

September 2021



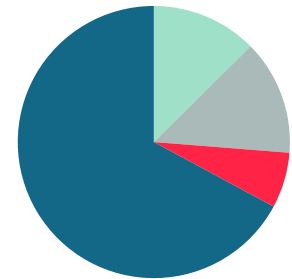
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	159	160	0.63%
Pending Listings	154	174	12.99%
New Listings	236	259	9.75%
Average List Price	183,236	190,704	4.08%
Average Sale Price	176,555	183,982	4.21%
Average Percent of Selling Price to List Price	94.64%	94.21%	-0.45%
Average Days on Market to Sale	66.73	38.68	-42.03%
End of Month Inventory	1,237	854	-30.96%
Months Supply of Inventory	10.69	5.86	-45.18%



■ Closed (12.58%)
■ Pending (13.68%)
■ Other OffMarket (6.60%)
■ Active (67.14%)

Absorption: Last 12 months, an Average of **146** Sales/Month
Active Inventory as of September 30, 2021 = **854**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **30.96%** to 854 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 **5.86** 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 **4.21%** in September 2021 to \$183,982 versus the previous year at \$176,555.

Average Days on Market Shortens

The average number of **38.68** days that homes spent on the market before selling decreased by 28.05 days or **42.03%** in September 2021 compared to last year's same month at **66.73** DOM.

Sales Success for September 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 259 New Listings in September 2021, up **9.75%** from last year at 236. Furthermore, there were 160 Closed Listings this month versus last year at 159, a **0.63%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, down from previous year's, September 2020, at **67.4%**, a **8.31%** downswing. 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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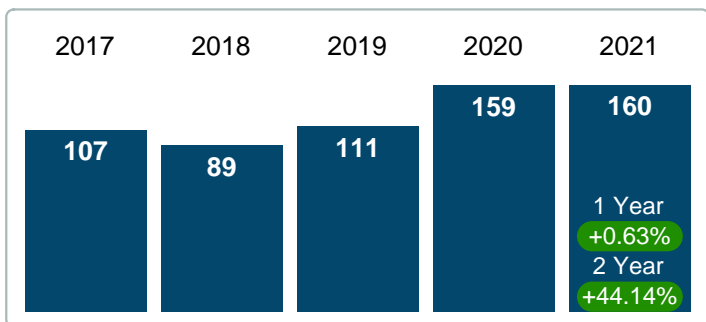
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



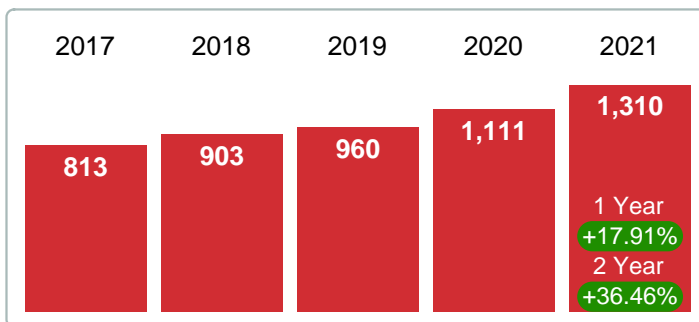
CLOSED LISTINGS

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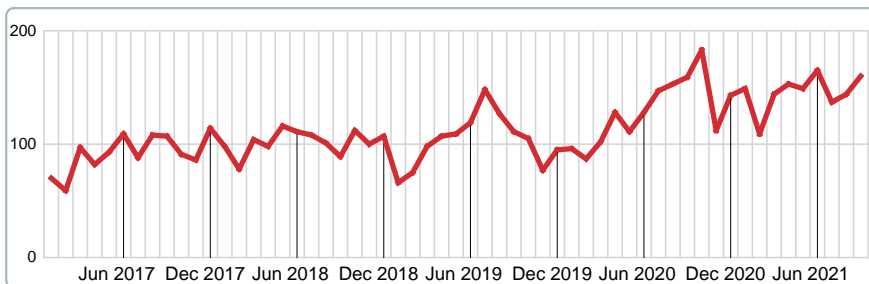
SEPTEMBER



YEAR TO DATE (YTD)

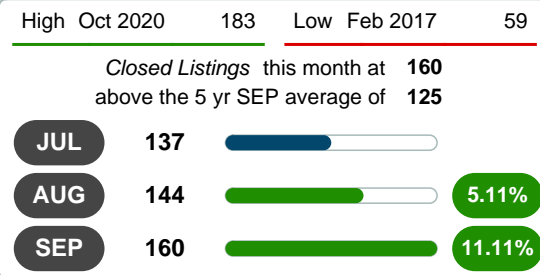


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 125



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	14	8.75%	68.9	12	1	1	0
\$25,001 - \$50,000	24	15.00%	43.1	21	3	0	0
\$50,001 - \$100,000	22	13.75%	53.9	14	8	0	0
\$100,001 - \$175,000	41	25.63%	27.9	15	25	1	0
\$175,001 - \$250,000	23	14.38%	40.3	4	12	6	1
\$250,001 - \$375,000	18	11.25%	23.9	4	11	3	0
\$375,001 and up	18	11.25%	27.9	3	7	5	3
Total Closed Units	160			73	67	16	4
Total Closed Volume	29,437,175	100%	38.7	7.06M	13.97M	5.00M	3.41M
Average Closed Price	\$183,982			\$96,775	\$208,452	\$312,331	\$852,250

