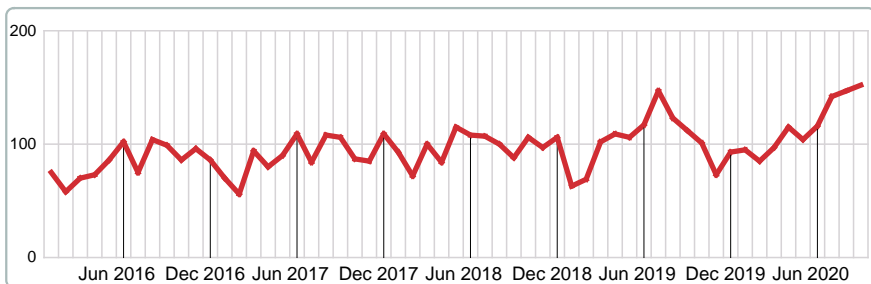
SEPTEMBER



YEAR TO DATE (YTD)

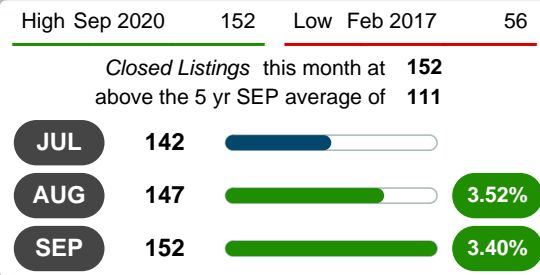


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 111



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	5.26%	68.5	8	0	0	0
\$25,001 - \$50,000	15	9.87%	104.3	13	2	0	0
\$50,001 - \$100,000	30	19.74%	84.8	11	18	1	0
\$100,001 - \$175,000	42	27.63%	44.2	7	25	10	0
\$175,001 - \$275,000	19	12.50%	68.3	6	8	4	1
\$275,001 - \$375,000	20	13.16%	61.3	3	10	6	1
\$375,001 and up	18	11.84%	66.3	1	6	9	2
Total Closed Units	152			49	69	30	4
Total Closed Volume	27,593,025	100%	67.3	5.21M	12.46M	8.65M	1.27M
Average Closed Price	\$181,533			\$106,305	\$180,596	\$288,487	\$317,100

September 2020



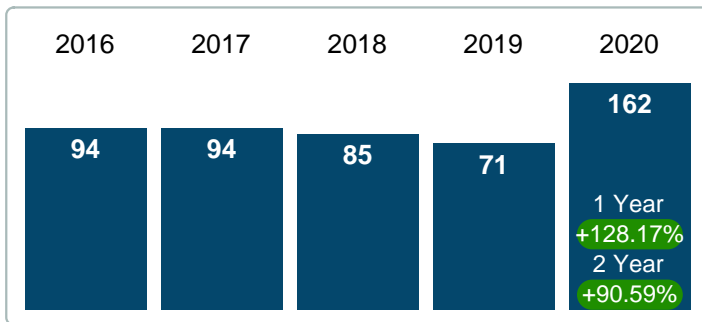
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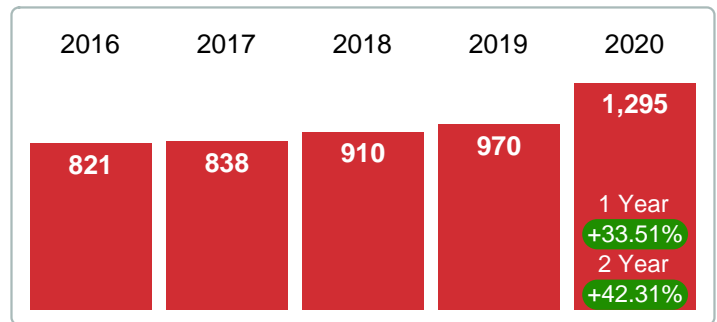
PENDING LISTINGS

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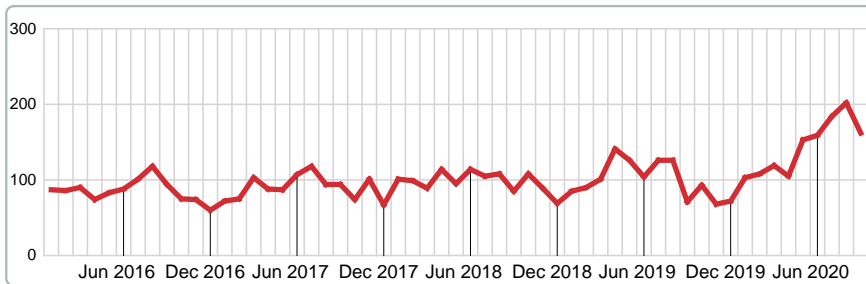
SEPTEMBER



