

May 2021



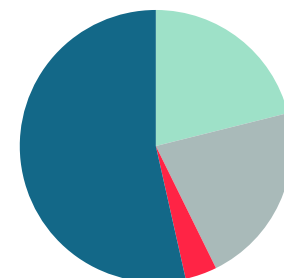
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	May 2021	+/-%
Closed Listings	62	84	35.48%
Pending Listings	107	86	-19.63%
New Listings	153	104	-32.03%
Average List Price	142,848	233,188	63.24%
Average Sale Price	133,299	224,896	68.72%
Average Percent of Selling Price to List Price	93.66%	97.51%	4.11%
Average Days on Market to Sale	44.48	28.81	-35.24%
End of Month Inventory	450	213	-52.67%
Months Supply of Inventory	6.12	2.34	-61.73%



■ Closed (21.11%)
■ Pending (21.61%)
■ Other OffMarket (3.77%)
■ Active (53.52%)

Absorption: Last 12 months, an Average of **91** Sales/Month
Active Inventory as of May 31, 2021 = **213**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **52.67%** to 213 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **2.34** 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 **68.72%** in May 2021 to \$224,896 versus the previous year at \$133,299.

Average Days on Market Shortens

The average number of **28.81** days that homes spent on the market before selling decreased by 15.67 days or **35.24%** in May 2021 compared to last year's same month at **44.48** DOM.

Sales Success for May 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 104 New Listings in May 2021, down **32.03%** from last year at 153. Furthermore, there were 84 Closed Listings this month versus last year at 62, a **35.48%** increase.

Closed versus Listed trends yielded a **80.8%** ratio, up from previous year's, May 2020, at **40.5%**, a **99.32%** 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



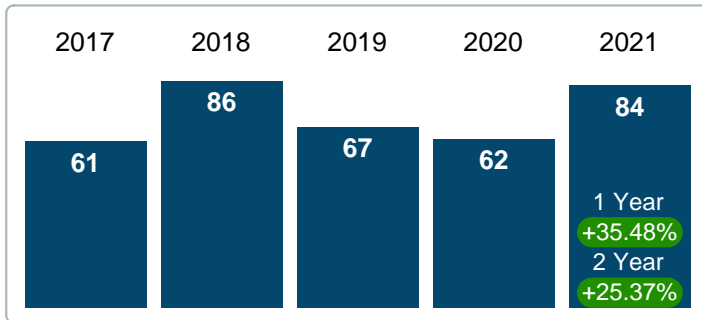
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



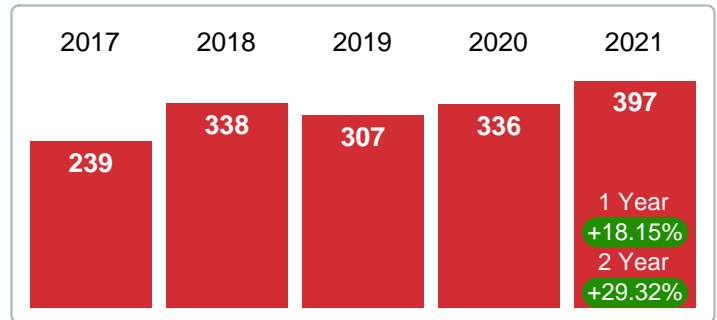
CLOSED LISTINGS

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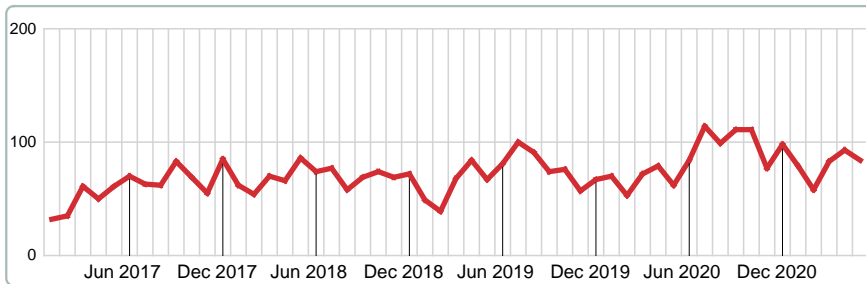
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

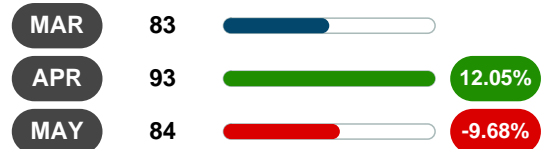


3 MONTHS

5 year MAY AVG = 72

High Jul 2020 114 Low Jan 2017 32

Closed Listings this month at **84**
above the 5 yr MAY average of **72**



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	4	4.76%	10.3	3	1	0	0
\$50,001 - \$75,000	8	9.52%	29.3	3	5	0	0
\$75,001 - \$125,000	20	23.81%	38.7	2	17	1	0
\$125,001 - \$175,000	17	20.24%	34.7	0	13	4	0
\$175,001 - \$250,000	16	19.05%	29.4	1	11	2	2
\$250,001 - \$450,000	10	11.90%	7.8	0	6	3	1
\$450,001 and up	9	10.71%	25.9	1	5	3	0
Total Closed Units	84			10	58	13	3
Total Closed Volume	18,891,290	100%	28.8	2.33M	11.80M	3.89M	872.90K
Average Closed Price	\$224,896			\$232,790	\$203,450	\$299,262	\$290,967

