

August 2021



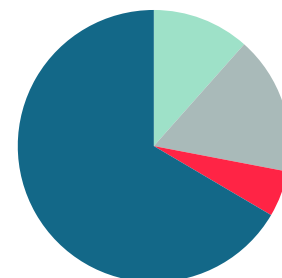
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	153	144	-5.88%
Pending Listings	194	205	5.67%
New Listings	234	272	16.24%
Median List Price	125,000	139,900	11.92%
Median Sale Price	120,000	134,250	11.88%
Median Percent of Selling Price to List Price	95.24%	97.20%	2.06%
Median Days on Market to Sale	38.00	14.00	-63.16%
End of Month Inventory	1,306	829	-36.52%
Months Supply of Inventory	11.70	5.69	-51.31%



■ Closed (11.56%)
■ Pending (16.45%)
■ Other OffMarket (5.46%)
■ Active (66.53%)

Absorption: Last 12 months, an Average of **146** Sales/Month
Active Inventory as of August 31, 2021 = **829**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **36.52%** to 829 existing homes available for sale. Over the last 12 months this area has had an average of 146 closed sales per month. This represents an unsold inventory index of **5.69** 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 **11.88%** in August 2021 to \$134,250 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 24.00 days or **63.16%** in August 2021 compared to last year's same month at **38.00** DOM.

Sales Success for August 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 272 New Listings in August 2021, up **16.24%** from last year at 234. Furthermore, there were 144 Closed Listings this month versus last year at 153, a **-5.88%** decrease.

Closed versus Listed trends yielded a **52.9%** ratio, down from previous year's, August 2020, at **65.4%**, a **19.03%** 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

August 2021



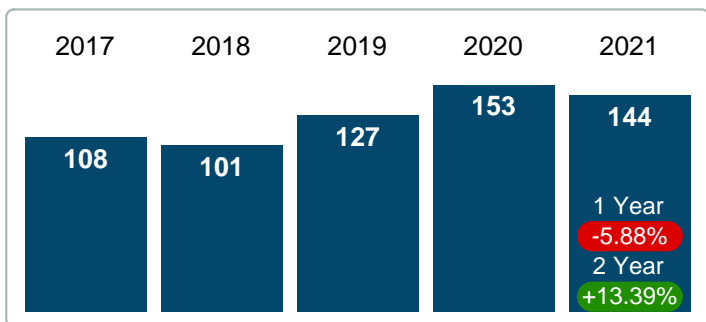
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



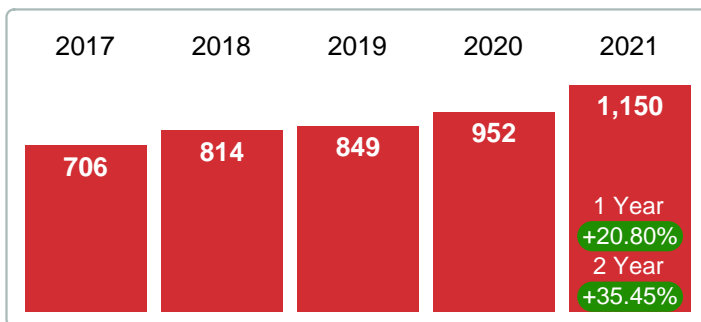
CLOSED LISTINGS

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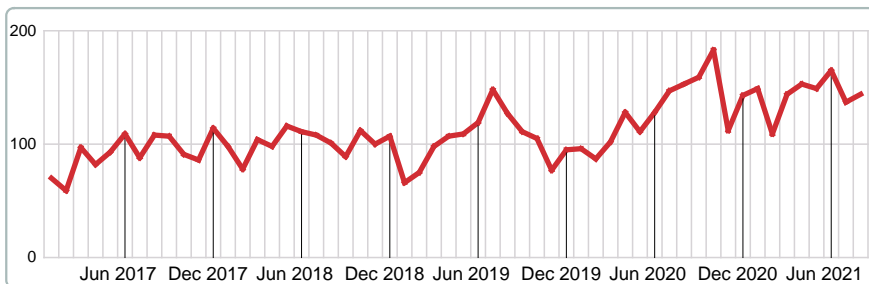
AUGUST