YEAR TO DATE (YTD)

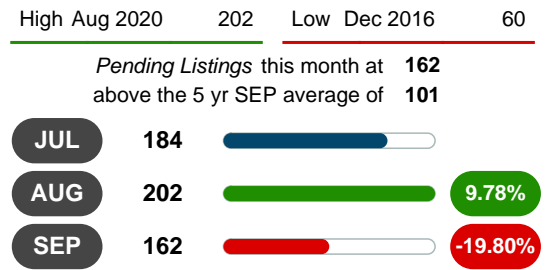


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 101



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	16	9.88%	62.1	14	2	0	0
\$30,001 - \$70,000	21	12.96%	76.8	15	5	1	0
\$70,001 - \$90,000	18	11.11%	82.3	8	9	1	0
\$90,001 - \$180,000	47	29.01%	41.0	16	24	5	2
\$180,001 - \$250,000	24	14.81%	51.8	8	11	5	0
\$250,001 - \$350,000	19	11.73%	60.2	5	10	4	0
\$350,001 and up	17	10.49%	81.0	4	5	6	2
Total Pending Units	162			70	66	22	4
Total Pending Volume	30,068,488	100%	42.2	10.20M	12.19M	6.26M	1.42M
Average Listing Price	\$134,067			\$145,769	\$184,671	\$284,386	\$354,975

September 2020



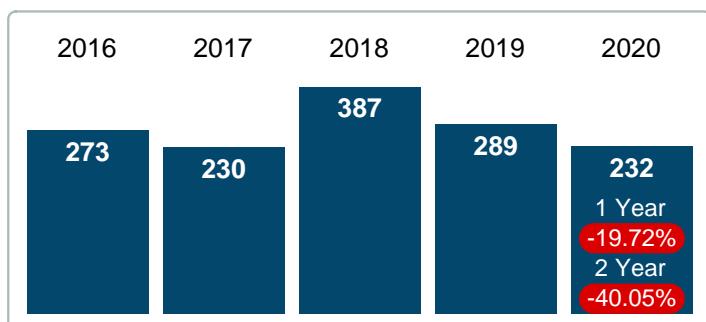
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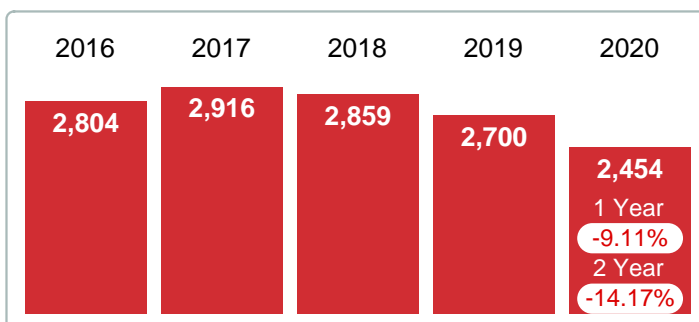
NEW LISTINGS

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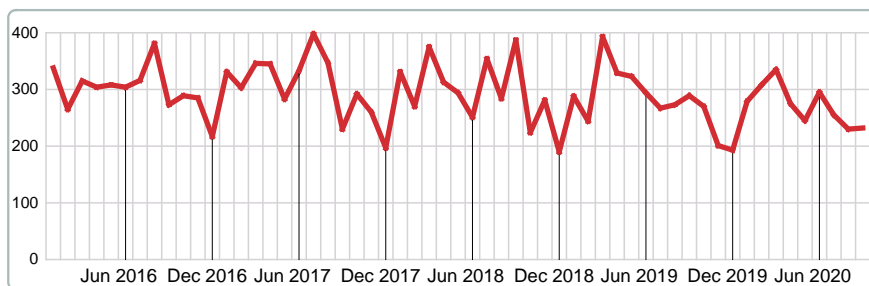
SEPTEMBER



YEAR TO DATE (YTD)

