

March 2021



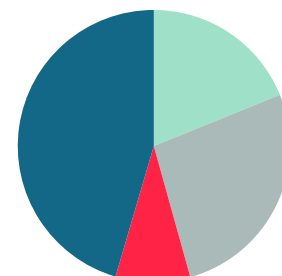
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	72	83	15.28%
Pending Listings	81	118	45.68%
New Listings	174	132	-24.14%
Average List Price	135,320	208,239	53.89%
Average Sale Price	129,540	199,572	54.06%
Average Percent of Selling Price to List Price	94.81%	95.13%	0.34%
Average Days on Market to Sale	62.82	53.20	-15.31%
End of Month Inventory	473	200	-57.72%
Months Supply of Inventory	6.36	2.27	-64.25%



■ Closed (18.86%)
■ Pending (26.82%)
■ Other OffMarket (8.86%)
■ Active (45.45%)

Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of March 31, 2021 = **200**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **57.72%** to 200 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **2.27** 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 **54.06%** in March 2021 to \$199,572 versus the previous year at \$129,540.

Average Days on Market Shortens

The average number of **53.20** days that homes spent on the market before selling decreased by 9.61 days or **15.31%** in March 2021 compared to last year's same month at **62.82** 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 132 New Listings in March 2021, down **24.14%** from last year at 174. Furthermore, there were 83 Closed Listings this month versus last year at 72, a **15.28%** increase.

Closed versus Listed trends yielded a **62.9%** ratio, up from previous year's, March 2020, at **41.4%**, a **51.96%** upswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

March 2021



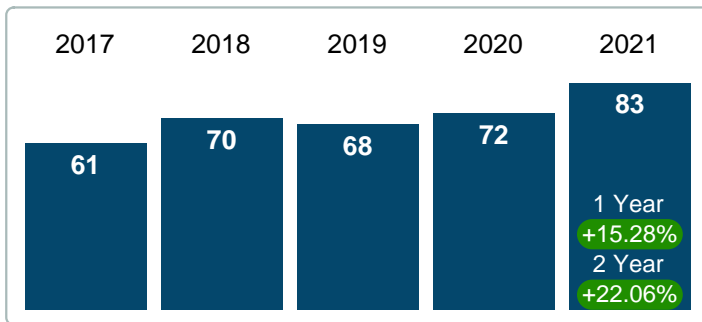
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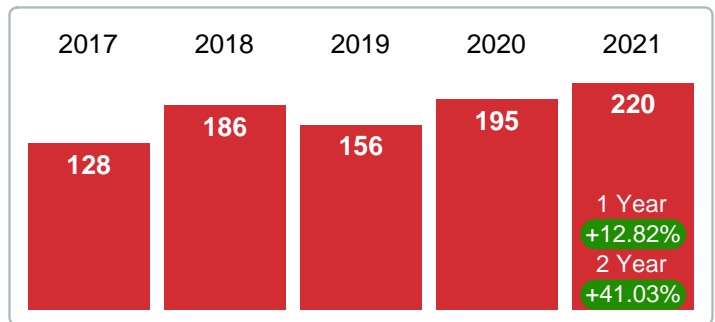
CLOSED LISTINGS

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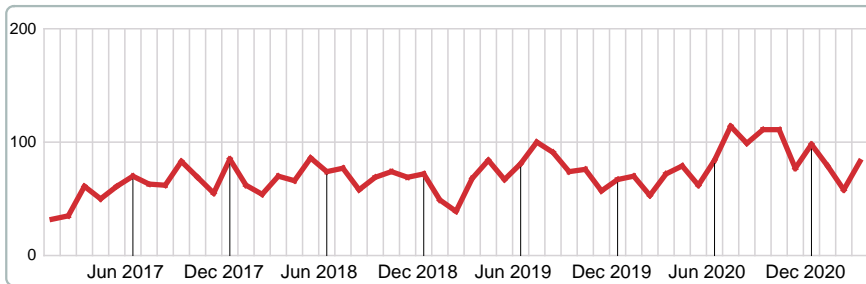
MARCH



YEAR TO DATE (YTD)

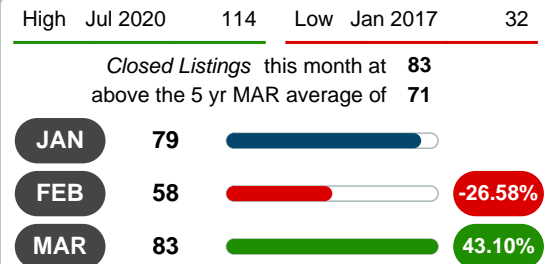


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 71



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	9	10.84%	30.3	5	2	2	0
\$50,001 - \$75,000	10	12.05%	43.9	3	6	1	0
\$75,001 - \$100,000	8	9.64%	72.9	0	6	2	0
\$100,001 - \$175,000	23	27.71%	63.2	2	18	3	0
\$175,001 - \$250,000	13	15.66%	34.2	1	9	3	0
\$250,001 - \$400,000	11	13.25%	68.0	1	3	5	2
\$400,001 and up	9	10.84%	52.9	0	5	1	3
Total Closed Units	83			12	49	17	5
Total Closed Volume	16,564,500	100%	53.2	1.10M	9.37M	3.46M	2.64M
Average Closed Price	\$199,572			\$91,500	\$191,208	\$203,429	\$527,800

