

# September 2021



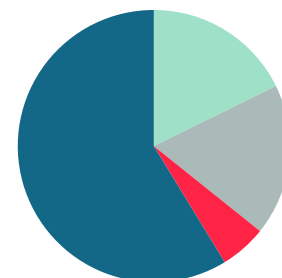
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	159,000	165,000	3.77%
Median Sale Price	149,000	159,900	7.32%
Median Percent of Selling Price to List Price	96.99%	98.39%	1.44%
Median Days on Market to Sale	39.00	11.00	-71.79%
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.

#### 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 **7.32%** in September 2021 to \$159,900 versus the previous year at \$149,000.

#### Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 28.00 days or **71.79%** in September 2021 compared to last year's same month at **39.00** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Median 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 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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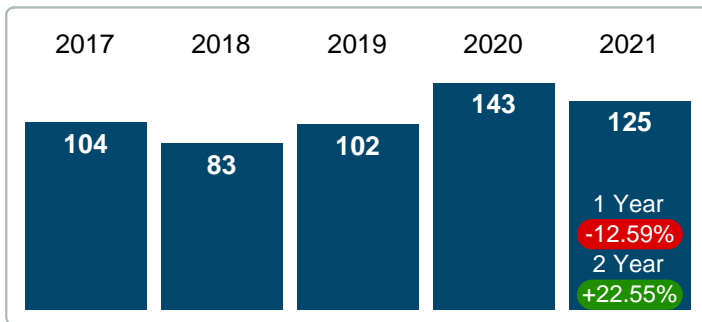
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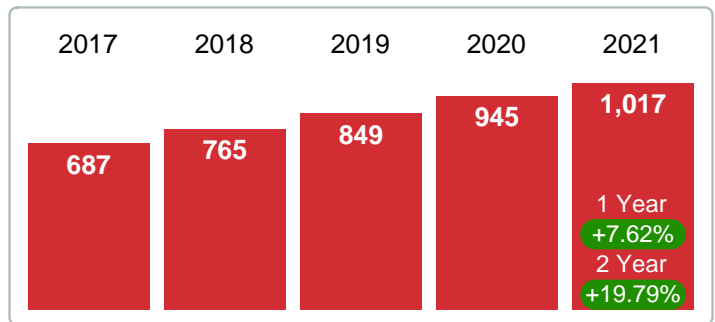
## CLOSED LISTINGS

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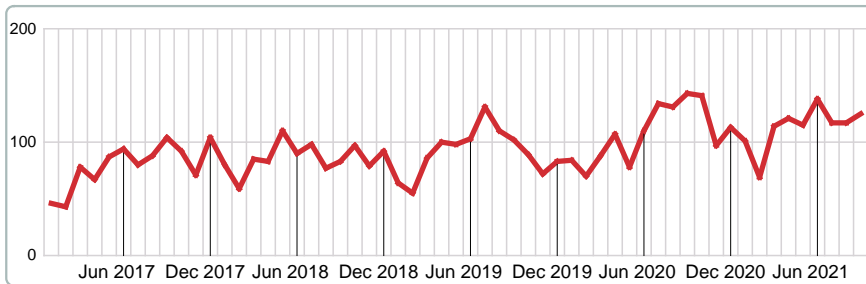
### SEPTEMBER



### YEAR TO DATE (YTD)

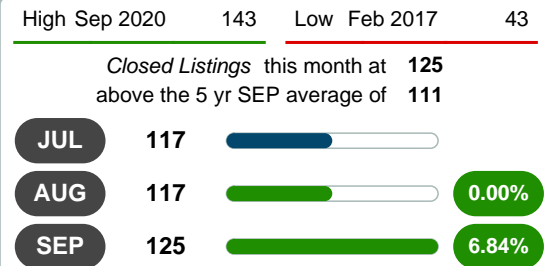


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 111



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.20%	3.0	1	2	1	0
\$25,001 - \$75,000	17	13.60%	14.0	11	6	0	0
\$75,001 - \$125,000	28	22.40%	18.0	8	20	0	0
\$125,001 - \$200,000	29	23.20%	8.0	3	23	3	0
\$200,001 - \$275,000	17	13.60%	12.0	3	8	5	1
\$275,001 - \$425,000	15	12.00%	8.0	2	10	3	0
\$425,001 and up	15	12.00%	7.0	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>11.0</b>	<b>3.18M</b>	<b>15.37M</b>	<b>5.57M</b>	<b>3.41M</b>
<b>Median Closed Price</b>	<b>\$159,900</b>			<b>\$84,625</b>	<b>\$158,700</b>	<b>\$259,900</b>	<b>\$650,000</b>

