

May 2021



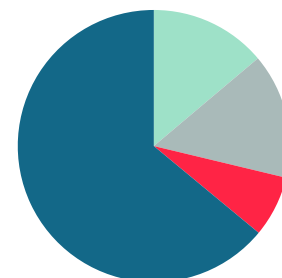
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	89,900	129,900	44.49%
Median Sale Price	88,000	125,000	42.05%
Median Percent of Selling Price to List Price	95.12%	98.35%	3.40%
Median Days on Market to Sale	37.00	15.00	-59.46%
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.

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 **42.05%** in May 2021 to \$125,000 versus the previous year at \$88,000.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 22.00 days or **59.46%** in May 2021 compared to last year's same month at **37.00** DOM.

Sales Success for May 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 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

May 2021



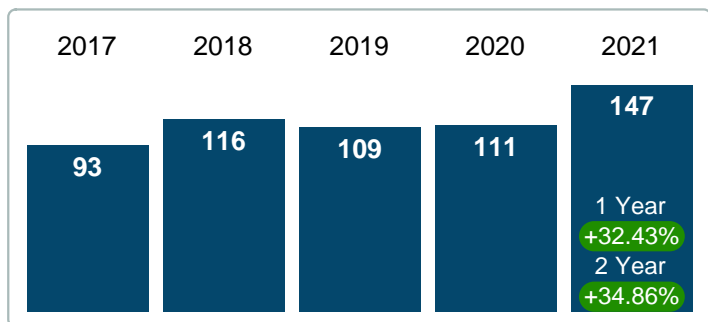
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



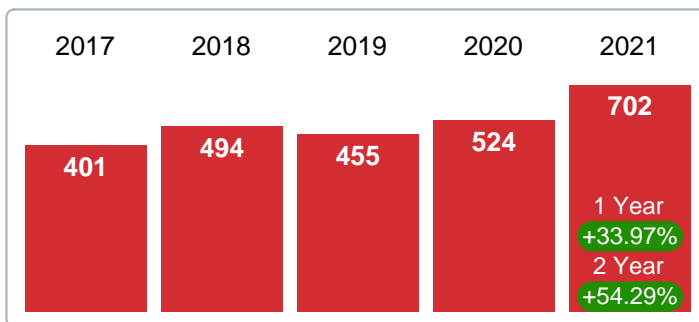
CLOSED LISTINGS

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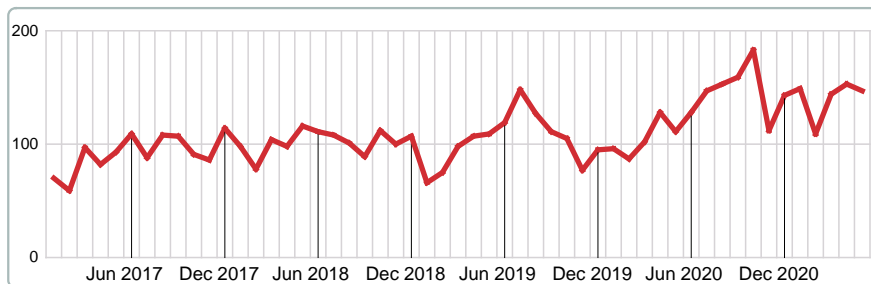
MAY



YEAR TO DATE (YTD)

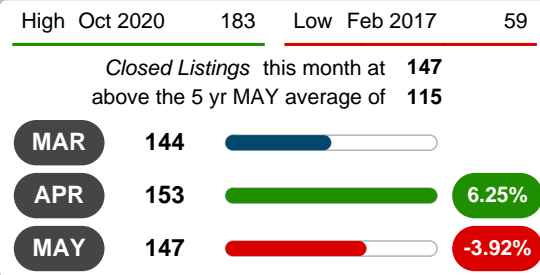


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 115



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	7	4.76%	24.0	6	1	0	0
\$10,001 - \$50,000	24	16.33%	58.5	21	3	0	0
\$50,001 - \$80,000	20	13.61%	30.0	12	7	1	0
\$80,001 - \$150,000	40	27.21%	21.0	15	23	2	0
\$150,001 - \$220,000	20	13.61%	5.0	1	14	4	1
\$220,001 - \$390,000	20	13.61%	7.0	4	11	3	2
\$390,001 and up	16	10.88%	9.0	1	8	6	1
Total Closed Units	147			60	67	16	4
Total Closed Volume	25,610,386	100%	15.0	6.27M	12.49M	5.65M	1.20M
Median Closed Price	\$125,000			\$57,000	\$150,000	\$239,750	\$286,950

