

February 2021



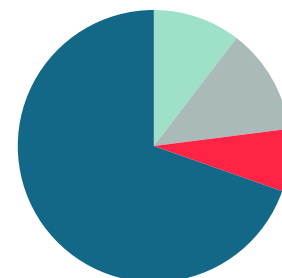
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	87	108	24.14%
Pending Listings	110	131	19.09%
New Listings	314	121	-61.46%
Median List Price	109,900	97,000	-11.74%
Median Sale Price	90,000	93,500	3.89%
Median Percent of Selling Price to List Price	94.20%	97.69%	3.71%
Median Days on Market to Sale	48.00	40.50	-15.63%
End of Month Inventory	1,363	724	-46.88%
Months Supply of Inventory	12.79	5.35	-58.14%



■ Closed (10.38%)
■ Pending (12.60%)
■ Other OffMarket (7.40%)
■ Active (69.62%)

Absorption: Last 12 months, an Average of **135** Sales/Month
Active Inventory as of February 28, 2021 = **724**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **46.88%** to 724 existing homes available for sale. Over the last 12 months this area has had an average of 135 closed sales per month. This represents an unsold inventory index of **5.35** 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 **3.89%** in February 2021 to \$93,500 versus the previous year at \$90,000.

Median Days on Market Shortens

The median number of **40.50** days that homes spent on the market before selling decreased by 7.50 days or **15.63%** in February 2021 compared to last year's same month at **48.00** 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 121 New Listings in February 2021, down **61.46%** from last year at 314. Furthermore, there were 108 Closed Listings this month versus last year at 87, a **24.14%** increase.

Closed versus Listed trends yielded a **89.3%** ratio, up from previous year's, February 2020, at **27.7%**, a **222.14%** 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

February 2021



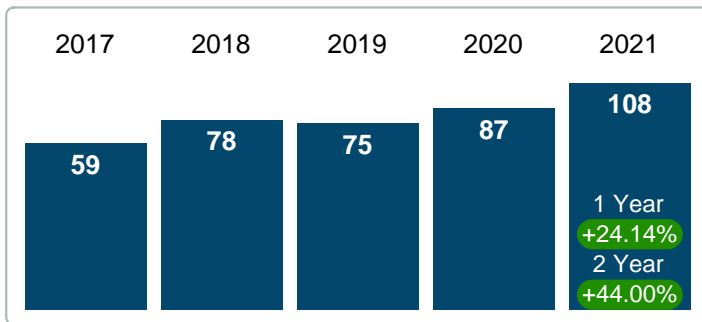
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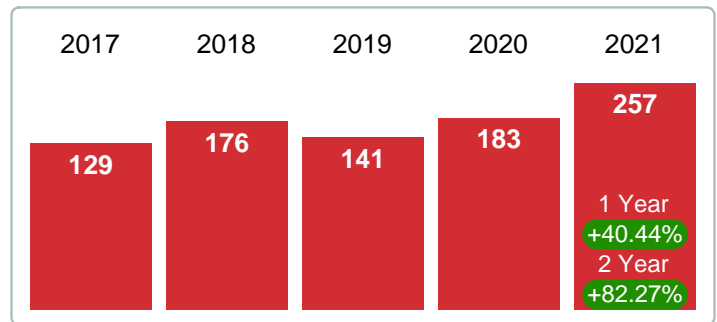
CLOSED LISTINGS

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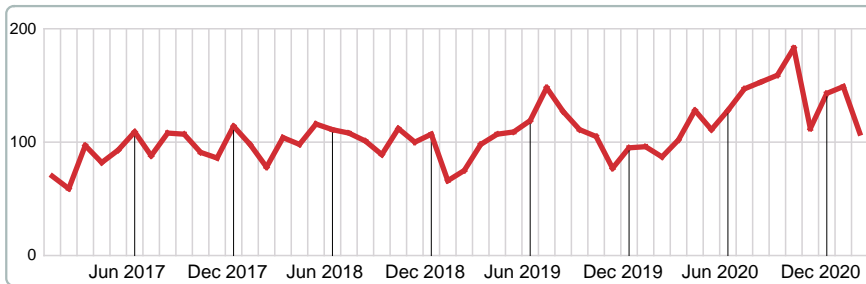
FEBRUARY



YEAR TO DATE (YTD)

