

## December 2020



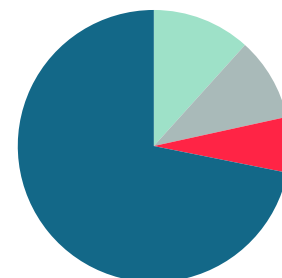
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



### MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	95	142	49.47%
Pending Listings	76	120	57.89%
New Listings	198	146	-26.26%
Average List Price	151,400	249,212	64.61%
Average Sale Price	137,777	221,207	60.55%
Average Percent of Selling Price to List Price	94.86%	96.00%	1.20%
Average Days on Market to Sale	64.02	64.16	0.22%
End of Month Inventory	1,291	873	-32.38%
Months Supply of Inventory	12.52	6.92	-44.71%



■ Closed (11.69%)  
■ Pending (9.88%)  
■ Other OffMarket (6.58%)  
■ Active (71.85%)

**Absorption:** Last 12 months, an Average of **126** Sales/Month  
**Active Inventory** as of December 31, 2020 = **873**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **32.38%** to 873 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **6.92** 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 **60.55%** in December 2020 to \$221,207 versus the previous year at \$137,777.

##### Average Days on Market Lengthens

The average number of **64.16** days that homes spent on the market before selling increased by 0.14 days or **0.22%** in December 2020 compared to last year's same month at **64.02** DOM.

##### Sales Success for December 2020 is Positive

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

There were 146 New Listings in December 2020, down **26.26%** from last year at 198. Furthermore, there were 142 Closed Listings this month versus last year at 95, a **49.47%** increase.

Closed versus Listed trends yielded a **97.3%** ratio, up from previous year's, December 2019, at **48.0%**, a **102.71%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

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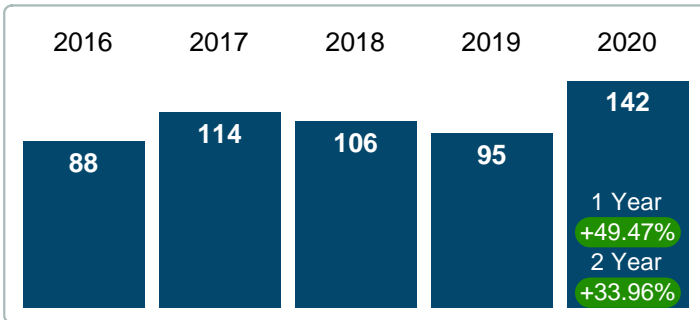
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



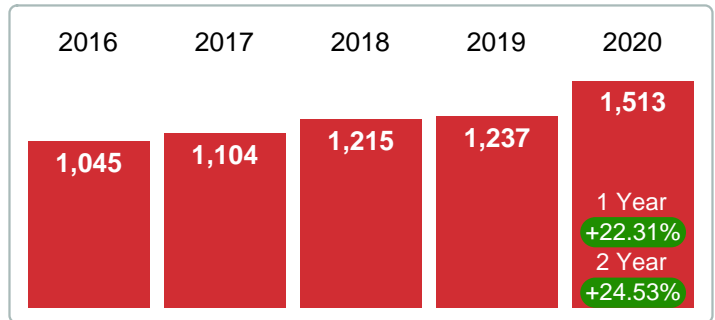
## CLOSED LISTINGS

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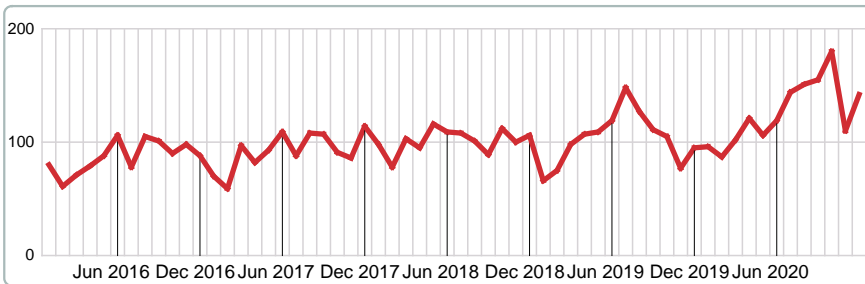
### DECEMBER



### YEAR TO DATE (YTD)

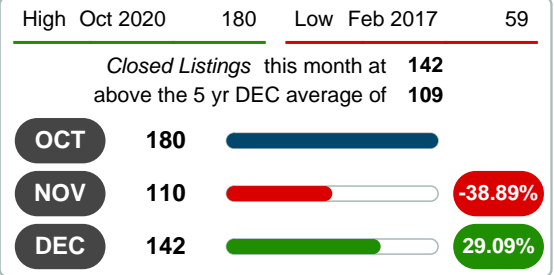


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 109



### 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	5.63%	74.9	8	0	0	0
\$25,001 - \$50,000	16	11.27%	47.6	10	6	0	0
\$50,001 - \$75,000	10	7.04%	75.9	7	3	0	0
\$75,001 - \$150,000	53	37.32%	58.1	18	29	6	0
\$150,001 - \$325,000	24	16.90%	82.5	7	10	5	2
\$325,001 - \$525,000	15	10.56%	87.3	3	6	4	2
\$525,001 and up	16	11.27%	39.1	3	1	5	7
<b>Total Closed Units</b>	<b>142</b>			<b>56</b>	<b>55</b>	<b>20</b>	<b>11</b>
<b>Total Closed Volume</b>	<b>31,411,400</b>	<b>100%</b>	<b>64.2</b>	<b>7.94M</b>	<b>9.07M</b>	<b>6.87M</b>	<b>7.53M</b>
<b>Average Closed Price</b>	<b>\$221,207</b>			<b>\$141,761</b>	<b>\$164,911</b>	<b>\$343,715</b>	<b>\$684,400</b>

