

# August 2021



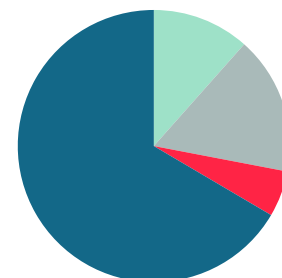
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	153	144	-5.88%
Pending Listings	194	205	5.67%
New Listings	234	272	16.24%
Average List Price	161,955	180,485	11.44%
Average Sale Price	153,388	172,213	12.27%
Average Percent of Selling Price to List Price	93.64%	94.06%	0.45%
Average Days on Market to Sale	56.65	44.15	-22.06%
End of Month Inventory	1,306	829	-36.52%
Months Supply of Inventory	11.70	5.69	-51.31%



■ Closed (11.56%)  
■ Pending (16.45%)  
■ Other OffMarket (5.46%)  
■ Active (66.53%)

**Absorption:** Last 12 months, an Average of **146** Sales/Month  
**Active Inventory** as of August 31, 2021 = **829**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **36.52%** to 829 existing homes available for sale. Over the last 12 months this area has had an average of 146 closed sales per month. This represents an unsold inventory index of **5.69** 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 **12.27%** in August 2021 to \$172,213 versus the previous year at \$153,388.

#### Average Days on Market Shortens

The average number of **44.15** days that homes spent on the market before selling decreased by 12.49 days or **22.06%** in August 2021 compared to last year's same month at **56.65** DOM.

#### Sales Success for August 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 272 New Listings in August 2021, up **16.24%** from last year at 234. Furthermore, there were 144 Closed Listings this month versus last year at 153, a **-5.88%** decrease.

Closed versus Listed trends yielded a **52.9%** ratio, down from previous year's, August 2020, at **65.4%**, a **19.03%** downswing. 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

# August 2021



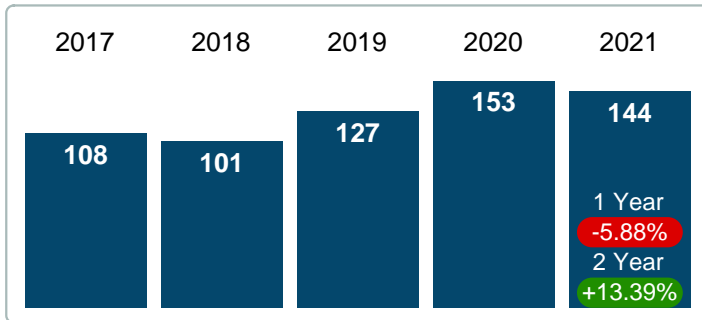
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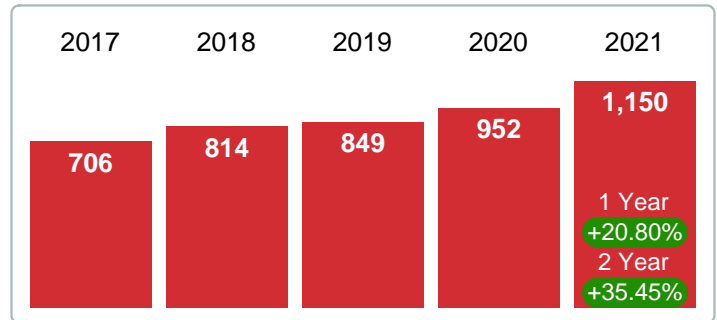
## CLOSED LISTINGS

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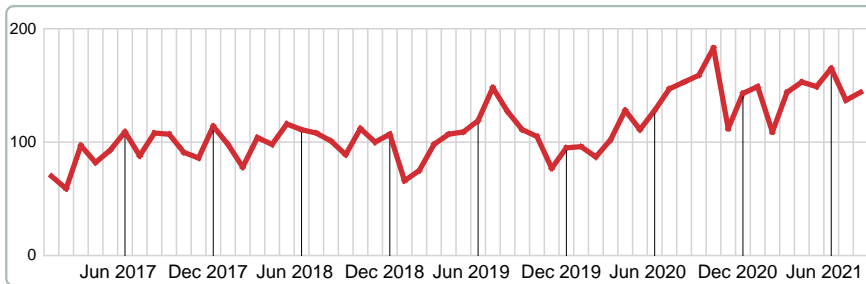
### AUGUST



### YEAR TO DATE (YTD)

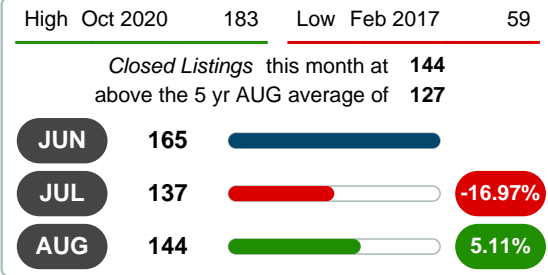


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 127



### 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	11	7.64%	64.6	8	3	0	0
\$25,001 - \$50,000	17	11.81%	92.2	9	8	0	0
\$50,001 - \$100,000	28	19.44%	46.6	9	12	6	1
\$100,001 - \$150,000	28	19.44%	40.2	11	14	3	0
\$150,001 - \$250,000	24	16.67%	33.0	3	16	5	0
\$250,001 - \$325,000	22	15.28%	27.0	6	13	3	0
\$325,001 and up	14	9.72%	18.9	3	8	2	1
<b>Total Closed Units</b>	<b>144</b>			<b>49</b>	<b>74</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>24,798,739</b>	<b>100%</b>	<b>44.2</b>	<b>6.14M</b>	<b>14.76M</b>	<b>3.50M</b>	<b>402.00K</b>
<b>Average Closed Price</b>	<b>\$172,213</b>			<b>\$125,386</b>	<b>\$199,419</b>	<b>\$183,990</b>	<b>\$201,000</b>