May 2021



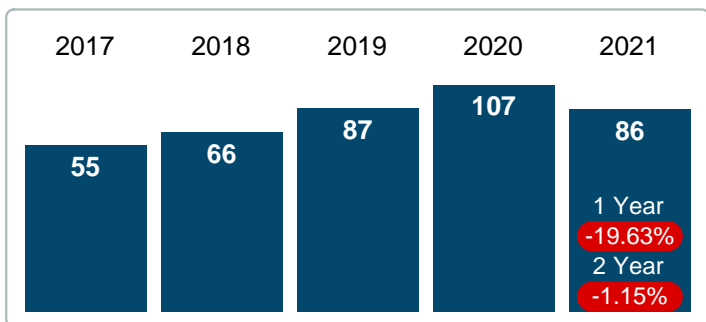
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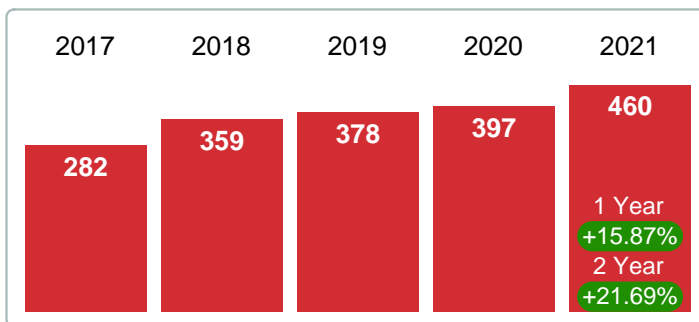
PENDING LISTINGS

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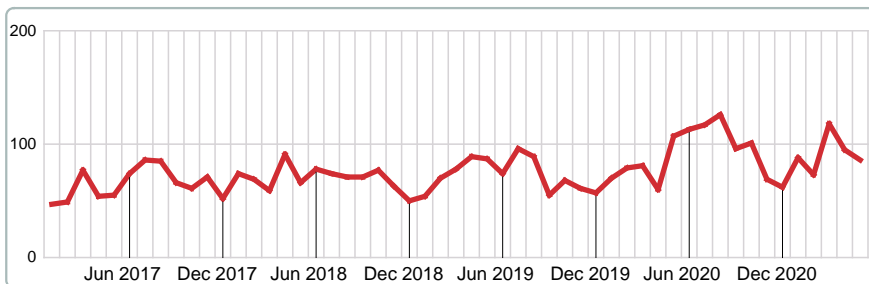
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

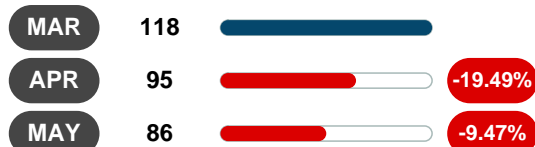


3 MONTHS

5 year MAY AVG = 80

High Aug 2020 126 Low Jan 2017 47

Pending Listings this month at **86**
above the 5 yr MAY average of **80**



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	4.65%	11.8	2	2	0	0
\$50,001 - \$75,000	8	9.30%	16.6	2	5	1	0
\$75,001 - \$100,000	16	18.60%	51.3	3	12	1	0
\$100,001 - \$175,000	23	26.74%	56.8	4	17	2	0
\$175,001 - \$225,000	14	16.28%	56.2	1	11	2	0
\$225,001 - \$425,000	11	12.79%	64.5	2	3	5	1
\$425,001 and up	10	11.63%	107.5	0	6	1	3
Total Pending Units	86			14	56	12	4
Total Pending Volume	16,438,597	100%	57.9	1.57M	9.86M	2.88M	2.13M
Average Listing Price	\$192,876			\$112,321	\$176,061	\$239,600	\$532,875

