

## April 2021



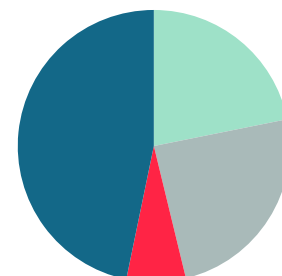
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### 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%
Median List Price	123,900	145,000	17.03%
Median Sale Price	110,500	137,000	23.98%
Median Percent of Selling Price to List Price	95.48%	96.61%	1.19%
Median Days on Market to Sale	42.00	20.00	-52.38%
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.

##### 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 **23.98%** in April 2021 to \$137,000 versus the previous year at \$110,500.

##### Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 22.00 days or **52.38%** in April 2021 compared to last year's same month at **42.00** DOM.

##### Sales Success for April 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 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>
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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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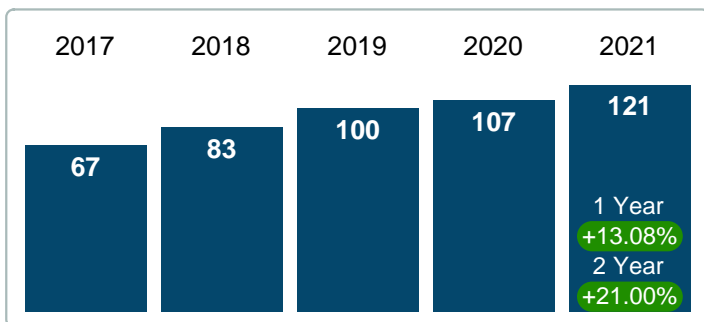
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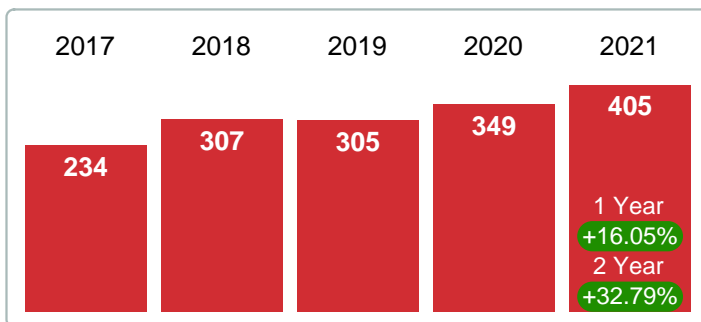
## CLOSED LISTINGS

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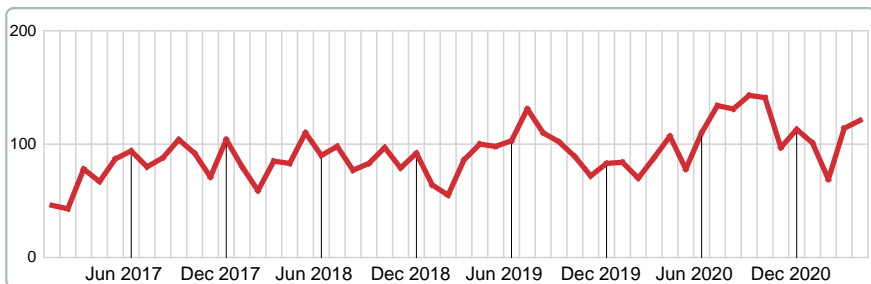
### APRIL



### YEAR TO DATE (YTD)

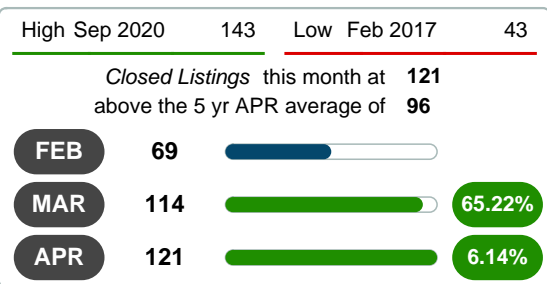


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 96



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	10.74%	20.0	10	3	0	0
\$40,001 - \$70,000	10	8.26%	28.5	6	3	1	0
\$70,001 - \$110,000	17	14.05%	13.0	4	13	0	0
\$110,001 - \$170,000	33	27.27%	43.0	5	21	6	1
\$170,001 - \$280,000	19	15.70%	20.0	2	11	5	1
\$280,001 - \$430,000	17	14.05%	11.0	3	8	6	0
\$430,001 and up	12	9.92%	41.0	1	6	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>20.0</b>	<b>3.81M</b>	<b>13.86M</b>	<b>4.94M</b>	<b>2.50M</b>
<b>Median Closed Price</b>	<b>\$137,000</b>			<b>\$68,000</b>	<b>\$135,000</b>	<b>\$227,750</b>	<b>\$485,000</b>

