

## June 2021



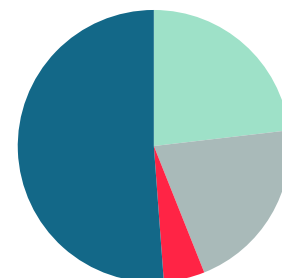
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### 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%
Median List Price	143,950	172,500	19.83%
Median Sale Price	138,750	169,750	22.34%
Median Percent of Selling Price to List Price	96.14%	99.16%	3.15%
Median Days on Market to Sale	49.00	18.50	-62.24%
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.

##### 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 **22.34%** in June 2021 to \$169,750 versus the previous year at \$138,750.

##### Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 30.50 days or **62.24%** in June 2021 compared to last year's same month at **49.00** DOM.

##### Sales Success for June 2021 is Positive

Overall, with Median 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.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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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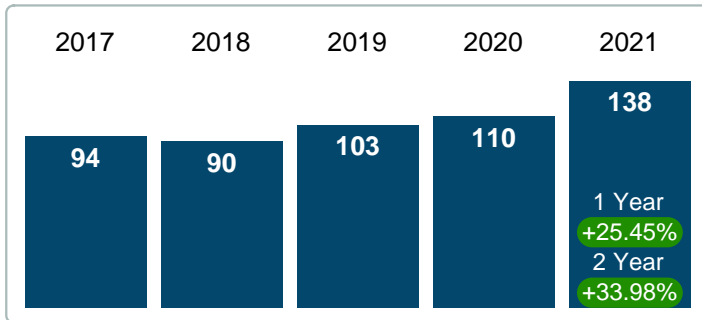
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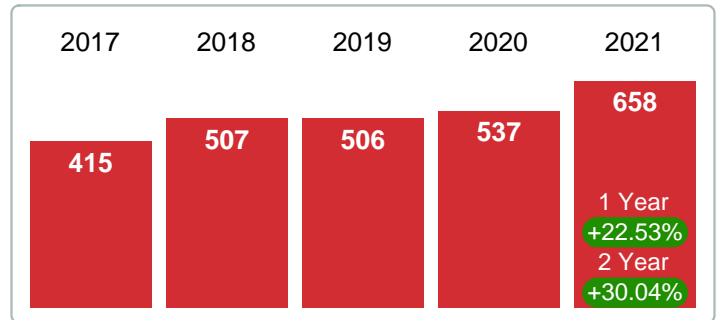
## CLOSED LISTINGS

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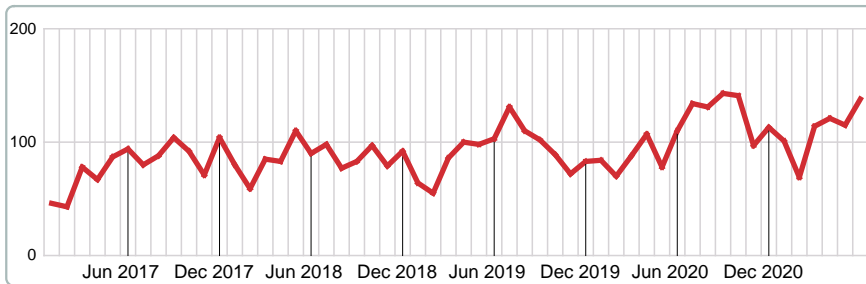
### JUNE



### YEAR TO DATE (YTD)

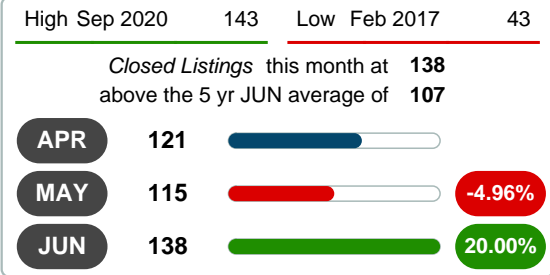


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 107



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	7.97%	30.0	5	5	0	1
\$50,001 - \$75,000	9	6.52%	17.0	4	3	2	0
\$75,001 - \$125,000	26	18.84%	23.5	4	20	2	0
\$125,001 - \$200,000	41	29.71%	15.0	4	26	8	3
\$200,001 - \$250,000	17	12.32%	41.0	3	13	1	0
\$250,001 - \$475,000	23	16.67%	11.0	2	13	6	2
\$475,001 and up	11	7.97%	17.0	0	4	5	2
<b>Total Closed Units</b>	<b>138</b>			<b>22</b>	<b>84</b>	<b>24</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>28,690,506</b>	<b>100%</b>	<b>18.5</b>	<b>2.80M</b>	<b>16.37M</b>	<b>7.18M</b>	<b>2.34M</b>
<b>Median Closed Price</b>	<b>\$169,750</b>			<b>\$97,750</b>	<b>\$171,250</b>	<b>\$209,950</b>	<b>\$220,000</b>

