

December 2020



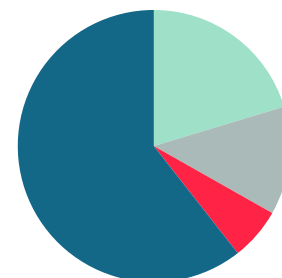
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	67	98	46.27%
Pending Listings	57	62	8.77%
New Listings	115	62	-46.09%
Average List Price	140,449	283,730	102.02%
Average Sale Price	131,379	252,084	91.88%
Average Percent of Selling Price to List Price	94.77%	96.27%	1.58%
Average Days on Market to Sale	56.88	50.78	-10.73%
End of Month Inventory	466	292	-37.34%
Months Supply of Inventory	6.56	3.40	-48.11%



■ Closed (20.33%)
■ Pending (12.86%)
■ Other OffMarket (6.22%)
■ Active (60.58%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of December 31, 2020 = **292**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **37.34%** to 292 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **3.40** 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 **91.88%** in December 2020 to \$252,084 versus the previous year at \$131,379.

Average Days on Market Shortens

The average number of **50.78** days that homes spent on the market before selling decreased by 6.11 days or **10.73%** in December 2020 compared to last year's same month at **56.88** DOM.

Sales Success for December 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 62 New Listings in December 2020, down **46.09%** from last year at 115. Furthermore, there were 98 Closed Listings this month versus last year at 67, a **46.27%** increase.

Closed versus Listed trends yielded a **158.1%** ratio, up from previous year's, December 2019, at **58.3%**, a **171.30%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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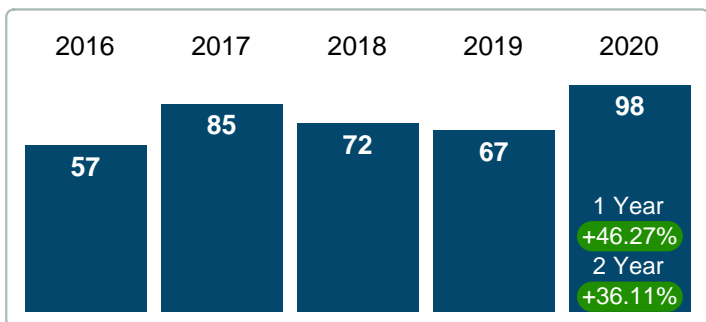
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



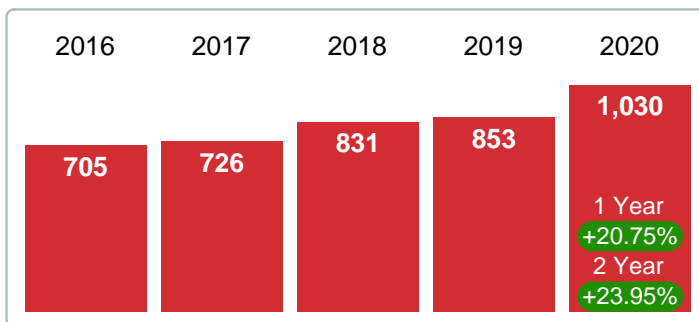
CLOSED LISTINGS

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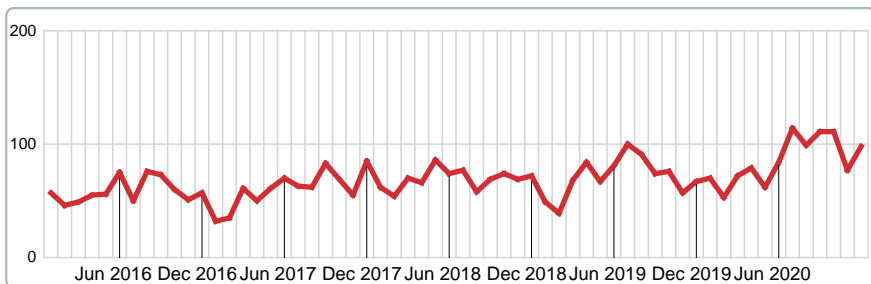
DECEMBER



YEAR TO DATE (YTD)

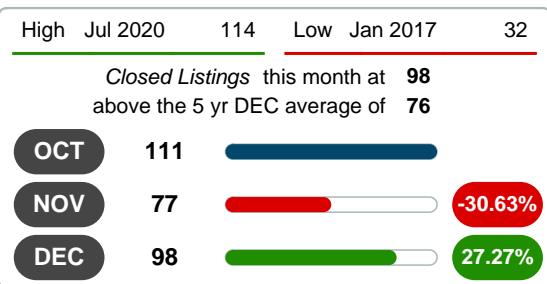


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 76



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	1	1.02%	58.0	1	0	0	0
\$25,001 - \$75,000	18	18.37%	39.8	9	9	0	0
\$75,001 - \$100,000	10	10.20%	20.1	2	6	2	0
\$100,001 - \$200,000	32	32.65%	46.6	2	22	7	1
\$200,001 - \$375,000	14	14.29%	93.7	1	7	5	1
\$375,001 - \$625,000	13	13.27%	56.5	1	6	3	3
\$625,001 and up	10	10.20%	46.1	0	0	3	7
Total Closed Units	98			16	50	20	12
Total Closed Volume	24,704,200	100%	50.8	1.63M	8.58M	6.24M	8.25M
Average Closed Price	\$252,084			\$101,588	\$171,622	\$312,215	\$687,783