# April 2021



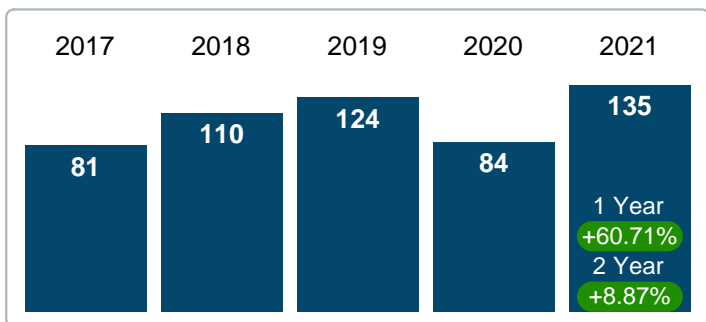
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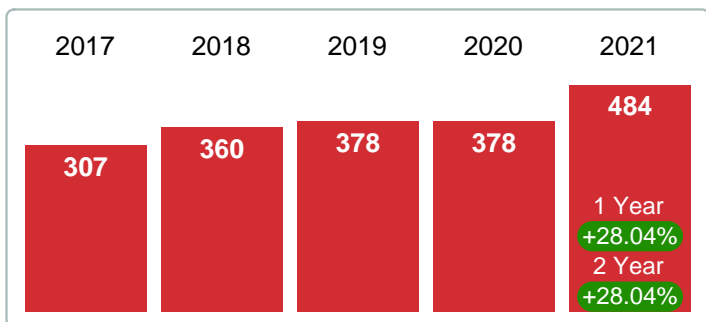
## PENDING LISTINGS

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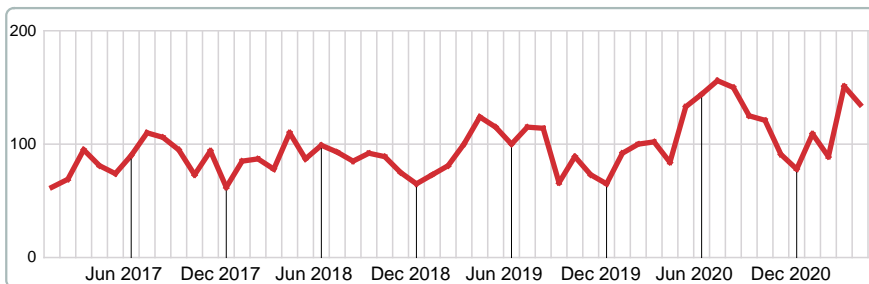
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 107

High Jul 2020 156 Low Dec 2017 62

Pending Listings this month at 135 above the 5 yr APR average of 107



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	6.67%	89.0	7	2	0	0
\$50,001 - \$75,000	10	7.41%	18.0	5	4	1	0
\$75,001 - \$125,000	25	18.52%	29.0	4	18	3	0
\$125,001 - \$175,000	30	22.22%	15.0	4	18	5	3
\$175,001 - \$250,000	30	22.22%	20.5	2	20	6	2
\$250,001 - \$475,000	16	11.85%	10.5	2	6	5	3
\$475,001 and up	15	11.11%	17.0	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>17.0</b>	<b>5.13M</b>	<b>15.00M</b>	<b>7.63M</b>	<b>2.49M</b>
<b>Median Listing Price</b>	<b>\$169,500</b>			<b>\$79,750</b>	<b>\$169,500</b>	<b>\$229,000</b>	<b>\$249,900</b>

