

October 2021



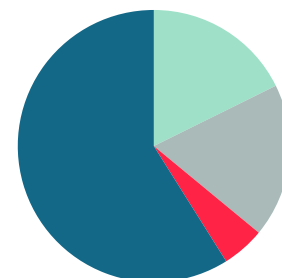
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	169,900	162,225	-4.52%
Median Sale Price	169,900	161,500	-4.94%
Median Percent of Selling Price to List Price	97.35%	98.85%	1.55%
Median Days on Market to Sale	40.00	17.00	-57.50%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.94%** in October 2021 to \$161,500 versus the previous year at \$169,900.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 23.00 days or **57.50%** in October 2021 compared to last year's same month at **40.00** DOM.

Sales Success for October 2021 is Positive

Overall, with Median Prices falling 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.

What's in this Issue

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

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

October 2021



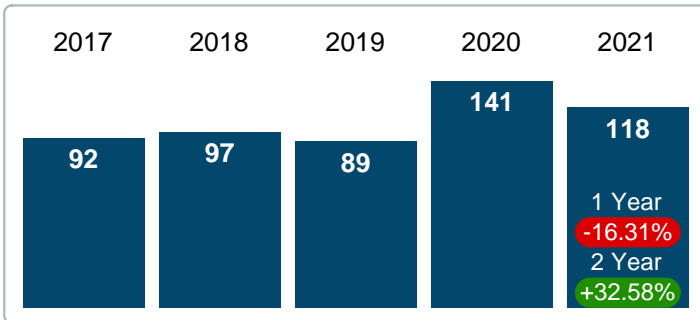
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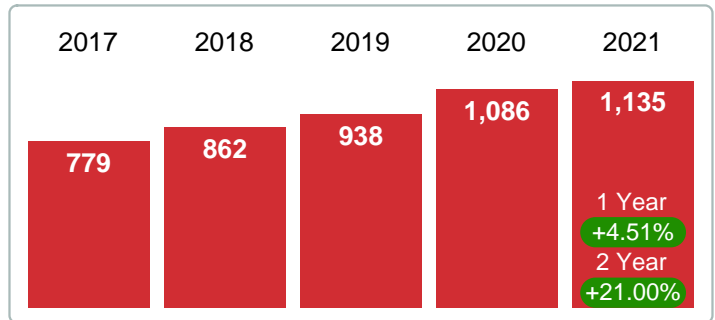
CLOSED LISTINGS

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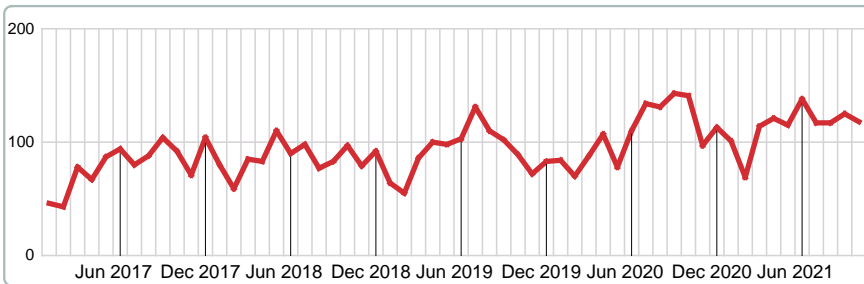
OCTOBER



YEAR TO DATE (YTD)

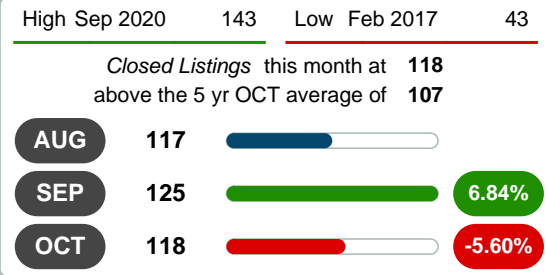


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 107



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	28.0	8	14	1	0
\$75,001 - \$125,000	22	18.64%	13.5	2	17	3	0
\$125,001 - \$200,000	25	21.19%	19.0	2	21	1	1
\$200,001 - \$300,000	20	16.95%	15.0	2	11	5	2
\$300,001 - \$500,000	14	11.86%	29.0	2	9	3	0
\$500,001 and up	12	10.17%	6.0	0	5	5	2
Total Closed Units	118			18	77	18	5
Total Closed Volume	26,165,408	100%	17.0	2.20M	15.19M	6.60M	2.17M
Median Closed Price	\$161,500			\$65,000	\$155,000	\$285,000	\$295,000

