

April 2021



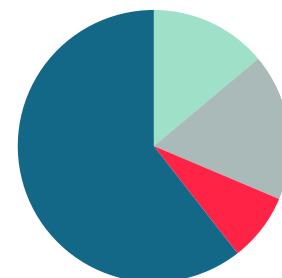
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	97,350	130,000	33.54%
Median Sale Price	91,500	125,000	36.61%
Median Percent of Selling Price to List Price	95.36%	96.61%	1.31%
Median Days on Market to Sale	45.00	36.00	-20.00%
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.

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 **36.61%** in April 2021 to \$125,000 versus the previous year at \$91,500.

Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 9.00 days or **20.00%** in April 2021 compared to last year's same month at **45.00** DOM.

Sales Success for April 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 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.

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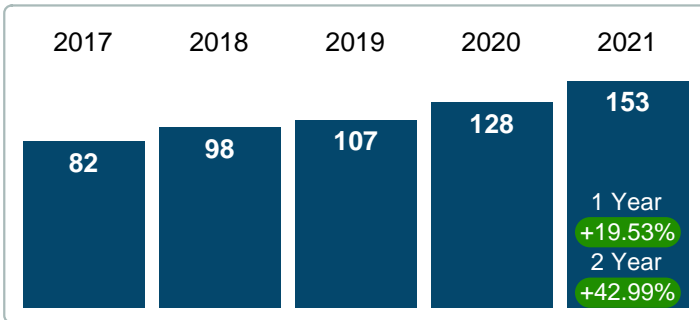
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



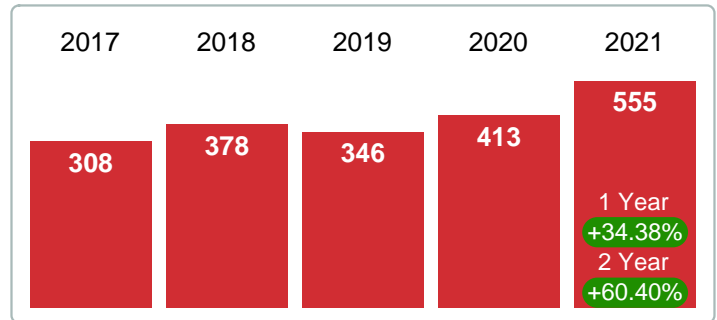
CLOSED LISTINGS

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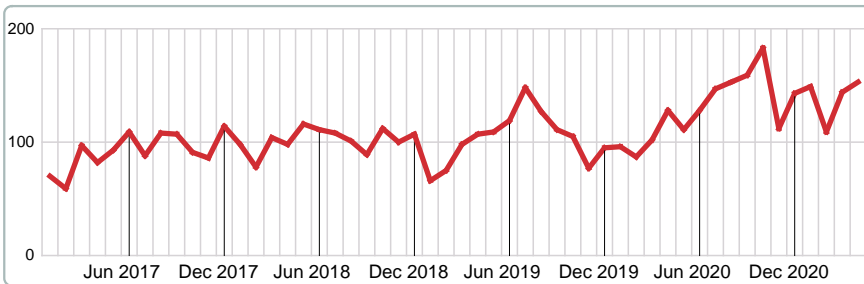
APRIL



YEAR TO DATE (YTD)

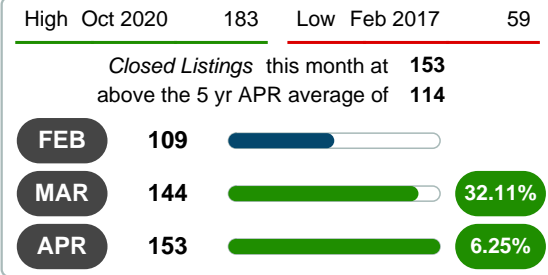


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 114



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	13	8.50%	29.0	11	2	0	0
\$20,001 - \$50,000	20	13.07%	23.0	17	3	0	0
\$50,001 - \$80,000	21	13.73%	56.0	15	5	1	0
\$80,001 - \$140,000	39	25.49%	19.0	12	23	4	0
\$140,001 - \$230,000	25	16.34%	39.0	7	13	4	1
\$230,001 - \$330,000	19	12.42%	16.0	7	5	7	0
\$330,001 and up	16	10.46%	45.5	2	10	3	1
Total Closed Units	153			71	61	19	2
Total Closed Volume	26,288,820	100%	36.0	7.47M	12.99M	4.80M	1.03M
Median Closed Price	\$125,000			\$68,000	\$135,000	\$245,000	\$516,500