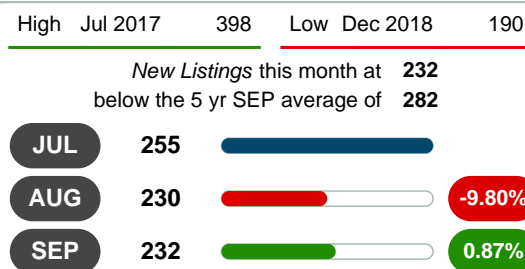


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 282



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	24	10.34%	21	3	0	0
\$25,001 - \$50,000	22	9.48%	15	6	0	1
\$50,001 - \$75,000	21	9.05%	13	7	1	0
\$75,001 - \$175,000	78	33.62%	33	37	7	1
\$175,001 - \$250,000	33	14.22%	12	12	9	0
\$250,001 - \$350,000	30	12.93%	9	12	8	1
\$350,001 and up	24	10.34%	10	7	6	1
Total New Listed Units	232		113	84	31	4
Total New Listed Volume	41,388,075	100%	16.90M	15.55M	8.06M	874.70K
Average New Listed Listing Price	\$207,940		\$149,552	\$185,109	\$260,158	\$218,675

September 2020



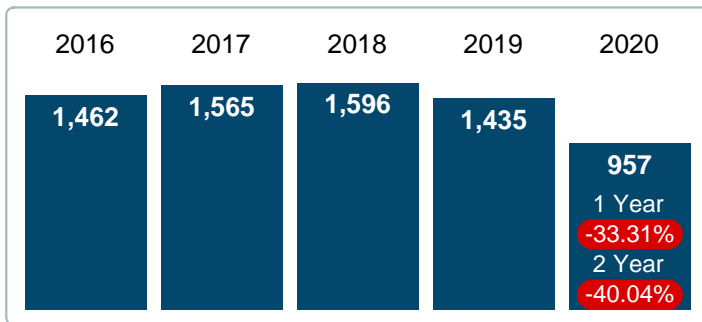
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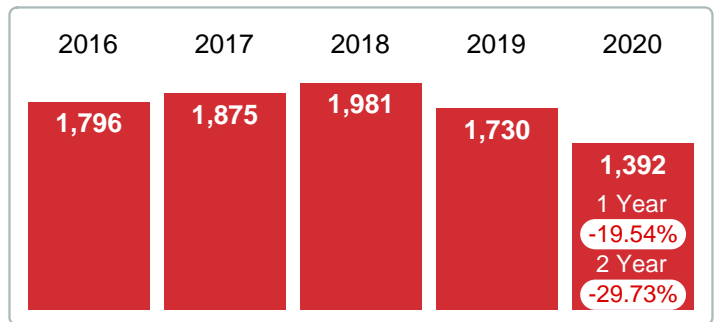
ACTIVE INVENTORY

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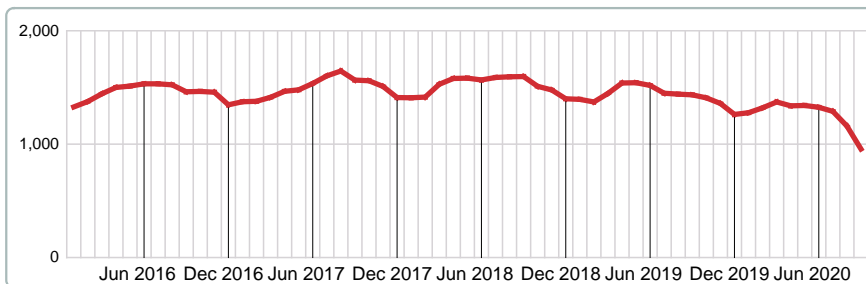
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

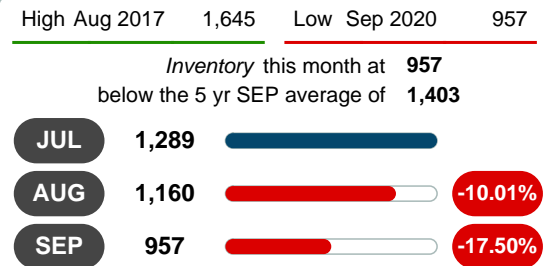


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,403



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	153	15.99%	133.7	138	13	1	1
\$25,001-\$50,000	137	14.32%	120.8	122	13	1	1
\$50,001-\$125,000	274	28.63%	116.7	184	80	9	1
\$125,001-\$225,000	165	17.24%	104.1	80	62	21	2
\$225,001-\$400,000	130	13.58%	83.8	55	41	26	8
\$400,001 and up	98	10.24%	108.8	39	20	27	12
Total Active Inventory by Units			957	618	229	85	25
Total Active Inventory by Volume			177,482,892	89.63M	44.33M	28.98M	14.55M
Average Active Inventory Listing Price			\$185,458	\$145,029	\$193,561	\$340,972	\$581,876

