

January 2021



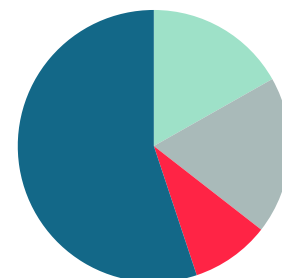
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	70	79	12.86%
Pending Listings	70	88	25.71%
New Listings	143	97	-32.17%
Average List Price	154,420	185,871	20.37%
Average Sale Price	147,184	178,519	21.29%
Average Percent of Selling Price to List Price	94.85%	97.13%	2.40%
Average Days on Market to Sale	62.23	43.62	-29.90%
End of Month Inventory	473	259	-45.24%
Months Supply of Inventory	6.49	2.99	-53.94%



■ Closed (16.81%)
■ Pending (18.72%)
■ Other OffMarket (9.36%)
■ Active (55.11%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of January 31, 2021 = **259**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **45.24%** to 259 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 **2.99** 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 **21.29%** in January 2021 to \$178,519 versus the previous year at \$147,184.

Average Days on Market Shortens

The average number of **43.62** days that homes spent on the market before selling decreased by 18.61 days or **29.90%** in January 2021 compared to last year's same month at **62.23** DOM.

Sales Success for January 2021 is Positive

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

There were 97 New Listings in January 2021, down **32.17%** from last year at 143. Furthermore, there were 79 Closed Listings this month versus last year at 70, a **12.86%** increase.

Closed versus Listed trends yielded a **81.4%** ratio, up from previous year's, January 2020, at **49.0%**, a **66.38%** 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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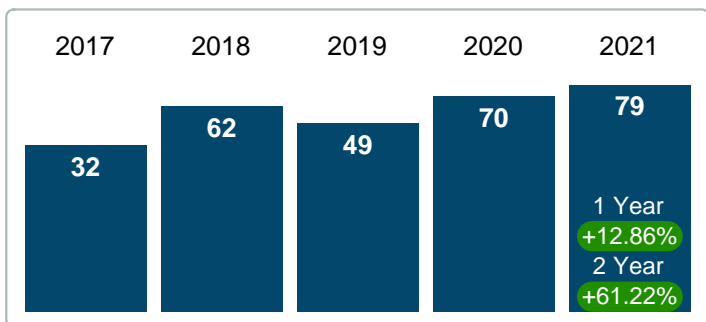
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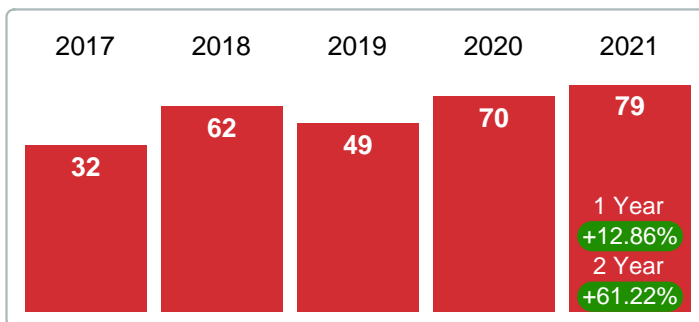
CLOSED LISTINGS

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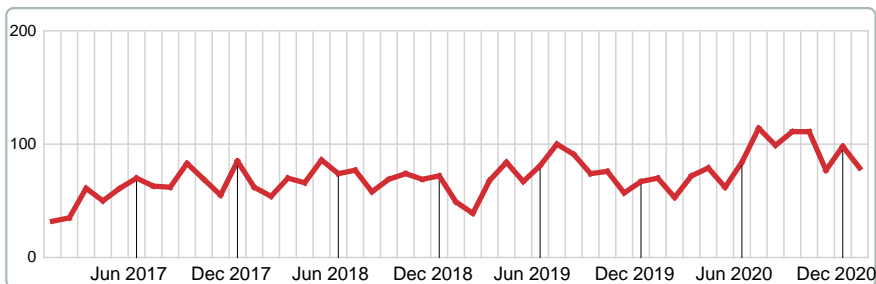
JANUARY



YEAR TO DATE (YTD)

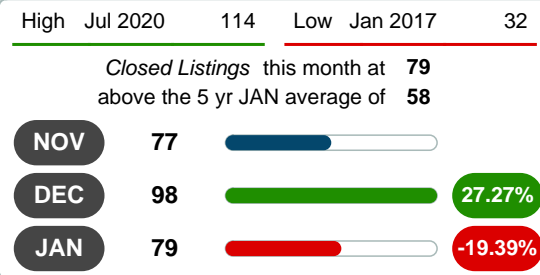


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



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	1.27%	189.0	0	1	0	0
\$25,001 - \$50,000	8	10.13%	34.9	5	1	1	1
\$50,001 - \$75,000	16	20.25%	45.3	9	6	1	0
\$75,001 - \$150,000	20	25.32%	28.5	1	15	3	1
\$150,001 - \$200,000	12	15.19%	54.2	2	9	1	0
\$200,001 - \$375,000	14	17.72%	39.6	3	9	2	0
\$375,001 and up	8	10.13%	60.0	1	3	3	1
Total Closed Units	79			21	44	11	3
Total Closed Volume	14,102,978	100%	43.6	2.89M	7.82M	2.49M	907.50K
Average Closed Price	\$178,519			\$137,602	\$177,710	\$226,055	\$302,500