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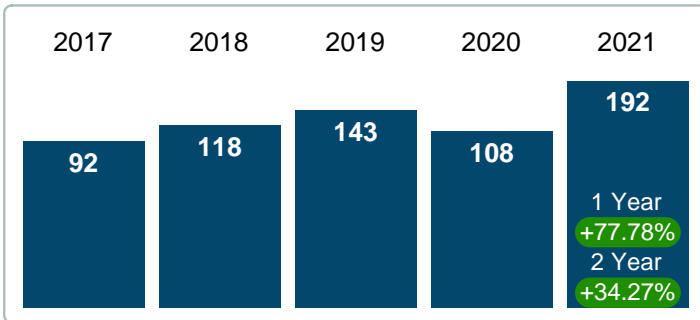
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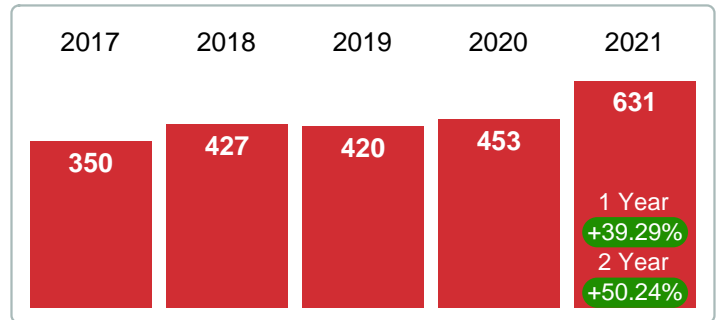
PENDING LISTINGS

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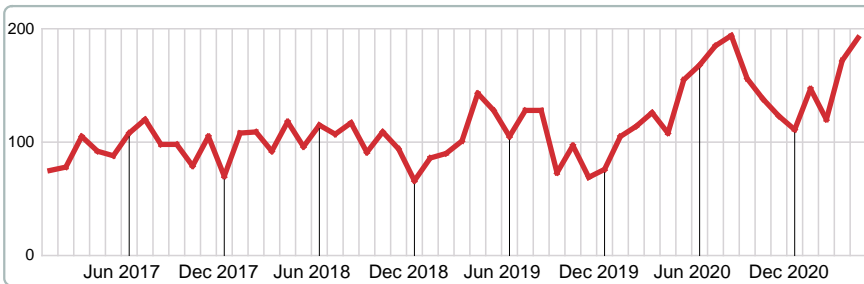
APRIL



YEAR TO DATE (YTD)

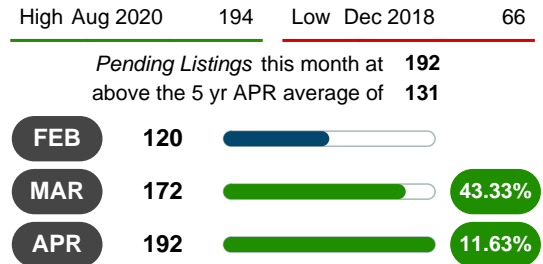


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 131



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	45.5	0	0	0	0
\$1-\$50,000	38	19.79%	106.0	35	2	0	1
\$50,001-\$100,000	26	13.54%	22.0	14	10	2	0
\$100,001-\$175,000	52	27.08%	16.0	16	28	5	3
\$175,001-\$250,000	34	17.71%	20.5	4	22	6	2
\$250,001-\$450,000	23	11.98%	11.0	8	7	6	2
\$450,001 and up	19	9.90%	17.0	3	8	5	3
Total Pending Units	192			80	77	24	11
Total Pending Volume	39,465,001	100%	22.0	10.98M	16.51M	7.66M	4.32M
Median Listing Price	\$152,450			\$62,450	\$172,500	\$239,750	\$249,900

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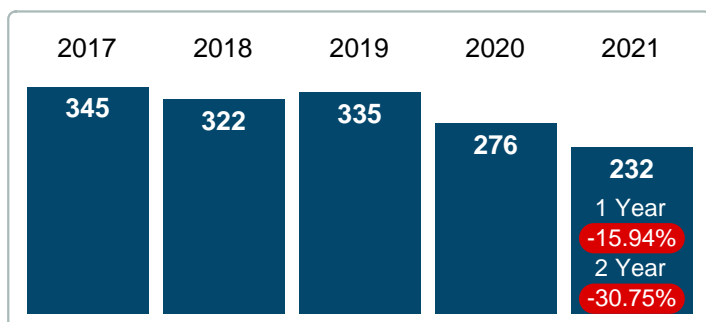
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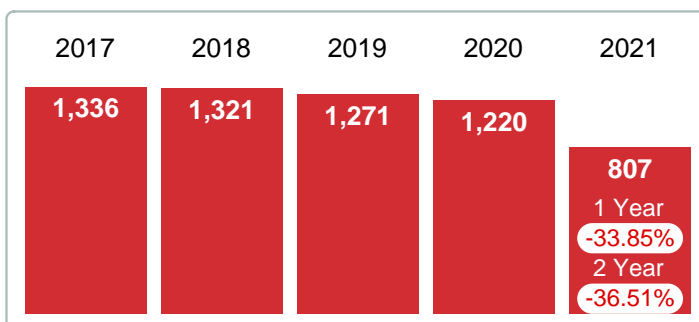
NEW LISTINGS