May 2021



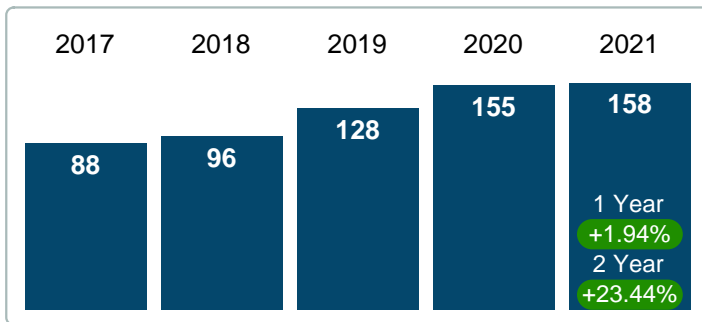
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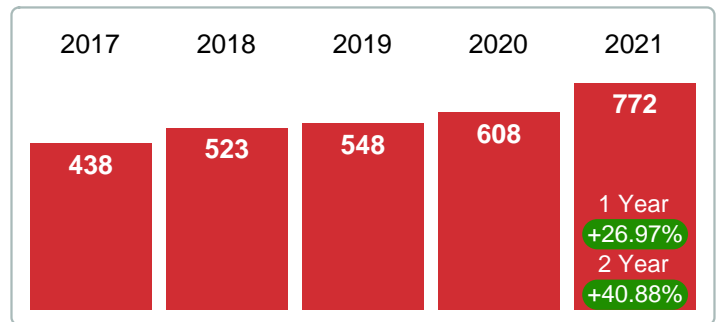
PENDING LISTINGS

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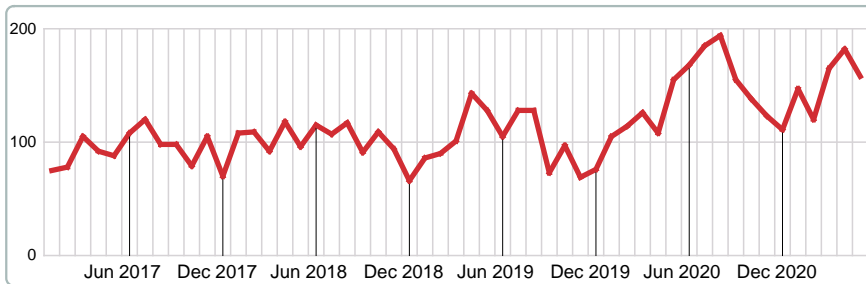
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

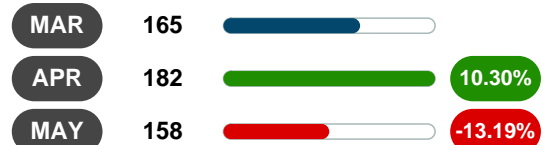


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	16	10.13%	39.5	15	1	0	0
\$30,001 - \$70,000	20	12.66%	10.5	16	4	0	0
\$70,001 - \$100,000	24	15.19%	16.5	8	14	2	0
\$100,001 - \$170,000	38	24.05%	20.5	12	23	3	0
\$170,001 - \$240,000	23	14.56%	35.0	5	12	5	1
\$240,001 - \$390,000	20	12.66%	32.5	5	8	7	0
\$390,001 and up	17	10.76%	17.0	1	10	2	4
Total Pending Units	158			62	72	19	5
Total Pending Volume	28,647,097	100%	22.0	6.65M	14.27M	5.20M	2.53M
Median Listing Price	\$144,500			\$71,200	\$154,900	\$227,000	\$462,900

