

April 2021



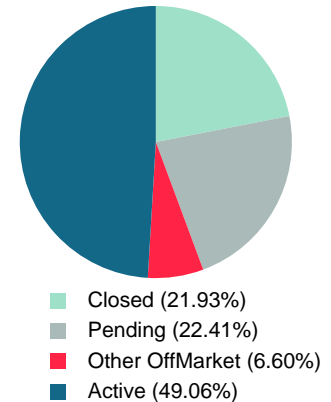
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	79	93	17.72%
Pending Listings	60	95	58.33%
New Listings	125	129	3.20%
Average List Price	142,377	227,740	59.96%
Average Sale Price	136,651	217,292	59.01%
Average Percent of Selling Price to List Price	93.28%	95.16%	2.01%
Average Days on Market to Sale	51.35	52.13	1.51%
End of Month Inventory	466	208	-55.36%
Months Supply of Inventory	6.30	2.33	-62.96%



Absorption: Last 12 months, an Average of **89** Sales/Month
Active Inventory as of April 30, 2021 = **208**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **55.36%** to 208 existing homes available for sale. Over the last 12 months this area has had an average of 89 closed sales per month. This represents an unsold inventory index of **2.33** 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 **59.01%** in April 2021 to \$217,292 versus the previous year at \$136,651.

Average Days on Market Lengthens

The average number of **52.13** days that homes spent on the market before selling increased by 0.77 days or **1.51%** in April 2021 compared to last year's same month at **51.35** DOM.

Sales Success for April 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 129 New Listings in April 2021, up **3.20%** from last year at 125. Furthermore, there were 93 Closed Listings this month versus last year at 79, a **17.72%** increase.

Closed versus Listed trends yielded a **72.1%** ratio, up from previous year's, April 2020, at **63.2%**, a **14.07%** 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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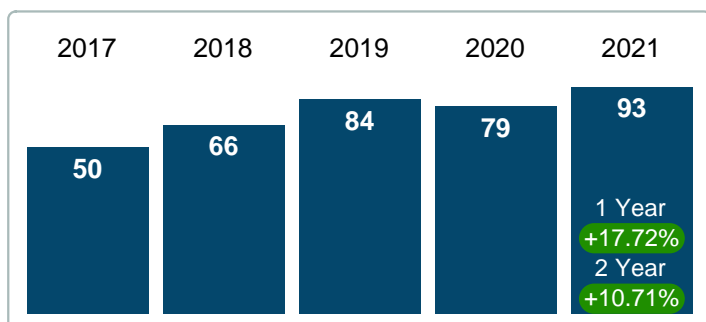
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



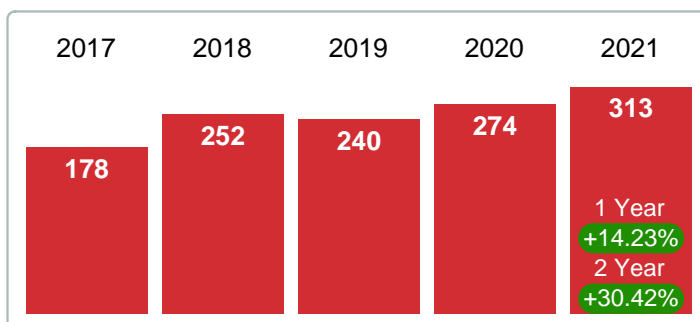
CLOSED LISTINGS

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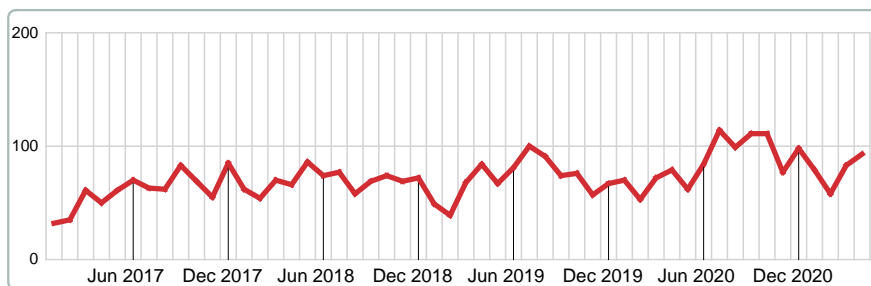
APRIL



YEAR TO DATE (YTD)

