

December 2020



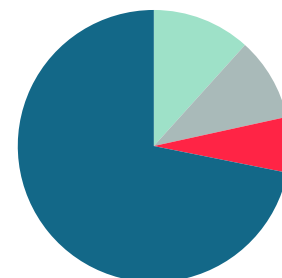
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	95	142	49.47%
Pending Listings	76	120	57.89%
New Listings	198	146	-26.26%
Median List Price	106,900	125,500	17.40%
Median Sale Price	95,900	119,500	24.61%
Median Percent of Selling Price to List Price	95.87%	97.47%	1.67%
Median Days on Market to Sale	45.00	42.00	-6.67%
End of Month Inventory	1,291	873	-32.38%
Months Supply of Inventory	12.52	6.92	-44.71%



■ Closed (11.69%)
■ Pending (9.88%)
■ Other OffMarket (6.58%)
■ Active (71.85%)

Absorption: Last 12 months, an Average of **126** Sales/Month
Active Inventory as of December 31, 2020 = **873**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **32.38%** to 873 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **6.92** 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 **24.61%** in December 2020 to \$119,500 versus the previous year at \$95,900.

Median Days on Market Shortens

The median number of **42.00** days that homes spent on the market before selling decreased by 3.00 days or **6.67%** 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 146 New Listings in December 2020, down **26.26%** from last year at 198. Furthermore, there were 142 Closed Listings this month versus last year at 95, a **49.47%** increase.

Closed versus Listed trends yielded a **97.3%** ratio, up from previous year's, December 2019, at **48.0%**, a **102.71%** 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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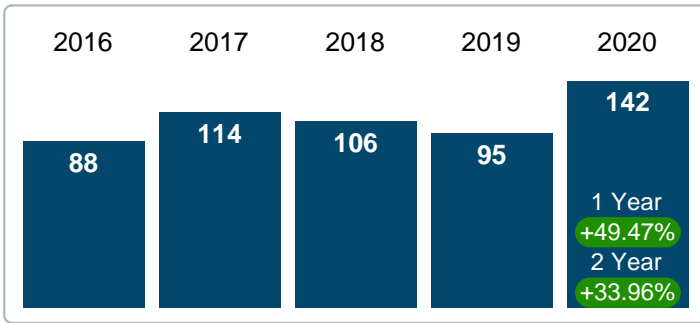
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



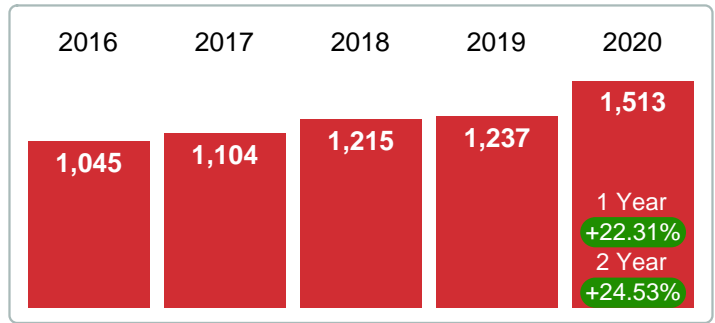
CLOSED LISTINGS

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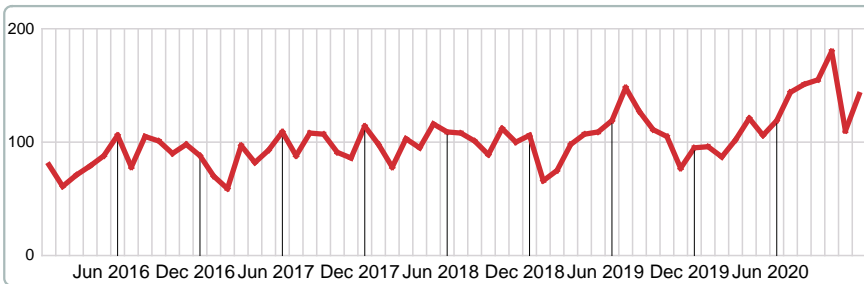
DECEMBER



YEAR TO DATE (YTD)

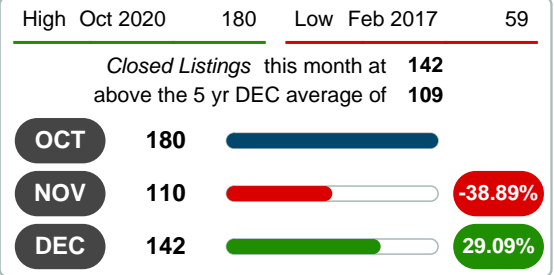


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 109



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	9.86%	33.0	13	1	0	0
\$30,001 - \$60,000	13	9.15%	43.0	6	7	0	0
\$60,001 - \$90,000	24	16.90%	93.0	17	5	2	0
\$90,001 - \$160,000	38	26.76%	26.0	7	26	5	0
\$160,001 - \$320,000	18	12.68%	74.0	6	7	4	1
\$320,001 - \$540,000	21	14.79%	85.0	5	8	4	4
\$540,001 and up	14	9.86%	16.5	2	1	5	6
Total Closed Units	142			56	55	20	11
Total Closed Volume	31,411,400	100%	42.0	7.94M	9.07M	6.87M	7.53M
Median Closed Price	\$119,500			\$78,500	\$130,000	\$257,450	\$669,000