# June 2021



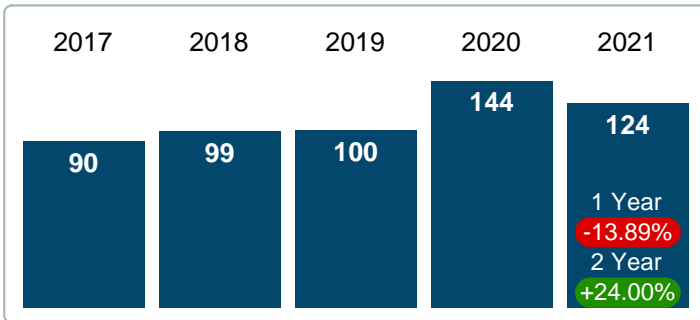
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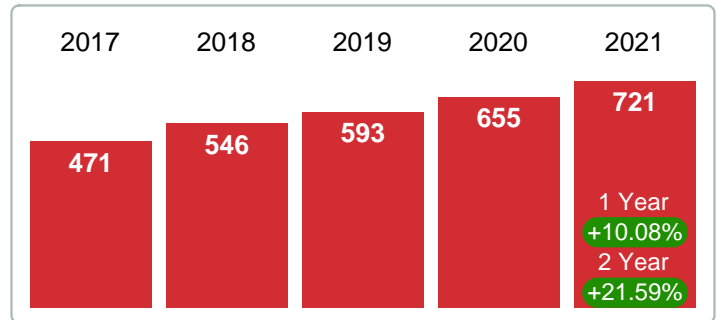
## PENDING LISTINGS

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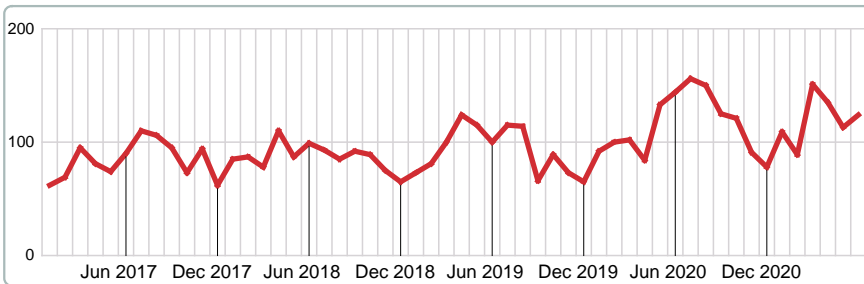
### JUNE



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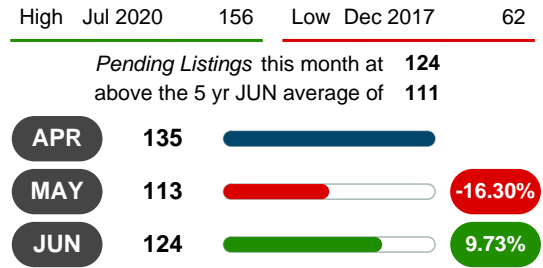


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 111



### 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	5	4.03%	15.0	2	2	0	1
\$25,001 - \$75,000	12	9.68%	43.5	5	4	3	0
\$75,001 - \$125,000	24	19.35%	11.5	3	19	2	0
\$125,001 - \$200,000	37	29.84%	8.0	3	25	9	0
\$200,001 - \$275,000	19	15.32%	12.0	2	13	4	0
\$275,001 - \$375,000	13	10.48%	13.0	0	10	3	0
\$375,001 and up	14	11.29%	20.0	1	7	4	2
<b>Total Pending Units</b>	<b>124</b>			<b>16</b>	<b>80</b>	<b>25</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>25,562,518</b>	<b>100%</b>	<b>12.5</b>	<b>2.05M</b>	<b>16.06M</b>	<b>6.08M</b>	<b>1.37M</b>
<b>Median Listing Price</b>	<b>\$159,000</b>			<b>\$84,400</b>	<b>\$168,950</b>	<b>\$174,900</b>	<b>\$455,000</b>

