

December 2020



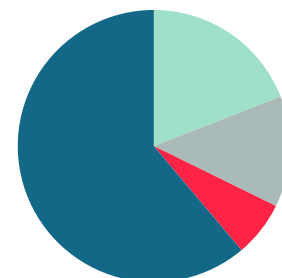
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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% |
| Median List Price | 118,000 | 140,000 | 18.64% |
| Median Sale Price | 110,000 | 145,000 | 31.82% |
| Median Percent of Selling Price to List Price | 95.32% | 97.70% | 2.50% |
| Median Days on Market to Sale | 45.00 | 30.00 | -33.33% |
| 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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **31.82%** in December 2020 to \$145,000 versus the previous year at \$110,000.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 15.00 days or **33.33%** in December 2020 compared to last year's same month at **45.00** DOM.

Sales Success for December 2020 is Positive

Overall, with Median 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

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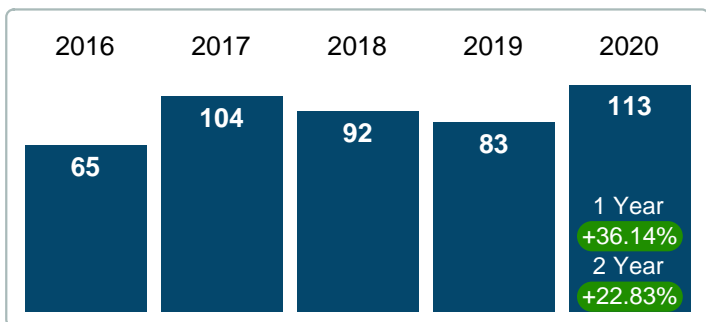
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



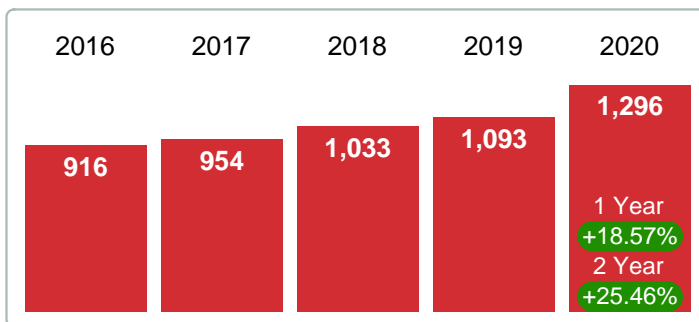
CLOSED LISTINGS

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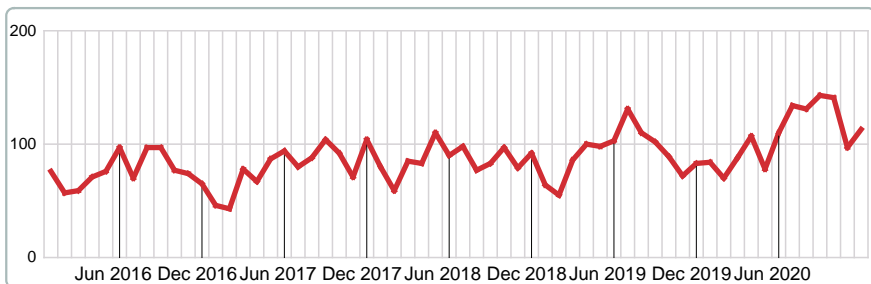
DECEMBER



YEAR TO DATE (YTD)

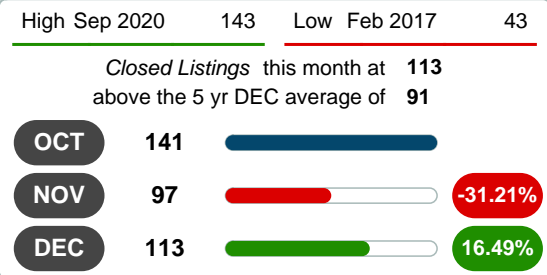


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 11 | 9.73% | 15.0 | 8 | 3 | 0 | 0 |
| \$40,001 - \$80,000 | 12 | 10.62% | 37.5 | 4 | 8 | 0 | 0 |
| \$80,001 - \$110,000 | 15 | 13.27% | 15.0 | 3 | 9 | 3 | 0 |
| \$110,001 - \$180,000 | 30 | 26.55% | 36.0 | 3 | 21 | 6 | 0 |
| \$180,001 - \$370,000 | 19 | 16.81% | 83.0 | 2 | 9 | 6 | 2 |
| \$370,001 - \$560,000 | 14 | 12.39% | 35.0 | 1 | 7 | 3 | 3 |
| \$560,001 and up | 12 | 10.62% | 22.5 | 0 | 0 | 5 | 7 |
| Total Closed Units | 113 | | | 21 | 57 | 23 | 12 |
| Total Closed Volume | 28,025,200 | 100% | 30.0 | 2.25M | 9.65M | 7.87M | 8.25M |
| Median Closed Price | \$145,000 | | | \$70,000 | \$130,000 | \$229,900 | \$697,000 |