March 2021



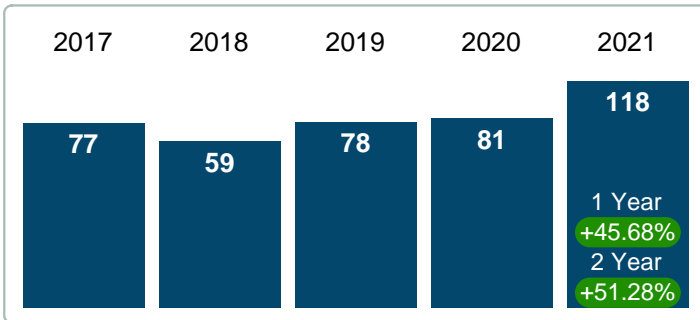
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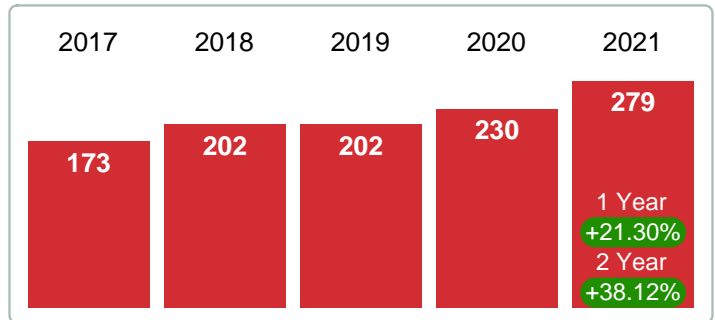
PENDING LISTINGS

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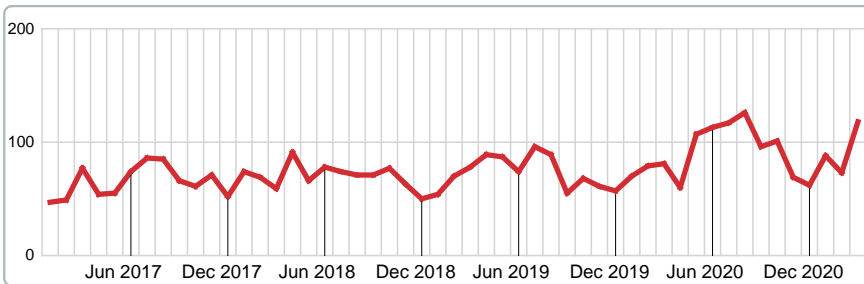
MARCH



YEAR TO DATE (YTD)

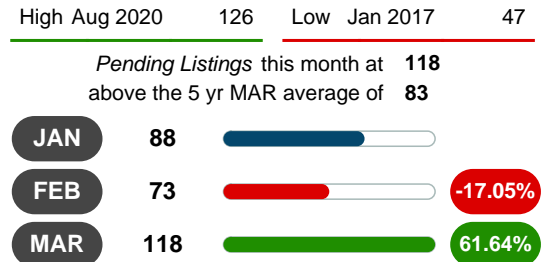


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 83



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	11	9.32%	38.0	9	2	0	0
\$50,001 - \$75,000	9	7.63%	42.7	4	4	1	0
\$75,001 - \$125,000	26	22.03%	43.0	3	22	1	0
\$125,001 - \$175,000	22	18.64%	59.5	2	16	3	1
\$175,001 - \$250,000	20	16.95%	24.7	1	14	4	1
\$250,001 - \$425,000	18	15.25%	35.7	2	6	9	1
\$425,001 and up	12	10.17%	54.0	0	8	3	1
Total Pending Units	118			21	72	21	4
Total Pending Volume	24,806,850	100%	41.3	1.96M	15.47M	5.79M	1.58M
Average Listing Price	\$200,494			\$93,474	\$214,847	\$275,762	\$395,975

