

May 2021



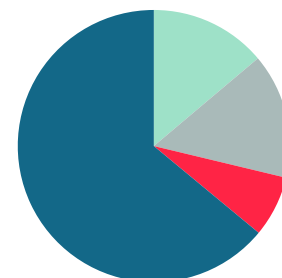
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	111	147	32.43%
Pending Listings	155	158	1.94%
New Listings	256	209	-18.36%
Average List Price	125,878	180,244	43.19%
Average Sale Price	115,662	174,220	50.63%
Average Percent of Selling Price to List Price	94.16%	95.08%	0.97%
Average Days on Market to Sale	54.96	57.82	5.22%
End of Month Inventory	1,370	679	-50.44%
Months Supply of Inventory	12.59	4.72	-62.52%



■ Closed (13.85%)
■ Pending (14.89%)
■ Other OffMarket (7.26%)
■ Active (64.00%)

Absorption: Last 12 months, an Average of **144** Sales/Month
Active Inventory as of May 31, 2021 = **679**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **50.44%** to 679 existing homes available for sale. Over the last 12 months this area has had an average of 144 closed sales per month. This represents an unsold inventory index of **4.72** 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 **50.63%** in May 2021 to \$174,220 versus the previous year at \$115,662.

Average Days on Market Lengthens

The average number of **57.82** days that homes spent on the market before selling increased by 2.87 days or **5.22%** in May 2021 compared to last year's same month at **54.96** DOM.

Sales Success for May 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 209 New Listings in May 2021, down **18.36%** from last year at 256. Furthermore, there were 147 Closed Listings this month versus last year at 111, a **32.43%** increase.

Closed versus Listed trends yielded a **70.3%** ratio, up from previous year's, May 2020, at **43.4%**, a **62.21%** 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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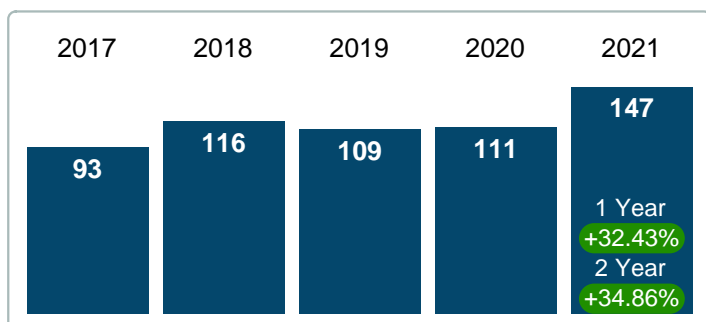
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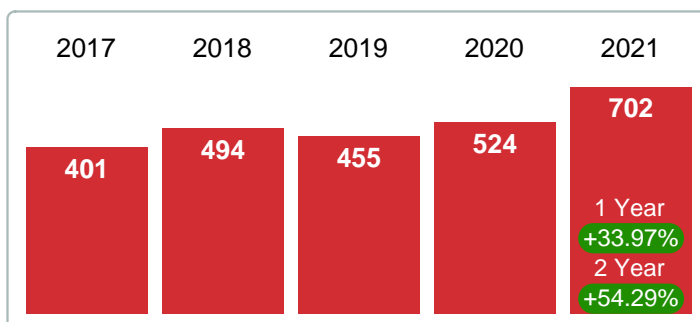
CLOSED LISTINGS

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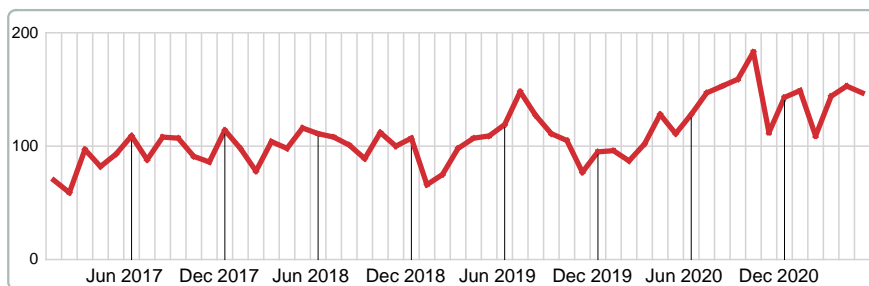
MAY



YEAR TO DATE (YTD)

