

July 2021



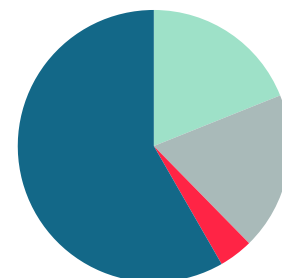
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	114	89	-21.93%
Pending Listings	117	88	-24.79%
New Listings	139	152	9.35%
Average List Price	186,345	199,515	7.07%
Average Sale Price	179,970	195,372	8.56%
Average Percent of Selling Price to List Price	95.68%	97.90%	2.32%
Average Days on Market to Sale	57.02	42.08	-26.20%
End of Month Inventory	409	274	-33.01%
Months Supply of Inventory	5.46	3.00	-45.05%



■ Closed (18.94%)
■ Pending (18.72%)
■ Other OffMarket (4.04%)
■ Active (58.30%)

Absorption: Last 12 months, an Average of **91** Sales/Month
Active Inventory as of July 31, 2021 = **274**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **33.01%** to 274 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 **3.00** 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 **8.56%** in July 2021 to \$195,372 versus the previous year at \$179,970.

Average Days on Market Shortens

The average number of **42.08** days that homes spent on the market before selling decreased by 14.94 days or **26.20%** in July 2021 compared to last year's same month at **57.02** DOM.

Sales Success for July 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 152 New Listings in July 2021, up **9.35%** from last year at 139. Furthermore, there were 89 Closed Listings this month versus last year at 114, a **-21.93%** decrease.

Closed versus Listed trends yielded a **58.6%** ratio, down from previous year's, July 2020, at **82.0%**, a **28.61%** downswing. This will certainly create pressure on a decreasing Monthly 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

July 2021



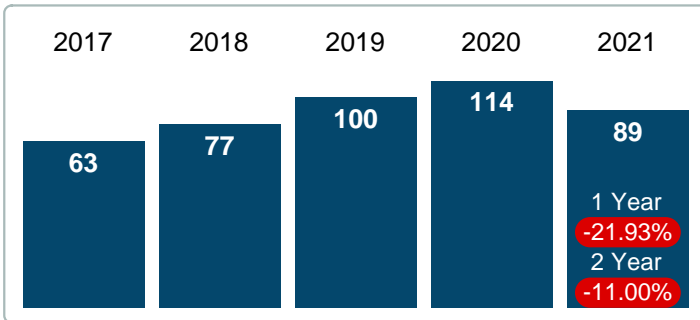
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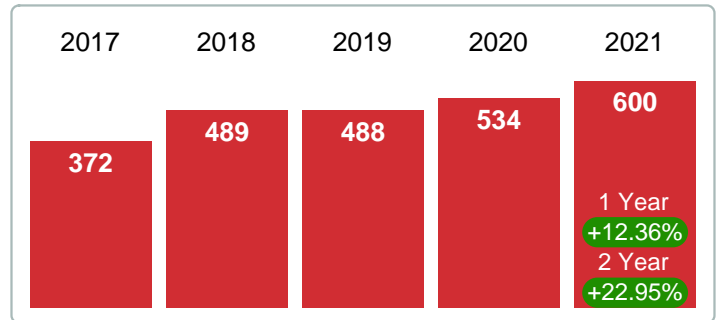
CLOSED LISTINGS

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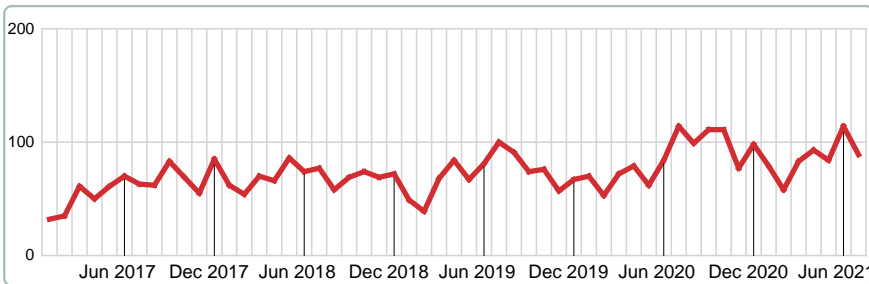
JULY



YEAR TO DATE (YTD)

