

April 2021



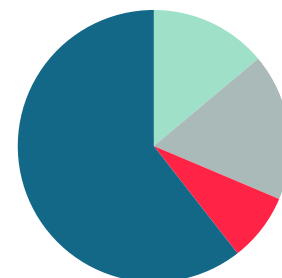
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2020 | April 2021 | +/-% |
|--|---------|------------|---------|
| Closed Listings | 128 | 153 | 19.53% |
| Pending Listings | 108 | 192 | 77.78% |
| New Listings | 276 | 232 | -15.94% |
| Average List Price | 136,569 | 181,425 | 32.84% |
| Average Sale Price | 129,293 | 171,822 | 32.89% |
| Average Percent of Selling Price to List Price | 93.29% | 95.02% | 1.85% |
| Average Days on Market to Sale | 60.66 | 63.57 | 4.79% |
| End of Month Inventory | 1,361 | 666 | -51.07% |
| Months Supply of Inventory | 12.52 | 4.73 | -62.26% |



■ Closed (13.91%)
■ Pending (17.45%)
■ Other OffMarket (8.09%)
■ Active (60.55%)

Absorption: Last 12 months, an Average of **141** Sales/Month
Active Inventory as of April 30, 2021 = **666**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **51.07%** to 666 existing homes available for sale. Over the last 12 months this area has had an average of 141 closed sales per month. This represents an unsold inventory index of **4.73** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **32.89%** in April 2021 to \$171,822 versus the previous year at \$129,293.

Average Days on Market Lengthens

The average number of **63.57** days that homes spent on the market before selling increased by 2.90 days or **4.79%** in April 2021 compared to last year's same month at **60.66** DOM.

Sales Success for April 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 232 New Listings in April 2021, down **15.94%** from last year at 276. Furthermore, there were 153 Closed Listings this month versus last year at 128, a **19.53%** increase.

Closed versus Listed trends yielded a **65.9%** ratio, up from previous year's, April 2020, at **46.4%**, a **42.20%** 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

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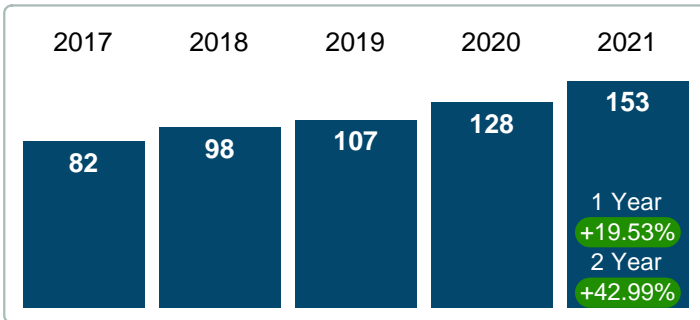
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



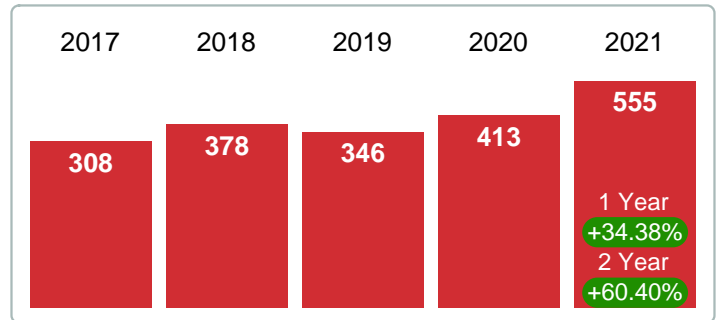
CLOSED LISTINGS

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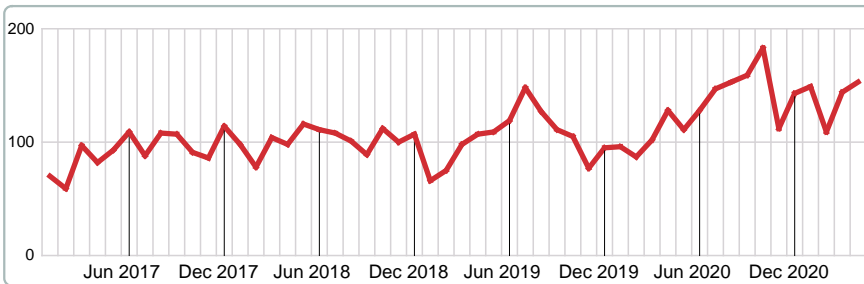
APRIL



YEAR TO DATE (YTD)

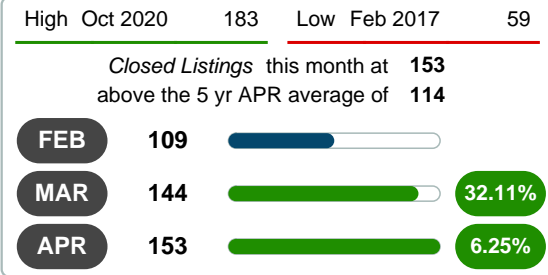


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 114



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 16 | 10.46% | 73.9 | 13 | 3 | 0 | 0 |
| \$25,001 - \$50,000 | 17 | 11.11% | 80.4 | 15 | 2 | 0 | 0 |
| \$50,001 - \$75,000 | 17 | 11.11% | 95.1 | 12 | 4 | 1 | 0 |
| \$75,001 - \$125,000 | 28 | 18.30% | 36.6 | 9 | 17 | 2 | 0 |
| \$125,001 - \$225,000 | 39 | 25.49% | 55.8 | 13 | 20 | 6 | 0 |
| \$225,001 - \$325,000 | 20 | 13.07% | 53.1 | 7 | 5 | 7 | 1 |
| \$325,001 and up | 16 | 10.46% | 81.1 | 2 | 10 | 3 | 1 |
| Total Closed Units | 153 | | | 71 | 61 | 19 | 2 |
| Total Closed Volume | 26,288,820 | 100% | 63.6 | 7.47M | 12.99M | 4.80M | 1.03M |
| Average Closed Price | \$171,822 | | | \$105,172 | \$212,878 | \$252,789 | \$516,500 |