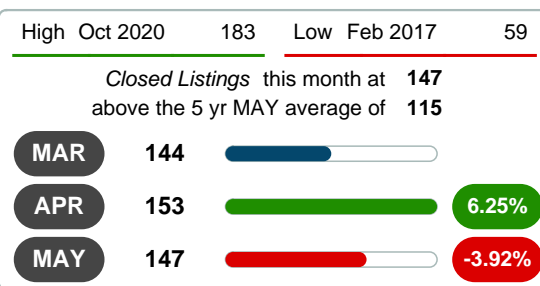


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 115



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$50,000	31	21.09%	106.7	27	4	0	0
\$50,001-\$75,000	16	10.88%	42.8	11	5	0	0
\$75,001-\$150,000	44	29.93%	70.2	16	25	3	0
\$150,001-\$225,000	23	15.65%	17.3	3	15	4	1
\$225,001-\$375,000	17	11.56%	18.6	2	10	3	2
\$375,001 and up	16	10.88%	44.2	1	8	6	1
Total Closed Units	147			60	67	16	4
Total Closed Volume	25,610,386	100%	57.8	6.27M	12.49M	5.65M	1.20M
Average Closed Price	\$174,220			\$104,555	\$186,399	\$353,213	\$299,225

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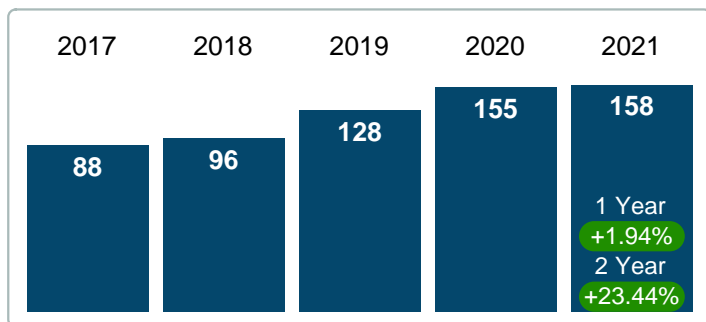
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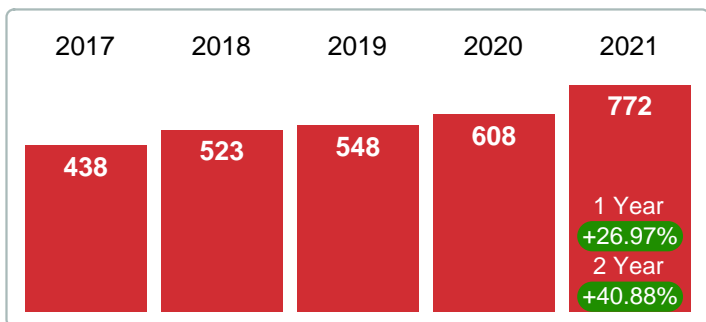
PENDING LISTINGS

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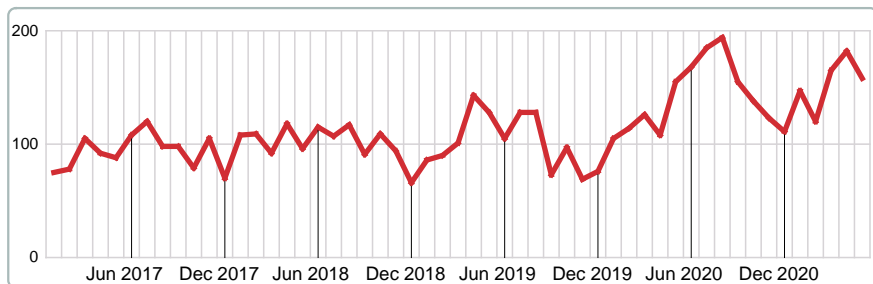
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 125

High Aug 2020 194 Low Dec 2018 66

Pending Listings this month at 158 above the 5 yr MAY average of 125



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	16	10.13%	90.8	15	1	0	0
\$30,001 - \$70,000	20	12.66%	51.2	16	4	0	0
\$70,001 - \$100,000	24	15.19%	53.8	8	14	2	0
\$100,001 - \$170,000	38	24.05%	56.6	12	23	3	0
\$170,001 - \$240,000	23	14.56%	61.9	5	12	5	1
\$240,001 - \$390,000	20	12.66%	45.8	5	8	7	0
\$390,001 and up	17	10.76%	73.6	1	10	2	4
Total Pending Units	158			62	72	19	5
Total Pending Volume	28,647,097	100%	60.8	6.65M	14.27M	5.20M	2.53M
Average Listing Price	\$102,450			\$107,271	\$198,162	\$273,795	\$505,300

