

August 2021



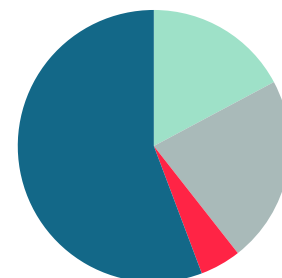
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	132,500	144,900	9.36%
Median Sale Price	125,000	142,000	13.60%
Median Percent of Selling Price to List Price	95.65%	100.00%	4.55%
Median Days on Market to Sale	37.00	13.00	-64.86%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **13.60%** in August 2021 to \$142,000 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 24.00 days or **64.86%** in August 2021 compared to last year's same month at **37.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

August 2021



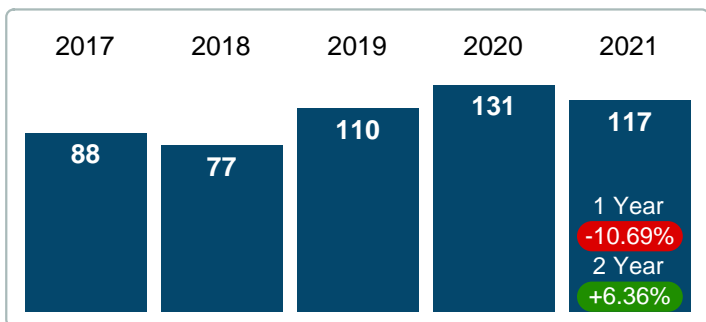
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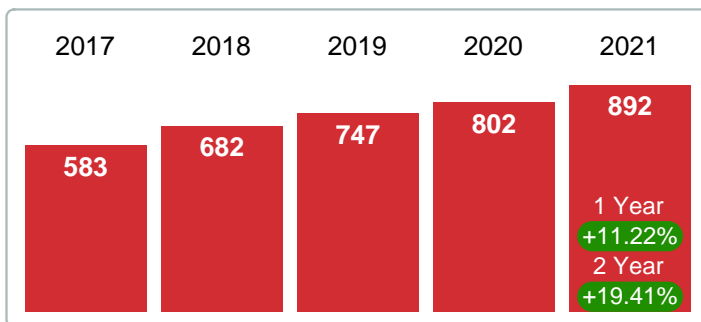
CLOSED LISTINGS

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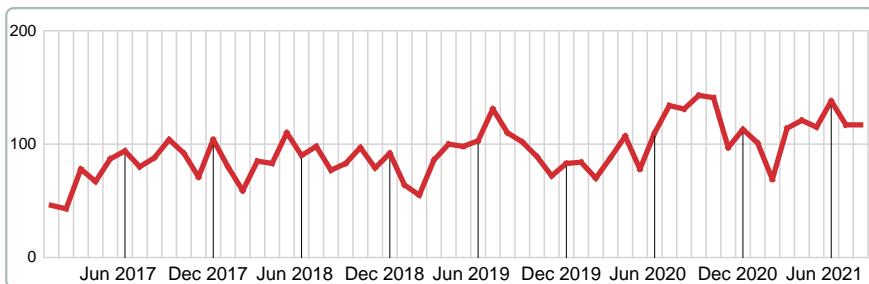
AUGUST



YEAR TO DATE (YTD)

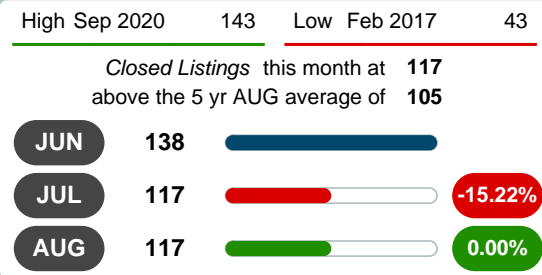


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 105



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	11.11%	15.0	4	9	0	0
\$40,001 - \$70,000	10	8.55%	31.5	5	2	2	1
\$70,001 - \$120,000	22	18.80%	25.0	2	16	4	0
\$120,001 - \$180,000	28	23.93%	14.5	2	20	6	0
\$180,001 - \$260,000	18	15.38%	10.0	1	12	5	0
\$260,001 - \$340,000	15	12.82%	6.0	0	13	2	0
\$340,001 and up	11	9.40%	8.0	0	8	2	1
Total Closed Units	117			14	80	21	2
Total Closed Volume	22,288,276	100%	13.0	1.03M	16.35M	4.51M	402.00K
Median Closed Price	\$142,000			\$52,200	\$160,500	\$168,500	\$201,000