March 2021



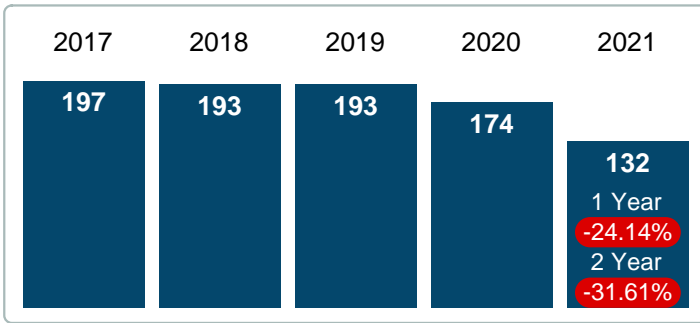
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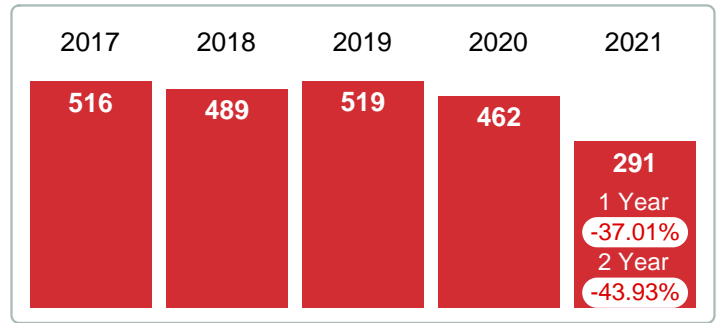
NEW LISTINGS

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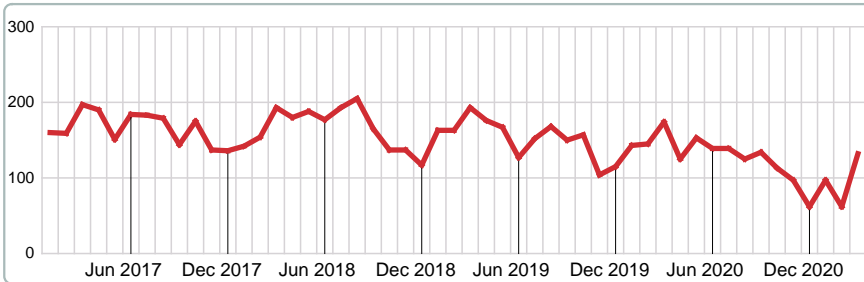
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 178

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 132
below the 5 yr MAR average of 178



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$50,000 and less	12	9.09%	5	6	1	0
\$50,001 - \$75,000	8	6.06%	5	2	1	0
\$75,001 - \$100,000	20	15.15%	1	16	3	0
\$100,001 - \$175,000	37	28.03%	0	29	8	0
\$175,001 - \$250,000	22	16.67%	1	20	0	1
\$250,001 - \$400,000	18	13.64%	2	7	8	1
\$400,001 and up	15	11.36%	2	6	4	3
Total New Listed Units	132		16	86	25	5
Total New Listed Volume	27,360,899	100%	3.61M	15.10M	6.48M	2.18M
Average New Listed Listing Price	\$207,540		\$225,388	\$175,572	\$259,068	\$435,760

March 2021



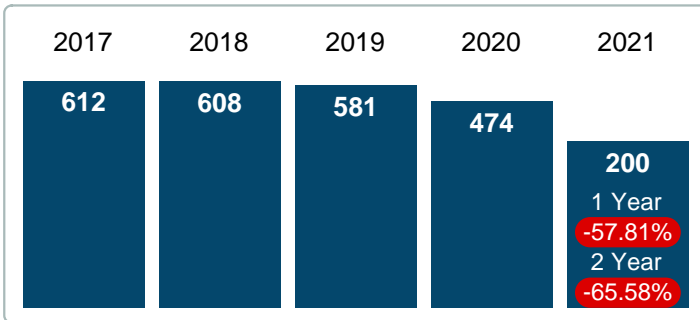
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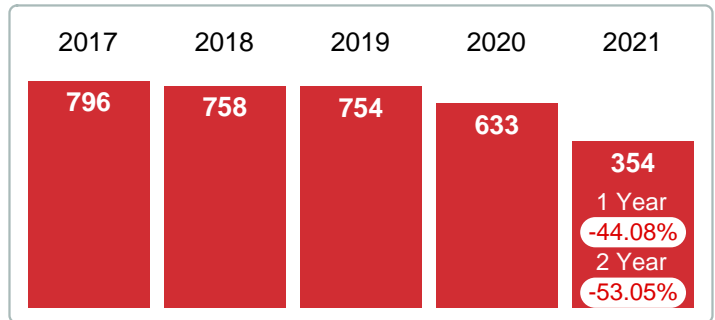
ACTIVE INVENTORY