December 2020



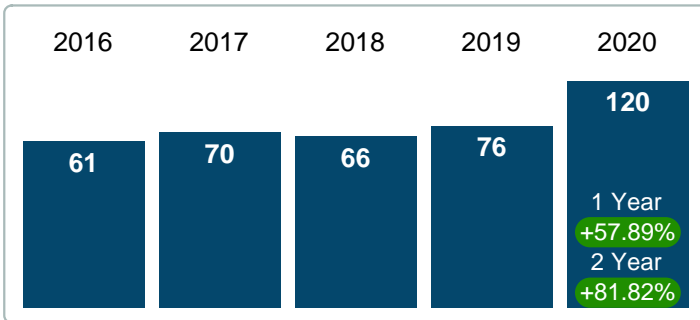
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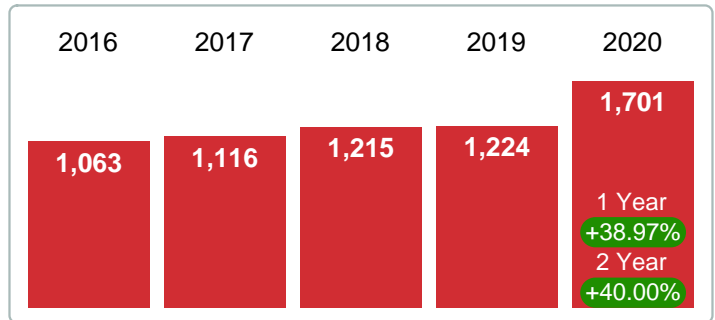
PENDING LISTINGS

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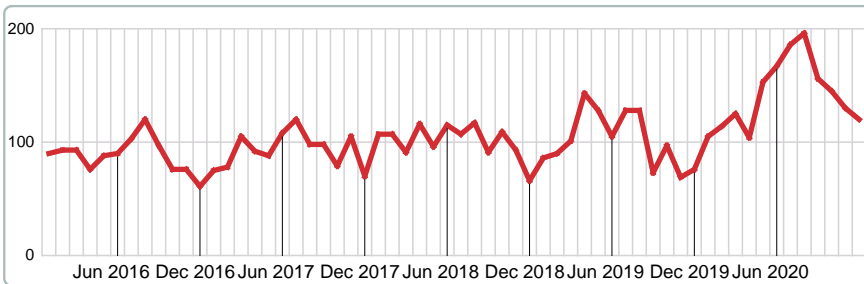
DECEMBER



YEAR TO DATE (YTD)

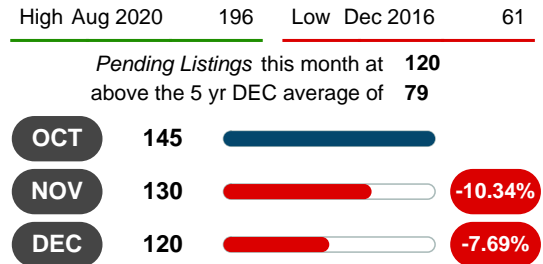


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 79



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	10.00%	165.5	12	0	0	0
\$30,001 - \$60,000	14	11.67%	44.0	11	3	0	0
\$60,001 - \$80,000	14	11.67%	74.0	11	3	0	0
\$80,001 - \$140,000	30	25.00%	50.5	12	16	2	0
\$140,001 - \$210,000	22	18.33%	34.5	4	14	4	0
\$210,001 - \$410,000	16	13.33%	87.5	4	8	3	1
\$410,001 and up	12	10.00%	73.0	2	7	2	1
Total Pending Units	120			56	51	11	2
Total Pending Volume	25,203,475	100%	56.0	6.52M	10.64M	3.75M	4.30M
Median Listing Price	\$129,000			\$65,750	\$149,900	\$174,900	\$2,149,500