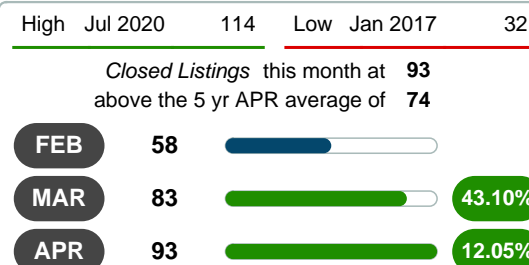


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	10.75%	65.8	7	3	0	0
\$50,001 - \$75,000	9	9.68%	72.2	4	4	1	0
\$75,001 - \$100,000	9	9.68%	19.7	3	6	0	0
\$100,001 - \$175,000	27	29.03%	60.1	3	18	5	1
\$175,001 - \$275,000	15	16.13%	42.7	1	9	4	1
\$275,001 - \$425,000	12	12.90%	39.4	3	5	4	0
\$425,001 and up	11	11.83%	57.0	1	6	1	3
Total Closed Units	93			22	51	15	5
Total Closed Volume	20,208,150	100%	52.1	3.21M	11.06M	3.45M	2.50M
Average Closed Price	\$217,292			\$145,695	\$216,801	\$229,867	\$499,600

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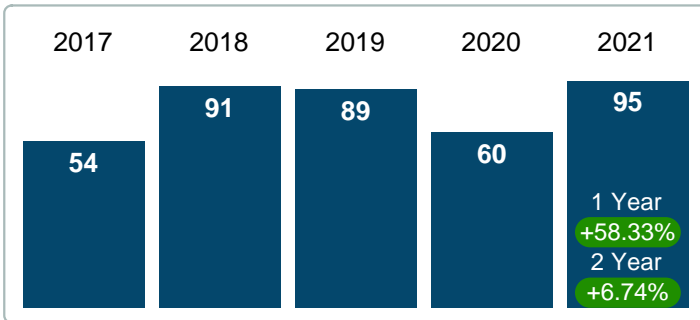
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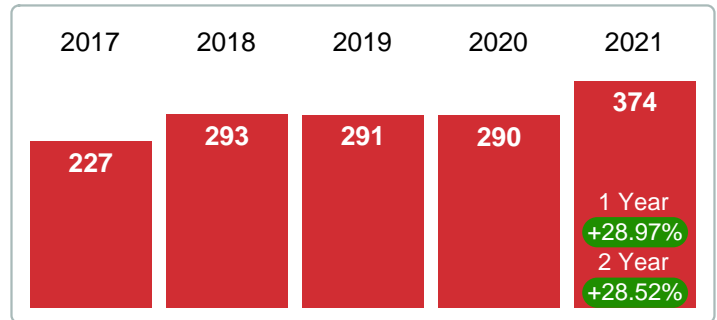
PENDING LISTINGS

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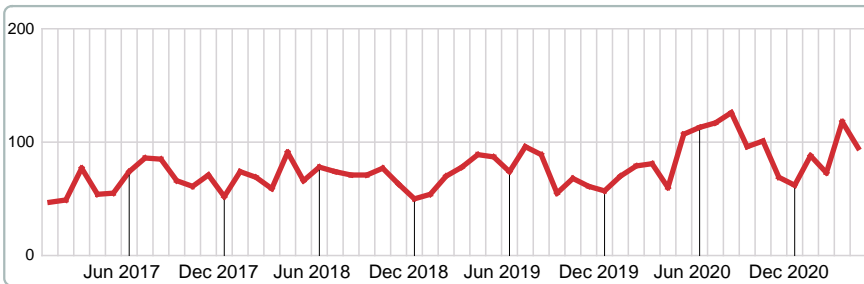
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 78

High Aug 2020 126 Low Jan 2017 47

Pending Listings this month at 95 above the 5 yr APR average of 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.21%	84.8	3	1	0	0
\$50,001 - \$100,000	16	16.84%	55.2	4	10	2	0
\$100,001 - \$125,000	8	8.42%	37.9	1	6	1	0
\$125,001 - \$175,000	25	26.32%	34.4	1	16	5	3
\$175,001 - \$250,000	19	20.00%	43.3	1	13	3	2
\$250,001 - \$475,000	10	10.53%	49.7	2	5	2	1
\$475,001 and up	13	13.68%	53.8	2	6	4	1
Total Pending Units	95			14	57	17	7
Total Pending Volume	22,335,251	100%	45.6	4.12M	11.56M	4.97M	1.69M
Average Listing Price	\$236,078			\$294,057	\$202,761	\$292,171	\$242,022

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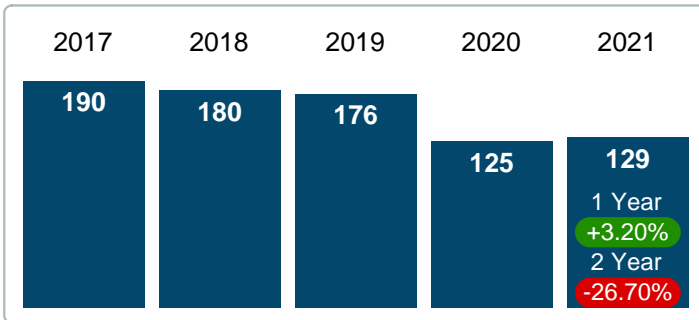
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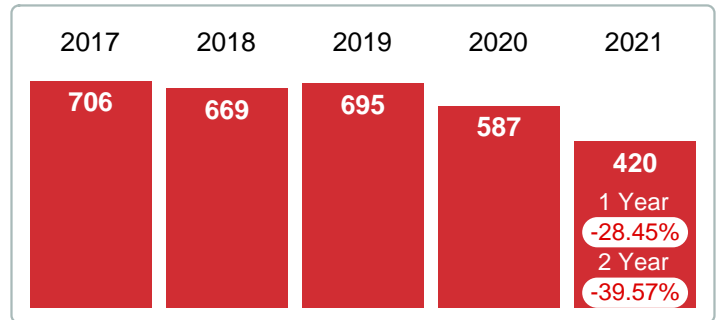
NEW LISTINGS

