

July 2021



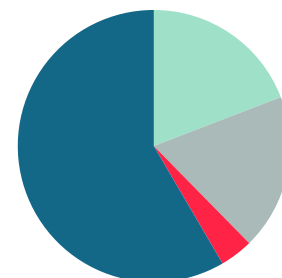
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	134	117	-12.69%
Pending Listings	156	113	-27.56%
New Listings	173	189	9.25%
Average List Price	178,163	208,664	17.12%
Average Sale Price	171,310	203,076	18.54%
Average Percent of Selling Price to List Price	95.14%	97.04%	2.00%
Average Days on Market to Sale	59.74	37.53	-37.18%
End of Month Inventory	521	357	-31.48%
Months Supply of Inventory	5.55	3.06	-44.84%



■ Closed (19.15%)
■ Pending (18.49%)
■ Other OffMarket (3.93%)
■ Active (58.43%)

Absorption: Last 12 months, an Average of **117** Sales/Month
Active Inventory as of July 31, 2021 = **357**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **31.48%** to 357 existing homes available for sale. Over the last 12 months this area has had an average of 117 closed sales per month. This represents an unsold inventory index of **3.06** 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 **18.54%** in July 2021 to \$203,076 versus the previous year at \$171,310.

Average Days on Market Shortens

The average number of **37.53** days that homes spent on the market before selling decreased by 22.21 days or **37.18%** in July 2021 compared to last year's same month at **59.74** DOM.

Sales Success for July 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 189 New Listings in July 2021, up **9.25%** from last year at 173. Furthermore, there were 117 Closed Listings this month versus last year at 134, a **-12.69%** decrease.

Closed versus Listed trends yielded a **61.9%** ratio, down from previous year's, July 2020, at **77.5%**, a **20.08%** downswing. This will certainly create pressure on a decreasing Monthly 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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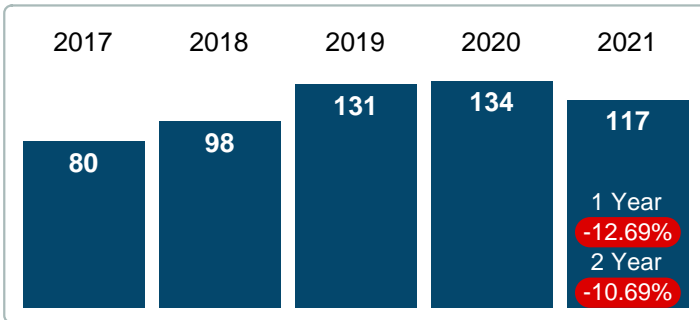
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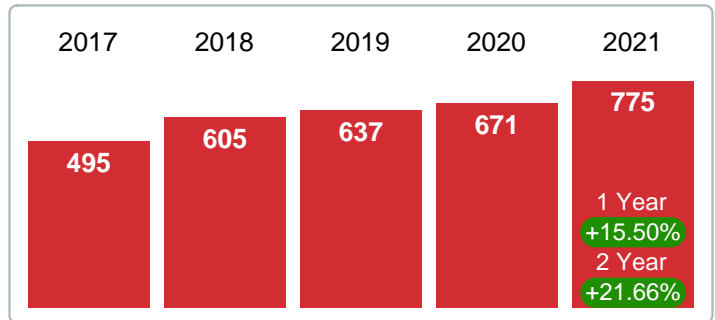
CLOSED LISTINGS

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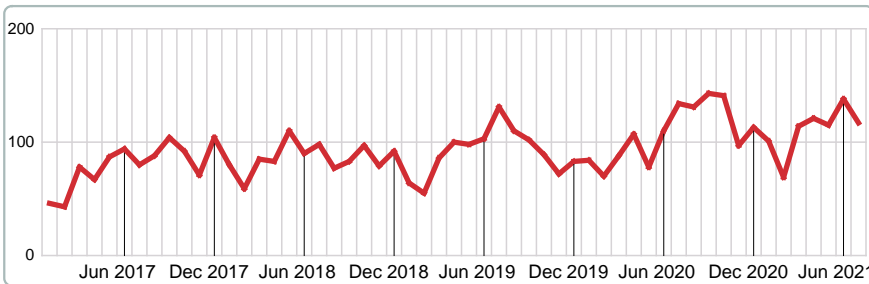
JULY



YEAR TO DATE (YTD)