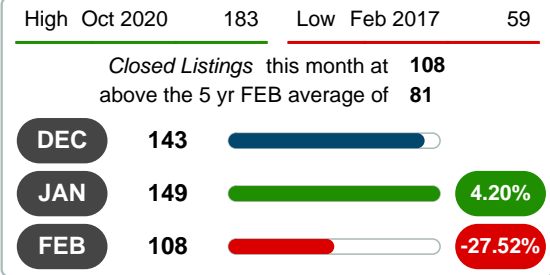


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	10.19%	57.0	10	1	0	0
\$20,001 - \$40,000	12	11.11%	63.5	10	1	1	0
\$40,001 - \$70,000	16	14.81%	69.0	11	4	1	0
\$70,001 - \$120,000	28	25.93%	25.5	14	12	2	0
\$120,001 - \$150,000	15	13.89%	26.0	3	9	2	1
\$150,001 - \$330,000	15	13.89%	75.0	5	8	2	0
\$330,001 and up	11	10.19%	63.0	2	3	4	2
Total Closed Units	108			55	38	12	3
Total Closed Volume	15,069,492	100%	40.5	4.89M	5.31M	3.40M	1.46M
Median Closed Price	\$93,500			\$60,900	\$124,450	\$150,000	\$487,000

February 2021



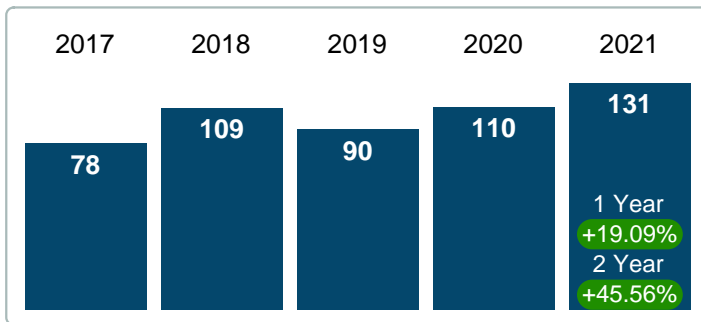
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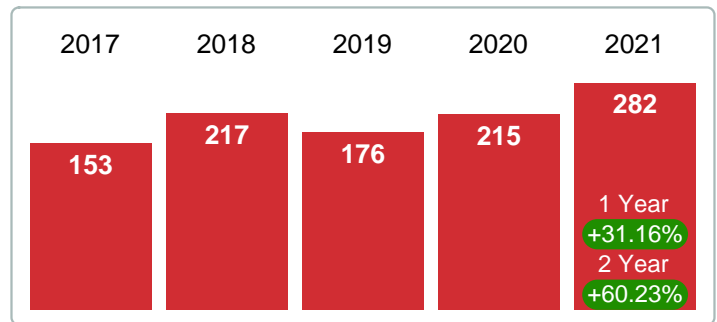
PENDING LISTINGS

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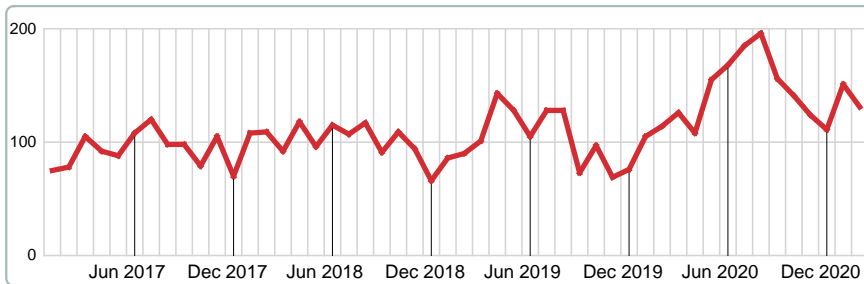
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 104

High Aug 2020 196 Low Dec 2018 66

Pending Listings this month at 131
above the 5 yr FEB average of 104



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	8	6.11%	19.0	8	0	0	0
\$30,001 - \$70,000	16	12.21%	32.0	9	4	3	0
\$70,001 - \$110,000	23	17.56%	37.0	12	9	2	0
\$110,001 - \$170,000	35	26.72%	67.0	13	16	6	0
\$170,001 - \$240,000	19	14.50%	31.0	5	11	3	0
\$240,001 - \$380,000	16	12.21%	59.5	6	5	5	0
\$380,001 and up	14	10.69%	65.0	3	5	3	3
Total Pending Units	131			56	50	22	3
Total Pending Volume	27,921,855	100%	40.0	9.95M	11.05M	5.46M	1.46M
Median Listing Price	\$139,900			\$100,000	\$147,000	\$177,450	\$475,000

