

January 2021



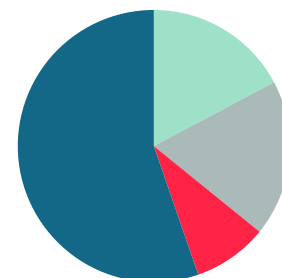
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	118,950	130,000	9.29%
Median Sale Price	114,950	129,000	12.22%
Median Percent of Selling Price to List Price	96.54%	96.44%	-0.10%
Median Days on Market to Sale	48.00	32.00	-33.33%
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.

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 **12.22%** in January 2021 to \$129,000 versus the previous year at \$114,950.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 16.00 days or **33.33%** in January 2021 compared to last year's same month at **48.00** DOM.

Sales Success for January 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 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

January 2021



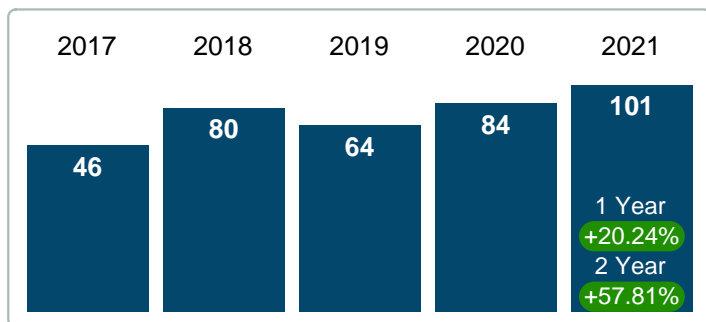
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



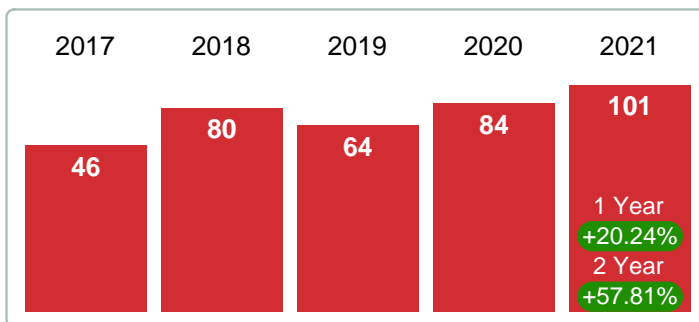
CLOSED LISTINGS

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

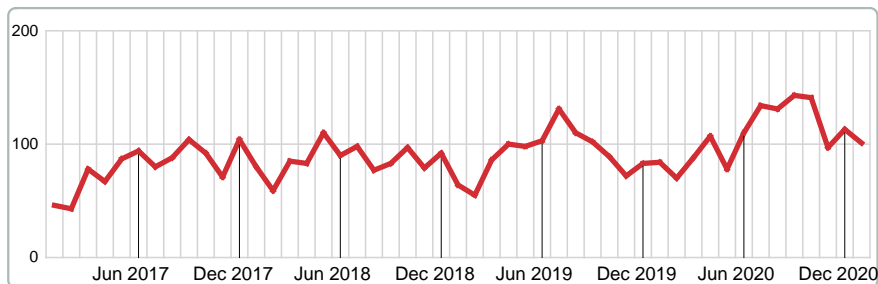
JANUARY



YEAR TO DATE (YTD)

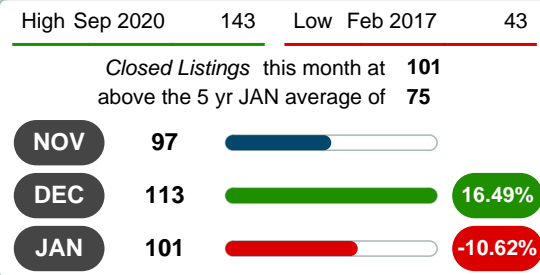


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 75



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.88%	27.0	8	2	1	1
\$50,001 - \$60,000	7	6.93%	7.0	2	4	1	0
\$60,001 - \$90,000	17	16.83%	49.0	7	10	0	0
\$90,001 - \$170,000	27	26.73%	35.0	2	19	5	1
\$170,001 - \$220,000	14	13.86%	17.5	4	8	2	0
\$220,001 - \$330,000	13	12.87%	33.0	1	9	3	0
\$330,001 and up	11	10.89%	29.0	1	5	4	1
Total Closed Units	101			25	57	16	3
Total Closed Volume	17,402,378	100%	32.0	3.11M	9.72M	3.67M	907.50K
Median Closed Price	\$129,000			\$64,000	\$138,000	\$210,000	\$116,500

