

September 2021



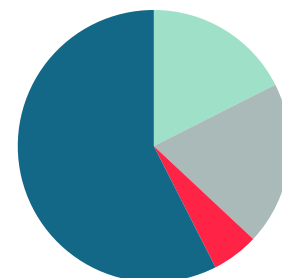
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	111	95	-14.41%
Pending Listings	96	105	9.38%
New Listings	134	152	13.43%
Average List Price	211,904	215,198	1.55%
Average Sale Price	205,076	210,489	2.64%
Average Percent of Selling Price to List Price	96.41%	96.95%	0.56%
Average Days on Market to Sale	58.14	27.13	-53.35%
End of Month Inventory	342	311	-9.06%
Months Supply of Inventory	4.35	3.47	-20.15%



■ Closed (17.56%)
■ Pending (19.41%)
■ Other OffMarket (5.55%)
■ Active (57.49%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of September 30, 2021 = **311**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **9.06%** to 311 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **3.47** 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 **2.64%** in September 2021 to \$210,489 versus the previous year at \$205,076.

Average Days on Market Shortens

The average number of **27.13** days that homes spent on the market before selling decreased by 31.02 days or **53.35%** in September 2021 compared to last year's same month at **58.14** 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 152 New Listings in September 2021, up **13.43%** from last year at 134. Furthermore, there were 95 Closed Listings this month versus last year at 111, a **-14.41%** decrease.

Closed versus Listed trends yielded a **62.5%** ratio, down from previous year's, September 2020, at **82.8%**, a **24.55%** 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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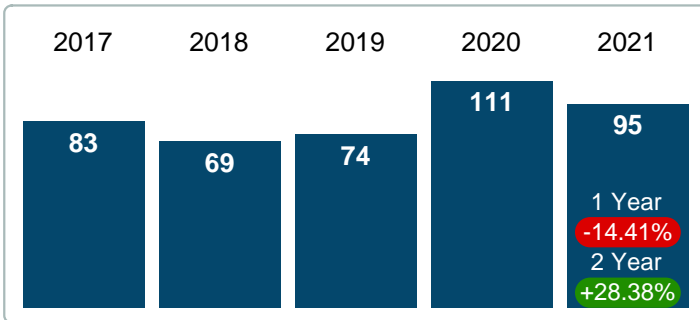
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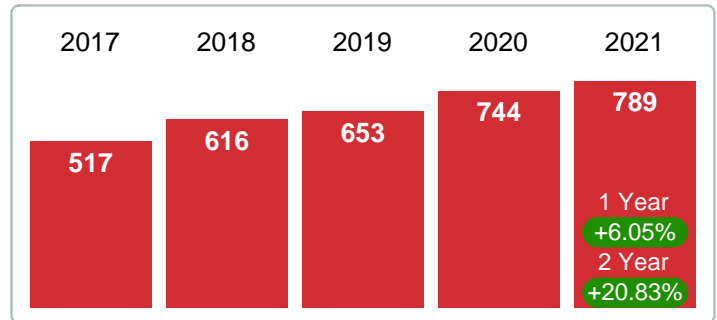
CLOSED LISTINGS

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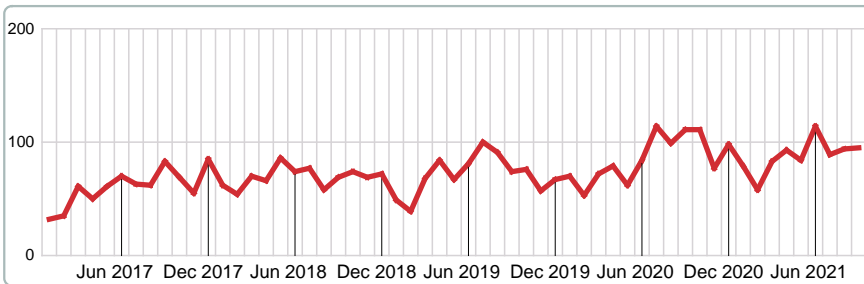
SEPTEMBER



YEAR TO DATE (YTD)

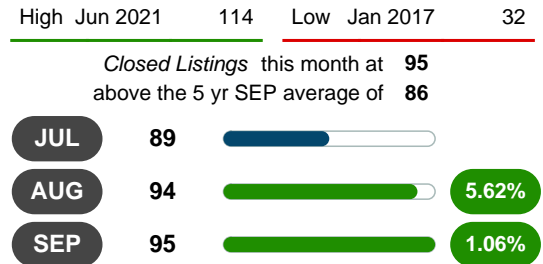


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 86



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	4.21%	22.8	1	2	1	0
\$25,001 - \$75,000	12	12.63%	21.4	6	6	0	0
\$75,001 - \$125,000	21	22.11%	40.6	6	15	0	0
\$125,001 - \$200,000	23	24.21%	30.1	2	19	2	0
\$200,001 - \$275,000	13	13.68%	31.2	2	7	4	0
\$275,001 - \$425,000	11	11.58%	15.8	0	9	2	0
\$425,001 and up	11	11.58%	9.5	0	5	5	1
Total Closed Units	95			17	63	14	1
Total Closed Volume	19,996,425	100%	27.1	1.64M	12.60M	4.90M	850.00K
Average Closed Price	\$210,489			\$96,588	\$199,994	\$350,343	\$850,000

