

August 2021



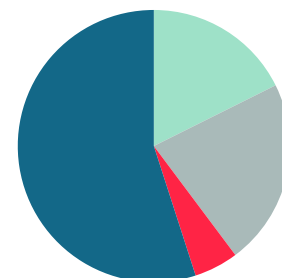
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	99	94	-5.05%
Pending Listings	126	118	-6.35%
New Listings	125	164	31.20%
Average List Price	177,843	194,618	9.43%
Average Sale Price	170,225	189,323	11.22%
Average Percent of Selling Price to List Price	94.75%	96.18%	1.51%
Average Days on Market to Sale	53.74	35.18	-34.53%
End of Month Inventory	362	293	-19.06%
Months Supply of Inventory	4.79	3.22	-32.71%



■ Closed (17.64%)
■ Pending (22.14%)
■ Other OffMarket (5.25%)
■ Active (54.97%)

Absorption: Last 12 months, an Average of **91** Sales/Month
Active Inventory as of August 31, 2021 = **293**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **19.06%** to 293 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **3.22** 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 **11.22%** in August 2021 to \$189,323 versus the previous year at \$170,225.

Average Days on Market Shortens

The average number of **35.18** days that homes spent on the market before selling decreased by 18.56 days or **34.53%** in August 2021 compared to last year's same month at **53.74** 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 164 New Listings in August 2021, up **31.20%** from last year at 125. Furthermore, there were 94 Closed Listings this month versus last year at 99, a **-5.05%** decrease.

Closed versus Listed trends yielded a **57.3%** ratio, down from previous year's, August 2020, at **79.2%**, a **27.63%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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



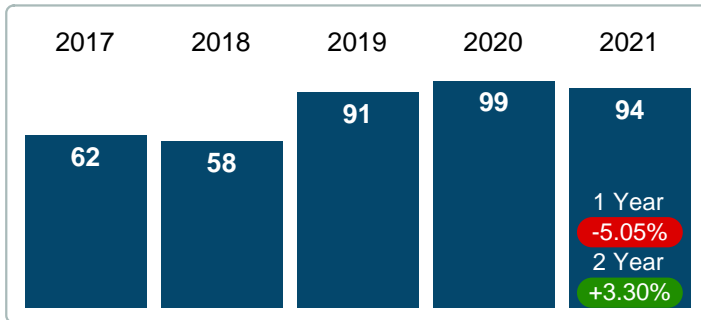
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



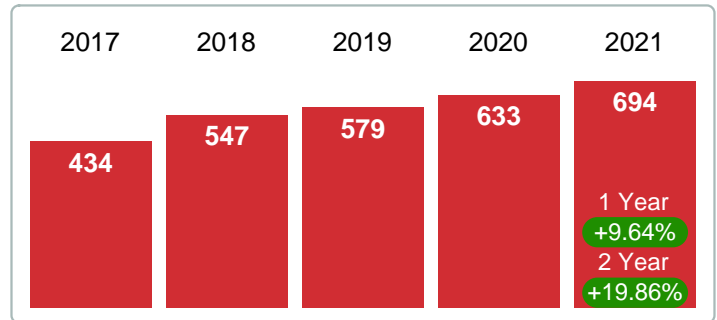
CLOSED LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

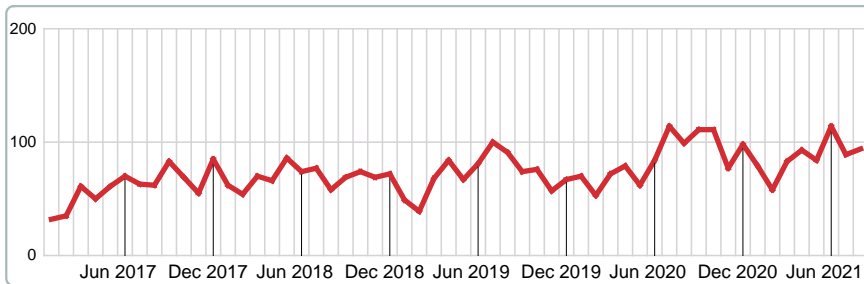
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 81

High Jun 2021 114 Low Jan 2017 32

Closed Listings this month at 94 above the 5 yr AUG average of 81



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	4	4.26%	57.3	2	2	0	0
\$25,001 - \$75,000	17	18.09%	51.2	5	9	2	1
\$75,001 - \$100,000	12	12.77%	49.3	1	7	4	0
\$100,001 - \$175,000	25	26.60%	37.9	1	19	5	0
\$175,001 - \$250,000	13	13.83%	13.9	0	12	1	0
\$250,001 - \$300,000	11	11.70%	28.0	0	9	2	0
\$300,001 and up	12	12.77%	14.9	0	9	2	1
Total Closed Units	94			9	67	16	2
Total Closed Volume	17,796,376	100%	35.2	534.50K	13.69M	3.17M	402.00K
Average Closed Price	\$189,323			\$59,389	\$204,344	\$198,050	\$201,000

