

## December 2020



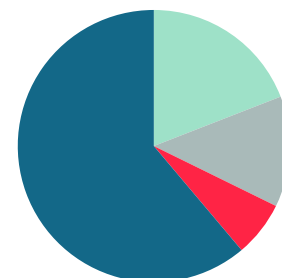
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Nov 16, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	83	113	36.14%
Pending Listings	65	78	20.00%
New Listings	131	74	-43.51%
Average List Price	140,214	275,941	96.80%
Average Sale Price	132,107	248,011	87.73%
Average Percent of Selling Price to List Price	94.60%	96.24%	1.73%
Average Days on Market to Sale	58.77	49.48	-15.81%
End of Month Inventory	616	362	-41.23%
Months Supply of Inventory	6.76	3.35	-50.44%



■ Closed (19.09%)  
■ Pending (13.18%)  
■ Other OffMarket (6.59%)  
■ Active (61.15%)

**Absorption:** Last 12 months, an Average of **108** Sales/Month  
**Active Inventory** as of December 31, 2020 = **362**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2020 decreased **41.23%** to 362 existing homes available for sale. Over the last 12 months this area has had an average of 108 closed sales per month. This represents an unsold inventory index of **3.35** 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 **87.73%** in December 2020 to \$248,011 versus the previous year at \$132,107.

##### Average Days on Market Shortens

The average number of **49.48** days that homes spent on the market before selling decreased by 9.29 days or **15.81%** in December 2020 compared to last year's same month at **58.77** 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 74 New Listings in December 2020, down **43.51%** from last year at 131. Furthermore, there were 113 Closed Listings this month versus last year at 83, a **36.14%** increase.

Closed versus Listed trends yielded a **152.7%** ratio, up from previous year's, December 2019, at **63.4%**, a **141.01%** 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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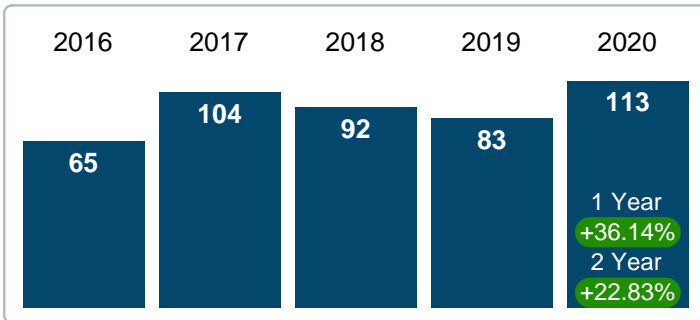
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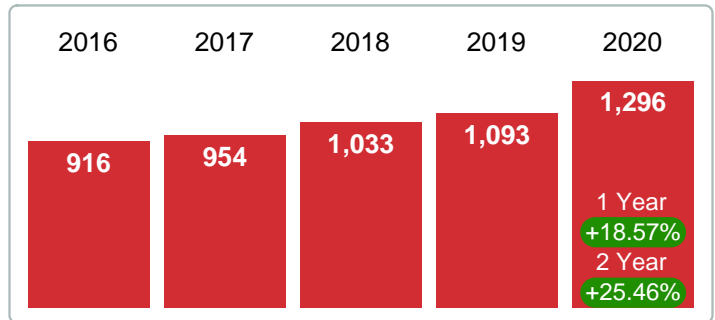
## CLOSED LISTINGS

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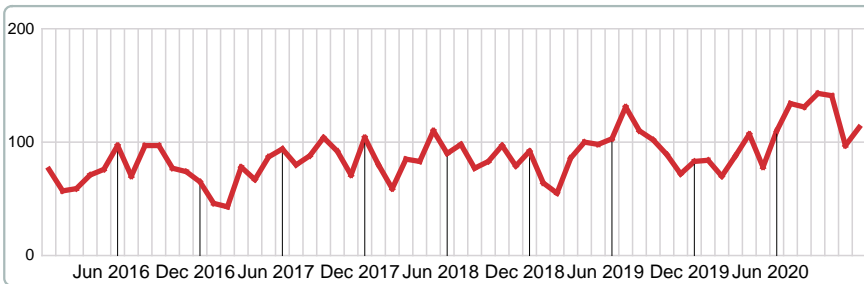
### DECEMBER



