

August 2021



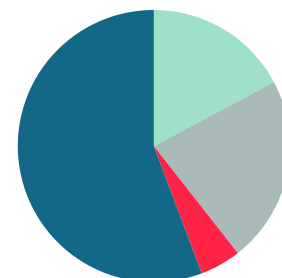
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 16, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	131	117	-10.69%
Pending Listings	150	151	0.67%
New Listings	172	205	19.19%
Average List Price	173,163	195,704	13.02%
Average Sale Price	166,002	190,498	14.76%
Average Percent of Selling Price to List Price	94.64%	96.44%	1.90%
Average Days on Market to Sale	53.19	35.04	-34.12%
End of Month Inventory	473	379	-19.87%
Months Supply of Inventory	4.94	3.28	-33.63%



■ Closed (17.21%)
■ Pending (22.21%)
■ Other OffMarket (4.85%)
■ Active (55.74%)

Absorption: Last 12 months, an Average of **116** Sales/Month
Active Inventory as of August 31, 2021 = **379**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **19.87%** to 379 existing homes available for sale. Over the last 12 months this area has had an average of 116 closed sales per month. This represents an unsold inventory index of **3.28** 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 **14.76%** in August 2021 to \$190,498 versus the previous year at \$166,002.

Average Days on Market Shortens

The average number of **35.04** days that homes spent on the market before selling decreased by 18.15 days or **34.12%** in August 2021 compared to last year's same month at **53.19** 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 205 New Listings in August 2021, up **19.19%** from last year at 172. Furthermore, there were 117 Closed Listings this month versus last year at 131, a **-10.69%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, down from previous year's, August 2020, at **76.2%**, a **25.06%** 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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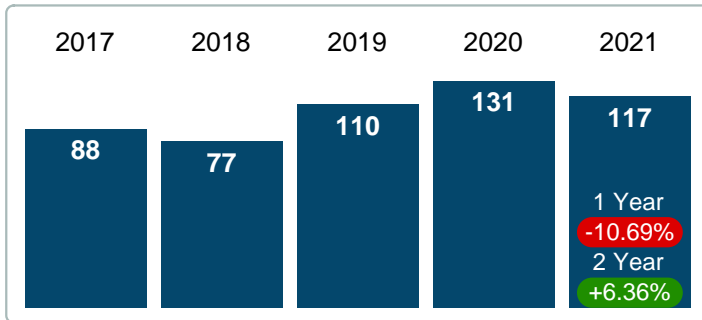
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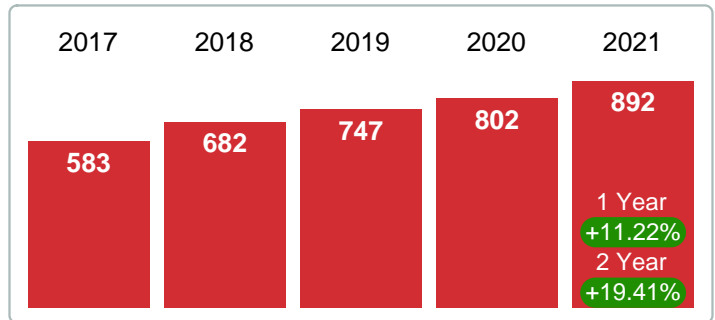
CLOSED LISTINGS

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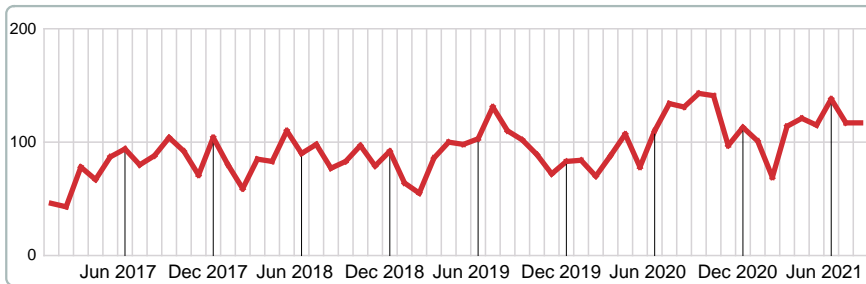
AUGUST



YEAR TO DATE (YTD)

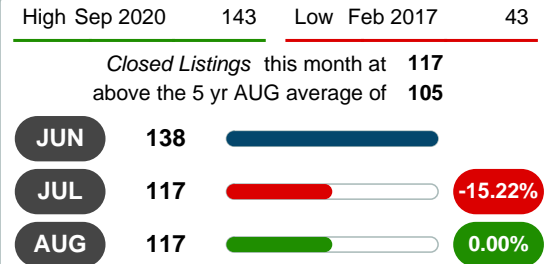


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 105



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	5	4.27%	60.8	3	2	0	0
\$25,001 - \$75,000	21	17.95%	48.5	7	11	2	1
\$75,001 - \$100,000	15	12.82%	44.3	1	10	4	0
\$100,001 - \$175,000	30	25.64%	40.7	2	22	6	0
\$175,001 - \$250,000	16	13.68%	17.4	1	12	3	0
\$250,001 - \$325,000	18	15.38%	19.3	0	15	3	0
\$325,001 and up	12	10.26%	22.1	0	8	3	1
Total Closed Units	117			14	80	21	2
Total Closed Volume	22,288,276	100%	35.0	1.03M	16.35M	4.51M	402.00K
Average Closed Price	\$190,498			\$73,671	\$204,345	\$214,633	\$201,000