October 2021



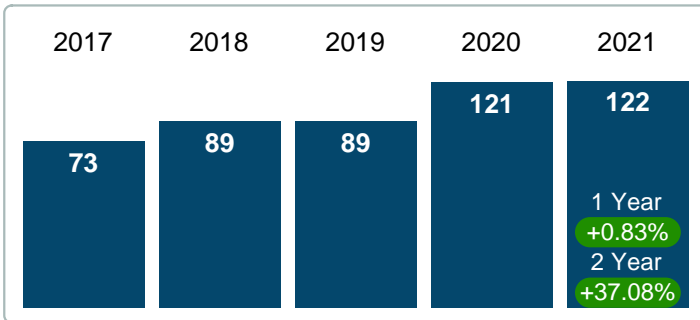
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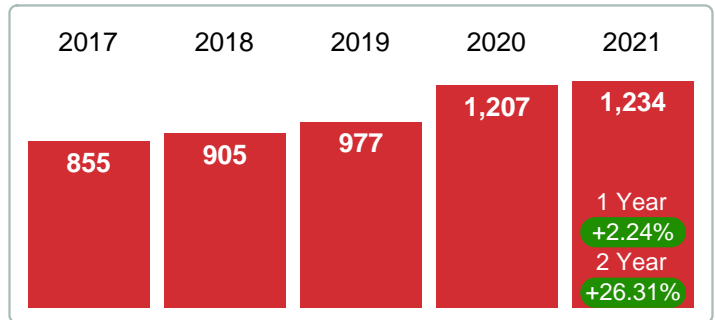
PENDING LISTINGS

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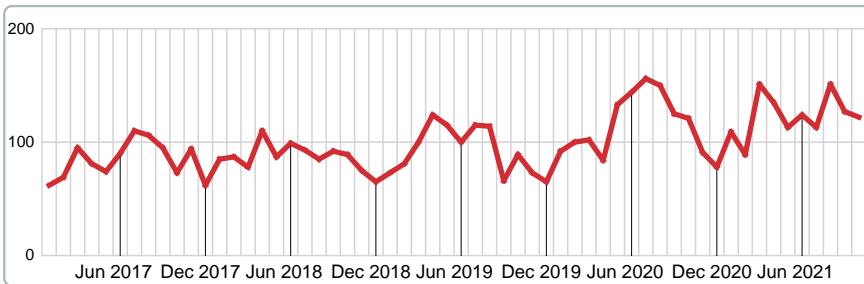
OCTOBER



YEAR TO DATE (YTD)

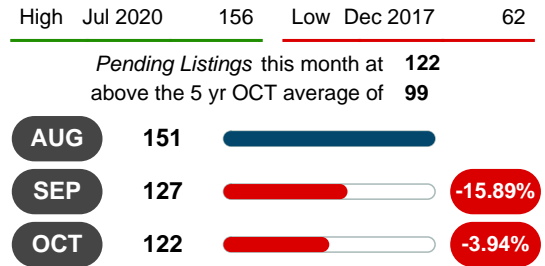


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	10.66%	11.0	4	8	1	0
\$75,001 - \$100,000	14	11.48%	53.0	7	6	1	0
\$100,001 - \$125,000	13	10.66%	14.0	4	8	1	0
\$125,001 - \$175,000	27	22.13%	20.0	9	14	4	0
\$175,001 - \$225,000	23	18.85%	31.0	1	18	4	0
\$225,001 - \$375,000	19	15.57%	20.0	0	10	8	1
\$375,001 and up	13	10.66%	50.0	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
Median Listing Price	\$162,250			\$119,750	\$179,700	\$217,900	\$269,900

October 2021



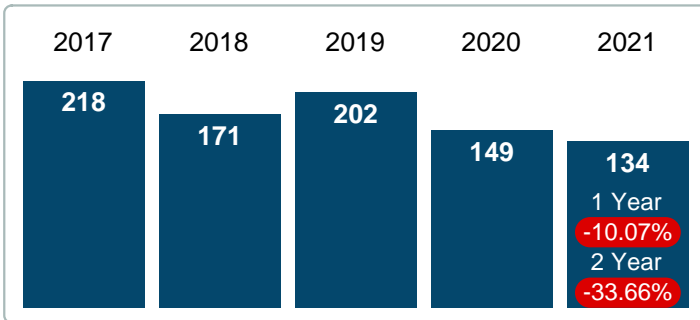
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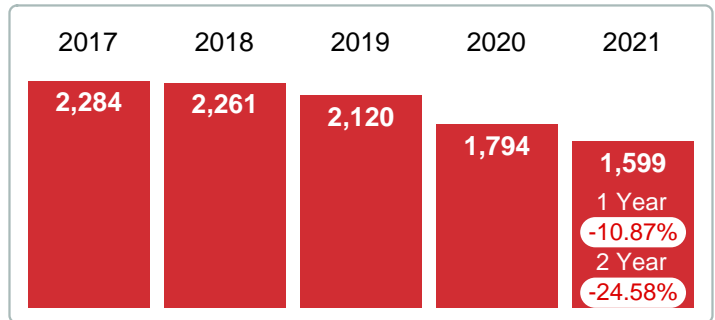
NEW LISTINGS