December 2020



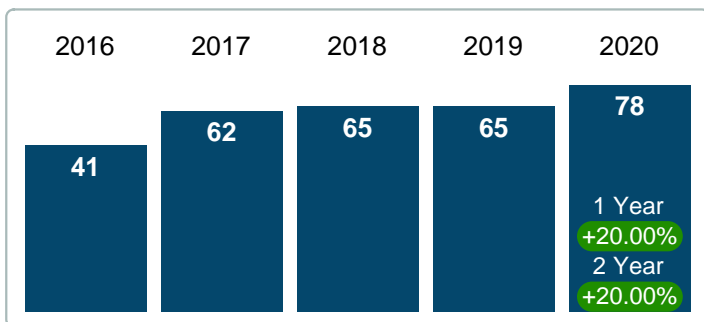
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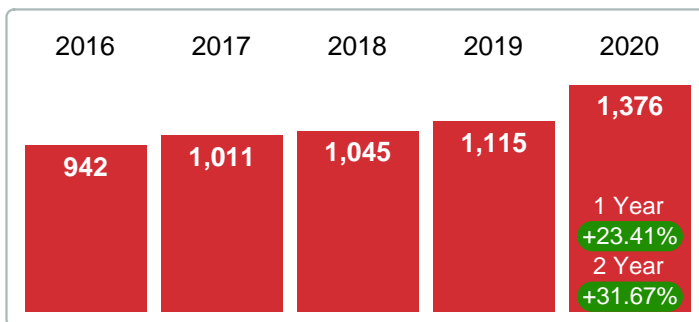
PENDING LISTINGS

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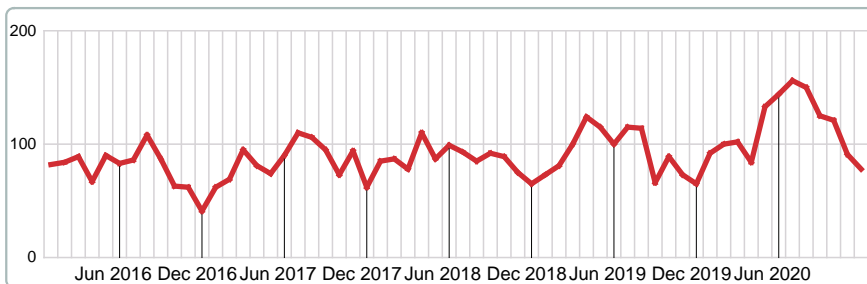
DECEMBER



YEAR TO DATE (YTD)

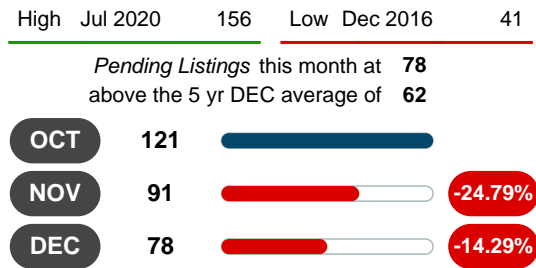


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 6 | 7.69% | 23.0 | 4 | 1 | 1 | 0 |
| \$50,001 - \$80,000 | 11 | 14.10% | 57.0 | 5 | 5 | 1 | 0 |
| \$80,001 - \$120,000 | 9 | 11.54% | 43.0 | 1 | 8 | 0 | 0 |
| \$120,001 - \$170,000 | 22 | 28.21% | 32.5 | 1 | 17 | 4 | 0 |
| \$170,001 - \$310,000 | 12 | 15.38% | 28.5 | 1 | 9 | 2 | 0 |
| \$310,001 - \$450,000 | 11 | 14.10% | 81.0 | 0 | 7 | 2 | 2 |
| \$450,001 and up | 7 | 8.97% | 64.0 | 1 | 3 | 1 | 2 |
| Total Pending Units | 78 | | | 13 | 50 | 11 | 4 |
| Total Pending Volume | 20,716,099 | 100% | 40.5 | 1.75M | 10.32M | 3.15M | 5.50M |
| Median Listing Price | \$145,250 | | | \$70,000 | \$147,700 | \$164,900 | \$600,000 |