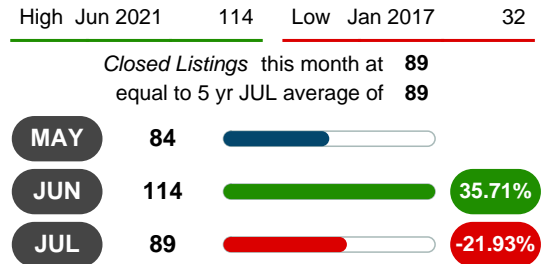


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 89



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	8.99%	71.4	4	3	1	0
\$50,001 - \$75,000	3	3.37%	18.0	1	2	0	0
\$75,001 - \$100,000	14	15.73%	54.3	6	6	2	0
\$100,001 - \$150,000	24	26.97%	14.5	2	21	1	0
\$150,001 - \$250,000	20	22.47%	36.4	1	12	7	0
\$250,001 - \$425,000	11	12.36%	42.6	0	5	5	1
\$425,001 and up	9	10.11%	90.7	1	3	2	3
Total Closed Units	89			15	52	18	4
Total Closed Volume	17,388,100	100%	42.1	1.75M	9.04M	4.60M	1.99M
Average Closed Price	\$195,372			\$116,913	\$173,861	\$255,564	\$498,375

July 2021



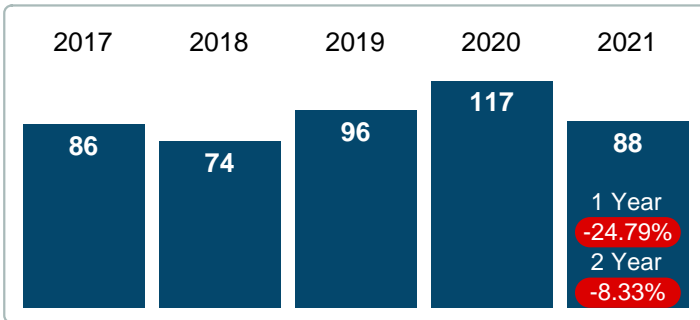
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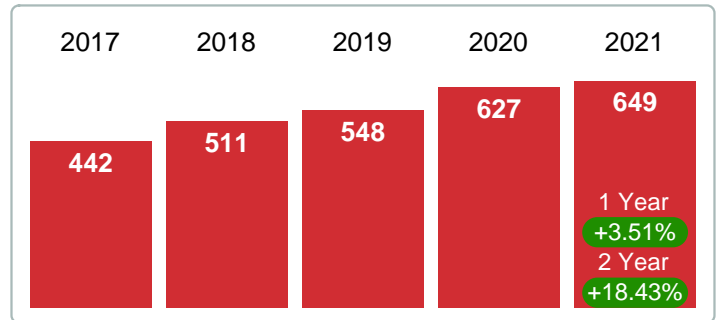
PENDING LISTINGS

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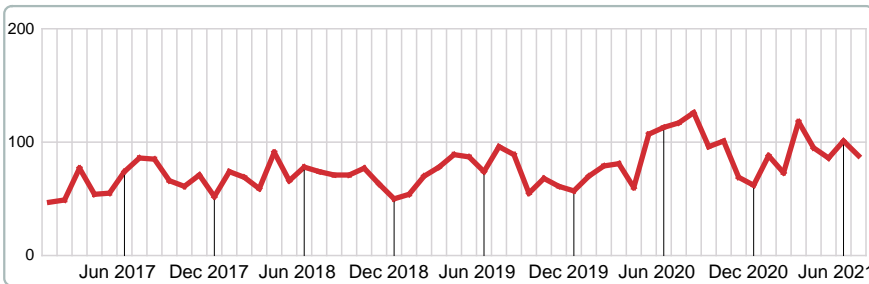
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 92

High Aug 2020 126 Low Jan 2017 47

Pending Listings this month at **88**
below the 5 yr JUL average of **92**



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	8	9.09%	107.8	2	5	1	0
\$50,001 - \$75,000	5	5.68%	9.4	2	2	0	1
\$75,001 - \$100,000	16	18.18%	63.9	4	11	1	0
\$100,001 - \$175,000	26	29.55%	29.2	2	19	5	0
\$175,001 - \$225,000	11	12.50%	34.4	1	8	2	0
\$225,001 - \$325,000	13	14.77%	28.8	2	9	1	1
\$325,001 and up	9	10.23%	26.2	0	4	5	0
Total Pending Units	88			13	58	15	2
Total Pending Volume	15,627,747	100%	41.8	1.52M	9.92M	3.81M	372.90K
Average Listing Price	\$177,588			\$117,108	\$171,042	\$254,133	\$186,450