August 2021



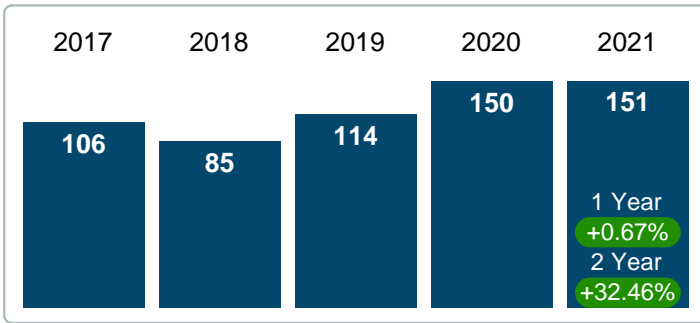
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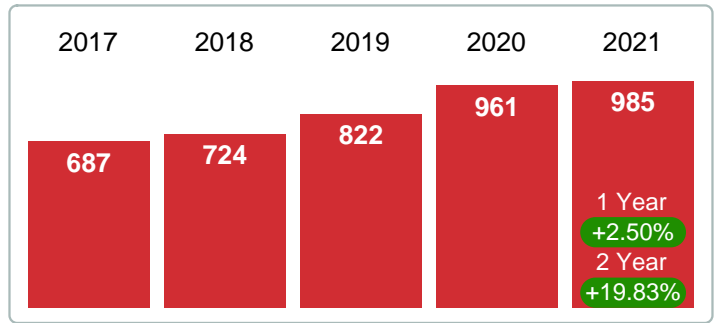
PENDING LISTINGS

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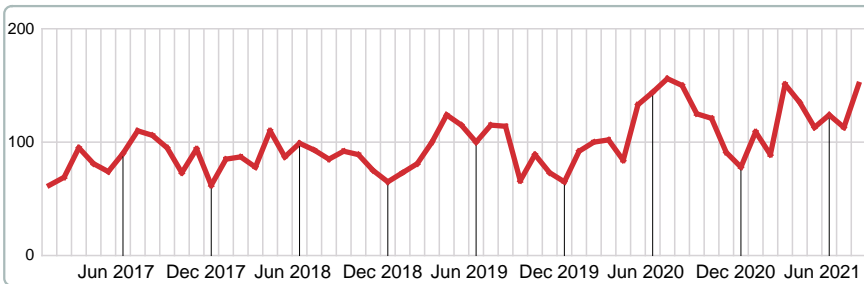
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 121

High Jul 2020 156 Low Dec 2017 62

Pending Listings this month at 151 above the 5 yr AUG average of 121



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	4	2.65%	69.0	2	2	0	0
\$25,001 - \$75,000	31	20.53%	35.4	17	14	0	0
\$75,001 - \$125,000	23	15.23%	22.5	6	16	1	0
\$125,001 - \$200,000	34	22.52%	44.4	1	29	4	0
\$200,001 - \$275,000	25	16.56%	47.5	1	16	6	2
\$275,001 - \$475,000	18	11.92%	41.6	1	12	3	2
\$475,001 and up	16	10.60%	26.6	0	10	5	1
Total Pending Units	151			28	99	19	5
Total Pending Volume	33,020,700	100%	37.7	2.37M	21.94M	6.78M	1.93M
Average Listing Price	\$220,005			\$84,529	\$221,652	\$356,968	\$385,600

August 2021



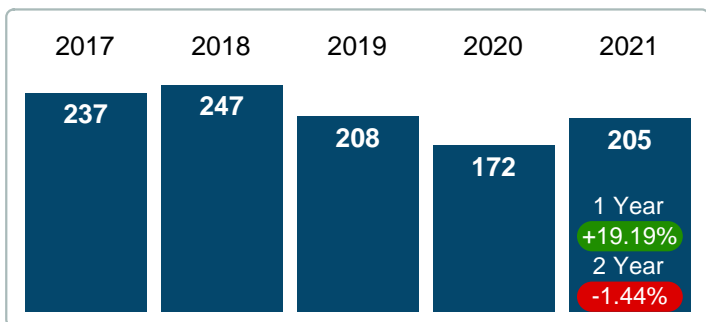
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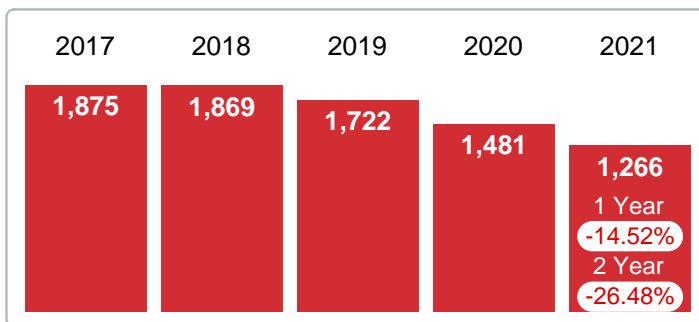
NEW LISTINGS