January 2021



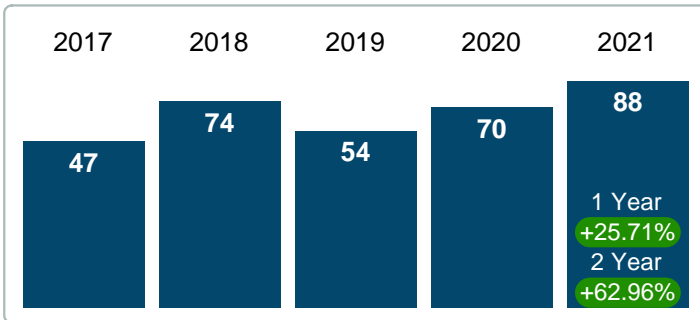
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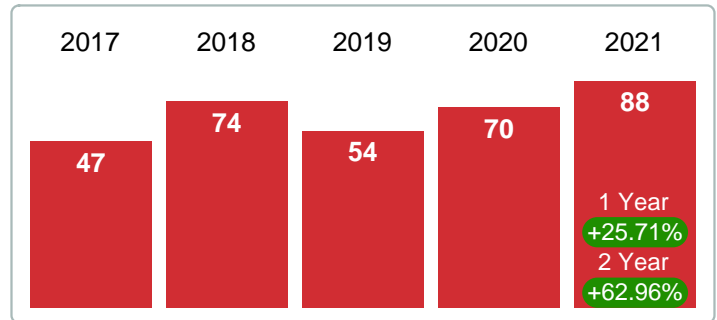
PENDING LISTINGS

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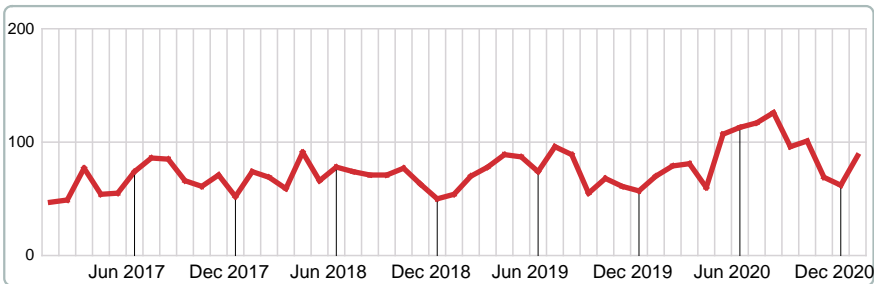
JANUARY



YEAR TO DATE (YTD)

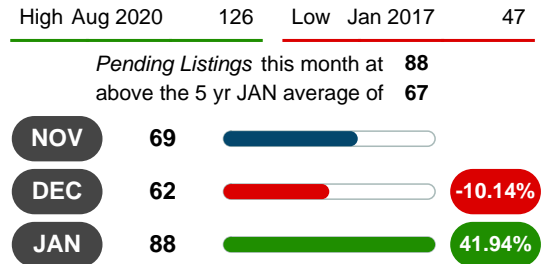


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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	3	3.41%	13.7	2	1	0	0
\$25,001 - \$50,000	7	7.95%	80.9	3	2	1	1
\$50,001 - \$75,000	16	18.18%	84.8	5	10	1	0
\$75,001 - \$150,000	29	32.95%	78.6	5	22	2	0
\$150,001 - \$300,000	13	14.77%	57.8	0	11	1	1
\$300,001 - \$525,000	11	12.50%	78.7	1	4	5	1
\$525,001 and up	9	10.23%	37.1	2	1	3	3
Total Pending Units	88			18	51	13	6
Total Pending Volume	18,601,240	100%	70.4	3.17M	7.99M	4.34M	3.10M
Average Listing Price	\$203,689			\$176,024	\$156,714	\$333,746	\$516,950

