

July 2021



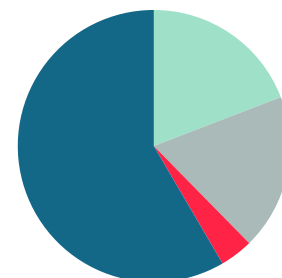
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	136,950	150,000	9.53%
Median Sale Price	130,000	149,900	15.31%
Median Percent of Selling Price to List Price	96.94%	100.00%	3.16%
Median Days on Market to Sale	53.50	15.00	-71.96%
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.

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 **15.31%** in July 2021 to \$149,900 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 38.50 days or **71.96%** in July 2021 compared to last year's same month at **53.50** DOM.

Sales Success for July 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 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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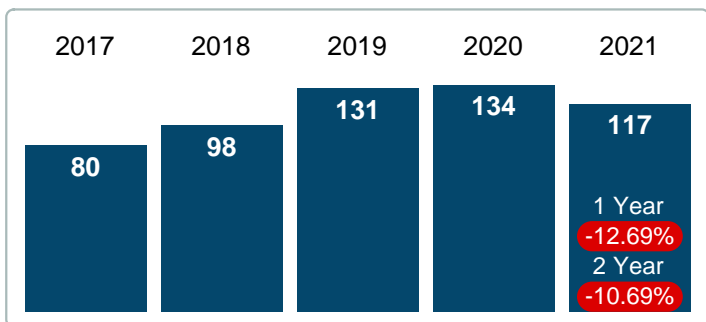
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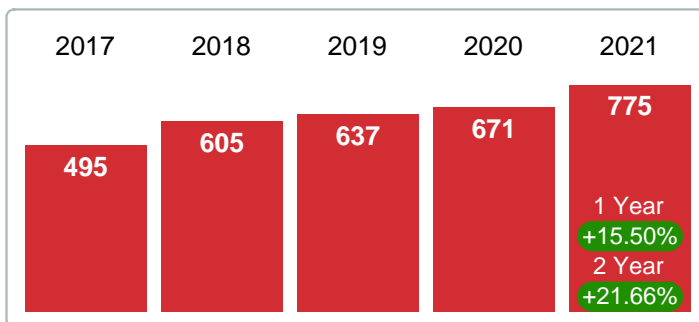
CLOSED LISTINGS

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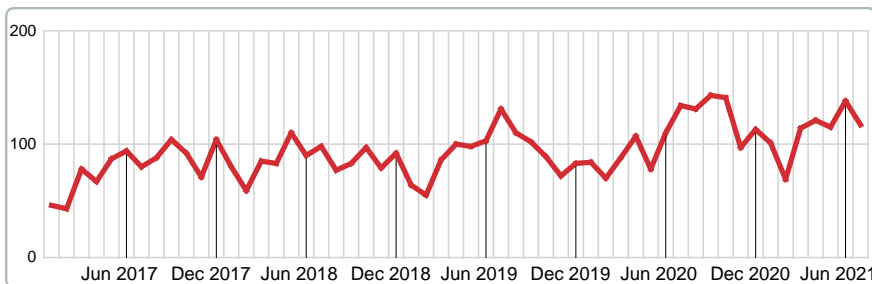
JULY



YEAR TO DATE (YTD)

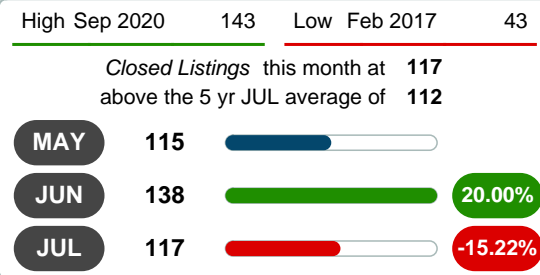


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 112



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	10.26%	42.0	5	6	1	0
\$50,001 - \$90,000	10	8.55%	10.0	4	5	1	0
\$90,001 - \$120,000	17	14.53%	17.0	4	12	1	0
\$120,001 - \$190,000	34	29.06%	12.0	3	26	5	0
\$190,001 - \$270,000	16	13.68%	12.0	0	9	6	1
\$270,001 - \$420,000	16	13.68%	12.5	0	9	6	1
\$420,001 and up	12	10.26%	53.5	1	5	3	3
Total Closed Units	117			17	72	23	5
Total Closed Volume	23,759,950	100%	15.0	1.92M	13.42M	6.04M	2.38M
Median Closed Price	\$149,900			\$88,000	\$149,250	\$229,000	\$435,000

