

May 2021



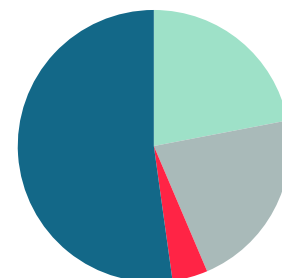
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	78	115	47.44%
Pending Listings	133	113	-15.04%
New Listings	187	146	-21.93%
Average List Price	144,191	226,340	56.97%
Average Sale Price	134,823	218,545	62.10%
Average Percent of Selling Price to List Price	93.83%	97.22%	3.61%
Average Days on Market to Sale	49.72	34.96	-29.69%
End of Month Inventory	595	273	-54.12%
Months Supply of Inventory	6.39	2.36	-63.10%



■ Closed (21.99%)
■ Pending (21.61%)
■ Other OffMarket (4.21%)
■ Active (52.20%)

Absorption: Last 12 months, an Average of **116** Sales/Month
Active Inventory as of May 31, 2021 = **273**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **54.12%** to 273 existing homes available for sale. Over the last 12 months this area has had an average of 116 closed sales per month. This represents an unsold inventory index of **2.36** 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 **62.10%** in May 2021 to \$218,545 versus the previous year at \$134,823.

Average Days on Market Shortens

The average number of **34.96** days that homes spent on the market before selling decreased by 14.76 days or **29.69%** in May 2021 compared to last year's same month at **49.72** 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 146 New Listings in May 2021, down **21.93%** from last year at 187. Furthermore, there were 115 Closed Listings this month versus last year at 78, a **47.44%** increase.

Closed versus Listed trends yielded a **78.8%** ratio, up from previous year's, May 2020, at **41.7%**, a **88.84%** 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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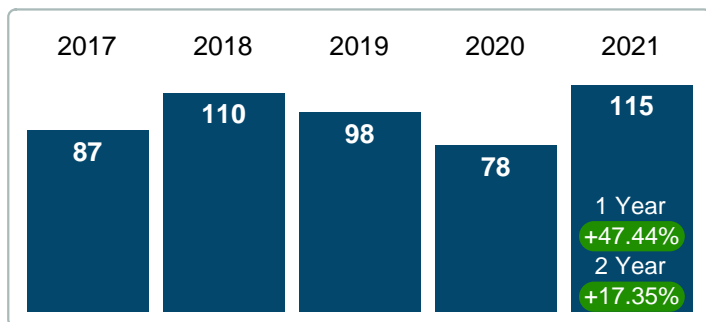
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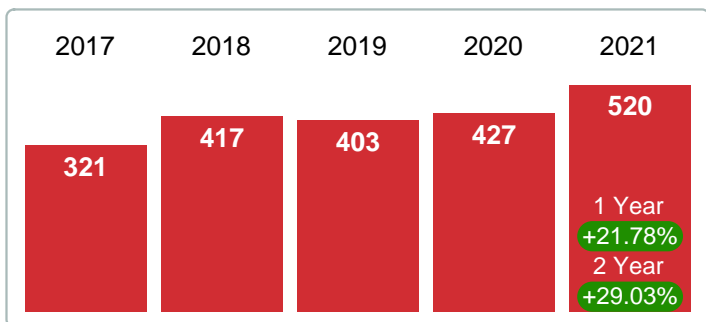
CLOSED LISTINGS

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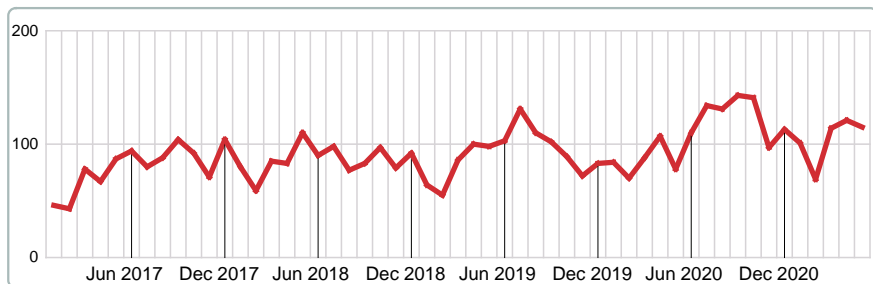
MAY



YEAR TO DATE (YTD)