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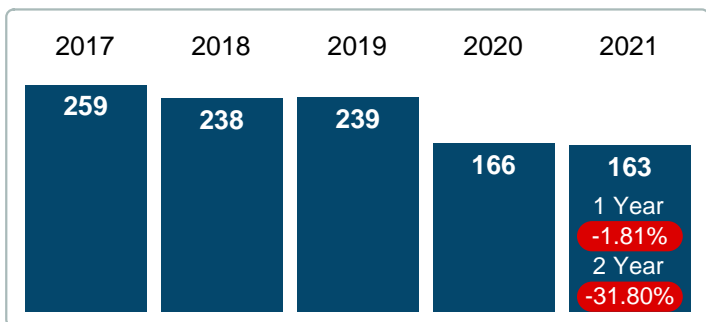
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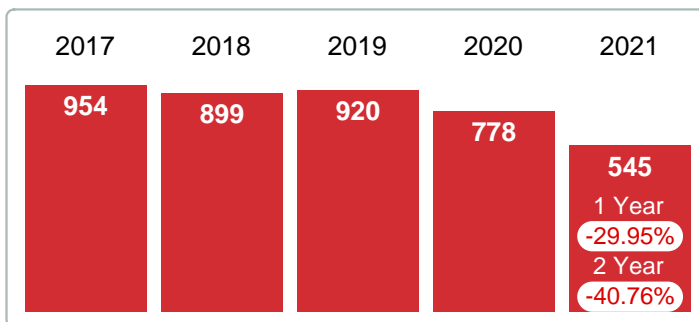
## NEW LISTINGS

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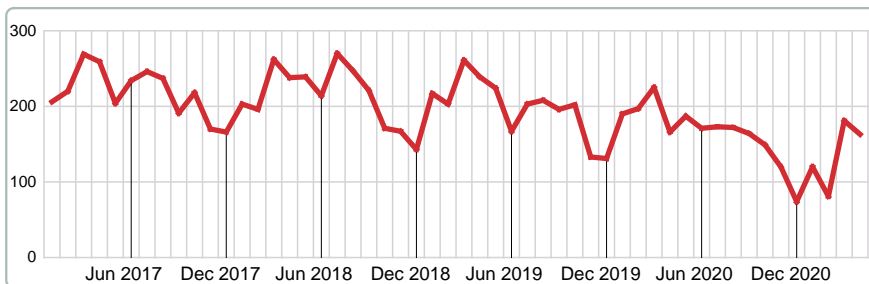
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 213

High Jul 2018 270 Low Dec 2020 74

New Listings this month at **163**  
 below the 5 yr APR average of **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>Median New Listed Listing Price</b>	<b>\$185,500</b>		<b>\$100,000</b>	<b>\$181,000</b>	<b>\$254,450</b>	<b>\$311,500</b>

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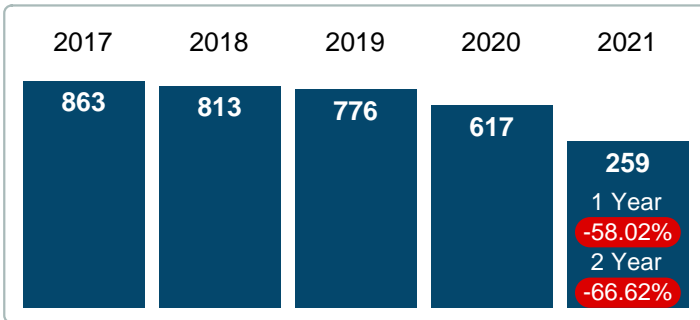
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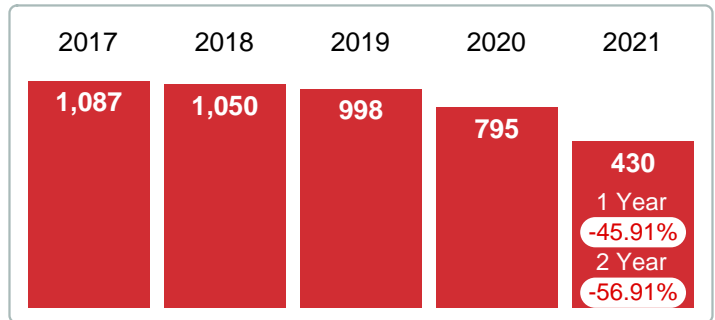
## ACTIVE INVENTORY

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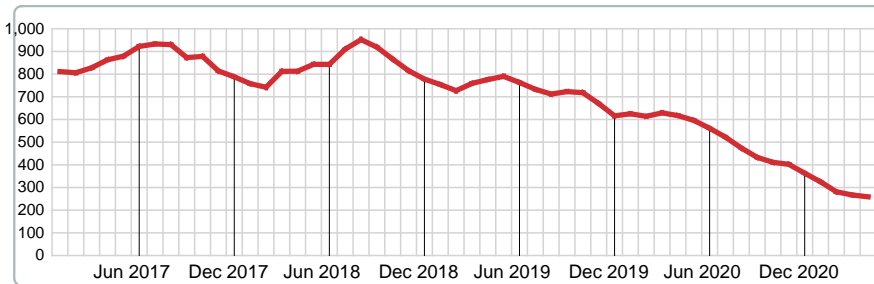
### END OF APRIL