August 2021



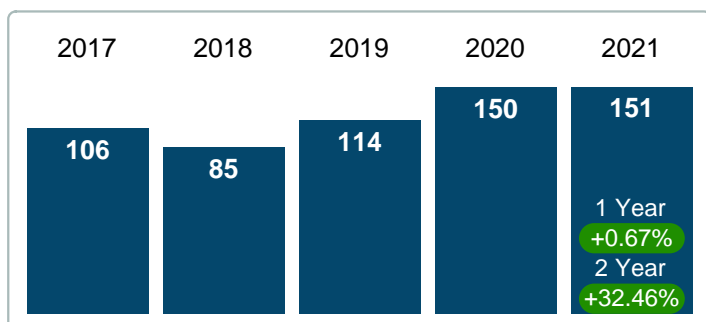
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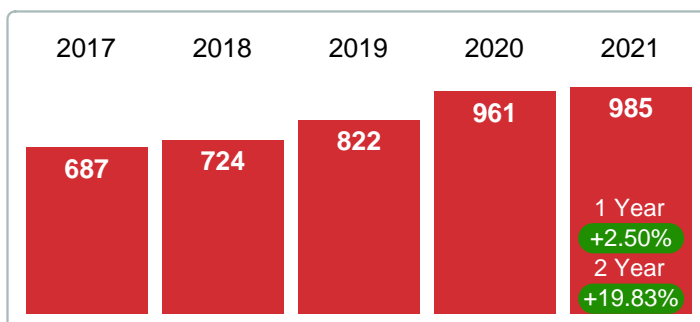
PENDING LISTINGS

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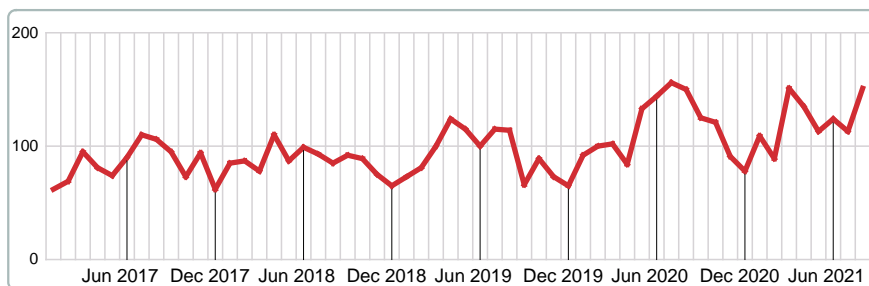
AUGUST



YEAR TO DATE (YTD)

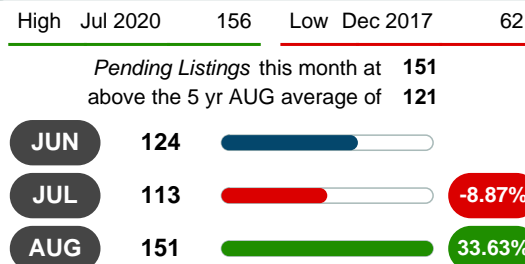


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 121



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	2.65%	79.5	2	2	0	0
\$25,001 - \$75,000	31	20.53%	22.0	17	14	0	0
\$75,001 - \$125,000	23	15.23%	14.0	6	16	1	0
\$125,001 - \$200,000	34	22.52%	17.0	1	29	4	0
\$200,001 - \$275,000	25	16.56%	15.0	1	16	6	2
\$275,001 - \$475,000	18	11.92%	10.5	1	12	3	2
\$475,001 and up	16	10.60%	4.5	0	10	5	1
Total Pending Units	151			28	99	19	5
Total Pending Volume	33,020,700	100%	15.0	2.37M	21.94M	6.78M	1.93M
Median Listing Price	\$155,000			\$62,450	\$159,000	\$248,000	\$375,000