May 2021



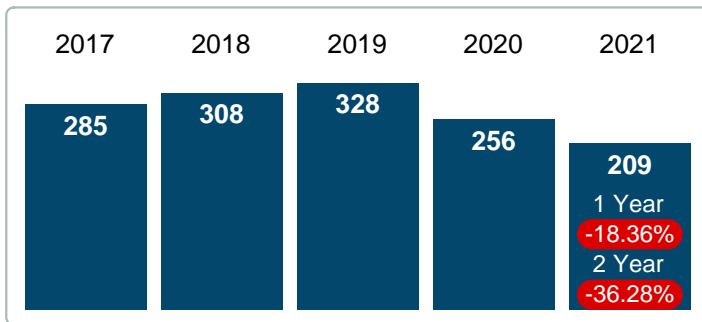
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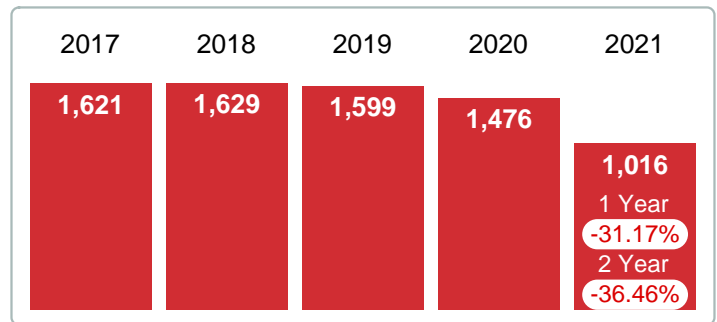
NEW LISTINGS

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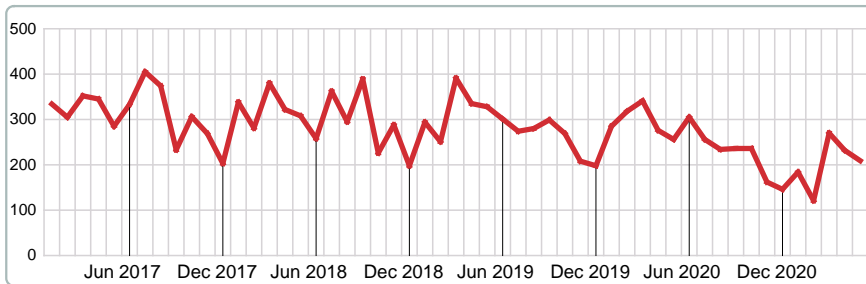
MAY



YEAR TO DATE (YTD)

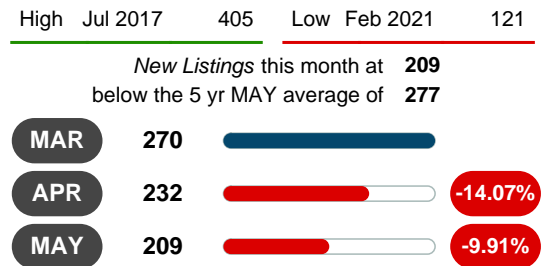


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$126,700		\$66,250	\$169,000	\$230,000	\$600,000

May 2021



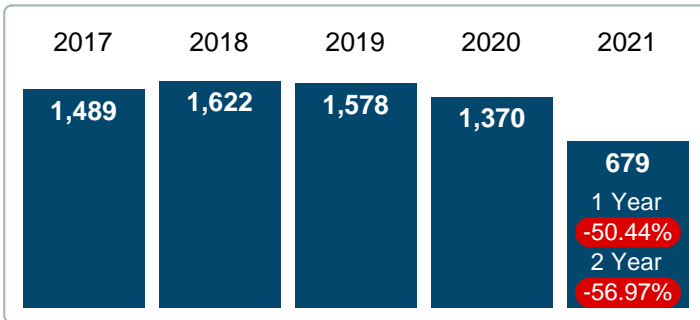
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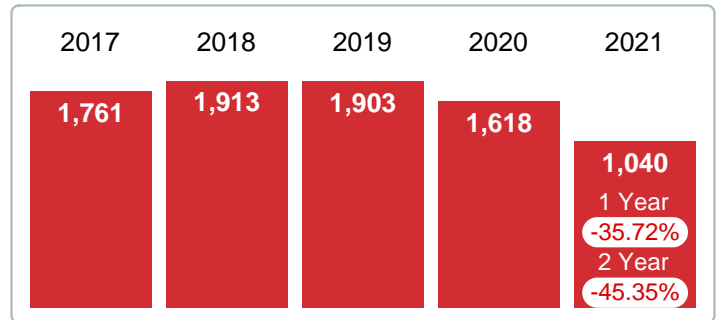
ACTIVE INVENTORY

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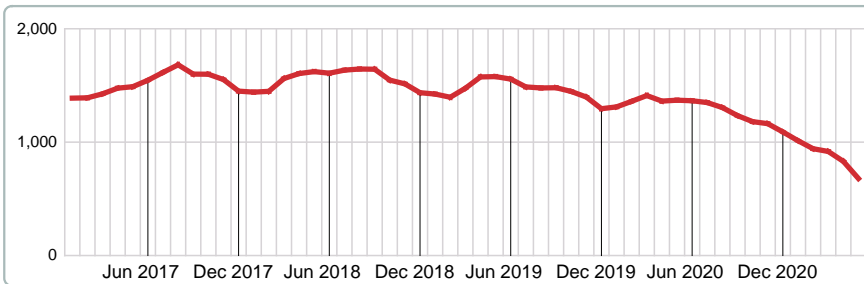
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

