

March 2021



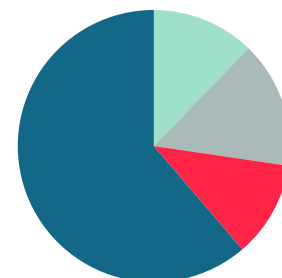
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	111,750	129,700	16.06%
Median Sale Price	94,250	125,000	32.63%
Median Percent of Selling Price to List Price	96.27%	97.67%	1.45%
Median Days on Market to Sale	62.00	33.00	-46.77%
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.

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 **32.63%** in March 2021 to \$125,000 versus the previous year at \$94,250.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 29.00 days or **46.77%** in March 2021 compared to last year's same month at **62.00** DOM.

Sales Success for March 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 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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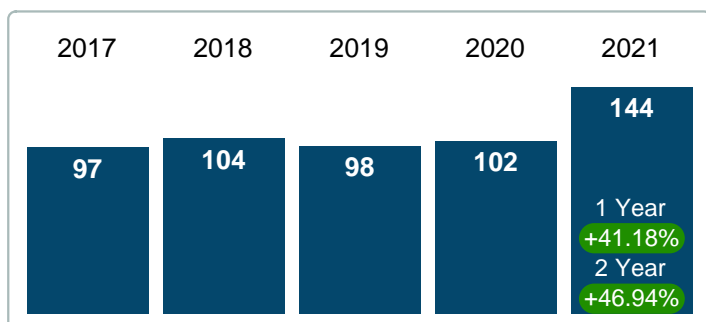
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



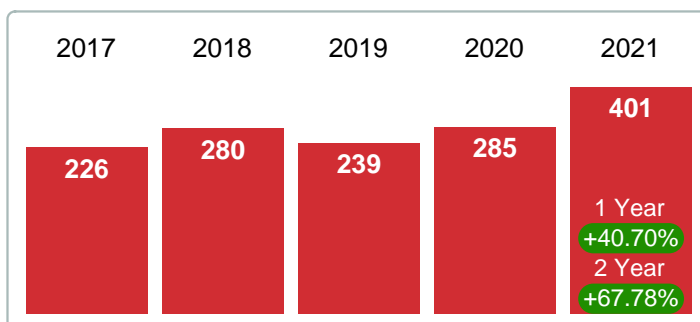
CLOSED LISTINGS

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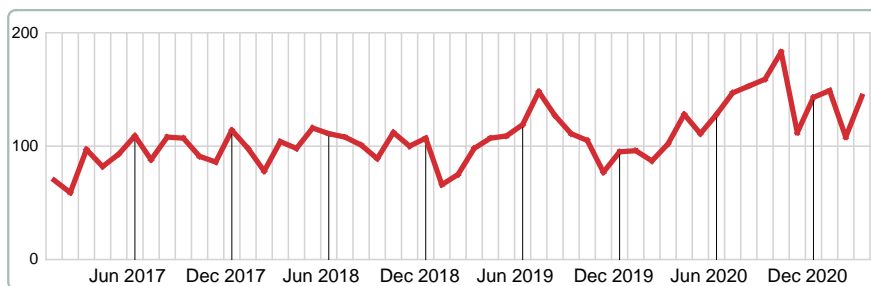
MARCH



YEAR TO DATE (YTD)

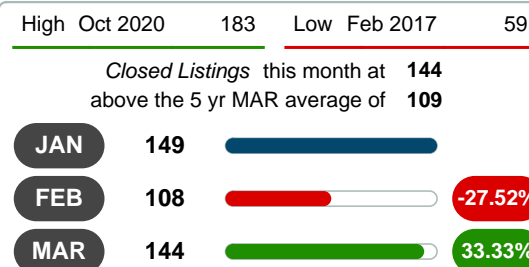


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 109



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	13	9.03%	16.0	11	2	0	0
\$30,001 - \$50,000	12	8.33%	28.5	7	4	1	0
\$50,001 - \$90,000	28	19.44%	22.5	14	11	3	0
\$90,001 - \$170,000	37	25.69%	37.0	13	22	2	0
\$170,001 - \$220,000	20	13.89%	14.0	5	14	1	0
\$220,001 - \$400,000	19	13.19%	39.0	4	4	8	3
\$400,001 and up	15	10.42%	51.0	0	7	2	6
Total Closed Units	144			54	64	17	9
Total Closed Volume	25,989,974	100%	33.0	5.10M	11.93M	4.20M	4.76M
Median Closed Price	\$125,000			\$74,200	\$139,500	\$262,400	\$550,000

