

October 2021



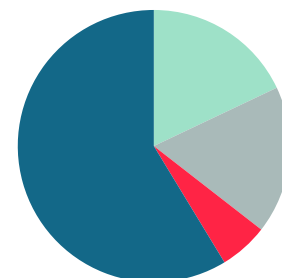
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	111	93	-16.22%
Pending Listings	101	91	-9.90%
New Listings	113	113	0.00%
Average List Price	209,946	235,745	12.29%
Average Sale Price	201,694	229,014	13.54%
Average Percent of Selling Price to List Price	95.86%	96.19%	0.35%
Average Days on Market to Sale	62.40	31.34	-49.77%
End of Month Inventory	317	304	-4.10%
Months Supply of Inventory	3.89	3.45	-11.18%



■ Closed (17.95%)
■ Pending (17.57%)
■ Other OffMarket (5.79%)
■ Active (58.69%)

Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of October 31, 2021 = **304**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **4.10%** to 304 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **3.45** 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 **13.54%** in October 2021 to \$229,014 versus the previous year at \$201,694.

Average Days on Market Shortens

The average number of **31.34** days that homes spent on the market before selling decreased by 31.05 days or **49.77%** in October 2021 compared to last year's same month at **62.40** DOM.

Sales Success for October 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 113 New Listings in October 2021, down **0.00%** from last year at 113. Furthermore, there were 93 Closed Listings this month versus last year at 111, a **-16.22%** decrease.

Closed versus Listed trends yielded a **82.3%** ratio, down from previous year's, October 2020, at **98.2%**, a **16.22%** 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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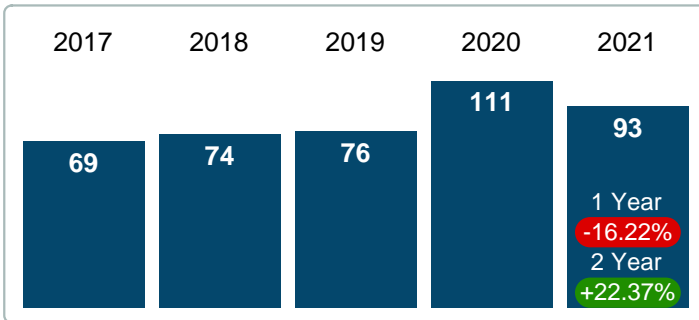
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



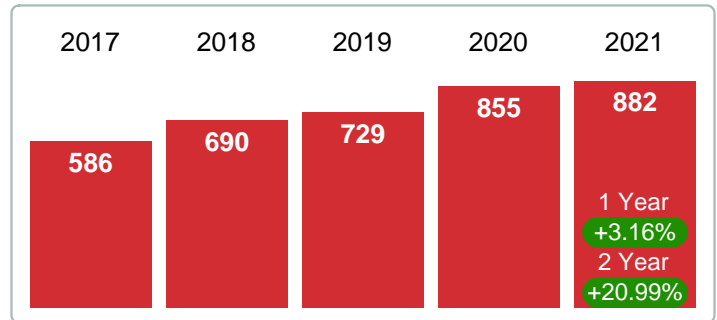
CLOSED LISTINGS

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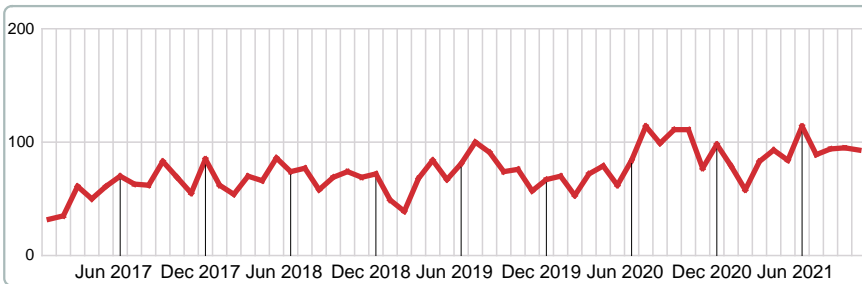
OCTOBER



YEAR TO DATE (YTD)

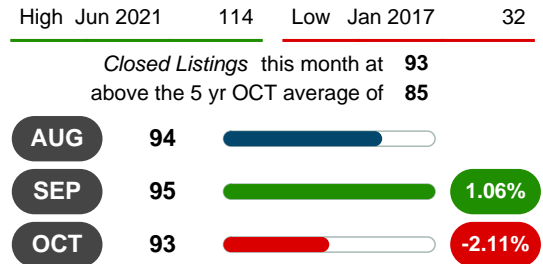


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	8	8.60%	59.0	3	4	1	0
\$50,001 - \$75,000	9	9.68%	26.8	2	7	0	0
\$75,001 - \$125,000	18	19.35%	20.9	1	14	3	0
\$125,001 - \$200,000	22	23.66%	30.1	1	19	1	1
\$200,001 - \$325,000	15	16.13%	41.5	1	8	4	2
\$325,001 - \$525,000	12	12.90%	34.8	2	8	2	0
\$525,001 and up	9	9.68%	13.8	0	2	5	2
Total Closed Units	93			10	62	16	5
Total Closed Volume	21,298,258	100%	31.3	1.50M	11.77M	5.86M	2.17M
Average Closed Price	\$229,014			\$150,000	\$189,829	\$365,960	\$434,700