# August 2021



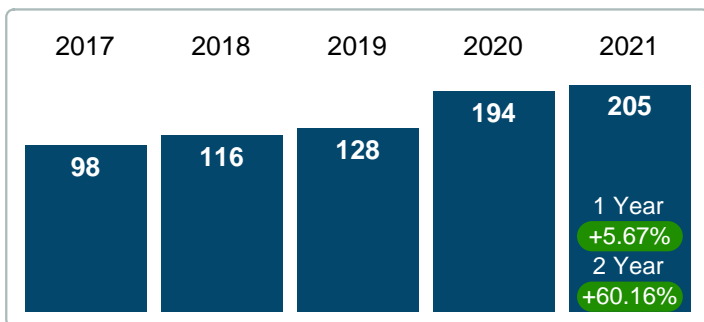
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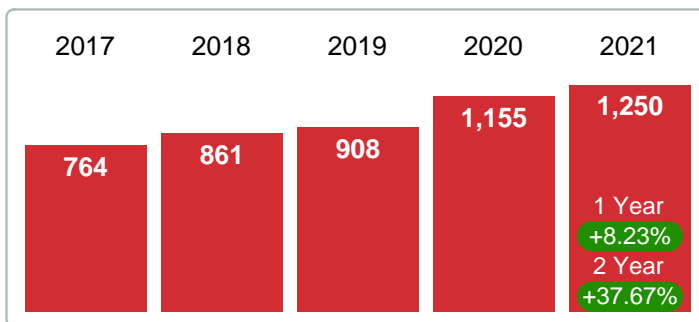
## PENDING LISTINGS

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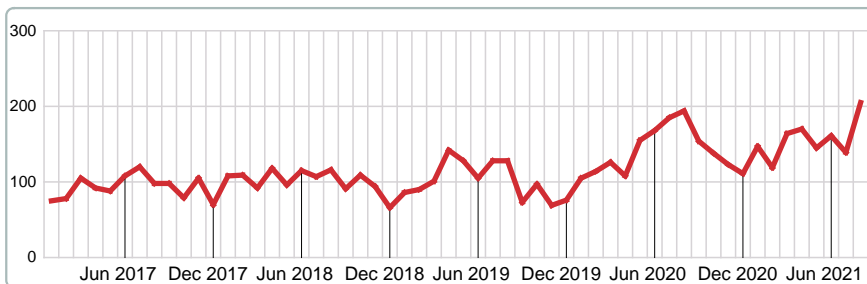
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 148

High Aug 2021 205 Low Dec 2018 66

Pending Listings this month at 205 above the 5 yr AUG average of 148



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	16	7.80%	64.4	15	1	0	0
\$25,001 - \$50,000	26	12.68%	37.7	20	6	0	0
\$50,001 - \$100,000	35	17.07%	37.8	20	15	0	0
\$100,001 - \$150,000	39	19.02%	31.5	16	21	2	0
\$150,001 - \$250,000	39	19.02%	58.2	8	24	6	1
\$250,001 - \$425,000	30	14.63%	35.7	8	16	5	1
\$425,001 and up	20	9.76%	36.9	4	11	3	2
<b>Total Pending Units</b>	<b>205</b>			<b>91</b>	<b>94</b>	<b>16</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>40,745,676</b>	<b>100%</b>	<b>39.9</b>	<b>12.04M</b>	<b>21.55M</b>	<b>5.45M</b>	<b>1.71M</b>
<b>Average Listing Price</b>	<b>\$273,491</b>			<b>\$132,269</b>	<b>\$229,232</b>	<b>\$340,775</b>	<b>\$427,250</b>