July 2021



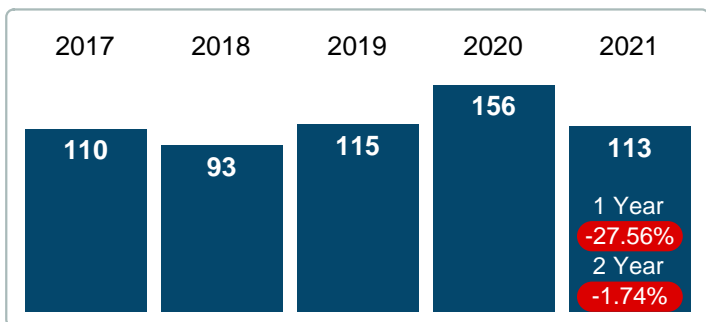
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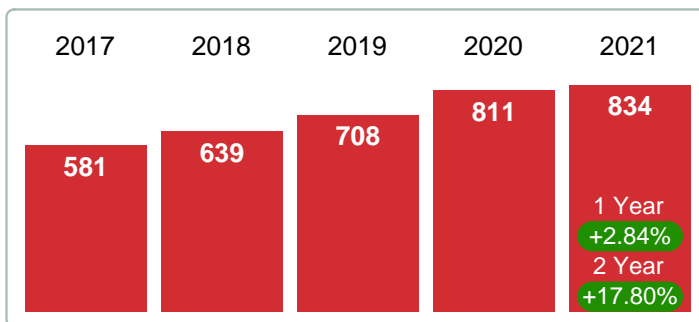
PENDING LISTINGS

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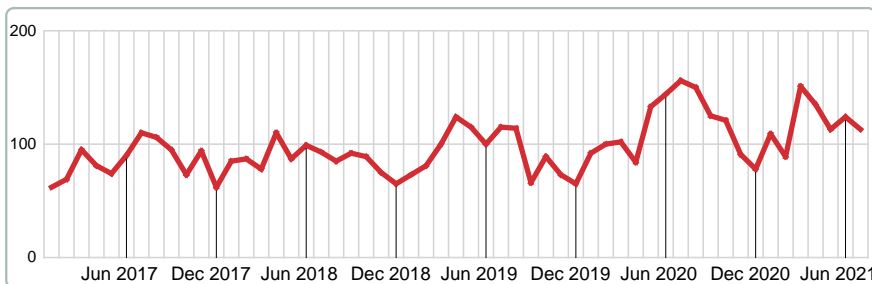
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 117

High Jul 2020 156 Low Dec 2017 62

Pending Listings this month at 113 below the 5 yr JUL average of 117



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	11	9.73%	41.0	3	7	1	0
\$60,001 - \$80,000	8	7.08%	10.0	1	5	1	1
\$80,001 - \$120,000	22	19.47%	26.0	5	16	1	0
\$120,001 - \$180,000	28	24.78%	14.0	2	22	4	0
\$180,001 - \$240,000	16	14.16%	14.0	2	10	4	0
\$240,001 - \$340,000	16	14.16%	18.0	3	10	2	1
\$340,001 and up	12	10.62%	11.5	0	6	5	1
Total Pending Units	113			16	76	18	3
Total Pending Volume	22,501,647	100%	18.0	2.23M	13.45M	4.55M	2.27M
Median Listing Price	\$149,000			\$107,450	\$141,500	\$207,000	\$299,900

July 2021



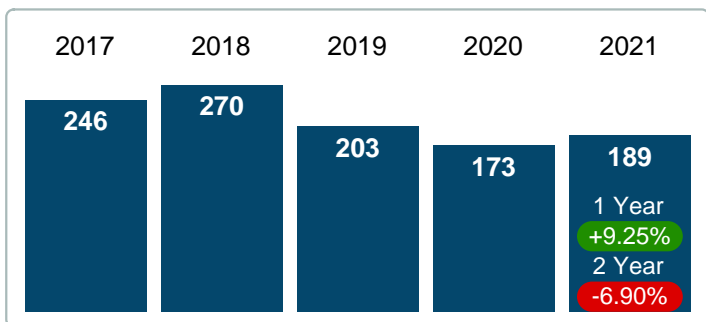
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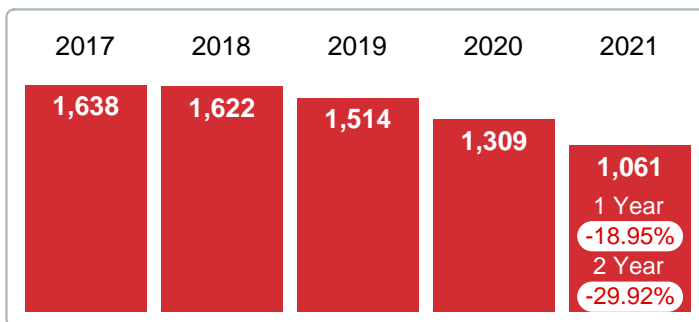
NEW LISTINGS

