

May 2021



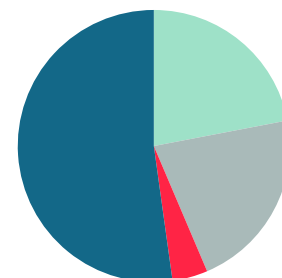
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	122,500	164,500	34.29%
Median Sale Price	112,500	164,290	46.04%
Median Percent of Selling Price to List Price	95.27%	100.00%	4.97%
Median Days on Market to Sale	34.50	9.00	-73.91%
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.

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 **46.04%** in May 2021 to \$164,290 versus the previous year at \$112,500.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 25.50 days or **73.91%** in May 2021 compared to last year's same month at **34.50** DOM.

Sales Success for May 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 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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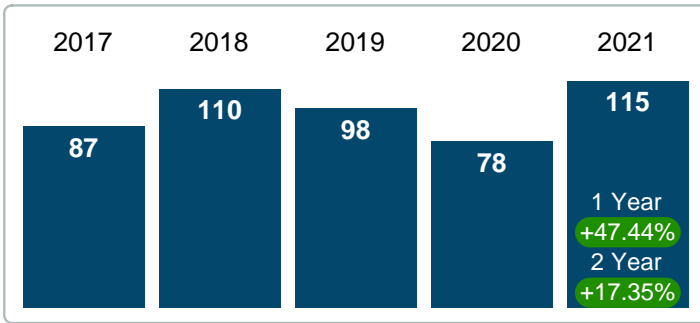
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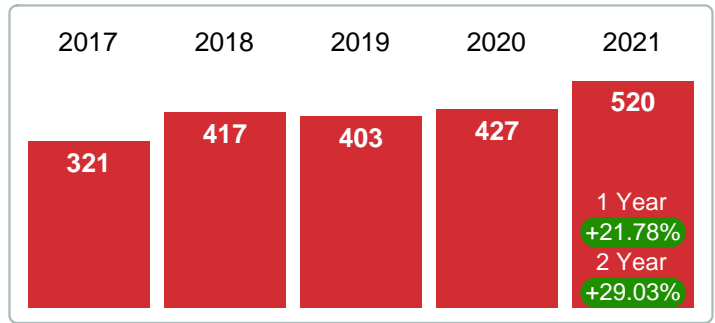
CLOSED LISTINGS

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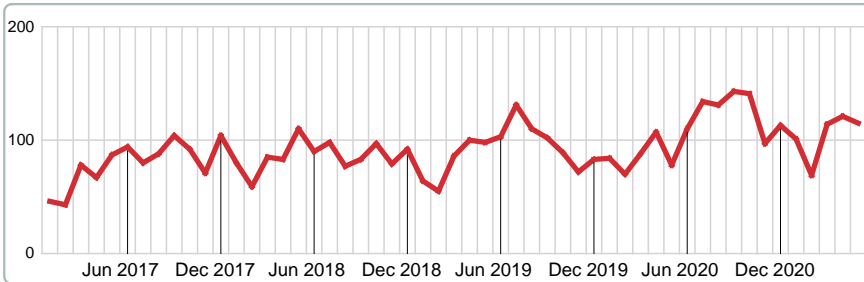
MAY



YEAR TO DATE (YTD)

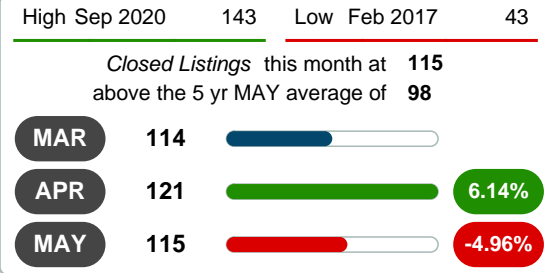


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 98



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.96%	16.0	5	3	0	0
\$50,001 - \$75,000	10	8.70%	37.5	4	6	0	0
\$75,001 - \$125,000	27	23.48%	12.0	4	21	2	0
\$125,001 - \$175,000	22	19.13%	10.0	2	16	4	0
\$175,001 - \$225,000	14	12.17%	7.0	1	10	2	1
\$225,001 - \$450,000	23	20.00%	6.0	1	14	5	3
\$450,001 and up	11	9.57%	11.0	1	5	5	0
Total Closed Units	115			18	75	18	4
Total Closed Volume	25,132,711	100%	9.0	3.16M	14.70M	6.08M	1.20M
Median Closed Price	\$164,290			\$75,000	\$160,000	\$239,750	\$286,950

