

February 2021



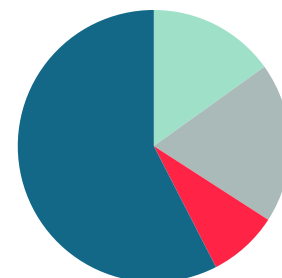
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	February		
	2020	2021	+/-%
Closed Listings	53	58	9.43%
Pending Listings	76	73	-3.95%
New Listings	142	62	-56.34%
Average List Price	147,741	206,110	39.51%
Average Sale Price	139,984	194,279	38.79%
Average Percent of Selling Price to List Price	93.01%	94.83%	1.95%
Average Days on Market to Sale	45.58	57.53	26.21%
End of Month Inventory	463	221	-52.27%
Months Supply of Inventory	6.26	2.54	-59.40%



■ Closed (15.10%)
■ Pending (19.01%)
■ Other OffMarket (8.33%)
■ Active (57.55%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of February 28, 2021 = **221**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **52.27%** to 221 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **2.54** 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 **38.79%** in February 2021 to \$194,279 versus the previous year at \$139,984.

Average Days on Market Lengthens

The average number of **57.53** days that homes spent on the market before selling increased by 11.95 days or **26.21%** in February 2021 compared to last year's same month at **45.58** 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 62 New Listings in February 2021, down **56.34%** from last year at 142. Furthermore, there were 58 Closed Listings this month versus last year at 53, a **9.43%** increase.

Closed versus Listed trends yielded a **93.5%** ratio, up from previous year's, February 2020, at **37.3%**, a **150.64%** upswing. This will certainly create pressure on a decreasing Monthly 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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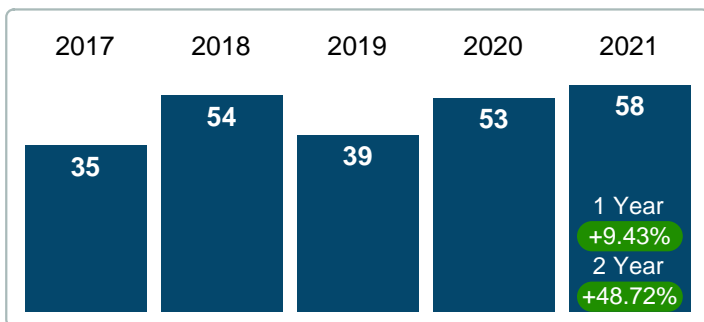
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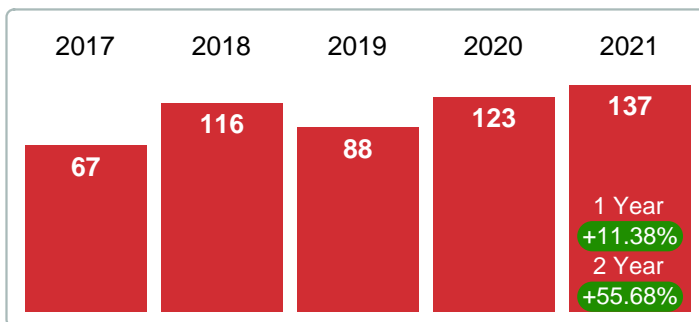
CLOSED LISTINGS

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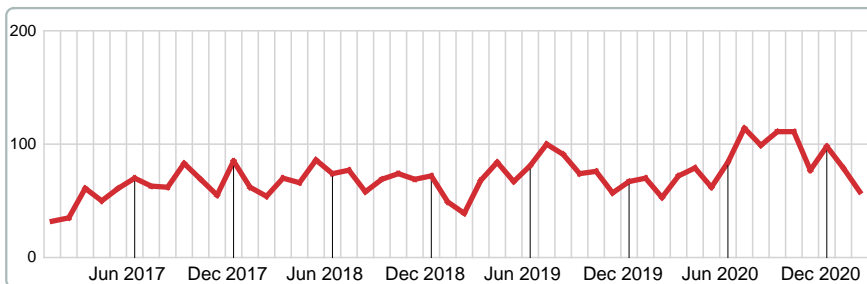
FEBRUARY



YEAR TO DATE (YTD)