May 2021



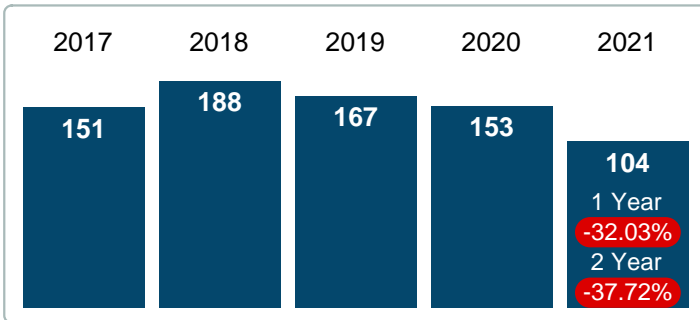
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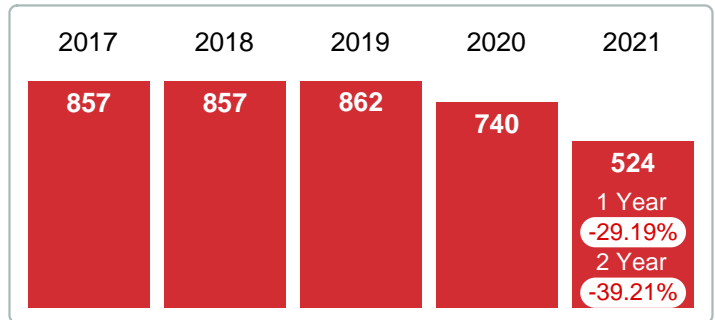
NEW LISTINGS

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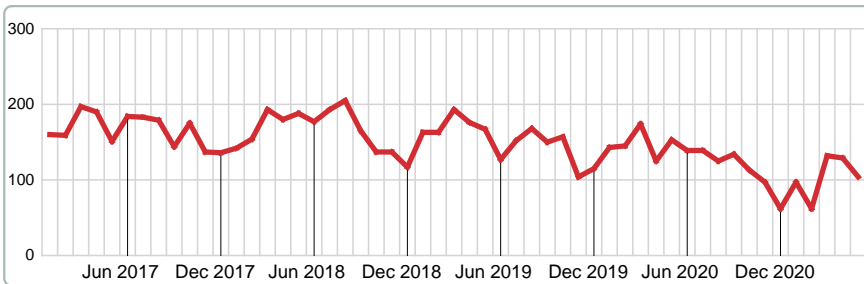
MAY



YEAR TO DATE (YTD)

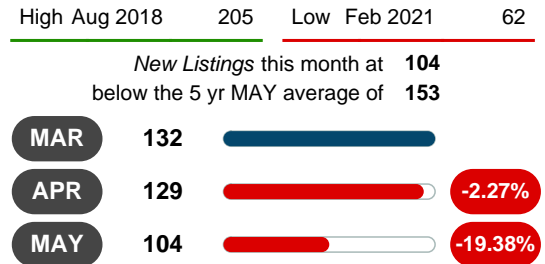


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 153



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.69%	5	3	0	0
\$50,001 - \$75,000	15	14.42%	6	7	1	1
\$75,001 - \$100,000	16	15.38%	2	12	2	0
\$100,001 - \$175,000	25	24.04%	3	21	1	0
\$175,001 - \$250,000	15	14.42%	0	12	3	0
\$250,001 - \$450,000	14	13.46%	0	10	3	1
\$450,001 and up	11	10.58%	1	4	1	5
Total New Listed Units	104		17	69	11	7
Total New Listed Volume	24,845,299	100%	1.67M	13.22M	2.62M	7.34M
Average New Listed Listing Price	\$177,445		\$98,359	\$191,578	\$237,936	\$1,048,143

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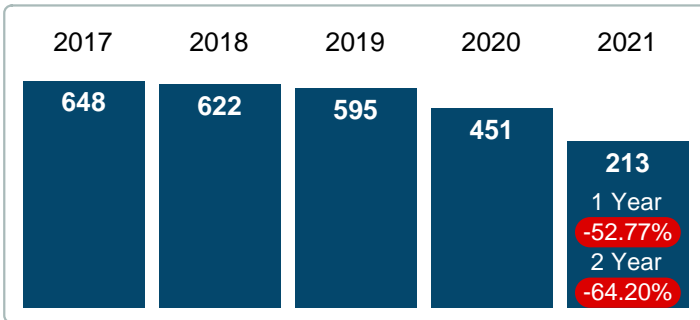
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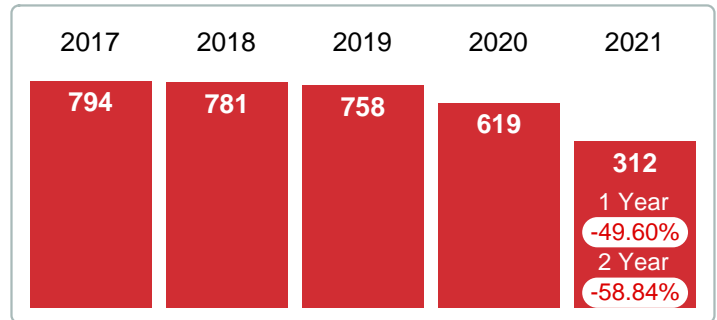
ACTIVE INVENTORY

