

June 2021



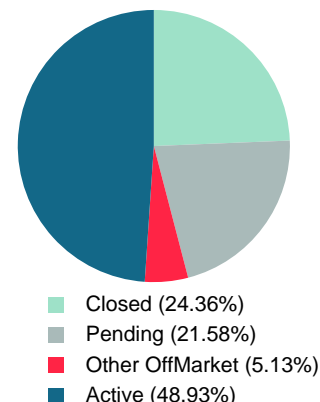
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	84	114	35.71%
Pending Listings	113	101	-10.62%
New Listings	139	139	0.00%
Average List Price	188,363	200,861	6.64%
Average Sale Price	180,992	197,229	8.97%
Average Percent of Selling Price to List Price	95.68%	96.98%	1.36%
Average Days on Market to Sale	52.61	45.96	-12.63%
End of Month Inventory	428	229	-46.50%
Months Supply of Inventory	5.80	2.45	-57.76%



Absorption: Last 12 months, an Average of **93** Sales/Month
Active Inventory as of June 30, 2021 = **229**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **46.50%** to 229 existing homes available for sale. Over the last 12 months this area has had an average of 93 closed sales per month. This represents an unsold inventory index of **2.45** 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 **8.97%** in June 2021 to \$197,229 versus the previous year at \$180,992.

Average Days on Market Shortens

The average number of **45.96** days that homes spent on the market before selling decreased by 6.64 days or **12.63%** in June 2021 compared to last year's same month at **52.61** DOM.

Sales Success for June 2021 is Positive

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

There were 139 New Listings in June 2021, down **0.00%** from last year at 139. Furthermore, there were 114 Closed Listings this month versus last year at 84, a **35.71%** increase.

Closed versus Listed trends yielded a **82.0%** ratio, up from previous year's, June 2020, at **60.4%**, a **35.71%** upswing. 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

June 2021



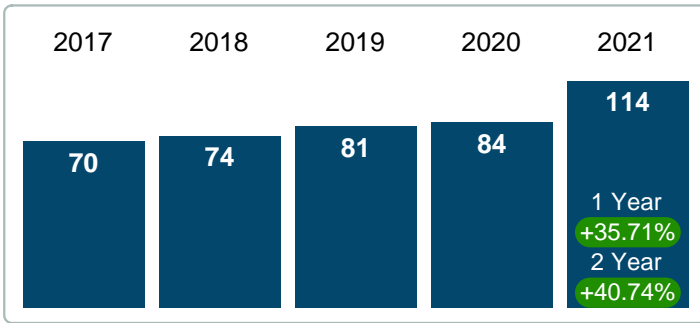
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



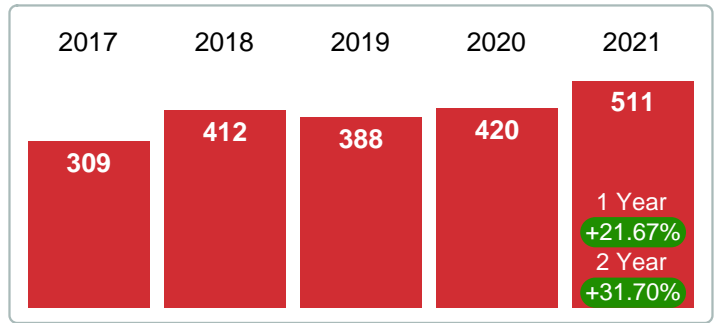
CLOSED LISTINGS

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

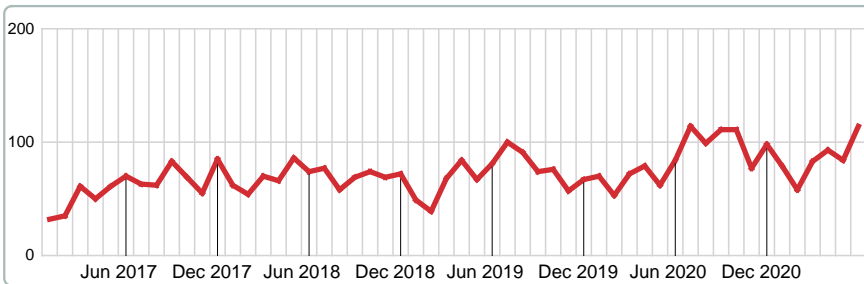
JUNE



YEAR TO DATE (YTD)