December 2020



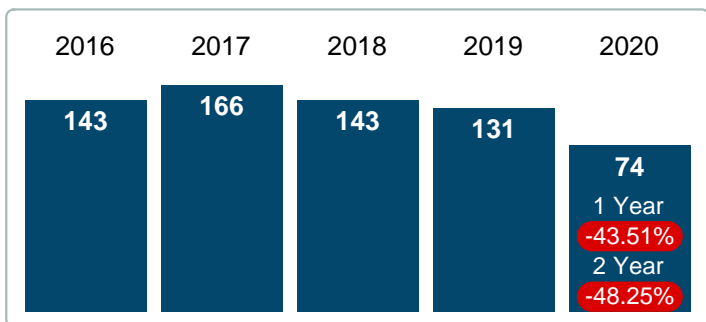
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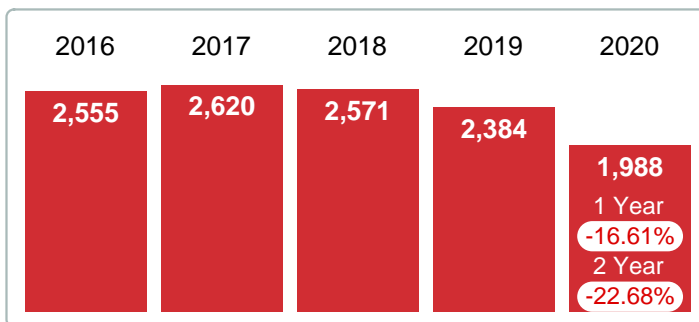
NEW LISTINGS

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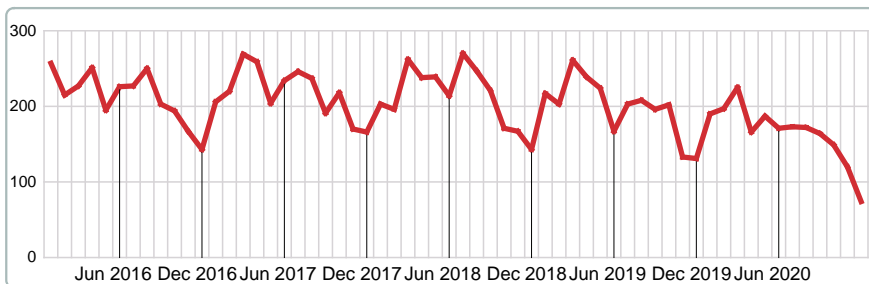
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

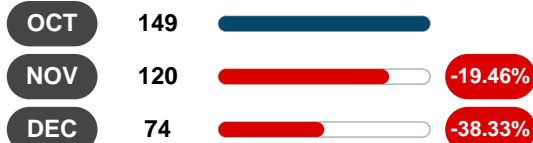


3 MONTHS

5 year DEC AVG = 131

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 74 below the 5 yr DEC average of 131



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 | 1 | 1.35% | 1 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 15 | 20.27% | 9 | 4 | 2 | 0 |
| \$50,001 - \$80,000 | 12 | 16.22% | 1 | 10 | 1 | 0 |
| \$80,001 - \$140,000 | 16 | 21.62% | 2 | 12 | 2 | 0 |
| \$140,001 - \$190,000 | 14 | 18.92% | 2 | 12 | 0 | 0 |
| \$190,001 - \$360,000 | 8 | 10.81% | 1 | 6 | 0 | 1 |
| \$360,001 and up | 8 | 10.81% | 1 | 4 | 2 | 1 |
| Total New Listed Units | 74 | | 17 | 48 | 7 | 2 |
| Total New Listed Volume | 12,488,694 | 100% | 2.19M | 8.27M | 1.40M | 627.60K |
| Median New Listed Listing Price | \$114,450 | | \$49,000 | \$114,900 | \$124,900 | \$313,800 |

December 2020



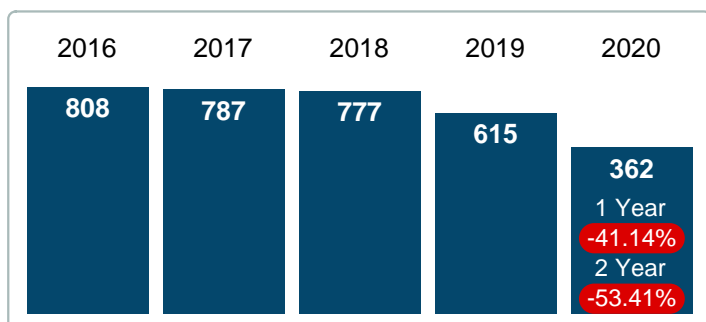
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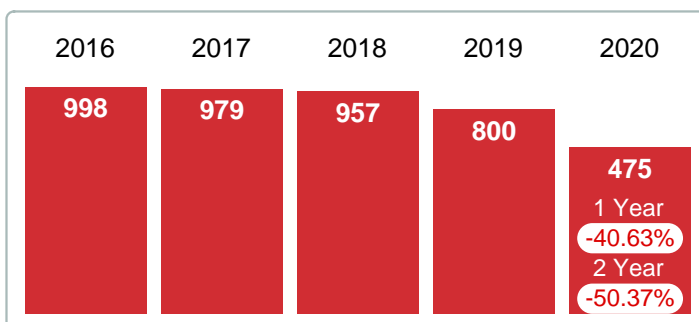
ACTIVE INVENTORY