December 2020



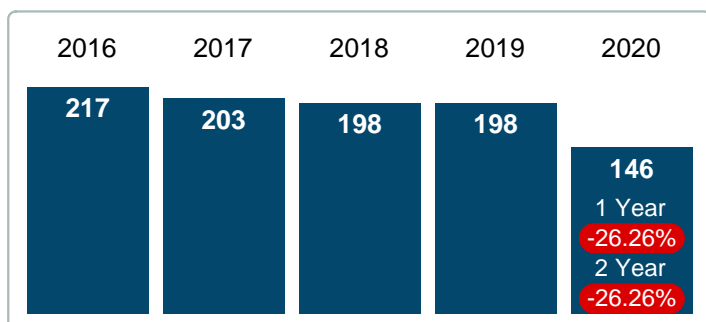
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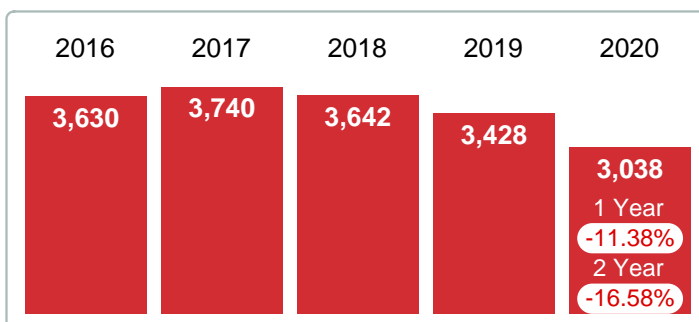
NEW LISTINGS

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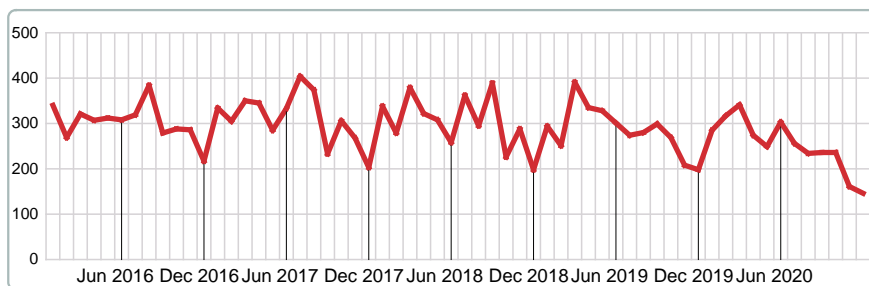
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

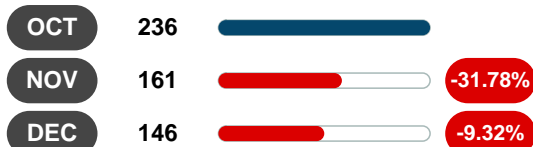


3 MONTHS

5 year DEC AVG = 192

High Jul 2017 404 Low Dec 2020 146

New Listings this month at 146
below the 5 yr DEC average of 192



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	17	11.64%	16	1	0	0
\$20,001 - \$30,000	13	8.90%	13	0	0	0
\$30,001 - \$40,000	19	13.01%	18	1	0	0
\$40,001 - \$110,000	39	26.71%	20	17	2	0
\$110,001 - \$190,000	24	16.44%	6	16	2	0
\$190,001 - \$350,000	20	13.70%	14	5	0	1
\$350,001 and up	14	9.59%	7	4	2	1
Total New Listed Units	146		94	44	6	2
Total New Listed Volume	25,384,074	100%	15.60M	7.79M	1.36M	627.60K
Median New Listed Listing Price	\$76,750		\$39,750	\$114,900	\$131,450	\$313,800

December 2020



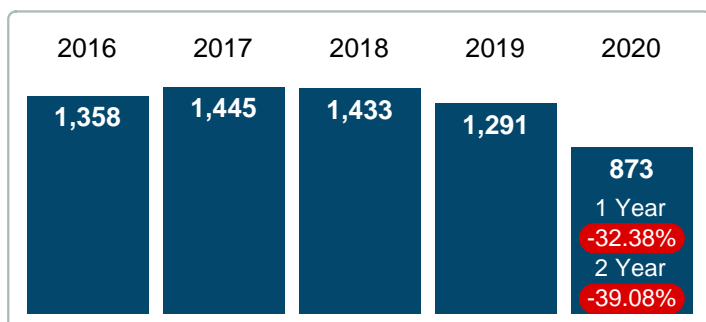
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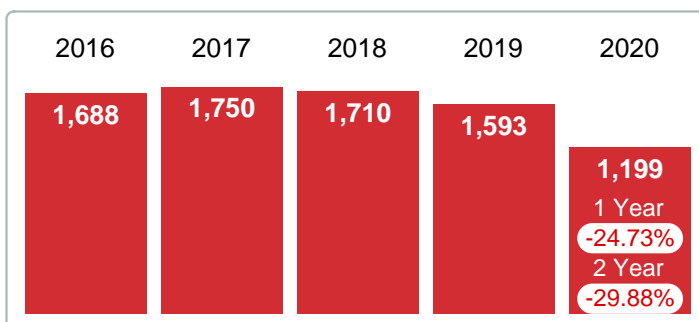
ACTIVE INVENTORY

