

## April 2021



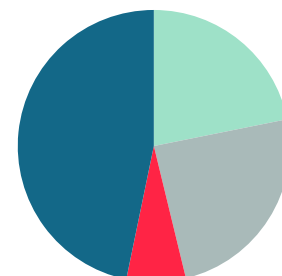
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Nov 16, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	107	121	13.08%
Pending Listings	84	135	60.71%
New Listings	166	163	-1.81%
Average List Price	143,785	217,077	50.97%
Average Sale Price	137,906	207,558	50.51%
Average Percent of Selling Price to List Price	93.38%	95.26%	2.02%
Average Days on Market to Sale	53.99	50.07	-7.25%
End of Month Inventory	617	259	-58.02%
Months Supply of Inventory	6.51	2.30	-64.70%



■ Closed (21.84%)  
■ Pending (24.37%)  
■ Other OffMarket (7.04%)  
■ Active (46.75%)

**Absorption:** Last 12 months, an Average of **113** Sales/Month  
**Active Inventory** as of April 30, 2021 = **259**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **58.02%** to 259 existing homes available for sale. Over the last 12 months this area has had an average of 113 closed sales per month. This represents an unsold inventory index of **2.30** 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 **50.51%** in April 2021 to \$207,558 versus the previous year at \$137,906.

##### Average Days on Market Shortens

The average number of **50.07** days that homes spent on the market before selling decreased by 3.92 days or **7.25%** in April 2021 compared to last year's same month at **53.99** DOM.

##### Sales Success for April 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 163 New Listings in April 2021, down **1.81%** from last year at 166. Furthermore, there were 121 Closed Listings this month versus last year at 107, a **13.08%** increase.

Closed versus Listed trends yielded a **74.2%** ratio, up from previous year's, April 2020, at **64.5%**, a **15.17%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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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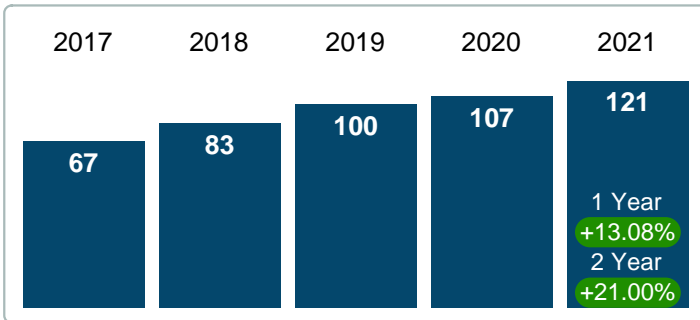
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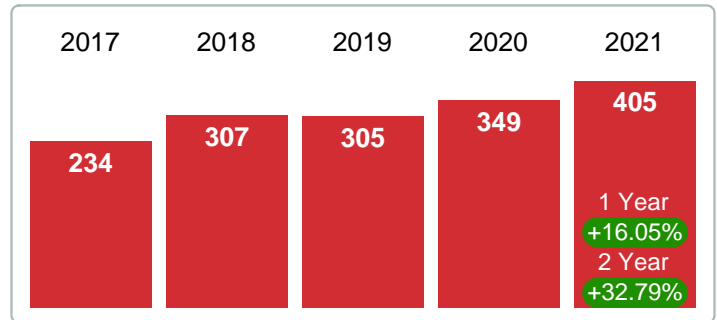
## CLOSED LISTINGS

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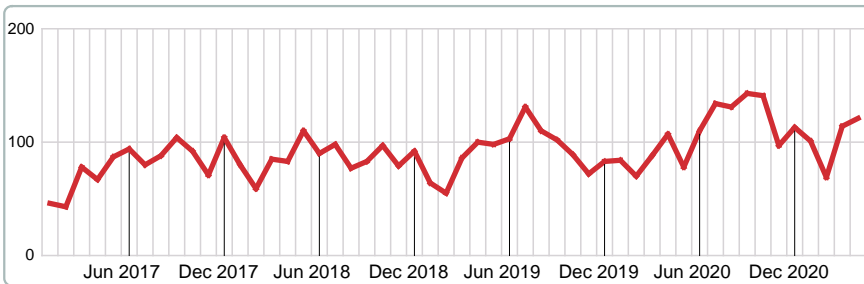
### APRIL



### YEAR TO DATE (YTD)

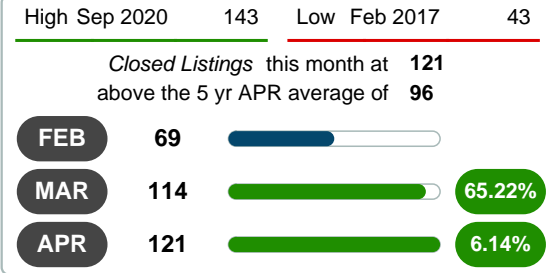


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 96



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.13%	12.6	3	2	0	0
\$25,001 - \$75,000	21	17.36%	63.0	14	6	1	0
\$75,001 - \$100,000	11	9.09%	18.4	3	8	0	0
\$100,001 - \$175,000	38	31.40%	56.8	6	25	6	1
\$175,001 - \$275,000	17	14.05%	42.8	1	10	5	1
\$275,001 - \$425,000	16	13.22%	40.3	3	7	6	0
\$425,001 and up	13	10.74%	72.3	1	7	2	3
<b>Total Closed Units</b>	<b>121</b>			<b>31</b>	<b>65</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>25,114,550</b>	<b>100%</b>	<b>50.1</b>	<b>3.81M</b>	<b>13.86M</b>	<b>4.94M</b>	<b>2.50M</b>
<b>Average Closed Price</b>	<b>\$207,558</b>			<b>\$122,974</b>	<b>\$213,252</b>	<b>\$247,150</b>	<b>\$499,600</b>