# September 2021



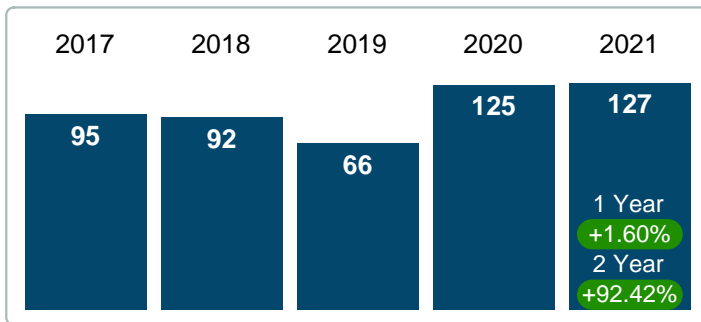
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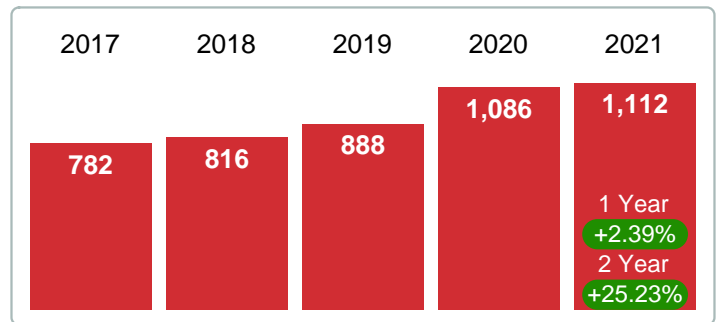
## PENDING LISTINGS

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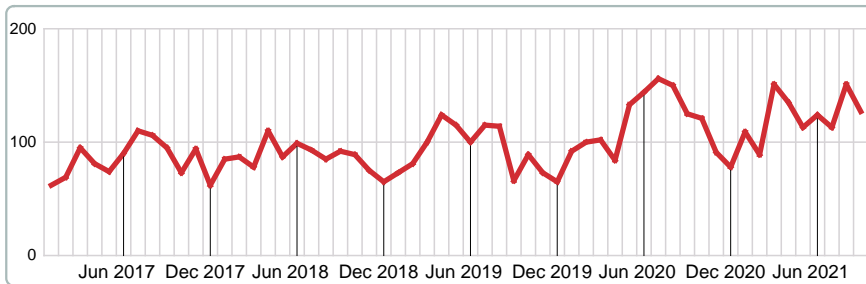
### SEPTEMBER



### YEAR TO DATE (YTD)

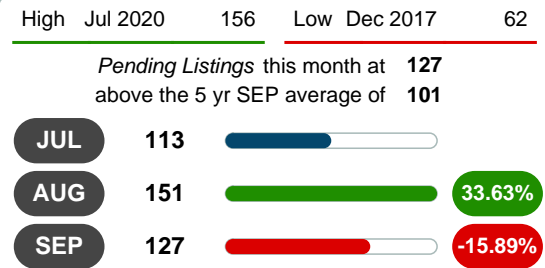


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 101



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	7.87%	7.0	7	3	0	0
\$40,001 - \$60,000	14	11.02%	55.5	8	5	1	0
\$60,001 - \$100,000	21	16.54%	23.0	6	13	2	0
\$100,001 - \$170,000	30	23.62%	8.0	7	21	2	0
\$170,001 - \$290,000	21	16.54%	33.0	0	15	5	1
\$290,001 - \$440,000	18	14.17%	32.0	3	8	6	1
\$440,001 and up	13	10.24%	7.0	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>22.0</b>	<b>3.72M</b>	<b>13.11M</b>	<b>7.54M</b>	<b>2.24M</b>
<b>Median Listing Price</b>	<b>\$135,900</b>			<b>\$68,950</b>	<b>\$139,950</b>	<b>\$295,000</b>	<b>\$572,500</b>