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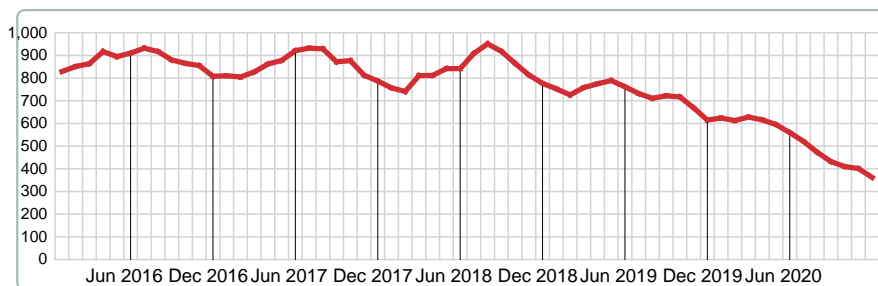
END OF DECEMBER



ACTIVE DURING DECEMBER

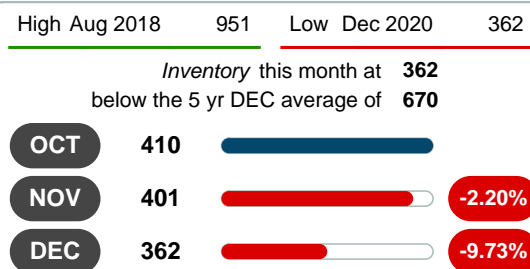


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 670



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 23 | 6.35% | 57.0 | 13 | 9 | 1 | 0 |
| \$40,001 - \$70,000 | 55 | 15.19% | 91.0 | 22 | 25 | 7 | 1 |
| \$70,001 - \$110,000 | 61 | 16.85% | 100.0 | 11 | 45 | 4 | 1 |
| \$110,001 - \$190,000 | 85 | 23.48% | 78.0 | 11 | 59 | 13 | 2 |
| \$190,001 - \$330,000 | 56 | 15.47% | 81.5 | 3 | 31 | 18 | 4 |
| \$330,001 - \$550,000 | 46 | 12.71% | 107.0 | 3 | 18 | 19 | 6 |
| \$550,001 and up | 36 | 9.94% | 82.0 | 5 | 11 | 12 | 8 |
| Total Active Inventory by Units | 362 | | | 68 | 198 | 74 | 22 |
| Total Active Inventory by Volume | 91,991,742 | 100% | 89.0 | 10.23M | 42.16M | 25.58M | 14.02M |
| Median Active Inventory Listing Price | \$149,250 | | | \$69,900 | \$141,950 | \$282,400 | \$440,500 |

December 2020



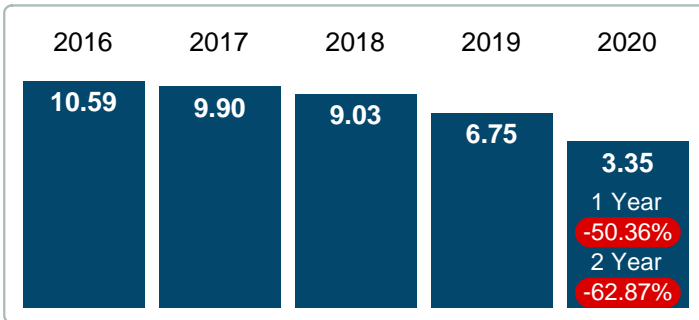
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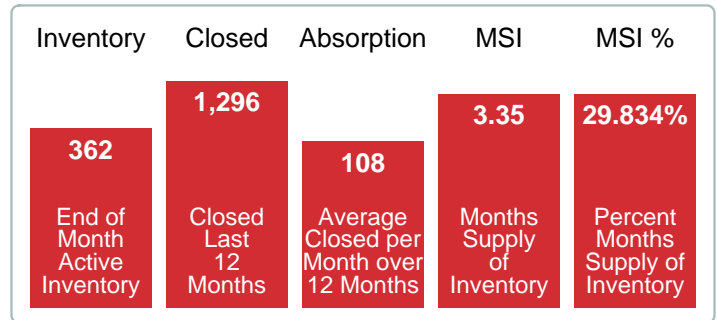
MONTHS SUPPLY of INVENTORY (MSI)

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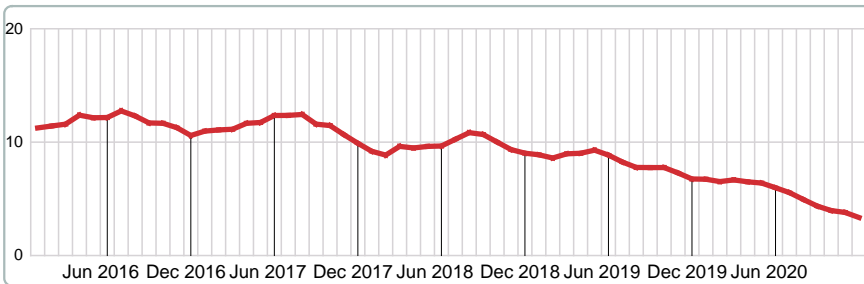
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