September 2021



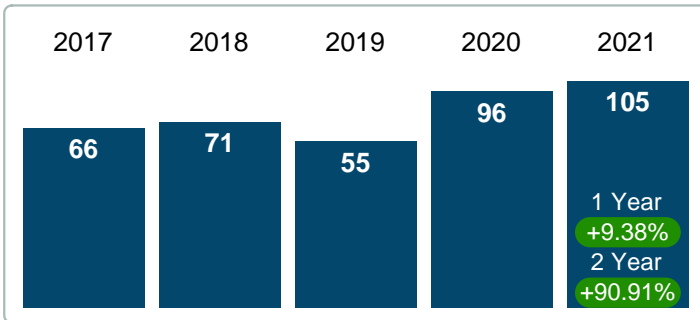
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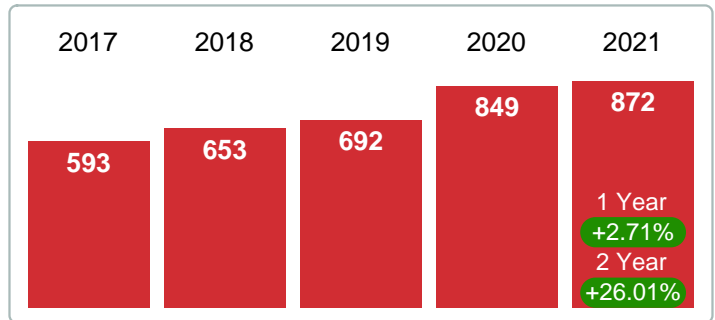
PENDING LISTINGS

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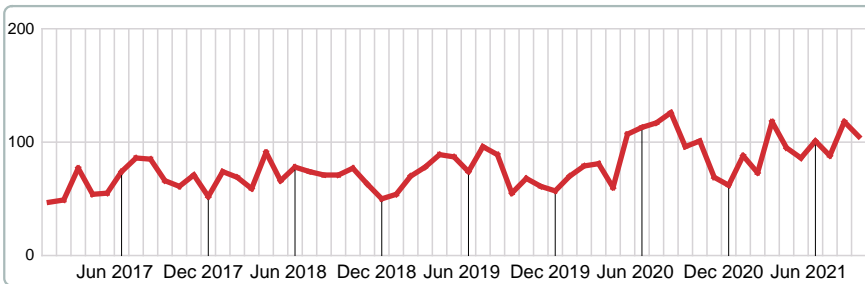
SEPTEMBER



YEAR TO DATE (YTD)

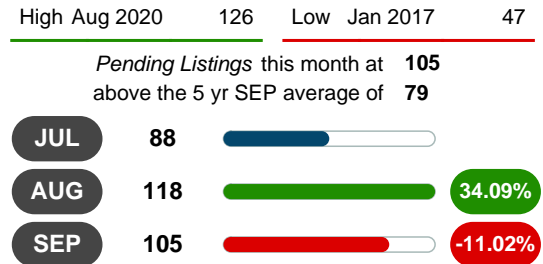


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 79



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	2.86%	45.3	1	2	0	0
\$25,001 - \$75,000	23	21.90%	53.5	12	10	1	0
\$75,001 - \$100,000	13	12.38%	59.0	4	7	2	0
\$100,001 - \$175,000	26	24.76%	28.3	5	20	1	0
\$175,001 - \$275,000	16	15.24%	49.0	0	12	3	1
\$275,001 - \$475,000	14	13.33%	29.4	3	4	7	0
\$475,001 and up	10	9.52%	27.2	0	3	5	2
Total Pending Units	105			25	58	19	3
Total Pending Volume	21,712,250	100%	38.8	2.89M	9.82M	7.11M	1.89M
Average Listing Price	\$203,187			\$115,424	\$169,327	\$374,326	\$631,167