September 2020



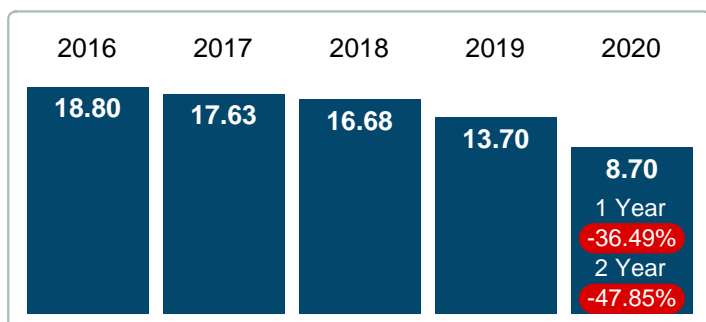
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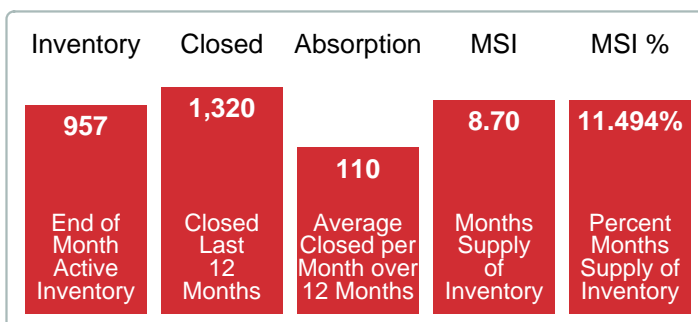
MONTHS SUPPLY of INVENTORY (MSI)

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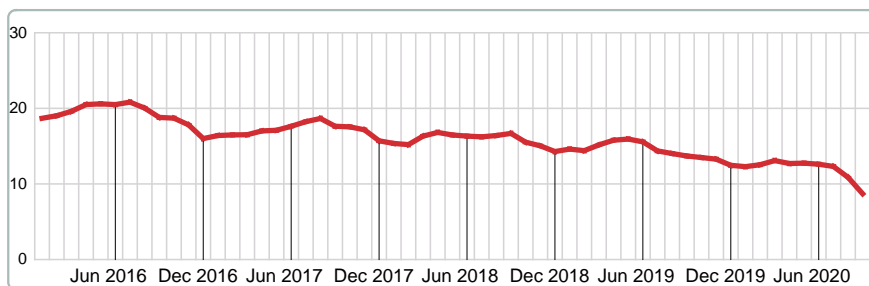
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

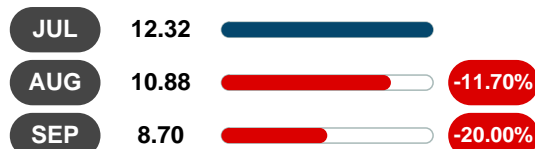


3 MONTHS

5 year SEP AVG = 15.10

High Jul 2016 20.82 Low Sep 2020 8.70

Months Supply this month at **8.70**
below the 5 yr SEP average of **15.10**



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	36	3.76%	7.85	8.57	6.35	4.00	0.00
\$10,001 \$30,000	145	15.15%	12.79	16.73	2.47	0.00	0.00
\$30,001 \$60,000	154	16.09%	10.38	15.65	3.40	1.33	0.00
\$60,001 \$130,000	244	25.50%	7.12	14.18	3.85	3.33	4.00
\$130,001 \$230,000	153	15.99%	6.22	15.37	3.76	4.90	6.00
\$230,001 \$410,000	129	13.48%	8.90	19.64	5.72	7.09	8.73
\$410,001 and up	96	10.03%	16.23	42.55	9.00	11.17	20.57
Market Supply of Inventory (MSI)			8.70	15.81	4.21	5.93	11.54
Total Active Inventory by Units		100%	8.70	618	229	85	25