# August 2021



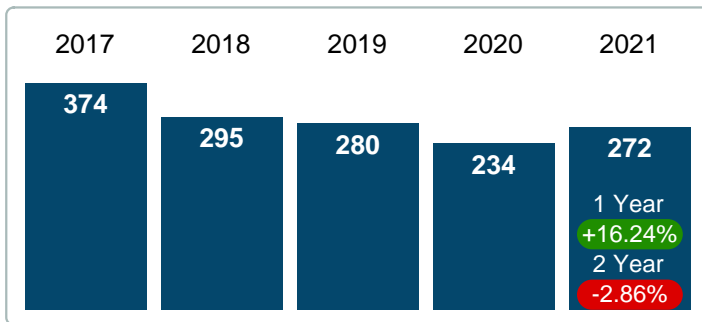
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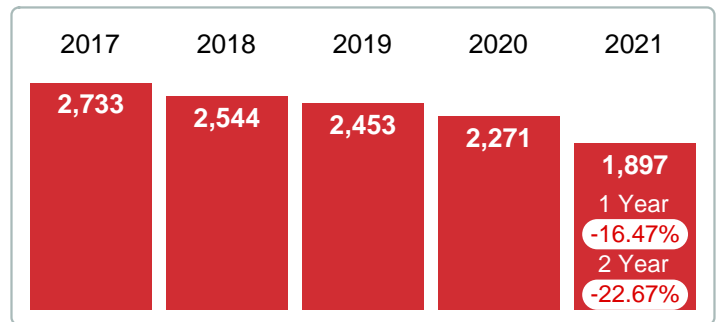
## NEW LISTINGS

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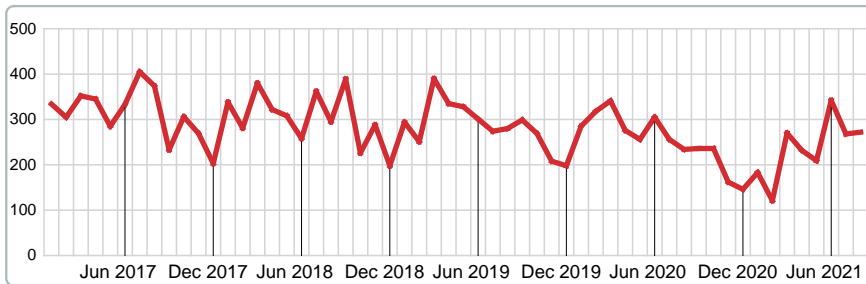
### AUGUST



### YEAR TO DATE (YTD)

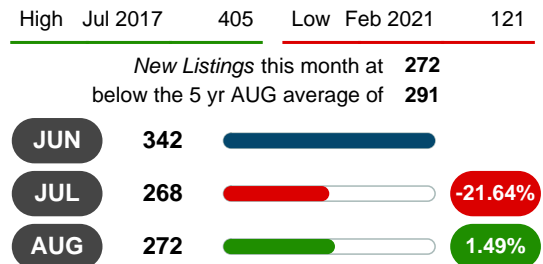


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 291



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	28	10.29%	27	1	0	0
\$25,001 - \$75,000	37	13.60%	24	12	1	0
\$75,001 - \$125,000	39	14.34%	22	15	2	0
\$125,001 - \$225,000	64	23.53%	18	37	8	1
\$225,001 - \$325,000	35	12.87%	11	17	7	0
\$325,001 - \$550,000	40	14.71%	15	17	6	2
\$550,001 and up	29	10.66%	8	14	6	1
<b>Total New Listed Units</b>	<b>272</b>		<b>125</b>	<b>113</b>	<b>30</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>87,426,217</b>	<b>100%</b>	<b>39.47M</b>	<b>35.12M</b>	<b>10.95M</b>	<b>1.90M</b>
<b>Average New Listed Listing Price</b>	<b>\$367,125</b>		<b>\$315,753</b>	<b>\$310,757</b>	<b>\$364,853</b>	<b>\$474,000</b>

# August 2021



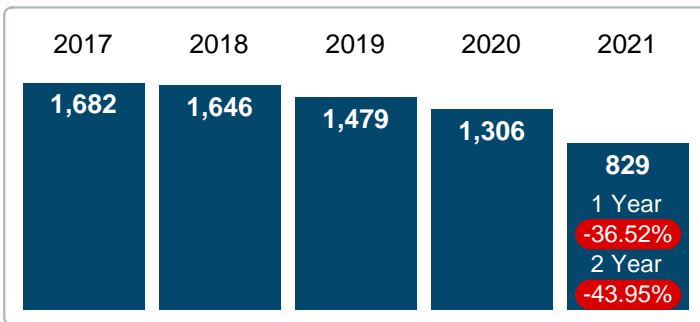
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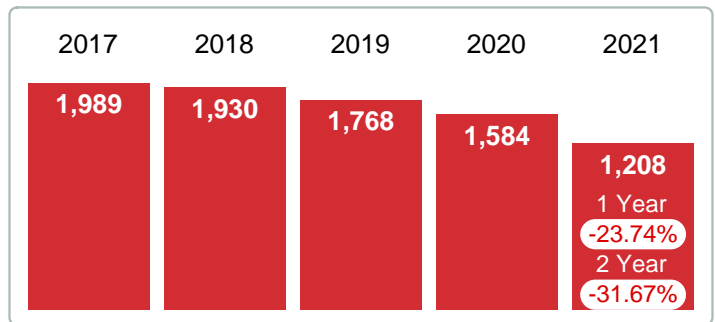
## ACTIVE INVENTORY