### ACTIVE DURING APRIL

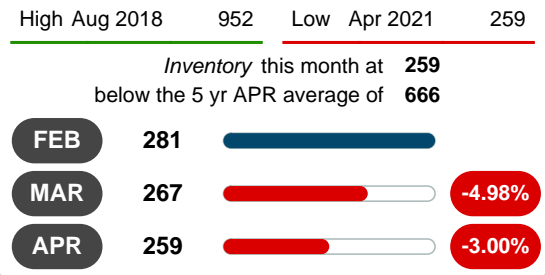


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 666



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	1.93%	46.0	1	3	0	1
\$25,001 - \$75,000	39	15.06%	57.0	18	16	5	0
\$75,001 - \$125,000	53	20.46%	43.0	12	33	8	0
\$125,001 - \$225,000	59	22.78%	51.0	7	38	13	1
\$225,001 - \$325,000	45	17.37%	39.0	3	23	15	4
\$325,001 - \$450,000	29	11.20%	35.0	3	18	7	1
\$450,001 and up	29	11.20%	80.0	2	9	9	9
Total Active Inventory by Units		259		46	140	57	16
Total Active Inventory by Volume		63,249,194	100%	6.50M	31.11M	17.06M	8.58M
Median Active Inventory Listing Price		\$180,000		\$89,900	\$176,450	\$230,000	\$455,500

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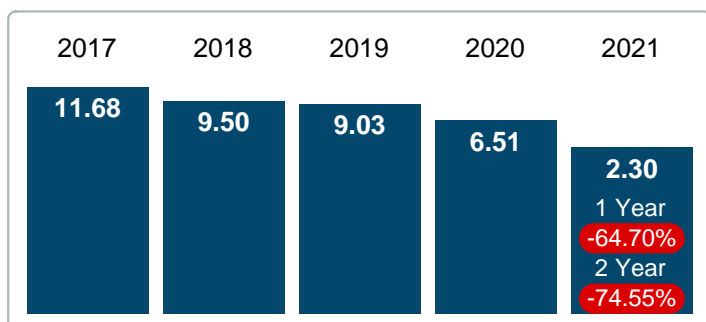
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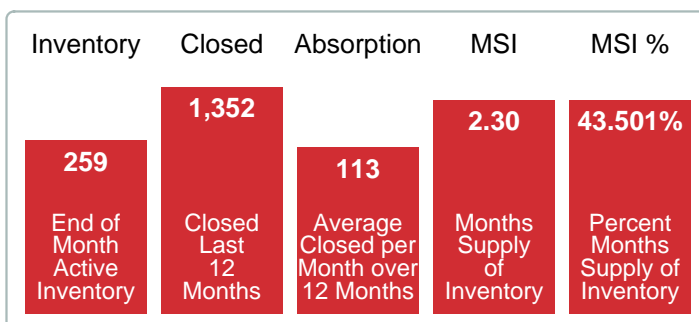
## MONTHS SUPPLY of INVENTORY (MSI)

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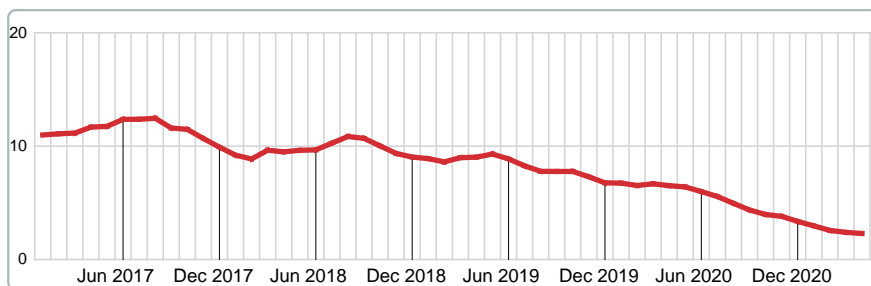
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