March 2021



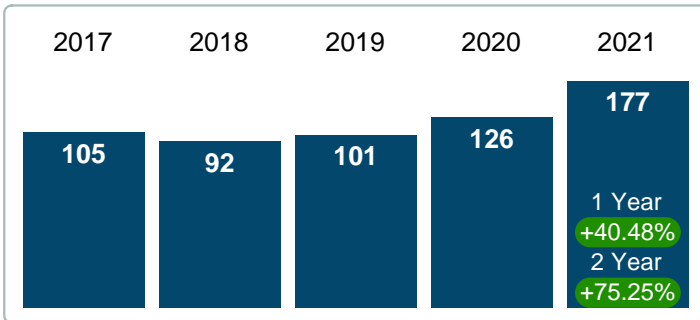
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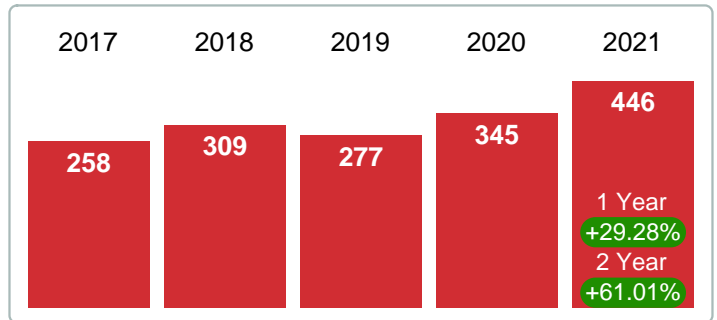
PENDING LISTINGS

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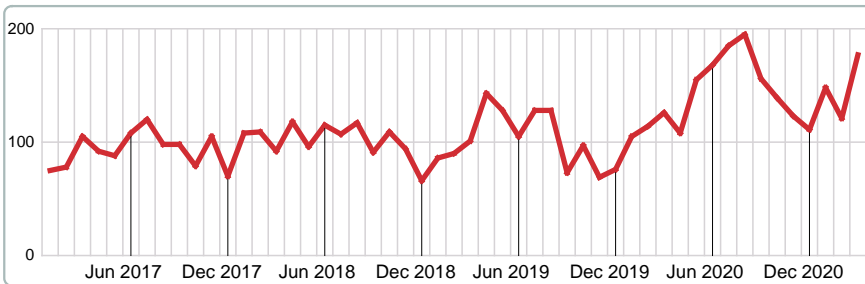
MARCH



YEAR TO DATE (YTD)

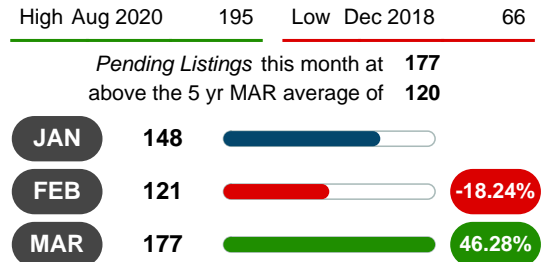


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 120



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	5.65%	14.0	10	0	0	0
\$30,001 - \$70,000	29	16.38%	55.0	23	5	1	0
\$70,001 - \$110,000	23	12.99%	14.0	7	13	3	0
\$110,001 - \$180,000	45	25.42%	39.0	11	30	4	0
\$180,001 - \$270,000	30	16.95%	7.0	6	17	5	2
\$270,001 - \$420,000	22	12.43%	5.5	4	9	9	0
\$420,001 and up	18	10.17%	42.5	2	10	4	2
Total Pending Units	177			63	84	26	4
Total Pending Volume	35,000,298	100%	17.0	7.86M	18.03M	7.43M	1.68M
Median Listing Price	\$149,000			\$65,000	\$149,700	\$269,900	\$342,000