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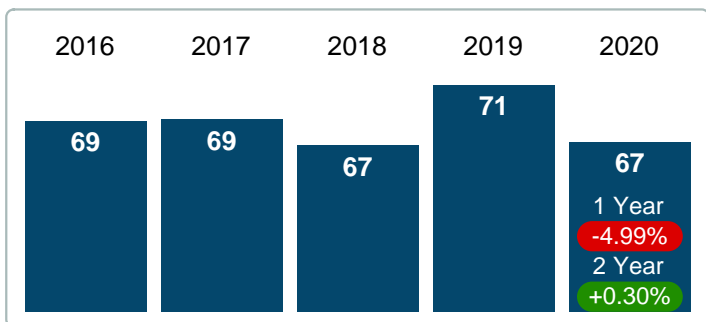
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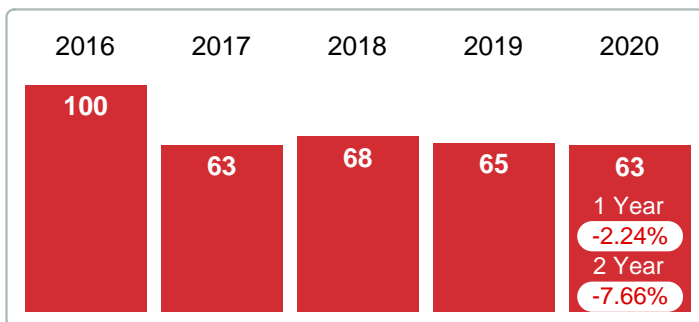
AVERAGE DAYS ON MARKET TO SALE

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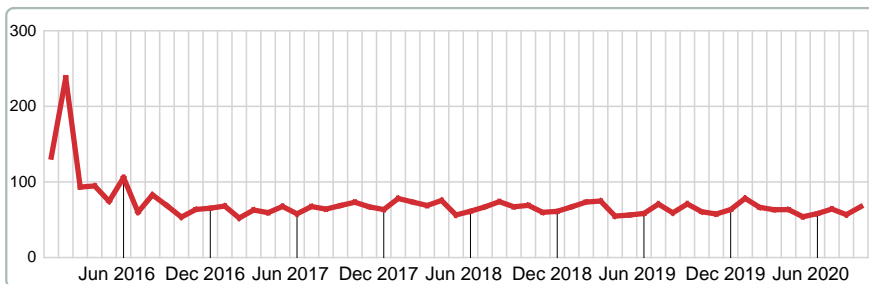
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

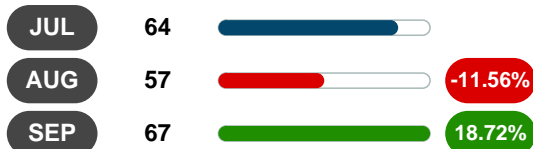


3 MONTHS

5 year SEP AVG = 69

High Feb 2016 238 Low Feb 2017 52

Average Days on Market to Sale this month at 67 below the 5 yr SEP average of 69



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
\$25,000 and less	5.26%	69	69	0	0	0
\$25,001 - \$50,000	9.87%	104	111	60	0	0
\$50,001 - \$100,000	19.74%	85	101	74	105	0
\$100,001 - \$175,000	27.63%	44	84	39	29	0
\$175,001 - \$275,000	12.50%	68	53	82	81	4
\$275,001 - \$375,000	13.16%	61	81	72	43	9
\$375,001 and up	11.84%	66	166	15	76	125
Average Closed DOM		67	90	56	55	66
Total Closed Units	100%	67	49	69	30	4
Total Closed Volume		27,593,025	5.21M	12.46M	8.65M	1.27M

September 2020



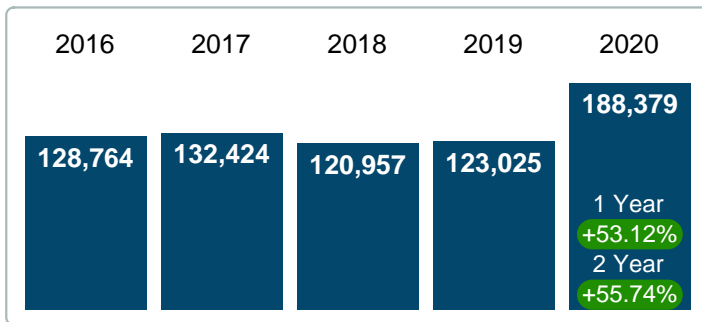
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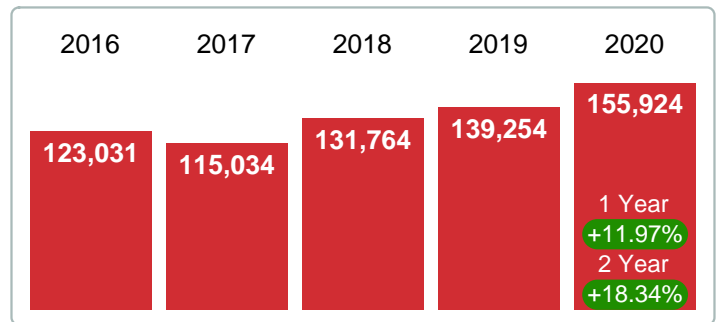
AVERAGE LIST PRICE AT CLOSING

