

March 2021



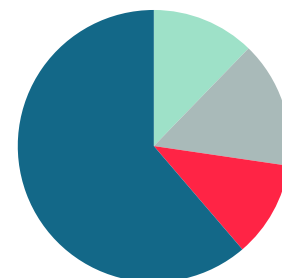
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	102	144	41.18%
Pending Listings	126	177	40.48%
New Listings	341	270	-20.82%
Average List Price	129,875	187,099	44.06%
Average Sale Price	123,142	180,486	46.57%
Average Percent of Selling Price to List Price	94.35%	96.03%	1.78%
Average Days on Market to Sale	65.07	58.64	-9.88%
End of Month Inventory	1,410	720	-48.94%
Months Supply of Inventory	13.19	5.19	-60.65%



■ Closed (12.26%)
■ Pending (15.06%)
■ Other OffMarket (11.40%)
■ Active (61.28%)

Absorption: Last 12 months, an Average of **139** Sales/Month
Active Inventory as of March 31, 2021 = **720**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **48.94%** to 720 existing homes available for sale. Over the last 12 months this area has had an average of 139 closed sales per month. This represents an unsold inventory index of **5.19** 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 **46.57%** in March 2021 to \$180,486 versus the previous year at \$123,142.

Average Days on Market Shortens

The average number of **58.64** days that homes spent on the market before selling decreased by 6.43 days or **9.88%** in March 2021 compared to last year's same month at **65.07** DOM.

Sales Success for March 2021 is Positive

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

There were 270 New Listings in March 2021, down **20.82%** from last year at 341. Furthermore, there were 144 Closed Listings this month versus last year at 102, a **41.18%** increase.

Closed versus Listed trends yielded a **53.3%** ratio, up from previous year's, March 2020, at **29.9%**, a **78.30%** 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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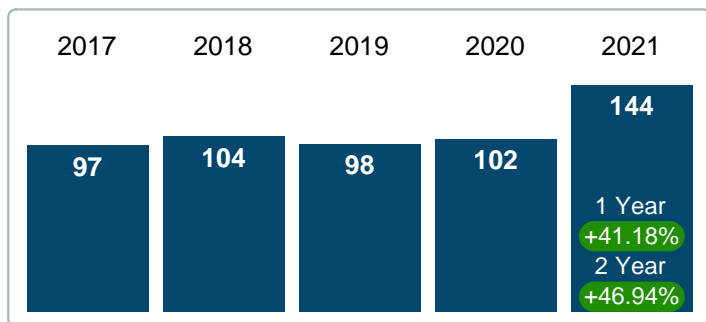
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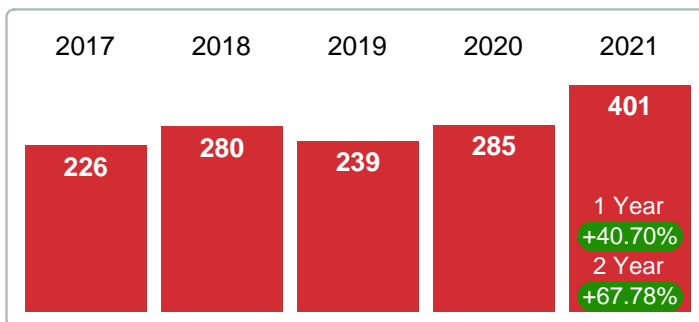
CLOSED LISTINGS

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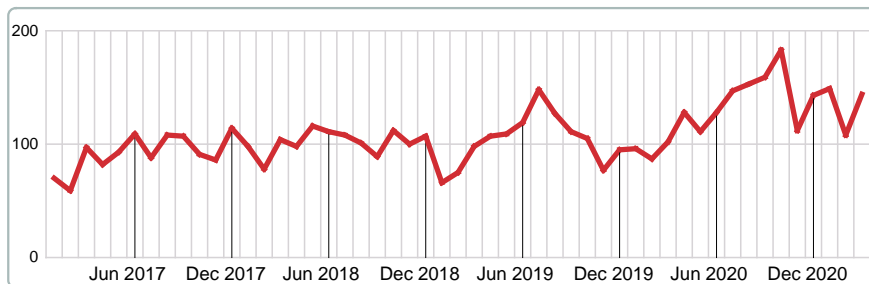
MARCH



YEAR TO DATE (YTD)

