

# January 2021



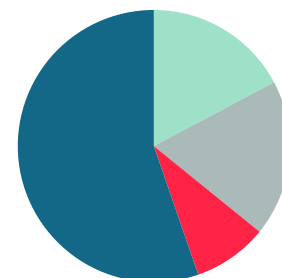
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	84	101	20.24%
Pending Listings	92	109	18.48%
New Listings	190	120	-36.84%
Average List Price	154,955	179,431	15.80%
Average Sale Price	148,217	172,301	16.25%
Average Percent of Selling Price to List Price	94.85%	96.57%	1.81%
Average Days on Market to Sale	61.29	47.18	-23.02%
End of Month Inventory	624	324	-48.08%
Months Supply of Inventory	6.73	2.96	-55.99%



■ Closed (17.24%)  
■ Pending (18.60%)  
■ Other OffMarket (8.87%)  
■ Active (55.29%)

**Absorption:** Last 12 months, an Average of **109** Sales/Month  
**Active Inventory** as of January 31, 2021 = **324**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **48.08%** to 324 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 **2.96** 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 **16.25%** in January 2021 to \$172,301 versus the previous year at \$148,217.

#### Average Days on Market Shortens

The average number of **47.18** days that homes spent on the market before selling decreased by 14.11 days or **23.02%** in January 2021 compared to last year's same month at **61.29** 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 120 New Listings in January 2021, down **36.84%** from last year at 190. Furthermore, there were 101 Closed Listings this month versus last year at 84, a **20.24%** increase.

Closed versus Listed trends yielded a **84.2%** ratio, up from previous year's, January 2020, at **44.2%**, a **90.38%** 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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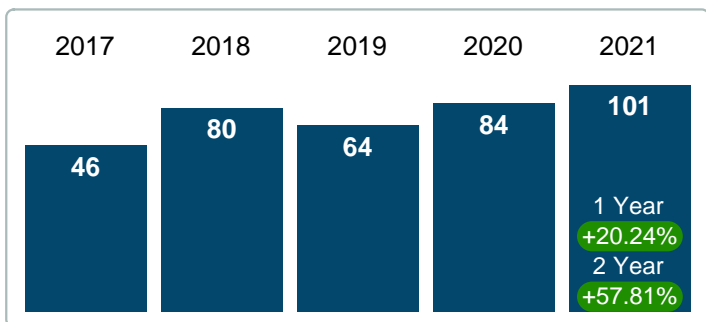
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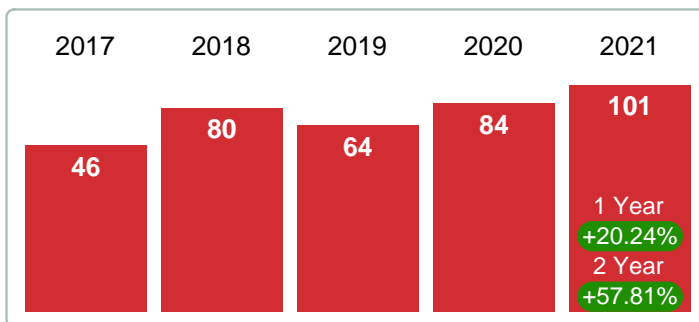
## CLOSED LISTINGS

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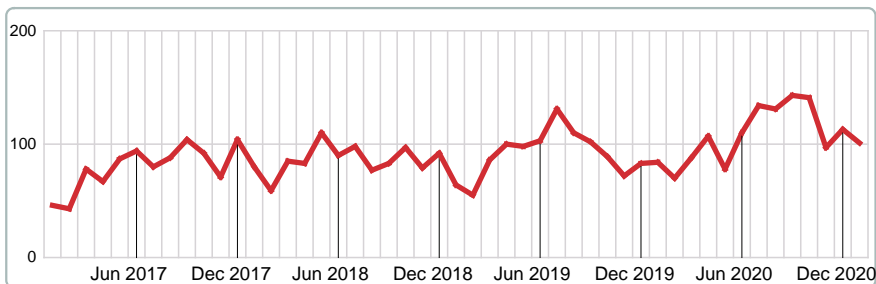
### JANUARY



### YEAR TO DATE (YTD)

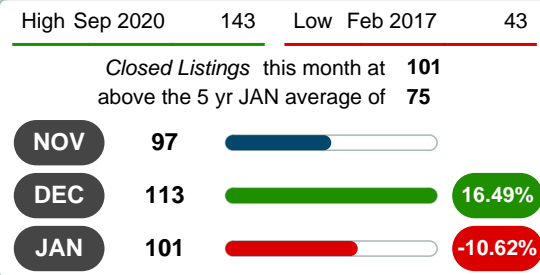


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.88%	50.7	8	2	1	1
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	18	17.82%	42.7	9	8	1	0
\$75,001 - \$150,000	26	25.74%	41.5	2	20	3	1
\$150,001 - \$225,000	21	20.79%	55.8	4	13	4	0
\$225,001 - \$325,000	13	12.87%	47.2	1	9	3	0
\$325,001 and up	11	10.89%	47.5	1	5	4	1
<b>Total Closed Units</b>	<b>101</b>			<b>25</b>	<b>57</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>17,402,378</b>	<b>100%</b>	<b>47.2</b>	<b>3.11M</b>	<b>9.72M</b>	<b>3.67M</b>	<b>907.50K</b>
<b>Average Closed Price</b>	<b>\$172,301</b>			<b>\$124,246</b>	<b>\$170,529</b>	<b>\$229,288</b>	<b>\$302,500</b>

