

# September 2021



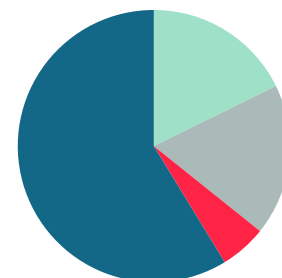
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	143	125	-12.59%
Pending Listings	125	127	1.60%
New Listings	164	199	21.34%
Average List Price	203,664	226,414	11.17%
Average Sale Price	197,244	220,228	11.65%
Average Percent of Selling Price to List Price	96.47%	96.17%	-0.30%
Average Days on Market to Sale	58.17	29.32	-49.59%
End of Month Inventory	432	414	-4.17%
Months Supply of Inventory	4.36	3.63	-16.71%



■ Closed (17.73%)  
■ Pending (18.01%)  
■ Other OffMarket (5.53%)  
■ Active (58.72%)

**Absorption:** Last 12 months, an Average of **114** Sales/Month  
**Active Inventory** as of September 30, 2021 = **414**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **4.17%** to 414 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **3.63** 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 **11.65%** in September 2021 to \$220,228 versus the previous year at \$197,244.

#### Average Days on Market Shortens

The average number of **29.32** days that homes spent on the market before selling decreased by 28.85 days or **49.59%** in September 2021 compared to last year's same month at **58.17** DOM.

#### Sales Success for September 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 199 New Listings in September 2021, up **21.34%** from last year at 164. Furthermore, there were 125 Closed Listings this month versus last year at 143, a **-12.59%** decrease.

Closed versus Listed trends yielded a **62.8%** ratio, down from previous year's, September 2020, at **87.2%**, a **27.96%** downswing. This will certainly create pressure on a decreasing

### 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

### **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](mailto:support@mlstechnology.com)

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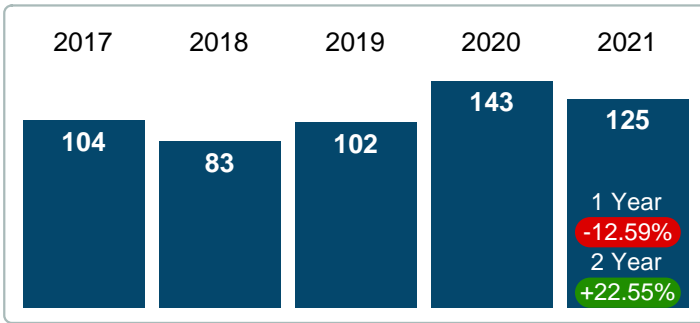
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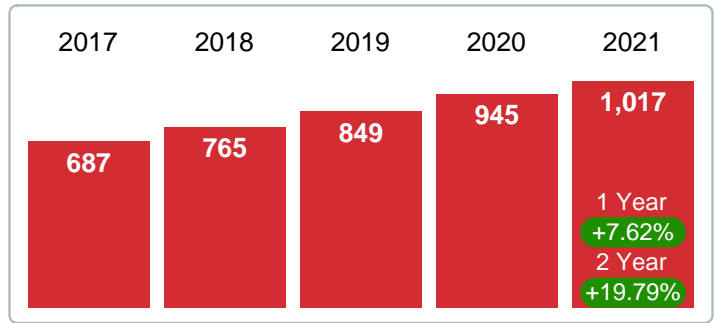
## CLOSED LISTINGS

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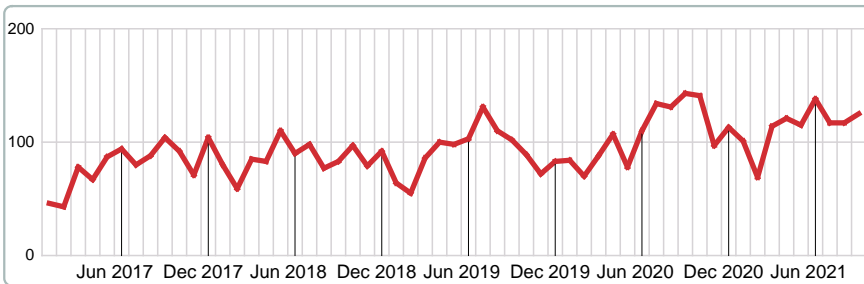
### SEPTEMBER



### YEAR TO DATE (YTD)

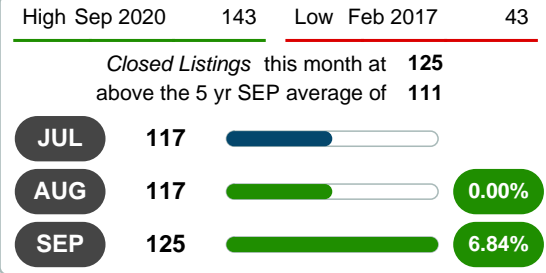


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 111



### 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	4	3.20%	22.8	1	2	1	0
\$25,001 - \$75,000	17	13.60%	28.1	11	6	0	0
\$75,001 - \$125,000	28	22.40%	37.7	8	20	0	0
\$125,001 - \$200,000	29	23.20%	27.5	3	23	3	0
\$200,001 - \$275,000	17	13.60%	26.5	3	8	5	1
\$275,001 - \$425,000	15	12.00%	20.7	2	10	3	0
\$425,001 and up	15	12.00%	32.1	0	7	5	3
<b>Total Closed Units</b>	<b>125</b>			<b>28</b>	<b>76</b>	<b>17</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>27,528,475</b>	<b>100%</b>	<b>29.3</b>	<b>3.18M</b>	<b>15.37M</b>	<b>5.57M</b>	<b>3.41M</b>
<b>Average Closed Price</b>	<b>\$220,228</b>			<b>\$113,429</b>	<b>\$202,252</b>	<b>\$327,782</b>	<b>\$852,250</b>

