

June 2021



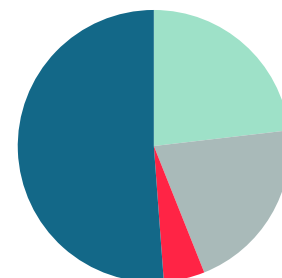
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	110	138	25.45%
Pending Listings	144	124	-13.89%
New Listings	171	181	5.85%
Average List Price	181,408	211,585	16.64%
Average Sale Price	174,727	207,902	18.99%
Average Percent of Selling Price to List Price	95.42%	97.04%	1.69%
Average Days on Market to Sale	52.70	43.26	-17.91%
End of Month Inventory	560	305	-45.54%
Months Supply of Inventory	5.98	2.58	-56.80%



■ Closed (23.15%)
■ Pending (20.81%)
■ Other OffMarket (4.87%)
■ Active (51.17%)

Absorption: Last 12 months, an Average of **118** Sales/Month
Active Inventory as of June 30, 2021 = **305**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **45.54%** to 305 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **2.58** 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 **18.99%** in June 2021 to \$207,902 versus the previous year at \$174,727.

Average Days on Market Shortens

The average number of **43.26** days that homes spent on the market before selling decreased by 9.44 days or **17.91%** in June 2021 compared to last year's same month at **52.70** DOM.

Sales Success for June 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 181 New Listings in June 2021, up **5.85%** from last year at 171. Furthermore, there were 138 Closed Listings this month versus last year at 110, a **25.45%** increase.

Closed versus Listed trends yielded a **76.2%** ratio, up from previous year's, June 2020, at **64.3%**, a **18.52%** upswing. 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

June 2021



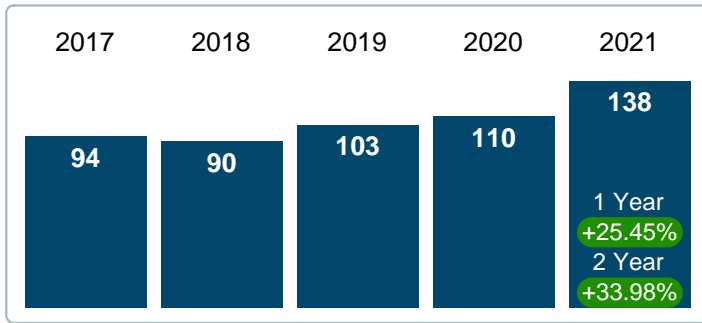
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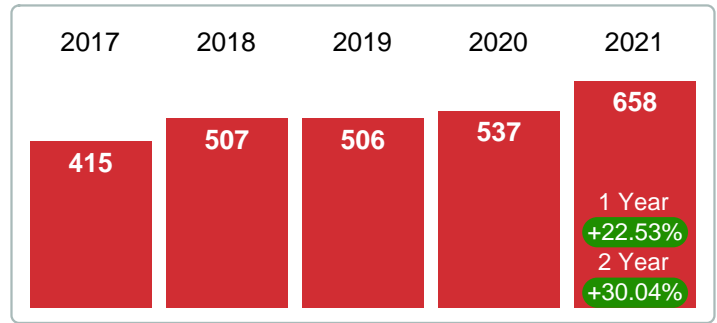
CLOSED LISTINGS

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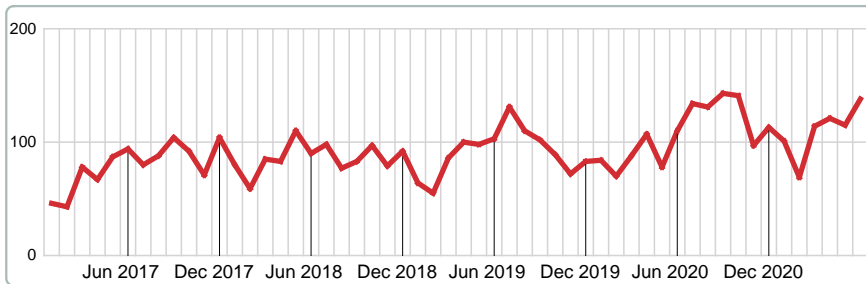
JUNE



YEAR TO DATE (YTD)

