

# January 2021



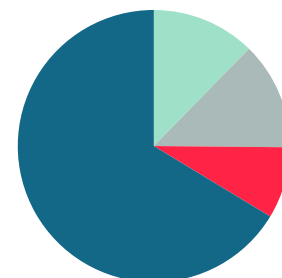
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## 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%
Median List Price	114,950	104,990	-8.66%
Median Sale Price	107,500	98,000	-8.84%
Median Percent of Selling Price to List Price	96.30%	95.51%	-0.81%
Median Days on Market to Sale	52.50	35.00	-33.33%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.84%** in January 2021 to \$98,000 versus the previous year at \$107,500.

#### Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 17.50 days or **33.33%** in January 2021 compared to last year's same month at **52.50** DOM.

#### Sales Success for January 2021 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
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<b>Median 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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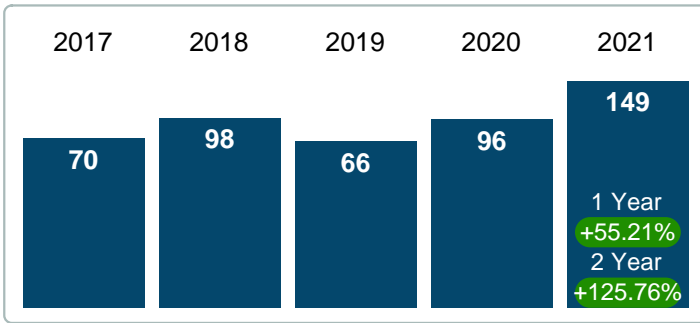
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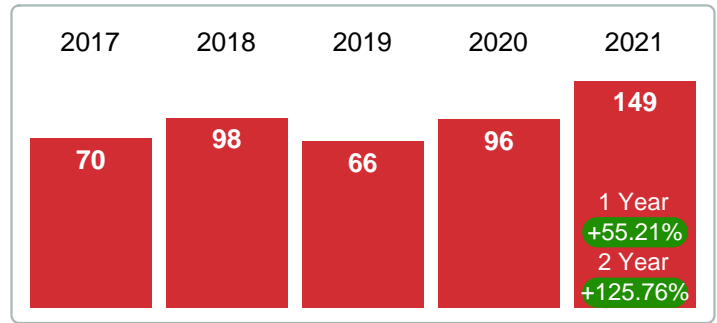
## CLOSED LISTINGS

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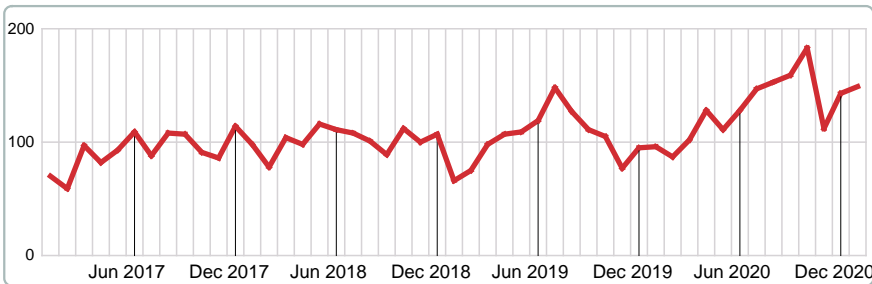
### JANUARY



### YEAR TO DATE (YTD)

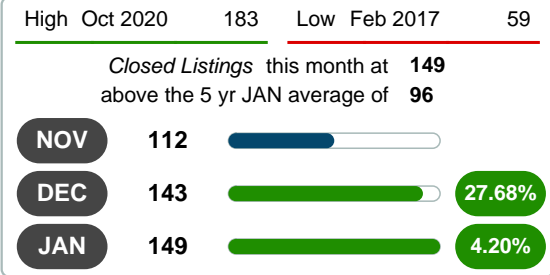


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 96



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	9.40%	19.5	11	3	0	0
\$10,001 - \$40,000	16	10.74%	41.0	16	0	0	0
\$40,001 - \$60,000	15	10.07%	38.0	10	4	0	1
\$60,001 - \$130,000	47	31.54%	39.0	23	20	3	1
\$130,001 - \$200,000	24	16.11%	36.0	10	12	2	0
\$200,001 - \$310,000	18	12.08%	34.0	4	9	5	0
\$310,001 and up	15	10.07%	31.0	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>35.0</b>	<b>8.20M</b>	<b>8.80M</b>	<b>3.56M</b>	<b>907.50K</b>
<b>Median Closed Price</b>	<b>\$98,000</b>			<b>\$61,750</b>	<b>\$131,000</b>	<b>\$220,000</b>	<b>\$116,500</b>