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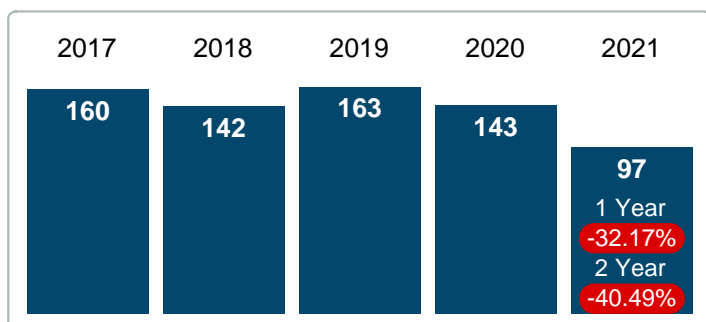
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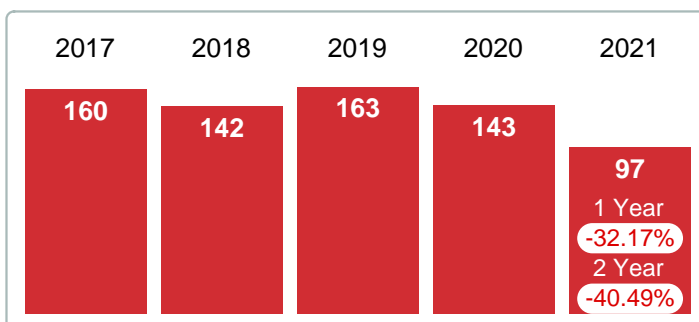
NEW LISTINGS

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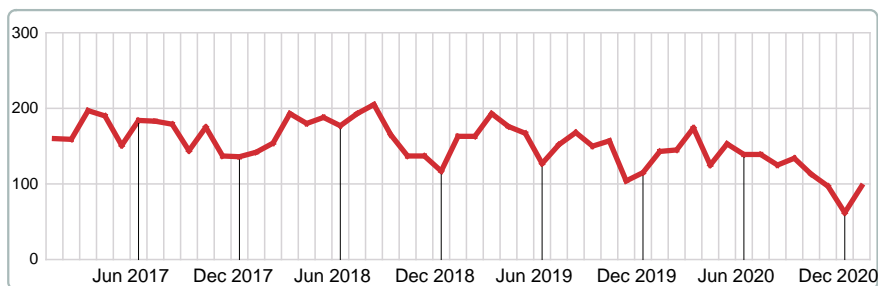
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YEAR TO DATE (YTD)

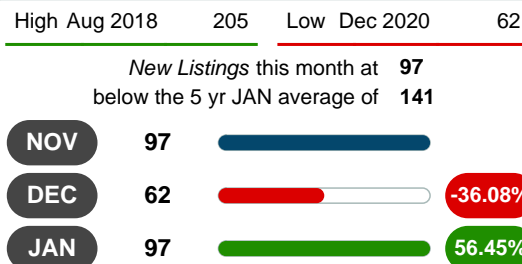


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 141



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	4	4.12%	2	2	0	0
\$25,001 - \$75,000	16	16.49%	5	9	2	0
\$75,001 - \$100,000	11	11.34%	4	6	1	0
\$100,001 - \$200,000	29	29.90%	3	18	8	0
\$200,001 - \$275,000	11	11.34%	1	8	2	0
\$275,001 - \$575,000	17	17.53%	0	8	5	4
\$575,001 and up	9	9.28%	1	1	4	3
Total New Listed Units	97		16	52	22	7
Total New Listed Volume	22,846,088	100%	2.18M	9.58M	6.86M	4.23M
Average New Listed Listing Price	\$230,587		\$136,549	\$184,177	\$311,604	\$604,114

January 2021



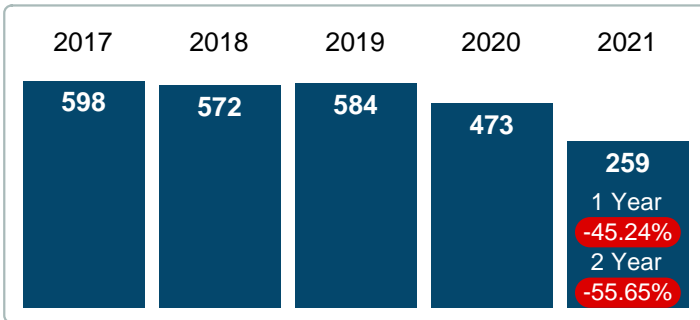
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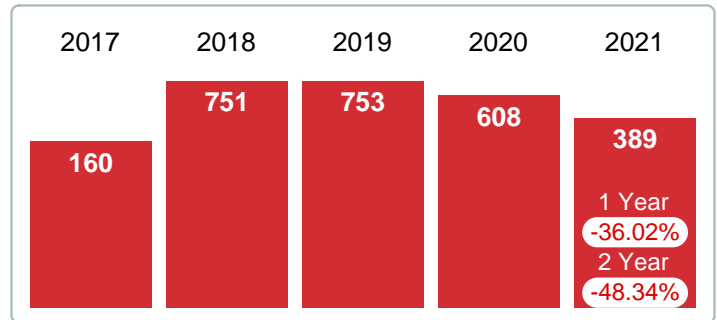
ACTIVE INVENTORY