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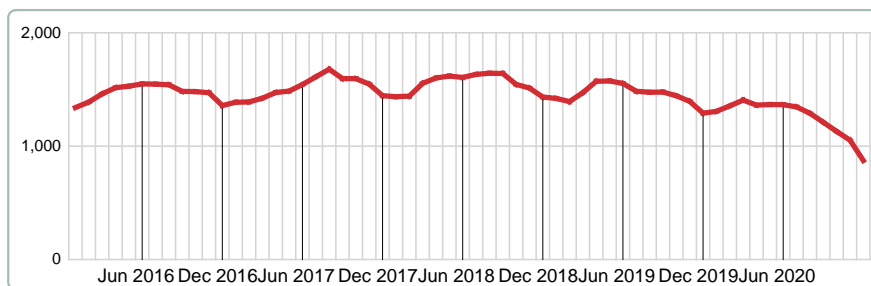
END OF DECEMBER



ACTIVE DURING DECEMBER

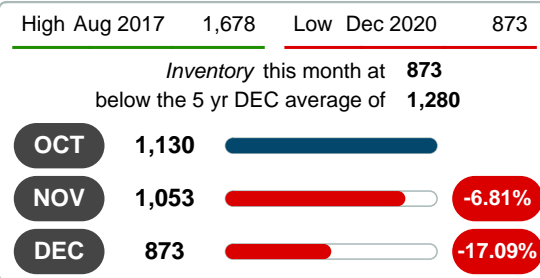


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,280



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	44	5.04%	120.0	30	12	1	1
\$10,001 - \$30,000	147	16.84%	112.0	142	5	0	0
\$30,001 - \$50,000	126	14.43%	121.0	113	11	1	1
\$50,001 - \$120,000	206	23.60%	122.0	131	65	9	1
\$120,001 - \$220,000	156	17.87%	121.0	87	54	14	1
\$220,001 - \$420,000	106	12.14%	98.5	55	27	18	6
\$420,001 and up	88	10.08%	86.0	37	17	22	12
Total Active Inventory by Units		873		595	191	65	22
Total Active Inventory by Volume		162,338,649	100%	89.66M	36.54M	21.83M	14.31M
Median Active Inventory Listing Price		\$85,000		\$55,000	\$129,000	\$325,000	\$440,500

December 2020



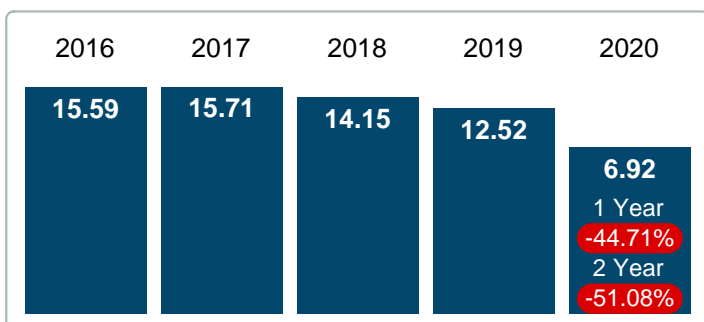
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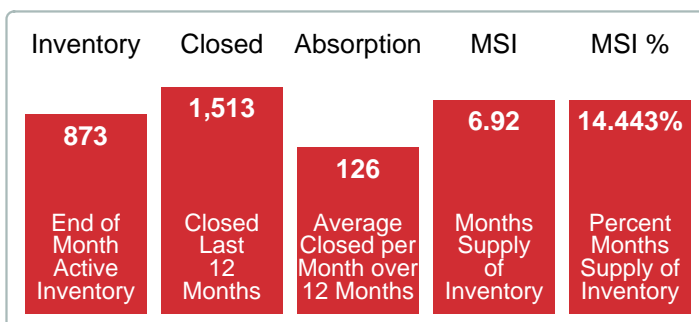
MONTHS SUPPLY of INVENTORY (MSI)

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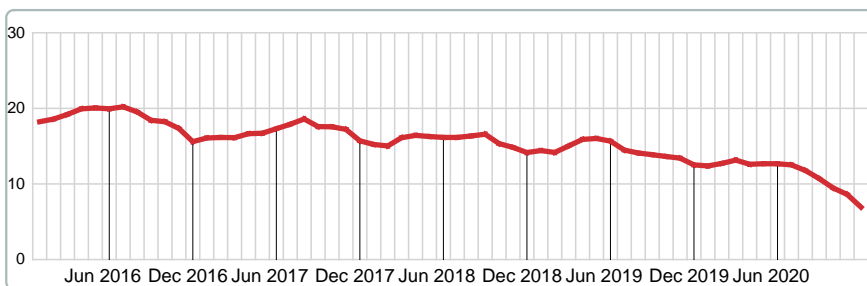
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

