

September 2020



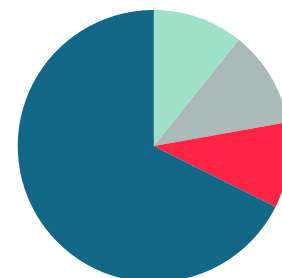
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



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%
Median List Price	96,500	139,900	44.97%
Median Sale Price	90,000	135,250	50.28%
Median Percent of Selling Price to List Price	94.55%	96.52%	2.09%
Median Days on Market to Sale	60.00	41.00	-31.67%
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.

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 **50.28%** in September 2020 to \$135,250 versus the previous year at \$90,000.

Median Days on Market Shortens

The median number of **41.00** days that homes spent on the market before selling decreased by 19.00 days or **31.67%** in September 2020 compared to last year's same month at **60.00** DOM.

Sales Success for September 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 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 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

September 2020



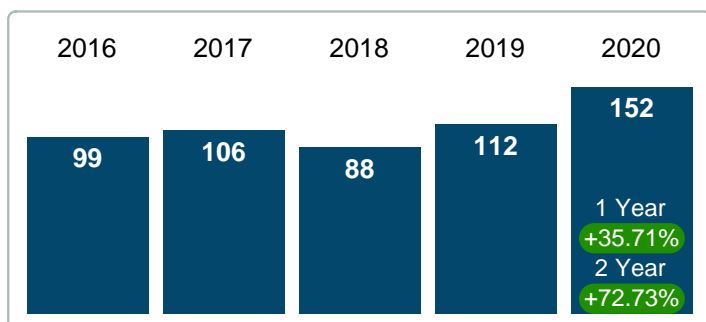
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pottawatomie



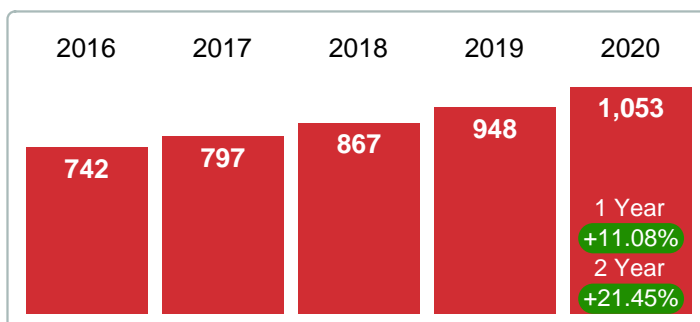
CLOSED LISTINGS

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

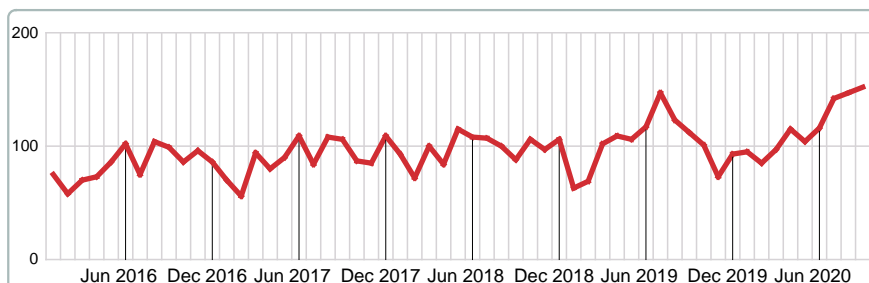
SEPTEMBER



YEAR TO DATE (YTD)

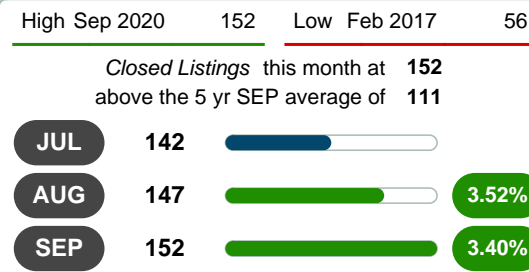


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 111



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.58%	85.5	10	0	0	0
\$30,001 - \$70,000	24	15.79%	93.0	15	9	0	0
\$70,001 - \$100,000	19	12.50%	45.0	7	11	1	0
\$100,001 - \$170,000	38	25.00%	19.0	7	23	8	0
\$170,001 - \$280,000	24	15.79%	34.0	6	10	7	1
\$280,001 - \$380,000	19	12.50%	41.0	3	10	5	1
\$380,001 and up	18	11.84%	36.0	1	6	9	2
Total Closed Units	152			49	69	30	4
Total Closed Volume	27,593,025	100%	41.0	5.21M	12.46M	8.65M	1.27M
Median Closed Price	\$135,250			\$65,000	\$140,000	\$277,500	\$342,950