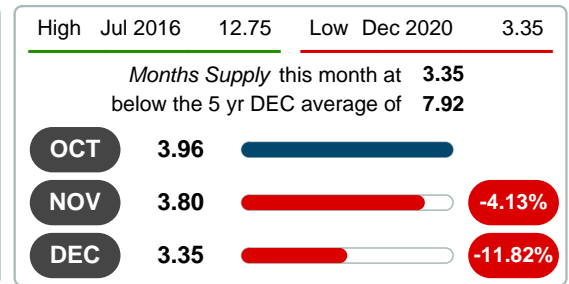


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 7.92



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



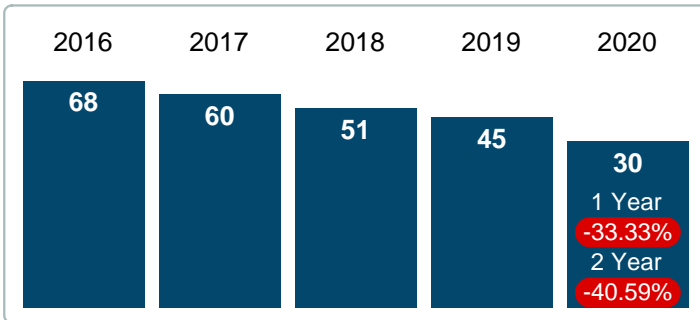
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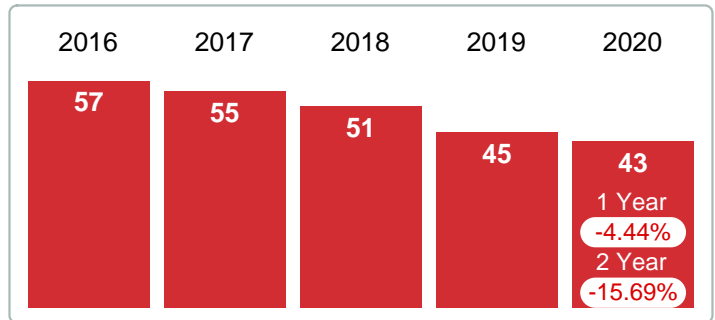
MEDIAN DAYS ON MARKET TO SALE

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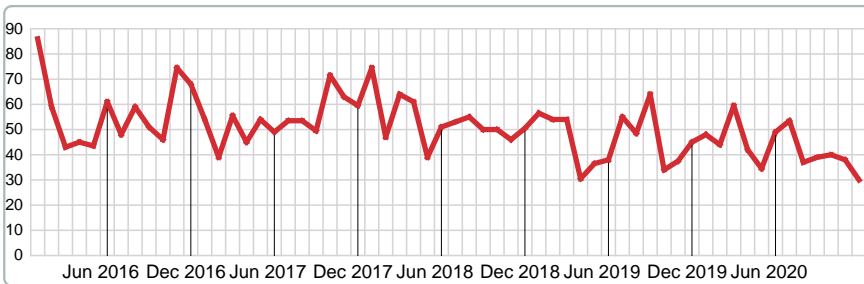
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

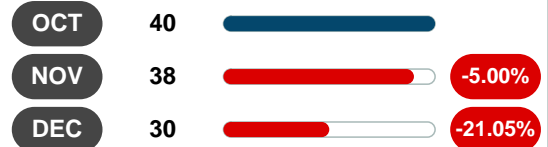


3 MONTHS

5 year DEC AVG = 51

High Jan 2016 86 Low Dec 2020 30

Median Days on Market to Sale this month at 30 below the 5 yr DEC average of 51



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Days on Market to Sale by Price Range | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------|------------|----------|--------|--------|---------|
| \$40,000 and less | 9.73% | 15 | 23 | 13 | 0 | 0 |
| \$40,001 - \$80,000 | 10.62% | 38 | 63 | 37 | 0 | 0 |
| \$80,001 - \$110,000 | 13.27% | 15 | 41 | 9 | 29 | 0 |
| \$110,001 - \$180,000 | 26.55% | 36 | 5 | 37 | 52 | 0 |
| \$180,001 - \$370,000 | 16.81% | 83 | 130 | 43 | 86 | 84 |
| \$370,001 - \$560,000 | 12.39% | 35 | 16 | 9 | 75 | 52 |
| \$560,001 and up | 10.62% | 23 | 0 | 0 | 27 | 18 |
| Median Closed DOM | | 30 | 30 | 28 | 50 | 40 |
| 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



