

February 2021



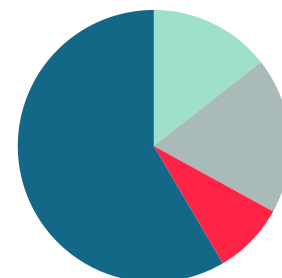
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2020	2021	
Closed Listings	70	69	-1.43%
Pending Listings	96	89	-7.29%
New Listings	193	81	-58.03%
Median List Price	122,250	130,000	6.34%
Median Sale Price	112,000	125,000	11.61%
Median Percent of Selling Price to List Price	94.71%	97.39%	2.83%
Median Days on Market to Sale	44.00	37.00	-15.91%
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.

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 **11.61%** in February 2021 to \$125,000 versus the previous year at \$112,000.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 7.00 days or **15.91%** in February 2021 compared to last year's same month at **44.00** DOM.

Sales Success for February 2021 is Positive

Overall, with Median 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.

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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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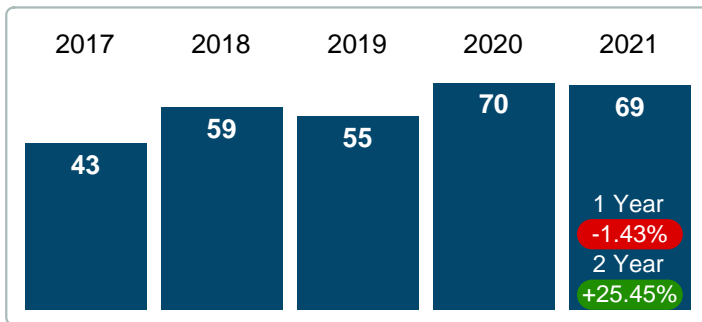
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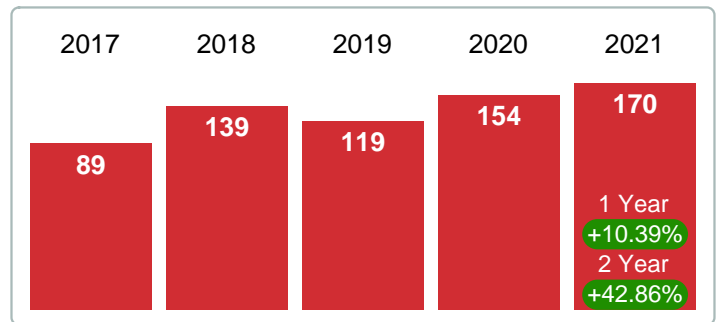
CLOSED LISTINGS

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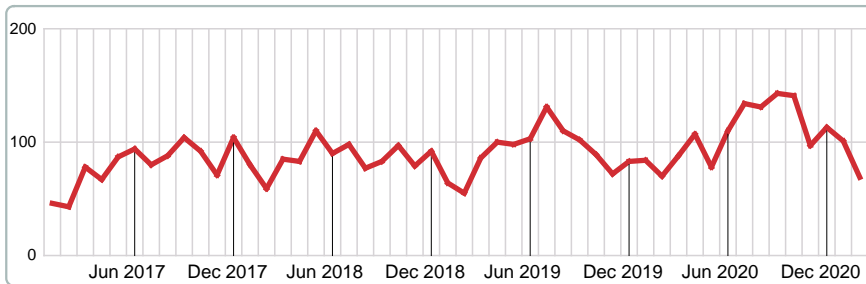
FEBRUARY



YEAR TO DATE (YTD)

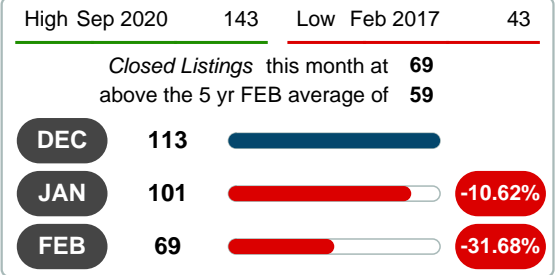


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59



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	5	7.25%	29.0	3	1	1	0
\$40,001 - \$70,000	8	11.59%	87.0	2	5	1	0
\$70,001 - \$90,000	10	14.49%	33.0	0	9	1	0
\$90,001 - \$140,000	20	28.99%	27.0	2	15	2	1
\$140,001 - \$200,000	11	15.94%	58.0	0	8	3	0
\$200,001 - \$420,000	8	11.59%	64.5	2	4	1	1
\$420,001 and up	7	10.14%	42.0	0	2	3	2
Total Closed Units	69			9	44	12	4
Total Closed Volume	12,896,555	100%	37.0	1.01M	6.65M	3.40M	1.84M
Median Closed Price	\$125,000			\$55,000	\$121,950	\$150,000	\$431,000