YEAR TO DATE (YTD)

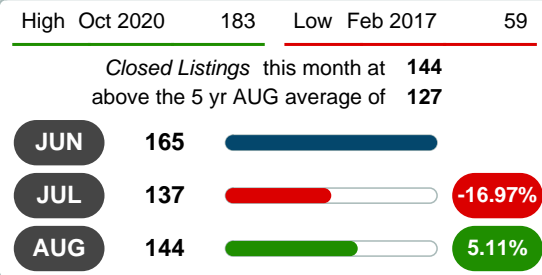


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 127



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	9.72%	65.5	10	4	0	0
\$30,001 - \$60,000	18	12.50%	23.0	10	7	0	1
\$60,001 - \$100,000	24	16.67%	23.0	6	12	6	0
\$100,001 - \$160,000	33	22.92%	18.0	13	17	3	0
\$160,001 - \$250,000	19	13.19%	11.0	1	13	5	0
\$250,001 - \$320,000	21	14.58%	7.0	6	12	3	0
\$320,001 and up	15	10.42%	5.0	3	9	2	1
Total Closed Units	144			49	74	19	2
Total Closed Volume	24,798,739	100%	14.0	6.14M	14.76M	3.50M	402.00K
Median Closed Price	\$134,250			\$87,000	\$148,500	\$168,500	\$201,000

August 2021



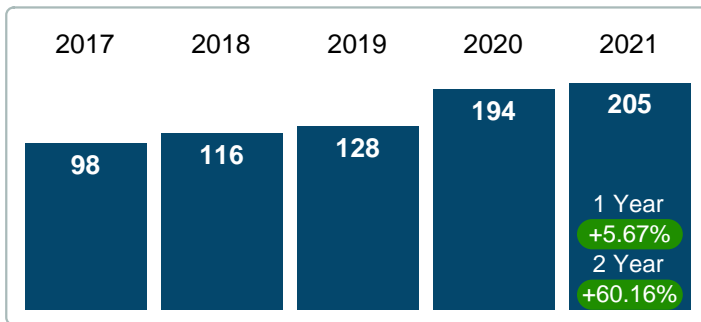
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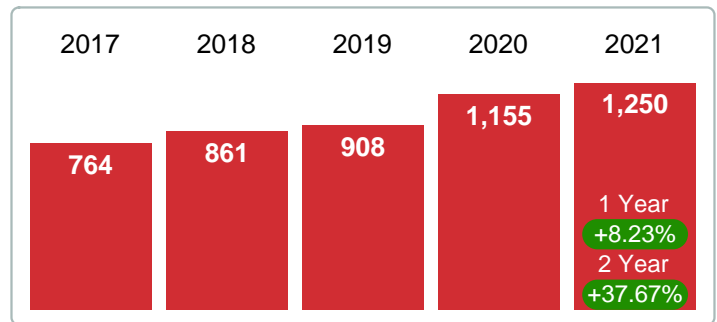
PENDING LISTINGS

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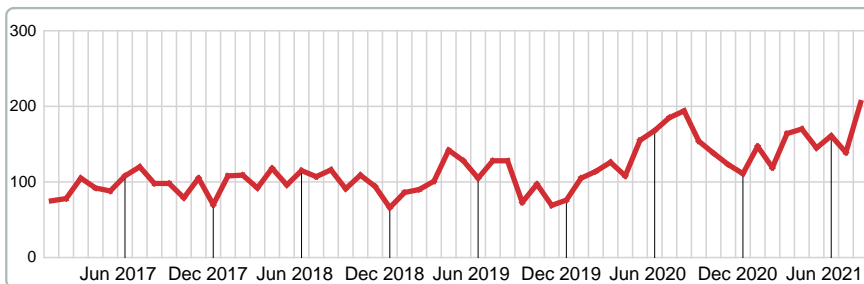
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 148