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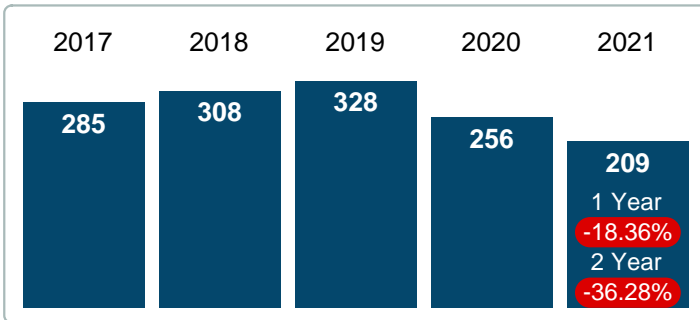
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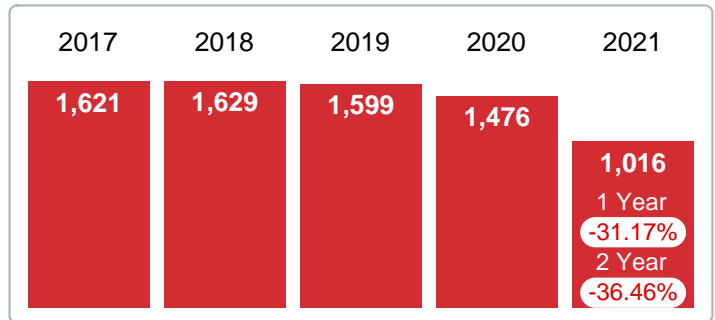
NEW LISTINGS

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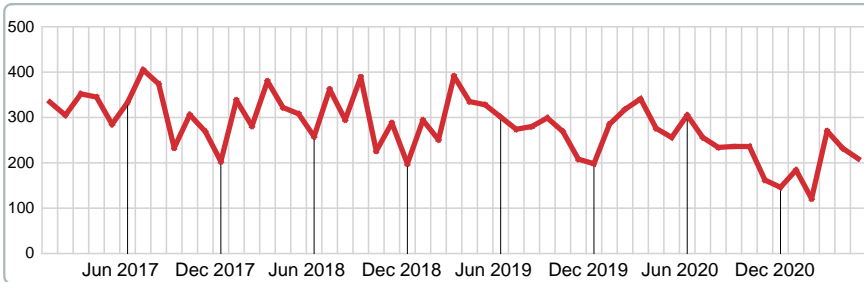
MAY



YEAR TO DATE (YTD)

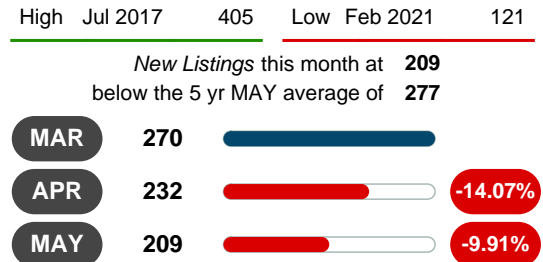


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 277



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	17	8.13%	17	0	0	0
\$20,001 - \$50,000	27	12.92%	24	3	0	0
\$50,001 - \$80,000	28	13.40%	20	6	1	1
\$80,001 - \$160,000	54	25.84%	19	30	5	0
\$160,001 - \$260,000	35	16.75%	10	20	5	0
\$260,001 - \$440,000	24	11.48%	7	11	4	2
\$440,001 and up	24	11.48%	7	9	4	4
Total New Listed Units	209		104	79	19	7
Total New Listed Volume	45,472,888	100%	15.47M	16.80M	6.25M	6.96M
Average New Listed Listing Price	\$96,067		\$148,726	\$212,626	\$328,941	\$994,000

May 2021



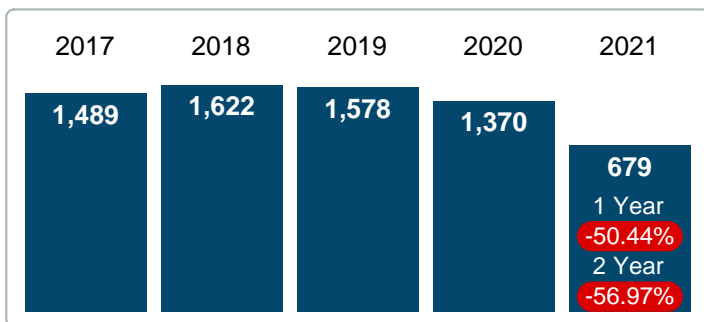
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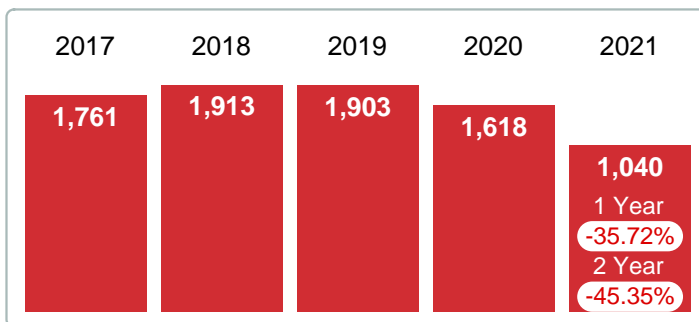
ACTIVE INVENTORY