# January 2021



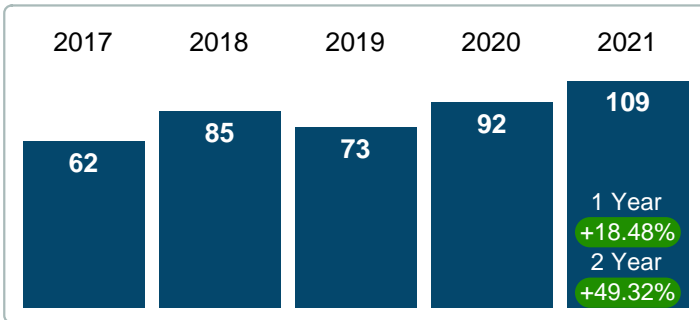
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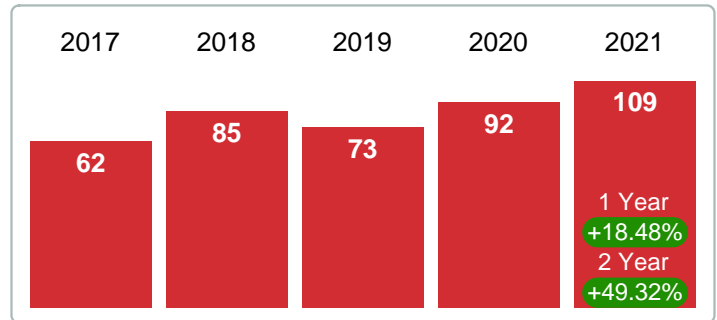
## PENDING LISTINGS

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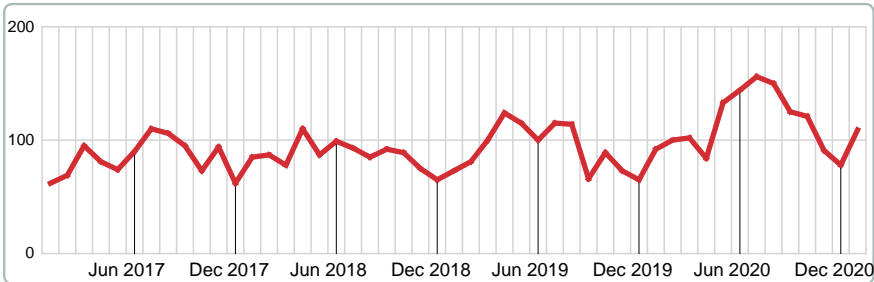
### JANUARY



### YEAR TO DATE (YTD)

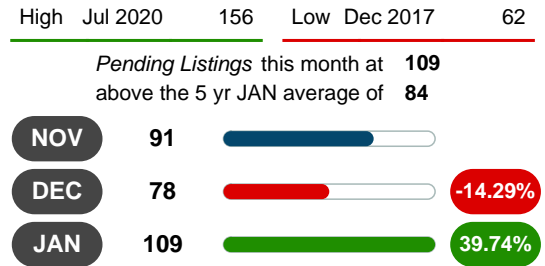


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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	3	2.75%	13.7	2	1	0	0
\$25,001 - \$50,000	10	9.17%	65.2	4	4	1	1
\$50,001 - \$75,000	18	16.51%	76.2	6	11	1	0
\$75,001 - \$175,000	38	34.86%	70.7	5	29	3	1
\$175,001 - \$275,000	14	12.84%	51.9	0	13	1	0
\$275,001 - \$525,000	15	13.76%	89.1	1	6	6	2
\$525,001 and up	11	10.09%	59.2	2	1	4	4
<b>Total Pending Units</b>	<b>109</b>			<b>20</b>	<b>65</b>	<b>16</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>22,817,940</b>	<b>100%</b>	<b>68.9</b>	<b>3.26M</b>	<b>10.02M</b>	<b>5.44M</b>	<b>4.09M</b>
<b>Average Listing Price</b>	<b>\$204,726</b>			<b>\$163,022</b>	<b>\$154,203</b>	<b>\$340,169</b>	<b>\$511,450</b>

