

October 2021



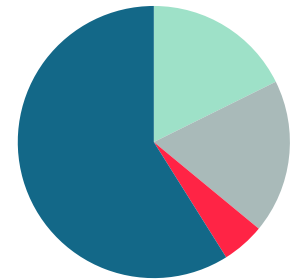
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	141	118	-16.31%
Pending Listings	121	122	0.83%
New Listings	149	134	-10.07%
Average List Price	205,024	229,353	11.87%
Average Sale Price	198,012	221,741	11.98%
Average Percent of Selling Price to List Price	96.09%	95.64%	-0.47%
Average Days on Market to Sale	64.32	33.07	-48.59%
End of Month Inventory	410	393	-4.15%
Months Supply of Inventory	3.96	3.51	-11.56%



■ Closed (17.69%)
■ Pending (18.29%)
■ Other OffMarket (5.10%)
■ Active (58.92%)

Absorption: Last 12 months, an Average of **112** Sales/Month
Active Inventory as of October 31, 2021 = **393**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **4.15%** to 393 existing homes available for sale. Over the last 12 months this area has had an average of 112 closed sales per month. This represents an unsold inventory index of **3.51** 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 **11.98%** in October 2021 to \$221,741 versus the previous year at \$198,012.

Average Days on Market Shortens

The average number of **33.07** days that homes spent on the market before selling decreased by 31.25 days or **48.59%** in October 2021 compared to last year's same month at **64.32** DOM.

Sales Success for October 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 134 New Listings in October 2021, down **10.07%** from last year at 149. Furthermore, there were 118 Closed Listings this month versus last year at 141, a **-16.31%** decrease.

Closed versus Listed trends yielded a **88.1%** ratio, down from previous year's, October 2020, at **94.6%**, a **6.94%** downswing. 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

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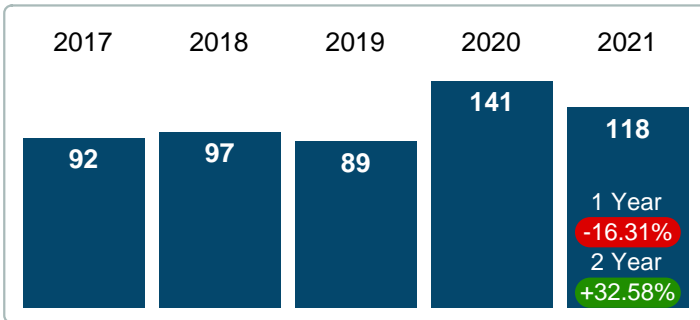
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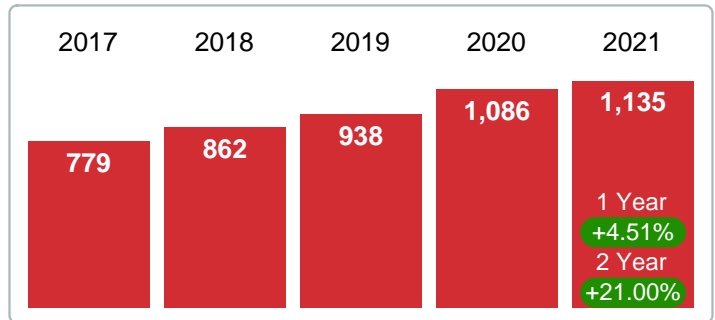
CLOSED LISTINGS

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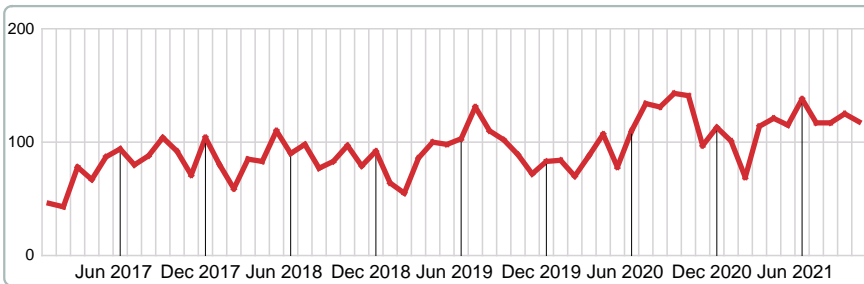
OCTOBER



YEAR TO DATE (YTD)