High Aug 2021 205 Low Dec 2018 66

Pending Listings this month at 205 above the 5 yr AUG average of 148



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	18	8.78%	69.5	16	2	0	0
\$30,001 - \$50,000	24	11.71%	30.0	19	5	0	0
\$50,001 - \$100,000	35	17.07%	21.0	20	15	0	0
\$100,001 - \$170,000	51	24.88%	23.0	16	30	5	0
\$170,001 - \$260,000	28	13.66%	31.0	8	15	4	1
\$260,001 - \$420,000	28	13.66%	8.0	8	16	3	1
\$420,001 and up	21	10.24%	5.0	4	11	4	2
Total Pending Units	205			91	94	16	4
Total Pending Volume	40,745,676	100%	22.0	12.04M	21.55M	5.45M	1.71M
Median Listing Price	\$139,000			\$75,000	\$158,000	\$253,950	\$425,000

August 2021



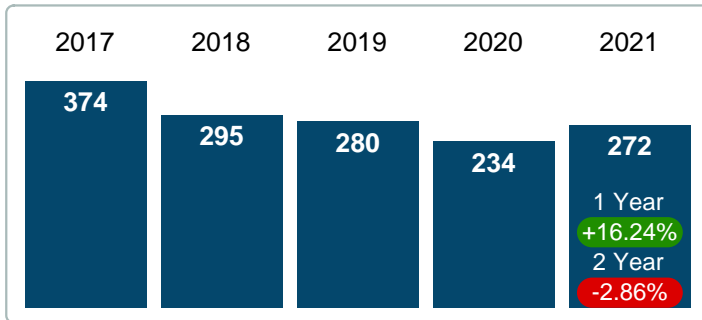
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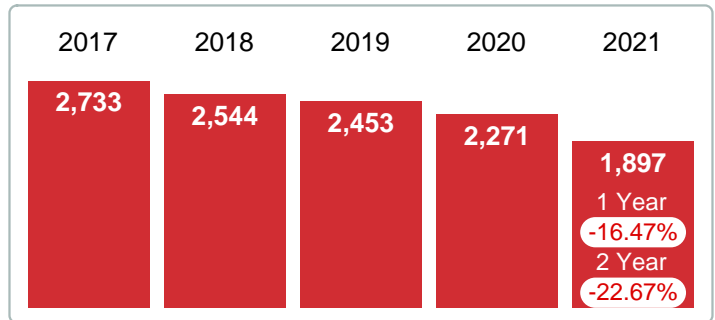
NEW LISTINGS

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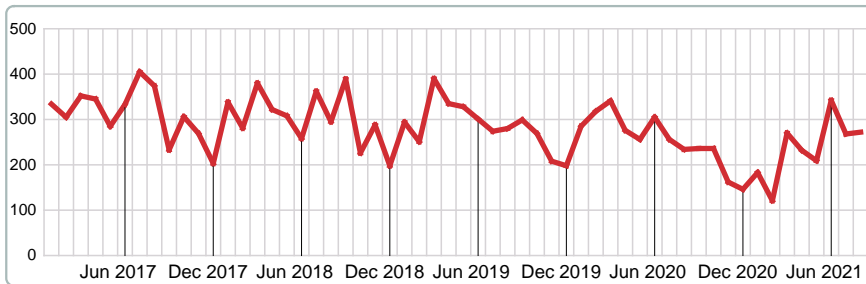
AUGUST



YEAR TO DATE (YTD)

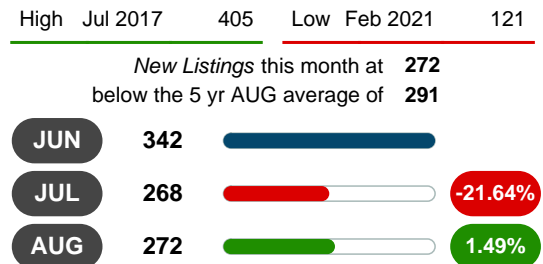


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 291



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	28	10.29%	27	1	0	0
\$25,001 - \$75,000	37	13.60%	24	12	1	0
\$75,001 - \$125,000	39	14.34%	22	15	2	0
\$125,001 - \$225,000	64	23.53%	18	37	8	1
\$225,001 - \$325,000	35	12.87%	11	17	7	0
\$325,001 - \$550,000	40	14.71%	15	17	6	2
\$550,001 and up	29	10.66%	8	14	6	1
Total New Listed Units	272		125	113	30	4
Total New Listed Volume	87,426,217	100%	39.47M	35.12M	10.95M	1.90M
Median New Listed Listing Price	\$158,500		\$100,000	\$179,900	\$280,000	\$394,000