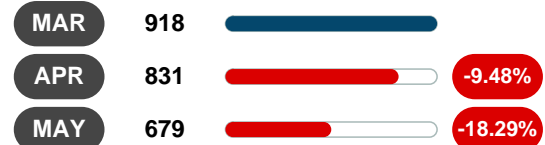


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	48	7.07%	93.0	47	1	0	0	
\$20,001 - \$40,000	109	16.05%	143.0	102	6	0	1	
\$40,001 - \$60,000	76	11.19%	164.0	70	3	3	0	
\$60,001 - \$170,000	191	28.13%	68.0	127	51	11	2	
\$170,001 - \$270,000	103	15.17%	70.0	48	39	14	2	
\$270,001 - \$460,000	84	12.37%	62.5	43	27	9	5	
\$460,001 and up	68	10.01%	60.0	43	9	11	5	
Total Active Inventory by Units		679		480	136	48	15	
Total Active Inventory by Volume		160,764,402	100%	81.0	104.39M	30.75M	15.91M	9.72M
Median Active Inventory Listing Price		\$112,900			\$70,250	\$198,000	\$234,950	\$449,900

May 2021



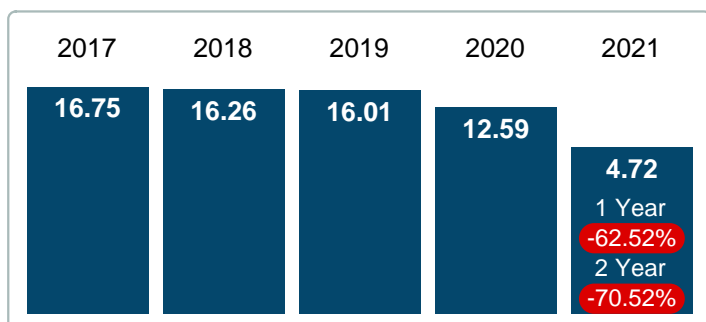
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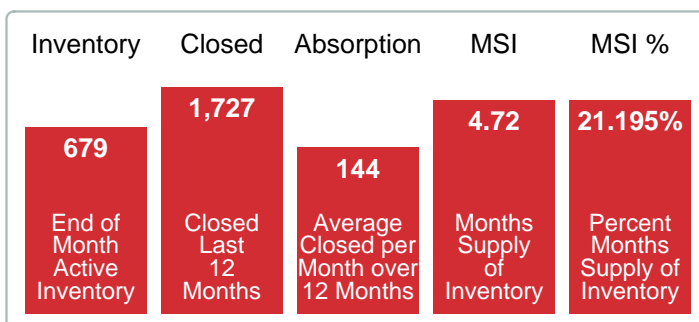
MONTHS SUPPLY of INVENTORY (MSI)

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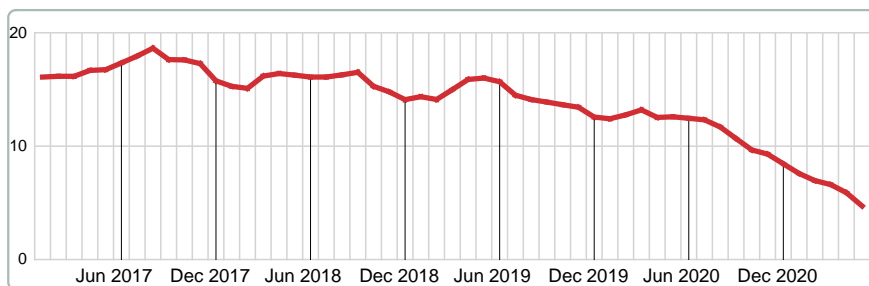
MSI FOR MAY