January 2021



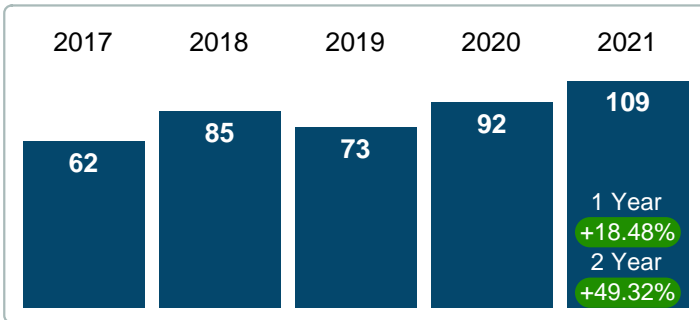
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



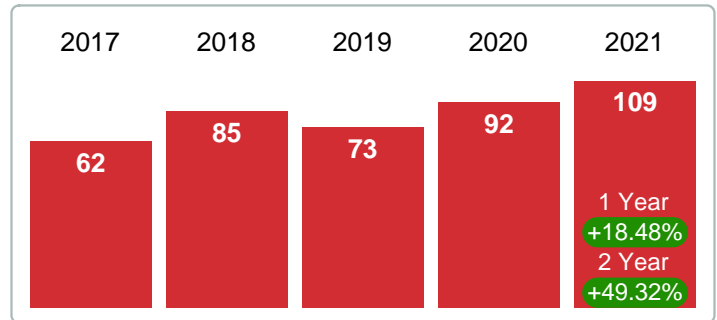
PENDING LISTINGS

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

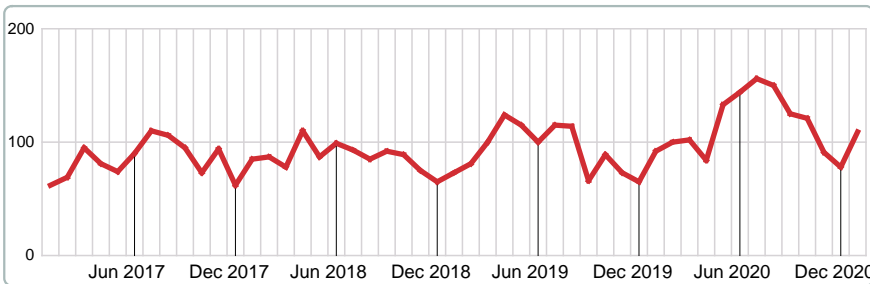
JANUARY



YEAR TO DATE (YTD)

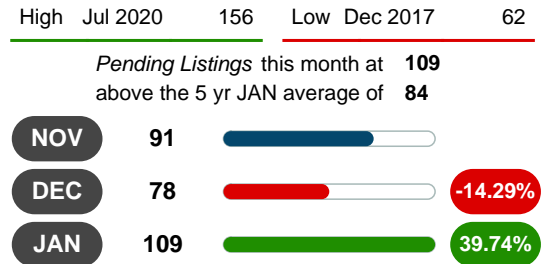


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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	8	7.34%	16.0	3	4	1	0
\$40,001 - \$70,000	16	14.68%	44.0	7	7	1	1
\$70,001 - \$90,000	16	14.68%	25.0	3	13	0	0
\$90,001 - \$170,000	27	24.77%	79.0	4	19	3	1
\$170,001 - \$290,000	17	15.60%	55.0	0	16	1	0
\$290,001 - \$520,000	14	12.84%	96.5	1	5	6	2
\$520,001 and up	11	10.09%	35.0	2	1	4	4
Total Pending Units	109			20	65	16	8
Total Pending Volume	22,817,940	100%	57.0	3.26M	10.02M	5.44M	4.09M
Median Listing Price	\$124,900			\$70,950	\$124,900	\$337,000	\$547,450

January 2021



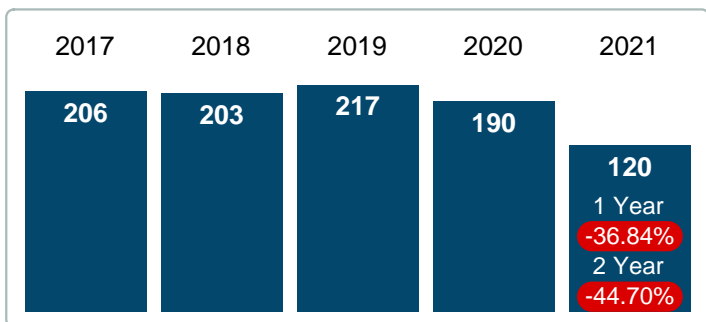
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