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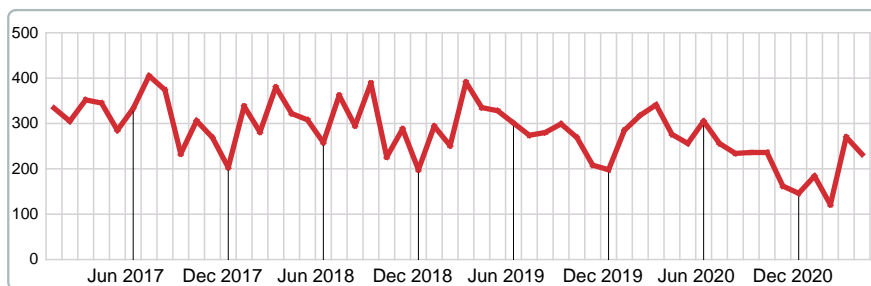
APRIL



YEAR TO DATE (YTD)

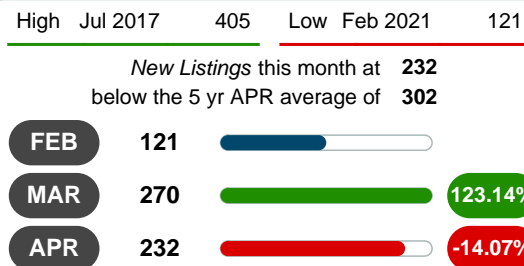


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	18	7.76%	16	2	0	0
\$25,001 - \$50,000	26	11.21%	23	3	0	0
\$50,001 - \$125,000	47	20.26%	27	17	3	0
\$125,001 - \$225,000	58	25.00%	20	30	4	4
\$225,001 - \$325,000	31	13.36%	7	11	10	3
\$325,001 - \$475,000	25	10.78%	8	12	3	2
\$475,001 and up	27	11.64%	13	7	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
Median New Listed Listing Price	\$164,700		\$99,500	\$187,450	\$254,450	\$291,976

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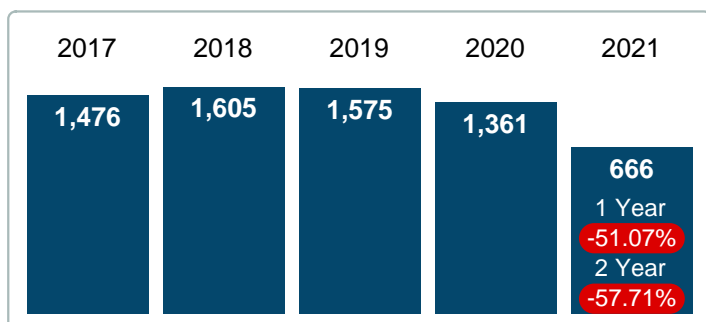
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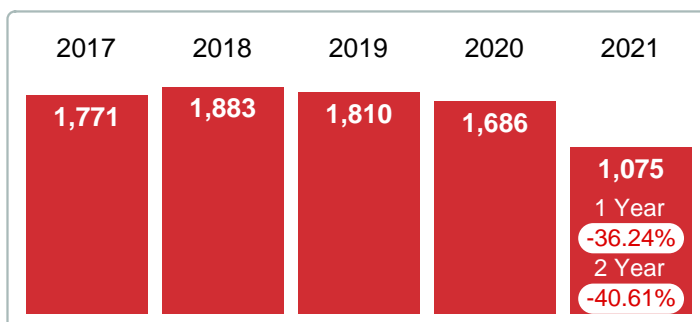
ACTIVE INVENTORY