# December 2020



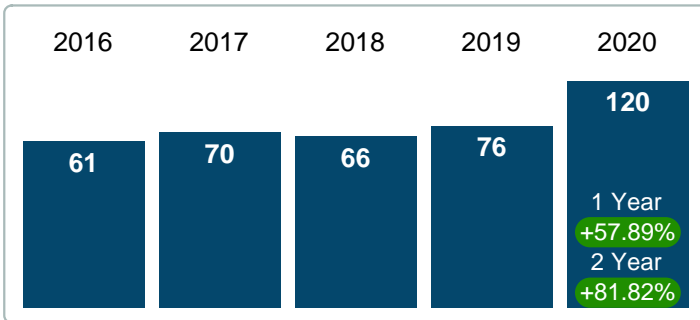
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



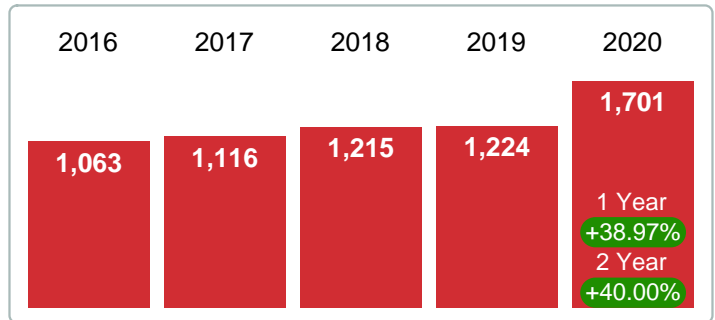
## PENDING LISTINGS

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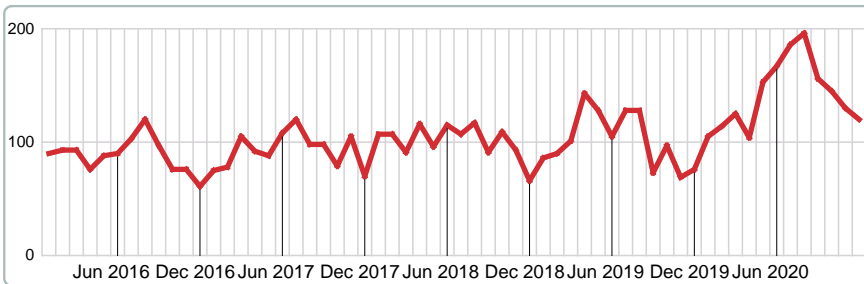
### DECEMBER



### YEAR TO DATE (YTD)

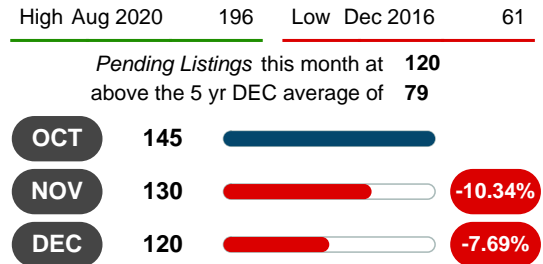


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 79



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.50%	130.0	9	0	0	0
\$25,001 - \$50,000	12	10.00%	110.7	11	1	0	0
\$50,001 - \$75,000	18	15.00%	94.3	14	4	0	0
\$75,001 - \$125,000	20	16.67%	73.5	10	10	0	0
\$125,001 - \$200,000	33	27.50%	58.8	6	21	6	0
\$200,001 - \$400,000	16	13.33%	86.9	4	8	3	1
\$400,001 and up	12	10.00%	79.6	2	7	2	1
<b>Total Pending Units</b>	<b>120</b>			<b>56</b>	<b>51</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>25,203,475</b>	<b>100%</b>	<b>111.2</b>	<b>6.52M</b>	<b>10.64M</b>	<b>3.75M</b>	<b>4.30M</b>
<b>Average Listing Price</b>	<b>\$546,544</b>			<b>\$116,455</b>	<b>\$208,586</b>	<b>\$340,464</b>	<b>\$2,149,500</b>