August 2021



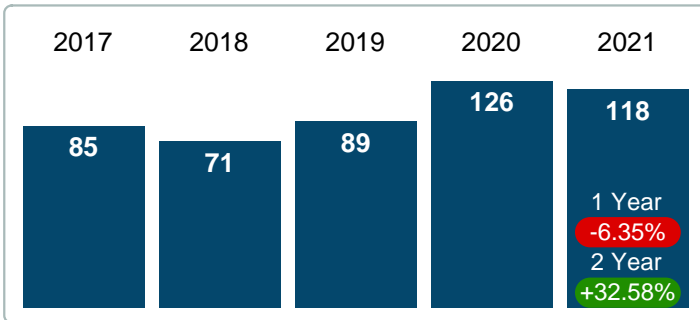
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



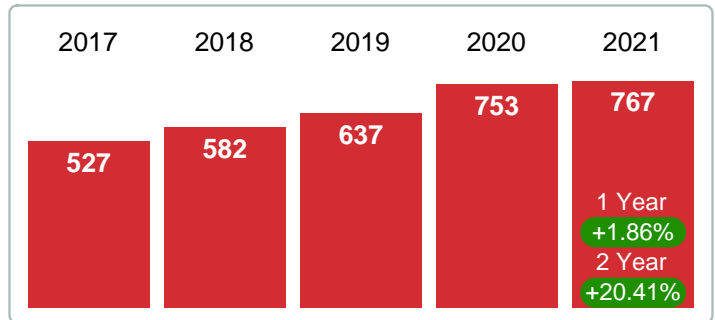
PENDING LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

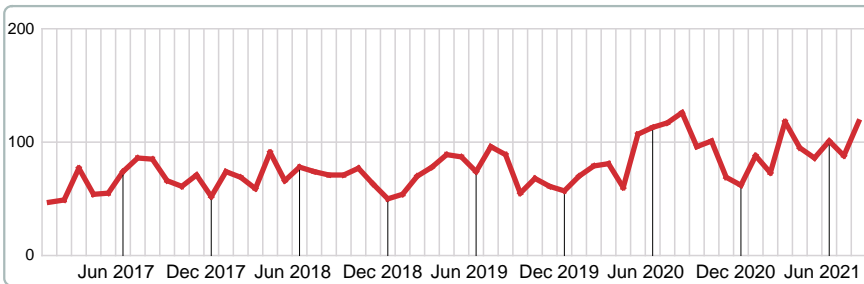
AUGUST



YEAR TO DATE (YTD)

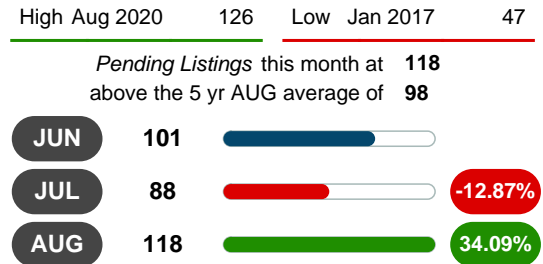


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98



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	3	2.54%	67.0	1	2	0	0
\$25,001 - \$75,000	21	17.80%	28.0	8	13	0	0
\$75,001 - \$125,000	19	16.10%	22.6	3	15	1	0
\$125,001 - \$200,000	28	23.73%	42.8	0	24	4	0
\$200,001 - \$275,000	19	16.10%	52.5	0	12	6	1
\$275,001 - \$550,000	17	14.41%	36.0	1	13	2	1
\$550,001 and up	11	9.32%	10.0	0	5	5	1
Total Pending Units	118			13	84	18	3
Total Pending Volume	26,485,800	100%	34.4	1.15M	17.74M	6.36M	1.24M
Average Listing Price	\$226,203			\$88,408	\$211,132	\$353,189	\$414,667

August 2021



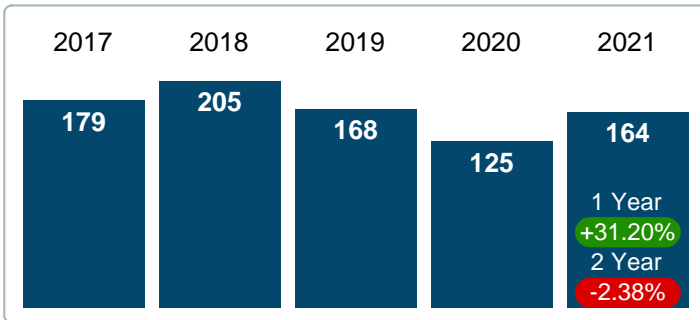
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