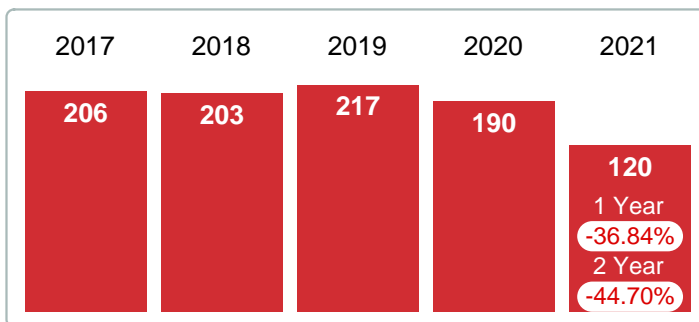
NEW LISTINGS

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

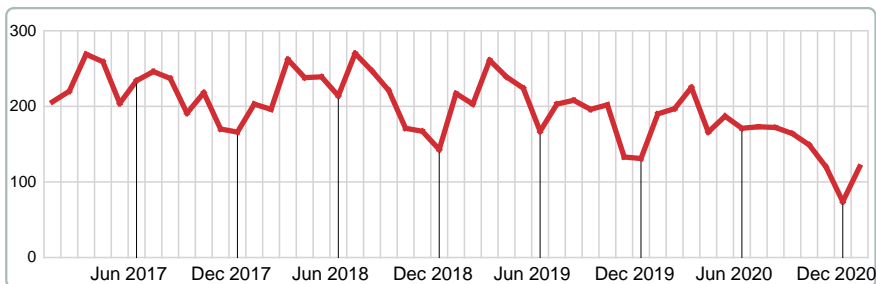
JANUARY



YEAR TO DATE (YTD)

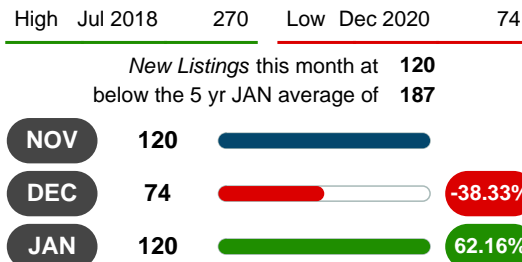


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 187



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	8.33%	5	4	1	0
\$40,001 - \$70,000	12	10.00%	5	6	1	0
\$70,001 - \$110,000	20	16.67%	6	13	1	0
\$110,001 - \$190,000	32	26.67%	5	19	8	0
\$190,001 - \$270,000	15	12.50%	1	10	4	0
\$270,001 - \$490,000	19	15.83%	0	8	7	4
\$490,001 and up	12	10.00%	1	3	5	3
Total New Listed Units	120		23	63	27	7
Total New Listed Volume	26,502,888	100%	2.76M	11.06M	8.45M	4.23M
Median New Listed Listing Price	\$149,950		\$79,900	\$154,900	\$219,900	\$489,000

January 2021



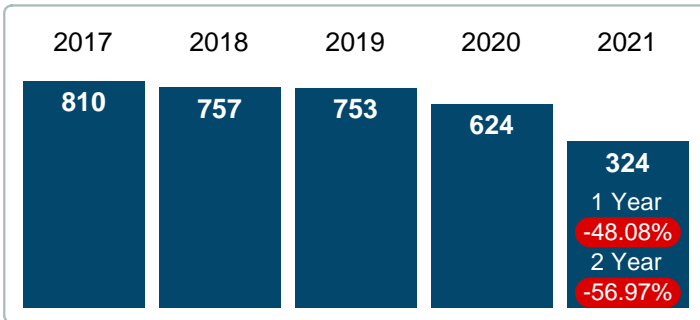
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