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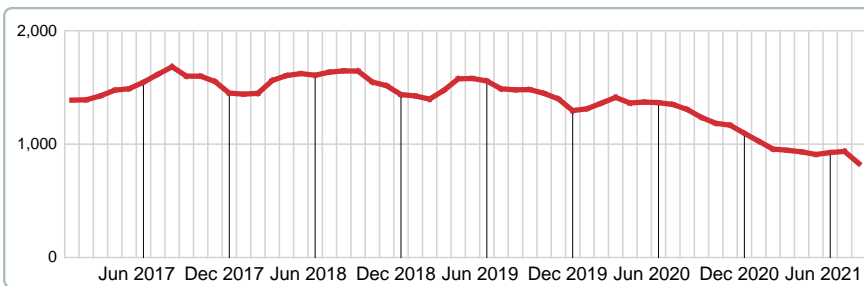
### END OF AUGUST



### ACTIVE DURING AUGUST

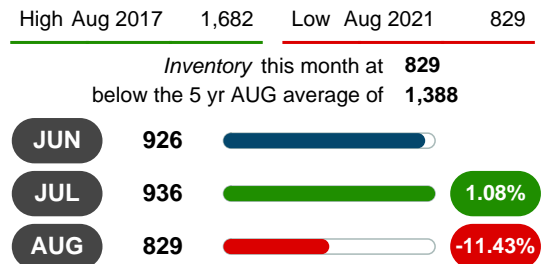


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,388



### 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	89	10.74%	99.5	86	2	1	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	208	25.09%	112.5	189	18	1	0
\$75,001 - \$175,000	193	23.28%	113.4	119	57	17	0
\$175,001 - \$275,000	126	15.20%	86.0	57	46	18	5
\$275,001 - \$475,000	120	14.48%	78.5	56	36	21	7
\$475,001 and up	93	11.22%	85.7	47	20	14	12
<b>Total Active Inventory by Units</b>	<b>829</b>			<b>554</b>	<b>179</b>	<b>72</b>	<b>24</b>
<b>Total Active Inventory by Volume</b>	<b>215,057,112</b>	<b>100%</b>	<b>99.4</b>	<b>121.90M</b>	<b>51.29M</b>	<b>24.54M</b>	<b>17.33M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$259,418</b>			<b>\$220,032</b>	<b>\$286,534</b>	<b>\$340,881</b>	<b>\$721,923</b>

# August 2021



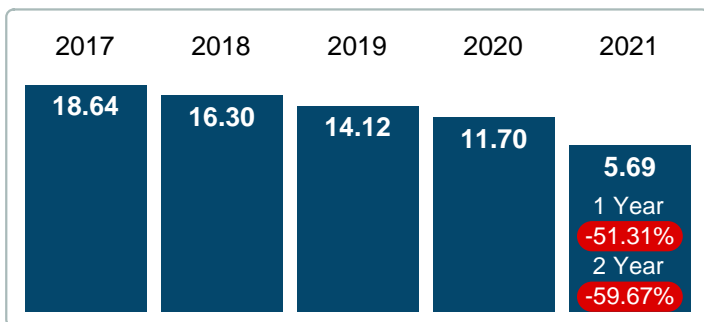
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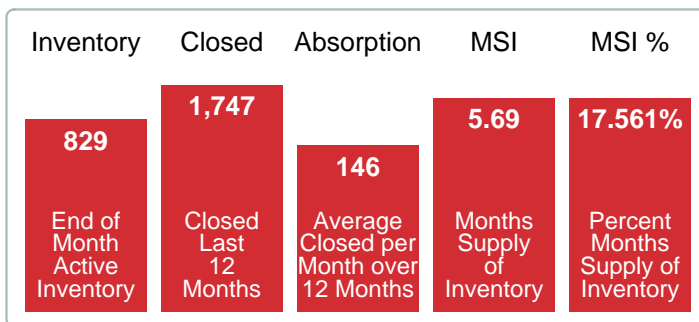
## MONTHS SUPPLY of INVENTORY (MSI)

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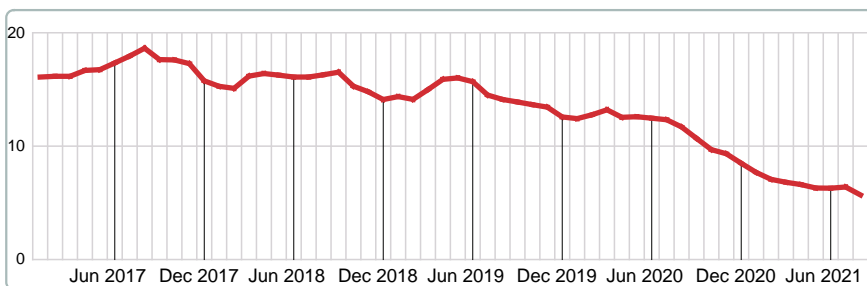
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