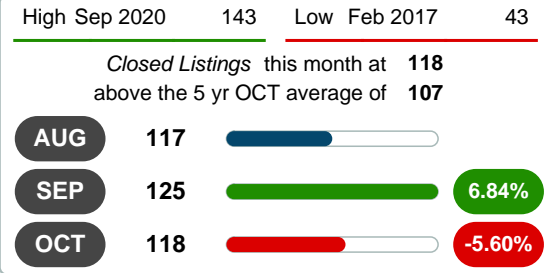


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$25,000 and less	2	1.69%	14.5	2	0	0	0
\$25,001 - \$75,000	23	19.49%	50.5	8	14	1	0
\$75,001 - \$125,000	22	18.64%	21.1	2	17	3	0
\$125,001 - \$200,000	25	21.19%	30.6	2	21	1	1
\$200,001 - \$300,000	20	16.95%	35.6	2	11	5	2
\$300,001 - \$500,000	14	11.86%	43.6	2	9	3	0
\$500,001 and up	12	10.17%	13.2	0	5	5	2
Total Closed Units	118			18	77	18	5
Total Closed Volume	26,165,408	100%	33.1	2.20M	15.19M	6.60M	2.17M
Average Closed Price	\$221,741			\$122,417	\$197,247	\$366,687	\$434,700

October 2021



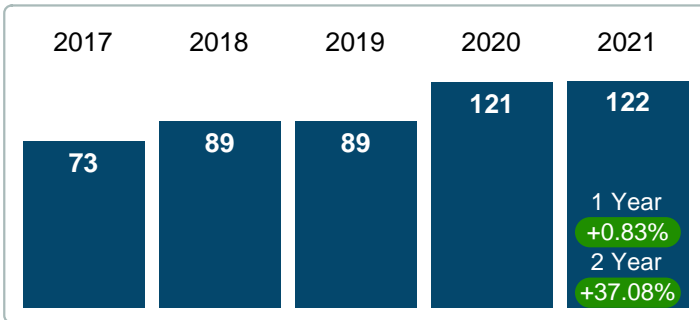
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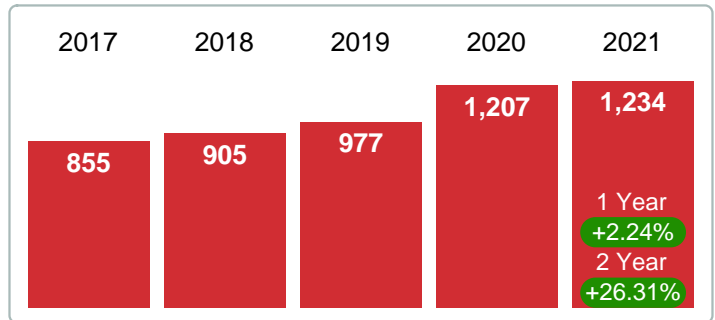
PENDING LISTINGS

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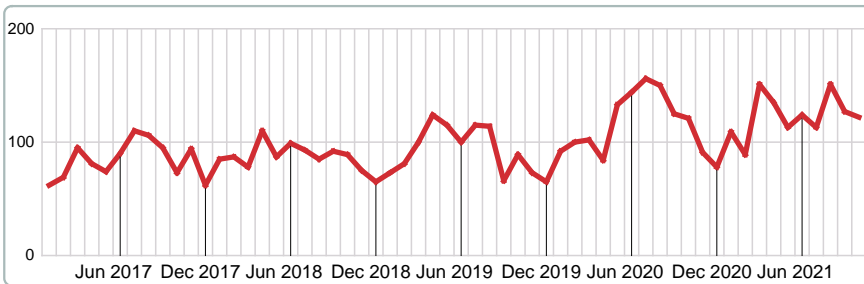
OCTOBER



YEAR TO DATE (YTD)

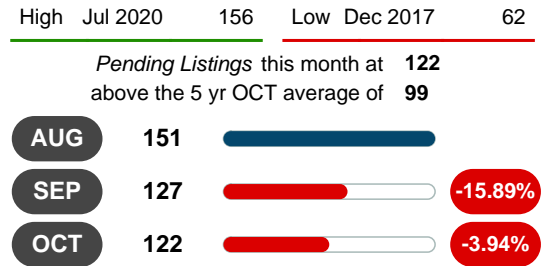


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	10.66%	40.5	4	8	1	0
\$75,001 - \$100,000	14	11.48%	57.6	7	6	1	0
\$100,001 - \$125,000	13	10.66%	34.0	4	8	1	0
\$125,001 - \$175,000	27	22.13%	37.4	9	14	4	0
\$175,001 - \$225,000	23	18.85%	50.2	1	18	4	0
\$225,001 - \$375,000	19	15.57%	30.9	0	10	8	1
\$375,001 and up	13	10.66%	55.3	1	10	2	0
Total Pending Units	122			26	74	21	1
Total Pending Volume	24,307,149			3.18M	15.83M	5.03M	269.90K
Average Listing Price	\$199,067			\$122,173	\$213,986	\$239,324	\$269,900