February 2021



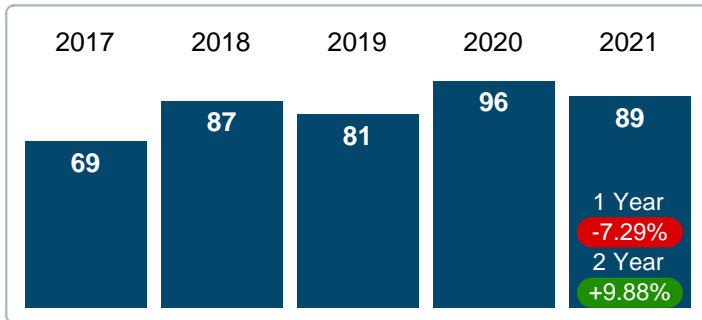
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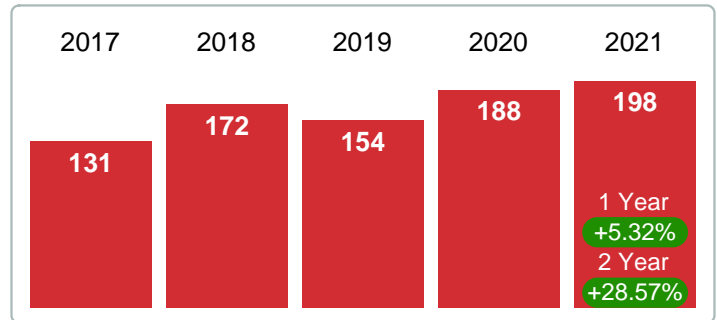
PENDING LISTINGS

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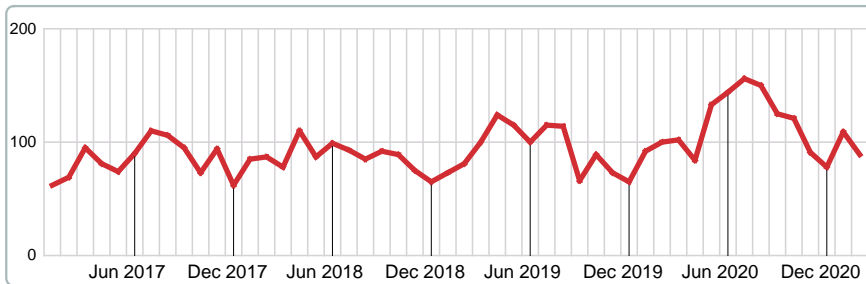
FEBRUARY



YEAR TO DATE (YTD)

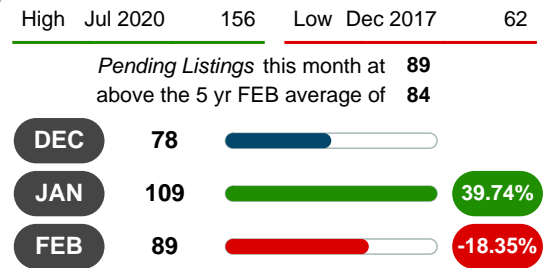


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 84



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	5.62%	26.0	3	2	0	0
\$40,001 - \$80,000	14	15.73%	23.0	5	6	3	0
\$80,001 - \$120,000	14	15.73%	24.5	1	10	3	0
\$120,001 - \$190,000	24	26.97%	18.5	2	15	7	0
\$190,001 - \$270,000	11	12.36%	40.0	1	7	3	0
\$270,001 - \$470,000	12	13.48%	65.0	1	5	5	1
\$470,001 and up	9	10.11%	46.0	0	3	2	4
Total Pending Units	89			13	48	23	5
Total Pending Volume	20,709,650	100%	30.0	1.35M	10.88M	5.63M	2.84M
Median Listing Price	\$150,000			\$79,000	\$147,500	\$165,000	\$489,000