October 2021



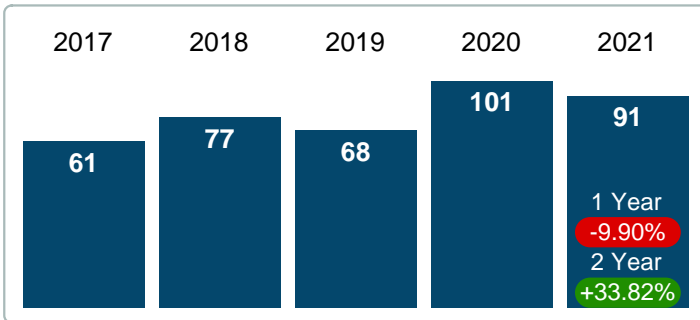
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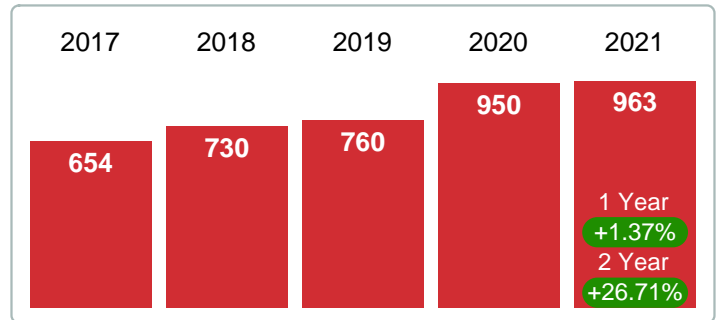
PENDING LISTINGS

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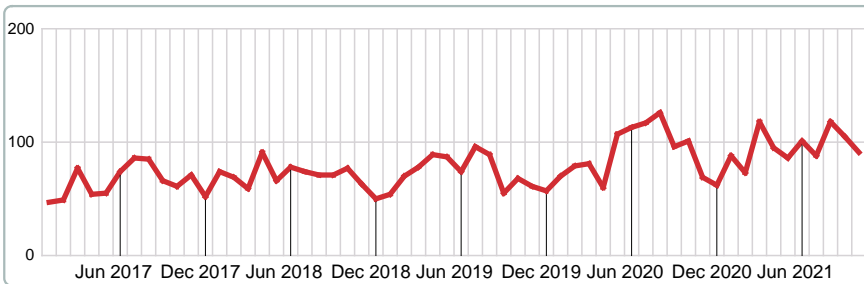
OCTOBER



YEAR TO DATE (YTD)

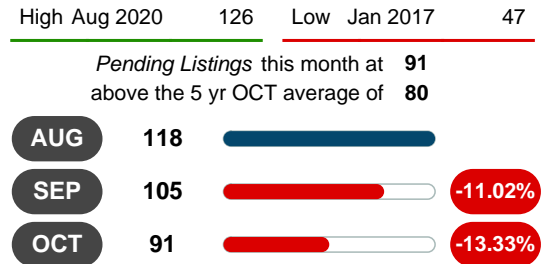


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 80



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	3	3.30%	40.3	2	1	0	0
\$50,001 - \$75,000	8	8.79%	30.4	1	6	1	0
\$75,001 - \$125,000	22	24.18%	41.3	8	13	1	0
\$125,001 - \$175,000	16	17.58%	39.3	4	9	3	0
\$175,001 - \$250,000	21	23.08%	38.2	1	14	6	0
\$250,001 - \$375,000	10	10.99%	30.0	0	5	4	1
\$375,001 and up	11	12.09%	61.6	0	9	2	0
Total Pending Units	91			16	57	17	1
Total Pending Volume	18,653,449	100%	39.1	1.72M	12.34M	4.32M	269.90K
Average Listing Price	\$204,816			\$107,500	\$216,522	\$254,224	\$269,900