February 2021



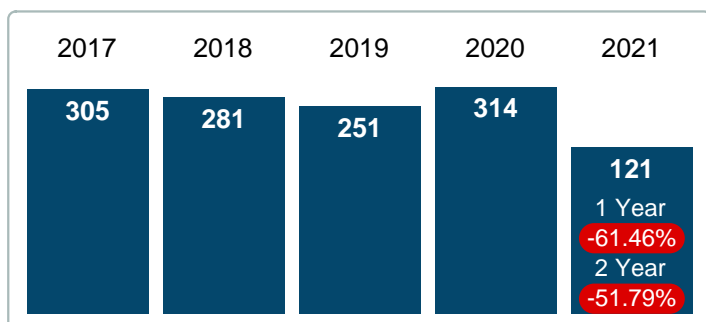
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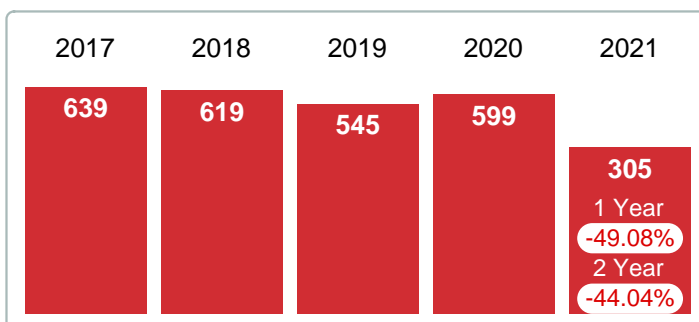
NEW LISTINGS

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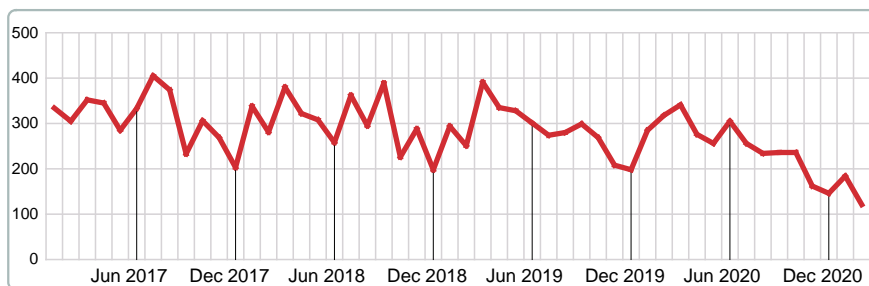
FEBRUARY



YEAR TO DATE (YTD)

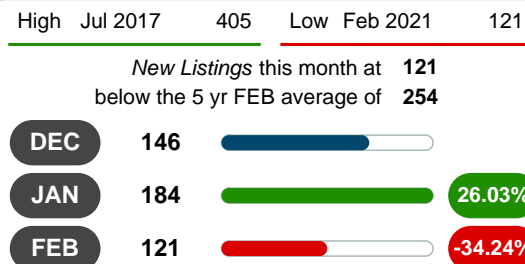


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 254



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	7	5.79%	5	2	0	0
\$25,001 - \$75,000	16	13.22%	11	3	1	1
\$75,001 - \$125,000	19	15.70%	8	9	2	0
\$125,001 - \$200,000	31	25.62%	15	13	3	0
\$200,001 - \$325,000	22	18.18%	7	8	7	0
\$325,001 - \$525,000	14	11.57%	6	4	3	1
\$525,001 and up	12	9.92%	5	5	2	0
Total New Listed Units	121		57	44	18	2
Total New Listed Volume	36,123,675		18.80M	11.67M	5.17M	486.00K
Median New Listed Listing Price	\$169,900		\$150,000	\$167,200	\$212,750	\$243,000

February 2021



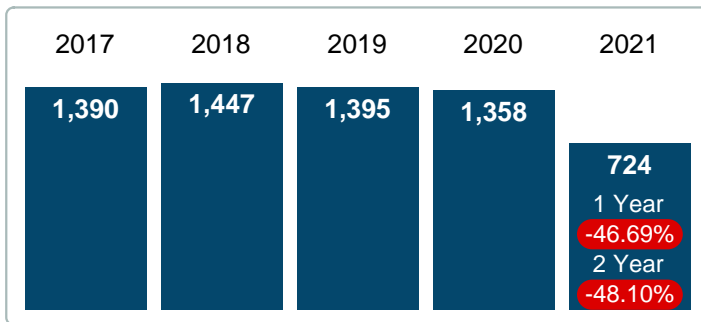
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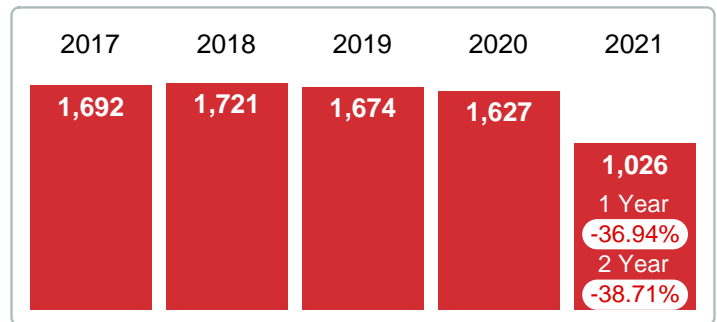
ACTIVE INVENTORY