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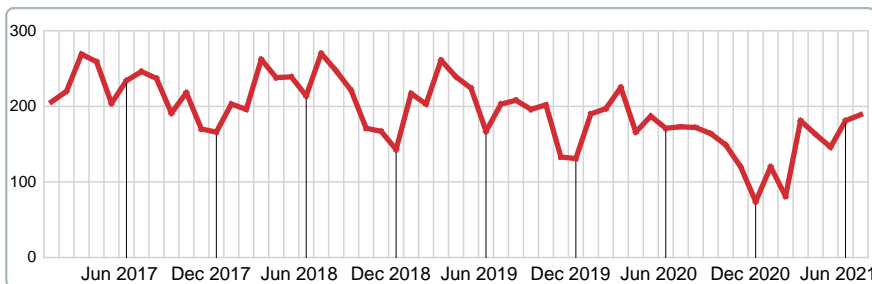
JULY



YEAR TO DATE (YTD)

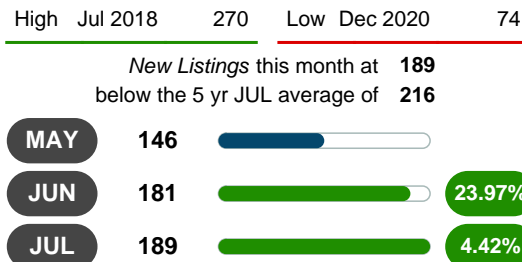


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$174,900		\$114,900	\$169,900	\$227,500	\$649,999

July 2021



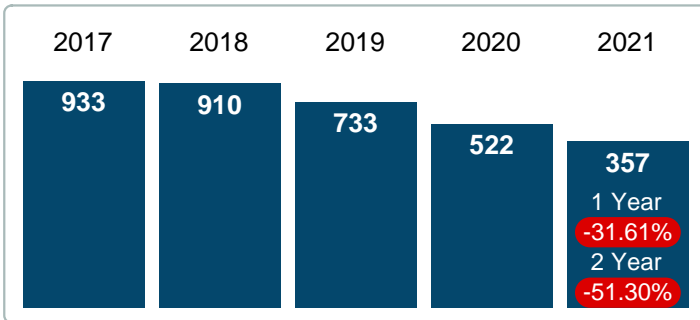
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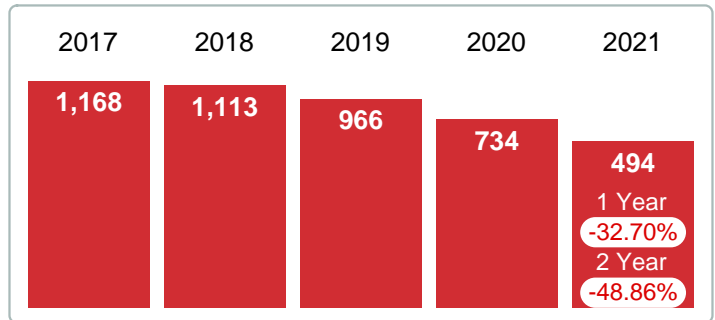
ACTIVE INVENTORY

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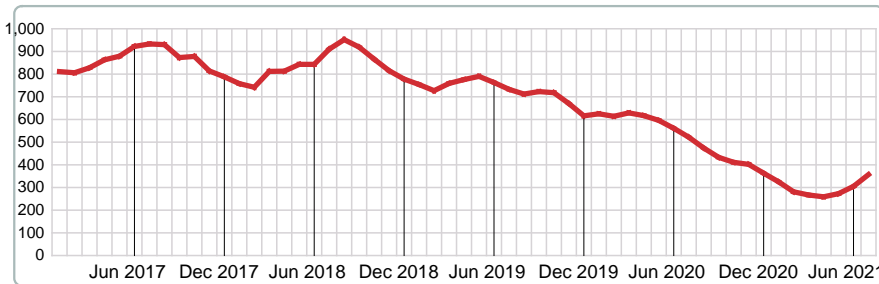
END OF JULY