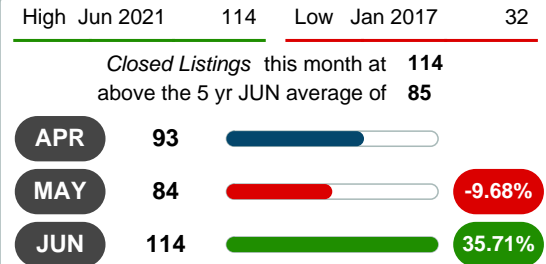


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 85



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	10	8.77%	55.6	4	5	0	1
\$50,001 - \$75,000	8	7.02%	42.5	3	3	2	0
\$75,001 - \$125,000	23	20.18%	39.0	3	18	2	0
\$125,001 - \$200,000	31	27.19%	34.5	2	20	6	3
\$200,001 - \$250,000	17	14.91%	69.4	3	13	1	0
\$250,001 - \$425,000	12	10.53%	59.3	2	7	3	0
\$425,001 and up	13	11.40%	37.5	0	7	4	2
Total Closed Units	114			17	73	18	6
Total Closed Volume	22,484,106	100%	46.0	2.29M	13.81M	4.80M	1.59M
Average Closed Price	\$197,229			\$134,412	\$189,136	\$266,567	\$265,667

June 2021



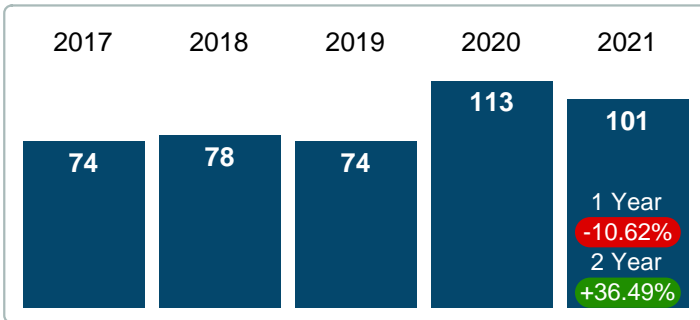
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



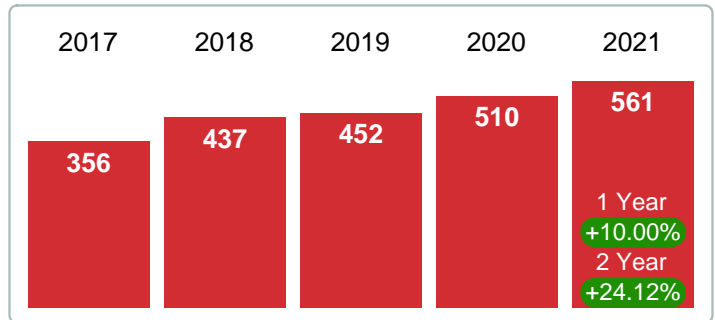
PENDING LISTINGS

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

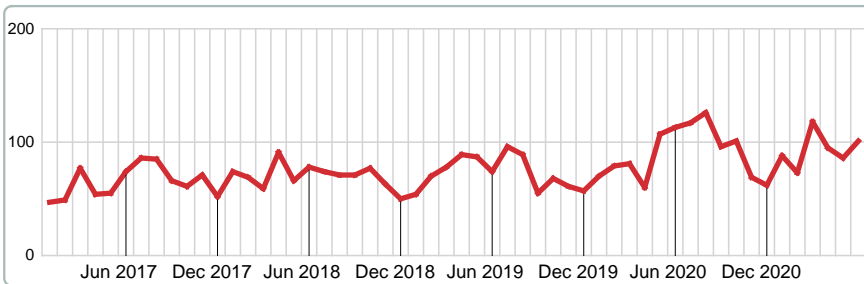
JUNE



YEAR TO DATE (YTD)

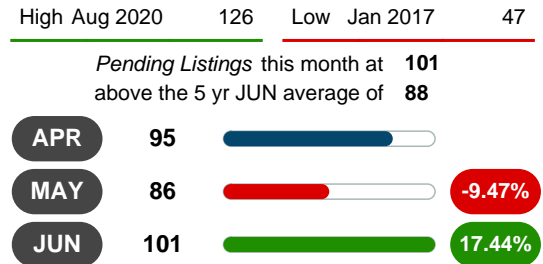


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 88



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	10	9.90%	73.4	5	3	1	1
\$50,001 - \$75,000	4	3.96%	26.0	1	1	2	0
\$75,001 - \$125,000	21	20.79%	24.4	3	16	2	0
\$125,001 - \$175,000	22	21.78%	16.6	3	13	6	0
\$175,001 - \$250,000	21	20.79%	60.3	1	16	4	0
\$250,001 - \$375,000	12	11.88%	30.7	0	11	1	0
\$375,001 and up	11	10.89%	34.4	1	6	2	2
Total Pending Units	101			14	66	18	3
Total Pending Volume	20,338,319	100%	36.8	1.76M	13.42M	3.78M	1.37M
Average Listing Price	\$201,934			\$125,457	\$203,408	\$210,167	\$458,000