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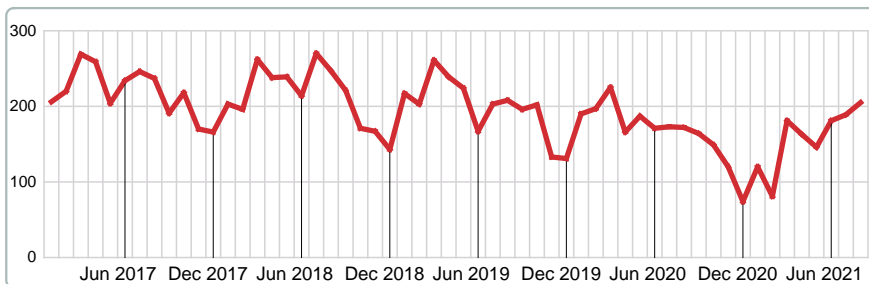
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

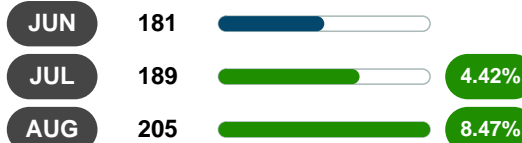


3 MONTHS

5 year AUG AVG = 214

High Jul 2018 270 Low Dec 2020 74

New Listings this month at **205**
below the 5 yr AUG average of **214**



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	7.32%	9	6	0	0
\$50,001 - \$75,000	21	10.24%	10	9	2	0
\$75,001 - \$125,000	30	14.63%	9	20	1	0
\$125,001 - \$225,000	58	28.29%	4	44	8	2
\$225,001 - \$350,000	35	17.07%	3	21	10	1
\$350,001 - \$575,000	26	12.68%	3	17	5	1
\$575,001 and up	20	9.76%	0	12	7	1
Total New Listed Units	205		38	129	33	5
Total New Listed Volume	56,759,900	100%	4.76M	37.56M	12.38M	2.06M
Average New Listed Listing Price	\$240,362		\$125,337	\$291,138	\$375,255	\$411,380

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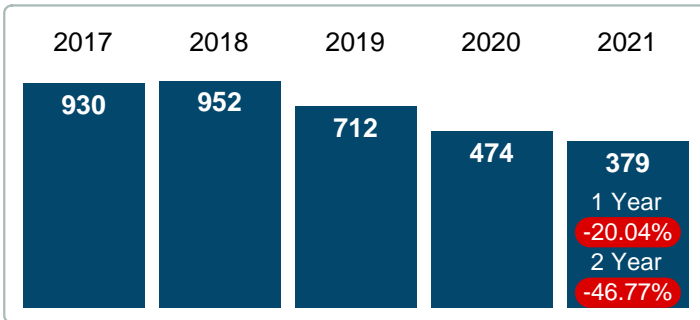
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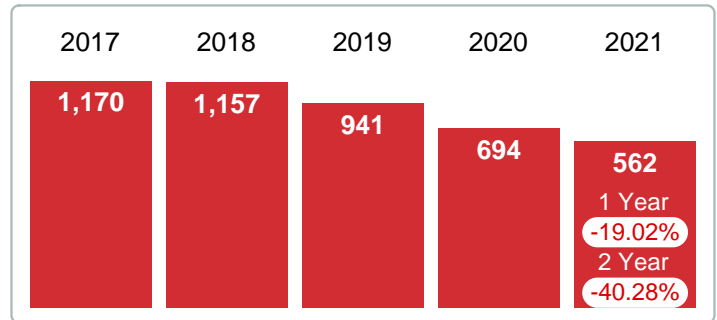
ACTIVE INVENTORY

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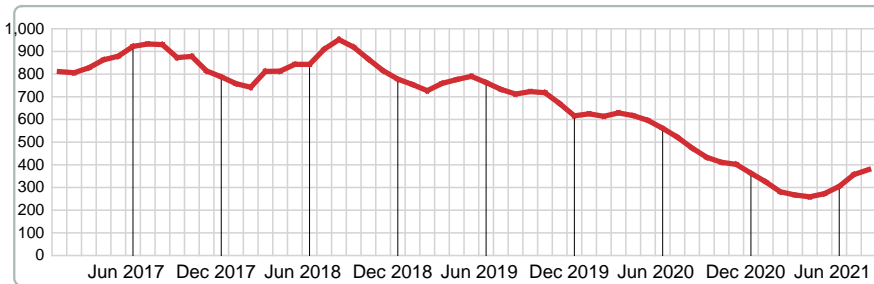
END OF AUGUST