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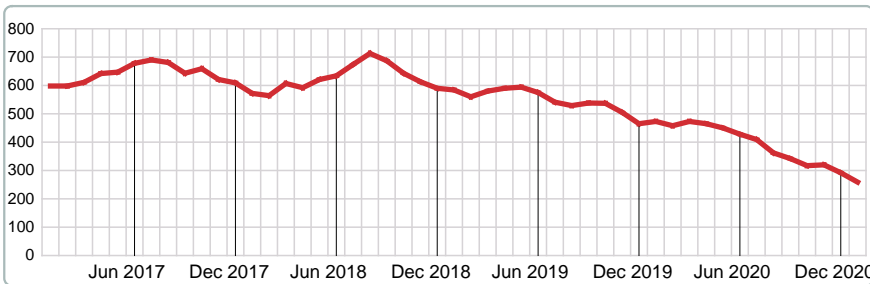
END OF JANUARY



ACTIVE DURING JANUARY

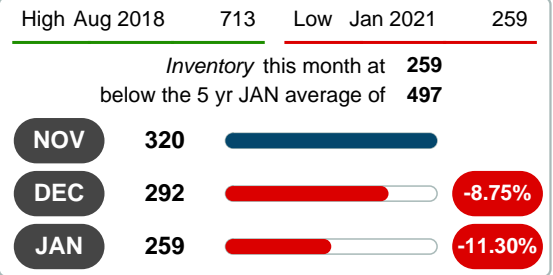


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 497



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	3	1.16%	59.3	2	1	0	0
\$25,001 - \$75,000	54	20.85%	105.6	22	26	6	0
\$75,001 - \$100,000	29	11.20%	122.2	8	17	3	1
\$100,001 - \$175,000	59	22.78%	97.5	7	40	11	1
\$175,001 - \$275,000	52	20.08%	71.2	2	32	14	4
\$275,001 - \$525,000	37	14.29%	102.6	2	17	13	5
\$525,001 and up	25	9.65%	149.9	5	9	7	4
Total Active Inventory by Units	259			48	142	54	15
Total Active Inventory by Volume	66,250,240	100%	102.0	7.79M	32.78M	16.12M	9.56M
Average Active Inventory Listing Price	\$255,792			\$162,268	\$230,849	\$298,604	\$637,087

January 2021



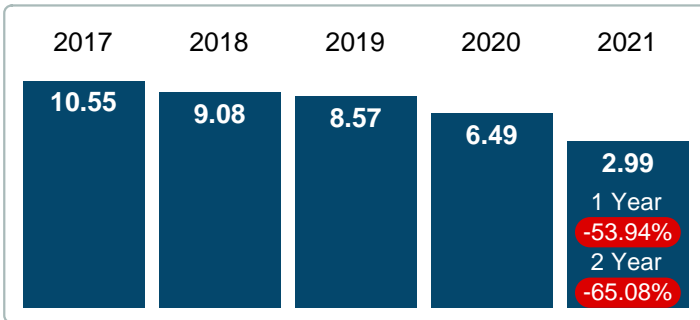
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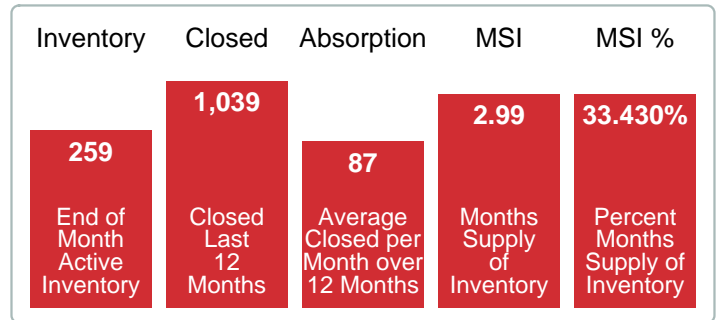
MONTHS SUPPLY of INVENTORY (MSI)

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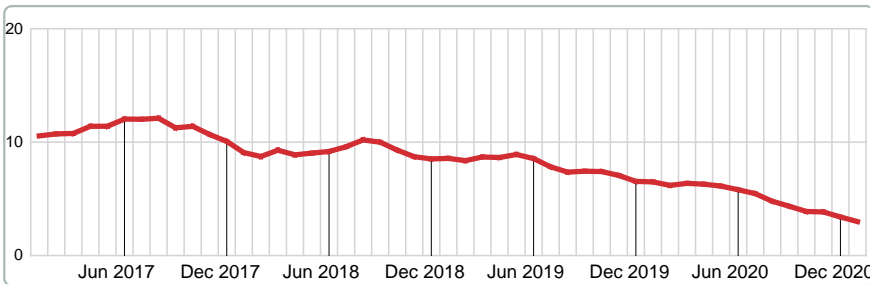
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