June 2021



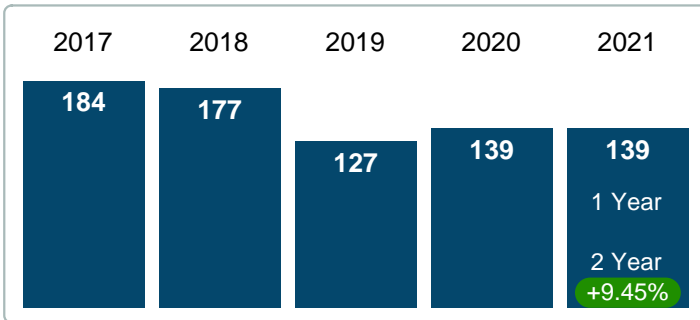
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



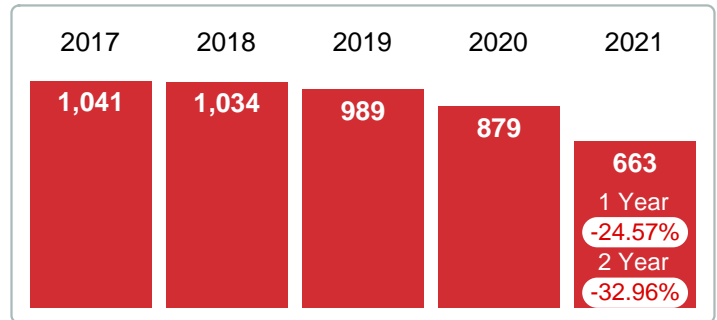
NEW LISTINGS

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

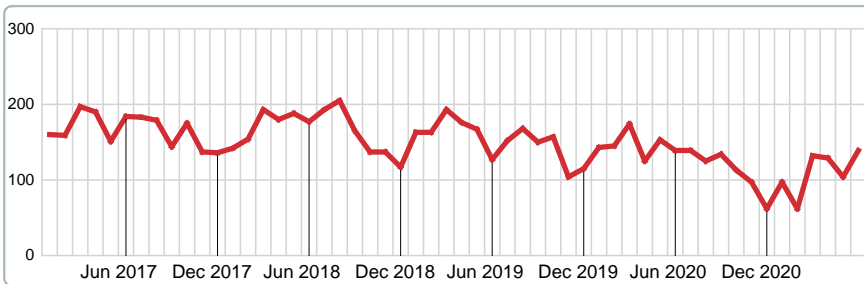
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 153

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 139 below the 5 yr JUN average of 153



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$50,000 and less	12	8.63%
\$50,001 - \$75,000	11	7.91%
\$75,001 - \$125,000	30	21.58%
\$125,001 - \$175,000	29	20.86%
\$175,001 - \$250,000	22	15.83%
\$250,001 - \$450,000	21	15.11%
\$450,001 and up	14	10.07%
Total New Listed Units	139	
Total New Listed Volume	29,255,968	100%
Average New Listed Listing Price	\$190,527	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7	0	0
\$50,001 - \$75,000	7	3	1	0
\$75,001 - \$125,000	6	21	3	0
\$125,001 - \$175,000	2	19	8	0
\$175,001 - \$250,000	2	15	4	1
\$250,001 - \$450,000	1	12	7	1
\$450,001 and up	0	7	6	1
Total	23	84	29	3
Total Volume	2.39M	16.92M	8.51M	1.44M
Average Price	\$103,804	\$201,376	\$293,417	\$481,267

June 2021



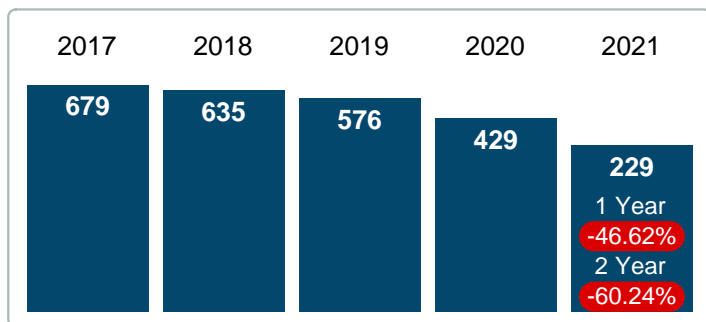
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