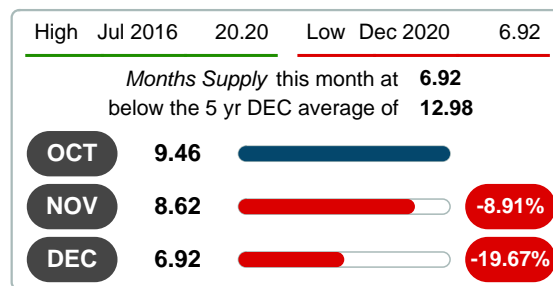


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 12.98



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
\$10,000 and less	44	5.04%	11.23	9.47	18.00	12.00	0.00
\$10,001 - \$30,000	147	16.84%	13.07	16.38	2.07	0.00	0.00
\$30,001 - \$50,000	126	14.43%	11.37	15.95	3.14	2.40	12.00
\$50,001 - \$120,000	206	23.60%	5.32	7.71	3.38	3.72	12.00
\$120,001 - \$220,000	156	17.87%	4.70	12.28	2.68	2.63	1.71
\$220,001 - \$420,000	106	12.14%	5.34	12.94	2.68	4.15	5.14
\$420,001 and up	88	10.08%	10.89	24.67	7.56	6.60	12.00
Market Supply of Inventory (MSI)			6.92	12.21	3.27	4.06	7.33
Total Active Inventory by Units		100%	6.92	595	191	65	22

December 2020



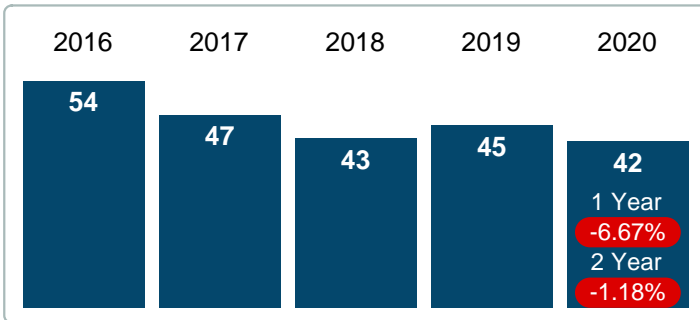
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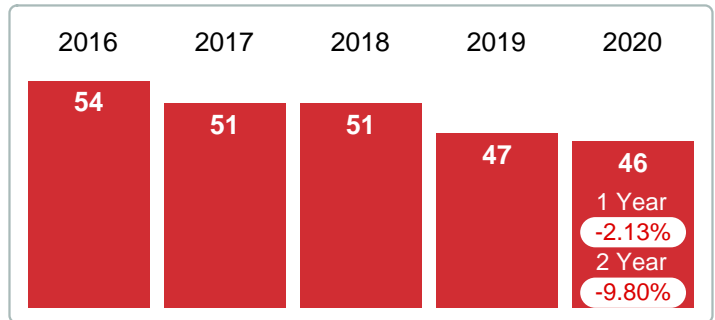
MEDIAN DAYS ON MARKET TO SALE

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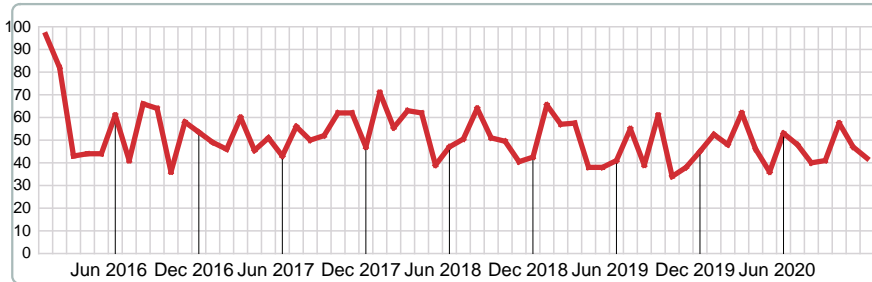
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

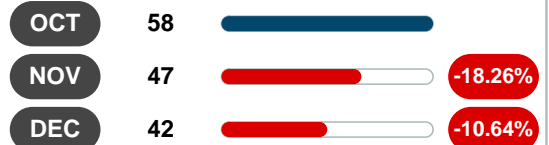


3 MONTHS

5 year DEC AVG = 46

High Jan 2016 97 Low Oct 2019 34

Median Days on Market to Sale this month at 42 below the 5 yr DEC average of 46



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
\$30,000 and less	9.86%	33	34	5	0	0
\$30,001 - \$60,000	9.15%	43	70	43	0	0
\$60,001 - \$90,000	16.90%	93	112	37	17	0
\$90,001 - \$160,000	26.76%	26	85	15	85	0
\$160,001 - \$320,000	12.68%	74	81	60	55	83
\$320,001 - \$540,000	14.79%	85	99	49	107	69
\$540,001 and up	9.86%	17	21	4	18	14
Median Closed DOM		42	86	28	63	27
Total Closed Units	100%	142	56	55	20	11
Total Closed Volume		31,411,400	7.94M	9.07M	6.87M	7.53M

