

# January 2021



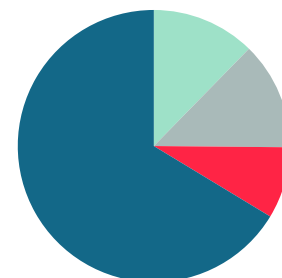
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	96	149	55.21%
Pending Listings	105	155	47.62%
New Listings	285	184	-35.44%
Average List Price	154,448	152,429	-1.31%
Average Sale Price	144,361	144,076	-0.20%
Average Percent of Selling Price to List Price	93.66%	94.50%	0.90%
Average Days on Market to Sale	77.52	59.75	-22.93%
End of Month Inventory	1,307	802	-38.64%
Months Supply of Inventory	12.38	6.01	-51.47%



■ Closed (12.32%)  
■ Pending (12.82%)  
■ Other OffMarket (8.52%)  
■ Active (66.34%)

**Absorption:** Last 12 months, an Average of **134** Sales/Month  
**Active Inventory** as of January 31, 2021 = **802**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **38.64%** to 802 existing homes available for sale. Over the last 12 months this area has had an average of 134 closed sales per month. This represents an unsold inventory index of **6.01** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.20%** in January 2021 to \$144,076 versus the previous year at \$144,361.

#### Average Days on Market Shortens

The average number of **59.75** days that homes spent on the market before selling decreased by 17.78 days or **22.93%** in January 2021 compared to last year's same month at **77.52** DOM.

#### Sales Success for January 2021 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 184 New Listings in January 2021, down **35.44%** from last year at 285. Furthermore, there were 149 Closed Listings this month versus last year at 96, a **55.21%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, up from previous year's, January 2020, at **33.7%**, a **140.40%** 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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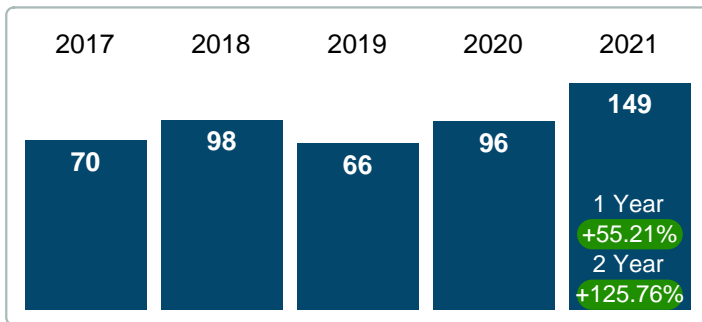
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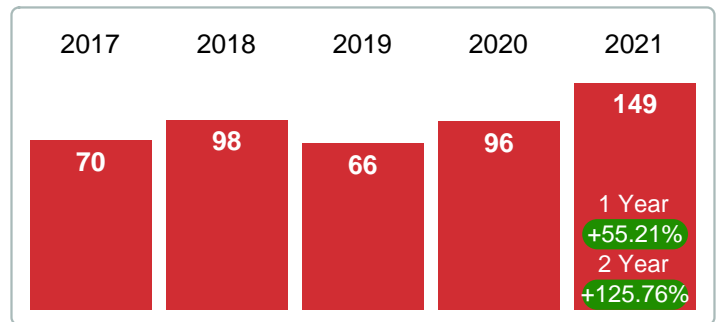
## CLOSED LISTINGS

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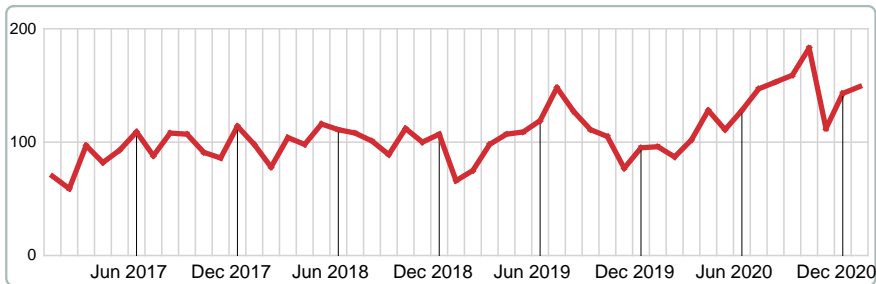
### JANUARY