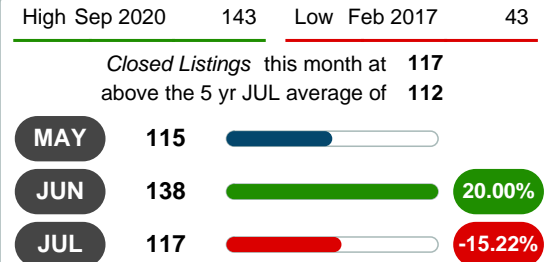


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 112



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	12	10.26%	59.8	5	6	1	0
\$50,001 - \$75,000	3	2.56%	18.0	1	2	0	0
\$75,001 - \$125,000	26	22.22%	38.3	8	16	2	0
\$125,001 - \$175,000	30	25.64%	24.2	2	23	5	0
\$175,001 - \$250,000	16	13.68%	27.4	0	11	5	0
\$250,001 - \$425,000	19	16.24%	33.1	0	10	7	2
\$425,001 and up	11	9.40%	75.6	1	4	3	3
Total Closed Units	117			17	72	23	5
Total Closed Volume	23,759,950	100%	37.5	1.92M	13.42M	6.04M	2.38M
Average Closed Price	\$203,076			\$112,806	\$186,439	\$262,615	\$475,700

July 2021



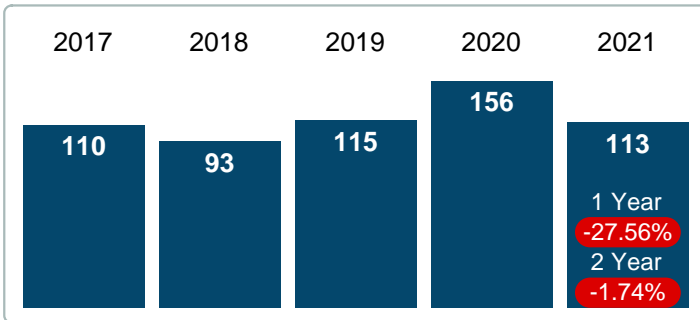
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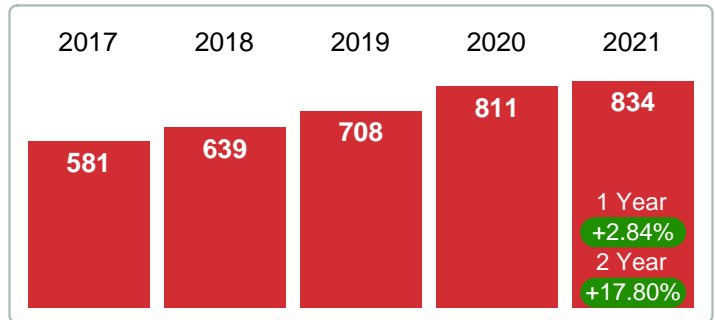
PENDING LISTINGS

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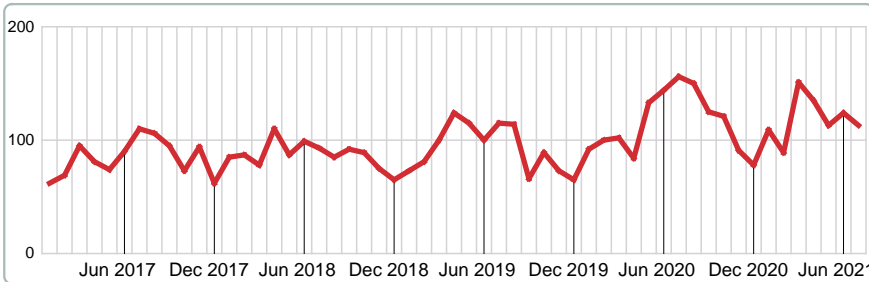
JULY



YEAR TO DATE (YTD)

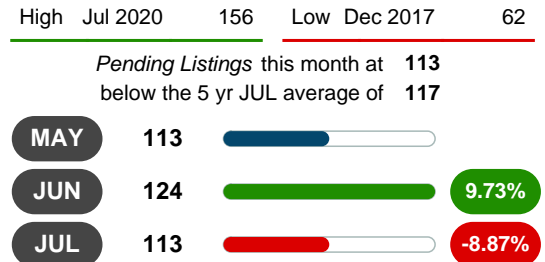


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 117



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	9	7.96%	97.9	2	6	1	0
\$50,001 - \$75,000	7	6.19%	22.9	2	4	0	1
\$75,001 - \$125,000	27	23.89%	55.5	5	20	2	0
\$125,001 - \$175,000	25	22.12%	23.8	2	19	4	0
\$175,001 - \$225,000	14	12.39%	36.9	1	9	4	0
\$225,001 - \$325,000	19	16.81%	29.3	4	12	2	1
\$325,001 and up	12	10.62%	31.8	0	6	5	1
Total Pending Units	113			16	76	18	3
Total Pending Volume	22,501,647	100%	40.6	2.23M	13.45M	4.55M	2.27M
Average Listing Price	\$199,130			\$139,338	\$177,024	\$252,805	\$755,967