December 2020



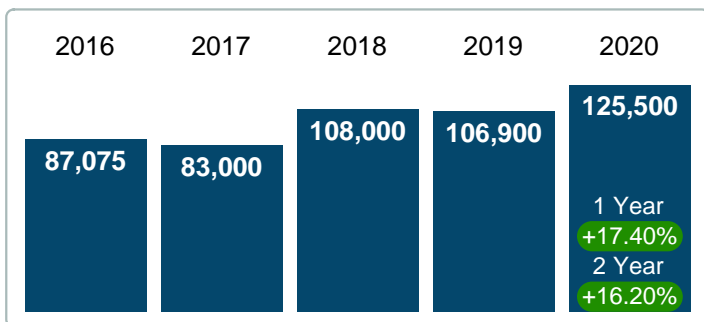
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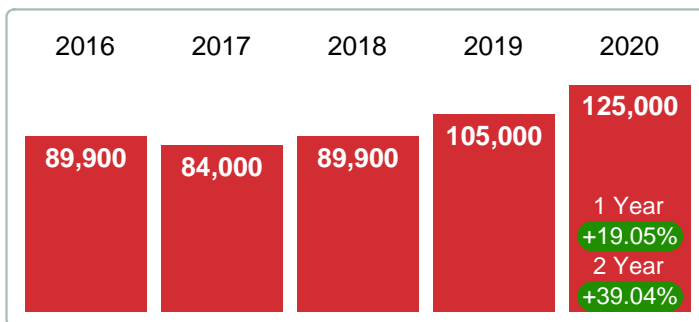
MEDIAN LIST PRICE AT CLOSING

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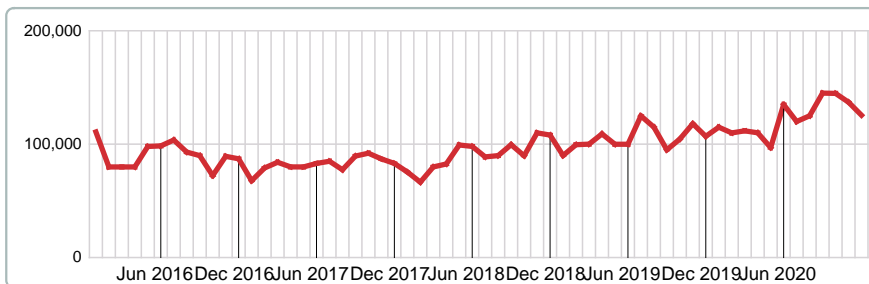
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

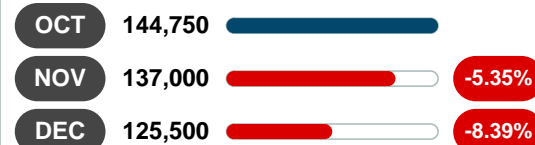


3 MONTHS

5 year DEC AVG = 102,095

High Sep 2020 145,000 Low Feb 2018 66,500

Median List Price at Closing this month at **125,500** above the 5 yr DEC average of **102,095**



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
\$30,000 and less	9	6.34%	16,000	15,500	30,000	0
\$30,001 - \$60,000	17	11.97%	39,000	36,500	51,450	0
\$60,001 - \$90,000	26	18.31%	79,900	79,000	84,900	84,500
\$90,001 - \$160,000	35	24.65%	124,900	120,000	126,950	125,450
\$160,001 - \$320,000	19	13.38%	200,000	224,950	194,900	227,400
\$320,001 - \$540,000	19	13.38%	375,000	345,000	365,500	375,000
\$540,001 and up	17	11.97%	745,000	967,188	550,000	640,000
Median List Price		125,500		79,450	130,000	289,900
Total Closed Units		142	100%	56	55	20
Total Closed Volume		35,388,164		9.07M	9.21M	7.08M

December 2020



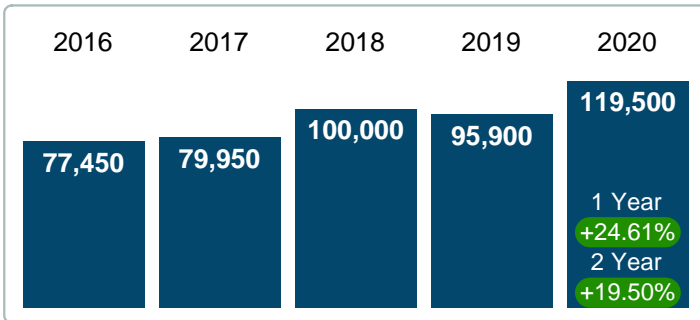
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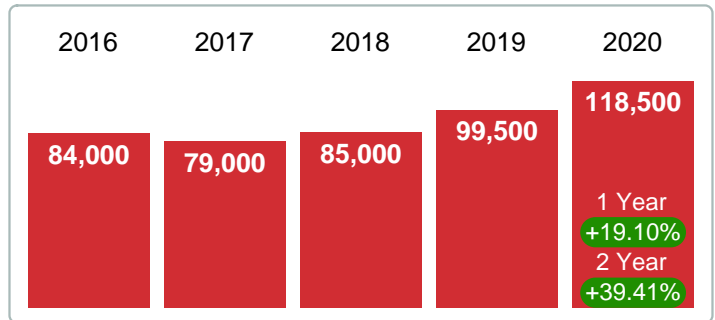
MEDIAN SOLD PRICE AT CLOSING