October 2021



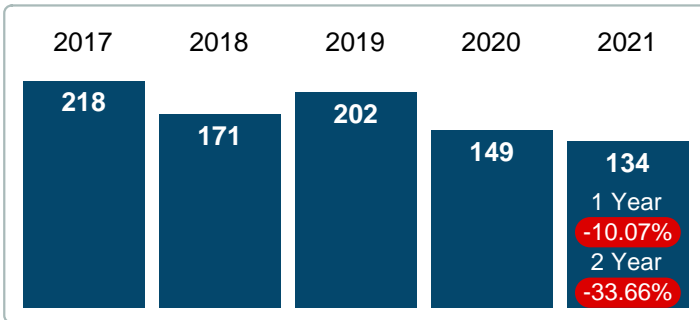
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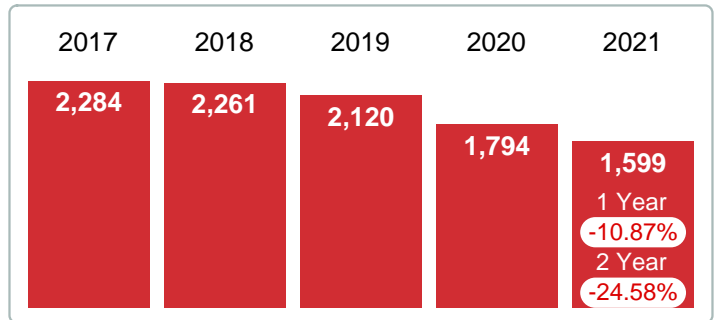
NEW LISTINGS

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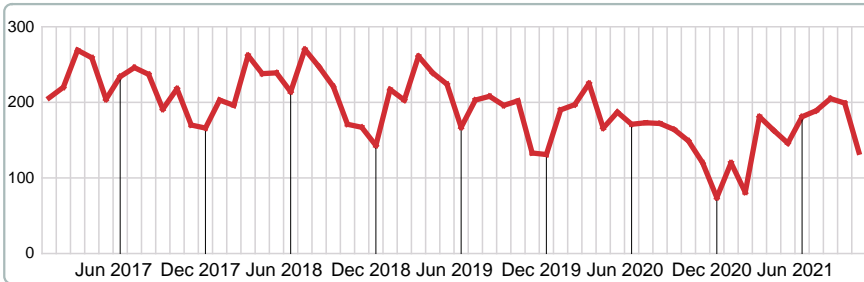
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YEAR TO DATE (YTD)

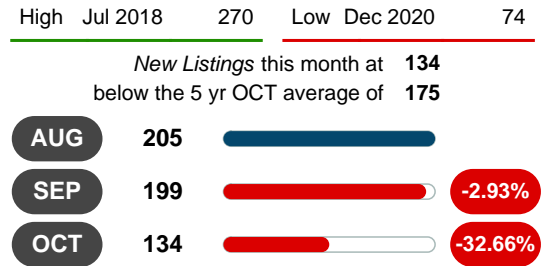


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 175



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	10	7.46%	5	3	1	1
\$50,001 - \$75,000	10	7.46%	4	6	0	0
\$75,001 - \$125,000	25	18.66%	6	16	3	0
\$125,001 - \$200,000	37	27.61%	6	25	6	0
\$200,001 - \$250,000	17	12.69%	2	7	8	0
\$250,001 - \$400,000	21	15.67%	3	9	9	0
\$400,001 and up	14	10.45%	1	6	5	2
Total New Listed Units	134		27	72	32	3
Total New Listed Volume	30,712,503		4.03M	15.06M	10.40M	1.23M
Average New Listed Listing Price	\$202,888		\$149,211	\$209,166	\$324,964	\$408,333

October 2021



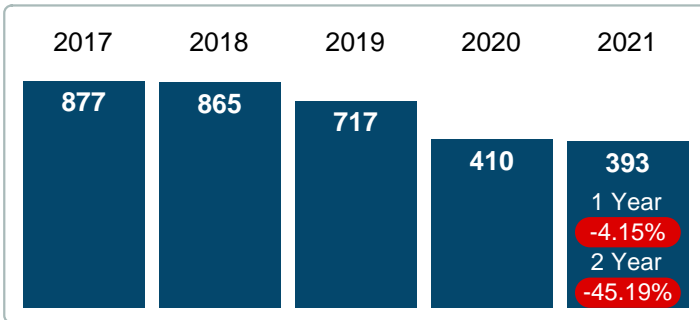
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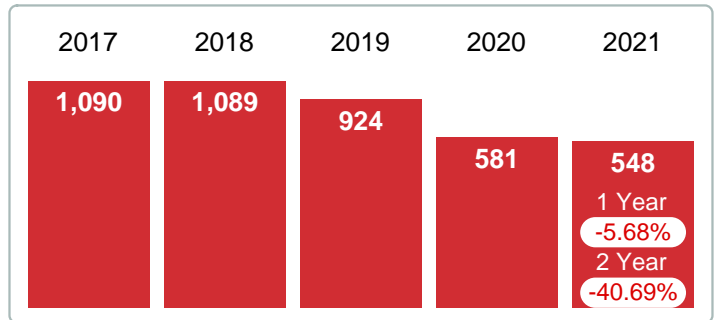
ACTIVE INVENTORY