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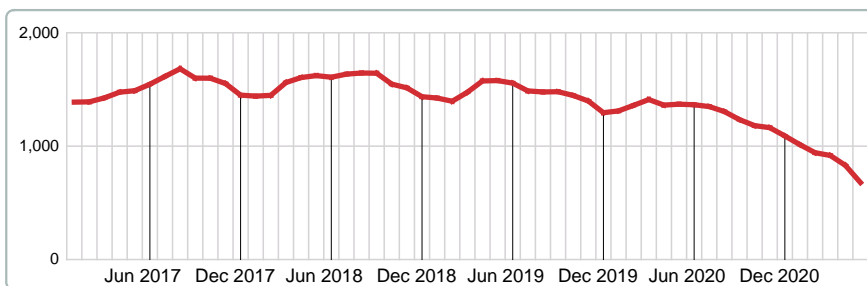
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

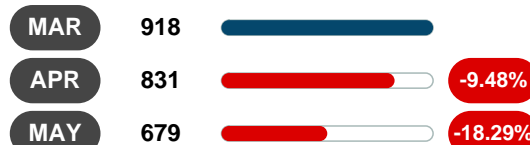


3 MONTHS

5 year MAY AVG = 1,348

High Aug 2017 1,682 Low May 2021 679

Inventory this month at **679**
below the 5 yr MAY average of **1,348**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	76	11.19%	126.5	74	2	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	131	19.29%	148.9	122	7	1	1
\$50,001 - \$150,000	192	28.28%	163.0	134	45	12	1
\$150,001 - \$250,000	112	16.49%	109.7	60	37	13	2
\$250,001 - \$450,000	97	14.29%	94.3	46	36	11	4
\$450,001 and up	71	10.46%	86.5	44	9	11	7
Total Active Inventory by Units			679	480	136	48	15
Total Active Inventory by Volume			160,764,402	104.39M	30.75M	15.91M	9.72M
Average Active Inventory Listing Price			\$236,766	\$217,482	\$226,076	\$331,472	\$647,727

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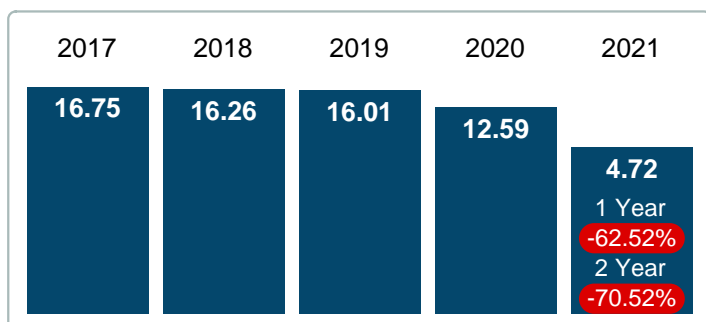
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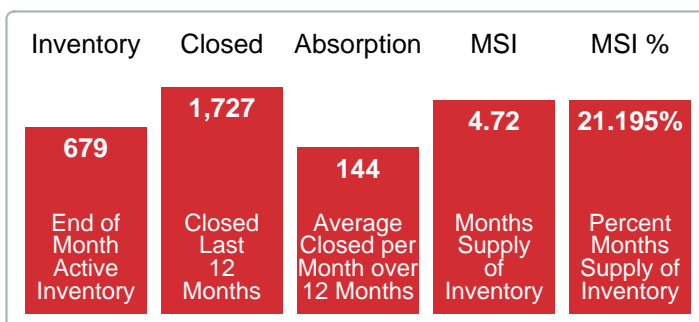
MONTHS SUPPLY of INVENTORY (MSI)

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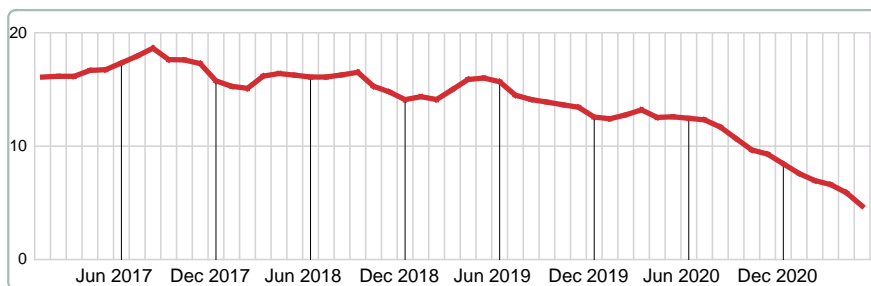
MSI FOR MAY