September 2020



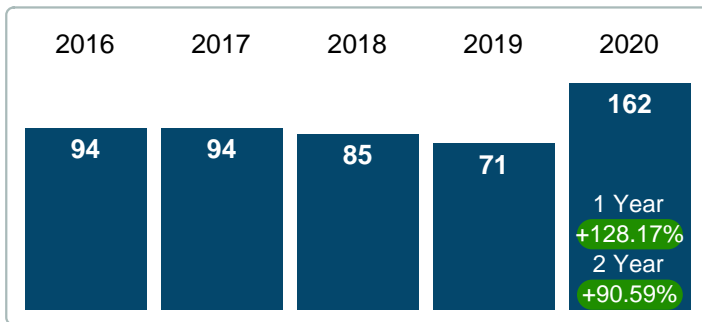
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



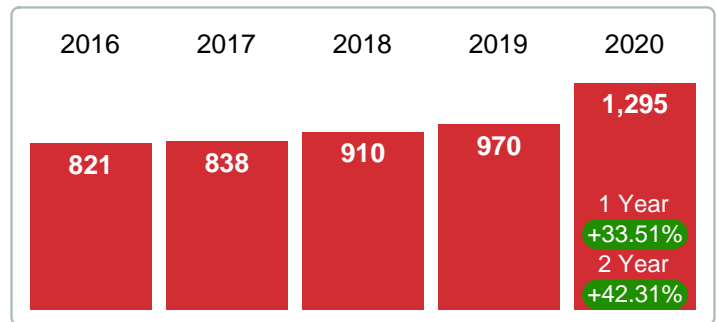
PENDING LISTINGS

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

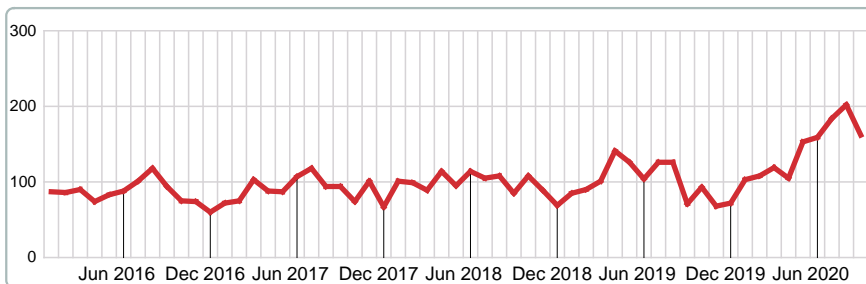
SEPTEMBER



YEAR TO DATE (YTD)

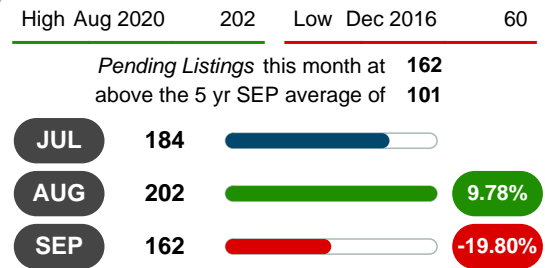


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 101



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	16	9.88%	47.0	14	2	0	0
\$30,001 - \$70,000	21	12.96%	73.0	15	5	1	0
\$70,001 - \$90,000	18	11.11%	101.0	8	9	1	0
\$90,001 - \$180,000	47	29.01%	14.0	16	24	5	2
\$180,001 - \$250,000	24	14.81%	41.0	8	11	5	0
\$250,001 - \$350,000	19	11.73%	58.0	5	10	4	0
\$350,001 and up	17	10.49%	77.0	4	5	6	2
Total Pending Units	162			70	66	22	4
Total Pending Volume	30,068,488	100%	46.0	10.20M	12.19M	6.26M	1.42M
Median Listing Price	\$147,000			\$88,250	\$152,500	\$234,900	\$265,000

September 2020



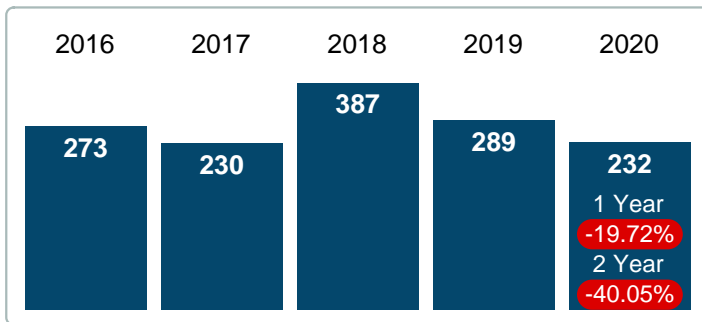
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pottawatomie