July 2021



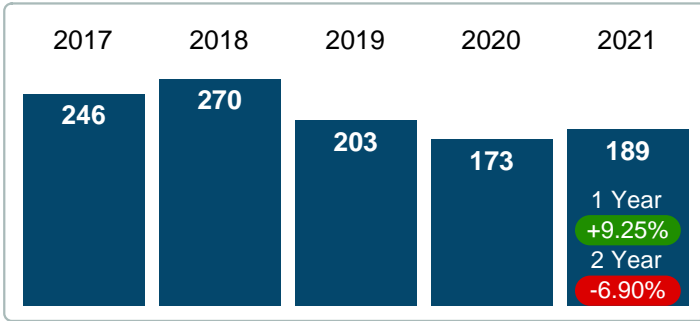
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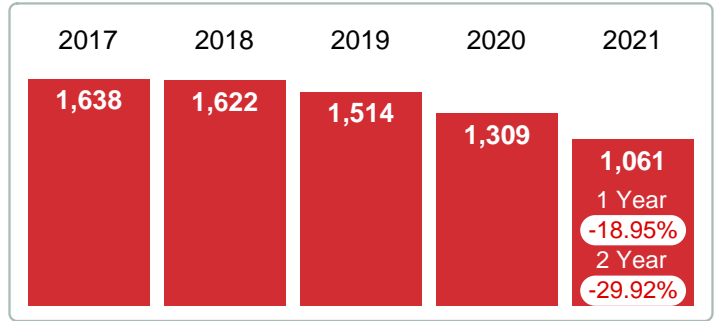
NEW LISTINGS

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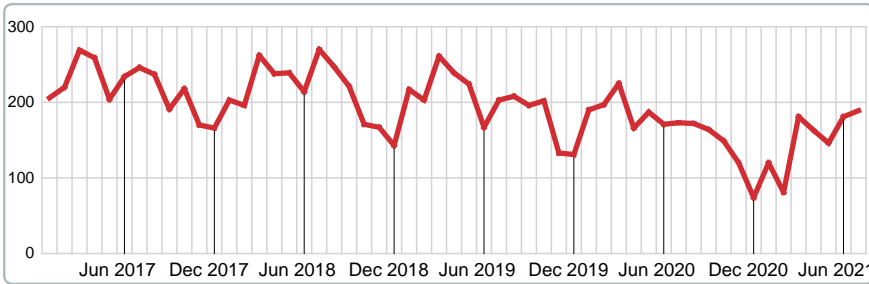
JULY



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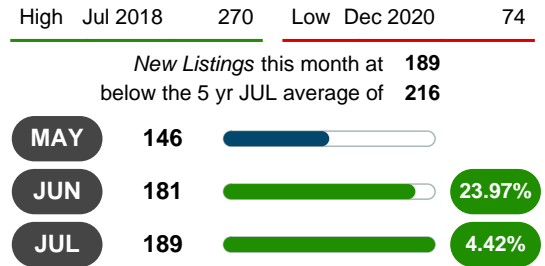


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 216



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	13	6.88%	5	7	1	0
\$50,001 - \$75,000	14	7.41%	4	8	1	1
\$75,001 - \$125,000	36	19.05%	8	25	3	0
\$125,001 - \$225,000	52	27.51%	5	33	12	2
\$225,001 - \$275,000	22	11.64%	2	17	2	1
\$275,001 - \$600,000	33	17.46%	3	18	12	0
\$600,001 and up	19	10.05%	2	7	3	7
Total New Listed Units	189		29	115	34	11
Total New Listed Volume	47,423,497	100%	5.23M	26.40M	9.97M	5.83M
Average New Listed Listing Price	\$212,868		\$180,341	\$229,548	\$293,171	\$529,795

July 2021



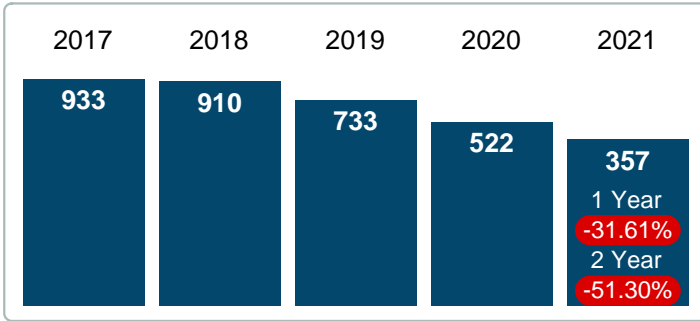
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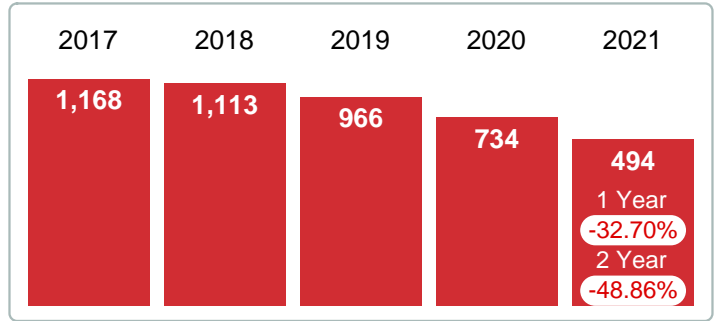
ACTIVE INVENTORY