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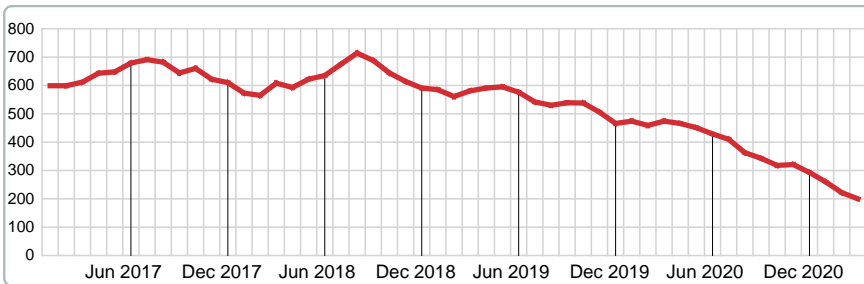
END OF MARCH



ACTIVE DURING MARCH

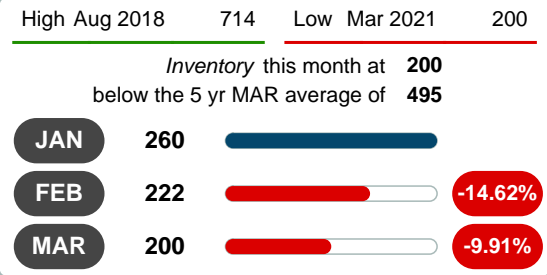


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 495



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	2.50%	41.2	2	2	0	1
\$25,001 - \$75,000	34	17.00%	107.7	16	13	5	0
\$75,001 - \$100,000	28	14.00%	101.5	5	18	5	0
\$100,001 - \$200,000	52	26.00%	72.0	6	34	12	0
\$200,001 - \$275,000	35	17.50%	86.1	3	21	7	4
\$275,001 - \$575,000	26	13.00%	89.5	3	8	12	3
\$575,001 and up	20	10.00%	158.9	6	6	6	2
Total Active Inventory by Units	200			41	102	47	10
Total Active Inventory by Volume	51,690,290	100%	94.9	9.69M	22.38M	12.86M	6.76M
Average Active Inventory Listing Price	\$258,451			\$236,400	\$219,459	\$273,572	\$675,520

March 2021



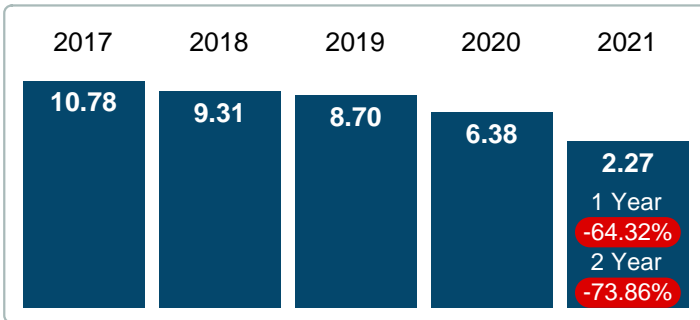
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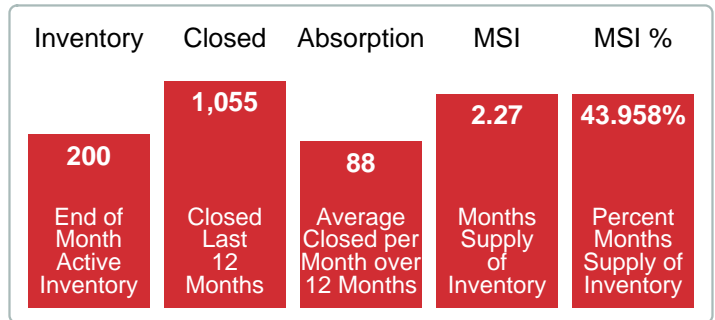
MONTHS SUPPLY of INVENTORY (MSI)

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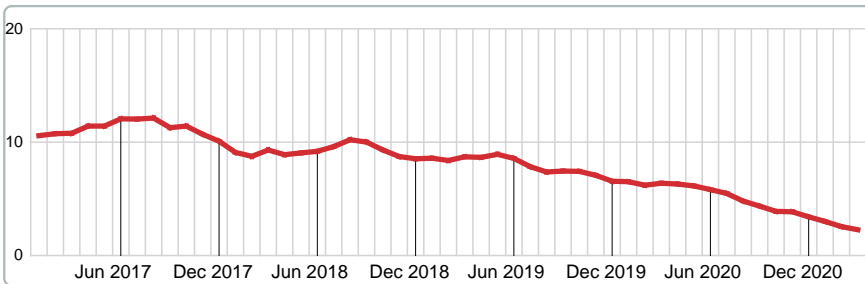
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