May 2021



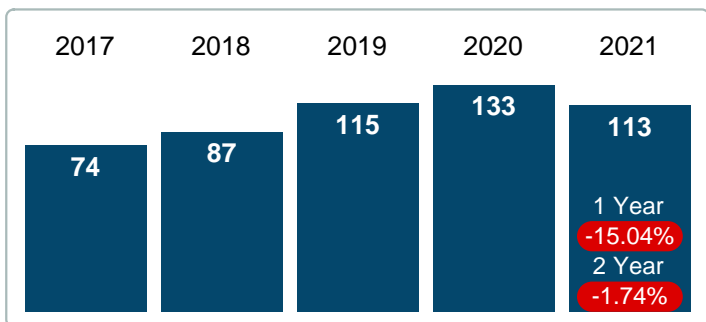
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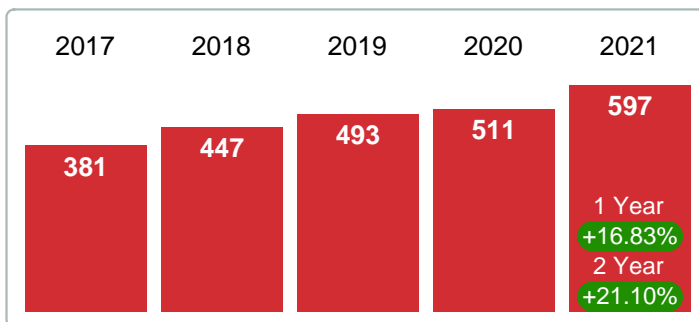
PENDING LISTINGS

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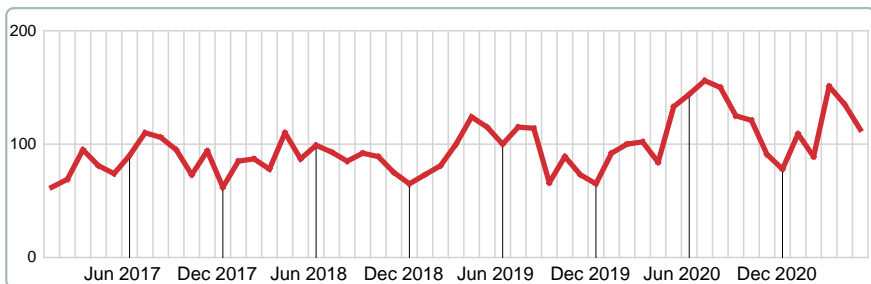
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 104

High Jul 2020 156 Low Dec 2017 62

Pending Listings this month at 113 above the 5 yr MAY average of 104



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	6	5.31%	2.0	4	2	0	0
\$50,001 - \$75,000	8	7.08%	8.5	2	5	1	0
\$75,001 - \$100,000	19	16.81%	21.0	3	15	1	0
\$100,001 - \$175,000	30	26.55%	16.0	7	21	2	0
\$175,001 - \$250,000	24	21.24%	35.0	3	14	6	1
\$250,001 - \$425,000	11	9.73%	20.0	0	5	5	1
\$425,001 and up	15	13.27%	17.0	0	10	2	3
Total Pending Units	113			19	72	17	5
Total Pending Volume	23,249,497	100%	17.0	2.04M	14.09M	4.59M	2.53M
Median Listing Price	\$154,900			\$104,000	\$154,875	\$225,000	\$462,900

May 2021



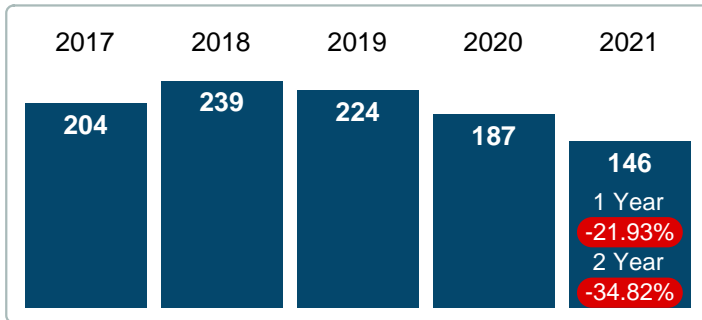
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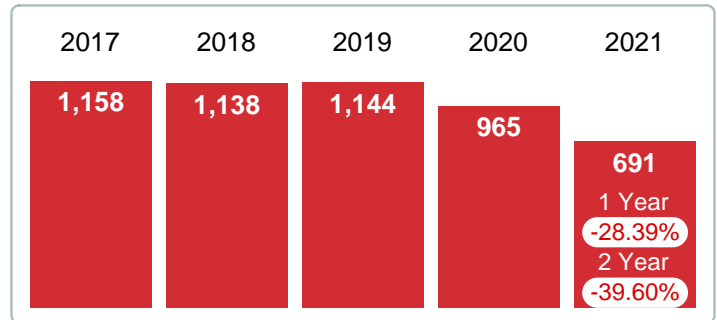
NEW LISTINGS