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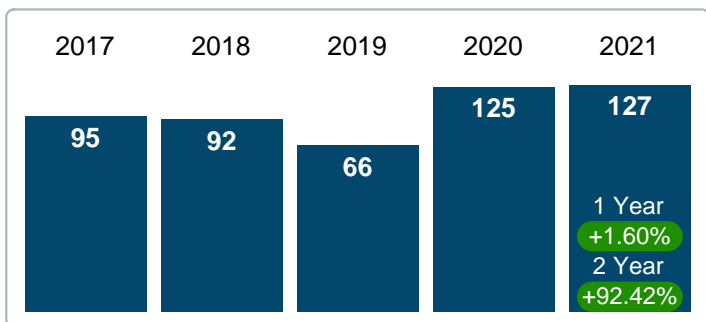
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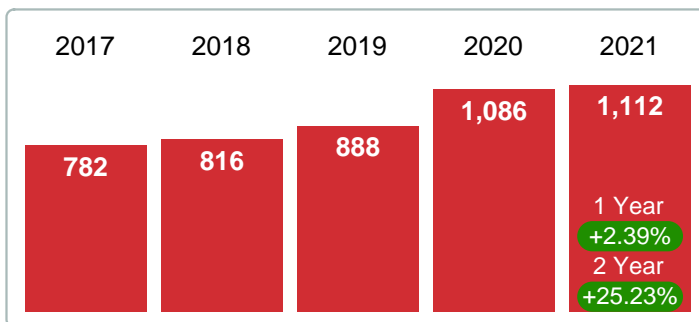
## PENDING LISTINGS

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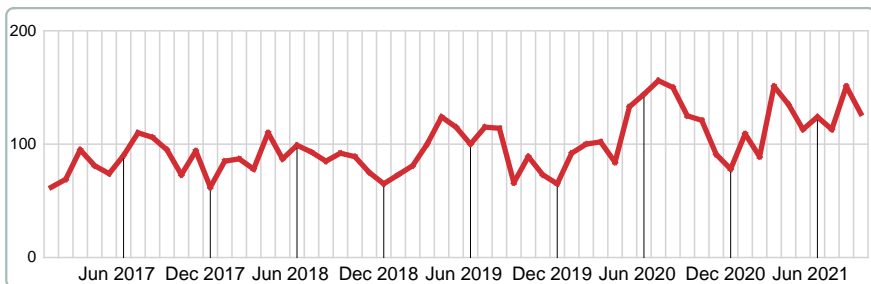
### SEPTEMBER



### YEAR TO DATE (YTD)

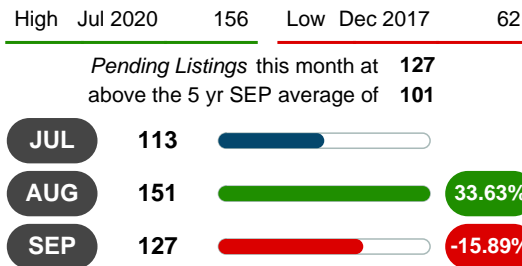


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 101



### 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	3	2.36%	45.3	1	2	0	0
\$25,001 - \$50,000	14	11.02%	43.7	10	4	0	0
\$50,001 - \$100,000	28	22.05%	56.3	10	15	3	0
\$100,001 - \$175,000	31	24.41%	26.4	7	22	2	0
\$175,001 - \$275,000	17	13.39%	48.1	0	13	3	1
\$275,001 - \$425,000	21	16.54%	36.4	3	9	8	1
\$425,001 and up	13	10.24%	24.7	1	5	5	2
<b>Total Pending Units</b>	<b>127</b>			<b>32</b>	<b>70</b>	<b>21</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>26,613,150</b>	<b>100%</b>	<b>37.9</b>	<b>3.72M</b>	<b>13.11M</b>	<b>7.54M</b>	<b>2.24M</b>
<b>Average Listing Price</b>	<b>\$203,985</b>			<b>\$116,175</b>	<b>\$187,284</b>	<b>\$359,152</b>	<b>\$560,875</b>