# January 2021



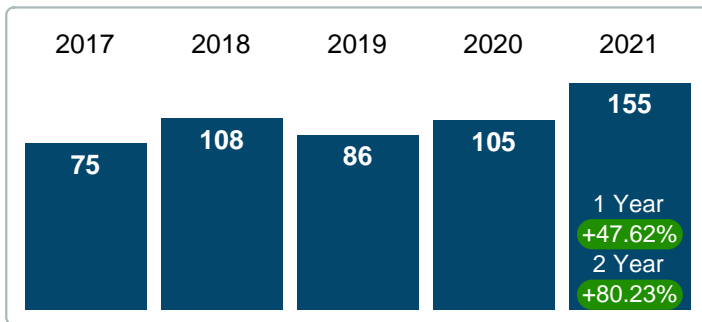
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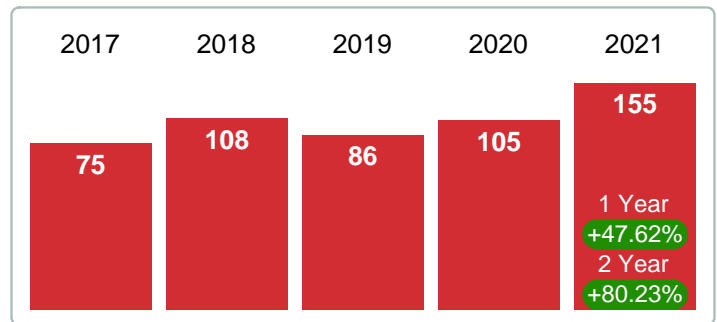
## PENDING LISTINGS

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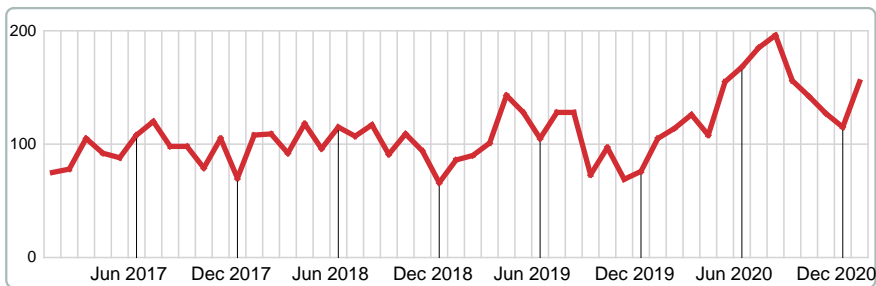
### JANUARY



### YEAR TO DATE (YTD)

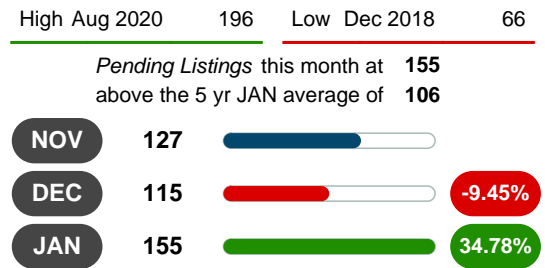


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 106



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	15	9.68%	78.0	14	1	0	0
\$20,001 \$50,000	18	11.61%	22.5	11	5	1	1
\$50,001 \$80,000	27	17.42%	78.0	15	11	1	0
\$80,001 \$140,000	33	21.29%	118.0	11	20	2	0
\$140,001 \$230,000	27	17.42%	71.0	8	16	2	1
\$230,001 \$490,000	18	11.61%	62.5	5	7	5	1
\$490,001 and up	17	10.97%	63.0	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>68.0</b>	<b>9.02M</b>	<b>10.65M</b>	<b>5.40M</b>	<b>4.09M</b>
<b>Median Listing Price</b>	<b>\$115,000</b>			<b>\$69,900</b>	<b>\$124,900</b>	<b>\$337,000</b>	<b>\$547,450</b>

# January 2021



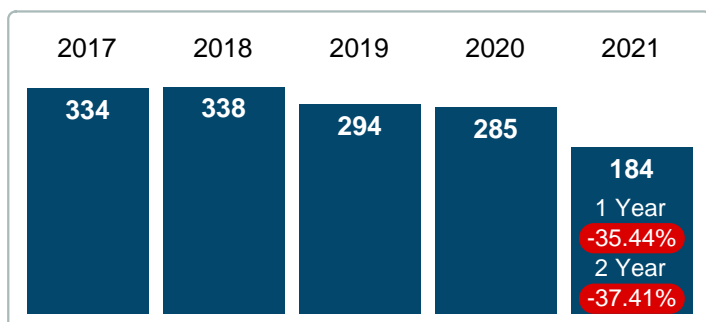
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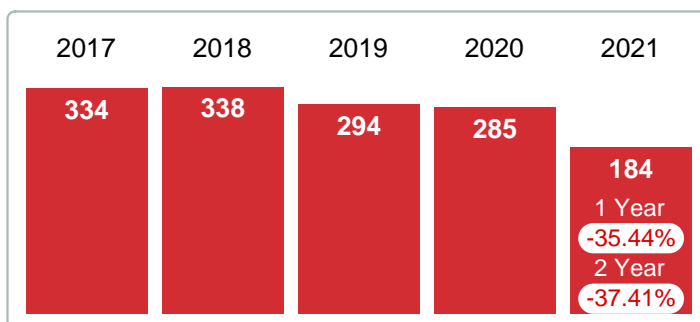
## NEW LISTINGS