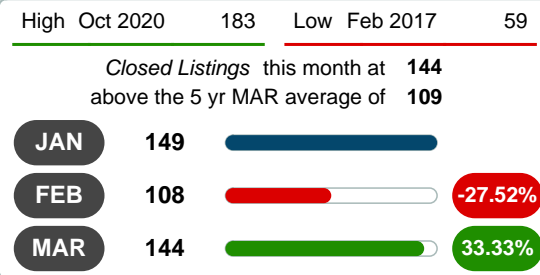


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 109



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	10	6.94%	52.0	8	2	0	0
\$25,001 - \$50,000	15	10.42%	32.3	10	4	1	0
\$50,001 - \$75,000	17	11.81%	43.3	9	7	1	0
\$75,001 - \$150,000	42	29.17%	91.4	17	22	3	0
\$150,001 - \$225,000	29	20.14%	35.7	7	19	3	0
\$225,001 - \$400,000	16	11.11%	61.1	3	3	7	3
\$400,001 and up	15	10.42%	57.1	0	7	2	6
Total Closed Units	144			54	64	17	9
Total Closed Volume	25,989,974	100%	58.6	5.10M	11.93M	4.20M	4.76M
Average Closed Price	\$180,486			\$94,447	\$186,385	\$247,106	\$528,933

March 2021



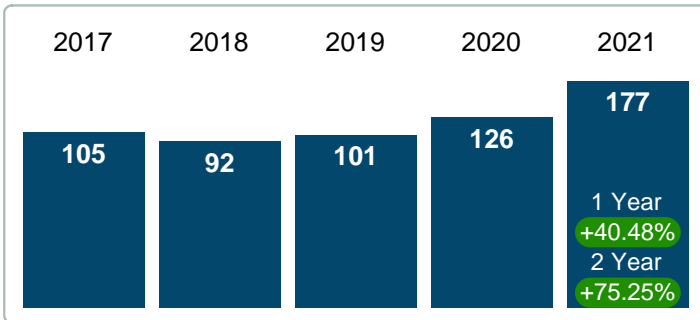
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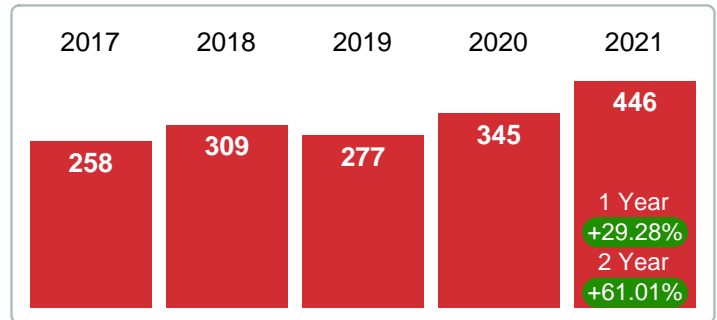
PENDING LISTINGS

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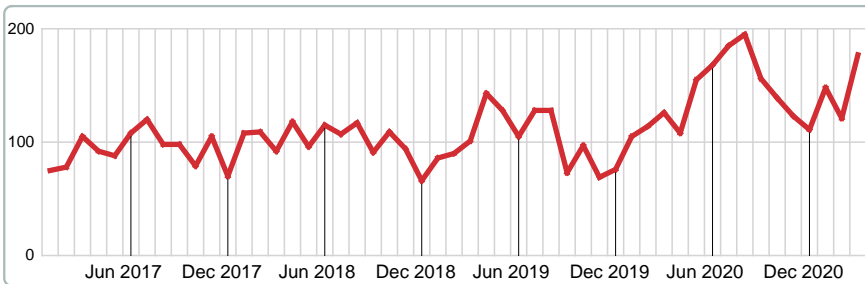
MARCH



YEAR TO DATE (YTD)

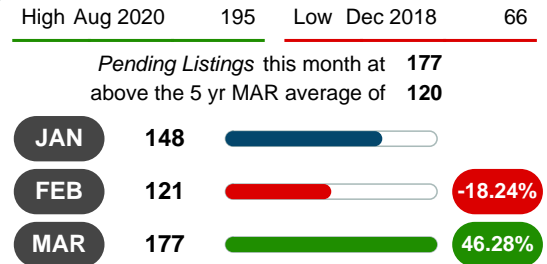


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 120



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	5.08%	82.7	9	0	0	0
\$25,001 - \$50,000	17	9.60%	101.2	15	2	0	0
\$50,001 - \$100,000	34	19.21%	48.1	16	14	4	0
\$100,001 - \$175,000	46	25.99%	71.8	11	32	3	0
\$175,001 - \$250,000	28	15.82%	31.0	6	16	5	1
\$250,001 - \$425,000	27	15.25%	25.5	4	11	10	2
\$425,001 and up	16	9.04%	76.7	2	9	4	1
Total Pending Units	177			63	84	26	4
Total Pending Volume	35,000,298	100%	50.1	7.86M	18.03M	7.43M	1.68M
Average Listing Price	\$169,829			\$124,719	\$214,586	\$285,958	\$420,725