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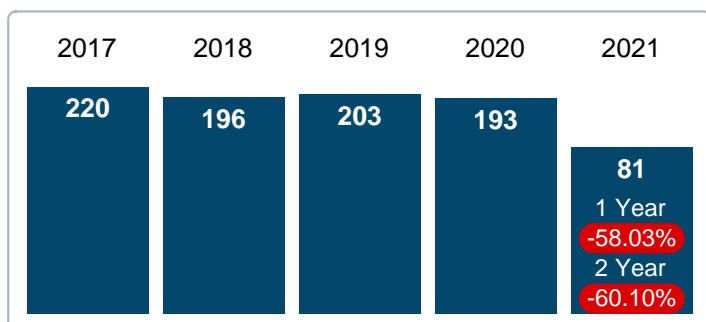
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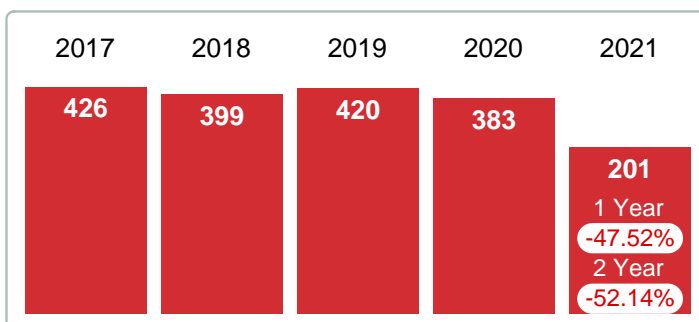
NEW LISTINGS

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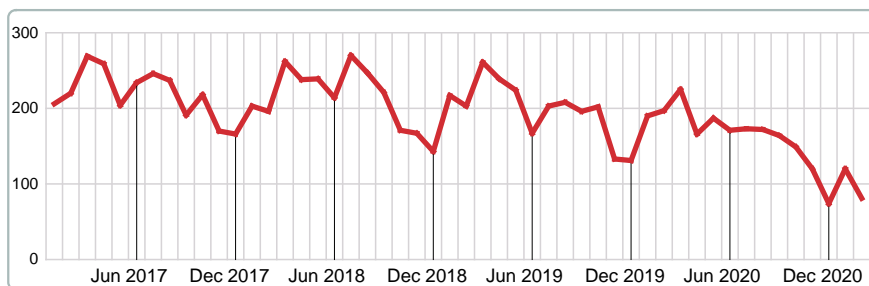
FEBRUARY



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
Median New Listed Listing Price	\$180,000		\$130,000	\$169,700	\$212,750	\$238,000

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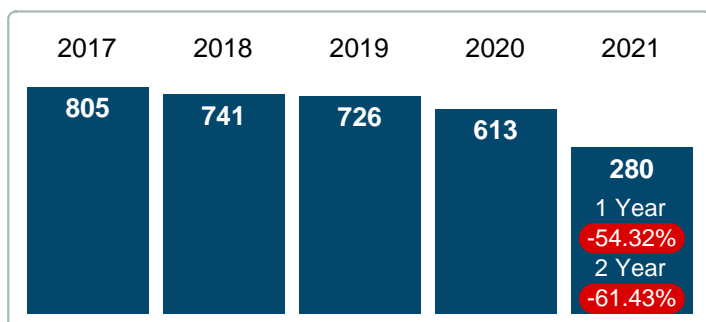
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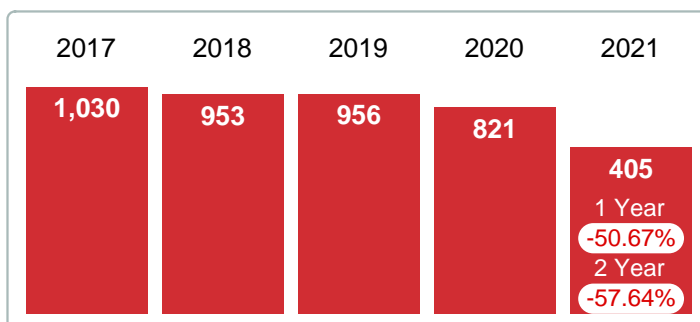
ACTIVE INVENTORY

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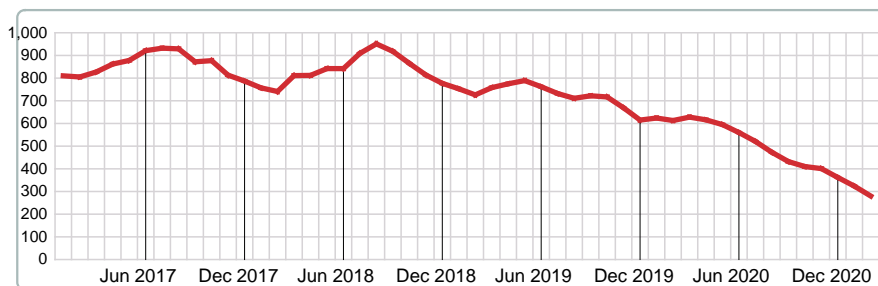
END OF FEBRUARY