July 2021



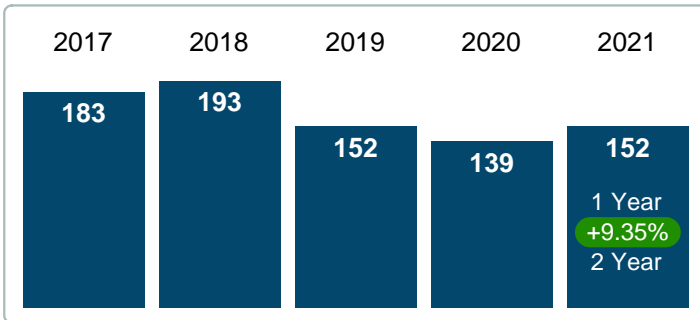
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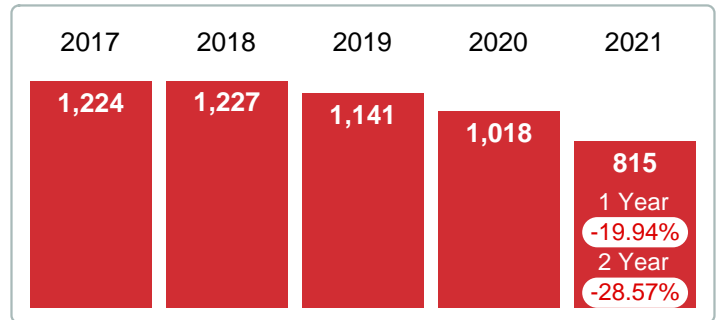
NEW LISTINGS

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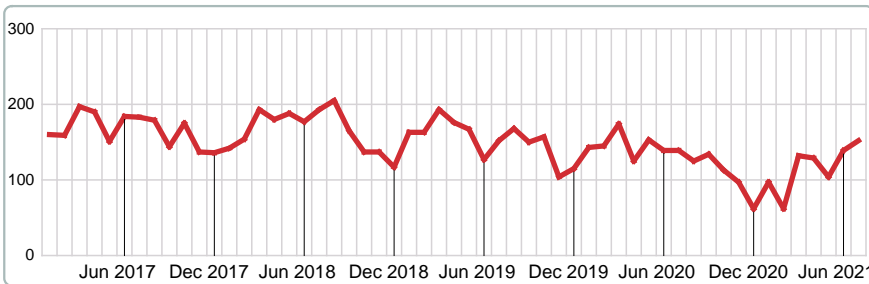
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 164

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 152 below the 5 yr JUL average of 164



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$50,000 and less	11	7.24%
\$50,001 - \$75,000	12	7.89%
\$75,001 - \$125,000	32	21.05%
\$125,001 - \$200,000	41	26.97%
\$200,001 - \$275,000	22	14.47%
\$275,001 - \$575,000	18	11.84%
\$575,001 and up	16	10.53%
Total New Listed Units	152	
Total New Listed Volume	35,956,297	100%
Average New Listed Listing Price	\$202,606	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6	1	0
\$50,001 - \$75,000	3	7	1	1
\$75,001 - \$125,000	7	23	2	0
\$125,001 - \$200,000	3	28	8	2
\$200,001 - \$275,000	2	15	4	1
\$275,001 - \$575,000	0	13	5	0
\$575,001 and up	2	4	4	6
Total	21	96	25	10
Total New Listed Volume	3.63M	20.32M	6.80M	5.20M
Average New Listed Listing Price	\$173,052	\$211,694	\$271,872	\$520,275

July 2021



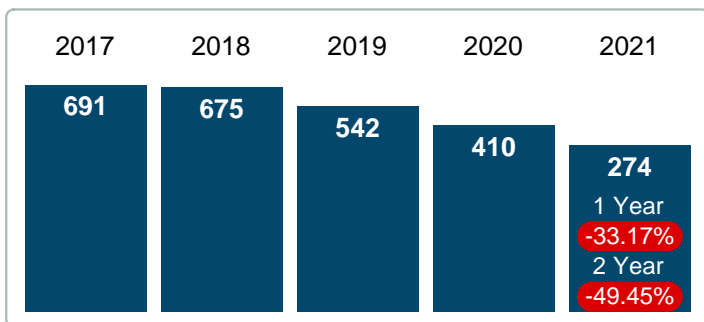
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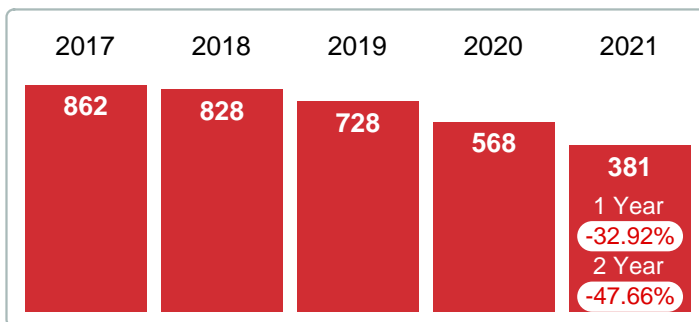
ACTIVE INVENTORY

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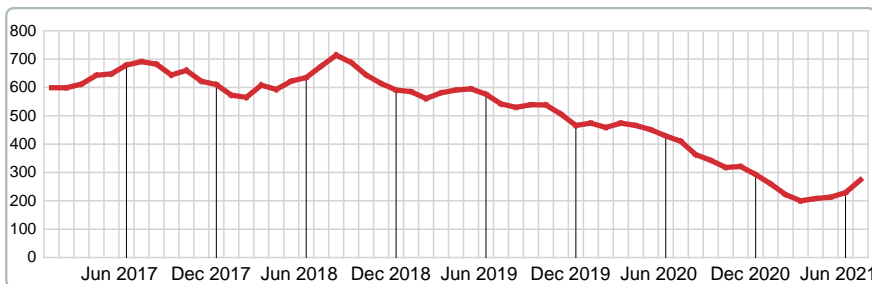
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