# April 2021



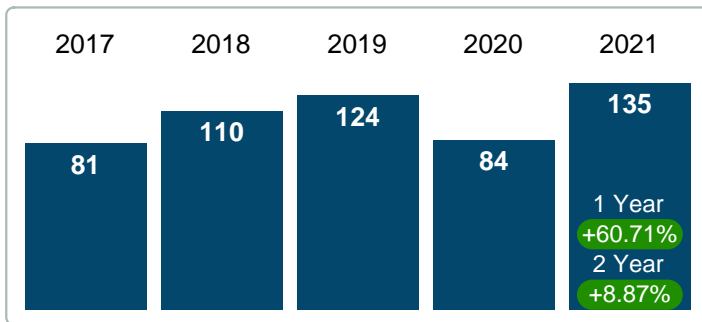
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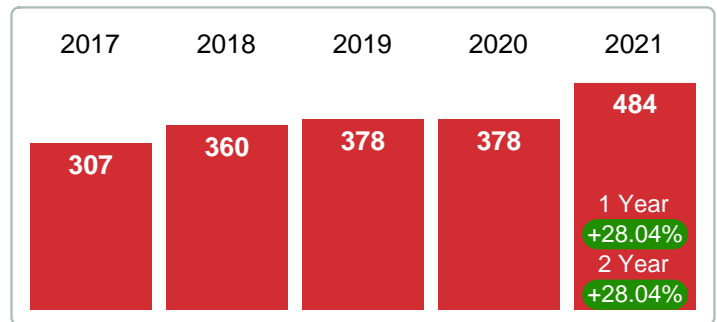
## PENDING LISTINGS

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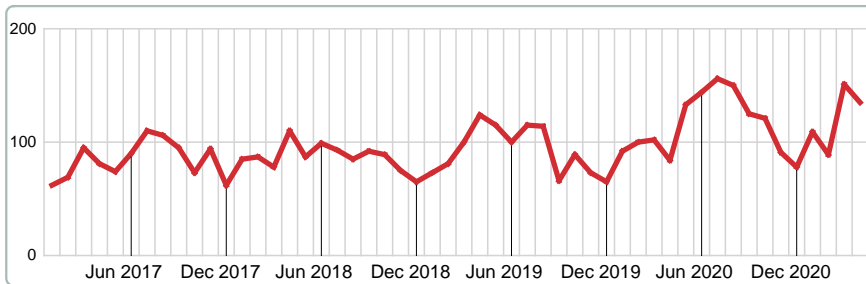
### APRIL



### YEAR TO DATE (YTD)

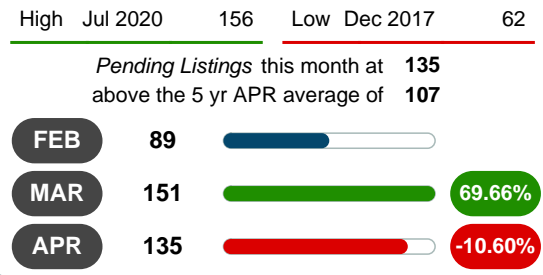


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 107



### 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	9	6.67%	72.9	7	2	0	0
\$50,001 - \$75,000	10	7.41%	50.6	5	4	1	0
\$75,001 - \$125,000	25	18.52%	54.1	4	18	3	0
\$125,001 - \$175,000	30	22.22%	37.5	4	18	5	3
\$175,001 - \$250,000	30	22.22%	35.7	2	20	6	2
\$250,001 - \$475,000	16	11.85%	61.6	2	6	5	3
\$475,001 and up	15	11.11%	62.5	2	7	5	1
<b>Total Pending Units</b>	<b>135</b>			<b>26</b>	<b>75</b>	<b>25</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>30,259,651</b>	<b>100%</b>	<b>48.9</b>	<b>5.13M</b>	<b>15.00M</b>	<b>7.63M</b>	<b>2.49M</b>
<b>Average Listing Price</b>	<b>\$224,467</b>			<b>\$197,335</b>	<b>\$200,061</b>	<b>\$305,248</b>	<b>\$277,017</b>