ACTIVE DURING FEBRUARY

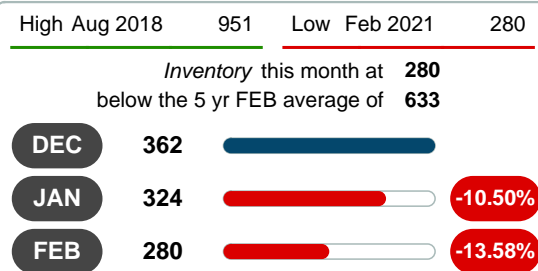


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 633



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	2.14%	23.5	4	1	0	1
\$25,001 - \$75,000	55	19.64%	102.0	27	24	4	0
\$75,001 - \$100,000	28	10.00%	103.0	7	17	3	1
\$100,001 - \$200,000	81	28.93%	69.0	15	51	14	1
\$200,001 - \$275,000	42	15.00%	42.5	4	20	14	4
\$275,001 - \$575,000	40	14.29%	89.5	2	16	19	3
\$575,001 and up	28	10.00%	118.0	5	12	8	3
Total Active Inventory by Units	280			64	141	62	13
Total Active Inventory by Volume	71,995,041	100%	89.5	9.71M	33.95M	19.44M	8.88M
Median Active Inventory Listing Price	\$159,950			\$78,700	\$154,900	\$257,400	\$275,000

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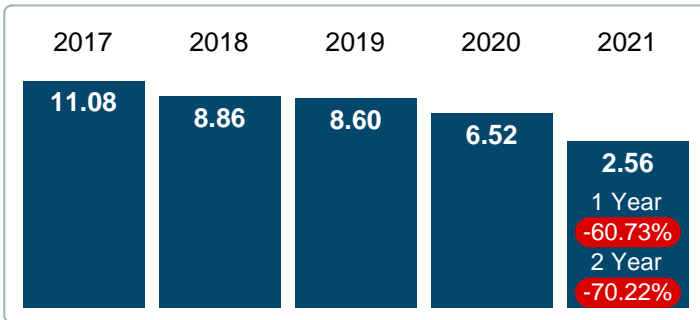
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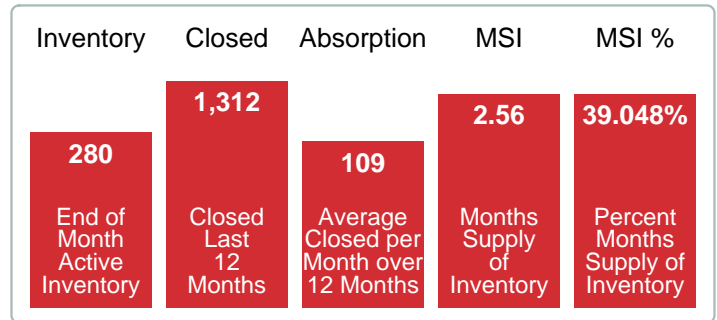
MONTHS SUPPLY of INVENTORY (MSI)

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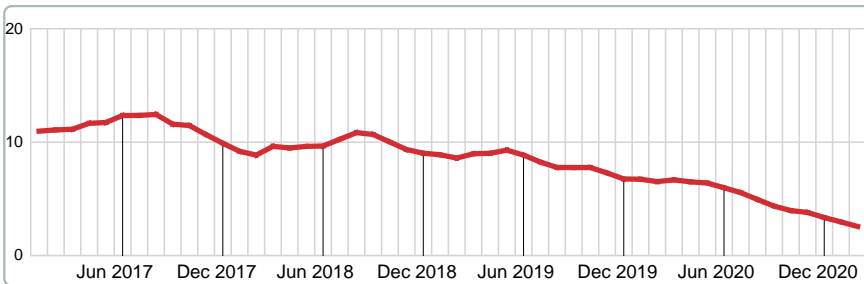
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

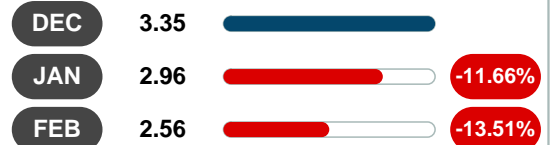


3 MONTHS

5 year FEB AVG = 7.52

High Aug 2017 12.44 Low Feb 2021 2.56

Months Supply this month at 2.56 below the 5 yr FEB average of 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