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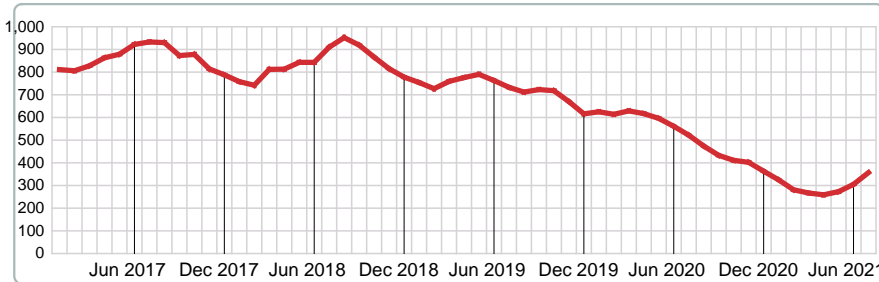
END OF JULY



ACTIVE DURING JULY

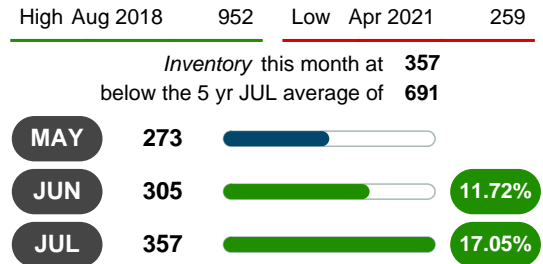


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 691



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	34	9.52%	58.1	21	13	0	0
\$50,001 - \$75,000	37	10.36%	63.9	19	17	1	0
\$75,001 - \$125,000	63	17.65%	72.7	18	34	11	0
\$125,001 - \$225,000	77	21.57%	60.6	5	50	19	3
\$225,001 - \$350,000	63	17.65%	66.4	3	35	21	4
\$350,001 - \$600,000	48	13.45%	73.4	6	22	13	7
\$600,001 and up	35	9.80%	50.9	2	15	7	11
Total Active Inventory by Units			357	74	186	72	25
Total Active Inventory by Volume			94,881,740	9.69M	44.72M	23.72M	16.74M
Average Active Inventory Listing Price			\$265,775	\$131,001	\$240,451	\$329,460	\$669,702

July 2021



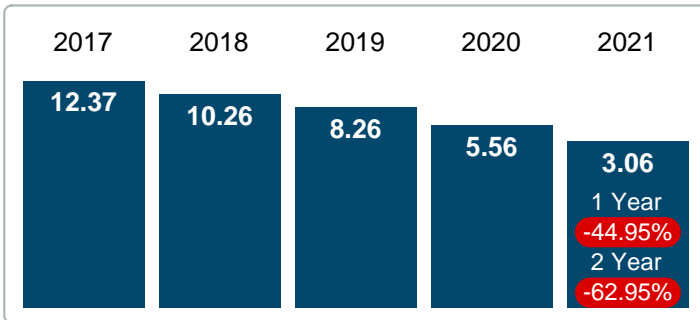
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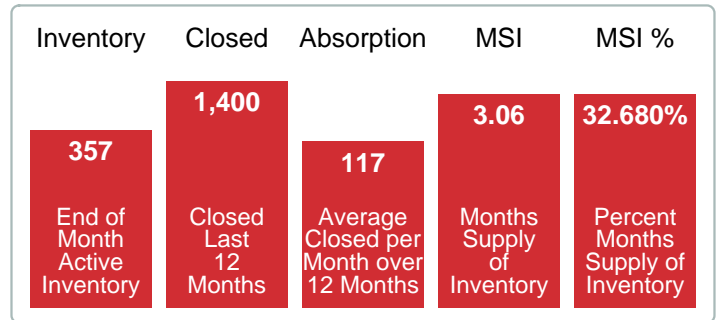
MONTHS SUPPLY of INVENTORY (MSI)

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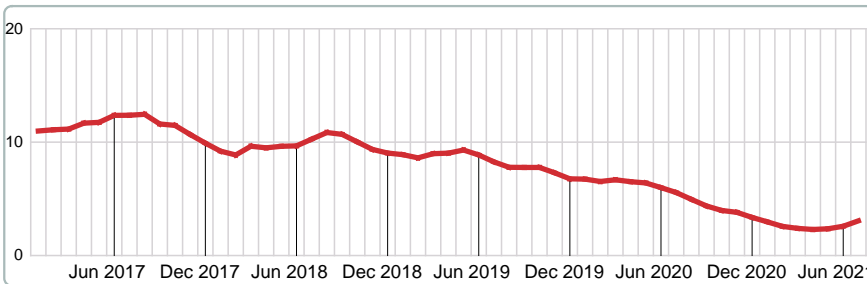
MSI FOR JULY