April 2021



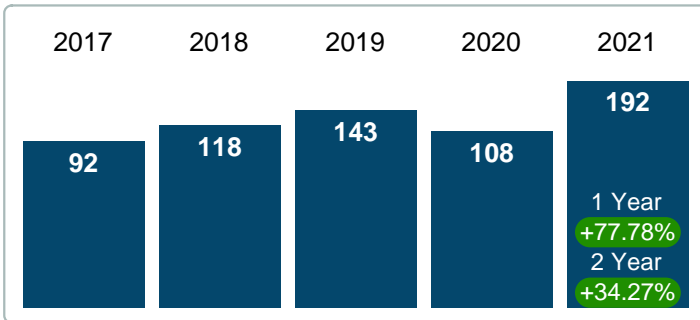
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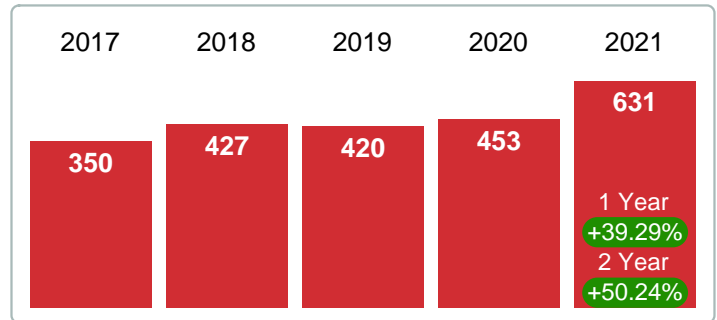
PENDING LISTINGS

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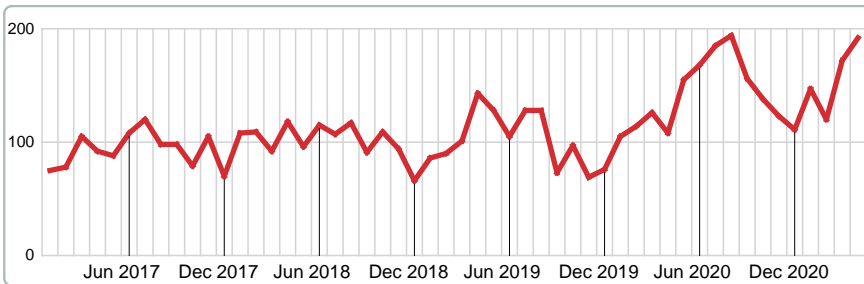
APRIL



YEAR TO DATE (YTD)

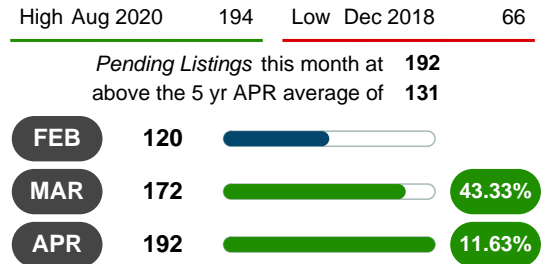


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 131



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$20,000 and less | 18 | 9.38% | 156.3 | 18 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 26 | 13.54% | 79.2 | 22 | 2 | 1 | 1 |
| \$60,001 - \$120,000 | 28 | 14.58% | 57.9 | 11 | 16 | 1 | 0 |
| \$120,001 - \$180,000 | 47 | 24.48% | 35.6 | 14 | 24 | 6 | 3 |
| \$180,001 - \$250,000 | 31 | 16.15% | 41.1 | 4 | 20 | 5 | 2 |
| \$250,001 - \$450,000 | 23 | 11.98% | 49.5 | 8 | 7 | 6 | 2 |
| \$450,001 and up | 19 | 9.90% | 55.1 | 3 | 8 | 5 | 3 |
| Total Pending Units | 192 | | | 80 | 77 | 24 | 11 |
| Total Pending Volume | 39,465,001 | 100% | 71.1 | 10.98M | 16.51M | 7.66M | 4.32M |
| Average Listing Price | \$133,065 | | | \$137,193 | \$214,457 | \$319,008 | \$392,741 |