December 2020



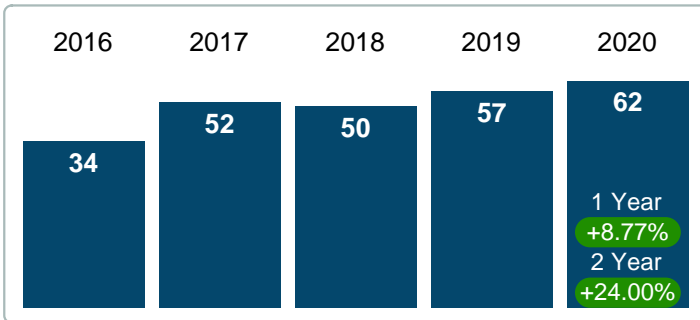
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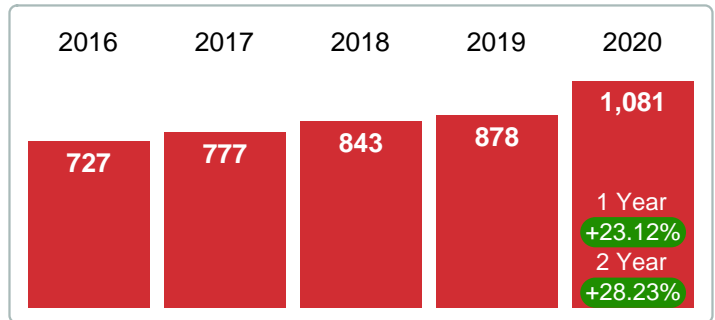
PENDING LISTINGS

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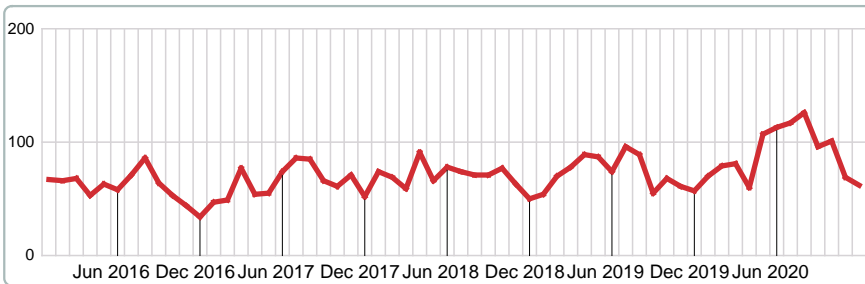
DECEMBER



YEAR TO DATE (YTD)

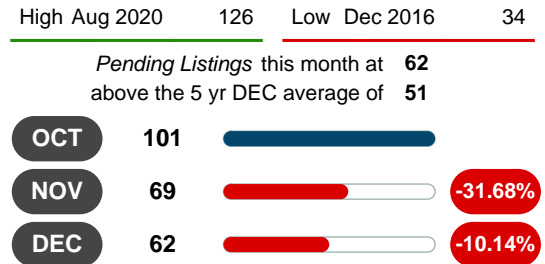


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.45%	14.0	3	0	1	0
\$50,001 - \$75,000	8	12.90%	56.3	4	3	1	0
\$75,001 - \$125,000	9	14.52%	33.3	1	8	0	0
\$125,001 - \$175,000	17	27.42%	51.9	0	13	4	0
\$175,001 - \$350,000	9	14.52%	66.1	1	7	1	0
\$350,001 - \$450,000	9	14.52%	66.7	0	6	1	2
\$450,001 and up	6	9.68%	81.2	1	2	1	2
Total Pending Units	62			10	39	9	4
Total Pending Volume	18,016,399	100%	53.2	1.48M	8.24M	2.79M	5.50M
Average Listing Price	\$285,540			\$147,820	\$211,400	\$310,511	\$1,374,750