August 2021



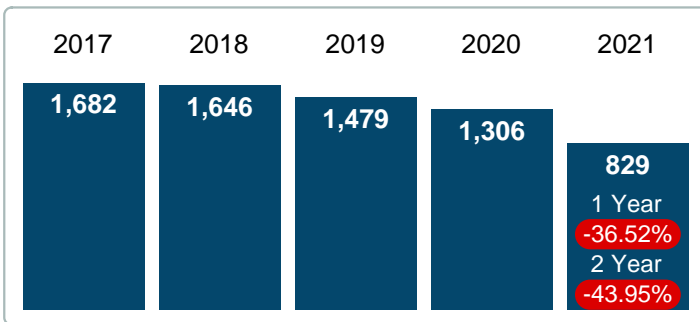
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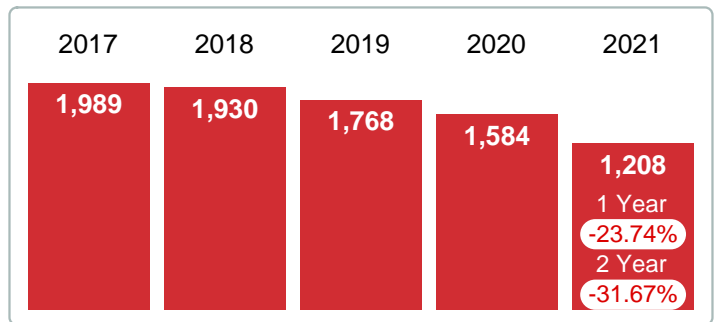
ACTIVE INVENTORY

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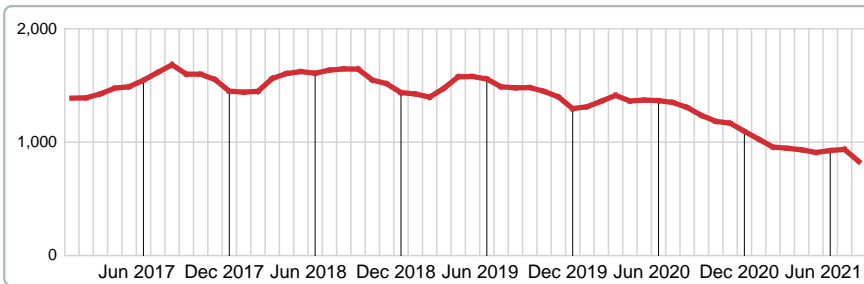
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

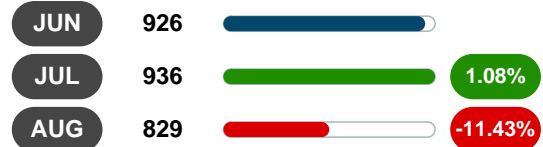


3 MONTHS

5 year AUG AVG = 1,388

High Aug 2017 1,682 Low Aug 2021 829

Inventory this month at **829**
below the 5 yr AUG average of **1,388**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	62	7.48%	75.5	60	1	1	0	
\$20,001 - \$40,000	118	14.23%	103.0	115	3	0	0	
\$40,001 - \$80,000	133	16.04%	67.0	109	21	3	0	
\$80,001 - \$190,000	200	24.13%	59.0	119	64	17	0	
\$190,001 - \$290,000	122	14.72%	65.0	57	39	21	5	
\$290,001 - \$490,000	106	12.79%	61.5	49	32	18	7	
\$490,001 and up	88	10.62%	63.0	45	19	12	12	
Total Active Inventory by Units		829		554	179	72	24	
Total Active Inventory by Volume		215,057,112	100%	67.0	121.90M	51.29M	24.54M	17.33M
Median Active Inventory Listing Price		\$135,000			\$77,950	\$197,900	\$264,450	\$504,000