ACTIVE DURING AUGUST

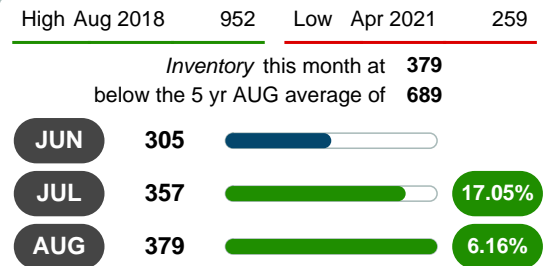


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 689



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	28	7.39%	81.3	16	12	0	0
\$50,001 - \$75,000	41	10.82%	70.1	21	17	3	0
\$75,001 - \$125,000	63	16.62%	66.0	18	37	8	0
\$125,001 - \$250,000	102	26.91%	57.3	8	67	23	4
\$250,001 - \$375,000	59	15.57%	68.1	6	30	19	4
\$375,001 - \$625,000	50	13.19%	73.2	7	24	12	7
\$625,001 and up	36	9.50%	57.3	2	14	11	9
Total Active Inventory by Units			379	78	201	76	24
Total Active Inventory by Volume			108,266,640	11.63M	53.82M	26.75M	16.07M
Average Active Inventory Listing Price			\$285,664	\$149,090	\$267,749	\$351,944	\$669,685

August 2021



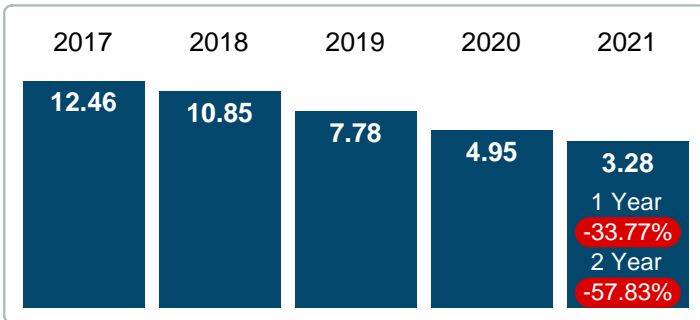
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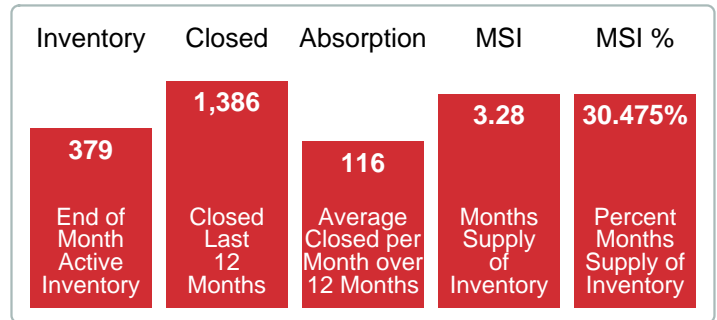
MONTHS SUPPLY of INVENTORY (MSI)

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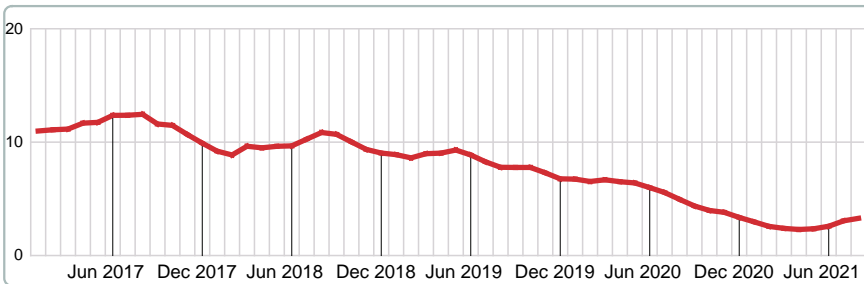
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