INDICATORS FOR MAY 2021

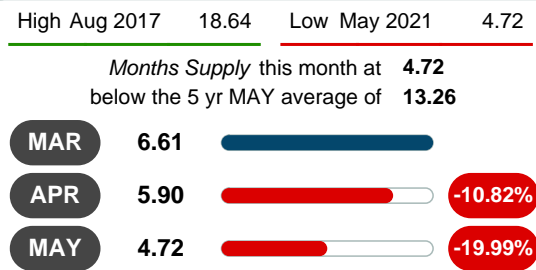


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 13.26



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	48	7.07%	4.09	5.13	0.44	0.00	0.00
\$20,001 - \$40,000	109	16.05%	8.90	10.74	2.48	0.00	12.00
\$40,001 - \$60,000	76	11.19%	7.24	10.12	0.95	9.00	0.00
\$60,001 - \$170,000	191	28.13%	3.14	5.40	1.62	1.97	6.00
\$170,001 - \$270,000	103	15.17%	4.26	7.78	2.93	3.57	2.67
\$270,001 - \$460,000	84	12.37%	5.31	17.20	3.41	2.12	4.29
\$460,001 and up	68	10.01%	7.92	30.35	4.32	3.14	3.16
Market Supply of Inventory (MSI)			4.72	8.11	2.17	2.67	3.60
Total Active Inventory by Units		100%	4.72	480	136	48	15

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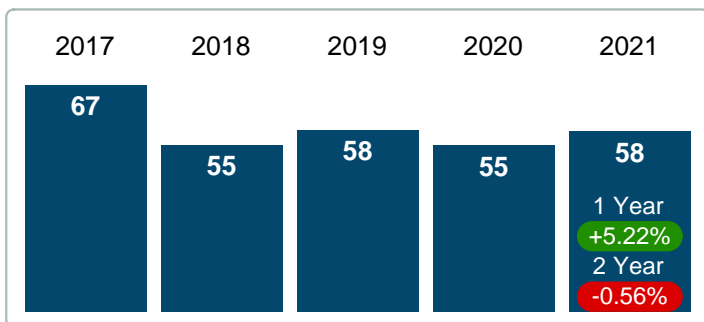
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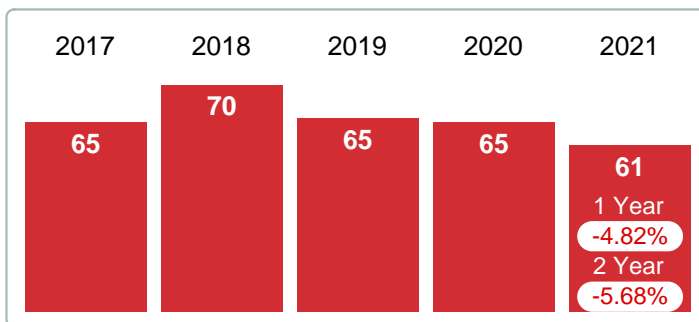
AVERAGE DAYS ON MARKET TO SALE

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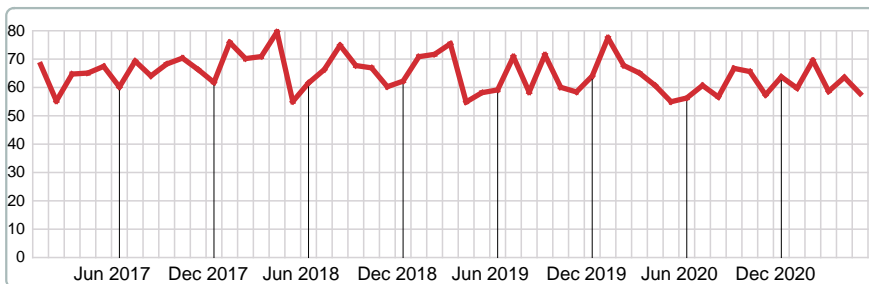
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59

High Apr 2018 80 Low Apr 2019 55

Average Days on Market to Sale this month at 58 below the 5 yr MAY average of 59



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	31	21.09%	107	113	62	0	0
\$50,001-\$75,000	16	10.88%	43	45	38	0	0
\$75,001-\$150,000	44	29.93%	70	117	43	46	0
\$150,001-\$225,000	23	15.65%	17	42	13	19	1
\$225,001-\$375,000	17	11.56%	19	47	6	4	77
\$375,001 and up	16	10.88%	44	17	35	60	49
Average Closed DOM	58			94	31	37	51
Total Closed Units	147			60	67	16	4
Total Closed Volume	25,610,386			6.27M	12.49M	5.65M	1.20M