December 2020



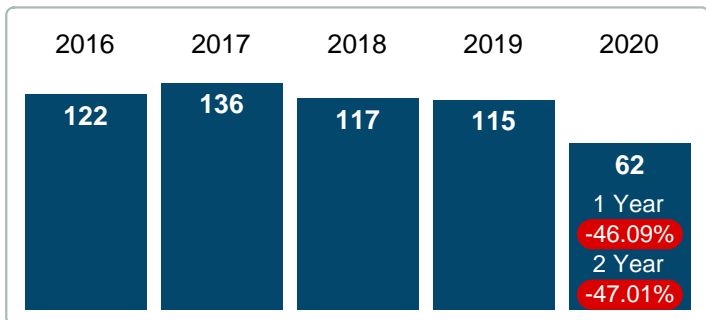
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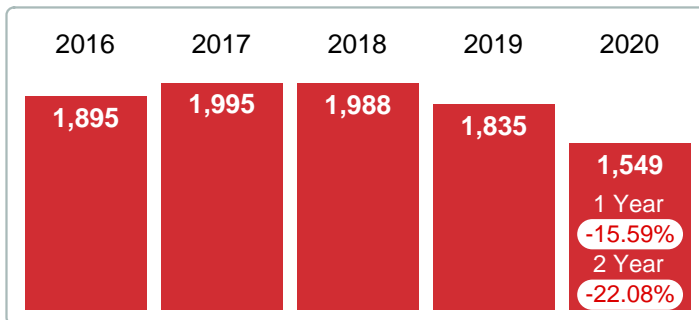
NEW LISTINGS

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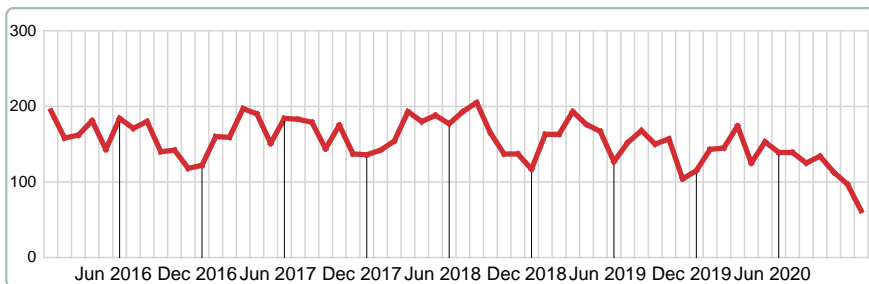
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 110

High Aug 2018 205 Low Dec 2020 62

New Listings this month at 62 below the 5 yr DEC average of 110



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	1	1.61%	1	0	0	0
\$25,001 - \$50,000	12	19.35%	9	1	2	0
\$50,001 - \$75,000	7	11.29%	0	6	1	0
\$75,001 - \$125,000	14	22.58%	0	13	1	0
\$125,001 - \$175,000	9	14.52%	2	7	0	0
\$175,001 - \$375,000	12	19.35%	2	9	0	1
\$375,001 and up	7	11.29%	1	3	2	1
Total New Listed Units	62		15	39	6	2
Total New Listed Volume	11,099,594	100%	1.97M	7.24M	1.26M	627.60K
Average New Listed Listing Price	\$180,050		\$131,587	\$185,554	\$210,267	\$313,800

December 2020



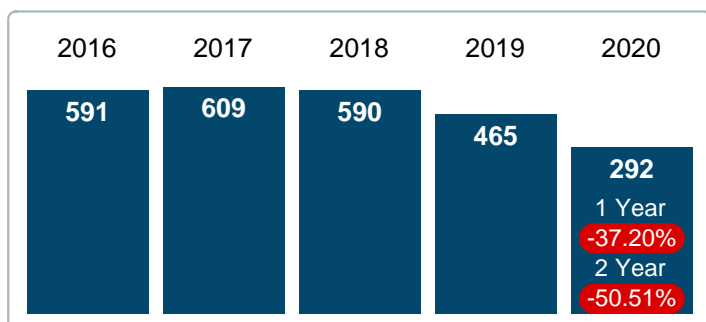
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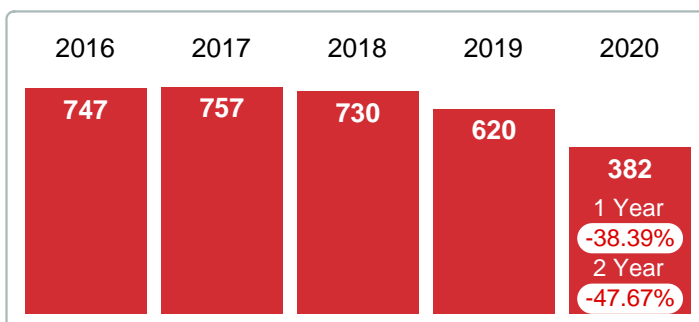
ACTIVE INVENTORY

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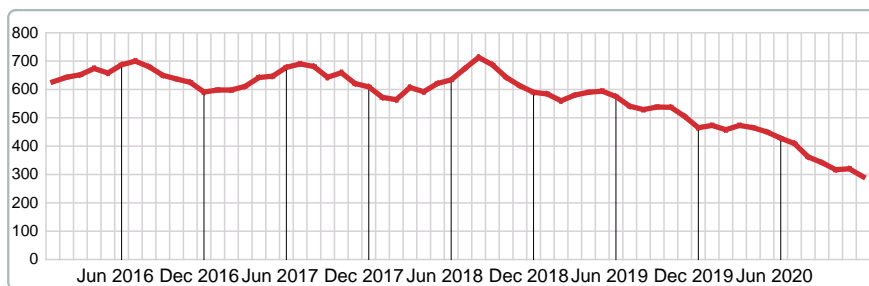
END OF DECEMBER