INDICATORS FOR MAY 2021

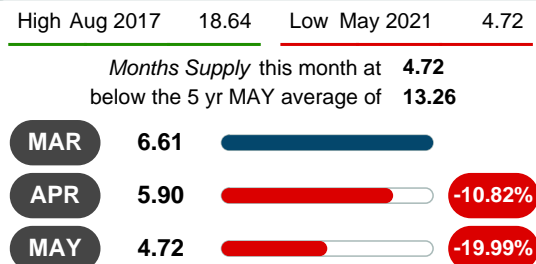


5 YEAR MARKET ACTIVITY TRENDS



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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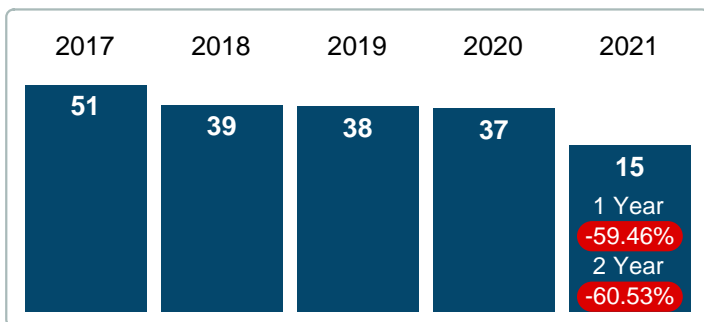
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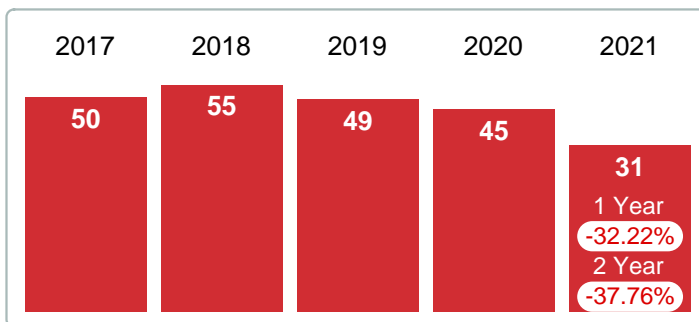
MEDIAN DAYS ON MARKET TO SALE

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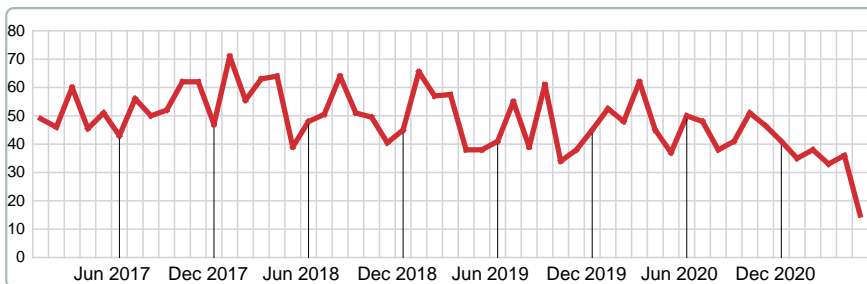
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

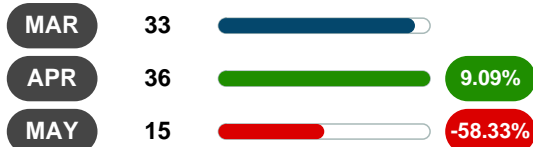


3 MONTHS

5 year MAY AVG = 36

High Jan 2018 71 Low May 2021 15

Median Days on Market to Sale this month at 15 below the 5 yr MAY average of 36



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
\$10,000 and less	4.76%	24	78	24	0	0
\$10,001 - \$50,000	16.33%	59	49	68	0	0
\$50,001 - \$80,000	13.61%	30	52	25	7	0
\$80,001 - \$150,000	27.21%	21	43	14	66	0
\$150,001 - \$220,000	13.61%	5	56	5	17	1
\$220,001 - \$390,000	13.61%	7	47	6	1	77
\$390,001 and up	10.88%	9	17	6	49	49
Median Closed DOM		15	48	9	9	27
Total Closed Units		147	60	67	16	4
Total Closed Volume		25,610,386	6.27M	12.49M	5.65M	1.20M