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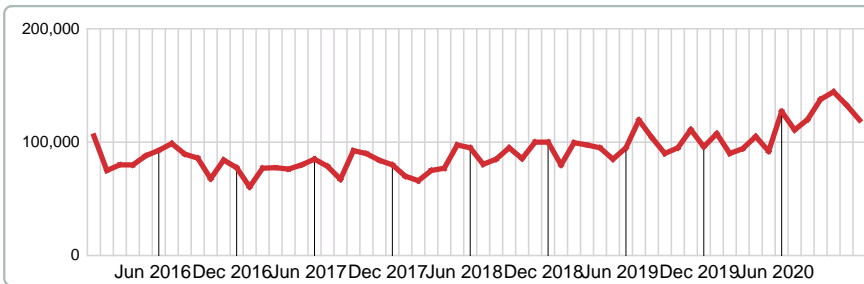
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

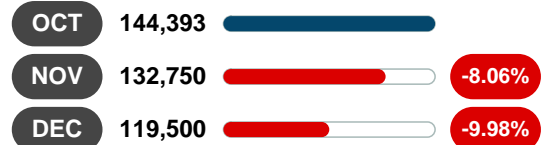


3 MONTHS

5 year DEC AVG = 94,560

High Oct 2020 144,393 Low Jan 2017 60,500

Median Sold Price at Closing this month at 119,500 above the 5 yr DEC average of 94,560



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
\$30,000 and less	9.86%	24,500	24,000	30,000	0	0
\$30,001 - \$60,000	9.15%	45,000	41,600	50,000	0	0
\$60,001 - \$90,000	16.90%	79,450	78,000	80,000	85,750	0
\$90,001 - \$160,000	26.76%	118,750	116,000	120,250	119,000	0
\$160,001 - \$320,000	12.68%	222,500	207,500	201,000	227,450	185,000
\$320,001 - \$540,000	14.79%	405,000	425,000	391,500	415,000	381,200
\$540,001 and up	9.86%	836,000	885,000	550,000	640,000	877,500
Median Sold Price		119,500	78,500	130,000	257,450	669,000
Total Closed Units	100%	142	56	55	20	11
Total Closed Volume		31,411,400	7.94M	9.07M	6.87M	7.53M

December 2020



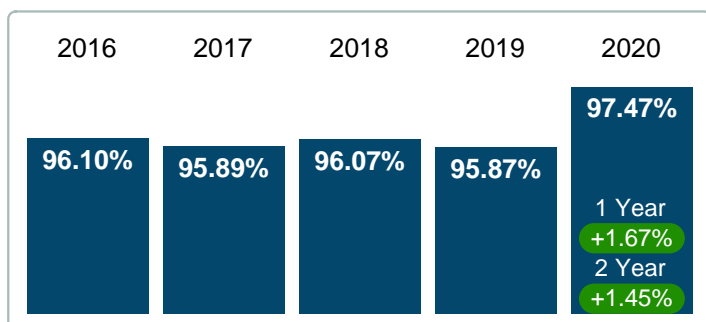
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



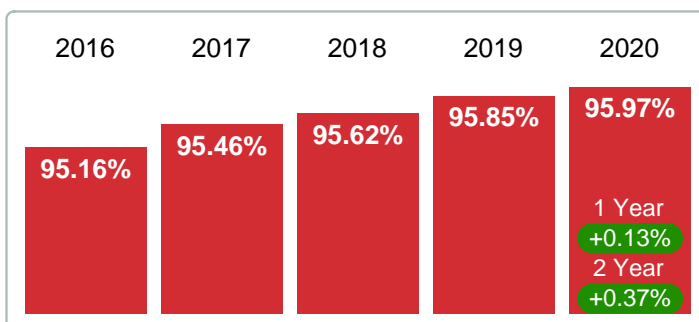
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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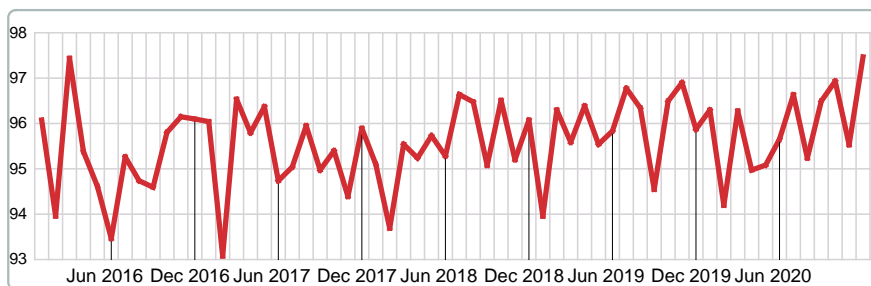
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