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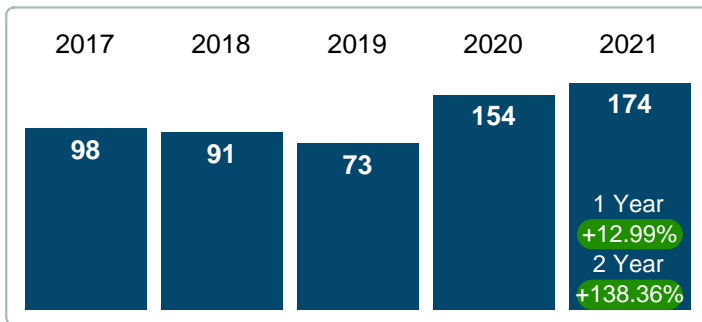
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



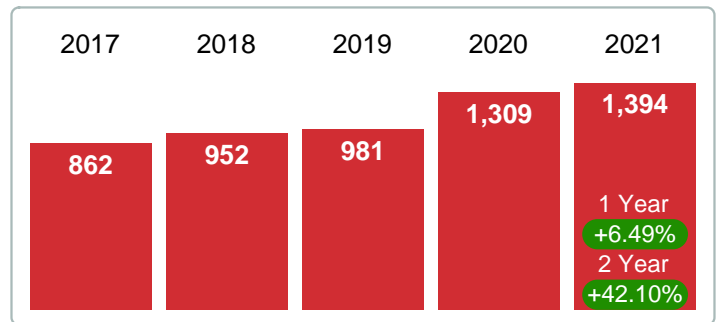
PENDING LISTINGS

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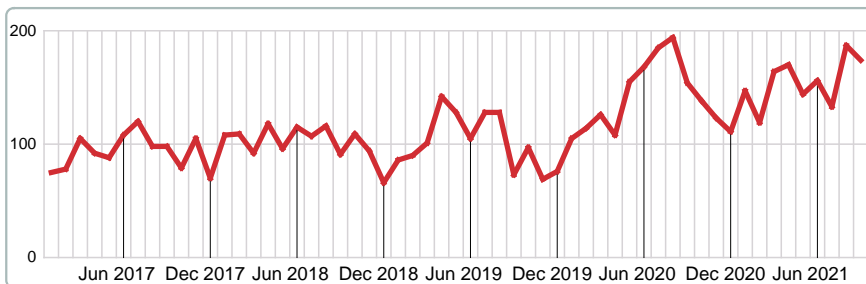
SEPTEMBER



YEAR TO DATE (YTD)

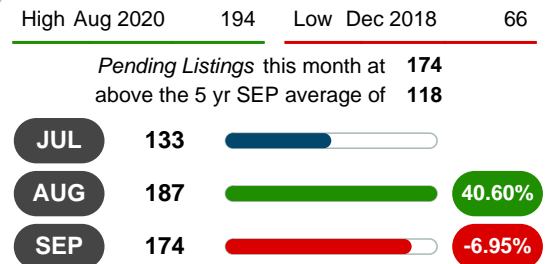


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 118



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	19	10.92%	28.0	17	2	0	0
\$25,001-\$75,000	38	21.84%	78.0	28	9	1	0
\$75,001-\$150,000	44	25.29%	45.4	18	22	4	0
\$150,001-\$275,000	30	17.24%	44.2	7	17	5	1
\$275,001-\$375,000	21	12.07%	35.0	6	9	5	1
\$375,001 and up	22	12.64%	35.6	5	9	6	2
Total Pending Units	174			81	68	21	4
Total Pending Volume	33,888,735	100%	55.0	10.77M	14.24M	6.64M	2.24M
Average Listing Price	\$150,314			\$132,911	\$209,460	\$316,010	\$560,875