September 2021



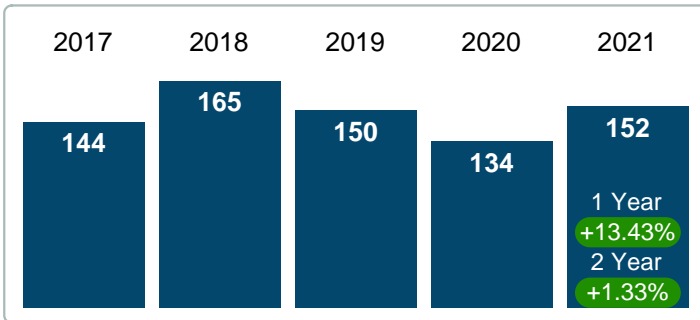
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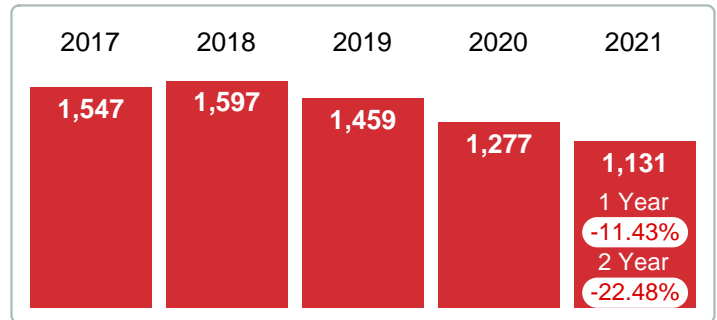
NEW LISTINGS

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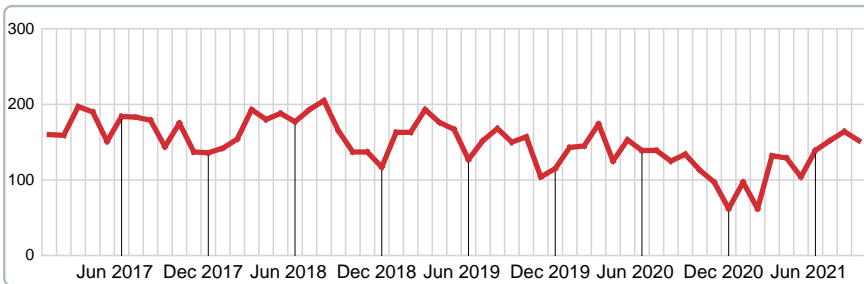
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YEAR TO DATE (YTD)

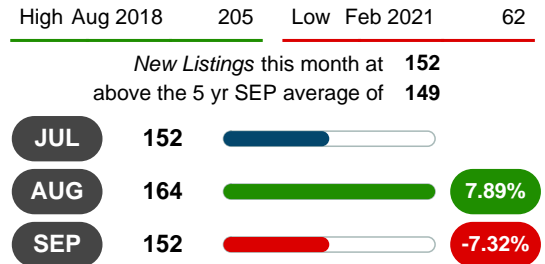


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 149



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	15	9.87%	8	7	0	0
\$50,001 - \$75,000	9	5.92%	4	5	0	0
\$75,001 - \$125,000	25	16.45%	10	15	0	0
\$125,001 - \$225,000	45	29.61%	5	31	8	1
\$225,001 - \$325,000	22	14.47%	2	8	12	0
\$325,001 - \$475,000	20	13.16%	4	8	7	1
\$475,001 and up	16	10.53%	1	5	8	2
Total New Listed Units	152		34	79	35	4
Total New Listed Volume	40,151,673	100%	7.73M	15.13M	14.43M	2.86M
Average New Listed Listing Price	\$225,877		\$227,400	\$191,482	\$412,403	\$714,725

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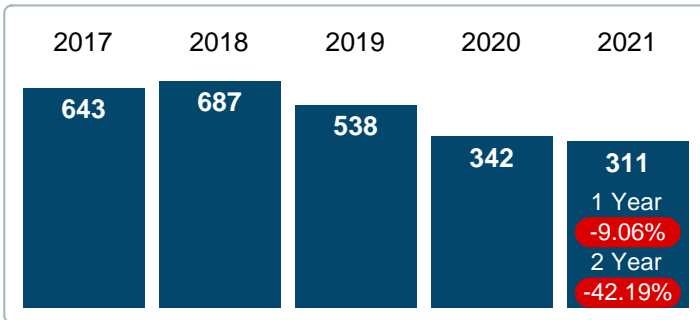
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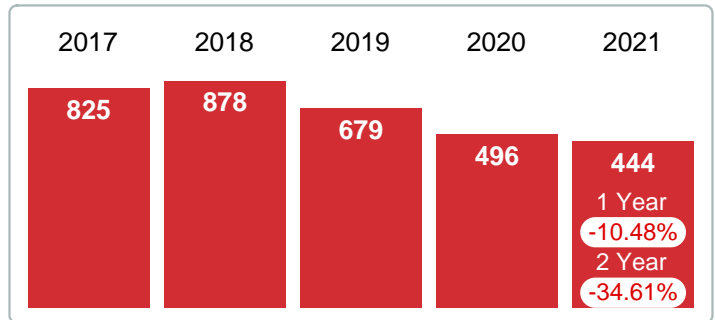
ACTIVE INVENTORY