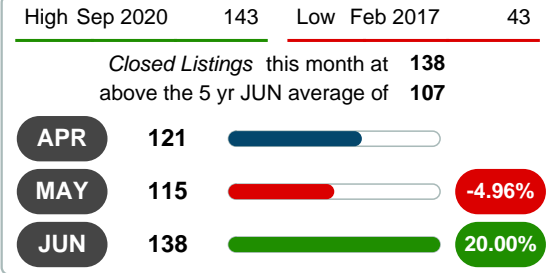


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 107



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	11	7.97%	57.2	5	5	0	1
\$50,001 - \$75,000	9	6.52%	37.9	4	3	2	0
\$75,001 - \$125,000	26	18.84%	36.2	4	20	2	0
\$125,001 - \$200,000	41	29.71%	34.3	4	26	8	3
\$200,001 - \$250,000	17	12.32%	69.4	3	13	1	0
\$250,001 - \$475,000	23	16.67%	40.6	2	13	6	2
\$475,001 and up	11	7.97%	48.7	0	4	5	2
Total Closed Units	138			22	84	24	8
Total Closed Volume	28,690,506	100%	43.3	2.80M	16.37M	7.18M	2.34M
Average Closed Price	\$207,902			\$127,136	\$194,922	\$299,213	\$292,375

June 2021



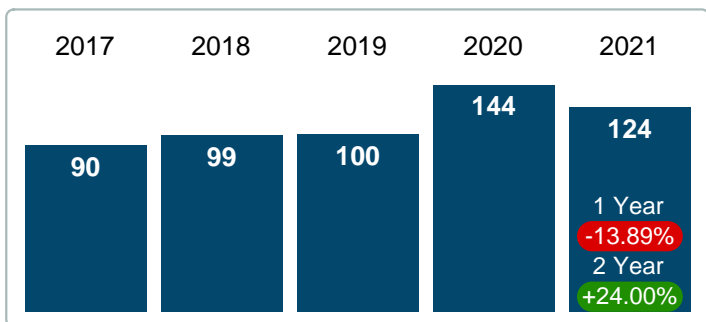
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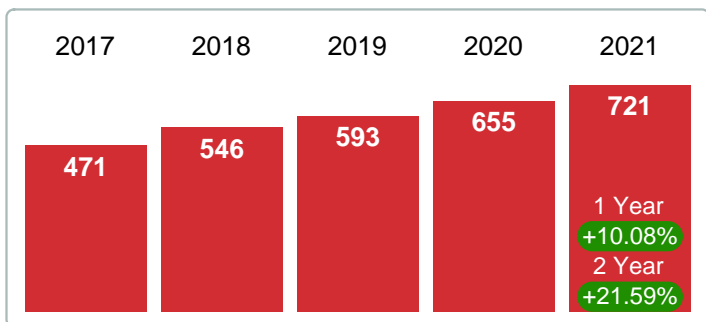
PENDING LISTINGS

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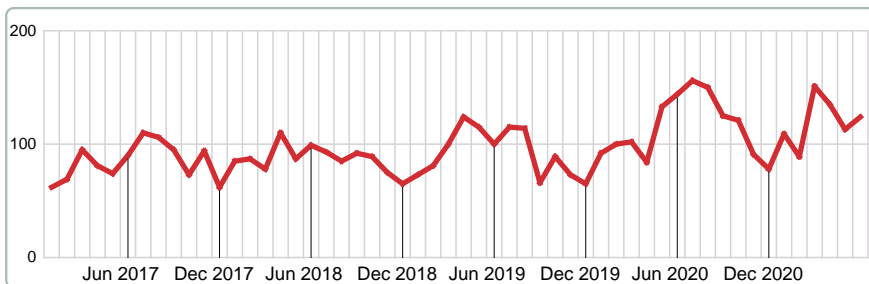
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 111

High Jul 2020 156 Low Dec 2017 62

Pending Listings this month at 124 above the 5 yr JUN average of 111



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	5	4.03%	45.4	2	2	0	1
\$25,001 - \$75,000	12	9.68%	62.0	5	4	3	0
\$75,001 - \$125,000	24	19.35%	24.0	3	19	2	0
\$125,001 - \$200,000	37	29.84%	28.8	3	25	9	0
\$200,001 - \$275,000	19	15.32%	49.6	2	13	4	0
\$275,001 - \$375,000	13	10.48%	20.4	0	10	3	0
\$375,001 and up	14	11.29%	31.6	1	7	4	2
Total Pending Units	124			16	80	25	3
Total Pending Volume	25,562,518	100%	34.6	2.05M	16.06M	6.08M	1.37M
Average Listing Price	\$207,797			\$127,831	\$200,803	\$243,160	\$458,000