# September 2021



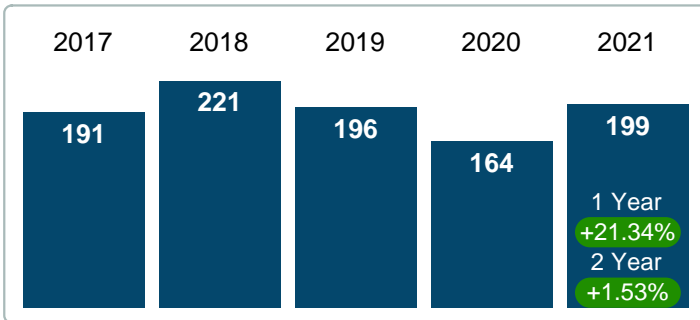
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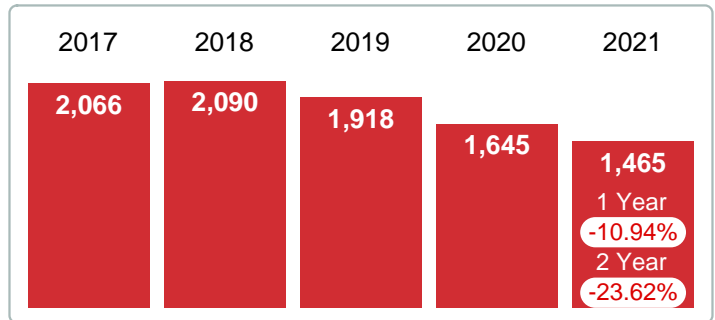
## NEW LISTINGS

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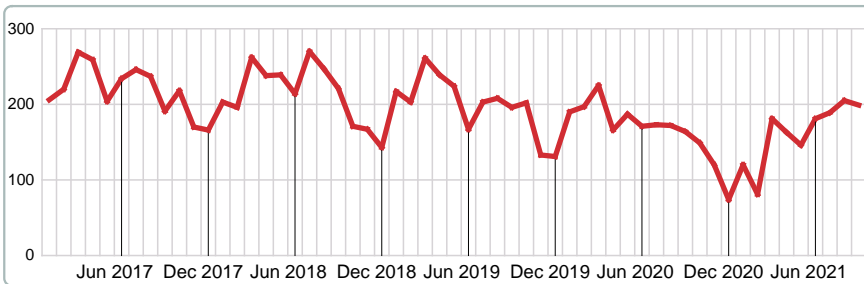
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 194

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 199  
above the 5 yr SEP average of 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>Median New Listed Listing Price</b>	<b>\$169,000</b>		<b>\$104,000</b>	<b>\$149,900</b>	<b>\$319,000</b>	<b>\$349,000</b>

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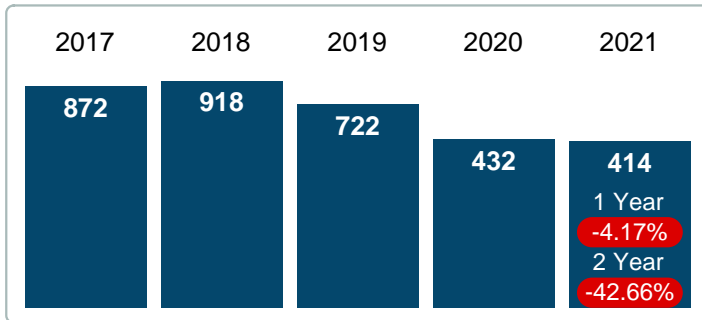
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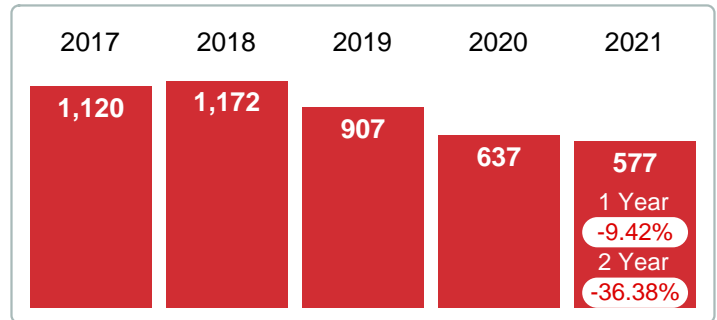
## ACTIVE INVENTORY

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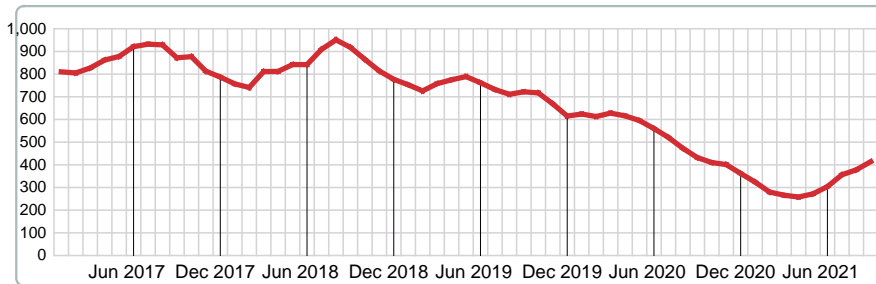
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