March 2021



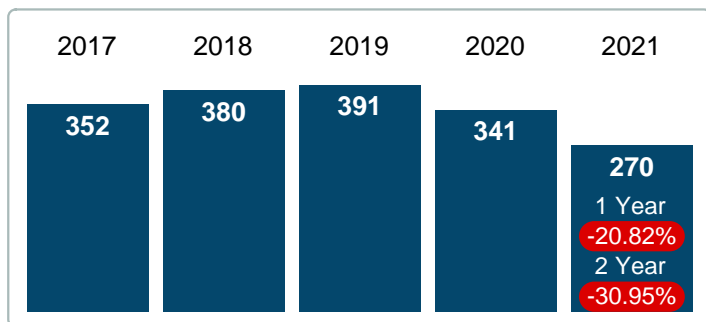
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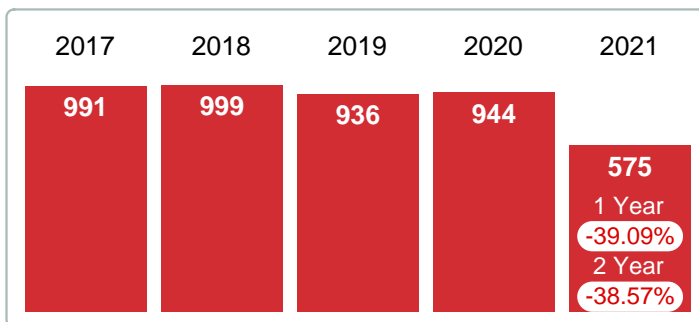
NEW LISTINGS

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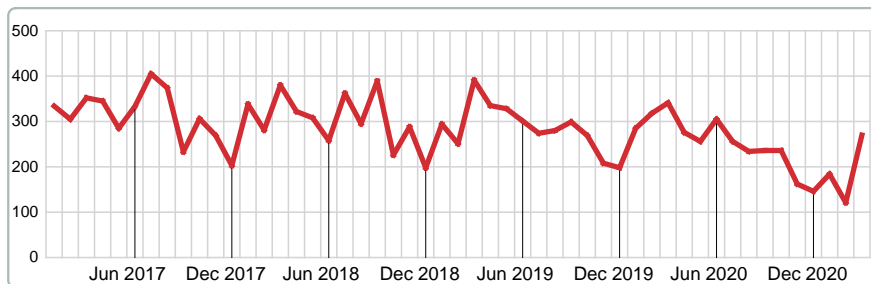
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 347

High Jul 2017 405 Low Feb 2021 121

New Listings this month at **270**
 below the 5 yr MAR average of **347**



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	22	8.15%	20	2	0	0
\$20,001 - \$60,000	41	15.19%	35	6	0	0
\$60,001 - \$100,000	39	14.44%	15	21	3	0
\$100,001 - \$180,000	59	21.85%	20	31	8	0
\$180,001 - \$270,000	47	17.41%	11	28	5	3
\$270,001 - \$420,000	33	12.22%	11	11	10	1
\$420,001 and up	29	10.74%	12	10	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
Median New Listed Listing Price	\$147,250		\$97,450	\$165,000	\$204,250	\$275,000

March 2021



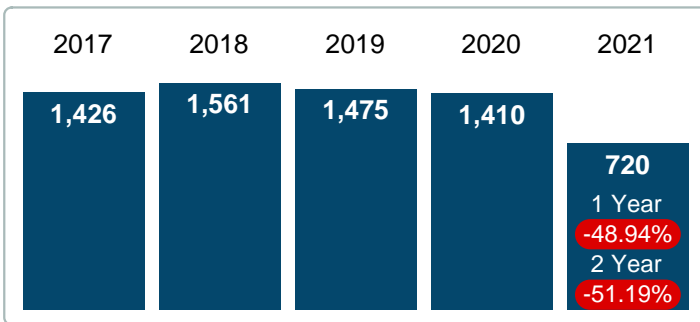
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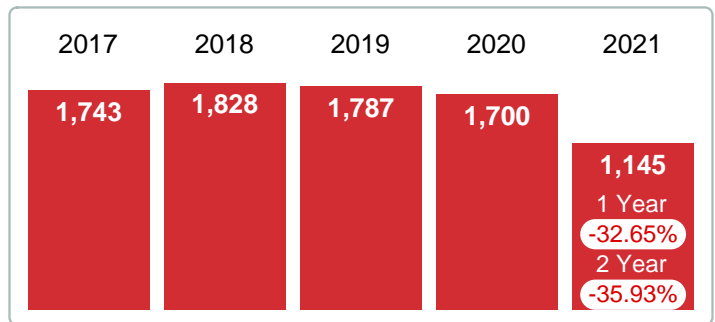
ACTIVE INVENTORY

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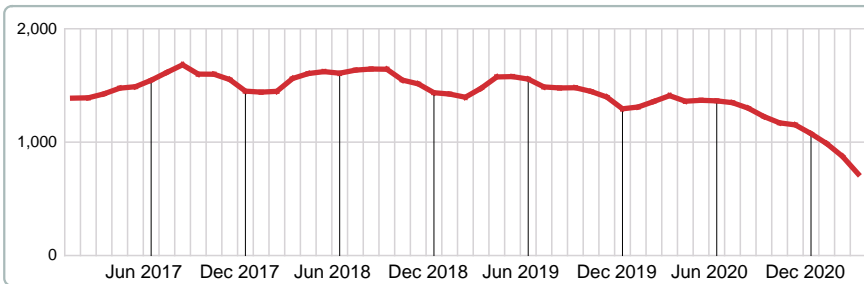
END OF MARCH