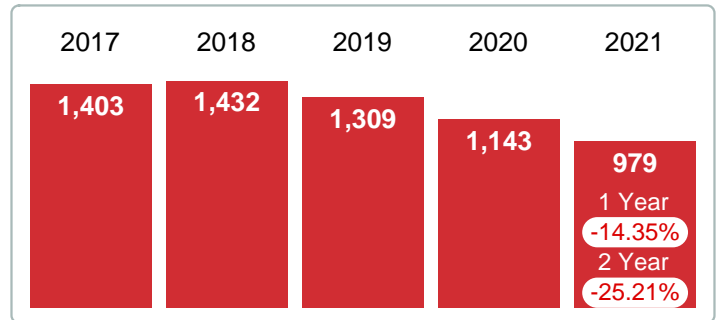
NEW LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

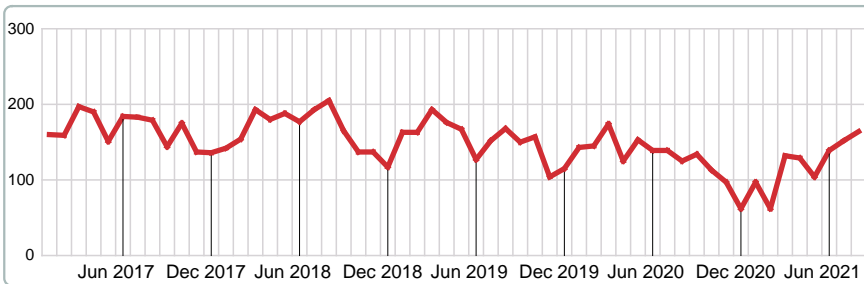
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

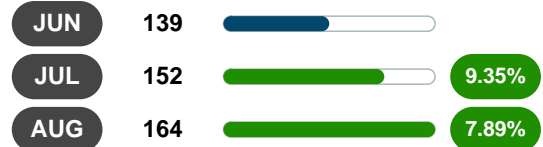


3 MONTHS

5 year AUG AVG = 168

High Aug 2018: 205 | Low Feb 2021: 62

New Listings this month at **164**
below the 5 yr AUG average of **168**



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	7.32%	7	5	0	0
\$50,001 - \$75,000	15	9.15%	6	7	2	0
\$75,001 - \$125,000	25	15.24%	7	17	1	0
\$125,001 - \$225,000	47	28.66%	2	38	6	1
\$225,001 - \$350,000	27	16.46%	2	15	9	1
\$350,001 - \$575,000	22	13.41%	3	14	4	1
\$575,001 and up	16	9.76%	0	10	5	1
Total New Listed Units	164		27	106	27	4
Total New Listed Volume	46,066,400	100%	3.59M	31.30M	9.33M	1.85M
Average New Listed Listing Price	\$245,792		\$132,852	\$295,298	\$345,552	\$461,975

August 2021



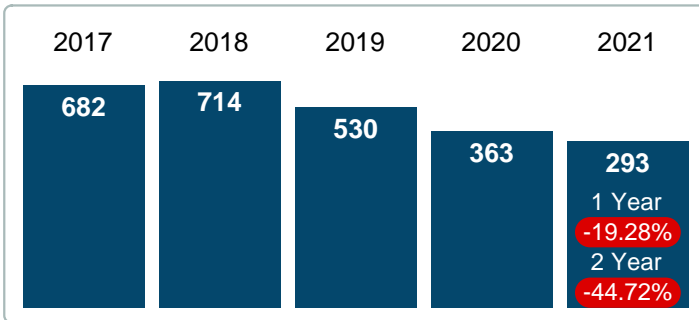
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



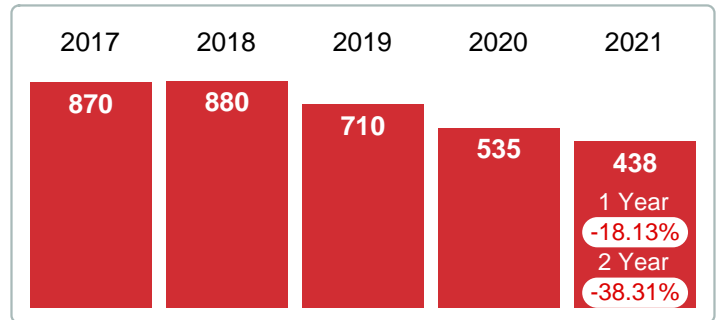
ACTIVE INVENTORY

Report produced on Aug 10, 2023 for MLS Technology Inc.