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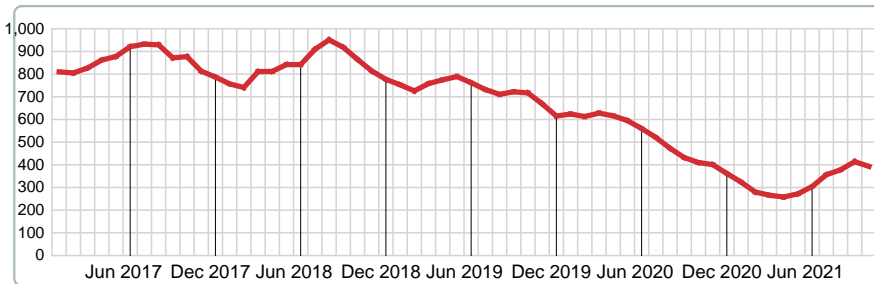
END OF OCTOBER



ACTIVE DURING OCTOBER

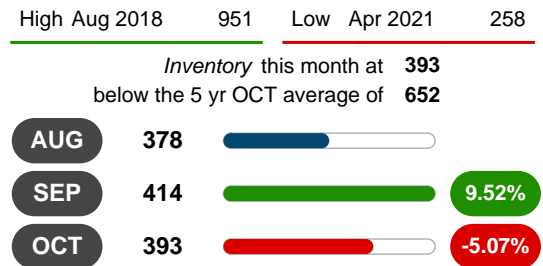


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 652



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	29	7.38%	74.9	16	11	1	1
\$50,001 - \$100,000	58	14.76%	84.7	26	27	5	0
\$100,001 - \$150,000	54	13.74%	57.5	11	37	6	0
\$150,001 - \$250,000	96	24.43%	73.6	8	60	24	4
\$250,001 - \$375,000	65	16.54%	79.3	10	30	21	4
\$375,001 - \$575,000	47	11.96%	87.9	5	21	17	4
\$575,001 and up	44	11.20%	88.8	5	16	12	11
Total Active Inventory by Units			393	81	202	86	24
Total Active Inventory by Volume			119,485,074	16.71M	55.47M	31.13M	16.18M
Average Active Inventory Listing Price			\$304,033	\$206,305	\$274,598	\$361,947	\$674,085

October 2021



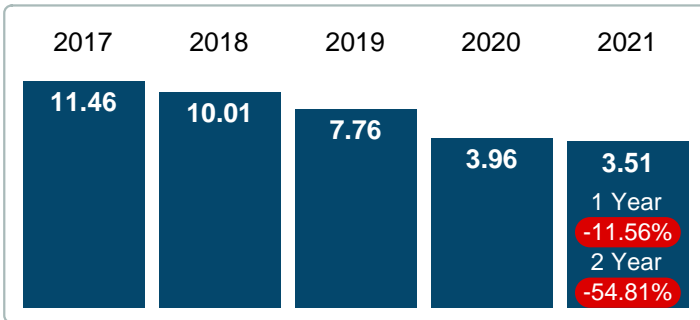
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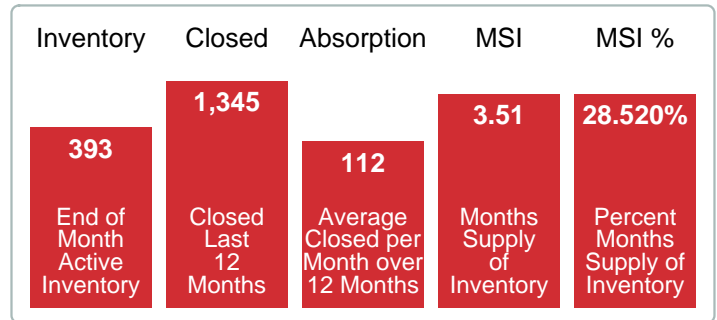
MONTHS SUPPLY of INVENTORY (MSI)

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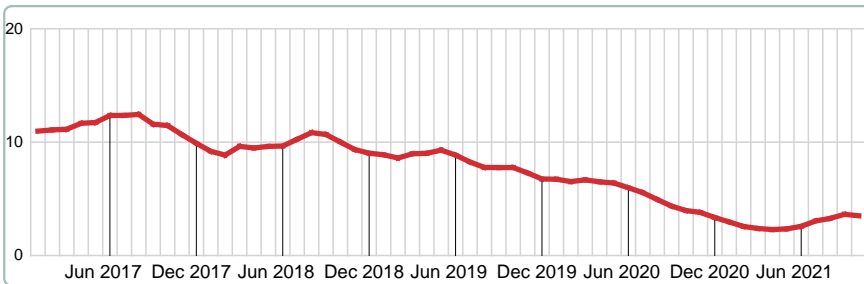
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS

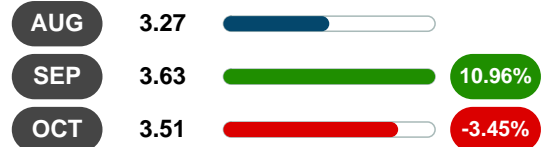


3 MONTHS

5 year OCT AVG = 7.34

High Aug 2017 12.44 Low Apr 2021 2.29

Months Supply this month at 3.51 below the 5 yr OCT average of 7.34



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	29	7.38%	2.27	2.31	2.16	1.71	6.00
\$50,001 - \$100,000	58	14.76%	2.66	4.59	1.95	2.22	0.00
\$100,001 - \$150,000	54	13.74%	2.40	3.22	2.29	2.32	0.00
\$150,001 - \$250,000	96	24.43%	3.54	3.43	3.20	4.57	5.33
\$250,001 - \$375,000	65	16.54%	5.20	9.23	4.34	5.60	5.33
\$375,001 - \$575,000	47	11.96%	4.90	20.00	4.06	6.00	3.00
\$575,001 and up	44	11.20%	7.54	15.00	9.14	6.26	6.00
Market Supply of Inventory (MSI)	3.51	100%	3.51	4.05	2.99	4.49	4.57
Total Active Inventory by Units	393			81	202	86	24

October 2021



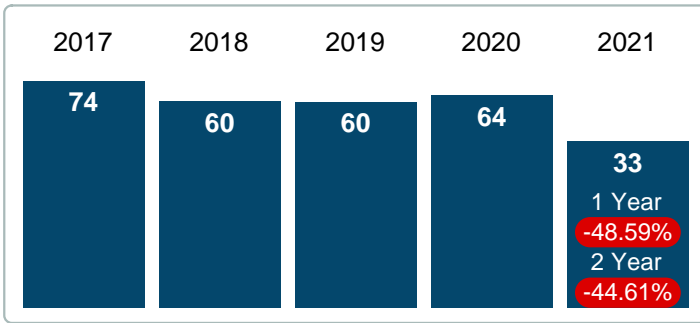
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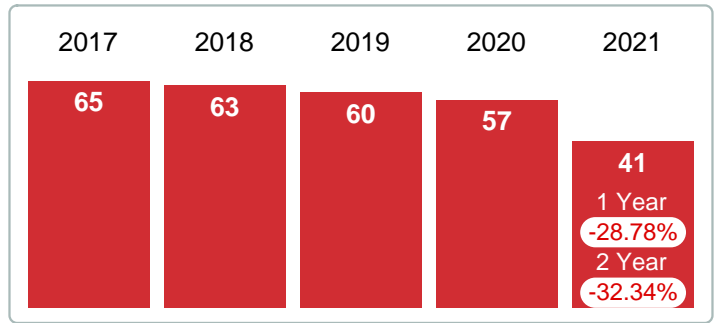
AVERAGE DAYS ON MARKET TO SALE

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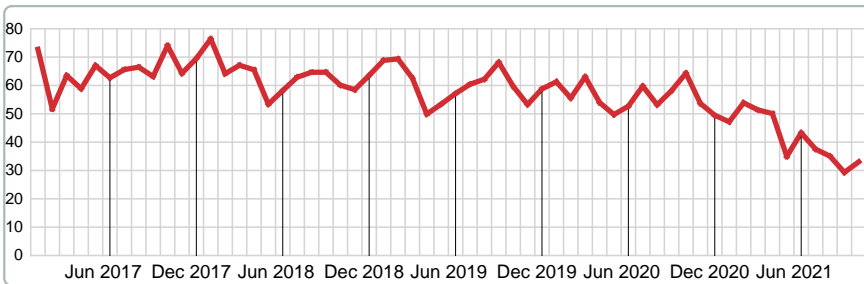
OCTOBER



YEAR TO DATE (YTD)

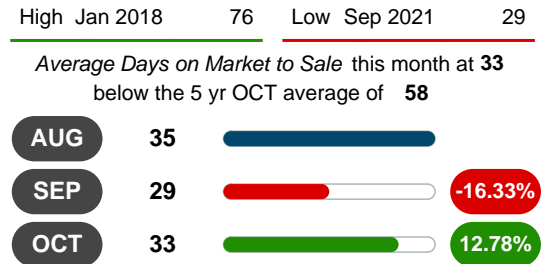


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 58



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
\$25,000 and less	1.69%	15	15	0	0	0
\$25,001 - \$75,000	19.49%	51	79	37	13	0
\$75,001 - \$125,000	18.64%	21	5	25	11	0
\$125,001 - \$200,000	21.19%	31	1	33	3	62
\$200,001 - \$300,000	16.95%	36	14	51	9	39
\$300,001 - \$500,000	11.86%	44	3	48	56	0
\$500,001 and up	10.17%	13	0	9	14	22
Average Closed DOM		33	39	35	19	37
Total Closed Units	100%	33	18	77	18	5
Total Closed Volume		26,165,408	2.20M	15.19M	6.60M	2.17M