### YEAR TO DATE (YTD)

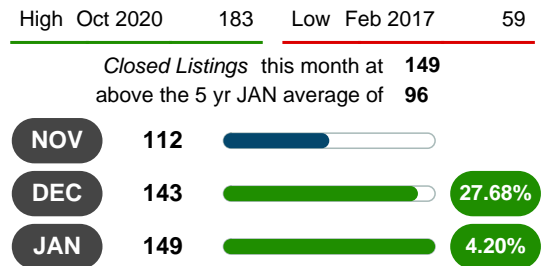


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 96



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	9.40%	47.9	11	3	0	0
\$10,001 - \$40,000	16	10.74%	85.5	16	0	0	0
\$40,001 - \$60,000	15	10.07%	60.0	10	4	0	1
\$60,001 - \$130,000	47	31.54%	60.3	23	20	3	1
\$130,001 - \$200,000	24	16.11%	60.5	10	12	2	0
\$200,001 - \$310,000	18	12.08%	51.1	4	9	5	0
\$310,001 and up	15	10.07%	50.6	4	6	4	1
<b>Total Closed Units</b>	<b>149</b>			<b>78</b>	<b>54</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>21,467,303</b>	<b>100%</b>	<b>59.7</b>	<b>8.20M</b>	<b>8.80M</b>	<b>3.56M</b>	<b>907.50K</b>
<b>Average Closed Price</b>	<b>\$144,076</b>			<b>\$105,135</b>	<b>\$162,884</b>	<b>\$254,536</b>	<b>\$302,500</b>

# January 2021



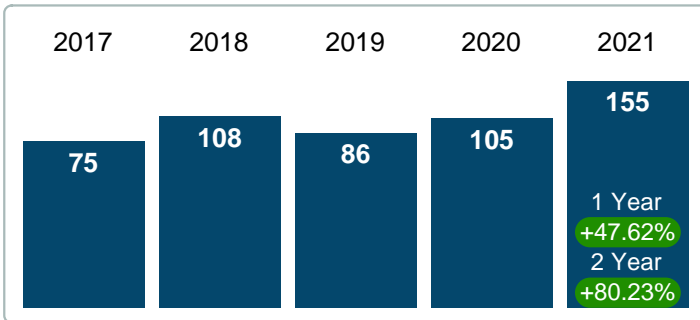
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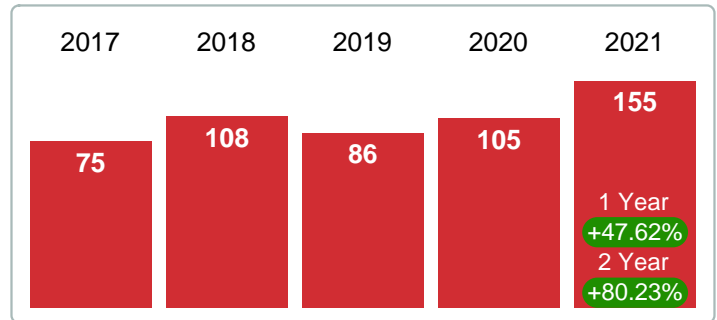
## PENDING LISTINGS

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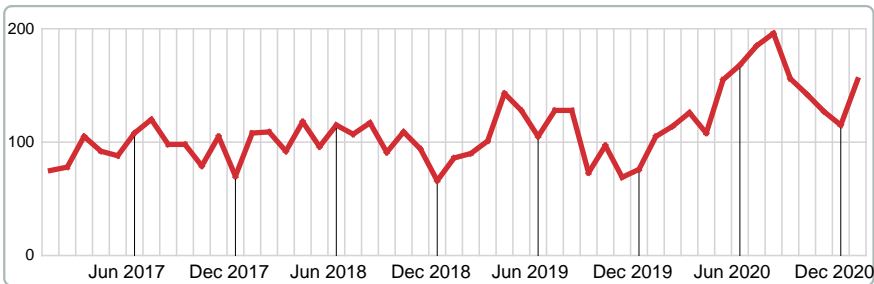
### JANUARY



### YEAR TO DATE (YTD)

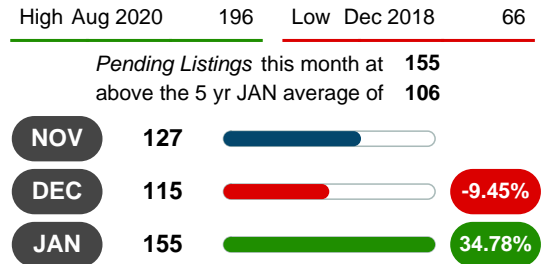


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 106



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$50,000	33	21.29%	65.7	25	6	1	1
\$50,001 \$75,000	23	14.84%	82.8	13	9	1	0
\$75,001 \$125,000	28	18.06%	98.7	9	17	2	0
\$125,001 \$225,000	36	23.23%	98.6	12	21	2	1
\$225,001 \$475,000	18	11.61%	77.2	5	7	5	1
\$475,001 and up	17	10.97%	64.4	4	3	5	5
<b>Total Pending Units</b>	<b>155</b>			<b>68</b>	<b>63</b>	<b>16</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>29,159,989</b>	<b>100%</b>	<b>64.5</b>	<b>9.02M</b>	<b>10.65M</b>	<b>5.40M</b>	<b>4.09M</b>
<b>Average Listing Price</b>	<b>\$160,332</b>			<b>\$132,576</b>	<b>\$169,071</b>	<b>\$337,606</b>	<b>\$511,450</b>