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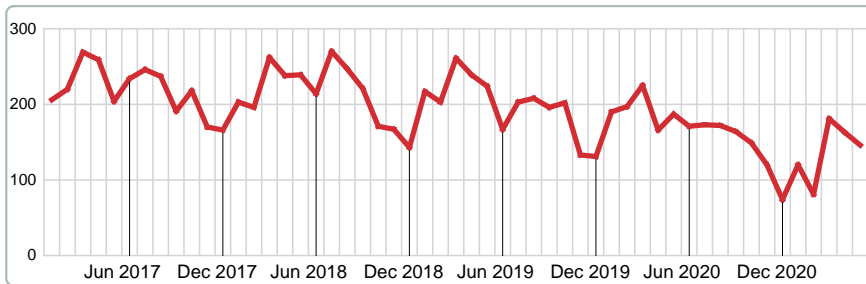
MAY



YEAR TO DATE (YTD)

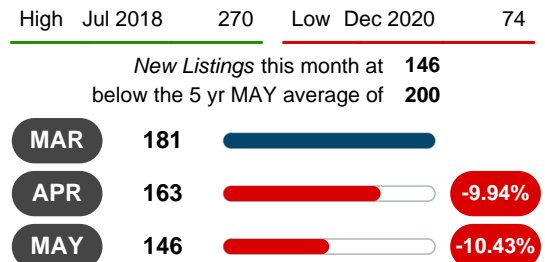


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 200



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	8.22%	8	4	0	0
\$50,001 - \$80,000	22	15.07%	8	11	2	1
\$80,001 - \$110,000	16	10.96%	2	12	2	0
\$110,001 - \$200,000	40	27.40%	5	31	4	0
\$200,001 - \$290,000	22	15.07%	0	19	3	0
\$290,001 - \$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
Median New Listed Listing Price	\$149,750		\$60,000	\$159,000	\$226,000	\$599,500

May 2021



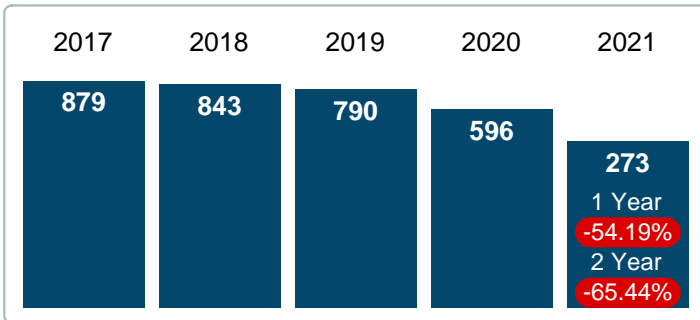
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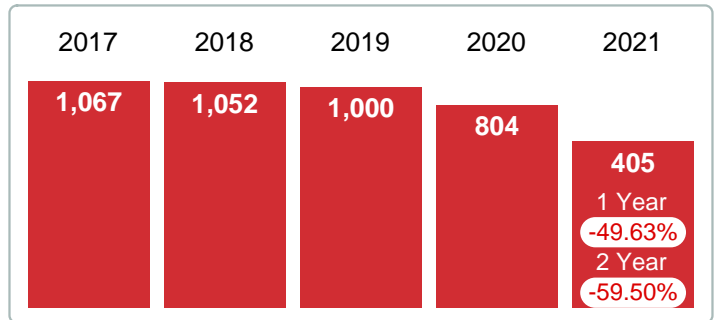
ACTIVE INVENTORY

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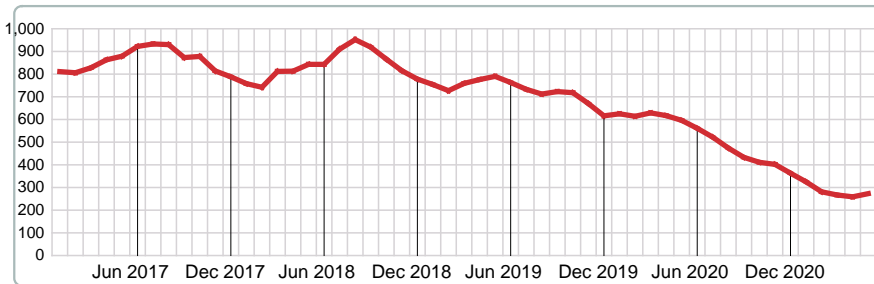
END OF MAY