# September 2021



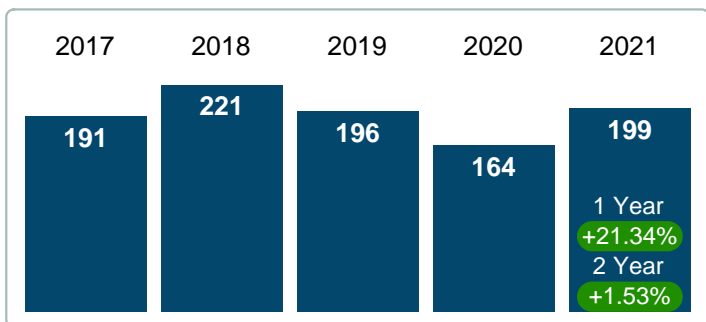
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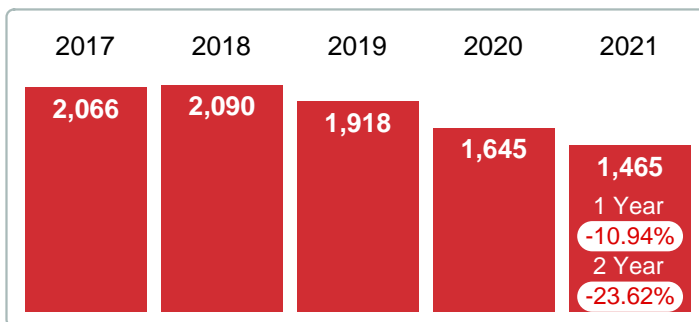
## NEW LISTINGS

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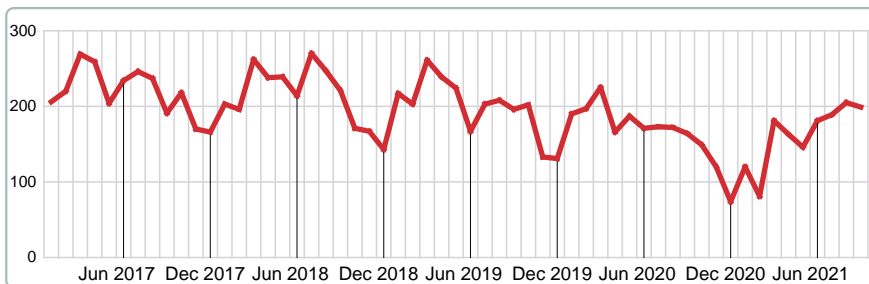
### SEPTEMBER



### YEAR TO DATE (YTD)

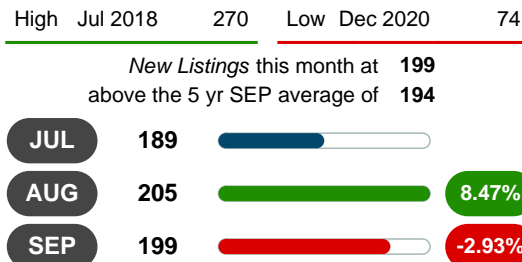


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 194



### 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	9.55%	12	7	0	0
\$50,001 - \$100,000	25	12.56%	11	14	0	0
\$100,001 - \$125,000	17	8.54%	5	12	0	0
\$125,001 - \$225,000	61	30.65%	9	42	9	1
\$225,001 - \$325,000	29	14.57%	4	13	12	0
\$325,001 - \$475,000	28	14.07%	5	13	8	2
\$475,001 and up	20	10.05%	1	8	9	2
<b>Total New Listed Units</b>	<b>199</b>		<b>47</b>	<b>109</b>	<b>38</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>50,774,073</b>	<b>100%</b>	<b>9.53M</b>	<b>22.46M</b>	<b>15.58M</b>	<b>3.20M</b>
<b>Average New Listed Listing Price</b>	<b>\$220,483</b>		<b>\$202,806</b>	<b>\$206,048</b>	<b>\$410,105</b>	<b>\$639,780</b>

# September 2021



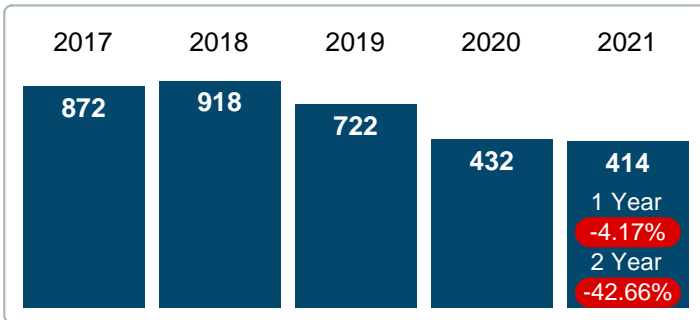
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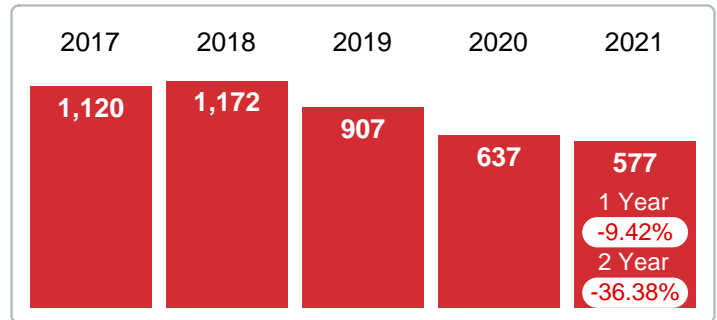
## ACTIVE INVENTORY