# April 2021



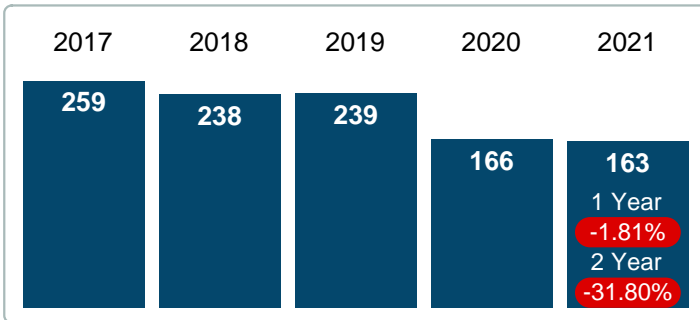
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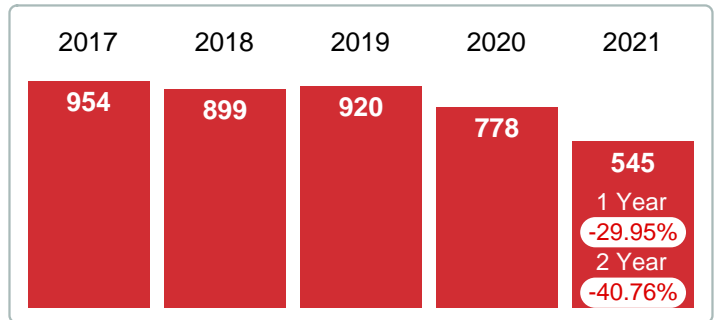
## NEW LISTINGS

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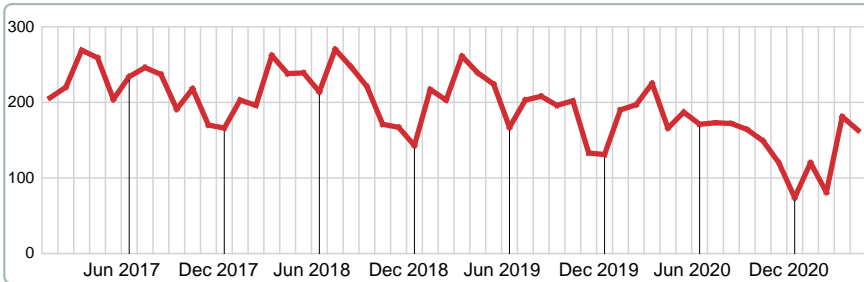
### APRIL



### YEAR TO DATE (YTD)

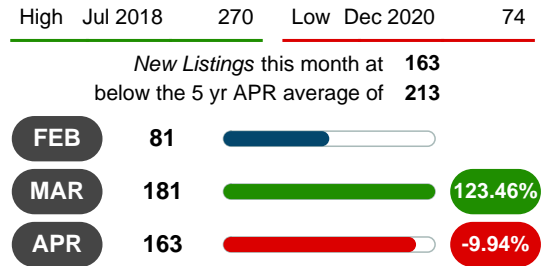


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 213



### 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	10	6.13%	6	4	0	0
\$50,001 - \$75,000	11	6.75%	4	6	1	0
\$75,001 - \$125,000	28	17.18%	8	18	2	0
\$125,001 - \$225,000	48	29.45%	6	34	4	4
\$225,001 - \$300,000	27	16.56%	1	13	10	3
\$300,001 - \$475,000	23	14.11%	3	12	5	3
\$475,001 and up	16	9.82%	1	7	4	4
<b>Total New Listed Units</b>	<b>163</b>		<b>29</b>	<b>94</b>	<b>26</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>39,299,950</b>	<b>100%</b>	<b>4.21M</b>	<b>20.57M</b>	<b>8.99M</b>	<b>5.53M</b>
<b>Average New Listed Listing Price</b>	<b>\$218,949</b>		<b>\$145,193</b>	<b>\$218,807</b>	<b>\$345,815</b>	<b>\$395,018</b>

# April 2021



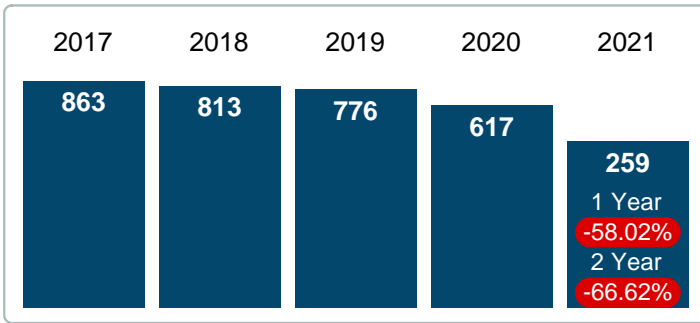
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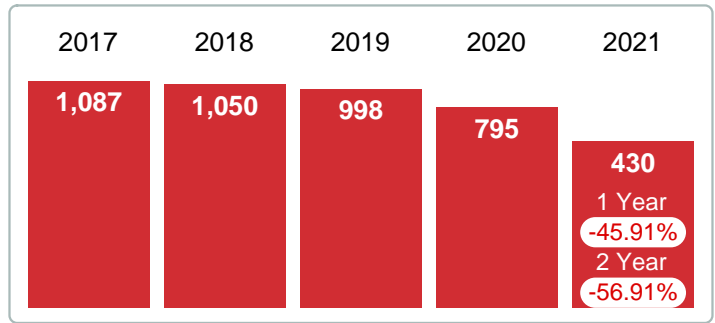
## ACTIVE INVENTORY