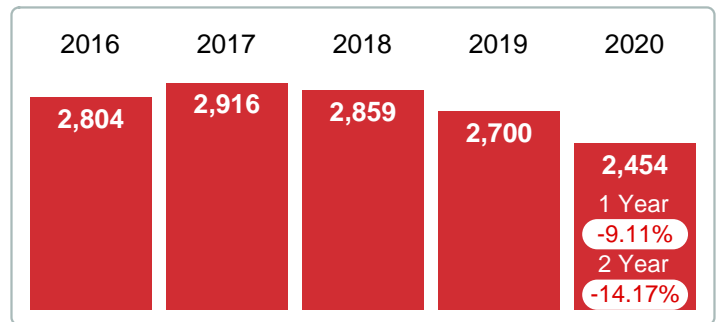
NEW LISTINGS

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

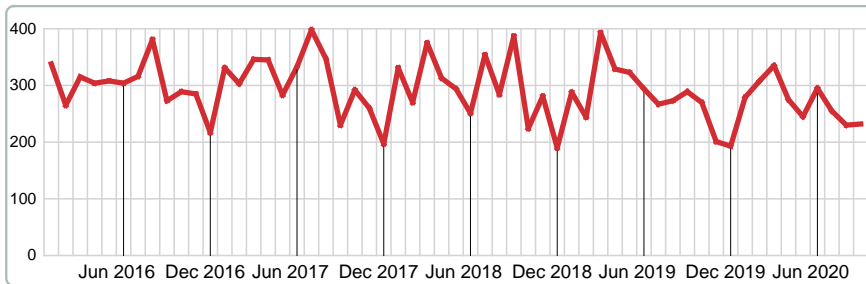
SEPTEMBER



YEAR TO DATE (YTD)

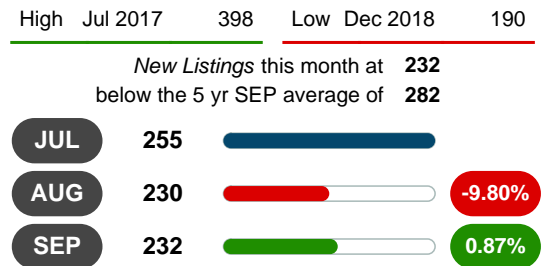


5 YEAR MARKET ACTIVITY TRENDS



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
\$20,000 and less	20	8.62%	18	2	0	0
\$20,001 - \$50,000	26	11.21%	18	7	0	1
\$50,001 - \$90,000	33	14.22%	19	12	2	0
\$90,001 - \$180,000	67	28.88%	28	32	6	1
\$180,001 - \$250,000	32	13.79%	11	12	9	0
\$250,001 - \$360,000	32	13.79%	10	12	9	1
\$360,001 and up	22	9.48%	9	7	5	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
Median New Listed Listing Price	\$129,900		\$95,000	\$142,200	\$239,000	\$219,900

September 2020



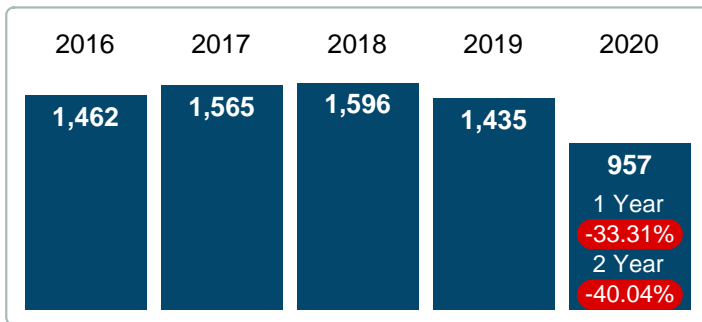
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pottawatomie