### YEAR TO DATE (YTD)

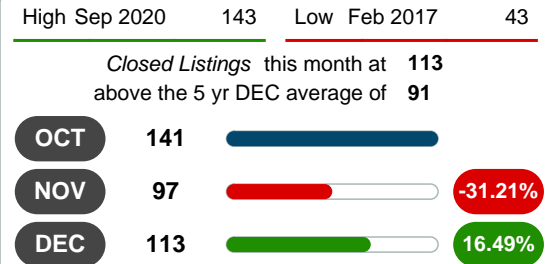


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 91



### 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	0.88%	58.0	1	0	0	0
\$25,001 - \$75,000	19	16.81%	39.7	10	9	0	0
\$75,001 - \$100,000	12	10.62%	29.8	3	7	2	0
\$100,001 - \$175,000	35	30.97%	40.8	4	24	7	0
\$175,001 - \$375,000	20	17.70%	84.5	2	10	6	2
\$375,001 - \$550,000	14	12.39%	56.9	1	7	3	3
\$550,001 and up	12	10.62%	42.0	0	0	5	7
<b>Total Closed Units</b>	<b>113</b>			<b>21</b>	<b>57</b>	<b>23</b>	<b>12</b>
<b>Total Closed Volume</b>	<b>28,025,200</b>	<b>100%</b>	<b>49.5</b>	<b>2.25M</b>	<b>9.65M</b>	<b>7.87M</b>	<b>8.25M</b>
<b>Average Closed Price</b>	<b>\$248,011</b>			<b>\$107,257</b>	<b>\$169,247</b>	<b>\$342,274</b>	<b>\$687,783</b>

# December 2020



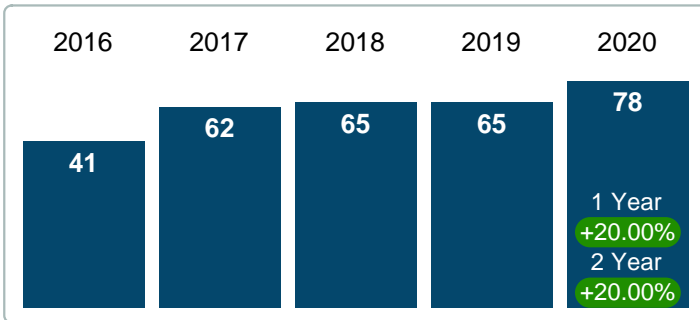
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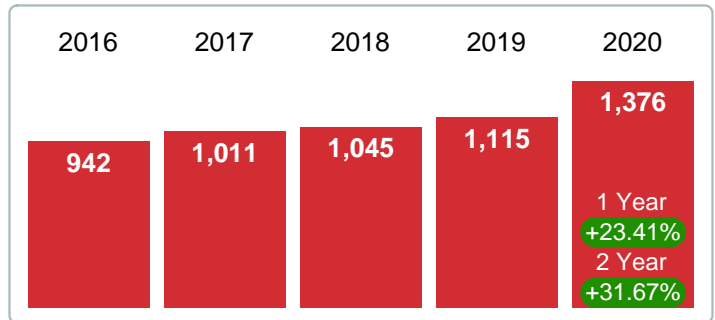
## PENDING LISTINGS

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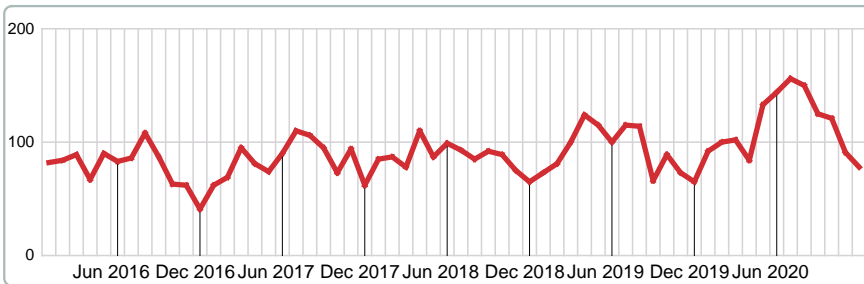
### DECEMBER



### YEAR TO DATE (YTD)

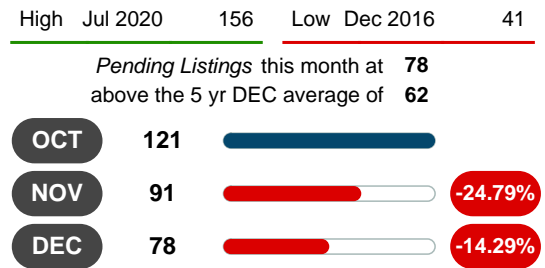


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### 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	6	7.69%	23.8	4	1	1	0
\$50,001 - \$75,000	10	12.82%	109.6	5	4	1	0
\$75,001 - \$125,000	11	14.10%	31.7	1	10	0	0
\$125,001 - \$150,000	14	17.95%	42.6	0	11	3	0
\$150,001 - \$300,000	19	24.36%	54.4	2	14	3	0
\$300,001 - \$450,000	11	14.10%	73.5	0	7	2	2
\$450,001 and up	7	8.97%	83.0	1	3	1	2
<b>Total Pending Units</b>	<b>78</b>			<b>13</b>	<b>50</b>	<b>11</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>20,716,099</b>	<b>100%</b>	<b>49.7</b>	<b>1.75M</b>	<b>10.32M</b>	<b>3.15M</b>	<b>5.50M</b>
<b>Average Listing Price</b>	<b>\$264,868</b>			<b>\$134,238</b>	<b>\$206,438</b>	<b>\$286,373</b>	<b>\$1,374,750</b>