September 2021



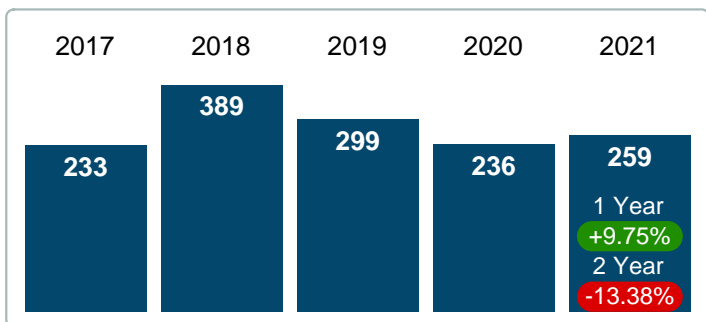
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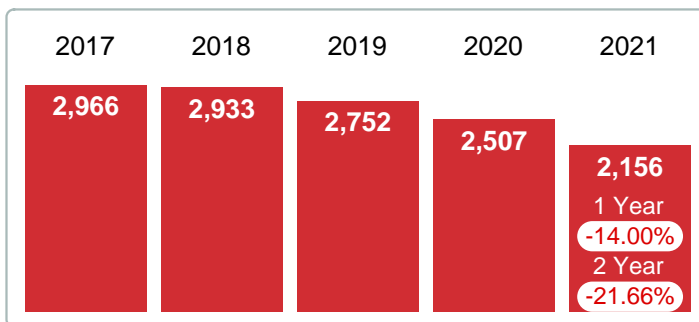
NEW LISTINGS

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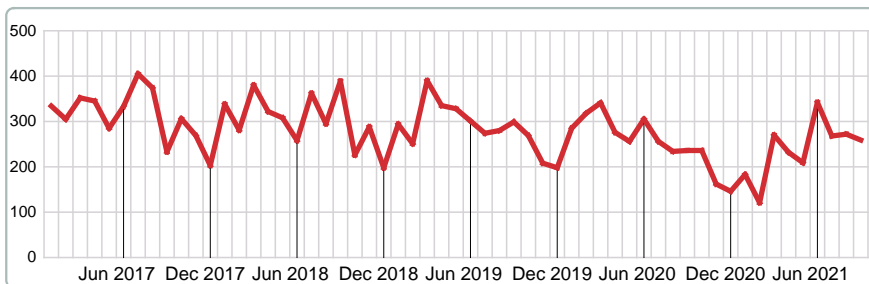
SEPTEMBER



YEAR TO DATE (YTD)

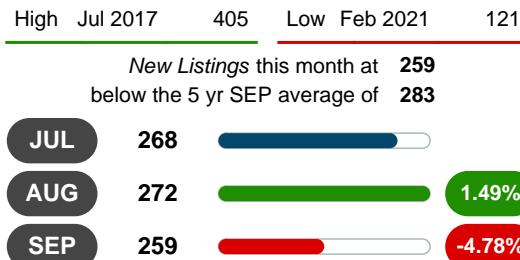


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 283



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	24	9.27%	22	2	0	0
\$25,001 - \$50,000	39	15.06%	35	4	0	0
\$50,001 - \$100,000	33	12.74%	21	12	0	0
\$100,001 - \$175,000	55	21.24%	16	35	3	1
\$175,001 - \$300,000	49	18.92%	19	22	8	0
\$300,001 - \$425,000	29	11.20%	6	12	9	2
\$425,001 and up	30	11.58%	8	10	10	2
Total New Listed Units	259		127	97	30	5
Total New Listed Volume	55,367,039	100%	18.99M	20.47M	12.68M	3.22M
Average New Listed Listing Price	\$170,700		\$149,556	\$211,039	\$422,793	\$643,780

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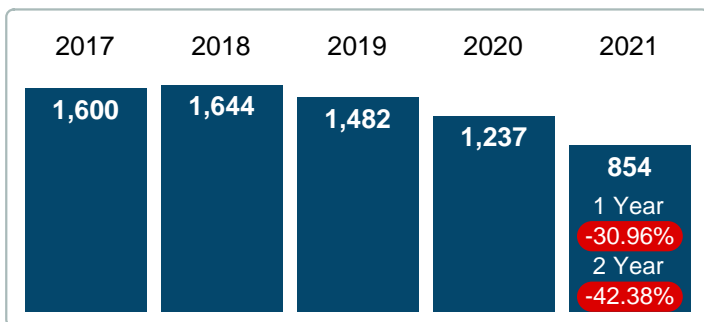
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