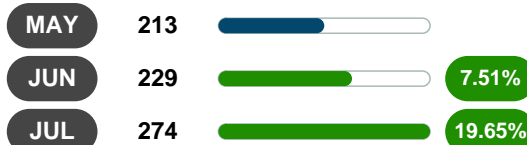


3 MONTHS

5 year JUL AVG = 518

High Aug 2018 714 Low Mar 2021 200

Inventory this month at 274
below the 5 yr JUL average of 518



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	24	8.76%	59.7	11	13	0	0
\$50,001 - \$75,000	29	10.58%	68.7	16	12	1	0
\$75,001 - \$125,000	53	19.34%	75.9	12	33	8	0
\$125,001 - \$225,000	62	22.63%	57.3	3	40	17	2
\$225,001 - \$325,000	42	15.33%	72.3	1	23	15	3
\$325,001 - \$600,000	37	13.50%	83.6	4	19	11	3
\$600,001 and up	27	9.85%	42.1	2	10	5	10
Total Active Inventory by Units	274			49	150	57	18
Total Active Inventory by Volume	71,288,397	100%	66.7	6.86M	33.37M	17.37M	13.69M
Average Active Inventory Listing Price	\$260,177			\$140,061	\$222,473	\$304,700	\$760,364

July 2021



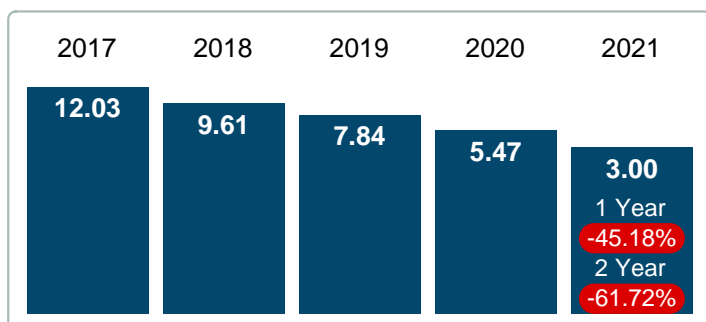
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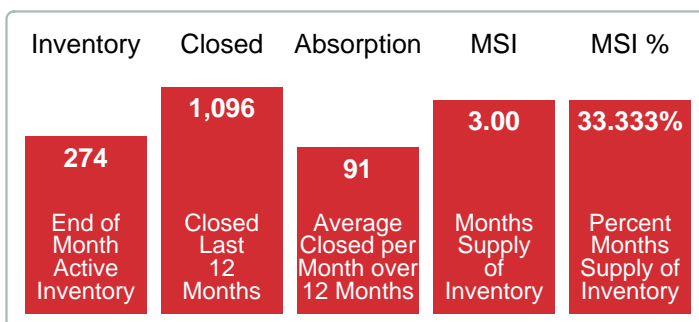
MONTHS SUPPLY of INVENTORY (MSI)

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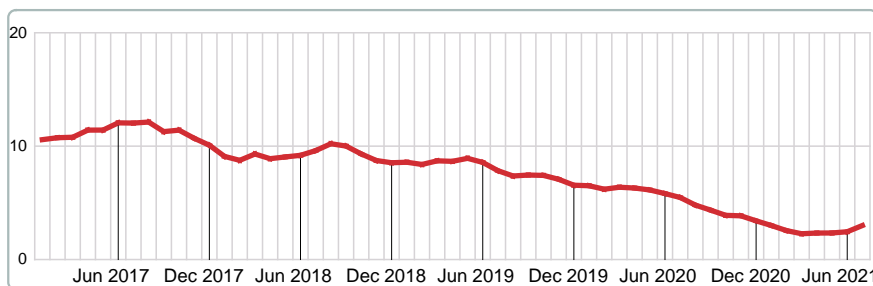
MSI FOR JULY



