

## February 2021



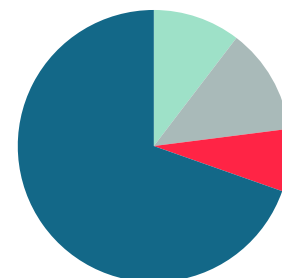
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	87	108	24.14%
Pending Listings	110	131	19.09%
New Listings	314	121	-61.46%
Average List Price	127,827	148,826	16.43%
Average Sale Price	120,183	139,532	16.10%
Average Percent of Selling Price to List Price	91.73%	94.97%	3.53%
Average Days on Market to Sale	67.76	70.15	3.53%
End of Month Inventory	1,363	724	-46.88%
Months Supply of Inventory	12.79	5.35	-58.14%



■ Closed (10.38%)  
■ Pending (12.60%)  
■ Other OffMarket (7.40%)  
■ Active (69.62%)

**Absorption:** Last 12 months, an Average of **135** Sales/Month  
**Active Inventory** as of February 28, 2021 = **724**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2021 decreased **46.88%** to 724 existing homes available for sale. Over the last 12 months this area has had an average of 135 closed sales per month. This represents an unsold inventory index of **5.35** 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 **16.10%** in February 2021 to \$139,532 versus the previous year at \$120,183.

##### Average Days on Market Lengthens

The average number of **70.15** days that homes spent on the market before selling increased by 2.39 days or **3.53%** in February 2021 compared to last year's same month at **67.76** DOM.

##### Sales Success for February 2021 is Positive

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

There were 121 New Listings in February 2021, down **61.46%** from last year at 314. Furthermore, there were 108 Closed Listings this month versus last year at 87, a **24.14%** increase.

Closed versus Listed trends yielded a **89.3%** ratio, up from previous year's, February 2020, at **27.7%**, a **222.14%** 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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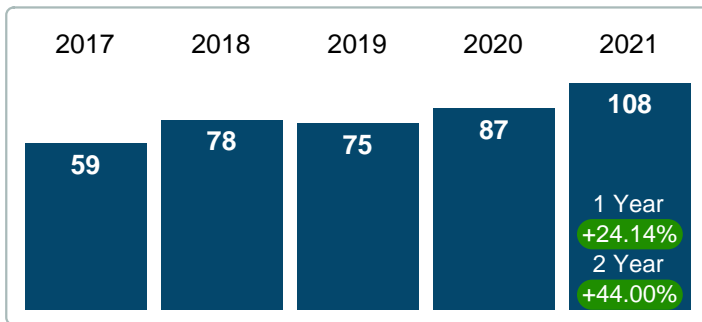
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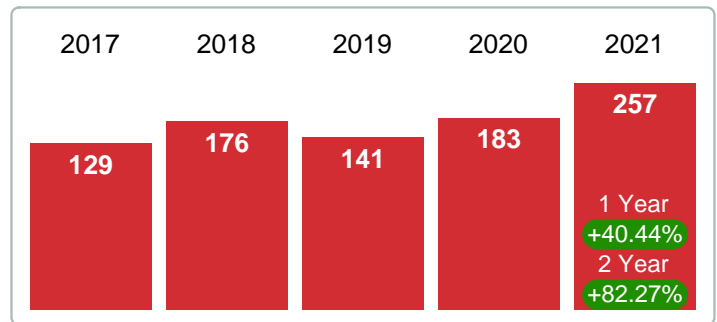
## CLOSED LISTINGS

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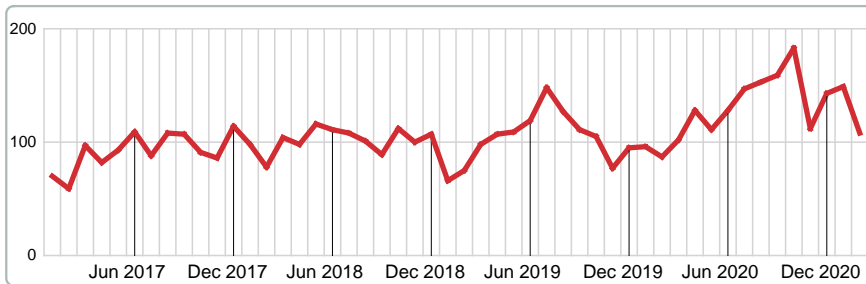
### FEBRUARY



### YEAR TO DATE (YTD)

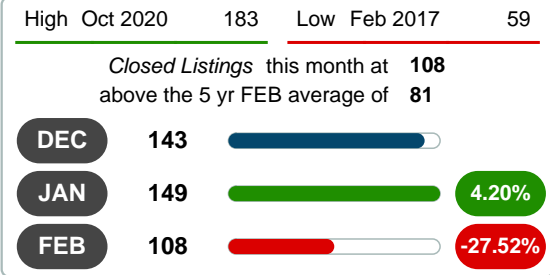


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 81



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	10.19%	70.3	10	1	0	0
\$20,001 - \$40,000	12	11.11%	98.7	10	1	1	0
\$40,001 - \$70,000	16	14.81%	70.4	11	4	1	0
\$70,001 - \$120,000	28	25.93%	71.6	14	12	2	0
\$120,001 - \$150,000	15	13.89%	41.9	3	9	2	1
\$150,001 - \$330,000	15	13.89%	79.9	5	8	2	0
\$330,001 and up	11	10.19%	60.0	2	3	4	2
<b>Total Closed Units</b>	<b>108</b>			<b>55</b>	<b>38</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,069,492</b>	<b>100%</b>	<b>70.1</b>	<b>4.89M</b>	<b>5.31M</b>	<b>3.40M</b>	<b>1.46M</b>
<b>Average Closed Price</b>	<b>\$139,532</b>			<b>\$88,946</b>	<b>\$139,807</b>	<b>\$283,567</b>	<b>\$487,333</b>