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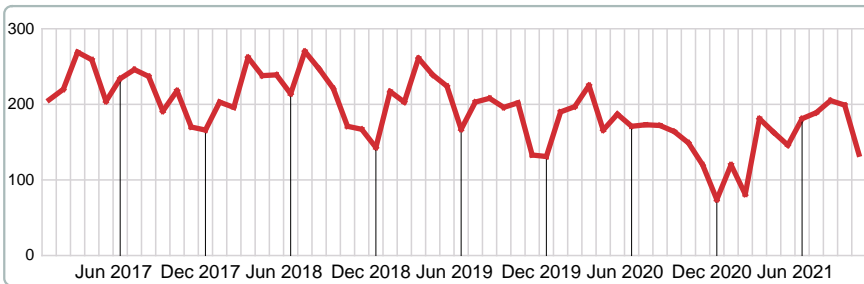
OCTOBER



YEAR TO DATE (YTD)

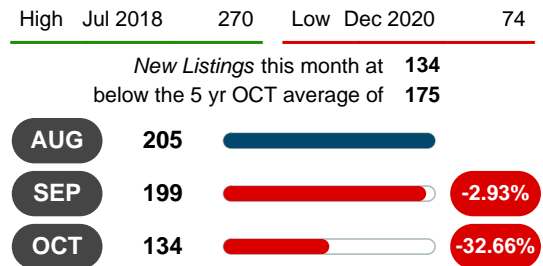


5 YEAR MARKET ACTIVITY TRENDS



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	100%	4.03M	15.06M	10.40M	1.23M
Median New Listed Listing Price	\$179,950		\$104,900	\$175,000	\$229,000	\$450,000

October 2021



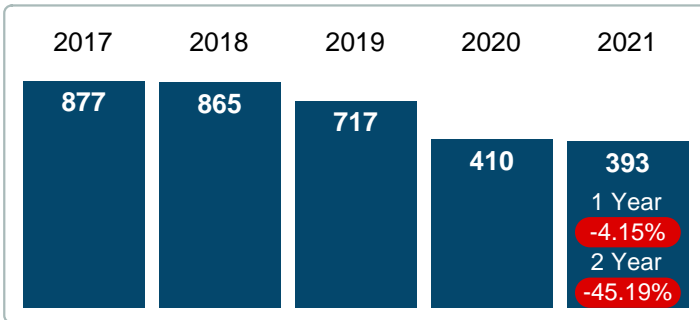
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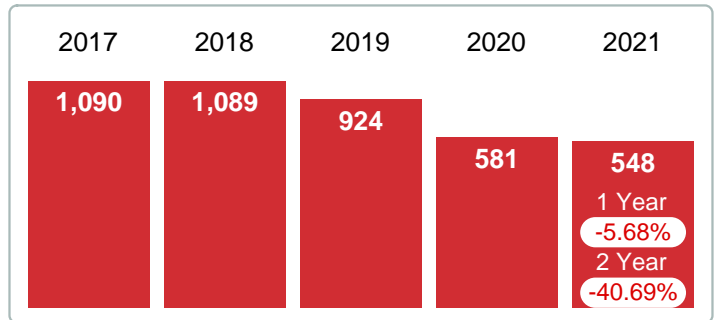
ACTIVE INVENTORY