# June 2021



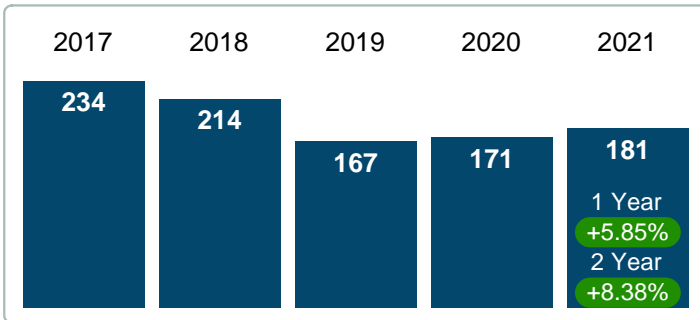
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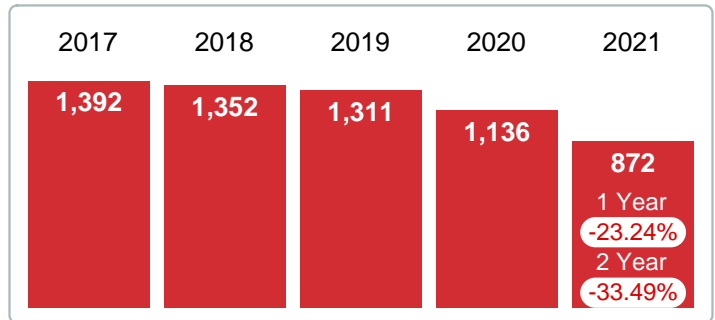
## NEW LISTINGS

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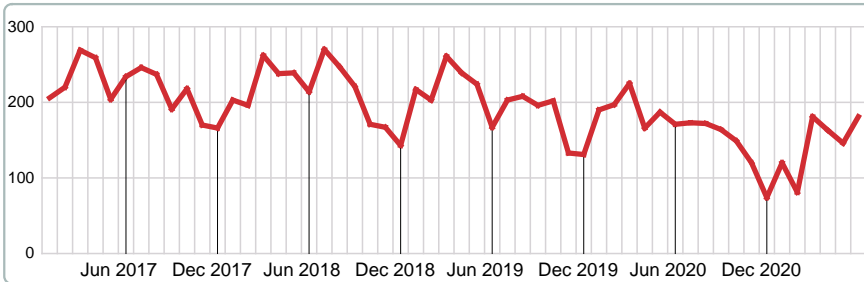
### JUNE



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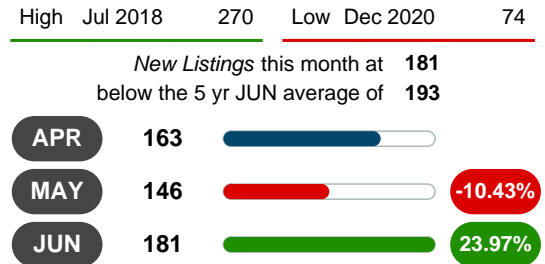


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 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 - \$80,000	21	11.60%	10	9	2	0
\$80,001 - \$120,000	25	13.81%	6	17	2	0
\$120,001 - \$190,000	47	25.97%	4	33	10	0
\$190,001 - \$280,000	27	14.92%	3	17	6	1
\$280,001 - \$420,000	22	12.15%	2	11	6	3
\$420,001 and up	20	11.05%	0	8	9	3
<b>Total New Listed Units</b>	<b>181</b>		<b>37</b>	<b>102</b>	<b>35</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>39,375,867</b>	<b>100%</b>	<b>3.77M</b>	<b>20.32M</b>	<b>10.65M</b>	<b>4.63M</b>
<b>Median New Listed Listing Price</b>	<b>\$149,900</b>		<b>\$73,000</b>	<b>\$152,400</b>	<b>\$259,900</b>	<b>\$390,000</b>

# June 2021



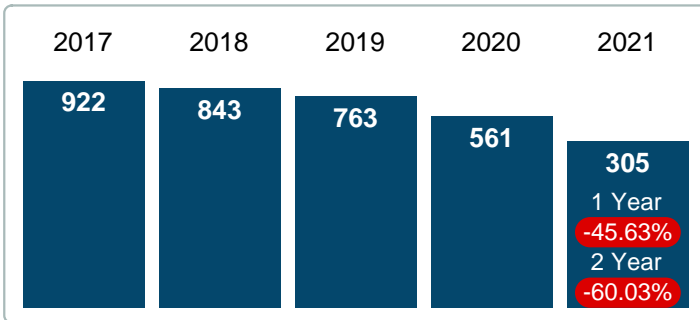
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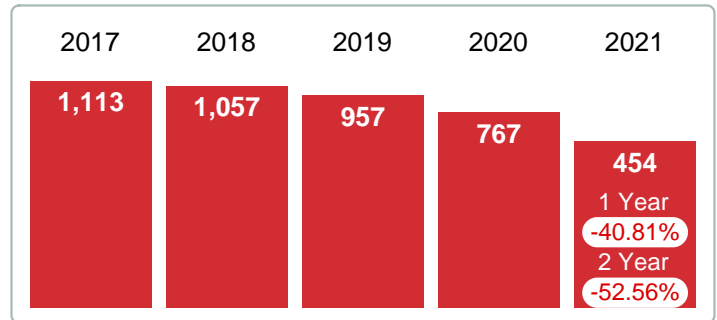
## ACTIVE INVENTORY