April 2021



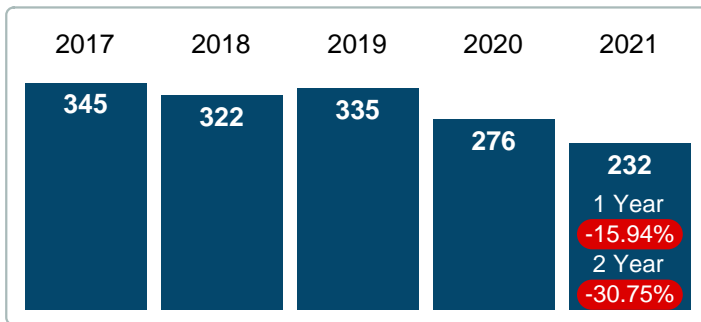
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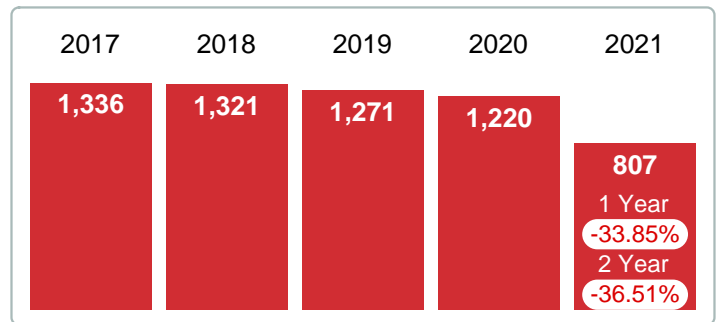
NEW LISTINGS

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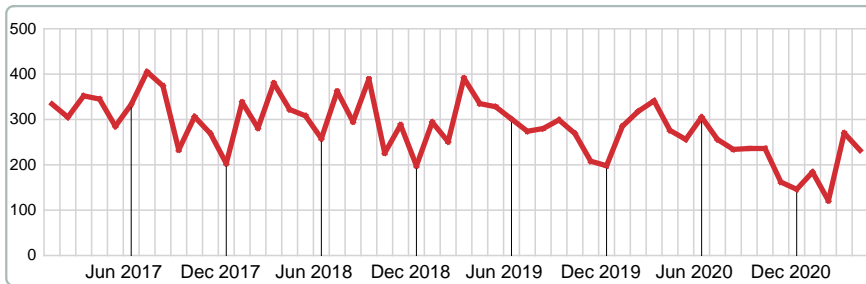
APRIL



YEAR TO DATE (YTD)

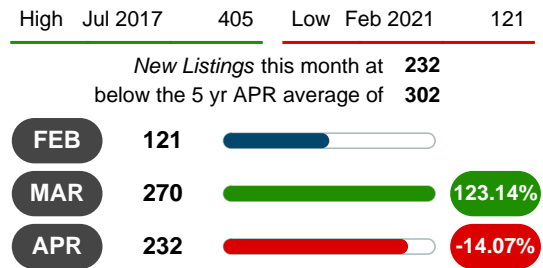


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 302



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$30,000 and less | 21 | 9.05% | 18 | 3 | 0 | 0 |
| \$30,001 - \$60,000 | 29 | 12.50% | 25 | 4 | 0 | 0 |
| \$60,001 - \$120,000 | 35 | 15.09% | 19 | 13 | 3 | 0 |
| \$120,001 - \$220,000 | 59 | 25.43% | 23 | 28 | 4 | 4 |
| \$220,001 - \$320,000 | 33 | 14.22% | 8 | 13 | 10 | 2 |
| \$320,001 - \$490,000 | 29 | 12.50% | 8 | 15 | 3 | 3 |
| \$490,001 and up | 26 | 11.21% | 13 | 6 | 4 | 3 |
| Total New Listed Units | 232 | | 114 | 82 | 24 | 12 |
| Total New Listed Volume | 67,739,542 | 100% | 36.21M | 18.95M | 8.36M | 4.21M |
| Average New Listed Listing Price | \$93,742 | | \$317,662 | \$231,111 | \$348,408 | \$351,104 |

April 2021



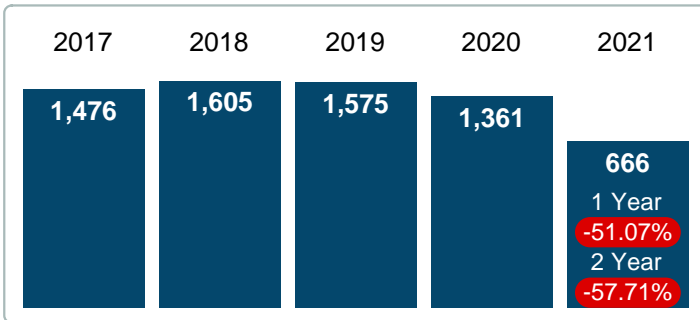
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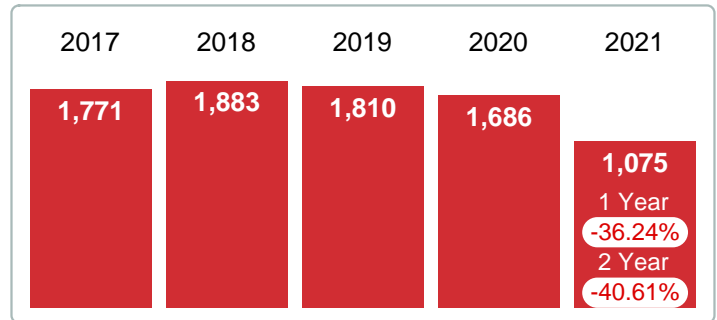
ACTIVE INVENTORY