ACTIVE DURING MARCH

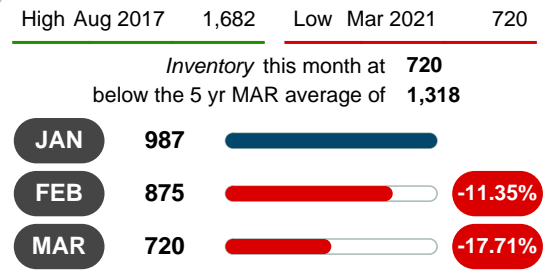


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,318



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	23	3.19%	159.0	21	2	0	0		
\$10,001 - \$30,000	129	17.92%	145.0	126	2	0	1		
\$30,001 - \$50,000	105	14.58%	113.0	97	7	1	0		
\$50,001 - \$150,000	192	26.67%	100.0	134	49	9	0		
\$150,001 - \$240,000	106	14.72%	63.0	51	39	14	2		
\$240,001 - \$450,000	93	12.92%	75.0	50	22	17	4		
\$450,001 and up	72	10.00%	72.5	36	16	14	6		
Total Active Inventory by Units				720		515	137	55	13
Total Active Inventory by Volume				157,474,581	100%	96.87M	32.24M	19.13M	9.24M
Median Active Inventory Listing Price				\$99,000		\$59,500	\$169,500	\$299,000	\$449,900

March 2021



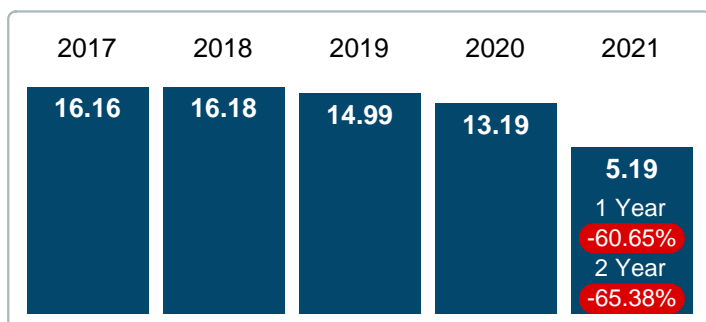
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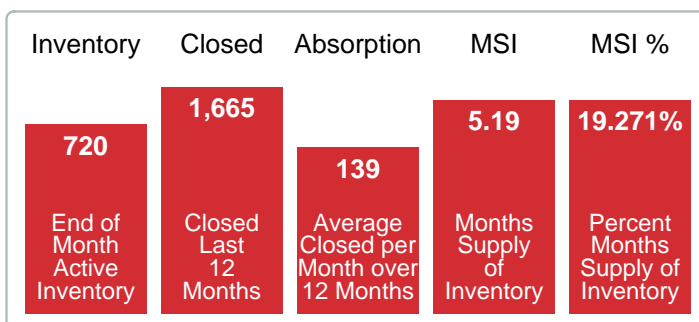
MONTHS SUPPLY of INVENTORY (MSI)

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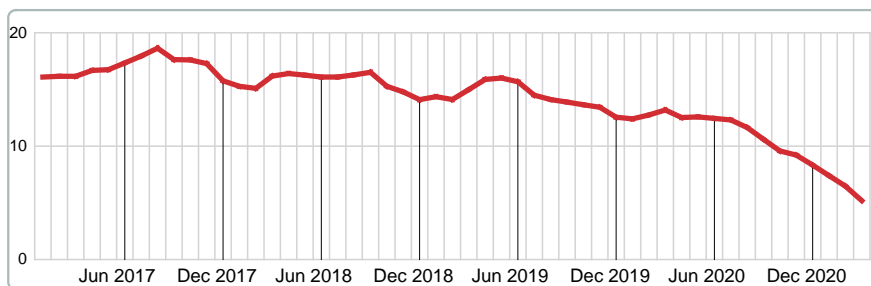
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