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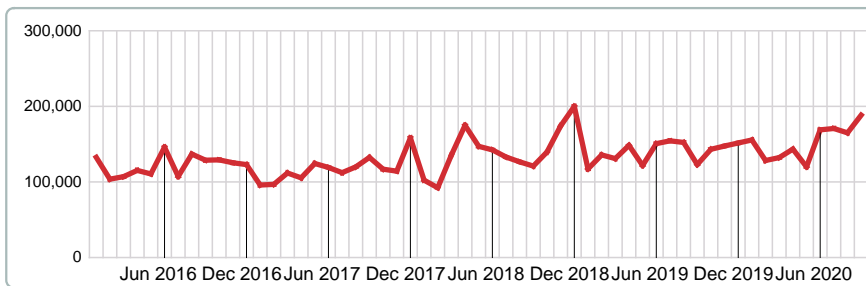
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

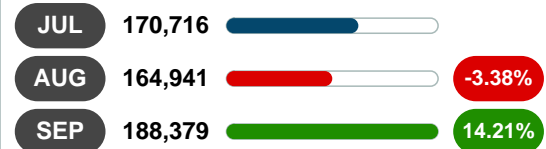


3 MONTHS

5 year SEP AVG = 138,710

High Dec 2018 200,006 Low Feb 2018 92,352

Average List Price at Closing this month at **188,379**
above the 5 yr SEP average of **138,710**



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	
\$25,000 and less	7	4.61%	16,571	18,188	0	0	
\$25,001 - \$50,000	14	9.21%	41,550	43,254	49,950	0	
\$50,001 - \$100,000	28	18.42%	75,920	83,405	83,183	74,900	
\$100,001 - \$175,000	45	29.61%	137,491	139,200	141,984	137,830	
\$175,001 - \$275,000	21	13.82%	225,905	236,083	219,225	236,175	
\$275,001 - \$375,000	18	11.84%	328,092	326,020	331,980	328,800	
\$375,001 and up	19	12.50%	472,284	599,000	443,667	501,611	
Average List Price		188,379		114,147	186,701	296,173	318,200
Total Closed Units		152	100%	188,379	49	69	30
Total Closed Volume		28,633,618			5.59M	12.88M	8.89M

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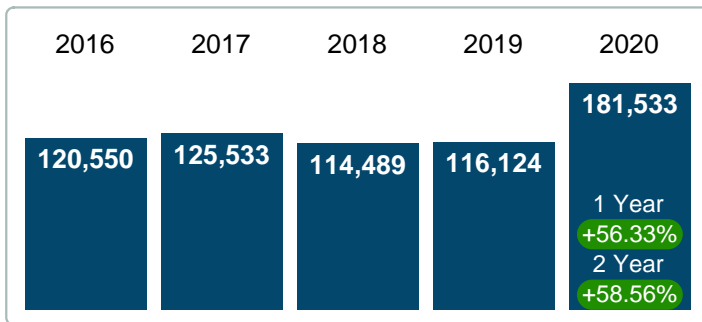
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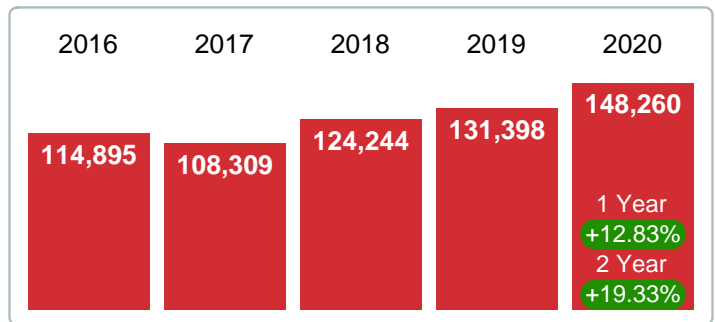
AVERAGE SOLD PRICE AT CLOSING

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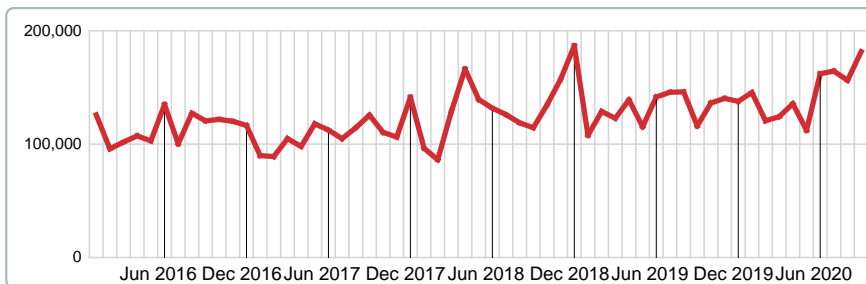
SEPTEMBER



