

February 2021



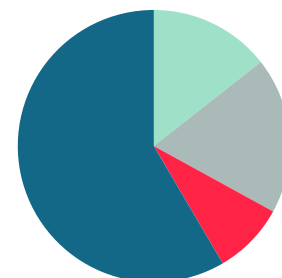
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	70	69	-1.43%
Pending Listings	96	89	-7.29%
New Listings	193	81	-58.03%
Average List Price	138,301	197,249	42.62%
Average Sale Price	130,974	186,907	42.71%
Average Percent of Selling Price to List Price	92.52%	95.26%	2.96%
Average Days on Market to Sale	55.57	53.87	-3.06%
End of Month Inventory	619	280	-54.77%
Months Supply of Inventory	6.59	2.56	-61.11%



■ Closed (14.41%)
■ Pending (18.58%)
■ Other OffMarket (8.56%)
■ Active (58.46%)

Absorption: Last 12 months, an Average of **109** Sales/Month
Active Inventory as of February 28, 2021 = **280**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **54.77%** to 280 existing homes available for sale. Over the last 12 months this area has had an average of 109 closed sales per month. This represents an unsold inventory index of **2.56** 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 **42.71%** in February 2021 to \$186,907 versus the previous year at \$130,974.

Average Days on Market Shortens

The average number of **53.87** days that homes spent on the market before selling decreased by 1.70 days or **3.06%** in February 2021 compared to last year's same month at **55.57** DOM.

Sales Success for February 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 81 New Listings in February 2021, down **58.03%** from last year at 193. Furthermore, there were 69 Closed Listings this month versus last year at 70, a **-1.43%** decrease.

Closed versus Listed trends yielded a **85.2%** ratio, up from previous year's, February 2020, at **36.3%**, a **134.87%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

February 2021



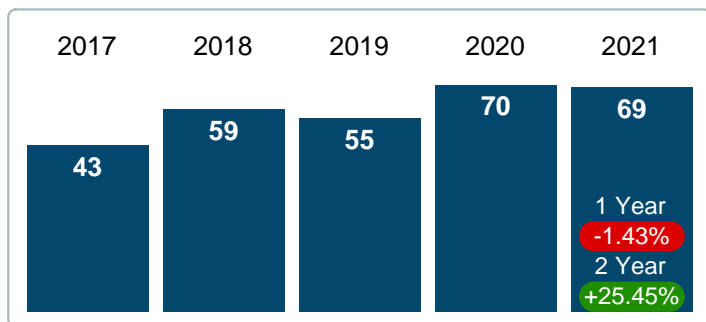
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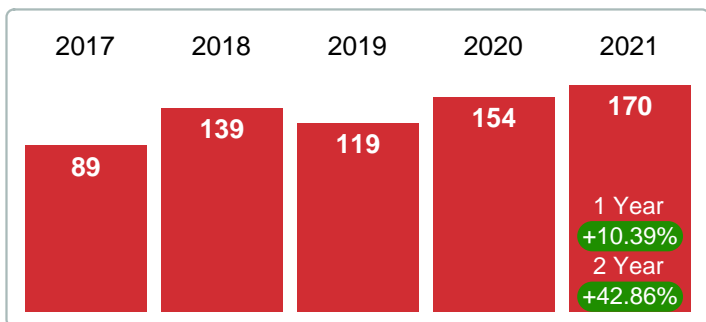
CLOSED LISTINGS

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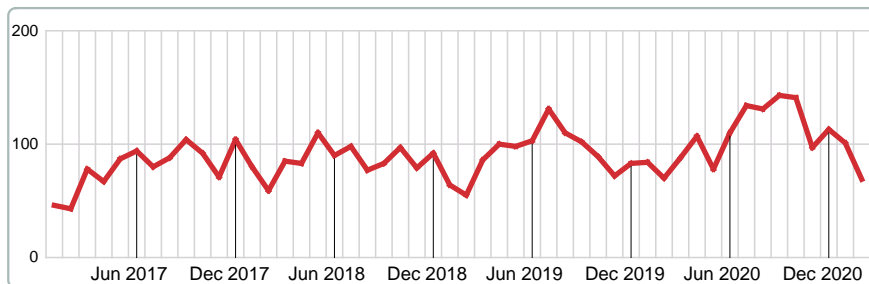
FEBRUARY



YEAR TO DATE (YTD)