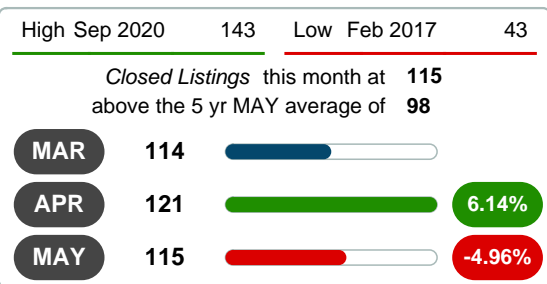


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 98



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	8	6.96%	41.3	5	3	0	0
\$50,001 - \$75,000	10	8.70%	37.3	4	6	0	0
\$75,001 - \$125,000	27	23.48%	42.0	4	21	2	0
\$125,001 - \$175,000	22	19.13%	36.1	2	16	4	0
\$175,001 - \$225,000	14	12.17%	24.8	1	10	2	1
\$225,001 - \$450,000	23	20.00%	24.3	1	14	5	3
\$450,001 and up	11	9.57%	44.0	1	5	5	0
Total Closed Units	115			18	75	18	4
Total Closed Volume	25,132,711	100%	35.0	3.16M	14.70M	6.08M	1.20M
Average Closed Price	\$218,545			\$175,407	\$196,041	\$337,522	\$299,225

May 2021



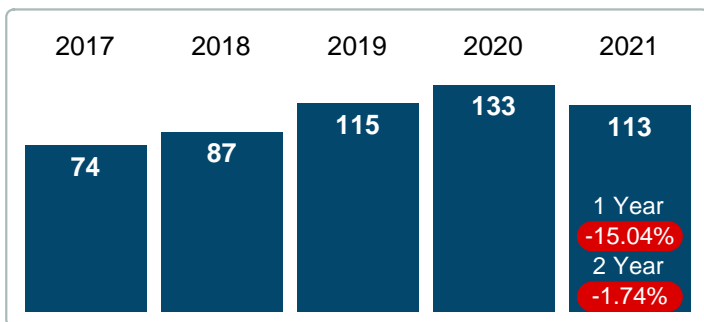
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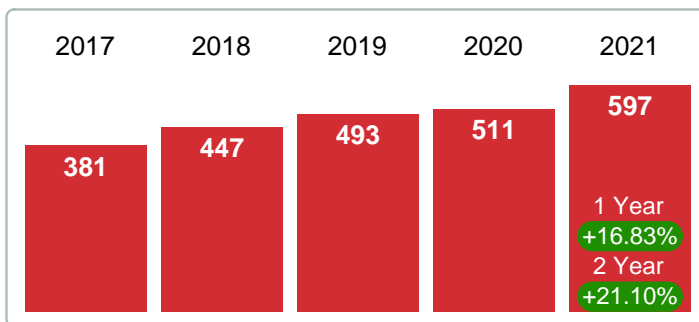
PENDING LISTINGS

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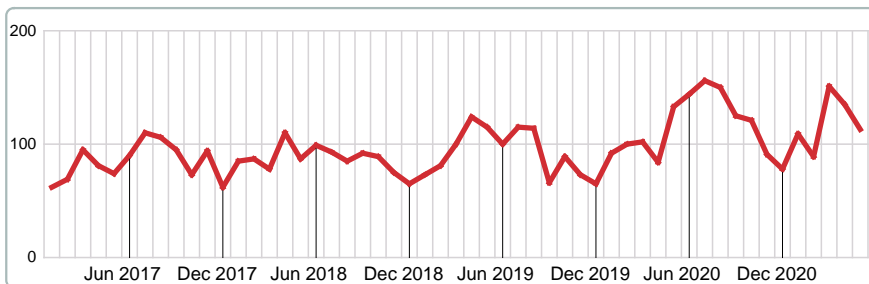
MAY



YEAR TO DATE (YTD)

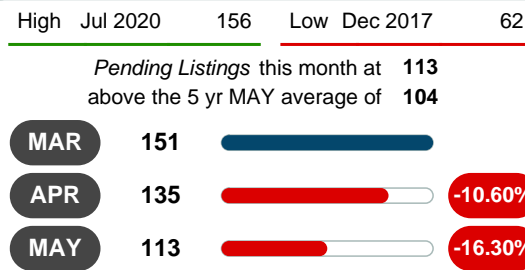


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 104



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	6	5.31%	8.2	4	2	0	0
\$50,001 - \$75,000	8	7.08%	16.6	2	5	1	0
\$75,001 - \$100,000	19	16.81%	47.6	3	15	1	0
\$100,001 - \$175,000	30	26.55%	56.8	7	21	2	0
\$175,001 - \$250,000	24	21.24%	55.3	3	14	6	1
\$250,001 - \$425,000	11	9.73%	35.5	0	5	5	1
\$425,001 and up	15	13.27%	80.7	0	10	2	3
Total Pending Units	113			19	72	17	5
Total Pending Volume	23,249,497	100%	50.3	2.04M	14.09M	4.59M	2.53M
Average Listing Price	\$207,715			\$107,474	\$195,733	\$269,894	\$505,300