October 2021



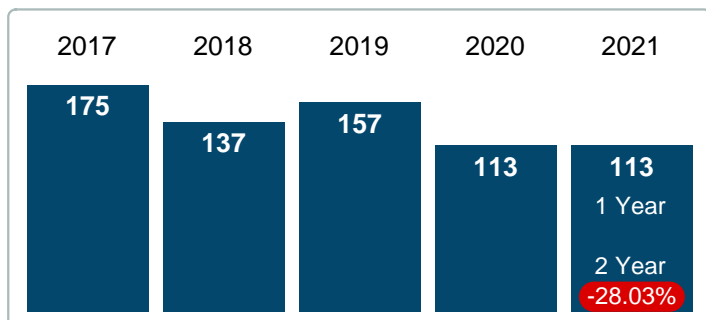
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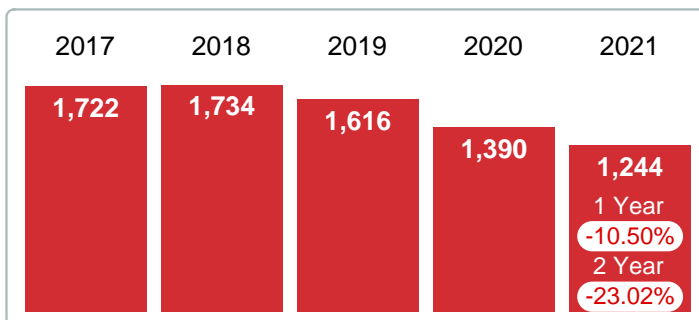
NEW LISTINGS

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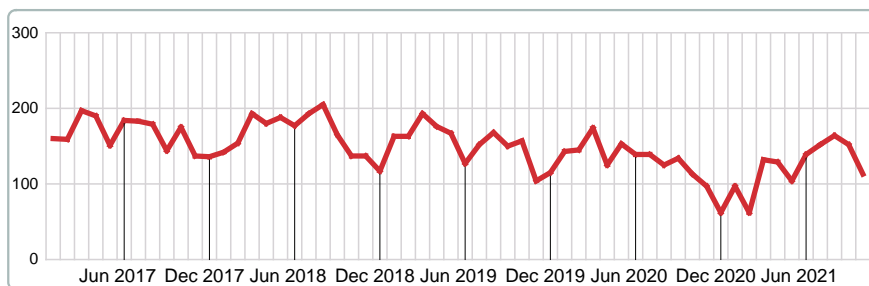
OCTOBER



YEAR TO DATE (YTD)

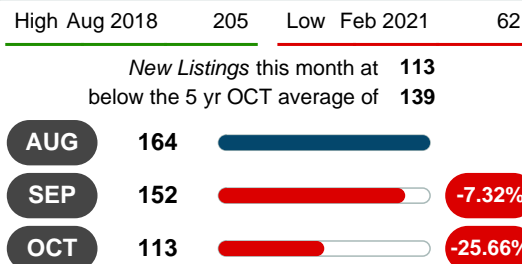


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 139



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	9	7.96%	5	2	1	1
\$50,001 - \$75,000	8	7.08%	2	6	0	0
\$75,001 - \$125,000	22	19.47%	6	14	2	0
\$125,001 - \$200,000	29	25.66%	5	18	6	0
\$200,001 - \$275,000	18	15.93%	1	7	10	0
\$275,001 - \$450,000	16	14.16%	3	6	6	1
\$450,001 and up	11	9.73%	1	5	5	0
Total New Listed Units	113		23	58	30	2
Total New Listed Volume	26,476,248	100%	3.55M	12.38M	10.04M	498.00K
Average New Listed Listing Price	\$207,977		\$154,409	\$213,492	\$334,810	\$249,000

October 2021



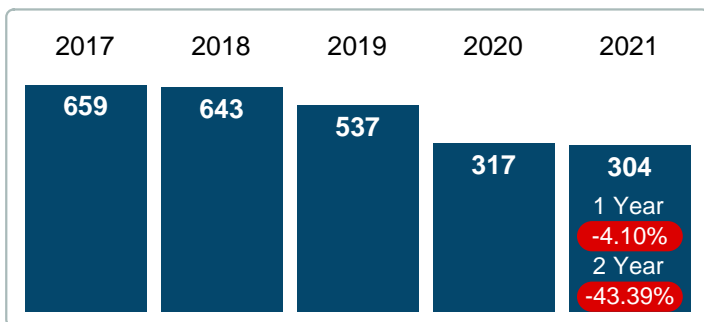
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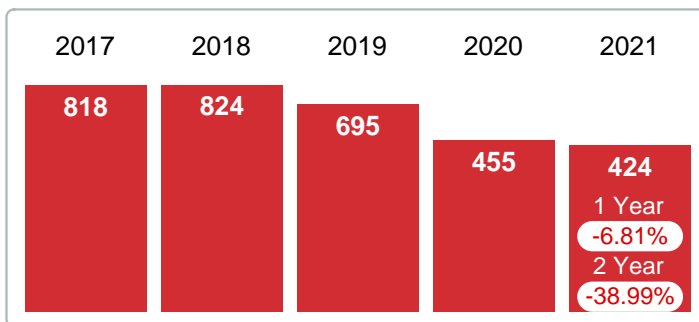
ACTIVE INVENTORY