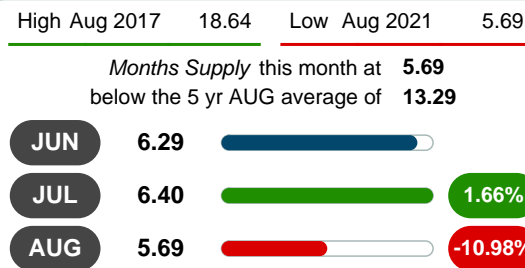


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 13.29



### 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
\$20,000 and less	62	7.48%	5.10	5.95	0.50	0.00	0.00
\$20,001 - \$40,000	118	14.23%	9.50	11.79	1.24	0.00	0.00
\$40,001 - \$80,000	133	16.04%	5.76	7.65	2.71	3.27	0.00
\$80,001 - \$190,000	200	24.13%	3.74	7.52	2.10	2.62	0.00
\$190,001 - \$290,000	122	14.72%	5.95	10.86	3.55	5.60	10.00
\$290,001 - \$490,000	106	12.79%	6.80	21.78	4.41	4.00	4.42
\$490,001 and up	88	10.62%	10.56	25.71	7.86	4.50	8.00
Market Supply of Inventory (MSI)			5.69	9.36	2.83	3.89	5.24
Total Active Inventory by Units		100%	5.69	554	179	72	24

# August 2021



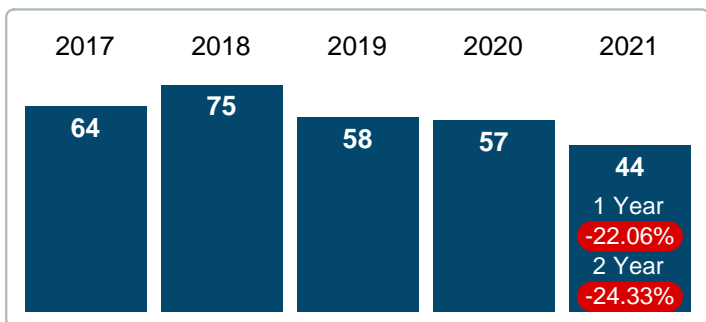
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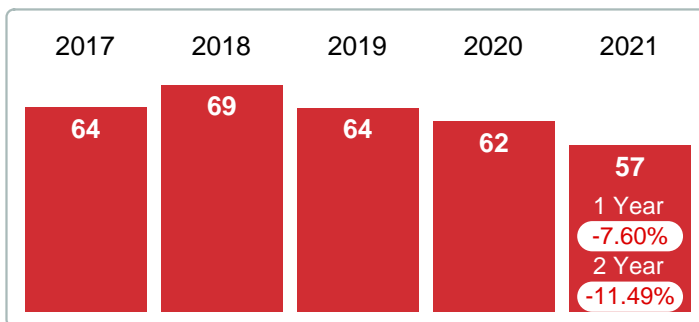
## AVERAGE DAYS ON MARKET TO SALE

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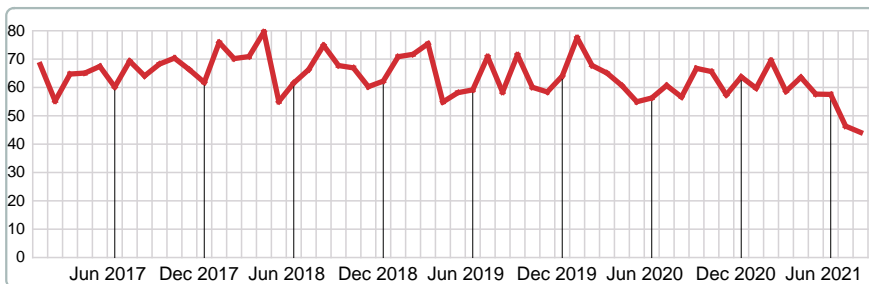
### AUGUST



### YEAR TO DATE (YTD)

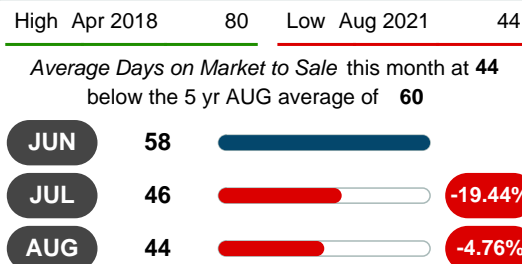


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 60



### 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	7.64%	65	75	38	0	0
\$25,001 - \$50,000	11.81%	92	108	75	0	0
\$50,001 - \$100,000	19.44%	47	82	20	54	1
\$100,001 - \$150,000	19.44%	40	57	34	7	0
\$150,001 - \$250,000	16.67%	33	23	31	46	0
\$250,001 - \$325,000	15.28%	27	44	25	4	0
\$325,001 and up	9.72%	19	2	16	27	75
<b>Average Closed DOM</b>		<b>44</b>	<b>67</b>	<b>32</b>	<b>34</b>	<b>38</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>44</b>	<b>49</b>	<b>74</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>24,798,739</b>	<b>6.14M</b>	<b>14.76M</b>	<b>3.50M</b>	<b>402.00K</b>