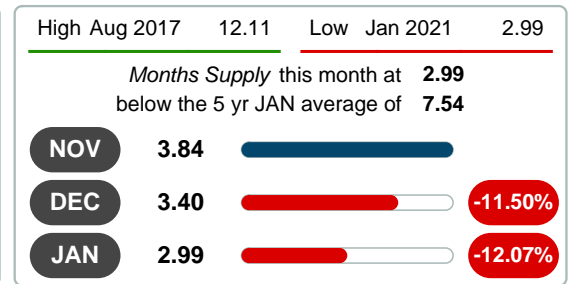


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 7.54



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	7.34%	1.97	2.44	1.65	0.00	0.00
\$40,001 - \$70,000	32	12.36%	3.28	2.93	2.77	12.00	0.00
\$70,001 - \$110,000	42	16.22%	2.71	3.67	2.47	1.89	0.00
\$110,001 - \$190,000	67	25.87%	2.77	3.27	2.70	2.84	3.00
\$190,001 - \$280,000	40	15.44%	3.18	1.00	2.67	6.26	9.60
\$280,001 - \$520,000	33	12.74%	3.00	1.50	2.27	3.63	8.57
\$520,001 and up	26	10.04%	6.64	15.00	12.00	4.20	3.69
Market Supply of Inventory (MSI)			2.99	2.91	2.67	3.81	5.63
Total Active Inventory by Units		100%	259	48	142	54	15

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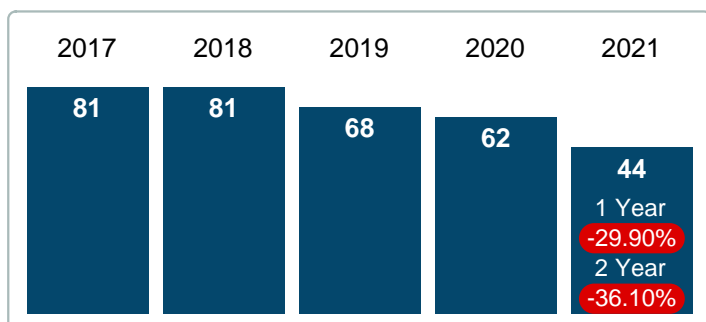
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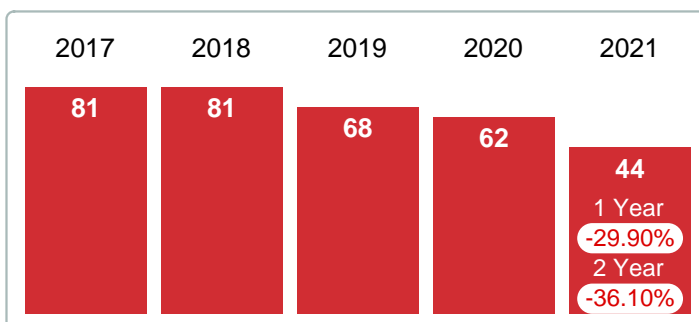
AVERAGE DAYS ON MARKET TO SALE

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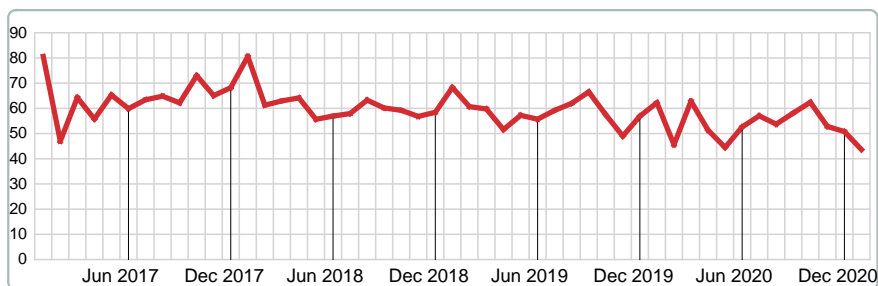
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

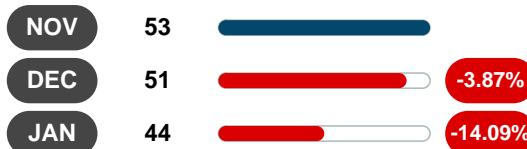


3 MONTHS

5 year JAN AVG = 67

High Jan 2017 81 Low Jan 2021 44

Average Days on Market to Sale this month at 44 below the 5 yr JAN average of 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
\$25,000 and less	1.27%	189	0	189	0	0
\$25,001 - \$50,000	10.13%	35	13	22	96	97
\$50,001 - \$75,000	20.25%	45	53	40	6	0
\$75,001 - \$150,000	25.32%	28	62	27	32	6
\$150,001 - \$200,000	15.19%	54	29	49	156	0
\$200,001 - \$375,000	17.72%	40	58	37	23	0
\$375,001 and up	10.13%	60	1	28	116	46
Average Closed DOM		44	40	39	68	50
Total Closed Units	100%	44	21	44	11	3
Total Closed Volume		14,102,978	2.89M	7.82M	2.49M	907.50K