May 2021



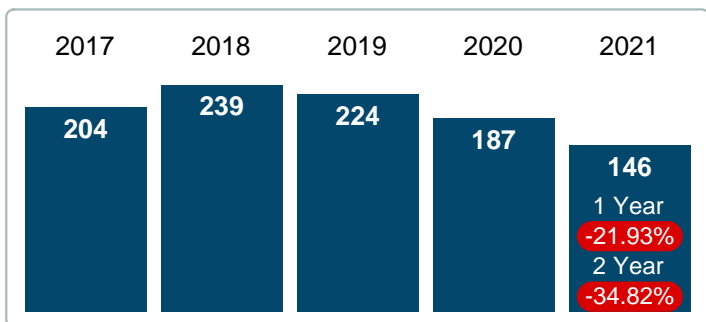
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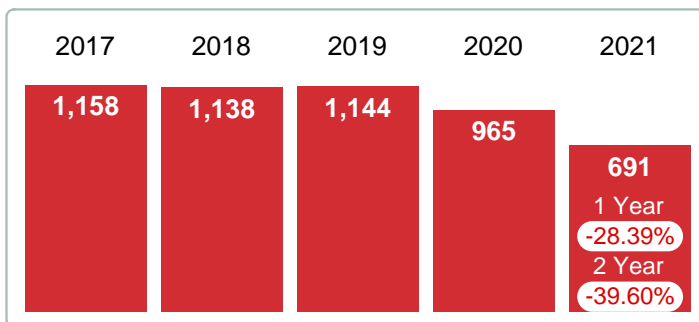
NEW LISTINGS

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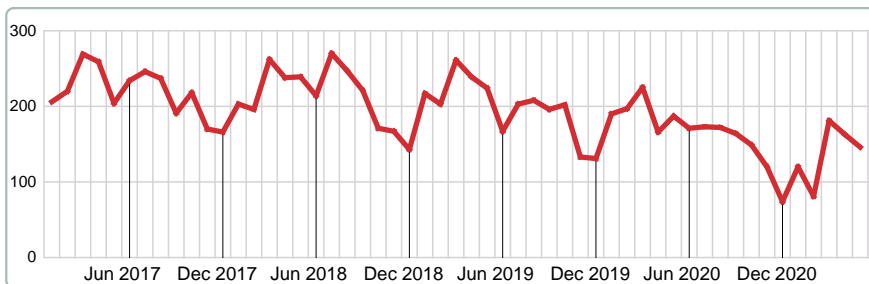
MAY



YEAR TO DATE (YTD)

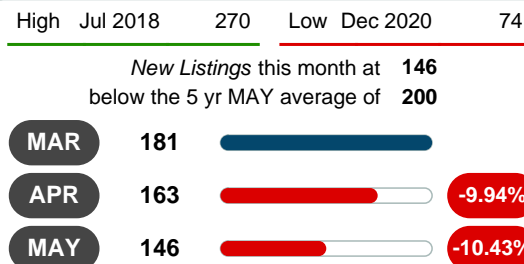


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 200



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	12	8.22%	8	4	0	0
\$50,001 - \$75,000	17	11.64%	7	8	1	1
\$75,001 - \$100,000	18	12.33%	2	13	3	0
\$100,001 - \$200,000	43	29.45%	6	33	4	0
\$200,001 - \$275,000	22	15.07%	0	19	3	0
\$275,001 - \$500,000	21	14.38%	1	12	6	2
\$500,001 and up	13	8.90%	1	4	3	5
Total New Listed Units	146		25	93	20	8
Total New Listed Volume	35,945,637	100%	2.51M	18.99M	6.71M	7.73M
Average New Listed Listing Price	\$192,020		\$100,220	\$204,237	\$335,704	\$966,500

May 2021



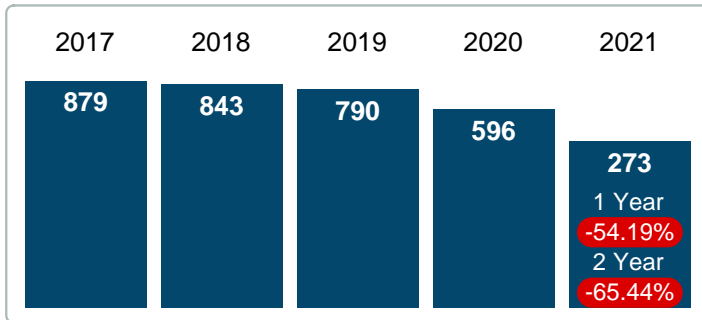
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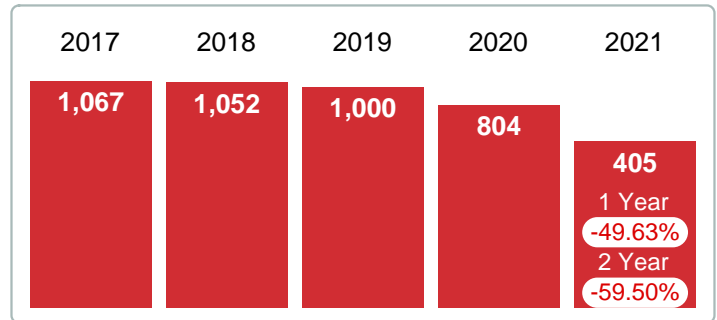
ACTIVE INVENTORY