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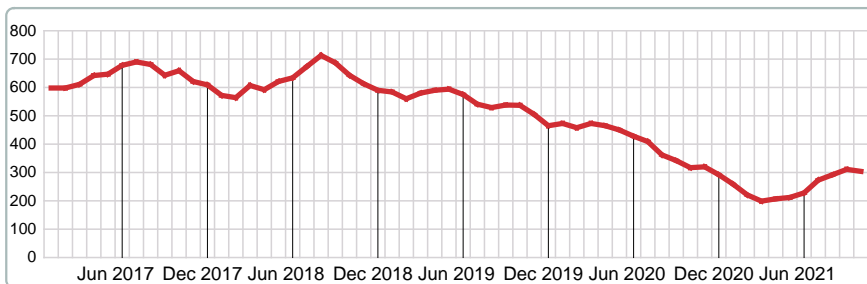
END OF OCTOBER



ACTIVE DURING OCTOBER

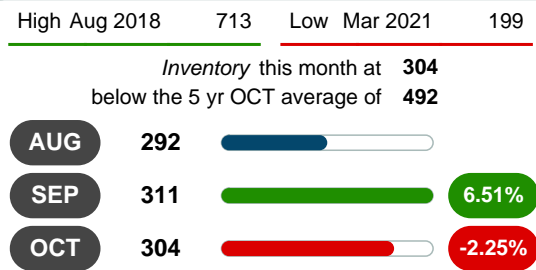


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 492



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	7.89%	72.3	13	9	1	1
\$50,001 - \$75,000	22	7.24%	90.1	13	8	1	0
\$75,001 - \$150,000	69	22.70%	65.9	17	43	9	0
\$150,001 - \$250,000	72	23.68%	74.2	4	44	21	3
\$250,001 - \$350,000	46	15.13%	73.3	8	18	17	3
\$350,001 - \$600,000	41	13.49%	85.2	5	19	14	3
\$600,001 and up	30	9.87%	85.6	4	10	8	8
Total Active Inventory by Units	304			64	151	71	18
Total Active Inventory by Volume	92,964,819	100%	75.8	14.16M	41.09M	24.37M	13.34M
Average Active Inventory Listing Price	\$305,805			\$221,322	\$272,130	\$343,276	\$740,892

October 2021



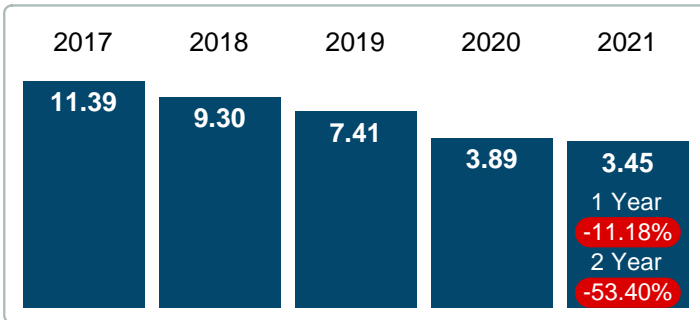
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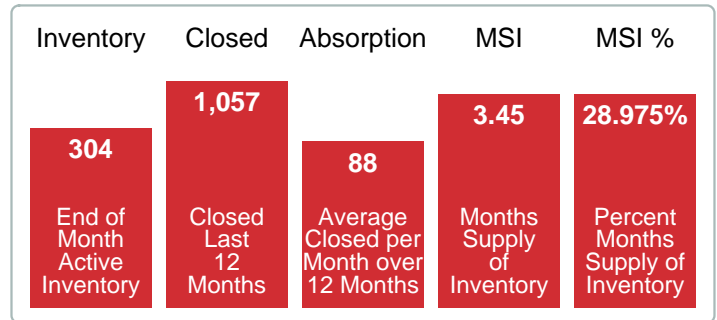
MONTHS SUPPLY of INVENTORY (MSI)

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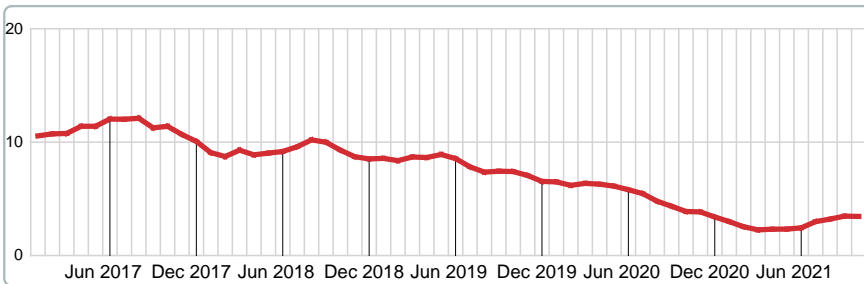
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 7.09