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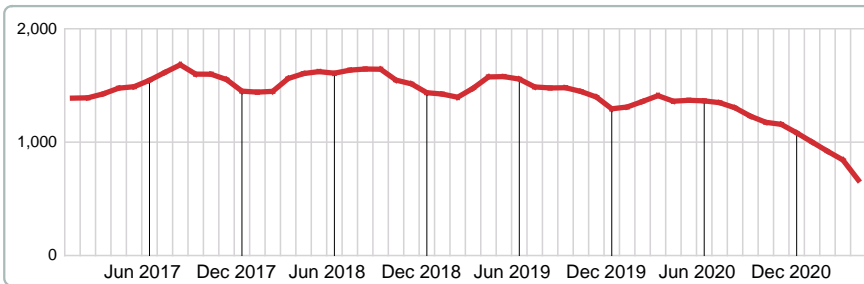
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

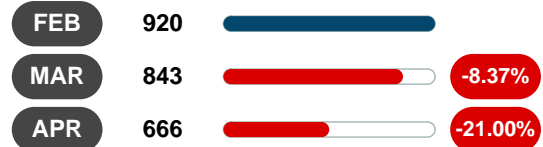


3 MONTHS

5 year APR AVG = 1,337

High Aug 2017 1,682 Low Apr 2021 666

Inventory this month at 666
 below the 5 yr APR average of 1,337



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 | 91 | 13.66% | 179.3 | 89 | 2 | 0 | 0 |
| \$25,001-\$50,000 | 132 | 19.82% | 141.7 | 120 | 11 | 1 | 0 |
| \$50,001-\$150,000 | 182 | 27.33% | 165.6 | 125 | 49 | 8 | 0 |
| \$150,001-\$250,000 | 109 | 16.37% | 102.2 | 61 | 32 | 13 | 3 |
| \$250,001-\$450,000 | 87 | 13.06% | 84.1 | 40 | 28 | 16 | 3 |
| \$450,001 and up | 65 | 9.76% | 97.3 | 40 | 10 | 9 | 6 |
| Total Active Inventory by Units | 666 | | | 475 | 132 | 47 | 12 |
| Total Active Inventory by Volume | 147,053,635 | 100% | 135.1 | 97.05M | 29.06M | 15.60M | 5.35M |
| Average Active Inventory Listing Price | \$220,801 | | | \$204,311 | \$220,138 | \$331,861 | \$445,858 |

April 2021



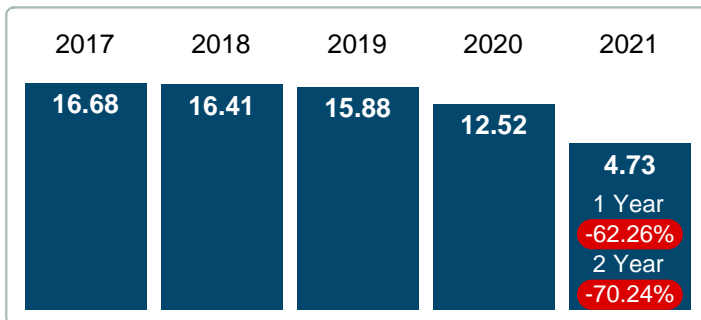
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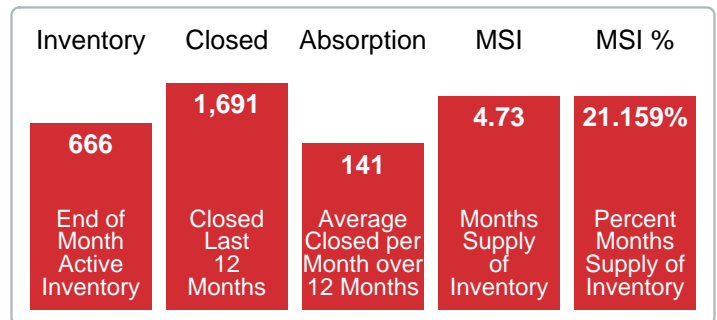
MONTHS SUPPLY of INVENTORY (MSI)

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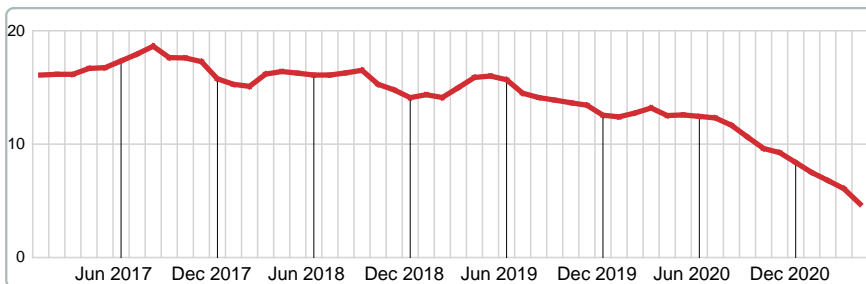
MSI FOR APRIL