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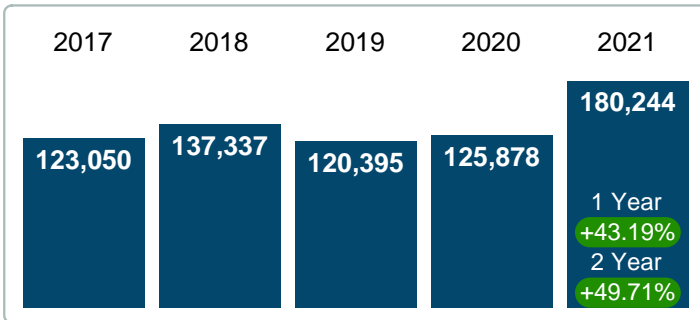
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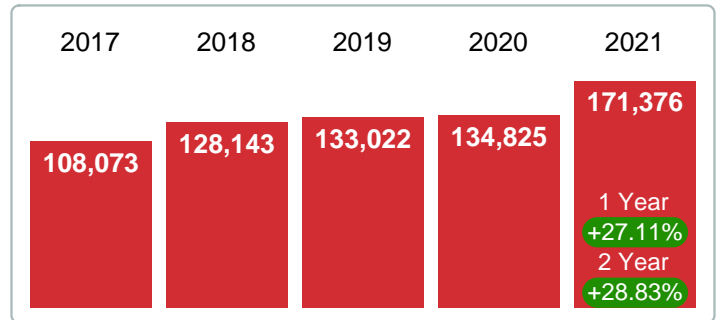
AVERAGE LIST PRICE AT CLOSING

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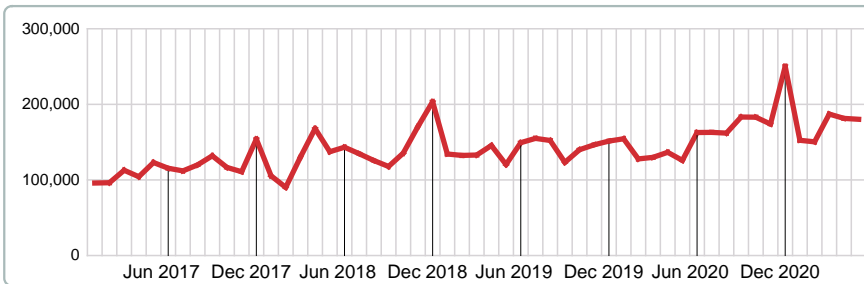
MAY



YEAR TO DATE (YTD)

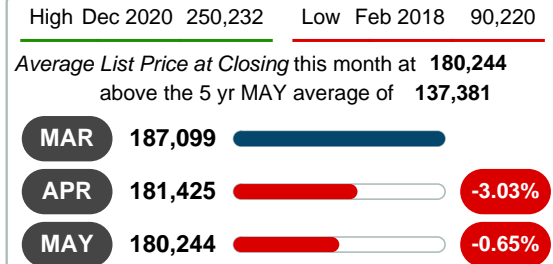


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 137,381



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$50,000	31	21.09%	24,631	23,630	31,394	0	0
\$50,001 \$75,000	11	7.48%	66,536	71,127	76,640	0	0
\$75,001 \$150,000	47	31.97%	116,102	134,738	114,260	128,300	0
\$150,001 \$225,000	23	15.65%	185,283	213,300	185,873	187,100	199,900
\$225,001 \$375,000	18	12.24%	264,700	371,450	252,740	276,500	286,950
\$375,001 and up	17	11.56%	618,674	1,750,000	513,488	639,425	425,000
Average List Price			180,244	111,817	190,876	362,459	299,700
Total Closed Units		100%	180,244	60	67	16	4
Total Closed Volume			26,495,824	6.71M	12.79M	5.80M	1.20M

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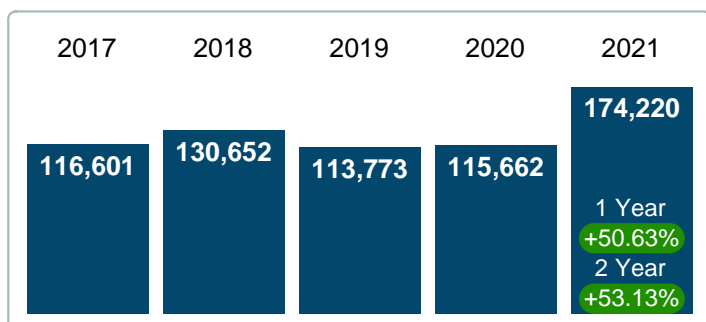
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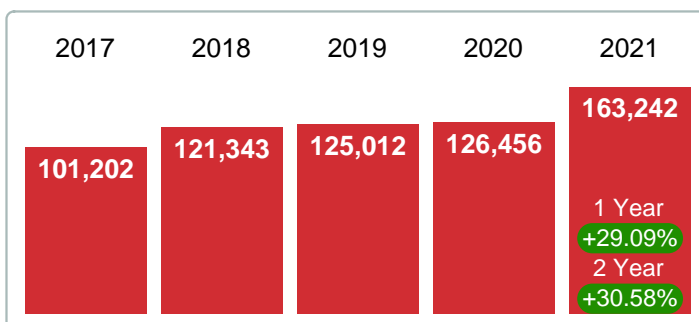
AVERAGE SOLD PRICE AT CLOSING