ACTIVE DURING JULY

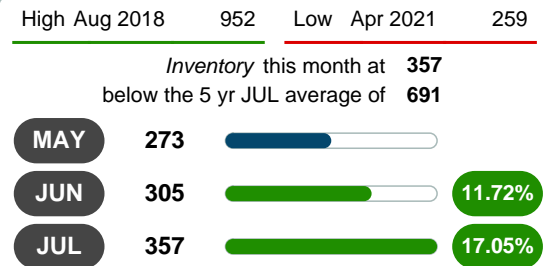


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 691



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	34	9.52%	46.5	21	13	0	0
\$50,001 - \$75,000	37	10.36%	52.0	19	17	1	0
\$75,001 - \$125,000	63	17.65%	38.0	18	34	11	0
\$125,001 - \$225,000	77	21.57%	32.0	5	50	19	3
\$225,001 - \$350,000	63	17.65%	45.0	3	35	21	4
\$350,001 - \$600,000	48	13.45%	53.0	6	22	13	7
\$600,001 and up	35	9.80%	32.0	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
Median Active Inventory Listing Price			\$174,900	\$73,950	\$172,450	\$259,900	\$550,000

July 2021



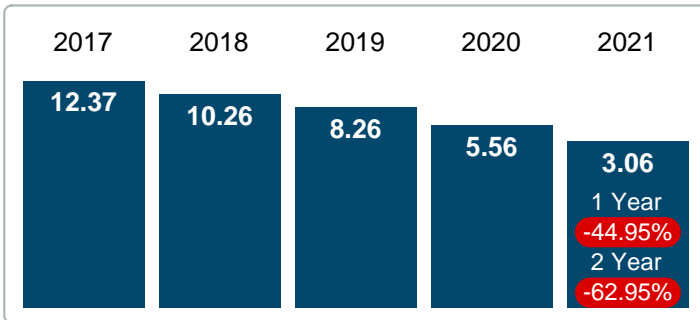
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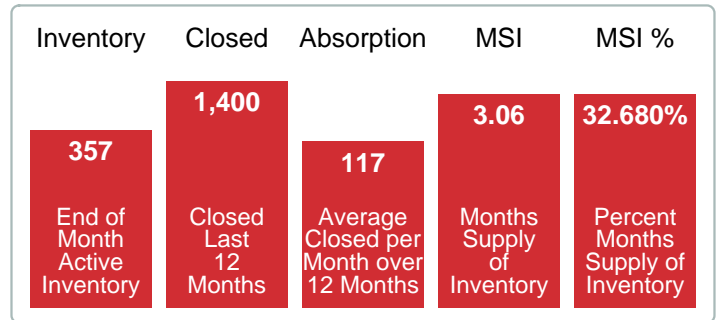
MONTHS SUPPLY of INVENTORY (MSI)

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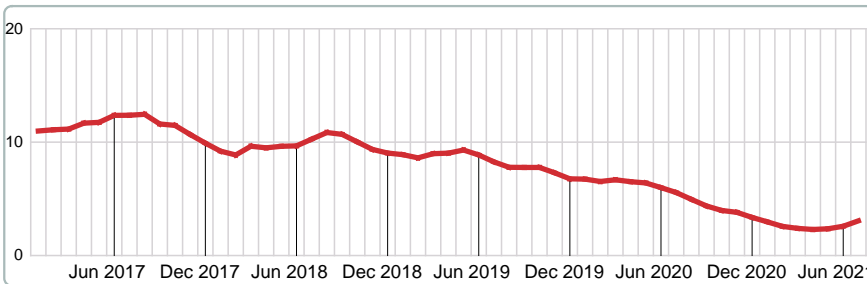
MSI FOR JULY