August 2021



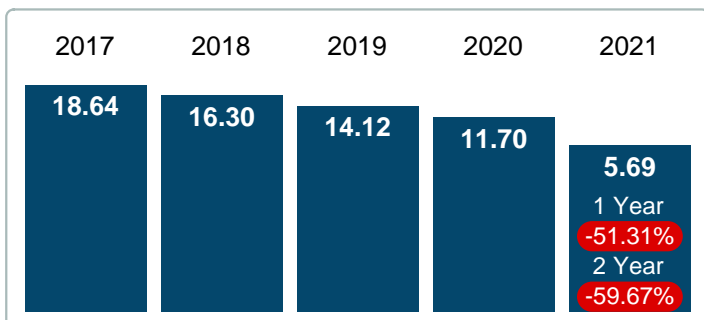
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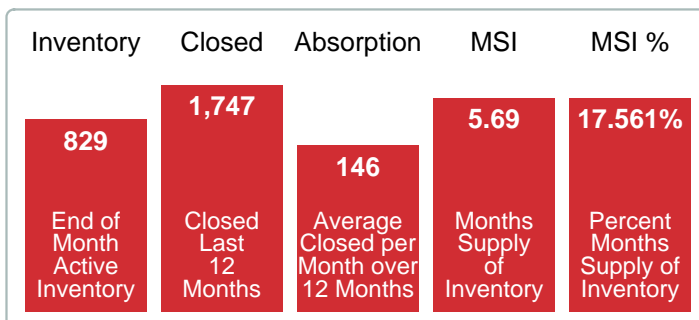
MONTHS SUPPLY of INVENTORY (MSI)

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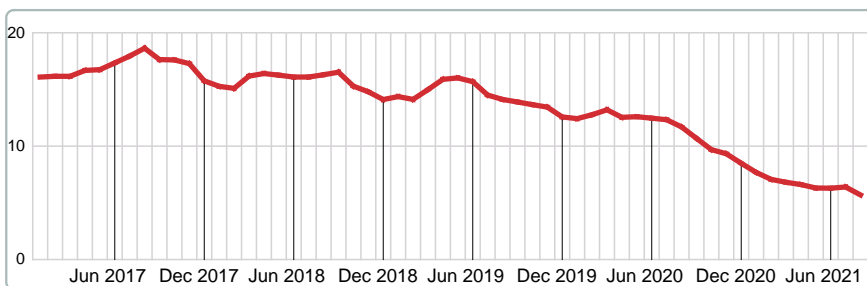
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

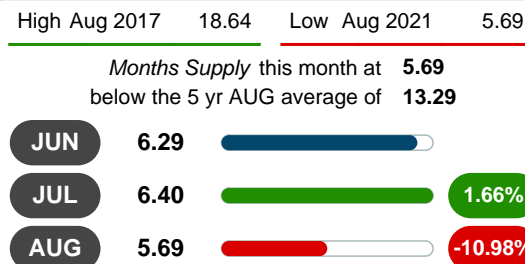


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 13.29



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
\$20,000 and less	62	7.48%	5.10	5.95	0.50	0.00	0.00
\$20,001 - \$40,000	118	14.23%	9.50	11.79	1.24	0.00	0.00
\$40,001 - \$80,000	133	16.04%	5.76	7.65	2.71	3.27	0.00
\$80,001 - \$190,000	200	24.13%	3.74	7.52	2.10	2.62	0.00
\$190,001 - \$290,000	122	14.72%	5.95	10.86	3.55	5.60	10.00
\$290,001 - \$490,000	106	12.79%	6.80	21.78	4.41	4.00	4.42
\$490,001 and up	88	10.62%	10.56	25.71	7.86	4.50	8.00
Market Supply of Inventory (MSI)			5.69	9.36	2.83	3.89	5.24
Total Active Inventory by Units		100%	5.69	554	179	72	24