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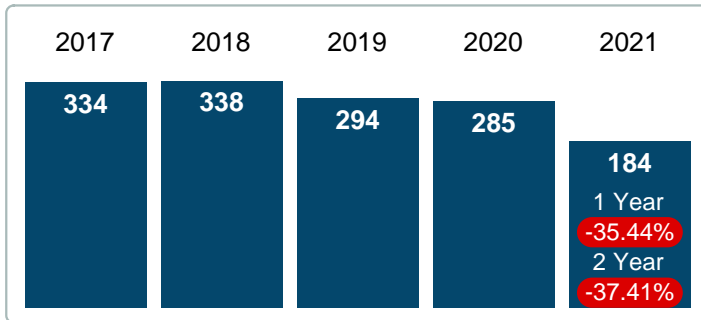
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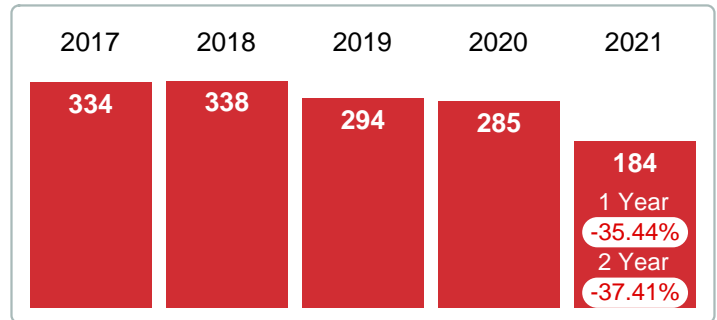
## NEW LISTINGS

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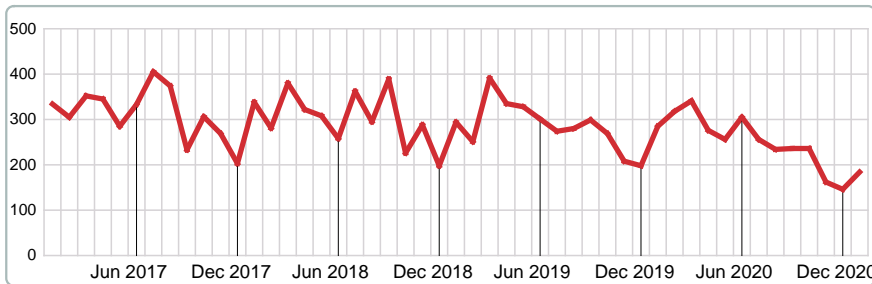
### JANUARY



### YEAR TO DATE (YTD)

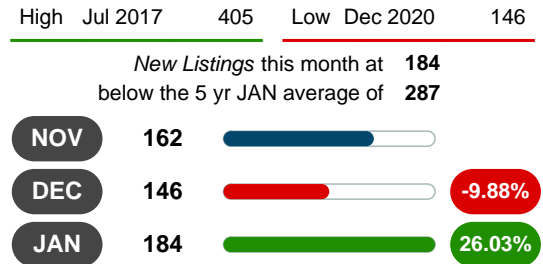


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 287



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	23	12.50%	20	3	0	0
\$25,001-\$75,000	44	23.91%	34	8	2	0
\$75,001-\$150,000	43	23.37%	20	17	6	0
\$150,001-\$225,000	31	16.85%	13	16	2	0
\$225,001-\$450,000	24	13.04%	6	9	8	1
\$450,001 and up	19	10.33%	6	3	6	4
<b>Total New Listed Units</b>	<b>184</b>		<b>99</b>	<b>56</b>	<b>24</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>38,254,997</b>	<b>100%</b>	<b>17.63M</b>	<b>9.84M</b>	<b>7.93M</b>	<b>2.86M</b>
<b>Average New Listed Listing Price</b>	<b>\$201,953</b>		<b>\$178,041</b>	<b>\$175,774</b>	<b>\$330,367</b>	<b>\$571,360</b>

# January 2021



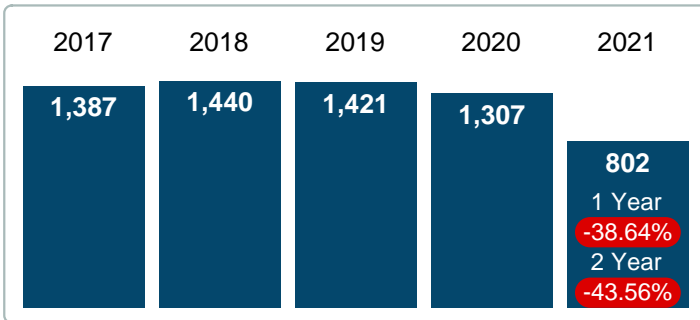
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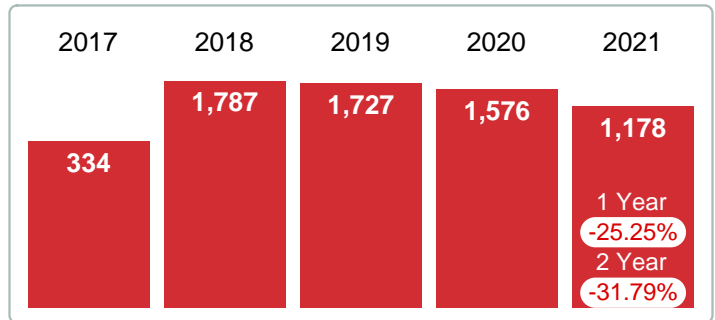
## ACTIVE INVENTORY