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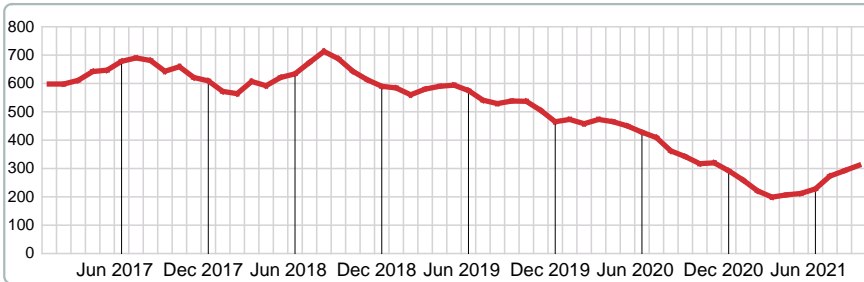
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

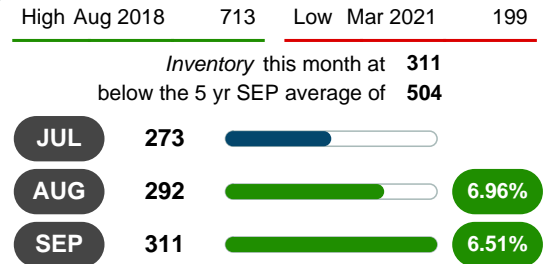


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 504



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	21	6.75%	64.1	11	10	0	0
\$50,001 - \$75,000	25	8.04%	82.9	14	9	2	0
\$75,001 - \$150,000	75	24.12%	55.7	19	48	8	0
\$150,001 - \$250,000	69	22.19%	63.8	4	43	19	3
\$250,001 - \$375,000	48	15.43%	60.7	5	22	17	4
\$375,001 - \$625,000	42	13.50%	83.9	5	22	12	3
\$625,001 and up	31	9.97%	72.2	3	11	9	8
Total Active Inventory by Units	311			61	165	67	18
Total Active Inventory by Volume	94,889,520	100%	66.4	12.63M	45.33M	23.37M	13.56M
Average Active Inventory Listing Price	\$305,111			\$207,020	\$274,722	\$348,872	\$753,214

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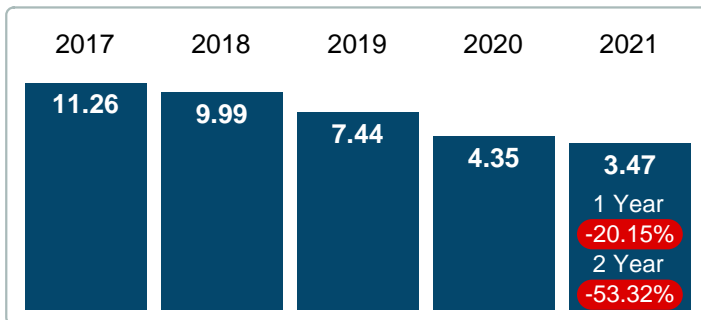
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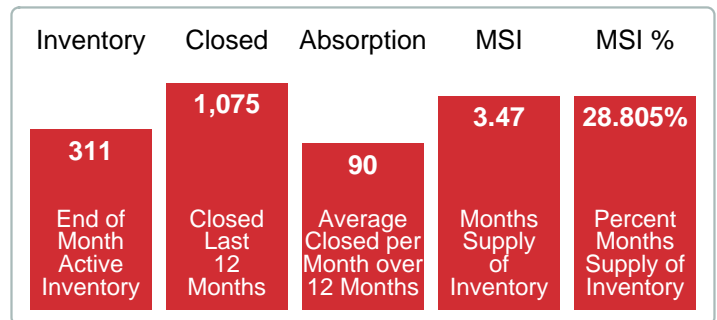
MONTHS SUPPLY of INVENTORY (MSI)

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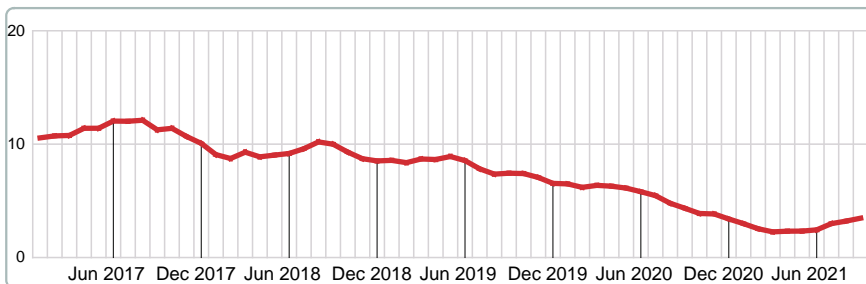
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