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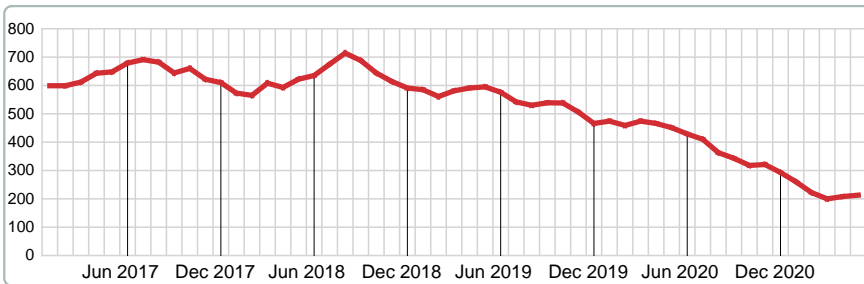
END OF MAY



ACTIVE DURING MAY

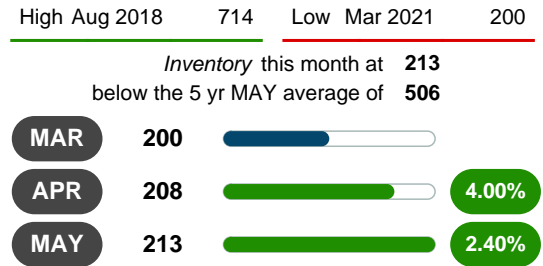


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 506



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	8	3.76%	58.4	3	4	0	1
\$25,001 - \$75,000	36	16.90%	91.7	17	13	5	1
\$75,001 - \$100,000	32	15.02%	99.3	5	21	6	0
\$100,001 - \$225,000	56	26.29%	67.7	5	40	11	0
\$225,001 - \$275,000	28	13.15%	75.6	1	20	7	0
\$275,001 - \$425,000	28	13.15%	69.8	2	16	8	2
\$425,001 and up	25	11.74%	72.0	3	8	6	8
Total Active Inventory by Units	213			36	122	43	12
Total Active Inventory by Volume	50,637,891	100%	78.0	5.00M	24.82M	11.23M	9.58M
Average Active Inventory Listing Price	\$237,737			\$139,000	\$203,422	\$261,198	\$798,742

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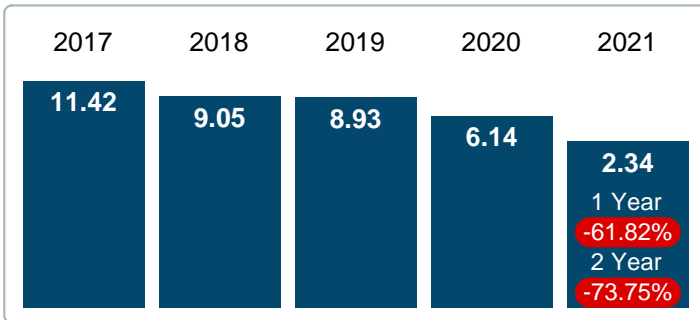
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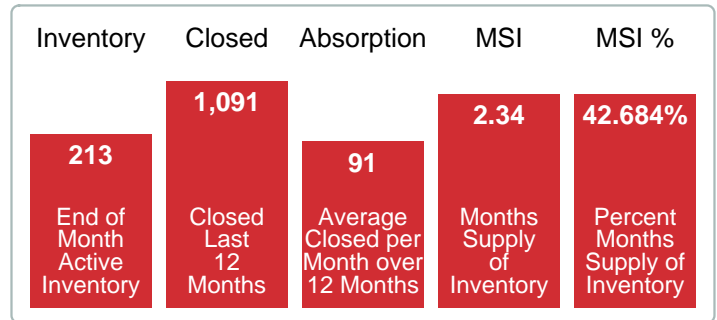
MONTHS SUPPLY of INVENTORY (MSI)

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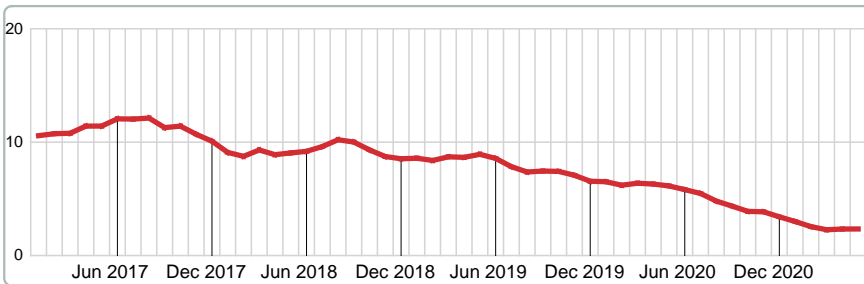
MSI FOR MAY