ACTIVE DURING MAY

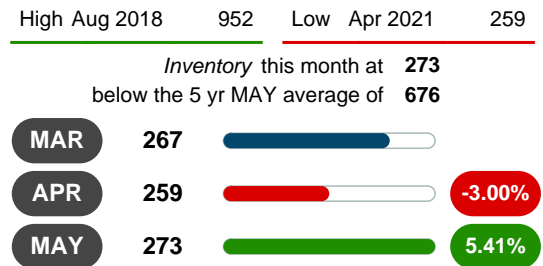


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 676



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	2.93%	51.5	3	4	0	1
\$25,001 - \$75,000	45	16.48%	52.0	22	17	5	1
\$75,001 - \$125,000	51	18.68%	58.0	10	32	9	0
\$125,001 - \$225,000	64	23.44%	32.5	3	47	13	1
\$225,001 - \$325,000	44	16.12%	48.5	2	29	12	1
\$325,001 - \$475,000	34	12.45%	62.5	2	18	9	5
\$475,001 and up	27	9.89%	33.0	3	9	7	8
Total Active Inventory by Units	273			45	156	55	17
Total Active Inventory by Volume	68,892,234	100%	48.0	5.88M	33.54M	16.21M	13.26M
Median Active Inventory Listing Price	\$174,900			\$69,900	\$177,000	\$229,900	\$475,000

May 2021



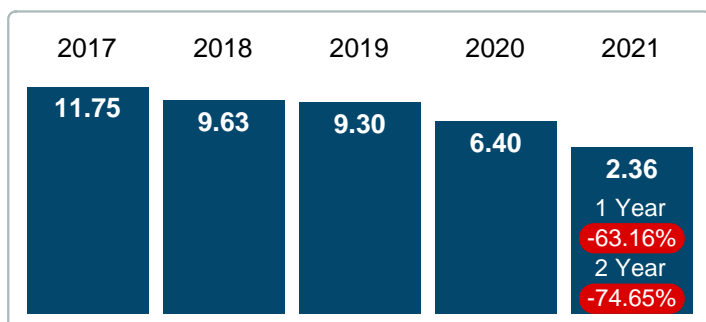
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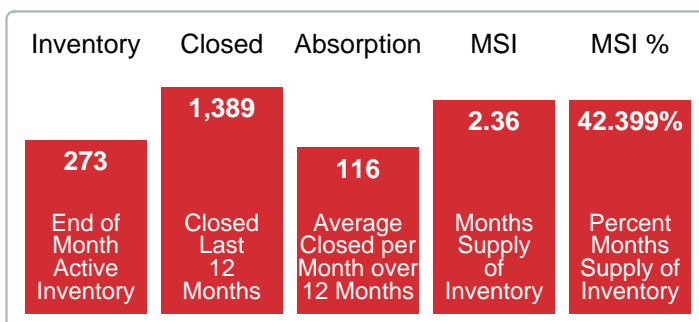
MONTHS SUPPLY of INVENTORY (MSI)

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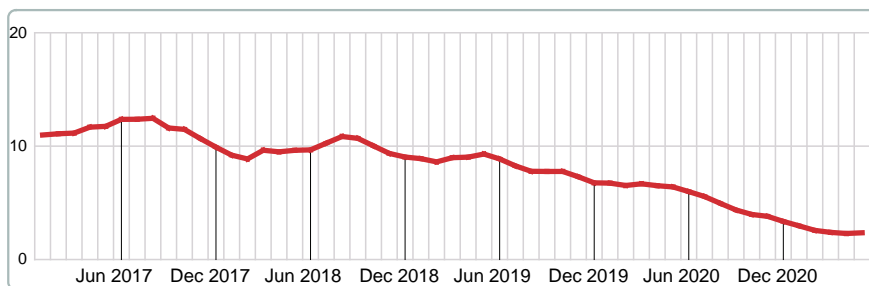
MSI FOR MAY