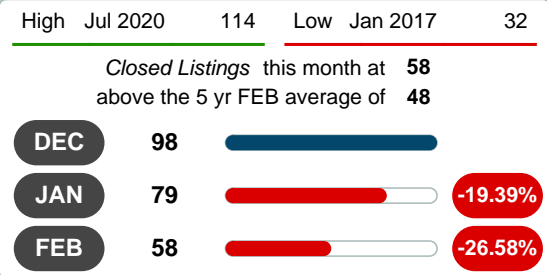


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48



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	1.72%	15.0	1	0	0	0
\$25,001 - \$75,000	12	20.69%	64.1	4	6	2	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	20	34.48%	54.9	2	17	1	0
\$125,001 - \$250,000	11	18.97%	65.5	0	8	2	1
\$250,001 - \$450,000	8	13.79%	48.5	2	4	1	1
\$450,001 and up	6	10.34%	57.7	0	1	3	2
Total Closed Units	58			9	36	9	4
Total Closed Volume	11,268,155	100%	57.5	1.01M	5.39M	3.03M	1.84M
Average Closed Price	\$194,279			\$112,330	\$149,844	\$336,200	\$459,250

February 2021



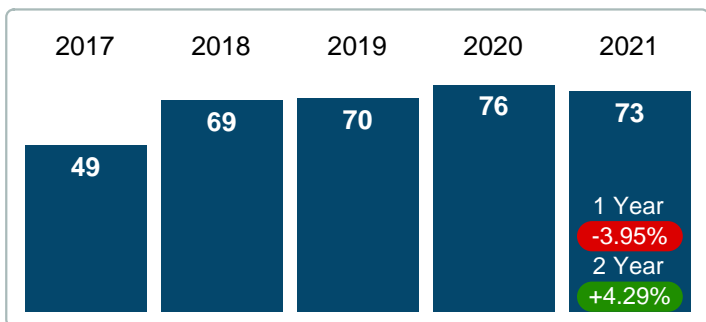
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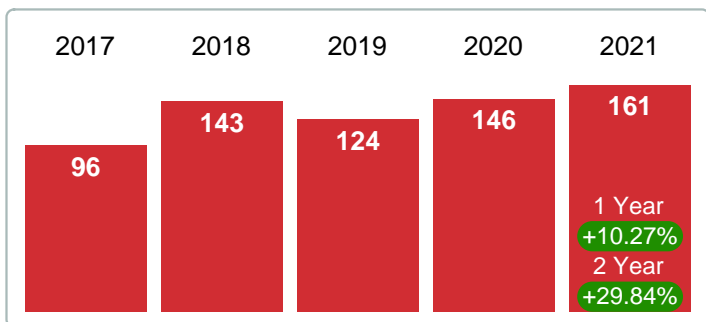
PENDING LISTINGS

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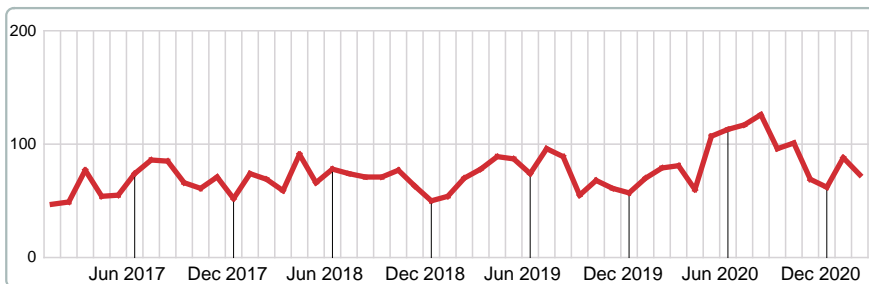
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 67

High Aug 2020 126 Low Jan 2017 47

Pending Listings this month at 73 above the 5 yr FEB average of 67



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	1	1.37%	30.0	0	1	0	0
\$25,001 - \$75,000	12	16.44%	48.4	5	4	3	0
\$75,001 - \$100,000	9	12.33%	49.8	3	5	1	0
\$100,001 - \$175,000	17	23.29%	62.4	0	11	6	0
\$175,001 - \$225,000	15	20.55%	43.8	2	11	2	0
\$225,001 - \$375,000	10	13.70%	66.7	1	5	4	0
\$375,001 and up	9	12.33%	54.3	0	4	1	4
Total Pending Units	73			11	41	17	4
Total Pending Volume	15,895,400	100%	52.3	1.19M	9.18M	3.28M	2.24M
Average Listing Price	\$226,274			\$107,873	\$223,946	\$193,118	\$561,000