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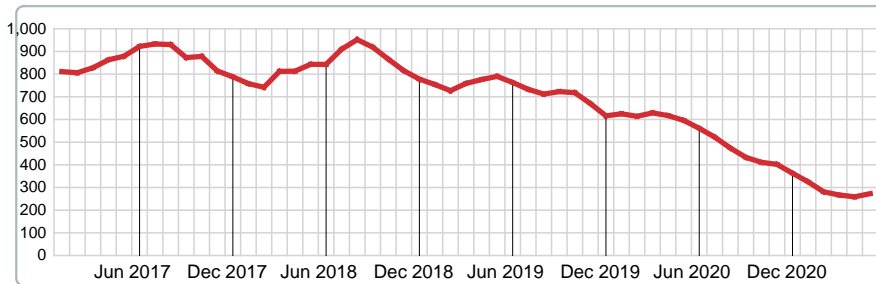
END OF MAY



ACTIVE DURING MAY

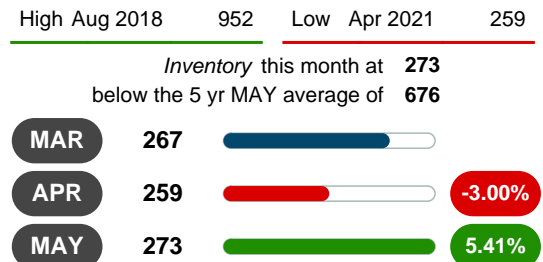


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 676



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	2.93%	58.4	3	4	0	1
\$25,001 - \$75,000	45	16.48%	83.0	22	17	5	1
\$75,001 - \$125,000	51	18.68%	83.4	10	32	9	0
\$125,001 - \$225,000	64	23.44%	61.6	3	47	13	1
\$225,001 - \$325,000	44	16.12%	73.7	2	29	12	1
\$325,001 - \$475,000	34	12.45%	67.2	2	18	9	5
\$475,001 and up	27	9.89%	66.2	3	9	7	8
Total Active Inventory by Units	273			45	156	55	17
Total Active Inventory by Volume	68,892,234	100%	72.2	5.88M	33.54M	16.21M	13.26M
Average Active Inventory Listing Price	\$252,353			\$130,740	\$215,021	\$294,650	\$779,994

May 2021



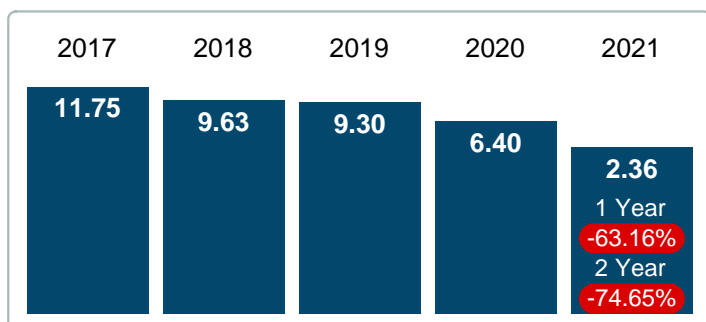
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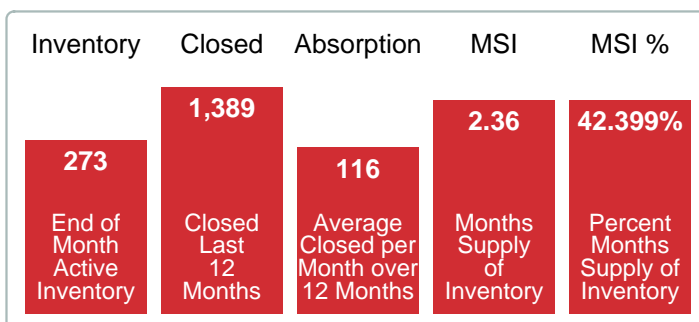
MONTHS SUPPLY of INVENTORY (MSI)

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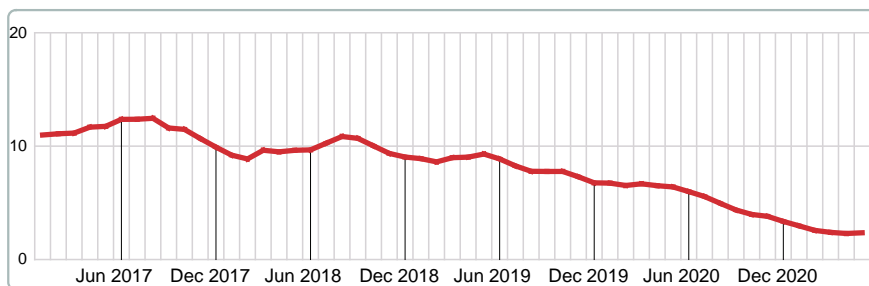
MSI FOR MAY