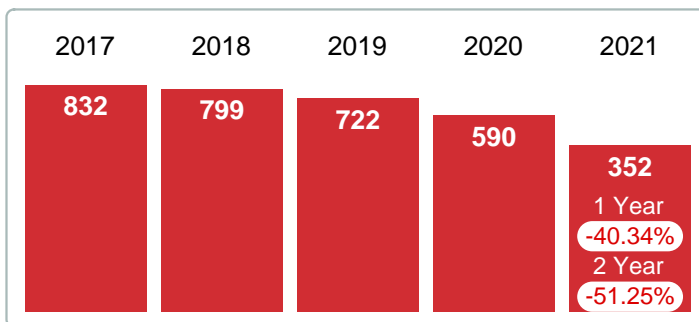
ACTIVE INVENTORY

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

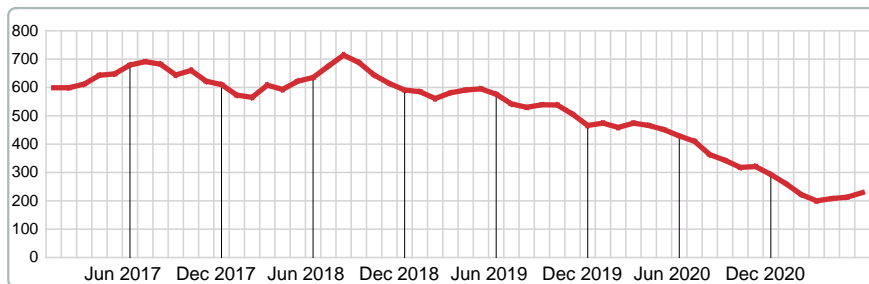
END OF JUNE



ACTIVE DURING JUNE

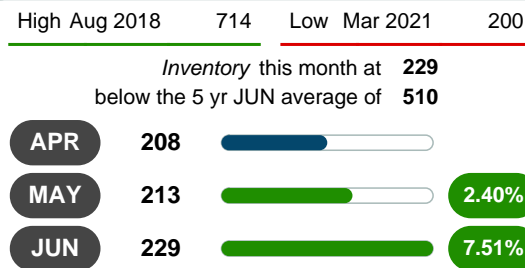


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 510



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	23	10.04%	82.0	9	13	1	0
\$50,001 - \$75,000	23	10.04%	54.7	15	8	0	0
\$75,001 - \$100,000	26	11.35%	120.2	5	16	5	0
\$100,001 - \$225,000	71	31.00%	59.2	6	48	17	0
\$225,001 - \$325,000	35	15.28%	81.9	2	19	11	3
\$325,001 - \$475,000	28	12.23%	74.6	3	13	10	2
\$475,001 and up	23	10.04%	61.2	2	8	7	6
Total Active Inventory by Units	229			42	125	51	11
Total Active Inventory by Volume	55,946,246	100%	73.5	5.45M	25.26M	15.66M	9.58M
Average Active Inventory Listing Price	\$244,307			\$129,769	\$202,065	\$306,982	\$871,064

June 2021



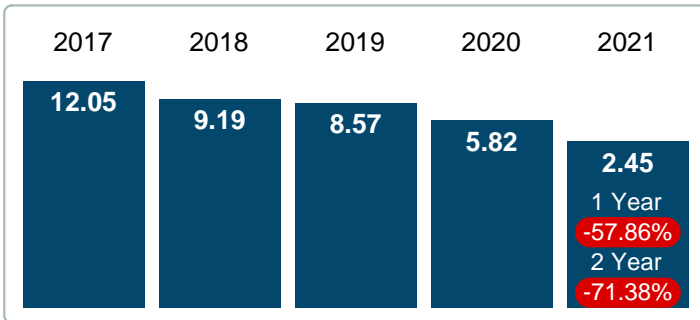
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



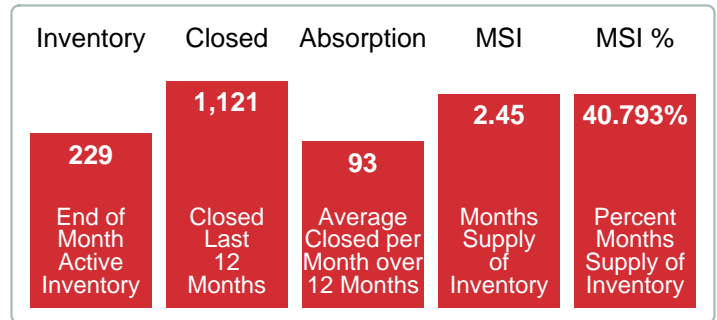
MONTHS SUPPLY of INVENTORY (MSI)

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

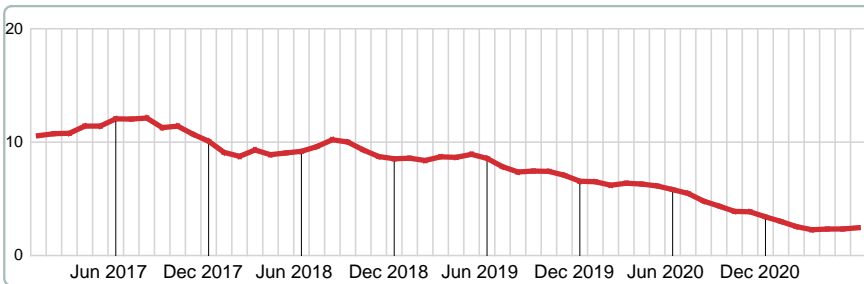
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.62