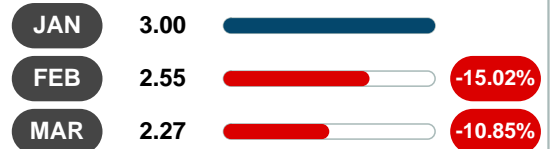


3 MONTHS

5 year MAR AVG = 7.49

High Aug 2017 12.12 | Low Mar 2021 2.27

Months Supply this month at 2.27
below the 5 yr MAR average of 7.49



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	2.50%	1.62	1.14	1.71	0.00	0.00
\$25,001 - \$75,000	34	17.00%	1.97	2.29	1.42	6.00	0.00
\$75,001 - \$100,000	28	14.00%	2.56	2.86	2.25	4.29	0.00
\$100,001 - \$200,000	52	26.00%	1.74	2.06	1.59	2.36	0.00
\$200,001 - \$275,000	35	17.50%	3.62	1.89	3.41	4.42	12.00
\$275,001 - \$575,000	26	13.00%	1.85	3.27	1.12	2.44	2.77
\$575,001 and up	20	10.00%	6.67	36.00	9.00	6.00	1.71
Market Supply of Inventory (MSI)	2.27	100%	2.27	2.55	1.90	3.19	3.00
Total Active Inventory by Units	200			41	102	47	10

March 2021



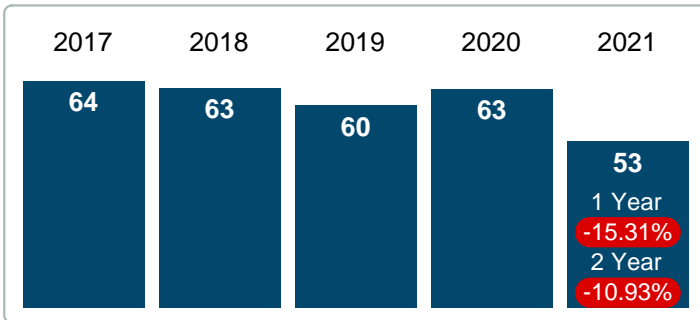
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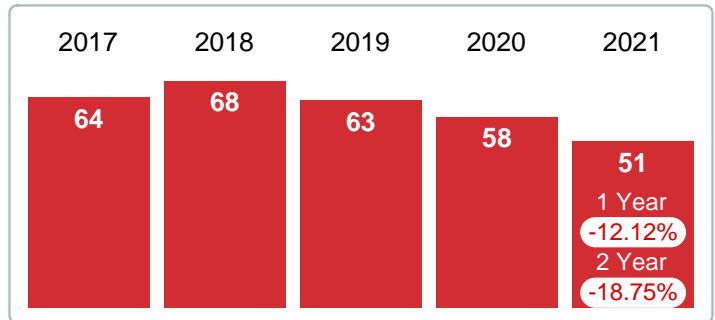
AVERAGE DAYS ON MARKET TO SALE

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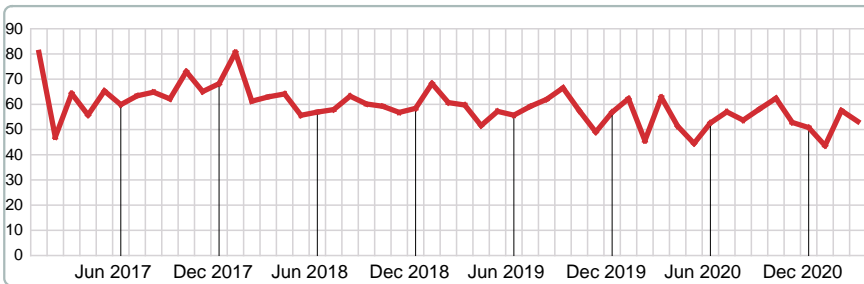
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 61

High Jan 2017 81 Low Jan 2021 44

Average Days on Market to Sale this month at 53 below the 5 yr MAR average of 61



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	10.84%	30	19	2	87	0
\$50,001 - \$75,000	12.05%	44	66	40	1	0
\$75,001 - \$100,000	9.64%	73	0	69	86	0
\$100,001 - \$175,000	27.71%	63	140	54	65	0
\$175,001 - \$250,000	15.66%	34	3	37	36	0
\$250,001 - \$400,000	13.25%	68	44	78	68	65
\$400,001 and up	10.84%	53	0	70	72	18
Average Closed DOM		53	52	52	63	36
Total Closed Units	100%	83	12	49	17	5
Total Closed Volume		16,564,500	1.10M	9.37M	3.46M	2.64M