INDICATORS FOR MAY 2021

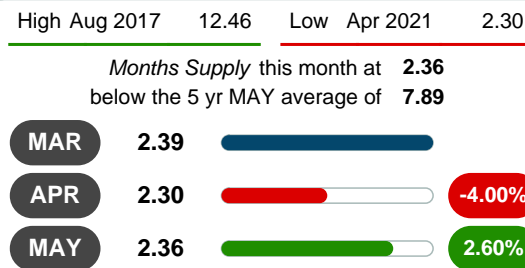


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.89



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	2.93%	2.67	1.71	3.69	0.00	0.00
\$25,001 - \$75,000	45	16.48%	2.09	2.32	1.56	5.45	6.00
\$75,001 - \$125,000	51	18.68%	1.97	2.03	1.78	3.09	0.00
\$125,001 - \$225,000	64	23.44%	1.92	0.75	2.10	2.05	1.33
\$225,001 - \$325,000	44	16.12%	3.26	1.00	3.66	4.11	1.50
\$325,001 - \$475,000	34	12.45%	3.14	6.00	3.09	2.45	5.00
\$475,001 and up	27	9.89%	3.56	6.00	4.32	2.21	4.36
Market Supply of Inventory (MSI)			2.36	1.96	2.29	2.74	3.78
Total Active Inventory by Units		100%	2.36	45	156	55	17

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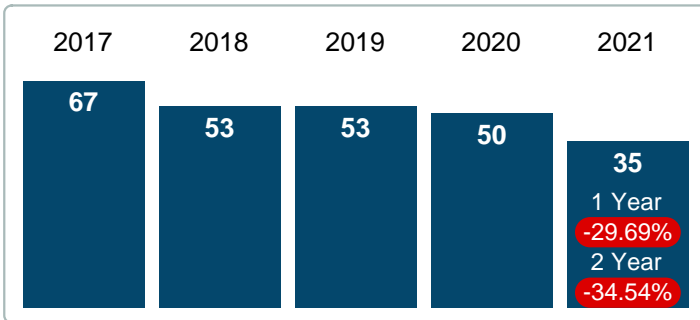
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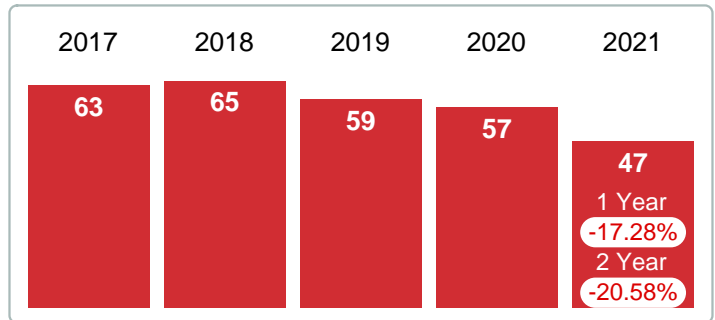
AVERAGE DAYS ON MARKET TO SALE

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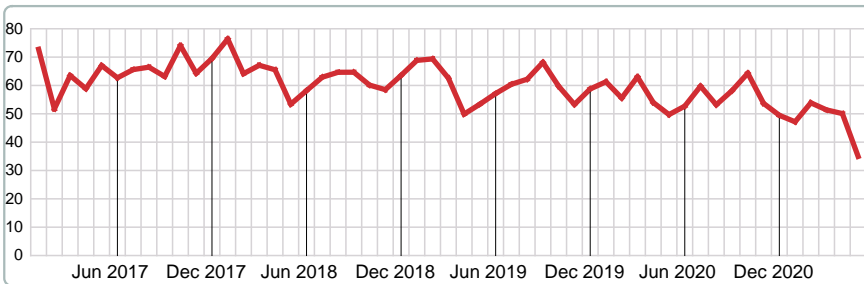
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

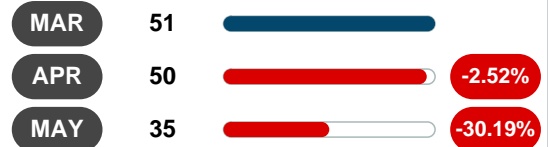


3 MONTHS

5 year MAY AVG = 52

High Jan 2018 76 Low May 2021 35

Average Days on Market to Sale this month at 35 below the 5 yr MAY average of 52



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	8	6.96%	41	22	74	0		
\$50,001 - \$75,000	10	8.70%	37	44	33	0		
\$75,001 - \$125,000	27	23.48%	42	54	40	37		
\$125,001 - \$175,000	22	19.13%	36	98	30	31		
\$175,001 - \$225,000	14	12.17%	25	62	24	21		
\$225,001 - \$450,000	23	20.00%	24	21	23	3		
\$450,001 and up	11	9.57%	44	17	22	71		
Average Closed DOM		35		44	32	34	51	
Total Closed Units		115	100%	35	18	75	18	4
Total Closed Volume		25,132,711			3.16M	14.70M	6.08M	1.20M