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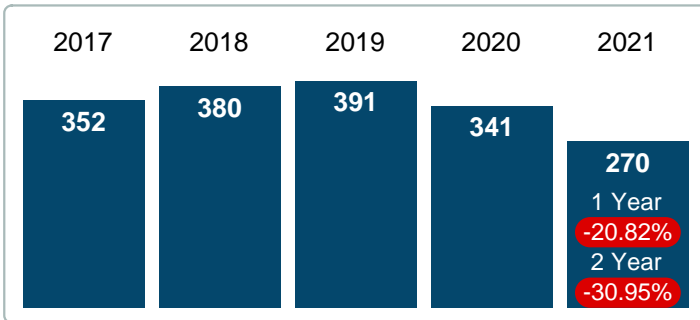
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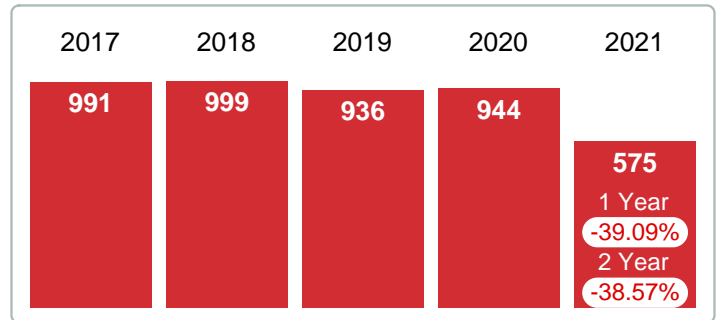
NEW LISTINGS

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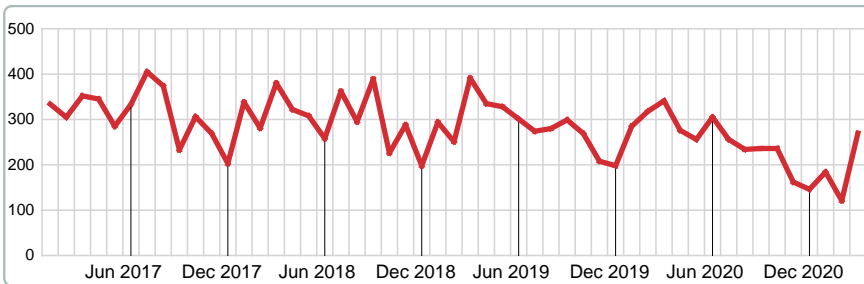
MARCH



YEAR TO DATE (YTD)

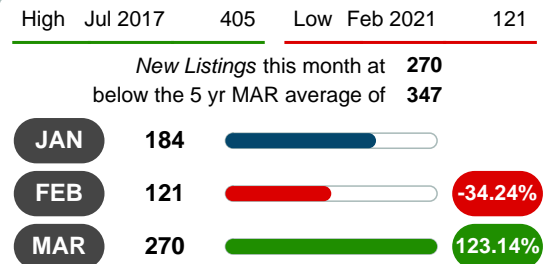


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 347



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	24	8.89%	22	2	0	0
\$25,001 - \$50,000	29	10.74%	25	4	0	0
\$50,001 - \$100,000	49	18.15%	23	23	3	0
\$100,001 - \$175,000	54	20.00%	17	30	7	0
\$175,001 - \$275,000	54	20.00%	15	29	6	4
\$275,001 - \$425,000	33	12.22%	11	12	10	0
\$425,001 and up	27	10.00%	11	9	4	3
Total New Listed Units	270		124	109	30	7
Total New Listed Volume	56,092,385	100%	23.53M	21.48M	8.43M	2.66M
Average New Listed Listing Price	\$193,222		\$189,759	\$197,045	\$280,889	\$379,686

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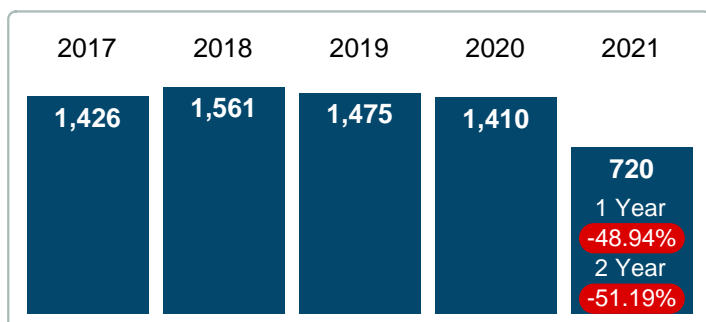
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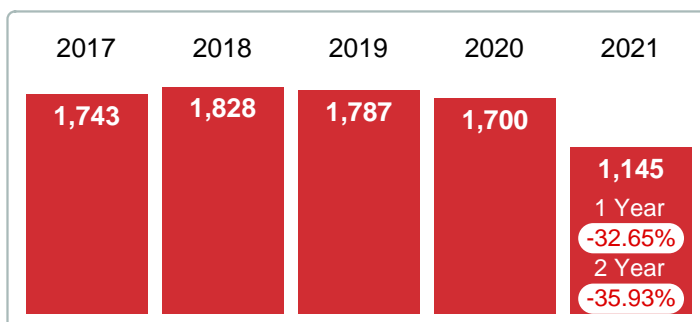
ACTIVE INVENTORY