INDICATORS FOR MAY 2021

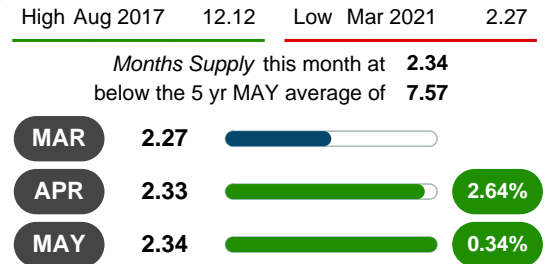


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.57



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	8	3.76%	3.31	2.12	4.80	0.00	0.00
\$25,001 - \$75,000	36	16.90%	2.12	2.37	1.47	6.00	6.00
\$75,001 - \$100,000	32	15.02%	2.95	2.86	2.65	5.14	0.00
\$100,001 - \$225,000	56	26.29%	1.60	1.46	1.60	1.83	0.00
\$225,001 - \$275,000	28	13.15%	4.60	1.00	5.45	6.46	0.00
\$275,001 - \$425,000	28	13.15%	2.67	2.00	2.70	3.00	2.18
\$425,001 and up	25	11.74%	2.78	6.00	2.67	1.57	4.80
Market Supply of Inventory (MSI)			2.34	2.22	2.21	2.73	3.20
Total Active Inventory by Units		100%	2.34	36	122	43	12

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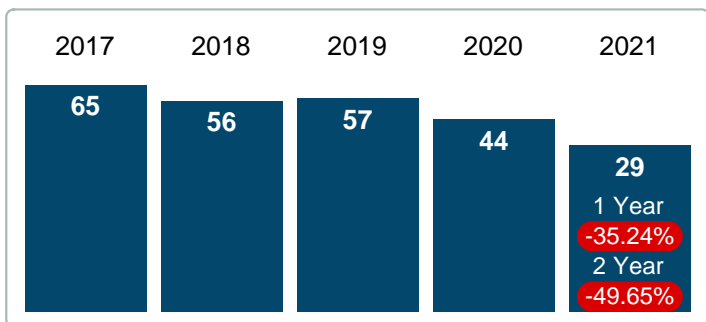
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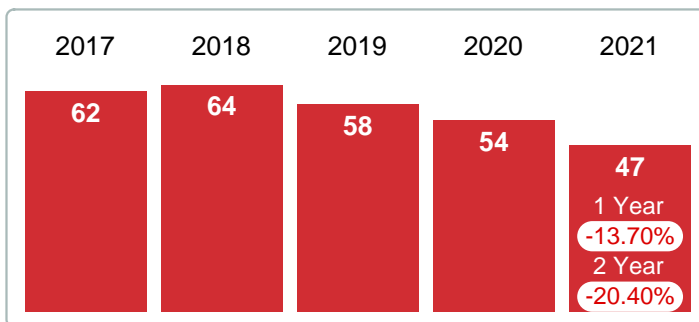
AVERAGE DAYS ON MARKET TO SALE

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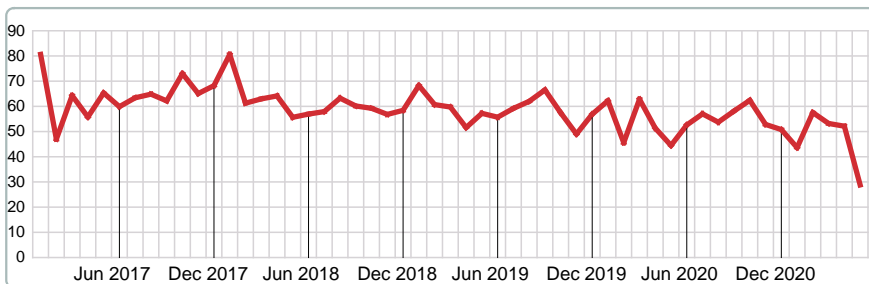
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 50

High Jan 2017 81 Low May 2021 29

Average Days on Market to Sale this month at 29 below the 5 yr MAY average of 50

- MAR 53
- APR 52 (-2.02%)
- MAY 29 (-44.73%)

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	4.76%	10	10	11	0	0
\$50,001 - \$75,000	9.52%	29	37	24	0	0
\$75,001 - \$125,000	23.81%	39	105	33	7	0
\$125,001 - \$175,000	20.24%	35	0	36	31	0
\$175,001 - \$250,000	19.05%	29	21	23	21	76
\$250,001 - \$450,000	11.90%	8	0	4	2	49
\$450,001 and up	10.71%	26	17	22	35	0
Average Closed DOM		29				
Total Closed Units	100%	29	10	58	13	3
Total Closed Volume		18,891,290	2.33M	11.80M	3.89M	872.90K