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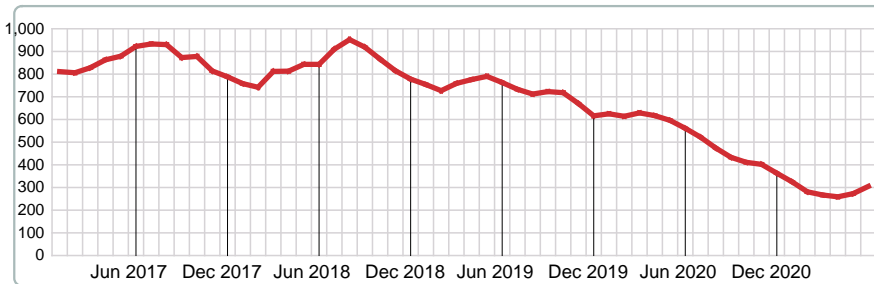
### END OF JUNE



### ACTIVE DURING JUNE

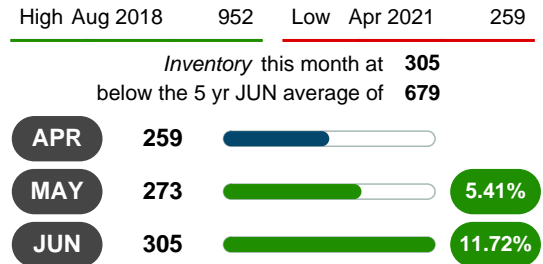


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 679



## 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	32	10.49%	36.0	18	13	1	0
\$50,001 - \$75,000	31	10.16%	36.0	17	14	0	0
\$75,001 - \$125,000	56	18.36%	33.5	15	31	10	0
\$125,001 - \$225,000	71	23.28%	44.0	3	51	16	1
\$225,001 - \$325,000	42	13.77%	61.5	3	24	12	3
\$325,001 - \$525,000	42	13.77%	71.0	4	18	14	6
\$525,001 and up	31	10.16%	40.0	2	11	9	9
<b>Total Active Inventory by Units</b>	<b>305</b>			<b>62</b>	<b>162</b>	<b>62</b>	<b>19</b>
<b>Total Active Inventory by Volume</b>	<b>76,848,289</b>	<b>100%</b>	<b>48.0</b>	<b>7.39M</b>	<b>34.43M</b>	<b>20.48M</b>	<b>14.55M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$169,900</b>			<b>\$71,450</b>	<b>\$165,000</b>	<b>\$259,900</b>	<b>\$475,000</b>

# June 2021



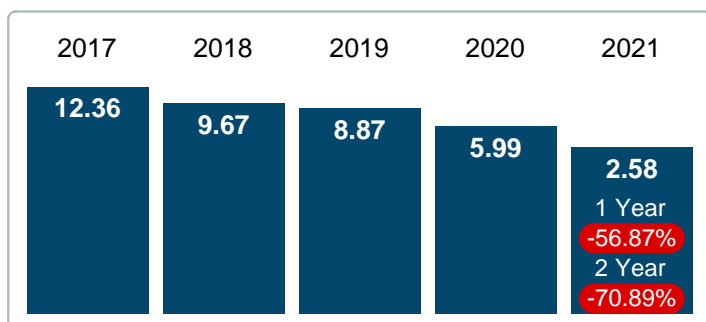
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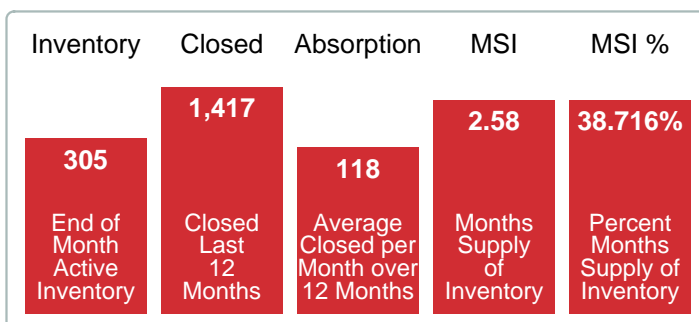
## MONTHS SUPPLY of INVENTORY (MSI)