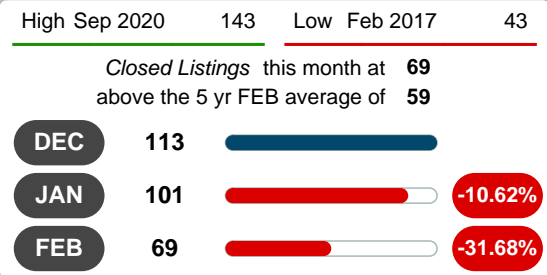


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59



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	1.45%	15.0	1	0	0	0
\$25,001 - \$75,000	13	18.84%	64.5	4	7	2	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	21	30.43%	52.3	2	17	2	0
\$125,001 - \$200,000	19	27.54%	50.3	0	14	4	1
\$200,001 - \$425,000	8	11.59%	50.0	2	4	1	1
\$425,001 and up	7	10.14%	58.4	0	2	3	2
Total Closed Units	69			9	44	12	4
Total Closed Volume	12,896,555	100%	53.9	1.01M	6.65M	3.40M	1.84M
Average Closed Price	\$186,907			\$112,330	\$151,041	\$283,567	\$459,250

February 2021



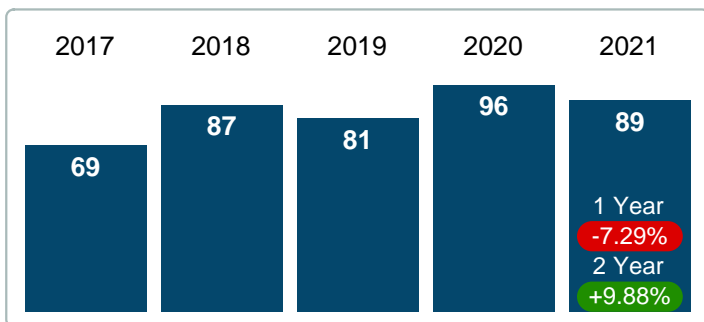
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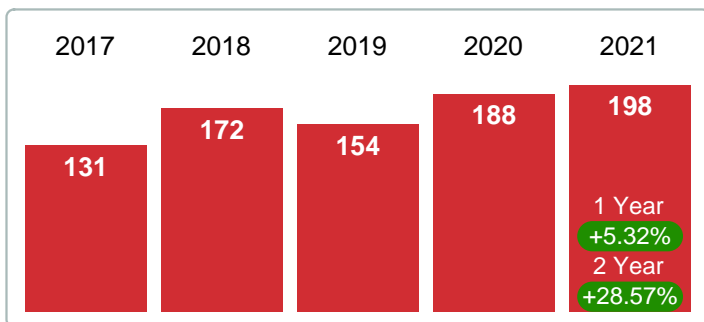
PENDING LISTINGS

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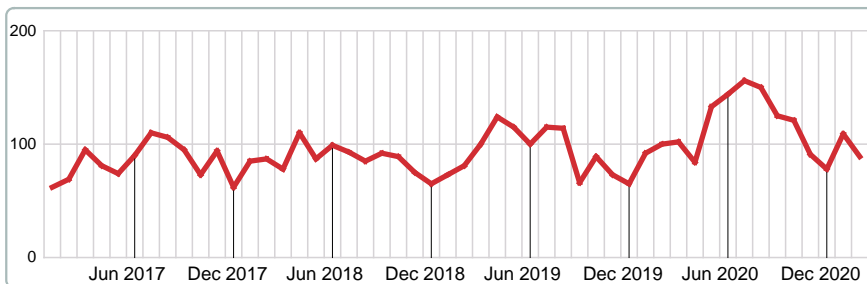
FEBRUARY



YEAR TO DATE (YTD)

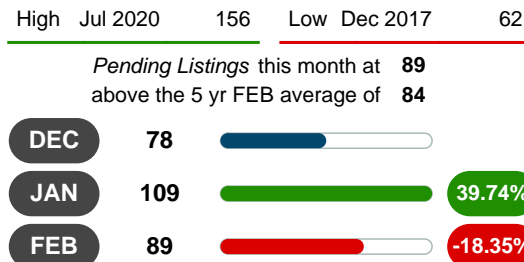


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 84



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	1.12%	30.0	0	1	0	0
\$25,001 - \$75,000	14	15.73%	43.8	6	5	3	0
\$75,001 - \$100,000	11	12.36%	41.4	3	6	2	0
\$100,001 - \$175,000	22	24.72%	54.5	1	14	7	0
\$175,001 - \$275,000	20	22.47%	53.3	2	14	4	0
\$275,001 - \$475,000	13	14.61%	66.3	1	5	5	2
\$475,001 and up	8	8.99%	66.9	0	3	2	3
Total Pending Units	89			13	48	23	5
Total Pending Volume	20,709,650	100%	52.2	1.35M	10.88M	5.63M	2.84M
Average Listing Price	\$240,486			\$103,962	\$226,660	\$244,980	\$568,780