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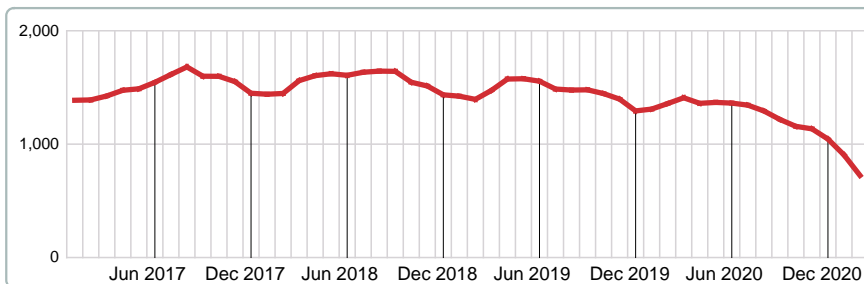
END OF FEBRUARY



ACTIVE DURING FEBRUARY

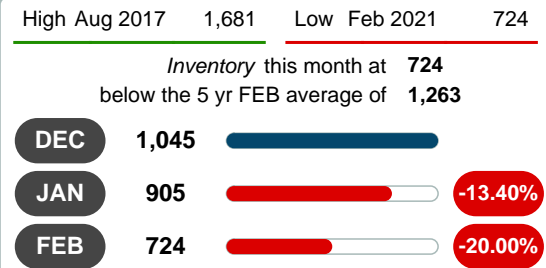


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,263



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	26	3.59%	139.0	24	2	0	0
\$10,001 - \$30,000	129	17.82%	138.0	125	3	0	1
\$30,001 - \$50,000	111	15.33%	152.0	105	6	0	0
\$50,001 - \$140,000	185	25.55%	146.0	127	49	8	1
\$140,001 - \$220,000	107	14.78%	90.0	59	38	10	0
\$220,001 - \$430,000	93	12.85%	117.0	51	18	18	6
\$430,001 and up	73	10.08%	110.0	34	18	15	6
Total Active Inventory by Units			724	525	134	51	14
Total Active Inventory by Volume			150,990,470	92.86M	31.16M	17.34M	9.63M
Median Active Inventory Listing Price			\$89,900	\$55,000	\$149,900	\$289,900	\$405,000

February 2021



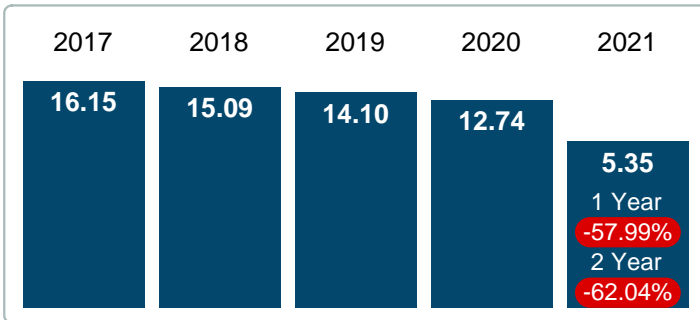
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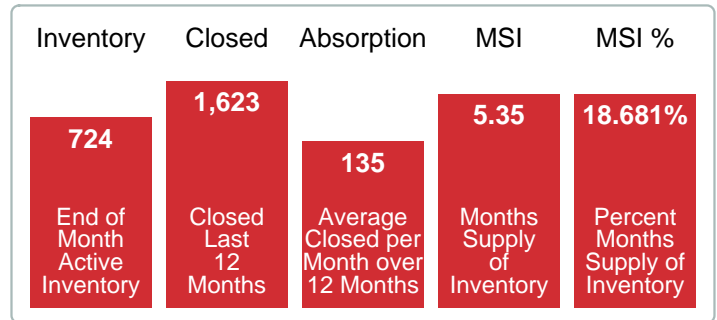
MONTHS SUPPLY of INVENTORY (MSI)

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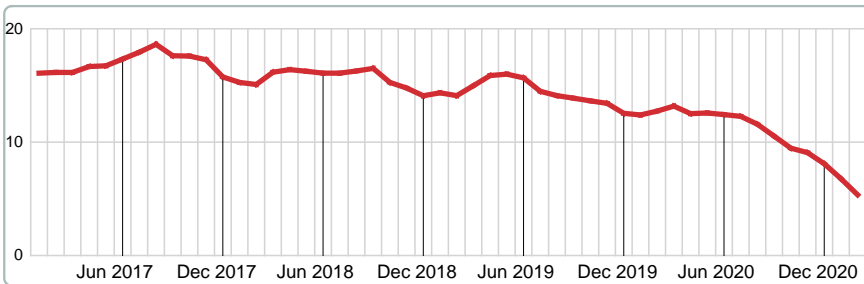
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