# February 2021



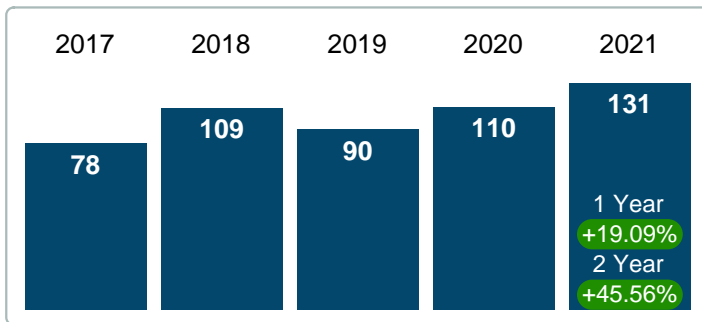
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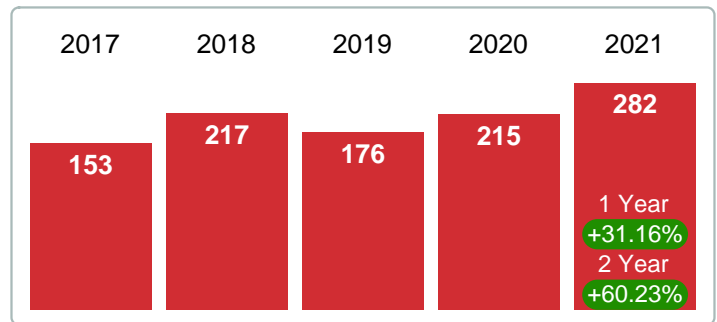
## PENDING LISTINGS

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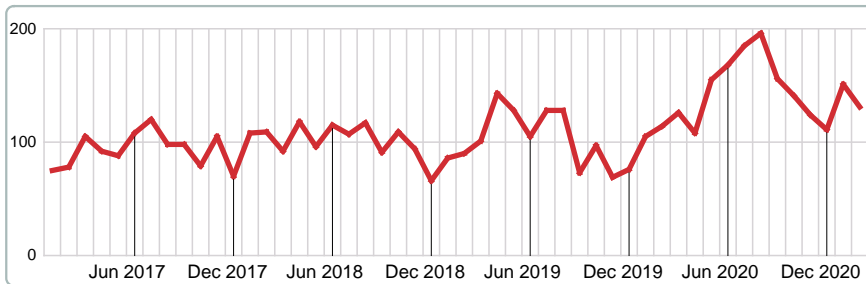
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 104

High Aug 2020 196 Low Dec 2018 66

Pending Listings this month at 131  
above the 5 yr FEB average of 104



### 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	8	6.11%	71.0	8	0	0	0
\$30,001 - \$70,000	16	12.21%	60.1	9	4	3	0
\$70,001 - \$110,000	23	17.56%	60.0	12	9	2	0
\$110,001 - \$170,000	35	26.72%	98.6	13	16	6	0
\$170,001 - \$240,000	19	14.50%	53.0	5	11	3	0
\$240,001 - \$380,000	16	12.21%	78.4	6	5	5	0
\$380,001 and up	14	10.69%	85.7	3	5	3	3
<b>Total Pending Units</b>	<b>131</b>			<b>56</b>	<b>50</b>	<b>22</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>27,921,855</b>	<b>100%</b>	<b>56.1</b>	<b>9.95M</b>	<b>11.05M</b>	<b>5.46M</b>	<b>1.46M</b>
<b>Average Listing Price</b>	<b>\$96,478</b>			<b>\$177,711</b>	<b>\$221,062</b>	<b>\$248,048</b>	<b>\$486,633</b>