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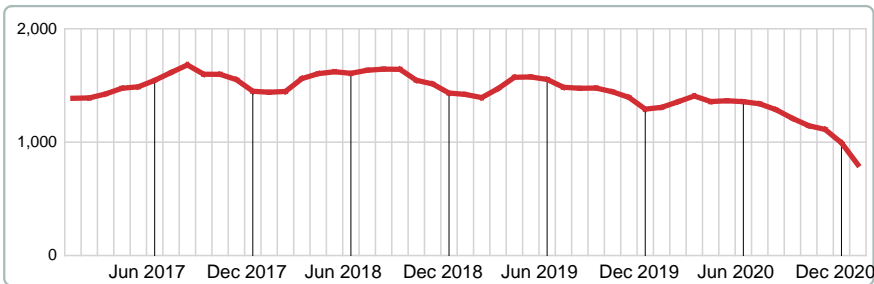
### END OF JANUARY



### ACTIVE DURING JANUARY

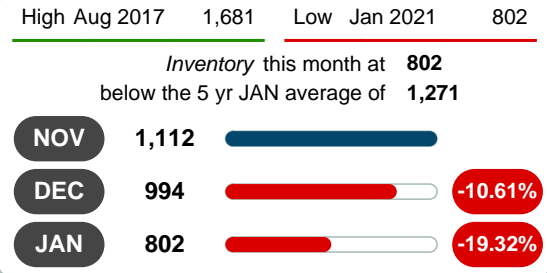


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,271



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	137	17.08%	147.1	136	1	0	0
\$25,001-\$50,000	145	18.08%	137.0	132	11	2	0
\$50,001-\$125,000	201	25.06%	160.6	139	54	7	1
\$125,001-\$200,000	132	16.46%	145.2	71	46	15	0
\$200,001-\$400,000	108	13.47%	110.1	59	27	17	5
\$400,001 and up	79	9.85%	106.2	36	16	18	9
Total Active Inventory by Units			802	573	155	59	15
Total Active Inventory by Volume			154,504,051	91.79M	33.09M	18.75M	10.88M
Average Active Inventory Listing Price			\$192,648	\$160,188	\$213,506	\$317,758	\$725,013

# January 2021



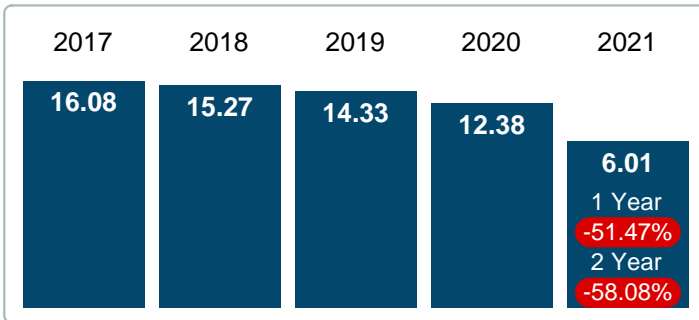
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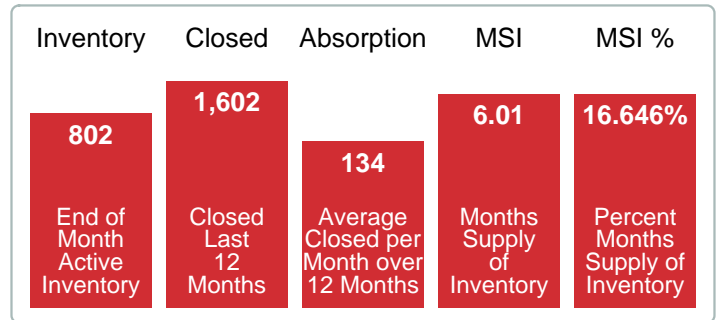
## MONTHS SUPPLY of INVENTORY (MSI)

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

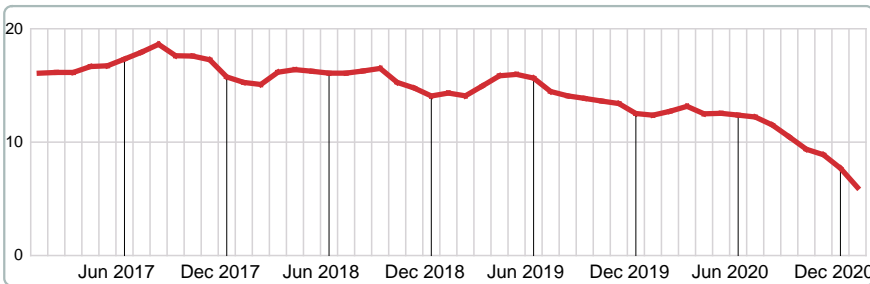
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