INDICATORS FOR JULY 2021

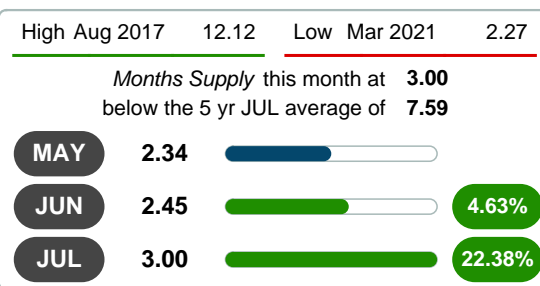


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.59



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	24	8.76%	2.53	2.13	3.55	0.00	0.00
\$50,001 - \$75,000	29	10.58%	3.38	4.92	2.53	1.71	0.00
\$75,001 - \$125,000	53	19.34%	2.62	3.89	2.22	3.56	0.00
\$125,001 - \$225,000	62	22.63%	2.27	1.29	2.09	3.40	2.40
\$225,001 - \$325,000	42	15.33%	4.13	1.09	3.68	5.81	7.20
\$325,001 - \$600,000	37	13.50%	3.04	5.33	3.17	2.75	2.12
\$600,001 and up	27	9.85%	8.10	6.00	15.00	4.62	8.00
Market Supply of Inventory (MSI)	3.00	100%	3.00	3.09	2.71	3.58	4.24
Total Active Inventory by Units	274			49	150	57	18

July 2021



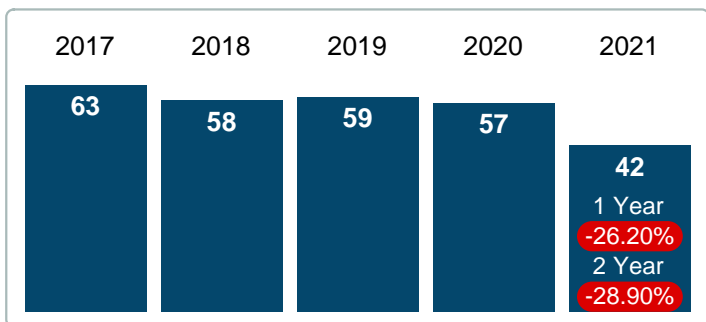
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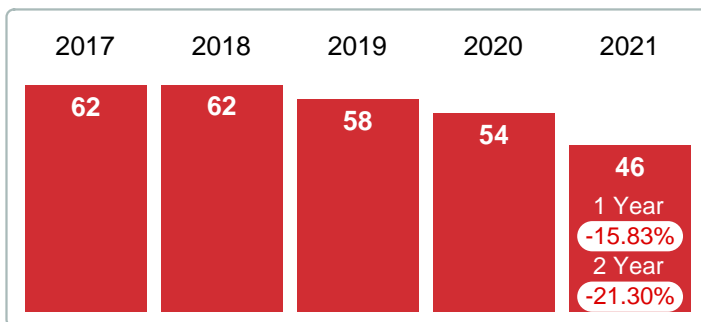
AVERAGE DAYS ON MARKET TO SALE

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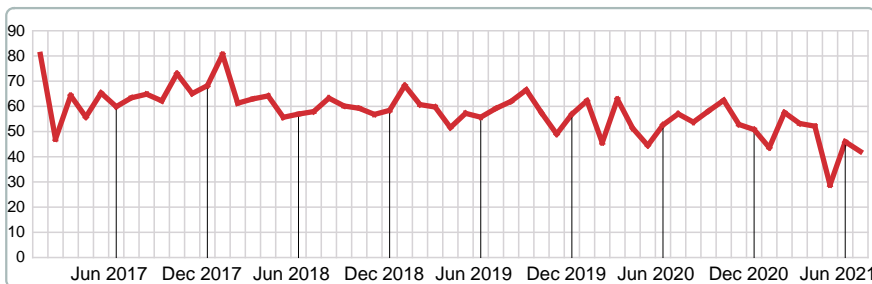
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

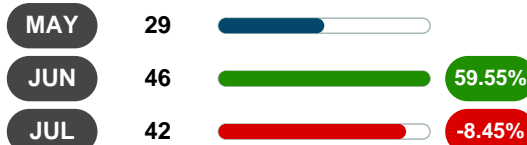


3 MONTHS

5 year JUL AVG = 56

High Jan 2017 81 Low May 2021 29

Average Days on Market to Sale this month at 42 below the 5 yr JUL average of 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
\$50,000 and less	8.99%	71	84	52	80	0
\$50,001 - \$75,000	3.37%	18	1	27	0	0
\$75,001 - \$100,000	15.73%	54	79	27	62	0
\$100,001 - \$150,000	26.97%	14	9	15	15	0
\$150,001 - \$250,000	22.47%	36	28	26	55	0
\$250,001 - \$425,000	12.36%	43	0	23	36	178
\$425,001 and up	10.11%	91	61	18	87	176
Average Closed DOM		42	61	22	53	177
Total Closed Units	100%	42	15	52	18	4
Total Closed Volume		17,388,100	1.75M	9.04M	4.60M	1.99M