High Aug 2017 12.12 Low Mar 2021 2.27

Months Supply this month at 2.45 below the 5 yr JUN average of 7.62



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	23	10.04%	2.36	1.80	3.25	2.00	0.00
\$50,001 - \$75,000	23	10.04%	2.42	4.19	1.50	0.00	0.00
\$75,001 - \$100,000	26	11.35%	2.31	3.00	1.92	4.00	0.00
\$100,001 - \$225,000	71	31.00%	1.92	1.60	1.85	2.72	0.00
\$225,001 - \$325,000	35	15.28%	3.39	1.60	3.04	4.71	6.00
\$325,001 - \$475,000	28	12.23%	3.17	6.00	2.69	3.75	2.40
\$475,001 and up	23	10.04%	3.37	4.00	4.17	2.63	3.43
Market Supply of Inventory (MSI)			2.45	2.58	2.21	3.14	2.59
Total Active Inventory by Units		100%	229	42	125	51	11

June 2021



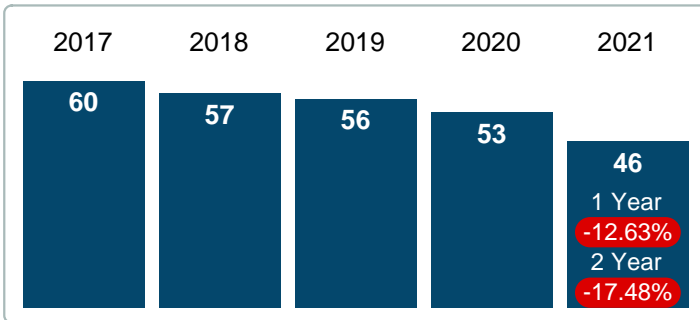
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



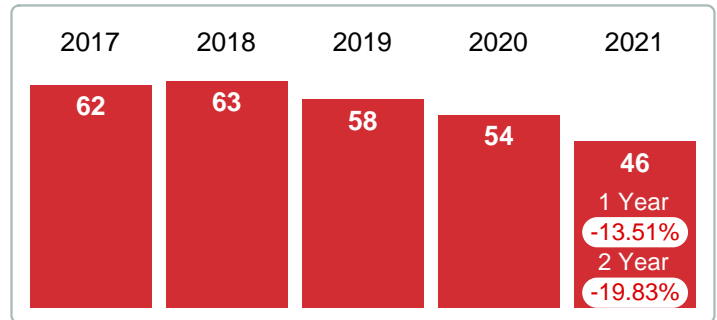
AVERAGE DAYS ON MARKET TO SALE

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

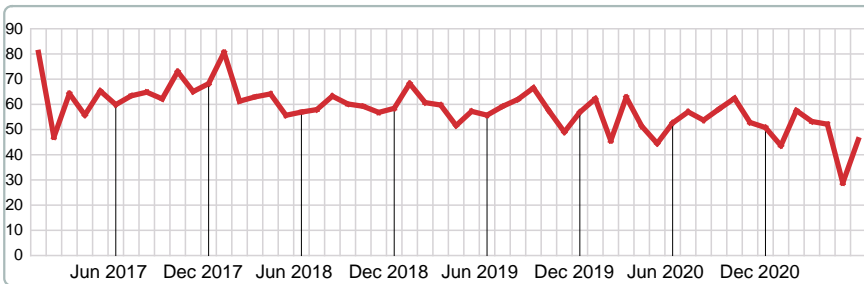
JUNE



YEAR TO DATE (YTD)

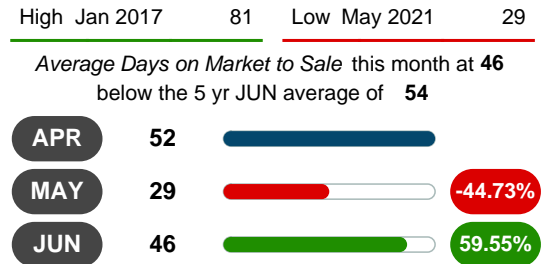


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54



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	8.77%	56	107	11	0	72
\$50,001 - \$75,000	7.02%	43	29	32	78	0
\$75,001 - \$125,000	20.18%	39	80	35	14	0
\$125,001 - \$200,000	27.19%	34	33	42	19	15
\$200,001 - \$250,000	14.91%	69	25	72	167	0
\$250,001 - \$425,000	10.53%	59	109	56	34	0
\$425,001 and up	11.40%	38	0	10	96	16
Average Closed DOM		46	66	42	53	25
Total Closed Units	100%	46	17	73	18	6
Total Closed Volume		22,484,106	2.29M	13.81M	4.80M	1.59M

June 2021



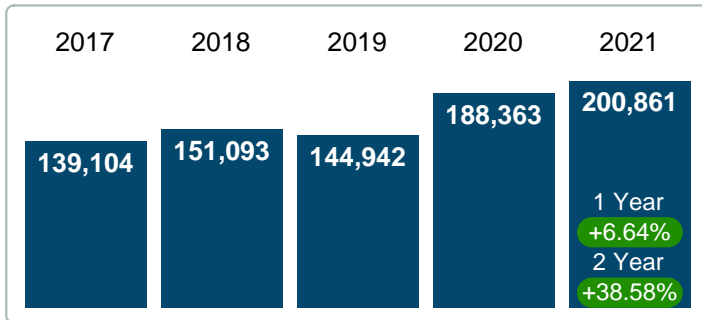
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