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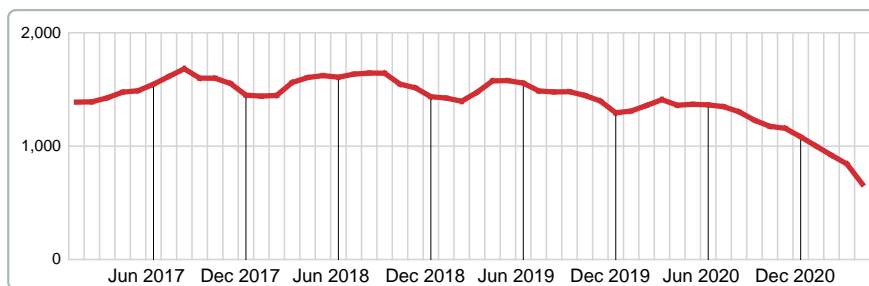
END OF APRIL



ACTIVE DURING APRIL

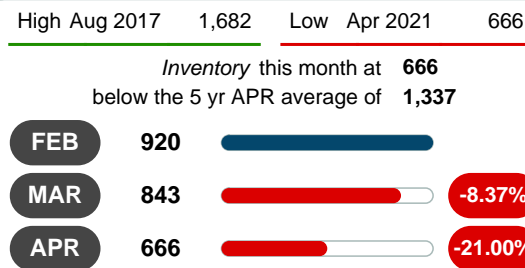


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,337



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	62	9.31%	167.5	60	2	0	0	
\$20,001 - \$30,000	55	8.26%	130.0	51	4	0	0	
\$30,001 - \$60,000	130	19.52%	120.0	118	10	2	0	
\$60,001 - \$160,000	171	25.68%	68.0	112	51	8	0	
\$160,001 - \$250,000	96	14.41%	63.5	54	27	12	3	
\$250,001 - \$450,000	87	13.06%	46.0	40	28	16	3	
\$450,001 and up	65	9.76%	65.0	40	10	9	6	
Total Active Inventory by Units		666		475	132	47	12	
Total Active Inventory by Volume		147,053,635	100%	94.0	97.05M	29.06M	15.60M	5.35M
Median Active Inventory Listing Price		\$100,000			\$67,000	\$159,950	\$269,000	\$452,450

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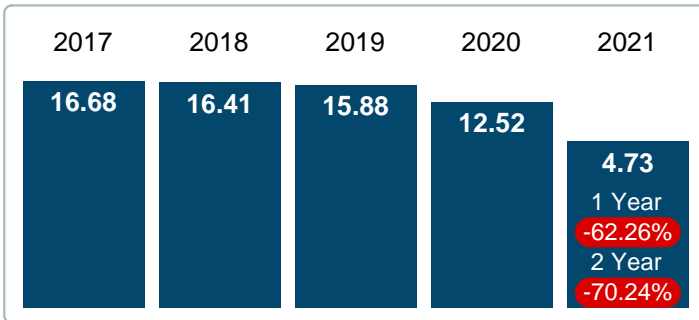
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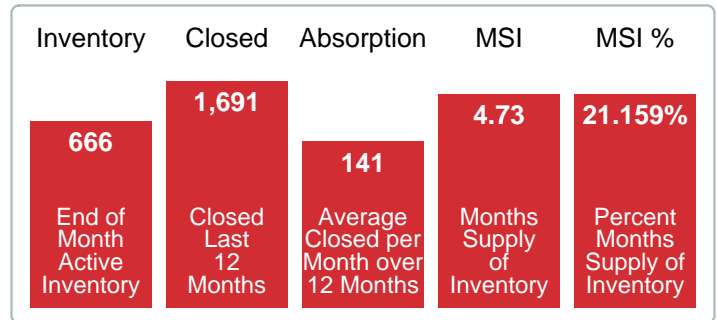
MONTHS SUPPLY of INVENTORY (MSI)

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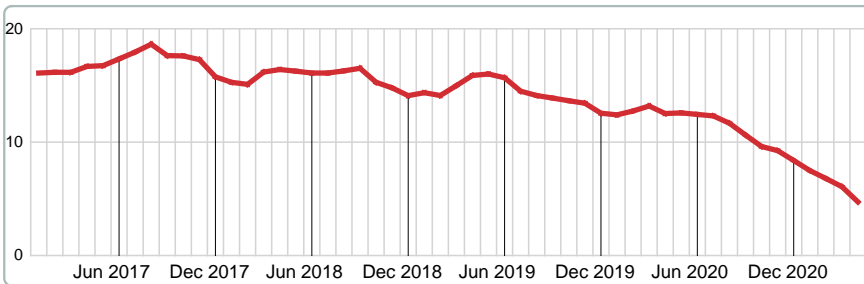
MSI FOR APRIL