June 2021



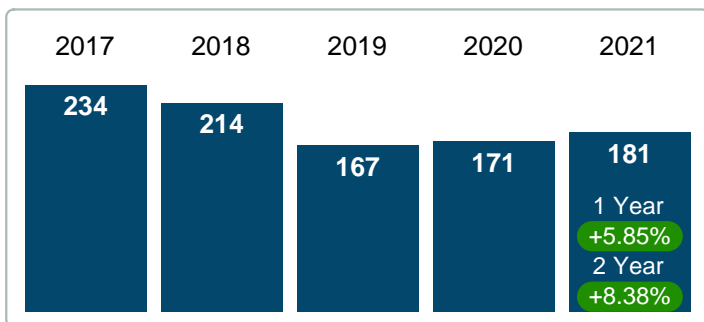
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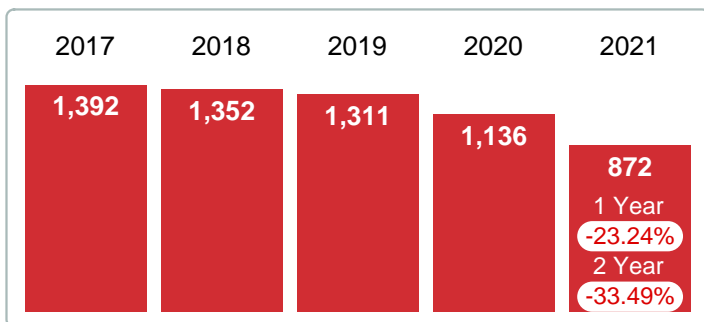
NEW LISTINGS

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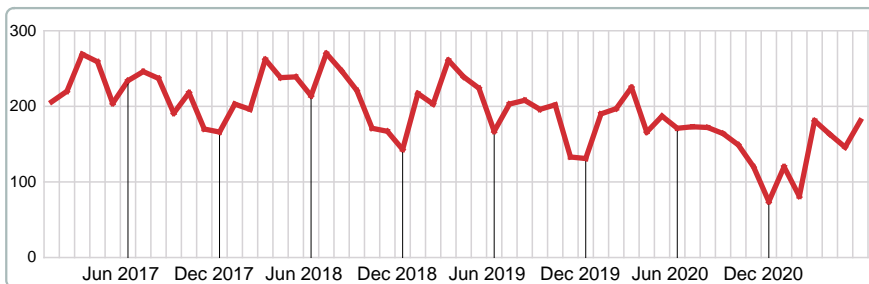
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 193

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 181
below the 5 yr JUN average of 193



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	19	10.50%	12	7	0	0
\$50,001 - \$75,000	16	8.84%	8	7	1	0
\$75,001 - \$125,000	36	19.89%	9	24	3	0
\$125,001 - \$175,000	34	18.78%	3	23	8	0
\$175,001 - \$275,000	32	17.68%	3	20	8	1
\$275,001 - \$425,000	26	14.36%	2	13	8	3
\$425,001 and up	18	9.94%	0	8	7	3
Total New Listed Units	181		37	102	35	7
Total New Listed Volume	39,375,867	100%	3.77M	20.32M	10.65M	4.63M
Average New Listed Listing Price	\$198,639		\$101,957	\$199,246	\$304,331	\$661,257

June 2021



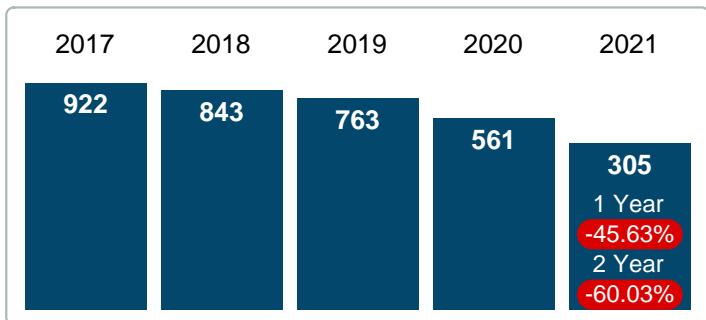
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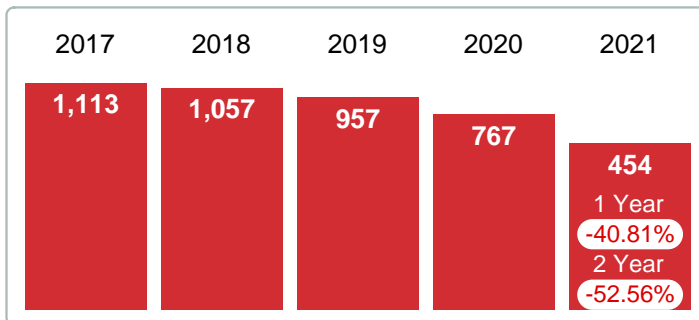
ACTIVE INVENTORY

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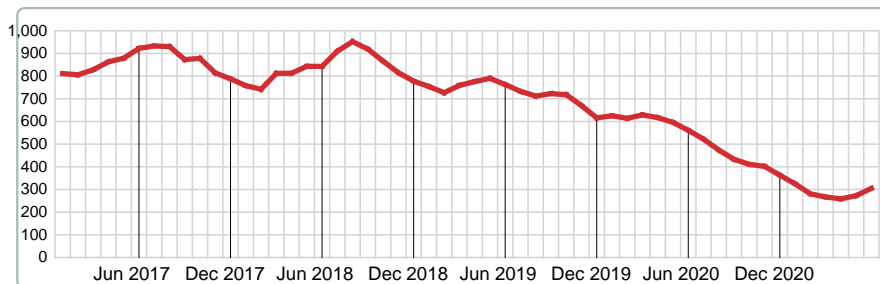
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