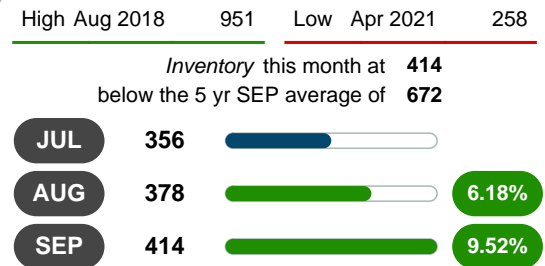


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 672



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	25	6.04%	63.0	14	11	0	0	
\$50,001 - \$100,000	65	15.70%	76.0	30	30	5	0	
\$100,001 - \$150,000	63	15.22%	30.0	16	41	6	0	
\$150,001 - \$250,000	100	24.15%	42.5	8	64	24	4	
\$250,001 - \$375,000	64	15.46%	48.5	7	32	20	5	
\$375,001 - \$575,000	53	12.80%	44.0	6	27	16	4	
\$575,001 and up	44	10.63%	72.5	4	17	13	10	
Total Active Inventory by Units		414		85	222	84	23	
Total Active Inventory by Volume		123,463,720	100%	48.0	16.25M	61.06M	30.48M	15.67M
Median Active Inventory Listing Price		\$200,000			\$99,900	\$198,900	\$294,950	\$449,900

# September 2021



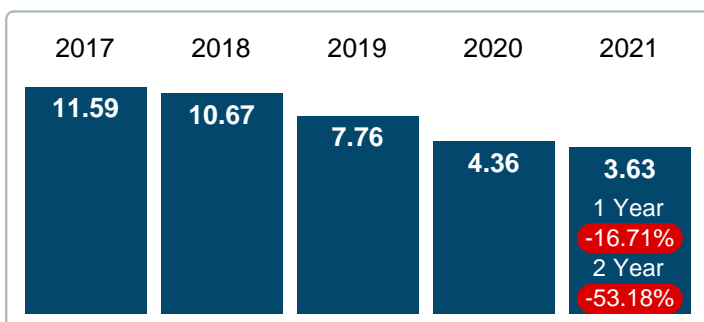
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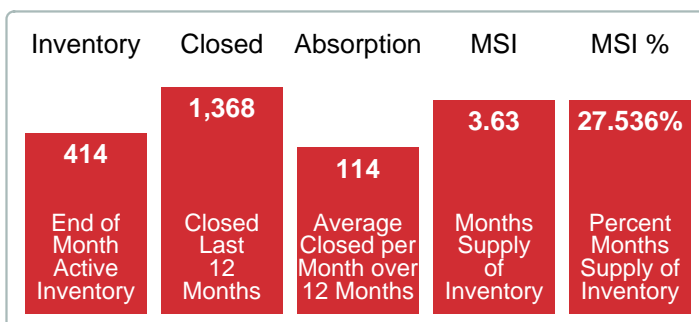
## MONTHS SUPPLY of INVENTORY (MSI)

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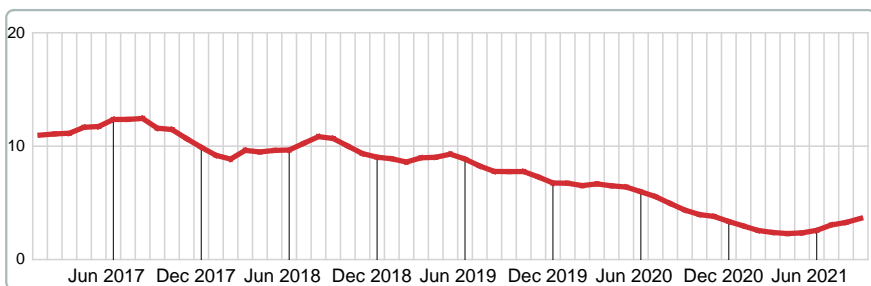
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