# December 2020



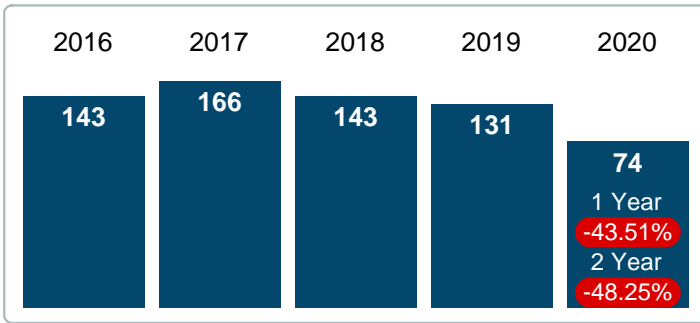
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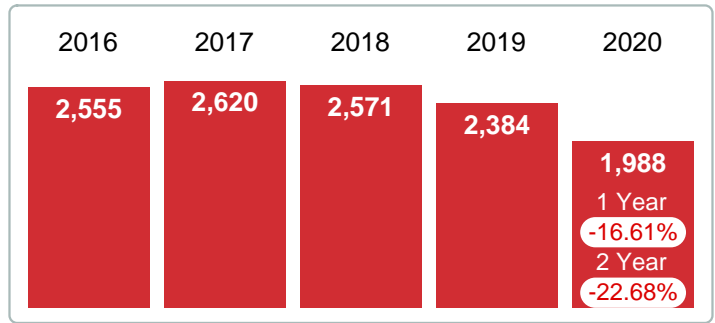
## NEW LISTINGS

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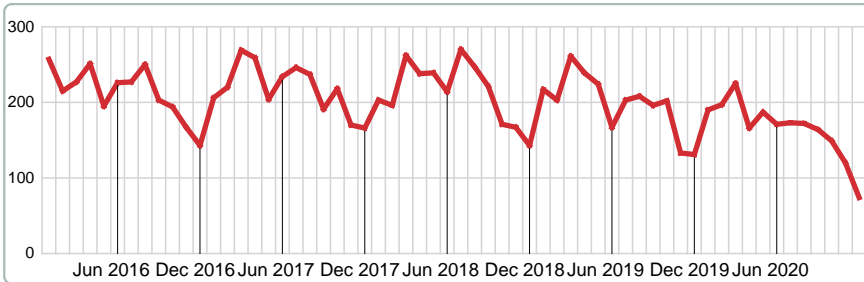
### DECEMBER



### YEAR TO DATE (YTD)

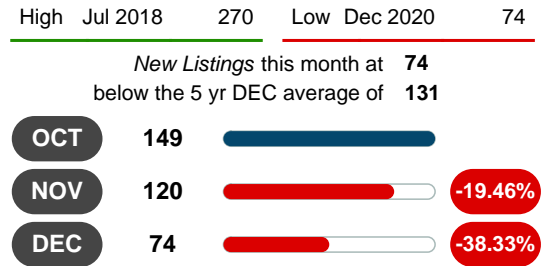


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 131



### 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
\$25,000 and less	1	1.35%	1	0	0	0
\$25,001 - \$50,000	15	20.27%	9	4	2	0
\$50,001 - \$75,000	8	10.81%	0	7	1	0
\$75,001 - \$125,000	16	21.62%	1	14	1	0
\$125,001 - \$175,000	13	17.57%	3	9	1	0
\$175,001 - \$350,000	13	17.57%	2	10	0	1
\$350,001 and up	8	10.81%	1	4	2	1
<b>Total New Listed Units</b>	<b>74</b>		<b>17</b>	<b>48</b>	<b>7</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>12,488,694</b>	<b>100%</b>	<b>2.19M</b>	<b>8.27M</b>	<b>1.40M</b>	<b>627.60K</b>
<b>Average New Listed Listing Price</b>	<b>\$167,331</b>		<b>\$128,953</b>	<b>\$172,277</b>	<b>\$199,943</b>	<b>\$313,800</b>

# December 2020



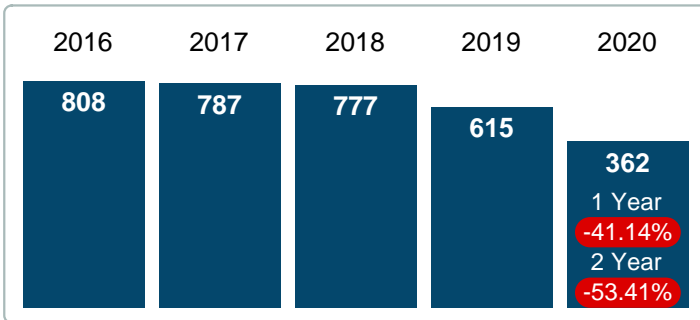
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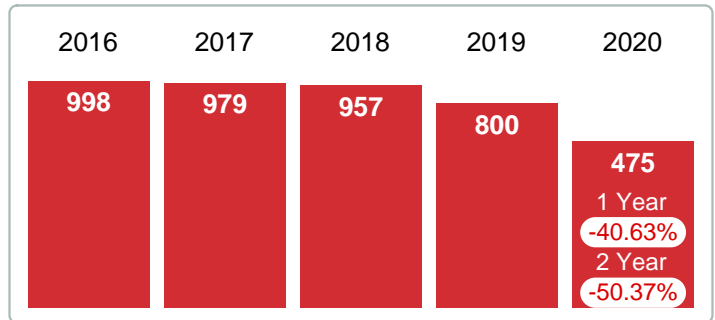
## ACTIVE INVENTORY