# August 2021



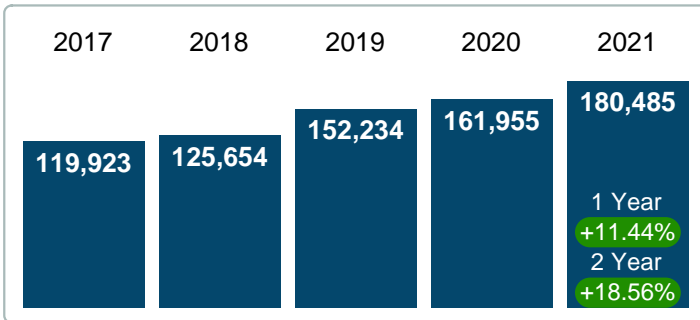
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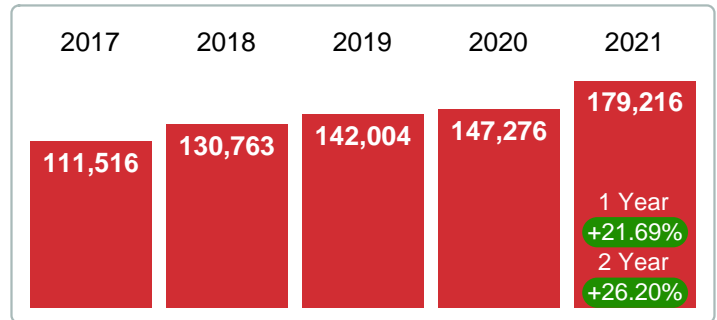
## AVERAGE LIST PRICE AT CLOSING

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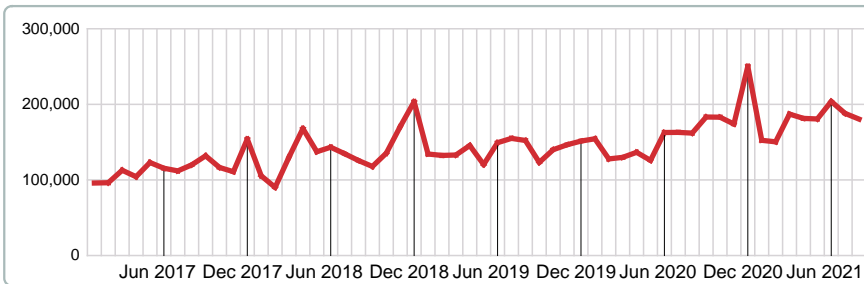
### AUGUST



### YEAR TO DATE (YTD)

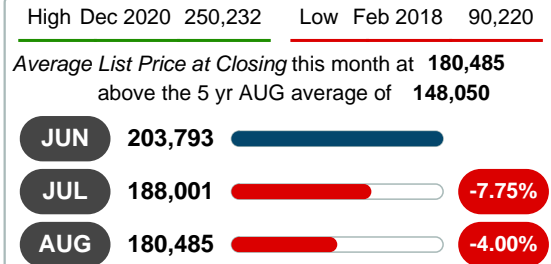


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 148,050



### 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	8	5.56%	14,800	20,250	16,467	0	
\$25,001 - \$50,000	19	13.19%	40,321	43,967	42,175	0	
\$50,001 - \$100,000	26	18.06%	78,262	78,811	86,767	85,267	
\$100,001 - \$150,000	30	20.83%	134,013	149,200	128,943	139,900	
\$150,001 - \$250,000	26	18.06%	197,331	189,400	196,912	191,180	
\$250,001 - \$325,000	18	12.50%	291,617	324,933	287,185	301,667	
\$325,001 and up	17	11.81%	510,029	466,167	620,063	423,750	
<b>Average List Price</b>		<b>180,485</b>		<b>139,276</b>	<b>203,753</b>	<b>191,563</b>	<b>224,000</b>
<b>Total Closed Units</b>		<b>144</b>	<b>100%</b>	<b>180,485</b>	<b>49</b>	<b>74</b>	<b>19</b>
<b>Total Closed Volume</b>		<b>25,989,899</b>			<b>6.82M</b>	<b>15.08M</b>	<b>3.64M</b>



# August 2021



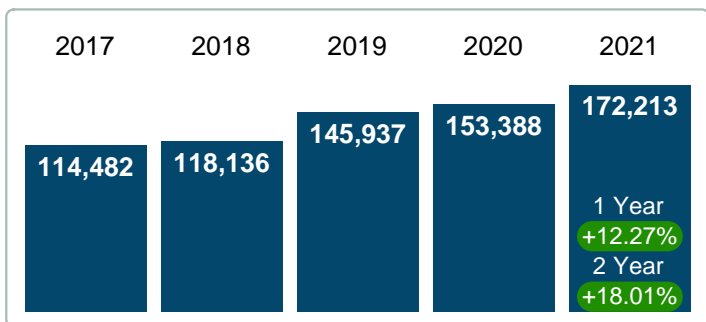
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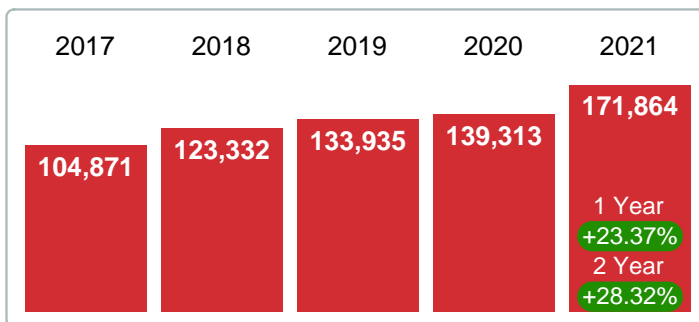
## AVERAGE SOLD PRICE AT CLOSING