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



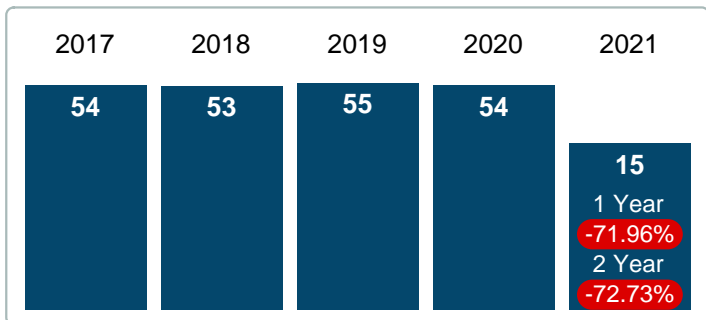
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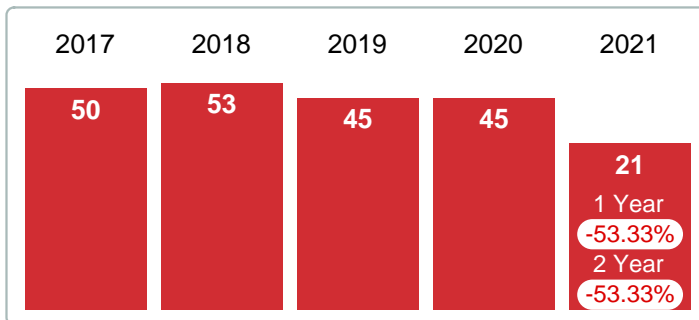
MEDIAN DAYS ON MARKET TO SALE

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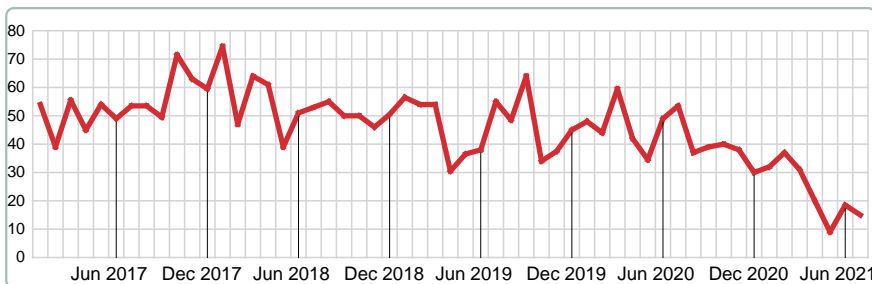
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 46

High Jan 2018 75 Low May 2021 9

Median Days on Market to Sale this month at 15 below the 5 yr JUL average of 46



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
\$50,000 and less	10.26%	42	34	42	80	0
\$50,001 - \$90,000	8.55%	10	15	4	22	0
\$90,001 - \$120,000	14.53%	17	27	13	102	0
\$120,001 - \$190,000	29.06%	12	6	11	27	0
\$190,001 - \$270,000	13.68%	12	0	8	14	178
\$270,001 - \$420,000	13.68%	13	0	12	22	5
\$420,001 and up	10.26%	54	61	11	49	119
Median Closed DOM		15	28	12	24	119
Total Closed Units	100%	15.0	17	72	23	5
Total Closed Volume		23,759,950	1.92M	13.42M	6.04M	2.38M

July 2021



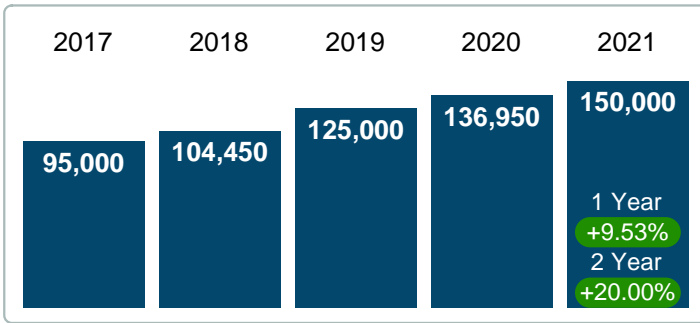
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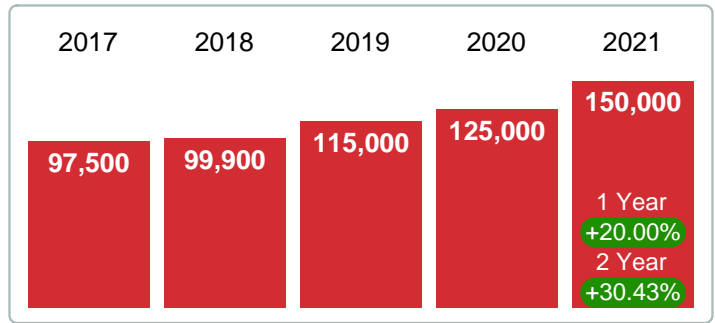
MEDIAN LIST PRICE AT CLOSING