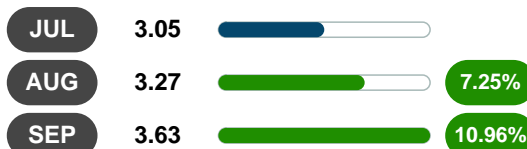


### 3 MONTHS

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

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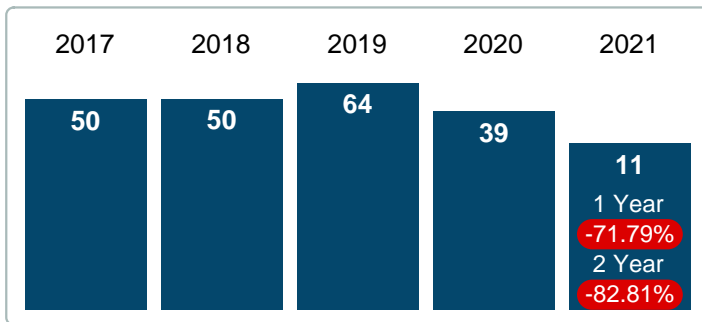
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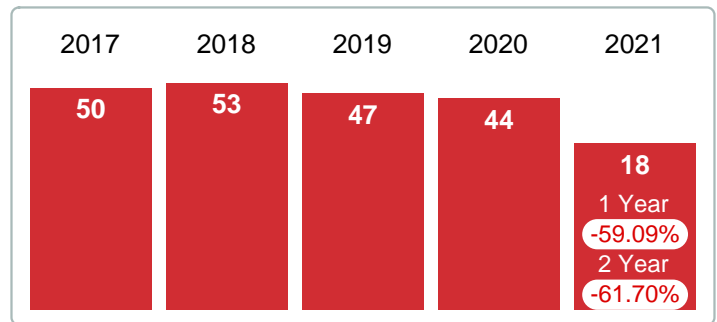
## MEDIAN DAYS ON MARKET TO SALE

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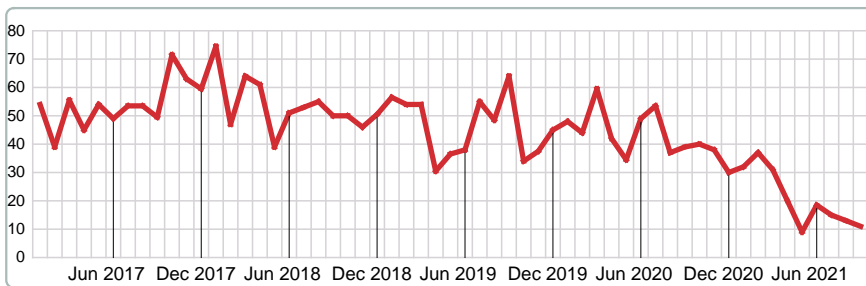
### SEPTEMBER



### YEAR TO DATE (YTD)

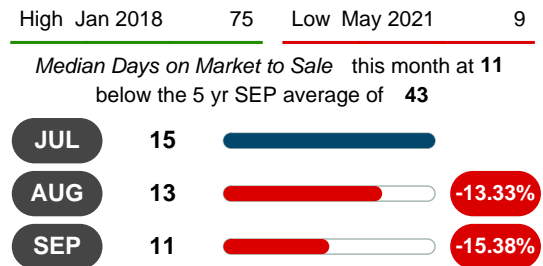


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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	3.20%	3	84	3	2	0
\$25,001 - \$75,000	13.60%	14	16	13	0	0
\$75,001 - \$125,000	22.40%	18	20	18	0	0
\$125,001 - \$200,000	23.20%	8	8	7	12	0
\$200,001 - \$275,000	13.60%	12	15	13	10	4
\$275,001 - \$425,000	12.00%	8	5	8	18	0
\$425,001 and up	12.00%	7	0	7	2	11
Median Closed DOM		11	15	10	10	8
Total Closed Units	100%	125	28	76	17	4
Total Closed Volume		27,528,475	3.18M	15.37M	5.57M	3.41M