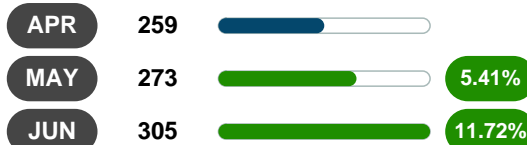


3 MONTHS

5 year JUN AVG = 679

High Aug 2018 952 Low Apr 2021 259

Inventory this month at **305**
below the 5 yr JUN average of **679**



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	32	10.49%	66.9	18	13	1	0
\$50,001 - \$75,000	31	10.16%	49.1	17	14	0	0
\$75,001 - \$125,000	56	18.36%	75.8	15	31	10	0
\$125,001 - \$225,000	71	23.28%	63.4	3	51	16	1
\$225,001 - \$325,000	42	13.77%	75.3	3	24	12	3
\$325,001 - \$525,000	42	13.77%	69.7	4	18	14	6
\$525,001 and up	31	10.16%	65.5	2	11	9	9
Total Active Inventory by Units	305			62	162	62	19
Total Active Inventory by Volume	76,848,289	100%	67.3	7.39M	34.43M	20.48M	14.55M
Average Active Inventory Listing Price	\$251,962			\$119,235	\$212,544	\$330,272	\$765,616

June 2021



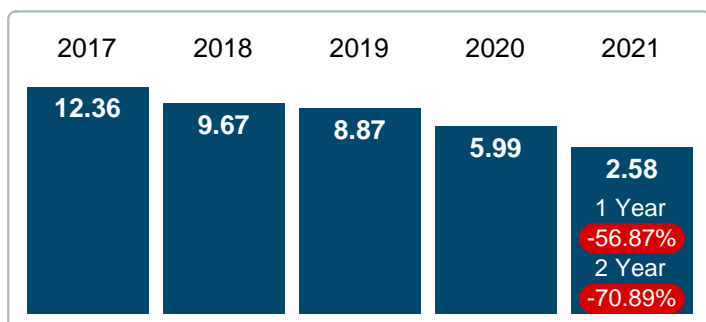
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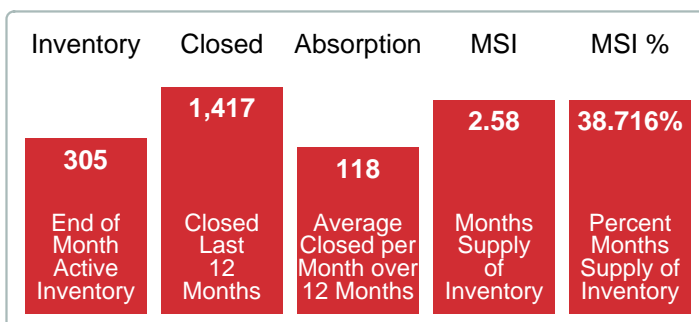
MONTHS SUPPLY of INVENTORY (MSI)

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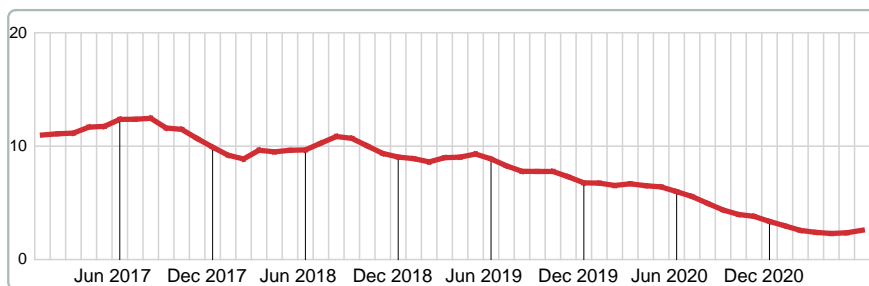
MSI FOR JUNE