March 2021



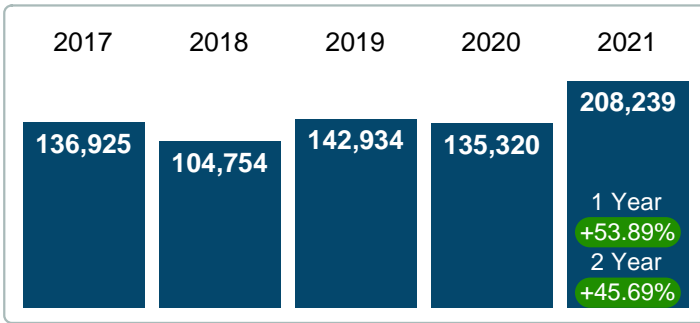
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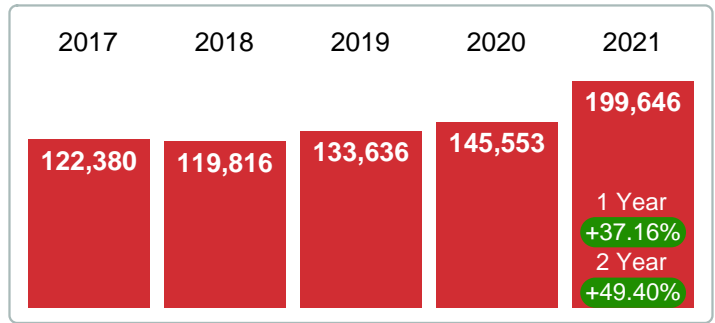
AVERAGE LIST PRICE AT CLOSING

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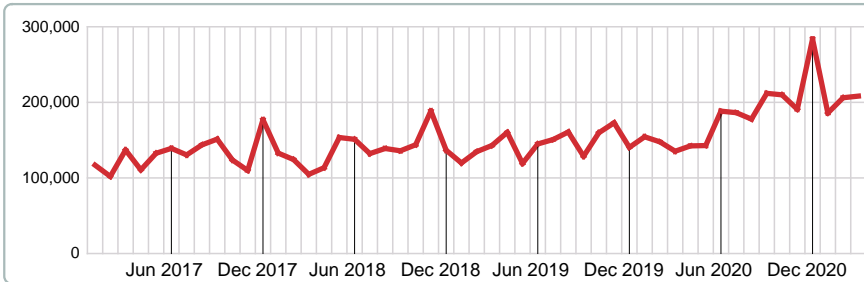
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

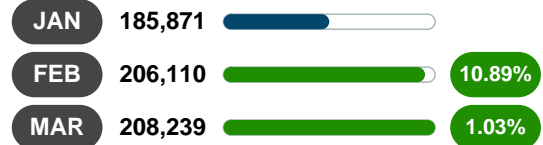


3 MONTHS

5 year MAR AVG = 145,634

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

Average List Price at Closing this month at **208,239**
above the 5 yr MAR average of **145,634**



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	8.43%	38,757	35,760	52,500	56,250	0
\$50,001 - \$75,000	13.25%	65,818	60,667	70,317	75,000	0
\$75,001 - \$100,000	10.84%	91,322	0	93,833	89,500	0
\$100,001 - \$175,000	25.30%	138,981	119,500	142,317	165,933	0
\$175,001 - \$250,000	18.07%	194,827	190,000	190,956	211,300	0
\$250,001 - \$400,000	13.25%	332,064	345,000	322,967	310,960	392,000
\$400,001 and up	10.84%	663,656	0	697,800	527,000	652,300
Average List Price		208,239	94,567	200,573	210,588	548,180
Total Closed Units	100%	208,239	12	49	17	5
Total Closed Volume		17,283,800	1.13M	9.83M	3.58M	2.74M

March 2021



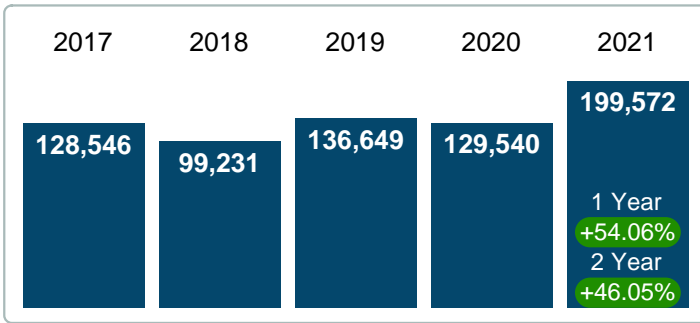
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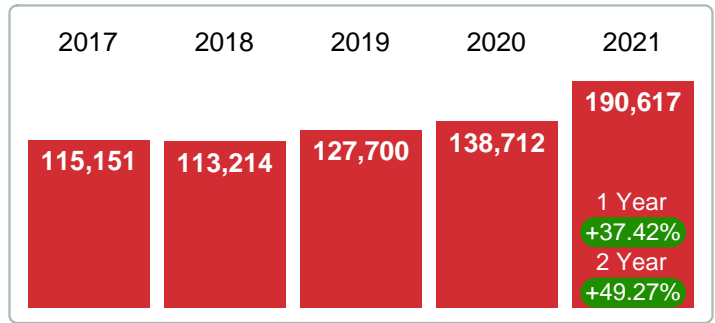
AVERAGE SOLD PRICE AT CLOSING