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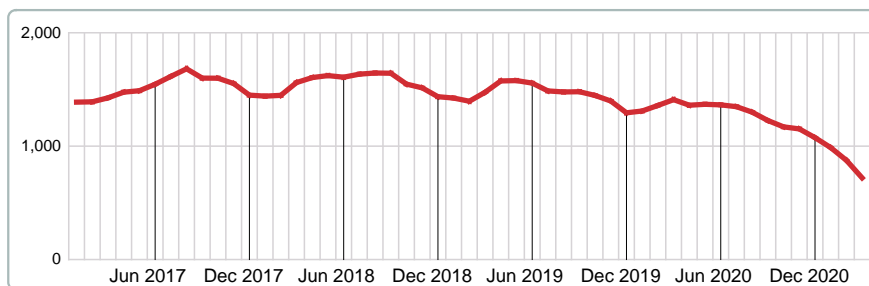
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

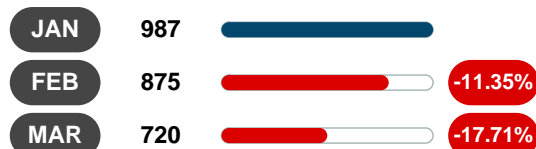


3 MONTHS

5 year MAR AVG = 1,318

High Aug 2017 1,682 Low Mar 2021 720

Inventory this month at 720 below the 5 yr MAR average of 1,318



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	124	17.22%	161.4	122	2	0	0			
\$25,001-\$50,000	133	18.47%	133.7	122	9	1	1			
\$50,001-\$150,000	192	26.67%	177.4	134	49	9	0			
\$150,001-\$225,000	93	12.92%	87.8	45	35	12	1			
\$225,001-\$450,000	106	14.72%	107.3	56	26	19	5			
\$450,001 and up	72	10.00%	106.3	36	16	14	6			
Total Active Inventory by Units				720		515	137	55	13	
Total Active Inventory by Volume				157,474,581	100%	137.6	96.87M	32.24M	19.13M	9.24M
Average Active Inventory Listing Price				\$218,715			\$188,105	\$235,301	\$347,785	\$710,477

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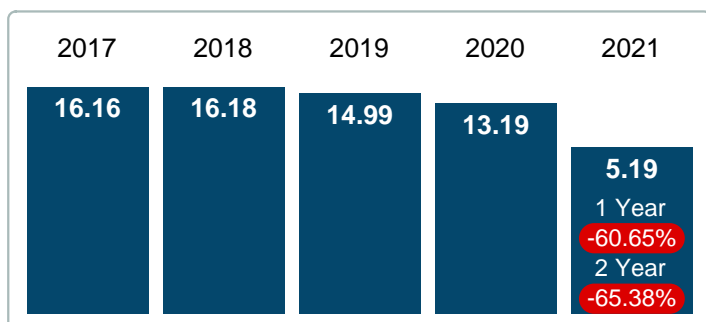
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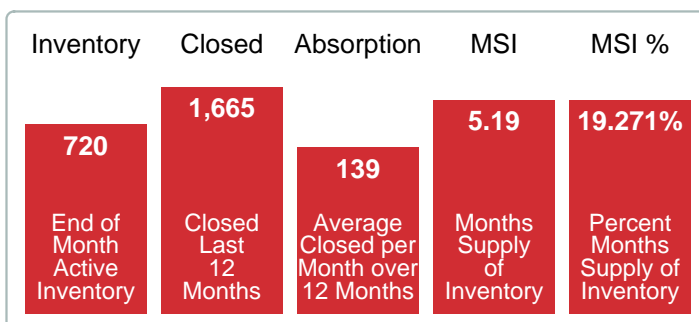
MONTHS SUPPLY of INVENTORY (MSI)

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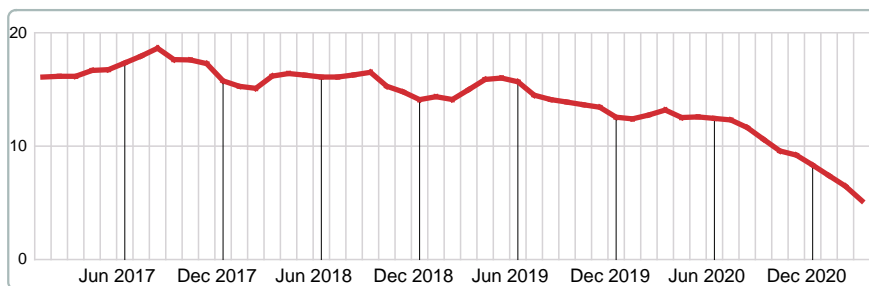
MSI FOR MARCH