INDICATORS FOR APRIL 2021

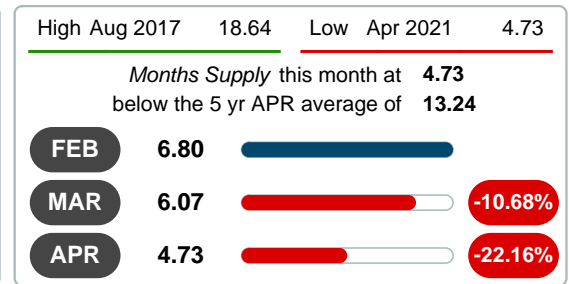


5 YEAR MARKET ACTIVITY TRENDS



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	9.31%	5.10	6.43	0.80	0.00	0.00
\$20,001 - \$30,000	8.26%	8.46	9.71	3.69	0.00	0.00
\$30,001 - \$60,000	19.52%	7.84	10.73	2.03	4.00	0.00
\$60,001 - \$160,000	25.68%	3.04	5.09	1.77	1.52	0.00
\$160,001 - \$250,000	14.41%	4.07	8.53	2.10	3.20	4.50
\$250,001 - \$450,000	13.06%	5.04	13.71	3.14	3.69	2.77
\$450,001 and up	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		666	475	132	47	12

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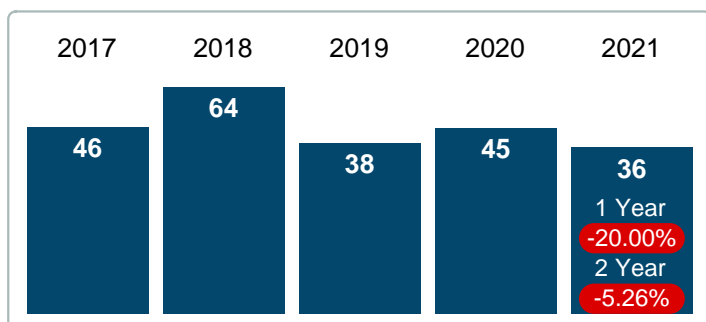
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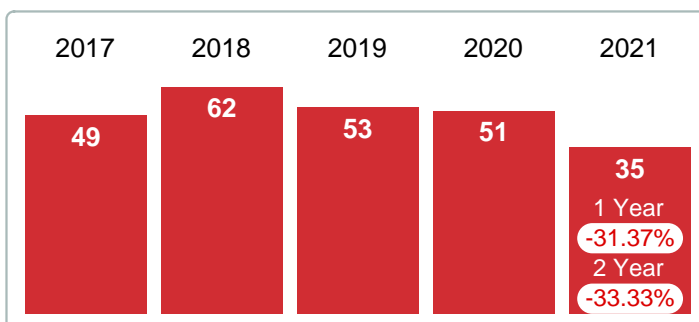
MEDIAN DAYS ON MARKET TO SALE

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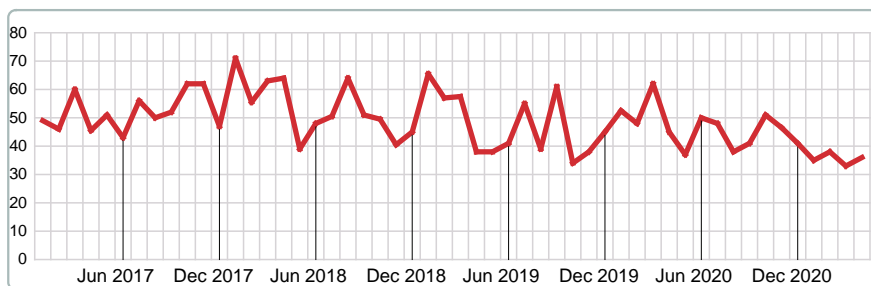
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 46

High Jan 2018 71 Low Mar 2021 33

Median Days on Market to Sale this month at 36 below the 5 yr APR average of 46



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8.50%	29	42	13	0	0
\$20,001 - \$50,000	13.07%	23	20	26	0	0
\$50,001 - \$80,000	13.73%	56	78	55	2	0
\$80,001 - \$140,000	25.49%	19	14	22	59	0
\$140,001 - \$230,000	16.34%	39	119	39	10	1
\$230,001 - \$330,000	12.42%	16	29	12	17	0
\$330,001 and up	10.46%	46	150	46	163	1
Median Closed DOM		36	42	26	19	1
Total Closed Units	100%	36.0	71	61	19	2
Total Closed Volume		26,288,820	7.47M	12.99M	4.80M	1.03M