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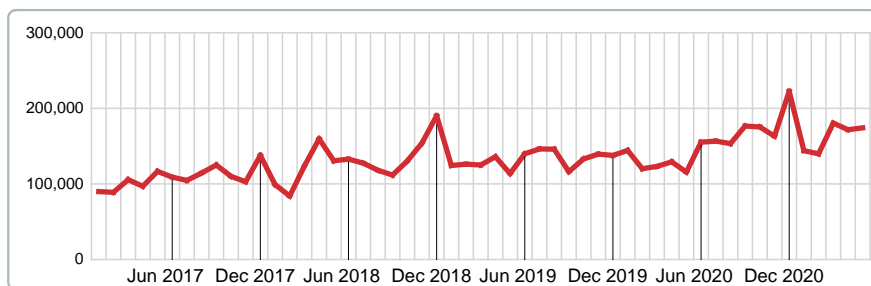
MAY



YEAR TO DATE (YTD)

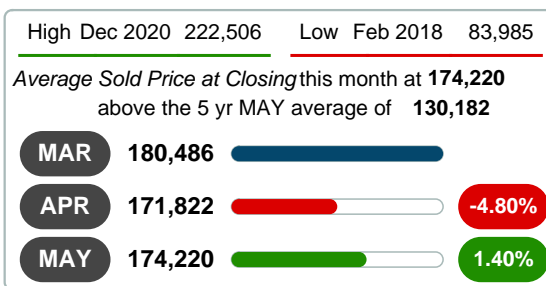


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 130,182



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	31	21.09%	21,643	20,376	30,194	0	0
\$50,001-\$75,000	16	10.88%	65,756	64,963	67,500	0	0
\$75,001-\$150,000	44	29.93%	116,141	124,287	111,424	112,000	0
\$150,001-\$225,000	23	15.65%	188,104	221,667	181,359	184,000	205,000
\$225,001-\$375,000	17	11.56%	273,876	365,000	254,250	269,833	286,950
\$375,001 and up	16	10.88%	612,181	1,625,000	497,750	628,317	418,000
Average Sold Price			174,220	104,555	186,399	353,213	299,225
Total Closed Units		100%	174,220	60	67	16	4
Total Closed Volume			25,610,386	6.27M	12.49M	5.65M	1.20M

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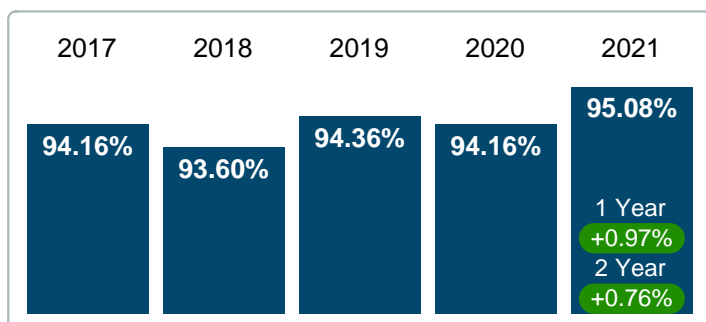
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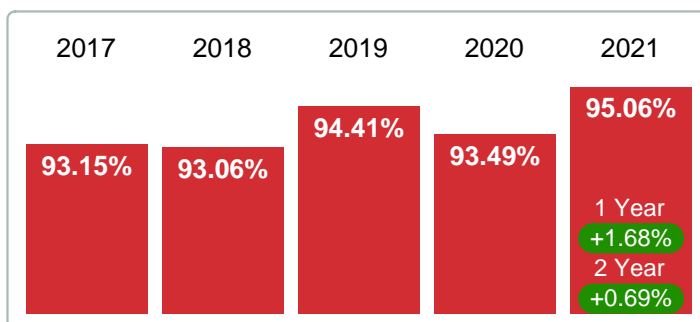
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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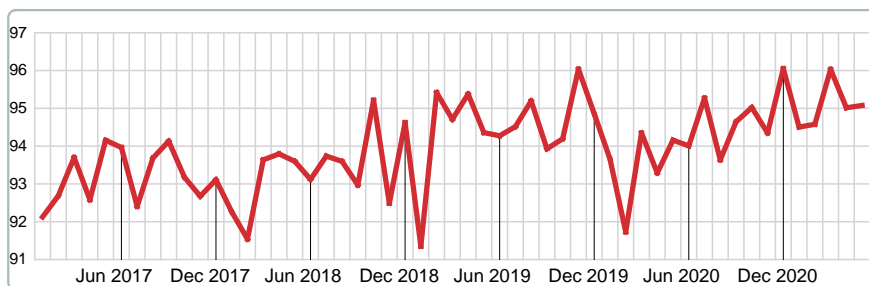
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