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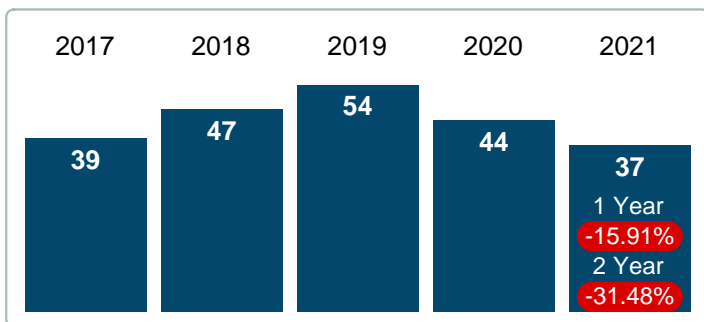
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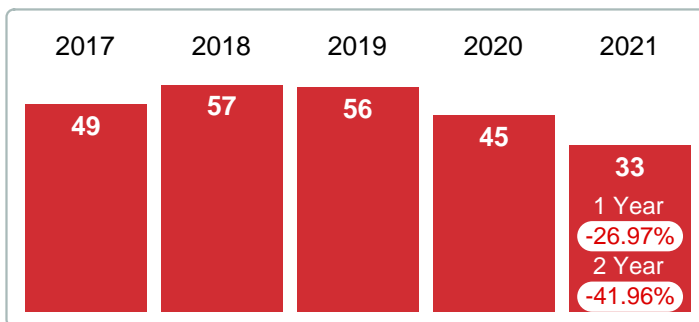
MEDIAN DAYS ON MARKET TO SALE

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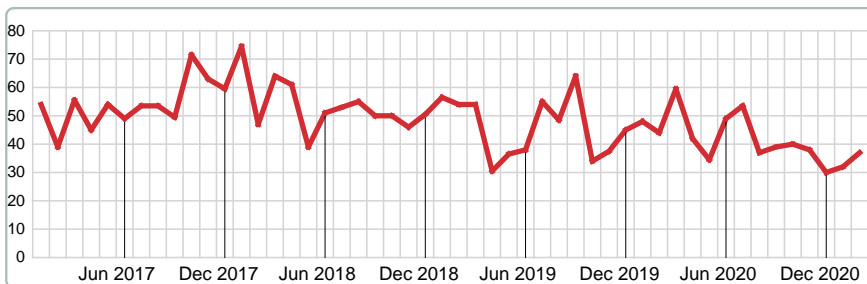
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

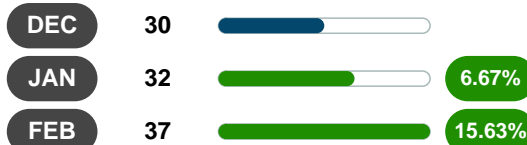


3 MONTHS

5 year FEB AVG = 44

High Jan 2018 75 Low Dec 2020 30

Median Days on Market to Sale this month at 37 below the 5 yr FEB average of 44



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	7.25%	29	29	70	9	0	
\$40,001 - \$70,000	11.59%	87	51	83	140	0	
\$70,001 - \$90,000	14.49%	33	0	42	1	0	
\$90,001 - \$140,000	28.99%	27	142	26	68	134	
\$140,001 - \$200,000	15.94%	58	0	36	79	0	
\$200,001 - \$420,000	11.59%	65	35	44	81	83	
\$420,001 and up	10.14%	42	0	53	17	127	
Median Closed DOM		37		57	28	24	110
Total Closed Units	100%	69		9	44	12	4
Total Closed Volume		12,896,555		1.01M	6.65M	3.40M	1.84M

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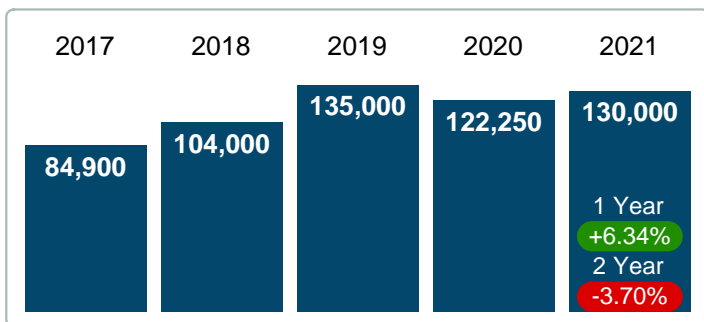
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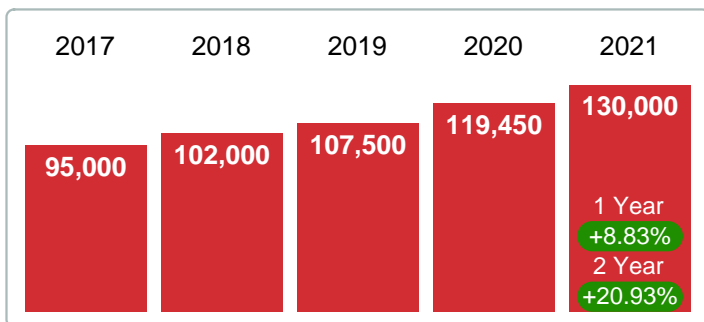
MEDIAN LIST PRICE AT CLOSING