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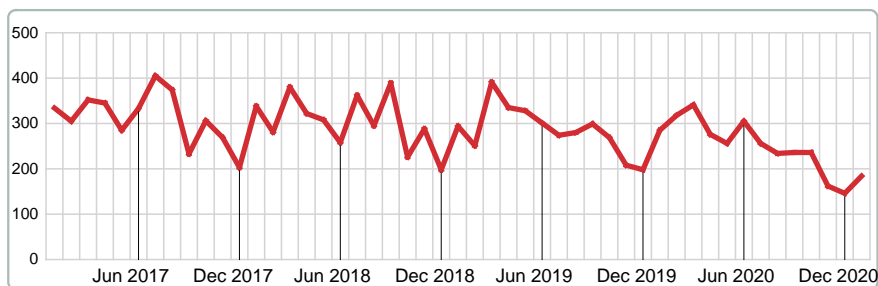
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

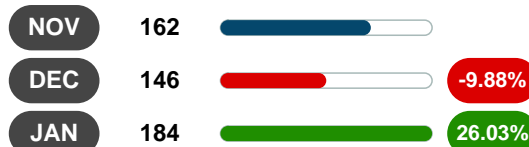


### 3 MONTHS

5 year JAN AVG = 287

High Jul 2017 405 Low Dec 2020 146

New Listings this month at 184  
below the 5 yr JAN average of 287



### 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	9.24%	14	3	0	0
\$20,001 - \$40,000	22	11.96%	18	2	2	0
\$40,001 - \$70,000	23	12.50%	19	4	0	0
\$70,001 - \$160,000	51	27.72%	25	20	6	0
\$160,001 - \$220,000	27	14.67%	11	14	2	0
\$220,001 - \$460,000	25	13.59%	6	10	8	1
\$460,001 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>Median New Listed Listing Price</b>	<b>\$115,000</b>		<b>\$65,000</b>	<b>\$151,450</b>	<b>\$274,950</b>	<b>\$475,000</b>

# January 2021



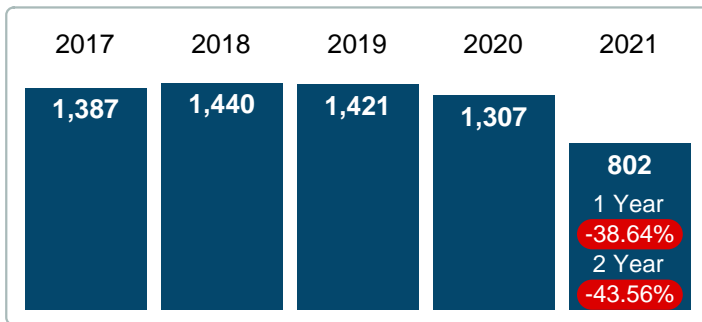
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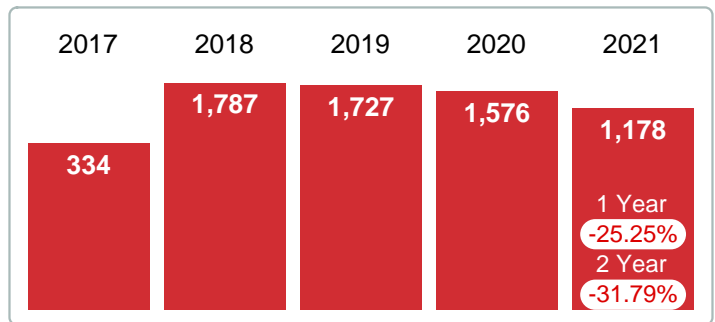
## ACTIVE INVENTORY

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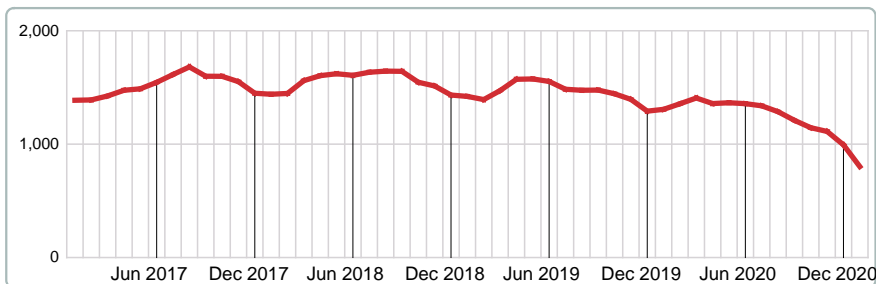
### END OF JANUARY