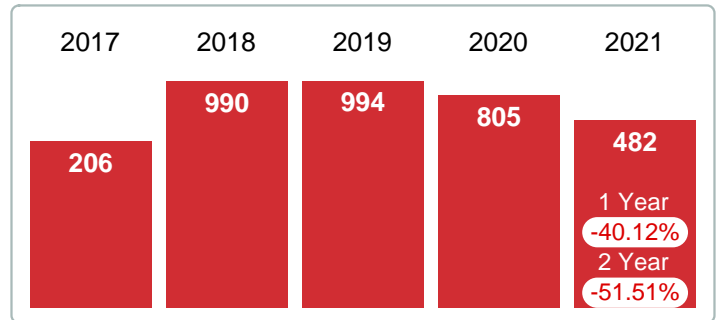
ACTIVE INVENTORY

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

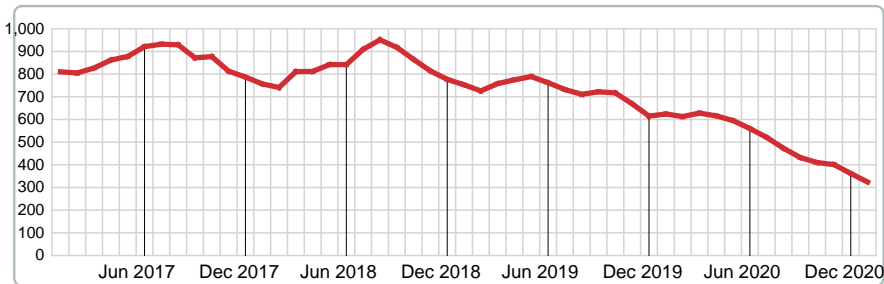
END OF JANUARY



ACTIVE DURING JANUARY

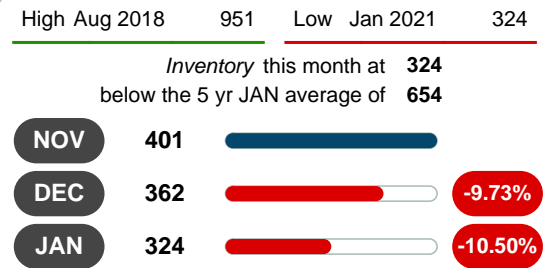


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 654



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	23	7.10%	62.0	15	8	0	0
\$40,001 - \$70,000	39	12.04%	95.0	15	18	6	0
\$70,001 - \$110,000	51	15.74%	93.0	13	34	3	1
\$110,001 - \$190,000	84	25.93%	75.0	10	56	17	1
\$190,001 - \$320,000	52	16.05%	83.5	3	28	17	4
\$320,001 - \$590,000	43	13.27%	102.0	1	18	18	6
\$590,001 and up	32	9.88%	101.0	5	12	9	6
Total Active Inventory by Units	324			62	174	70	18
Total Active Inventory by Volume	84,459,790	100%	88.0	8.99M	40.20M	22.76M	12.51M
Median Active Inventory Listing Price	\$150,000			\$74,950	\$149,900	\$235,000	\$459,450

January 2021



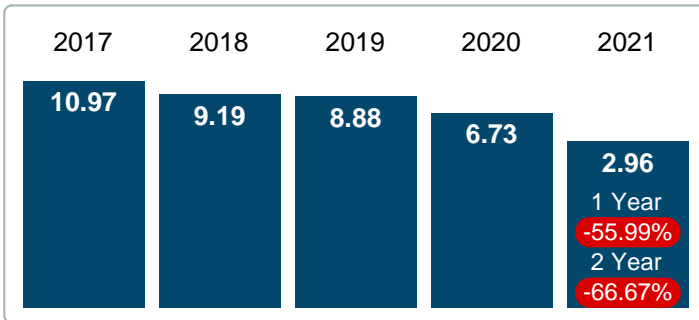
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



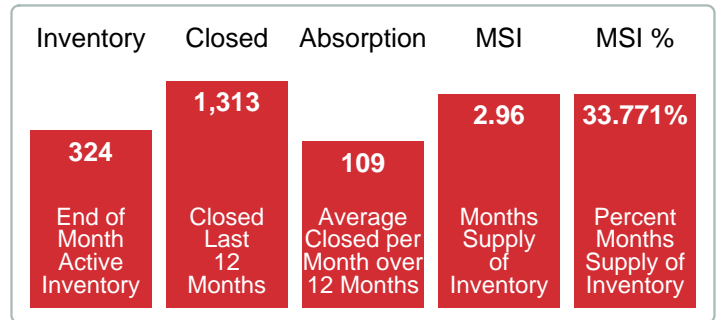
MONTHS SUPPLY of INVENTORY (MSI)

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

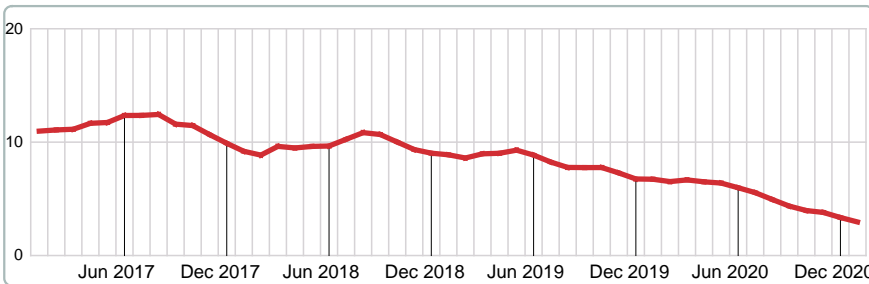
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