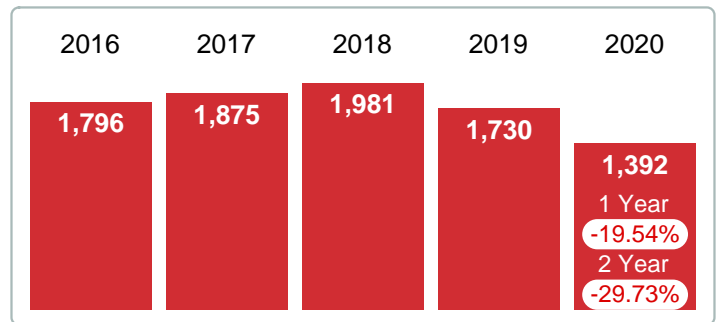
ACTIVE INVENTORY

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

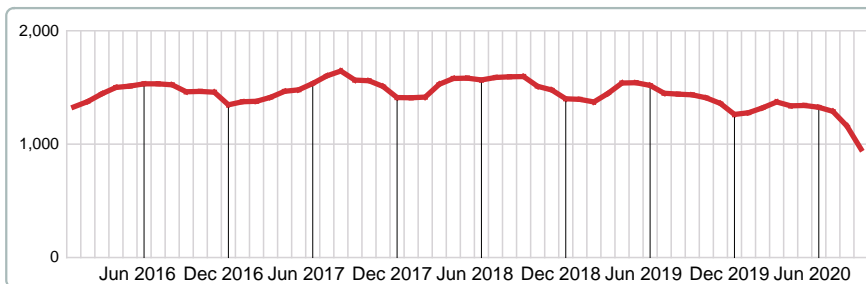
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

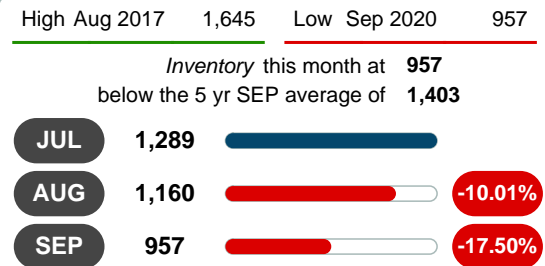


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,403



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	36	3.76%	119.0	25	9	1	1
\$10,001 - \$30,000	145	15.15%	135.0	138	7	0	0
\$30,001 - \$60,000	154	16.09%	97.0	133	19	1	1
\$60,001 - \$130,000	244	25.50%	97.0	156	77	10	1
\$130,001 - \$230,000	153	15.99%	72.0	73	58	20	2
\$230,001 - \$410,000	129	13.48%	56.0	54	41	26	8
\$410,001 and up	96	10.03%	87.0	39	18	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
Median Active Inventory Listing Price			\$96,900	\$65,000	\$134,900	\$289,900	\$399,000

September 2020



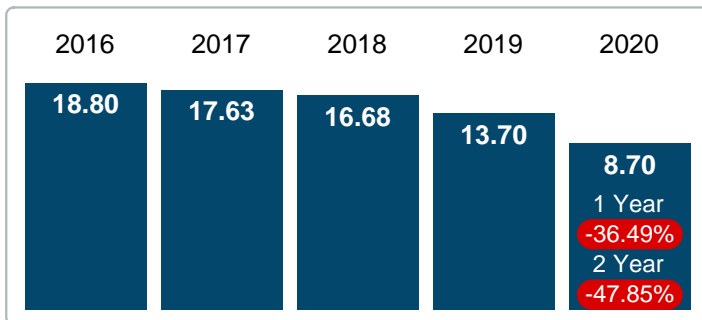
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



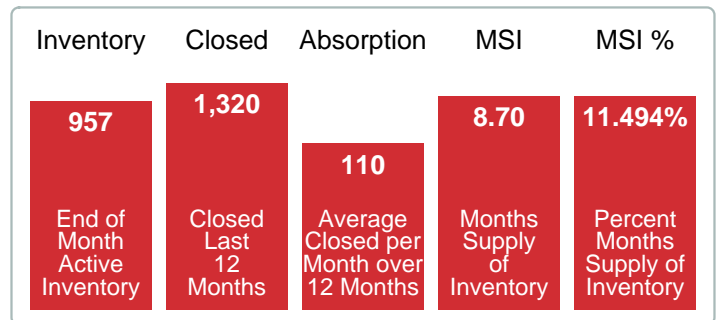
MONTHS SUPPLY of INVENTORY (MSI)

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

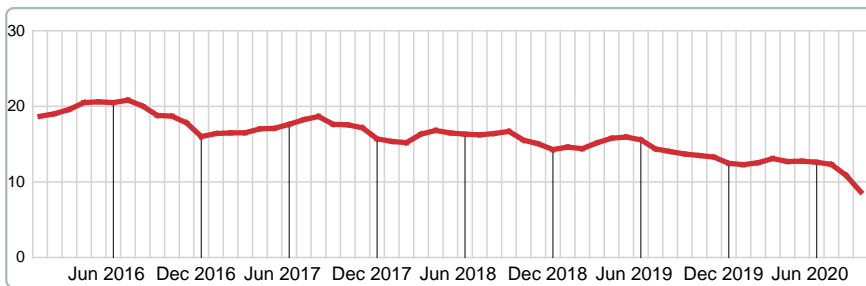
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