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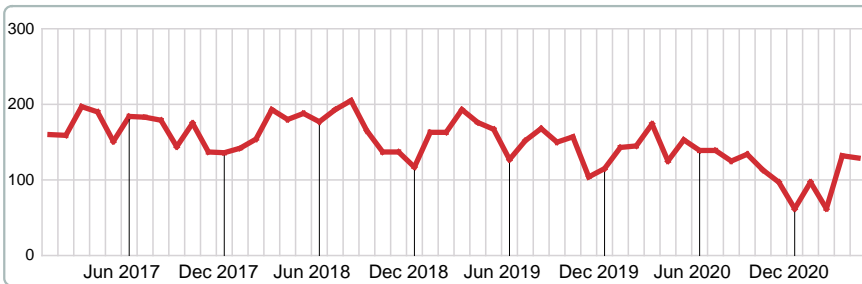
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 160

High Aug 2018 205 | Low Feb 2021 62

New Listings this month at **129**
 below the 5 yr APR average of **160**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$50,000 and less	5	3.88%
\$50,001 - \$100,000	25	19.38%
\$100,001 - \$150,000	19	14.73%
\$150,001 - \$225,000	28	21.71%
\$225,001 - \$300,000	22	17.05%
\$300,001 - \$475,000	17	13.18%
\$475,001 and up	13	10.08%
Total New Listed Units	129	
Total New Listed Volume	31,023,250	100%
Average New Listed Listing Price	\$218,071	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	3	0	0
\$50,001 - \$100,000	6	17	2	0
\$100,001 - \$150,000	5	11	2	1
\$150,001 - \$225,000	1	21	3	3
\$225,001 - \$300,000	1	11	8	2
\$300,001 - \$475,000	2	11	4	0
\$475,001 and up	1	6	3	3
Total	18	80	22	9
Total Volume	2.94M	17.53M	7.19M	3.37M
Average Price	\$163,094	\$219,170	\$326,668	\$374,139

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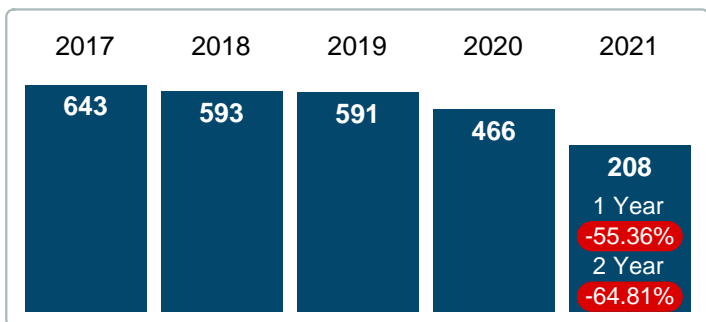
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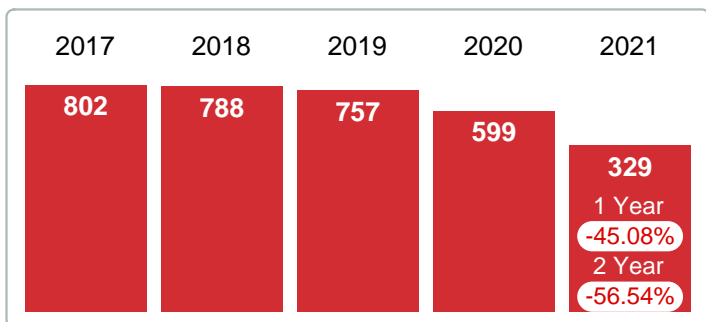
ACTIVE INVENTORY

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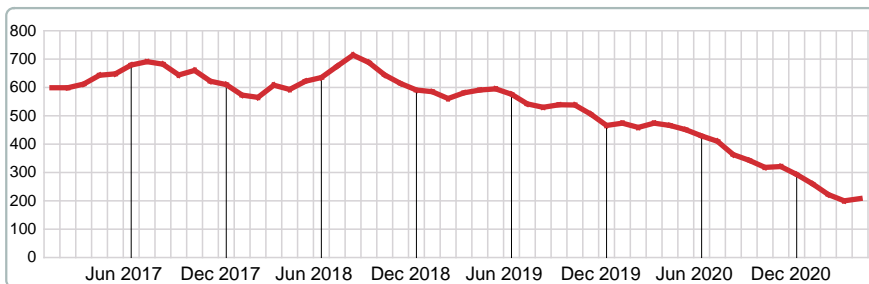
END OF APRIL