May 2021



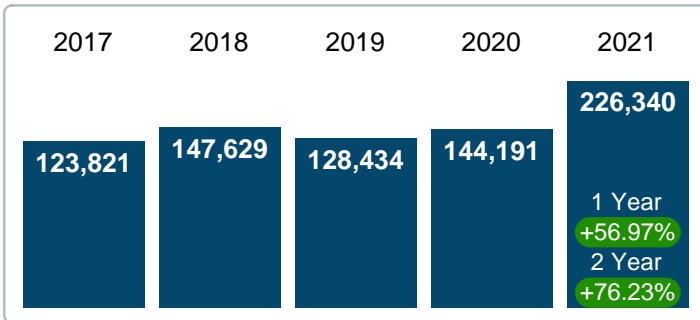
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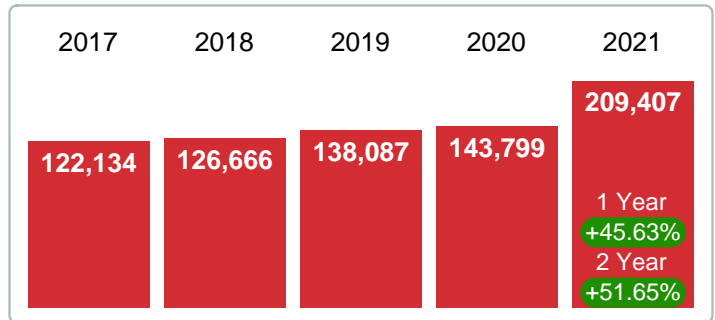
AVERAGE LIST PRICE AT CLOSING

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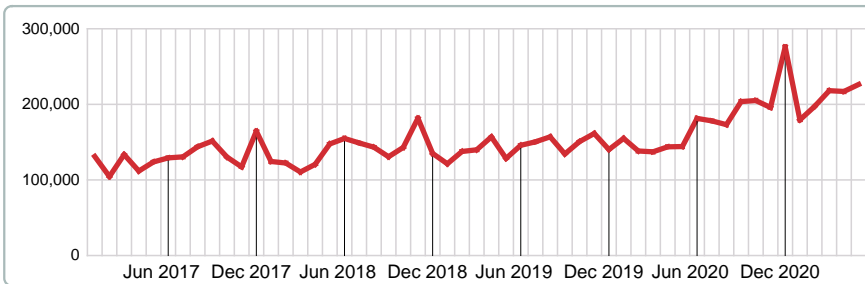
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

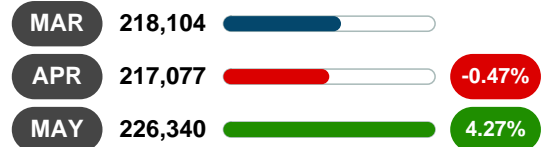


3 MONTHS

5 year MAY AVG = 154,083

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

Average List Price at Closing this month at **226,340**
above the 5 yr MAY average of **154,083**



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	6.96%	34,513	30,280	41,567	0	
\$50,001 - \$75,000	8	6.96%	63,975	62,600	73,850	0	
\$75,001 - \$125,000	25	21.74%	101,696	112,725	106,890	102,450	
\$125,001 - \$175,000	25	21.74%	153,024	144,950	158,025	164,975	
\$175,001 - \$225,000	13	11.30%	202,723	225,000	208,360	206,750	
\$225,001 - \$450,000	23	20.00%	286,404	249,500	305,450	301,700	
\$450,001 and up	13	11.30%	742,342	1,750,000	711,800	683,310	
Average List Price		226,340		187,061	203,464	344,631	299,700
Total Closed Units		115	100%	226,340	18	75	18
Total Closed Volume		26,029,049			3.37M	15.26M	6.20M

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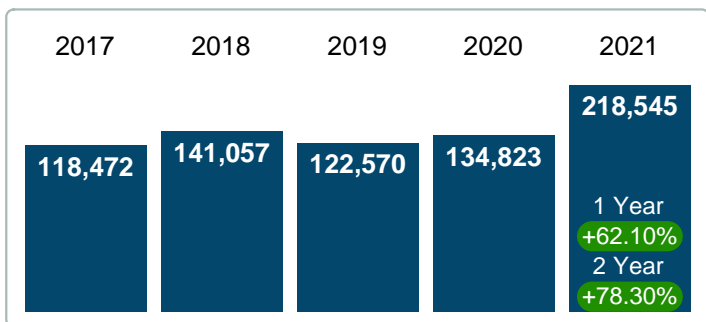
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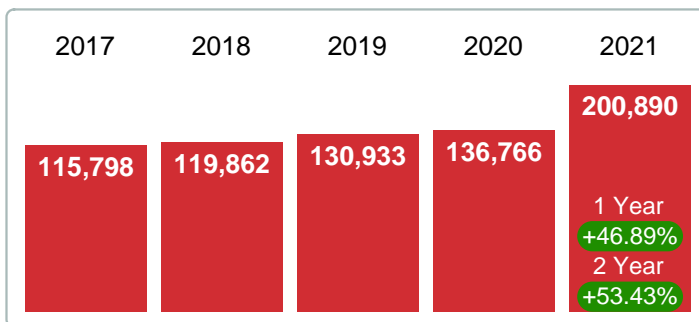
AVERAGE SOLD PRICE AT CLOSING