October 2021



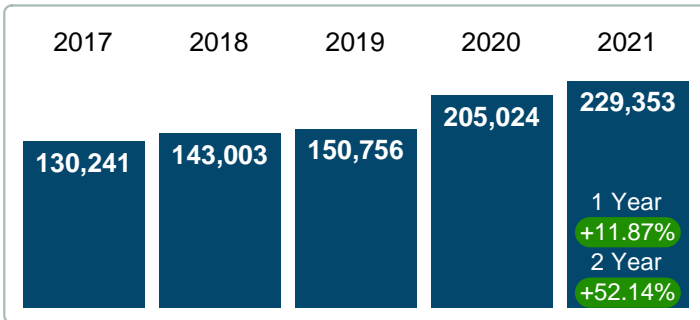
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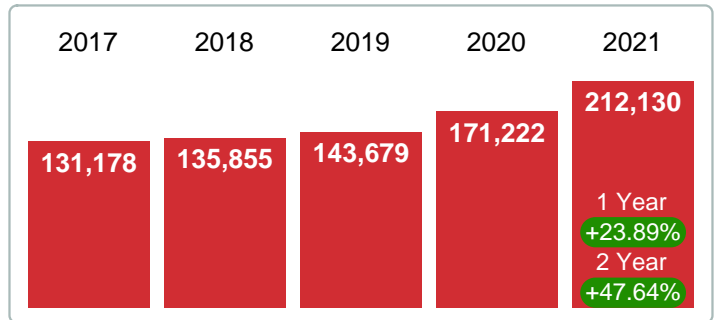
AVERAGE LIST PRICE AT CLOSING

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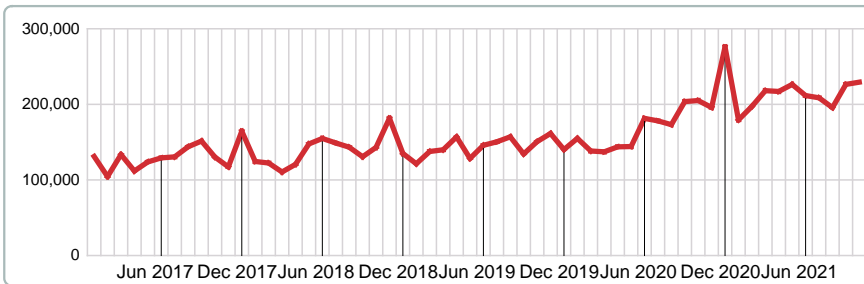
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

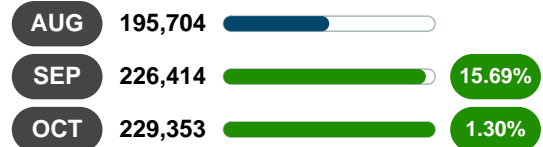


3 MONTHS

5 year OCT AVG = 171,675

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

Average List Price at Closing this month at **229,353** above the 5 yr OCT average of **171,675**



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
\$25,000 and less	1	0.85%	17,000	23,500	0	0	0
\$25,001 - \$75,000	23	19.49%	55,743	52,863	61,121	53,500	0
\$75,001 - \$125,000	19	16.10%	106,474	103,700	114,388	118,300	0
\$125,001 - \$200,000	29	24.58%	159,836	169,500	161,807	160,000	199,500
\$200,001 - \$300,000	19	16.10%	242,605	229,950	249,709	250,760	259,450
\$300,001 - \$500,000	14	11.86%	390,271	409,500	401,656	384,633	0
\$500,001 and up	13	11.02%	694,846	0	643,600	749,400	774,500
Average List Price			229,353	127,511	204,908	373,506	453,480
Total Closed Units		100%	229,353	18	77	18	5
Total Closed Volume			27,063,648	2.30M	15.78M	6.72M	2.27M

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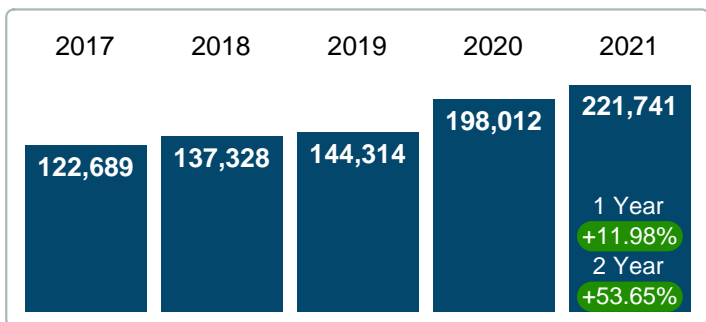
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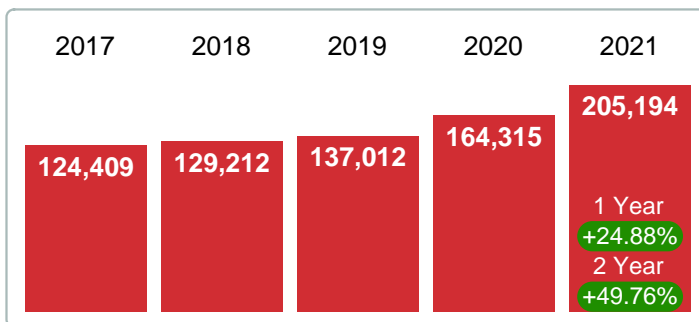
AVERAGE SOLD PRICE AT CLOSING