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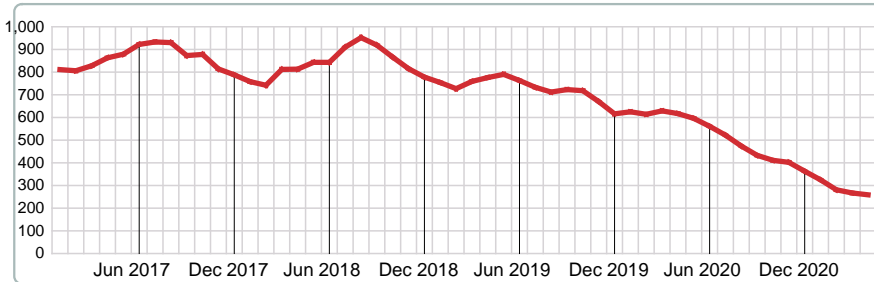
### END OF APRIL



### ACTIVE DURING APRIL

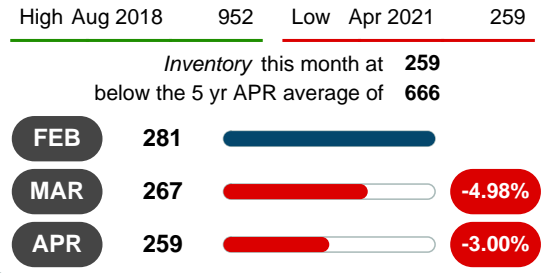


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 666



## 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	1.93%	52.0	1	3	0	1
\$25,001 - \$75,000	39	15.06%	89.7	18	16	5	0
\$75,001 - \$125,000	53	20.46%	77.8	12	33	8	0
\$125,001 - \$225,000	59	22.78%	76.3	7	38	13	1
\$225,001 - \$325,000	45	17.37%	65.5	3	23	15	4
\$325,001 - \$450,000	29	11.20%	47.0	3	18	7	1
\$450,001 and up	29	11.20%	115.1	2	9	9	9
<b>Total Active Inventory by Units</b>	<b>259</b>			<b>46</b>	<b>140</b>	<b>57</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>63,249,194</b>	<b>100%</b>	<b>77.3</b>	<b>6.50M</b>	<b>31.11M</b>	<b>17.06M</b>	<b>8.58M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$244,205</b>			<b>\$141,276</b>	<b>\$222,196</b>	<b>\$299,364</b>	<b>\$536,206</b>

# April 2021



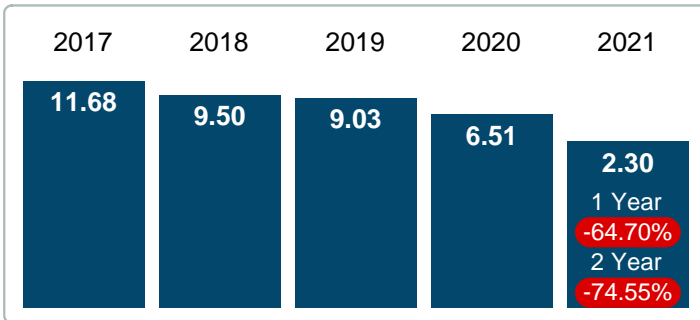
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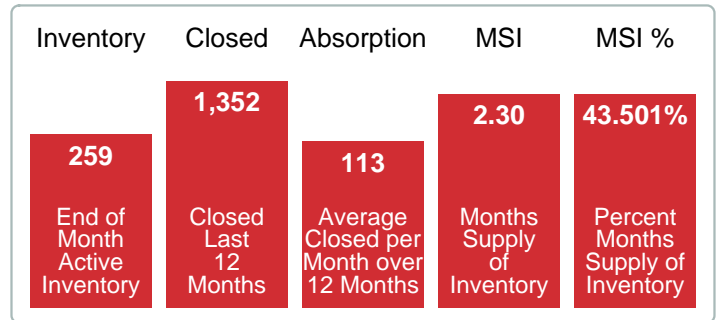
## MONTHS SUPPLY of INVENTORY (MSI)

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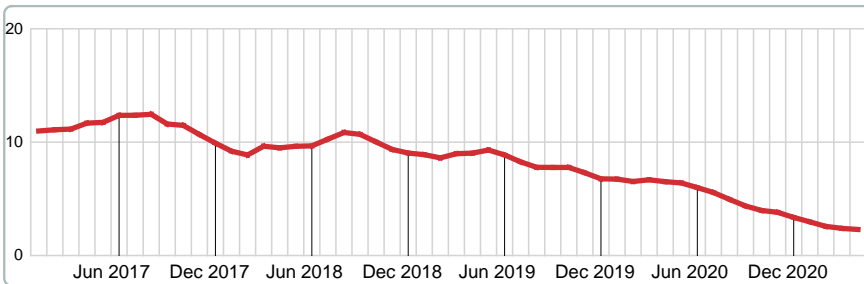
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021