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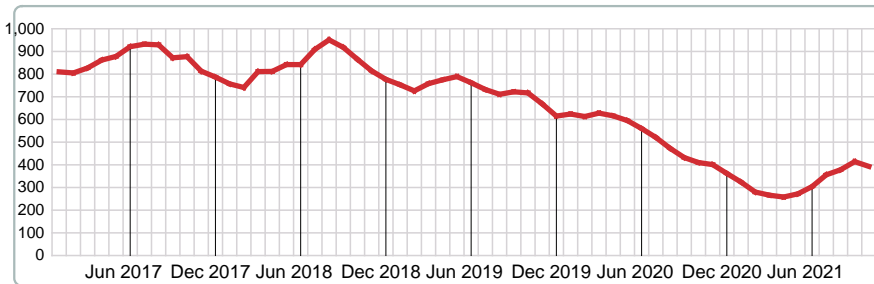
END OF OCTOBER



ACTIVE DURING OCTOBER

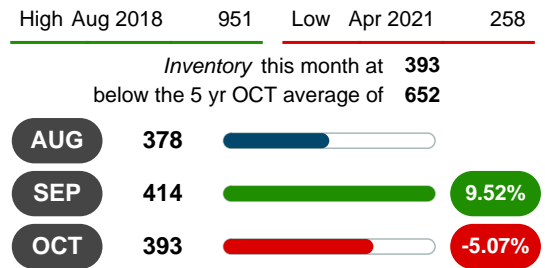


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 652



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	29	7.38%	46.0	16	11	1	1	
\$50,001 - \$100,000	58	14.76%	73.5	26	27	5	0	
\$100,001 - \$150,000	54	13.74%	48.5	11	37	6	0	
\$150,001 - \$250,000	96	24.43%	58.5	8	60	24	4	
\$250,001 - \$375,000	65	16.54%	61.0	10	30	21	4	
\$375,001 - \$575,000	47	11.96%	67.0	5	21	17	4	
\$575,001 and up	44	11.20%	83.0	5	16	12	11	
Total Active Inventory by Units		393		81	202	86	24	
Total Active Inventory by Volume		119,485,074	100%	62.0	16.71M	55.47M	31.13M	16.18M
Median Active Inventory Listing Price		\$210,000			\$99,900	\$188,950	\$296,950	\$500,000

October 2021



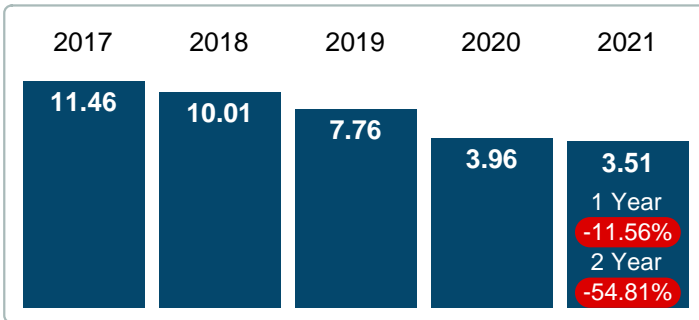
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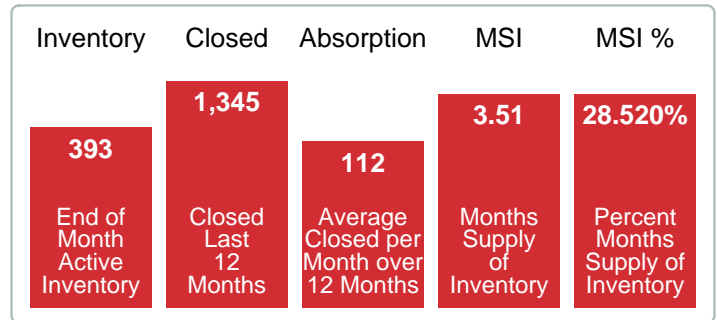
MONTHS SUPPLY of INVENTORY (MSI)

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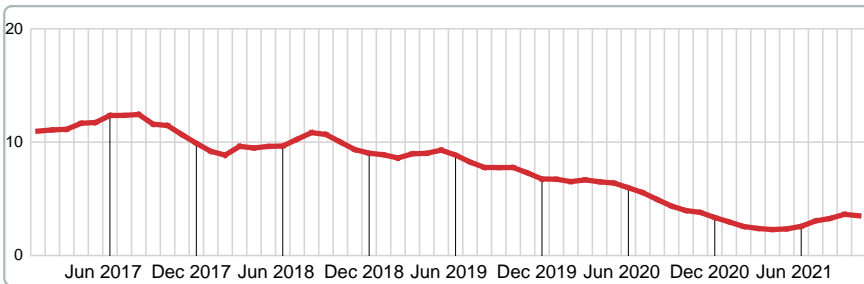
MSI FOR OCTOBER



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			4.05	2.99	4.49	4.57
Total Active Inventory by Units	393	100%	3.51	81	202	86	24