February 2021



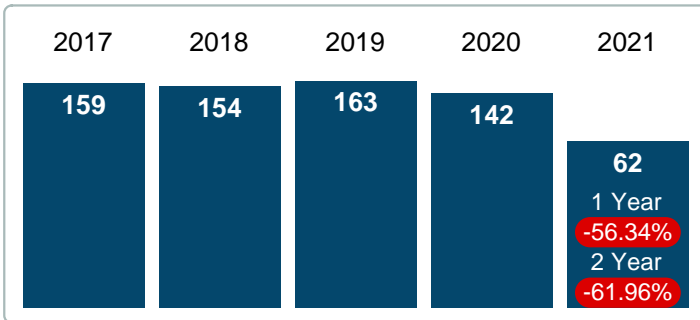
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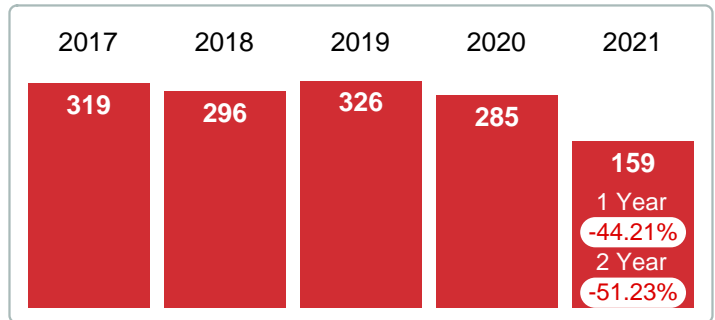
NEW LISTINGS

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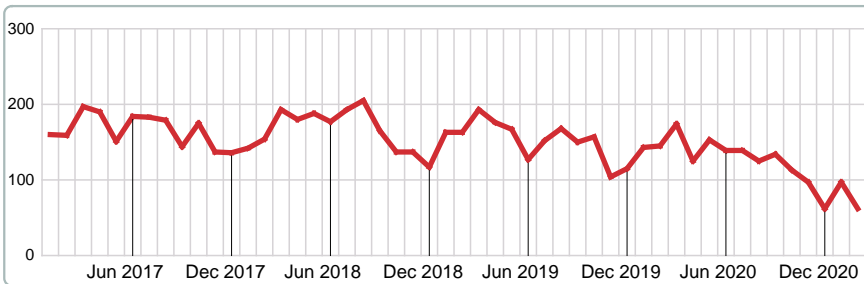
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

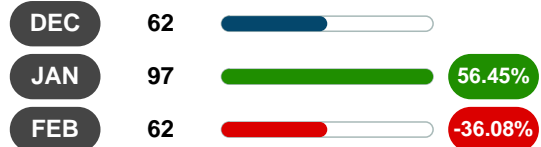


3 MONTHS

5 year FEB AVG = 136

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 62 below the 5 yr FEB average of 136



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	3	4.84%	2	0	0	1
\$25,001 - \$75,000	6	9.68%	3	2	1	0
\$75,001 - \$125,000	8	12.90%	1	6	1	0
\$125,001 - \$200,000	19	30.65%	4	12	3	0
\$200,001 - \$250,000	11	17.74%	3	5	3	0
\$250,001 - \$325,000	6	9.68%	1	1	4	0
\$325,001 and up	9	14.52%	0	5	4	0
Total New Listed Units	62		14	31	16	1
Total New Listed Volume	14,291,400	100%	1.89M	8.22M	4.16M	20.00K
Average New Listed Listing Price	\$191,194		\$134,871	\$265,306	\$259,919	\$20,000

February 2021



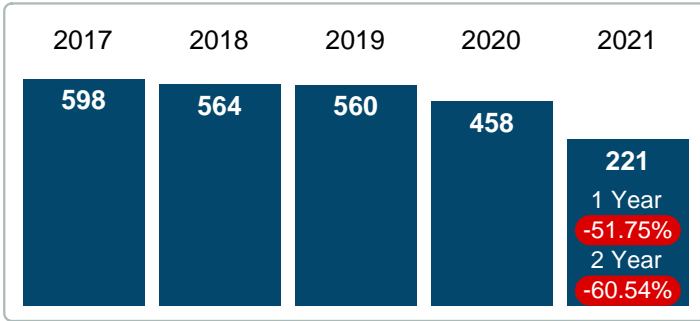
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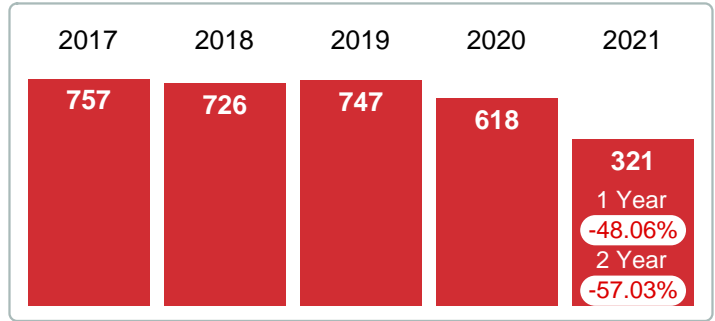
ACTIVE INVENTORY