### 5 YEAR MARKET ACTIVITY TRENDS

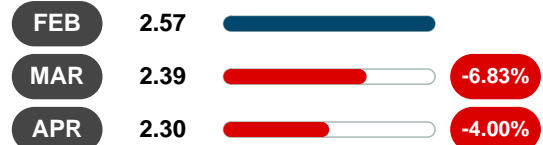


### 3 MONTHS

5 year APR AVG = 7.80

High Aug 2017 12.46 Low Apr 2021 2.30

Months Supply this month at 2.30 below the 5 yr APR average of 7.80



### 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	1.93%	1.58	0.57	2.40	0.00	0.00
\$25,001 - \$75,000	39	15.06%	1.82	1.93	1.48	4.62	0.00
\$75,001 - \$125,000	53	20.46%	2.06	2.32	1.87	2.82	0.00
\$125,001 - \$225,000	59	22.78%	1.82	1.79	1.77	2.05	1.50
\$225,001 - \$325,000	45	17.37%	3.58	1.50	3.17	5.63	6.00
\$325,001 - \$450,000	29	11.20%	3.11	9.00	3.38	2.47	1.20
\$450,001 and up	29	11.20%	3.63	4.80	4.32	2.51	4.70
Market Supply of Inventory (MSI)			2.30	2.01	2.12	2.92	3.69
Total Active Inventory by Units		100%	259	46	140	57	16

# April 2021



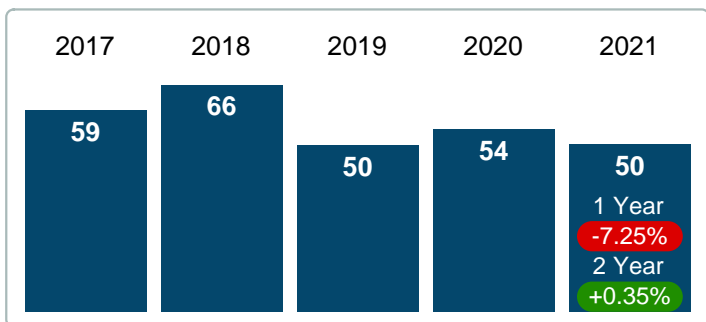
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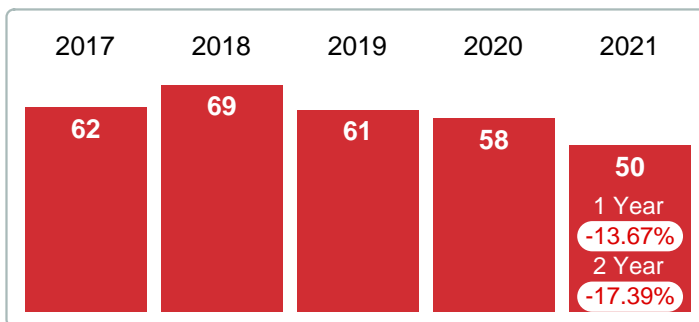
## AVERAGE DAYS ON MARKET TO SALE

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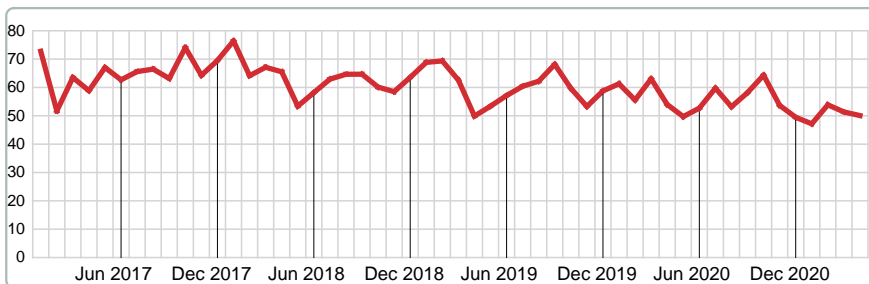
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

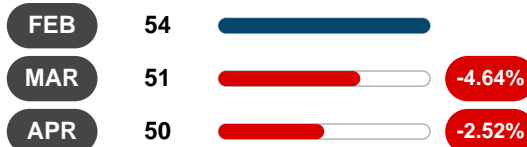


### 3 MONTHS

5 year APR AVG = 56

High Jan 2018 76 Low Jan 2021 47

Average Days on Market to Sale this month at 50 below the 5 yr APR average of 56



### 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
\$25,000 and less	4.13%	13	11	16	0	0
\$25,001 - \$75,000	17.36%	63	72	53	2	0
\$75,001 - \$100,000	9.09%	18	18	19	0	0
\$100,001 - \$175,000	31.40%	57	43	52	80	133
\$175,001 - \$275,000	14.05%	43	18	37	67	1
\$275,001 - \$425,000	13.22%	40	1	49	49	0
\$425,001 and up	10.74%	72	265	58	95	26
<b>Average Closed DOM</b>		<b>50</b>	<b>53</b>	<b>45</b>	<b>65</b>	<b>42</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>50</b>	<b>31</b>	<b>65</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>25,114,550</b>	<b>3.81M</b>	<b>13.86M</b>	<b>4.94M</b>	<b>2.50M</b>