July 2021



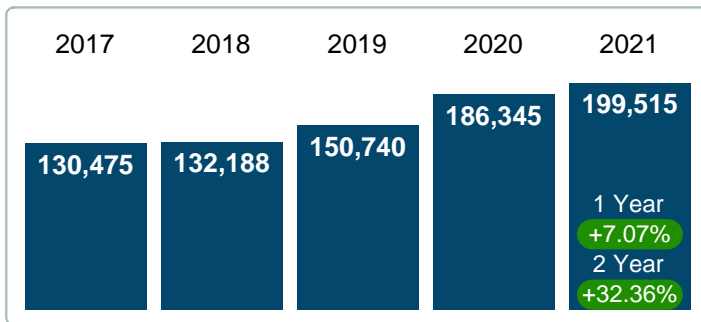
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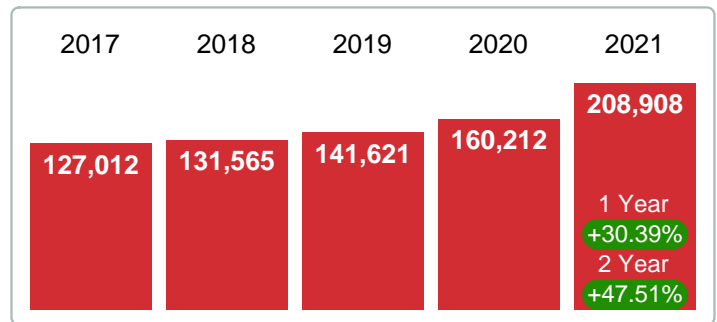
AVERAGE LIST PRICE AT CLOSING

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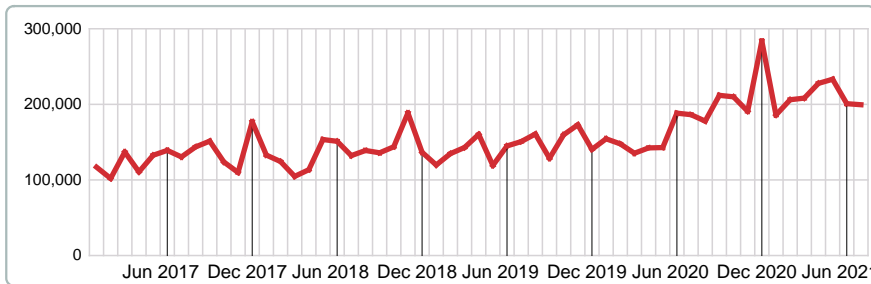
JULY



YEAR TO DATE (YTD)

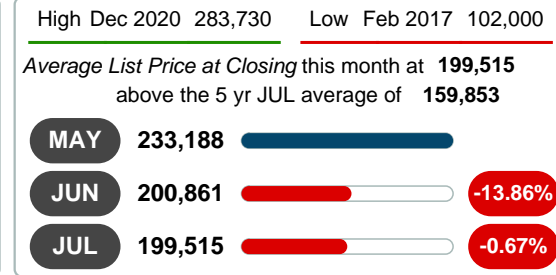


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 159,853



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	7.87%	33,436	37,300	37,250	30,000	0
\$50,001 - \$75,000	4.49%	66,700	59,900	75,000	0	0
\$75,001 - \$100,000	12.36%	90,909	97,283	95,150	97,450	0
\$100,001 - \$150,000	31.46%	129,139	124,398	130,276	145,000	0
\$150,001 - \$250,000	21.35%	197,653	154,000	194,317	205,400	0
\$250,001 - \$425,000	12.36%	323,536	0	331,200	328,580	228,600
\$425,001 and up	10.11%	591,756	599,000	556,667	649,450	585,967
Average List Price		199,515	119,640	177,428	263,861	496,625
Total Closed Units	100%	199,515	15	52	18	4
Total Closed Volume		17,756,846	1.79M	9.23M	4.75M	1.99M

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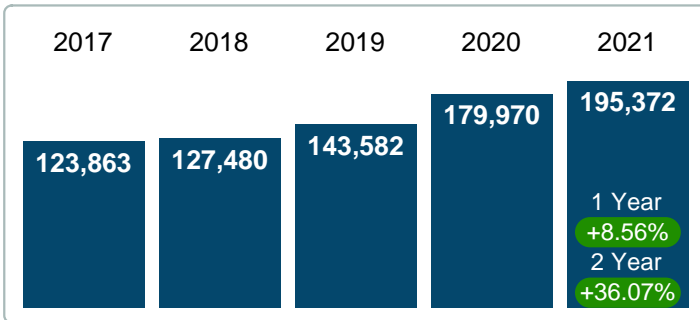
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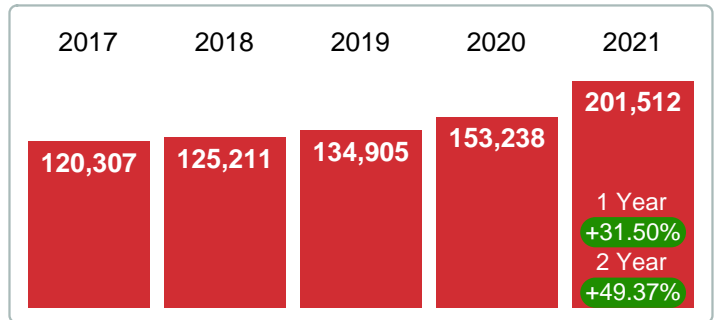
AVERAGE SOLD PRICE AT CLOSING