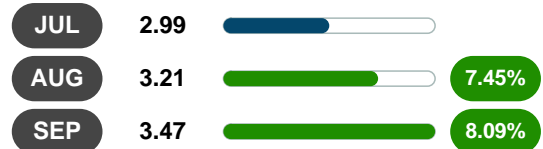


3 MONTHS

5 year SEP AVG = 7.30

High Aug 2017 12.11 | Low Mar 2021 2.26

Months Supply this month at **3.47**
below the 5 yr SEP average of **7.30**



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	21	6.75%	2.15	2.24	2.45	0.00	0.00
\$50,001 - \$75,000	25	8.04%	3.16	4.54	2.20	3.00	0.00
\$75,001 - \$150,000	75	24.12%	2.62	4.75	2.34	2.13	0.00
\$150,001 - \$250,000	69	22.19%	3.12	2.40	2.73	4.56	6.00
\$250,001 - \$375,000	48	15.43%	4.88	5.00	3.77	6.58	9.60
\$375,001 - \$625,000	42	13.50%	5.54	30.00	5.50	4.97	3.00
\$625,001 and up	31	9.97%	8.27	9.00	12.00	7.71	6.00
Market Supply of Inventory (MSI)	3.47	100%	3.47	4.02	2.99	4.39	4.50
Total Active Inventory by Units	311			61	165	67	18

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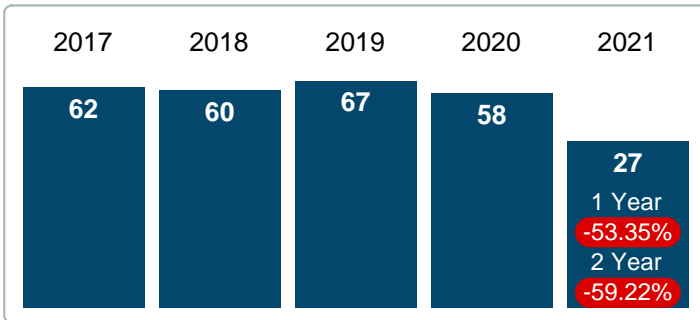
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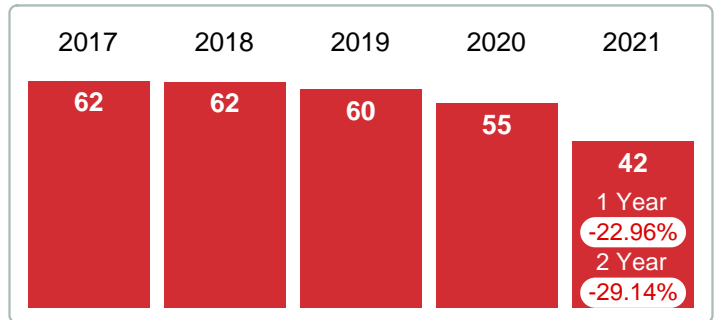
AVERAGE DAYS ON MARKET TO SALE

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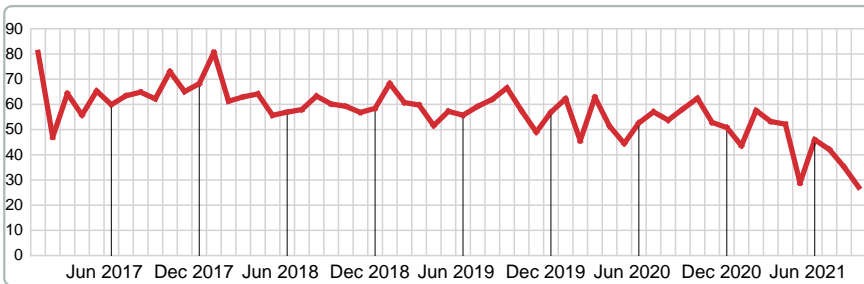
SEPTEMBER



YEAR TO DATE (YTD)

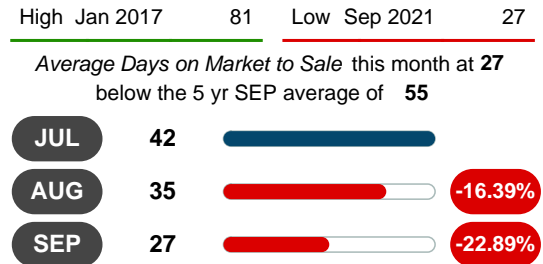


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 55



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	4.21%	23	84	3	2	0
\$25,001 - \$75,000	12.63%	21	19	24	0	0
\$75,001 - \$125,000	22.11%	41	62	32	0	0
\$125,001 - \$200,000	24.21%	30	8	21	138	0
\$200,001 - \$275,000	13.68%	31	48	33	19	0
\$275,001 - \$425,000	11.58%	16	0	17	10	0
\$425,001 and up	11.58%	10	0	8	13	4
Average Closed DOM		27	40	23	31	4
Total Closed Units	100%	27	17	63	14	1
Total Closed Volume		19,996,425	1.64M	12.60M	4.90M	850.00K