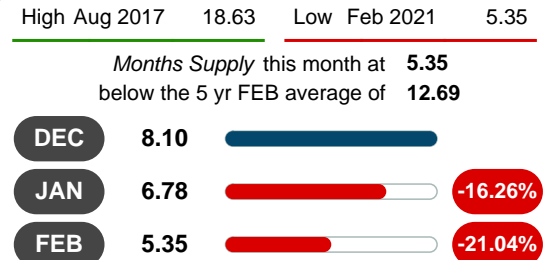


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 12.69



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	26	3.59%	3.35	4.65	0.89	0.00	0.00
\$10,001 - \$30,000	129	17.82%	10.75	13.04	1.38	0.00	12.00
\$30,001 - \$50,000	111	15.33%	9.94	13.70	1.95	0.00	0.00
\$50,001 - \$140,000	185	25.55%	3.65	6.05	1.95	1.85	4.00
\$140,001 - \$220,000	107	14.78%	4.32	9.70	2.58	2.93	0.00
\$220,001 - \$430,000	93	12.85%	4.54	12.75	1.64	4.08	5.54
\$430,001 and up	73	10.08%	8.67	20.40	8.64	4.19	5.54
Market Supply of Inventory (MSI)			5.35	9.52	2.22	3.12	4.20
Total Active Inventory by Units		100%	5.35	525	134	51	14

February 2021



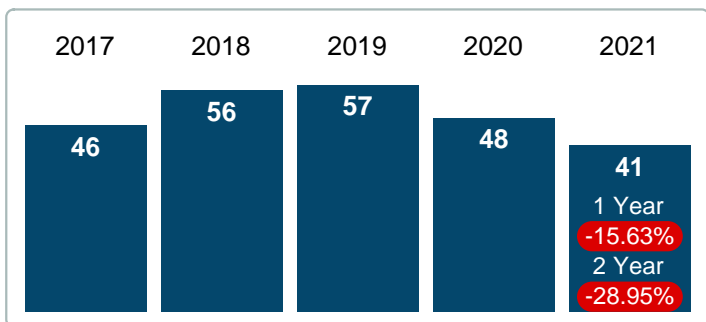
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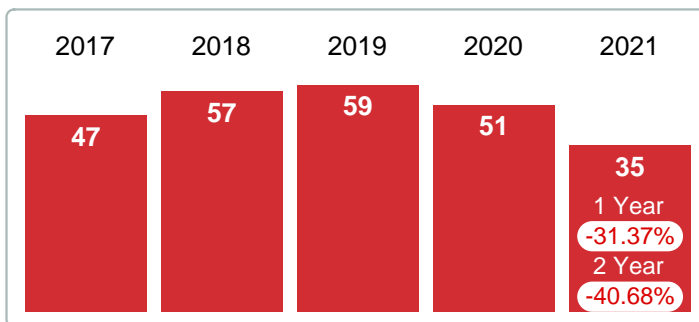
MEDIAN DAYS ON MARKET TO SALE

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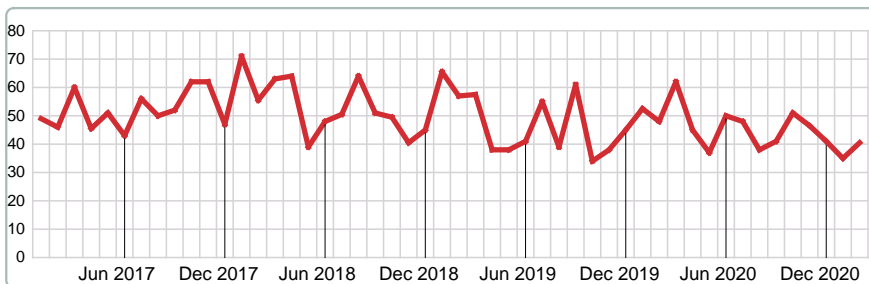
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49

High Jan 2018 71 Low Oct 2019 34

Median Days on Market to Sale this month at 41 below the 5 yr FEB average of 49



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
\$20,000 and less	11	10.19%	57	71	17	0	0
\$20,001 - \$40,000	12	11.11%	64	67	70	9	0
\$40,001 - \$70,000	16	14.81%	69	20	92	140	0
\$70,001 - \$120,000	28	25.93%	26	51	26	63	0
\$120,001 - \$150,000	15	13.89%	26	46	26	13	134
\$150,001 - \$330,000	15	13.89%	75	57	67	87	0
\$330,001 and up	11	10.19%	63	62	63	24	127
Median Closed DOM			41	57	28	24	134
Total Closed Units		100%	40.5	55	38	12	3
Total Closed Volume			15,069,492	4.89M	5.31M	3.40M	1.46M