INDICATORS FOR MARCH 2021

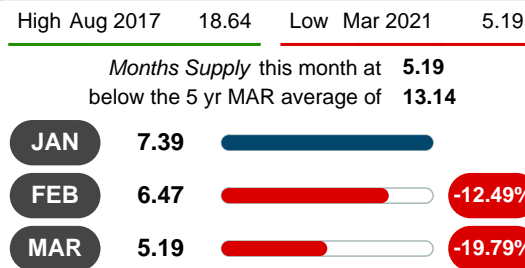


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13.14



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	23	3.19%	3.03	4.27	0.86	0.00	0.00
\$10,001 - \$30,000	129	17.92%	10.83	12.81	1.09	0.00	12.00
\$30,001 - \$50,000	105	14.58%	9.40	12.52	2.33	4.00	0.00
\$50,001 - \$150,000	192	26.67%	3.38	5.81	1.71	1.83	0.00
\$150,001 - \$240,000	106	14.72%	4.33	8.05	2.79	3.82	4.00
\$240,001 - \$450,000	93	12.92%	5.03	15.79	2.26	3.92	3.20
\$450,001 and up	72	10.00%	8.73	22.74	8.73	4.31	3.79
Market Supply of Inventory (MSI)			5.19	9.09	2.23	3.28	3.25
Total Active Inventory by Units		100%	5.19	515	137	55	13

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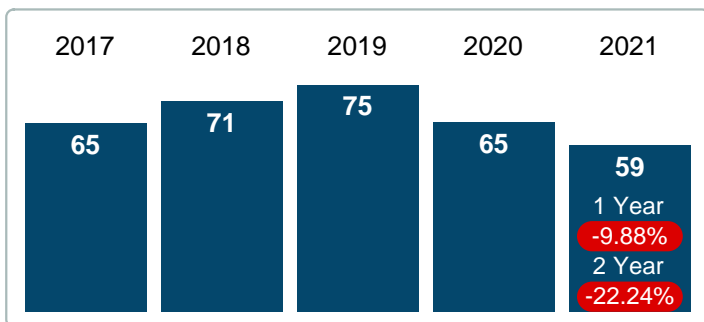
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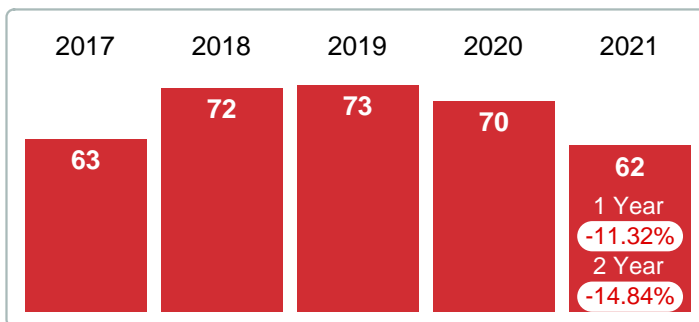
AVERAGE DAYS ON MARKET TO SALE

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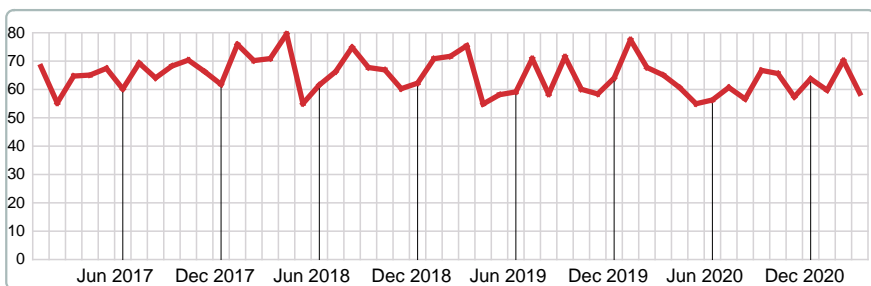
MARCH



YEAR TO DATE (YTD)

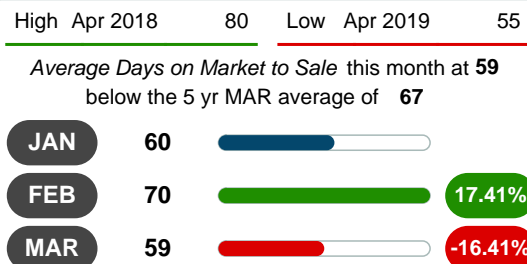


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



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	6.94%	52	57	33	0	0
\$25,001 - \$50,000	10.42%	32	33	22	71	0
\$50,001 - \$75,000	11.81%	43	55	34	1	0
\$75,001 - \$150,000	29.17%	91	137	60	61	0
\$150,001 - \$225,000	20.14%	36	22	37	58	0
\$225,001 - \$400,000	11.11%	61	21	6	86	97
\$400,001 and up	10.42%	57	0	64	37	55
Average Closed DOM		59				
Total Closed Units	100%	59	71	45	65	69
Total Closed Volume			54	64	17	9
			5.10M	11.93M	4.20M	4.76M