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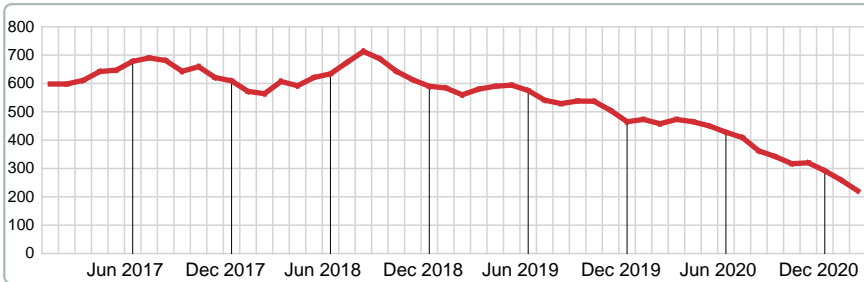
END OF FEBRUARY



ACTIVE DURING FEBRUARY

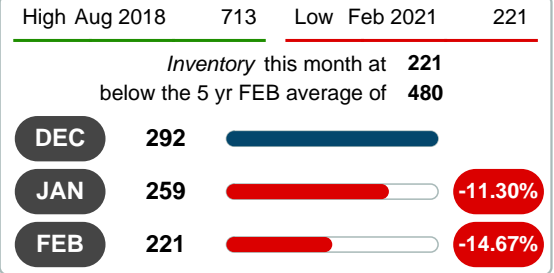


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 480



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	5	2.26%	18.8	3	1	0	1
\$25,001 - \$75,000	44	19.91%	131.1	20	20	4	0
\$75,001 - \$100,000	24	10.86%	135.9	6	14	3	1
\$100,001 - \$200,000	62	28.05%	88.5	11	40	10	1
\$200,001 - \$275,000	36	16.29%	79.9	3	17	12	4
\$275,001 - \$475,000	24	10.86%	100.4	2	9	11	2
\$475,001 and up	26	11.76%	128.5	5	11	8	2
Total Active Inventory by Units	221			50	112	48	11
Total Active Inventory by Volume	55,448,841	100%	105.2	8.46M	26.70M	13.75M	6.53M
Average Active Inventory Listing Price	\$250,900			\$169,229	\$238,413	\$286,496	\$593,936

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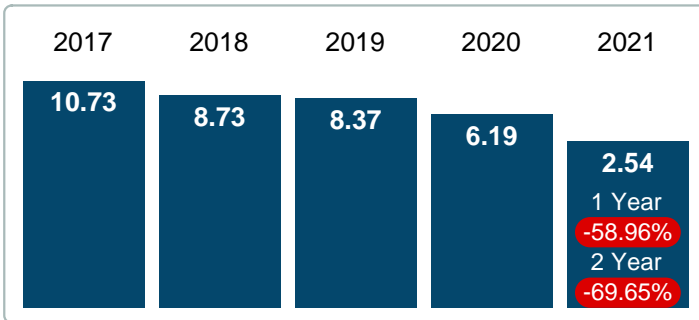
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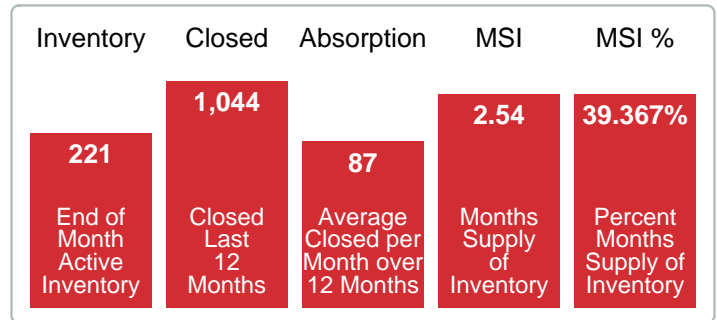
MONTHS SUPPLY of INVENTORY (MSI)

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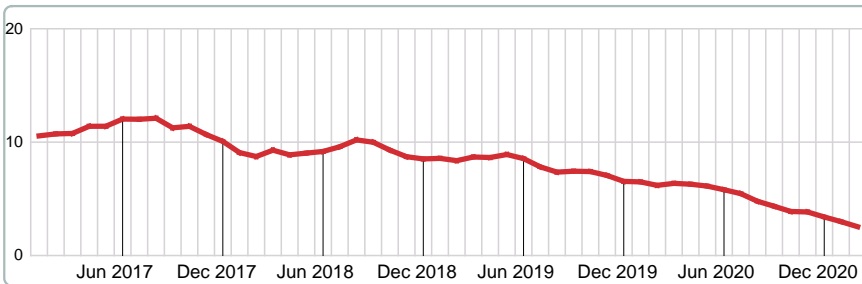
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