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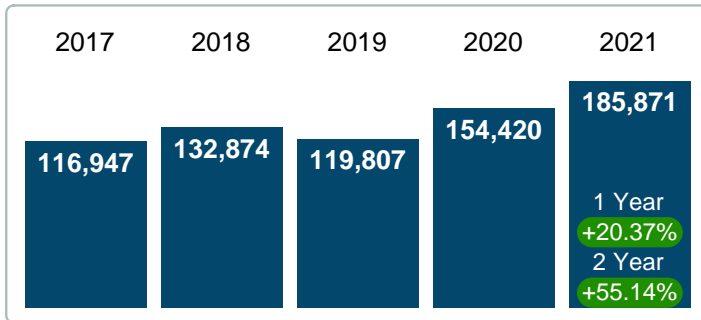
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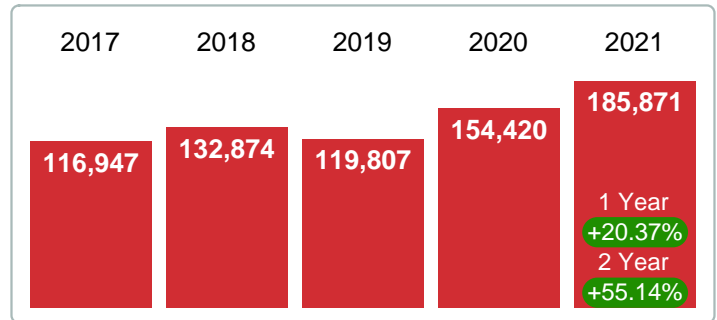
AVERAGE LIST PRICE AT CLOSING

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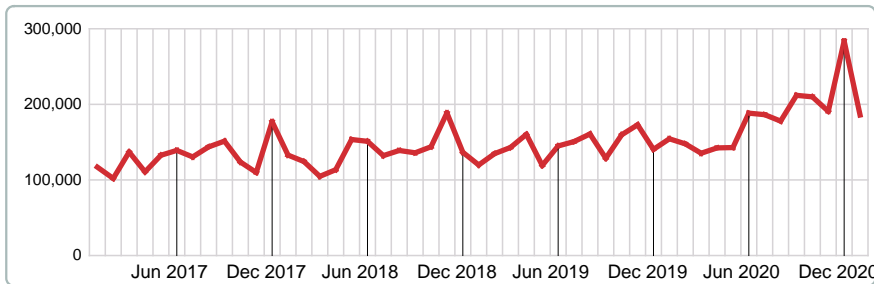
JANUARY



YEAR TO DATE (YTD)

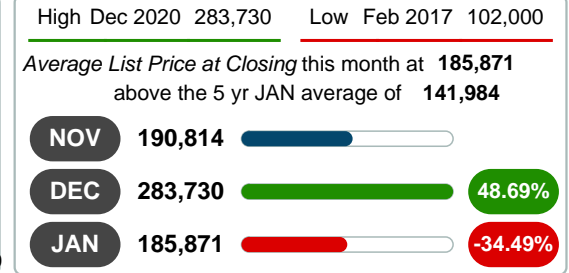


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 141,984



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	3.80%	18,367	0	14,900	0	0
\$25,001 - \$50,000	6.33%	42,320	30,400	59,500	69,000	49,900
\$50,001 - \$75,000	20.25%	65,644	69,333	64,550	49,900	0
\$75,001 - \$150,000	26.58%	113,648	119,900	115,893	109,600	110,000
\$150,001 - \$200,000	13.92%	181,936	199,250	186,389	164,900	0
\$200,001 - \$375,000	18.99%	274,940	239,967	293,967	259,450	0
\$375,001 and up	10.13%	606,855	957,840	551,000	481,667	799,000
Average List Price		185,871	141,530	185,825	234,227	319,633
Total Closed Units	100%	185,871	21	44	11	3
Total Closed Volume		14,683,840	2.97M	8.18M	2.58M	958.90K

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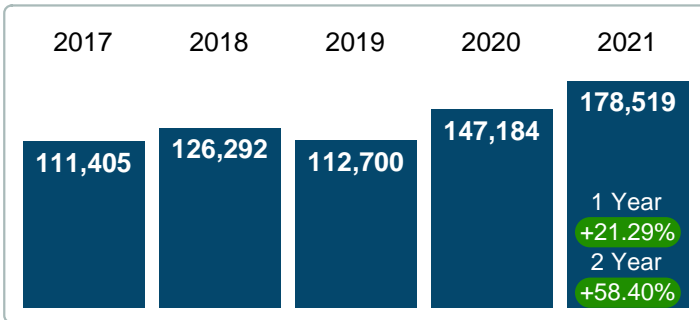
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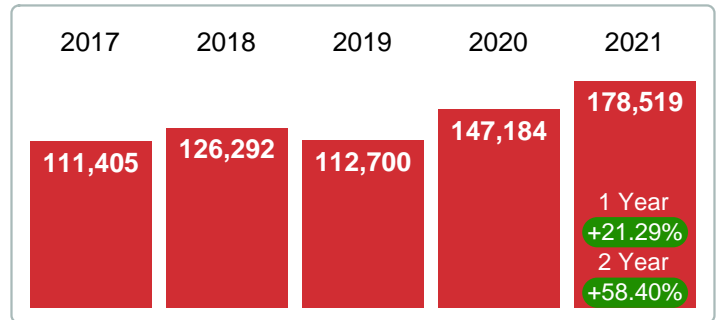
AVERAGE SOLD PRICE AT CLOSING