# December 2020



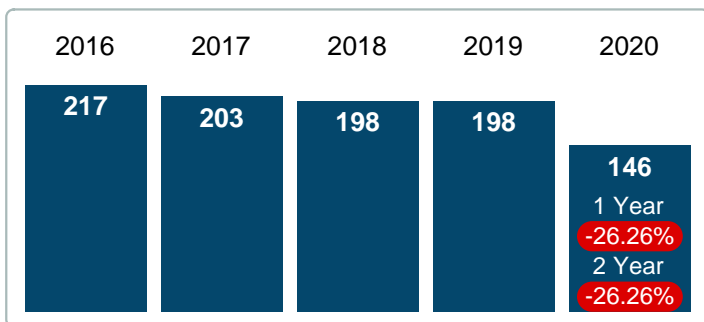
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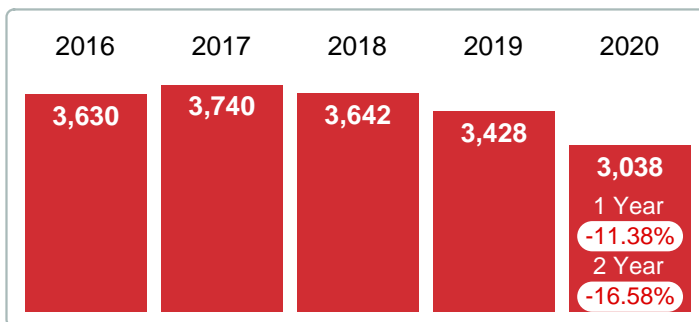
## NEW LISTINGS

Report produced on Jan 11, 2021 for MLS Technology Inc.

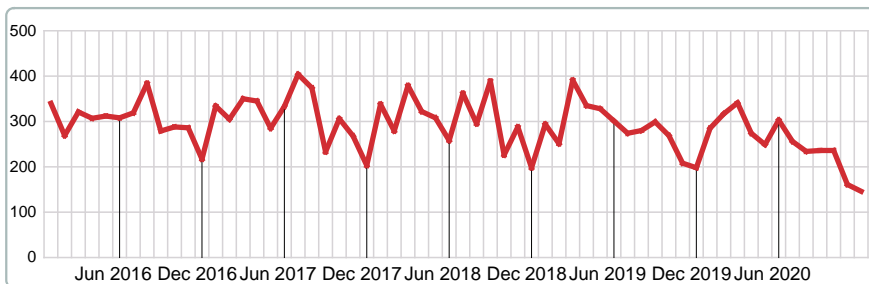
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

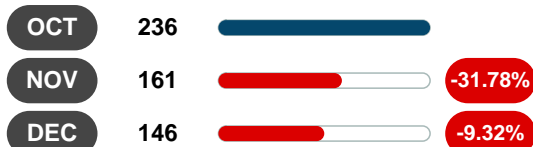


### 3 MONTHS

5 year DEC AVG = 192

High Jul 2017 404 Low Dec 2020 146

New Listings this month at 146  
below the 5 yr DEC average of 192



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	22	15.07%	21	1	0	0
\$25,001-\$25,000	0	0.00%	0	0	0	0
\$25,001-\$100,000	62	42.47%	46	14	2	0
\$100,001-\$175,000	23	15.75%	5	16	2	0
\$175,001-\$350,000	25	17.12%	15	9	0	1
\$350,001 and up	14	9.59%	7	4	2	1
<b>Total New Listed Units</b>	<b>146</b>		<b>94</b>	<b>44</b>	<b>6</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>25,384,074</b>	<b>100%</b>	<b>15.60M</b>	<b>7.79M</b>	<b>1.36M</b>	<b>627.60K</b>
<b>Average New Listed Listing Price</b>	<b>\$632,458</b>		<b>\$165,938</b>	<b>\$177,130</b>	<b>\$227,433</b>	<b>\$313,800</b>

# December 2020



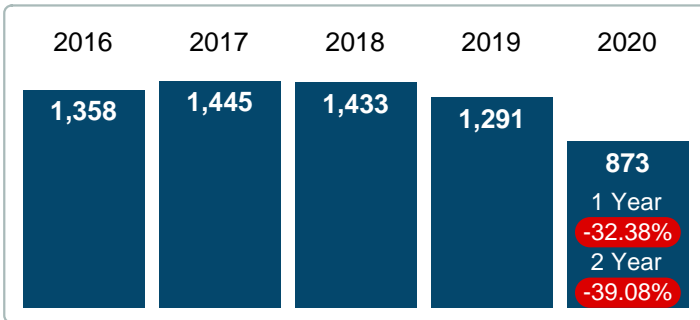
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