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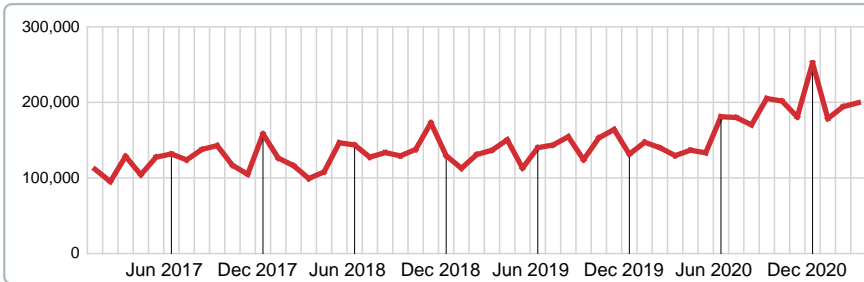
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

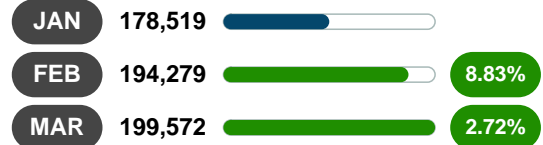


3 MONTHS

5 year MAR AVG = 138,708

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

Average Sold Price at Closing this month at **199,572** above the 5 yr MAR average of **138,708**



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	10.84%	36,667	33,600	45,000	36,000	0
\$50,001 - \$75,000	12.05%	65,740	59,000	67,567	75,000	0
\$75,001 - \$100,000	9.64%	89,000	0	89,250	88,250	0
\$100,001 - \$175,000	27.71%	134,952	117,000	133,244	157,167	0
\$175,001 - \$250,000	15.66%	193,146	184,000	191,322	201,667	0
\$250,001 - \$400,000	13.25%	316,027	335,000	300,000	304,260	360,000
\$400,001 and up	10.84%	641,556	0	663,600	537,000	639,667
Average Sold Price		199,572	91,500	191,208	203,429	527,800
Total Closed Units	100%	199,572	12	49	17	5
Total Closed Volume		16,564,500	1.10M	9.37M	3.46M	2.64M

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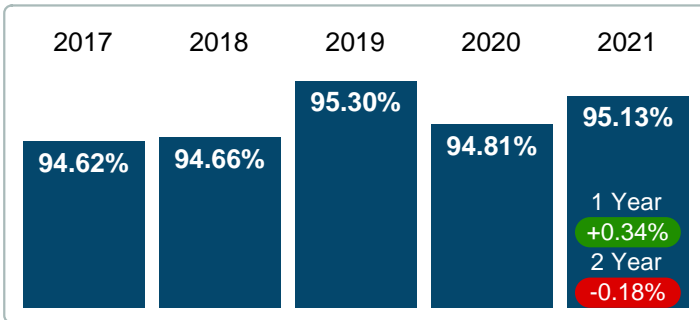
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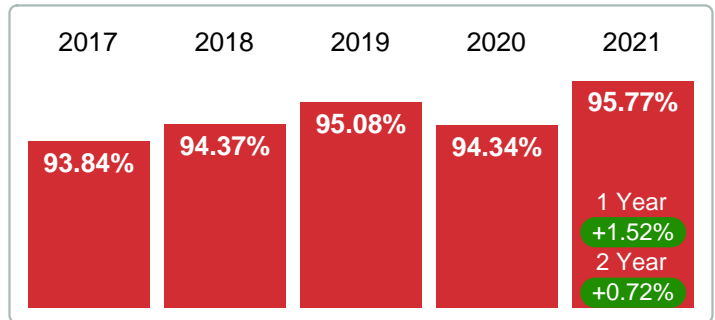
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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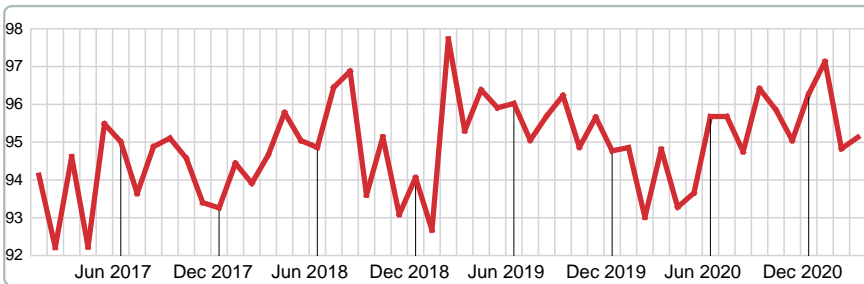
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 94.90%