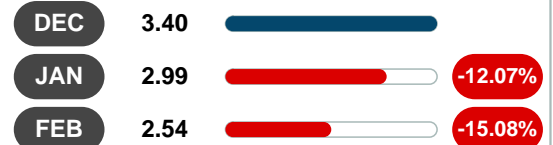


3 MONTHS

5 year FEB AVG = 7.31

High Aug 2017 12.11 | Low Feb 2021 2.54

Months Supply this month at 2.54
below the 5 yr FEB average of 7.31



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
\$25,000 and less	5	2.26%	1.46	1.64	0.71	0.00	0.00
\$25,001 - \$75,000	44	19.91%	2.53	2.86	2.14	4.80	0.00
\$75,001 - \$100,000	24	10.86%	2.20	3.13	1.75	3.00	0.00
\$100,001 - \$200,000	62	28.05%	2.11	4.00	1.90	2.00	2.00
\$200,001 - \$275,000	36	16.29%	3.66	1.80	2.76	7.20	12.00
\$275,001 - \$475,000	24	10.86%	2.15	3.00	1.37	3.38	3.00
\$475,001 and up	26	11.76%	5.29	15.00	10.15	3.43	1.71
Market Supply of Inventory (MSI)			2.54	3.09	2.09	3.37	3.77
Total Active Inventory by Units		100%	2.54	50	112	48	11

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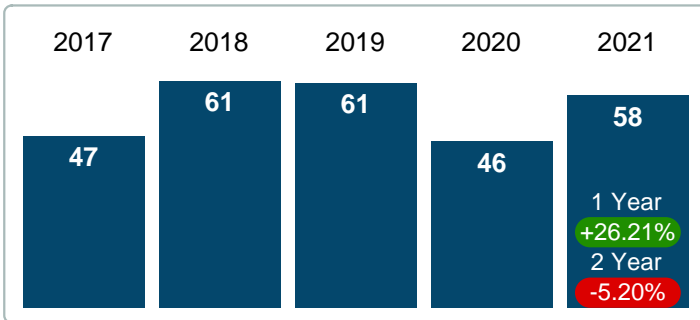
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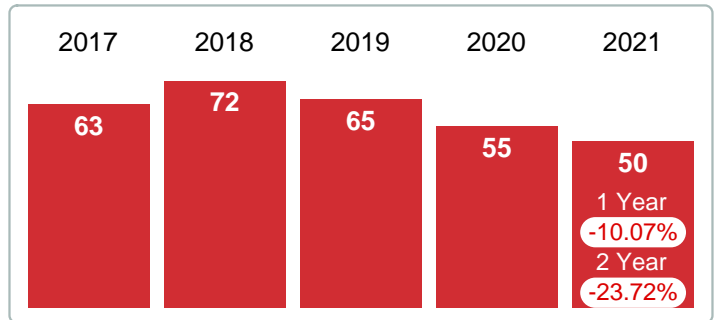
AVERAGE DAYS ON MARKET TO SALE

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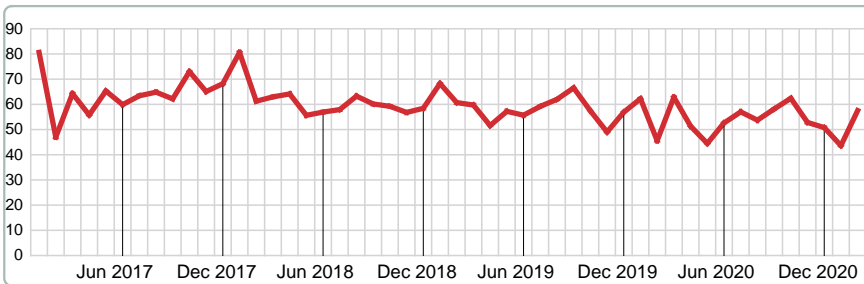
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 54

High Jan 2017 81 Low Jan 2021 44

Average Days on Market to Sale this month at 58 above the 5 yr FEB average of 54



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	1.72%	15	15	0	0	0
\$25,001 - \$75,000	20.69%	64	61	63	75	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	34.48%	55	142	41	125	0
\$125,001 - \$250,000	18.97%	66	0	60	56	134
\$250,001 - \$450,000	13.79%	49	35	39	81	83
\$450,001 and up	10.34%	58	0	42	17	127
Average Closed DOM		58	68	48	57	118
Total Closed Units	100%	58	9	36	9	4
Total Closed Volume		11,268,155	1.01M	5.39M	3.03M	1.84M