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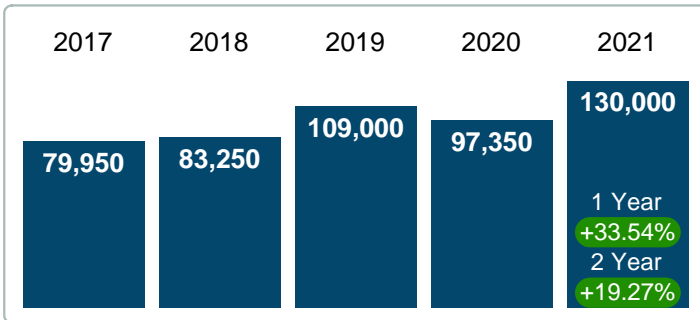
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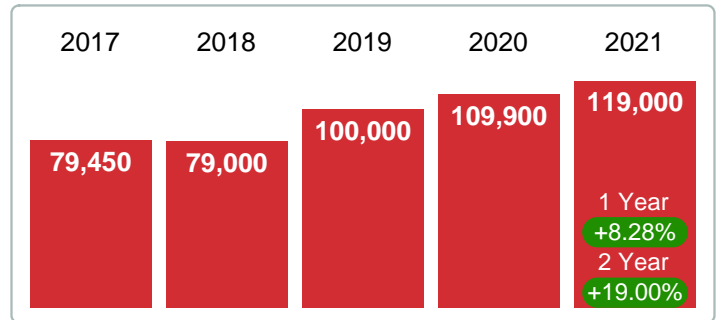
MEDIAN LIST PRICE AT CLOSING

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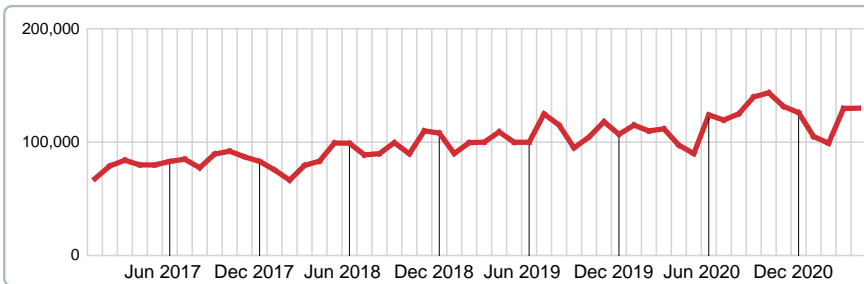
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

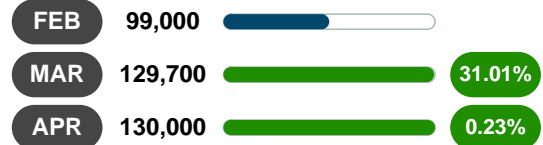


3 MONTHS

5 year APR AVG = 99,910

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

Median List Price at Closing this month at **130,000** above the 5 yr APR average of **99,910**



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	7.84%	11,250	13,750	863	0	0
\$20,001 - \$50,000	13.07%	38,700	39,900	36,250	49,900	0
\$50,001 - \$80,000	14.38%	75,000	75,000	75,000	0	0
\$80,001 - \$140,000	18.95%	115,000	115,000	114,000	124,900	0
\$140,001 - \$230,000	21.57%	179,900	189,000	172,250	184,000	219,900
\$230,001 - \$330,000	13.73%	289,900	295,000	249,500	309,900	0
\$330,001 and up	10.46%	479,000	549,500	459,000	590,000	799,000
Median List Price		130,000	75,000	148,000	260,000	509,450
Total Closed Units	100%	130,000	71	61	19	2
Total Closed Volume		27,757,970	8.05M	13.67M	5.01M	1.02M

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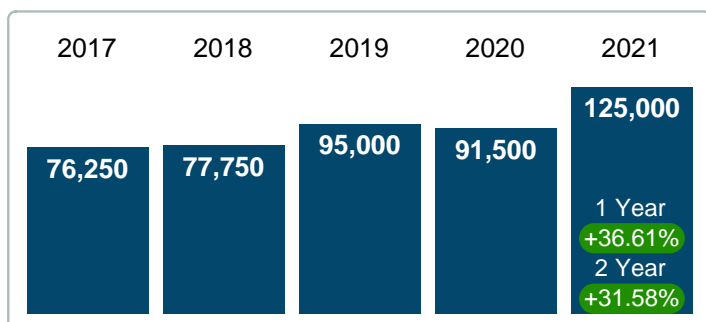
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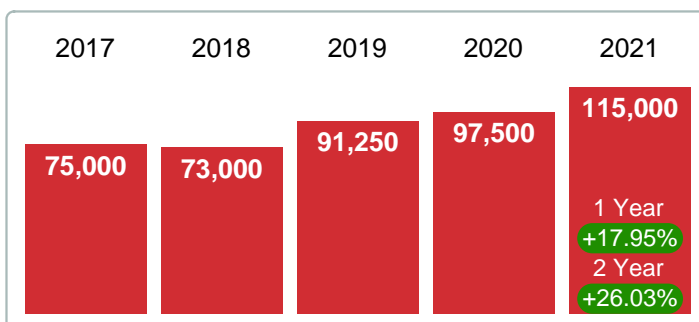
MEDIAN SOLD PRICE AT CLOSING