High Aug 2017 12.11 | Low Mar 2021 2.26

Months Supply this month at **3.45**
below the 5 yr OCT average of **7.09**



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	7.89%	2.53	2.74	2.25	1.71	6.00
\$50,001 - \$75,000	22	7.24%	2.72	4.22	1.88	1.50	0.00
\$75,001 - \$150,000	69	22.70%	2.47	4.86	2.10	2.51	0.00
\$150,001 - \$250,000	72	23.68%	3.38	2.53	2.90	5.36	4.50
\$250,001 - \$350,000	46	15.13%	5.63	12.00	3.66	7.85	7.20
\$350,001 - \$600,000	41	13.49%	4.78	10.00	4.15	5.79	2.77
\$600,001 and up	30	9.87%	6.67	16.00	8.57	5.05	5.33
Market Supply of Inventory (MSI)			3.45	4.47	2.77	4.76	4.24
Total Active Inventory by Units		100%	304	64	151	71	18

October 2021



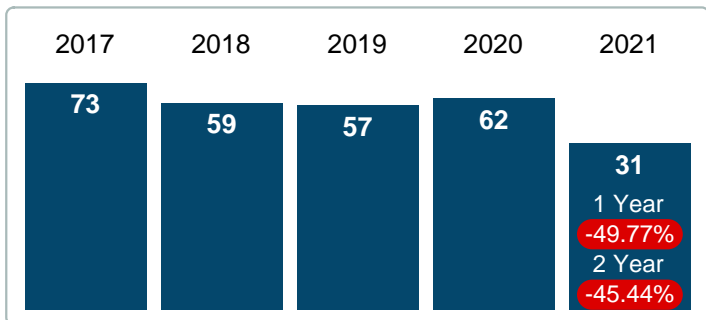
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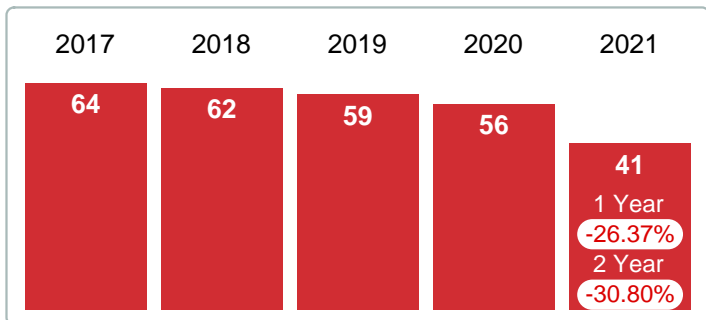
AVERAGE DAYS ON MARKET TO SALE

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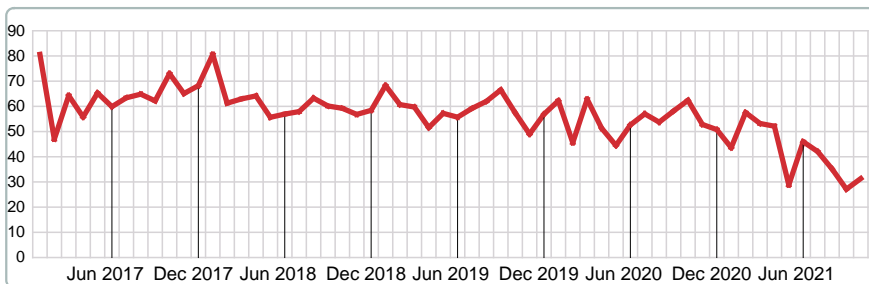
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

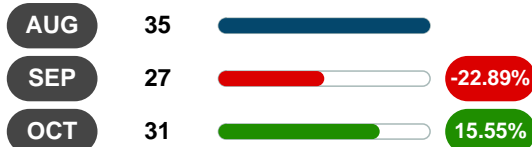


3 MONTHS

5 year OCT AVG = 57

High Jan 2017 81 Low Sep 2021 27

Average Days on Market to Sale this month at 31 below the 5 yr OCT average of 57



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	8.60%	59	100	40	13	0
\$50,001 - \$75,000	9.68%	27	58	18	0	0
\$75,001 - \$125,000	19.35%	21	6	24	11	0
\$125,001 - \$200,000	23.66%	30	1	31	3	62
\$200,001 - \$325,000	16.13%	41	3	62	11	39
\$325,001 - \$525,000	12.90%	35	3	31	83	0
\$525,001 and up	9.68%	14	0	6	14	22
Average Closed DOM		31	43	32	21	37
Total Closed Units	100%	93	10	62	16	5
Total Closed Volume		21,298,258	1.50M	11.77M	5.86M	2.17M