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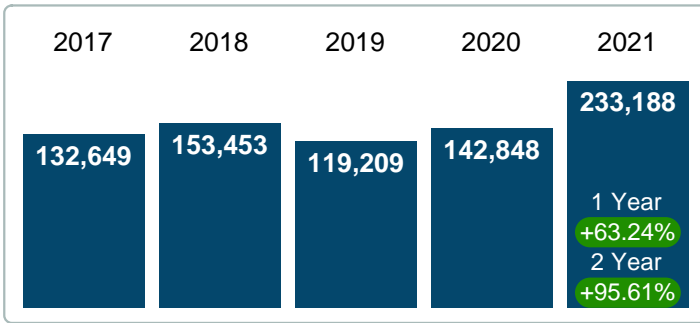
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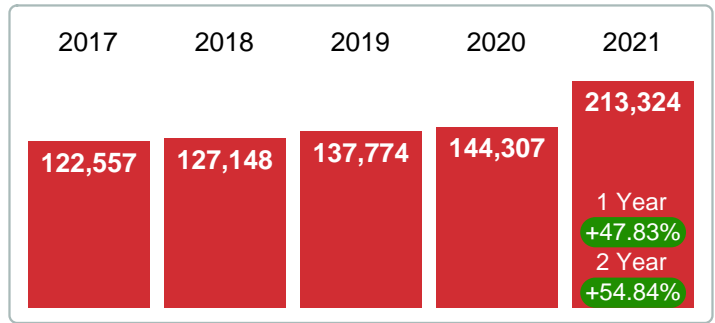
AVERAGE LIST PRICE AT CLOSING

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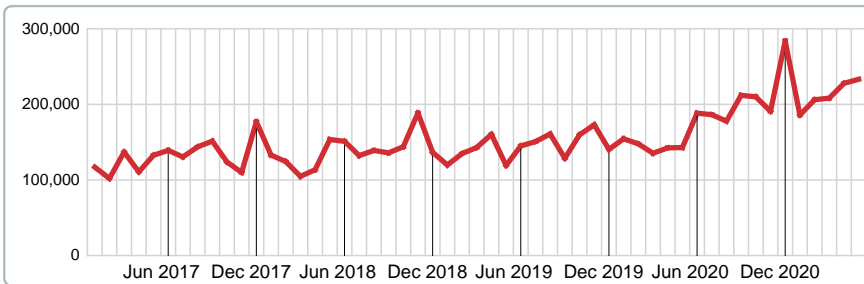
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

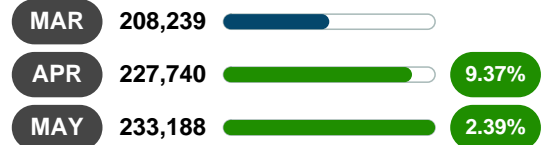


3 MONTHS

5 year MAY AVG = 156,269

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

Average List Price at Closing this month at **233,188**
above the 5 yr MAY average of **156,269**



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	4.76%	31,200	28,300	39,900	0	0
\$50,001 - \$75,000	8.33%	62,757	57,300	74,120	0	0
\$75,001 - \$125,000	21.43%	101,667	105,500	107,688	79,900	0
\$125,001 - \$175,000	22.62%	155,142	0	160,415	164,975	0
\$175,001 - \$250,000	22.62%	221,542	249,500	214,873	232,250	224,900
\$250,001 - \$450,000	8.33%	366,143	0	343,067	343,000	425,000
\$450,001 and up	11.90%	747,370	1,750,000	711,800	568,267	0
Average List Price		233,188	246,730	212,200	302,931	291,600
Total Closed Units	100%	233,188	10	58	13	3
Total Closed Volume		19,587,799	2.47M	12.31M	3.94M	874.80K

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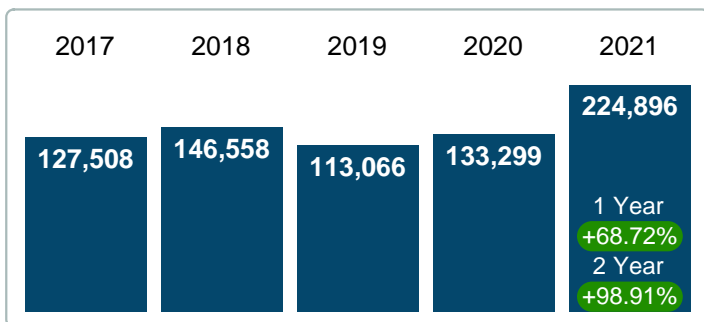
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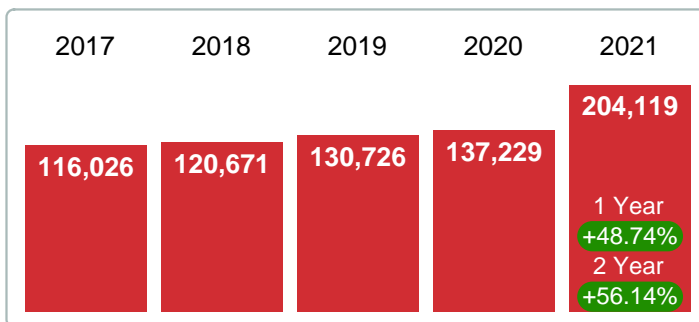
AVERAGE SOLD PRICE AT CLOSING