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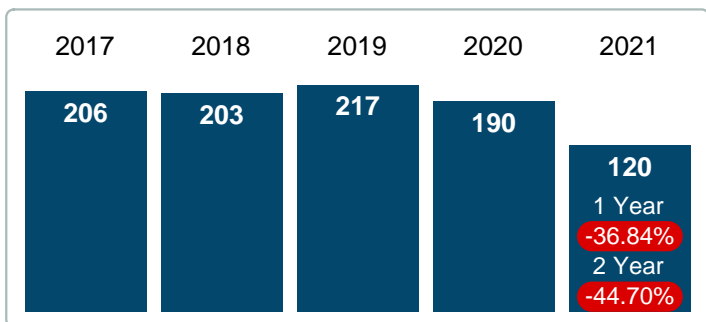
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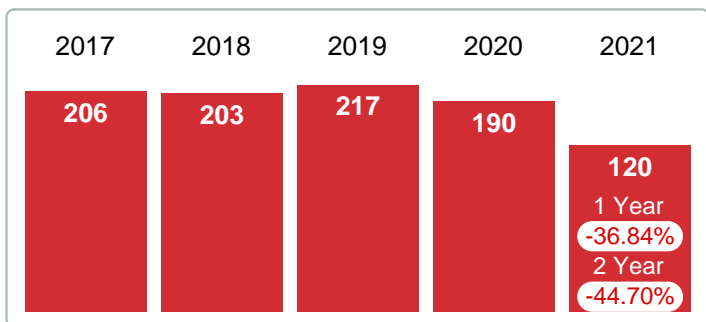
## NEW LISTINGS

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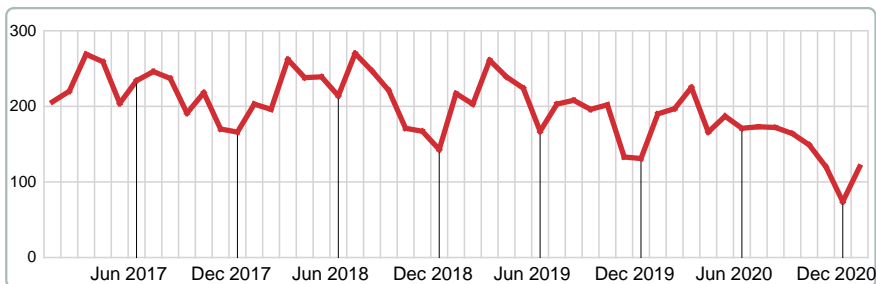
### JANUARY



### YEAR TO DATE (YTD)

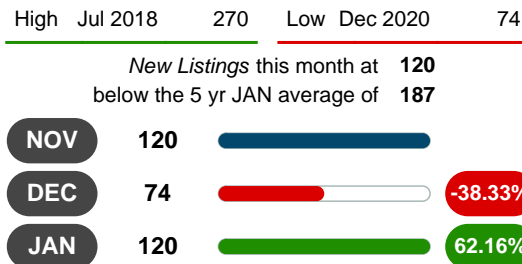


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 187



### 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	3.33%	2	2	0	0
\$25,001 - \$75,000	22	18.33%	9	11	2	0
\$75,001 - \$100,000	14	11.67%	4	9	1	0
\$100,001 - \$175,000	26	21.67%	6	14	6	0
\$175,001 - \$275,000	25	20.83%	1	18	6	0
\$275,001 - \$475,000	16	13.33%	0	6	7	3
\$475,001 and up	13	10.83%	1	3	5	4
<b>Total New Listed Units</b>	<b>120</b>		<b>23</b>	<b>63</b>	<b>27</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>26,502,888</b>	<b>100%</b>	<b>2.76M</b>	<b>11.06M</b>	<b>8.45M</b>	<b>4.23M</b>
<b>Average New Listed Listing Price</b>	<b>\$214,755</b>		<b>\$120,208</b>	<b>\$175,622</b>	<b>\$312,781</b>	<b>\$604,114</b>

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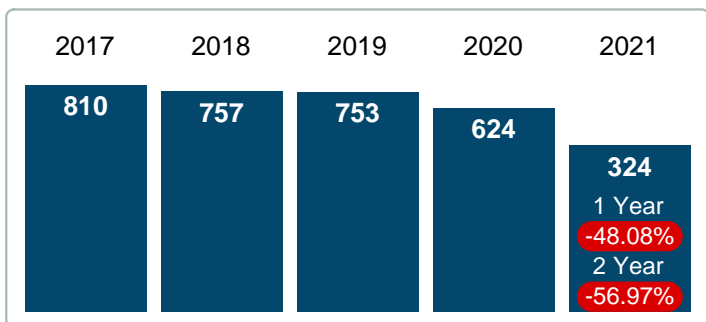
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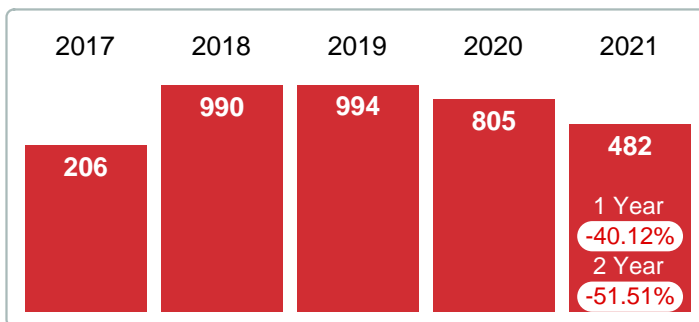
## ACTIVE INVENTORY