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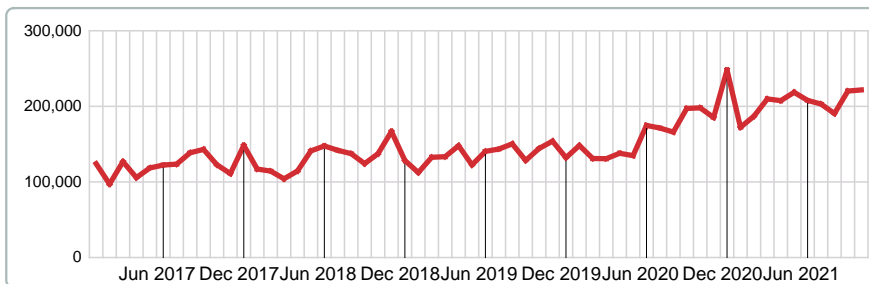
OCTOBER



YEAR TO DATE (YTD)

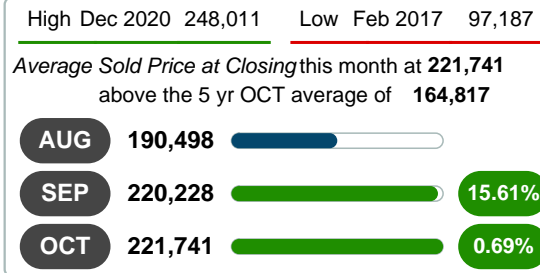


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 164,817



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	
\$25,000 and less	2	1.69%	20,500	0	0	0	
\$25,001 - \$75,000	23	19.49%	52,461	46,500	56,400	45,000	
\$75,001 - \$125,000	22	18.64%	108,561	101,250	108,874	111,667	
\$125,001 - \$200,000	25	21.19%	160,084	167,000	159,195	160,000	
\$200,001 - \$300,000	20	16.95%	238,670	217,500	234,627	249,000	
\$300,001 - \$500,000	14	11.86%	391,264	409,500	386,067	394,700	
\$500,001 and up	12	10.17%	689,688	0	629,800	726,252	
Average Sold Price		221,741		122,417	197,247	366,687	434,700
Total Closed Units		118		18	77	18	5
Total Closed Volume		26,165,408		2.20M	15.19M	6.60M	2.17M

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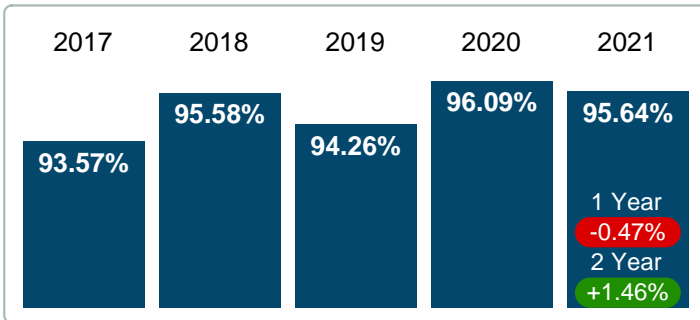
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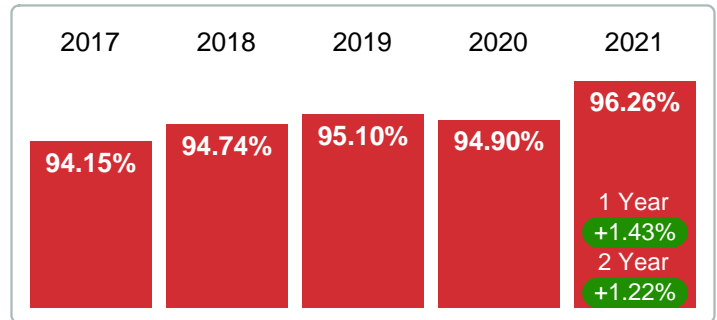
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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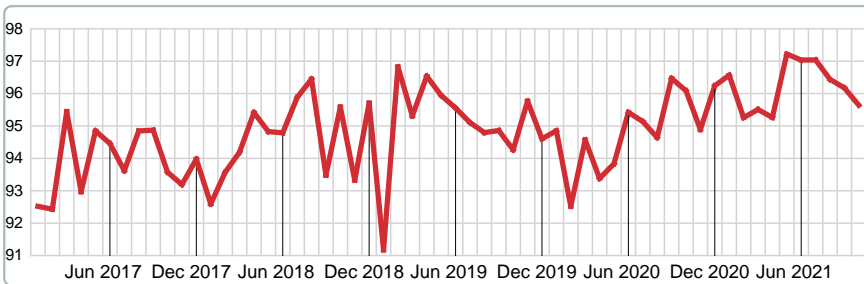
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