ACTIVE DURING APRIL

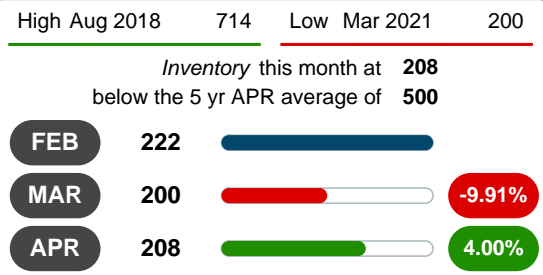


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 500



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	5	2.40%	52.0	1	3	0	1	
\$25,001 - \$75,000	33	15.87%	94.2	14	14	5	0	
\$75,001 - \$100,000	33	15.87%	92.4	7	21	5	0	
\$100,001 - \$225,000	58	27.88%	76.9	9	37	12	0	
\$225,001 - \$275,000	27	12.98%	76.4	3	14	8	2	
\$275,001 - \$425,000	29	13.94%	55.6	2	16	10	1	
\$425,001 and up	23	11.06%	113.5	2	8	7	6	
Total Active Inventory by Units		208		38	113	47	10	
Total Active Inventory by Volume		46,845,889	100%	82.5	5.46M	23.63M	13.10M	4.65M
Average Active Inventory Listing Price		\$225,221			\$143,774	\$209,101	\$278,719	\$465,430

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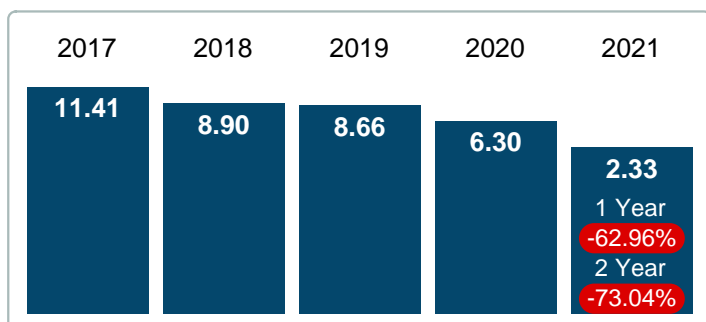
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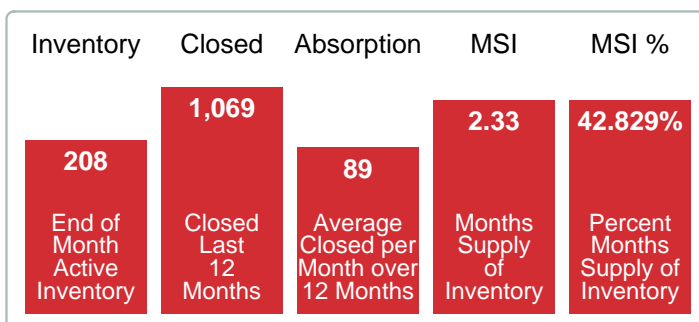
MONTHS SUPPLY of INVENTORY (MSI)

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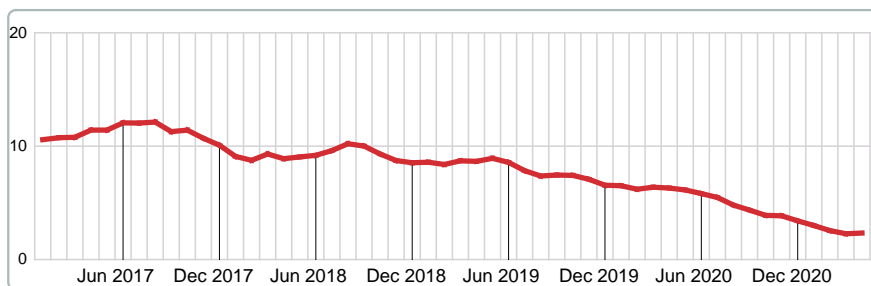
MSI FOR APRIL