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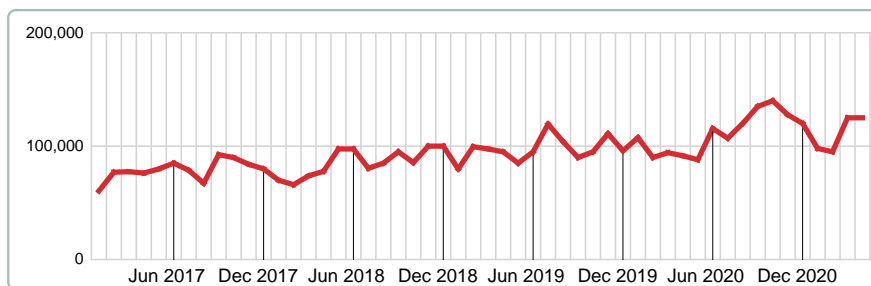
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

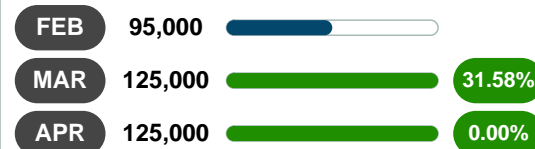


3 MONTHS

5 year APR AVG = 93,100

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

Median Sold Price at Closing this month at 125,000 above the 5 yr APR average of 93,100



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	8.50%	11,500	12,000	863	0	0
\$20,001 - \$50,000	13.07%	37,450	39,900	32,000	0	0
\$50,001 - \$80,000	13.73%	68,000	68,000	71,550	50,100	0
\$80,001 - \$140,000	25.49%	117,000	122,500	115,000	124,250	0
\$140,001 - \$230,000	16.34%	190,000	200,000	190,000	185,000	228,000
\$230,001 - \$330,000	12.42%	285,000	275,000	285,000	295,000	0
\$330,001 and up	10.46%	455,000	500,000	442,500	550,000	805,000
Median Sold Price		125,000	68,000	135,000	245,000	516,500
Total Closed Units	100%	153	71	61	19	2
Total Closed Volume		26,288,820	7.47M	12.99M	4.80M	1.03M

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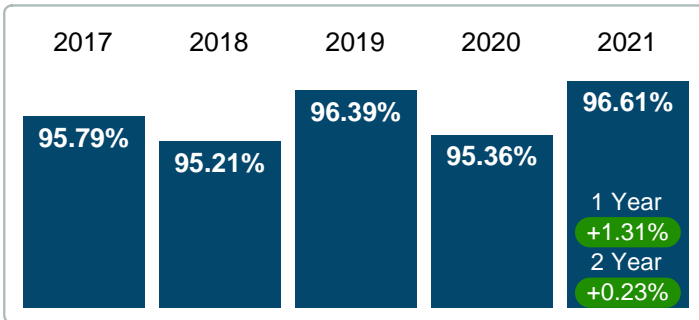
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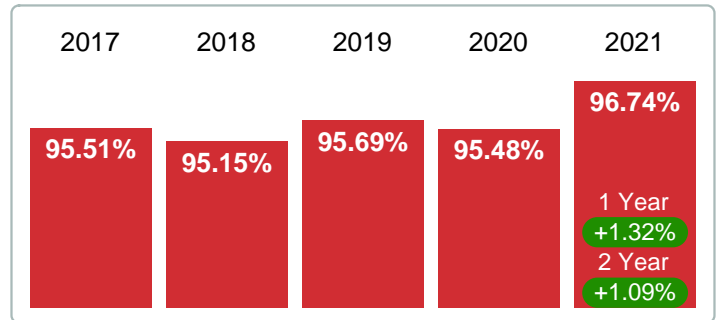
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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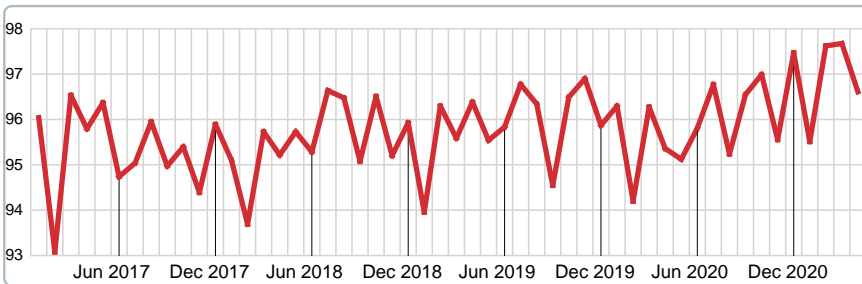
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