INDICATORS FOR APRIL 2021

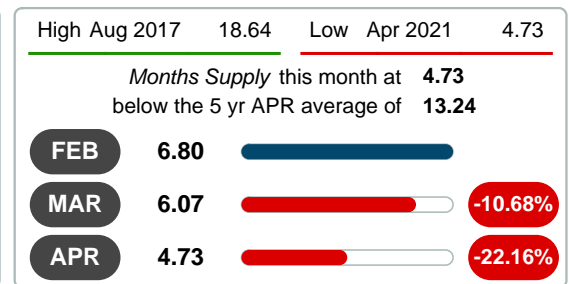


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 13.24



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 |
|---|-----|--------|------|----------|--------|--------|---------|
| \$20,000 and less | 62 | 9.31% | 5.10 | 6.43 | 0.80 | 0.00 | 0.00 |
| \$20,001 - \$30,000 | 55 | 8.26% | 8.46 | 9.71 | 3.69 | 0.00 | 0.00 |
| \$30,001 - \$60,000 | 130 | 19.52% | 7.84 | 10.73 | 2.03 | 4.00 | 0.00 |
| \$60,001 - \$160,000 | 171 | 25.68% | 3.04 | 5.09 | 1.77 | 1.52 | 0.00 |
| \$160,001 - \$250,000 | 96 | 14.41% | 4.07 | 8.53 | 2.10 | 3.20 | 4.50 |
| \$250,001 - \$450,000 | 87 | 13.06% | 5.04 | 13.71 | 3.14 | 3.69 | 2.77 |
| \$450,001 and up | 65 | 9.76% | 7.57 | 26.67 | 5.00 | 2.63 | 3.60 |
| Market Supply of Inventory (MSI) | | | 4.73 | 8.14 | 2.16 | 2.67 | 3.00 |
| Total Active Inventory by Units | | 100% | 4.73 | 475 | 132 | 47 | 12 |

April 2021



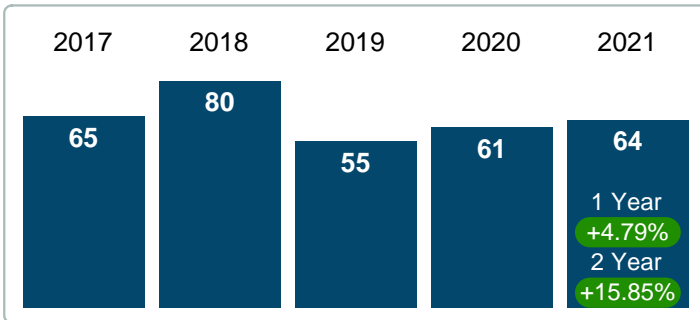
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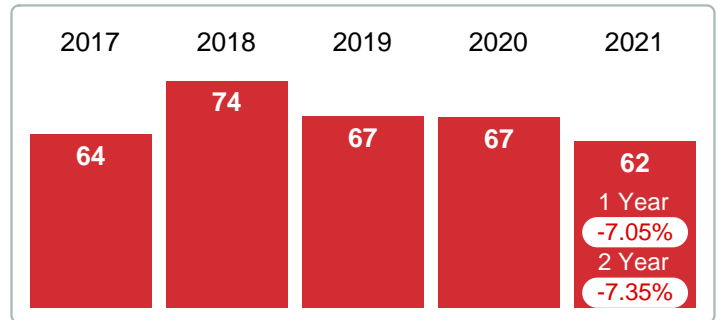
AVERAGE DAYS ON MARKET TO SALE

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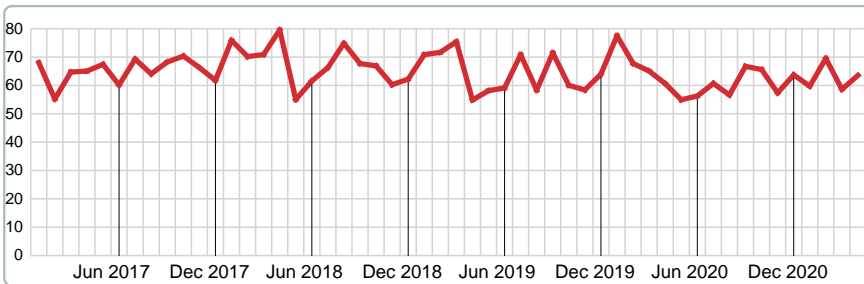
APRIL



YEAR TO DATE (YTD)

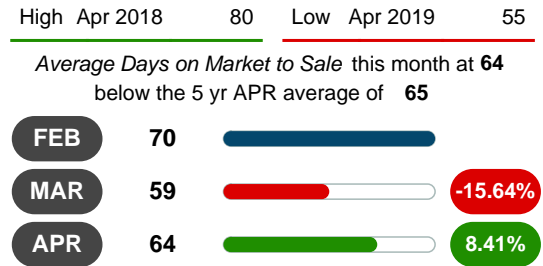


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 65



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 |
|---|-------------|-------------------|--------------|---------------|--------------|--------------|
| \$25,000 and less | 10.46% | 74 | 87 | 17 | 0 | 0 |
| \$25,001 - \$50,000 | 11.11% | 80 | 79 | 90 | 0 | 0 |
| \$50,001 - \$75,000 | 11.11% | 95 | 123 | 34 | 2 | 0 |
| \$75,001 - \$125,000 | 18.30% | 37 | 34 | 36 | 49 | 0 |
| \$125,001 - \$225,000 | 25.49% | 56 | 63 | 54 | 46 | 0 |
| \$225,001 - \$325,000 | 13.07% | 53 | 75 | 22 | 61 | 1 |
| \$325,001 and up | 10.46% | 81 | 150 | 64 | 118 | 1 |
| Average Closed DOM | | 64 | 81 | 46 | 61 | 1 |
| Total Closed Units | 100% | 64 | 71 | 61 | 19 | 2 |
| Total Closed Volume | | 26,288,820 | 7.47M | 12.99M | 4.80M | 1.03M |