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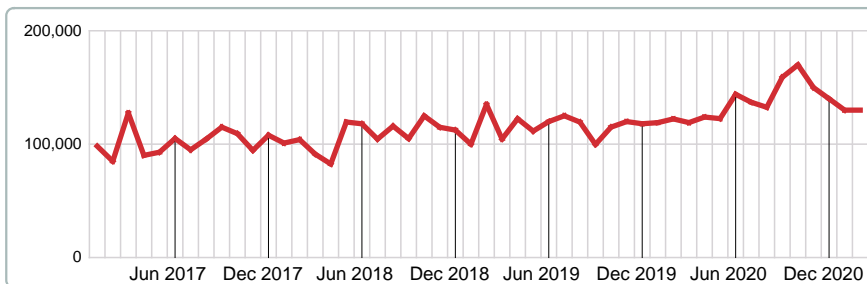
FEBRUARY



YEAR TO DATE (YTD)

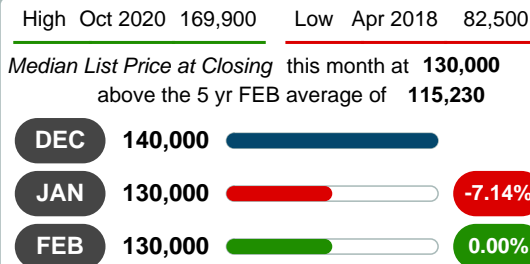


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 115,230



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	4.35%	28,500	26,250	0	28,500	0
\$40,001 - \$70,000	10.14%	59,900	50,000	65,000	59,900	0
\$70,001 - \$90,000	17.39%	79,950	0	79,900	90,000	0
\$90,001 - \$140,000	26.09%	122,400	119,950	122,400	127,750	0
\$140,001 - \$200,000	17.39%	169,000	0	172,450	170,000	154,900
\$200,001 - \$420,000	14.49%	359,950	329,450	304,500	372,000	399,999
\$420,001 and up	10.14%	500,000	0	502,000	494,900	707,500
Median List Price		130,000	61,000	127,400	157,500	450,000
Total Closed Units	100%	130,000	9	44	12	4
Total Closed Volume		13,610,199	1.11M	6.92M	3.61M	1.97M

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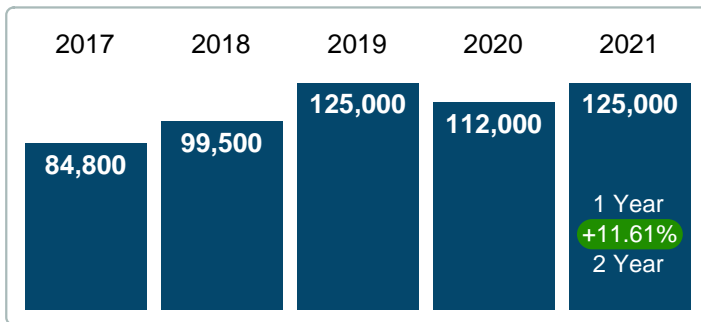
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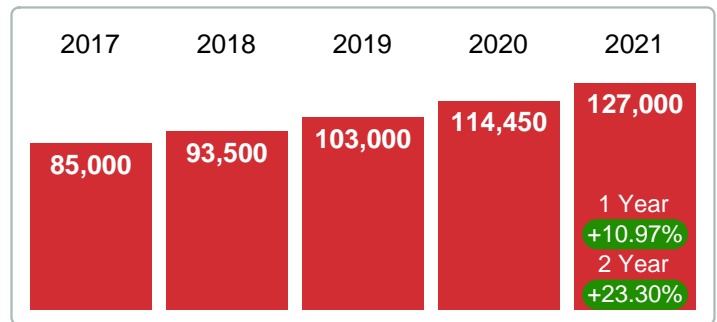
MEDIAN SOLD PRICE AT CLOSING