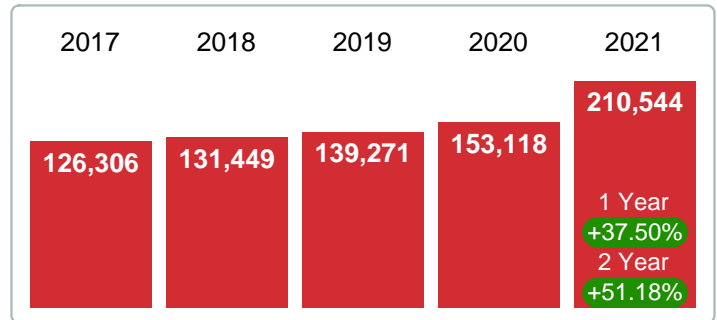
AVERAGE LIST PRICE AT CLOSING

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

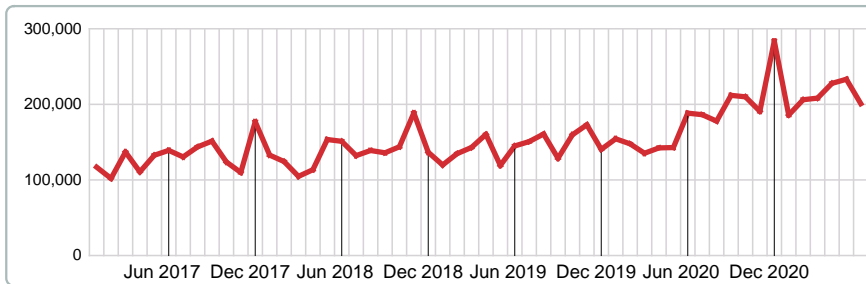
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

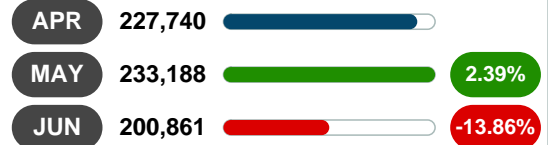


3 MONTHS

5 year JUN AVG = 164,873

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

Average List Price at Closing this month at **200,861**
above the 5 yr JUN average of **164,873**



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	9	7.89%	32,000	33,750	40,580	0 20,000
\$50,001 - \$75,000	8	7.02%	66,063	66,000	69,900	65,400 0
\$75,001 - \$125,000	24	21.05%	97,954	109,933	97,039	97,250 0
\$125,001 - \$200,000	32	28.07%	167,119	164,450	170,360	157,467 155,800
\$200,001 - \$250,000	15	13.16%	221,360	216,000	223,992	225,000 0
\$250,001 - \$425,000	13	11.40%	310,762	357,450	305,171	307,933 0
\$425,001 and up	13	11.40%	540,208	0	489,686	624,475 548,500
Average List Price		200,861		138,506	192,362	273,156 264,067
Total Closed Units		114	100%	200,861	17	73 18 6
Total Closed Volume		22,898,196		2.35M	14.04M	4.92M 1.58M

June 2021



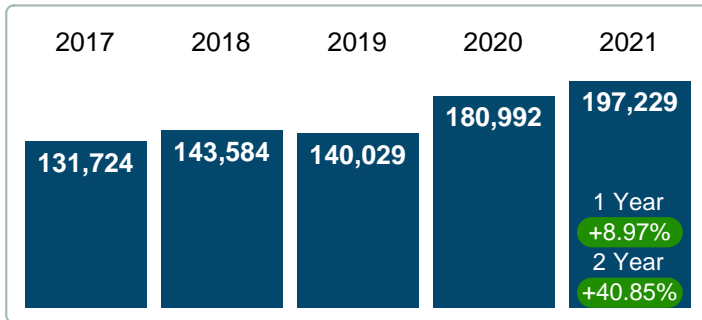
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