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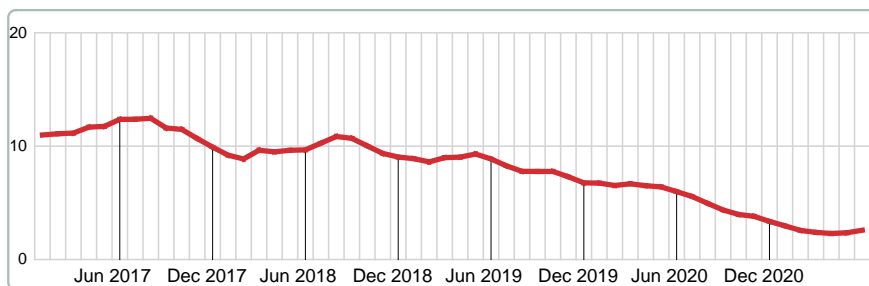
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

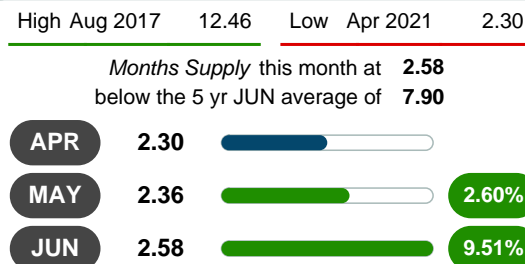


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



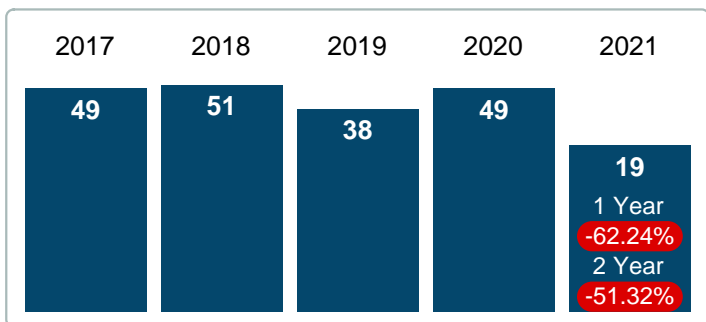
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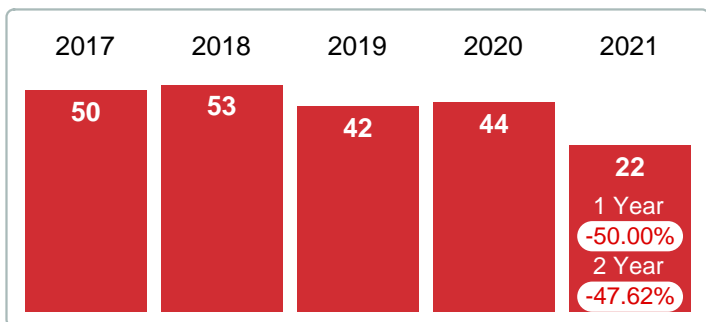
## MEDIAN DAYS ON MARKET TO SALE

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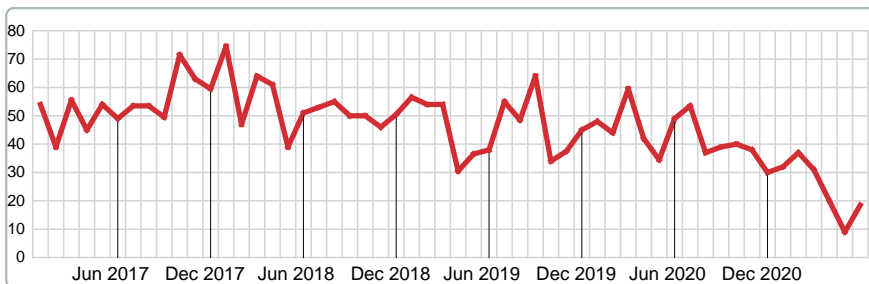
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 41

High Jan 2018 75 Low May 2021 9

Median Days on Market to Sale this month at 19 below the 5 yr JUN average of 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
\$50,000 and less	7.97%	30	78	7	0	72
\$50,001 - \$75,000	6.52%	17	18	2	78	0
\$75,001 - \$125,000	18.84%	24	53	24	14	0
\$125,001 - \$200,000	29.71%	15	23	19	5	16
\$200,001 - \$250,000	12.32%	41	5	41	167	0
\$250,001 - \$475,000	16.67%	11	109	29	11	6
\$475,001 and up	7.97%	17	0	12	65	16
Median Closed DOM		19	29	22	16	15
Total Closed Units	100%	138	22	84	24	8
Total Closed Volume		28,690,506	2.80M	16.37M	7.18M	2.34M