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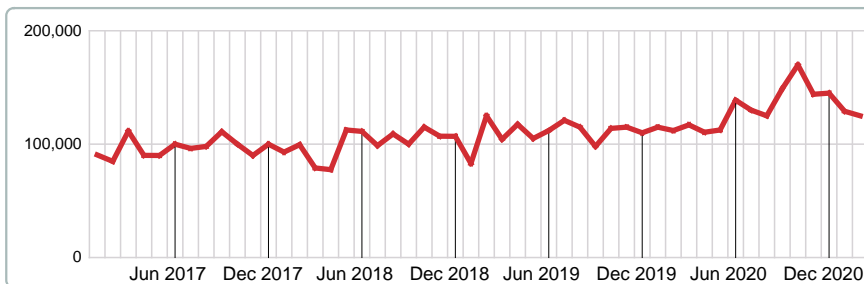
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

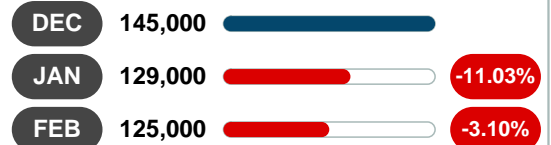


3 MONTHS

5 year FEB AVG = 109,260

High Oct 2020 169,900 Low Apr 2018 77,500

Median Sold Price at Closing this month at **125,000** above the 5 yr FEB average of **109,260**



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	7.25%	28,000	26,555	40,000	28,000	0
\$40,001 - \$70,000	11.59%	61,700	51,785	69,500	59,900	0
\$70,001 - \$90,000	14.49%	82,000	0	80,000	90,000	0
\$90,001 - \$140,000	28.99%	122,450	115,500	123,900	121,000	140,000
\$140,001 - \$200,000	15.94%	176,900	0	180,950	155,000	0
\$200,001 - \$420,000	11.59%	343,500	293,925	343,500	362,000	375,000
\$420,001 and up	10.14%	487,000	0	494,491	470,000	661,000
Median Sold Price		125,000	55,000	121,950	150,000	431,000
Total Closed Units	100%	125,000	9	44	12	4
Total Closed Volume		12,896,555	1.01M	6.65M	3.40M	1.84M

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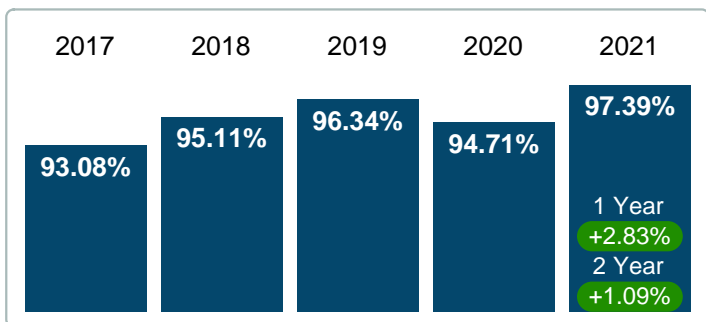
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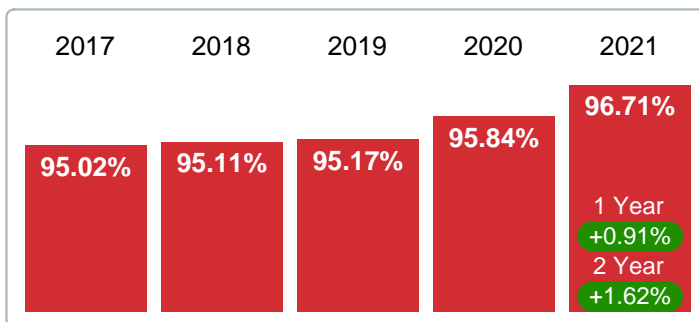
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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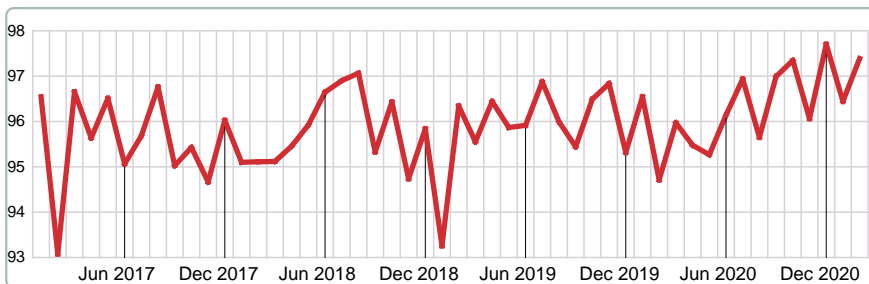
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