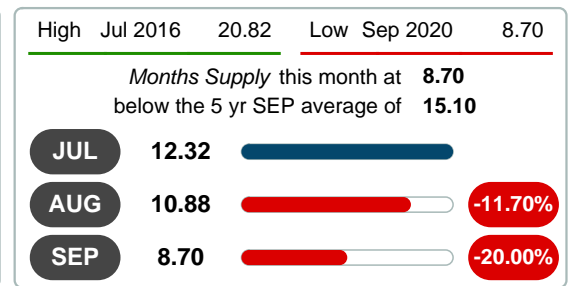


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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

September 2020



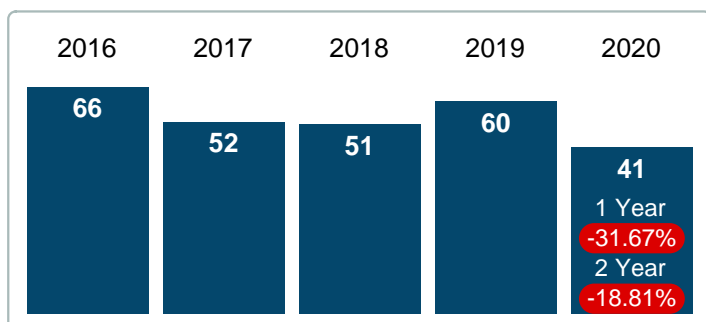
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



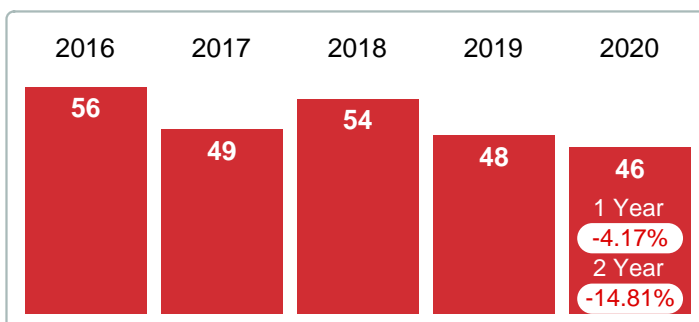
MEDIAN DAYS ON MARKET TO SALE

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

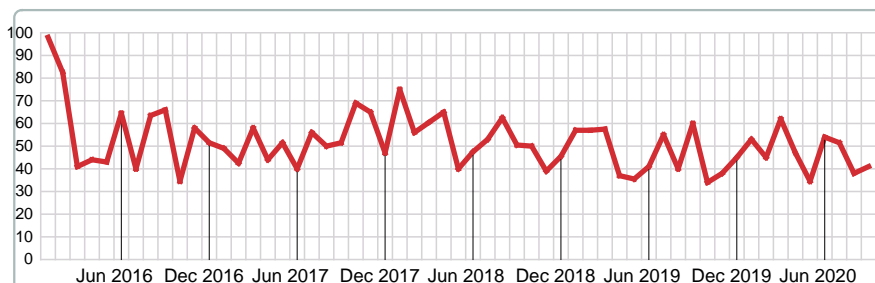
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

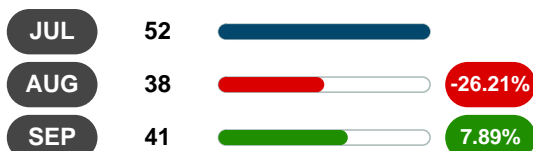


3 MONTHS

5 year SEP AVG = 54

High Jan 2016 98 Low Oct 2019 34

Median Days on Market to Sale this month at 41 below the 5 yr SEP average of 54



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	6.58%	86	86	0	0	0
\$30,001 - \$70,000	15.79%	93	94	78	0	0
\$70,001 - \$100,000	12.50%	45	10	56	105	0
\$100,001 - \$170,000	25.00%	19	11	16	32	0
\$170,001 - \$280,000	15.79%	34	23	82	27	4
\$280,001 - \$380,000	12.50%	41	78	53	22	9
\$380,001 and up	11.84%	36	166	14	85	125
Median Closed DOM		41	68	40	34	59
Total Closed Units	100%	152	49	69	30	4
Total Closed Volume		27,593,025	5.21M	12.46M	8.65M	1.27M

September 2020



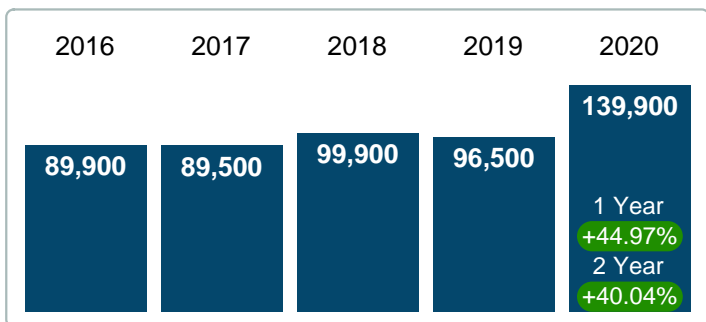
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