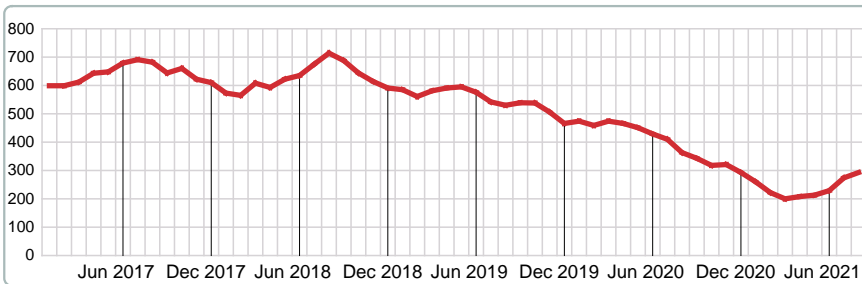
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

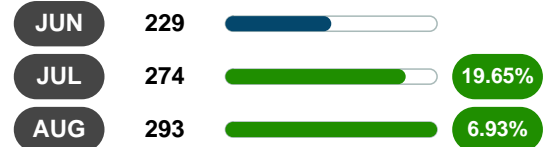


3 MONTHS

5 year AUG AVG = 516

High Aug 2018 714 Low Mar 2021 200

Inventory this month at **293**
below the 5 yr AUG average of **516**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	7.51%	82.6	11	11	0	0
\$50,001 - \$75,000	33	11.26%	75.8	18	12	3	0
\$75,001 - \$125,000	52	17.75%	65.1	13	34	5	0
\$125,001 - \$225,000	70	23.89%	51.7	5	46	17	2
\$225,001 - \$350,000	48	16.38%	72.4	3	24	17	4
\$350,001 - \$625,000	38	12.97%	76.7	6	21	8	3
\$625,001 and up	30	10.24%	58.6	2	12	7	9
Total Active Inventory by Units	293			58	160	57	18
Total Active Inventory by Volume	82,717,597	100%	66.5	8.88M	41.99M	18.35M	13.49M
Average Active Inventory Listing Price	\$282,313			\$153,095	\$262,448	\$322,018	\$749,525

August 2021



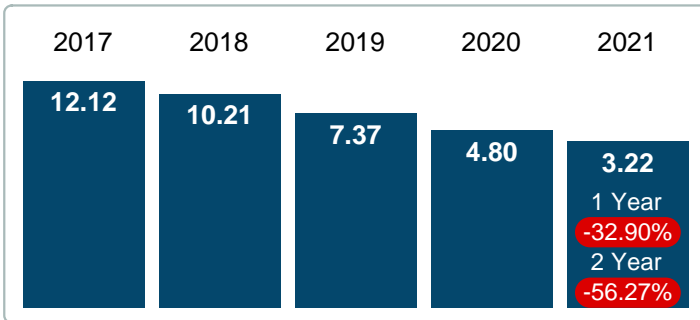
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



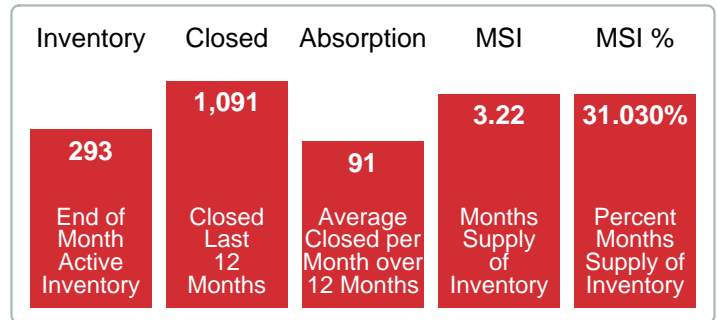
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

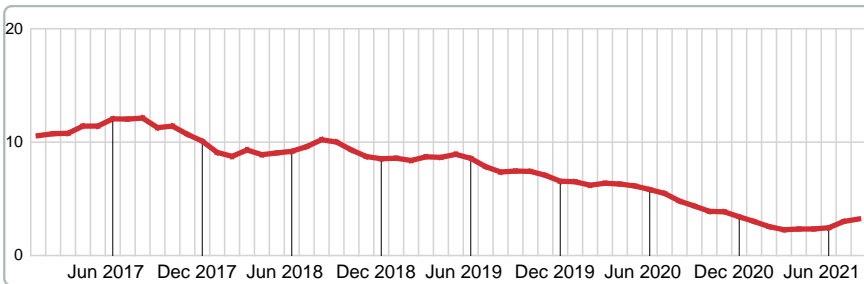
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.55