August 2021



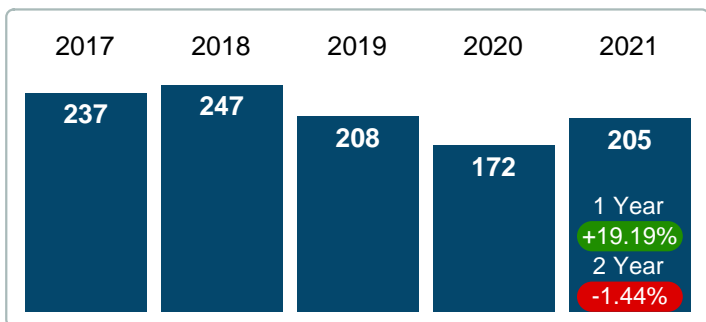
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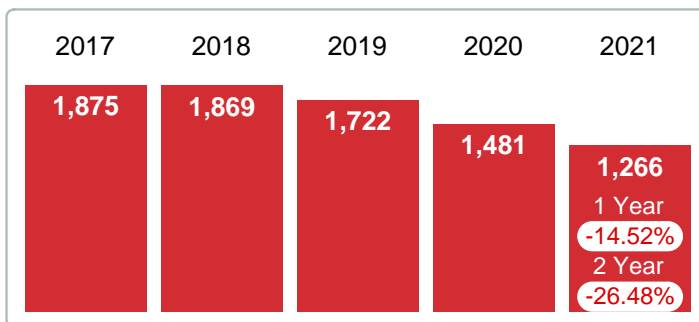
NEW LISTINGS

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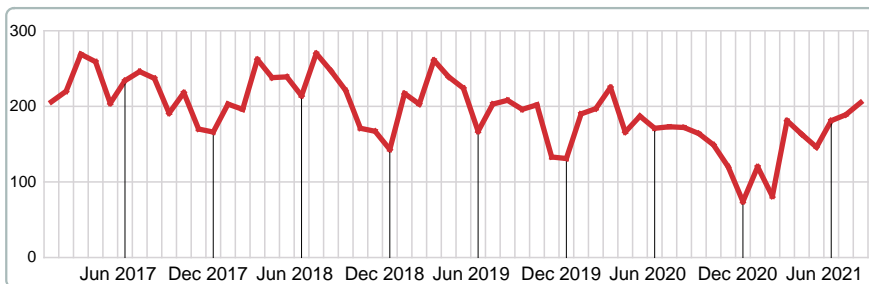
AUGUST



YEAR TO DATE (YTD)

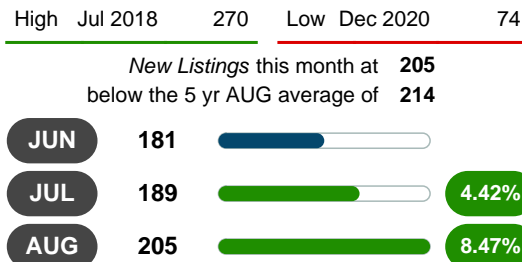


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 214



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
Median New Listed Listing Price	\$179,900		\$78,750	\$179,900	\$280,000	\$299,900

August 2021



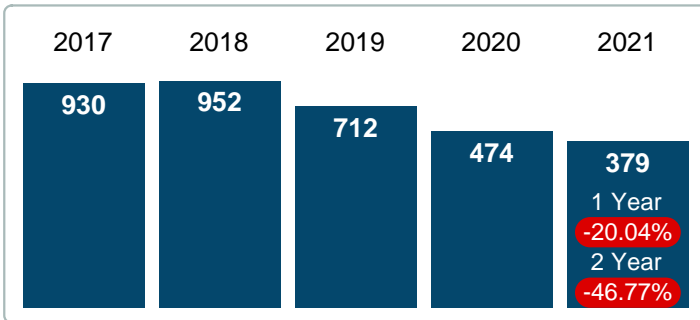
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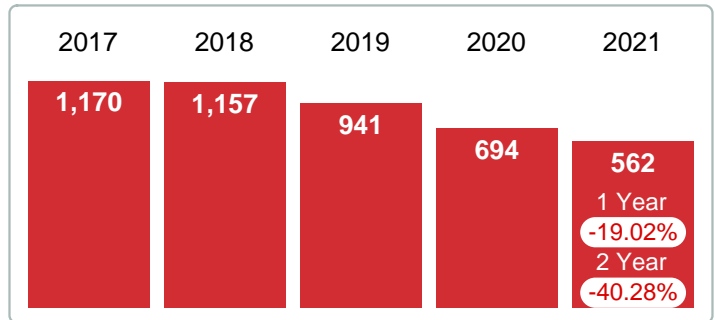
ACTIVE INVENTORY

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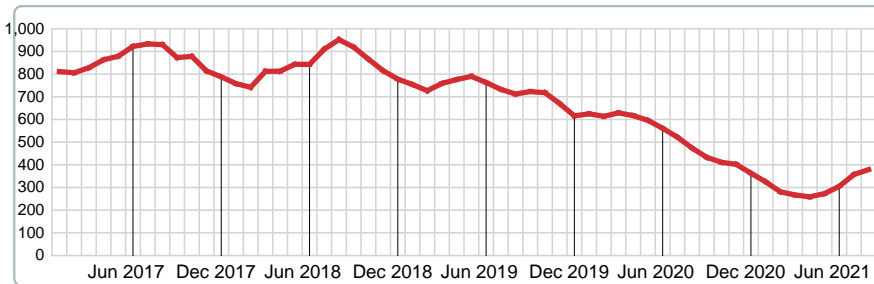
END OF AUGUST