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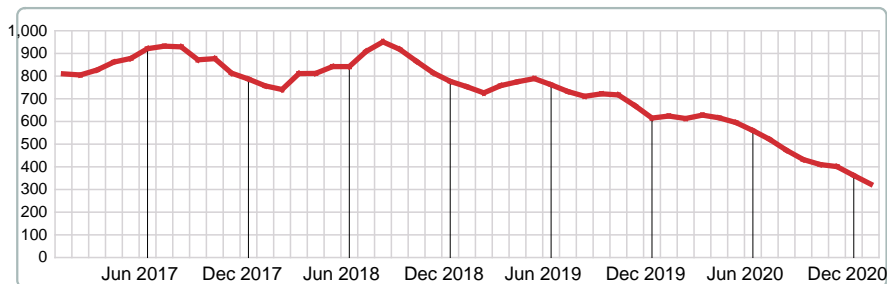
### END OF JANUARY



### ACTIVE DURING JANUARY

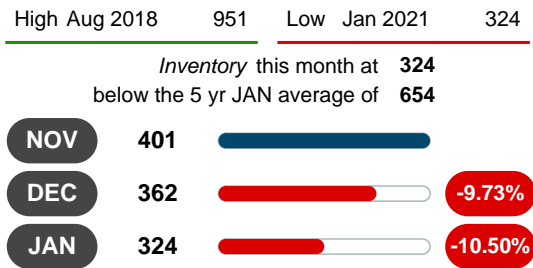


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 654



## 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	4	1.23%	74.8	3	1	0	0
\$25,001 - \$75,000	66	20.37%	103.7	29	31	6	0
\$75,001 - \$100,000	34	10.49%	117.8	9	21	3	1
\$100,001 - \$175,000	77	23.77%	93.1	11	51	14	1
\$175,001 - \$325,000	70	21.60%	78.6	4	41	21	4
\$325,001 - \$575,000	40	12.35%	109.2	1	17	16	6
\$575,001 and up	33	10.19%	134.0	5	12	10	6
<b>Total Active Inventory by Units</b>	<b>324</b>			<b>62</b>	<b>174</b>	<b>70</b>	<b>18</b>
<b>Total Active Inventory by Volume</b>	<b>84,459,790</b>	<b>100%</b>	<b>100.6</b>	<b>8.99M</b>	<b>40.20M</b>	<b>22.76M</b>	<b>12.51M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$260,678</b>			<b>\$145,033</b>	<b>\$231,024</b>	<b>\$325,178</b>	<b>\$694,844</b>

# January 2021



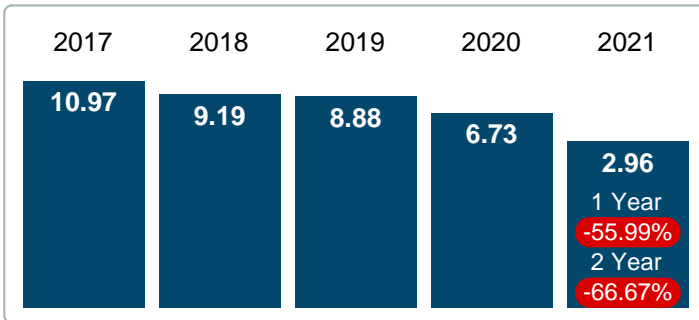
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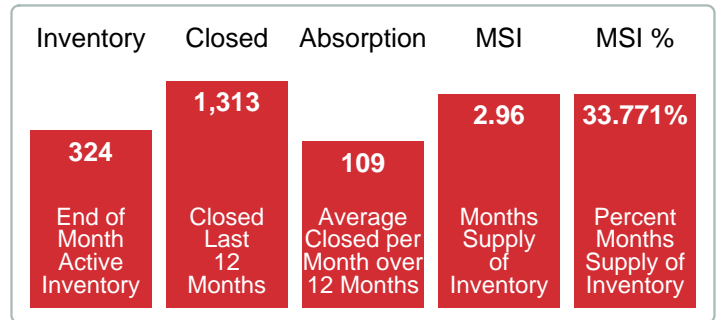
## MONTHS SUPPLY of INVENTORY (MSI)

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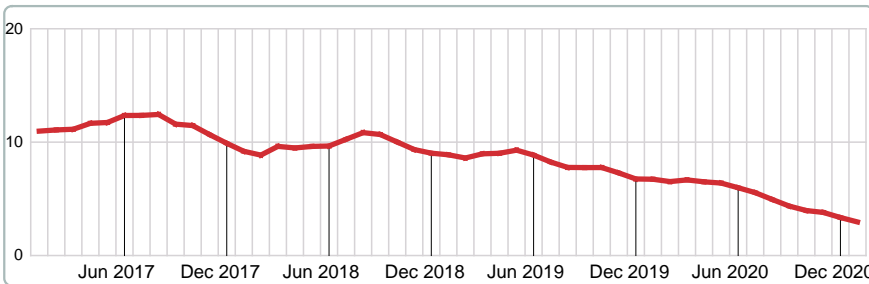
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