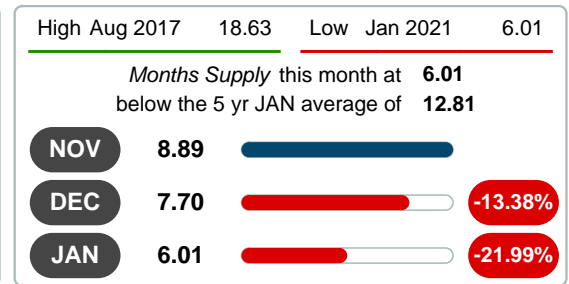


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 12.81



### 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	3.24%	3.35	5.08	0.40	0.00	0.00
\$10,001 - \$30,000	139	17.33%	12.18	14.97	1.38	0.00	0.00
\$30,001 - \$50,000	117	14.59%	9.89	13.38	2.34	8.00	0.00
\$50,001 - \$130,000	212	26.43%	4.74	7.65	2.60	2.57	12.00
\$130,001 - \$210,000	124	15.46%	4.65	11.03	2.70	3.18	0.00
\$210,001 - \$400,000	105	13.09%	4.88	11.79	2.33	3.85	4.62
\$400,001 and up	79	9.85%	8.24	19.64	5.33	4.91	8.31
Market Supply of Inventory (MSI)			6.01	10.68	2.56	3.65	4.74
Total Active Inventory by Units		100%	6.01	573	155	59	15

# January 2021



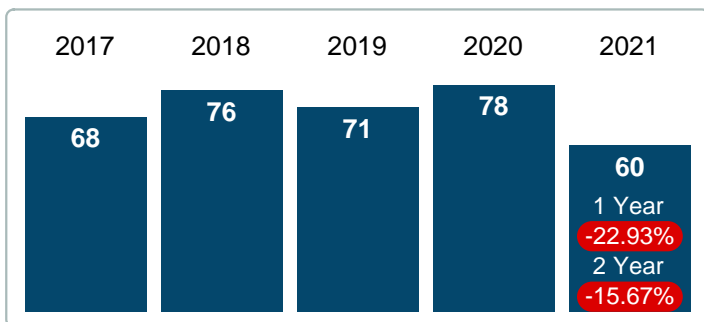
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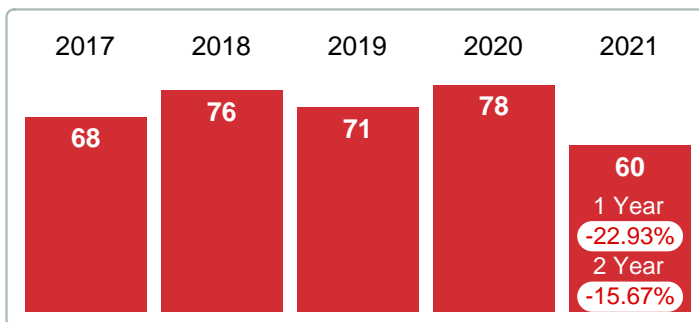
## AVERAGE DAYS ON MARKET TO SALE

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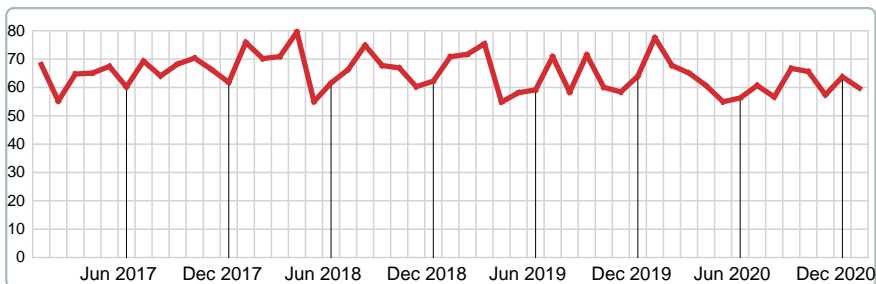
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 70

High Apr 2018 80 Low Apr 2019 55

Average Days on Market to Sale this month at 60 below the 5 yr JAN average of 70



### 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
\$10,000 and less	9.40%	48	40	76	0	0
\$10,001 - \$40,000	10.74%	86	86	0	0	0
\$40,001 - \$60,000	10.07%	60	67	33	0	97
\$60,001 - \$130,000	31.54%	60	77	49	32	6
\$130,001 - \$200,000	16.11%	60	50	52	165	0
\$200,001 - \$310,000	12.08%	51	70	45	47	0
\$310,001 and up	10.07%	51	50	25	91	46
<b>Average Closed DOM</b>		<b>60</b>	<b>67</b>	<b>46</b>	<b>73</b>	<b>50</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>78</b>	<b>54</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>21,467,303</b>	<b>8.20M</b>	<b>8.80M</b>	<b>3.56M</b>	<b>907.50K</b>