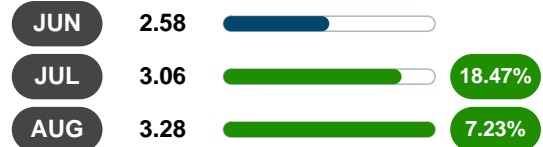


3 MONTHS

5 year AUG AVG = 7.86

High Aug 2017 12.46 Low Apr 2021 2.30

Months Supply this month at **3.28**
below the 5 yr AUG average of **7.86**



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	28	7.39%	2.29	2.40	2.48	0.00	0.00
\$50,001 - \$75,000	41	10.82%	4.17	5.73	3.14	4.50	0.00
\$75,001 - \$125,000	63	16.62%	2.59	4.32	2.12	3.00	0.00
\$125,001 - \$250,000	102	26.91%	2.51	1.88	2.44	2.91	4.00
\$250,001 - \$375,000	59	15.57%	4.43	5.54	4.14	4.56	4.80
\$375,001 - \$625,000	50	13.19%	4.48	28.00	4.11	3.51	4.20
\$625,001 and up	36	9.50%	9.19	6.00	16.80	7.33	7.20
Market Supply of Inventory (MSI)			3.28	3.82	2.91	3.65	4.65
Total Active Inventory by Units		100%	3.28	78	201	76	24

August 2021



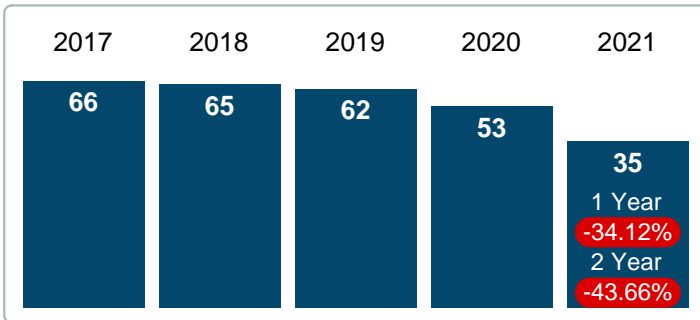
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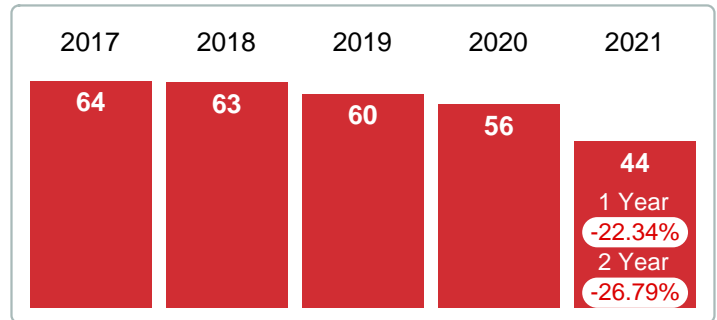
AVERAGE DAYS ON MARKET TO SALE

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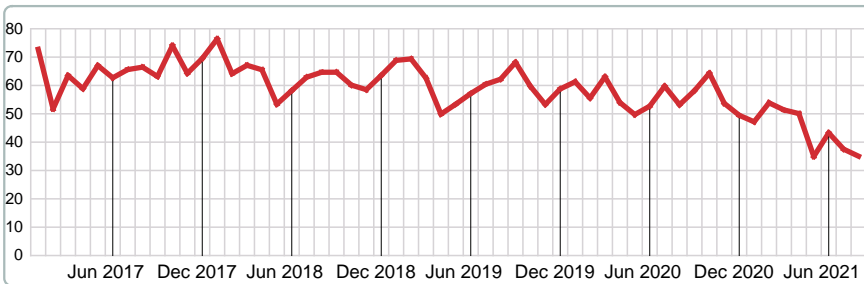
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

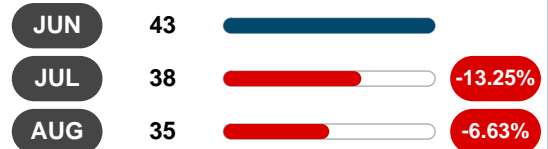


3 MONTHS

5 year AUG AVG = 56

High Jan 2018 76 Low May 2021 35

Average Days on Market to Sale this month at 35 below the 5 yr AUG 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
\$25,000 and less	5	4.27%	61	70	47	0	0
\$25,001 - \$75,000	21	17.95%	49	41	61	34	1
\$75,001 - \$100,000	15	12.82%	44	118	29	64	0
\$100,001 - \$175,000	30	25.64%	41	72	41	28	0
\$175,001 - \$250,000	16	13.68%	17	3	12	44	0
\$250,001 - \$325,000	18	15.38%	19	0	22	4	0
\$325,001 and up	12	10.26%	22	0	16	20	75
Average Closed DOM	35			54	32	33	38
Total Closed Units	117	100%	35	14	80	21	2
Total Closed Volume	22,288,276			1.03M	16.35M	4.51M	402.00K