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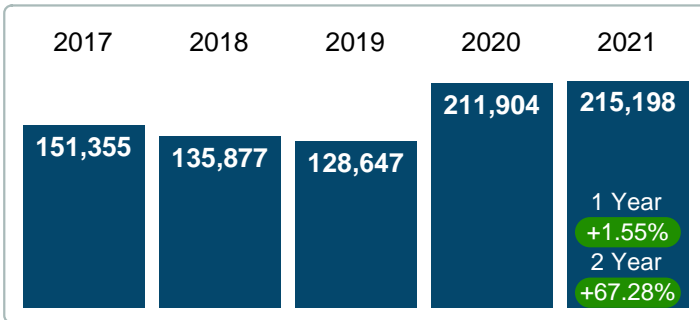
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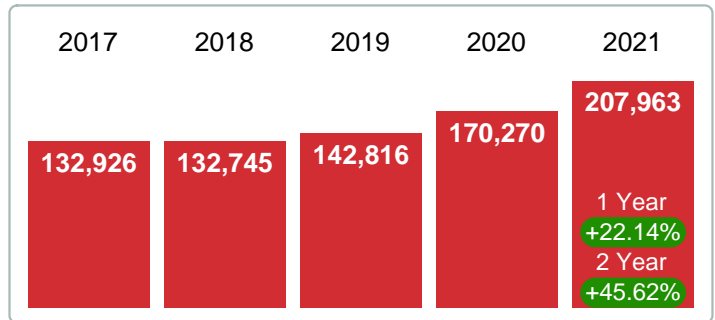
AVERAGE LIST PRICE AT CLOSING

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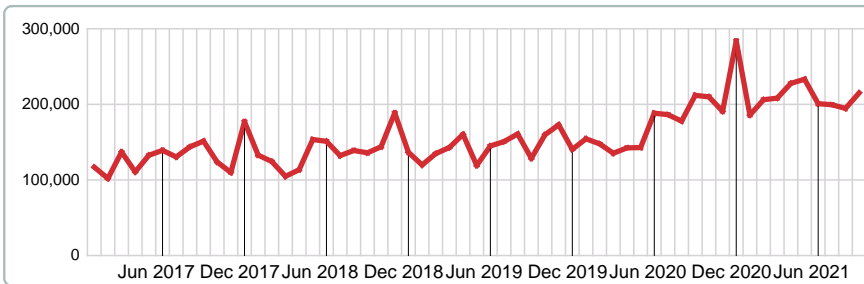
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

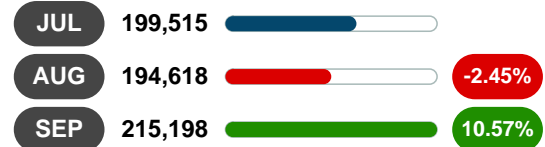


3 MONTHS

5 year SEP AVG = 168,596

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

Average List Price at Closing this month at **215,198** above the 5 yr SEP average of **168,596**



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	4.21%	19,475	24,900	17,000	18,999	0
\$25,001 - \$75,000	11.58%	50,073	48,817	57,567	0	0
\$75,001 - \$125,000	20.00%	100,259	100,467	107,895	0	0
\$125,001 - \$200,000	24.21%	158,439	135,250	169,732	199,950	0
\$200,001 - \$275,000	17.89%	242,500	243,500	249,686	239,425	0
\$275,001 - \$425,000	10.53%	337,790	0	330,544	339,000	0
\$425,001 and up	11.58%	615,064	0	576,380	596,960	899,000
Average List Price		215,198	98,712	203,608	359,957	899,000
Total Closed Units	100%	215,198	17	63	14	1
Total Closed Volume		20,443,824	1.68M	12.83M	5.04M	899.00K

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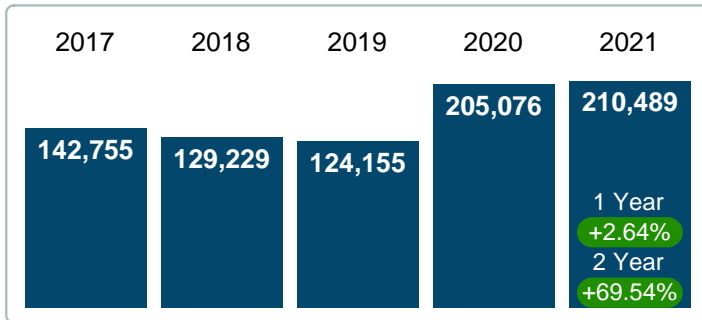
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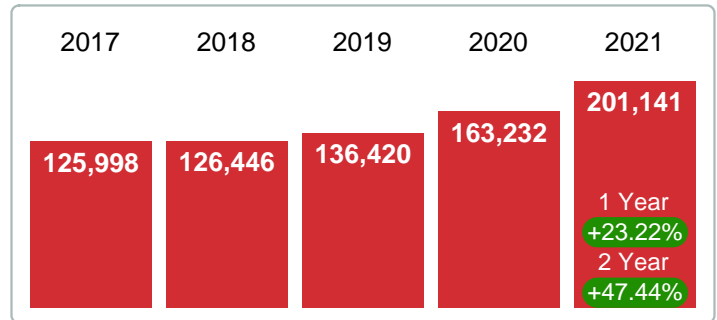
AVERAGE SOLD PRICE AT CLOSING