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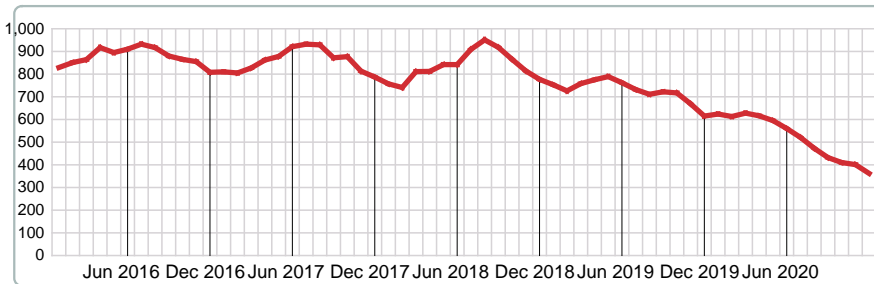
### END OF DECEMBER



### ACTIVE DURING DECEMBER

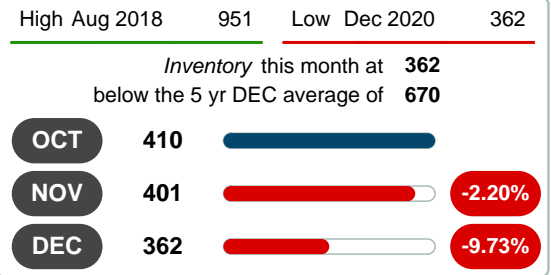


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 670



### 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	1.38%	135.4	4	1	0	0
\$25,001 - \$50,000	39	10.77%	80.7	20	16	2	1
\$50,001 - \$100,000	86	23.76%	113.6	20	55	10	1
\$100,001 - \$175,000	82	22.65%	97.0	12	56	12	2
\$175,001 - \$325,000	65	17.96%	83.8	4	41	16	4
\$325,001 - \$550,000	49	13.54%	112.0	3	18	22	6
\$550,001 and up	36	9.94%	128.7	5	11	12	8
Total Active Inventory by Units			362	68	198	74	22
Total Active Inventory by Volume			91,991,742	10.23M	42.16M	25.58M	14.02M
Average Active Inventory Listing Price			\$254,121	\$150,513	\$212,936	\$345,629	\$637,223

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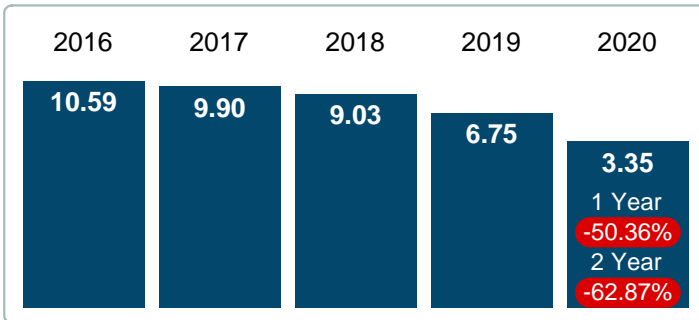
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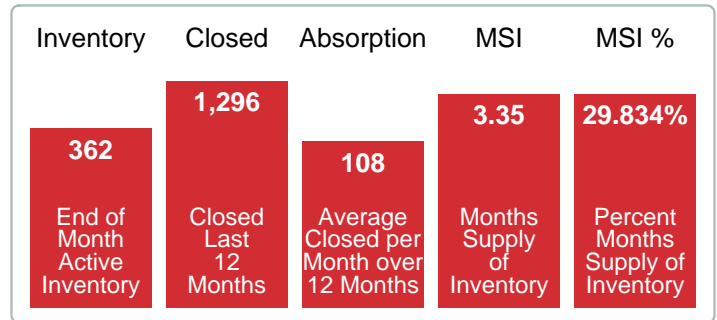
## MONTHS SUPPLY of INVENTORY (MSI)

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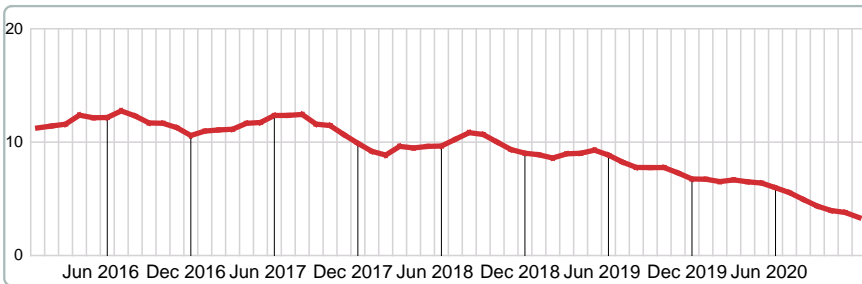
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020