February 2021



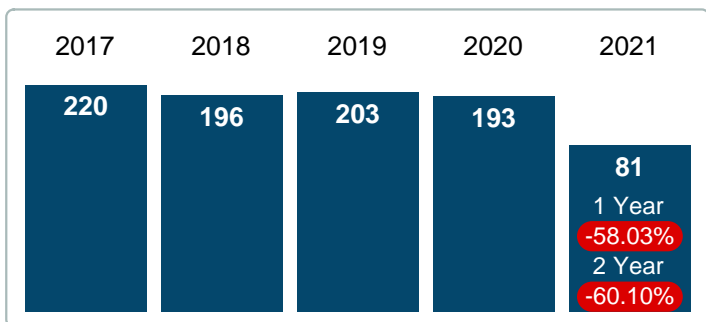
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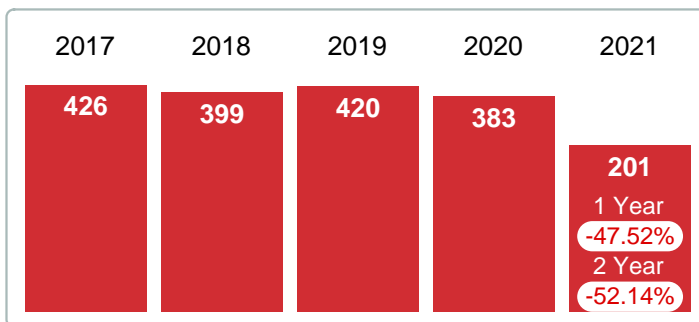
NEW LISTINGS

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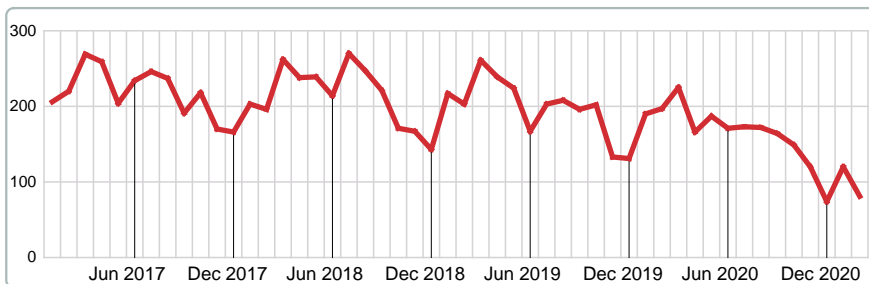
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 179

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 81 below the 5 yr FEB average of 179



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	3.70%	2	0	0	1
\$25,001 - \$75,000	9	11.11%	5	3	1	0
\$75,001 - \$125,000	12	14.81%	1	9	2	0
\$125,001 - \$200,000	22	27.16%	5	13	4	0
\$200,001 - \$275,000	18	22.22%	3	8	7	0
\$275,001 - \$475,000	7	8.64%	1	2	3	1
\$475,001 and up	10	12.35%	0	7	3	0
Total New Listed Units	81		17	42	20	2
Total New Listed Volume	19,751,100	100%	2.14M	11.57M	5.56M	476.00K
Average New Listed Listing Price	\$187,465		\$125,765	\$275,583	\$278,130	\$238,000

February 2021



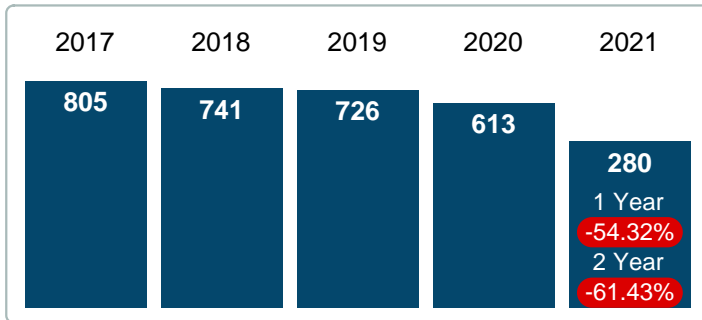
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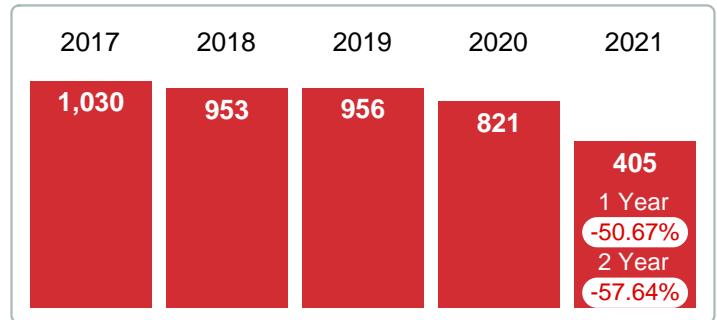
ACTIVE INVENTORY