### ACTIVE DURING JANUARY

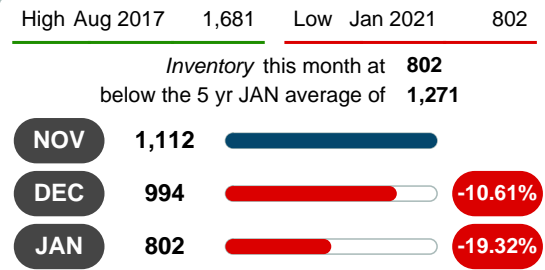


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,271



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	26	3.24%	111.0	25	1	0	0
\$10,001 - \$30,000	139	17.33%	118.0	136	3	0	0
\$30,001 - \$50,000	117	14.59%	124.0	107	8	2	0
\$50,001 - \$130,000	212	26.43%	134.0	144	58	9	1
\$130,001 - \$210,000	124	15.46%	99.0	68	43	13	0
\$210,001 - \$400,000	105	13.09%	107.0	57	26	17	5
\$400,001 and up	79	9.85%	91.0	36	16	18	9
<b>Total Active Inventory by Units</b>	<b>802</b>			<b>573</b>	<b>155</b>	<b>59</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>154,504,051</b>	<b>100%</b>	<b>116.0</b>	<b>91.79M</b>	<b>33.09M</b>	<b>18.75M</b>	<b>10.88M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$90,000</b>			<b>\$60,000</b>	<b>\$148,000</b>	<b>\$260,000</b>	<b>\$456,000</b>

# January 2021



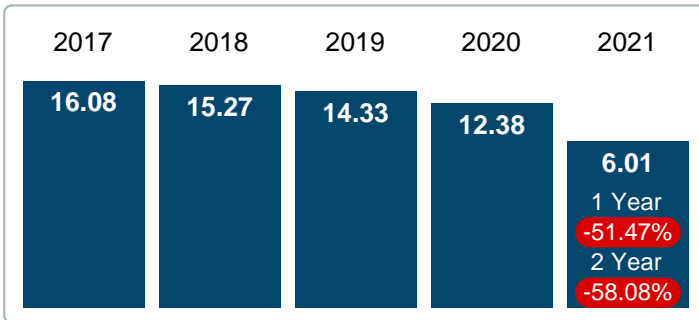
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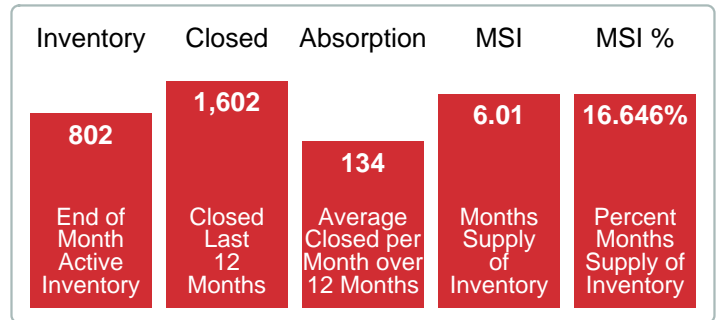
## MONTHS SUPPLY of INVENTORY (MSI)

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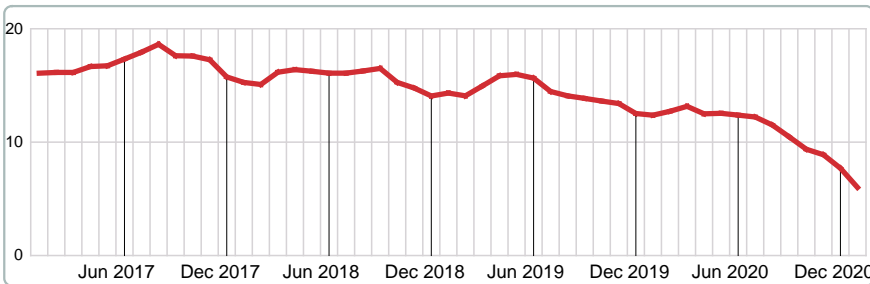
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

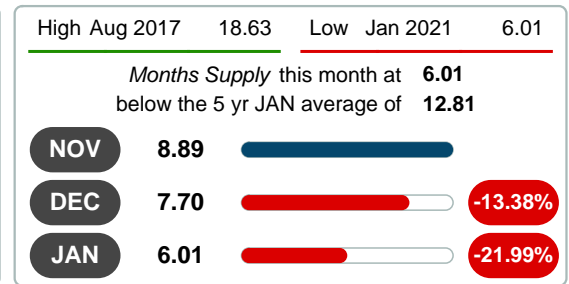


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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