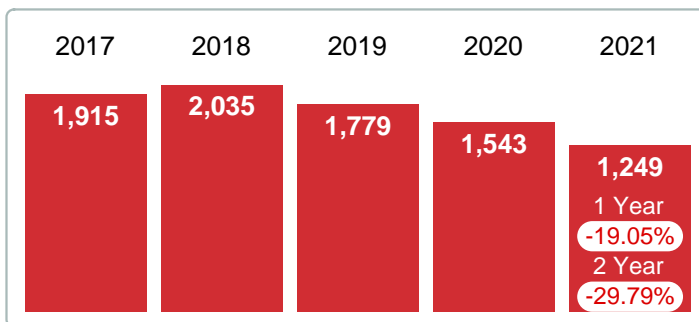
ACTIVE INVENTORY

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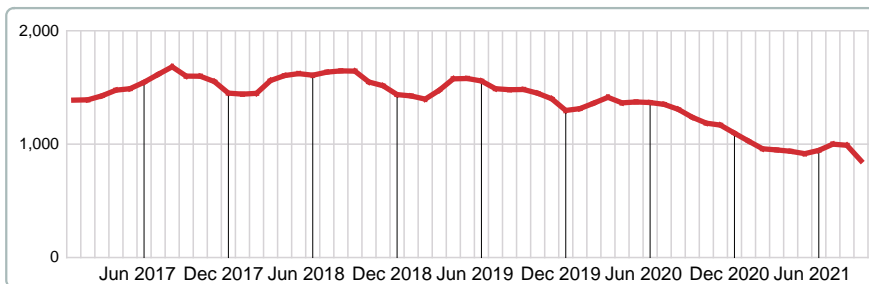
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

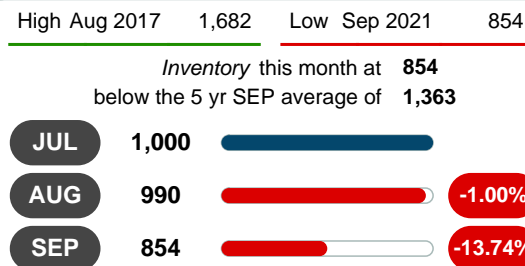


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,363



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	94	11.01%	110.2	92	2	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	203	23.77%	111.4	183	19	1	0
\$75,001 - \$175,000	203	23.77%	110.8	119	70	12	2
\$175,001 - \$300,000	164	19.20%	87.6	75	61	23	5
\$300,001 - \$475,000	97	11.36%	78.2	38	33	20	6
\$475,001 and up	93	10.89%	91.9	43	23	17	10
Total Active Inventory by Units	854			550	208	73	23
Total Active Inventory by Volume	218,381,194	100%	100.7	117.49M	57.71M	27.88M	15.29M
Average Active Inventory Listing Price	\$255,716			\$213,619	\$277,471	\$381,968	\$664,928

September 2021



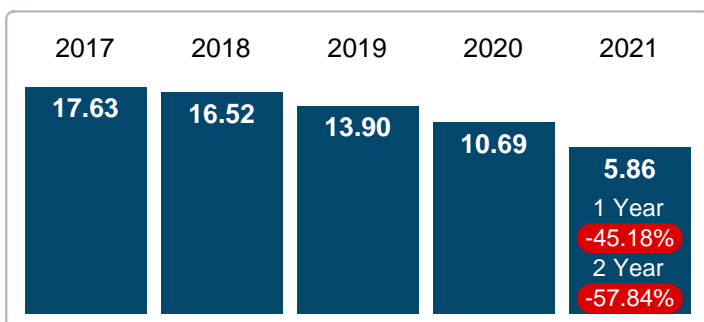
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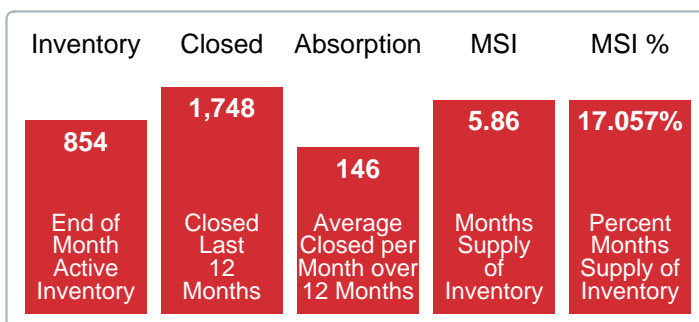
MONTHS SUPPLY of INVENTORY (MSI)

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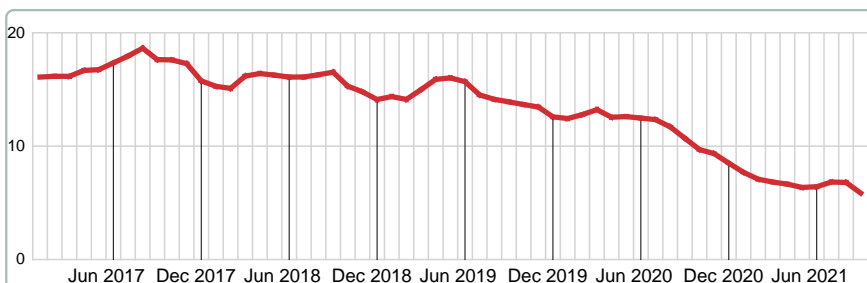
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