INDICATORS FOR JULY 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.90

High Aug 2017 12.46 Low Apr 2021 2.30

Months Supply this month at **3.06**
below the 5 yr JUL average of **7.90**



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	34	9.52%	2.76	3.04	2.79	0.00	0.00
\$50,001 - \$75,000	37	10.36%	3.64	4.96	2.96	1.71	0.00
\$75,001 - \$125,000	63	17.65%	2.46	3.93	1.87	4.00	0.00
\$125,001 - \$225,000	77	21.57%	2.18	1.30	2.11	2.81	3.00
\$225,001 - \$350,000	63	17.65%	3.84	2.00	3.59	4.85	4.80
\$350,001 - \$600,000	48	13.45%	3.69	12.00	3.57	2.89	3.82
\$600,001 and up	35	9.80%	9.13	6.00	20.00	4.67	8.80
Market Supply of Inventory (MSI)			3.06	3.44	2.70	3.44	4.76
Total Active Inventory by Units		100%	357	74	186	72	25

July 2021



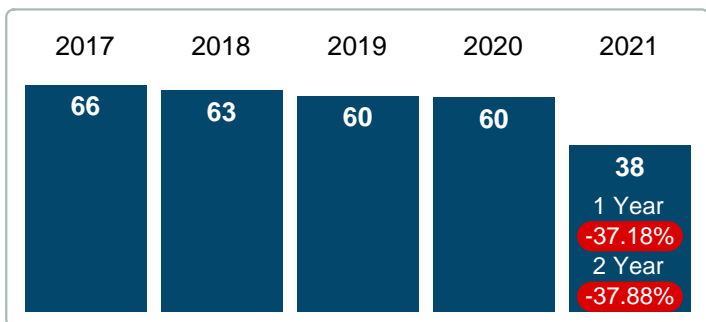
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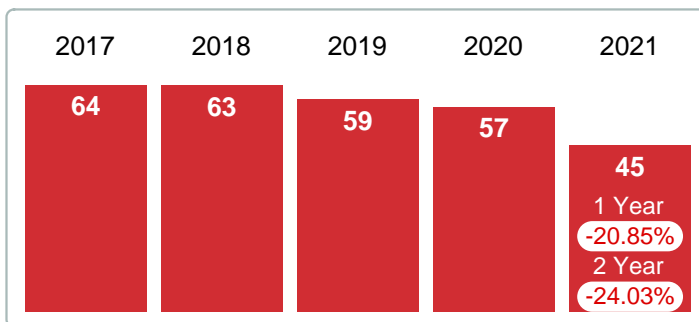
AVERAGE DAYS ON MARKET TO SALE

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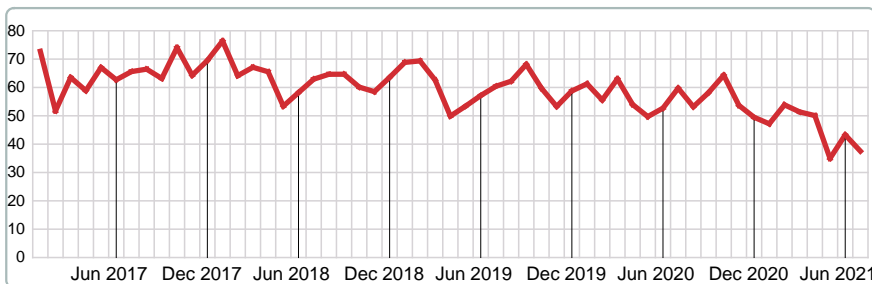
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

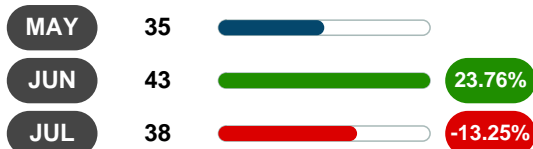


3 MONTHS

5 year JUL AVG = 57

High Jan 2018 76 Low May 2021 35

Average Days on Market to Sale this month at 38 below the 5 yr JUL 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	12	10.26%	60	67	50	80	0
\$50,001 - \$75,000	3	2.56%	18	1	27	0	0
\$75,001 - \$125,000	26	22.22%	38	62	24	62	0
\$125,001 - \$175,000	30	25.64%	24	15	22	38	0
\$175,001 - \$250,000	16	13.68%	27	0	13	58	0
\$250,001 - \$425,000	19	16.24%	33	0	24	29	92
\$425,001 and up	11	9.40%	76	61	15	62	176
Average Closed DOM	38			54	23	47	142
Total Closed Units	117	100%	38	17	72	23	5
Total Closed Volume	23,759,950			1.92M	13.42M	6.04M	2.38M