August 2021



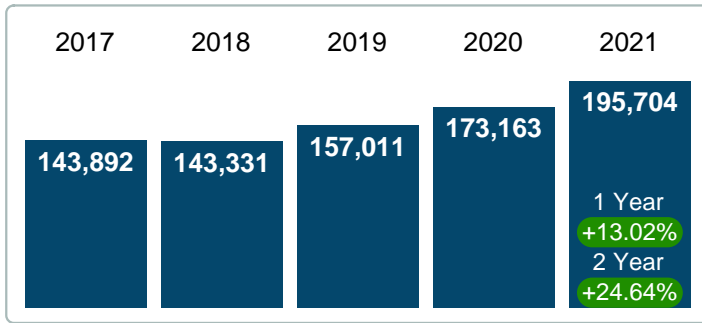
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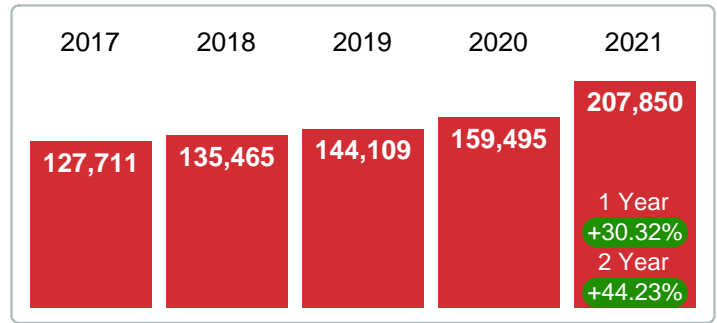
AVERAGE LIST PRICE AT CLOSING

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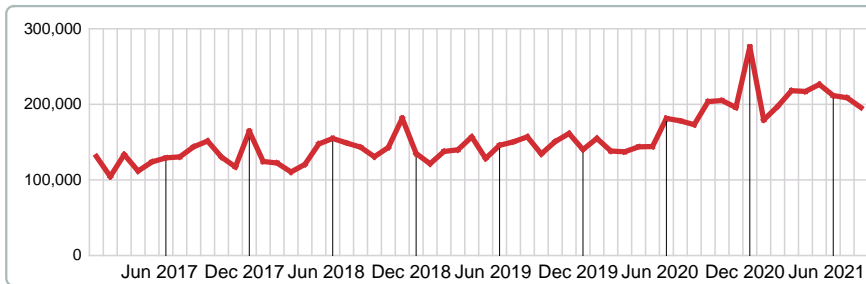
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

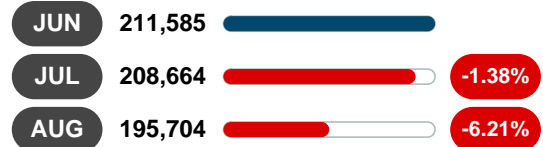


3 MONTHS

5 year AUG AVG = 162,620

High Dec 2020 275,941 Low Feb 2017 104,509

Average List Price at Closing this month at **195,704**
above the 5 yr AUG average of **162,620**



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	4.27%	20,480	19,167	24,200	0	0
\$25,001 - \$75,000	16.24%	52,247	54,000	51,936	67,900	73,000
\$75,001 - \$100,000	12.82%	85,940	83,500	90,220	93,950	0
\$100,001 - \$175,000	25.64%	140,713	144,950	142,800	151,267	0
\$175,001 - \$250,000	15.38%	218,028	239,000	228,967	202,667	0
\$250,001 - \$325,000	13.68%	287,331	0	290,147	301,667	0
\$325,001 and up	11.97%	555,000	0	620,063	581,833	375,000
Average List Price		195,704	74,850	209,047	222,748	224,000
Total Closed Units	100%	195,704	14	80	21	2
Total Closed Volume		22,897,398	1.05M	16.72M	4.68M	448.00K

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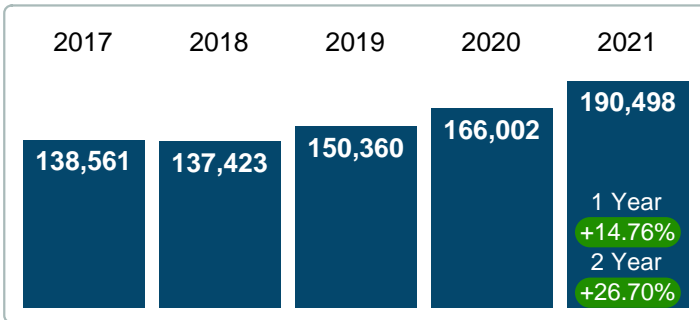
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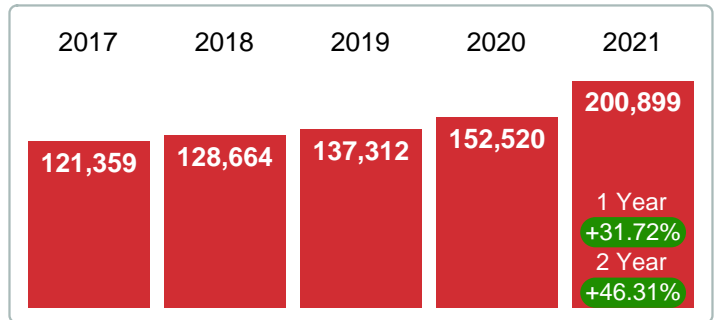
AVERAGE SOLD PRICE AT CLOSING