High Aug 2017 12.12 Low Mar 2021 2.27

Months Supply this month at 3.22 below the 5 yr AUG average of 7.55



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
\$50,000 and less	22	7.51%	2.32	2.20	2.87	0.00	0.00
\$50,001 - \$75,000	33	11.26%	3.96	5.68	2.72	4.50	0.00
\$75,001 - \$125,000	52	17.75%	2.68	4.46	2.40	2.22	0.00
\$125,001 - \$225,000	70	23.89%	2.55	2.22	2.39	3.24	2.67
\$225,001 - \$350,000	48	16.38%	3.65	2.57	2.88	5.37	8.00
\$350,001 - \$625,000	38	12.97%	3.97	14.40	4.34	2.67	2.25
\$625,001 and up	30	10.24%	8.78	6.00	16.00	6.46	7.20
Market Supply of Inventory (MSI)			3.22	3.80	2.88	3.60	4.24
Total Active Inventory by Units		100%	3.22	58	160	57	18

August 2021



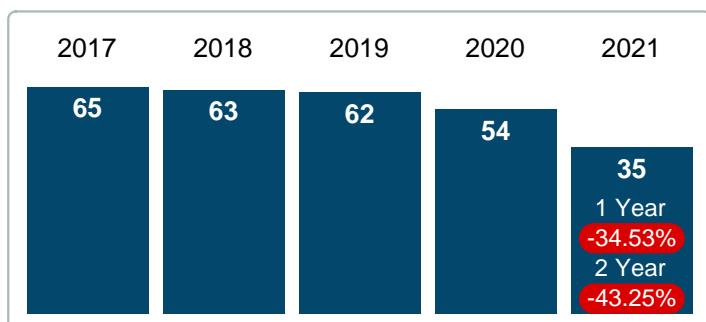
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



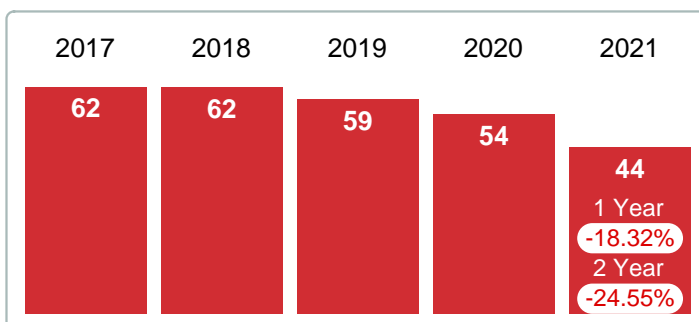
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2023 for MLS Technology Inc.

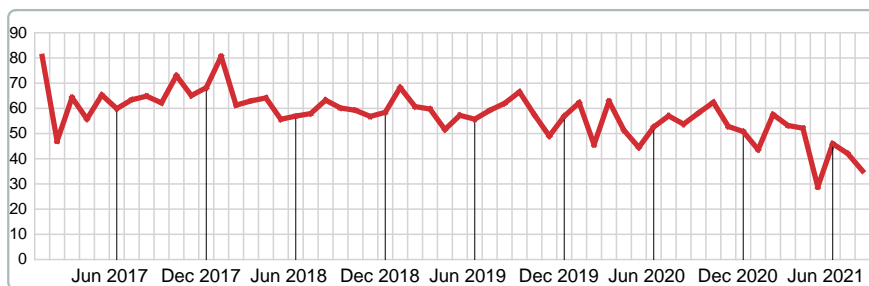
AUGUST



YEAR TO DATE (YTD)

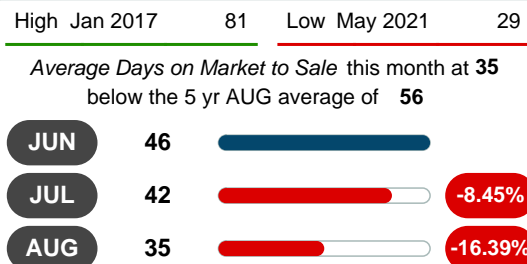


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 56



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	4.26%	57	68	47	0	0
\$25,001 - \$75,000	18.09%	51	39	67	34	1
\$75,001 - \$100,000	12.77%	49	118	31	64	0
\$100,001 - \$175,000	26.60%	38	92	41	15	0
\$175,001 - \$250,000	13.83%	14	0	12	37	0
\$250,001 - \$300,000	11.70%	28	0	34	3	0
\$300,001 and up	12.77%	15	0	9	10	75
Average Closed DOM		35	60	33	29	38
Total Closed Units	100%	94	9	67	16	2
Total Closed Volume		17,796,376	534.50K	13.69M	3.17M	402.00K

August 2021



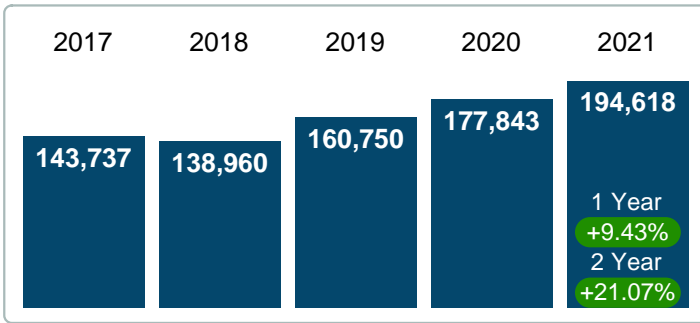
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