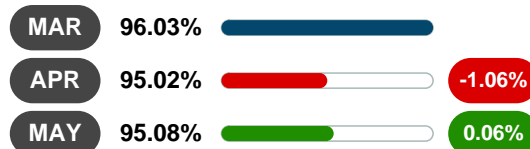


3 MONTHS

5 year MAY AVG = 94.27%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **95.08%** above the 5 yr MAY average of **94.27%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	31	21.09%	89.40%	88.28%	96.98%	0.00%	0.00%
\$50,001-\$75,000	16	10.88%	91.23%	92.08%	89.38%	0.00%	0.00%
\$75,001-\$150,000	44	29.93%	95.43%	92.97%	97.64%	90.08%	0.00%
\$150,001-\$225,000	23	15.65%	99.50%	105.55%	98.27%	98.83%	102.55%
\$225,001-\$375,000	17	11.56%	99.84%	98.57%	100.58%	98.10%	100.00%
\$375,001 and up	16	10.88%	97.53%	92.86%	96.89%	99.02%	98.35%
Average Sold/List Ratio		95.10%		91.51%	97.47%	97.12%	100.23%
Total Closed Units	147	100%	95.10%	60	67	16	4
Total Closed Volume	25,610,386			6.27M	12.49M	5.65M	1.20M

May 2021



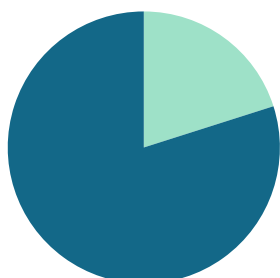
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

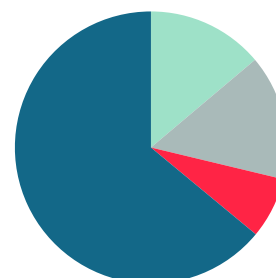


Inventory
 New Listings
209 = 20.10%
 Start Inventory
831
 Total Inventory Units
1,040
 Volume
\$224,086,523

Market Activity

Closed Sales
147 = 13.85%
 Pending Sales
158 = 14.89%
 Other Off Market
77 = 7.26%
 Active Inventory
679 = 64.00%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	111	147	32.43%	524	702	33.97%
Pending Sales	155	158	1.94%	608	772	26.97%
New Listings	256	209	-18.36%	1,476	1,016	-31.17%
Average List Price	125,878	180,244	43.19%	134,825	171,376	27.11%
Average Sale Price	115,662	174,220	50.63%	126,456	163,242	29.09%
Average Percent of Selling Price to List Price	94.16%	95.08%	0.97%	93.49%	95.06%	1.68%
Average Days on Market to Sale	54.96	57.82	5.22%	64.58	61.47	-4.82%
Monthly Inventory	1,370	679	-50.44%	1,370	679	-50.44%
Months Supply of Inventory	12.59	4.72	-62.52%	12.59	4.72	-62.52%

Absorption: Last 12 months, an Average of **144** Sales/Month

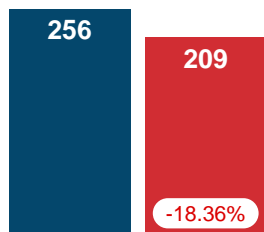
Inventory on May 31, 2021 = **679**

2020 **2021**

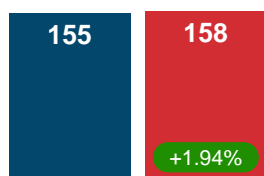
MAY MARKET

AVERAGE PRICES

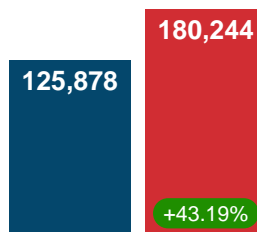
New Listings



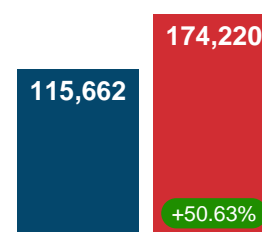
Pending Listings



List Price



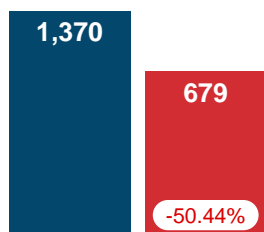
Sale Price



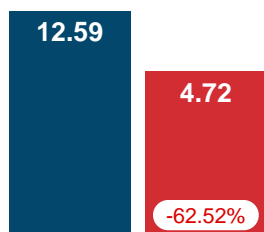
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

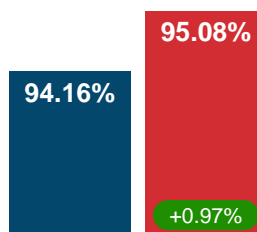
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