INDICATORS FOR MAY 2021

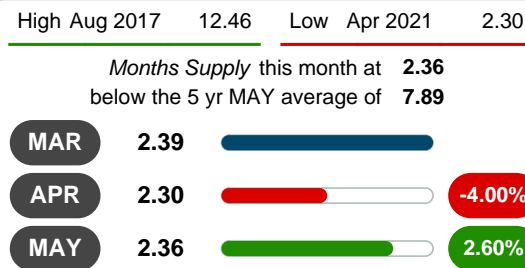


5 YEAR MARKET ACTIVITY TRENDS



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

May 2021



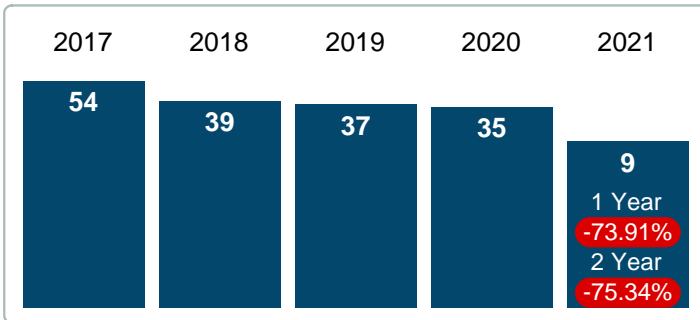
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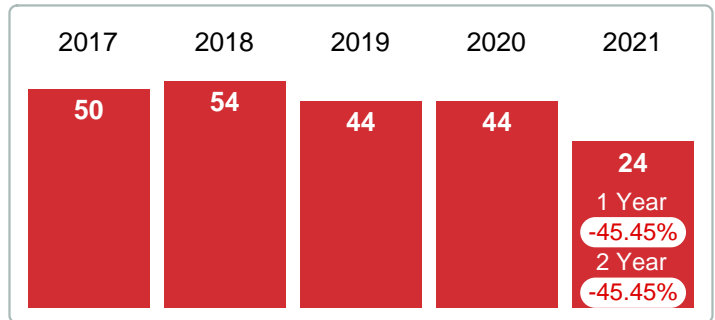
MEDIAN DAYS ON MARKET TO SALE

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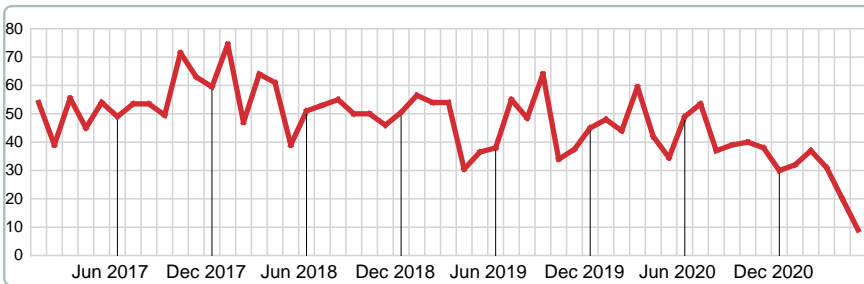
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

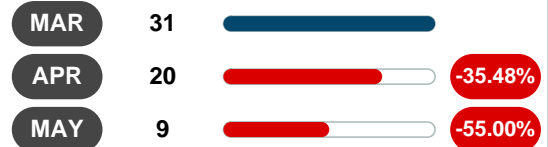


3 MONTHS

5 year MAY AVG = 35

High Jan 2018 75 Low May 2021 9

Median Days on Market to Sale this month at 9 below the 5 yr MAY average of 35



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
\$50,000 and less	6.96%	16	8	68	0	0
\$50,001 - \$75,000	8.70%	38	52	23	0	0
\$75,001 - \$125,000	23.48%	12	15	12	37	0
\$125,001 - \$175,000	19.13%	10	98	6	28	0
\$175,001 - \$225,000	12.17%	7	62	7	21	1
\$225,001 - \$450,000	20.00%	6	21	6	2	49
\$450,001 and up	9.57%	11	17	8	94	0
Median Closed DOM		9	23	9	9	27
Total Closed Units	100%	9.0	18	75	18	4
Total Closed Volume		25,132,711	3.16M	14.70M	6.08M	1.20M