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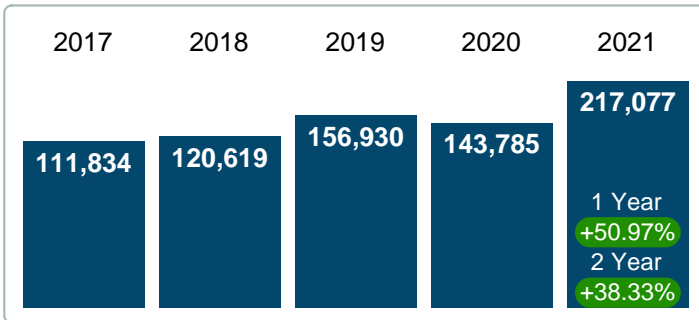
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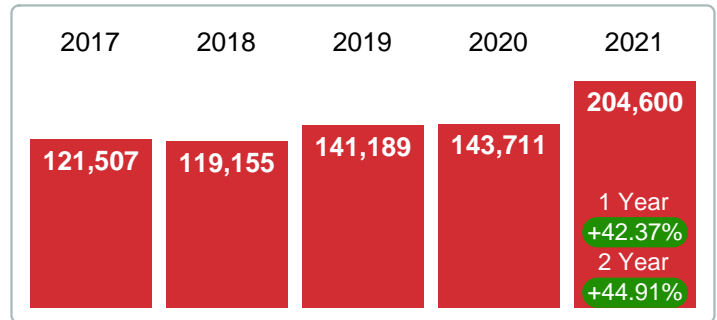
## AVERAGE LIST PRICE AT CLOSING

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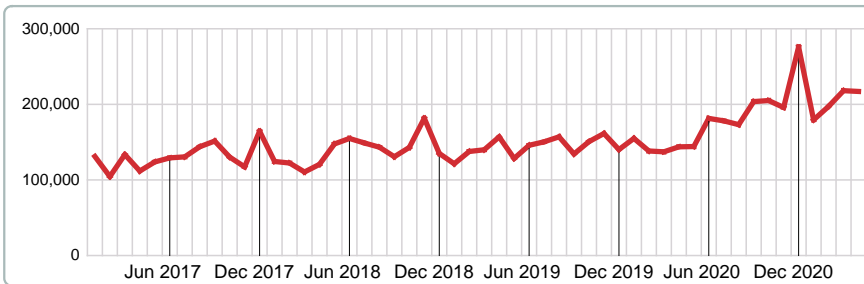
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

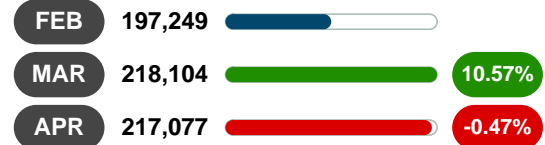


### 3 MONTHS

5 year APR AVG = 150,049

High Dec 2020 275,941 Low Feb 2017 104,509

Average List Price at Closing this month at **217,077**  
above the 5 yr APR average of **150,049**



### 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
\$25,000 and less	3	2.48%	20,500	22,167	28,250	0	0
\$25,001 - \$75,000	21	17.36%	49,700	50,750	63,300	49,900	0
\$75,001 - \$100,000	13	10.74%	85,108	81,567	90,400	0	0
\$100,001 - \$175,000	36	29.75%	136,279	145,492	136,312	135,783	160,000
\$175,001 - \$275,000	19	15.70%	217,926	215,000	219,840	227,680	219,900
\$275,001 - \$425,000	15	12.40%	330,347	330,000	352,129	326,550	0
\$425,001 and up	14	11.57%	718,064	849,000	767,557	594,500	727,667
Average List Price			217,077	127,376	224,669	257,565	512,580
Total Closed Units		100%	217,077	31	65	20	5
Total Closed Volume			26,266,350	3.95M	14.60M	5.15M	2.56M



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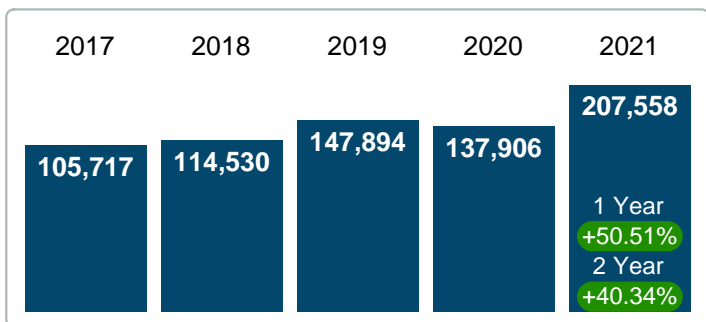
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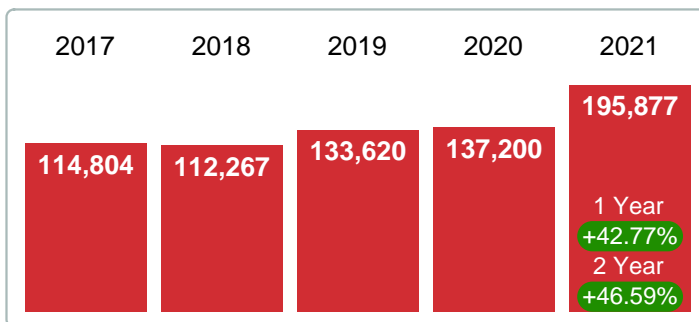
## AVERAGE SOLD PRICE AT CLOSING