August 2021



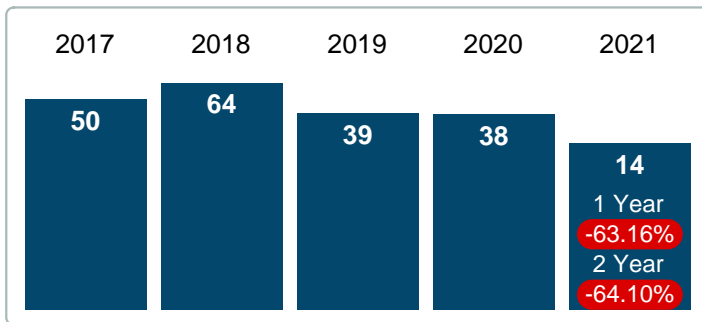
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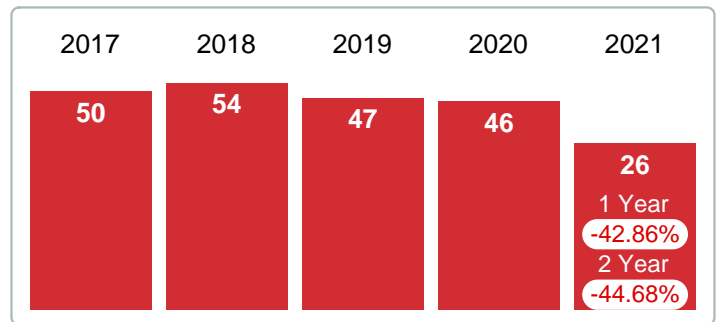
MEDIAN DAYS ON MARKET TO SALE

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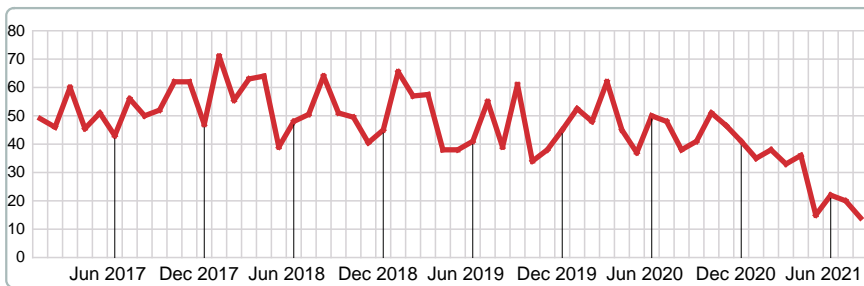
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

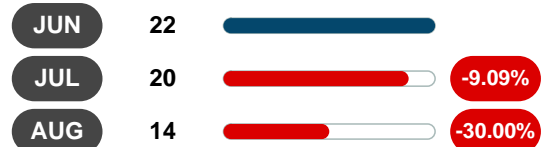


3 MONTHS

5 year AUG AVG = 41

High Jan 2018 71 Low Aug 2021 14

Median Days on Market to Sale this month at 14 below the 5 yr AUG 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
\$30,000 and less	9.72%	66	71	12	0	0
\$30,001 - \$60,000	12.50%	23	23	41	0	1
\$60,001 - \$100,000	16.67%	23	57	12	52	0
\$100,001 - \$160,000	22.92%	18	37	24	8	0
\$160,001 - \$250,000	13.19%	11	3	9	45	0
\$250,001 - \$320,000	14.58%	7	13	10	5	0
\$320,001 and up	10.42%	5	1	4	27	75
Median Closed DOM		14	30	11	17	38
Total Closed Units	100%	144	49	74	19	2
Total Closed Volume		24,798,739	6.14M	14.76M	3.50M	402.00K