# February 2021



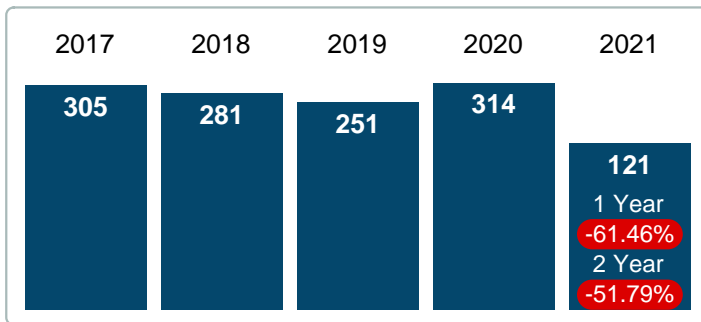
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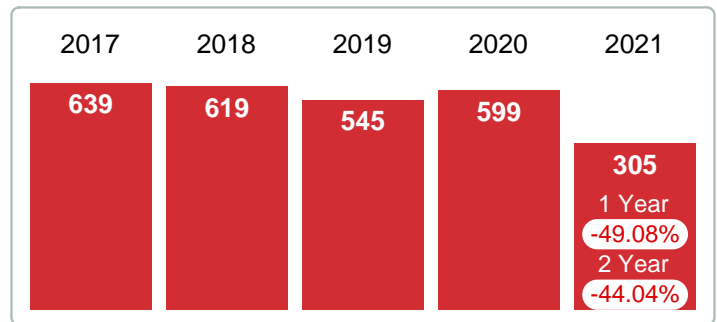
## NEW LISTINGS

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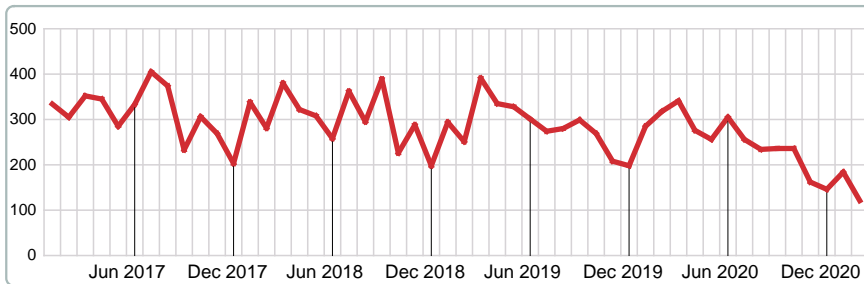
### FEBRUARY



### YEAR TO DATE (YTD)

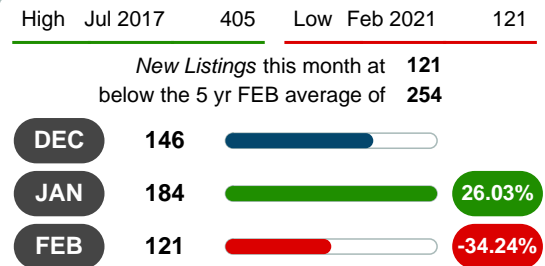


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 254



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	8.26%	7	2	0	1
\$30,001 - \$80,000	17	14.05%	11	5	1	0
\$80,001 - \$130,000	17	14.05%	6	9	2	0
\$130,001 - \$200,000	29	23.97%	15	11	3	0
\$200,001 - \$320,000	19	15.70%	5	8	6	0
\$320,001 - \$520,000	16	13.22%	8	3	4	1
\$520,001 and up	13	10.74%	5	6	2	0
<b>Total New Listed Units</b>		121	57	44	18	2
<b>Total New Listed Volume</b>		36,123,675	18.80M	11.67M	5.17M	486.00K
<b>Average New Listed Listing Price</b>		\$72,739	\$329,779	\$265,265	\$287,144	\$243,000

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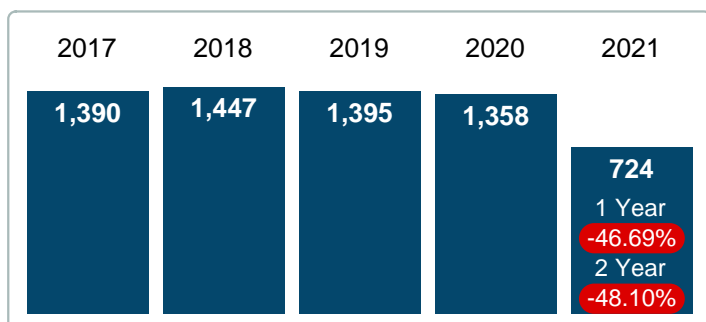
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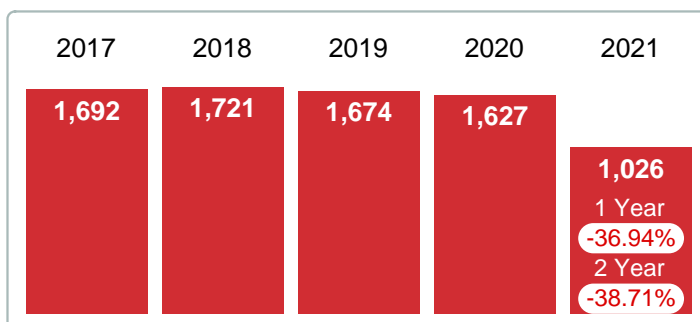
## ACTIVE INVENTORY