February 2021



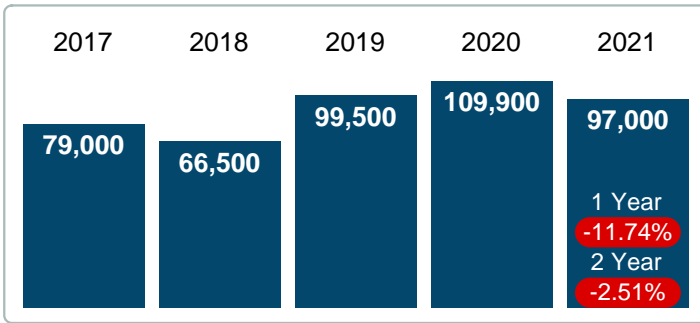
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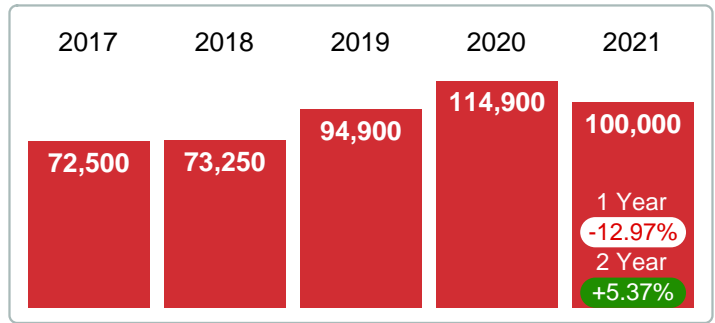
MEDIAN LIST PRICE AT CLOSING

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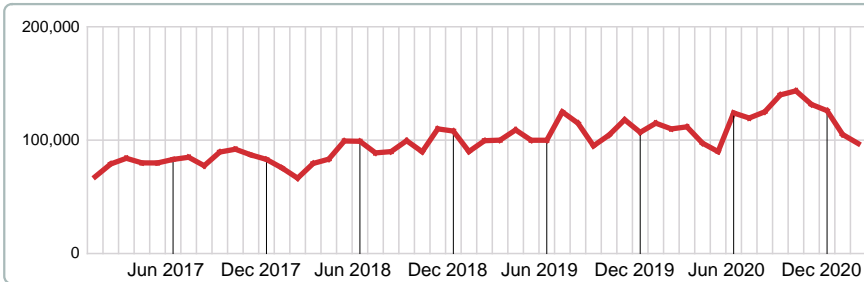
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

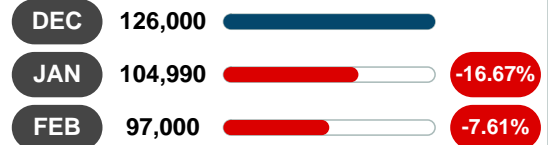


3 MONTHS

5 year FEB AVG = 90,380

High Oct 2020 143,500 Low Feb 2018 66,500

Median List Price at Closing this month at **97,000**
above the 5 yr FEB average of **90,380**



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
\$20,000 and less	10	9.26%	10,700	14,900	850	0	0
\$20,001 - \$40,000	11	10.19%	28,500	27,750	0	28,500	0
\$40,001 - \$70,000	16	14.81%	60,450	60,900	55,750	59,900	0
\$70,001 - \$120,000	28	25.93%	89,935	92,485	89,450	103,750	0
\$120,001 - \$150,000	15	13.89%	138,000	147,000	135,000	141,500	0
\$150,001 - \$330,000	17	15.74%	186,200	194,350	199,900	172,450	154,900
\$330,001 and up	11	10.19%	469,900	699,450	385,000	482,400	707,500
Median List Price			97,000	63,000	129,950	157,500	500,000
Total Closed Units		100%	97,000	55	38	12	3
Total Closed Volume			16,073,245	5.34M	5.56M	3.61M	1.57M

February 2021



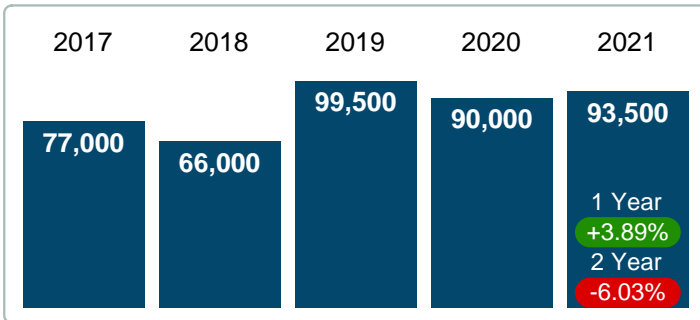
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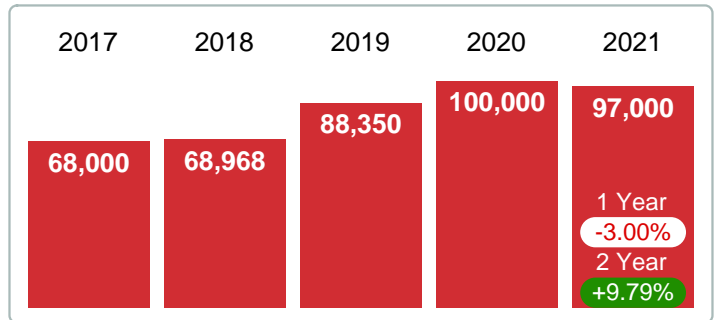
MEDIAN SOLD PRICE AT CLOSING