INDICATORS FOR APRIL 2021



5 YEAR MARKET ACTIVITY TRENDS

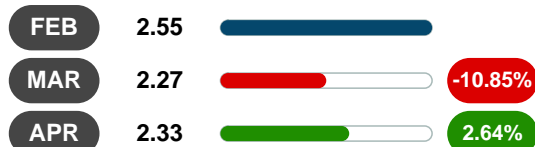


3 MONTHS

5 year APR AVG = 7.52

High Aug 2017 12.12 Low Mar 2021 2.27

Months Supply this month at 2.33 below the 5 yr APR average of 7.52



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
\$25,000 and less	5	2.40%	1.94	0.71	3.00	0.00	0.00
\$25,001 - \$75,000	33	15.87%	1.94	2.00	1.57	5.45	0.00
\$75,001 - \$100,000	33	15.87%	3.02	3.65	2.65	4.62	0.00
\$100,001 - \$225,000	58	27.88%	1.68	2.45	1.53	1.97	0.00
\$225,001 - \$275,000	27	12.98%	4.91	3.27	4.10	8.73	8.00
\$275,001 - \$425,000	29	13.94%	2.81	2.00	2.78	3.64	1.20
\$425,001 and up	23	11.06%	2.82	4.80	3.10	2.00	3.60
Market Supply of Inventory (MSI)			2.33	2.33	2.10	3.05	2.86
Total Active Inventory by Units		100%	2.33	38	113	47	10

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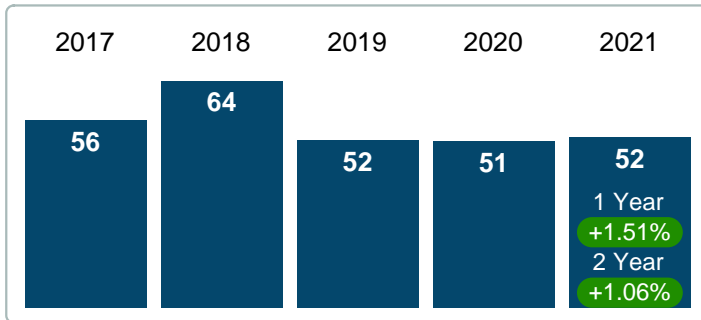
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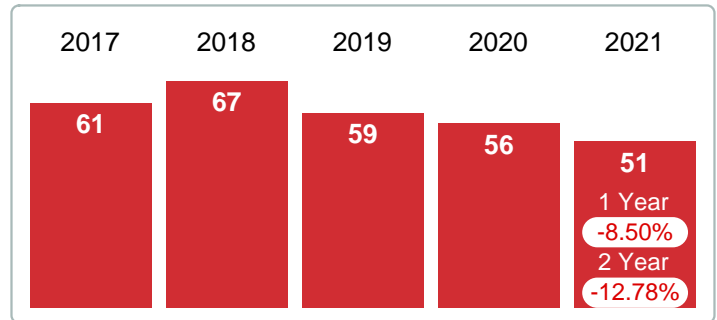
AVERAGE DAYS ON MARKET TO SALE

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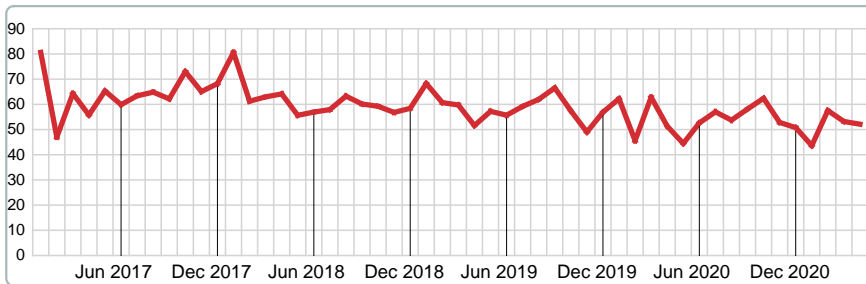
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

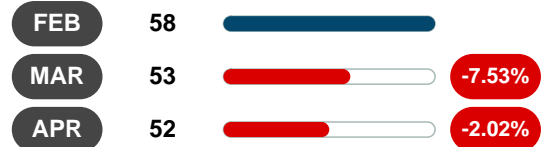


3 MONTHS

5 year APR AVG = 55

High Jan 2017 81 Low Jan 2021 44

Average Days on Market to Sale this month at 52 below the 5 yr APR average of 55



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
\$50,000 and less	10	10.75%	66	68	61	0
\$50,001 - \$75,000	9	9.68%	72	128	34	2
\$75,001 - \$100,000	9	9.68%	20	18	21	0
\$100,001 - \$175,000	27	29.03%	60	70	45	93
\$175,001 - \$275,000	15	16.13%	43	18	34	79
\$275,001 - \$425,000	12	12.90%	39	1	69	32
\$425,001 and up	11	11.83%	57	265	44	19
Average Closed DOM		52		70	43	62
Total Closed Units		93	100%	52	22	51
Total Closed Volume		20,208,150		3.21M	11.06M	3.45M