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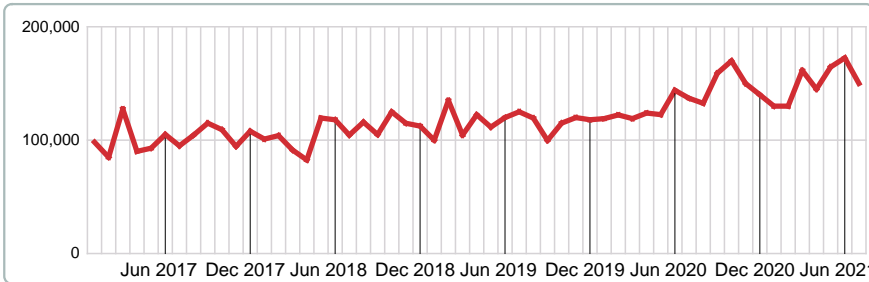
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

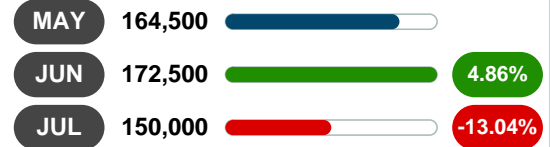


3 MONTHS

5 year JUL AVG = 122,280

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

Median List Price at Closing this month at **150,000**
above the 5 yr JUL average of **122,280**



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		
\$50,000 and less	10	8.55%	37,400	39,900	34,925	30,000	0	
\$50,001 - \$90,000	11	9.40%	78,900	78,900	77,500	0	0	
\$90,001 - \$120,000	18	15.38%	108,500	104,000	109,900	97,450	0	
\$120,001 - \$190,000	34	29.06%	149,250	148,896	149,250	164,900	0	
\$190,001 - \$270,000	16	13.68%	228,800	0	232,500	227,000	228,600	
\$270,001 - \$420,000	13	11.11%	329,000	0	351,500	306,950	395,000	
\$420,001 and up	15	12.82%	500,000	599,000	500,000	549,500	462,900	
Median List Price		150,000		93,500	149,250	229,000	455,000	
Total Closed Units		117	100%	150,000	17	72	23	5
Total Closed Volume		24,413,746		1.96M	13.82M	6.25M	2.38M	

July 2021



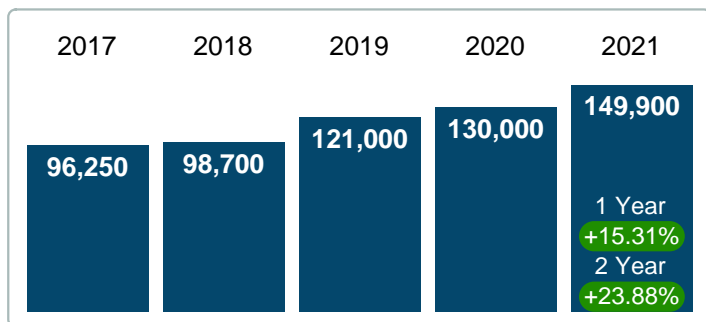
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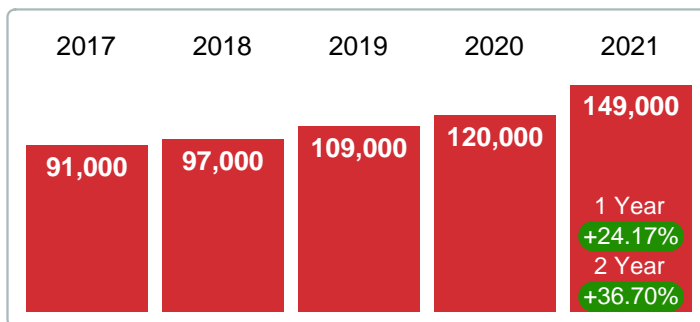
MEDIAN SOLD PRICE AT CLOSING