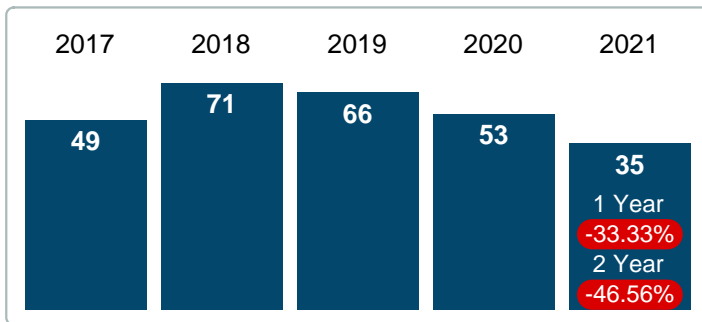
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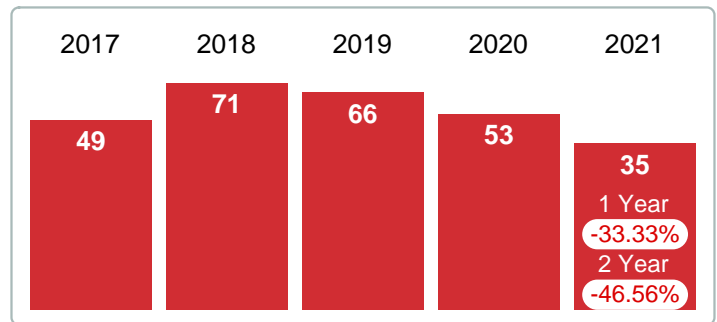
## MEDIAN DAYS ON MARKET TO SALE

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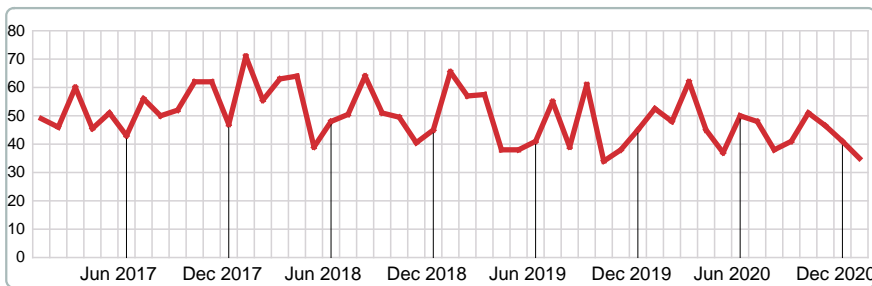
### JANUARY



### YEAR TO DATE (YTD)

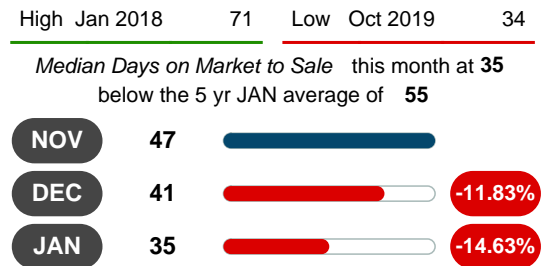


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 55



### 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
\$10,000 and less	9.40%	20	17	21	0	0
\$10,001 - \$40,000	10.74%	41	41	0	0	0
\$40,001 - \$60,000	10.07%	38	41	19	0	97
\$60,001 - \$130,000	31.54%	39	56	41	32	6
\$130,001 - \$200,000	16.11%	36	29	36	165	0
\$200,001 - \$310,000	12.08%	34	74	21	33	0
\$310,001 and up	10.07%	31	38	17	79	46
Median Closed DOM		35	35	32	36	46
Total Closed Units	100%	149	78	54	14	3
Total Closed Volume		21,467,303	8.20M	8.80M	3.56M	907.50K