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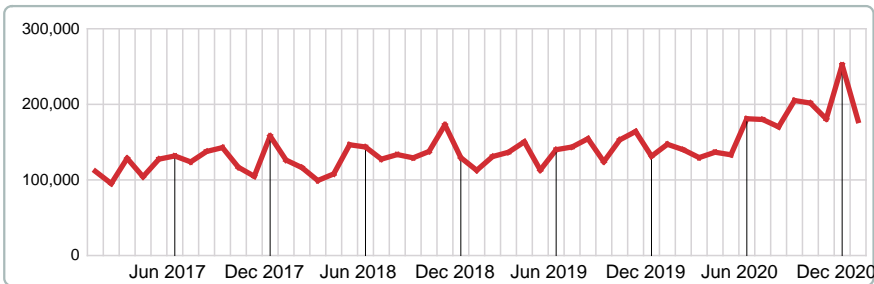
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

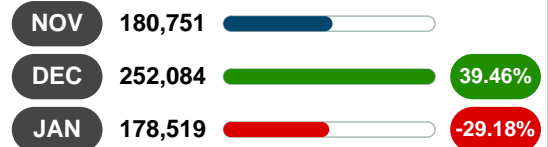


3 MONTHS

5 year JAN AVG = 135,220

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

Average Sold Price at Closing this month at **178,519**
above the 5 yr JAN average of **135,220**



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	1.27%	10,000	0	10,000	0	0
\$25,001 - \$50,000	10.13%	38,419	33,370	49,500	50,000	41,000
\$50,001 - \$75,000	20.25%	62,006	63,600	60,765	55,100	0
\$75,001 - \$150,000	25.32%	111,670	115,000	112,060	107,000	116,500
\$150,001 - \$200,000	15.19%	179,292	192,750	178,722	157,500	0
\$200,001 - \$375,000	17.72%	263,593	230,683	284,250	220,000	0
\$375,001 and up	10.13%	589,793	957,840	515,833	487,667	750,000
Average Sold Price		178,519	137,602	177,710	226,055	302,500
Total Closed Units	100%	178,519	21	44	11	3
Total Closed Volume		14,102,978	2.89M	7.82M	2.49M	907.50K

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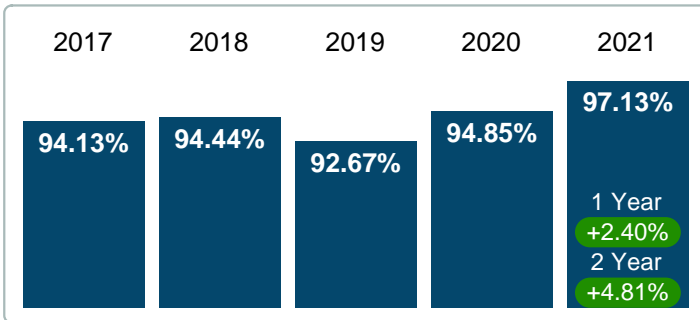
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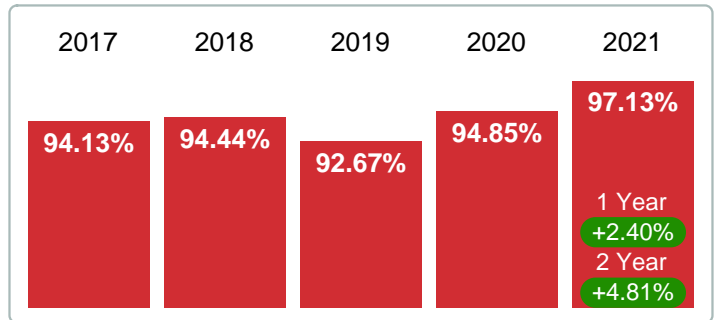
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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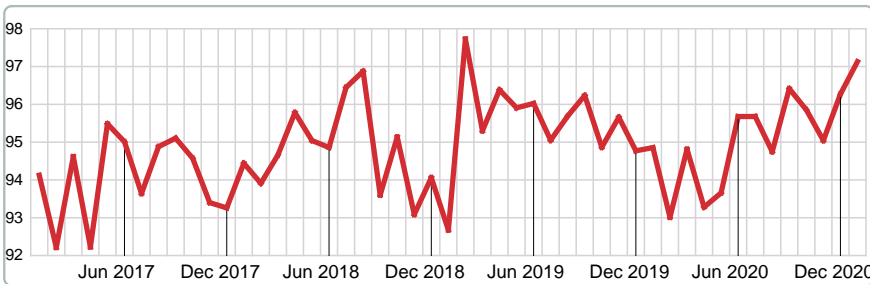
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