ACTIVE DURING AUGUST

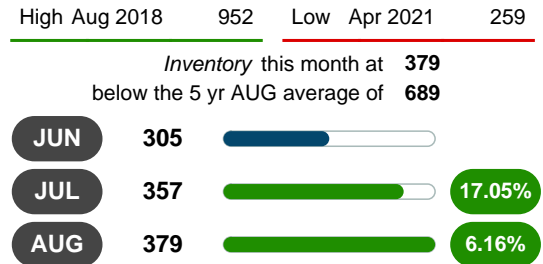


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 689



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	28	7.39%	76.0	16	12	0	0
\$50,001 - \$75,000	41	10.82%	51.0	21	17	3	0
\$75,001 - \$125,000	63	16.62%	56.0	18	37	8	0
\$125,001 - \$250,000	102	26.91%	40.0	8	67	23	4
\$250,001 - \$375,000	59	15.57%	52.0	6	30	19	4
\$375,001 - \$625,000	50	13.19%	59.5	7	24	12	7
\$625,001 and up	36	9.50%	54.5	2	14	11	9
Total Active Inventory by Units	379			78	201	76	24
Total Active Inventory by Volume	108,266,640	100%	53.0	11.63M	53.82M	26.75M	16.07M
Median Active Inventory Listing Price	\$185,500			\$81,950	\$179,900	\$282,450	\$503,000

August 2021



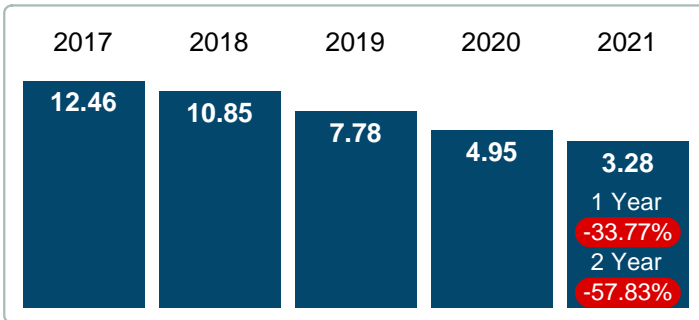
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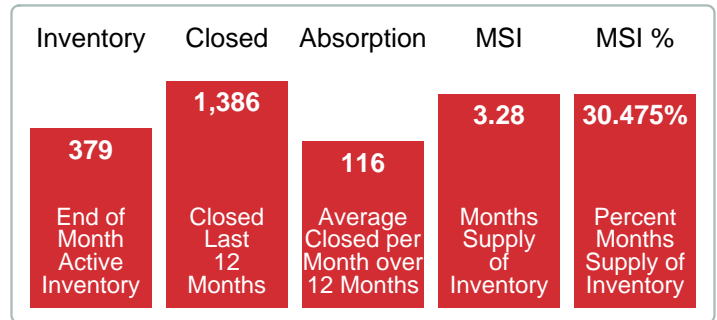
MONTHS SUPPLY of INVENTORY (MSI)

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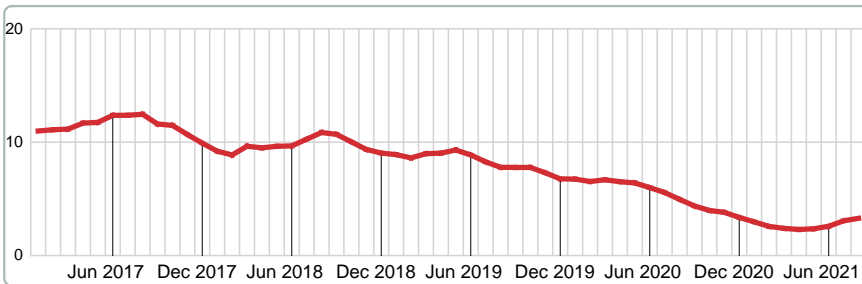
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