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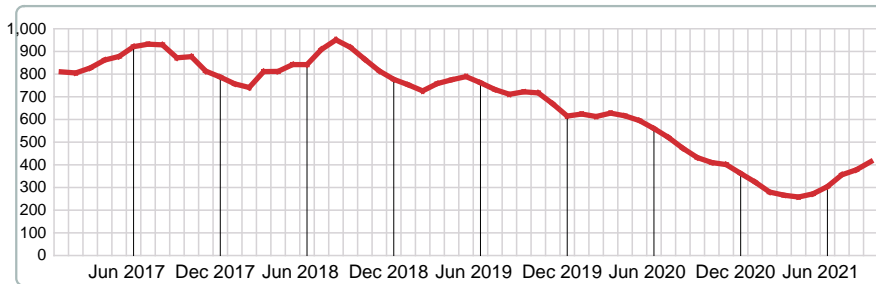
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

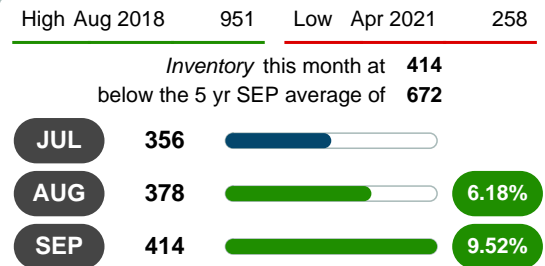


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 672



### 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	25	6.04%	66.0	14	11	0	0
\$50,001 - \$100,000	65	15.70%	78.6	30	30	5	0
\$100,001 - \$150,000	63	15.22%	43.2	16	41	6	0
\$150,001 - \$250,000	100	24.15%	63.8	8	64	24	4
\$250,001 - \$375,000	64	15.46%	63.9	7	32	20	5
\$375,001 - \$575,000	53	12.80%	74.8	6	27	16	4
\$575,001 and up	44	10.63%	74.3	4	17	13	10
<b>Total Active Inventory by Units</b>	<b>414</b>			<b>85</b>	<b>222</b>	<b>84</b>	<b>23</b>
<b>Total Active Inventory by Volume</b>	<b>123,463,720</b>	<b>100%</b>	<b>65.6</b>	<b>16.25M</b>	<b>61.06M</b>	<b>30.48M</b>	<b>15.67M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$298,222</b>			<b>\$191,200</b>	<b>\$275,046</b>	<b>\$362,842</b>	<b>\$681,428</b>

# September 2021



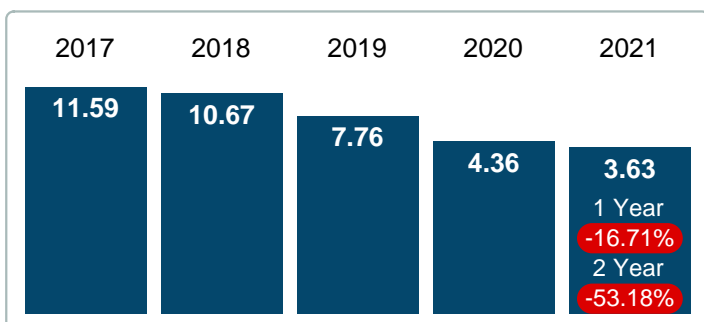
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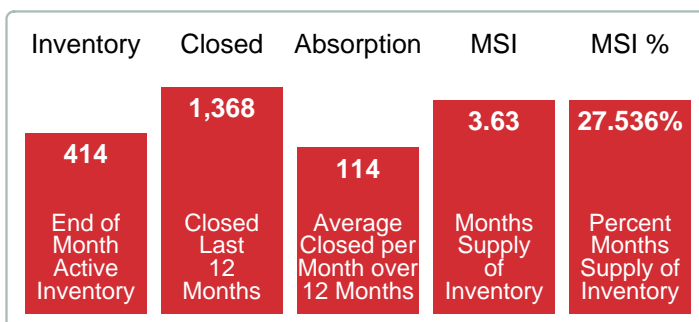
## MONTHS SUPPLY of INVENTORY (MSI)

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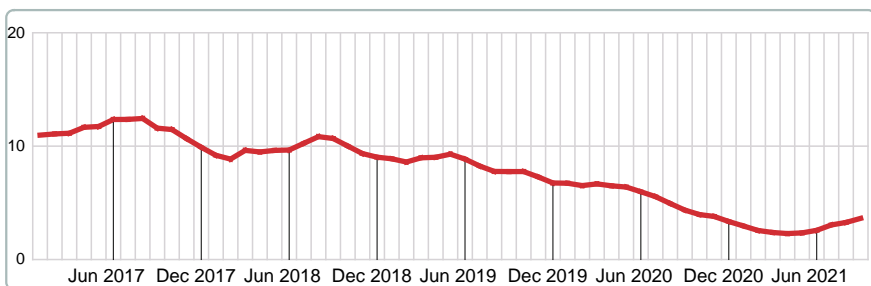
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