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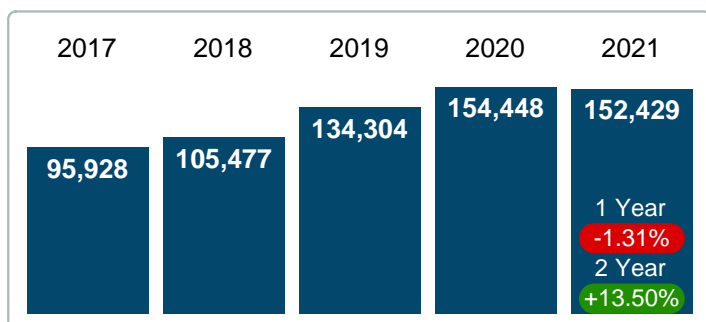
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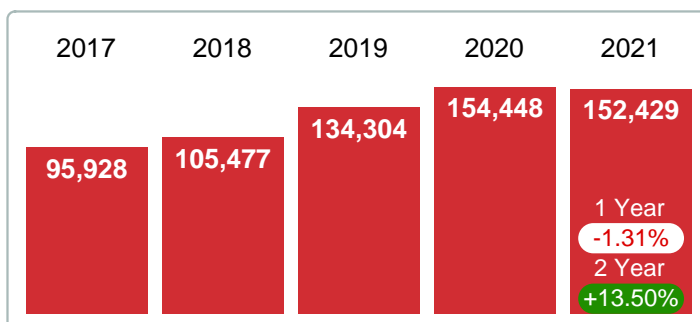
## AVERAGE LIST PRICE AT CLOSING

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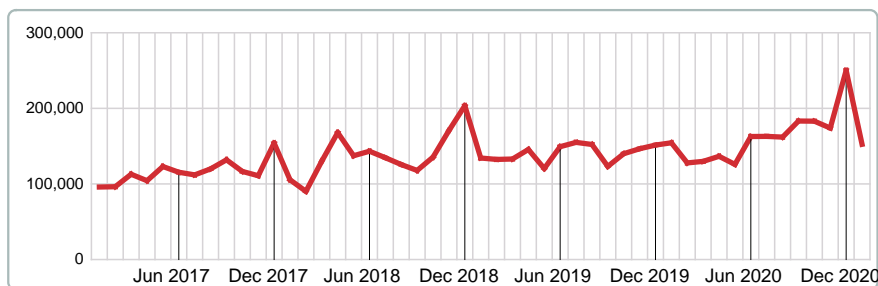
### JANUARY



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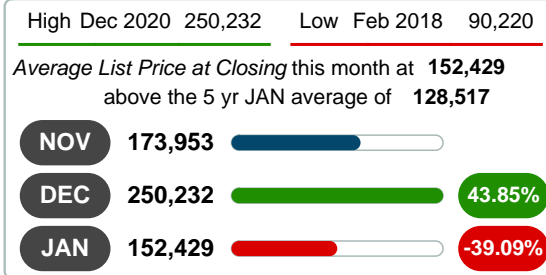


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 128,517



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	25	16.78%	12,764	13,083	5,750	0	0
\$25,001-\$50,000	11	7.38%	43,154	42,466	59,500	0	49,900
\$50,001-\$125,000	49	32.89%	84,977	87,321	91,727	99,900	110,000
\$125,001-\$200,000	29	19.46%	160,743	178,608	164,588	151,267	0
\$200,001-\$300,000	19	12.75%	245,737	251,225	249,700	251,560	0
\$300,001 and up	16	10.74%	526,478	708,435	446,150	448,500	799,000
Average List Price			152,429	113,961	169,604	264,671	319,633
Total Closed Units		100%	149	78	54	14	3
Total Closed Volume			22,711,870	8.89M	9.16M	3.71M	958.90K



# January 2021



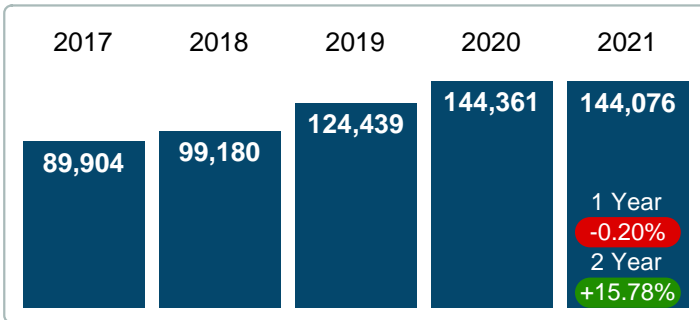
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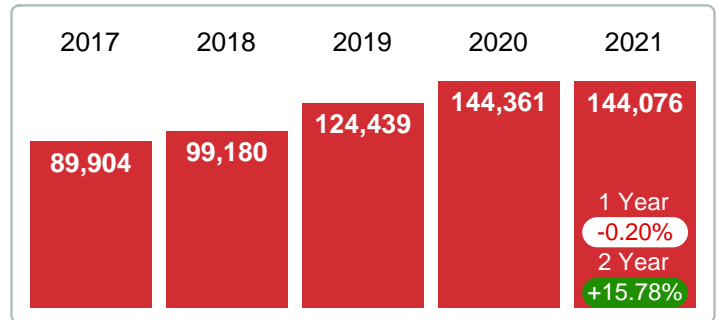
## AVERAGE SOLD PRICE AT CLOSING