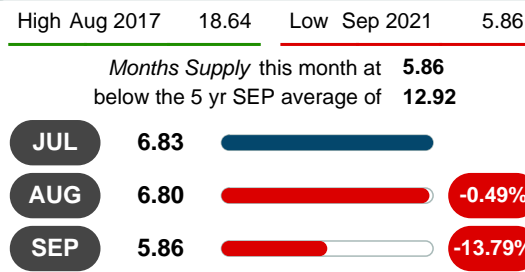


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 12.92



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	67	7.85%	5.43	6.24	1.14	0.00	0.00
\$20,001 - \$40,000	114	13.35%	8.88	10.71	2.40	0.00	0.00
\$40,001 - \$80,000	134	15.69%	5.85	7.73	2.37	3.60	0.00
\$80,001 - \$190,000	211	24.71%	3.93	7.18	2.50	2.26	3.43
\$190,001 - \$300,000	138	16.16%	6.23	11.45	4.29	4.53	8.57
\$300,001 - \$490,000	102	11.94%	7.90	19.50	5.83	6.29	4.24
\$490,001 and up	88	10.30%	9.96	25.20	7.64	5.45	6.00
Market Supply of Inventory (MSI)			5.86	9.02	3.32	4.17	5.02
Total Active Inventory by Units		100%	5.86	550	208	73	23

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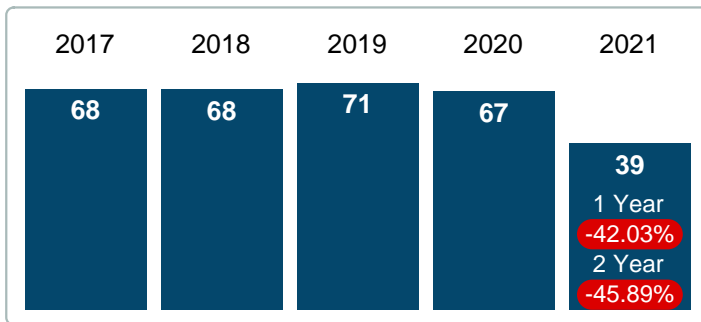
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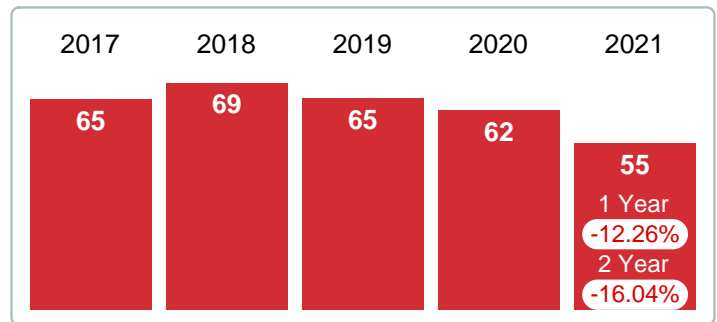
AVERAGE DAYS ON MARKET TO SALE

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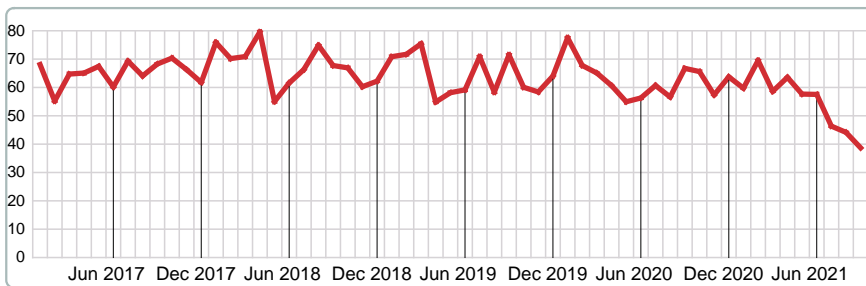
SEPTEMBER



YEAR TO DATE (YTD)

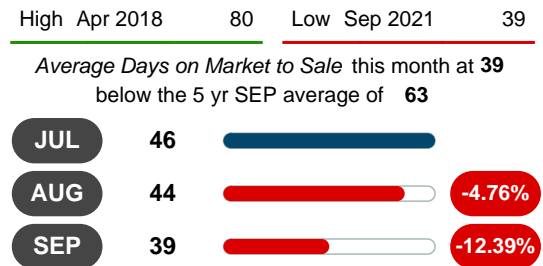


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 63



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	8.75%	69	80	1	2	0
\$25,001 - \$50,000	15.00%	43	48	6	0	0
\$50,001 - \$100,000	13.75%	54	68	30	0	0
\$100,001 - \$175,000	25.63%	28	37	23	12	0
\$175,001 - \$250,000	14.38%	40	48	33	55	4
\$250,001 - \$375,000	11.25%	24	29	22	24	0
\$375,001 and up	11.25%	28	7	50	13	22
Average Closed DOM		39	52	27	30	18
Total Closed Units	100%	39	73	67	16	4
Total Closed Volume		29,437,175	7.06M	13.97M	5.00M	3.41M