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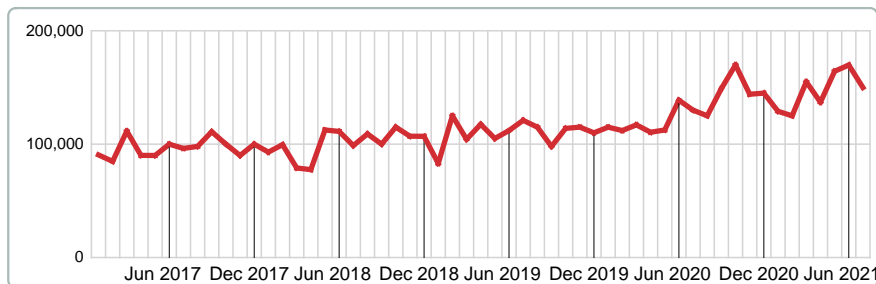
JULY



YEAR TO DATE (YTD)

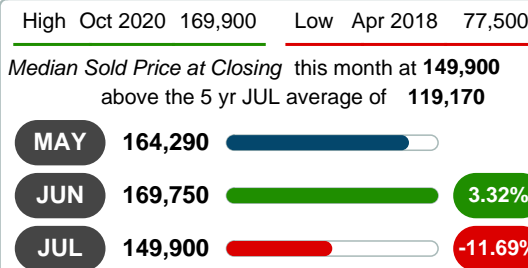


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 119,170



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
\$50,000 and less	10.26%	32,500	34,000	31,225	27,500	0
\$50,001 - \$90,000	8.55%	82,000	85,250	80,000	83,000	0
\$90,001 - \$120,000	14.53%	101,000	98,750	106,000	95,000	0
\$120,001 - \$190,000	29.06%	149,000	149,000	149,250	145,000	0
\$190,001 - \$270,000	13.68%	225,750	0	215,000	225,750	256,000
\$270,001 - \$420,000	13.68%	351,250	0	365,000	321,950	385,000
\$420,001 and up	10.26%	517,500	580,000	525,000	510,000	462,500
Median Sold Price		149,900	88,000	149,250	229,000	435,000
Total Closed Units	100%	149,900	17	72	23	5
Total Closed Volume		23,759,950	1.92M	13.42M	6.04M	2.38M

July 2021



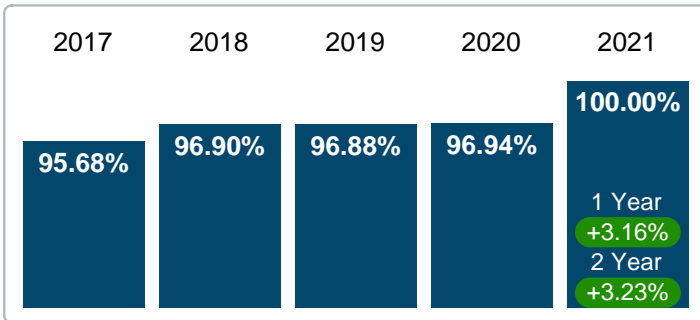
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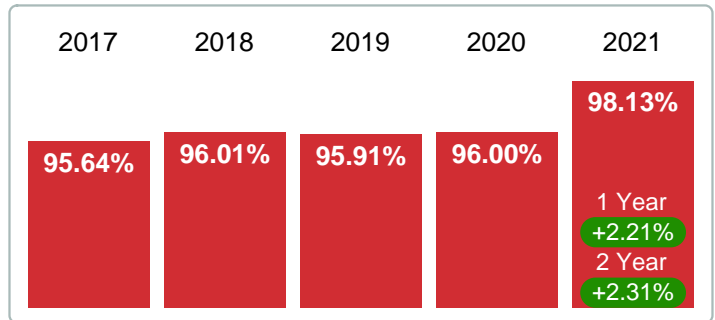
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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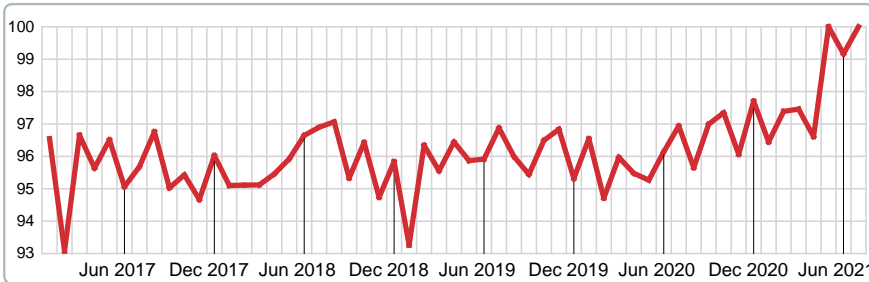
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