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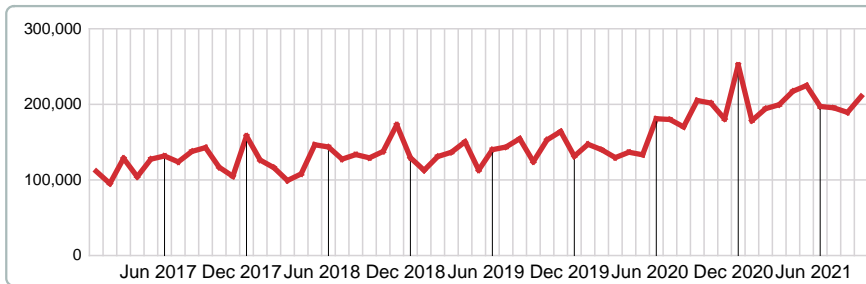
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

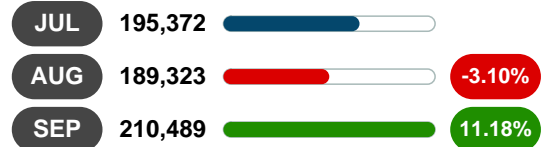


3 MONTHS

5 year SEP AVG = 162,341

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

Average Sold Price at Closing this month at **210,489** above the 5 yr SEP average of **162,341**



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	4.21%	18,813	23,250	21,000	10,000	0
\$25,001 - \$75,000	12.63%	47,550	46,500	48,600	0	0
\$75,001 - \$125,000	22.11%	103,242	97,458	105,555	0	0
\$125,001 - \$200,000	24.21%	162,561	131,000	163,521	185,000	0
\$200,001 - \$275,000	13.68%	238,985	246,500	241,271	231,225	0
\$275,001 - \$425,000	11.58%	328,445	0	327,544	332,500	0
\$425,001 and up	11.58%	611,264	0	587,800	586,980	850,000
Average Sold Price		210,489	96,588	199,994	350,343	850,000
Total Closed Units	100%	210,489	17	63	14	1
Total Closed Volume		19,996,425	1.64M	12.60M	4.90M	850.00K

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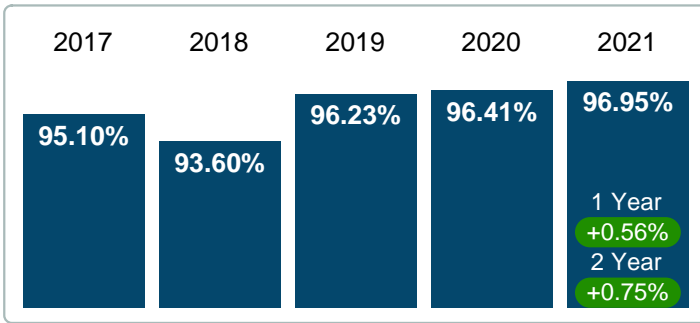
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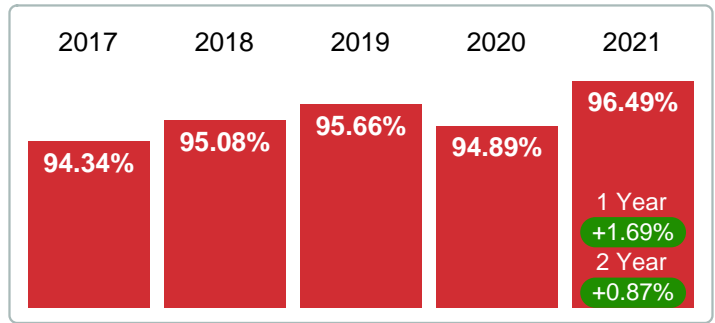
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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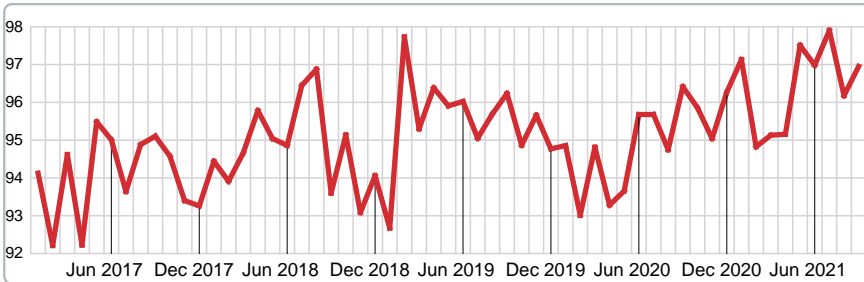
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