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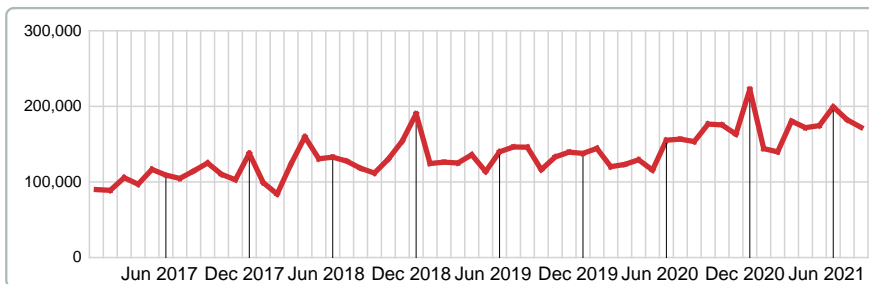
### AUGUST



### YEAR TO DATE (YTD)

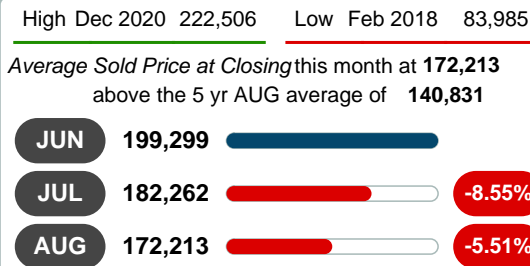


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 140,831



### 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	11	7.64%	14,591	15,625	11,833	0	0
\$25,001 - \$50,000	17	11.81%	38,994	40,656	37,125	0	0
\$50,001 - \$100,000	28	19.44%	77,850	69,111	83,567	83,834	52,000
\$100,001 - \$150,000	28	19.44%	131,425	135,227	126,357	141,133	0
\$150,001 - \$250,000	24	16.67%	190,567	186,667	192,013	188,280	0
\$250,001 - \$325,000	22	15.28%	282,261	285,456	284,923	264,333	0
\$325,001 and up	14	9.72%	523,736	423,600	609,563	417,500	350,000
Average Sold Price			172,213	125,386	199,419	183,990	201,000
Total Closed Units		100%	172,213	49	74	19	2
Total Closed Volume			24,798,739	6.14M	14.76M	3.50M	402.00K

# August 2021



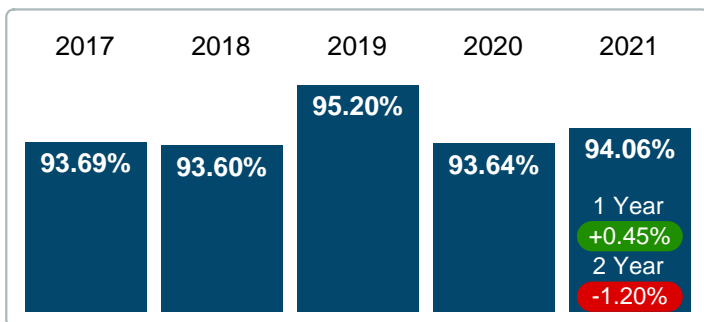
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



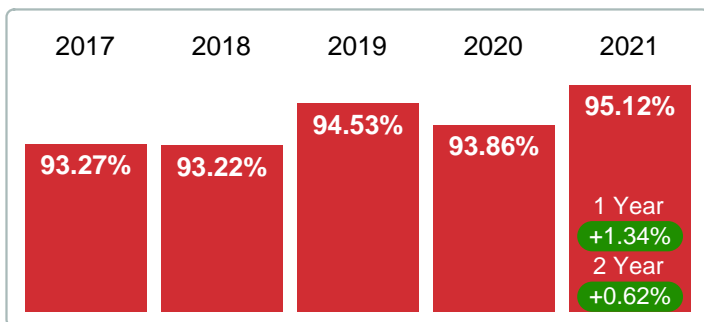
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 13, 2021 for MLS Technology Inc.

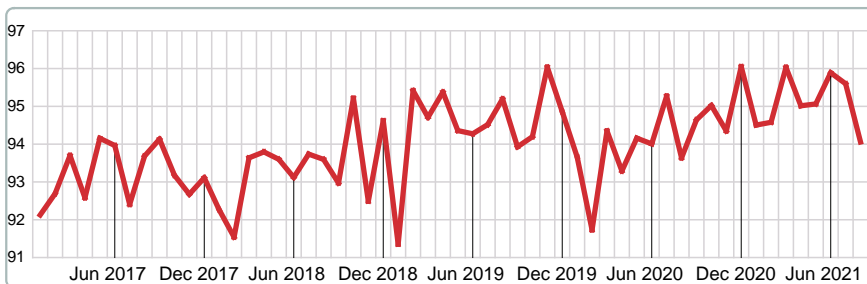
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