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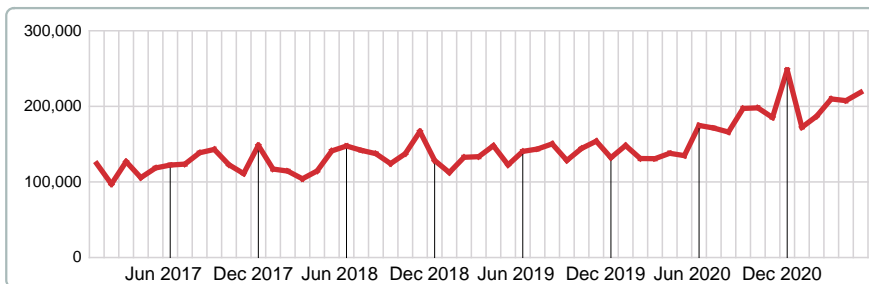
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 147,094

High Dec 2020 248,011 Low Feb 2017 97,187

Average Sold Price at Closing this month at **218,545**
above the 5 yr MAY average of **147,094**

MAR	209,794	
APR	207,558	-1.07%
MAY	218,545	5.29%

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	8	6.96%	31,425	26,300	39,967	0	
\$50,001 - \$75,000	10	8.70%	64,540	60,475	67,250	0	
\$75,001 - \$125,000	27	23.48%	102,638	99,132	103,748	98,000	
\$125,001 - \$175,000	22	19.13%	156,731	143,950	157,199	161,250	
\$175,001 - \$225,000	14	12.17%	201,593	225,000	199,630	198,000	
\$225,001 - \$450,000	23	20.00%	302,604	249,500	301,036	300,800	
\$450,001 and up	11	9.57%	748,582	1,625,000	655,000	666,880	
Average Sold Price		218,545		175,407	196,041	337,522	299,225
Total Closed Units		115	100%	218,545	18	75	18
Total Closed Volume		25,132,711			3.16M	14.70M	6.08M

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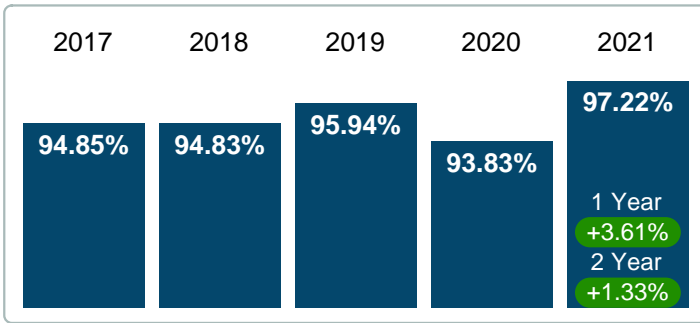
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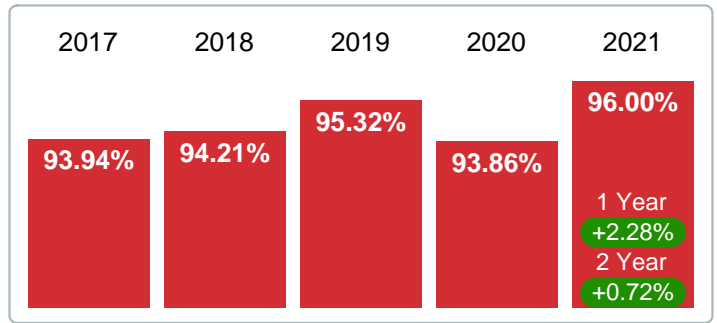
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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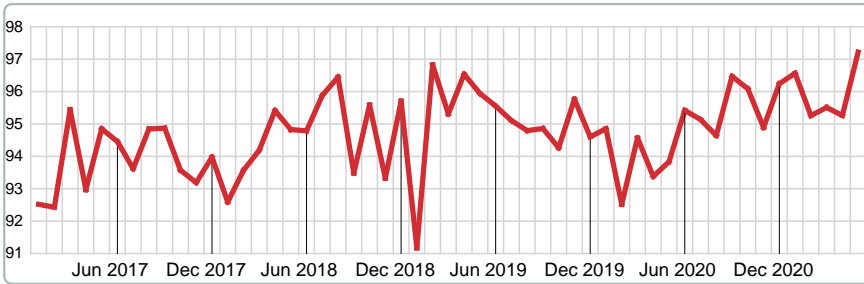
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95.33%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **97.22%** above the 5 yr MAY average of **95.33%**