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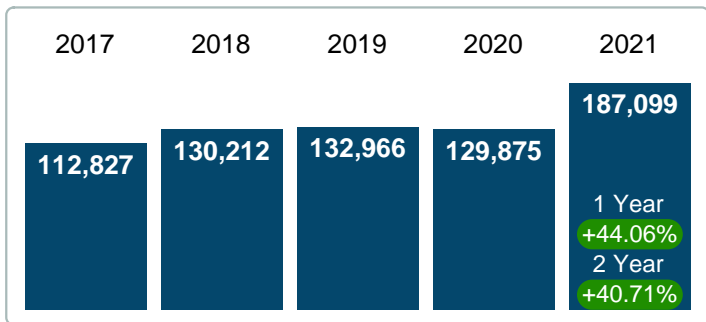
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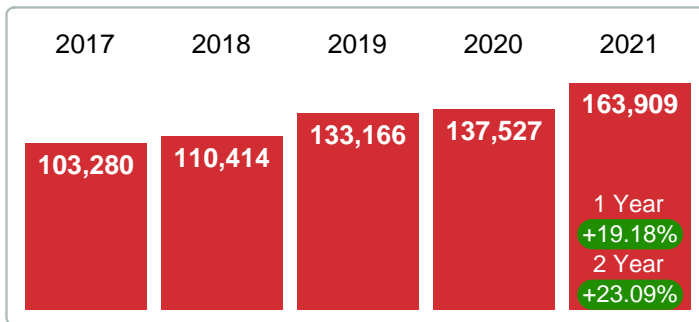
AVERAGE LIST PRICE AT CLOSING

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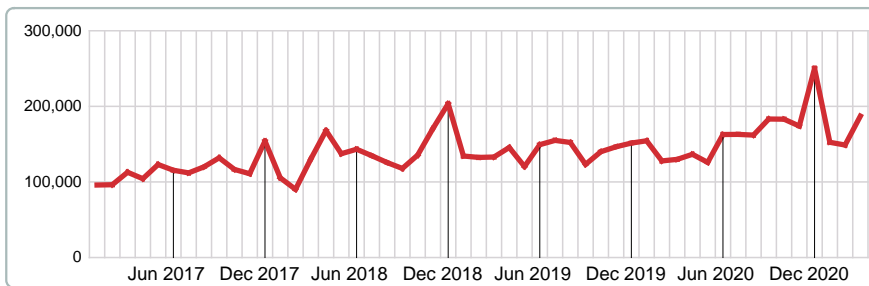
MARCH



YEAR TO DATE (YTD)

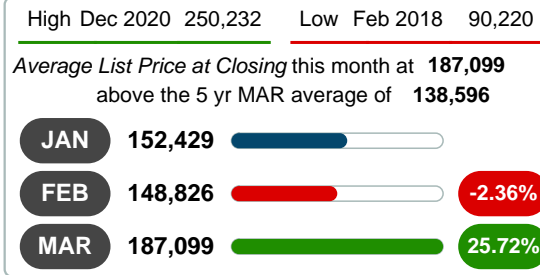


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 138,596



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	6.25%	13,308	19,422	2,150	0	0
\$25,001 - \$50,000	15	10.42%	41,547	40,830	49,375	47,500	0
\$50,001 - \$75,000	19	13.19%	62,747	57,989	65,757	75,000	0
\$75,001 - \$150,000	40	27.78%	115,605	114,724	117,723	109,667	0
\$150,001 - \$225,000	27	18.75%	186,311	193,571	187,289	214,133	0
\$225,001 - \$400,000	20	13.89%	321,792	300,583	339,966	319,957	391,333
\$400,001 and up	14	9.72%	636,900	0	654,714	488,450	625,283
Average List Price			187,099	98,012	193,959	253,559	547,300
Total Closed Units		100%	187,099	54	64	17	9
Total Closed Volume			26,942,224	5.29M	12.41M	4.31M	4.93M

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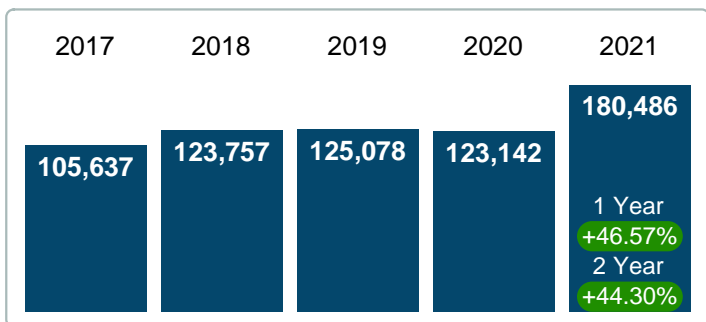
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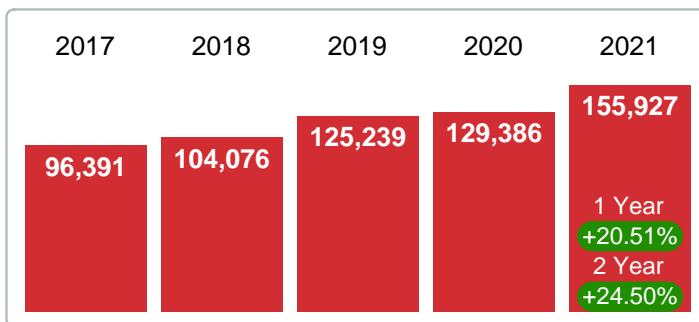
AVERAGE SOLD PRICE AT CLOSING