May 2021



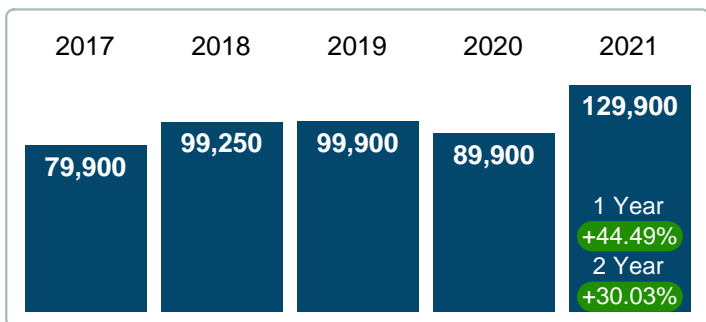
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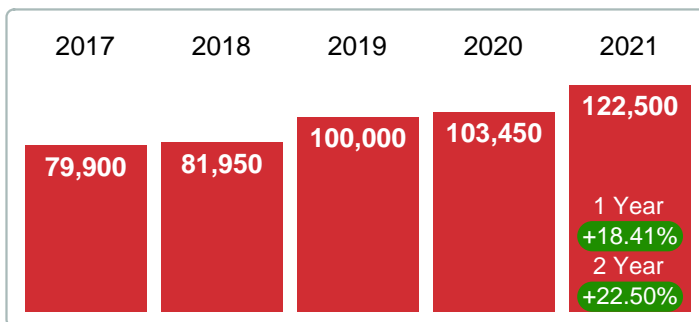
MEDIAN LIST PRICE AT CLOSING

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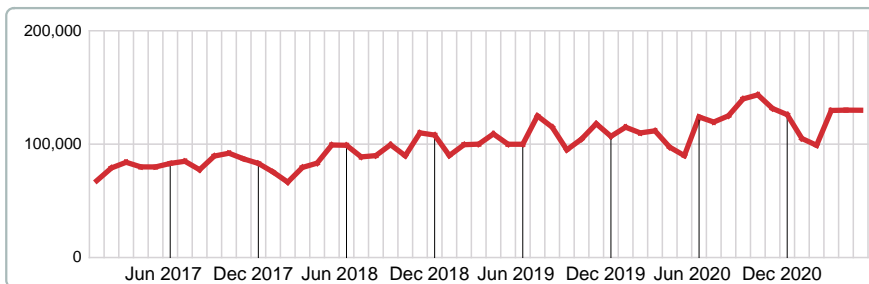
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

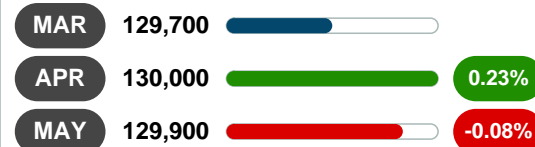


3 MONTHS

5 year MAY AVG = 99,770

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

Median List Price at Closing this month at **129,900** above the 5 yr MAY average of **99,770**



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
\$10,000 and less	3.40%	5,000	6,250	875	0	0
\$10,001 - \$50,000	17.69%	29,950	21,000	39,900	0	0
\$50,001 - \$80,000	10.20%	71,000	70,000	72,500	79,900	0
\$80,001 - \$150,000	29.25%	124,900	135,750	117,700	125,000	0
\$150,001 - \$220,000	13.61%	175,000	175,000	171,000	180,000	199,900
\$220,001 - \$390,000	14.29%	245,000	239,900	245,000	249,500	286,950
\$390,001 and up	11.56%	499,900	1,074,000	502,500	612,450	425,000
Median List Price		129,900	64,950	149,900	239,750	286,950
Total Closed Units	100%	129,900	60	67	16	4
Total Closed Volume		26,495,824	6.71M	12.79M	5.80M	1.20M

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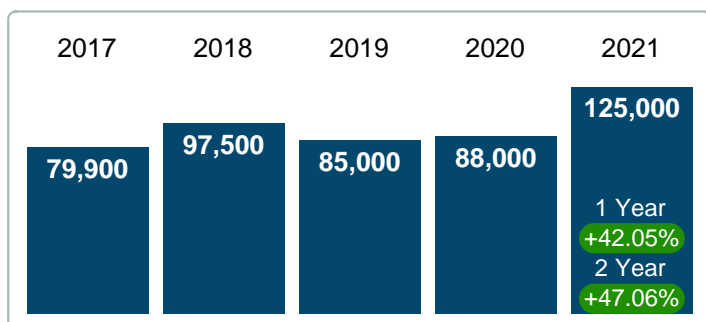
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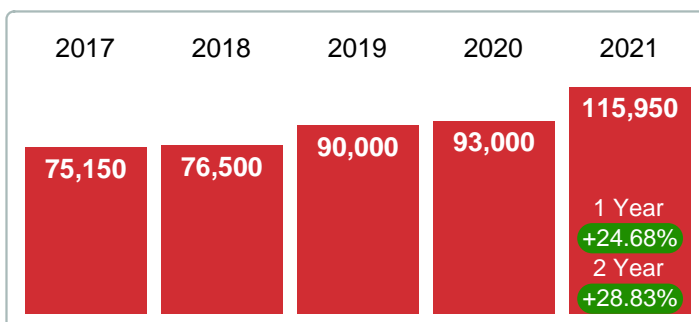
MEDIAN SOLD PRICE AT CLOSING