October 2021



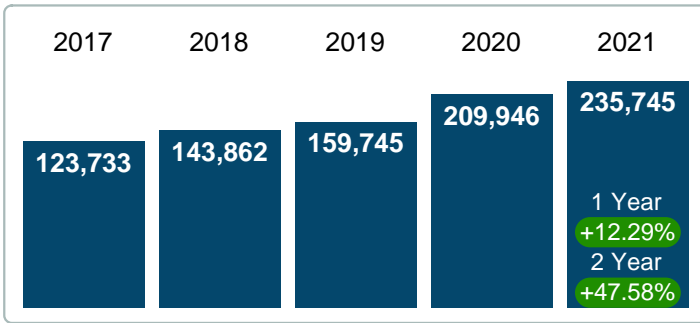
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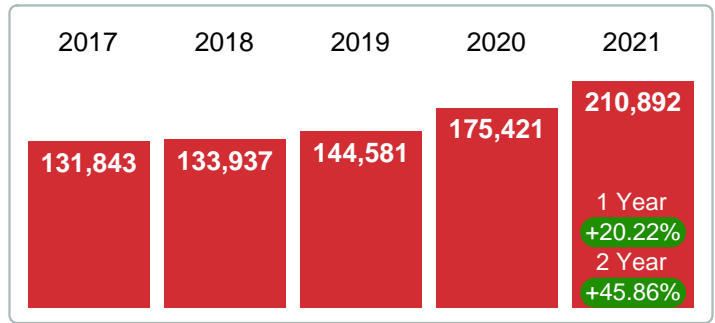
AVERAGE LIST PRICE AT CLOSING

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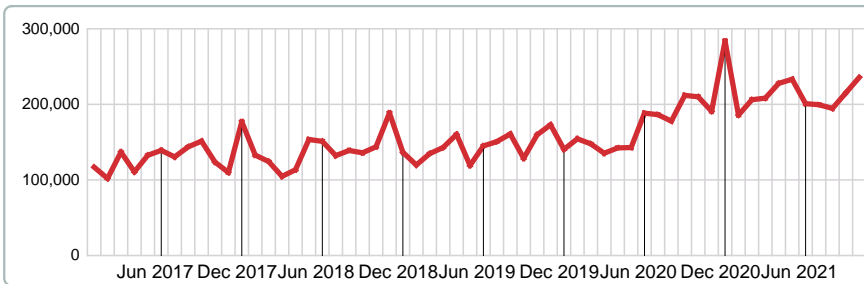
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

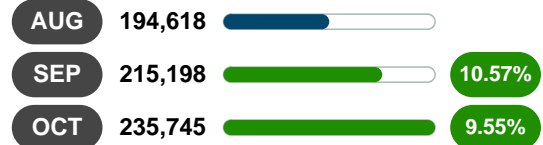


3 MONTHS

5 year OCT AVG = 174,606

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

Average List Price at Closing this month at **235,745**
above the 5 yr OCT average of **174,606**



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	6.45%	34,233	27,000	44,975	53,500	0
\$50,001 - \$75,000	10.75%	66,970	64,950	72,971	0	0
\$75,001 - \$125,000	17.20%	107,219	124,900	112,900	118,300	0
\$125,001 - \$200,000	27.96%	159,317	169,000	157,313	160,000	199,500
\$200,001 - \$325,000	15.05%	240,900	210,000	232,475	245,950	259,450
\$325,001 - \$525,000	11.83%	414,436	409,500	445,113	364,450	0
\$525,001 and up	10.75%	726,000	0	707,000	749,400	774,500
Average List Price		235,745	153,380	195,080	376,756	453,480
Total Closed Units	100%	235,745	10	62	16	5
Total Closed Volume		21,924,248	1.53M	12.09M	6.03M	2.27M

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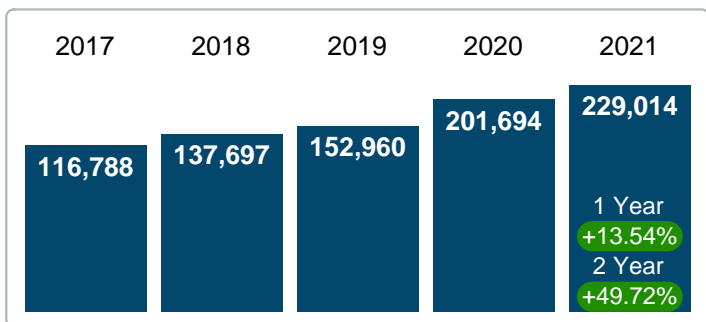
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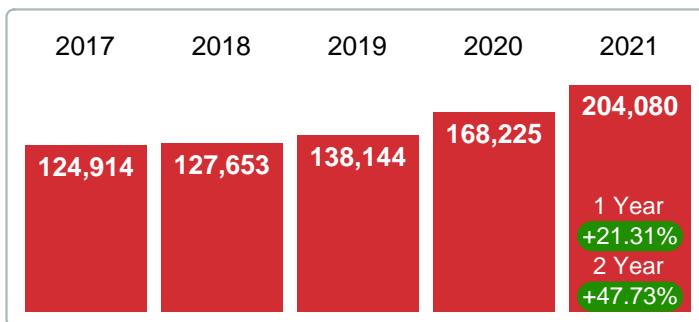
AVERAGE SOLD PRICE AT CLOSING