May 2021



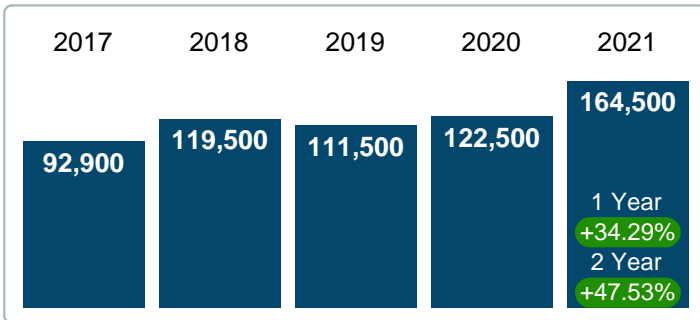
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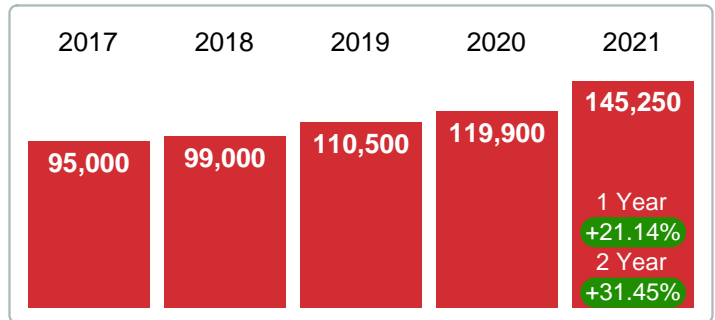
MEDIAN LIST PRICE AT CLOSING

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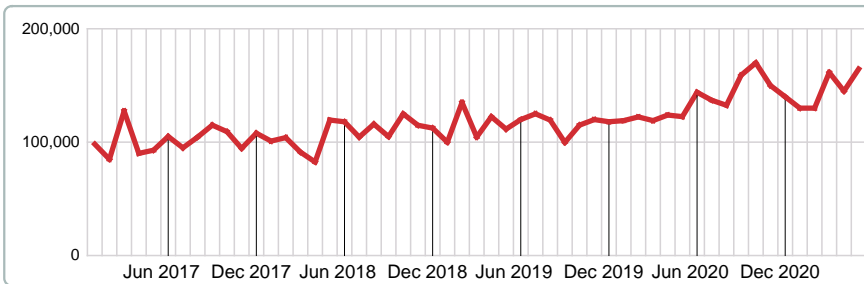
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 122,180

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

Median List Price at Closing this month at **164,500**
 above the 5 yr MAY average of **122,180**



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
\$50,000 and less	8	6.96%	36,450	29,900	39,900	0	0
\$50,001 - \$75,000	8	6.96%	63,200	55,000	71,000	0	0
\$75,001 - \$125,000	25	21.74%	99,900	81,000	107,000	102,450	0
\$125,001 - \$175,000	25	21.74%	150,000	139,950	158,700	159,900	0
\$175,001 - \$225,000	13	11.30%	199,900	225,000	197,500	198,500	199,900
\$225,001 - \$450,000	23	20.00%	249,500	249,500	247,000	259,000	324,000
\$450,001 and up	13	11.30%	599,000	1,750,000	595,000	725,000	0
Median List Price			164,500	79,750	159,900	239,750	286,950
Total Closed Units		100%	164,500	18	75	18	4
Total Closed Volume			26,029,049	3.37M	15.26M	6.20M	1.20M

May 2021



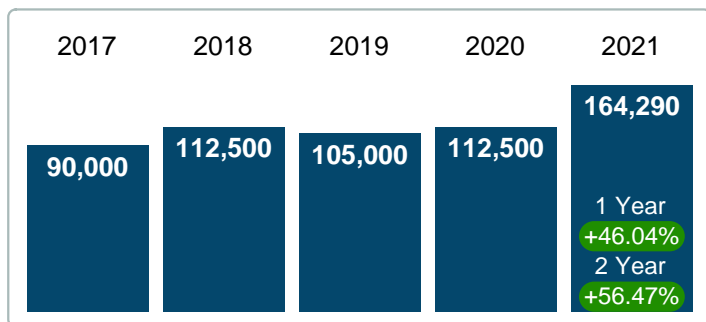
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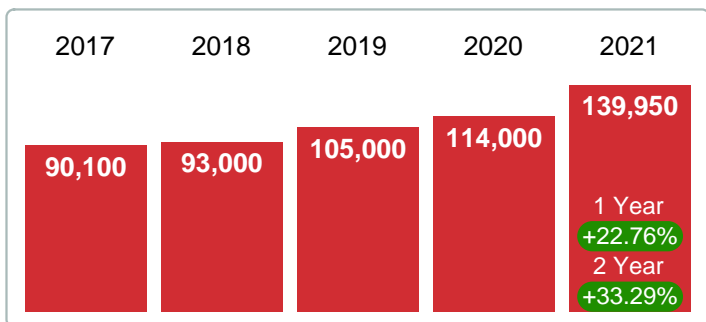
MEDIAN SOLD PRICE AT CLOSING