July 2021



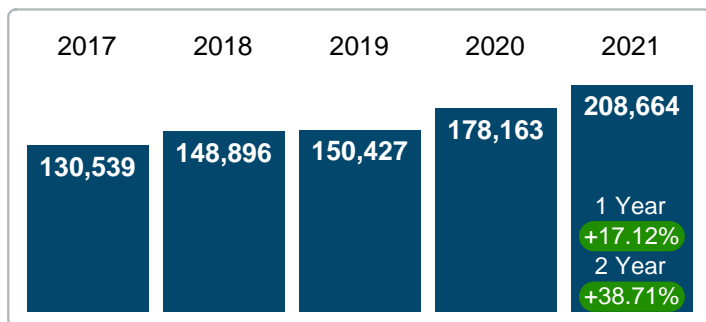
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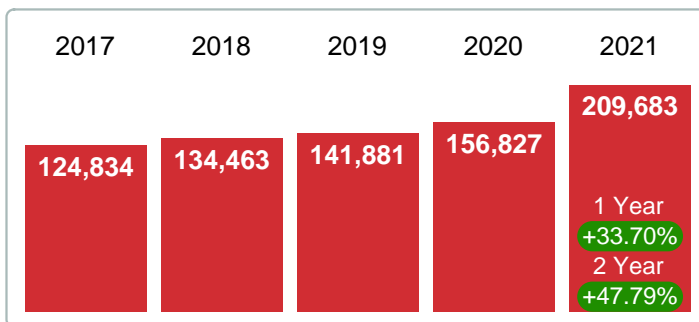
AVERAGE LIST PRICE AT CLOSING

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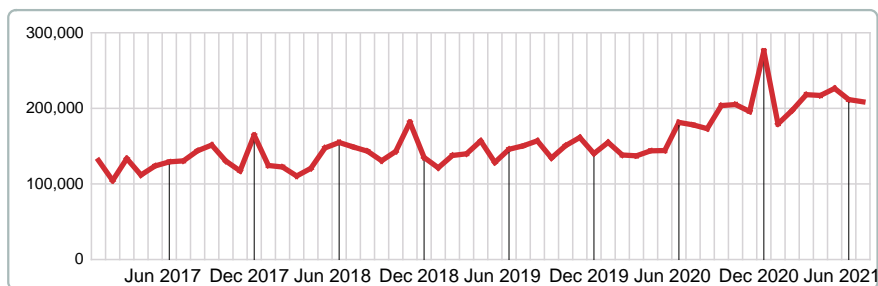
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 163,338

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

Average List Price at Closing this month at **208,664**
above the 5 yr JUL average of **163,338**

- MAY** 226,340
- JUN** 211,585 -6.52%
- JUL** 208,664 -1.38%

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 10	8.55%	35,395	37,840	41,608	30,000	0
\$50,001 - \$75,000 5	4.27%	64,960	59,900	75,000	0	0
\$75,001 - \$125,000 27	23.08%	104,170	100,700	106,538	97,450	0
\$125,001 - \$175,000 26	22.22%	148,125	151,448	147,607	160,980	0
\$175,001 - \$250,000 19	16.24%	212,405	0	219,564	221,580	0
\$250,001 - \$425,000 16	13.68%	330,681	0	371,275	330,986	311,800
\$425,001 and up 14	11.97%	553,182	599,000	548,750	599,633	585,967
Average List Price		208,664	115,094	191,974	271,891	476,300
Total Closed Units	100%	208,664	17	72	23	5
Total Closed Volume		24,413,746	1.96M	13.82M	6.25M	2.38M

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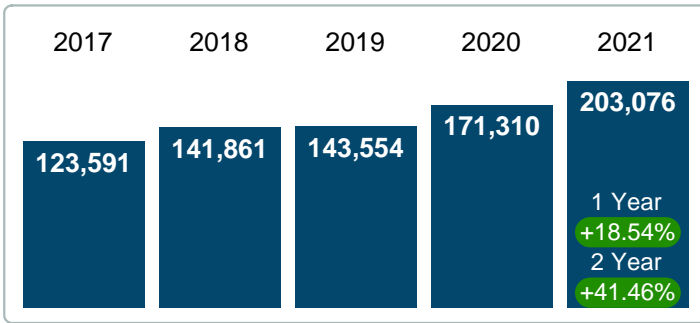
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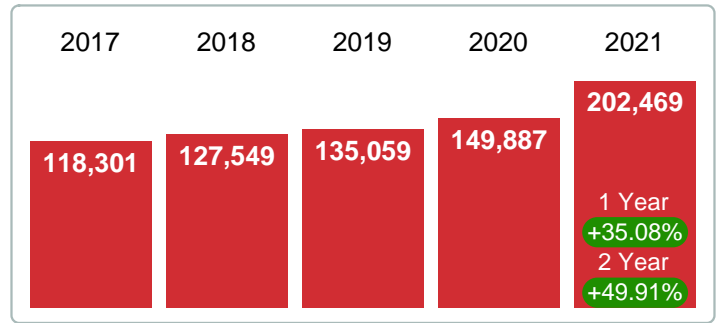
AVERAGE SOLD PRICE AT CLOSING