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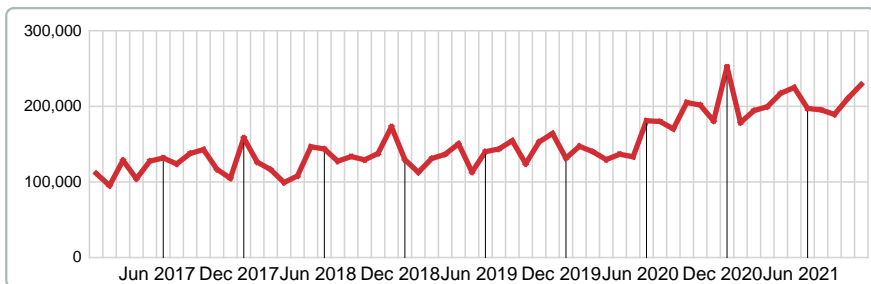
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

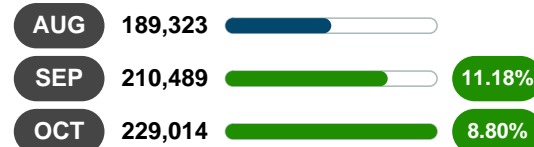


3 MONTHS

5 year OCT AVG = 167,631

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

Average Sold Price at Closing this month at **229,014** above the 5 yr OCT average of **167,631**



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	8.60%	33,875	23,333	39,000	45,000	0
\$50,001 - \$75,000	9.68%	65,822	56,000	68,629	0	0
\$75,001 - \$125,000	19.35%	109,272	120,000	107,993	111,667	0
\$125,001 - \$200,000	23.66%	157,641	169,000	156,532	160,000	165,000
\$200,001 - \$325,000	16.13%	230,560	210,000	220,113	243,750	256,250
\$325,001 - \$525,000	12.90%	416,267	409,500	433,388	354,550	0
\$525,001 and up	9.68%	727,362	0	709,500	726,252	748,000
Average Sold Price		229,014	150,000	189,829	365,960	434,700
Total Closed Units	100%	229,014	10	62	16	5
Total Closed Volume		21,298,258	1.50M	11.77M	5.86M	2.17M

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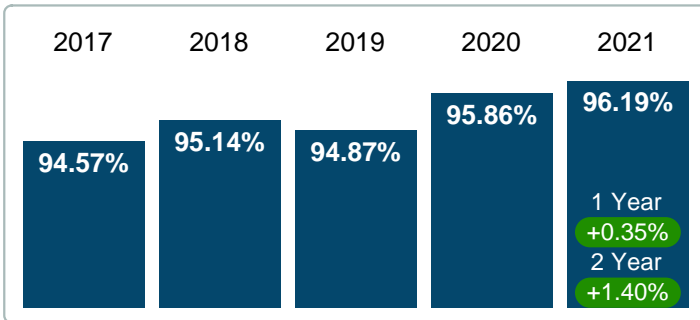
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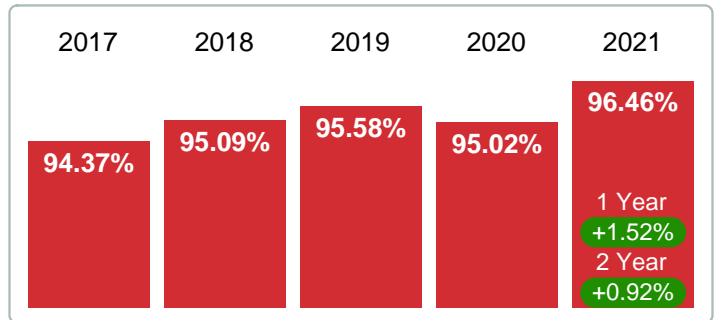
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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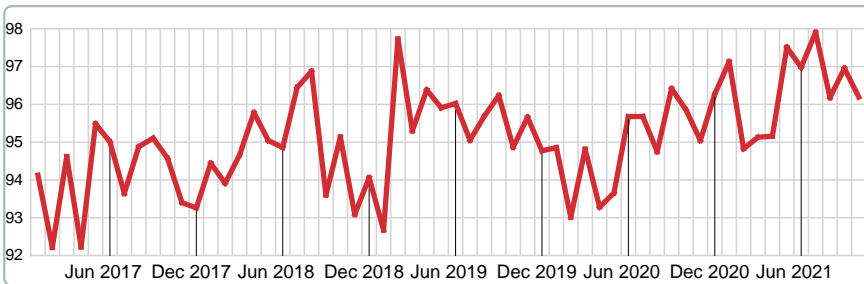
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