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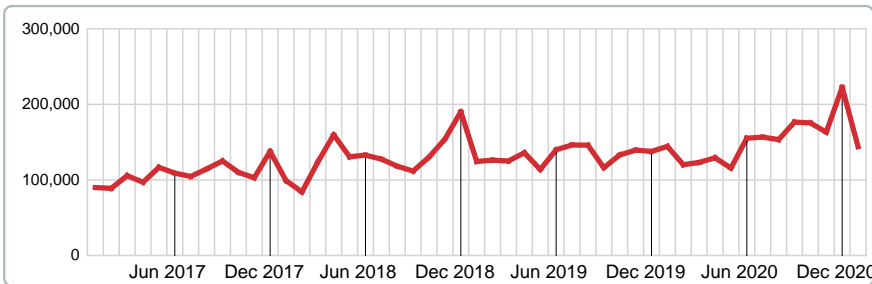
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

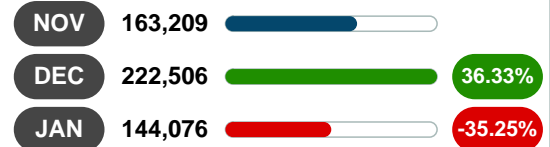


### 3 MONTHS

5 year JAN AVG = 120,392

High Dec 2020 222,506 Low Feb 2018 83,985

Average Sold Price at Closing this month at 144,076 above the 5 yr JAN average of 120,392



### 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
\$10,000 and less	9.40%	5,475	5,845	4,117	0	0
\$10,001 - \$40,000	10.74%	23,928	23,928	0	0	0
\$40,001 - \$60,000	10.07%	49,633	48,940	53,522	0	41,000
\$60,001 - \$130,000	31.54%	91,574	85,635	94,845	107,000	116,500
\$130,001 - \$200,000	16.11%	166,978	174,258	162,700	156,250	0
\$200,001 - \$310,000	12.08%	234,417	232,000	239,944	226,400	0
\$310,001 and up	10.07%	515,489	655,960	426,750	449,500	750,000
<b>Average Sold Price</b>		<b>144,076</b>	<b>105,135</b>	<b>162,884</b>	<b>254,536</b>	<b>302,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149</b>	<b>78</b>	<b>54</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>21,467,303</b>	<b>8.20M</b>	<b>8.80M</b>	<b>3.56M</b>	<b>907.50K</b>

# January 2021



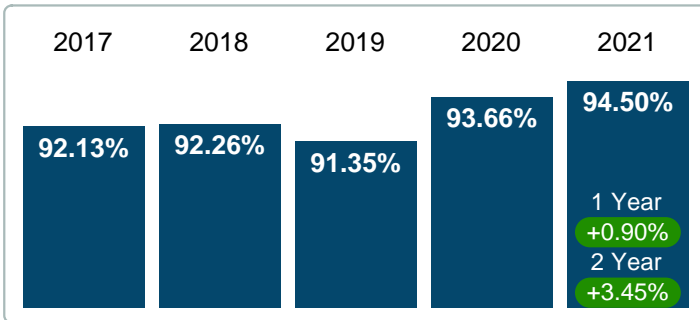
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



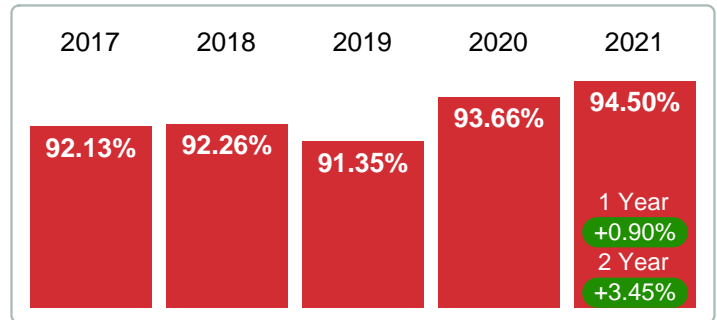
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

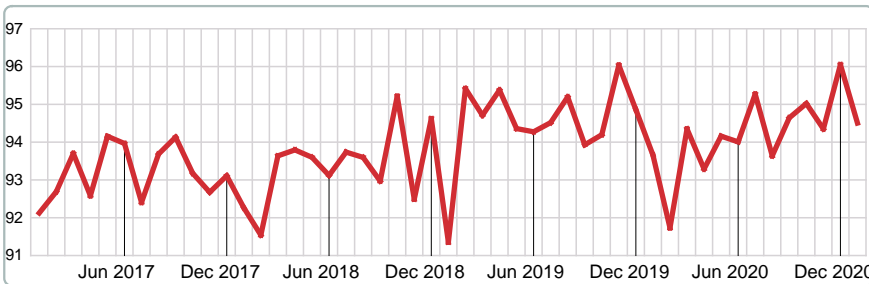
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