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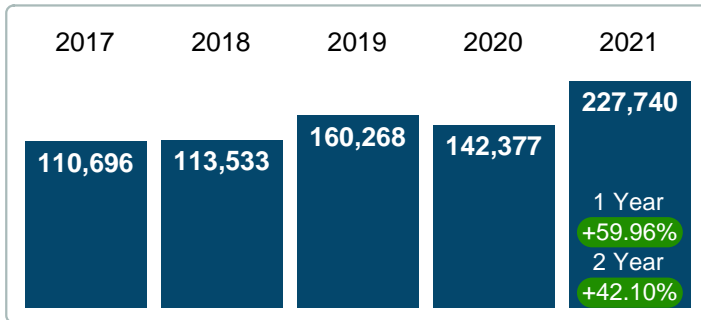
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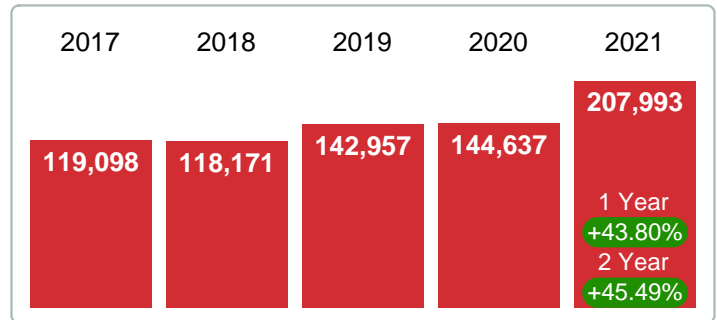
AVERAGE LIST PRICE AT CLOSING

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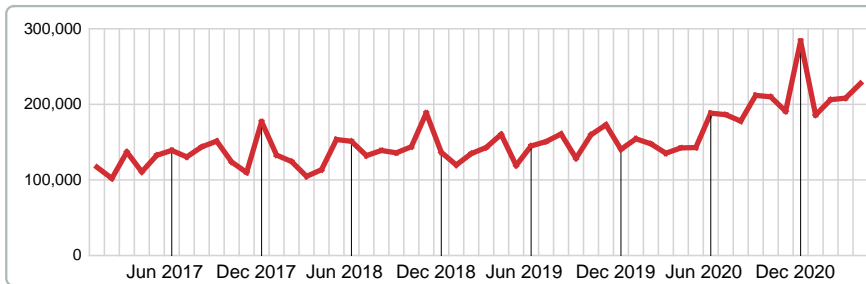
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

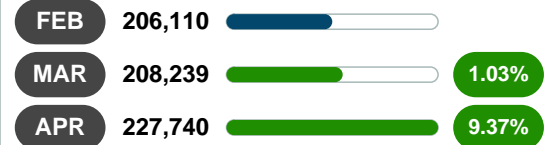


3 MONTHS

5 year APR AVG = 150,923

High Dec 2020 283,730 Low Feb 2017 102,000

Average List Price at Closing this month at **227,740**
above the 5 yr APR average of **150,923**



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
\$50,000 and less	9.68%	33,911	36,614	38,300	0	0
\$50,001 - \$75,000	8.60%	66,275	71,475	71,600	49,900	0
\$75,001 - \$100,000	10.75%	82,590	81,567	89,450	0	0
\$100,001 - \$175,000	27.96%	135,390	154,650	136,217	139,940	160,000
\$175,001 - \$275,000	18.28%	218,065	215,000	216,544	238,600	219,900
\$275,001 - \$425,000	11.83%	328,845	330,000	358,380	323,600	0
\$425,001 and up	12.90%	722,833	849,000	765,500	590,000	727,667
Average List Price		227,740	150,220	229,876	239,227	512,580
Total Closed Units	100%	227,740	22	51	15	5
Total Closed Volume		21,179,850	3.30M	11.72M	3.59M	2.56M

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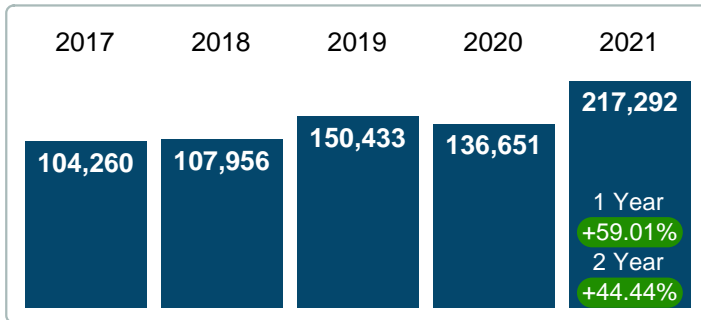
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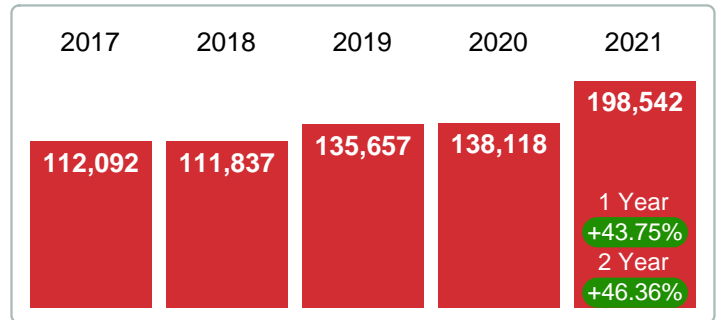
AVERAGE SOLD PRICE AT CLOSING