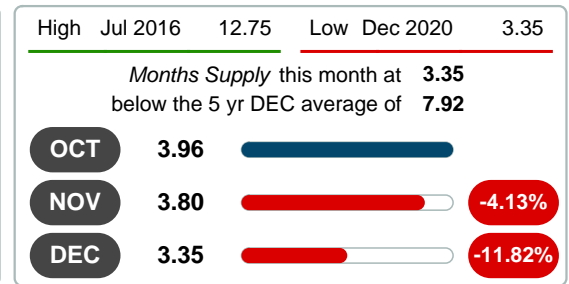


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 7.92



### 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	23	6.35%	1.97	2.23	1.69	3.00	0.00
\$40,001 - \$70,000	55	15.19%	4.58	4.98	3.66	9.33	0.00
\$70,001 - \$110,000	61	16.85%	3.02	2.24	3.35	2.18	0.00
\$110,001 - \$190,000	85	23.48%	2.71	3.14	2.70	2.29	4.80
\$190,001 - \$330,000	56	15.47%	2.86	0.95	2.70	4.70	3.69
\$330,001 - \$550,000	46	12.71%	4.52	9.00	3.43	4.75	10.29
\$550,001 and up	36	9.94%	12.00	60.00	22.00	8.47	8.00
Market Supply of Inventory (MSI)			3.35	3.06	3.06	4.15	6.77
Total Active Inventory by Units		100%	362	68	198	74	22

# December 2020



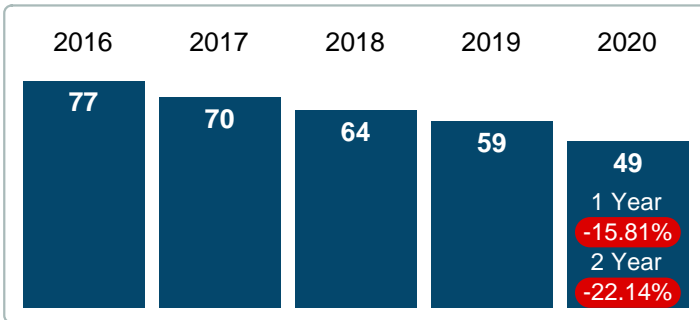
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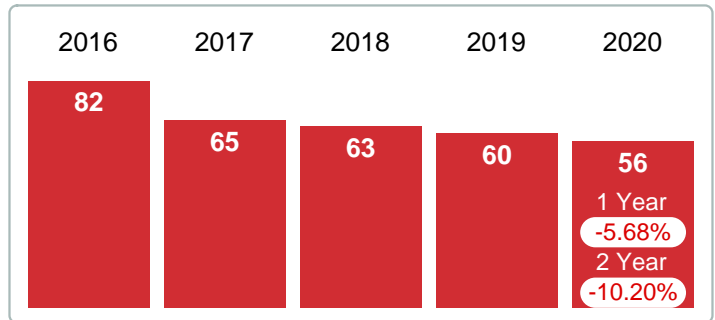
## AVERAGE DAYS ON MARKET TO SALE

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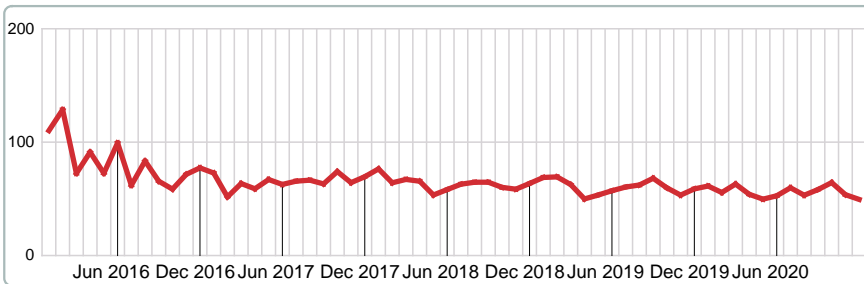
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

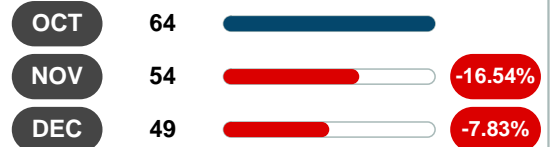


### 3 MONTHS

5 year DEC AVG = 64

High Feb 2016 129 Low Dec 2020 49

Average Days on Market to Sale this month at 49 below the 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	0.88%	58	58	0	0	0
\$25,001 - \$75,000	16.81%	40	32	48	0	0
\$75,001 - \$100,000	10.62%	30	48	26	17	0
\$100,001 - \$175,000	30.97%	41	29	35	66	0
\$175,001 - \$375,000	17.70%	85	130	78	81	84
\$375,001 - \$550,000	12.39%	57	16	51	75	66
\$550,001 and up	10.62%	42	0	0	43	41
<b>Average Closed DOM</b>		<b>49</b>	<b>44</b>	<b>46</b>	<b>62</b>	<b>55</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>49</b>	<b>21</b>	<b>57</b>	<b>23</b>	<b>12</b>
<b>Total Closed Volume</b>		<b>28,025,200</b>	<b>2.25M</b>	<b>9.65M</b>	<b>7.87M</b>	<b>8.25M</b>