February 2021



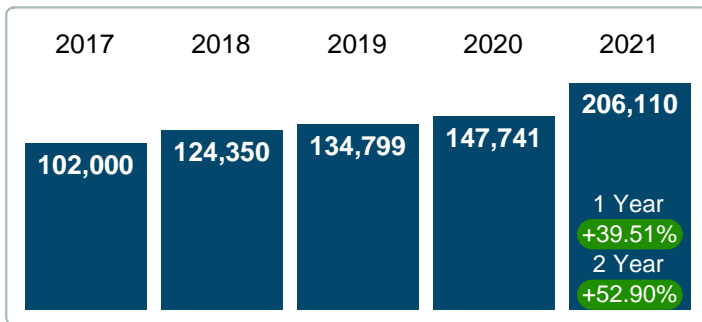
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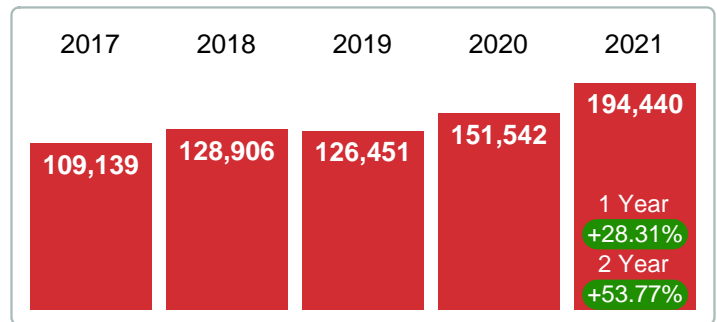
AVERAGE LIST PRICE AT CLOSING

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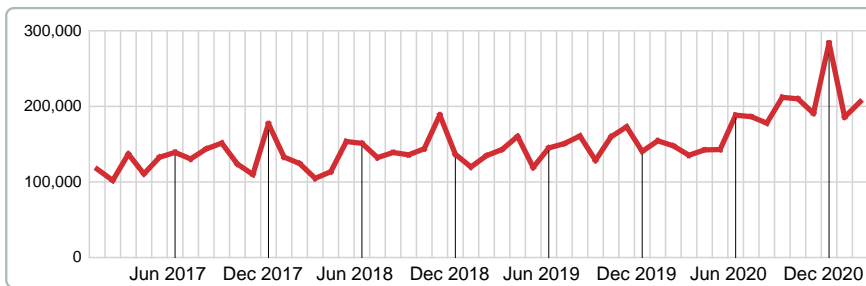
FEBRUARY



YEAR TO DATE (YTD)

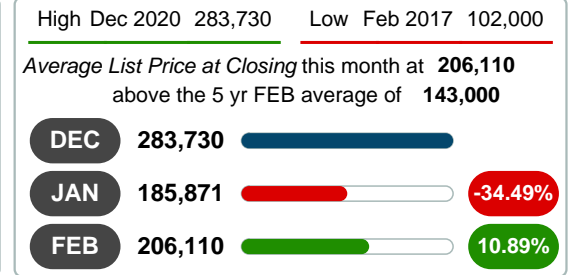


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 143,000



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	1.72%	22,500	30,000	0	0	0
\$25,001 - \$75,000	18.97%	57,555	44,850	74,467	44,200	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	31.03%	98,917	119,950	102,294	117,500	0
\$125,001 - \$250,000	24.14%	160,621	0	171,125	159,950	154,900
\$250,001 - \$450,000	13.79%	370,600	329,450	383,475	372,000	399,999
\$450,001 and up	10.34%	717,467	0	575,000	771,600	707,500
Average List Price		206,110	123,133	157,325	356,956	492,475
Total Closed Units	100%	206,110	9	36	9	4
Total Closed Volume		11,954,399	1.11M	5.66M	3.21M	1.97M

February 2021



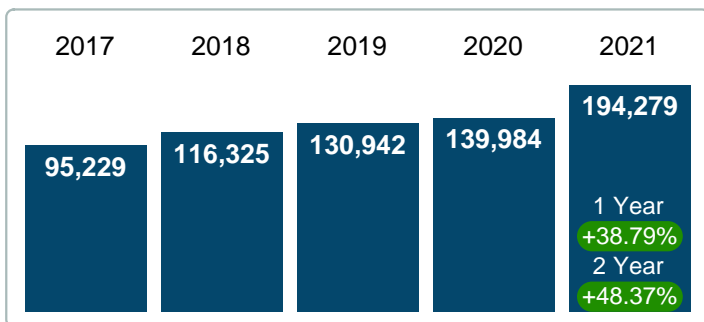
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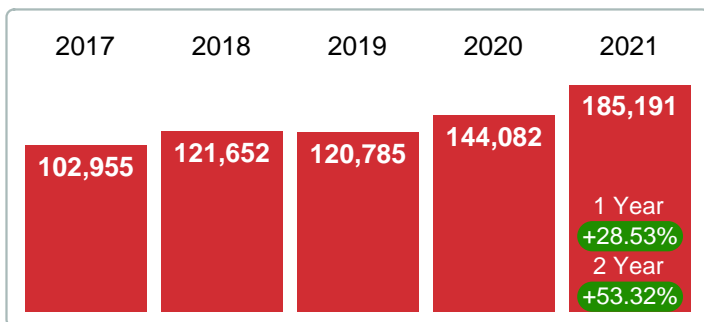
AVERAGE SOLD PRICE AT CLOSING