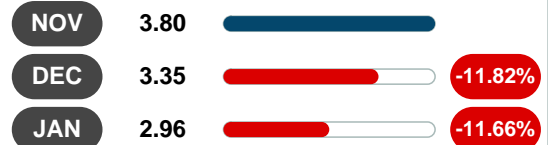


3 MONTHS

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



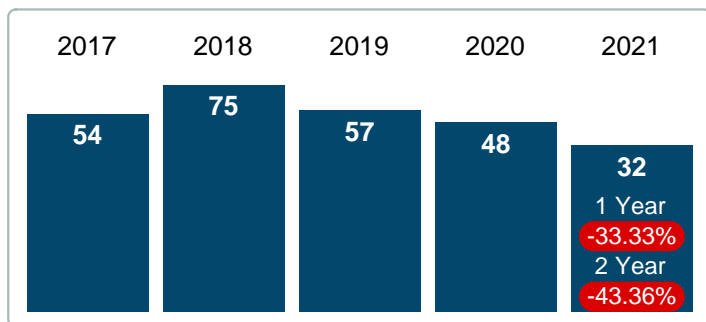
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



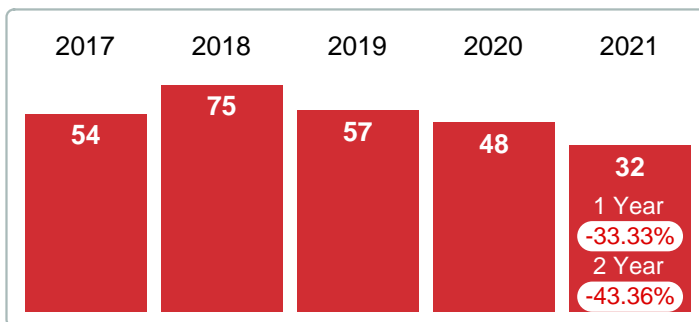
MEDIAN DAYS ON MARKET TO SALE

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

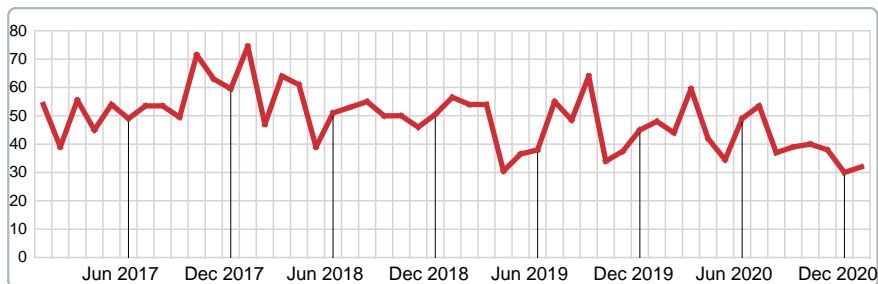
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

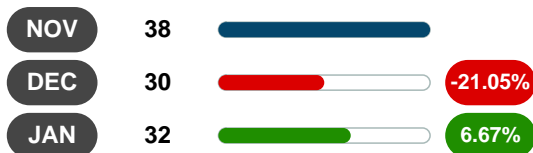


3 MONTHS

5 year JAN AVG = 53

High Jan 2018 75 Low Dec 2020 30

Median Days on Market to Sale this month at 32 below the 5 yr JAN average of 53



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
\$50,000 and less	11.88%	27	11	106	96	97
\$50,001 - \$60,000	6.93%	7	22	12	6	0
\$60,001 - \$90,000	16.83%	49	49	48	0	0
\$90,001 - \$170,000	26.73%	35	33	35	40	6
\$170,001 - \$220,000	13.86%	18	29	25	7	0
\$220,001 - \$330,000	12.87%	33	44	15	39	0
\$330,001 and up	10.89%	29	1	19	79	46
Median Closed DOM		32	32	29	36	46
Total Closed Units	100%	101	25	57	16	3
Total Closed Volume		17,402,378	3.11M	9.72M	3.67M	907.50K

January 2021



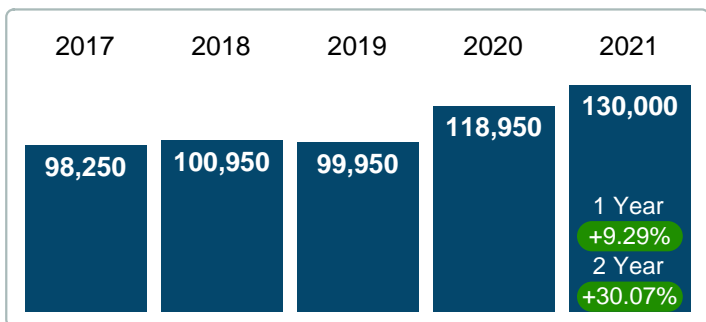
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