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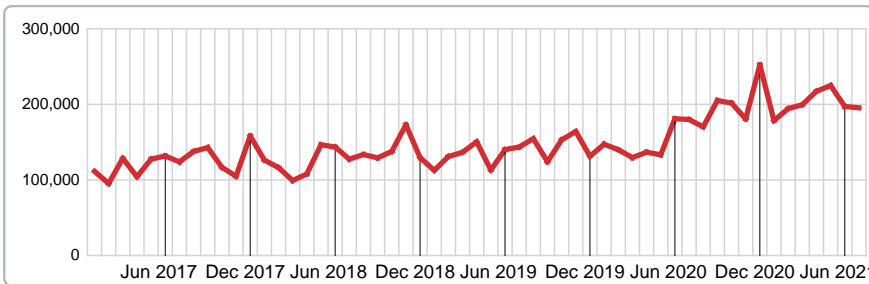
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

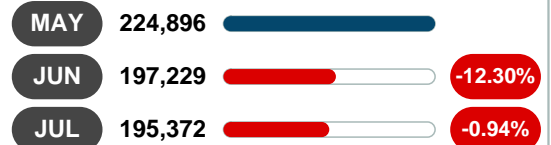


3 MONTHS

5 year JUL AVG = 154,053

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

Average Sold Price at Closing this month at 195,372 above the 5 yr JUL average of 154,053



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	8.99%	34,156	35,225	34,950	27,500	0
\$50,001 - \$75,000	3.37%	68,933	63,800	71,500	0	0
\$75,001 - \$100,000	15.73%	90,643	92,333	89,500	89,000	0
\$100,001 - \$150,000	26.97%	128,917	129,500	128,286	141,000	0
\$150,001 - \$250,000	22.47%	193,720	156,000	191,325	203,214	0
\$250,001 - \$425,000	12.36%	318,205	0	324,600	324,250	256,000
\$425,001 and up	10.11%	574,489	580,000	547,667	604,950	579,167
Average Sold Price		195,372	116,913	173,861	255,564	498,375
Total Closed Units	100%	195,372	15	52	18	4
Total Closed Volume		17,388,100	1.75M	9.04M	4.60M	1.99M

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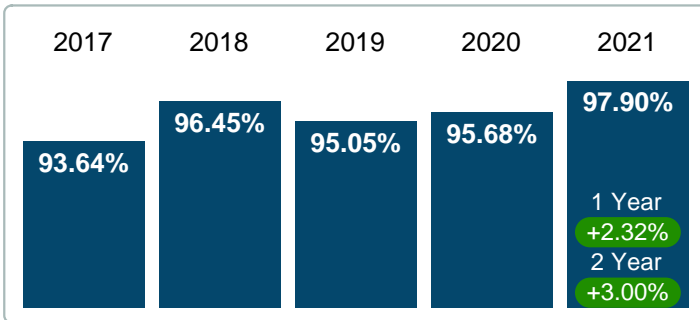
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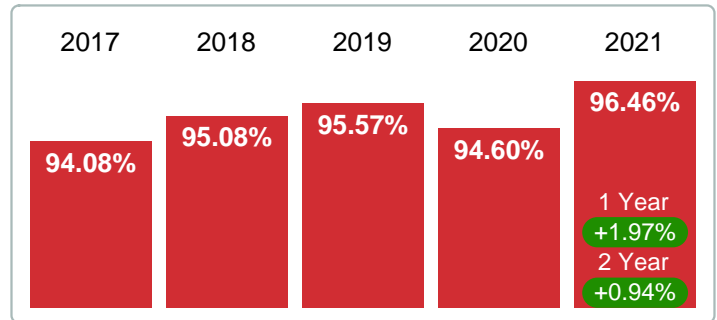
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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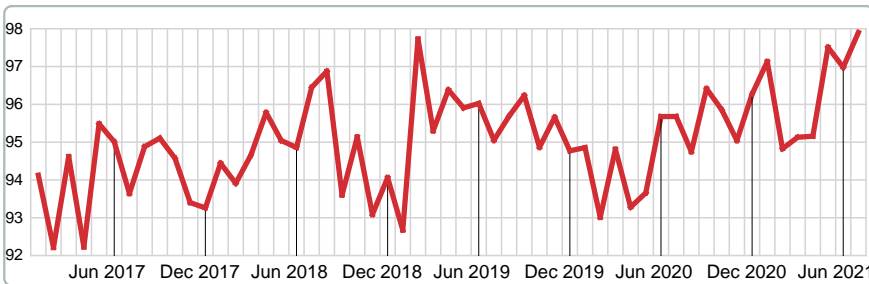
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