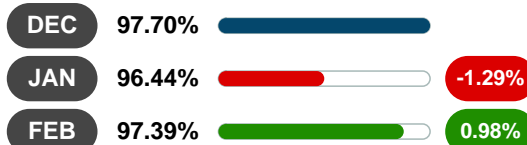


3 MONTHS

5 year FEB AVG = 95.33%

High Dec 2020 97.70% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.39%**
above the 5 yr FEB average of **95.33%**



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	5	7.25%	86.02%	83.33%	86.02%	98.25%	0.00%
\$40,001 - \$70,000	8	11.59%	91.48%	93.65%	87.11%	100.00%	0.00%
\$70,001 - \$90,000	10	14.49%	99.75%	0.00%	99.50%	100.00%	0.00%
\$90,001 - \$140,000	20	28.99%	97.76%	96.57%	100.00%	94.63%	90.38%
\$140,001 - \$200,000	11	15.94%	99.55%	0.00%	97.00%	100.00%	0.00%
\$200,001 - \$420,000	8	11.59%	97.66%	90.77%	99.38%	97.31%	93.75%
\$420,001 and up	7	10.14%	97.39%	0.00%	98.69%	94.97%	94.33%
Median Sold/List Ratio		97.39%		93.15%	99.17%	97.78%	92.50%
Total Closed Units		69	100%	9	44	12	4
Total Closed Volume		12,896,555		1.01M	6.65M	3.40M	1.84M

February 2021



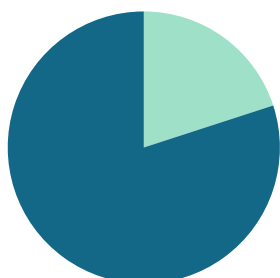
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

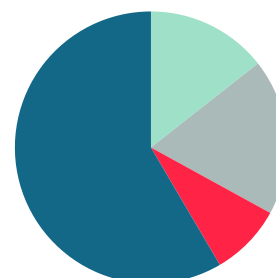


Inventory
 New Listings **81 = 20.00%**
 Start Inventory **324**
 Total Inventory Units **405**
 Volume **\$104,210,890**

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%
Median List Price	122,250	130,000	6.34%	119,450	130,000	8.83%
Median Sale Price	112,000	125,000	11.61%	114,450	127,000	10.97%
Median Percent of Selling Price to List Price	94.71%	97.39%	2.83%	95.84%	96.71%	0.91%
Median Days on Market to Sale	44.00	37.00	-15.91%	44.50	32.50	-26.97%
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

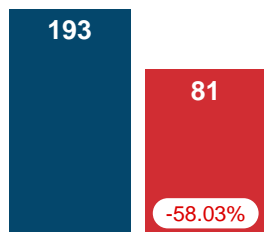
Inventory on February 28, 2021 = **280**

2020 **2021**

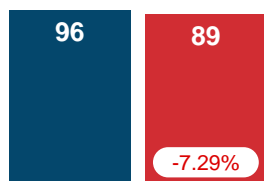
FEBRUARY MARKET

MEDIAN PRICES

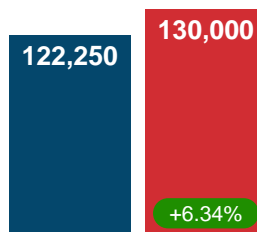
New Listings



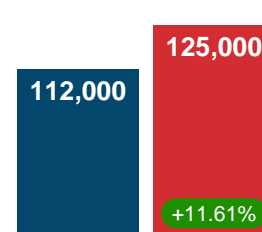
Pending Listings



List Price



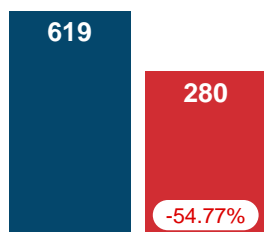
Sale Price



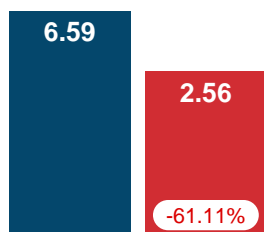
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

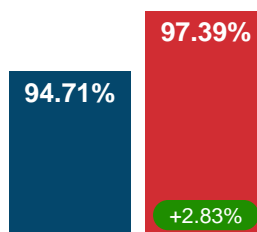
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