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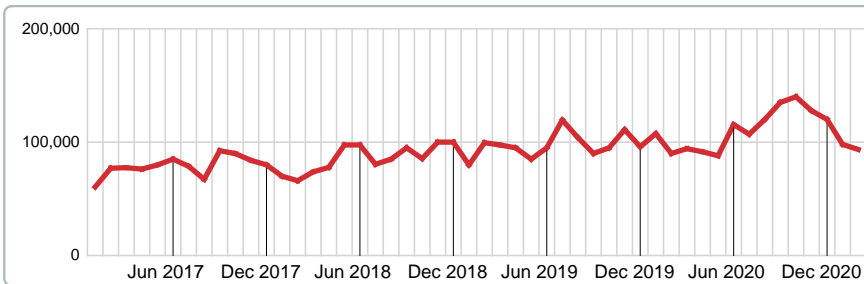
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

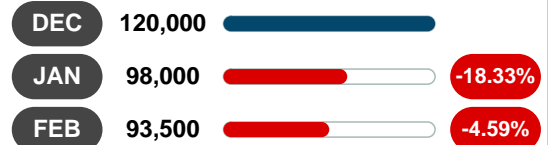


3 MONTHS

5 year FEB AVG = 85,200

High Oct 2020 140,000 Low Jan 2017 60,500

Median Sold Price at Closing this month at **93,500**
 above the 5 yr FEB average of **85,200**



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
\$20,000 and less	10.19%	12,500	12,500	850	0	0
\$20,001 - \$40,000	11.11%	27,278	25,778	40,000	28,000	0
\$40,001 - \$70,000	14.81%	59,900	58,500	66,500	59,900	0
\$70,001 - \$120,000	25.93%	91,000	91,000	90,950	100,000	0
\$120,001 - \$150,000	13.89%	135,000	149,074	130,000	138,500	140,000
\$150,001 - \$330,000	13.89%	186,200	190,000	187,500	167,950	0
\$330,001 and up	10.19%	470,000	584,250	385,000	470,000	661,000
Median Sold Price		93,500	60,900	124,450	150,000	487,000
Total Closed Units	108	100%	55	38	12	3
Total Closed Volume	15,069,492		4.89M	5.31M	3.40M	1.46M

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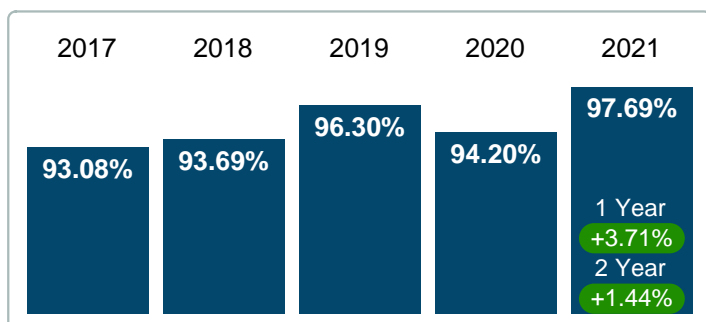
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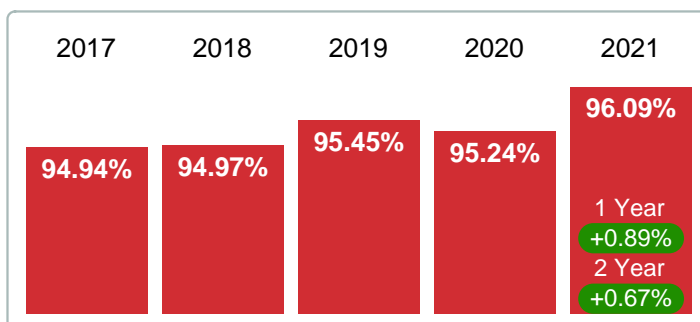
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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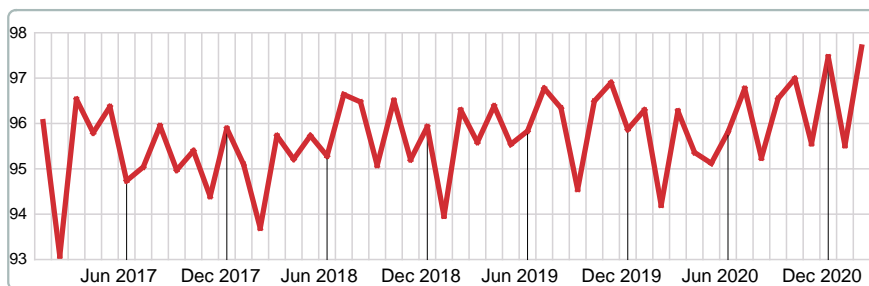
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