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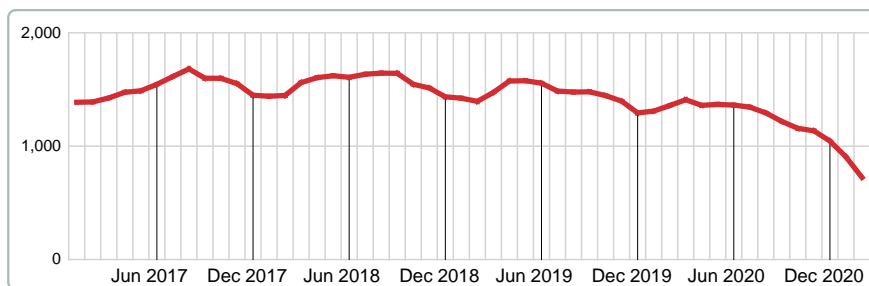
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

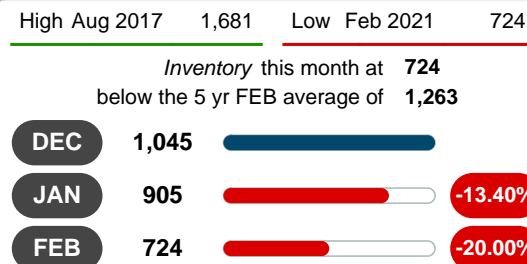


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,263



### 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	130	17.96%	170.7	128	2	0	0
\$25,001-\$50,000	136	18.78%	157.7	126	9	0	1
\$50,001-\$125,000	168	23.20%	183.0	117	44	6	1
\$125,001-\$225,000	128	17.68%	132.3	71	45	12	0
\$225,001-\$425,000	88	12.15%	113.3	48	16	18	6
\$425,001 and up	74	10.22%	114.6	35	18	15	6
<b>Total Active Inventory by Units</b>	<b>724</b>			<b>525</b>	<b>134</b>	<b>51</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>150,990,470</b>	<b>100%</b>	<b>151.6</b>	<b>92.86M</b>	<b>31.16M</b>	<b>17.34M</b>	<b>9.63M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$208,550</b>			<b>\$176,878</b>	<b>\$232,531</b>	<b>\$340,078</b>	<b>\$687,593</b>

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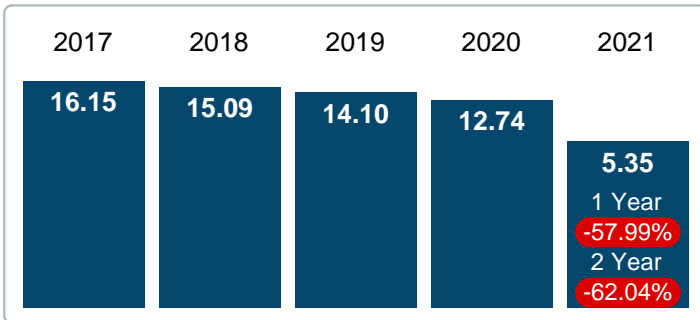
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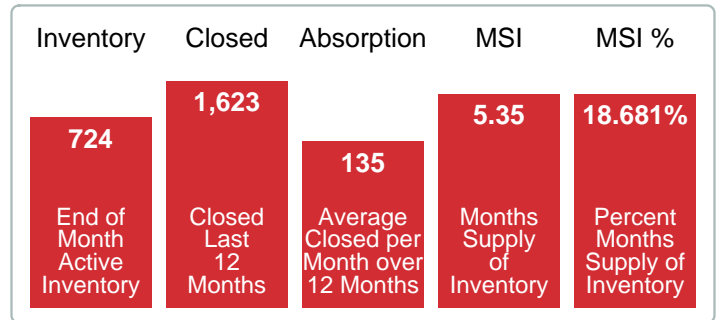
## MONTHS SUPPLY of INVENTORY (MSI)

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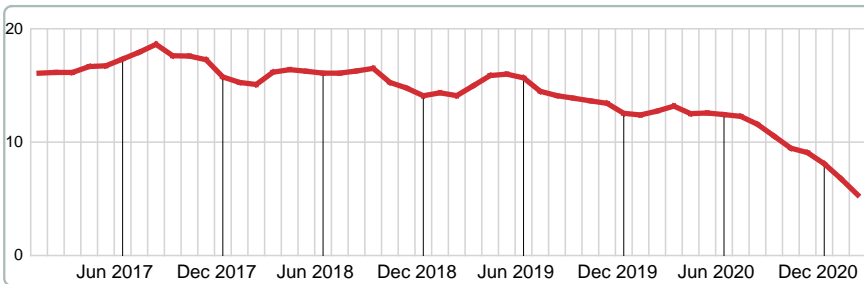
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021

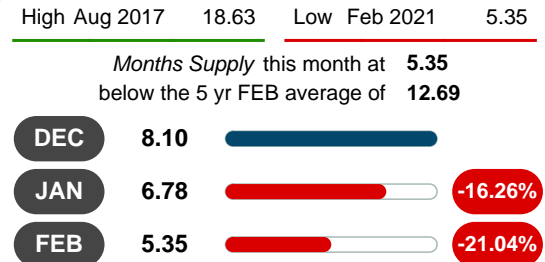


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 12.69



### 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	26	3.59%	3.35	4.65	0.89	0.00	0.00
\$10,001 - \$30,000	129	17.82%	10.75	13.04	1.38	0.00	12.00
\$30,001 - \$50,000	111	15.33%	9.94	13.70	1.95	0.00	0.00
\$50,001 - \$140,000	185	25.55%	3.65	6.05	1.95	1.85	4.00
\$140,001 - \$220,000	107	14.78%	4.32	9.70	2.58	2.93	0.00
\$220,001 - \$430,000	93	12.85%	4.54	12.75	1.64	4.08	5.54
\$430,001 and up	73	10.08%	8.67	20.40	8.64	4.19	5.54
Market Supply of Inventory (MSI)			5.35	9.52	2.22	3.12	4.20
Total Active Inventory by Units		100%	5.35	525	134	51	14