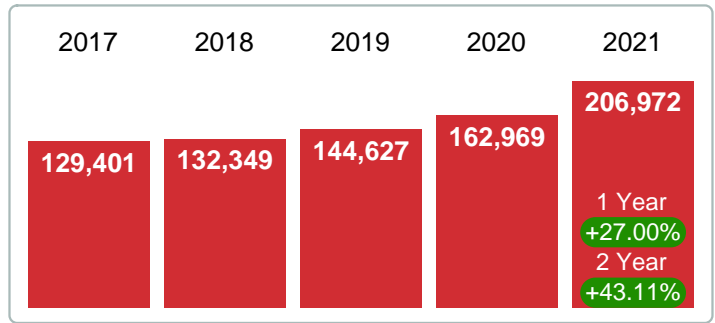
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

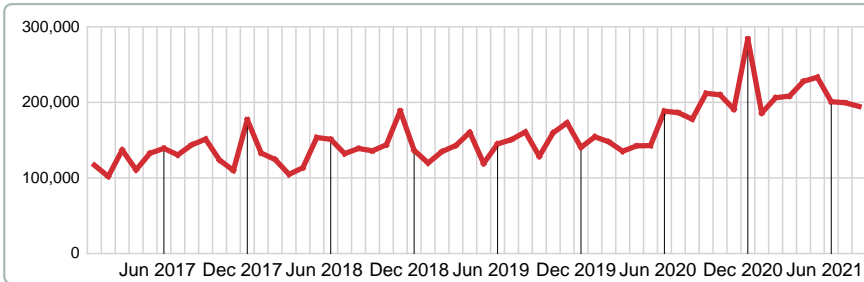
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

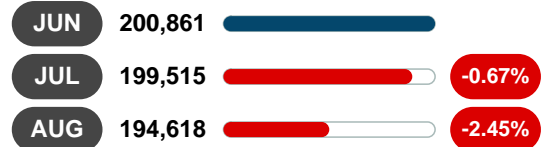


3 MONTHS

5 year AUG AVG = 163,182

High Dec 2020 283,730 Low Feb 2017 102,000

Average List Price at Closing this month at **194,618**
above the 5 yr AUG average of **163,182**



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	4.26%	20,225	18,000	24,200	0	0
\$25,001 - \$75,000	15.96%	52,560	56,640	51,311	67,900	73,000
\$75,001 - \$100,000	13.83%	86,046	83,500	87,386	93,950	0
\$100,001 - \$175,000	26.60%	139,736	144,900	140,663	146,920	0
\$175,001 - \$250,000	14.89%	220,607	0	228,967	190,000	0
\$250,001 - \$300,000	10.64%	280,680	0	282,411	315,000	0
\$300,001 and up	13.83%	532,115	0	544,556	623,750	375,000
Average List Price		194,618	60,844	208,728	207,106	224,000
Total Closed Units	100%	194,618	9	67	16	2
Total Closed Volume		18,294,098	547.60K	13.98M	3.31M	448.00K

August 2021



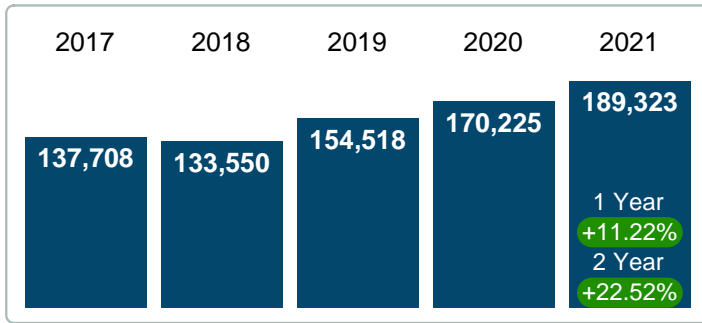
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



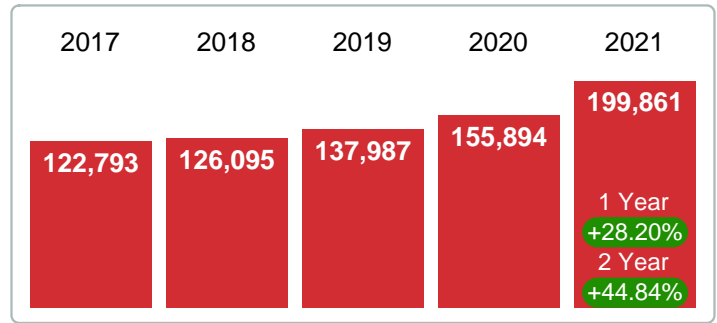
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