# June 2021



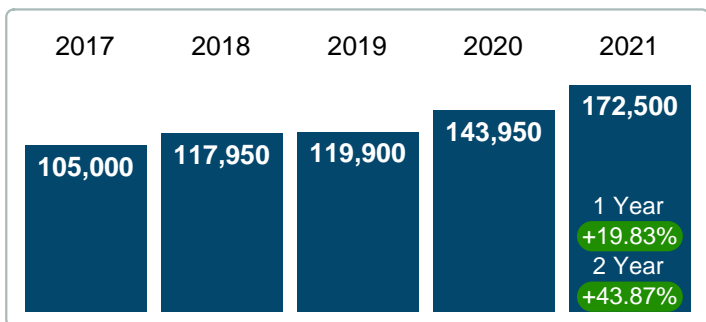
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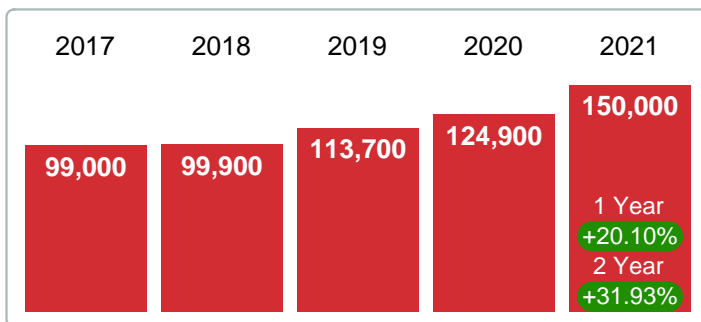
## MEDIAN LIST PRICE AT CLOSING

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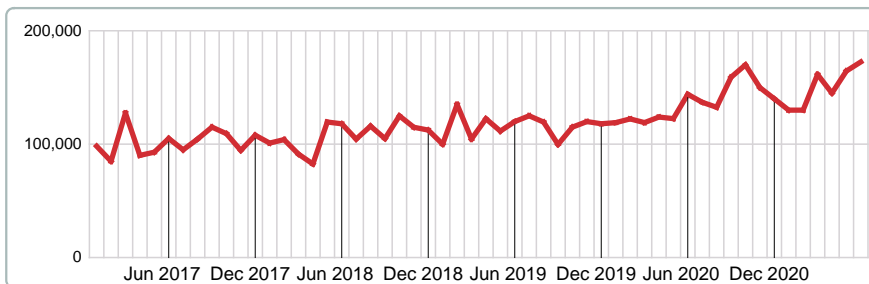
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

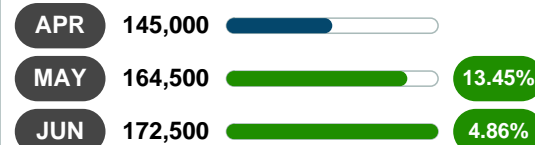


### 3 MONTHS

5 year JUN AVG = 131,860

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

Median List Price at Closing this month at 172,500 above the 5 yr JUN average of 131,860



### 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	9	35,000	35,000	38,999	0	20,000
\$50,001 - \$75,000	10	62,200	59,500	69,900	65,400	0
\$75,001 - \$125,000	27	91,499	107,400	89,900	97,250	0
\$125,001 - \$200,000	41	169,500	164,450	172,500	158,700	162,500
\$200,001 - \$250,000	16	220,000	209,000	220,000	225,000	0
\$250,001 - \$475,000	24	357,450	357,450	356,750	347,450	367,000
\$475,001 and up	11	549,000	0	497,000	650,000	548,500
Median List Price		172,500	107,400	176,500	212,450	214,500
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



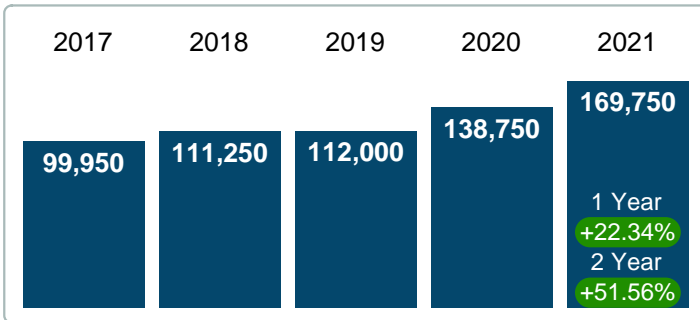
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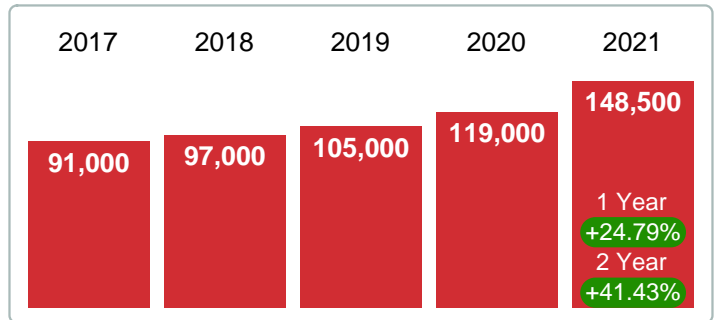
## MEDIAN SOLD PRICE AT CLOSING