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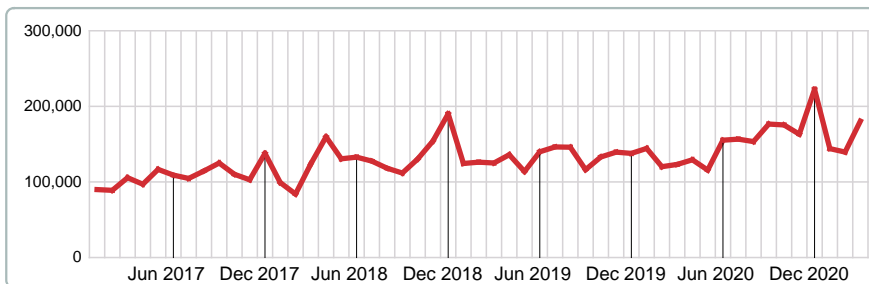
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

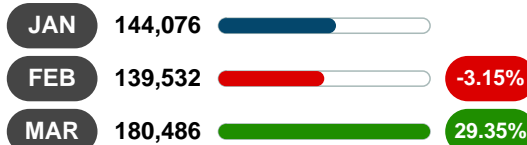


3 MONTHS

5 year MAR AVG = 131,620

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

Average Sold Price at Closing this month at **180,486** above the 5 yr MAR average of **131,620**



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	6.94%	13,578	16,447	2,100	0	0
\$25,001 - \$50,000	10.42%	38,467	36,900	42,500	38,000	0
\$50,001 - \$75,000	11.81%	62,100	59,211	63,971	75,000	0
\$75,001 - \$150,000	29.17%	110,533	110,671	111,045	106,000	0
\$150,001 - \$225,000	20.14%	188,066	192,036	184,192	203,333	0
\$225,001 - \$400,000	11.11%	323,612	280,333	346,666	312,900	368,833
\$400,001 and up	10.42%	596,493	0	617,714	484,750	608,983
Average Sold Price		180,486	94,447	186,385	247,106	528,933
Total Closed Units	100%	144	54	64	17	9
Total Closed Volume		25,989,974	5.10M	11.93M	4.20M	4.76M

March 2021



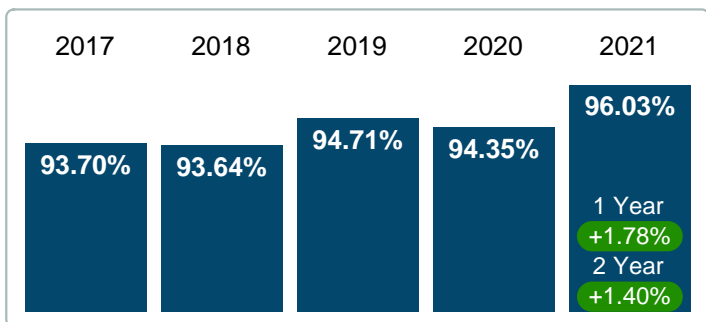
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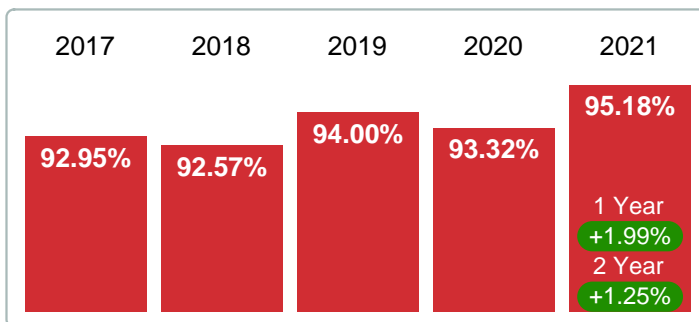
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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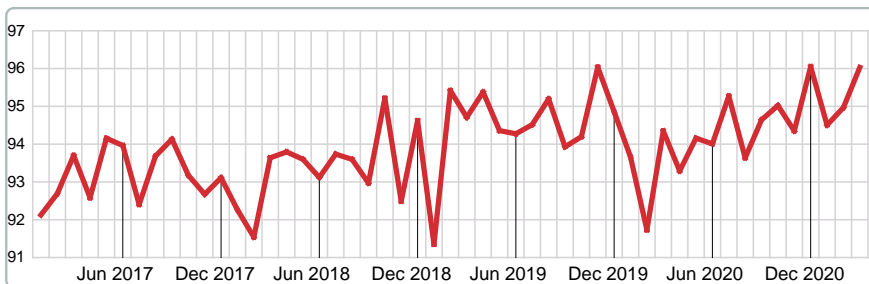
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