# January 2021



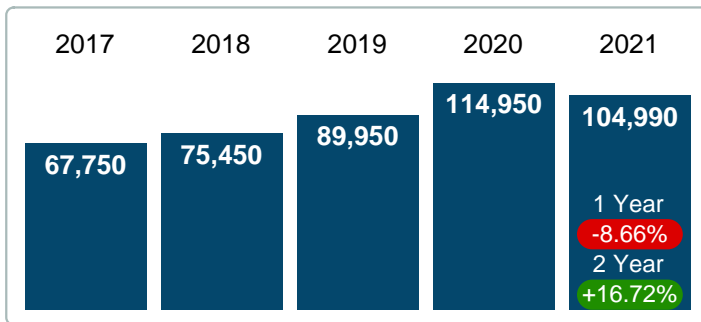
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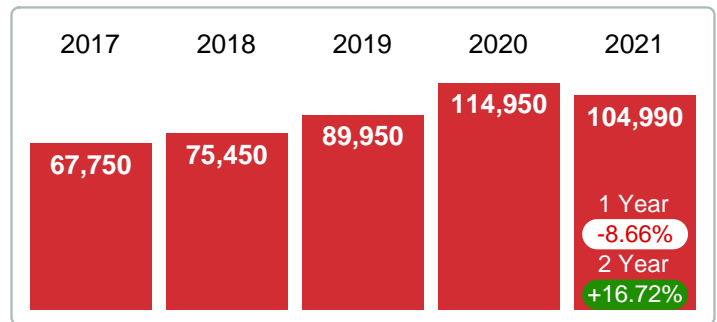
## MEDIAN LIST PRICE AT CLOSING

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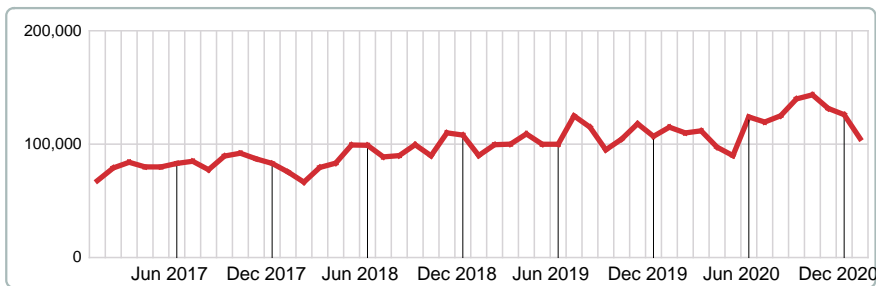
### JANUARY



### YEAR TO DATE (YTD)

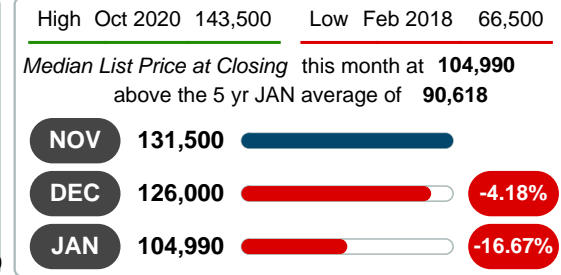


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 90,618



### 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	
\$10,000 and less	10	6.71%	3,750	6,250	1,175	0	
\$10,001 - \$40,000	20	13.42%	21,000	21,500	14,900	0	
\$40,001 - \$60,000	15	10.07%	55,000	52,500	58,750	49,900	
\$60,001 - \$130,000	44	29.53%	89,900	84,000	89,900	99,900	
\$130,001 - \$200,000	25	16.78%	161,250	174,900	160,125	162,400	
\$200,001 - \$310,000	19	12.75%	240,000	234,950	245,000	239,000	
\$310,001 and up	16	10.74%	425,000	526,000	395,000	410,000	
<b>Median List Price</b>		<b>104,990</b>		<b>64,000</b>	<b>135,400</b>	<b>237,000</b>	<b>110,000</b>
<b>Total Closed Units</b>		<b>149</b>	<b>100%</b>	<b>104,990</b>	<b>78</b>	<b>54</b>	<b>14</b>
<b>Total Closed Volume</b>		<b>22,711,870</b>			<b>8.89M</b>	<b>9.16M</b>	<b>3.71M</b>



# January 2021



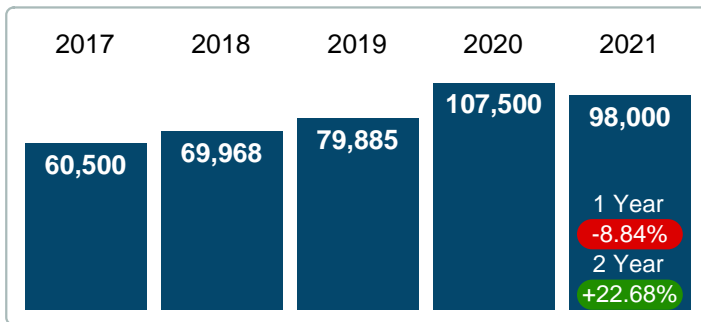
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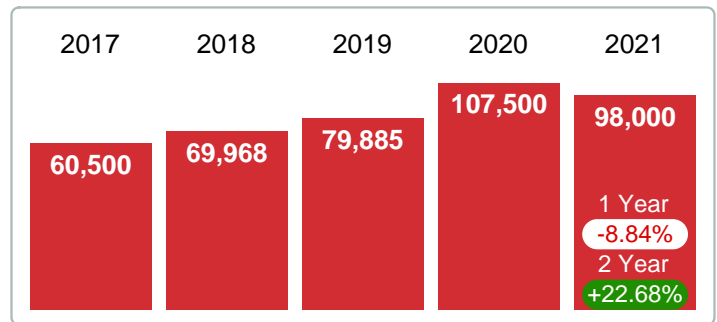
## MEDIAN SOLD PRICE AT CLOSING