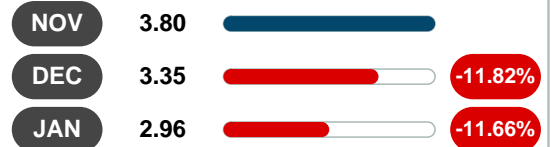


### 3 MONTHS

5 year JAN AVG = 7.75

High Aug 2017 12.44 Low Jan 2021 2.96

Months Supply this month at 2.96 below the 5 yr JAN average of 7.75



### 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	7.10%	1.99	2.50	1.57	0.00	0.00
\$40,001 - \$70,000	39	12.04%	3.06	3.00	2.60	8.00	0.00
\$70,001 - \$110,000	51	15.74%	2.57	2.84	2.55	1.57	0.00
\$110,001 - \$190,000	84	25.93%	2.70	2.93	2.59	3.00	2.40
\$190,001 - \$320,000	52	16.05%	2.61	0.86	2.37	4.64	4.36
\$320,001 - \$590,000	43	13.27%	3.69	3.00	3.09	3.72	9.00
\$590,001 and up	32	9.88%	12.39	30.00	24.00	9.82	6.00
Market Supply of Inventory (MSI)			2.96	2.70	2.67	3.87	5.54
Total Active Inventory by Units		100%	2.96	62	174	70	18

# January 2021



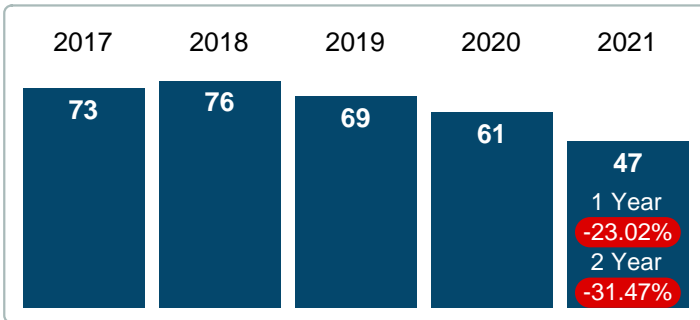
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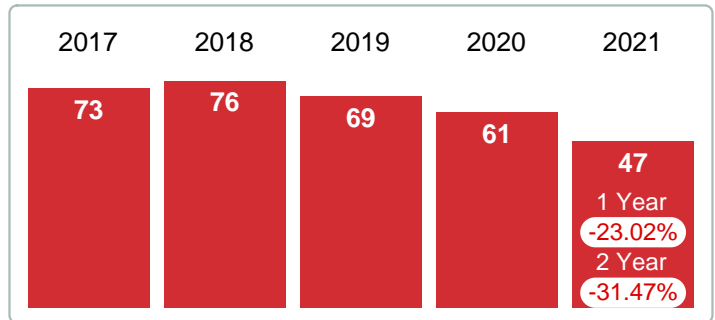
## AVERAGE DAYS ON MARKET TO SALE

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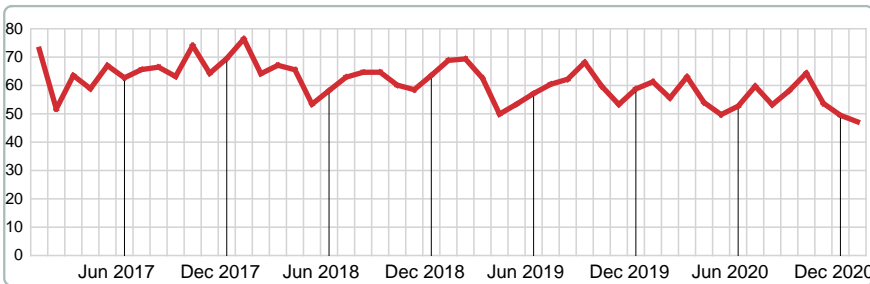
### JANUARY



### YEAR TO DATE (YTD)

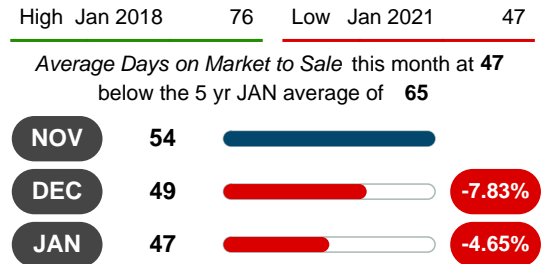


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 65



### 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
\$50,000 and less	11.88%	51	26	106	96	97
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$75,000	17.82%	43	53	36	6	0
\$75,001 - \$150,000	25.74%	42	33	46	32	6
\$150,001 - \$225,000	20.79%	56	47	49	86	0
\$225,001 - \$325,000	12.87%	47	44	39	74	0
\$325,001 and up	10.89%	48	1	23	91	46
Average Closed DOM		47	39	44	70	50
Total Closed Units	100%	47	25	57	16	3
Total Closed Volume		17,402,378	3.11M	9.72M	3.67M	907.50K