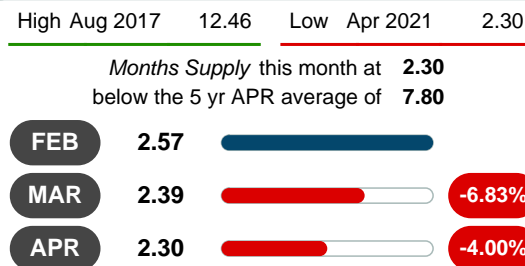


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 7.80



### 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



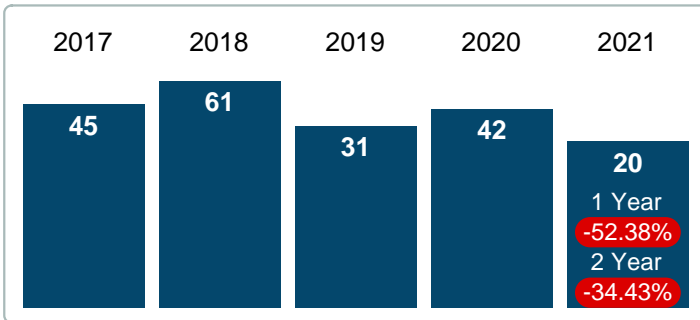
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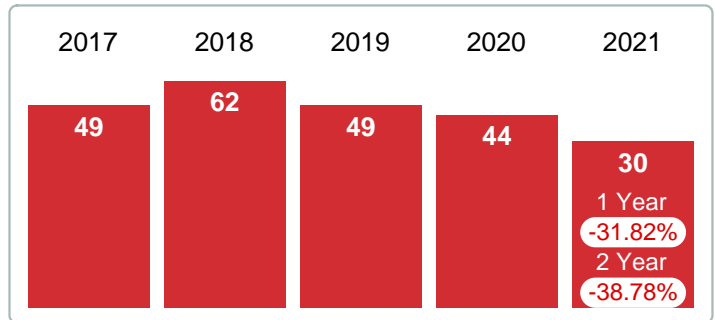
## MEDIAN DAYS ON MARKET TO SALE

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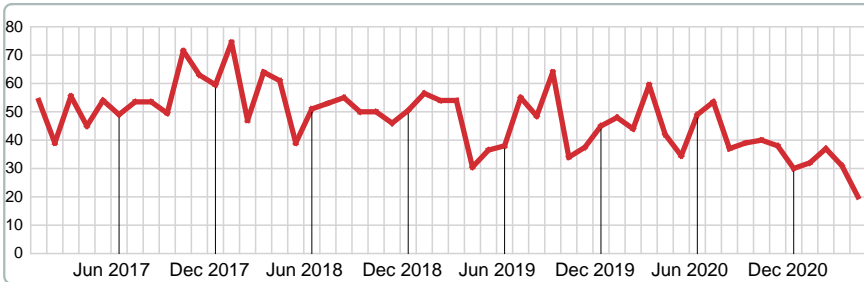
### APRIL



### YEAR TO DATE (YTD)

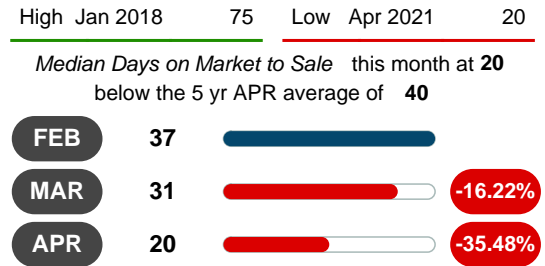


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 40



### 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
\$40,000 and less	13	10.74%	20	15	26	0	0
\$40,001 - \$70,000	10	8.26%	29	90	4	2	0
\$70,001 - \$110,000	17	14.05%	13	21	11	0	0
\$110,001 - \$170,000	33	27.27%	43	43	42	59	133
\$170,001 - \$280,000	19	15.70%	20	44	39	20	1
\$280,001 - \$430,000	17	14.05%	11	1	14	14	0
\$430,001 and up	12	9.92%	41	265	46	95	30
Median Closed DOM			20	20	22	20	30
Total Closed Units		100%	20.0	31	65	20	5
Total Closed Volume				3.81M	13.86M	4.94M	2.50M