# February 2021



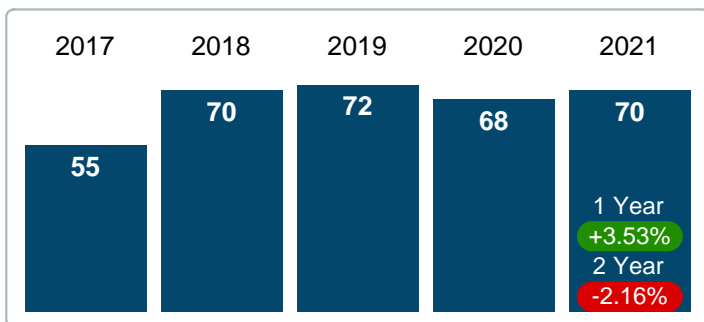
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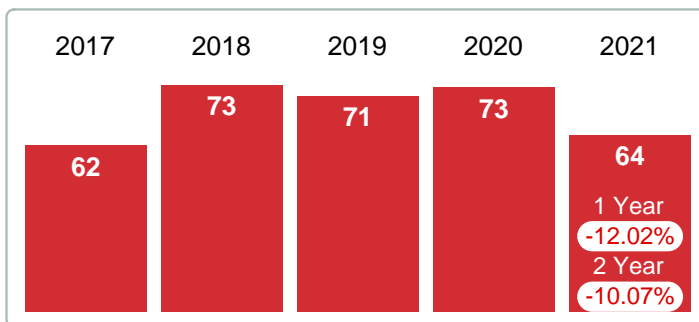
## AVERAGE DAYS ON MARKET TO SALE

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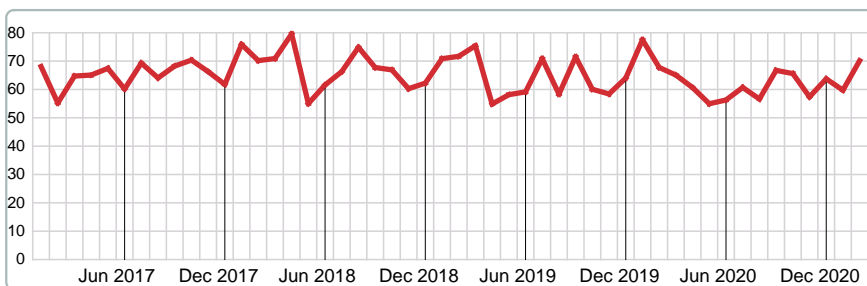
### FEBRUARY



### YEAR TO DATE (YTD)

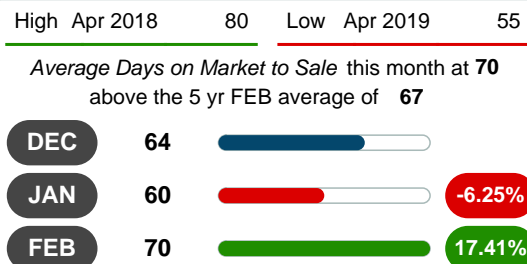


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 67



### 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	
\$20,000 and less	10.19%	70	76	17	0	0	
\$20,001 - \$40,000	11.11%	99	111	70	9	0	
\$40,001 - \$70,000	14.81%	70	58	87	140	0	
\$70,001 - \$120,000	25.93%	72	100	40	63	0	
\$120,001 - \$150,000	13.89%	42	72	28	13	134	
\$150,001 - \$330,000	13.89%	80	107	61	87	0	
\$330,001 and up	10.19%	60	62	50	33	127	
<b>Average Closed DOM</b>		<b>70</b>	<b>87</b>	<b>48</b>	<b>51</b>	<b>129</b>	
<b>Total Closed Units</b>	<b>108</b>	<b>100%</b>	<b>70</b>	<b>55</b>	<b>38</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,069,492</b>			<b>4.89M</b>	<b>5.31M</b>	<b>3.40M</b>	<b>1.46M</b>