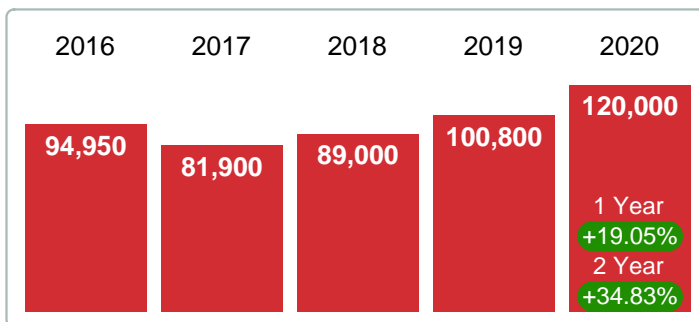
MEDIAN LIST PRICE AT CLOSING

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

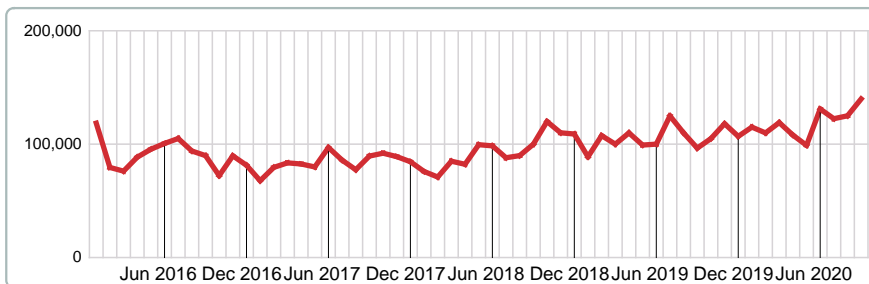
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 103,140

High Sep 2020 139,900 Low Jan 2017 67,750
 Median List Price at Closing this month at **139,900**
 above the 5 yr SEP average of **103,140**

Month	Median List Price	% Change
JUL	122,450	
AUG	125,000	2.08%
SEP	139,900	11.92%

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	5.26%	17,500	17,500	0	0	0
\$30,001 - \$70,000	26	17.11%	52,450	49,000	62,000	0	0
\$70,001 - \$100,000	15	9.87%	86,000	80,000	89,900	74,900	0
\$100,001 - \$170,000	41	26.97%	129,900	130,000	128,700	129,900	0
\$170,001 - \$280,000	25	16.45%	224,500	238,750	207,250	199,900	174,900
\$280,001 - \$380,000	20	13.16%	341,500	326,000	345,000	324,450	339,450
\$380,001 and up	17	11.18%	479,000	599,000	442,000	485,000	419,000
Median List Price			139,900	69,999	145,000	279,950	339,450
Total Closed Units		100%	139,900	49	69	30	4
Total Closed Volume			28,633,618	5.59M	12.88M	8.89M	1.27M

September 2020



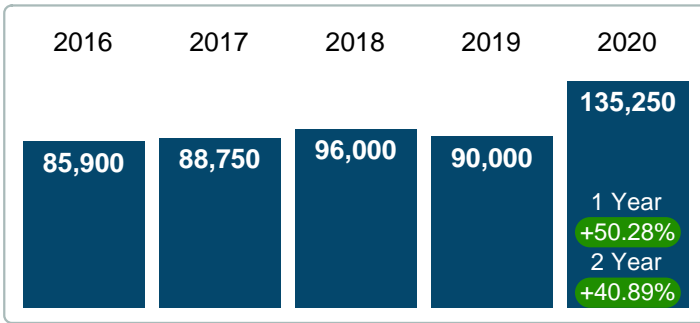
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