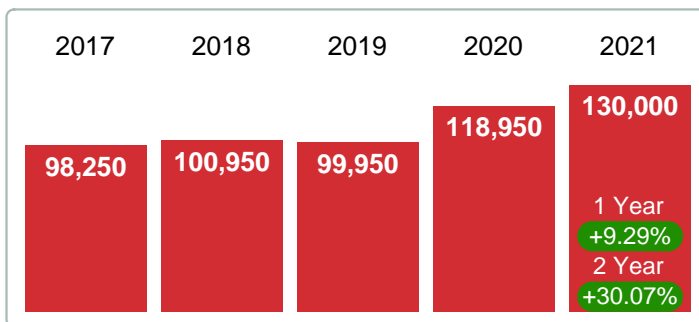
MEDIAN LIST PRICE AT CLOSING

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

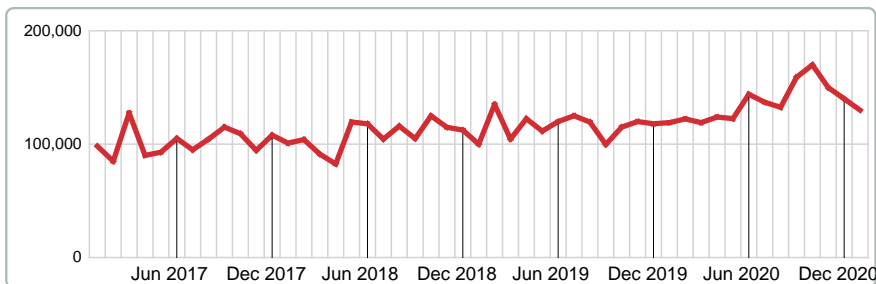
JANUARY



YEAR TO DATE (YTD)

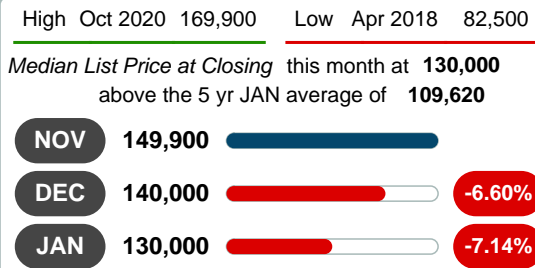


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 109,620



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
\$50,000 and less	10	28,500	25,000	14,900	49,900	49,900
\$50,001 - \$60,000	7	59,500	59,900	58,750	0	0
\$60,001 - \$90,000	19	72,000	69,900	82,500	69,000	0
\$90,001 - \$170,000	28	129,950	122,450	135,400	129,000	110,000
\$170,001 - \$220,000	8	199,250	199,500	199,000	0	0
\$220,001 - \$330,000	18	247,500	260,000	250,000	239,000	0
\$330,001 and up	11	435,000	957,840	415,000	410,000	799,000
Median List Price		130,000	69,900	145,000	232,000	110,000
Total Closed Units	101	100%	25	57	16	3
Total Closed Volume	18,122,490		3.20M	10.14M	3.82M	958.90K

January 2021



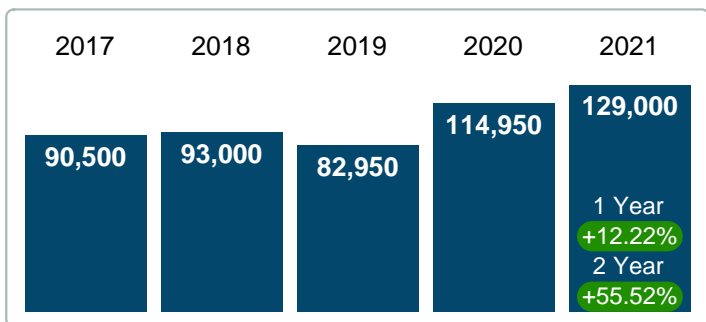
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