October 2021



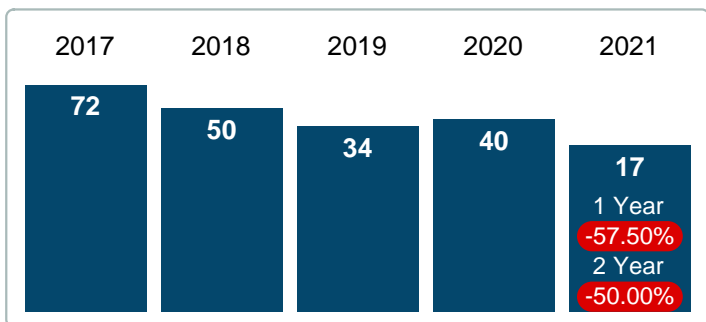
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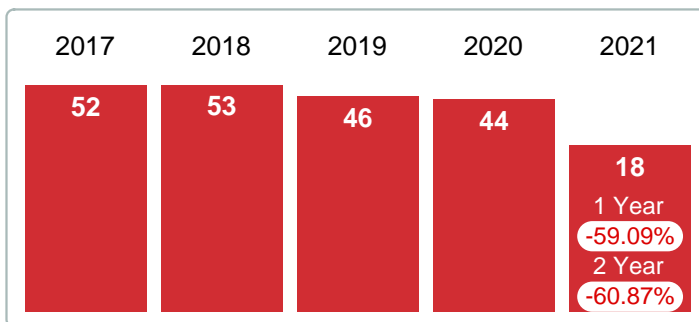
MEDIAN DAYS ON MARKET TO SALE

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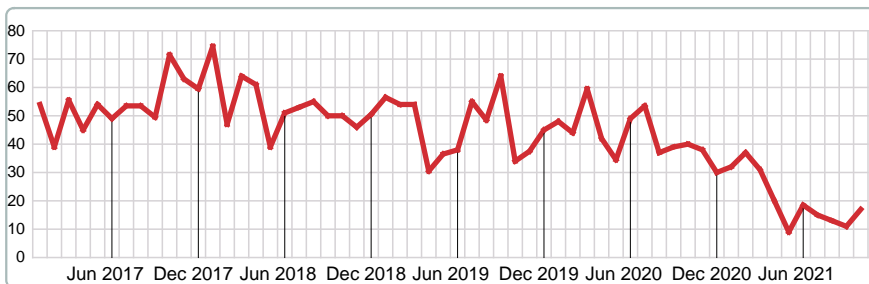
OCTOBER



YEAR TO DATE (YTD)

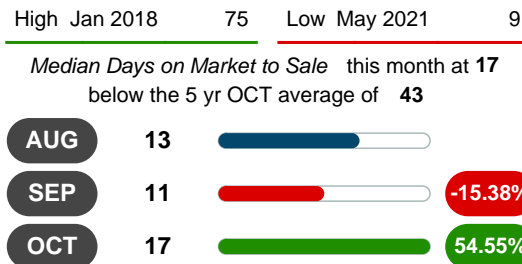


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



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	
\$25,000 and less	1.69%	15	15	0	0	0	
\$25,001 - \$75,000	19.49%	28	64	24	13	0	
\$75,001 - \$125,000	18.64%	14	5	17	5	0	
\$125,001 - \$200,000	21.19%	19	1	20	3	62	
\$200,001 - \$300,000	16.95%	15	14	15	7	39	
\$300,001 - \$500,000	11.86%	29	3	37	72	0	
\$500,001 and up	10.17%	6	0	5	7	22	
Median Closed DOM		17	8	19	7	40	
Total Closed Units	100%	118	17.0	18	77	18	5
Total Closed Volume		26,165,408		2.20M	15.19M	6.60M	2.17M