August 2021



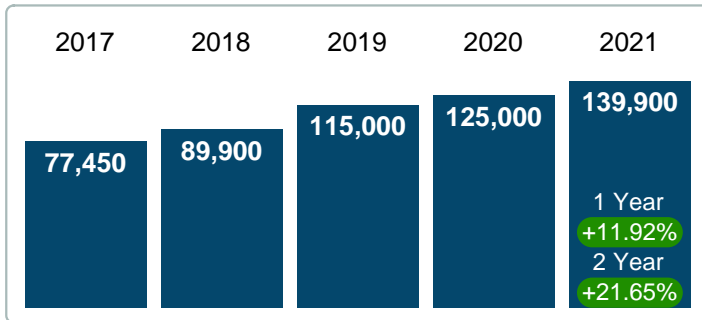
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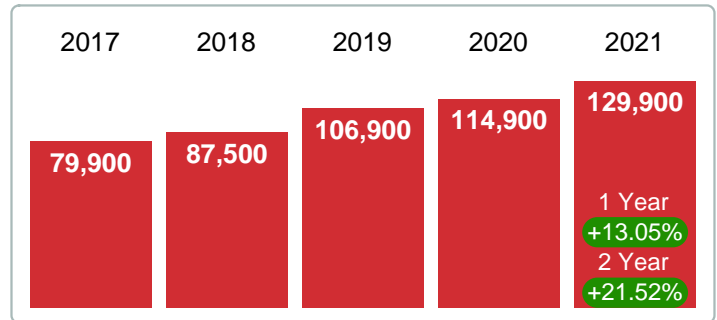
MEDIAN LIST PRICE AT CLOSING

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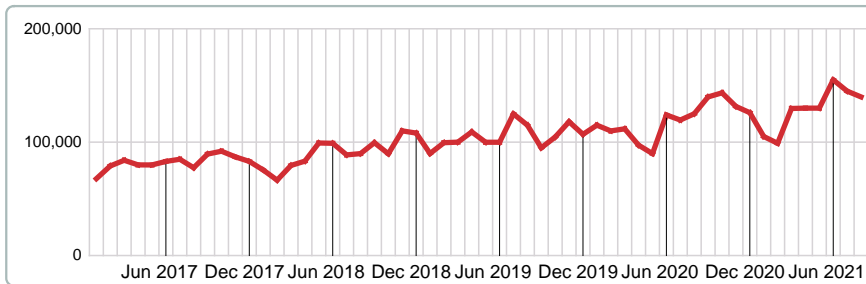
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

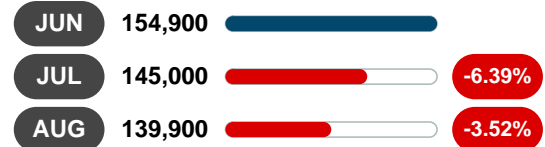


3 MONTHS

5 year AUG AVG = 109,450

High Jun 2021 154,900 Low Feb 2018 66,500

Median List Price at Closing this month at **139,900**
above the 5 yr AUG average of **109,450**



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	
\$30,000 and less	10	6.94%	19,950	20,000	19,900	0	0
\$30,001 - \$60,000	19	13.19%	44,900	45,000	43,700	0	0
\$60,001 - \$100,000	24	16.67%	79,400	70,000	85,000	72,500	73,000
\$100,001 - \$160,000	33	22.92%	139,900	149,200	130,000	139,900	0
\$160,001 - \$250,000	23	15.97%	190,000	190,000	204,000	190,000	0
\$250,001 - \$320,000	17	11.81%	290,000	307,300	290,000	277,500	0
\$320,001 and up	18	12.50%	424,500	372,500	507,000	350,000	375,000
Median List Price		139,900		100,000	149,950	173,000	224,000
Total Closed Units		144	100%	49	74	19	2
Total Closed Volume		25,989,899		6.82M	15.08M	3.64M	448.00K