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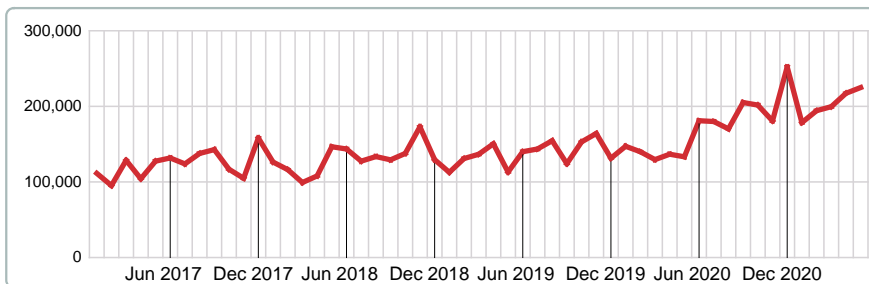
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 149,066

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

Average Sold Price at Closing this month at **224,896**
above the 5 yr MAY average of **149,066**

- MAR 199,572
- APR 217,292 **8.88%**
- MAY 224,896 **3.50%**

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	4.76%	28,500	26,333	35,000	0	0
\$50,001 - \$75,000	9.52%	63,175	57,300	66,700	0	0
\$75,001 - \$125,000	23.81%	103,210	101,250	104,865	79,000	0
\$125,001 - \$175,000	20.24%	158,952	0	158,245	161,250	0
\$175,001 - \$250,000	19.05%	215,663	249,500	208,973	223,750	227,450
\$250,001 - \$450,000	11.90%	346,050	0	336,333	341,500	418,000
\$450,001 and up	10.71%	732,711	1,625,000	655,000	564,800	0
Average Sold Price		224,896	232,790	203,450	299,262	290,967
Total Closed Units	100%	224,896	10	58	13	3
Total Closed Volume		18,891,290	2.33M	11.80M	3.89M	872.90K

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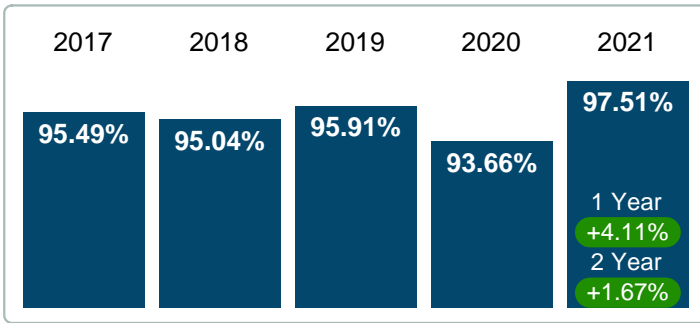
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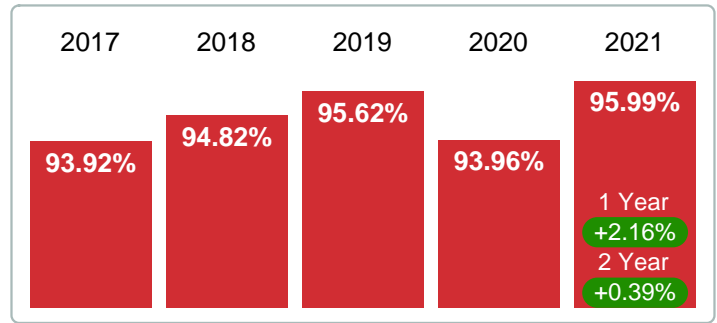
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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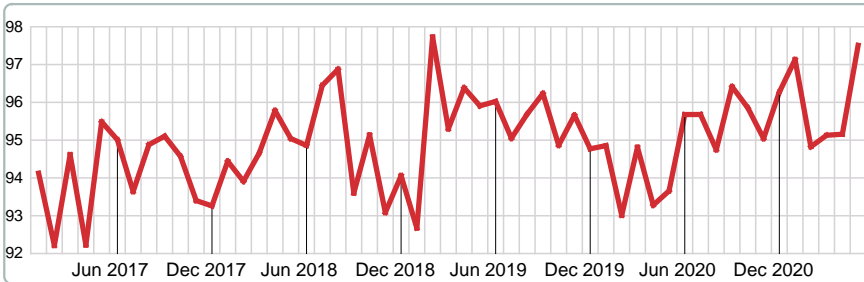
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