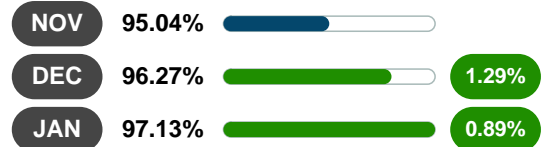


3 MONTHS

5 year JAN AVG = 94.65%

High Feb 2019 97.73% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **97.13%**
above the 5 yr JAN average of **94.65%**



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	<div style="width: 1.27%;"></div> 1	1.27%	67.11%	0.00%	67.11%	0.00%	0.00%
\$25,001 - \$50,000	<div style="width: 10.13%;"></div> 8	10.13%	110.47%	129.18%	83.19%	72.46%	82.16%
\$50,001 - \$75,000	<div style="width: 20.25%;"></div> 16	20.25%	94.45%	92.72%	94.39%	110.42%	0.00%
\$75,001 - \$150,000	<div style="width: 25.32%;"></div> 20	25.32%	97.27%	95.91%	96.75%	97.40%	105.91%
\$150,001 - \$200,000	<div style="width: 15.19%;"></div> 12	15.19%	96.39%	96.74%	96.41%	95.51%	0.00%
\$200,001 - \$375,000	<div style="width: 17.72%;"></div> 14	17.72%	95.09%	97.09%	96.55%	85.52%	0.00%
\$375,001 and up	<div style="width: 10.13%;"></div> 8	10.13%	97.25%	100.00%	93.98%	100.73%	93.87%
Average Sold/List Ratio		97.10%		102.91%	95.15%	94.89%	93.98%
Total Closed Units		79	100%	21	44	11	3
Total Closed Volume		14,102,978		2.89M	7.82M	2.49M	907.50K

January 2021



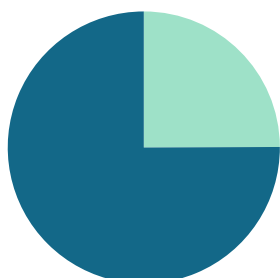
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

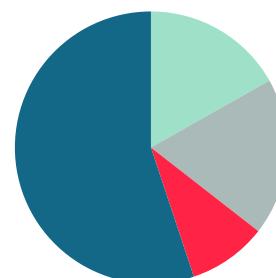


Inventory
 New Listings
97 = 24.94%
 Start Inventory
292
 Total Inventory Units
389
 Volume
\$93,855,080

Market Activity

Closed Sales
79 = 16.81%
 Pending Sales
88 = 18.72%
 Other Off Market
44 = 9.36%
 Active Inventory
259 = 55.11%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	70	79	12.86%	70	79	12.86%
Pending Sales	70	88	25.71%	70	88	25.71%
New Listings	143	97	-32.17%	143	97	-32.17%
Average List Price	154,420	185,871	20.37%	154,420	185,871	20.37%
Average Sale Price	147,184	178,519	21.29%	147,184	178,519	21.29%
Average Percent of Selling Price to List Price	94.85%	97.13%	2.40%	94.85%	97.13%	2.40%
Average Days on Market to Sale	62.23	43.62	-29.90%	62.23	43.62	-29.90%
Monthly Inventory	473	259	-45.24%	473	259	-45.24%
Months Supply of Inventory	6.49	2.99	-53.94%	6.49	2.99	-53.94%

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

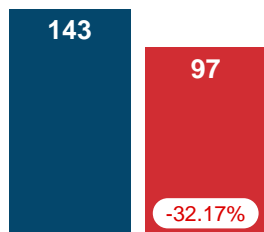
Inventory on January 31, 2021 = **259**

2020 **2021**

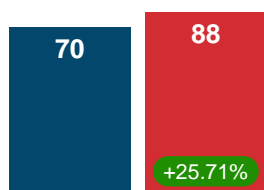
JANUARY MARKET

AVERAGE PRICES

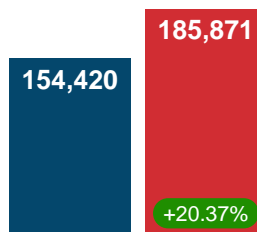
New Listings



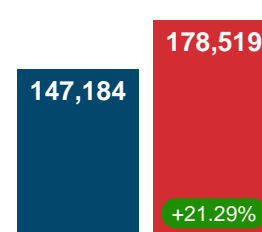
Pending Listings



List Price



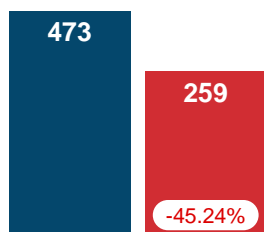
Sale Price



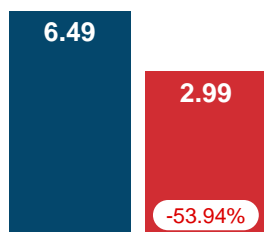
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

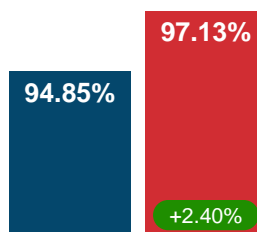
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