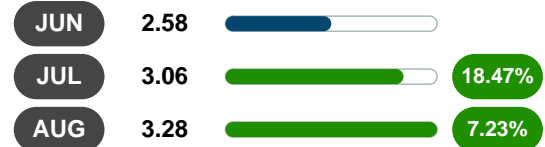


3 MONTHS

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%	379	78	201	76	24

August 2021



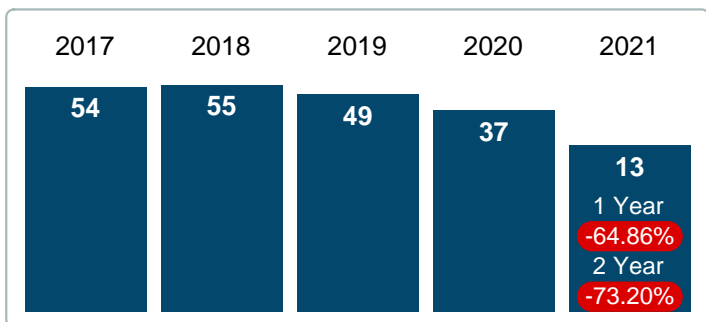
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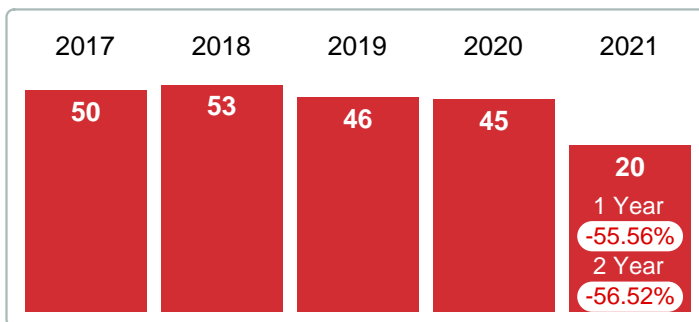
MEDIAN DAYS ON MARKET TO SALE

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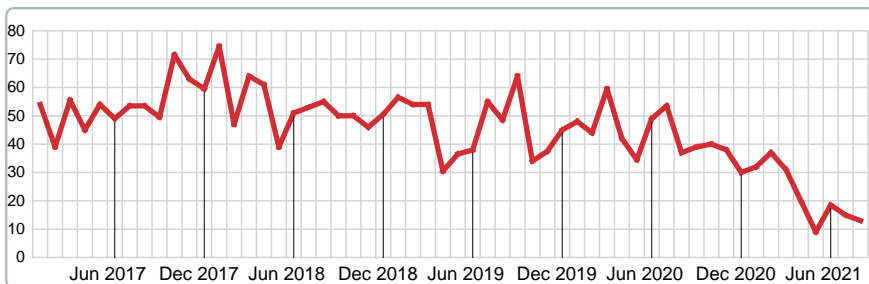
AUGUST



YEAR TO DATE (YTD)

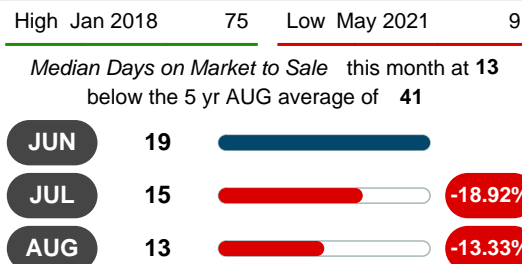


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 41



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11.11%	15	45	7	0	0
\$40,001 - \$70,000	8.55%	32	43	96	34	1
\$70,001 - \$120,000	18.80%	25	73	14	60	0
\$120,001 - \$180,000	23.93%	15	72	15	8	0
\$180,001 - \$260,000	15.38%	10	3	10	37	0
\$260,001 - \$340,000	12.82%	6	0	6	7	0
\$340,001 and up	9.40%	8	0	5	25	75
Median Closed DOM		13	45	11	17	38
Total Closed Units	100%	13.0	14	80	21	2
Total Closed Volume		22,288,276	1.03M	16.35M	4.51M	402.00K