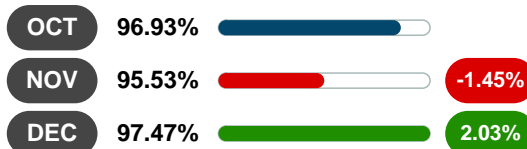


3 MONTHS

5 year DEC AVG = 96.28%

High Dec 2020 97.47% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.47%**
above the 5 yr DEC average of **96.28%**



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
\$30,000 and less	14	9.86%	94.49%	93.75%	100.00%	0.00%	0.00%
\$30,001 - \$60,000	13	9.15%	90.18%	96.88%	89.23%	0.00%	0.00%
\$60,001 - \$90,000	24	16.90%	98.85%	97.47%	97.70%	101.57%	0.00%
\$90,001 - \$160,000	38	26.76%	97.12%	104.35%	97.12%	95.28%	0.00%
\$160,001 - \$320,000	18	12.68%	98.88%	95.13%	100.00%	95.85%	101.37%
\$320,001 - \$540,000	21	14.79%	100.00%	95.03%	100.00%	98.55%	98.65%
\$540,001 and up	14	9.86%	97.75%	64.53%	100.00%	100.00%	97.75%
Median Sold/List Ratio		97.47%		95.91%	97.70%	98.55%	97.82%
Total Closed Units		142	100%	56	55	20	11
Total Closed Volume		31,411,400		7.94M	9.07M	6.87M	7.53M

December 2020



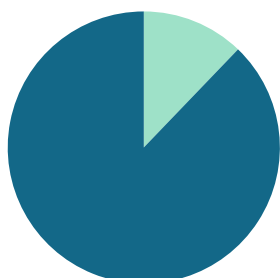
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

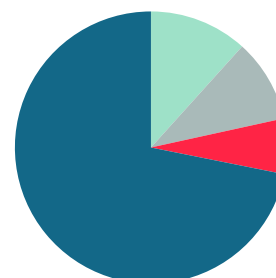


Inventory
 New Listings
146 = 12.18%
 Start Inventory
1,053
 Total Inventory Units
1,199
 Volume
\$233,653,914

Market Activity

Closed Sales
142 = 11.69%
 Pending Sales
120 = 9.88%
 Other Off Market
80 = 6.58%
 Active Inventory
873 = 71.85%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	95	142	49.47%	1,237	1,513	22.31%
Pending Sales	76	120	57.89%	1,224	1,701	38.97%
New Listings	198	146	-26.26%	3,428	3,038	-11.38%
Median List Price	106,900	125,500	17.40%	105,000	125,000	19.05%
Median Sale Price	95,900	119,500	24.61%	99,500	118,500	19.10%
Median Percent of Selling Price to List Price	95.87%	97.47%	1.67%	95.85%	95.97%	0.13%
Median Days on Market to Sale	45.00	42.00	-6.67%	47.00	46.00	-2.13%
Monthly Inventory	1,291	873	-32.38%	1,291	873	-32.38%
Months Supply of Inventory	12.52	6.92	-44.71%	12.52	6.92	-44.71%

Absorption: Last 12 months, an Average of **126** Sales/Month

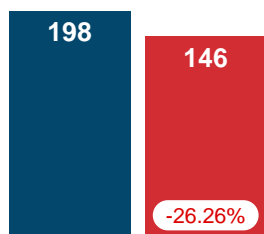
Inventory on December 31, 2020 = **873**

2019 **2020**

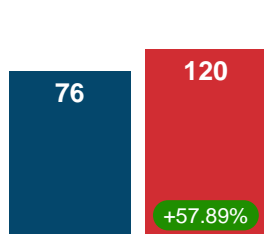
DECEMBER MARKET

MEDIAN PRICES

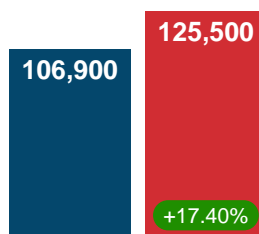
New Listings



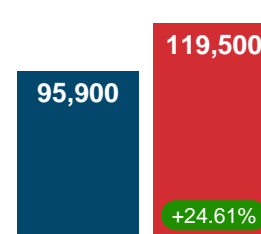
Pending Listings



List Price



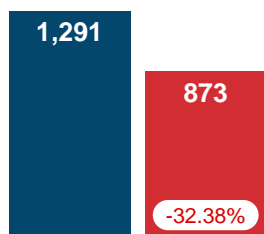
Sale Price



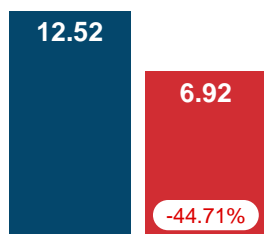
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

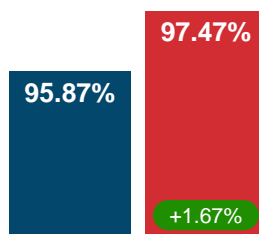
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