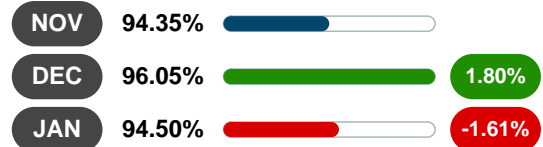


### 3 MONTHS

5 year JAN AVG = 92.78%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **94.50%** above the 5 yr JAN average of **92.78%**



### 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
\$10,000 and less	14	9.40%	88.00%	87.71%	89.04%	0.00%	0.00%
\$10,001 \$40,000	16	10.74%	87.91%	87.91%	0.00%	0.00%	0.00%
\$40,001 \$60,000	15	10.07%	103.71%	109.84%	93.76%	0.00%	82.16%
\$60,001 \$130,000	47	31.54%	94.86%	92.93%	96.15%	97.40%	105.91%
\$130,001 \$200,000	24	16.11%	95.57%	92.99%	97.60%	96.22%	0.00%
\$200,001 \$310,000	18	12.08%	94.17%	94.14%	96.27%	90.40%	0.00%
\$310,001 and up	15	10.07%	95.99%	92.30%	96.44%	99.54%	93.87%
Average Sold/List Ratio		94.50%		93.37%	95.95%	95.34%	93.98%
Total Closed Units		149	100%	78	54	14	3
Total Closed Volume		21,467,303		8.20M	8.80M	3.56M	907.50K

# January 2021



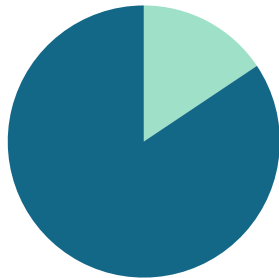
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY

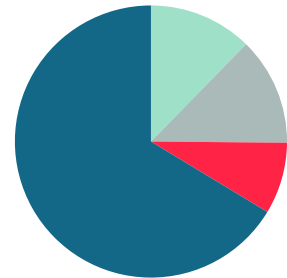


**Inventory**  
 New Listings  
**184 = 15.62%**  
 Start Inventory  
**994**  
 Total Inventory Units  
**1,178**  
 Volume  
**\$220,334,020**

### Market Activity

Closed Sales  
**149 = 12.32%**  
 Pending Sales  
**155 = 12.82%**  
 Other Off Market  
**103 = 8.52%**  
 Active Inventory  
**802 = 66.34%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	96	149	55.21%	96	149	55.21%
Pending Sales	105	155	47.62%	105	155	47.62%
New Listings	285	184	-35.44%	285	184	-35.44%
Average List Price	154,448	152,429	-1.31%	154,448	152,429	-1.31%
Average Sale Price	144,361	144,076	-0.20%	144,361	144,076	-0.20%
Average Percent of Selling Price to List Price	93.66%	94.50%	0.90%	93.66%	94.50%	0.90%
Average Days on Market to Sale	77.52	59.75	-22.93%	77.52	59.75	-22.93%
Monthly Inventory	1,307	802	-38.64%	1,307	802	-38.64%
Months Supply of Inventory	12.38	6.01	-51.47%	12.38	6.01	-51.47%

**Absorption:** Last 12 months, an Average of **134** Sales/Month

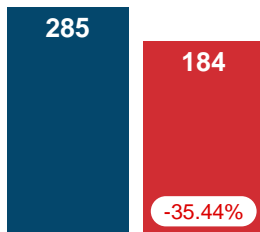
**Inventory** on January 31, 2021 = **802**

**2020** **2021**

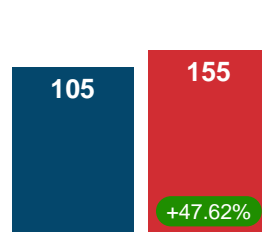
### JANUARY MARKET

### AVERAGE PRICES

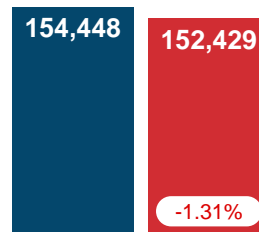
#### New Listings



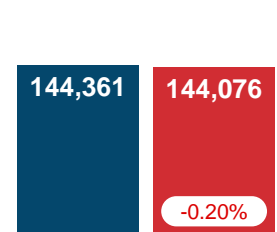
#### Pending Listings



#### List Price



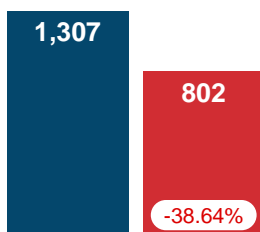
#### Sale Price



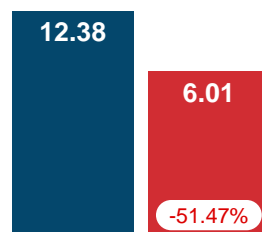
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

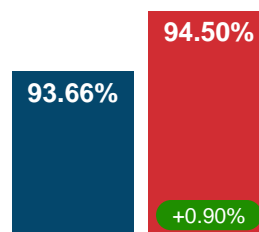
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