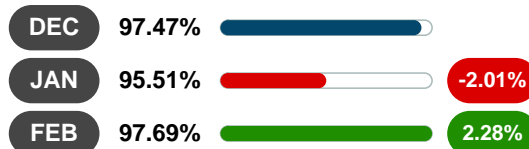


3 MONTHS

5 year FEB AVG = 94.99%

High Feb 2021 97.69% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.69%**
above the 5 yr FEB average of **94.99%**



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
\$20,000 and less	11	10.19%	100.00%	96.15%	100.00%	0.00%	0.00%
\$20,001 \$40,000	12	11.11%	87.87%	87.87%	86.02%	98.25%	0.00%
\$40,001 \$70,000	16	14.81%	93.90%	97.14%	82.88%	100.00%	0.00%
\$70,001 \$120,000	28	25.93%	100.00%	100.00%	100.00%	96.81%	0.00%
\$120,001 \$150,000	15	13.89%	99.20%	93.15%	100.00%	97.83%	90.38%
\$150,001 \$330,000	15	13.89%	94.55%	94.55%	97.00%	97.30%	0.00%
\$330,001 and up	11	10.19%	94.97%	83.53%	100.00%	96.14%	94.33%
Median Sold/List Ratio		97.69%		97.14%	99.52%	97.78%	91.26%
Total Closed Units		108	100%	55	38	12	3
Total Closed Volume		15,069,492		4.89M	5.31M	3.40M	1.46M

February 2021



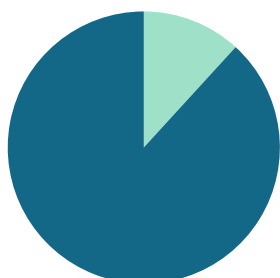
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

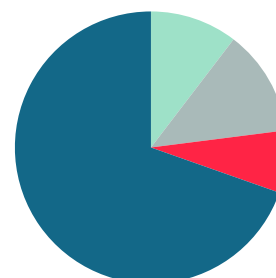


Inventory
 New Listings
121 = 11.79%
 Start Inventory
905
 Total Inventory Units
1,026
 Volume
\$211,464,344

Market Activity

Closed Sales
108 = 10.38%
 Pending Sales
131 = 12.60%
 Other Off Market
77 = 7.40%
 Active Inventory
724 = 69.62%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	87	108	24.14%	183	257	40.44%
Pending Sales	110	131	19.09%	215	282	31.16%
New Listings	314	121	-61.46%	599	305	-49.08%
Median List Price	109,900	97,000	-11.74%	114,900	100,000	-12.97%
Median Sale Price	90,000	93,500	3.89%	100,000	97,000	-3.00%
Median Percent of Selling Price to List Price	94.20%	97.69%	3.71%	95.24%	96.09%	0.89%
Median Days on Market to Sale	48.00	40.50	-15.63%	51.00	35.00	-31.37%
Monthly Inventory	1,363	724	-46.88%	1,363	724	-46.88%
Months Supply of Inventory	12.79	5.35	-58.14%	12.79	5.35	-58.14%

Absorption: Last 12 months, an Average of **135** Sales/Month

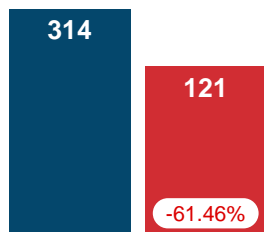
Inventory on February 28, 2021 = **724**

2020 **2021**

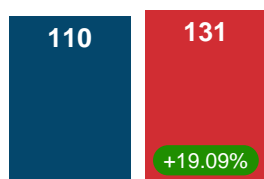
FEBRUARY MARKET

MEDIAN PRICES

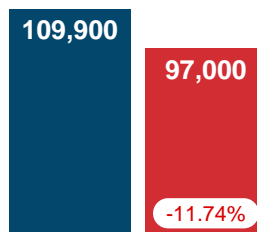
New Listings



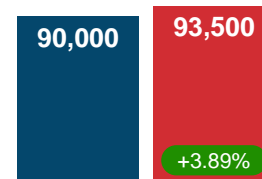
Pending Listings



List Price



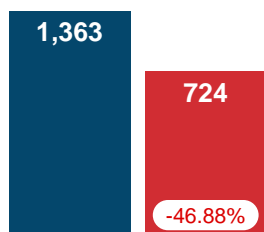
Sale Price



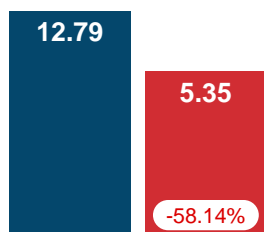
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

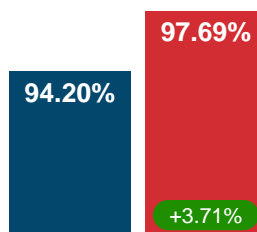
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