YEAR TO DATE (YTD)

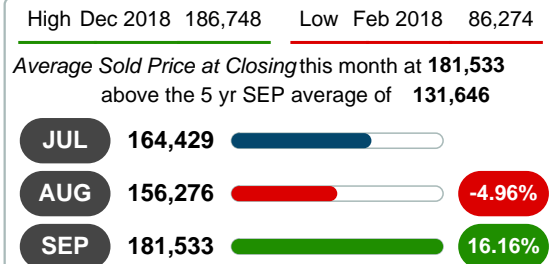


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 131,646



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
\$25,000 and less	8	5.26%	15,188	15,188	0	0	0
\$25,001 - \$50,000	15	9.87%	38,800	38,308	42,000	0	0
\$50,001 - \$100,000	30	19.74%	75,990	75,718	76,100	77,000	0
\$100,001 - \$175,000	42	27.63%	135,993	133,389	136,572	136,370	0
\$175,001 - \$275,000	19	12.50%	218,211	223,000	215,313	227,000	177,500
\$275,001 - \$375,000	20	13.16%	320,510	311,600	322,850	324,650	299,000
\$375,001 and up	18	11.84%	463,439	550,000	440,333	484,222	395,950
Average Sold Price			181,533	106,305	180,596	288,487	317,100
Total Closed Units		100%	181,533	49	69	30	4
Total Closed Volume			27,593,025	5.21M	12.46M	8.65M	1.27M

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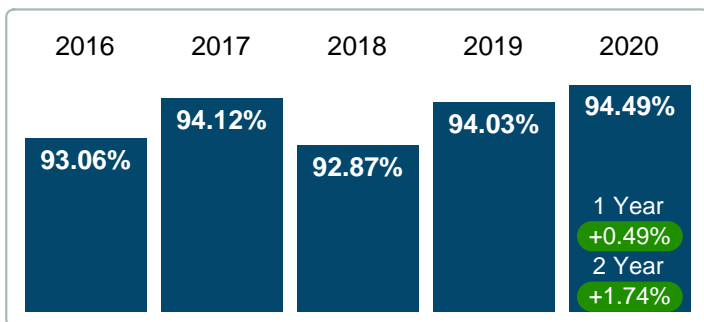
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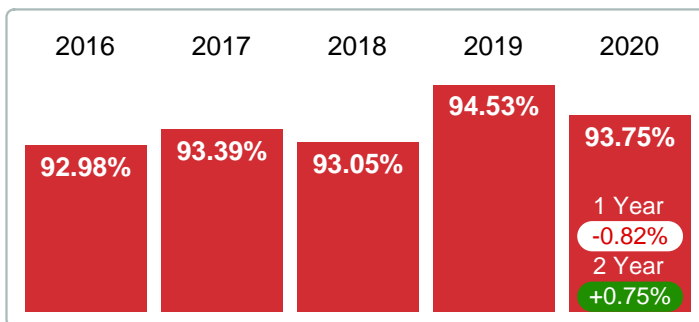
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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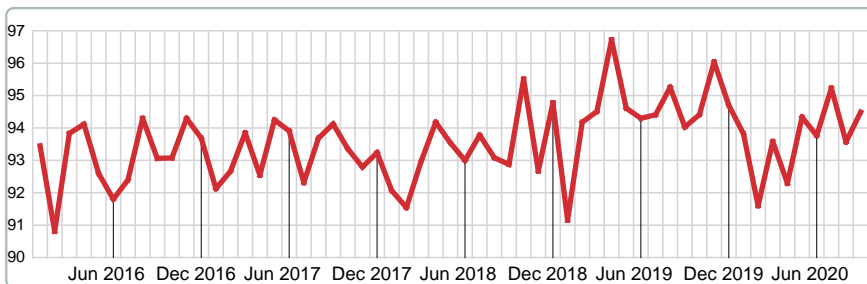
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

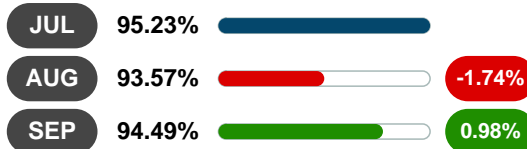


3 MONTHS

5 year SEP AVG = 93.72%

High Apr 2019 96.72% Low Feb 2016 90.81%

Average Sold/List Ratio this month at **94.49%**
equal to 5 yr SEP average of **93.72%**