# February 2021



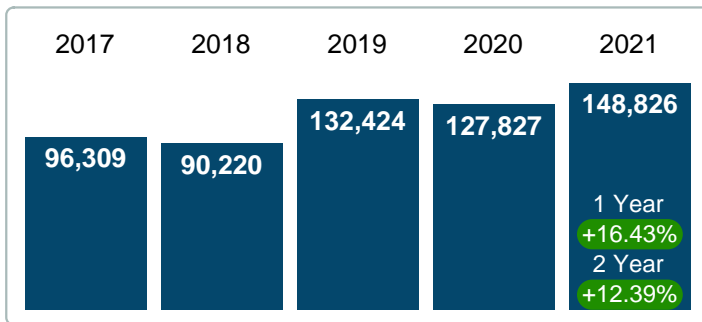
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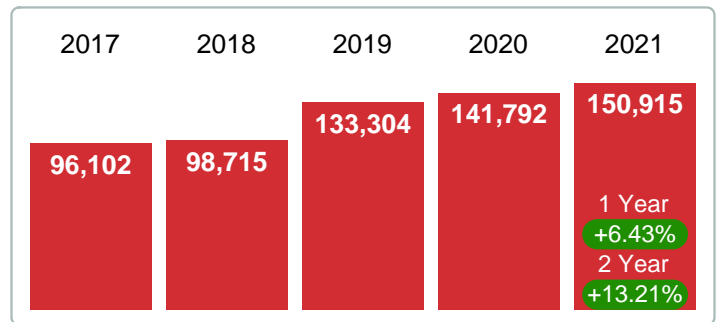
## AVERAGE LIST PRICE AT CLOSING

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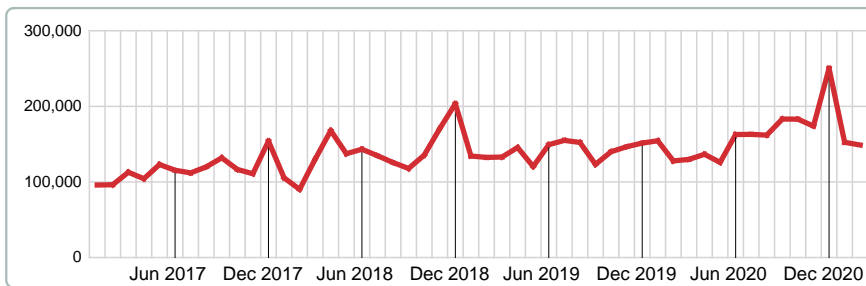
### FEBRUARY



### YEAR TO DATE (YTD)

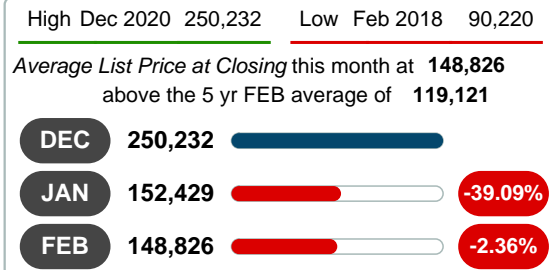


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 119,121



### 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	
\$20,000 and less	10	9.26%	10,385	12,800	850	0	
\$20,001 - \$40,000	11	10.19%	29,045	31,100	46,500	28,500	
\$40,001 - \$70,000	16	14.81%	58,881	63,382	75,450	59,900	
\$70,001 - \$120,000	28	25.93%	93,775	93,843	97,758	103,750	
\$120,001 - \$150,000	15	13.89%	138,107	149,933	136,856	141,500	
\$150,001 - \$330,000	17	15.74%	195,641	207,540	202,313	172,450	
\$330,001 and up	11	10.19%	607,691	699,450	394,633	671,700	
<b>Average List Price</b>		<b>148,826</b>		<b>97,025</b>	<b>146,220</b>	<b>300,883</b>	<b>523,300</b>
<b>Total Closed Units</b>		<b>108</b>	<b>100%</b>	<b>148,826</b>	<b>55</b>	<b>38</b>	<b>12</b>
<b>Total Closed Volume</b>		<b>16,073,245</b>			<b>5.34M</b>	<b>5.56M</b>	<b>3.61M</b>



# February 2021



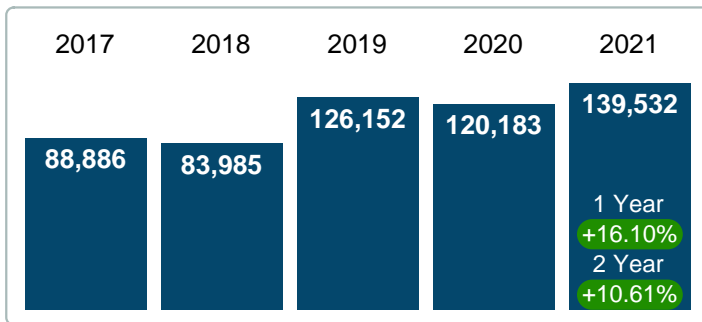
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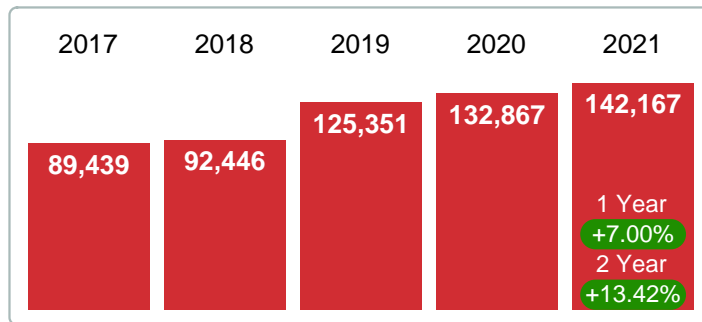
## AVERAGE SOLD PRICE AT CLOSING