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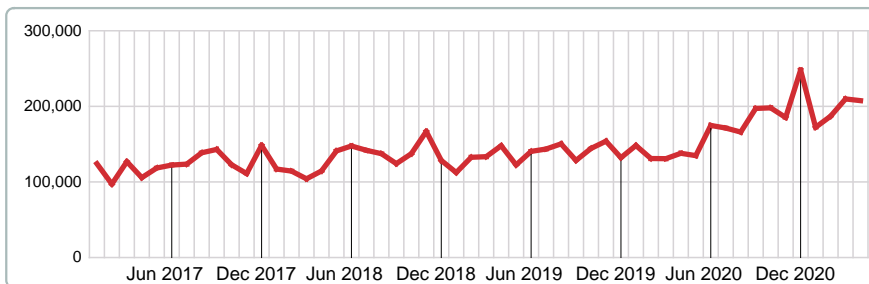
### APRIL



### YEAR TO DATE (YTD)

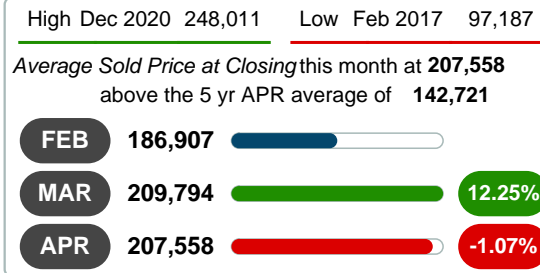


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 142,721



### 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
\$25,000 and less	4.13%	19,600	17,000	23,500	0	0
\$25,001 - \$75,000	17.36%	50,479	46,850	59,008	50,100	0
\$75,001 - \$100,000	9.09%	84,609	80,767	86,050	0	0
\$100,001 - \$175,000	31.40%	131,718	134,667	130,356	131,400	150,000
\$175,001 - \$275,000	14.05%	214,971	200,000	214,100	217,100	228,000
\$275,001 - \$425,000	13.22%	331,813	326,667	347,143	316,500	0
\$425,001 and up	10.74%	696,692	875,000	706,000	560,000	706,667
<b>Average Sold Price</b>		<b>207,558</b>	<b>122,974</b>	<b>213,252</b>	<b>247,150</b>	<b>499,600</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>207,558</b>	<b>31</b>	<b>65</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>25,114,550</b>	<b>3.81M</b>	<b>13.86M</b>	<b>4.94M</b>	<b>2.50M</b>

# April 2021



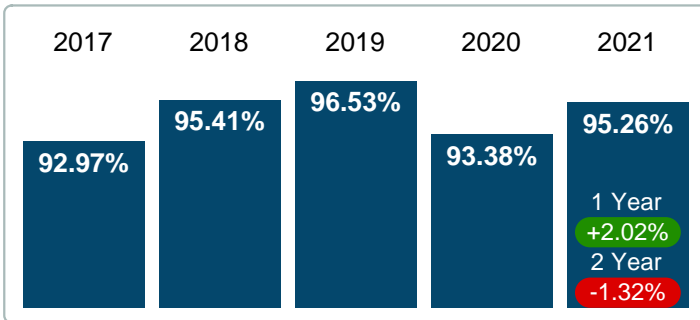
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



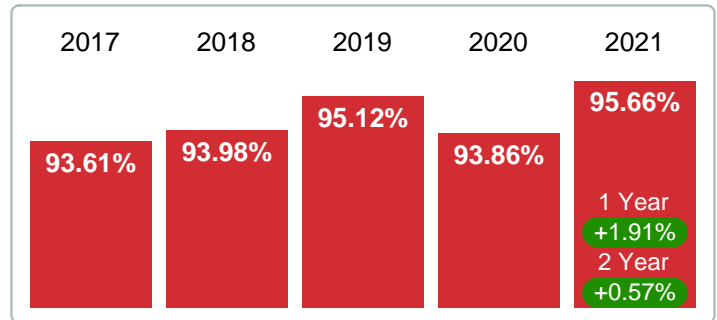
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 16, 2023 for MLS Technology Inc.

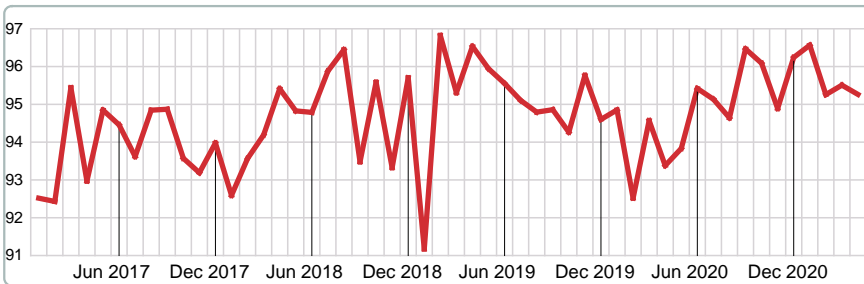
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