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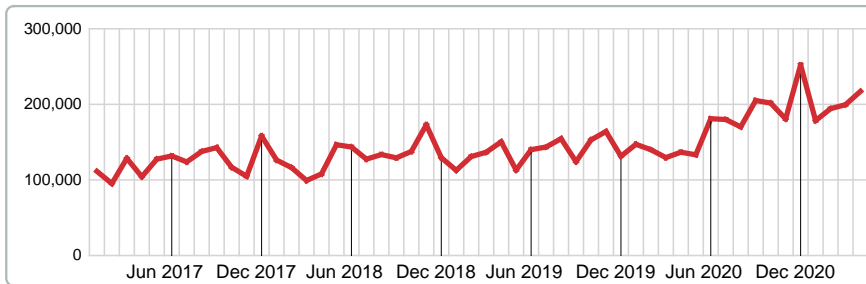
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

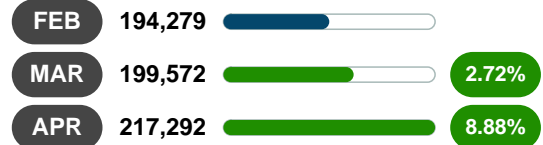


3 MONTHS

5 year APR AVG = 143,319

High Dec 2020 252,084 Low Feb 2017 95,229

Average Sold Price at Closing this month at **217,292** above the 5 yr APR average of **143,319**



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	
\$50,000 and less	10	10.75%	32,200	31,143	34,667	0	
\$50,001 - \$75,000	9	9.68%	64,906	65,500	68,013	50,100	
\$75,001 - \$100,000	9	9.68%	83,078	80,767	84,233	0	
\$100,001 - \$175,000	27	29.03%	133,863	142,667	131,050	135,480	
\$175,001 - \$275,000	15	16.13%	214,433	200,000	209,667	225,375	
\$275,001 - \$425,000	12	12.90%	330,458	326,667	347,300	312,250	
\$425,001 and up	11	11.83%	705,273	875,000	698,833	570,000	
Average Sold Price		217,292		145,695	216,801	229,867	499,600
Total Closed Units		93	100%	22	51	15	5
Total Closed Volume		20,208,150		3.21M	11.06M	3.45M	2.50M

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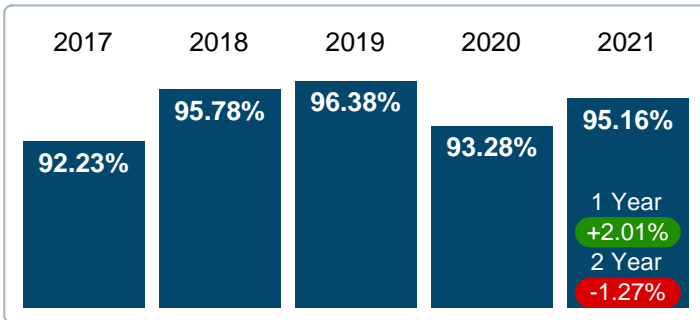
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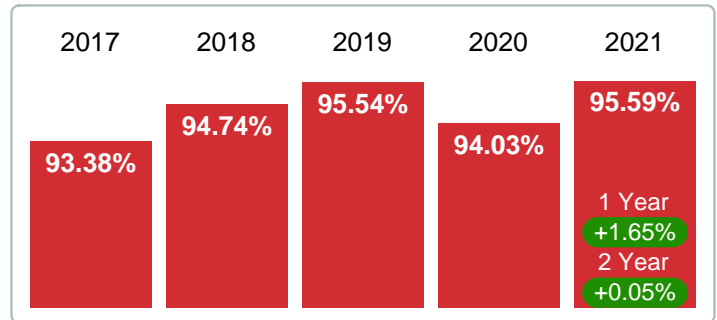
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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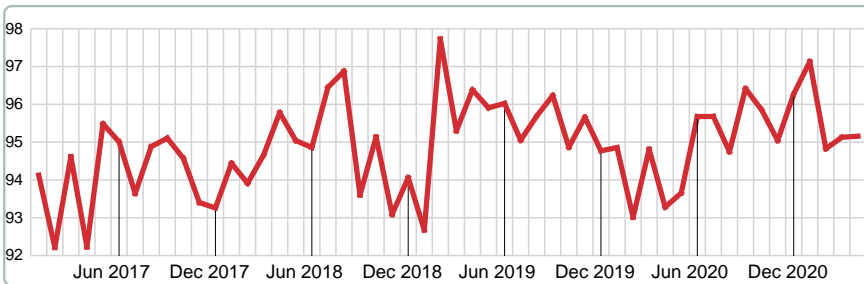
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