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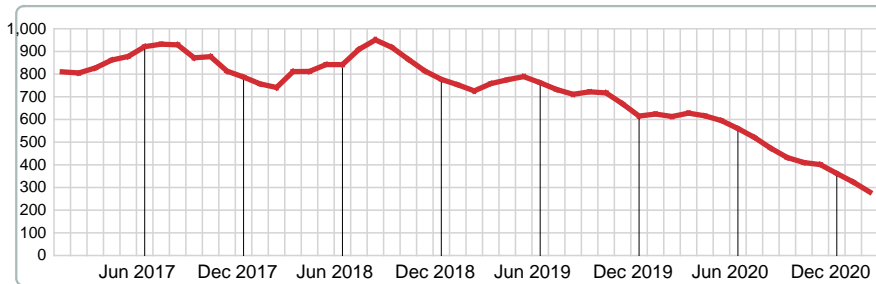
END OF FEBRUARY



ACTIVE DURING FEBRUARY

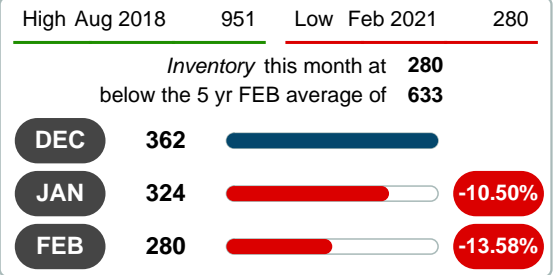


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 633



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	6	2.14%	40.5	4	1	0	1
\$25,001 - \$75,000	55	19.64%	126.4	27	24	4	0
\$75,001 - \$100,000	28	10.00%	130.6	7	17	3	1
\$100,001 - \$200,000	81	28.93%	92.6	15	51	14	1
\$200,001 - \$275,000	42	15.00%	78.2	4	20	14	4
\$275,001 - \$575,000	40	14.29%	95.3	2	16	19	3
\$575,001 and up	28	10.00%	129.2	5	12	8	3
Total Active Inventory by Units	280			64	141	62	13
Total Active Inventory by Volume	71,995,041	100%	103.8	9.71M	33.95M	19.44M	8.88M
Average Active Inventory Listing Price	\$257,125			\$151,791	\$240,809	\$313,581	\$683,408

February 2021



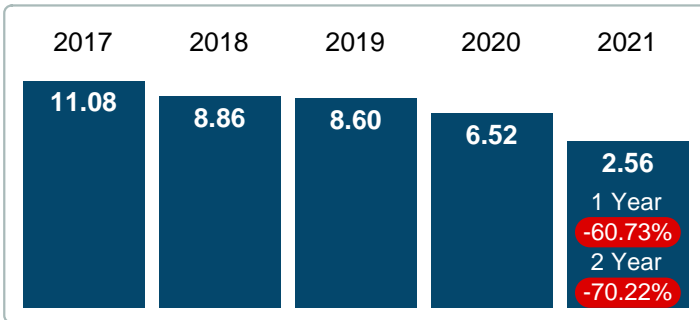
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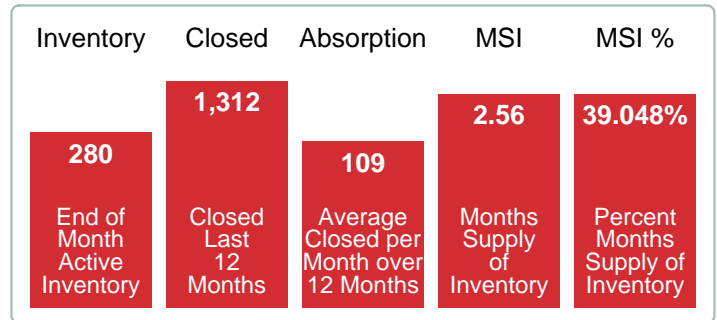
MONTHS SUPPLY of INVENTORY (MSI)

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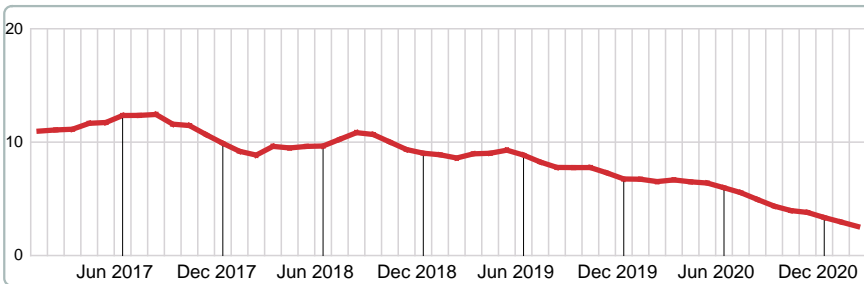
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