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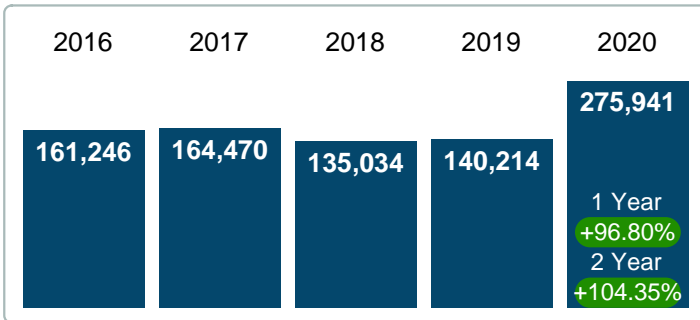
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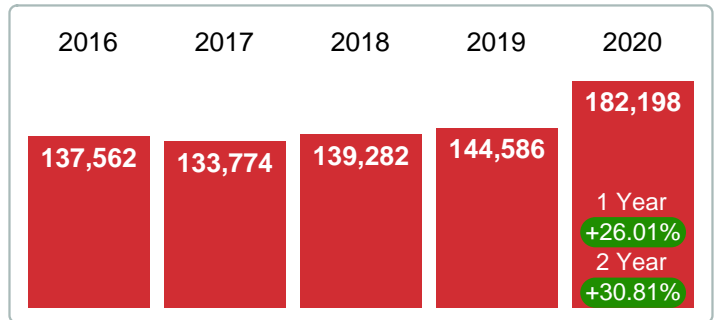
## AVERAGE LIST PRICE AT CLOSING

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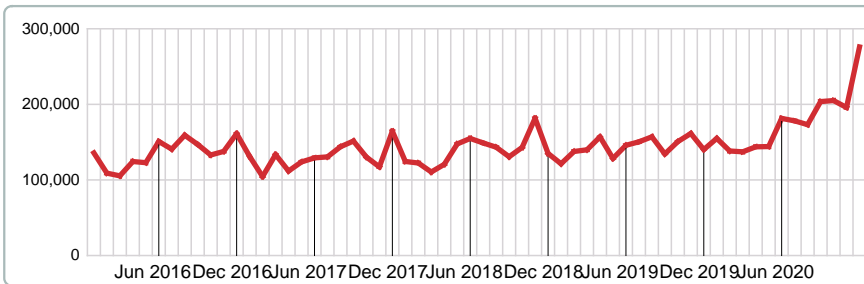
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

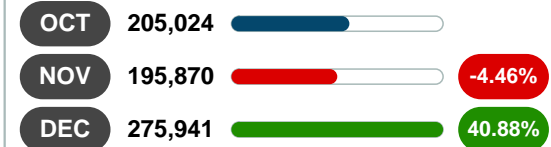


### 3 MONTHS

5 year DEC AVG = 175,381

High Dec 2020 275,941 Low Feb 2017 104,509

Average List Price at Closing this month at **275,941**  
above the 5 yr DEC average of **175,381**



### 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	0.88%	16,000	16,000	0	0	0
\$25,001 - \$75,000	19	16.81%	47,637	43,940	51,744	0	0
\$75,001 - \$100,000	12	10.62%	87,992	89,100	91,943	84,500	0
\$100,001 - \$175,000	34	30.09%	132,141	137,475	131,213	138,529	0
\$175,001 - \$375,000	22	19.47%	268,300	259,450	252,470	295,767	265,750
\$375,001 - \$550,000	10	8.85%	435,340	563,000	424,286	517,967	439,133
\$550,001 and up	15	13.27%	963,703	0	0	755,550	1,282,843
Average List Price			275,941	112,119	171,107	358,476	902,400
Total Closed Units		100%	275,941	21	57	23	12
Total Closed Volume			31,181,350	2.35M	9.75M	8.24M	10.83M



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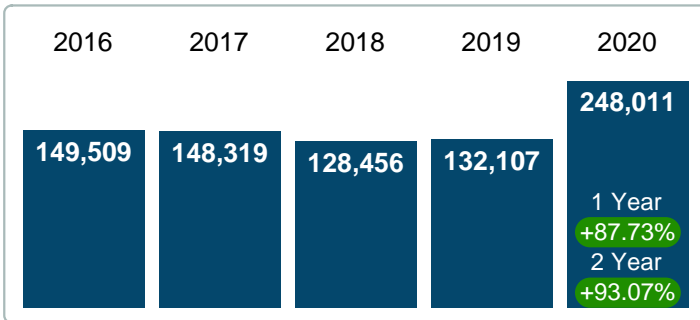
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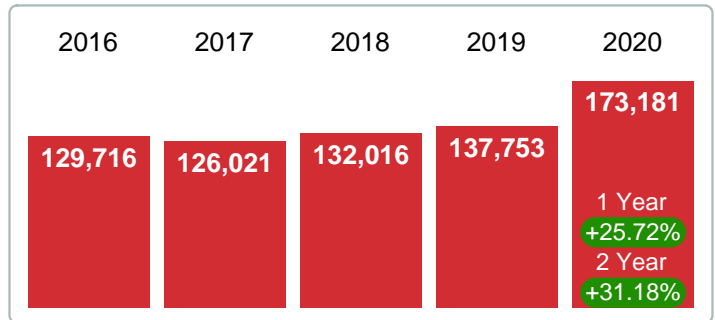
## AVERAGE SOLD PRICE AT CLOSING