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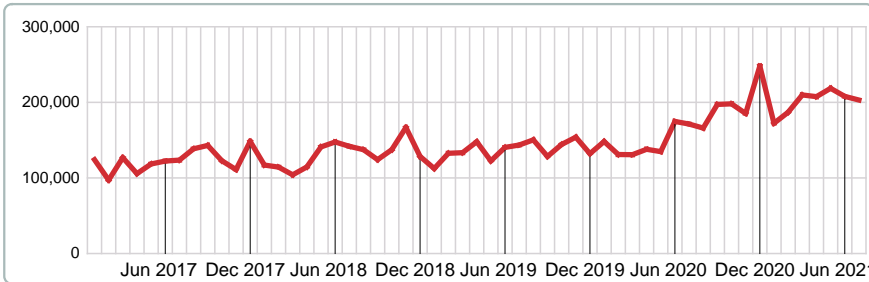
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

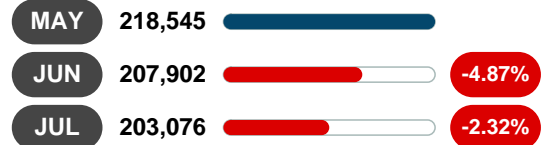


3 MONTHS

5 year JUL AVG = 156,678

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

Average Sold Price at Closing this month at **203,076** above the 5 yr JUL average of **156,678**



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	10.26%	34,229	36,180	33,725	27,500	0
\$50,001 - \$75,000	2.56%	68,933	63,800	71,500	0	0
\$75,001 - \$125,000	22.22%	100,035	98,500	102,181	89,000	0
\$125,001 - \$175,000	25.64%	147,662	152,500	146,298	152,000	0
\$175,001 - \$250,000	13.68%	216,000	0	214,773	218,700	0
\$250,001 - \$425,000	16.24%	340,013	0	354,800	324,464	320,500
\$425,001 and up	9.40%	563,218	580,000	542,000	569,967	579,167
Average Sold Price		203,076	112,806	186,439	262,615	475,700
Total Closed Units	100%	203,076	17	72	23	5
Total Closed Volume		23,759,950	1.92M	13.42M	6.04M	2.38M

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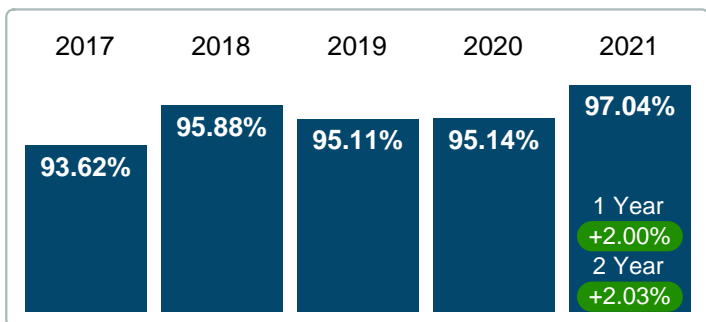
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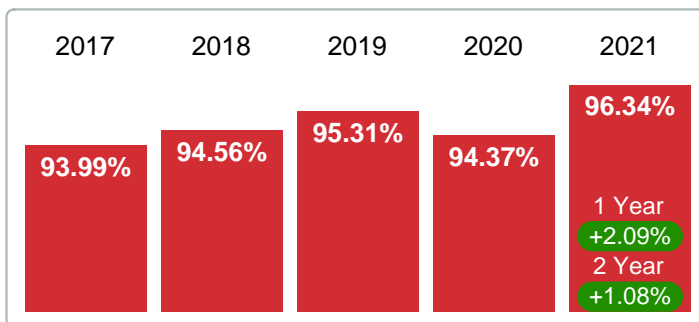
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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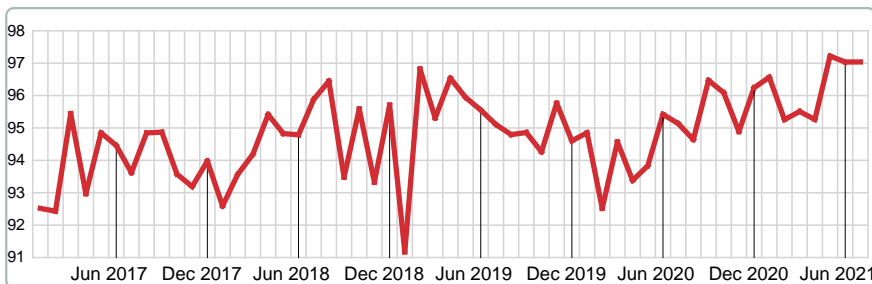
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