INDICATORS FOR JUNE 2021

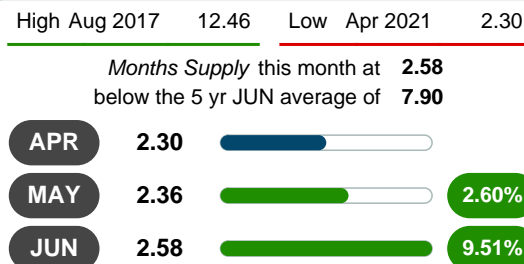


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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	32	10.49%	2.56	2.70	2.60	1.71	0.00
\$50,001 - \$75,000	31	10.16%	2.76	4.00	2.18	0.00	0.00
\$75,001 - \$125,000	56	18.36%	2.13	3.10	1.68	3.43	0.00
\$125,001 - \$225,000	71	23.28%	2.01	0.69	2.19	2.40	1.00
\$225,001 - \$325,000	42	13.77%	3.11	1.89	2.94	4.00	4.00
\$325,001 - \$525,000	42	13.77%	3.32	8.00	2.88	3.05	4.50
\$525,001 and up	31	10.16%	4.77	4.00	6.29	3.60	5.14
Market Supply of Inventory (MSI)			2.58	2.74	2.33	2.98	3.68
Total Active Inventory by Units		100%	2.58	62	162	62	19

June 2021



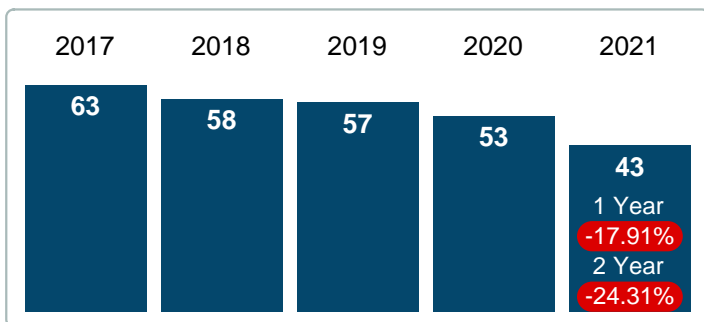
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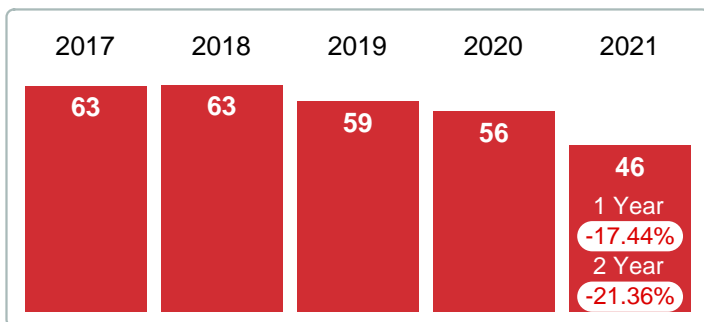
AVERAGE DAYS ON MARKET TO SALE

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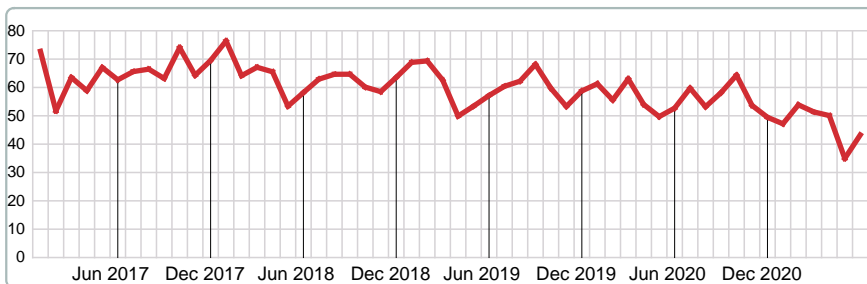
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 55

High Jan 2018 76 Low May 2021 35

Average Days on Market to Sale this month at 43 below the 5 yr JUN average of 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
\$50,000 and less	7.97%	57	100	11	0	72
\$50,001 - \$75,000	6.52%	38	22	32	78	0
\$75,001 - \$125,000	18.84%	36	61	34	14	0
\$125,001 - \$200,000	29.71%	34	28	42	20	15
\$200,001 - \$250,000	12.32%	69	25	72	167	0
\$250,001 - \$475,000	16.67%	41	109	37	38	6
\$475,001 and up	7.97%	49	0	26	80	16
Average Closed DOM		43				
Total Closed Units	100%	43	22	84	24	8
Total Closed Volume		28,690,506	2.80M	16.37M	7.18M	2.34M