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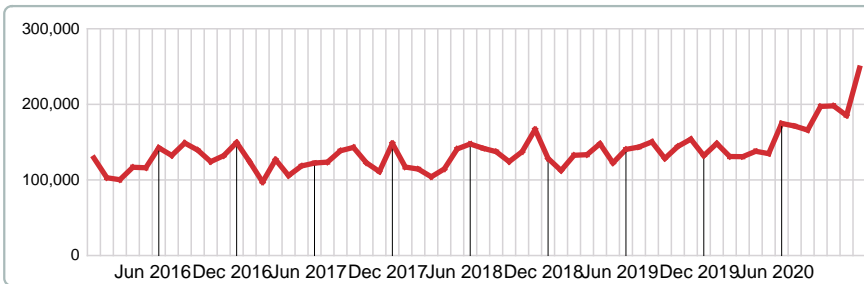
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

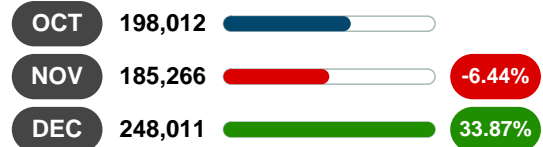


### 3 MONTHS

5 year DEC AVG = 161,280

High Dec 2020 248,011 Low Feb 2017 97,187

Average Sold Price at Closing this month at 248,011 above the 5 yr DEC average of 161,280



### 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	0.88%	12,000	12,000	0	0	0
\$25,001 - \$75,000	19	16.81%	43,468	40,250	47,044	0	0
\$75,001 - \$100,000	12	10.62%	88,433	89,633	88,686	85,750	0
\$100,001 - \$175,000	35	30.97%	130,740	133,750	129,708	132,557	0
\$175,001 - \$375,000	20	17.70%	257,390	249,500	245,590	280,483	255,000
\$375,001 - \$550,000	14	12.39%	455,814	535,000	433,429	503,333	434,133
\$550,001 and up	12	10.62%	835,083	0	0	716,000	920,143
Average Sold Price			248,011	107,257	169,247	342,274	687,783
Total Closed Units		100%	113	21	57	23	12
Total Closed Volume			28,025,200	2.25M	9.65M	7.87M	8.25M

# December 2020



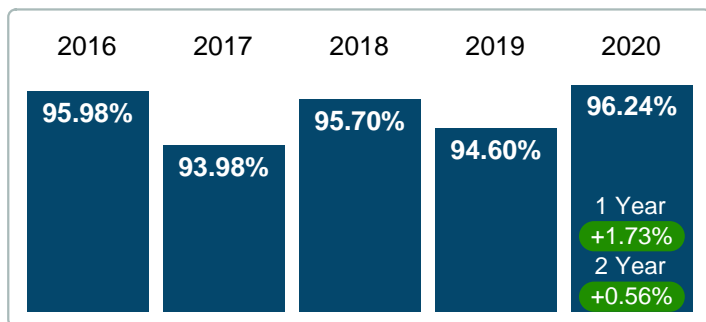
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



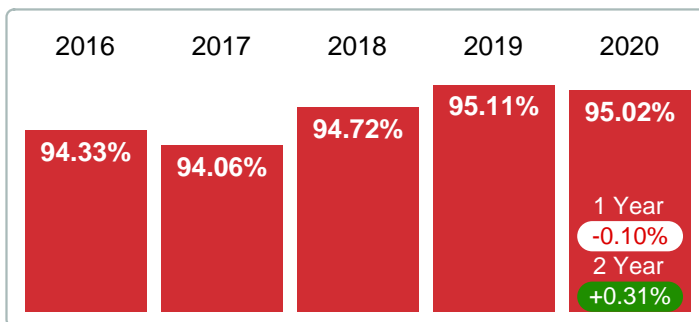
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 16, 2023 for MLS Technology Inc.

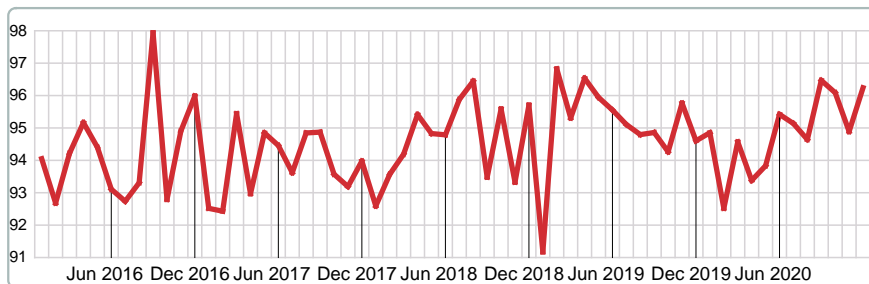
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