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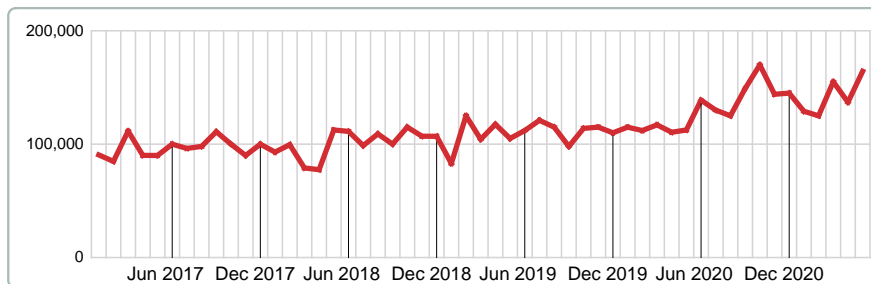
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

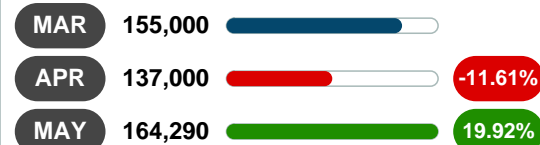


3 MONTHS

5 year MAY AVG = 116,858

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

Median Sold Price at Closing this month at 164,290 above the 5 yr MAY average of 116,858



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
\$50,000 and less	6.96%	34,200	28,500	35,000	0	0
\$50,001 - \$75,000	8.70%	65,450	59,950	68,000	0	0
\$75,001 - \$125,000	23.48%	105,026	97,013	110,000	98,000	0
\$125,001 - \$175,000	19.13%	161,000	143,950	161,000	167,500	0
\$175,001 - \$225,000	12.17%	200,000	225,000	198,850	198,000	205,000
\$225,001 - \$450,000	20.00%	259,000	249,500	255,500	259,000	324,000
\$450,001 and up	9.57%	625,000	1,625,000	595,000	725,000	0
Median Sold Price		164,290	75,000	160,000	239,750	286,950
Total Closed Units	100%	115	18	75	18	4
Total Closed Volume		25,132,711	3.16M	14.70M	6.08M	1.20M

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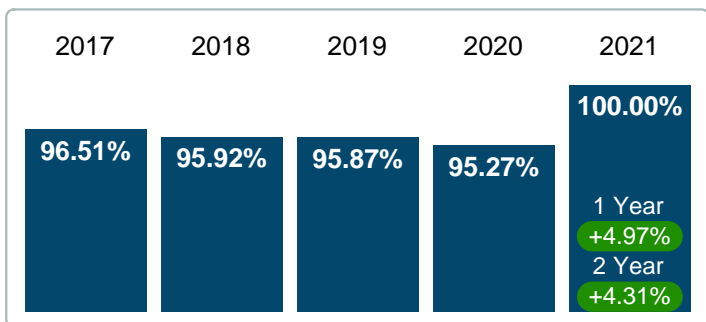
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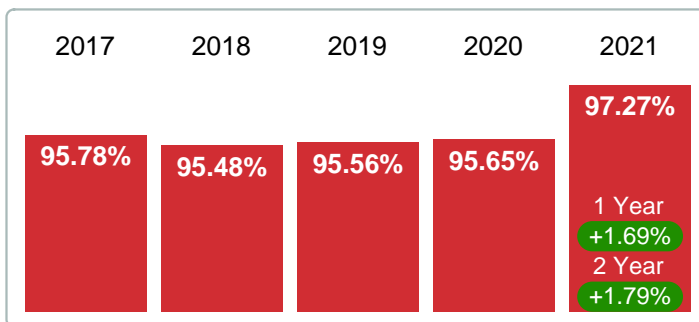
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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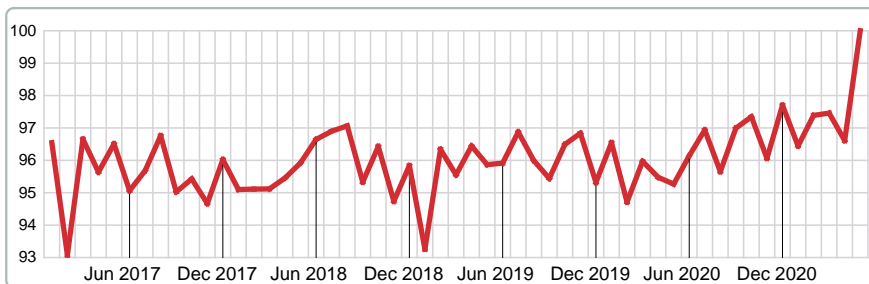
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