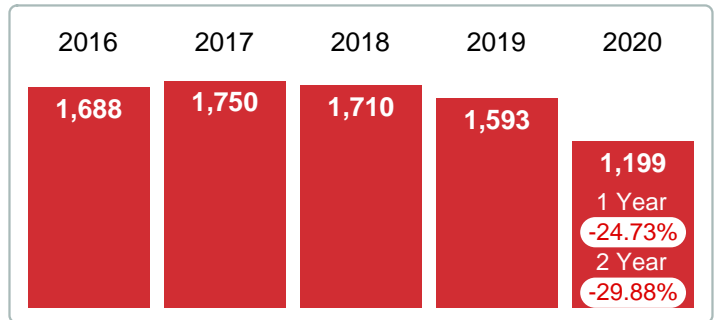
## ACTIVE INVENTORY

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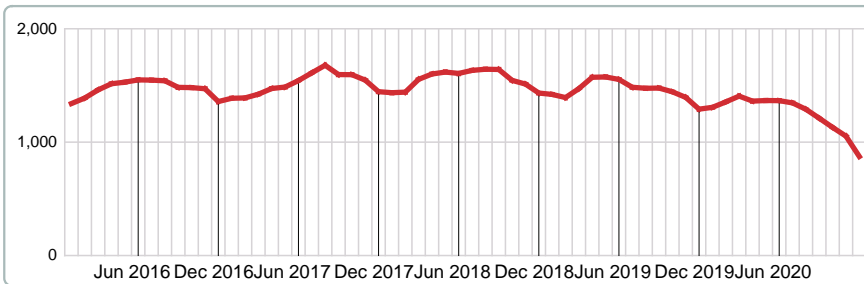
### END OF DECEMBER



### ACTIVE DURING DECEMBER

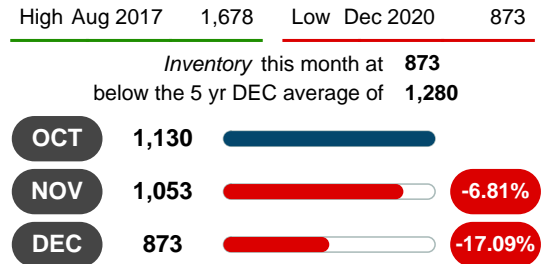


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,280



### 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	165	18.90%	147.6	149	14	1	1
\$25,001-\$50,000	152	17.41%	135.2	136	14	1	1
\$50,001-\$125,000	218	24.97%	158.3	140	67	10	1
\$125,001-\$200,000	133	15.23%	139.7	70	50	12	1
\$200,001-\$425,000	120	13.75%	110.7	63	29	21	7
\$425,001 and up	85	9.74%	110.2	37	17	20	11
Total Active Inventory by Units			873	595	191	65	22
Total Active Inventory by Volume			162,338,649	89.66M	36.54M	21.83M	14.31M
Average Active Inventory Listing Price			\$185,955	\$150,687	\$191,308	\$335,873	\$650,368

# December 2020



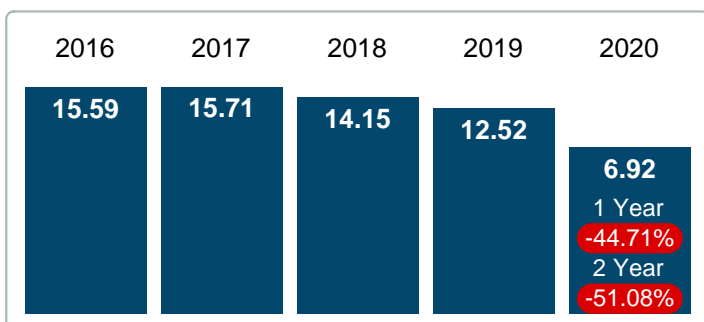
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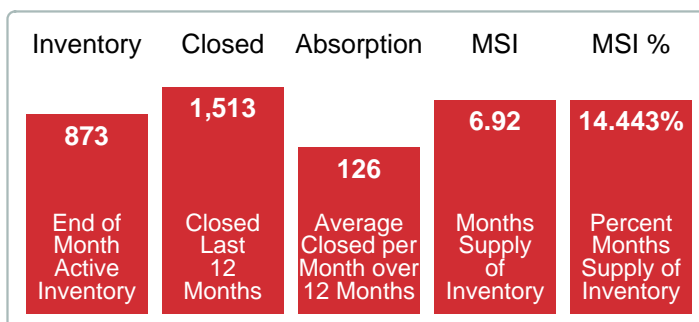
## MONTHS SUPPLY of INVENTORY (MSI)

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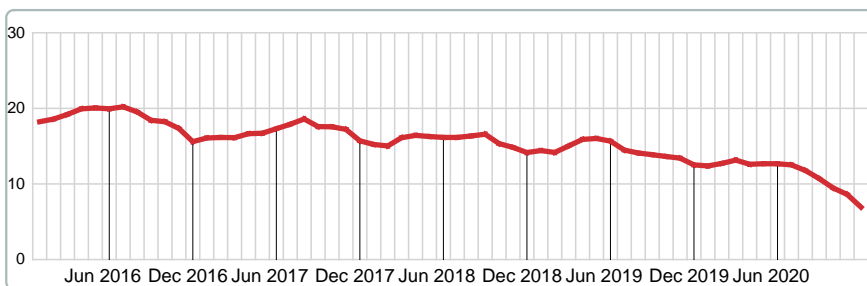
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020