# January 2021



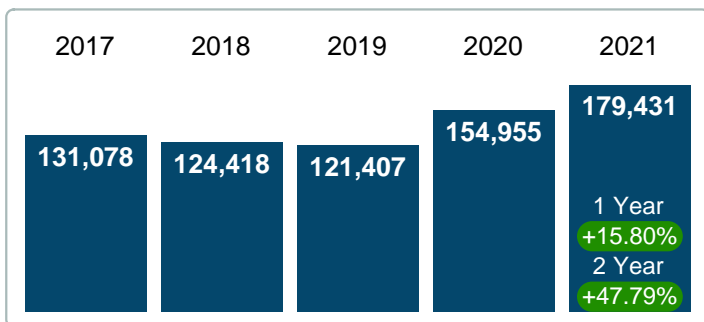
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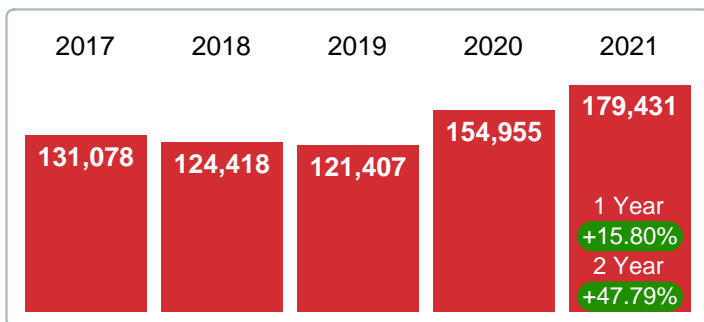
## AVERAGE LIST PRICE AT CLOSING

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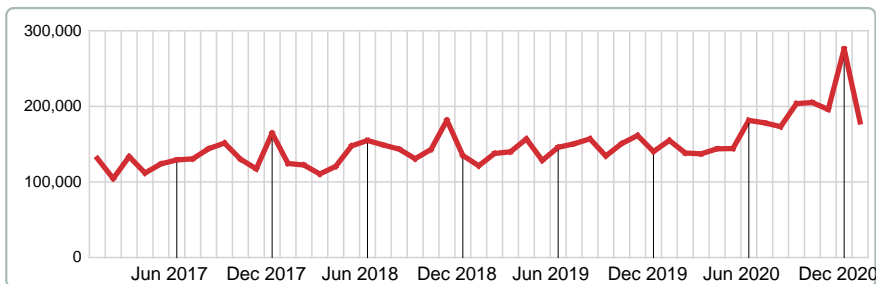
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 142,258

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

Average List Price at Closing this month at **179,431** above the 5 yr JAN average of **142,258**



### 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	
\$50,000 and less	10	9.90%	31,560	31,988	37,200	69,000 49,900	
\$50,001 - \$50,000	0	0.00%	0	0	0	0	
\$50,001 - \$75,000	18	17.82%	64,628	69,333	65,538	49,900 0	
\$75,001 - \$150,000	28	27.72%	111,100	122,450	112,930	109,600 110,000	
\$150,001 - \$225,000	18	17.82%	186,992	210,850	187,896	198,200 0	
\$225,001 - \$325,000	15	14.85%	259,940	275,000	272,367	263,267 0	
\$325,001 and up	12	11.88%	522,320	957,840	477,400	448,500 799,000	
<b>Average List Price</b>		<b>179,431</b>		<b>128,042</b>	<b>177,864</b>	<b>239,019</b>	<b>319,633</b>
<b>Total Closed Units</b>		<b>101</b>	<b>100%</b>	<b>179,431</b>	<b>25</b>	<b>57</b>	<b>16</b>
<b>Total Closed Volume</b>		<b>18,122,490</b>			<b>3.20M</b>	<b>10.14M</b>	<b>3.82M</b>
						<b>958.90K</b>	



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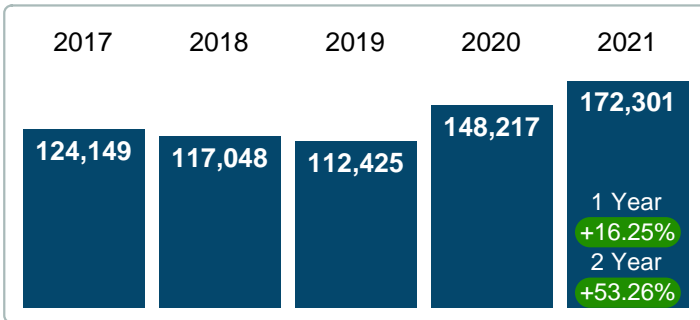
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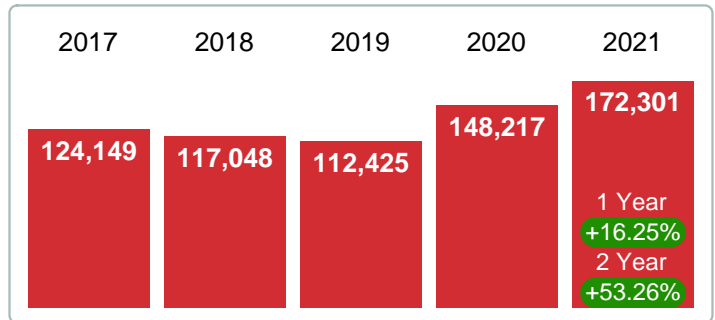
## AVERAGE SOLD PRICE AT CLOSING