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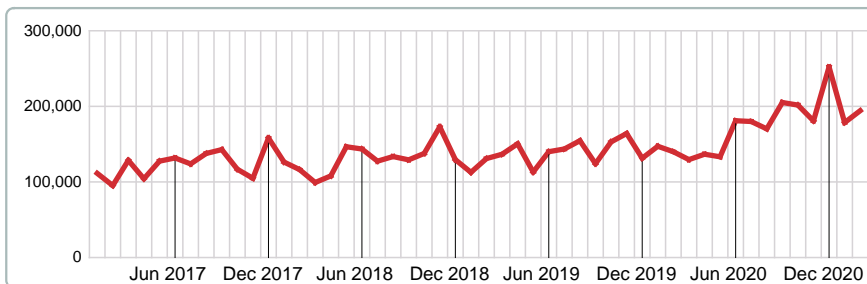
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

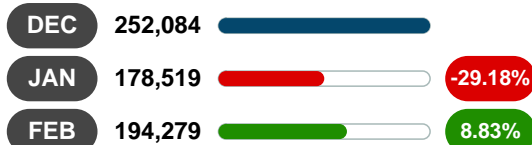


3 MONTHS

5 year FEB AVG = 135,352

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

Average Sold Price at Closing this month at **194,279**
above the 5 yr FEB average of **135,352**



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	1.72%	25,000	25,000	0	0	0
\$25,001 - \$75,000	20.69%	54,002	41,781	65,500	43,950	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	34.48%	100,275	115,500	97,912	110,000	0
\$125,001 - \$250,000	18.97%	158,345	0	159,488	162,950	140,000
\$250,001 - \$450,000	13.79%	353,231	293,925	375,250	362,000	375,000
\$450,001 and up	10.34%	670,330	0	559,982	713,333	661,000
Average Sold Price		194,279	112,330	149,844	336,200	459,250
Total Closed Units	100%	194,279	9	36	9	4
Total Closed Volume		11,268,155	1.01M	5.39M	3.03M	1.84M

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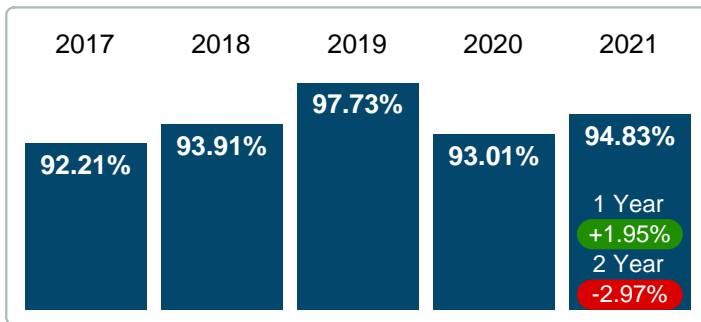
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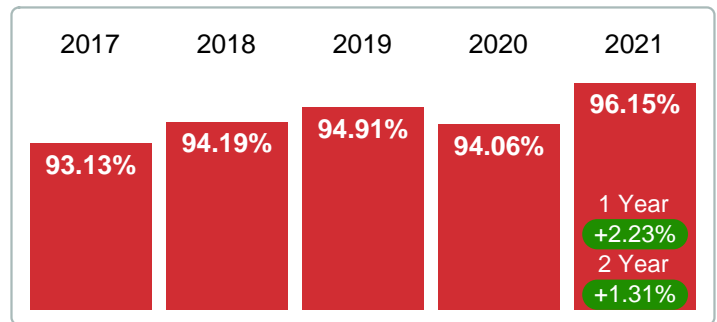
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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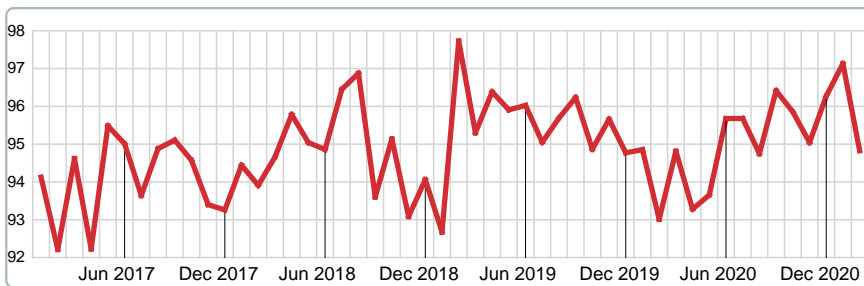
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