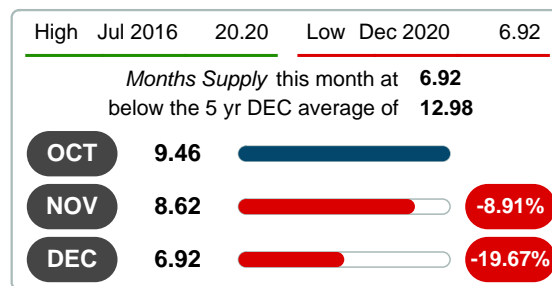


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 12.98



### 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	44	5.04%	11.23	9.47	18.00	12.00	0.00
\$10,001 - \$30,000	147	16.84%	13.07	16.38	2.07	0.00	0.00
\$30,001 - \$50,000	126	14.43%	11.37	15.95	3.14	2.40	12.00
\$50,001 - \$120,000	206	23.60%	5.32	7.71	3.38	3.72	12.00
\$120,001 - \$220,000	156	17.87%	4.70	12.28	2.68	2.63	1.71
\$220,001 - \$420,000	106	12.14%	5.34	12.94	2.68	4.15	5.14
\$420,001 and up	88	10.08%	10.89	24.67	7.56	6.60	12.00
Market Supply of Inventory (MSI)			6.92	12.21	3.27	4.06	7.33
Total Active Inventory by Units		100%	6.92	595	191	65	22

# December 2020



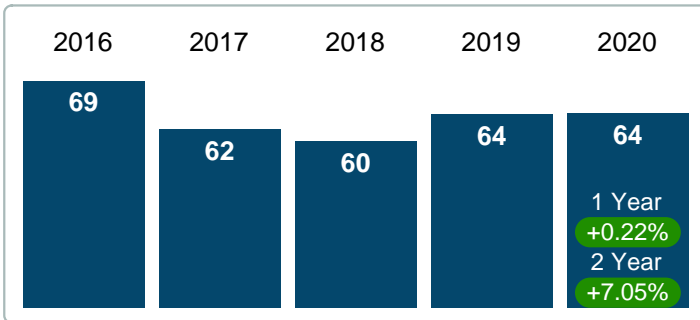
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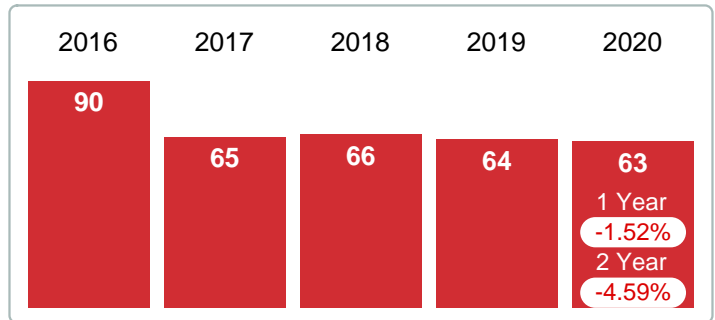
## AVERAGE DAYS ON MARKET TO SALE

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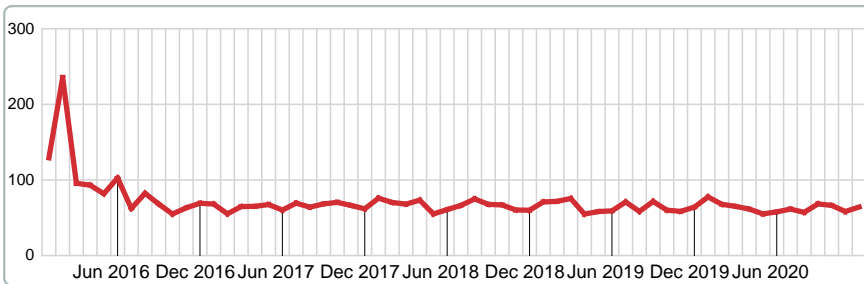
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

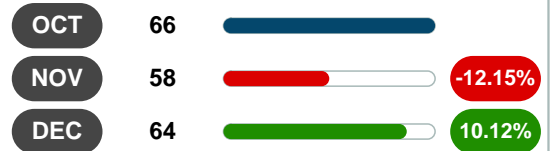


### 3 MONTHS

5 year DEC AVG = 64

High Feb 2016 235 Low Apr 2019 55

Average Days on Market to Sale this month at 64 equal to 5 yr DEC 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		
\$25,000 and less	8	5.63%	75	75	0	0		
\$25,001 - \$50,000	16	11.27%	48	43	55	0		
\$50,001 - \$75,000	10	7.04%	76	94	35	0		
\$75,001 - \$150,000	53	37.32%	58	108	30	47		
\$150,001 - \$325,000	24	16.90%	82	115	58	84		
\$325,001 - \$525,000	15	10.56%	87	89	93	105		
\$525,001 and up	16	11.27%	39	19	4	41		
<b>Average Closed DOM</b>		64		85	44	66	54	
<b>Total Closed Units</b>		142	100%	64	56	55	20	11
<b>Total Closed Volume</b>		31,411,400		7.94M	9.07M	6.87M	7.53M	