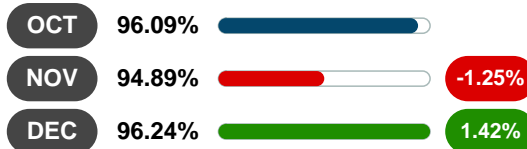


### 3 MONTHS

5 year DEC AVG = 95.30%

High Sep 2016 97.94% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.24%** above the 5 yr DEC average of **95.30%**



### 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	0.88%	75.00%	75.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	19	16.81%	91.22%	91.50%	90.90%	0.00%	0.00%
\$75,001 - \$100,000	12	10.62%	98.48%	100.61%	96.68%	101.57%	0.00%
\$100,001 - \$175,000	35	30.97%	98.64%	97.19%	99.21%	97.49%	0.00%
\$175,001 - \$375,000	20	17.70%	96.59%	96.02%	97.42%	95.18%	97.25%
\$375,001 - \$550,000	14	12.39%	100.14%	95.03%	102.54%	97.31%	99.10%
\$550,001 and up	12	10.62%	91.60%	0.00%	0.00%	95.76%	88.63%
Average Sold/List Ratio		96.20%		93.70%	97.68%	96.84%	92.68%
Total Closed Units		113	100%	21	57	23	12
Total Closed Volume		28,025,200		2.25M	9.65M	7.87M	8.25M

# December 2020



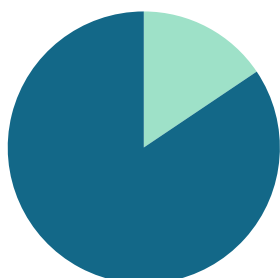
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 16, 2023 for MLS Technology Inc.

### INVENTORY

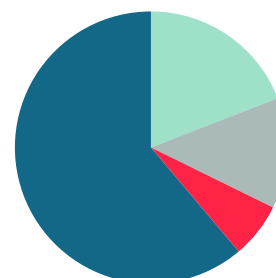


**Inventory**  
 New Listings  
**74 = 15.58%**  
 Start Inventory  
**401**  
 Total Inventory Units  
**475**  
 Volume  
**\$117,876,835**

### Market Activity

Closed Sales  
**113 = 19.09%**  
 Pending Sales  
**78 = 13.18%**  
 Other Off Market  
**39 = 6.59%**  
 Active Inventory  
**362 = 61.15%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	83	113	36.14%	1,093	1,296	18.57%
Pending Sales	65	78	20.00%	1,115	1,376	23.41%
New Listings	131	74	-43.51%	2,384	1,988	-16.61%
Average List Price	140,214	275,941	96.80%	144,586	182,198	26.01%
Average Sale Price	132,107	248,011	87.73%	137,753	173,181	25.72%
Average Percent of Selling Price to List Price	94.60%	96.24%	1.73%	95.11%	95.02%	-0.10%
Average Days on Market to Sale	58.77	49.48	-15.81%	59.88	56.48	-5.68%
Monthly Inventory	616	362	-41.23%	616	362	-41.23%
Months Supply of Inventory	6.76	3.35	-50.44%	6.76	3.35	-50.44%

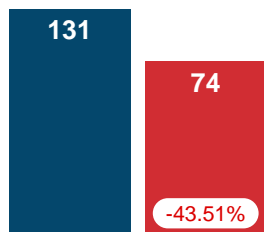
**Absorption:** Last 12 months, an Average of **108** Sales/Month

**Inventory** on December 31, 2020 = **362** 2019 2020

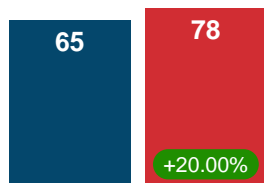
### DECEMBER MARKET

### AVERAGE PRICES

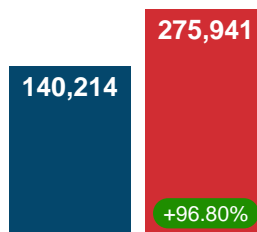
#### New Listings



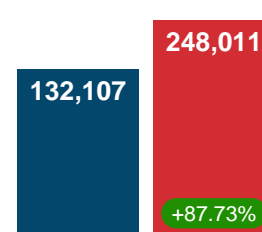
#### Pending Listings



#### List Price



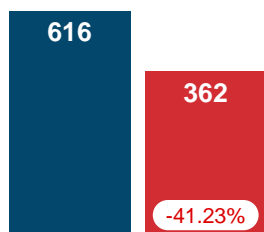
#### Sale Price



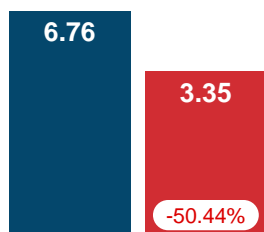
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

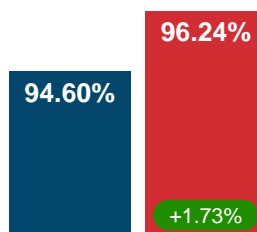
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