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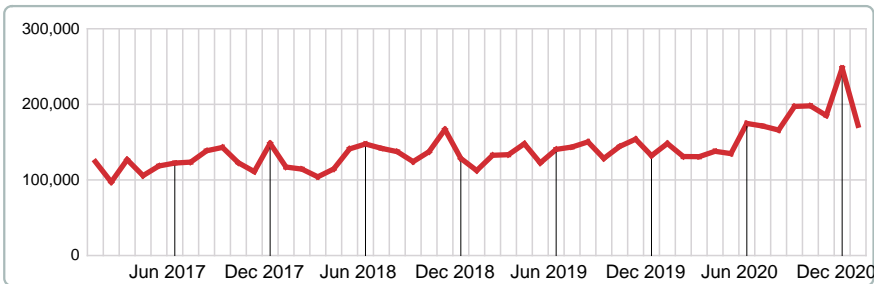
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

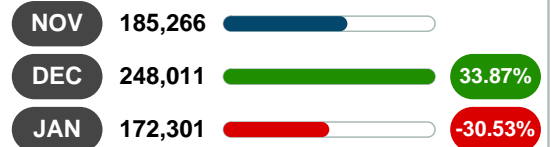


### 3 MONTHS

5 year JAN AVG = 134,828

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

Average Sold Price at Closing this month at **172,301** above the 5 yr JAN average of **134,828**



### 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
\$50,000 and less	11.88%	33,904	32,044	29,750	50,000	41,000
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$75,000	17.82%	62,505	63,600	62,199	55,100	0
\$75,001 - \$150,000	25.74%	109,454	121,000	108,315	107,000	116,500
\$150,001 - \$225,000	20.79%	186,357	205,125	181,577	183,125	0
\$225,001 - \$325,000	12.87%	256,504	257,050	262,833	237,333	0
\$325,001 and up	10.89%	525,145	957,840	454,150	449,500	750,000
<b>Average Sold Price</b>		<b>172,301</b>	<b>124,246</b>	<b>170,529</b>	<b>229,288</b>	<b>302,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>101</b>	<b>25</b>	<b>57</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>17,402,378</b>	<b>3.11M</b>	<b>9.72M</b>	<b>3.67M</b>	<b>907.50K</b>

# January 2021



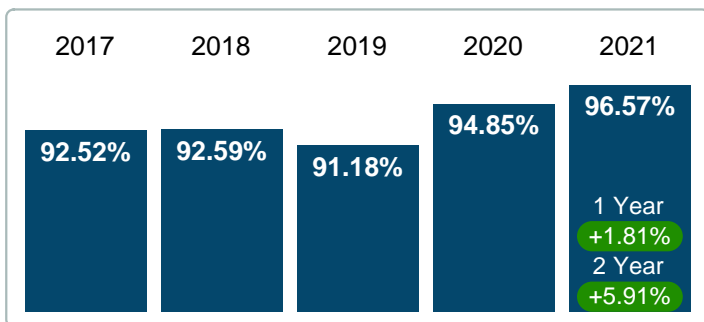
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



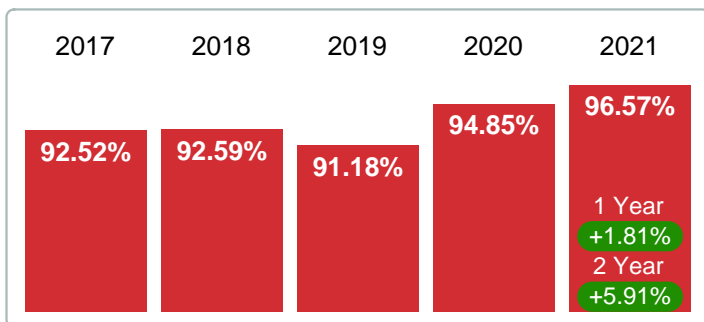
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

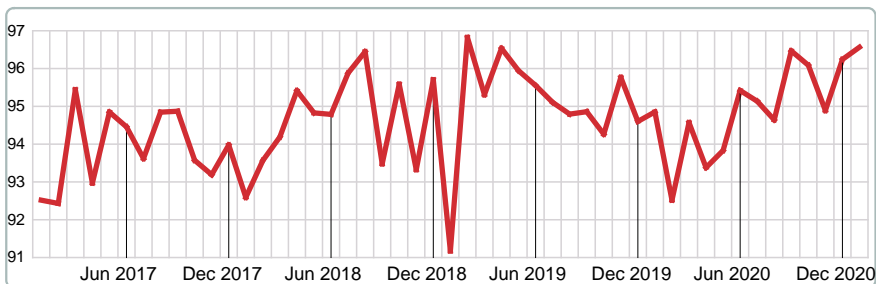
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