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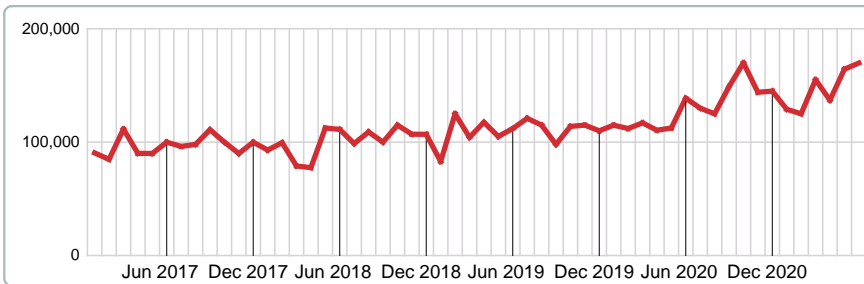
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

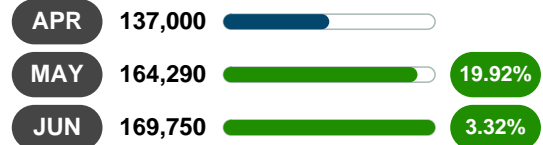


### 3 MONTHS

5 year JUN AVG = 126,340

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

Median Sold Price at Closing this month at **169,750** above the 5 yr JUN average of **126,340**



### 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	11	7.97%	33,000	33,000	48,000	0	15,000
\$50,001 - \$75,000	9	6.52%	64,000	61,750	65,000	63,450	0
\$75,001 - \$125,000	26	18.84%	90,000	97,750	87,653	90,000	0
\$125,001 - \$200,000	41	29.71%	165,000	161,500	169,750	157,250	162,500
\$200,001 - \$250,000	17	12.32%	219,900	218,000	219,900	220,000	0
\$250,001 - \$475,000	23	16.67%	350,000	346,500	350,000	347,000	372,500
\$475,001 and up	11	7.97%	535,000	0	517,000	642,500	556,500
Median Sold Price			169,750	97,750	171,250	209,950	220,000
Total Closed Units		100%	169,750	22	84	24	8
Total Closed Volume			28,690,506	2.80M	16.37M	7.18M	2.34M

# June 2021



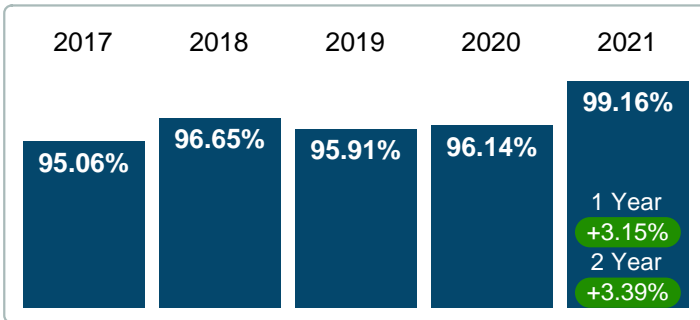
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



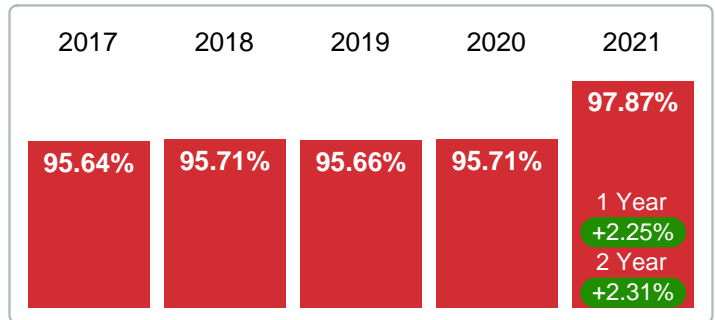
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

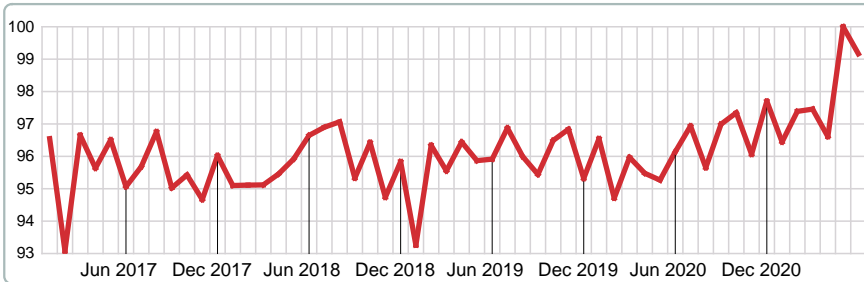
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