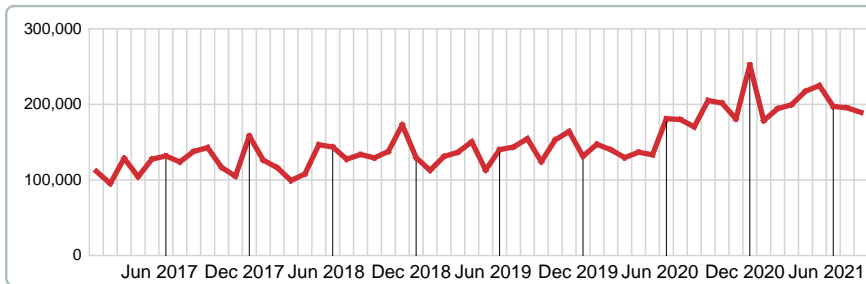
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

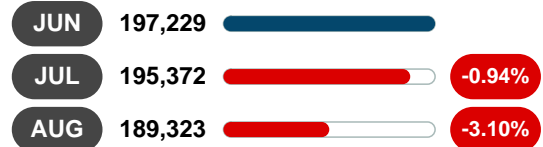


3 MONTHS

5 year AUG AVG = 157,065

High Dec 2020 252,084 Low Feb 2017 95,229

Average Sold Price at Closing this month at **189,323** above the 5 yr AUG average of **157,065**



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	4.26%	17,125	17,000	17,250	0	0
\$25,001 - \$75,000	18.09%	50,724	53,700	45,100	67,950	52,000
\$75,001 - \$100,000	12.77%	88,031	85,000	86,325	91,775	0
\$100,001 - \$175,000	26.60%	140,348	147,000	138,416	146,360	0
\$175,001 - \$250,000	13.83%	218,477	0	221,433	183,000	0
\$250,001 - \$300,000	11.70%	273,482	0	275,033	266,500	0
\$300,001 and up	12.77%	537,667	0	542,667	609,000	350,000
Average Sold Price		189,323	59,389	204,344	198,050	201,000
Total Closed Units	100%	189,323	9	67	16	2
Total Closed Volume		17,796,376	534.50K	13.69M	3.17M	402.00K

August 2021



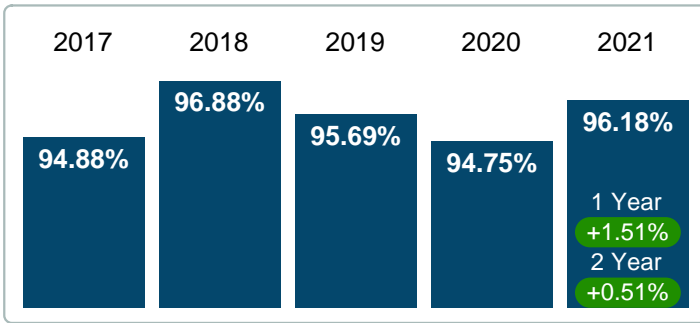
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



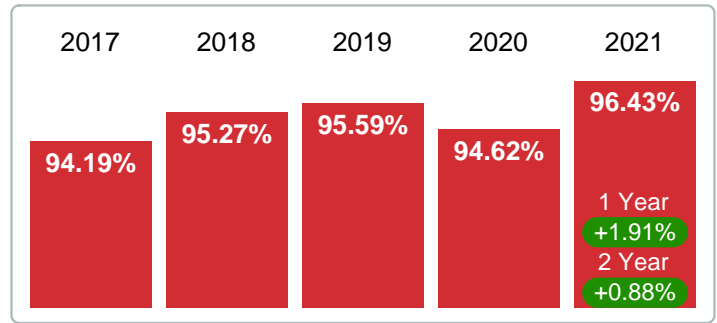
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

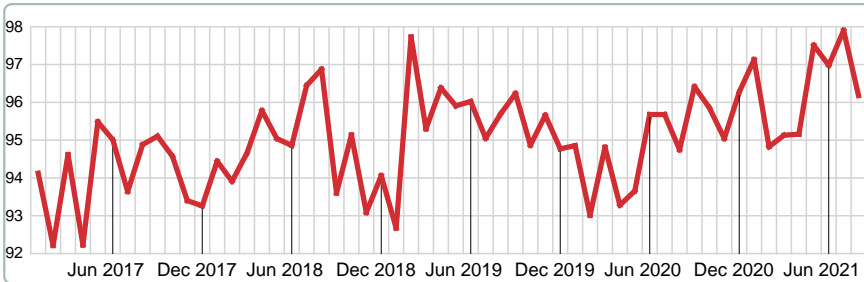
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