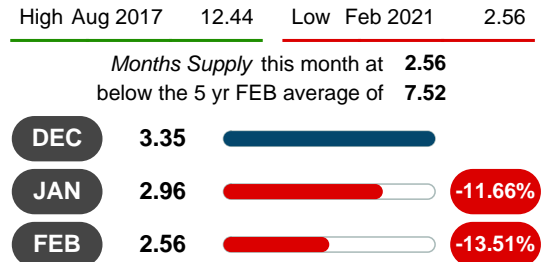


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 7.52



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	6	2.14%	1.53	1.92	0.60	0.00	0.00
\$25,001 - \$75,000	55	19.64%	2.51	3.00	2.06	4.00	0.00
\$75,001 - \$100,000	28	10.00%	2.09	2.27	1.89	2.25	0.00
\$100,001 - \$200,000	81	28.93%	2.13	3.00	1.94	2.27	1.71
\$200,001 - \$275,000	42	15.00%	3.19	1.71	2.61	5.25	8.00
\$275,001 - \$575,000	40	14.29%	2.50	2.18	1.88	3.51	2.57
\$575,001 and up	28	10.00%	9.60	30.00	20.57	6.86	3.00
Market Supply of Inventory (MSI)			2.56	2.83	2.16	3.46	3.71
Total Active Inventory by Units		100%	2.56	64	141	62	13

February 2021



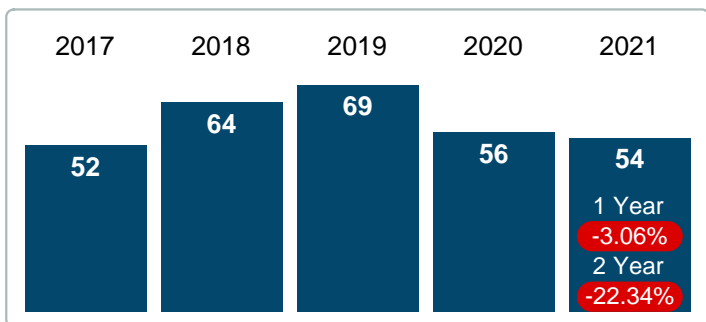
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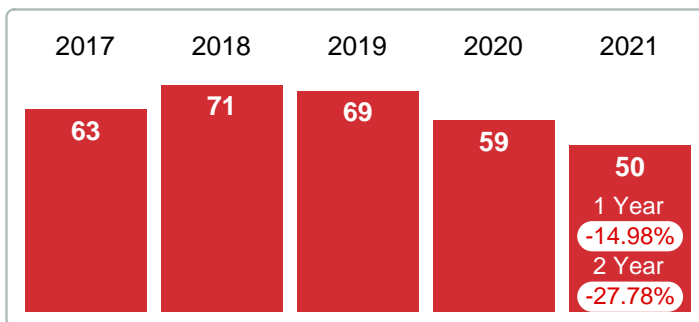
AVERAGE DAYS ON MARKET TO SALE

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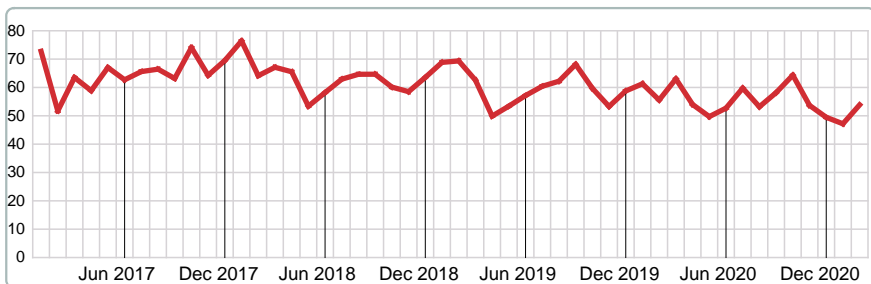
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59

High Jan 2018 76 Low Jan 2021 47

Average Days on Market to Sale this month at 54 below the 5 yr FEB average of 59



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	1.45%	15	15	0	0	0
\$25,001 - \$75,000	18.84%	65	61	64	75	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	30.43%	52	142	41	63	0
\$125,001 - \$200,000	27.54%	50	0	44	50	134
\$200,001 - \$425,000	11.59%	50	35	42	81	83
\$425,001 and up	10.14%	58	0	53	17	127
Average Closed DOM		54	68	46	51	118
Total Closed Units	100%	54	9	44	12	4
Total Closed Volume		12,896,555	1.01M	6.65M	3.40M	1.84M