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	8	6.96%	92.85%	90.98%	95.97%	0.00%	0.00%
\$50,001 - \$75,000	10	8.70%	94.62%	97.29%	92.85%	0.00%	0.00%
\$75,001 - \$125,000	27	23.48%	96.37%	90.42%	97.51%	96.24%	0.00%
\$125,001 - \$175,000	22	19.13%	99.53%	99.33%	99.75%	98.76%	0.00%
\$175,001 - \$225,000	14	12.17%	97.03%	100.00%	96.40%	95.92%	102.55%
\$225,001 - \$450,000	23	20.00%	99.37%	100.00%	99.22%	99.60%	99.45%
\$450,001 and up	11	9.57%	95.96%	92.86%	94.45%	98.09%	0.00%
Average Sold/List Ratio		97.20%		94.29%	97.52%	98.21%	100.23%
Total Closed Units	115	100%	97.20%	18	75	18	4
Total Closed Volume	25,132,711			3.16M	14.70M	6.08M	1.20M

May 2021



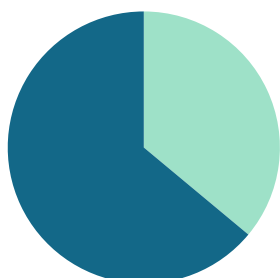
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

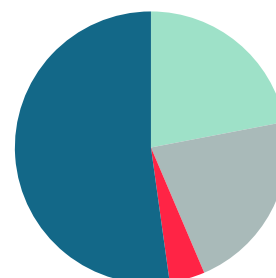


Inventory
 New Listings
146 = 36.05%
 Start Inventory
259
 Total Inventory Units
405
 Volume
\$99,194,831

Market Activity

Closed Sales
115 = 21.99%
 Pending Sales
113 = 21.61%
 Other Off Market
22 = 4.21%
 Active Inventory
273 = 52.20%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	115	47.44%	427	520	21.78%
Pending Sales	133	113	-15.04%	511	597	16.83%
New Listings	187	146	-21.93%	965	691	-28.39%
Average List Price	144,191	226,340	56.97%	143,799	209,407	45.63%
Average Sale Price	134,823	218,545	62.10%	136,766	200,890	46.89%
Average Percent of Selling Price to List Price	93.83%	97.22%	3.61%	93.86%	96.00%	2.28%
Average Days on Market to Sale	49.72	34.96	-29.69%	56.77	46.96	-17.28%
Monthly Inventory	595	273	-54.12%	595	273	-54.12%
Months Supply of Inventory	6.39	2.36	-63.10%	6.39	2.36	-63.10%

Absorption: Last 12 months, an Average of 116 Sales/Month

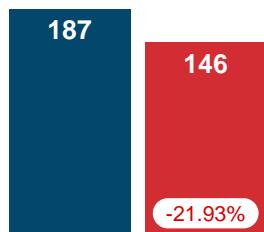
Inventory on May 31, 2021 = 273

2020 2021

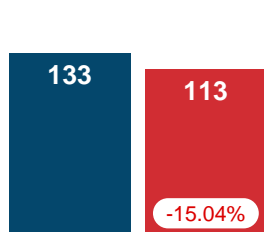
MAY MARKET

AVERAGE PRICES

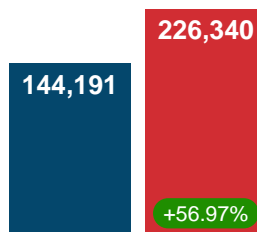
New Listings



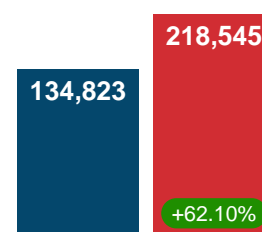
Pending Listings



List Price



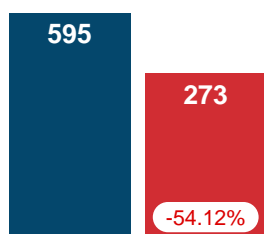
Sale Price



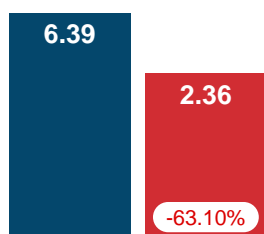
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

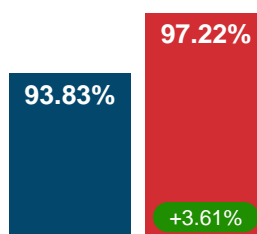
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