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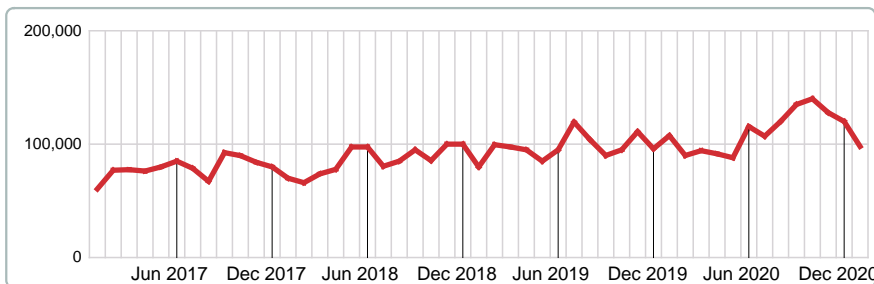
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

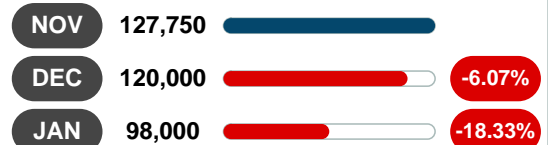


### 3 MONTHS

5 year JAN AVG = 83,171

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

Median Sold Price at Closing this month at **98,000** above the 5 yr JAN average of **83,171**



### 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
\$10,000 and less	14	9.40%	6,000	1,400	0	0
\$10,001 - \$40,000	16	10.74%	23,250	0	0	0
\$40,001 - \$60,000	15	10.07%	47,750	53,294	0	41,000
\$60,001 - \$130,000	47	31.54%	76,500	91,500	97,000	116,500
\$130,001 - \$200,000	24	16.11%	174,938	162,250	156,250	0
\$200,001 - \$310,000	18	12.08%	228,500	235,000	230,000	0
\$310,001 and up	15	10.07%	415,000	388,750	406,500	750,000
<b>Median Sold Price</b>		<b>98,000</b>	<b>61,750</b>	<b>131,000</b>	<b>220,000</b>	<b>116,500</b>
<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>8.20M</b>	<b>8.80M</b>	<b>3.56M</b>	<b>907.50K</b>

# January 2021



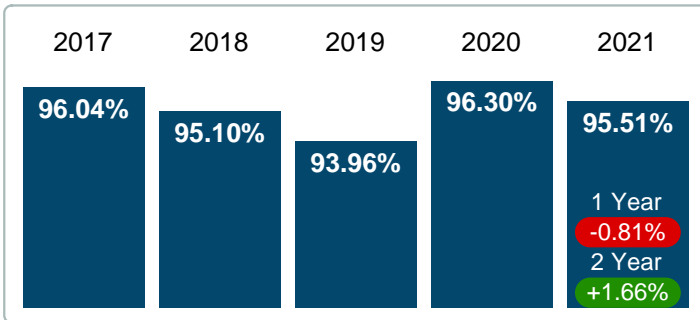
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



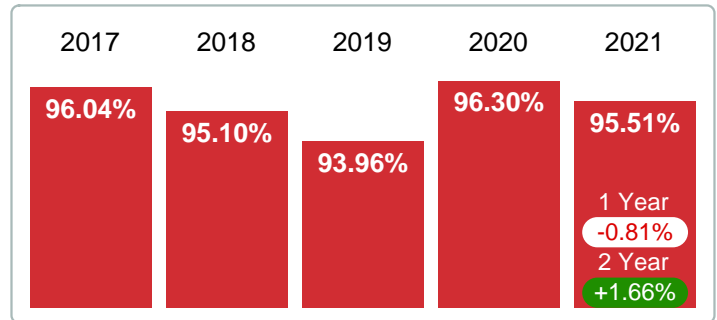
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

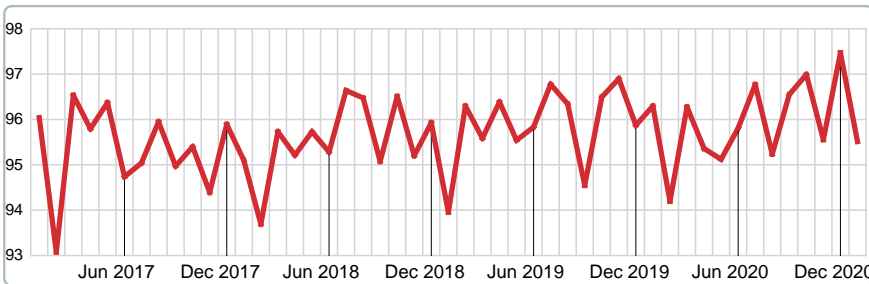
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