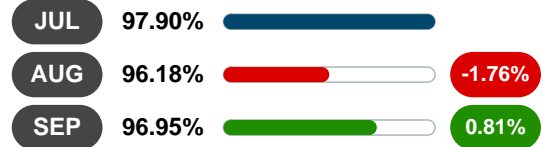


3 MONTHS

5 year SEP AVG = 95.66%

High Jul 2021 97.90% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **96.95%** above the 5 yr SEP average of **95.66%**



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	4.21%	100.79%	93.37%	128.57%	52.63%	0.00%
\$25,001 - \$75,000	12	12.63%	90.30%	95.89%	84.71%	0.00%	0.00%
\$75,001 - \$125,000	21	22.11%	97.76%	97.02%	98.06%	0.00%	0.00%
\$125,001 - \$200,000	23	24.21%	96.48%	96.85%	96.75%	93.51%	0.00%
\$200,001 - \$275,000	13	13.68%	97.39%	101.29%	96.83%	96.42%	0.00%
\$275,001 - \$425,000	11	11.58%	98.99%	0.00%	99.23%	97.93%	0.00%
\$425,001 and up	11	11.58%	99.71%	0.00%	102.38%	98.08%	94.55%
Average Sold/List Ratio		97.00%		96.89%	97.73%	93.69%	94.55%
Total Closed Units		95	100%	17	63	14	1
Total Closed Volume		19,996,425		1.64M	12.60M	4.90M	850.00K

September 2021



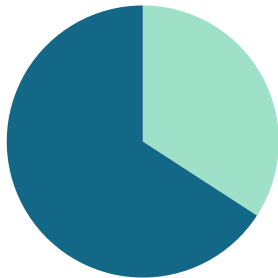
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

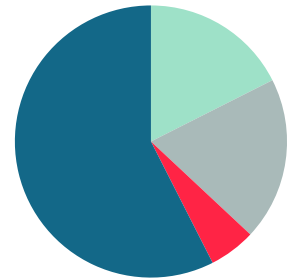


Inventory
 New Listings
152 = 34.16%
 Start Inventory
293
 Total Inventory Units
445
 Volume
\$122,869,270

Market Activity

Closed Sales
95 = 17.56%
 Pending Sales
105 = 19.41%
 Other Off Market
30 = 5.55%
 Active Inventory
311 = 57.49%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	111	95	-14.41%	744	789	6.05%
Pending Sales	96	105	9.38%	849	872	2.71%
New Listings	134	152	13.43%	1,277	1,131	-11.43%
Average List Price	211,904	215,198	1.55%	170,270	207,963	22.14%
Average Sale Price	205,076	210,489	2.64%	163,232	201,141	23.22%
Average Percent of Selling Price to List Price	96.41%	96.95%	0.56%	94.89%	96.49%	1.69%
Average Days on Market to Sale	58.14	27.13	-53.35%	54.84	42.25	-22.96%
Monthly Inventory	342	311	-9.06%	342	311	-9.06%
Months Supply of Inventory	4.35	3.47	-20.15%	4.35	3.47	-20.15%

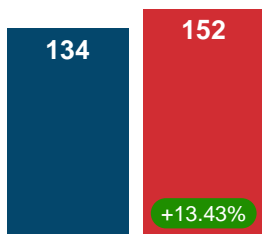
Absorption: Last 12 months, an Average of **90** Sales/Month

Inventory on September 30, 2021 = **311** 2020 2021

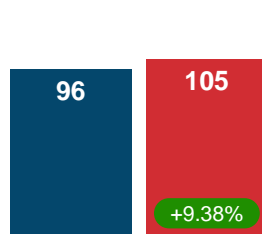
SEPTEMBER MARKET

AVERAGE PRICES

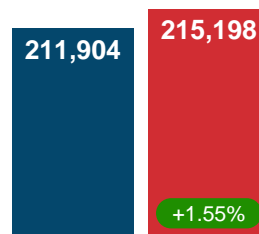
New Listings



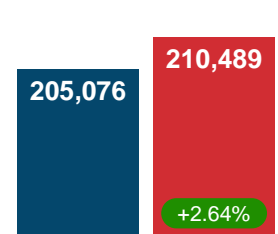
Pending Listings



List Price



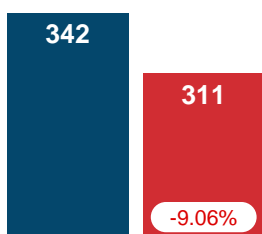
Sale Price



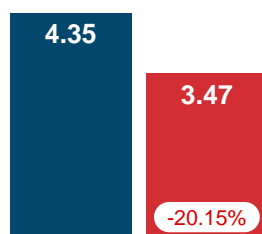
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

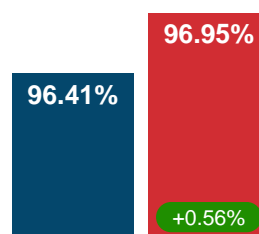
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