High Feb 2019 97.73% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **95.13%**
equal to 5 yr MAR average of **94.90%**



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	9	10.84%	85.86%	93.63%	86.11%	66.15%	0.00%
\$50,001 - \$75,000	10	12.05%	97.01%	97.22%	96.40%	100.00%	0.00%
\$75,001 - \$100,000	8	9.64%	96.20%	0.00%	95.30%	98.90%	0.00%
\$100,001 - \$175,000	23	27.71%	94.28%	97.95%	93.74%	95.06%	0.00%
\$175,001 - \$250,000	13	15.66%	98.87%	96.84%	100.24%	95.41%	0.00%
\$250,001 - \$400,000	11	13.25%	95.39%	97.10%	92.76%	98.07%	91.77%
\$400,001 and up	9	10.84%	97.82%	0.00%	97.01%	101.90%	97.81%
Average Sold/List Ratio		95.10%		95.81%	95.41%	93.75%	95.40%
Total Closed Units		83	100%	12	49	17	5
Total Closed Volume		16,564,500		1.10M	9.37M	3.46M	2.64M

March 2021



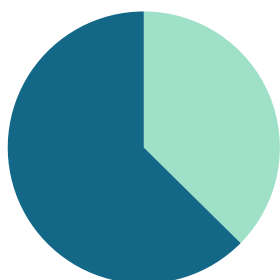
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

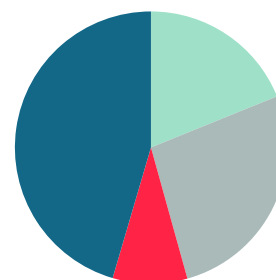


Inventory
 New Listings
132 = 37.39%
 Start Inventory
221
 Total Inventory Units
353
 Volume
\$82,809,740

Market Activity

Closed Sales
83 = 18.86%
 Pending Sales
118 = 26.82%
 Other Off Market
39 = 8.86%
 Active Inventory
200 = 45.45%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	72	83	15.28%	195	220	12.82%
Pending Sales	81	118	45.68%	230	279	21.30%
New Listings	174	132	-24.14%	462	291	-37.01%
Average List Price	135,320	208,239	53.89%	145,553	199,646	37.16%
Average Sale Price	129,540	199,572	54.06%	138,712	190,617	37.42%
Average Percent of Selling Price to List Price	94.81%	95.13%	0.34%	94.34%	95.77%	1.52%
Average Days on Market to Sale	62.82	53.20	-15.31%	57.92	50.90	-12.12%
Monthly Inventory	473	200	-57.72%	473	200	-57.72%
Months Supply of Inventory	6.36	2.27	-64.25%	6.36	2.27	-64.25%

Absorption: Last 12 months, an Average of **88** Sales/Month

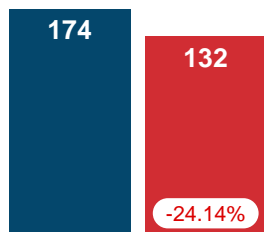
Inventory on March 31, 2021 = **200**

2020 **2021**

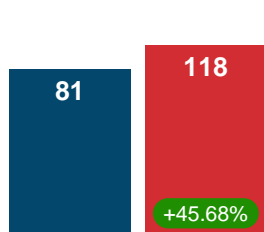
MARCH MARKET

AVERAGE PRICES

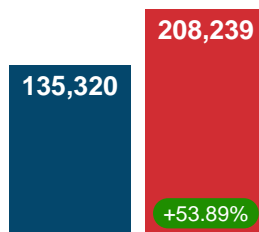
New Listings



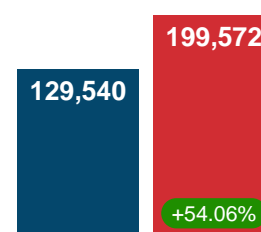
Pending Listings



List Price



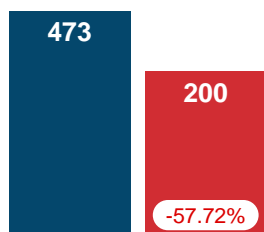
Sale Price



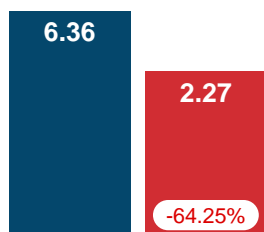
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

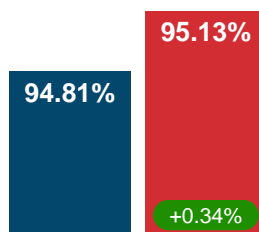
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