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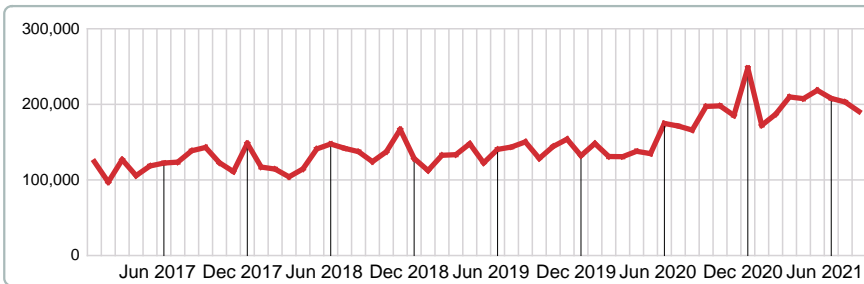
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

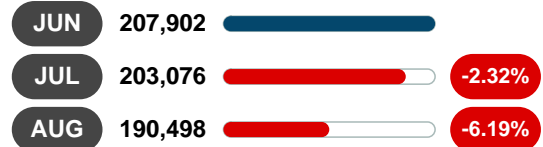


3 MONTHS

5 year AUG AVG = 156,569

High Dec 2020 248,011 Low Feb 2017 97,187

Average Sold Price at Closing this month at **190,498** above the 5 yr AUG average of **156,569**



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	4.27%	17,700	18,000	17,250	0	0
\$25,001 - \$75,000	17.95%	50,676	51,486	46,900	67,950	52,000
\$75,001 - \$100,000	12.82%	88,525	85,000	87,578	91,775	0
\$100,001 - \$175,000	25.64%	142,073	143,500	139,768	150,050	0
\$175,001 - \$250,000	13.68%	218,763	245,000	221,433	199,333	0
\$250,001 - \$325,000	15.38%	283,656	0	287,520	264,333	0
\$325,001 and up	10.26%	578,292	0	609,563	571,000	350,000
Average Sold Price		190,498	73,671	204,345	214,633	201,000
Total Closed Units	100%	117	14	80	21	2
Total Closed Volume		22,288,276	1.03M	16.35M	4.51M	402.00K

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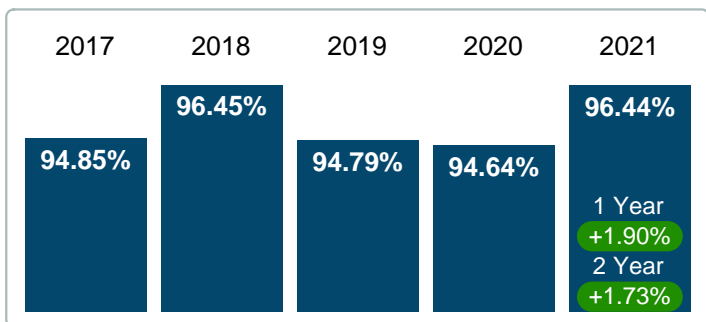
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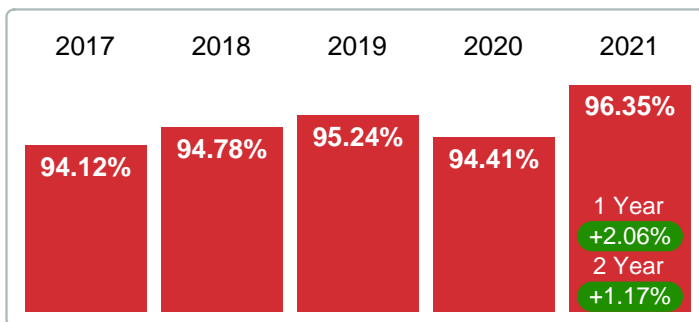
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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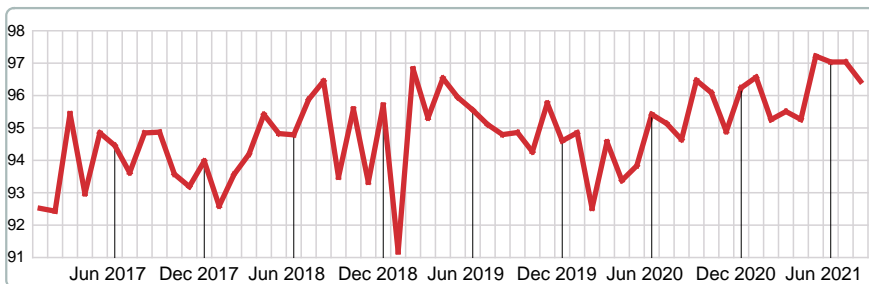
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