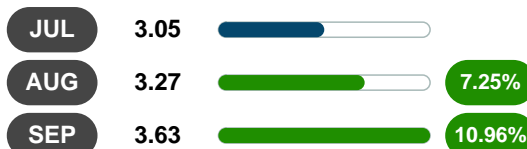


### 3 MONTHS

5 year SEP AVG = 7.60

High Aug 2017 12.44 Low Apr 2021 2.29

Months Supply this month at **3.63**  
below the 5 yr SEP average of **7.60**



### 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	25	6.04%	1.96	2.05	2.16	0.00	0.00
\$50,001 - \$100,000	65	15.70%	2.91	5.00	2.14	2.22	0.00
\$100,001 - \$150,000	63	15.22%	2.74	4.17	2.56	2.18	0.00
\$150,001 - \$250,000	100	24.15%	3.55	3.43	3.27	4.30	6.00
\$250,001 - \$375,000	64	15.46%	4.99	6.00	4.41	5.33	7.50
\$375,001 - \$575,000	53	12.80%	5.63	36.00	5.49	5.33	3.00
\$575,001 and up	44	10.63%	8.00	9.60	10.20	7.43	6.00
Market Supply of Inventory (MSI)			3.63	4.10	3.24	4.27	4.52
Total Active Inventory by Units		100%	3.63	85	222	84	23

# September 2021



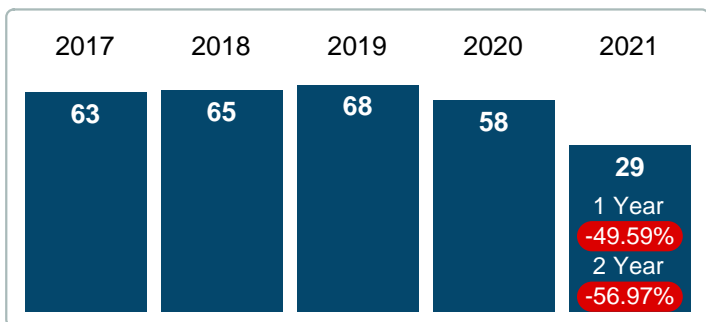
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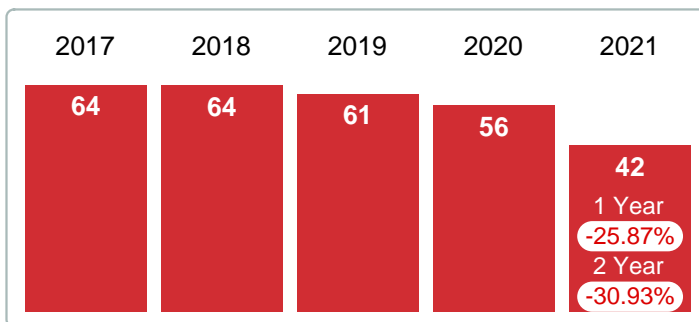
## AVERAGE DAYS ON MARKET TO SALE

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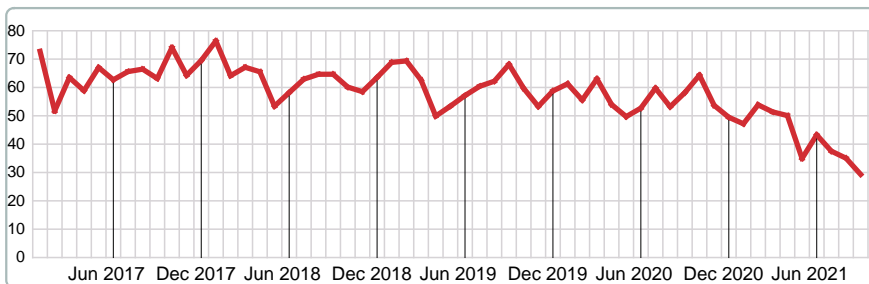
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

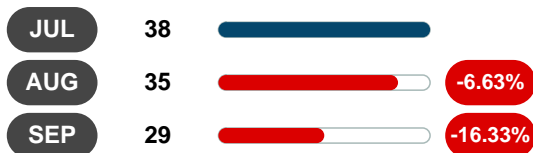


### 3 MONTHS

5 year SEP AVG = 57

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 29 below the 5 yr SEP average of 57



### 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	3.20%	23	84	3	2	0
\$25,001 - \$75,000	13.60%	28	31	24	0	0
\$75,001 - \$125,000	22.40%	38	56	30	0	0
\$125,001 - \$200,000	23.20%	28	11	21	92	0
\$200,001 - \$275,000	13.60%	27	37	32	16	4
\$275,001 - \$425,000	12.00%	21	5	24	21	0
\$425,001 and up	12.00%	32	0	50	13	22
<b>Average Closed DOM</b>		<b>29</b>	<b>37</b>	<b>27</b>	<b>28</b>	<b>18</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>29</b>	<b>28</b>	<b>76</b>	<b>17</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>27,528,475</b>	<b>3.18M</b>	<b>15.37M</b>	<b>5.57M</b>	<b>3.41M</b>