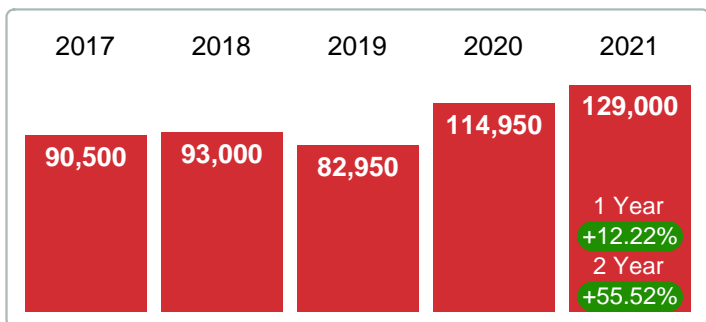
MEDIAN SOLD PRICE AT CLOSING

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

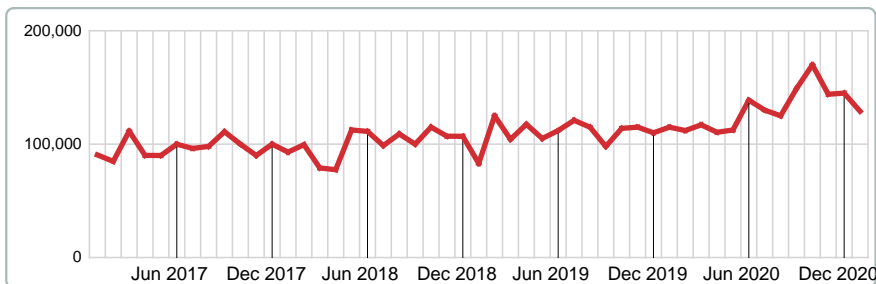
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

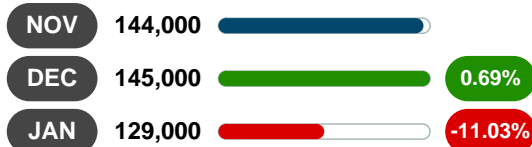


3 MONTHS

5 year JAN AVG = 102,080

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

Median Sold Price at Closing this month at **129,000** above the 5 yr JAN average of **102,080**



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
\$50,000 and less	11.88%	34,375	31,250	29,750	50,000	41,000
\$50,001 - \$60,000	6.93%	55,100	59,950	53,294	55,100	0
\$60,001 - \$90,000	16.83%	68,500	65,000	78,000	0	0
\$90,001 - \$170,000	26.73%	127,000	121,000	130,000	129,000	116,500
\$170,001 - \$220,000	13.86%	197,500	204,000	194,750	210,000	0
\$220,001 - \$330,000	12.87%	250,000	257,050	250,000	232,000	0
\$330,001 and up	10.89%	415,000	957,840	402,500	406,500	750,000
Median Sold Price		129,000	64,000	138,000	210,000	116,500
Total Closed Units	100%	101	25	57	16	3
Total Closed Volume		17,402,378	3.11M	9.72M	3.67M	907.50K

January 2021



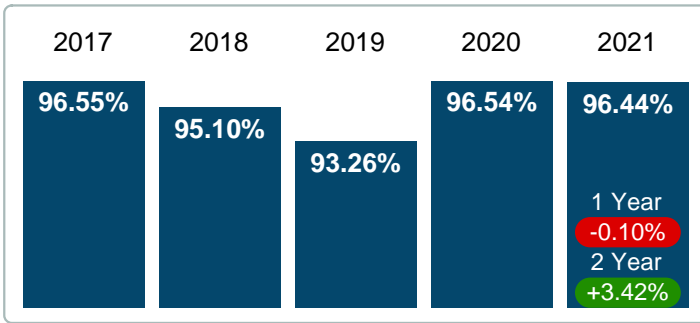
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



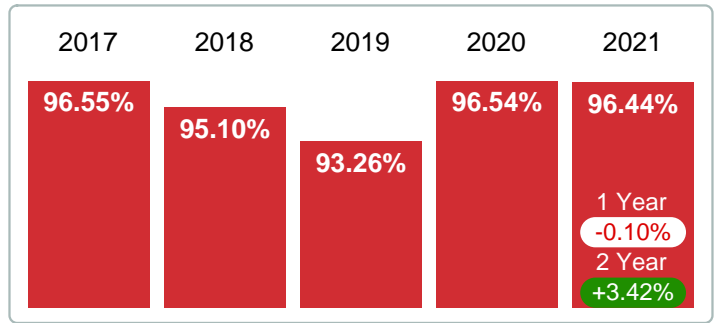
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