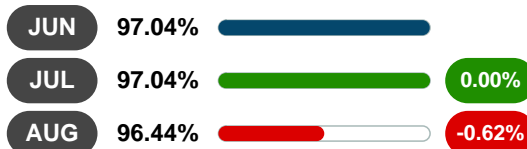


3 MONTHS

5 year AUG AVG = 95.43%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.44%** above the 5 yr AUG average of **95.43%**



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	5	4.27%	84.45%	94.34%	69.62%	0.00%	0.00%	
\$25,001 - \$75,000	21	17.95%	92.69%	97.42%	90.28%	100.07%	71.23%	
\$75,001 - \$100,000	15	12.82%	98.38%	101.80%	97.59%	99.51%	0.00%	
\$100,001 - \$175,000	30	25.64%	98.52%	99.00%	98.28%	99.23%	0.00%	
\$175,001 - \$250,000	16	13.68%	97.36%	102.51%	96.75%	98.10%	0.00%	
\$250,001 - \$325,000	18	15.38%	97.51%	0.00%	99.22%	88.94%	0.00%	
\$325,001 and up	12	10.26%	97.53%	0.00%	97.83%	98.15%	93.33%	
Average Sold/List Ratio		96.40%		97.66%	96.28%	97.58%	82.28%	
Total Closed Units		117	100%	96.40%	14	80	21	2
Total Closed Volume		22,288,276			1.03M	16.35M	4.51M	402.00K

August 2021



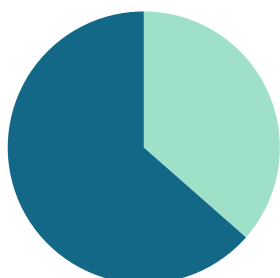
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 16, 2023 for MLS Technology Inc.

INVENTORY

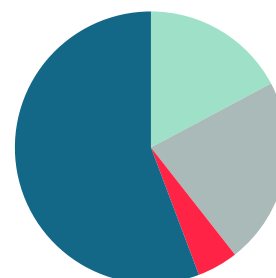


Inventory
 New Listings
205 = 36.48%
 Start Inventory
357
 Total Inventory Units
562
 Volume
\$151,641,640

Market Activity

Closed Sales
117 = 17.21%
 Pending Sales
151 = 22.21%
 Other Off Market
33 = 4.85%
 Active Inventory
379 = 55.74%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	131	117	-10.69%	802	892	11.22%
Pending Sales	150	151	0.67%	961	985	2.50%
New Listings	172	205	19.19%	1,481	1,266	-14.52%
Average List Price	173,163	195,704	13.02%	159,495	207,850	30.32%
Average Sale Price	166,002	190,498	14.76%	152,520	200,899	31.72%
Average Percent of Selling Price to List Price	94.64%	96.44%	1.90%	94.41%	96.35%	2.06%
Average Days on Market to Sale	53.19	35.04	-34.12%	56.12	43.59	-22.34%
Monthly Inventory	473	379	-19.87%	473	379	-19.87%
Months Supply of Inventory	4.94	3.28	-33.63%	4.94	3.28	-33.63%

Absorption: Last 12 months, an Average of **116** Sales/Month

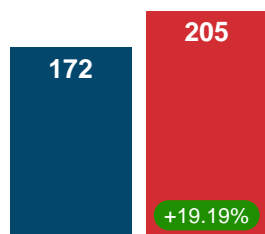
Inventory on August 31, 2021 = **379**

2020 **2021**

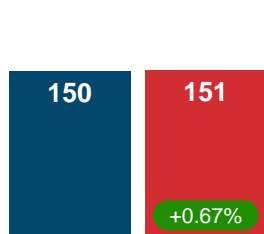
AUGUST MARKET

AVERAGE PRICES

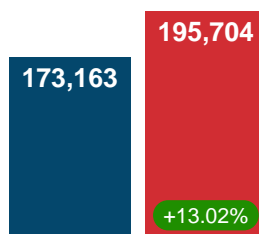
New Listings



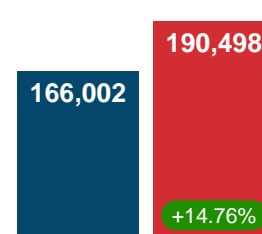
Pending Listings



List Price



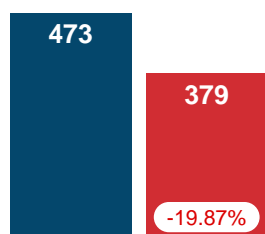
Sale Price



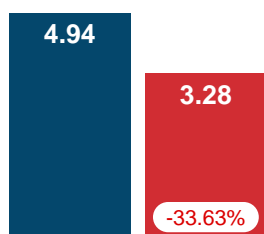
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

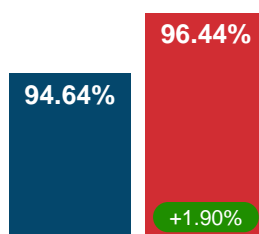
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