# December 2020



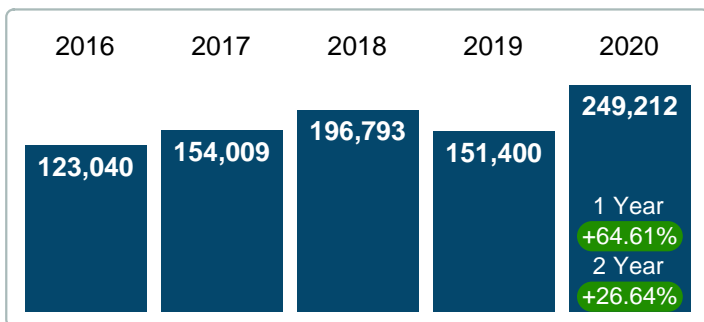
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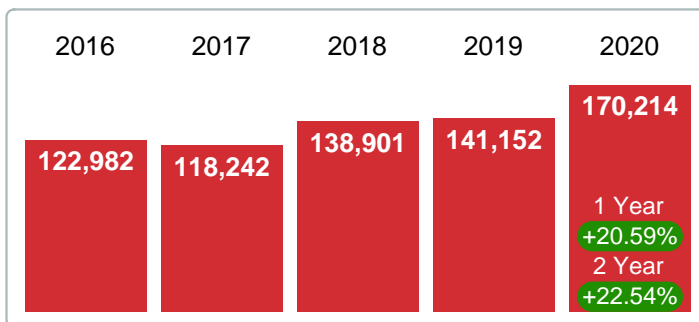
## AVERAGE LIST PRICE AT CLOSING

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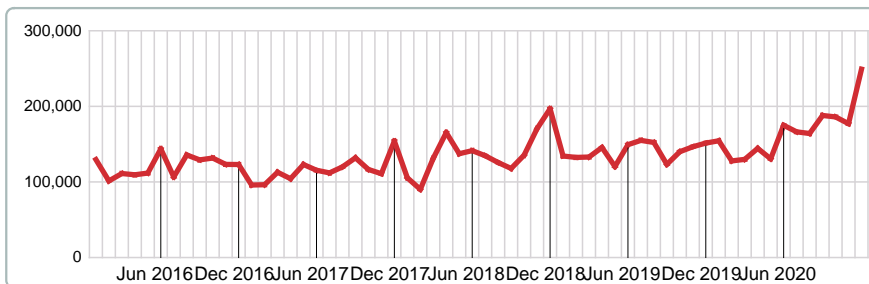
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 174,891

High Dec 2020 249,212    Low Feb 2018 90,220

Average List Price at Closing this month at **249,212**  
above the 5 yr DEC average of **174,891**

- OCT** 186,037
- NOV** 177,093 -4.81%
- DEC** 249,212 40.72%

### 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	4.23%	13,417	16,831	0	0	0
\$25,001 - \$50,000	10.56%	36,097	37,940	45,133	0	0
\$50,001 - \$75,000	8.45%	63,633	69,400	64,967	0	0
\$75,001 - \$150,000	36.62%	108,885	96,517	119,993	112,467	0
\$150,001 - \$325,000	16.20%	220,848	240,557	235,760	246,900	265,750
\$325,001 - \$525,000	11.97%	391,850	447,385	392,500	428,500	381,200
\$525,001 and up	11.97%	976,451	1,102,037	550,000	691,730	1,247,843
<b>Average List Price</b>		<b>249,212</b>	<b>161,952</b>	<b>167,420</b>	<b>354,098</b>	<b>911,709</b>
<b>Total Closed Units</b>	100%	<b>249,212</b>	<b>56</b>	<b>55</b>	<b>20</b>	<b>11</b>
<b>Total Closed Volume</b>		<b>35,388,164</b>	<b>9.07M</b>	<b>9.21M</b>	<b>7.08M</b>	<b>10.03M</b>



# December 2020



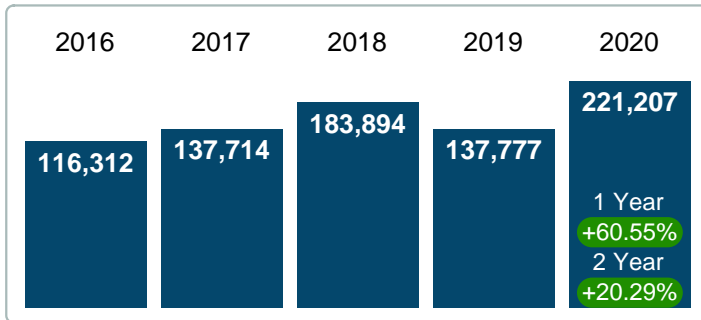
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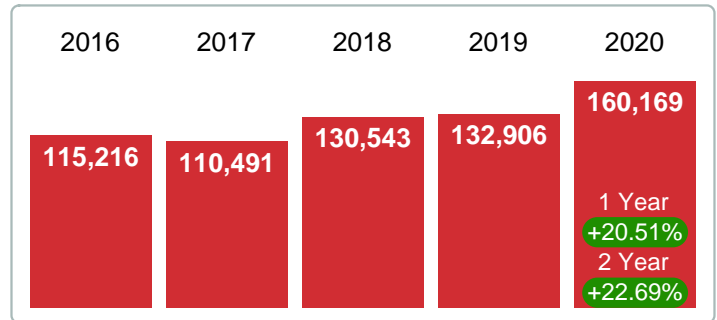
## AVERAGE SOLD PRICE AT CLOSING