August 2021



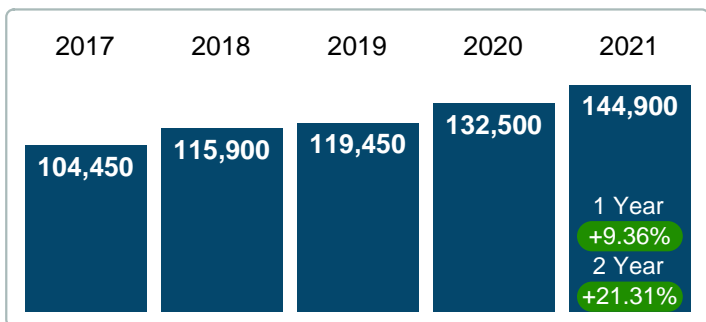
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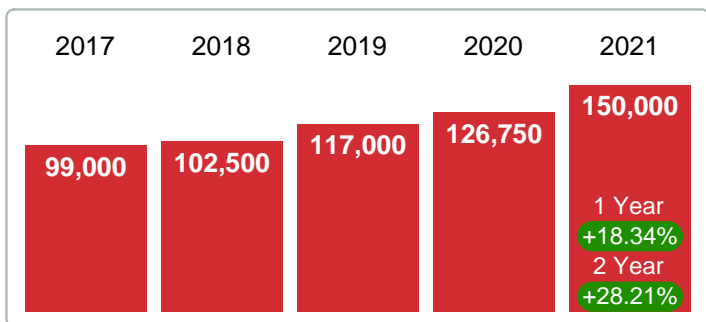
MEDIAN LIST PRICE AT CLOSING

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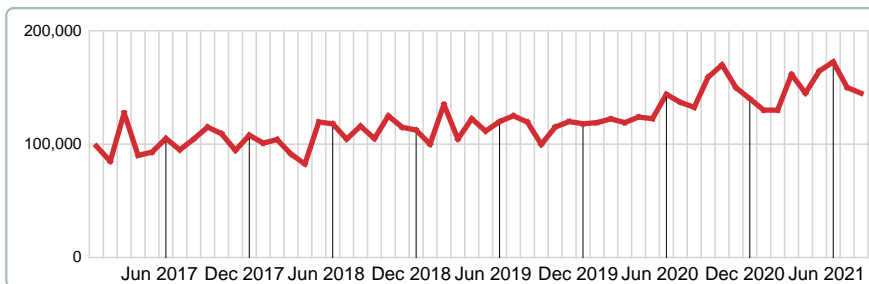
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

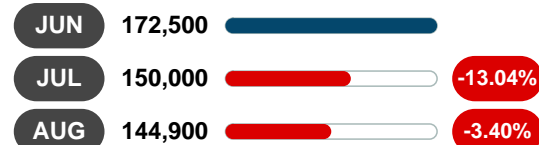


3 MONTHS

5 year AUG AVG = 123,440

High Jun 2021 172,500 Low Apr 2018 82,500

Median List Price at Closing this month at **144,900**
above the 5 yr AUG average of **123,440**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7.69%	25,000	20,750	34,000	0	0
\$40,001 - \$70,000	11.11%	50,000	49,900	48,500	67,900	0
\$70,001 - \$120,000	19.66%	89,500	81,200	89,950	90,400	73,000
\$120,001 - \$180,000	22.22%	143,450	144,950	145,950	139,950	0
\$180,001 - \$260,000	13.68%	227,450	239,000	229,950	199,000	0
\$260,001 - \$340,000	14.53%	290,000	0	293,800	277,500	0
\$340,001 and up	11.11%	498,000	0	533,500	424,000	375,000
Median List Price		144,900	54,700	166,500	173,000	224,000
Total Closed Units	100%	144,900	14	80	21	2
Total Closed Volume		22,897,398	1.05M	16.72M	4.68M	448.00K

August 2021



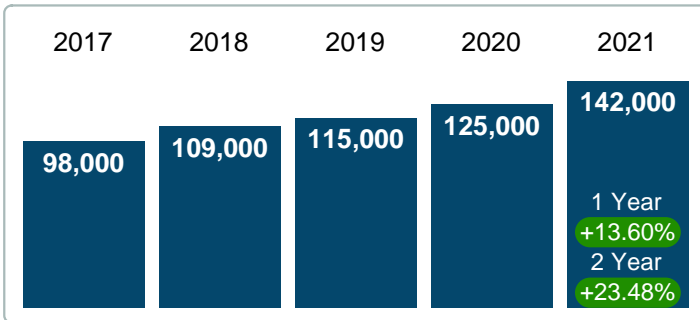
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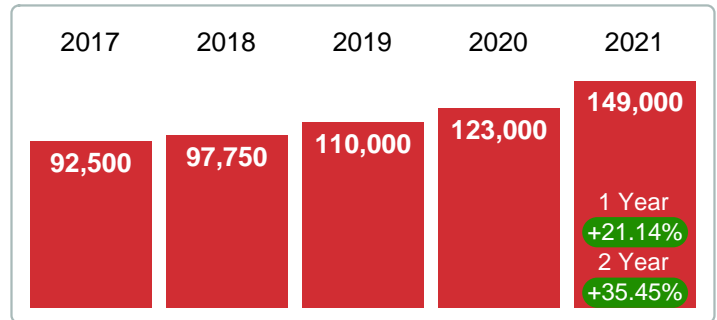
MEDIAN SOLD PRICE AT CLOSING