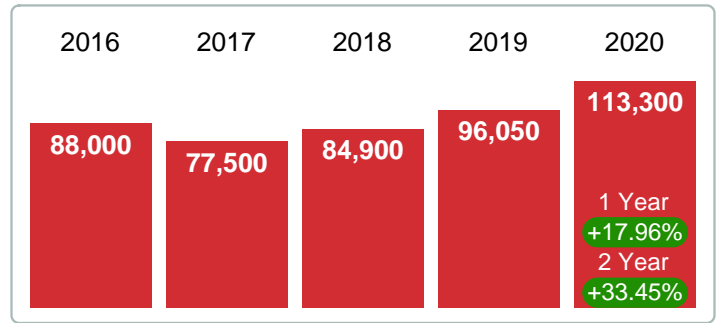
MEDIAN SOLD PRICE AT CLOSING

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

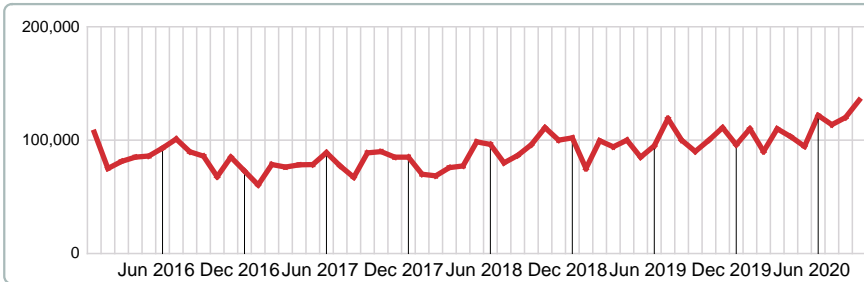
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

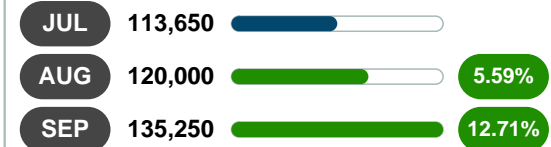


3 MONTHS

5 year SEP AVG = 99,180

High Sep 2020 135,250 Low Jan 2017 60,500

Median Sold Price at Closing this month at 135,250 above the 5 yr SEP average of 99,180



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	6.58%	20,000	20,000	0	0	
\$30,001 - \$70,000	24	15.79%	48,500	42,000	55,000	0	
\$70,001 - \$100,000	19	12.50%	84,000	86,000	84,000	77,000	
\$100,001 - \$170,000	38	25.00%	129,950	135,000	135,000	129,450	
\$170,001 - \$280,000	24	15.79%	211,250	220,000	208,000	193,000	
\$280,001 - \$380,000	19	12.50%	320,000	312,000	328,500	349,900	
\$380,001 and up	18	11.84%	447,500	550,000	435,000	480,000	
Median Sold Price		135,250	65,000	140,000	277,500	342,950	
Total Closed Units		152	100%	135,250	49	69	30
Total Closed Volume		27,593,025			5.21M	12.46M	8.65M

September 2020



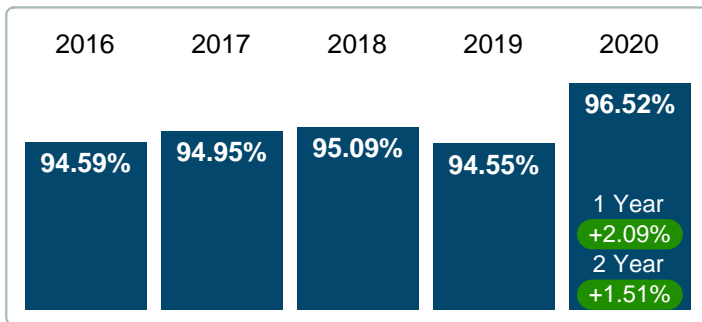
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



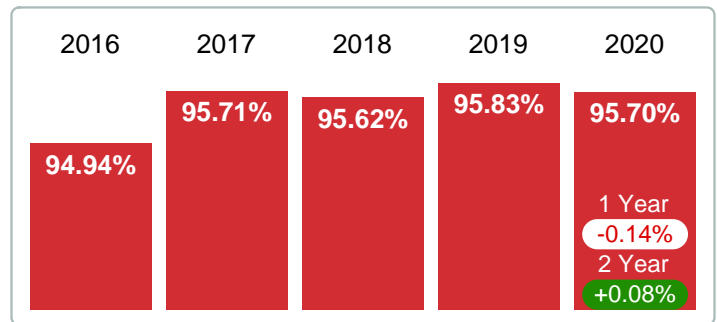
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

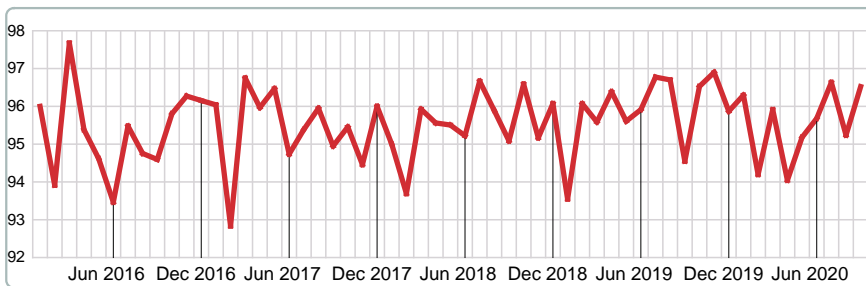
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