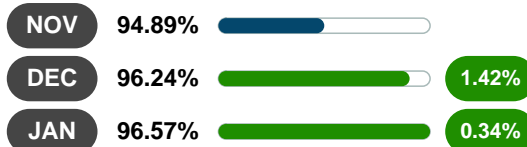


### 3 MONTHS

5 year JAN AVG = 93.54%

High Feb 2019 96.82% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.57%** above the 5 yr JAN average of **93.54%**



## 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
\$50,000 and less	12	11.88%	100.26%	112.27%	75.15%	72.46%	82.16%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	18	17.82%	94.79%	92.72%	95.16%	110.42%	0.00%
\$75,001 - \$150,000	26	25.74%	96.65%	98.76%	95.87%	97.40%	105.91%
\$150,001 - \$225,000	21	20.79%	96.43%	97.82%	97.06%	93.00%	0.00%
\$225,001 - \$325,000	13	12.87%	94.98%	93.47%	96.54%	90.81%	0.00%
\$325,001 and up	11	10.89%	97.36%	100.00%	95.79%	99.54%	93.87%
Average Sold/List Ratio		96.60%		100.60%	95.41%	94.86%	93.98%
Total Closed Units		101	100%	25	57	16	3
Total Closed Volume		17,402,378		3.11M	9.72M	3.67M	907.50K

# January 2021



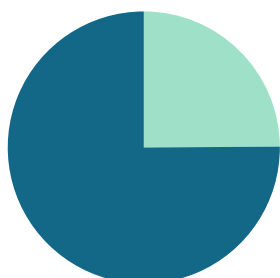
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

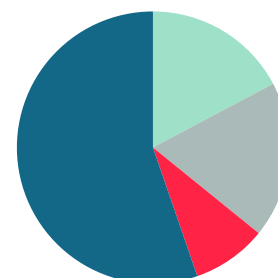


**Inventory**  
 New Listings  
**120 = 24.90%**  
 Start Inventory  
**362**  
 Total Inventory Units  
**482**  
 Volume  
**\$118,494,630**

### Market Activity

Closed Sales  
**101 = 17.24%**  
 Pending Sales  
**109 = 18.60%**  
 Other Off Market  
**52 = 8.87%**  
 Active Inventory  
**324 = 55.29%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	84	101	20.24%	84	101	20.24%
Pending Sales	92	109	18.48%	92	109	18.48%
New Listings	190	120	-36.84%	190	120	-36.84%
Average List Price	154,955	179,431	15.80%	154,955	179,431	15.80%
Average Sale Price	148,217	172,301	16.25%	148,217	172,301	16.25%
Average Percent of Selling Price to List Price	94.85%	96.57%	1.81%	94.85%	96.57%	1.81%
Average Days on Market to Sale	61.29	47.18	-23.02%	61.29	47.18	-23.02%
Monthly Inventory	624	324	-48.08%	624	324	-48.08%
Months Supply of Inventory	6.73	2.96	-55.99%	6.73	2.96	-55.99%

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

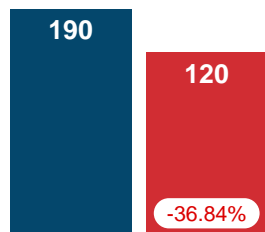
**Inventory** on January 31, 2021 = **324**

**2020** **2021**

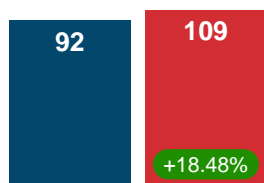
### JANUARY MARKET

### AVERAGE PRICES

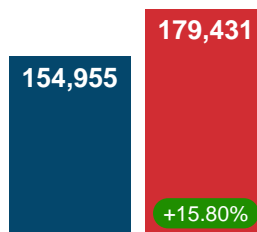
#### New Listings



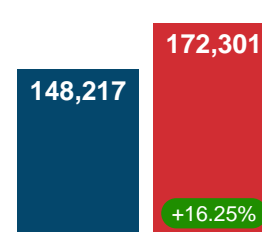
#### Pending Listings



#### List Price



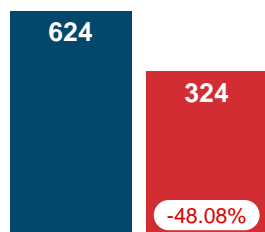
#### Sale Price



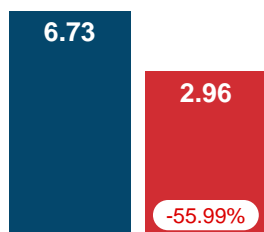
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

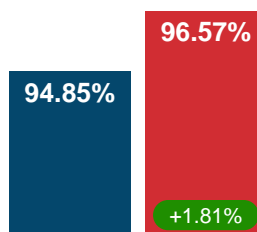
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