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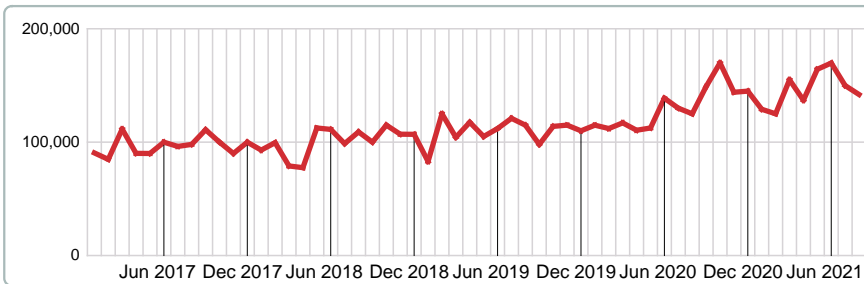
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

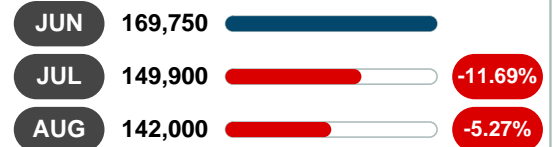


3 MONTHS

5 year AUG AVG = 117,800

High Oct 2020 169,900 Low Apr 2018 77,500

Median Sold Price at Closing this month at **142,000** above the 5 yr AUG average of **117,800**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11.11%	30,000	19,000	35,000	0	0
\$40,001 - \$70,000	8.55%	53,250	49,900	56,950	67,950	52,000
\$70,001 - \$120,000	18.80%	88,500	80,000	90,938	93,500	0
\$120,001 - \$180,000	23.93%	144,500	143,500	148,500	144,950	0
\$180,001 - \$260,000	15.38%	240,250	245,000	240,250	230,000	0
\$260,001 - \$340,000	12.82%	298,000	0	298,000	310,000	0
\$340,001 and up	9.40%	495,000	0	529,750	686,500	350,000
Median Sold Price		142,000	52,200	160,500	168,500	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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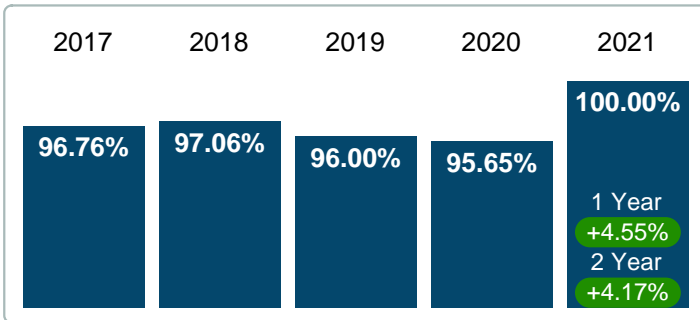
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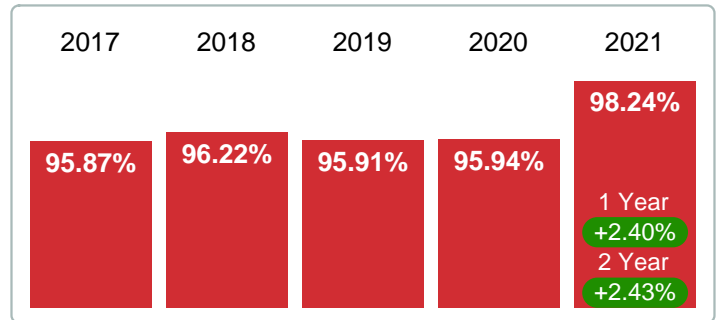
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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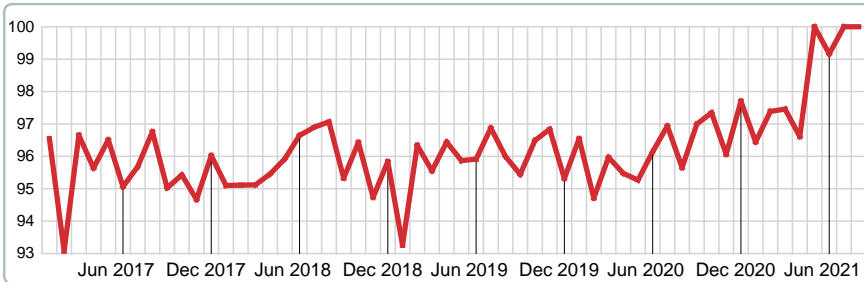
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