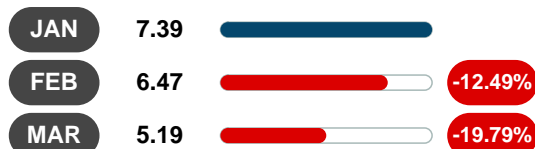


3 MONTHS

5 year MAR AVG = 13.14

High Aug 2017 18.64 Low Mar 2021 5.19

Months Supply this month at 5.19 below the 5 yr MAR average of 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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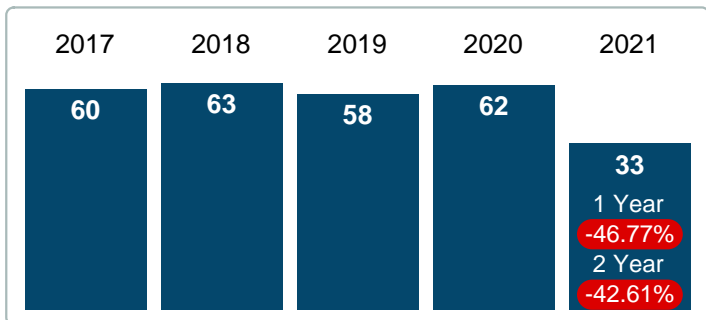
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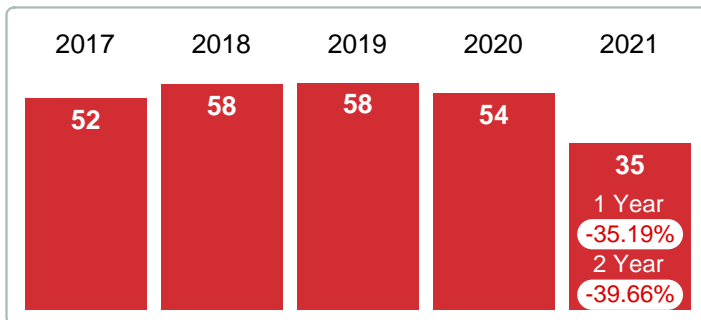
MEDIAN DAYS ON MARKET TO SALE

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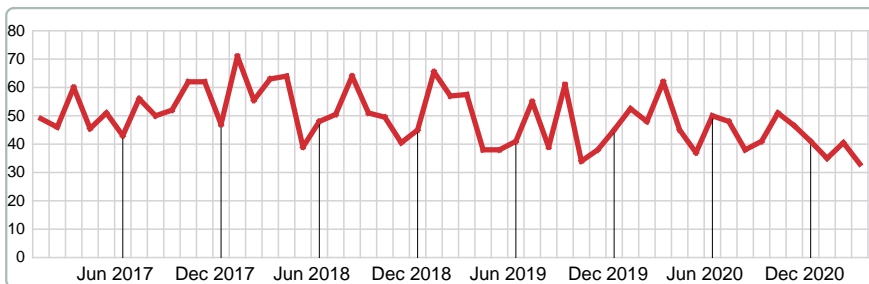
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

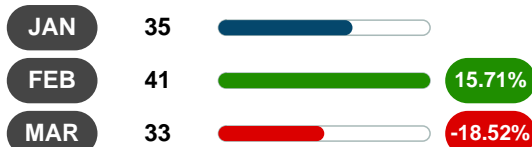


3 MONTHS

5 year MAR AVG = 55

High Jan 2018 71 Low Mar 2021 33

Median Days on Market to Sale this month at 33 below the 5 yr MAR average of 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
\$30,000 and less	9.03%	16	16	33	0	0
\$30,001 - \$50,000	8.33%	29	31	15	71	0
\$50,001 - \$90,000	19.44%	23	63	15	8	0
\$90,001 - \$170,000	25.69%	37	95	33	14	0
\$170,001 - \$220,000	13.89%	14	3	24	125	0
\$220,001 - \$400,000	13.19%	39	29	9	84	123
\$400,001 and up	10.42%	51	0	76	37	34
Median Closed DOM		33	35	27	57	45
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