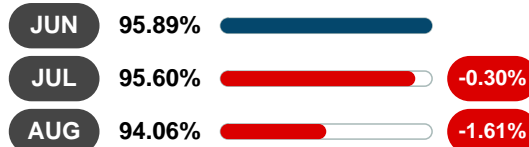


### 3 MONTHS

5 year AUG AVG = 94.03%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **94.06%**  
 equal to 5 yr AUG average of **94.03%**



### 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	11	7.64%	81.36%	81.97%	79.75%	0.00%	0.00%
\$25,001 - \$50,000	17	11.81%	91.08%	93.17%	88.72%	0.00%	0.00%
\$50,001 - \$100,000	28	19.44%	93.93%	88.68%	96.87%	99.70%	71.23%
\$100,001 - \$150,000	28	19.44%	95.78%	91.05%	98.41%	100.88%	0.00%
\$150,001 - \$250,000	24	16.67%	97.85%	98.04%	97.66%	98.34%	0.00%
\$250,001 - \$325,000	22	15.28%	95.01%	88.67%	99.34%	88.94%	0.00%
\$325,001 and up	14	9.72%	96.45%	92.56%	97.83%	98.34%	93.33%
<b>Average Sold/List Ratio</b>		<b>94.10%</b>		<b>89.75%</b>	<b>96.29%</b>	<b>97.69%</b>	<b>82.28%</b>
<b>Total Closed Units</b>	<b>144</b>	<b>100%</b>	<b>94.10%</b>	<b>49</b>	<b>74</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>24,798,739</b>			<b>6.14M</b>	<b>14.76M</b>	<b>3.50M</b>	<b>402.00K</b>

# August 2021



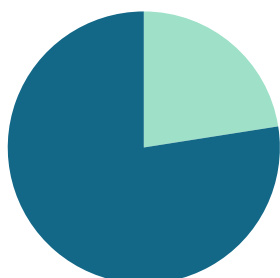
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

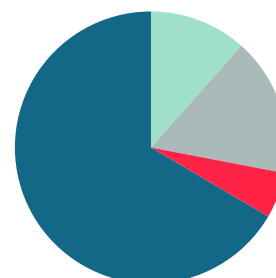


**Inventory**  
 New Listings  
**272 = 22.52%**  
 Start Inventory  
**936**  
 Total Inventory Units  
**1,208**  
 Volume  
**\$299,545,881**

### Market Activity

Closed Sales  
**144 = 11.56%**  
 Pending Sales  
**205 = 16.45%**  
 Other Off Market  
**68 = 5.46%**  
 Active Inventory  
**829 = 66.53%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	153	144	-5.88%	952	1,150	20.80%
Pending Sales	194	205	5.67%	1,155	1,250	8.23%
New Listings	234	272	16.24%	2,271	1,897	-16.47%
Average List Price	161,955	180,485	11.44%	147,276	179,216	21.69%
Average Sale Price	153,388	172,213	12.27%	139,313	171,864	23.37%
Average Percent of Selling Price to List Price	93.64%	94.06%	0.45%	93.86%	95.12%	1.34%
Average Days on Market to Sale	56.65	44.15	-22.06%	61.59	56.91	-7.60%
Monthly Inventory	1,306	829	-36.52%	1,306	829	-36.52%
Months Supply of Inventory	11.70	5.69	-51.31%	11.70	5.69	-51.31%

**Absorption:** Last 12 months, an Average of **146** Sales/Month

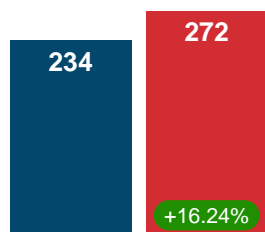
**Inventory** on August 31, 2021 = **829**

**2020** **2021**

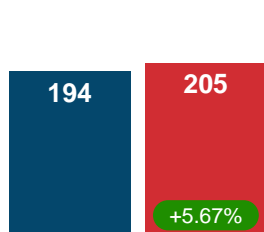
### AUGUST MARKET

### AVERAGE PRICES

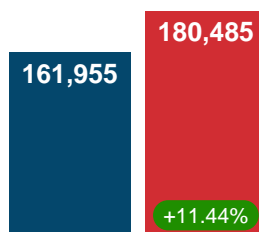
#### New Listings



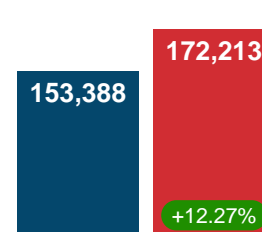
#### Pending Listings



#### List Price



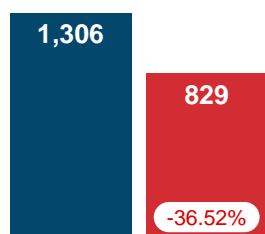
#### Sale Price



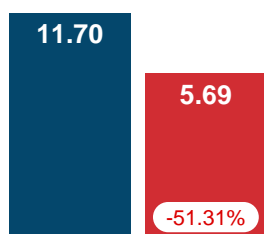
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

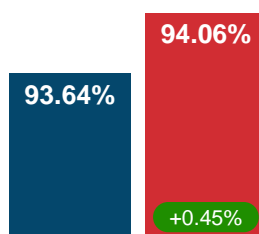
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