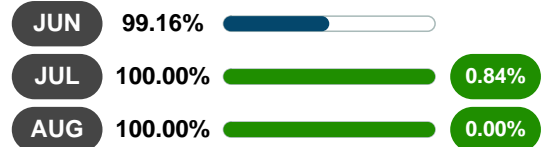


3 MONTHS

5 year AUG AVG = 97.09%

High Aug 2021 100.00% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **97.09%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	11.11%	90.00%	96.51%	81.16%	0.00%	0.00%
\$40,001 - \$70,000	10	8.55%	92.57%	91.60%	95.00%	100.07%	71.23%
\$70,001 - \$120,000	22	18.80%	100.00%	98.43%	100.00%	102.88%	0.00%
\$120,001 - \$180,000	28	23.93%	99.24%	99.00%	99.24%	98.70%	0.00%
\$180,001 - \$260,000	18	15.38%	100.00%	102.51%	100.00%	94.55%	0.00%
\$260,001 - \$340,000	15	12.82%	100.00%	0.00%	100.00%	98.64%	0.00%
\$340,001 and up	11	9.40%	100.00%	0.00%	100.00%	98.59%	93.33%
Median Sold/List Ratio		100.00%		95.80%	100.00%	99.11%	82.28%
Total Closed Units		117	100%	14	80	21	2
Total Closed Volume		22,288,276		1.03M	16.35M	4.51M	402.00K

August 2021



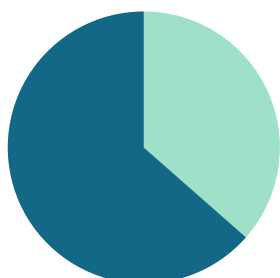
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

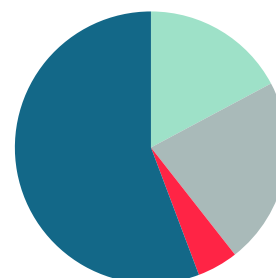


Inventory
 New Listings
205 = 36.48%
 Start Inventory
357
 Total Inventory Units
562
 Volume
\$151,641,640

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%
Median List Price	132,500	144,900	9.36%	126,750	150,000	18.34%
Median Sale Price	125,000	142,000	13.60%	123,000	149,000	21.14%
Median Percent of Selling Price to List Price	95.65%	100.00%	4.55%	95.94%	98.24%	2.40%
Median Days on Market to Sale	37.00	13.00	-64.86%	45.00	20.00	-55.56%
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

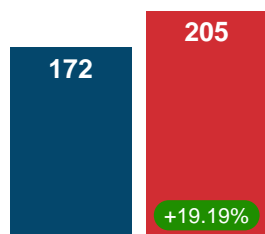
Inventory on August 31, 2021 = **379**

2020 **2021**

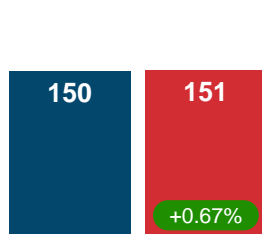
AUGUST MARKET

MEDIAN PRICES

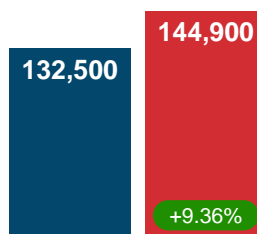
New Listings



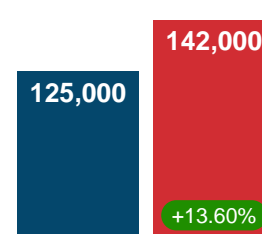
Pending Listings



List Price



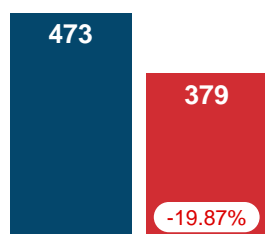
Sale Price



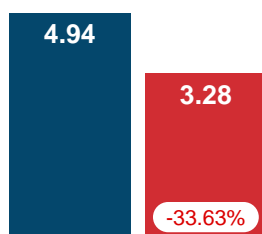
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

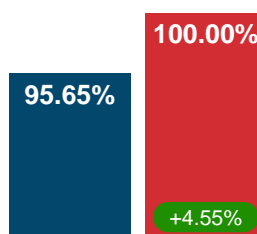
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