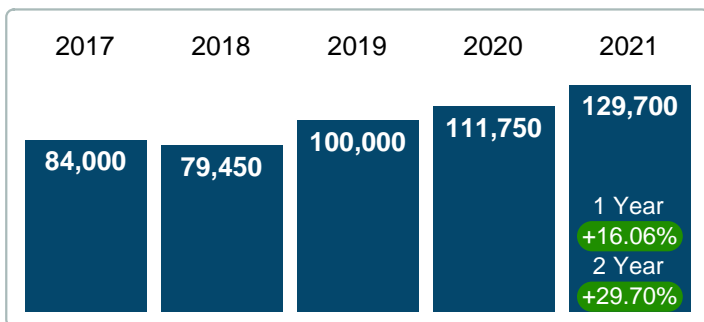
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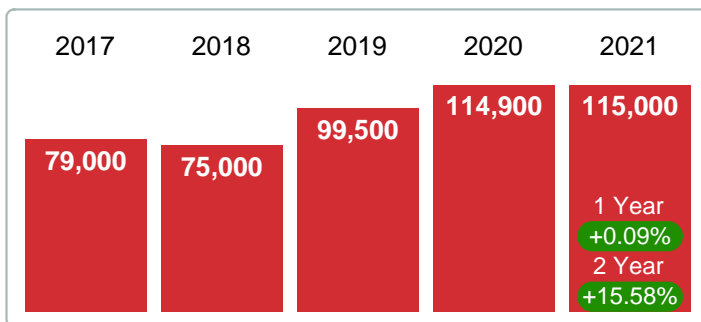
MEDIAN LIST PRICE AT CLOSING

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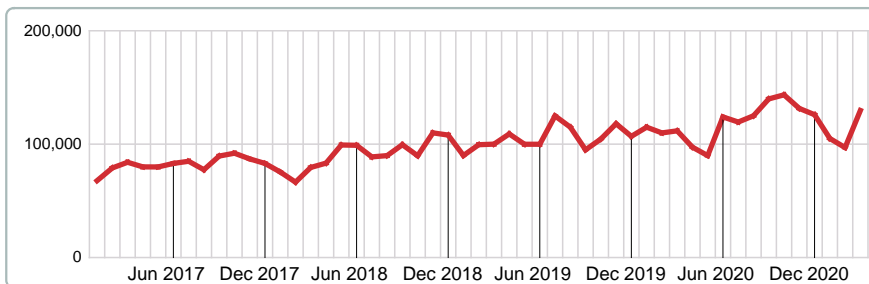
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

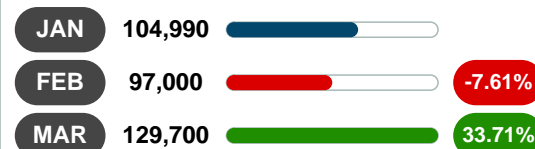


3 MONTHS

5 year MAR AVG = 100,980

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

Median List Price at Closing this month at **129,700**
above the 5 yr MAR average of **100,980**



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
\$30,000 and less	7.64%	18,000	19,900	2,150	0	0
\$30,001 - \$50,000	9.03%	45,000	42,000	45,000	47,500	0
\$50,001 - \$90,000	18.75%	69,900	60,000	73,750	80,000	0
\$90,001 - \$170,000	25.69%	125,000	125,000	129,500	122,000	0
\$170,001 - \$220,000	14.58%	187,000	187,000	182,500	203,700	0
\$220,001 - \$400,000	14.58%	335,000	278,375	314,950	312,450	390,000
\$400,001 and up	9.72%	584,950	0	537,000	488,450	597,450
Median List Price		129,700	69,950	147,000	264,900	594,900
Total Closed Units	100%	129,700	54	64	17	9
Total Closed Volume		26,942,224	5.29M	12.41M	4.31M	4.93M

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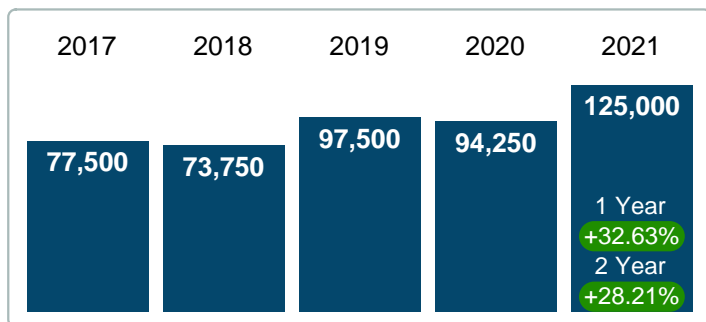
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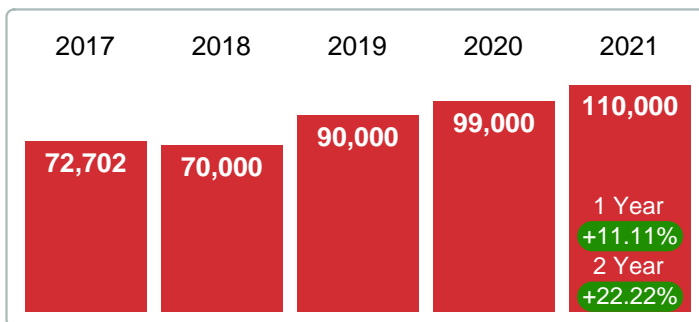
MEDIAN SOLD PRICE AT CLOSING