ACTIVE DURING DECEMBER

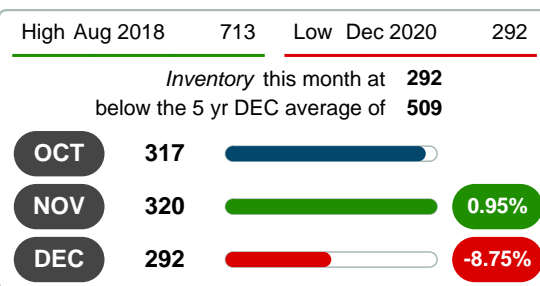


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 509



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	1.37%	146.8	3	1	0	0
\$25,001 - \$50,000	33	11.30%	80.8	18	12	2	1
\$50,001 - \$75,000	42	14.38%	115.5	12	24	6	0
\$75,001 - \$175,000	100	34.25%	104.2	13	70	14	3
\$175,001 - \$275,000	45	15.41%	75.5	1	29	11	4
\$275,001 - \$475,000	35	11.99%	113.0	3	16	13	3
\$475,001 and up	33	11.30%	137.8	5	10	12	6
Total Active Inventory by Units	292			55	162	58	17
Total Active Inventory by Volume	71,008,992	100%	104.2	8.29M	34.12M	18.52M	10.08M
Average Active Inventory Listing Price	\$243,181			\$150,707	\$210,601	\$319,391	\$592,829

December 2020



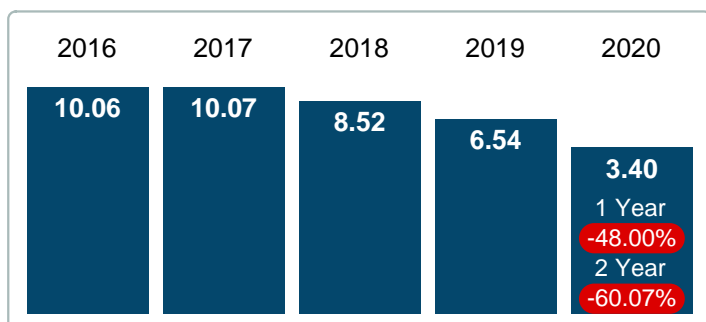
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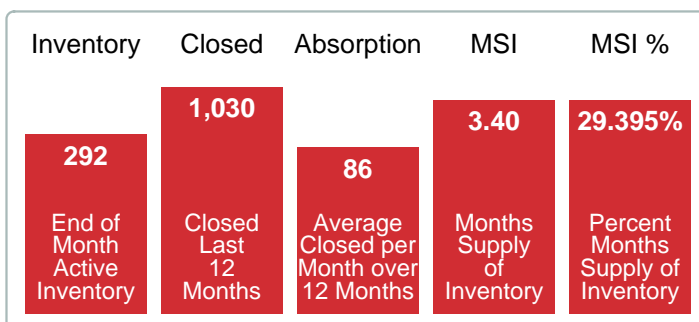
MONTHS SUPPLY of INVENTORY (MSI)

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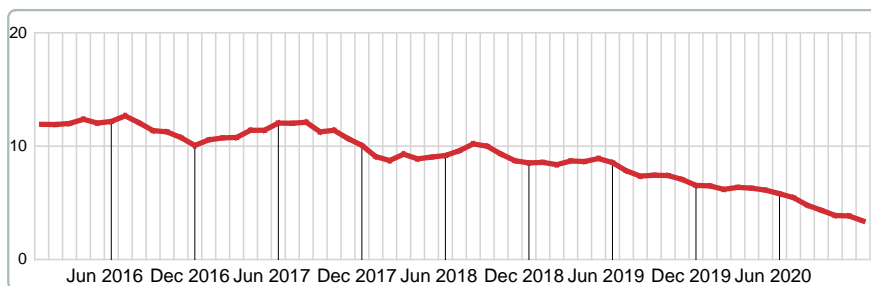
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