April 2021



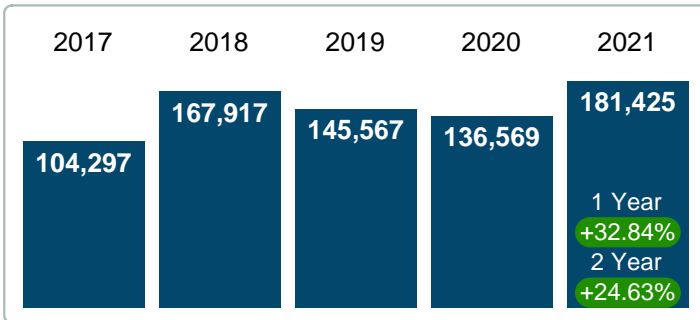
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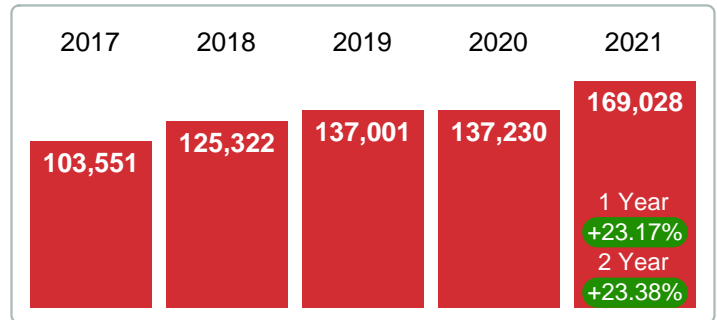
AVERAGE LIST PRICE AT CLOSING

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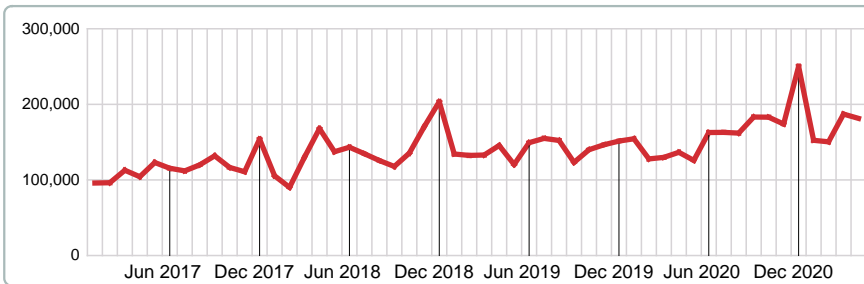
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

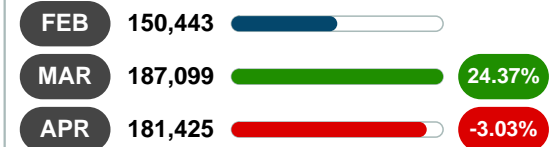


3 MONTHS

5 year APR AVG = 147,155

High Dec 2020 250,232 Low Feb 2018 90,220

Average List Price at Closing this month at **181,425**
above the 5 yr APR average of **147,155**



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$25,000 and less | 9.80% | 12,141 | 13,877 | 12,242 | 0 | 0 |
| \$25,001 - \$50,000 | 11.11% | 41,118 | 42,440 | 46,700 | 0 | 0 |
| \$50,001 - \$75,000 | 8.50% | 66,923 | 73,558 | 71,600 | 49,900 | 0 |
| \$75,001 - \$125,000 | 18.95% | 97,526 | 98,350 | 108,624 | 119,950 | 0 |
| \$125,001 - \$225,000 | 27.45% | 171,171 | 180,131 | 175,995 | 173,050 | 0 |
| \$225,001 - \$325,000 | 11.76% | 280,667 | 289,700 | 278,080 | 304,171 | 219,900 |
| \$325,001 and up | 12.42% | 575,653 | 549,500 | 650,090 | 518,000 | 799,000 |
| Average List Price | | 181,425 | 113,429 | 224,169 | 263,753 | 509,450 |
| Total Closed Units | 100% | 181,425 | 71 | 61 | 19 | 2 |
| Total Closed Volume | | 27,757,970 | 8.05M | 13.67M | 5.01M | 1.02M |

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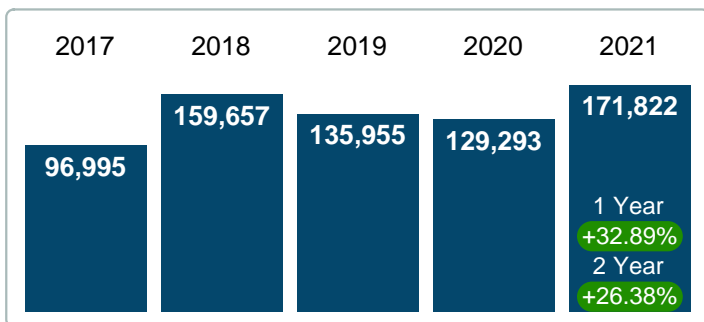
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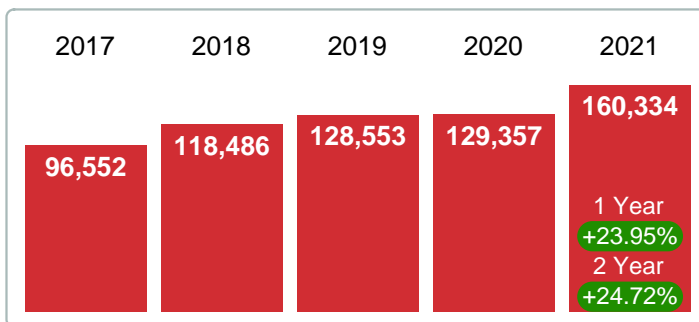
AVERAGE SOLD PRICE AT CLOSING