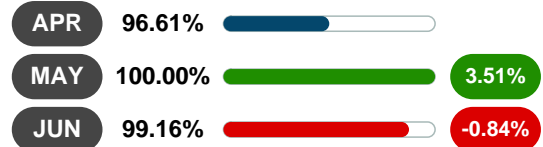


### 3 MONTHS

5 year JUN AVG = 96.59%

High May 2021 100.00% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **99.16%**  
above the 5 yr JUN average of **96.59%**



## 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	11	7.97%	90.91%	90.91%	96.00%	0.00%	75.00%
\$50,001 - \$75,000	9	6.52%	97.33%	99.61%	86.81%	96.97%	0.00%
\$75,001 - \$125,000	26	18.84%	97.76%	93.99%	97.98%	93.67%	0.00%
\$125,001 - \$200,000	41	29.71%	100.00%	98.36%	100.00%	100.00%	100.00%
\$200,001 - \$250,000	17	12.32%	100.00%	100.00%	100.00%	97.78%	0.00%
\$250,001 - \$475,000	23	16.67%	100.00%	96.92%	100.00%	98.34%	102.12%
\$475,001 and up	11	7.97%	100.00%	0.00%	100.46%	98.71%	101.01%
Median Sold/List Ratio		99.16%		97.86%	100.00%	98.47%	100.00%
Total Closed Units		138	100%	22	84	24	8
Total Closed Volume		28,690,506		2.80M	16.37M	7.18M	2.34M

# June 2021



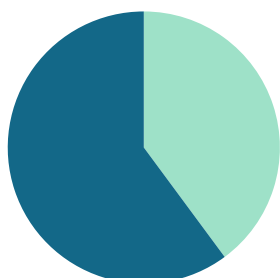
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

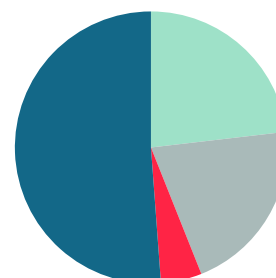


**Inventory**  
 New Listings  
**181 = 39.87%**  
 Start Inventory  
**273**  
 Total Inventory Units  
**454**  
 Volume  
**\$108,268,101**

### 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%
Median List Price	143,950	172,500	19.83%	124,900	150,000	20.10%
Median Sale Price	138,750	169,750	22.34%	119,000	148,500	24.79%
Median Percent of Selling Price to List Price	96.14%	99.16%	3.15%	95.71%	97.87%	2.25%
Median Days on Market to Sale	49.00	18.50	-62.24%	44.00	22.00	-50.00%
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

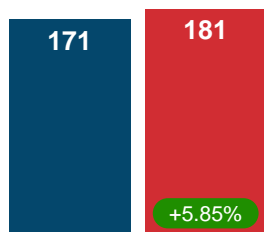
**Inventory** on June 30, 2021 = **305**

**2020** **2021**

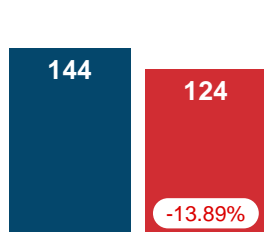
### JUNE MARKET

### MEDIAN PRICES

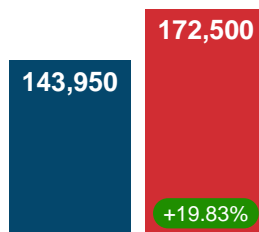
#### New Listings



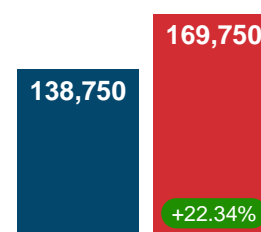
#### Pending Listings



#### List Price



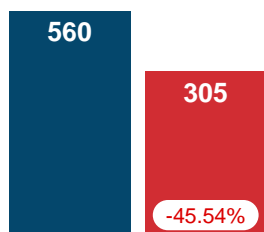
#### Sale Price



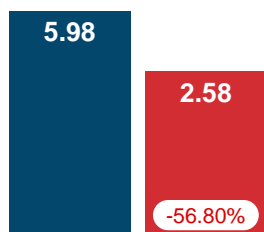
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

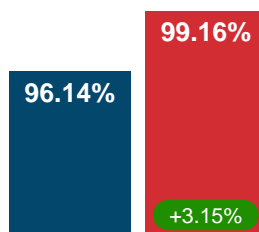
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