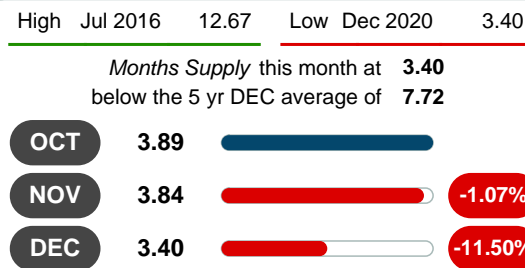


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 7.72



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
\$40,000 and less	19	6.51%	1.95	2.28	1.58	3.00	0.00
\$40,001 - \$60,000	31	10.62%	6.10	8.40	4.00	9.60	0.00
\$60,001 - \$90,000	53	18.15%	4.03	3.27	4.19	5.45	0.00
\$90,001 - \$180,000	80	27.40%	2.79	3.00	2.71	2.53	12.00
\$180,001 - \$280,000	43	14.73%	2.95	1.20	2.58	4.71	8.00
\$280,001 - \$490,000	34	11.64%	3.24	2.67	2.57	4.20	5.14
\$490,001 and up	32	10.96%	7.84	20.00	12.00	5.74	5.54
Market Supply of Inventory (MSI)	3.40			3.47	3.03	4.14	6.58
Total Active Inventory by Units	292	100%	3.40	55	162	58	17

December 2020



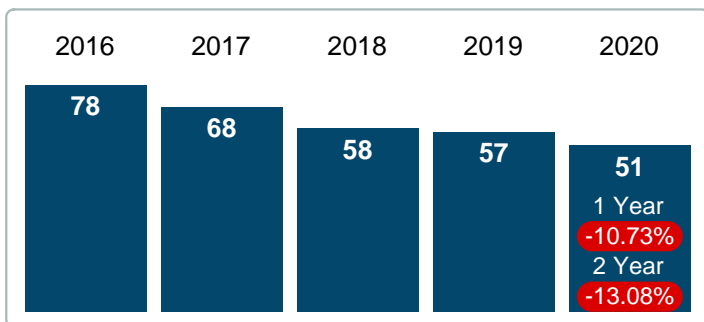
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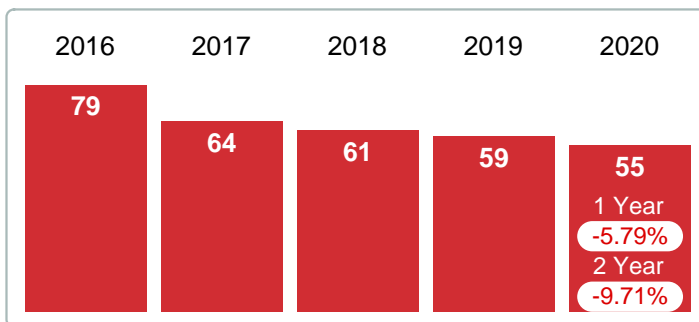
AVERAGE DAYS ON MARKET TO SALE

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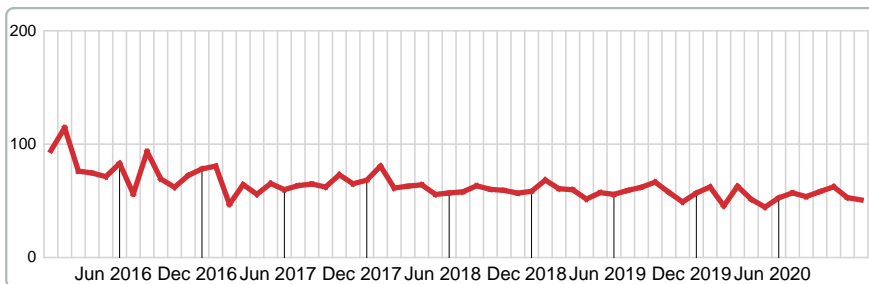
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

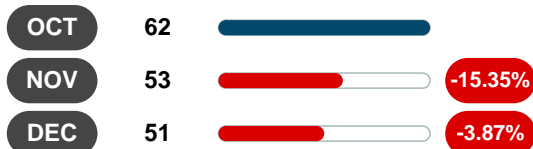


3 MONTHS

5 year DEC AVG = 62

High Feb 2016 114 Low May 2020 44

Average Days on Market to Sale this month at 51 below the 5 yr DEC average of 62



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	1.02%	58	58	0	0	0
\$25,001 - \$75,000	18.37%	40	32	48	0	0
\$75,001 - \$100,000	10.20%	20	28	19	17	0
\$100,001 - \$200,000	32.65%	47	4	43	66	83
\$200,001 - \$375,000	14.29%	94	173	94	79	85
\$375,001 - \$625,000	13.27%	57	16	60	55	66
\$625,001 and up	10.20%	46	0	0	57	41
Average Closed DOM		51	37	50	61	55
Total Closed Units	100%	51	16	50	20	12
Total Closed Volume		24,704,200	1.63M	8.58M	6.24M	8.25M