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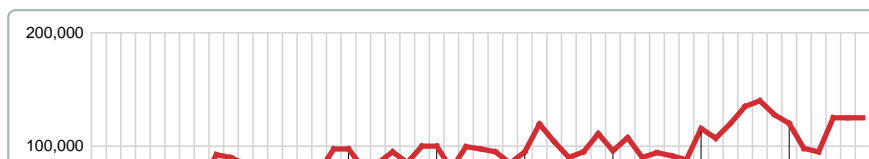
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95,080

High Oct 2020 140,000 Low Jan 2017 60,500
 Median Sold Price at Closing this month at **125,000**
 above the 5 yr MAY average of **95,080**

MAR 125,000 ✓
 APR 125,000 ✓ 0.00%
 MAY 125,000 ✓ 0.00%

DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	7	4.76%	7,500	7,750	875	0	0
\$10,001 - \$50,000	24	16.33%	25,000	20,000	35,000	0	0
\$50,001 - \$80,000	20	13.61%	70,000	67,000	70,000	79,000	0
\$80,001 - \$150,000	40	27.21%	121,750	125,000	115,900	128,500	0
\$150,001 - \$220,000	20	13.61%	172,000	215,000	171,000	184,000	205,000
\$220,001 - \$390,000	20	13.61%	249,700	290,000	249,000	249,500	286,950
\$390,001 and up	16	10.88%	524,700	1,625,000	495,000	617,200	418,000
Median Sold Price			125,000	57,000	150,000	239,750	286,950
Total Closed Units		100%	125,000	60	67	16	4
Total Closed Volume			25,610,386	6.27M	12.49M	5.65M	1.20M

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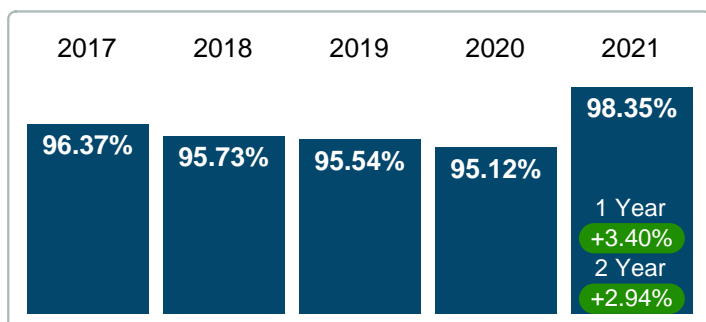
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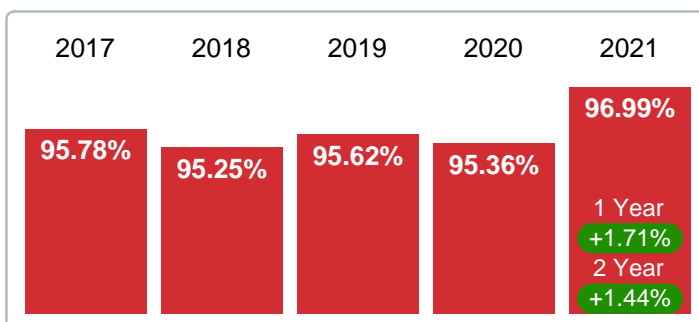
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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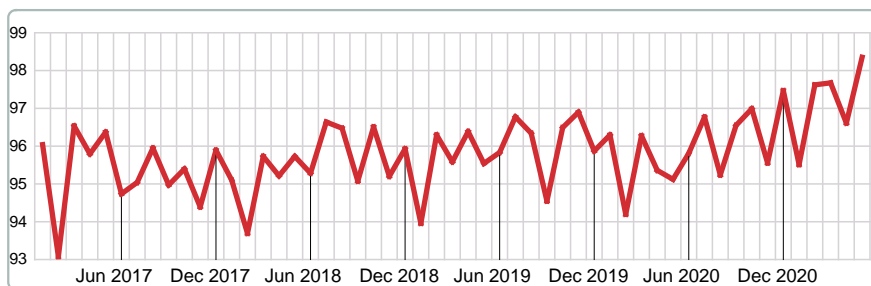
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