October 2021



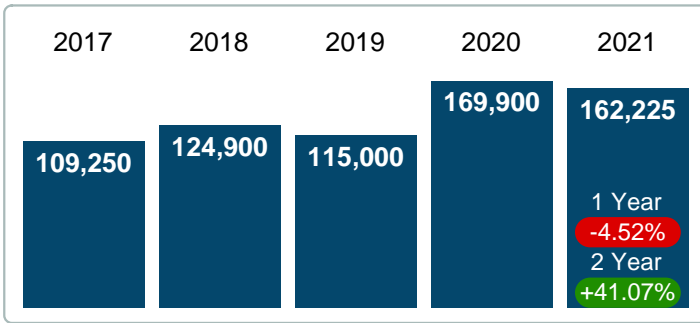
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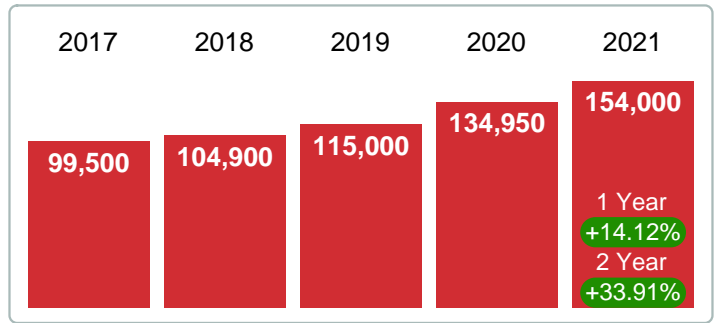
MEDIAN LIST PRICE AT CLOSING

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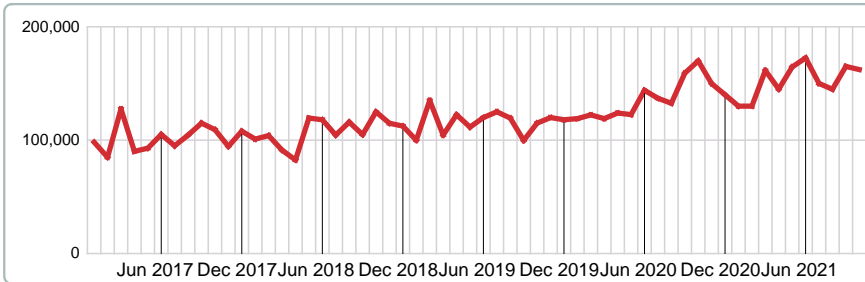
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

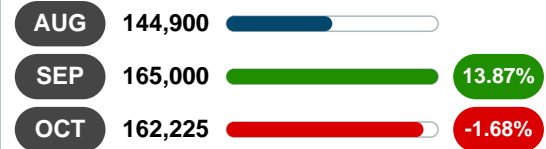


3 MONTHS

5 year OCT AVG = 136,255

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

Median List Price at Closing this month at **162,225**
above the 5 yr OCT average of **136,255**



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
\$25,000 and less	0.85%	17,000	17,000	0	0	0
\$25,001 - \$75,000	19.49%	55,500	45,000	67,000	53,500	0
\$75,001 - \$125,000	16.10%	110,000	103,700	110,000	107,500	0
\$125,001 - \$200,000	24.58%	160,000	169,500	158,450	149,950	199,500
\$200,001 - \$300,000	16.10%	230,000	229,950	239,000	229,950	259,450
\$300,001 - \$500,000	11.86%	394,500	409,500	394,500	364,450	0
\$500,001 and up	11.02%	699,000	0	624,500	799,000	774,500
Median List Price		162,225	72,450	155,000	294,500	299,900
Total Closed Units	100%	162,225	18	77	18	5
Total Closed Volume		27,063,648	2.30M	15.78M	6.72M	2.27M

October 2021



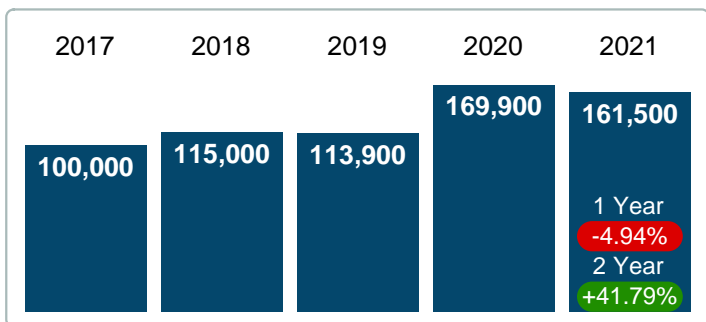
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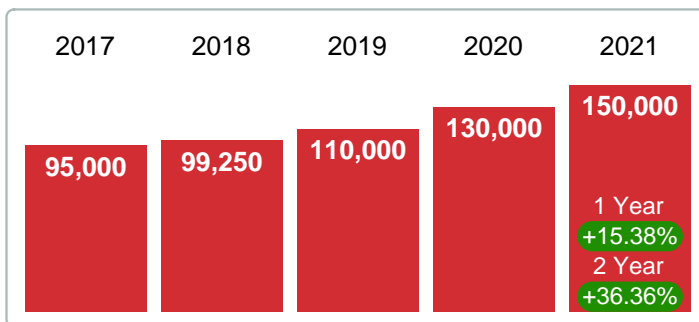
MEDIAN SOLD PRICE AT CLOSING