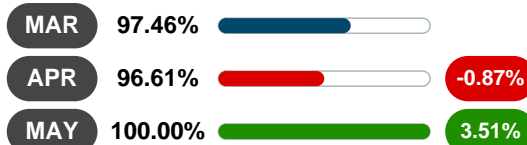


3 MONTHS

5 year MAY AVG = 96.71%

High May 2021 100.00% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAY average of **96.71%**



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
\$50,000 and less	8	6.96%	97.66%	95.32%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	10	8.70%	99.19%	100.00%	97.46%	0.00%	0.00%
\$75,001 - \$125,000	27	23.48%	96.77%	96.50%	96.77%	96.24%	0.00%
\$125,001 - \$175,000	22	19.13%	100.00%	99.33%	100.00%	101.73%	0.00%
\$175,001 - \$225,000	14	12.17%	99.16%	100.00%	98.55%	95.92%	102.55%
\$225,001 - \$450,000	23	20.00%	100.00%	100.00%	100.00%	100.00%	100.00%
\$450,001 and up	11	9.57%	100.00%	92.86%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		99.38%	100.00%	99.87%	100.00%
Total Closed Units		115	100%	18	75	18	4
Total Closed Volume		25,132,711		3.16M	14.70M	6.08M	1.20M

May 2021



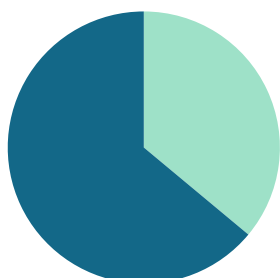
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

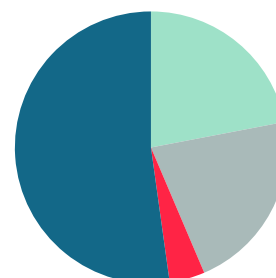


Inventory
 New Listings
146 = 36.05%
 Start Inventory
259
 Total Inventory Units
405
 Volume
\$99,194,831

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%
Median List Price	122,500	164,500	34.29%	119,900	145,250	21.14%
Median Sale Price	112,500	164,290	46.04%	114,000	139,950	22.76%
Median Percent of Selling Price to List Price	95.27%	100.00%	4.97%	95.65%	97.27%	1.69%
Median Days on Market to Sale	34.50	9.00	-73.91%	44.00	24.00	-45.45%
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

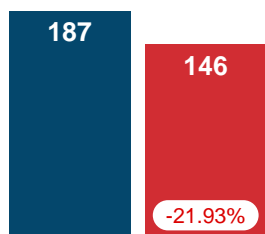
Inventory on May 31, 2021 = **273**

2020 **2021**

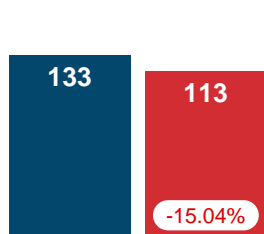
MAY MARKET

MEDIAN PRICES

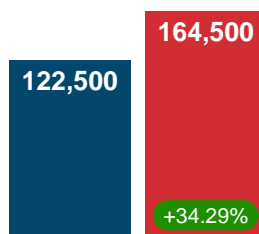
New Listings



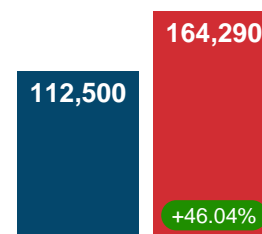
Pending Listings



List Price



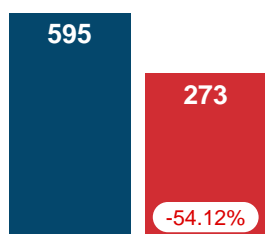
Sale Price



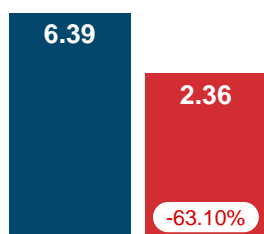
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

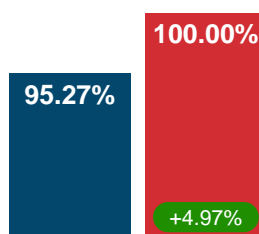
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