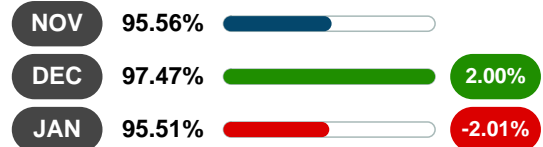


### 3 MONTHS

5 year JAN AVG = 95.38%

High Dec 2020 97.47% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.51%**  
above the 5 yr JAN average of **95.38%**



### 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
\$10,000 and less	<b>14</b>	9.40%	94.49%	93.75%	100.00%	0.00%	0.00%
\$10,001 \$40,000	<b>16</b>	10.74%	88.20%	88.20%	0.00%	0.00%	0.00%
\$40,001 \$60,000	<b>15</b>	10.07%	92.45%	93.11%	95.83%	0.00%	82.16%
\$60,001 \$130,000	<b>47</b>	31.54%	95.91%	94.81%	96.63%	97.10%	105.91%
\$130,001 \$200,000	<b>24</b>	16.11%	96.84%	95.94%	98.43%	96.22%	0.00%
\$200,001 \$310,000	<b>18</b>	12.08%	95.68%	93.25%	97.77%	91.70%	0.00%
\$310,001 and up	<b>15</b>	10.07%	96.99%	92.50%	96.98%	99.09%	93.87%
Median Sold/List Ratio		95.51%		91.55%	97.14%	96.46%	93.87%
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



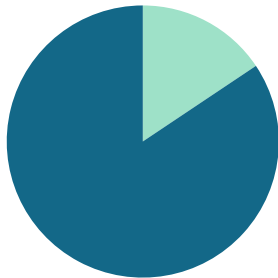
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY

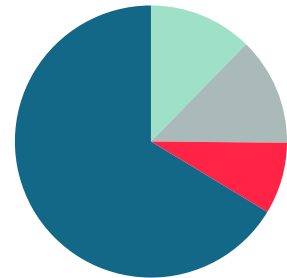


**Inventory**  
 New Listings  
**184 = 15.62%**  
 Start Inventory  
**994**  
 Total Inventory Units  
**1,178**  
 Volume  
**\$220,334,020**

### 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%
Median List Price	114,950	104,990	-8.66%	114,950	104,990	-8.66%
Median Sale Price	107,500	98,000	-8.84%	107,500	98,000	-8.84%
Median Percent of Selling Price to List Price	96.30%	95.51%	-0.81%	96.30%	95.51%	-0.81%
Median Days on Market to Sale	52.50	35.00	-33.33%	52.50	35.00	-33.33%
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

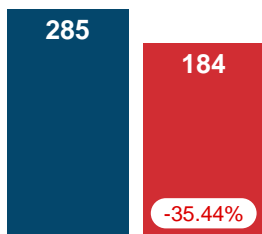
**Inventory** on January 31, 2021 = **802**

**2020** **2021**

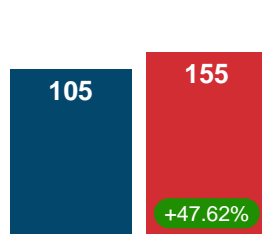
### JANUARY MARKET

### MEDIAN PRICES

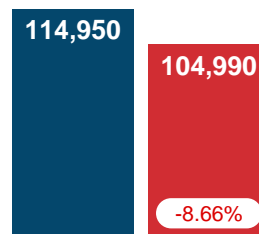
#### New Listings



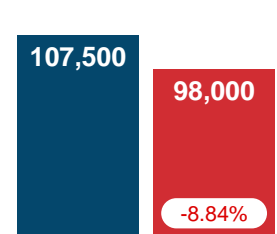
#### Pending Listings



#### List Price



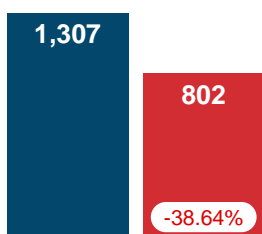
#### Sale Price



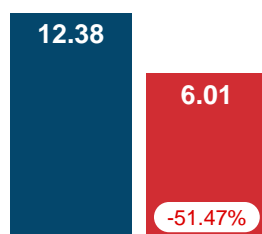
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

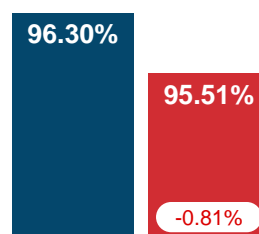
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