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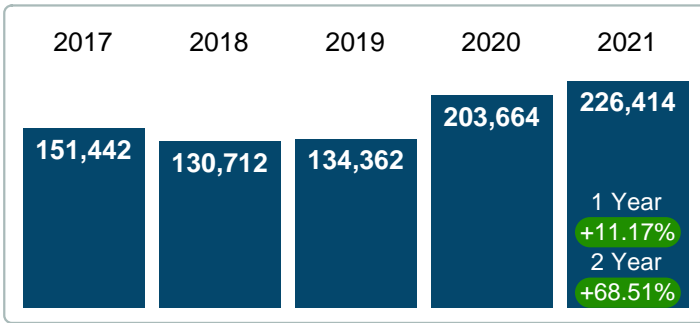
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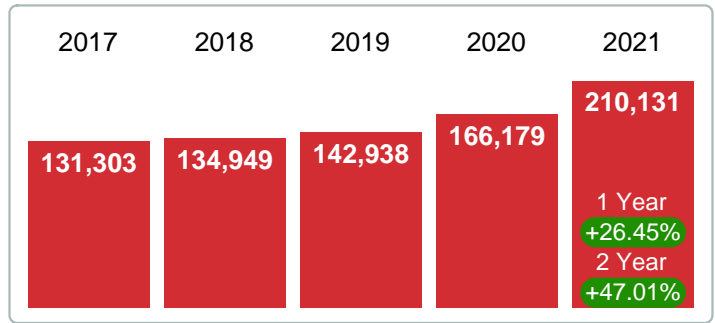
## AVERAGE LIST PRICE AT CLOSING

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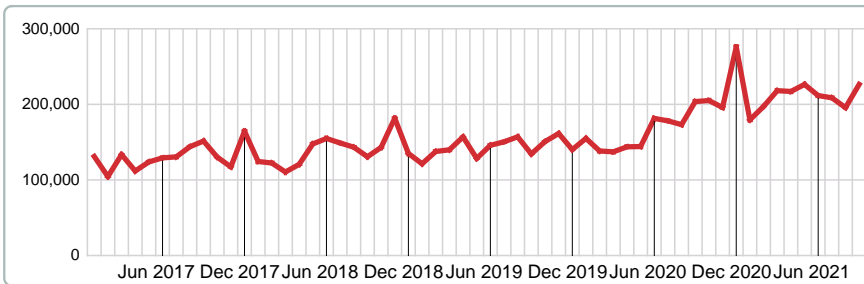
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

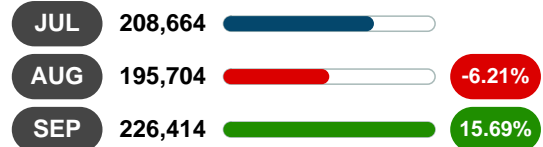


### 3 MONTHS

5 year SEP AVG = 169,319

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

Average List Price at Closing this month at **226,414** above the 5 yr SEP average of **169,319**



### 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	4	3.20%	19,475	24,900	17,000	18,999	0	
\$25,001 - \$75,000	16	12.80%	52,163	52,427	57,567	0	0	
\$75,001 - \$125,000	24	19.20%	101,114	102,838	111,716	0	0	
\$125,001 - \$200,000	32	25.60%	159,184	137,500	167,117	193,300	0	
\$200,001 - \$275,000	19	15.20%	241,921	257,333	251,600	230,540	209,000	
\$275,001 - \$425,000	15	12.00%	330,760	337,500	327,390	334,167	0	
\$425,001 and up	15	12.00%	687,380	0	579,557	596,960	1,089,667	
<b>Average List Price</b>		<b>226,414</b>		<b>117,279</b>	<b>207,908</b>	<b>337,582</b>	<b>869,500</b>	
<b>Total Closed Units</b>		<b>125</b>	<b>100%</b>	<b>226,414</b>	<b>28</b>	<b>76</b>	<b>17</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>28,301,724</b>			<b>3.28M</b>	<b>15.80M</b>	<b>5.74M</b>	<b>3.48M</b>

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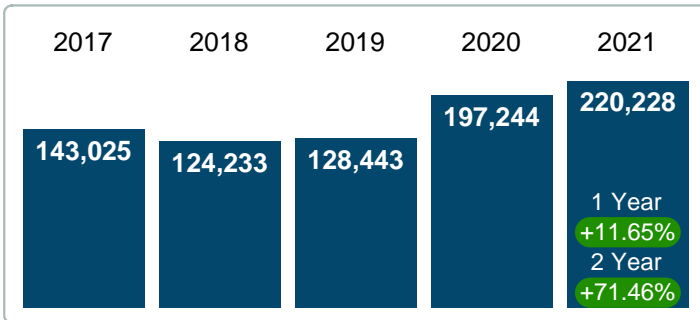
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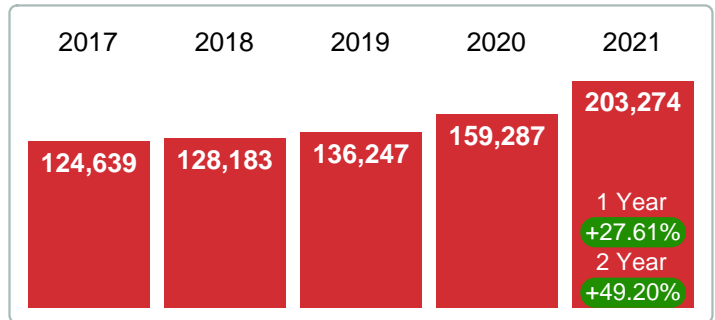
## AVERAGE SOLD PRICE AT CLOSING