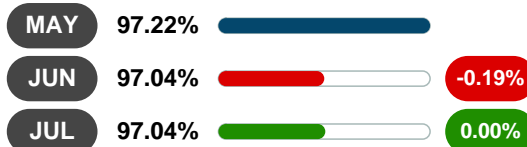


3 MONTHS

5 year JUL AVG = 95.36%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **97.04%**
above the 5 yr JUL average of **95.36%**



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	12	10.26%	89.23%	95.67%	83.46%	91.67%	0.00%
\$50,001 - \$75,000	3	2.56%	99.06%	106.51%	95.33%	0.00%	0.00%
\$75,001 - \$125,000	26	22.22%	96.62%	98.27%	96.48%	91.23%	0.00%
\$125,001 - \$175,000	30	25.64%	98.78%	100.68%	99.43%	95.01%	0.00%
\$175,001 - \$250,000	16	13.68%	98.20%	0.00%	98.00%	98.63%	0.00%
\$250,001 - \$425,000	19	16.24%	98.20%	0.00%	96.94%	98.14%	104.73%
\$425,001 and up	11	9.40%	97.53%	96.83%	98.84%	95.05%	98.51%
Average Sold/List Ratio		97.00%		98.19%	96.73%	96.28%	100.99%
Total Closed Units	117	100%	97.00%	17	72	23	5
Total Closed Volume	23,759,950			1.92M	13.42M	6.04M	2.38M

July 2021



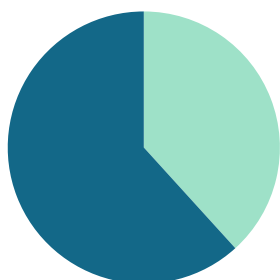
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

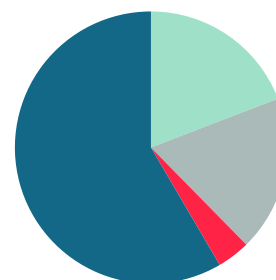


Inventory
 New Listings
189 = 38.26%
 Start Inventory
305
 Total Inventory Units
494
 Volume
\$124,271,786

Market Activity

Closed Sales
117 = 19.15%
 Pending Sales
113 = 18.49%
 Other Off Market
24 = 3.93%
 Active Inventory
357 = 58.43%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	134	117	-12.69%	671	775	15.50%
Pending Sales	156	113	-27.56%	811	834	2.84%
New Listings	173	189	9.25%	1,309	1,061	-18.95%
Average List Price	178,163	208,664	17.12%	156,827	209,683	33.70%
Average Sale Price	171,310	203,076	18.54%	149,887	202,469	35.08%
Average Percent of Selling Price to List Price	95.14%	97.04%	2.00%	94.37%	96.34%	2.09%
Average Days on Market to Sale	59.74	37.53	-37.18%	56.69	44.87	-20.85%
Monthly Inventory	521	357	-31.48%	521	357	-31.48%
Months Supply of Inventory	5.55	3.06	-44.84%	5.55	3.06	-44.84%

Absorption: Last 12 months, an Average of 117 Sales/Month

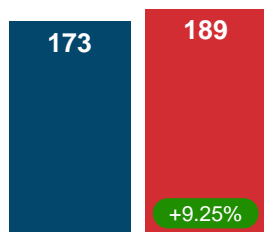
Inventory on July 31, 2021 = 357

2020 2021

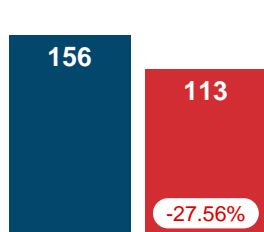
JULY MARKET

AVERAGE PRICES

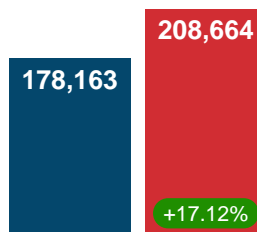
New Listings



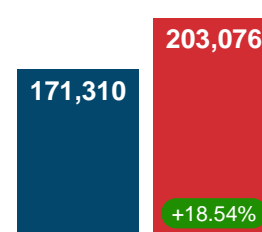
Pending Listings



List Price



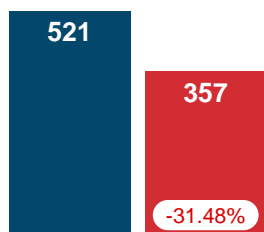
Sale Price



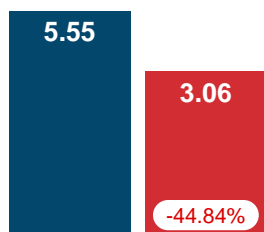
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

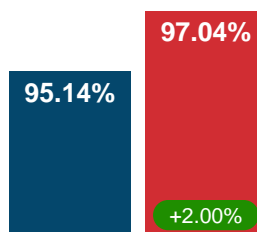
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