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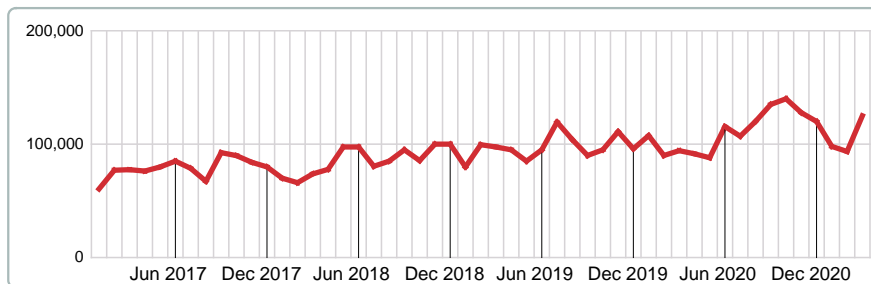
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

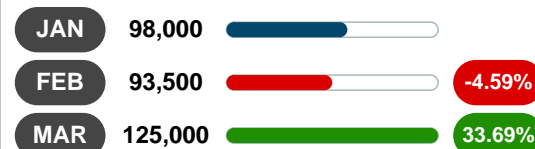


3 MONTHS

5 year MAR AVG = 93,600

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

Median Sold Price at Closing this month at 125,000 above the 5 yr MAR average of 93,600



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
\$30,000 and less	9.03%	20,000	23,000	2,100	0	0
\$30,001 - \$50,000	8.33%	40,000	40,000	42,500	38,000	0
\$50,001 - \$90,000	19.44%	71,200	63,500	72,400	87,500	0
\$90,001 - \$170,000	25.69%	125,000	123,000	122,500	155,750	0
\$170,001 - \$220,000	13.89%	185,000	187,000	183,000	215,000	0
\$220,001 - \$400,000	13.19%	323,000	253,000	325,000	306,450	380,000
\$400,001 and up	10.42%	550,000	0	499,000	484,750	582,500
Median Sold Price		125,000	74,200	139,500	262,400	550,000
Total Closed Units	100%	144	54	64	17	9
Total Closed Volume		25,989,974	5.10M	11.93M	4.20M	4.76M

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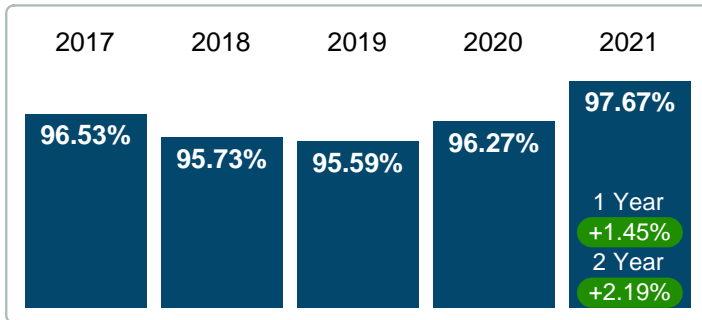
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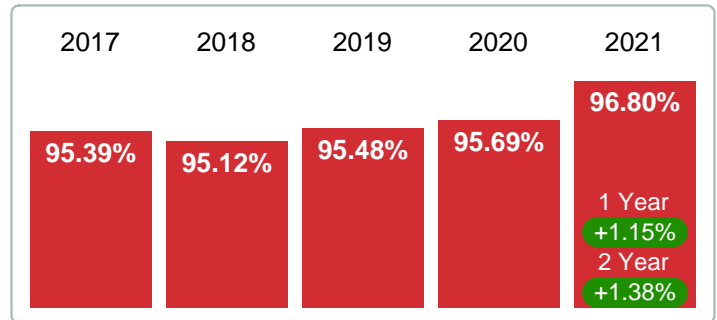
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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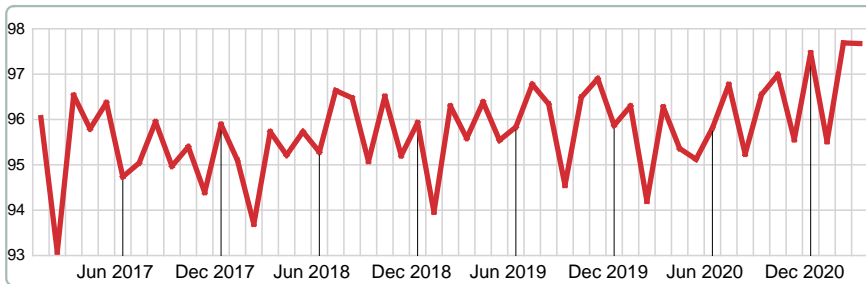
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