# September 2021



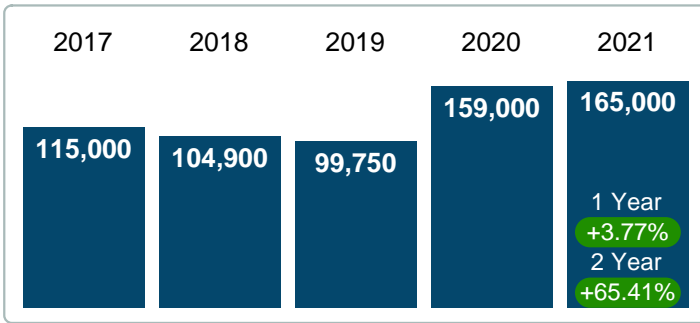
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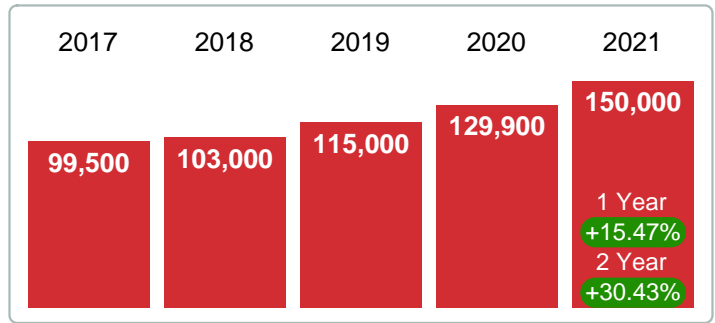
## MEDIAN LIST PRICE AT CLOSING

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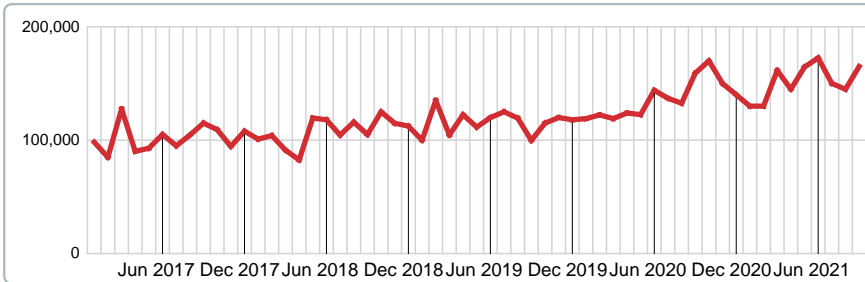
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

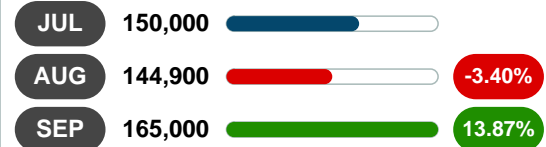


### 3 MONTHS

5 year SEP AVG = 128,730

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

Median List Price at Closing this month at **165,000**  
above the 5 yr SEP average of **128,730**



### 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	4	3.20%	19,500	24,900	17,000	18,999	0
\$25,001 - \$75,000	16	12.80%	47,500	45,000	50,000	0	0
\$75,001 - \$125,000	24	19.20%	99,250	102,250	95,500	0	0
\$125,001 - \$200,000	32	25.60%	159,450	135,500	159,450	180,000	0
\$200,001 - \$275,000	19	15.20%	248,000	243,500	250,000	230,000	209,000
\$275,001 - \$425,000	15	12.00%	335,000	285,000	339,000	324,500	0
\$425,001 and up	15	12.00%	615,000	0	565,000	619,900	899,000
Median List Price			165,000	89,900	165,000	259,900	687,000
Total Closed Units		100%	165,000	28	76	17	4
Total Closed Volume			28,301,724	3.28M	15.80M	5.74M	3.48M



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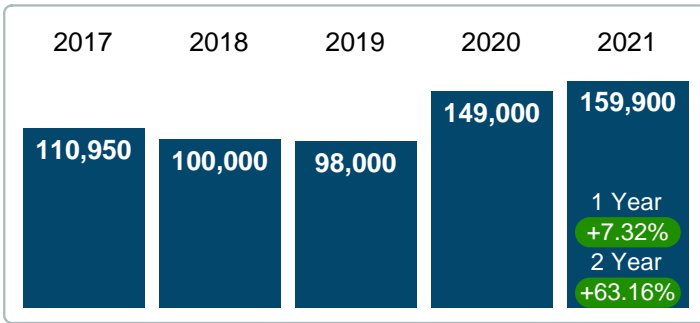
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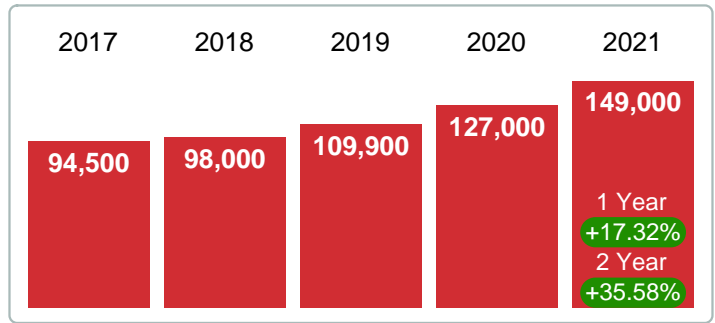
## MEDIAN SOLD PRICE AT CLOSING