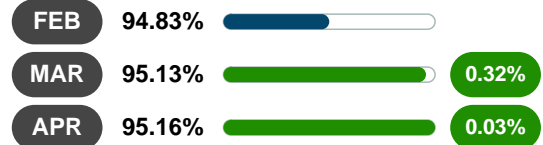


3 MONTHS

5 year APR AVG = 94.57%

High Feb 2019 97.73% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **95.16%** equal to 5 yr APR average of **94.57%**



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
\$50,000 and less	10	10.75%	87.12%	84.87%	92.37%	0.00%	0.00%
\$50,001 - \$75,000	9	9.68%	94.28%	91.63%	95.40%	100.40%	0.00%
\$75,001 - \$100,000	9	9.68%	96.41%	99.00%	95.11%	0.00%	0.00%
\$100,001 - \$175,000	27	29.03%	95.89%	92.30%	96.37%	96.76%	93.75%
\$175,001 - \$275,000	15	16.13%	96.46%	93.02%	96.93%	94.45%	103.68%
\$275,001 - \$425,000	12	12.90%	97.58%	98.90%	97.67%	96.48%	0.00%
\$425,001 and up	11	11.83%	95.94%	103.06%	93.82%	96.61%	97.56%
Average Sold/List Ratio		95.20%		92.15%	95.84%	96.30%	98.02%
Total Closed Units		93	100%	22	51	15	5
Total Closed Volume		20,208,150		3.21M	11.06M	3.45M	2.50M

April 2021



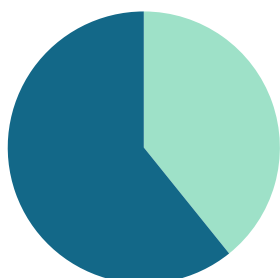
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

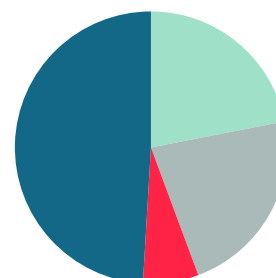


Inventory
 New Listings
129 = 39.21%
 Start Inventory
200
 Total Inventory Units
329
 Volume
\$82,713,540

Market Activity

Closed Sales
93 = 21.93%
 Pending Sales
95 = 22.41%
 Other Off Market
28 = 6.60%
 Active Inventory
208 = 49.06%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	79	93	17.72%	274	313	14.23%
Pending Sales	60	95	58.33%	290	374	28.97%
New Listings	125	129	3.20%	587	420	-28.45%
Average List Price	142,377	227,740	59.96%	144,637	207,993	43.80%
Average Sale Price	136,651	217,292	59.01%	138,118	198,542	43.75%
Average Percent of Selling Price to List Price	93.28%	95.16%	2.01%	94.03%	95.59%	1.65%
Average Days on Market to Sale	51.35	52.13	1.51%	56.03	51.27	-8.50%
Monthly Inventory	466	208	-55.36%	466	208	-55.36%
Months Supply of Inventory	6.30	2.33	-62.96%	6.30	2.33	-62.96%

Absorption: Last 12 months, an Average of **89** Sales/Month

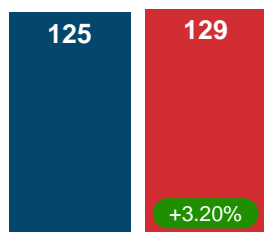
Inventory on April 30, 2021 = **208**

2020 **2021**

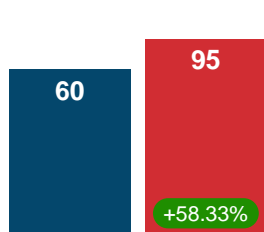
APRIL MARKET

AVERAGE PRICES

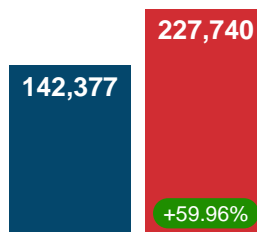
New Listings



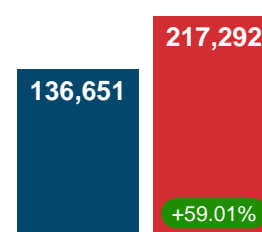
Pending Listings



List Price



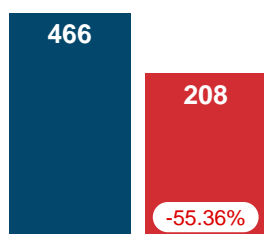
Sale Price



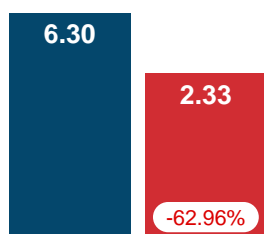
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

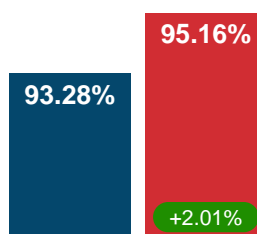
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