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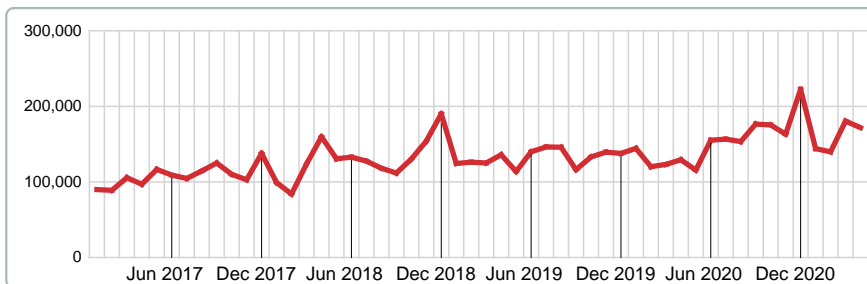
APRIL



YEAR TO DATE (YTD)

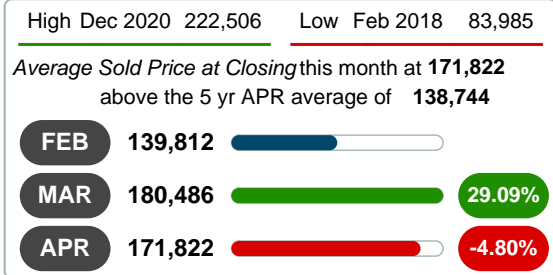


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 138,744



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$25,000 and less | 10.46% | 12,101 | 12,838 | 8,908 | 0 | 0 |
| \$25,001 - \$50,000 | 11.11% | 40,753 | 40,720 | 41,000 | 0 | 0 |
| \$50,001 - \$75,000 | 11.11% | 65,479 | 65,917 | 68,013 | 50,100 | 0 |
| \$75,001 - \$125,000 | 18.30% | 102,423 | 93,783 | 105,635 | 114,000 | 0 |
| \$125,001 - \$225,000 | 25.49% | 166,933 | 165,885 | 167,650 | 166,817 | 0 |
| \$225,001 - \$325,000 | 13.07% | 278,575 | 271,143 | 281,300 | 291,286 | 228,000 |
| \$325,001 and up | 10.46% | 583,719 | 500,000 | 604,950 | 495,000 | 805,000 |
| Average Sold Price | | 171,822 | 105,172 | 212,878 | 252,789 | 516,500 |
| Total Closed Units | 100% | 171,822 | 71 | 61 | 19 | 2 |
| Total Closed Volume | | 26,288,820 | 7.47M | 12.99M | 4.80M | 1.03M |

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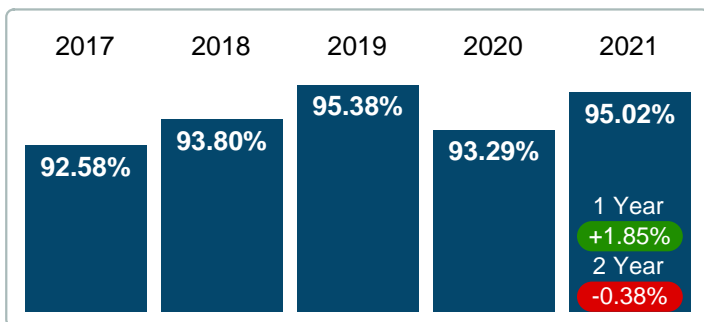
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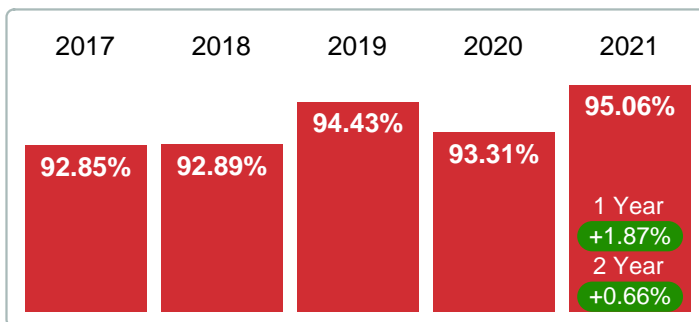
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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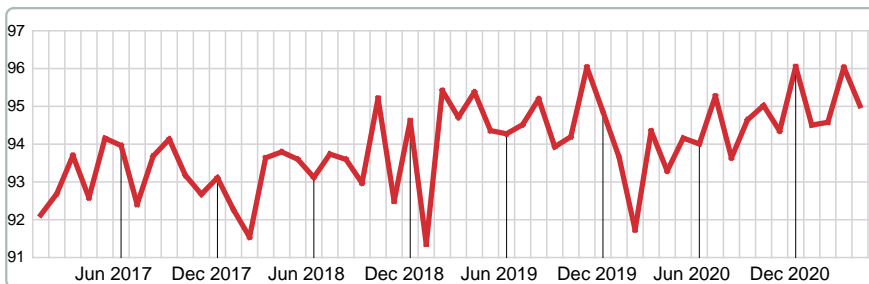
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