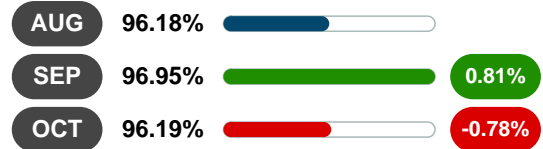


3 MONTHS

5 year OCT AVG = 95.32%

High Jul 2021 97.90% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **96.19%** above the 5 yr OCT average of **95.32%**



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	8.60%	86.69%	87.58%	86.66%	84.11%	0.00%
\$50,001 - \$75,000	9	9.68%	92.33%	86.25%	94.06%	0.00%	0.00%
\$75,001 - \$125,000	18	19.35%	96.38%	96.08%	96.64%	95.26%	0.00%
\$125,001 - \$200,000	22	23.66%	98.86%	100.00%	99.59%	100.00%	82.71%
\$200,001 - \$325,000	15	16.13%	97.25%	100.00%	95.30%	99.69%	98.84%
\$325,001 - \$525,000	12	12.90%	97.89%	100.00%	97.42%	97.66%	0.00%
\$525,001 and up	9	9.68%	97.58%	0.00%	100.35%	97.02%	96.20%
Average Sold/List Ratio		96.20%		93.13%	96.66%	96.82%	94.56%
Total Closed Units		93	100%	10	62	16	5
Total Closed Volume		21,298,258		1.50M	11.77M	5.86M	2.17M

October 2021



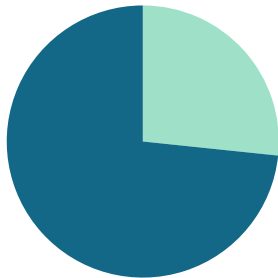
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

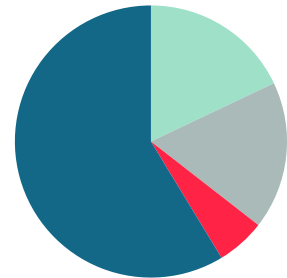


Inventory
 New Listings
113 = 26.65%
 Start Inventory
311
 Total Inventory Units
424
 Volume
\$121,365,768

Market Activity

Closed Sales
93 = 17.95%
 Pending Sales
91 = 17.57%
 Other Off Market
30 = 5.79%
 Active Inventory
304 = 58.69%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	111	93	-16.22%	855	882	3.16%
Pending Sales	101	91	-9.90%	950	963	1.37%
New Listings	113	113	0.00%	1,390	1,244	-10.50%
Average List Price	209,946	235,745	12.29%	175,421	210,892	20.22%
Average Sale Price	201,694	229,014	13.54%	168,225	204,080	21.31%
Average Percent of Selling Price to List Price	95.86%	96.19%	0.35%	95.02%	96.46%	1.52%
Average Days on Market to Sale	62.40	31.34	-49.77%	55.82	41.10	-26.37%
Monthly Inventory	317	304	-4.10%	317	304	-4.10%
Months Supply of Inventory	3.89	3.45	-11.18%	3.89	3.45	-11.18%

Absorption: Last 12 months, an Average of **88** Sales/Month

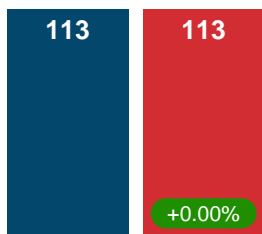
Inventory on October 31, 2021 = **304**

2020 **2021**

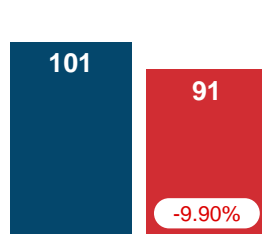
OCTOBER MARKET

AVERAGE PRICES

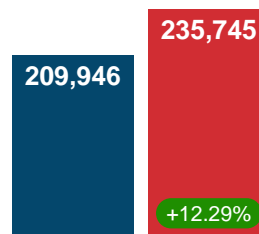
New Listings



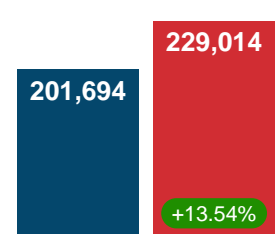
Pending Listings



List Price



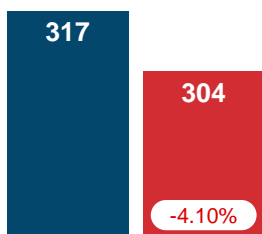
Sale Price



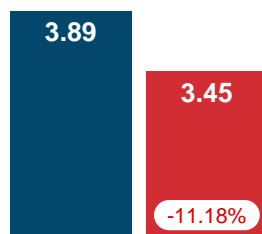
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

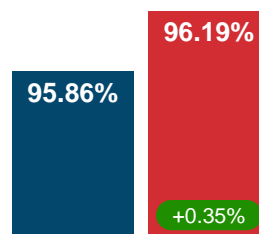
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