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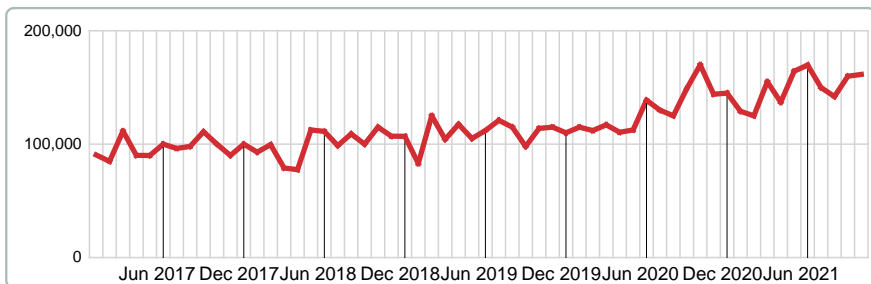
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

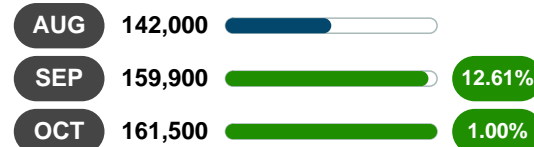


3 MONTHS

5 year OCT AVG = 132,060

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

Median Sold Price at Closing this month at **161,500** above the 5 yr OCT average of **132,060**



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
\$25,000 and less	1.69%	20,500	20,500	0	0	0
\$25,001 - \$75,000	19.49%	52,000	46,500	60,750	45,000	0
\$75,001 - \$125,000	18.64%	110,000	101,250	110,000	110,000	0
\$125,001 - \$200,000	21.19%	163,000	167,000	160,000	160,000	165,000
\$200,001 - \$300,000	16.95%	227,450	217,500	227,000	235,000	256,250
\$300,001 - \$500,000	11.86%	372,500	409,500	367,500	375,000	0
\$500,001 and up	10.17%	699,500	0	699,000	747,258	748,000
Median Sold Price		161,500	65,000	155,000	285,000	295,000
Total Closed Units	100%	118	18	77	18	5
Total Closed Volume		26,165,408	2.20M	15.19M	6.60M	2.17M

October 2021



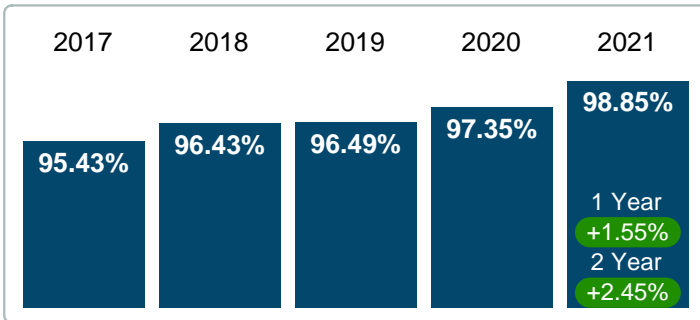
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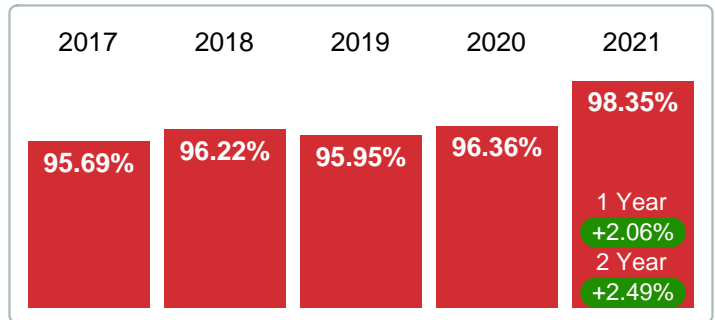
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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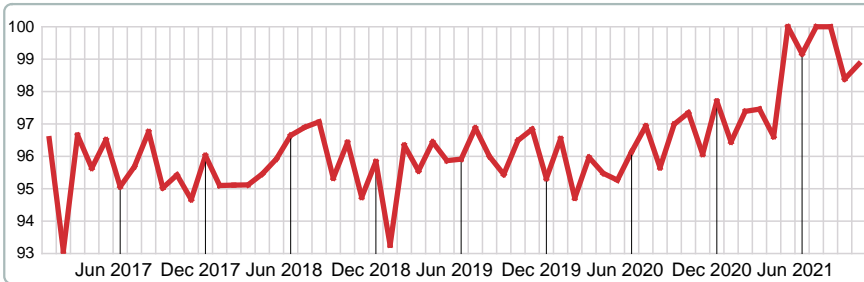
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