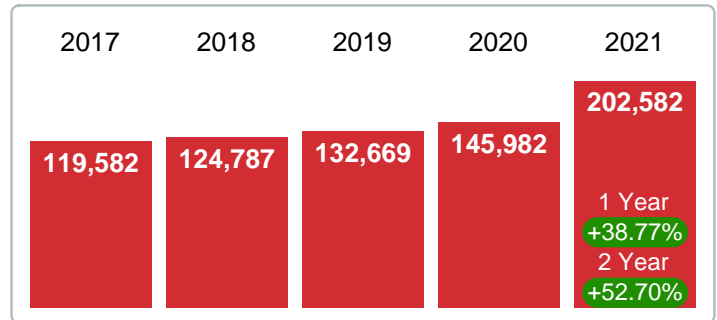
AVERAGE SOLD PRICE AT CLOSING

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

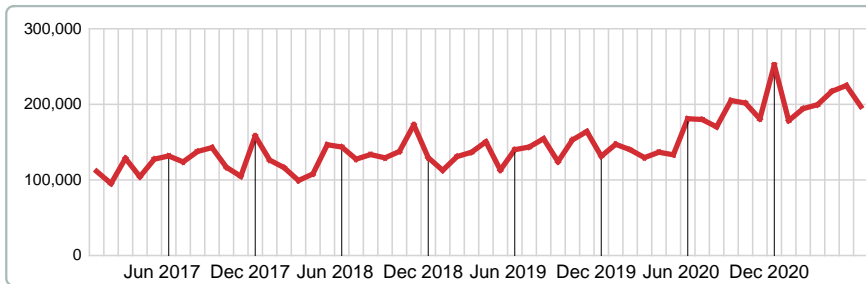
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

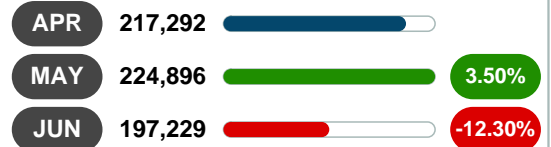


3 MONTHS

5 year JUN AVG = 158,712

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

Average Sold Price at Closing this month at 197,229 above the 5 yr JUN average of 158,712



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	10	8.77%	30,610	29,250	34,820	0 15,000
\$50,001 - \$75,000	8	7.02%	63,288	64,167	62,300	63,450 0
\$75,001 - \$125,000	23	20.18%	94,670	102,500	93,884	90,000 0
\$125,001 - \$200,000	31	27.19%	162,890	161,500	166,784	154,150 155,333
\$200,001 - \$250,000	17	14.91%	221,635	217,333	222,754	220,000 0
\$250,001 - \$425,000	12	10.53%	308,508	346,500	300,029	302,967 0
\$425,001 and up	13	11.40%	536,525	0	489,189	609,375 556,500
Average Sold Price		197,229		134,412	189,136	266,567 265,667
Total Closed Units		114	100%	197,229	17	73 18 6
Total Closed Volume		22,484,106		2.29M	13.81M	4.80M 1.59M

June 2021



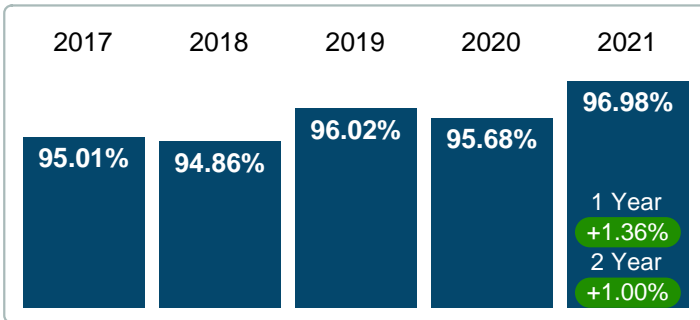
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



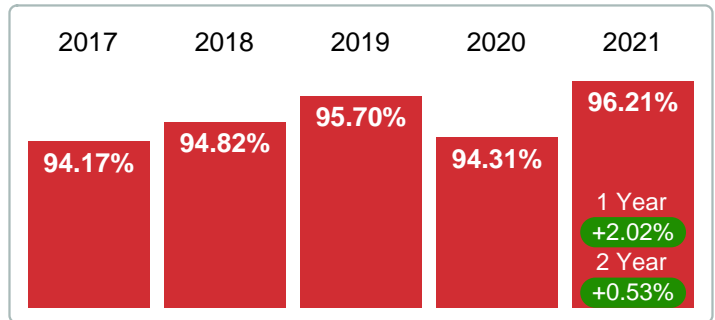
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

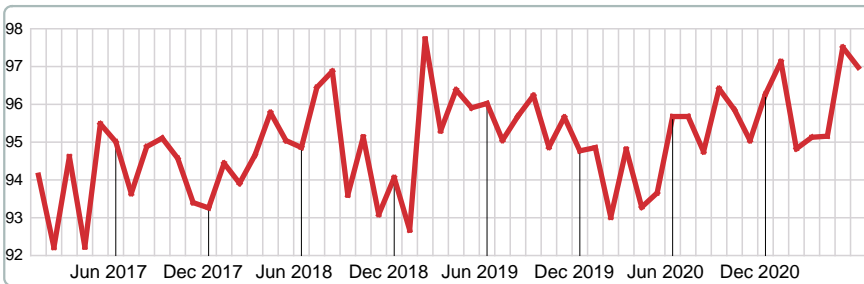
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