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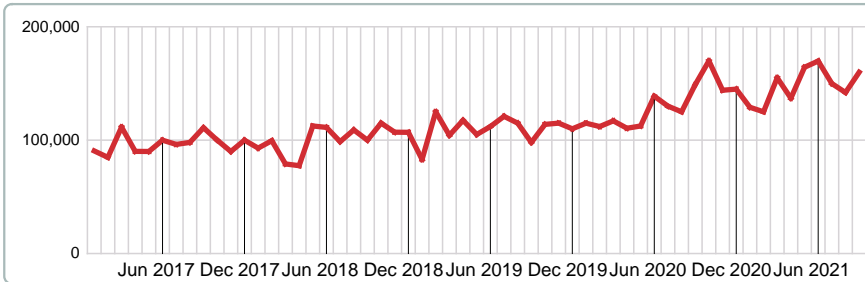
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

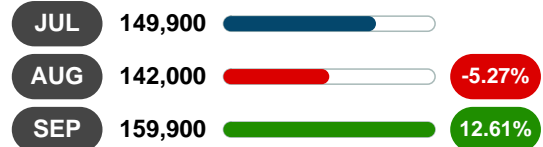


### 3 MONTHS

5 year SEP AVG = 123,570

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

Median Sold Price at Closing this month at **159,900** above the 5 yr SEP average of **123,570**



### 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	4	3.20%	21,000	23,250	21,000	10,000	0
\$25,001 - \$75,000	17	13.60%	43,500	43,500	44,300	0	0
\$75,001 - \$125,000	28	22.40%	106,000	95,000	110,950	0	0
\$125,001 - \$200,000	29	23.20%	165,000	135,000	165,000	183,000	0
\$200,001 - \$275,000	17	13.60%	244,000	249,000	247,450	220,000	209,000
\$275,001 - \$425,000	15	12.00%	330,000	337,500	331,500	282,500	0
\$425,001 and up	15	12.00%	619,900	0	570,000	619,900	850,000
Median Sold Price			159,900	84,625	158,700	259,900	650,000
Total Closed Units		100%	125	28	76	17	4
Total Closed Volume			27,528,475	3.18M	15.37M	5.57M	3.41M

# September 2021



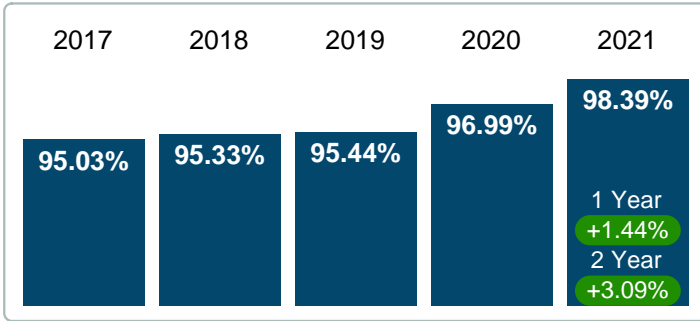
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



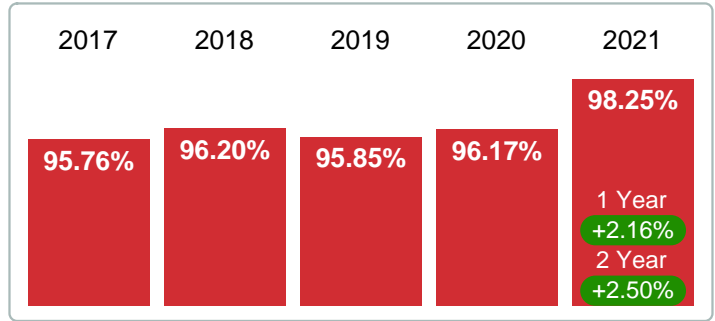
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

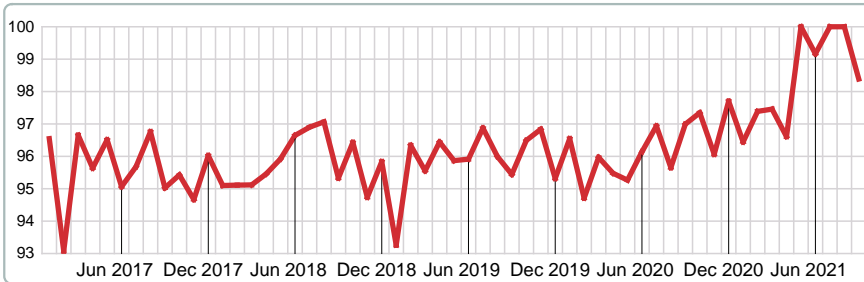
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