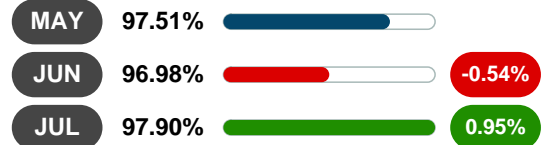


3 MONTHS

5 year JUL AVG = 95.74%

High Jul 2021 97.90% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **97.90%** above the 5 yr JUL average of **95.74%**



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	8.99%	94.73%	94.58%	95.96%	91.67%	0.00%
\$50,001 - \$75,000	3	3.37%	99.06%	106.51%	95.33%	0.00%	0.00%
\$75,001 - \$100,000	14	15.73%	94.96%	95.73%	95.44%	91.23%	0.00%
\$100,001 - \$150,000	24	26.97%	99.08%	105.09%	98.59%	97.24%	0.00%
\$150,001 - \$250,000	20	22.47%	99.01%	101.30%	98.85%	98.94%	0.00%
\$250,001 - \$425,000	11	12.36%	99.82%	0.00%	98.14%	99.07%	111.99%
\$425,001 and up	9	10.11%	96.98%	96.83%	98.45%	92.57%	98.51%
Average Sold/List Ratio		97.90%		97.84%	97.96%	96.91%	101.88%
Total Closed Units	89	100%	97.90%	15	52	18	4
Total Closed Volume	17,388,100			1.75M	9.04M	4.60M	1.99M

July 2021



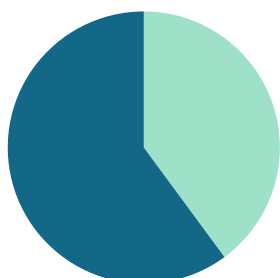
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

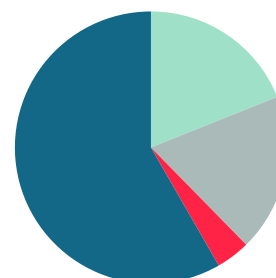


Inventory
 New Listings
152 = 39.90%
 Start Inventory
229
 Total Inventory Units
381
 Volume
\$91,902,543

Market Activity

Closed Sales
89 = 18.94%
 Pending Sales
88 = 18.72%
 Other Off Market
19 = 4.04%
 Active Inventory
274 = 58.30%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	114	89	-21.93%	534	600	12.36%
Pending Sales	117	88	-24.79%	627	649	3.51%
New Listings	139	152	9.35%	1,018	815	-19.94%
Average List Price	186,345	199,515	7.07%	160,212	208,908	30.39%
Average Sale Price	179,970	195,372	8.56%	153,238	201,512	31.50%
Average Percent of Selling Price to List Price	95.68%	97.90%	2.32%	94.60%	96.46%	1.97%
Average Days on Market to Sale	57.02	42.08	-26.20%	54.36	45.75	-15.83%
Monthly Inventory	409	274	-33.01%	409	274	-33.01%
Months Supply of Inventory	5.46	3.00	-45.05%	5.46	3.00	-45.05%

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

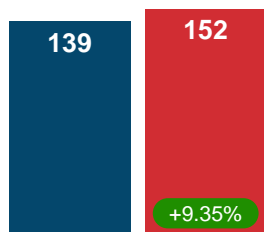
Inventory on July 31, 2021 = **274**

2020 **2021**

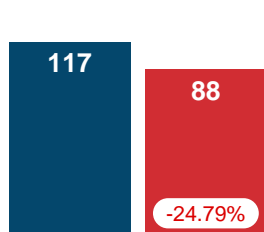
JULY MARKET

AVERAGE PRICES

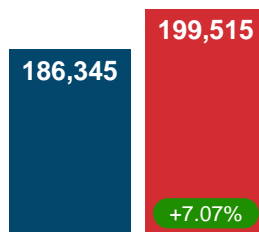
New Listings



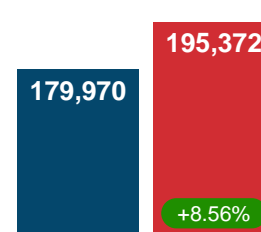
Pending Listings



List Price



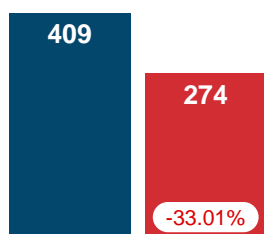
Sale Price



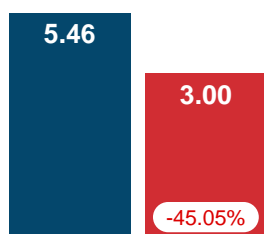
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

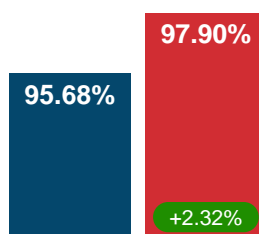
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