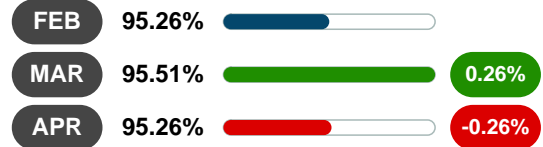


### 3 MONTHS

5 year APR AVG = 94.71%

High Feb 2019 96.82% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.26%** equal to 5 yr APR average of **94.71%**



### 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
\$25,000 and less	5	4.13%	80.86%	76.86%	86.88%	0.00%	0.00%
\$25,001 - \$75,000	21	17.36%	93.27%	92.99%	92.73%	100.40%	0.00%
\$75,001 - \$100,000	11	9.09%	96.73%	99.00%	95.88%	0.00%	0.00%
\$100,001 - \$175,000	38	31.40%	95.69%	92.81%	96.21%	96.72%	93.75%
\$175,001 - \$275,000	17	14.05%	96.98%	93.02%	97.42%	95.56%	103.68%
\$275,001 - \$425,000	16	13.22%	98.23%	98.90%	99.15%	96.82%	0.00%
\$425,001 and up	13	10.74%	95.63%	103.06%	94.14%	94.21%	97.56%
Average Sold/List Ratio		95.30%		92.87%	95.84%	96.40%	98.02%
Total Closed Units	121	100%	95.30%	31	65	20	5
Total Closed Volume	25,114,550			3.81M	13.86M	4.94M	2.50M

# April 2021



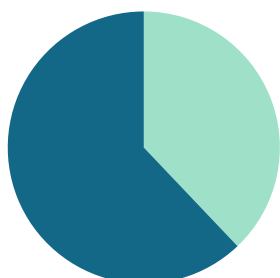
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 16, 2023 for MLS Technology Inc.

### INVENTORY

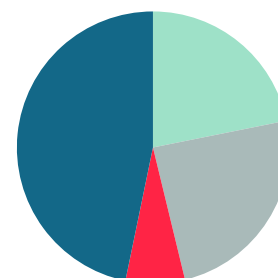


**Inventory**  
 New Listings  
**163 = 37.91%**  
 Start Inventory  
**267**  
 Total Inventory Units  
**430**  
 Volume  
**\$110,697,245**

### Market Activity

Closed Sales  
**121 = 21.84%**  
 Pending Sales  
**135 = 24.37%**  
 Other Off Market  
**39 = 7.04%**  
 Active Inventory  
**259 = 46.75%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	107	121	13.08%	349	405	16.05%
Pending Sales	84	135	60.71%	378	484	28.04%
New Listings	166	163	-1.81%	778	545	-29.95%
Average List Price	143,785	217,077	50.97%	143,711	204,600	42.37%
Average Sale Price	137,906	207,558	50.51%	137,200	195,877	42.77%
Average Percent of Selling Price to List Price	93.38%	95.26%	2.02%	93.86%	95.66%	1.91%
Average Days on Market to Sale	53.99	50.07	-7.25%	58.34	50.36	-13.67%
Monthly Inventory	617	259	-58.02%	617	259	-58.02%
Months Supply of Inventory	6.51	2.30	-64.70%	6.51	2.30	-64.70%

**Absorption:** Last 12 months, an Average of 113 Sales/Month

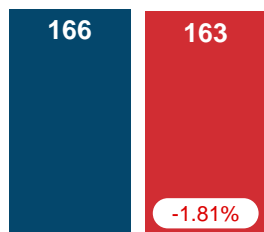
**Inventory** on April 30, 2021 = 259

2020 2021

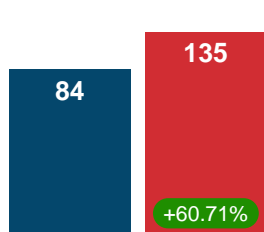
### APRIL MARKET

### AVERAGE PRICES

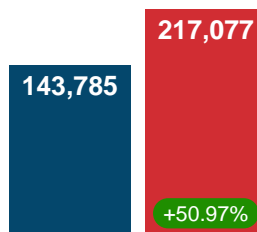
#### New Listings



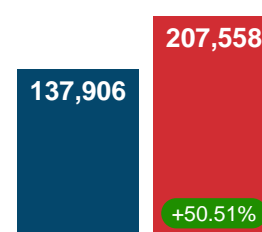
#### Pending Listings



#### List Price



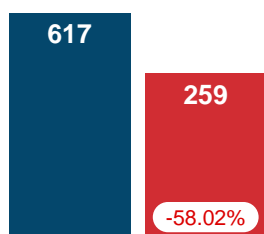
#### Sale Price



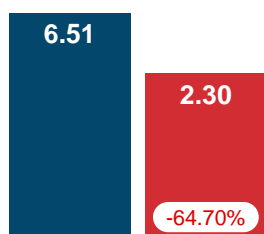
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

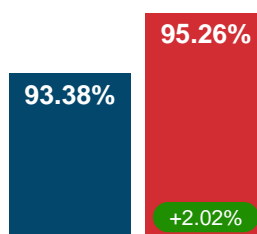
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