December 2020



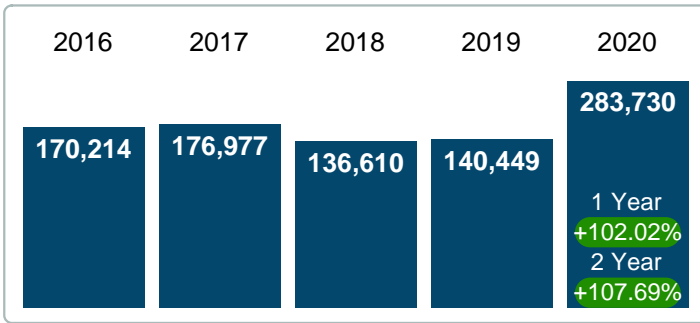
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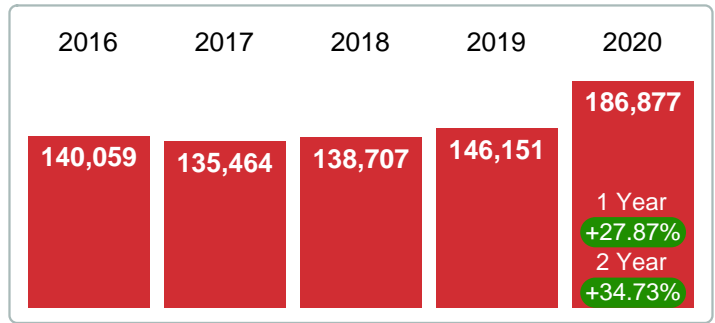
AVERAGE LIST PRICE AT CLOSING

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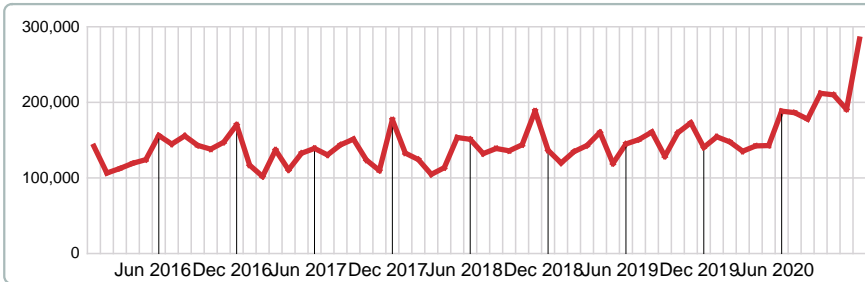
DECEMBER



YEAR TO DATE (YTD)

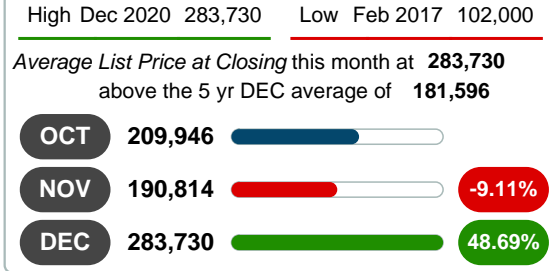


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 181,596



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	1.02%	16,000	16,000	0	0	0
\$25,001 - \$75,000	18.37%	47,228	42,711	51,744	0	0
\$75,001 - \$100,000	10.20%	88,900	93,700	92,767	84,500	0
\$100,001 - \$200,000	33.67%	143,906	127,450	141,723	138,529	182,500
\$200,001 - \$375,000	14.29%	295,114	269,000	280,129	279,920	349,000
\$375,001 - \$625,000	12.24%	476,858	563,000	429,167	539,967	439,133
\$625,001 and up	10.20%	1,144,765	0	0	822,583	1,282,843
Average List Price		283,730	104,669	173,522	331,298	902,400
Total Closed Units	100%	283,730	16	50	20	12
Total Closed Volume		27,805,550	1.67M	8.68M	6.63M	10.83M

December 2020



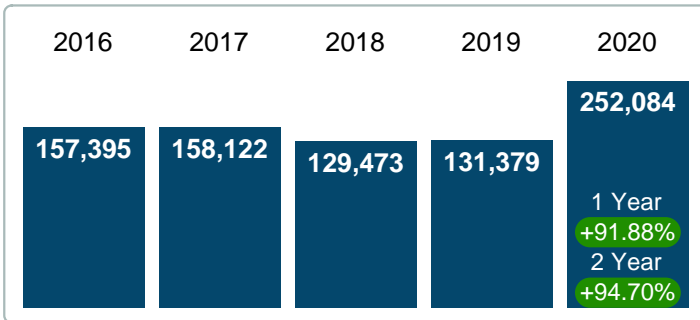
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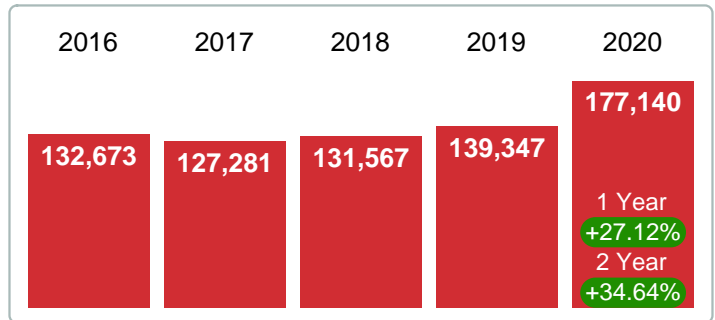
AVERAGE SOLD PRICE AT CLOSING