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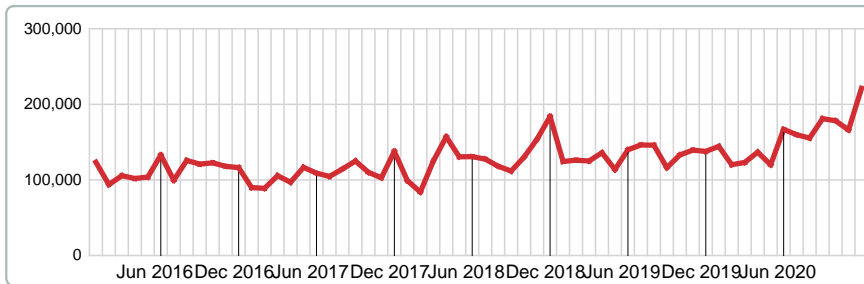
### DECEMBER



### YEAR TO DATE (YTD)

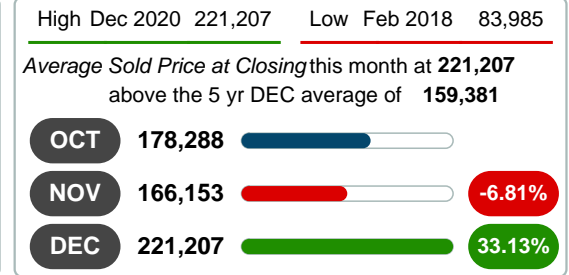


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 159,381



### 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	5.63%	15,188	0	0	0
\$25,001 - \$50,000	16	11.27%	35,070	40,833	0	0
\$50,001 - \$75,000	10	7.04%	66,057	59,467	0	0
\$75,001 - \$150,000	53	37.32%	96,667	117,597	106,900	0
\$150,001 - \$325,000	24	16.90%	227,000	227,940	223,980	255,000
\$325,001 - \$525,000	15	10.56%	456,667	401,167	420,750	381,200
\$525,001 and up	16	11.27%	768,333	550,000	686,000	893,714
<b>Average Sold Price</b>		<b>221,207</b>	<b>141,761</b>	<b>164,911</b>	<b>343,715</b>	<b>684,400</b>
<b>Total Closed Units</b>		<b>142</b>	<b>56</b>	<b>55</b>	<b>20</b>	<b>11</b>
<b>Total Closed Volume</b>		<b>31,411,400</b>	<b>7.94M</b>	<b>9.07M</b>	<b>6.87M</b>	<b>7.53M</b>

# December 2020



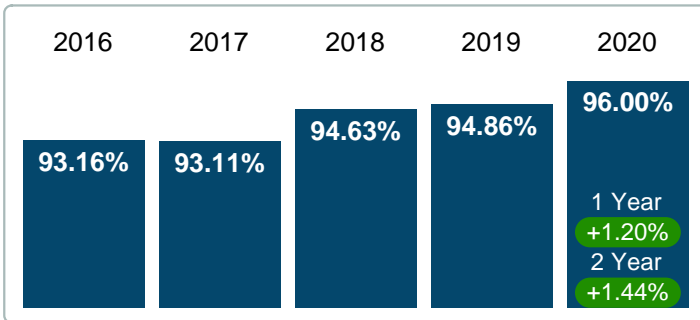
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



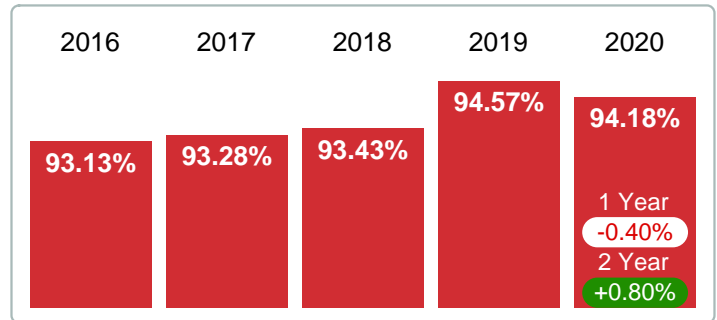
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2021 for MLS Technology Inc.

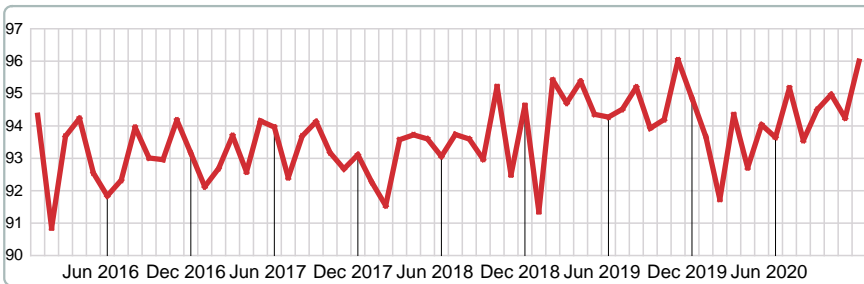
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