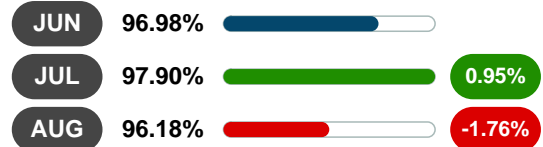


3 MONTHS

5 year AUG AVG = 95.67%

High Jul 2021 97.90% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **96.18%** equal to 5 yr AUG average of **95.67%**



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	4	4.26%	82.31%	95.00%	69.62%	0.00%	0.00%	
\$25,001 - \$75,000	17	18.09%	91.26%	97.68%	87.96%	100.07%	71.23%	
\$75,001 - \$100,000	12	12.77%	99.28%	101.80%	98.78%	99.51%	0.00%	
\$100,001 - \$175,000	25	26.60%	99.05%	101.45%	98.77%	99.60%	0.00%	
\$175,001 - \$250,000	13	13.83%	96.71%	0.00%	96.75%	96.32%	0.00%	
\$250,001 - \$300,000	11	11.70%	95.56%	0.00%	97.66%	86.14%	0.00%	
\$300,001 and up	12	12.77%	98.68%	0.00%	99.53%	97.53%	93.33%	
Average Sold/List Ratio		96.20%		97.96%	96.04%	97.49%	82.28%	
Total Closed Units		94	100%	96.20%	9	67	16	2
Total Closed Volume		17,796,376			534.50K	13.69M	3.17M	402.00K

August 2021



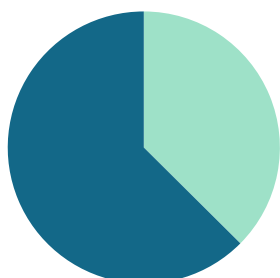
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

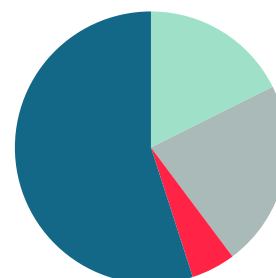


Inventory
 New Listings
164 = 37.44%
 Start Inventory
274
 Total Inventory Units
438
 Volume
\$117,354,797

Market Activity

Closed Sales
94 = 17.64%
 Pending Sales
118 = 22.14%
 Other Off Market
28 = 5.25%
 Active Inventory
293 = 54.97%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	99	94	-5.05%	633	694	9.64%
Pending Sales	126	118	-6.35%	753	767	1.86%
New Listings	125	164	31.20%	1,143	979	-14.35%
Average List Price	177,843	194,618	9.43%	162,969	206,972	27.00%
Average Sale Price	170,225	189,323	11.22%	155,894	199,861	28.20%
Average Percent of Selling Price to List Price	94.75%	96.18%	1.51%	94.62%	96.43%	1.91%
Average Days on Market to Sale	53.74	35.18	-34.53%	54.26	44.32	-18.32%
Monthly Inventory	362	293	-19.06%	362	293	-19.06%
Months Supply of Inventory	4.79	3.22	-32.71%	4.79	3.22	-32.71%

Absorption: Last 12 months, an Average of **91** Sales/Month

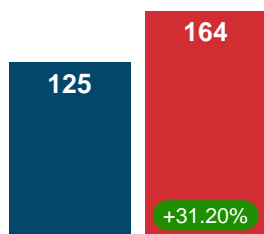
Inventory on August 31, 2021 = **293**

2020 **2021**

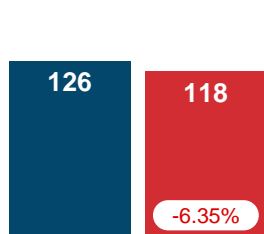
AUGUST MARKET

AVERAGE PRICES

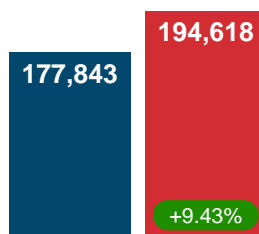
New Listings



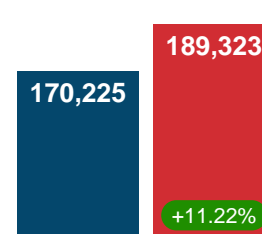
Pending Listings



List Price



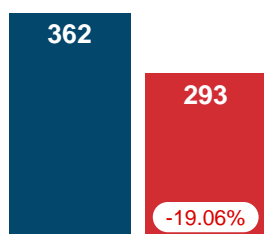
Sale Price



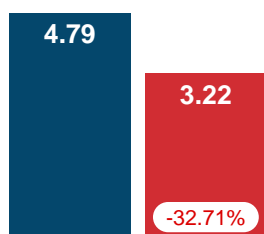
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

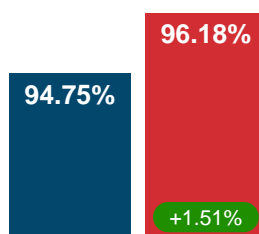
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