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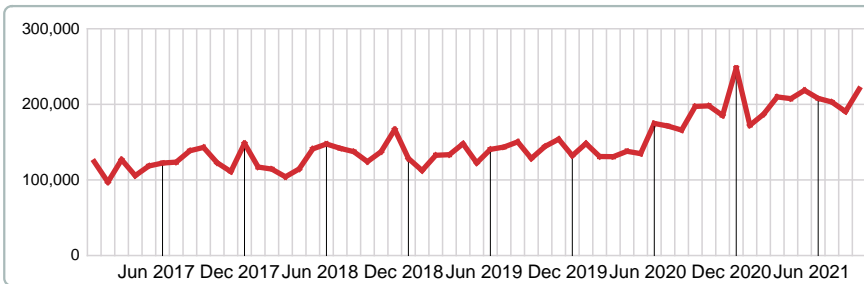
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

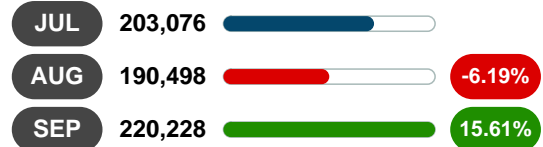


### 3 MONTHS

5 year SEP AVG = 162,634

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

Average Sold Price at Closing this month at **220,228** above the 5 yr SEP average of **162,634**



### 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	3.20%	18,813	23,250	21,000	10,000	0
\$25,001 - \$75,000	13.60%	48,035	47,727	48,600	0	0
\$75,001 - \$125,000	22.40%	103,538	98,219	105,666	0	0
\$125,001 - \$200,000	23.20%	161,217	134,667	161,665	184,333	0
\$200,001 - \$275,000	13.60%	238,400	254,333	244,238	225,380	209,000
\$275,001 - \$425,000	12.00%	324,627	337,500	324,690	315,833	0
\$425,001 and up	12.00%	676,003	0	572,164	586,980	1,066,667
<b>Average Sold Price</b>		<b>220,228</b>	<b>113,429</b>	<b>202,252</b>	<b>327,782</b>	<b>852,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,228</b>	<b>28</b>	<b>76</b>	<b>17</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>27,528,475</b>	<b>3.18M</b>	<b>15.37M</b>	<b>5.57M</b>	<b>3.41M</b>

# September 2021



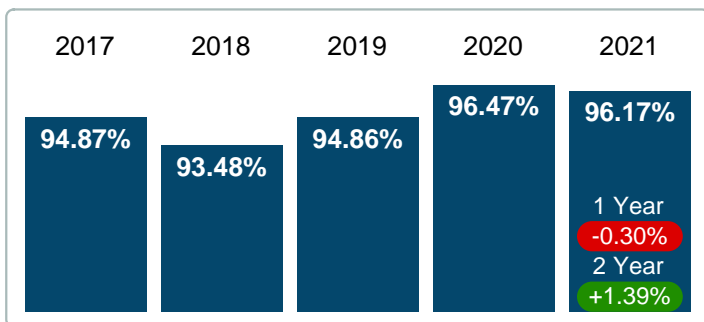
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



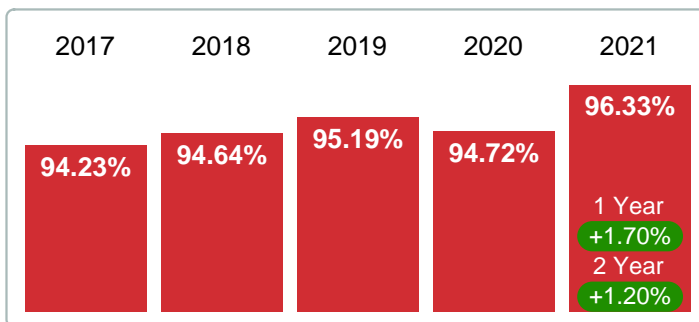
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

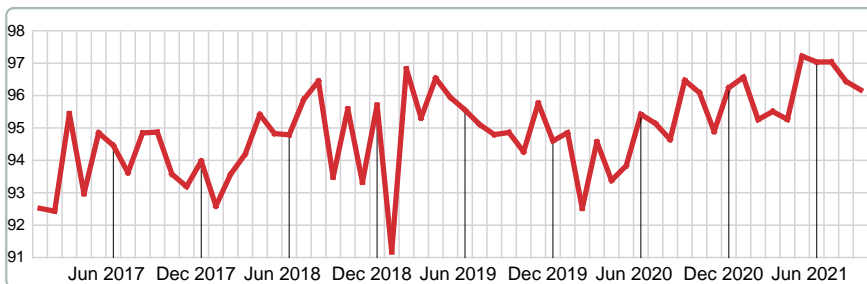
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