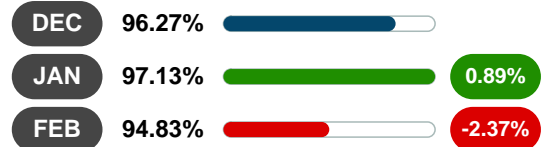


3 MONTHS

5 year FEB AVG = 94.34%

High Feb 2019 97.73% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **94.83%**
above the 5 yr FEB average of **94.34%**



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	1.72%	83.33%	83.33%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	12	20.69%	92.66%	96.48%	87.96%	99.12%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	20	34.48%	96.20%	96.57%	96.31%	93.62%	0.00%
\$125,001 - \$250,000	11	18.97%	95.18%	0.00%	94.15%	101.72%	90.38%
\$250,001 - \$450,000	8	13.79%	95.46%	90.77%	97.76%	97.31%	93.75%
\$450,001 and up	6	10.34%	94.99%	0.00%	97.39%	94.63%	94.33%
Average Sold/List Ratio		94.80%		93.77%	94.63%	97.39%	93.20%
Total Closed Units		58	100%	9	36	9	4
Total Closed Volume		11,268,155		1.01M	5.39M	3.03M	1.84M

February 2021



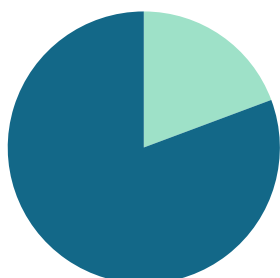
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

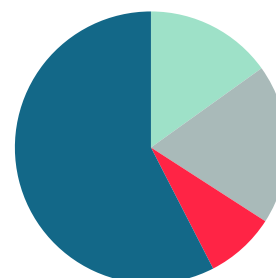


Inventory
 New Listings
62 = 19.31%
 Start Inventory
259
 Total Inventory Units
321
 Volume
\$80,541,640

Market Activity

Closed Sales
58 = 15.10%
 Pending Sales
73 = 19.01%
 Other Off Market
32 = 8.33%
 Active Inventory
221 = 57.55%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	53	58	9.43%	123	137	11.38%
Pending Sales	76	73	-3.95%	146	161	10.27%
New Listings	142	62	-56.34%	285	159	-44.21%
Average List Price	147,741	206,110	39.51%	151,542	194,440	28.31%
Average Sale Price	139,984	194,279	38.79%	144,082	185,191	28.53%
Average Percent of Selling Price to List Price	93.01%	94.83%	1.95%	94.06%	96.15%	2.23%
Average Days on Market to Sale	45.58	57.53	26.21%	55.06	49.51	-10.07%
Monthly Inventory	463	221	-52.27%	463	221	-52.27%
Months Supply of Inventory	6.26	2.54	-59.40%	6.26	2.54	-59.40%

Absorption: Last 12 months, an Average of **87** Sales/Month

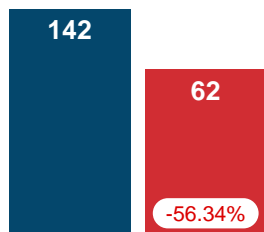
Inventory on February 28, 2021 = **221**

2020 **2021**

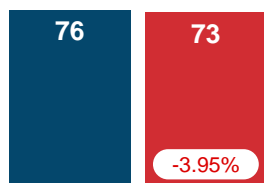
FEBRUARY MARKET

AVERAGE PRICES

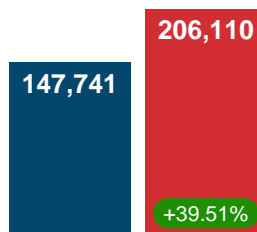
New Listings



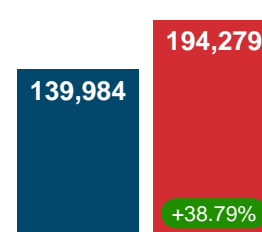
Pending Listings



List Price



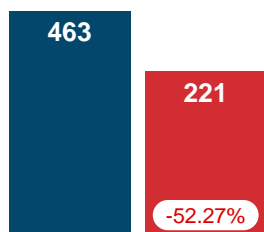
Sale Price



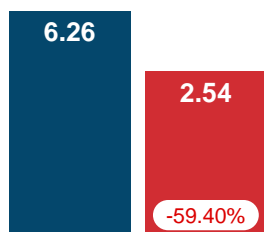
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

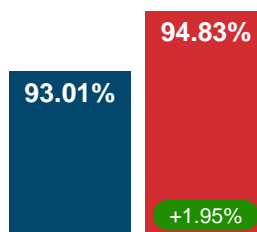
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