September 2021



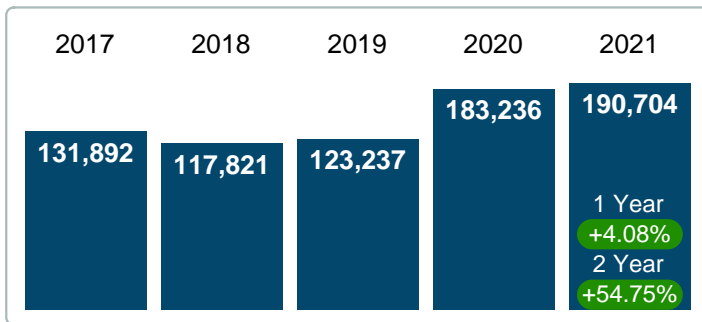
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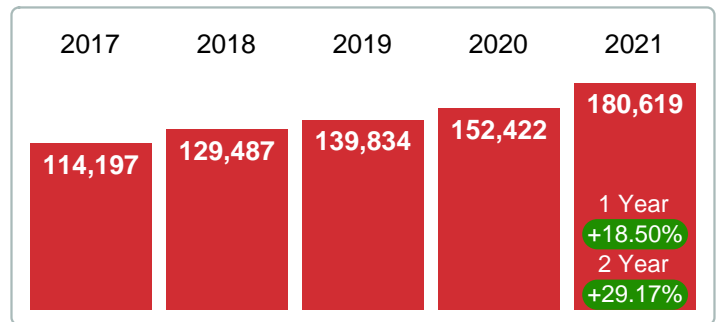
AVERAGE LIST PRICE AT CLOSING

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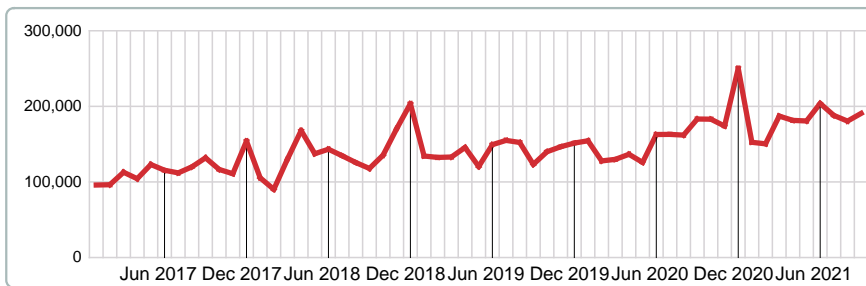
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

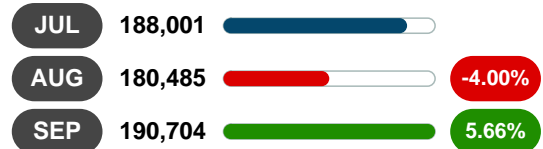


3 MONTHS

5 year SEP AVG = 149,378

High Dec 2020 250,232 Low Feb 2018 90,220

Average List Price at Closing this month at **190,704**
above the 5 yr SEP average of **149,378**



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	8.75%	17,314	16,950	20,000	18,999	0
\$25,001 - \$50,000	13.75%	41,767	42,709	49,833	0	0
\$50,001 - \$100,000	14.38%	80,230	81,607	85,725	0	0
\$100,001 - \$175,000	26.25%	139,839	134,820	144,225	169,900	0
\$175,001 - \$250,000	13.75%	211,518	215,500	209,125	217,133	209,000
\$250,001 - \$375,000	11.88%	296,858	287,250	304,809	291,133	0
\$375,001 and up	11.25%	629,956	404,833	579,557	559,760	1,089,667
Average List Price		190,704	102,611	214,630	322,744	869,500
Total Closed Units	100%	190,704	73	67	16	4
Total Closed Volume		30,512,704	7.49M	14.38M	5.16M	3.48M

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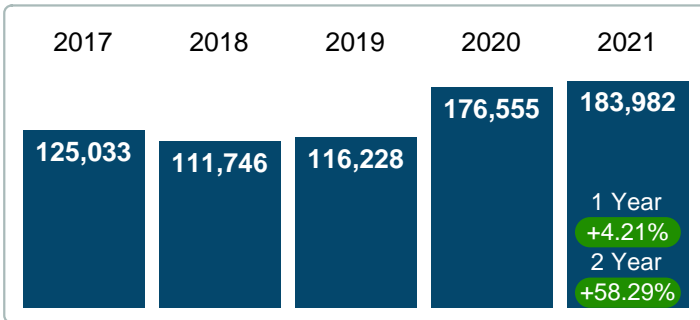
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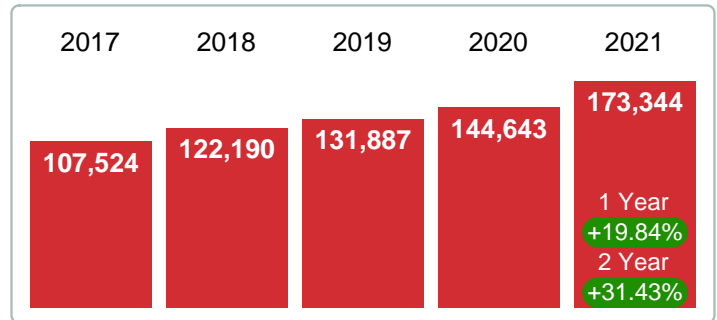
AVERAGE SOLD PRICE AT CLOSING