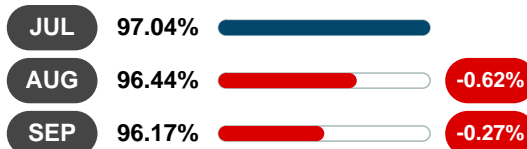


### 3 MONTHS

5 year SEP AVG = 95.17%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.17%** above the 5 yr SEP average of **95.17%**



### 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	4	3.20%	100.79%	93.37%	128.57%	52.63%	0.00%
\$25,001 - \$75,000	17	13.60%	88.99%	91.33%	84.71%	0.00%	0.00%
\$75,001 - \$125,000	28	22.40%	95.50%	95.51%	95.49%	0.00%	0.00%
\$125,001 - \$200,000	29	23.20%	97.10%	97.90%	97.11%	96.23%	0.00%
\$200,001 - \$275,000	17	13.60%	97.90%	99.10%	97.22%	97.86%	100.00%
\$275,001 - \$425,000	15	12.00%	98.40%	100.00%	99.30%	94.30%	0.00%
\$425,001 and up	15	12.00%	98.37%	0.00%	99.38%	98.08%	96.52%
Average Sold/List Ratio		96.20%		94.75%	97.04%	94.35%	97.39%
Total Closed Units		125	100%	28	76	17	4
Total Closed Volume		27,528,475		3.18M	15.37M	5.57M	3.41M

# September 2021



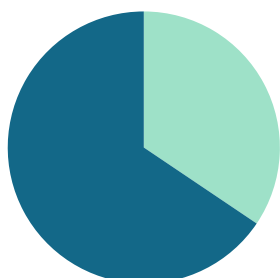
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

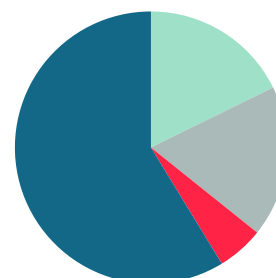


**Inventory**  
 New Listings  
**199 = 34.43%**  
 Start Inventory  
**379**  
 Total Inventory Units  
**578**  
 Volume  
**\$159,040,713**

### Market Activity

Closed Sales  
**125 = 17.73%**  
 Pending Sales  
**127 = 18.01%**  
 Other Off Market  
**39 = 5.53%**  
 Active Inventory  
**414 = 58.72%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	143	125	-12.59%	945	1,017	7.62%
Pending Sales	125	127	1.60%	1,086	1,112	2.39%
New Listings	164	199	21.34%	1,645	1,465	-10.94%
Average List Price	203,664	226,414	11.17%	166,179	210,131	26.45%
Average Sale Price	197,244	220,228	11.65%	159,287	203,274	27.61%
Average Percent of Selling Price to List Price	96.47%	96.17%	-0.30%	94.72%	96.33%	1.70%
Average Days on Market to Sale	58.17	29.32	-49.59%	56.43	41.83	-25.87%
Monthly Inventory	432	414	-4.17%	432	414	-4.17%
Months Supply of Inventory	4.36	3.63	-16.71%	4.36	3.63	-16.71%

**Absorption:** Last 12 months, an Average of 114 Sales/Month

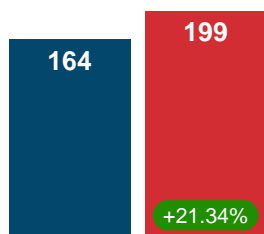
**Inventory** on September 30, 2021 = 414

2020 2021

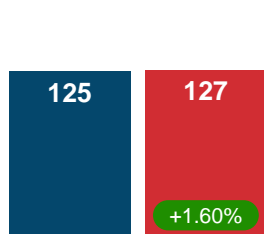
### SEPTEMBER MARKET

### AVERAGE PRICES

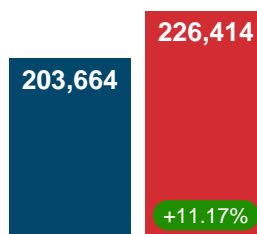
#### New Listings



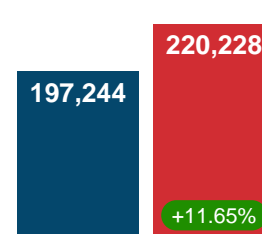
#### Pending Listings



#### List Price



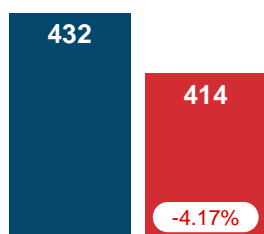
#### Sale Price



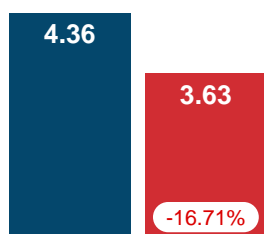
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

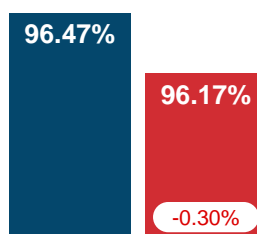
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