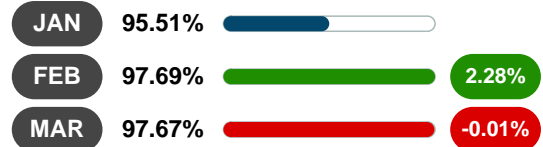


3 MONTHS

5 year MAR AVG = 96.36%

High Feb 2021 97.69% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.67%**
above the 5 yr MAR average of **96.36%**



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
\$30,000 and less	13	9.03%	90.91%	88.14%	95.45%	0.00%	0.00%
\$30,001 \$50,000	12	8.33%	90.36%	95.24%	86.11%	80.00%	0.00%
\$50,001 \$90,000	28	19.44%	100.00%	100.00%	100.00%	100.00%	0.00%
\$90,001 \$170,000	37	25.69%	95.87%	96.77%	95.93%	91.93%	0.00%
\$170,001 \$220,000	20	13.89%	99.43%	97.71%	100.00%	98.85%	0.00%
\$220,001 \$400,000	19	13.19%	96.46%	95.07%	100.00%	97.53%	95.24%
\$400,001 and up	15	10.42%	98.32%	0.00%	100.00%	99.02%	97.91%
Median Sold/List Ratio		97.67%		97.65%	97.99%	96.13%	97.50%
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



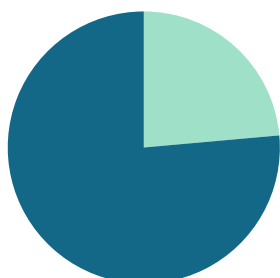
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

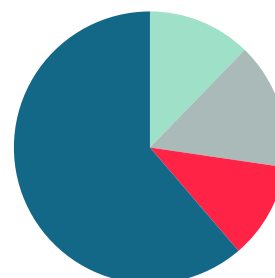


Inventory
 New Listings
270 = 23.58%
 Start Inventory
875
 Total Inventory Units
1,145
 Volume
\$237,965,135

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%
Median List Price	111,750	129,700	16.06%	114,900	115,000	0.09%
Median Sale Price	94,250	125,000	32.63%	99,000	110,000	11.11%
Median Percent of Selling Price to List Price	96.27%	97.67%	1.45%	95.69%	96.80%	1.15%
Median Days on Market to Sale	62.00	33.00	-46.77%	54.00	35.00	-35.19%
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

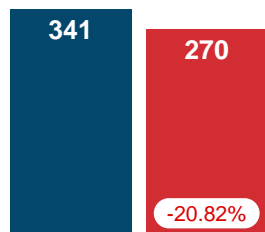
Inventory on March 31, 2021 = **720**

2020 **2021**

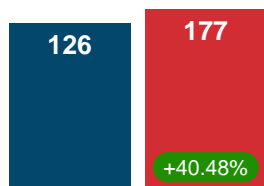
MARCH MARKET

MEDIAN PRICES

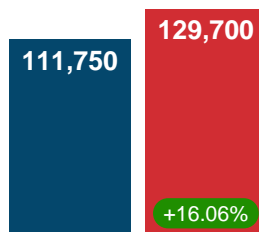
New Listings



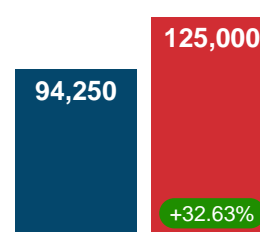
Pending Listings



List Price



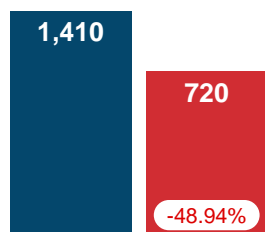
Sale Price



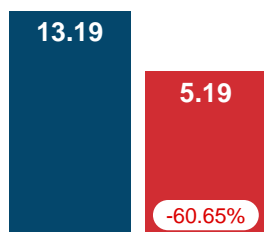
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

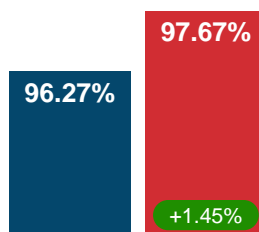
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