June 2021



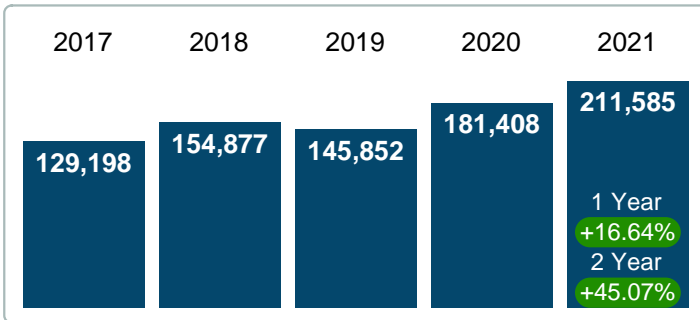
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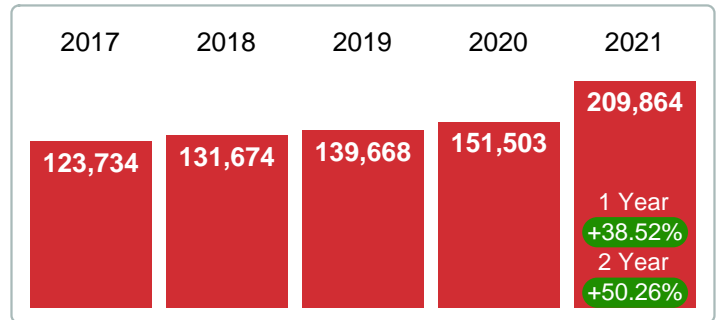
AVERAGE LIST PRICE AT CLOSING

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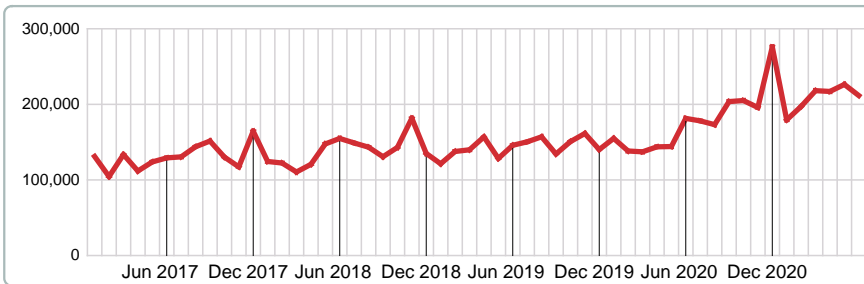
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

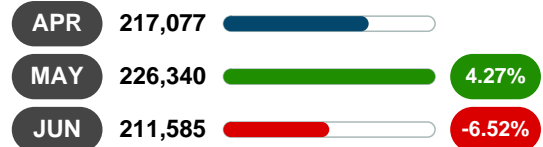


3 MONTHS

5 year JUN AVG = 164,584

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

Average List Price at Closing this month at **211,585**
above the 5 yr JUN average of **164,584**



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	9	6.52%	32,000	38,000	40,580	0 20,000	
\$50,001 - \$75,000	10	7.25%	63,600	62,625	69,900	65,400 0	
\$75,001 - \$125,000	27	19.57%	97,770	106,200	97,030	97,250 0	
\$125,001 - \$200,000	41	29.71%	169,454	164,225	173,850	165,463 155,800	
\$200,001 - \$250,000	16	11.59%	221,275	216,000	223,992	225,000 0	
\$250,001 - \$475,000	24	17.39%	357,046	357,450	363,538	354,867 367,000	
\$475,001 and up	11	7.97%	597,991	0	533,250	669,580 548,500	
Average List Price		211,585		131,141	198,145	306,296	289,800
Total Closed Units		138	100%	22	84	24	8
Total Closed Volume		29,198,795		2.89M	16.64M	7.35M	2.32M

June 2021



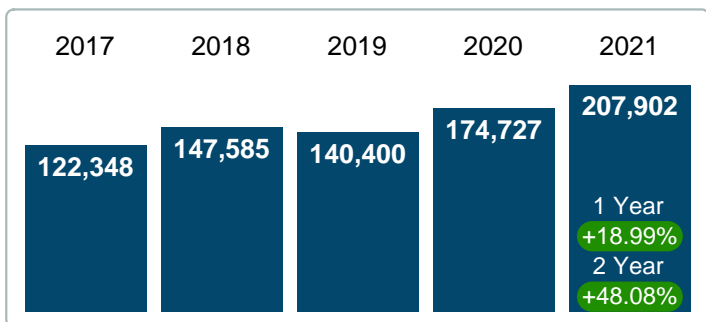
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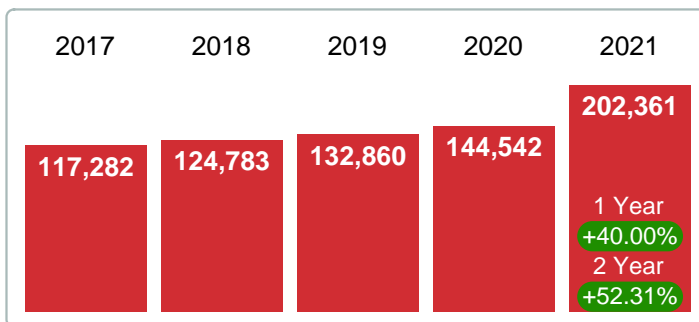
AVERAGE SOLD PRICE AT CLOSING