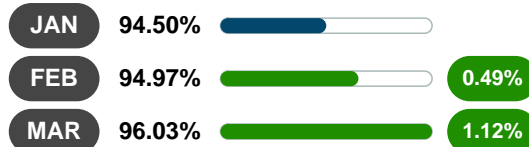


3 MONTHS

5 year MAR AVG = 94.49%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **96.03%** above the 5 yr MAR average of **94.49%**



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	10	6.94%	89.58%	88.11%	95.45%	0.00%	0.00%
\$25,001 \$50,000	15	10.42%	88.83%	90.65%	86.48%	80.00%	0.00%
\$50,001 \$75,000	17	11.81%	100.36%	102.55%	97.60%	100.00%	0.00%
\$75,001 \$150,000	42	29.17%	96.05%	97.22%	94.97%	97.37%	0.00%
\$150,001 \$225,000	29	20.14%	98.35%	99.64%	98.44%	94.71%	0.00%
\$225,001 \$400,000	16	11.11%	97.05%	93.07%	101.68%	97.98%	94.22%
\$400,001 and up	15	10.42%	97.01%	0.00%	96.24%	99.02%	97.24%
Average Sold/List Ratio		96.00%		95.62%	96.23%	96.48%	96.23%
Total Closed Units		144	100%	54	64	17	9
Total Closed Volume		25,989,974		5.10M	11.93M	4.20M	4.76M

March 2021



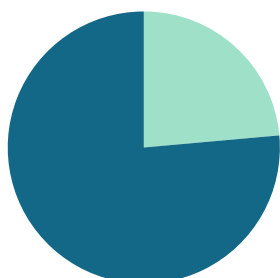
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

INVENTORY

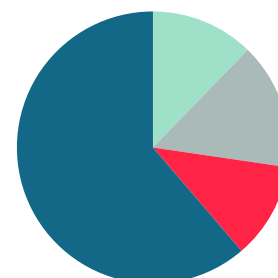


Inventory
 New Listings
270 = 23.58%
 Start Inventory
875
 Total Inventory Units
1,145
 Volume
\$237,965,135

Market Activity

Closed Sales
144 = 12.26%
 Pending Sales
177 = 15.06%
 Other Off Market
134 = 11.40%
 Active Inventory
720 = 61.28%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	102	144	41.18%	285	401	40.70%
Pending Sales	126	177	40.48%	345	446	29.28%
New Listings	341	270	-20.82%	944	575	-39.09%
Average List Price	129,875	187,099	44.06%	137,527	163,909	19.18%
Average Sale Price	123,142	180,486	46.57%	129,386	155,927	20.51%
Average Percent of Selling Price to List Price	94.35%	96.03%	1.78%	93.32%	95.18%	1.99%
Average Days on Market to Sale	65.07	58.64	-9.88%	70.08	62.15	-11.32%
Monthly Inventory	1,410	720	-48.94%	1,410	720	-48.94%
Months Supply of Inventory	13.19	5.19	-60.65%	13.19	5.19	-60.65%

Absorption: Last 12 months, an Average of **139** Sales/Month

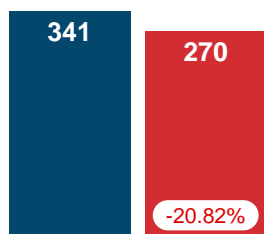
Inventory on March 31, 2021 = **720**

2020 **2021**

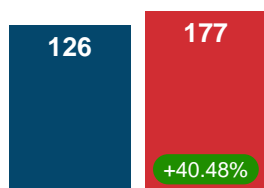
MARCH MARKET

AVERAGE PRICES

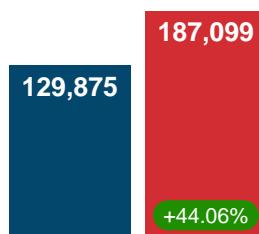
New Listings



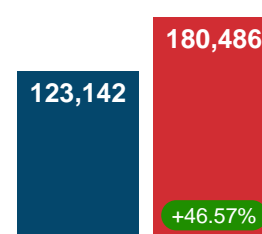
Pending Listings



List Price



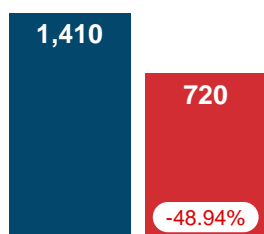
Sale Price



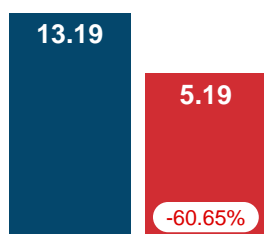
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

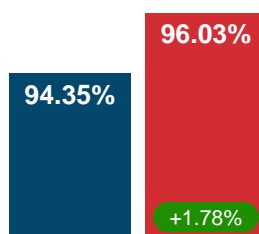
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