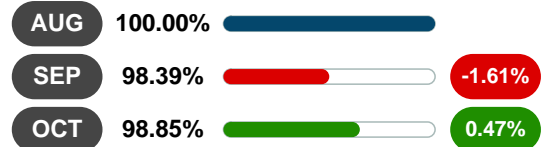


3 MONTHS

5 year OCT AVG = 96.91%

High Aug 2021 100.00% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **98.85%**
above the 5 yr OCT average of **96.91%**



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
\$25,000 and less	2	1.69%	88.73%	88.73%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	23	19.49%	90.18%	86.52%	92.34%	84.11%	0.00%
\$75,001 - \$125,000	22	18.64%	100.00%	98.04%	100.00%	100.00%	0.00%
\$125,001 - \$200,000	25	21.19%	100.00%	98.53%	100.00%	100.00%	82.71%
\$200,001 - \$300,000	20	16.95%	99.66%	95.02%	99.09%	100.00%	98.84%
\$300,001 - \$500,000	14	11.86%	100.00%	100.00%	100.00%	101.55%	0.00%
\$500,001 and up	12	10.17%	97.44%	0.00%	100.00%	96.32%	96.20%
Median Sold/List Ratio		98.85%		95.06%	99.09%	100.00%	98.37%
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



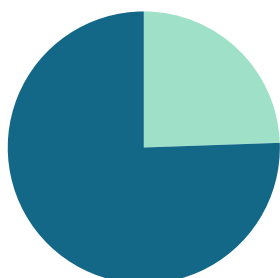
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

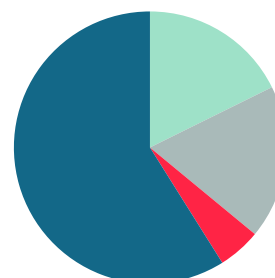


Inventory
 New Listings
134 = 24.45%
 Start Inventory
414
 Total Inventory Units
548
 Volume
\$154,176,223

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%
Median List Price	169,900	162,225	-4.52%	134,950	154,000	14.12%
Median Sale Price	169,900	161,500	-4.94%	130,000	150,000	15.38%
Median Percent of Selling Price to List Price	97.35%	98.85%	1.55%	96.36%	98.35%	2.06%
Median Days on Market to Sale	40.00	17.00	-57.50%	44.00	18.00	-59.09%
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

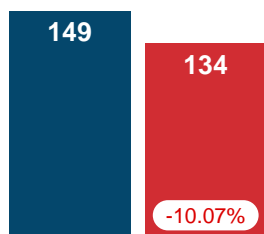
Inventory on October 31, 2021 = 393

2020 2021

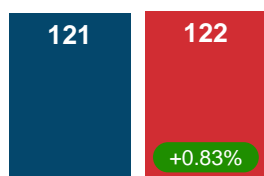
OCTOBER MARKET

MEDIAN PRICES

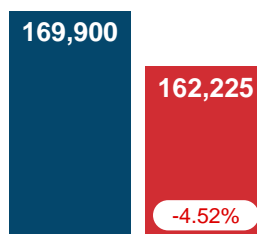
New Listings



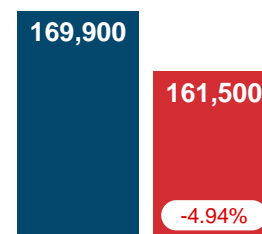
Pending Listings



List Price



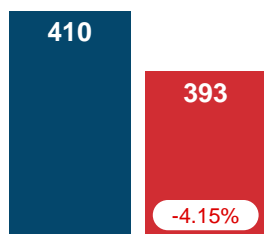
Sale Price



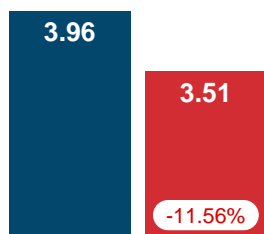
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

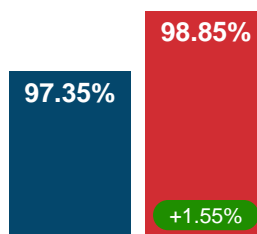
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