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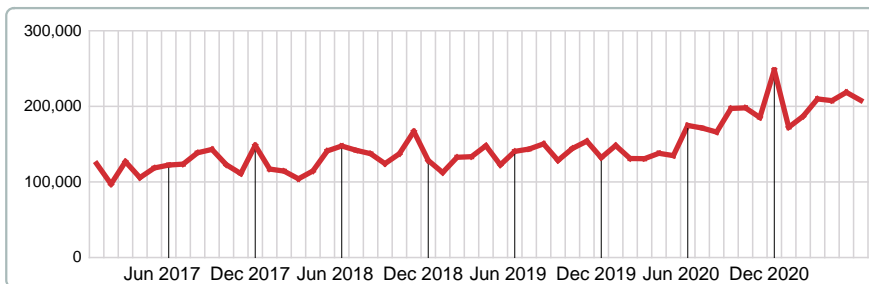
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

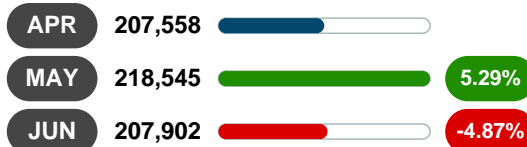


3 MONTHS

5 year JUN AVG = 158,592

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

Average Sold Price at Closing this month at **207,902** above the 5 yr JUN average of **158,592**



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	7.97%	32,373	33,400	34,820	0	15,000
\$50,001 - \$75,000	6.52%	62,089	61,250	62,300	63,450	0
\$75,001 - \$125,000	18.84%	93,785	100,125	92,895	90,000	0
\$125,001 - \$200,000	29.71%	166,036	159,875	169,699	161,225	155,333
\$200,001 - \$250,000	12.32%	221,635	217,333	222,754	220,000	0
\$250,001 - \$475,000	16.67%	356,300	346,500	359,154	347,983	372,500
\$475,001 and up	7.97%	597,002	0	544,381	655,300	556,500
Average Sold Price		207,902	127,136	194,922	299,213	292,375
Total Closed Units	100%	207,902	22	84	24	8
Total Closed Volume		28,690,506	2.80M	16.37M	7.18M	2.34M

June 2021



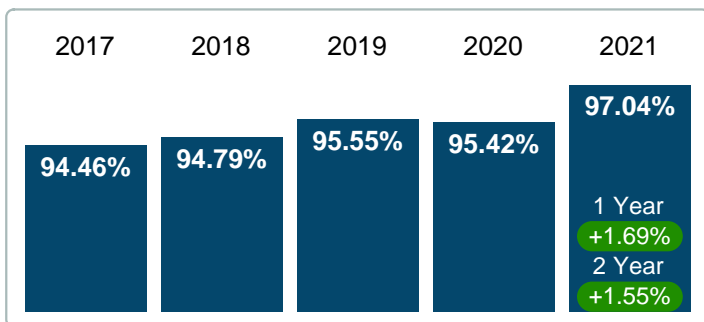
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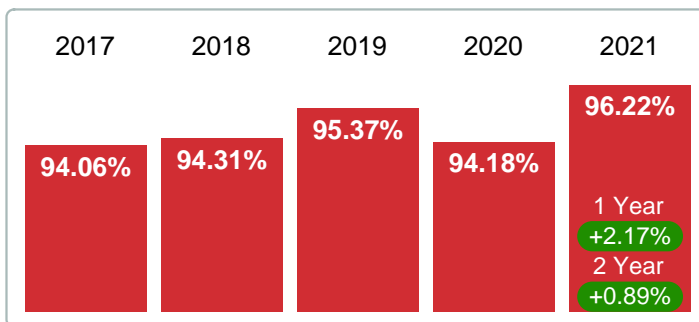
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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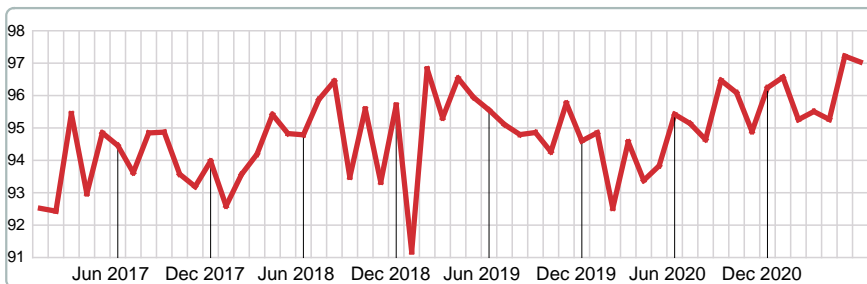
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