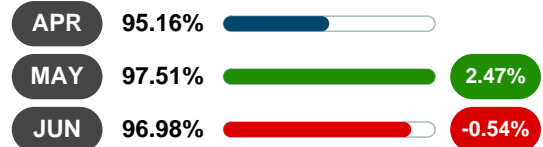


3 MONTHS

5 year JUN AVG = 95.71%

High Feb 2019 97.73% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **96.98%** above the 5 yr JUN average of **95.71%**



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	10	8.77%	87.67%	85.20%	92.19%	0.00%	75.00%
\$50,001 - \$75,000	8	7.02%	94.32%	97.49%	89.39%	96.97%	0.00%
\$75,001 - \$125,000	23	20.18%	96.00%	93.10%	96.75%	93.67%	0.00%
\$125,001 - \$200,000	31	27.19%	98.30%	98.36%	98.11%	98.25%	99.65%
\$200,001 - \$250,000	17	14.91%	99.66%	100.71%	99.56%	97.78%	0.00%
\$250,001 - \$425,000	12	10.53%	98.60%	96.92%	99.06%	98.64%	0.00%
\$425,001 and up	13	11.40%	99.37%	0.00%	99.87%	97.67%	101.01%
Average Sold/List Ratio		97.00%		94.43%	97.53%	97.51%	96.00%
Total Closed Units		114	100%	17	73	18	6
Total Closed Volume		22,484,106		2.29M	13.81M	4.80M	1.59M

June 2021



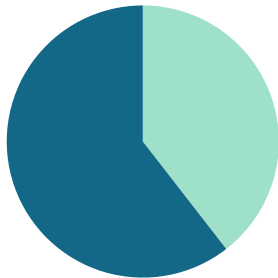
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

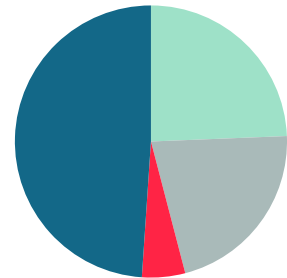


Inventory
 New Listings
139 = 39.49%
 Start Inventory
213
 Total Inventory Units
352
 Volume
\$79,893,859

Market Activity

Closed Sales
114 = 24.36%
 Pending Sales
101 = 21.58%
 Other Off Market
24 = 5.13%
 Active Inventory
229 = 48.93%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	84	114	35.71%	420	511	21.67%
Pending Sales	113	101	-10.62%	510	561	10.00%
New Listings	139	139	0.00%	879	663	-24.57%
Average List Price	188,363	200,861	6.64%	153,118	210,544	37.50%
Average Sale Price	180,992	197,229	8.97%	145,982	202,582	38.77%
Average Percent of Selling Price to List Price	95.68%	96.98%	1.36%	94.31%	96.21%	2.02%
Average Days on Market to Sale	52.61	45.96	-12.63%	53.64	46.39	-13.51%
Monthly Inventory	428	229	-46.50%	428	229	-46.50%
Months Supply of Inventory	5.80	2.45	-57.76%	5.80	2.45	-57.76%

Absorption: Last 12 months, an Average of **93** Sales/Month

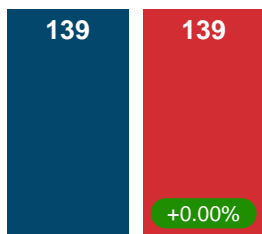
Inventory on June 30, 2021 = **229**

2020 **2021**

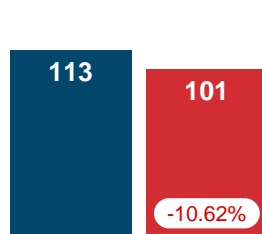
JUNE MARKET

AVERAGE PRICES

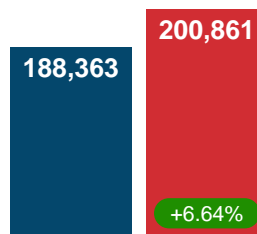
New Listings



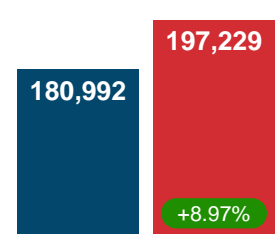
Pending Listings



List Price



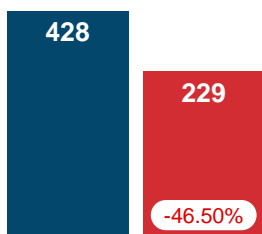
Sale Price



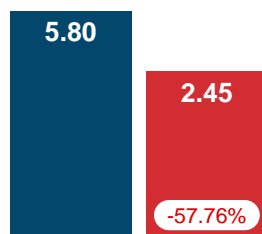
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

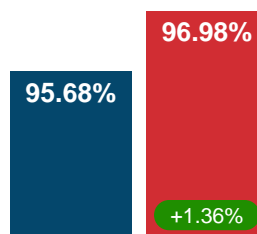
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