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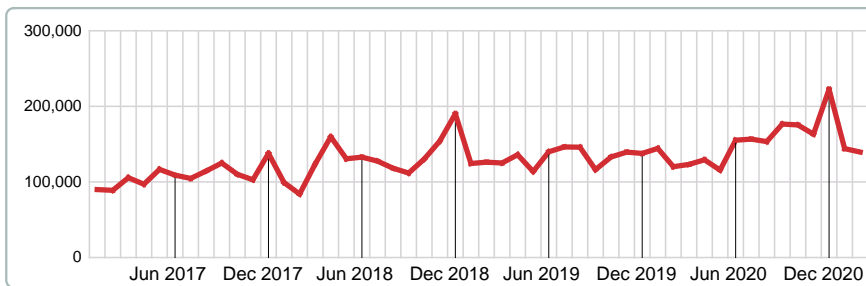
### FEBRUARY



### YEAR TO DATE (YTD)

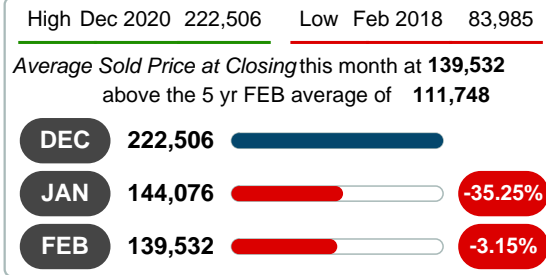


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 111,748



### 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
\$20,000 and less	10.19%	10,441	11,400	850	0	0
\$20,001 - \$40,000	11.11%	29,338	28,406	40,000	28,000	0
\$40,001 - \$70,000	14.81%	59,486	58,534	62,000	59,900	0
\$70,001 - \$120,000	25.93%	93,182	91,107	94,467	100,000	0
\$120,001 - \$150,000	13.89%	134,958	140,025	131,922	138,500	140,000
\$150,001 - \$330,000	13.89%	191,390	197,210	193,613	167,950	0
\$330,001 and up	10.19%	558,773	584,250	384,667	625,500	661,000
<b>Average Sold Price</b>		<b>139,532</b>	<b>88,946</b>	<b>139,807</b>	<b>283,567</b>	<b>487,333</b>
<b>Total Closed Units</b>	<b>108</b>	<b>100%</b>	<b>55</b>	<b>38</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,069,492</b>		<b>4.89M</b>	<b>5.31M</b>	<b>3.40M</b>	<b>1.46M</b>

# February 2021



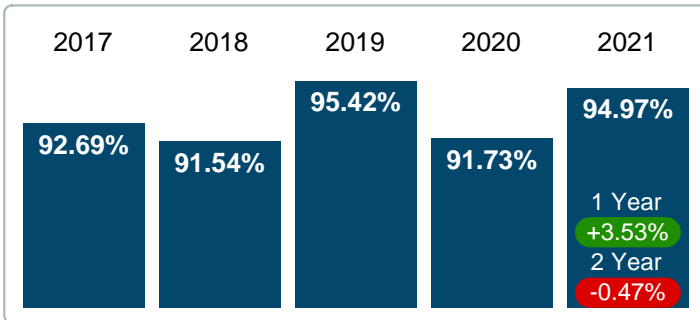
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



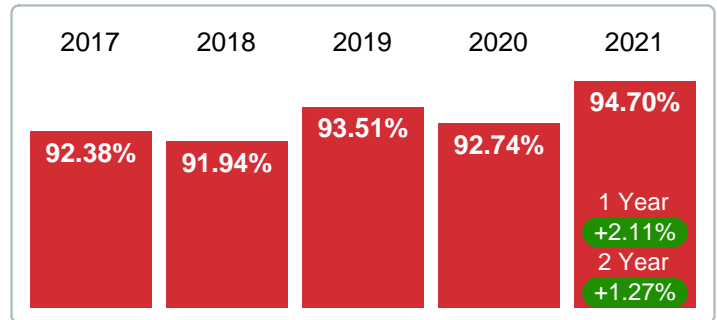
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

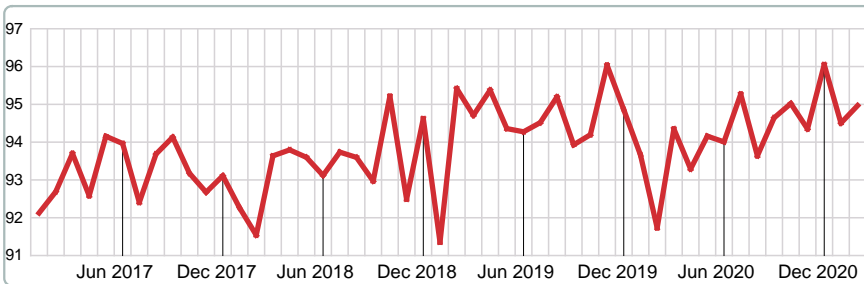
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