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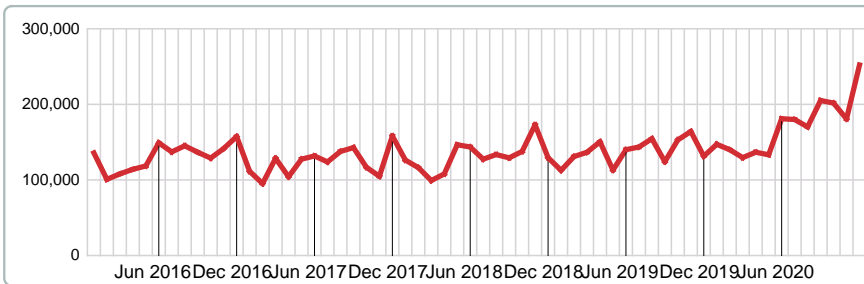
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

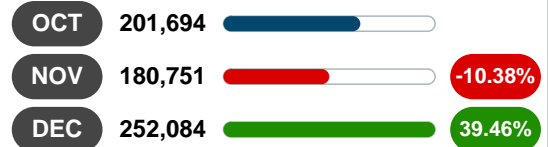


3 MONTHS

5 year DEC AVG = 165,690

High Dec 2020 252,084 Low Feb 2017 95,229

Average Sold Price at Closing this month at **252,084** above the 5 yr DEC average of **165,690**



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	1	1.02%	12,000	12,000	0	0	0
\$25,001 - \$75,000	18	18.37%	43,272	39,500	47,044	0	0
\$75,001 - \$100,000	10	10.20%	89,620	94,450	89,300	85,750	0
\$100,001 - \$200,000	32	32.65%	139,869	132,500	140,814	132,557	185,000
\$200,001 - \$375,000	14	14.29%	272,564	269,000	271,000	264,980	325,000
\$375,001 - \$625,000	13	13.27%	464,954	535,000	437,833	526,667	434,133
\$625,001 and up	10	10.20%	868,100	0	0	746,667	920,143
Average Sold Price			252,084	101,588	171,622	312,215	687,783
Total Closed Units		100%	252,084	16	50	20	12
Total Closed Volume			24,704,200	1.63M	8.58M	6.24M	8.25M

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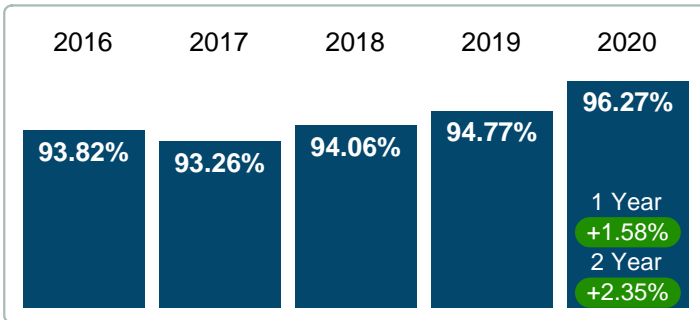
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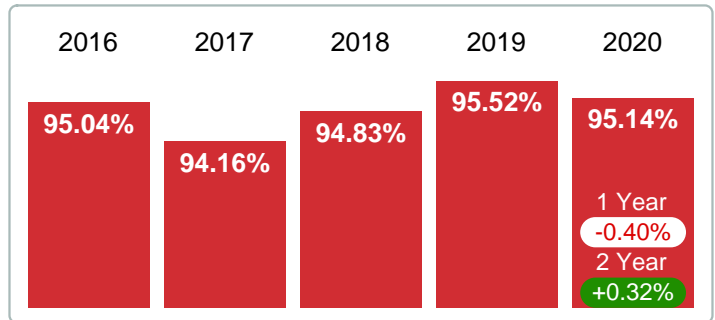
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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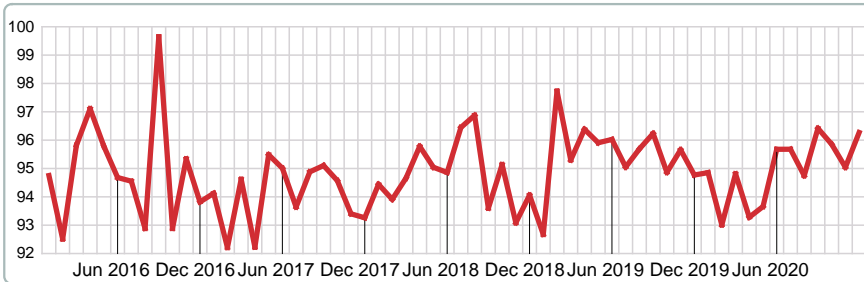
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