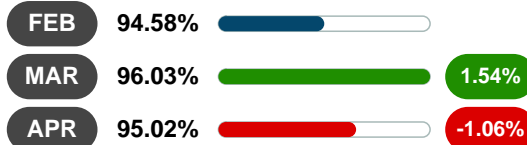


3 MONTHS

5 year APR AVG = 94.01%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **95.02%** above the 5 yr APR average of **94.01%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$25,000 and less | 16 | 10.46% | 91.89% | 92.22% | 90.48% | 0.00% | 0.00% |
| \$25,001 - \$50,000 | 17 | 11.11% | 95.19% | 96.23% | 87.39% | 0.00% | 0.00% |
| \$50,001 - \$75,000 | 17 | 11.11% | 92.10% | 90.31% | 95.40% | 100.40% | 0.00% |
| \$75,001 - \$125,000 | 28 | 18.30% | 97.38% | 96.74% | 97.99% | 95.10% | 0.00% |
| \$125,001 - \$225,000 | 39 | 25.49% | 94.58% | 92.34% | 95.45% | 96.52% | 0.00% |
| \$225,001 - \$325,000 | 20 | 13.07% | 96.72% | 93.45% | 101.36% | 95.68% | 103.68% |
| \$325,001 and up | 16 | 10.46% | 95.83% | 94.15% | 95.58% | 96.14% | 100.75% |
| Average Sold/List Ratio | | 95.00% | | 93.52% | 96.15% | 96.21% | 102.22% |
| Total Closed Units | | 153 | 100% | 71 | 61 | 19 | 2 |
| Total Closed Volume | | 26,288,820 | | 7.47M | 12.99M | 4.80M | 1.03M |

April 2021



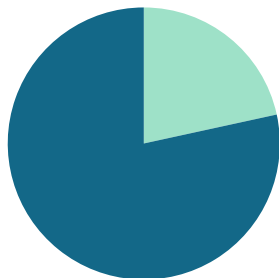
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

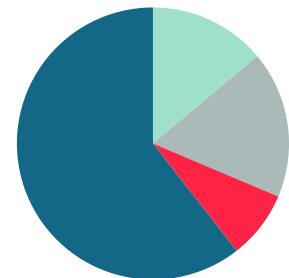


Inventory
 New Listings
232 = 21.58%
 Start Inventory
843
 Total Inventory Units
1,075
 Volume
\$248,545,824

Market Activity

Closed Sales
153 = 13.91%
 Pending Sales
192 = 17.45%
 Other Off Market
89 = 8.09%
 Active Inventory
666 = 60.55%

MARKET ACTIVITY



| Compared Metrics | April | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 128 | 153 | 19.53% | 413 | 555 | 34.38% |
| Pending Sales | 108 | 192 | 77.78% | 453 | 631 | 39.29% |
| New Listings | 276 | 232 | -15.94% | 1,220 | 807 | -33.85% |
| Average List Price | 136,569 | 181,425 | 32.84% | 137,230 | 169,028 | 23.17% |
| Average Sale Price | 129,293 | 171,822 | 32.89% | 129,357 | 160,334 | 23.95% |
| Average Percent of Selling Price to List Price | 93.29% | 95.02% | 1.85% | 93.31% | 95.06% | 1.87% |
| Average Days on Market to Sale | 60.66 | 63.57 | 4.79% | 67.16 | 62.43 | -7.05% |
| Monthly Inventory | 1,361 | 666 | -51.07% | 1,361 | 666 | -51.07% |
| Months Supply of Inventory | 12.52 | 4.73 | -62.26% | 12.52 | 4.73 | -62.26% |

Absorption: Last 12 months, an Average of **141** Sales/Month

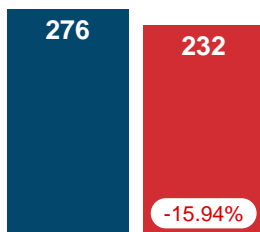
Inventory on April 30, 2021 = **666**

2020 **2021**

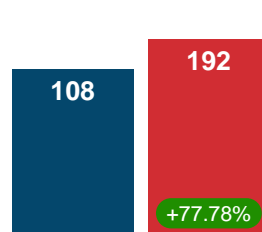
APRIL MARKET

AVERAGE PRICES

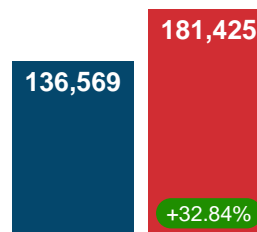
New Listings



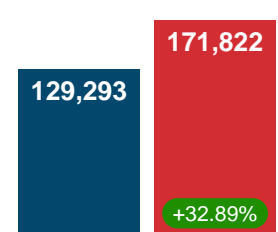
Pending Listings



List Price



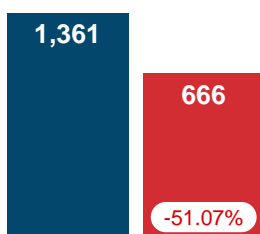
Sale Price



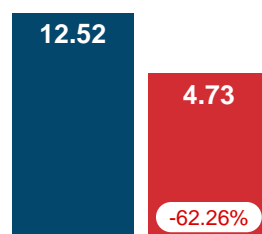
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

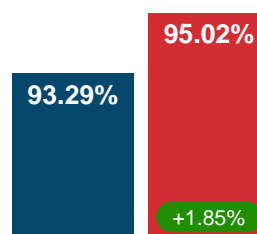
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