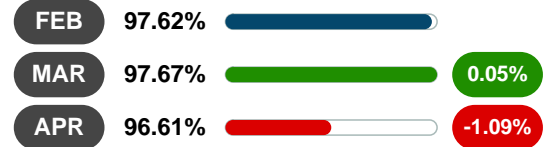


3 MONTHS

5 year APR AVG = 95.87%

High Mar 2021 97.67% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.61%**
above the 5 yr APR average of **95.87%**



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	13	8.50%	95.24%	93.33%	100.00%	0.00%	0.00%
\$20,001 \$50,000	20	13.07%	100.00%	100.00%	85.33%	0.00%	0.00%
\$50,001 \$80,000	21	13.73%	95.53%	91.82%	100.00%	100.40%	0.00%
\$80,001 \$140,000	39	25.49%	96.52%	98.25%	96.93%	95.10%	0.00%
\$140,001 \$230,000	25	16.34%	96.67%	93.02%	97.78%	99.67%	103.68%
\$230,001 \$330,000	19	12.42%	95.19%	93.85%	101.80%	95.03%	0.00%
\$330,001 and up	16	10.46%	96.32%	94.15%	95.08%	96.61%	100.75%
Median Sold/List Ratio		96.61%		94.44%	97.52%	96.52%	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



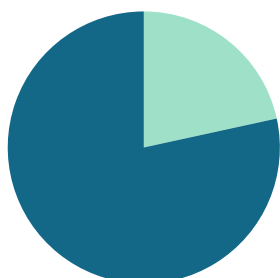
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

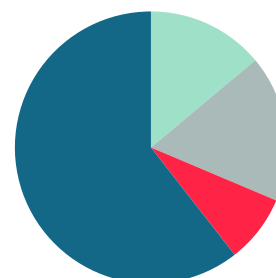


Inventory
 New Listings
232 = 21.58%
 Start Inventory
843
 Total Inventory Units
1,075
 Volume
\$248,545,824

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%
Median List Price	97,350	130,000	33.54%	109,900	119,000	8.28%
Median Sale Price	91,500	125,000	36.61%	97,500	115,000	17.95%
Median Percent of Selling Price to List Price	95.36%	96.61%	1.31%	95.48%	96.74%	1.32%
Median Days on Market to Sale	45.00	36.00	-20.00%	51.00	35.00	-31.37%
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

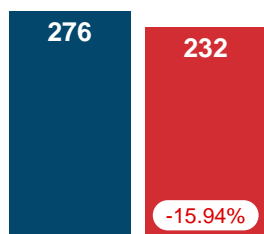
Inventory on April 30, 2021 = **666**

2020 **2021**

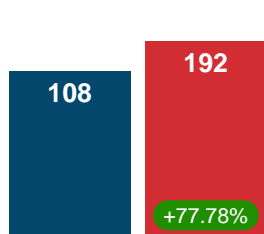
APRIL MARKET

MEDIAN PRICES

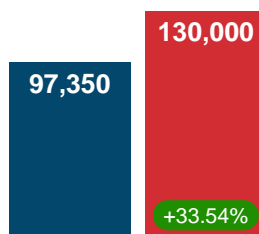
New Listings



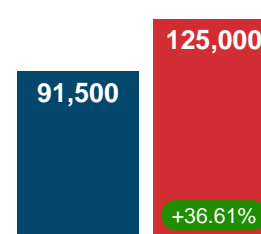
Pending Listings



List Price



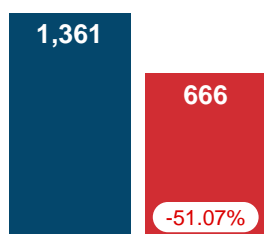
Sale Price



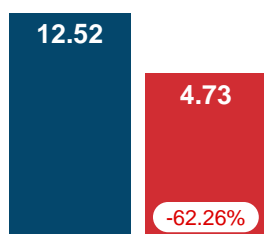
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

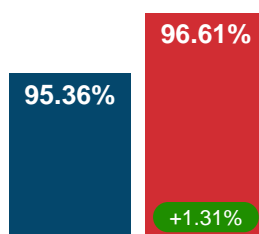
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