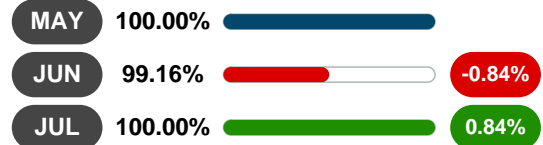


3 MONTHS

5 year JUL AVG = 97.28%

High Jul 2021 100.00% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUL average of **97.28%**



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	
\$50,000 and less	12	10.26%	92.39%	100.00%	84.56%	91.67%	0.00%	
\$50,001 - \$90,000	10	8.55%	97.27%	100.53%	100.00%	87.37%	0.00%	
\$90,001 - \$120,000	17	14.53%	97.82%	99.79%	98.91%	95.10%	0.00%	
\$120,001 - \$190,000	34	29.06%	100.00%	101.30%	100.00%	99.45%	0.00%	
\$190,001 - \$270,000	16	13.68%	99.00%	0.00%	97.99%	98.68%	111.99%	
\$270,001 - \$420,000	16	13.68%	98.55%	0.00%	97.67%	100.00%	97.47%	
\$420,001 and up	12	10.26%	99.64%	96.83%	99.36%	100.00%	99.91%	
Median Sold/List Ratio		100.00%		100.00%	99.65%	100.00%	99.91%	
Total Closed Units		117	100%	100.00%	17	72	23	5
Total Closed Volume		23,759,950			1.92M	13.42M	6.04M	2.38M

July 2021



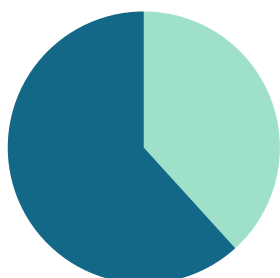
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

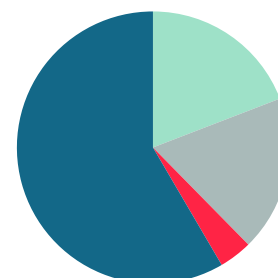


Inventory
 New Listings
189 = 38.26%
 Start Inventory
305
 Total Inventory Units
494
 Volume
\$124,271,786

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%
Median List Price	136,950	150,000	9.53%	125,000	150,000	20.00%
Median Sale Price	130,000	149,900	15.31%	120,000	149,000	24.17%
Median Percent of Selling Price to List Price	96.94%	100.00%	3.16%	96.00%	98.13%	2.21%
Median Days on Market to Sale	53.50	15.00	-71.96%	45.00	21.00	-53.33%
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

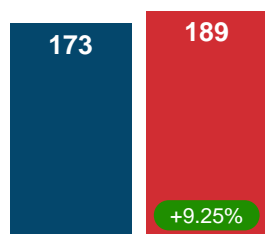
Inventory on July 31, 2021 = 357

2020 2021

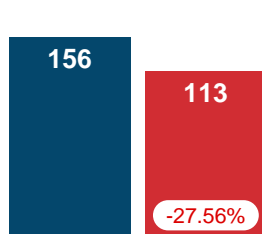
JULY MARKET

MEDIAN PRICES

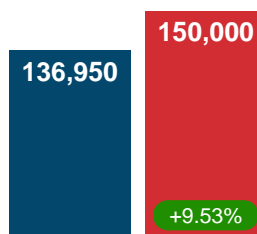
New Listings



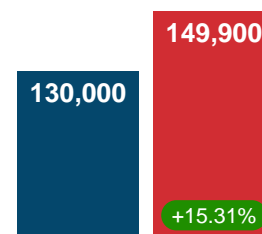
Pending Listings



List Price



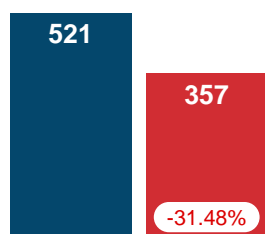
Sale Price



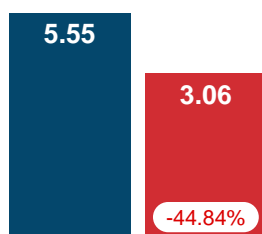
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

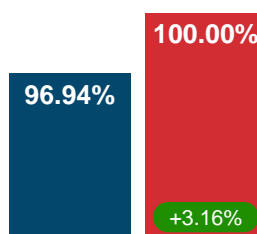
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