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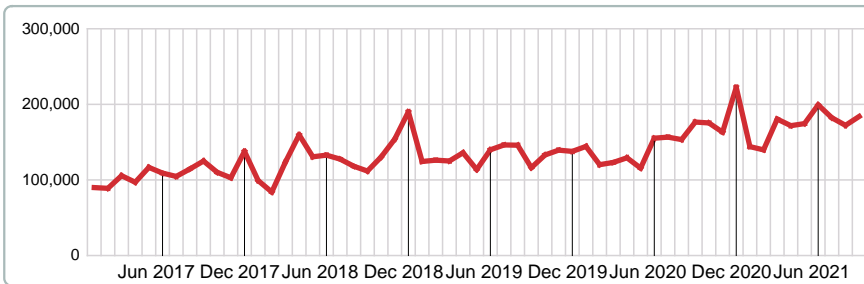
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

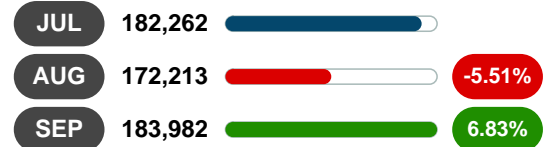


3 MONTHS

5 year SEP AVG = 142,709

High Dec 2020 222,506 Low Feb 2018 83,985

Average Sold Price at Closing this month at **183,982** above the 5 yr SEP average of **142,709**



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	8.75%	14,639	14,579	20,000	10,000	0
\$25,001 - \$50,000	15.00%	38,671	38,262	41,533	0	0
\$50,001 - \$100,000	13.75%	76,939	74,368	81,438	0	0
\$100,001 - \$175,000	25.63%	134,045	126,300	137,253	170,000	0
\$175,001 - \$250,000	14.38%	206,209	215,250	201,900	208,333	209,000
\$250,001 - \$375,000	11.25%	291,572	278,750	300,991	274,133	0
\$375,001 and up	11.25%	618,031	391,500	572,164	548,980	1,066,667
Average Sold Price		183,982	96,775	208,452	312,331	852,250
Total Closed Units	100%	160	73	67	16	4
Total Closed Volume		29,437,175	7.06M	13.97M	5.00M	3.41M

September 2021



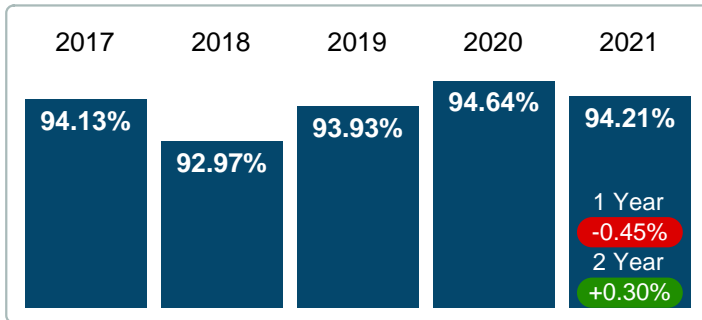
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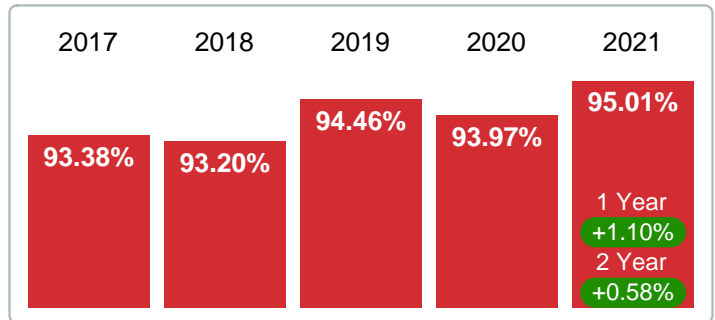
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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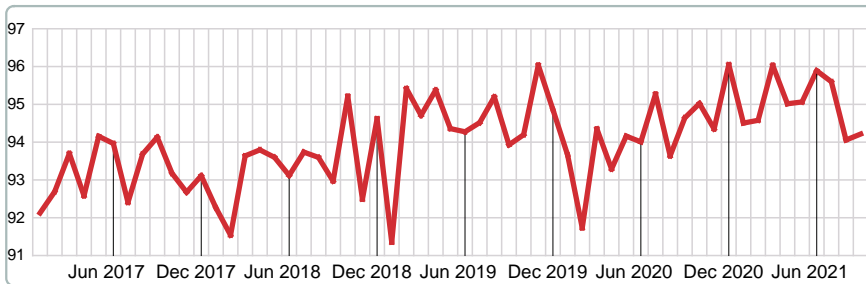
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