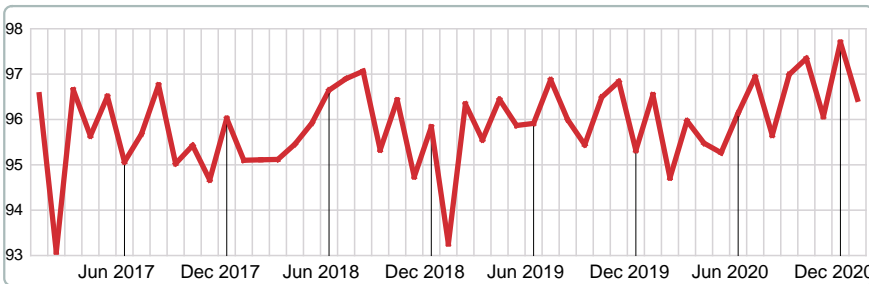
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

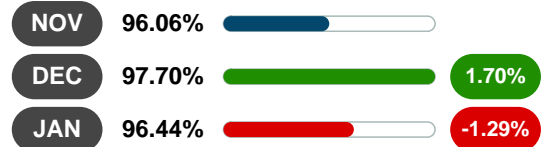


3 MONTHS

5 year JAN AVG = 95.58%

High Dec 2020 97.70% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.44%**
equal to 5 yr JAN average of **95.58%**



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
\$50,000 and less	12	11.88%	84.77%	90.25%	75.15%	72.46%	82.16%
\$50,001 - \$60,000	7	6.93%	100.00%	96.22%	95.83%	110.42%	0.00%
\$60,001 - \$90,000	17	16.83%	94.48%	92.86%	95.75%	0.00%	0.00%
\$90,001 - \$170,000	27	26.73%	97.63%	98.76%	99.22%	96.94%	105.91%
\$170,001 - \$220,000	14	13.86%	96.27%	96.74%	96.27%	89.78%	0.00%
\$220,001 - \$330,000	13	12.87%	96.97%	93.47%	98.11%	94.38%	0.00%
\$330,001 and up	11	10.89%	97.01%	100.00%	96.99%	99.09%	93.87%
Median Sold/List Ratio		96.44%		93.47%	96.99%	96.46%	93.87%
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



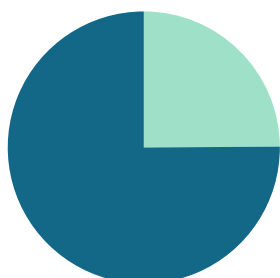
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

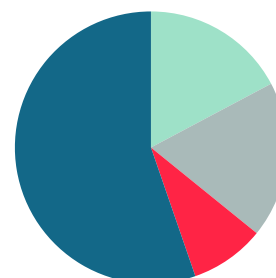


Inventory
 New Listings
120 = 24.90%
 Start Inventory
362
 Total Inventory Units
482
 Volume
\$118,494,630

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%
Median List Price	118,950	130,000	9.29%	118,950	130,000	9.29%
Median Sale Price	114,950	129,000	12.22%	114,950	129,000	12.22%
Median Percent of Selling Price to List Price	96.54%	96.44%	-0.10%	96.54%	96.44%	-0.10%
Median Days on Market to Sale	48.00	32.00	-33.33%	48.00	32.00	-33.33%
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

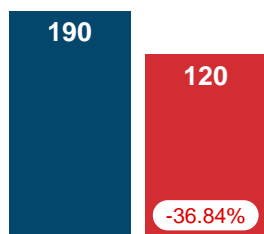
Inventory on January 31, 2021 = **324**

2020 **2021**

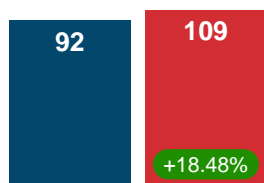
JANUARY MARKET

MEDIAN PRICES

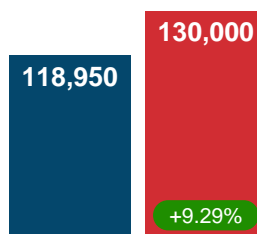
New Listings



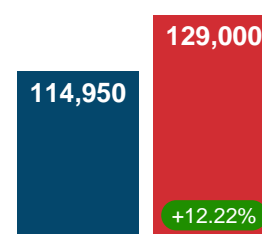
Pending Listings



List Price



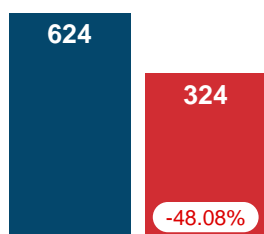
Sale Price



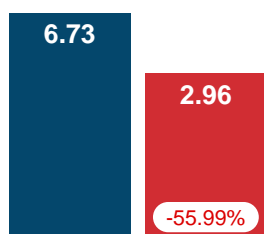
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

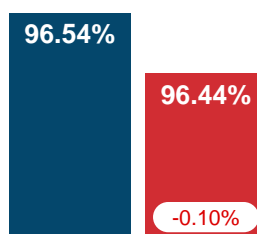
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