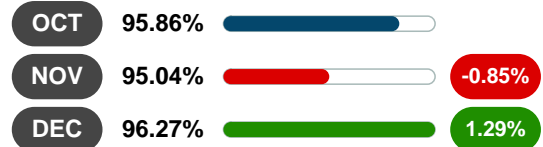


3 MONTHS

5 year DEC AVG = 94.44%

High Sep 2016 99.65% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **96.27%** above the 5 yr DEC average of **94.44%**



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	1	1.02%	75.00%	75.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	18	18.37%	91.54%	92.18%	90.90%	0.00%	0.00%
\$75,001 - \$100,000	10	10.20%	98.39%	100.86%	96.51%	101.57%	0.00%
\$100,001 - \$200,000	32	32.65%	99.61%	104.00%	99.80%	97.49%	101.37%
\$200,001 - \$375,000	14	14.29%	96.11%	100.00%	96.69%	95.12%	93.12%
\$375,001 - \$625,000	13	13.27%	99.98%	95.03%	102.46%	97.58%	99.10%
\$625,001 and up	10	10.20%	89.51%	0.00%	0.00%	91.59%	88.63%
Average Sold/List Ratio		96.30%		94.33%	97.69%	96.43%	92.68%
Total Closed Units	98	100%	96.30%	16	50	20	12
Total Closed Volume	24,704,200			1.63M	8.58M	6.24M	8.25M

December 2020



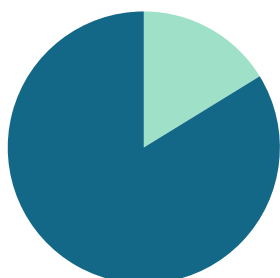
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

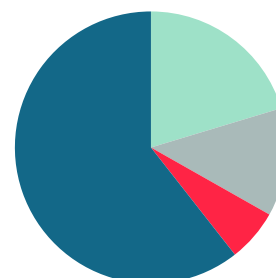


Inventory
 New Listings
62 = 16.23%
 Start Inventory
320
 Total Inventory Units
382
 Volume
\$93,625,385

Market Activity

Closed Sales
98 = 20.33%
 Pending Sales
62 = 12.86%
 Other Off Market
30 = 6.22%
 Active Inventory
292 = 60.58%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	98	46.27%	853	1,030	20.75%
Pending Sales	57	62	8.77%	878	1,081	23.12%
New Listings	115	62	-46.09%	1,835	1,549	-15.59%
Average List Price	140,449	283,730	102.02%	146,151	186,877	27.87%
Average Sale Price	131,379	252,084	91.88%	139,347	177,140	27.12%
Average Percent of Selling Price to List Price	94.77%	96.27%	1.58%	95.52%	95.14%	-0.40%
Average Days on Market to Sale	56.88	50.78	-10.73%	58.50	55.12	-5.79%
Monthly Inventory	466	292	-37.34%	466	292	-37.34%
Months Supply of Inventory	6.56	3.40	-48.11%	6.56	3.40	-48.11%

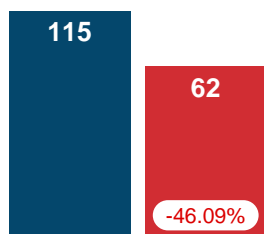
Absorption: Last 12 months, an Average of **86** Sales/Month

Inventory on December 31, 2020 = **292** 2019 2020

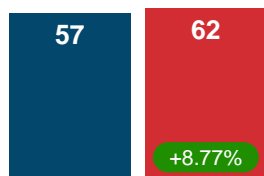
DECEMBER MARKET

AVERAGE PRICES

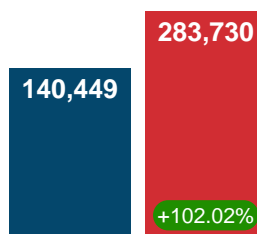
New Listings



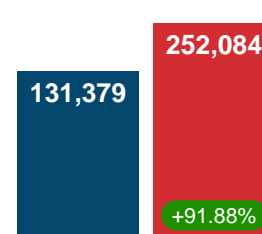
Pending Listings



List Price



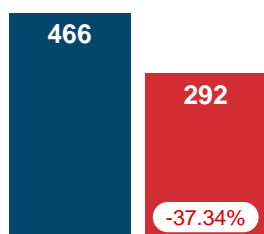
Sale Price



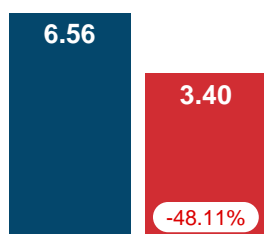
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

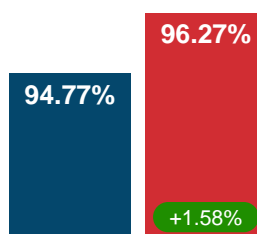
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