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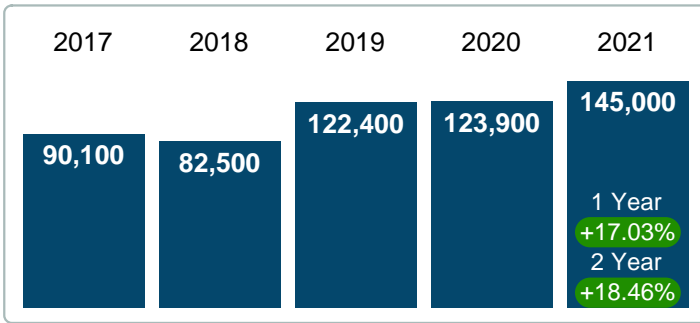
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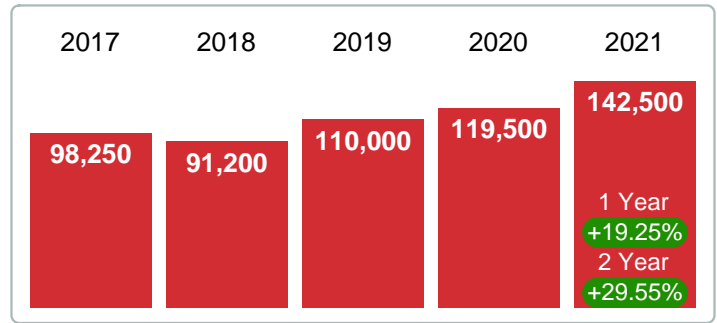
## MEDIAN LIST PRICE AT CLOSING

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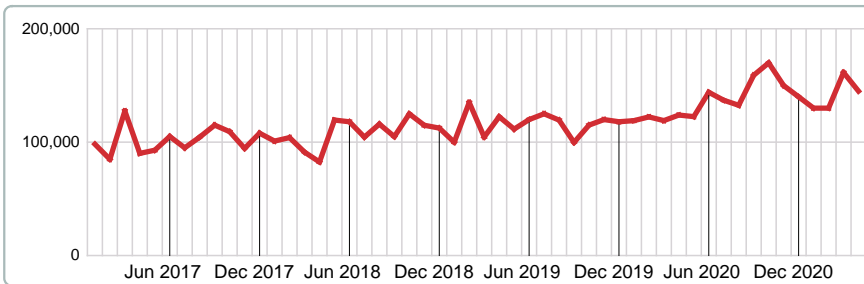
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 112,780

High Oct 2020 169,900 Low Apr 2018 82,500

Median List Price at Closing this month at **145,000**  
above the 5 yr APR average of **112,780**



### 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
\$40,000 and less	10.74%	34,900	34,900	35,000	0	0
\$40,001 - \$70,000	5.79%	57,500	59,950	56,700	49,900	0
\$70,001 - \$110,000	15.70%	79,900	79,450	83,500	0	0
\$110,001 - \$170,000	27.27%	139,900	135,000	139,900	137,450	160,000
\$170,001 - \$280,000	17.36%	215,000	202,000	215,000	210,500	219,900
\$280,001 - \$430,000	11.57%	327,750	325,000	339,000	327,750	0
\$430,001 and up	11.57%	594,500	849,000	479,000	594,500	799,000
Median List Price		145,000	74,900	148,000	235,250	489,000
Total Closed Units	100%	145,000	31	65	20	5
Total Closed Volume		26,266,350	3.95M	14.60M	5.15M	2.56M



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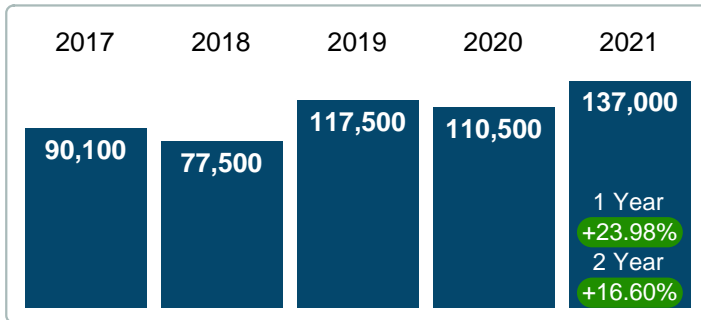
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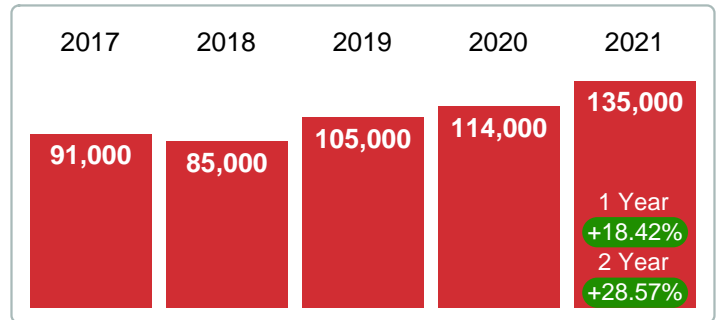
## MEDIAN SOLD PRICE AT CLOSING