February 2021



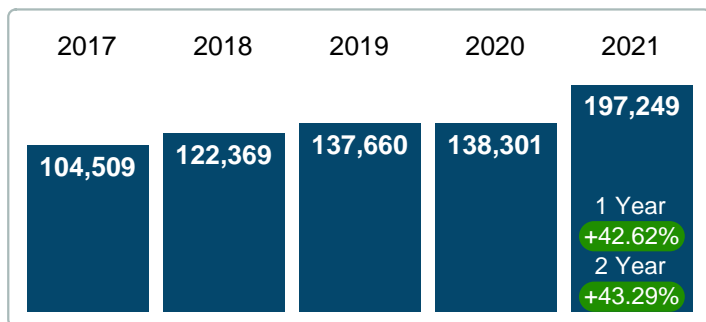
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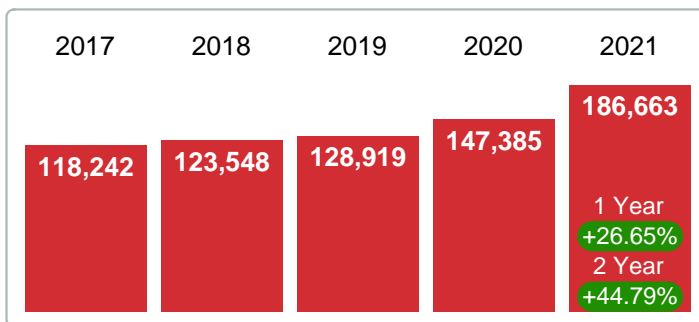
AVERAGE LIST PRICE AT CLOSING

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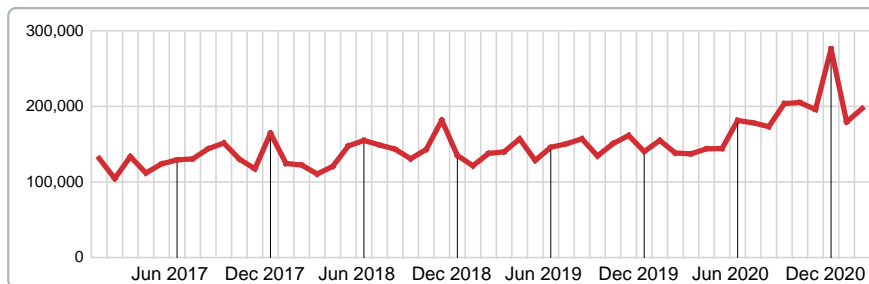
FEBRUARY



YEAR TO DATE (YTD)

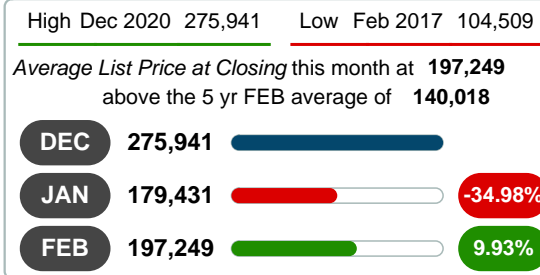


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 140,018



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	1.45%	22,500	30,000	0	0	0
\$25,001 - \$75,000	12	17.39%	56,633	44,850	70,471	44,200	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	19	27.54%	98,447	119,950	102,294	103,750	0
\$125,001 - \$200,000	20	28.99%	153,710	0	165,807	156,975	154,900
\$200,001 - \$425,000	10	14.49%	322,960	329,450	340,975	372,000	399,999
\$425,001 and up	7	10.14%	676,257	0	502,000	771,600	707,500
Average List Price			197,249	123,133	157,307	300,883	492,475
Total Closed Units		100%	197,249	9	44	12	4
Total Closed Volume			13,610,199	1.11M	6.92M	3.61M	1.97M

February 2021



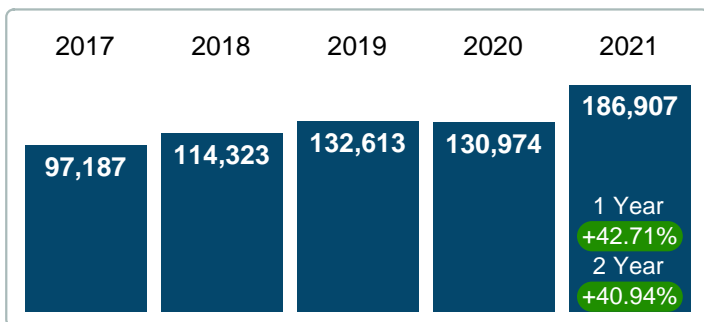
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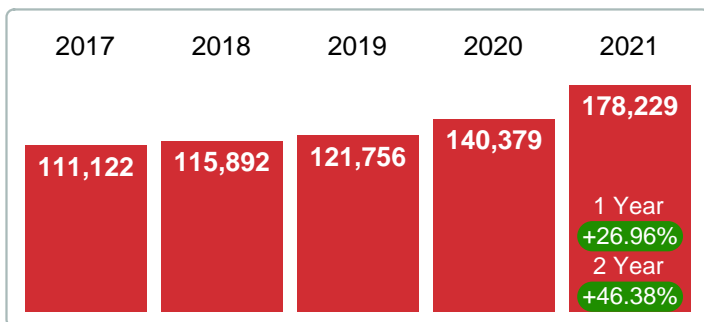
AVERAGE SOLD PRICE AT CLOSING