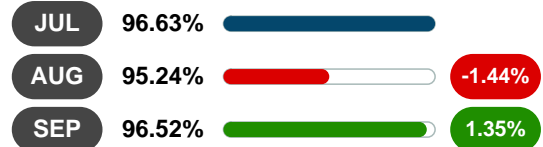


3 MONTHS

5 year SEP AVG = 95.14%

High Mar 2016 97.67% Low Feb 2017 92.84%

Median Sold/List Ratio this month at **96.52%**
above the 5 yr SEP average of **95.14%**



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	10	6.58%	85.04%	85.04%	0.00%	0.00%	0.00%	
\$30,001 - \$70,000	24	15.79%	88.75%	89.74%	85.48%	0.00%	0.00%	
\$70,001 - \$100,000	19	12.50%	96.39%	97.62%	92.32%	102.80%	0.00%	
\$100,001 - \$170,000	38	25.00%	97.30%	97.61%	96.50%	99.62%	0.00%	
\$170,001 - \$280,000	24	15.79%	96.85%	94.26%	96.60%	98.11%	101.49%	
\$280,001 - \$380,000	19	12.50%	98.63%	95.71%	97.99%	99.68%	100.00%	
\$380,001 and up	18	11.84%	97.91%	91.82%	99.45%	96.99%	99.25%	
Median Sold/List Ratio		96.52%		91.82%	96.67%	98.80%	100.74%	
Total Closed Units		152	100%	96.52%	49	69	30	4
Total Closed Volume		27,593,025			5.21M	12.46M	8.65M	1.27M

September 2020



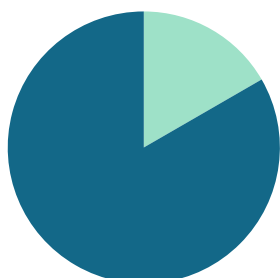
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pottawatomie



MARKET SUMMARY

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

INVENTORY

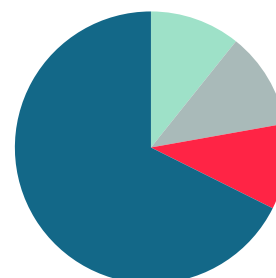


Inventory
 New Listings
232 = 16.67%
 Start Inventory
1,160
 Total Inventory Units
1,392
 Volume
\$257,488,897

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%
Median List Price	96,500	139,900	44.97%	100,800	120,000	19.05%
Median Sale Price	90,000	135,250	50.28%	96,050	113,300	17.96%
Median Percent of Selling Price to List Price	94.55%	96.52%	2.09%	95.83%	95.70%	-0.14%
Median Days on Market to Sale	60.00	41.00	-31.67%	48.00	46.00	-4.17%
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

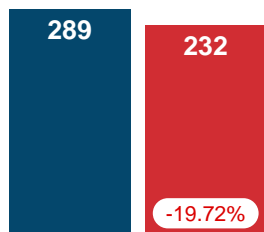
Inventory on September 30, 2020 = **957**

2019 **2020**

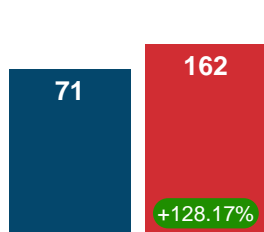
SEPTEMBER MARKET

MEDIAN PRICES

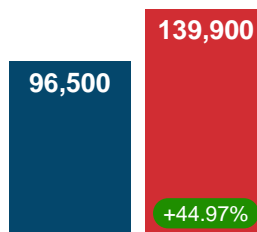
New Listings



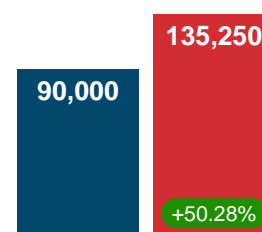
Pending Listings



List Price



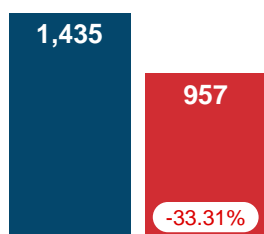
Sale Price



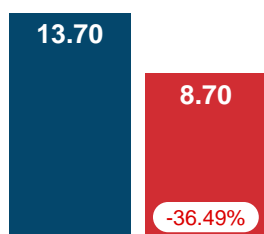
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

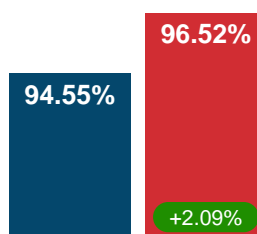
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