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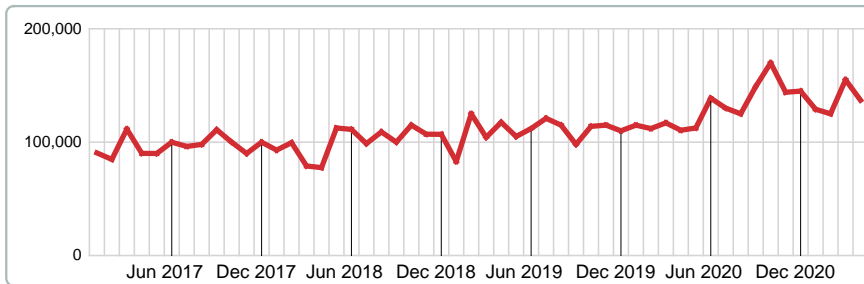
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

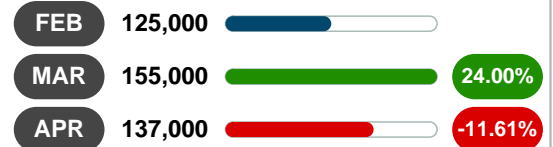


### 3 MONTHS

5 year APR AVG = 106,520

High Oct 2020 169,900 Low Apr 2018 77,500

Median Sold Price at Closing this month at 137,000 above the 5 yr APR average of 106,520



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10.74%	32,000	32,250	25,000	0	0
\$40,001 - \$70,000	8.26%	54,750	54,750	57,500	50,100	0
\$70,001 - \$110,000	14.05%	82,500	78,700	83,500	0	0
\$110,001 - \$170,000	27.27%	131,500	130,000	131,000	135,700	150,000
\$170,001 - \$280,000	15.70%	210,500	186,500	215,000	210,500	228,000
\$280,001 - \$430,000	14.05%	321,500	315,000	356,750	314,500	0
\$430,001 and up	9.92%	659,500	875,000	604,500	560,000	805,000
Median Sold Price		137,000	68,000	135,000	227,750	485,000
Total Closed Units	100%	121	31	65	20	5
Total Closed Volume		25,114,550	3.81M	13.86M	4.94M	2.50M

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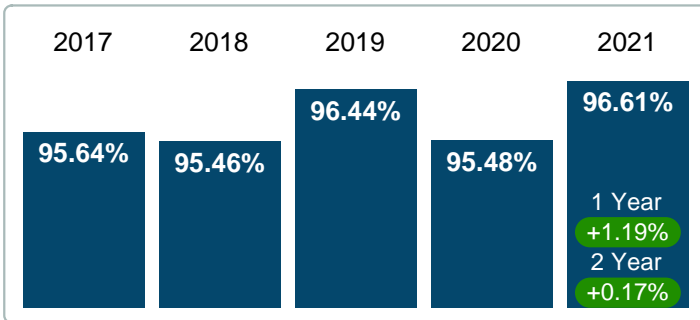
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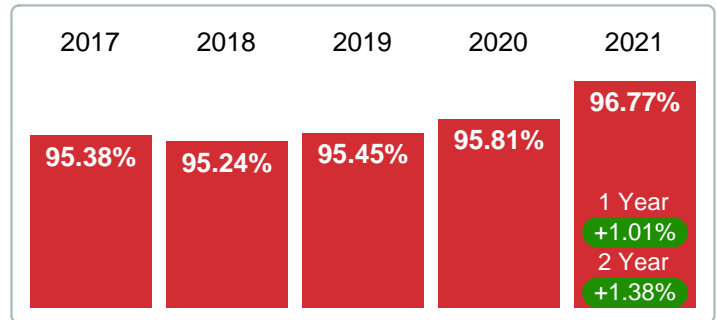
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

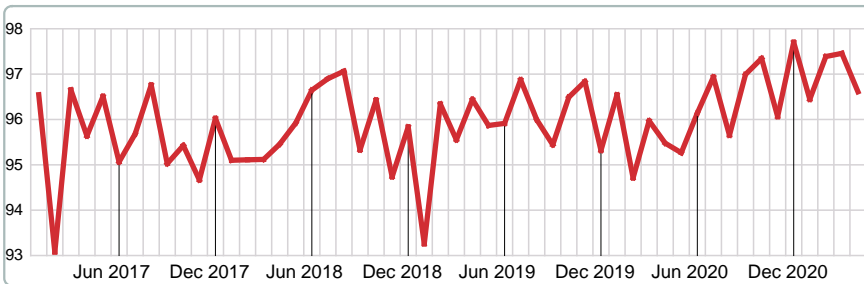
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