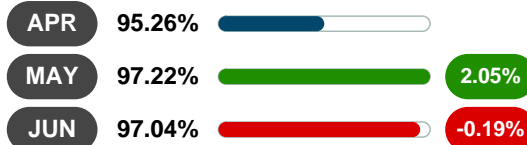


3 MONTHS

5 year JUN AVG = 95.45%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **97.04%**
above the 5 yr JUN average of **95.45%**



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	11	7.97%	87.97%	86.34%	92.19%	0.00%	75.00%
\$50,001 - \$75,000	9	6.52%	94.95%	98.12%	89.39%	96.97%	0.00%
\$75,001 - \$125,000	26	18.84%	95.48%	94.30%	95.90%	93.67%	0.00%
\$125,001 - \$200,000	41	29.71%	97.93%	97.66%	97.83%	97.71%	99.65%
\$200,001 - \$250,000	17	12.32%	99.66%	100.71%	99.56%	97.78%	0.00%
\$250,001 - \$475,000	23	16.67%	98.98%	96.92%	99.05%	98.48%	102.12%
\$475,001 and up	11	7.97%	100.04%	0.00%	102.25%	97.88%	101.01%
Average Sold/List Ratio		97.00%		94.91%	97.40%	97.54%	97.53%
Total Closed Units	138	100%	97.00%	22	84	24	8
Total Closed Volume	28,690,506			2.80M	16.37M	7.18M	2.34M

June 2021



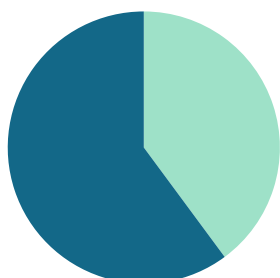
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

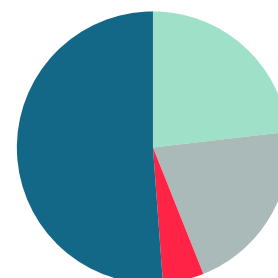


Inventory
 New Listings
181 = 39.87%
 Start Inventory
273
 Total Inventory Units
454
 Volume
\$108,268,101

Market Activity

Closed Sales
138 = 23.15%
 Pending Sales
124 = 20.81%
 Other Off Market
29 = 4.87%
 Active Inventory
305 = 51.17%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	110	138	25.45%	537	658	22.53%
Pending Sales	144	124	-13.89%	655	721	10.08%
New Listings	171	181	5.85%	1,136	872	-23.24%
Average List Price	181,408	211,585	16.64%	151,503	209,864	38.52%
Average Sale Price	174,727	207,902	18.99%	144,542	202,361	40.00%
Average Percent of Selling Price to List Price	95.42%	97.04%	1.69%	94.18%	96.22%	2.17%
Average Days on Market to Sale	52.70	43.26	-17.91%	55.93	46.18	-17.44%
Monthly Inventory	560	305	-45.54%	560	305	-45.54%
Months Supply of Inventory	5.98	2.58	-56.80%	5.98	2.58	-56.80%

Absorption: Last 12 months, an Average of **118** Sales/Month

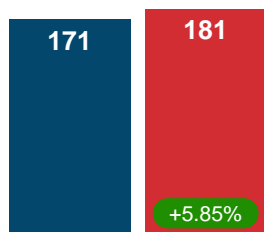
Inventory on June 30, 2021 = **305**

2020 **2021**

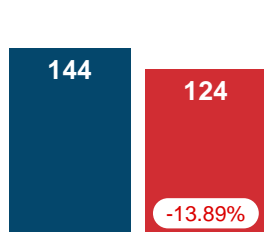
JUNE MARKET

AVERAGE PRICES

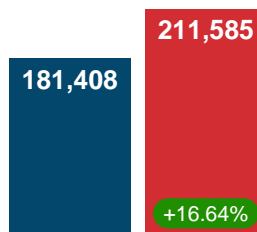
New Listings



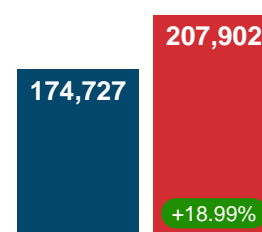
Pending Listings



List Price



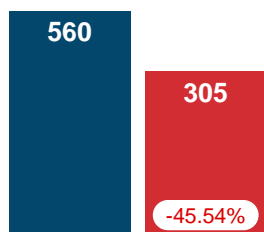
Sale Price



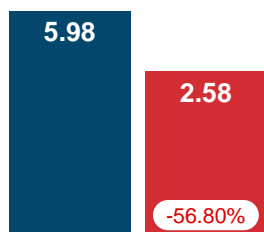
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

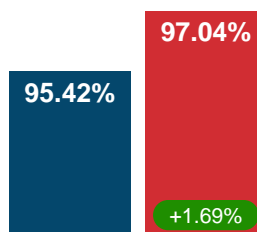
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