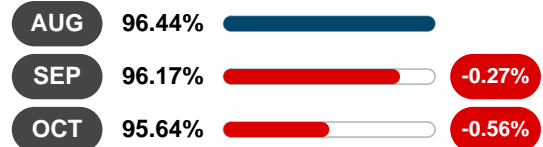


3 MONTHS

5 year OCT AVG = 95.03%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.64%** above the 5 yr OCT average of **95.03%**



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
\$25,000 and less	2	1.69%	88.73%	88.73%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	23	19.49%	89.76%	87.52%	91.44%	84.11%	0.00%
\$75,001 - \$125,000	22	18.64%	96.21%	98.04%	96.17%	95.26%	0.00%
\$125,001 - \$200,000	25	21.19%	98.15%	98.53%	98.76%	100.00%	82.71%
\$200,001 - \$300,000	20	16.95%	96.60%	95.02%	95.05%	99.75%	98.84%
\$300,001 - \$500,000	14	11.86%	98.15%	100.00%	96.34%	102.36%	0.00%
\$500,001 and up	12	10.17%	97.26%	0.00%	97.92%	97.02%	96.20%
Average Sold/List Ratio		95.60%		92.27%	95.99%	97.82%	94.56%
Total Closed Units		118	100%	18	77	18	5
Total Closed Volume		26,165,408		2.20M	15.19M	6.60M	2.17M

October 2021



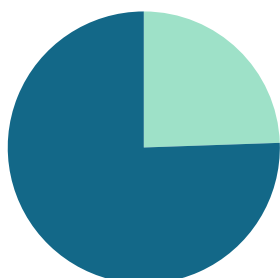
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

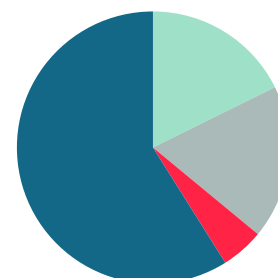


Inventory
 New Listings
134 = 24.45%
 Start Inventory
414
 Total Inventory Units
548
 Volume
\$154,176,223

Market Activity

Closed Sales
118 = 17.69%
 Pending Sales
122 = 18.29%
 Other Off Market
34 = 5.10%
 Active Inventory
393 = 58.92%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	141	118	-16.31%	1,086	1,135	4.51%
Pending Sales	121	122	0.83%	1,207	1,234	2.24%
New Listings	149	134	-10.07%	1,794	1,599	-10.87%
Average List Price	205,024	229,353	11.87%	171,222	212,130	23.89%
Average Sale Price	198,012	221,741	11.98%	164,315	205,194	24.88%
Average Percent of Selling Price to List Price	96.09%	95.64%	-0.47%	94.90%	96.26%	1.43%
Average Days on Market to Sale	64.32	33.07	-48.59%	57.45	40.92	-28.78%
Monthly Inventory	410	393	-4.15%	410	393	-4.15%
Months Supply of Inventory	3.96	3.51	-11.56%	3.96	3.51	-11.56%

Absorption: Last 12 months, an Average of 112 Sales/Month

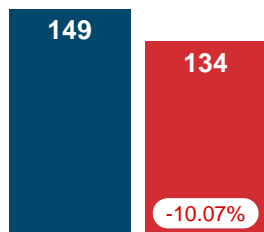
Inventory on October 31, 2021 = 393

2020 2021

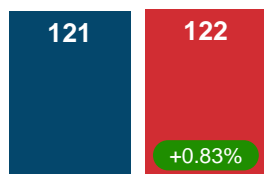
OCTOBER MARKET

AVERAGE PRICES

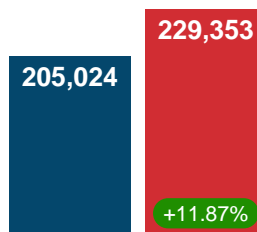
New Listings



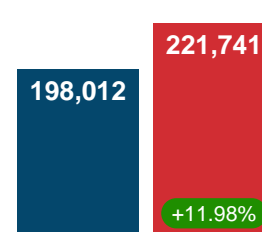
Pending Listings



List Price



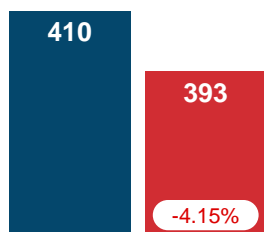
Sale Price



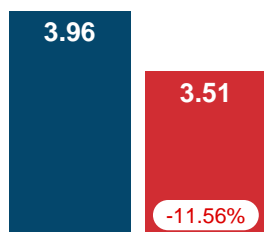
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

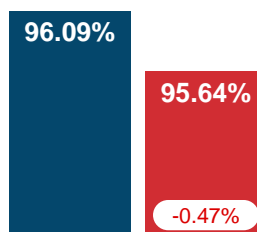
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