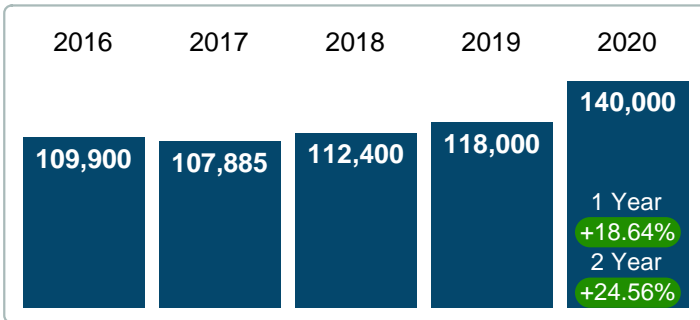
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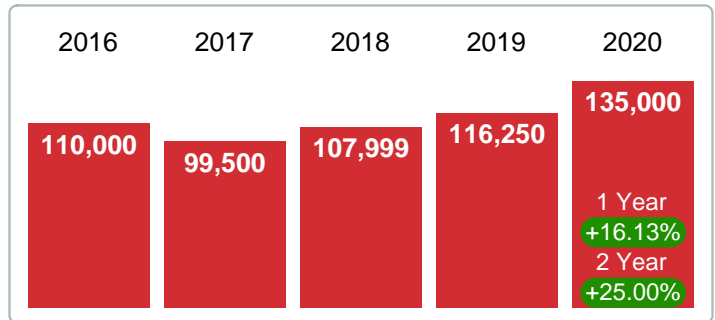
MEDIAN LIST PRICE AT CLOSING

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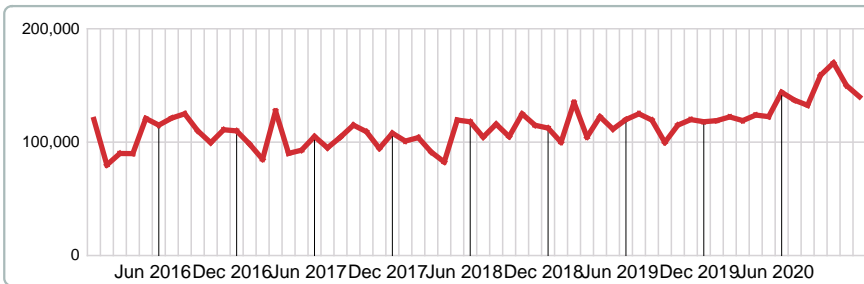
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

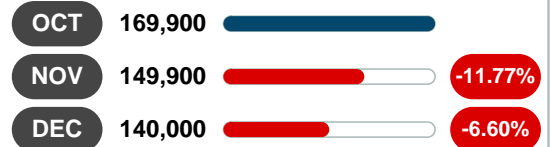


3 MONTHS

5 year DEC AVG = 117,637

High Oct 2020 169,900 Low Feb 2016 79,900

Median List Price at Closing this month at **140,000**
above the 5 yr DEC average of **117,637**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median List Price at Closing by Price Range | % | MLPrice | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|------------|----------|---------|---------|---------|
| \$40,000 and less | 10 | 33,450 | 33,450 | 34,000 | 0 | 0 |
| \$40,001 - \$80,000 | 13 | 65,000 | 72,000 | 57,450 | 79,500 | 0 |
| \$80,001 - \$110,000 | 12 | 91,450 | 93,700 | 93,000 | 89,500 | 0 |
| \$110,001 - \$180,000 | 31 | 135,000 | 134,950 | 138,000 | 125,450 | 0 |
| \$180,001 - \$370,000 | 21 | 249,900 | 259,450 | 269,000 | 234,900 | 265,750 |
| \$370,001 - \$560,000 | 12 | 427,000 | 0 | 427,000 | 475,000 | 382,500 |
| \$560,001 and up | 14 | 812,500 | 563,000 | 0 | 692,500 | 895,000 |
| Median List Price | | 140,000 | 75,000 | 135,000 | 239,900 | 742,450 |
| Total Closed Units | | 113 | 21 | 57 | 23 | 12 |
| Total Closed Volume | | 31,181,350 | 2.35M | 9.75M | 8.24M | 10.83M |

December 2020



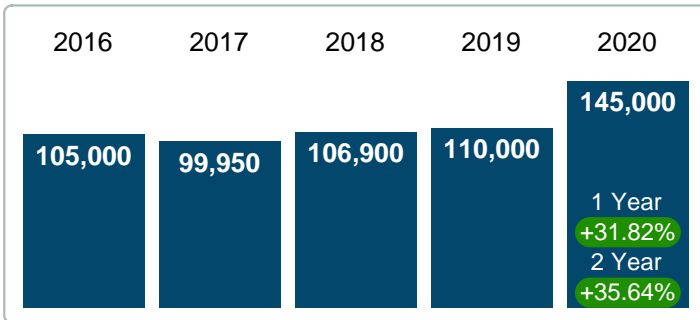
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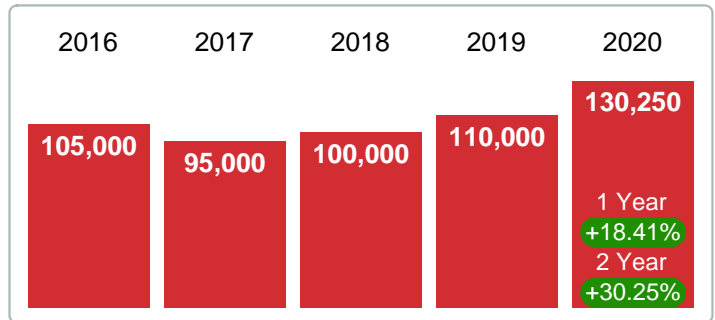
MEDIAN SOLD PRICE AT CLOSING