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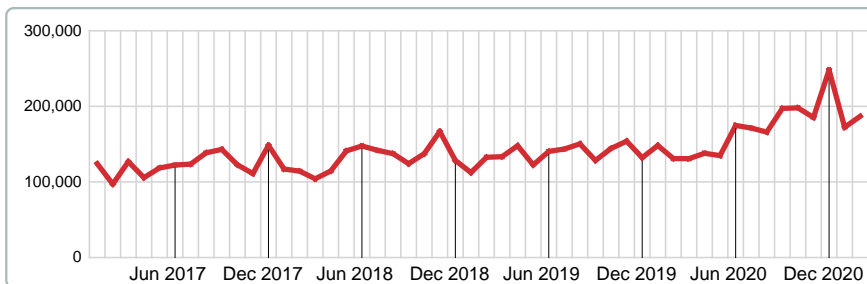
FEBRUARY



YEAR TO DATE (YTD)

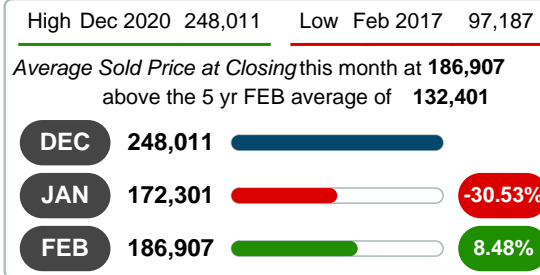


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 132,401



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	1.45%	25,000	25,000	0	0	0
\$25,001 - \$75,000	18.84%	52,925	41,781	61,857	43,950	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	30.43%	99,786	115,500	97,912	100,000	0
\$125,001 - \$200,000	27.54%	156,958	0	159,236	153,225	140,000
\$200,001 - \$425,000	11.59%	331,856	293,925	332,500	362,000	375,000
\$425,001 and up	10.14%	635,855	0	494,491	713,333	661,000
Average Sold Price		186,907	112,330	151,041	283,567	459,250
Total Closed Units	100%	186,907	9	44	12	4
Total Closed Volume		12,896,555	1.01M	6.65M	3.40M	1.84M

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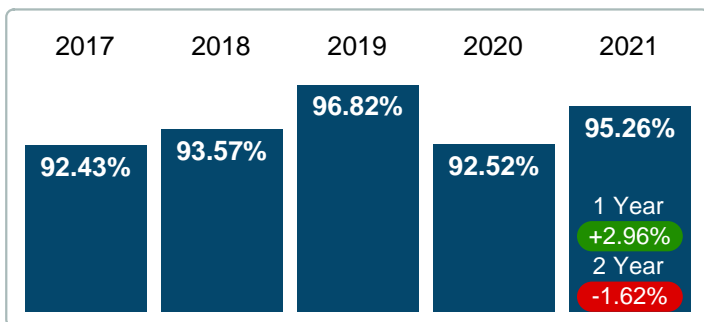
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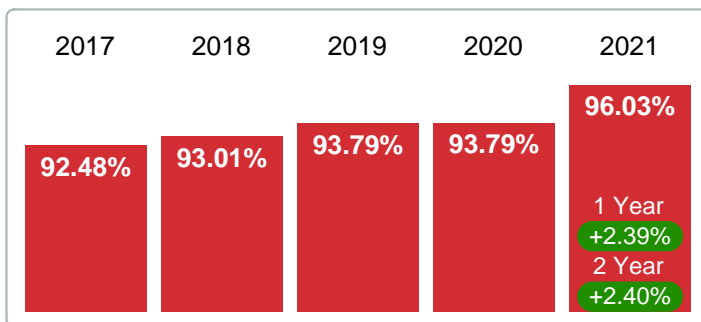
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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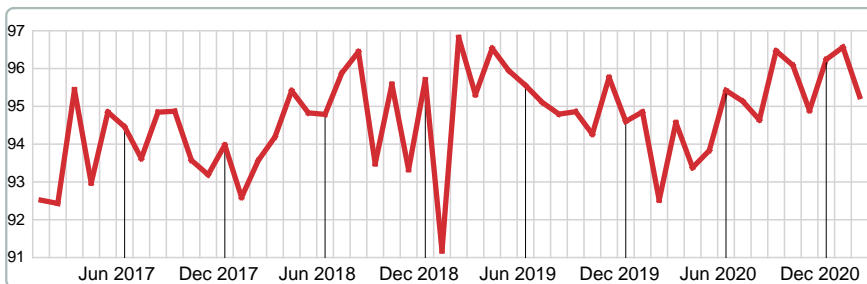
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