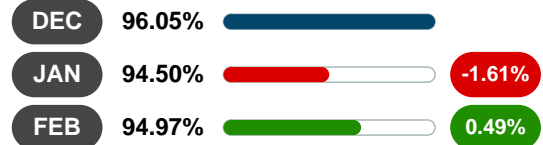


### 3 MONTHS

5 year FEB AVG = 93.27%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **94.97%**  
above the 5 yr FEB average of **93.27%**



## 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
\$20,000 and less	11	10.19%	93.20%	92.52%	100.00%	0.00%	0.00%
\$20,001 - \$40,000	12	11.11%	92.78%	92.91%	86.02%	98.25%	0.00%
\$40,001 - \$70,000	16	14.81%	90.84%	93.24%	81.94%	100.00%	0.00%
\$70,001 - \$120,000	28	25.93%	98.59%	100.07%	97.16%	96.81%	0.00%
\$120,001 - \$150,000	15	13.89%	95.75%	93.63%	96.59%	97.83%	90.38%
\$150,001 - \$330,000	15	13.89%	95.95%	95.05%	96.16%	97.30%	0.00%
\$330,001 and up	11	10.19%	93.53%	83.53%	97.31%	95.30%	94.33%
Average Sold/List Ratio		95.00%		94.62%	95.01%	96.94%	93.01%
Total Closed Units		108	100%	55	38	12	3
Total Closed Volume		15,069,492		4.89M	5.31M	3.40M	1.46M

# February 2021



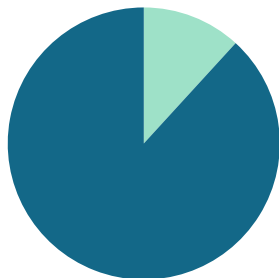
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY

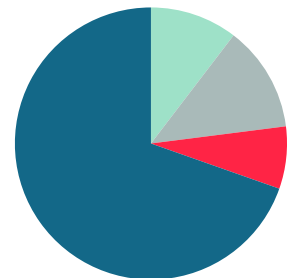


**Inventory**  
 New Listings  
**121 = 11.79%**  
 Start Inventory  
**905**  
 Total Inventory Units  
**1,026**  
 Volume  
**\$211,464,344**

### Market Activity

Closed Sales  
**108 = 10.38%**  
 Pending Sales  
**131 = 12.60%**  
 Other Off Market  
**77 = 7.40%**  
 Active Inventory  
**724 = 69.62%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	87	108	24.14%	183	257	40.44%
Pending Sales	110	131	19.09%	215	282	31.16%
New Listings	314	121	-61.46%	599	305	-49.08%
Average List Price	127,827	148,826	16.43%	141,792	150,915	6.43%
Average Sale Price	120,183	139,532	16.10%	132,867	142,167	7.00%
Average Percent of Selling Price to List Price	91.73%	94.97%	3.53%	92.74%	94.70%	2.11%
Average Days on Market to Sale	67.76	70.15	3.53%	72.88	64.12	-12.02%
Monthly Inventory	1,363	724	-46.88%	1,363	724	-46.88%
Months Supply of Inventory	12.79	5.35	-58.14%	12.79	5.35	-58.14%

**Absorption:** Last 12 months, an Average of **135** Sales/Month

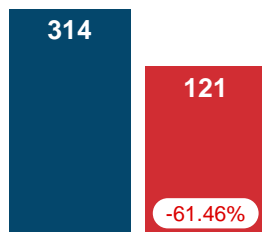
**Inventory** on February 28, 2021 = **724**

**2020** **2021**

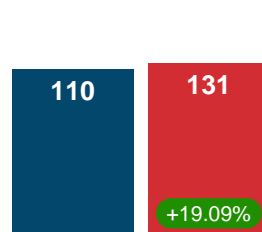
### FEBRUARY MARKET

### AVERAGE PRICES

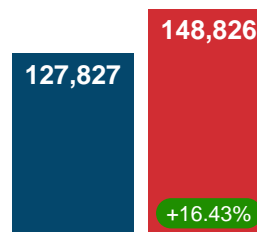
#### New Listings



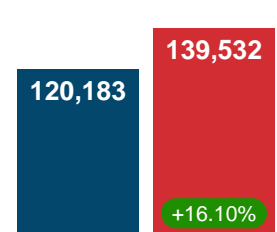
#### Pending Listings



#### List Price



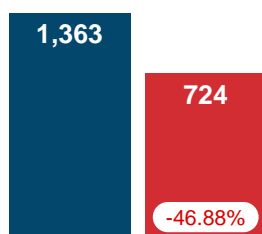
#### Sale Price



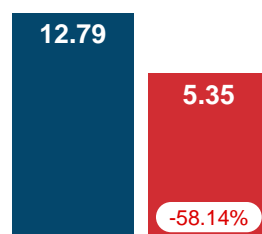
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

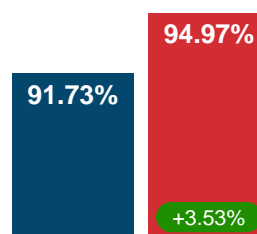
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