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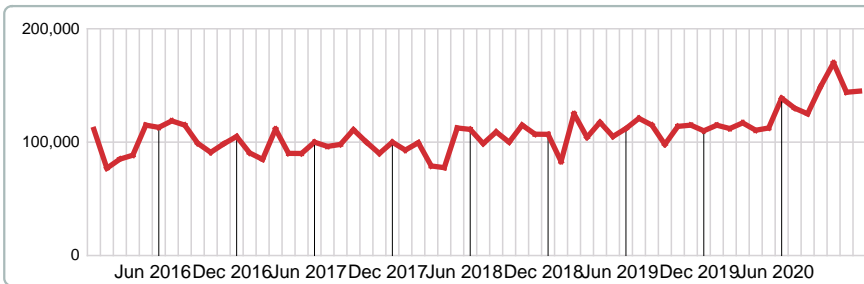
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

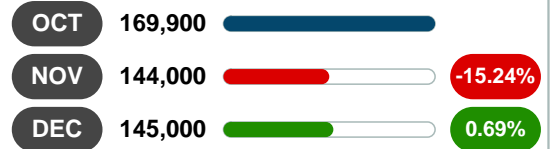


3 MONTHS

5 year DEC AVG = 113,370

High Oct 2020 169,900 Low Feb 2016 77,000

Median Sold Price at Closing this month at **145,000** above the 5 yr DEC average of **113,370**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Sold Price at Closing by Price Range | % | M Sale | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$40,000 and less | 9.73% | 30,000 | 30,000 | 32,000 | 0 | 0 |
| \$40,001 - \$80,000 | 10.62% | 61,500 | 67,500 | 55,250 | 0 | 0 |
| \$80,001 - \$110,000 | 13.27% | 99,000 | 99,900 | 99,000 | 89,500 | 0 |
| \$110,001 - \$180,000 | 26.55% | 138,000 | 145,000 | 136,000 | 136,500 | 0 |
| \$180,001 - \$370,000 | 16.81% | 240,000 | 249,500 | 240,000 | 257,450 | 255,000 |
| \$370,001 - \$560,000 | 12.39% | 434,500 | 535,000 | 425,000 | 495,000 | 382,500 |
| \$560,001 and up | 10.62% | 791,000 | 0 | 0 | 700,000 | 865,000 |
| Median Sold Price | | 145,000 | 70,000 | 130,000 | 229,900 | 697,000 |
| Total Closed Units | 100% | 145,000 | 21 | 57 | 23 | 12 |
| Total Closed Volume | | 28,025,200 | 2.25M | 9.65M | 7.87M | 8.25M |

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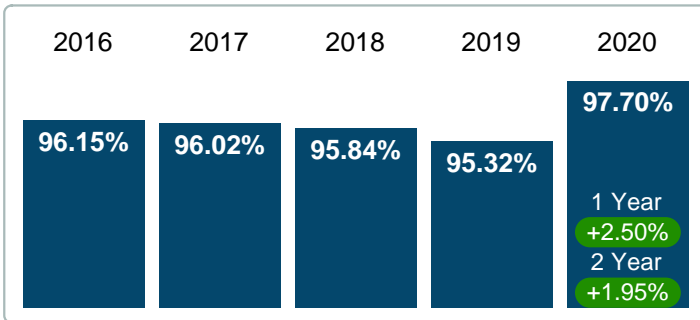
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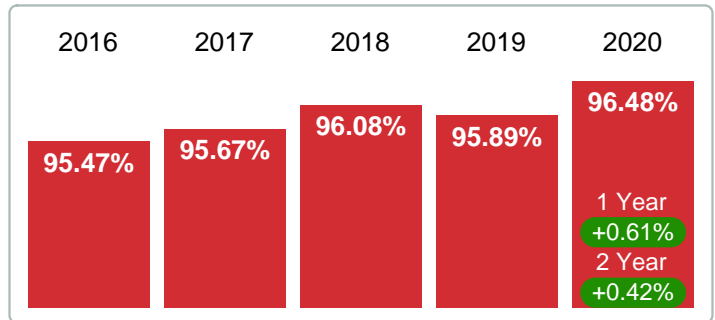
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