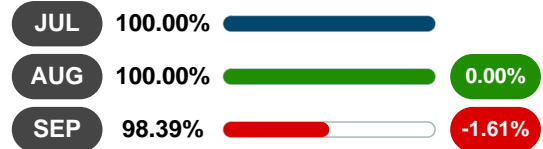


### 3 MONTHS

5 year SEP AVG = 96.24%

High Aug 2021 100.00% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **98.39%**  
above the 5 yr SEP average of **96.24%**



## 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	4	3.20%	96.69%	93.37%	128.57%	52.63%	0.00%
\$25,001 - \$75,000	17	13.60%	90.67%	92.99%	82.23%	0.00%	0.00%
\$75,001 - \$125,000	28	22.40%	96.59%	95.41%	98.75%	0.00%	0.00%
\$125,001 - \$200,000	29	23.20%	99.63%	99.63%	98.56%	100.06%	0.00%
\$200,001 - \$275,000	17	13.60%	98.39%	98.39%	99.00%	96.77%	100.00%
\$275,001 - \$425,000	15	12.00%	100.00%	100.00%	100.00%	96.89%	0.00%
\$425,001 and up	15	12.00%	100.00%	0.00%	100.00%	100.00%	94.74%
Median Sold/List Ratio		98.39%		96.00%	99.28%	97.74%	97.37%
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



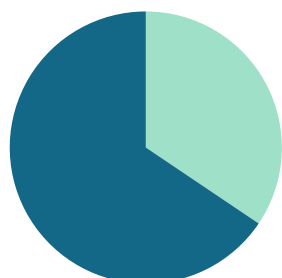
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

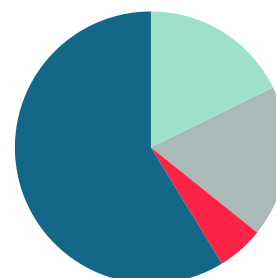


**Inventory**  
 New Listings  
**199 = 34.43%**  
 Start Inventory  
**379**  
 Total Inventory Units  
**578**  
 Volume  
**\$159,040,713**

### 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%
Median List Price	159,000	165,000	3.77%	129,900	150,000	15.47%
Median Sale Price	149,000	159,900	7.32%	127,000	149,000	17.32%
Median Percent of Selling Price to List Price	96.99%	98.39%	1.44%	96.17%	98.25%	2.16%
Median Days on Market to Sale	39.00	11.00	-71.79%	44.00	18.00	-59.09%
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

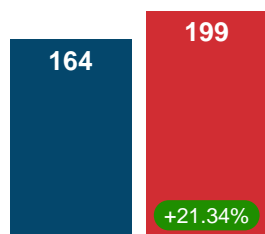
**Inventory** on September 30, 2021 = 414

2020 2021

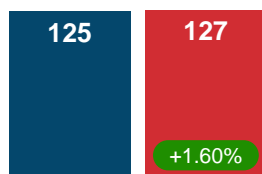
### SEPTEMBER MARKET

### MEDIAN PRICES

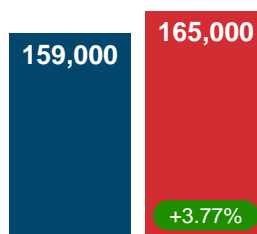
#### New Listings



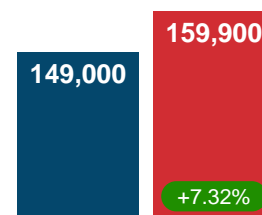
#### Pending Listings



#### List Price



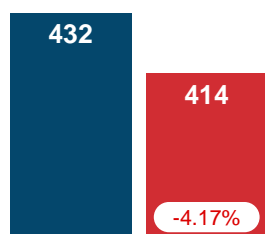
#### Sale Price



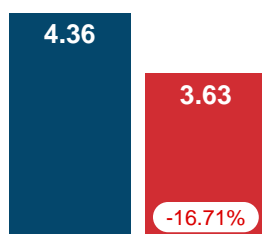
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

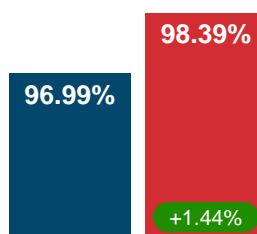
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