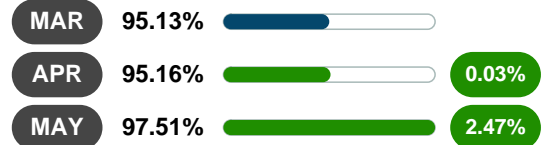


3 MONTHS

5 year MAY AVG = 95.52%

High Feb 2019 97.73% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **97.51%** above the 5 yr MAY average of **95.52%**



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	4	4.76%	92.80%	94.49%	87.72%	0.00%	0.00%
\$50,001 - \$75,000	8	9.52%	95.07%	100.00%	92.10%	0.00%	0.00%
\$75,001 - \$125,000	20	23.81%	97.92%	96.50%	98.03%	98.87%	0.00%
\$125,001 - \$175,000	17	20.24%	98.78%	0.00%	98.79%	98.76%	0.00%
\$175,001 - \$250,000	16	19.05%	97.93%	100.00%	97.48%	96.05%	101.28%
\$250,001 - \$450,000	10	11.90%	99.17%	0.00%	99.22%	99.33%	98.35%
\$450,001 and up	9	10.71%	95.87%	92.86%	94.45%	99.25%	0.00%
Average Sold/List Ratio			97.50%	96.93%	97.22%	98.59%	100.30%
Total Closed Units		100%	97.50%	10	58	13	3
Total Closed Volume				2.33M	11.80M	3.89M	872.90K

May 2021



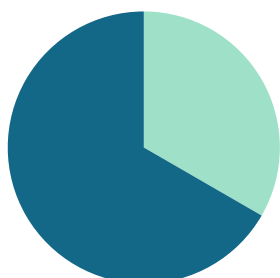
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

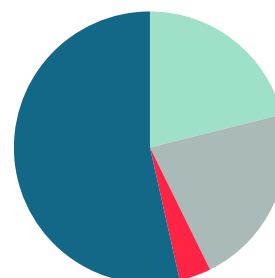


Inventory
 New Listings
104 = 33.33%
 Start Inventory
208
 Total Inventory Units
312
 Volume
\$71,691,188

Market Activity

Closed Sales
84 = 21.11%
 Pending Sales
86 = 21.61%
 Other Off Market
15 = 3.77%
 Active Inventory
213 = 53.52%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	62	84	35.48%	336	397	18.15%
Pending Sales	107	86	-19.63%	397	460	15.87%
New Listings	153	104	-32.03%	740	524	-29.19%
Average List Price	142,848	233,188	63.24%	144,307	213,324	47.83%
Average Sale Price	133,299	224,896	68.72%	137,229	204,119	48.74%
Average Percent of Selling Price to List Price	93.66%	97.51%	4.11%	93.96%	95.99%	2.16%
Average Days on Market to Sale	44.48	28.81	-35.24%	53.90	46.52	-13.70%
Monthly Inventory	450	213	-52.67%	450	213	-52.67%
Months Supply of Inventory	6.12	2.34	-61.73%	6.12	2.34	-61.73%

Absorption: Last 12 months, an Average of **91** Sales/Month

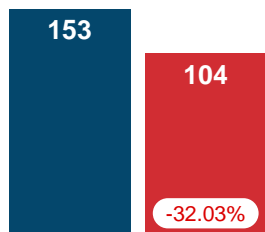
Inventory on May 31, 2021 = **213**

2020 **2021**

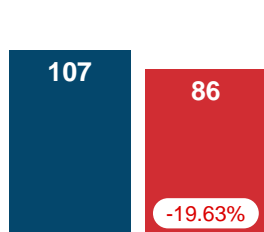
MAY MARKET

AVERAGE PRICES

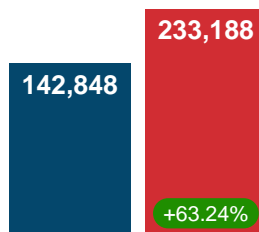
New Listings



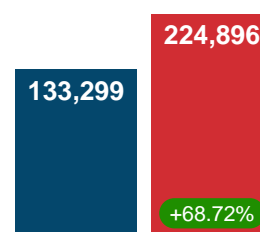
Pending Listings



List Price



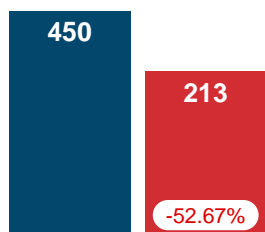
Sale Price



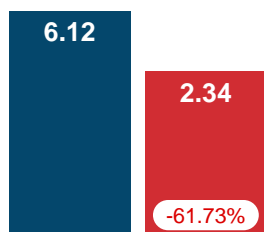
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

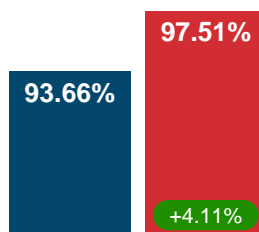
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