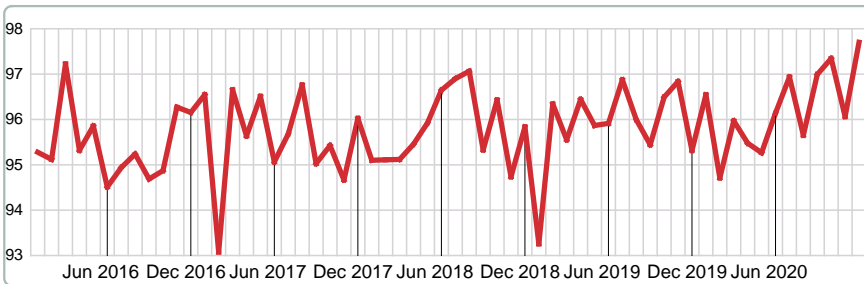
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 96.21%

High Dec 2020 97.70% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.70%**
above the 5 yr DEC average of **96.21%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | M S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|---------|----------|---------|---------|---------|
| \$40,000 and less | 11 | 9.73% | 87.50% | 90.63% | 84.44% | 0.00% | 0.00% |
| \$40,001 - \$80,000 | 12 | 10.62% | 92.20% | 93.77% | 90.63% | 0.00% | 0.00% |
| \$80,001 - \$110,000 | 15 | 13.27% | 100.00% | 100.00% | 100.00% | 100.00% | 0.00% |
| \$110,001 - \$180,000 | 30 | 26.55% | 97.51% | 103.65% | 97.14% | 97.94% | 0.00% |
| \$180,001 - \$370,000 | 19 | 16.81% | 100.00% | 96.02% | 100.00% | 97.73% | 97.25% |
| \$370,001 - \$560,000 | 14 | 12.39% | 100.00% | 95.03% | 100.00% | 97.89% | 100.00% |
| \$560,001 and up | 12 | 10.62% | 97.75% | 0.00% | 0.00% | 100.00% | 97.68% |
| Median Sold/List Ratio | | 97.70% | | 95.03% | 97.87% | 99.20% | 97.75% |
| 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



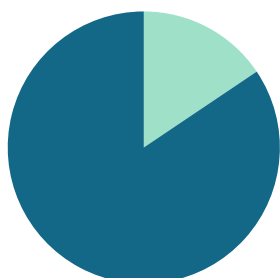
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

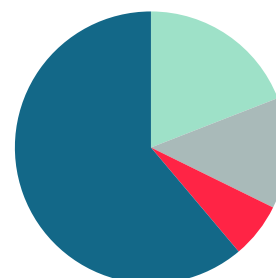


Inventory
 New Listings
74 = 15.58%
 Start Inventory
401
 Total Inventory Units
475
 Volume
\$117,876,835

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% |
| Median List Price | 118,000 | 140,000 | 18.64% | 116,250 | 135,000 | 16.13% |
| Median Sale Price | 110,000 | 145,000 | 31.82% | 110,000 | 130,250 | 18.41% |
| Median Percent of Selling Price to List Price | 95.32% | 97.70% | 2.50% | 95.89% | 96.48% | 0.61% |
| Median Days on Market to Sale | 45.00 | 30.00 | -33.33% | 45.00 | 43.00 | -4.44% |
| 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

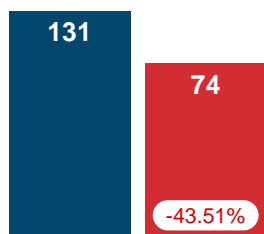
Inventory on December 31, 2020 = **362**

2019 **2020**

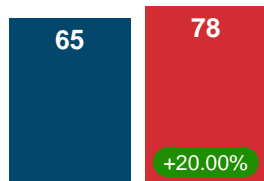
DECEMBER MARKET

MEDIAN PRICES

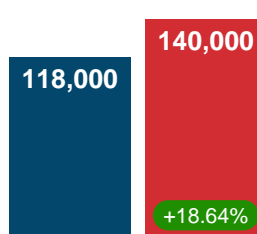
New Listings



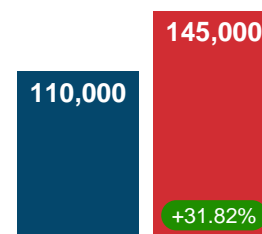
Pending Listings



List Price



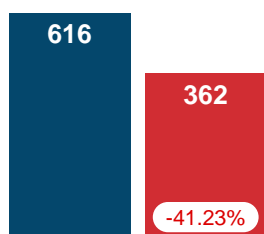
Sale Price



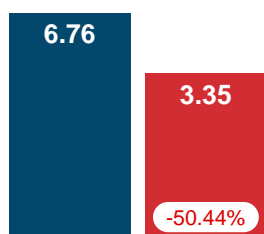
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

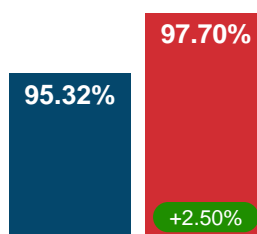
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