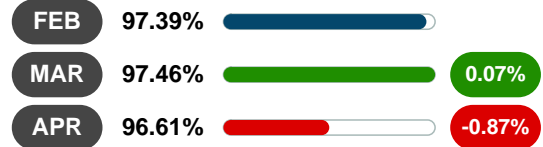


### 3 MONTHS

5 year APR AVG = 95.92%

High Dec 2020 97.70% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.61%**  
above the 5 yr APR average of **95.92%**



## 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
\$40,000 and less	13	10.74%	91.69%	92.27%	85.33%	0.00%	0.00%
\$40,001 - \$70,000	10	8.26%	91.33%	91.33%	89.45%	100.40%	0.00%
\$70,001 - \$110,000	17	14.05%	98.13%	98.50%	98.13%	0.00%	0.00%
\$110,001 - \$170,000	33	27.27%	96.67%	93.33%	96.93%	97.00%	93.75%
\$170,001 - \$280,000	19	15.70%	97.78%	92.28%	98.53%	94.58%	103.68%
\$280,001 - \$430,000	17	14.05%	98.47%	100.00%	98.17%	96.83%	0.00%
\$430,001 and up	12	9.92%	96.32%	103.06%	94.69%	94.21%	99.18%
Median Sold/List Ratio		96.61%		93.12%	97.18%	96.57%	99.18%
Total Closed Units		121	100%	31	65	20	5
Total Closed Volume		25,114,550		3.81M	13.86M	4.94M	2.50M

# April 2021



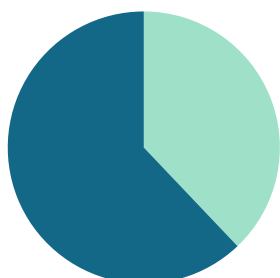
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

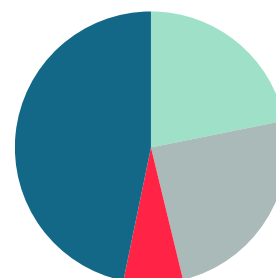


**Inventory**  
 New Listings  
**163 = 37.91%**  
 Start Inventory  
**267**  
 Total Inventory Units  
**430**  
 Volume  
**\$110,697,245**

### 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%
Median List Price	123,900	145,000	17.03%	119,500	142,500	19.25%
Median Sale Price	110,500	137,000	23.98%	114,000	135,000	18.42%
Median Percent of Selling Price to List Price	95.48%	96.61%	1.19%	95.81%	96.77%	1.01%
Median Days on Market to Sale	42.00	20.00	-52.38%	44.00	30.00	-31.82%
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

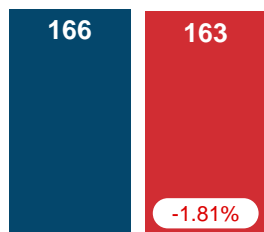
**Inventory** on April 30, 2021 = 259

2020 2021

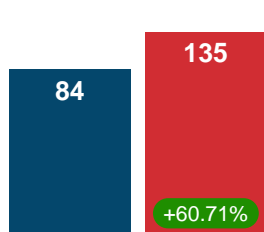
### APRIL MARKET

### MEDIAN PRICES

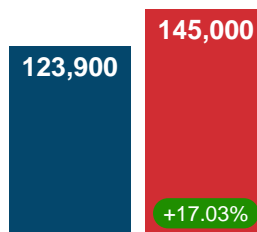
#### New Listings



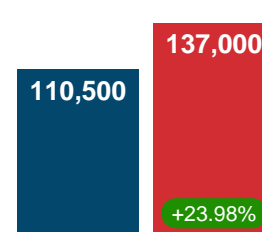
#### Pending Listings



#### List Price



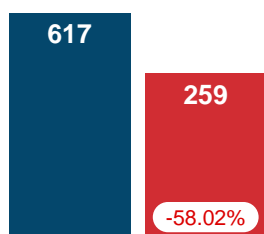
#### Sale Price



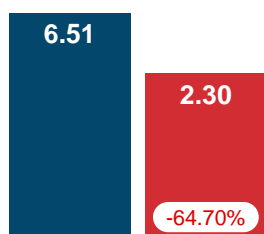
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

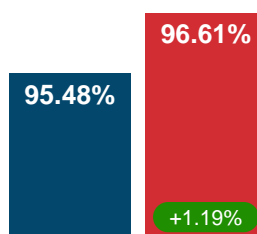
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