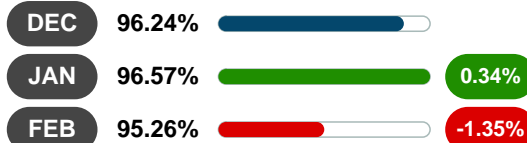


3 MONTHS

5 year FEB AVG = 94.12%

High Feb 2019 96.82% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.26%**
above the 5 yr FEB average of **94.12%**



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	1.45%	83.33%	83.33%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	13	18.84%	92.15%	96.48%	87.69%	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	21	30.43%	96.38%	96.57%	96.31%	96.81%	0.00%
\$125,001 - \$200,000	19	27.54%	96.54%	0.00%	96.68%	97.56%	90.38%
\$200,001 - \$425,000	8	11.59%	95.41%	90.77%	97.67%	97.31%	93.75%
\$425,001 and up	7	10.14%	95.70%	0.00%	98.69%	94.63%	94.33%
Average Sold/List Ratio		95.30%		93.77%	95.29%	96.94%	93.20%
Total Closed Units	69	100%	95.30%	9	44	12	4
Total Closed Volume	12,896,555			1.01M	6.65M	3.40M	1.84M

February 2021



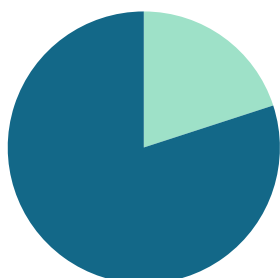
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

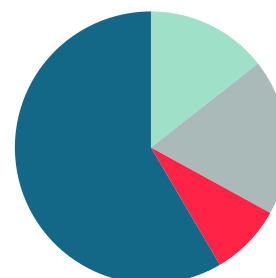


Inventory
 New Listings
81 = 20.00%
 Start Inventory
324
 Total Inventory Units
405
 Volume
\$104,210,890

Market Activity

Closed Sales
69 = 14.41%
 Pending Sales
89 = 18.58%
 Other Off Market
41 = 8.56%
 Active Inventory
280 = 58.46%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	70	69	-1.43%	154	170	10.39%
Pending Sales	96	89	-7.29%	188	198	5.32%
New Listings	193	81	-58.03%	383	201	-47.52%
Average List Price	138,301	197,249	42.62%	147,385	186,663	26.65%
Average Sale Price	130,974	186,907	42.71%	140,379	178,229	26.96%
Average Percent of Selling Price to List Price	92.52%	95.26%	2.96%	93.79%	96.03%	2.39%
Average Days on Market to Sale	55.57	53.87	-3.06%	58.69	49.89	-14.98%
Monthly Inventory	619	280	-54.77%	619	280	-54.77%
Months Supply of Inventory	6.59	2.56	-61.11%	6.59	2.56	-61.11%

Absorption: Last 12 months, an Average of **109** Sales/Month

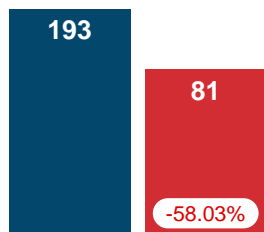
Inventory on February 28, 2021 = **280**

2020 **2021**

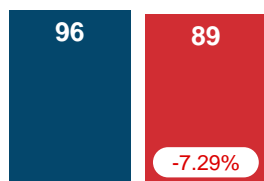
FEBRUARY MARKET

AVERAGE PRICES

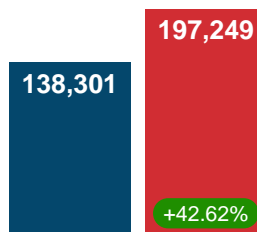
New Listings



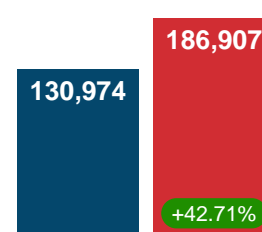
Pending Listings



List Price



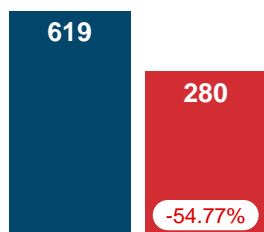
Sale Price



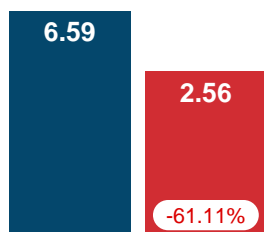
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

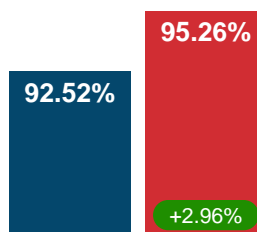
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