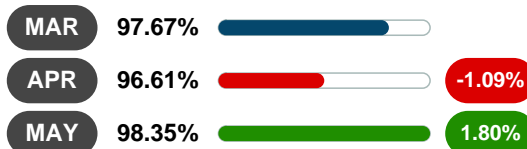


3 MONTHS

5 year MAY AVG = 96.22%

High May 2021 98.35% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **98.35%**
above the 5 yr MAY average of **96.22%**



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
\$10,000 and less	7	4.76%	89.39%	86.36%	100.00%	0.00%	0.00%
\$10,001 \$50,000	24	16.33%	91.90%	90.48%	100.00%	0.00%	0.00%
\$50,001 \$80,000	20	13.61%	94.70%	94.93%	91.67%	98.87%	0.00%
\$80,001 \$150,000	40	27.21%	96.83%	93.33%	97.91%	85.69%	0.00%
\$150,001 \$220,000	20	13.61%	99.44%	122.86%	98.99%	98.45%	102.55%
\$220,001 \$390,000	20	13.61%	100.00%	97.11%	100.00%	100.00%	100.00%
\$390,001 and up	16	10.88%	100.00%	92.86%	100.00%	100.00%	98.35%
Median Sold/List Ratio		98.35%		93.33%	100.00%	99.31%	100.00%
Total Closed Units		147	100%	60	67	16	4
Total Closed Volume		25,610,386		6.27M	12.49M	5.65M	1.20M

May 2021



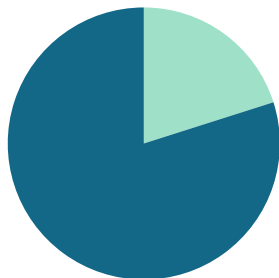
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

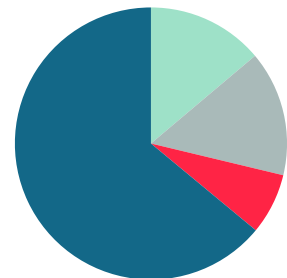


Inventory
 New Listings
209 = 20.10%
 Start Inventory
831
 Total Inventory Units
1,040
 Volume
\$224,086,523

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%
Median List Price	89,900	129,900	44.49%	103,450	122,500	18.41%
Median Sale Price	88,000	125,000	42.05%	93,000	115,950	24.68%
Median Percent of Selling Price to List Price	95.12%	98.35%	3.40%	95.36%	96.99%	1.71%
Median Days on Market to Sale	37.00	15.00	-59.46%	45.00	30.50	-32.22%
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

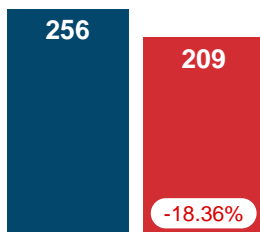
Inventory on May 31, 2021 = **679**

2020 **2021**

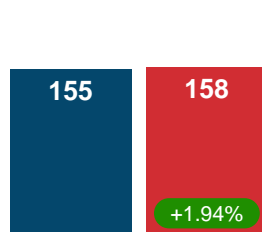
MAY MARKET

MEDIAN PRICES

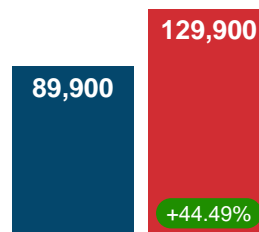
New Listings



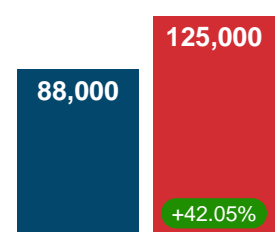
Pending Listings



List Price



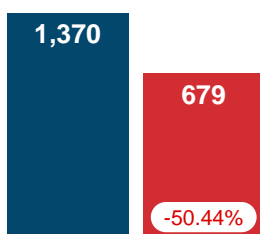
Sale Price



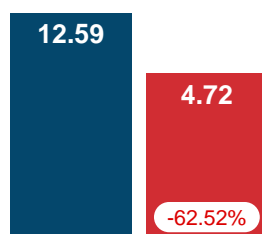
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

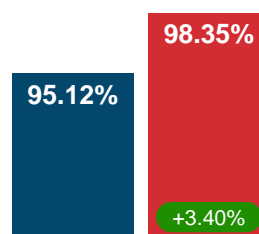
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