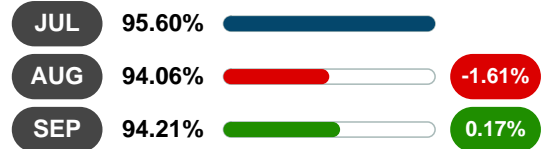


3 MONTHS

5 year SEP AVG = 93.98%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **94.21%**
equal to 5 yr SEP average of **93.98%**



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	14	8.75%	85.29%	86.79%	100.00%	52.63%	0.00%
\$25,001 - \$50,000	24	15.00%	89.91%	90.57%	85.31%	0.00%	0.00%
\$50,001 - \$100,000	22	13.75%	93.08%	92.08%	94.82%	0.00%	0.00%
\$100,001 - \$175,000	41	25.63%	95.32%	94.28%	95.75%	100.06%	0.00%
\$175,001 - \$250,000	23	14.38%	97.46%	100.35%	96.86%	96.32%	100.00%
\$250,001 - \$375,000	18	11.25%	97.76%	97.05%	98.87%	94.65%	0.00%
\$375,001 and up	18	11.25%	98.07%	96.91%	99.38%	97.87%	96.52%
Average Sold/List Ratio		94.20%		92.15%	96.33%	93.99%	97.39%
Total Closed Units	160	100%	94.20%	73	67	16	4
Total Closed Volume	29,437,175			7.06M	13.97M	5.00M	3.41M

September 2021



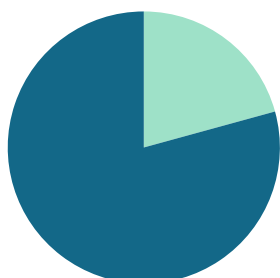
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

INVENTORY

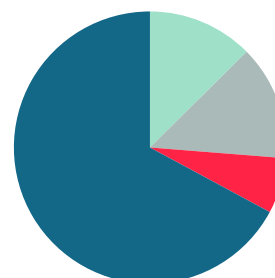


Inventory
 New Listings
259 = 20.74%
 Start Inventory
990
 Total Inventory Units
1,249
 Volume
\$298,492,876

Market Activity

Closed Sales
160 = 12.58%
 Pending Sales
174 = 13.68%
 Other Off Market
84 = 6.60%
 Active Inventory
854 = 67.14%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	159	160	0.63%	1,111	1,310	17.91%
Pending Sales	154	174	12.99%	1,309	1,394	6.49%
New Listings	236	259	9.75%	2,507	2,156	-14.00%
Average List Price	183,236	190,704	4.08%	152,422	180,619	18.50%
Average Sale Price	176,555	183,982	4.21%	144,643	173,344	19.84%
Average Percent of Selling Price to List Price	94.64%	94.21%	-0.45%	93.97%	95.01%	1.10%
Average Days on Market to Sale	66.73	38.68	-42.03%	62.33	54.68	-12.26%
Monthly Inventory	1,237	854	-30.96%	1,237	854	-30.96%
Months Supply of Inventory	10.69	5.86	-45.18%	10.69	5.86	-45.18%

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

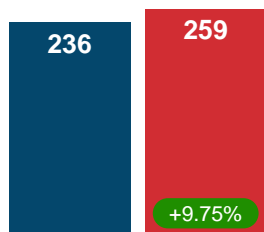
Inventory on September 30, 2021 = **854**

2020 **2021**

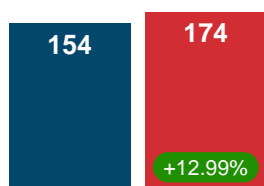
SEPTEMBER MARKET

AVERAGE PRICES

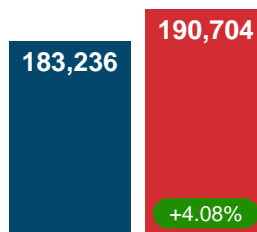
New Listings



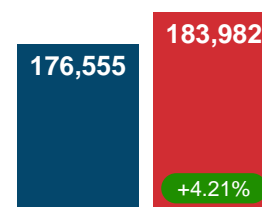
Pending Listings



List Price



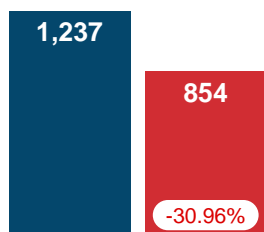
Sale Price



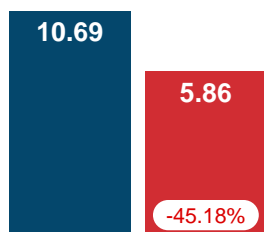
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

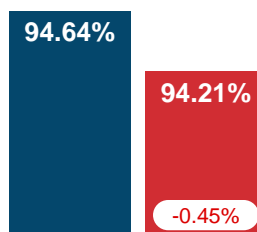
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