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
\$25,000 and less	8	5.26%	81.39%	81.39%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	15	9.87%	88.00%	88.59%	84.13%	0.00%	0.00%
\$50,001 - \$100,000	30	19.74%	92.08%	91.44%	91.88%	102.80%	0.00%
\$100,001 - \$175,000	42	27.63%	97.01%	96.20%	96.46%	98.95%	0.00%
\$175,001 - \$275,000	19	12.50%	97.04%	94.54%	98.91%	95.93%	101.49%
\$275,001 - \$375,000	20	13.16%	97.76%	95.92%	97.33%	99.02%	100.00%
\$375,001 and up	18	11.84%	97.53%	91.82%	99.27%	96.63%	99.25%
Average Sold/List Ratio		94.50%		90.39%	95.56%	97.99%	100.00%
Total Closed Units		152	100%	49	69	30	4
Total Closed Volume		27,593,025		5.21M	12.46M	8.65M	1.27M

September 2020



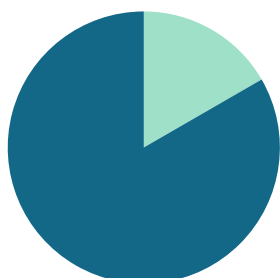
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

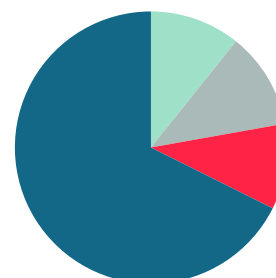


Inventory
 New Listings
232 = 16.67%
 Start Inventory
1,160
 Total Inventory Units
1,392
 Volume
\$257,488,897

Market Activity

Closed Sales
152 = 10.74%
 Pending Sales
162 = 11.45%
 Other Off Market
144 = 10.18%
 Active Inventory
957 = 67.63%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	112	152	35.71%	948	1,053	11.08%
Pending Sales	71	162	128.17%	970	1,295	33.51%
New Listings	289	232	-19.72%	2,700	2,454	-9.11%
Average List Price	123,025	188,379	53.12%	139,254	155,924	11.97%
Average Sale Price	116,124	181,533	56.33%	131,398	148,260	12.83%
Average Percent of Selling Price to List Price	94.03%	94.49%	0.49%	94.53%	93.75%	-0.82%
Average Days on Market to Sale	70.87	67.33	-4.99%	64.63	63.19	-2.24%
Monthly Inventory	1,435	957	-33.31%	1,435	957	-33.31%
Months Supply of Inventory	13.70	8.70	-36.49%	13.70	8.70	-36.49%

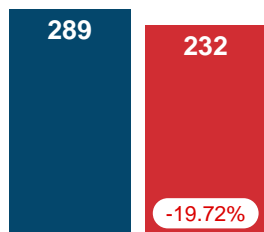
Absorption: Last 12 months, an Average of **110** Sales/Month

Inventory on September 30, 2020 = **957** 2019 2020

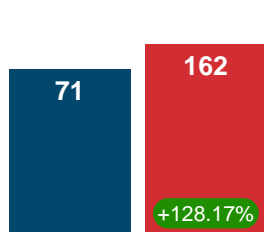
SEPTEMBER MARKET

AVERAGE PRICES

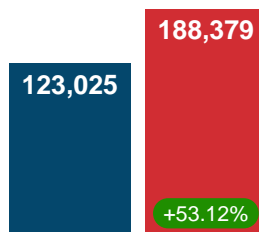
New Listings



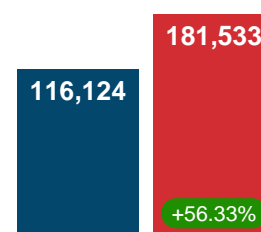
Pending Listings



List Price



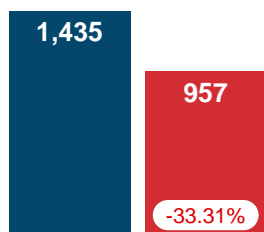
Sale Price



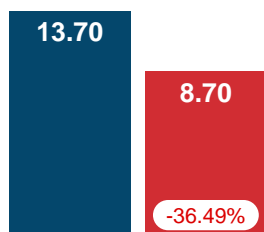
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

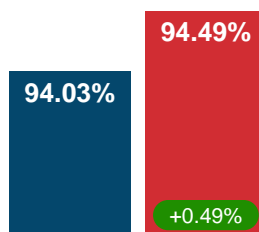
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