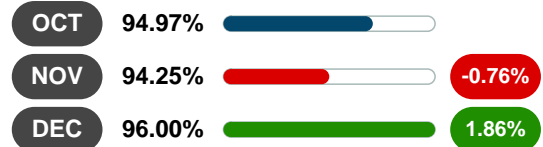


### 3 MONTHS

5 year DEC AVG = 94.35%

High Nov 2019 96.04% Low Feb 2016 90.85%

Average Sold/List Ratio this month at **96.00%**  
above the 5 yr DEC average of **94.35%**



## 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	5.63%	92.53%	92.53%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	16	11.27%	91.96%	92.72%	90.71%	0.00%	0.00%
\$50,001 - \$75,000	10	7.04%	94.09%	95.29%	91.29%	0.00%	0.00%
\$75,001 - \$150,000	53	37.32%	98.62%	100.06%	98.29%	95.96%	0.00%
\$150,001 - \$325,000	24	16.90%	95.08%	94.78%	96.84%	91.13%	97.25%
\$325,001 - \$525,000	15	10.56%	101.56%	105.38%	102.46%	98.14%	100.00%
\$525,001 and up	16	11.27%	90.43%	74.69%	100.00%	99.16%	89.58%
Average Sold/List Ratio		96.00%		95.34%	97.30%	95.99%	92.87%
Total Closed Units		142	100%	56	55	20	11
Total Closed Volume		31,411,400		7.94M	9.07M	6.87M	7.53M

# December 2020



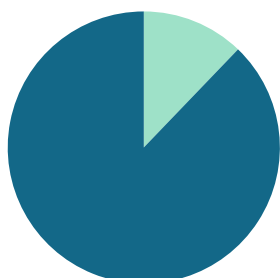
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

### INVENTORY

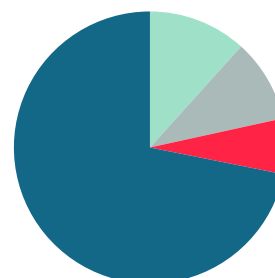


**Inventory**  
 New Listings  
**146 = 12.18%**  
 Start Inventory  
**1,053**  
 Total Inventory Units  
**1,199**  
 Volume  
**\$233,653,914**

### Market Activity

Closed Sales  
**142 = 11.69%**  
 Pending Sales  
**120 = 9.88%**  
 Other Off Market  
**80 = 6.58%**  
 Active Inventory  
**873 = 71.85%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	95	142	49.47%	1,237	1,513	22.31%
Pending Sales	76	120	57.89%	1,224	1,701	38.97%
New Listings	198	146	-26.26%	3,428	3,038	-11.38%
Average List Price	151,400	249,212	64.61%	141,152	170,214	20.59%
Average Sale Price	137,777	221,207	60.55%	132,906	160,169	20.51%
Average Percent of Selling Price to List Price	94.86%	96.00%	1.20%	94.57%	94.18%	-0.40%
Average Days on Market to Sale	64.02	64.16	0.22%	64.19	63.22	-1.52%
Monthly Inventory	1,291	873	-32.38%	1,291	873	-32.38%
Months Supply of Inventory	12.52	6.92	-44.71%	12.52	6.92	-44.71%

**Absorption:** Last 12 months, an Average of **126** Sales/Month

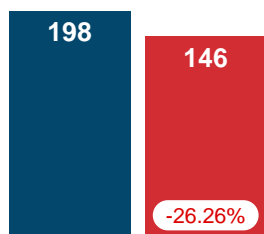
**Inventory** on December 31, 2020 = **873**

**2019** **2020**

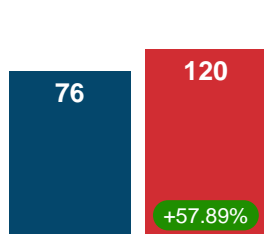
### DECEMBER MARKET

### AVERAGE PRICES

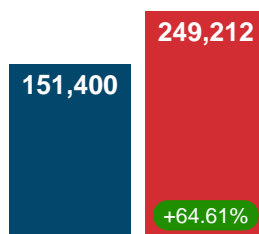
#### New Listings



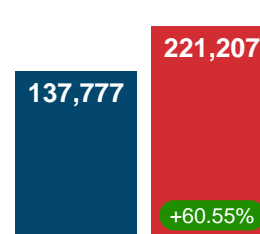
#### Pending Listings



#### List Price



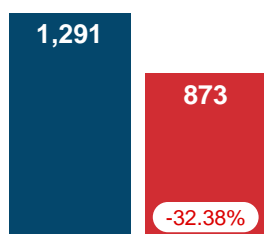
#### Sale Price



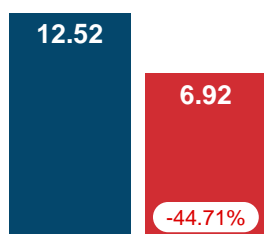
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

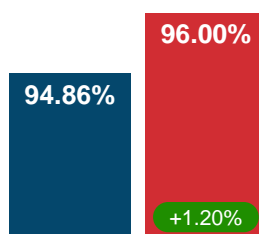
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