August 2021



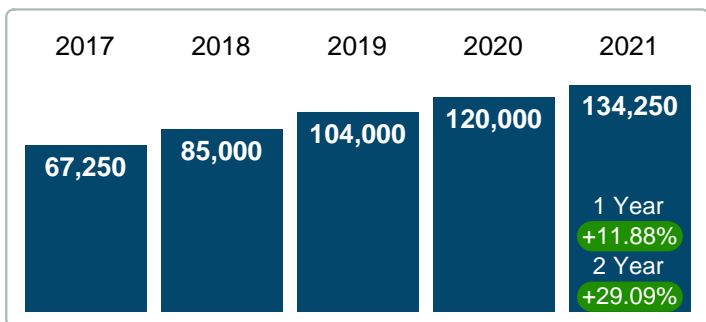
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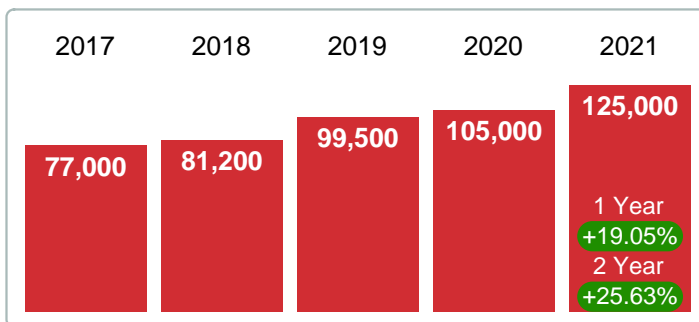
MEDIAN SOLD PRICE AT CLOSING

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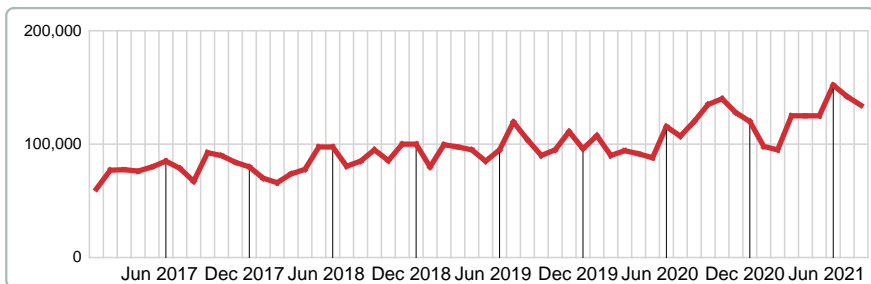
AUGUST



YEAR TO DATE (YTD)

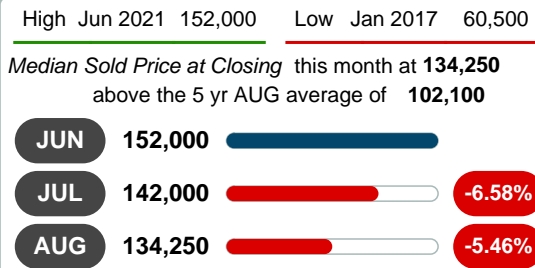


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 102,100



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
\$30,000 and less	9.72%	19,500	19,500	17,250	0	0
\$30,001 - \$60,000	12.50%	43,500	47,950	40,000	0	52,000
\$60,001 - \$100,000	16.67%	81,301	75,750	83,750	83,551	0
\$100,001 - \$160,000	22.92%	135,000	140,000	130,000	139,900	0
\$160,001 - \$250,000	13.19%	185,000	245,000	189,900	183,000	0
\$250,001 - \$320,000	14.58%	279,000	292,500	277,000	260,000	0
\$320,001 and up	10.42%	437,000	340,000	489,500	417,500	350,000
Median Sold Price		134,250	87,000	148,500	168,500	201,000
Total Closed Units	100%	144	49	74	19	2
Total Closed Volume		24,798,739	6.14M	14.76M	3.50M	402.00K

August 2021



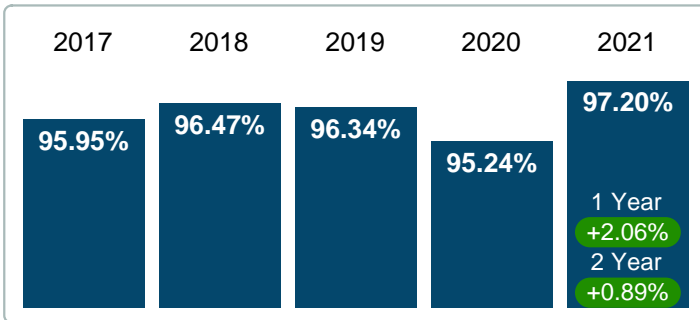
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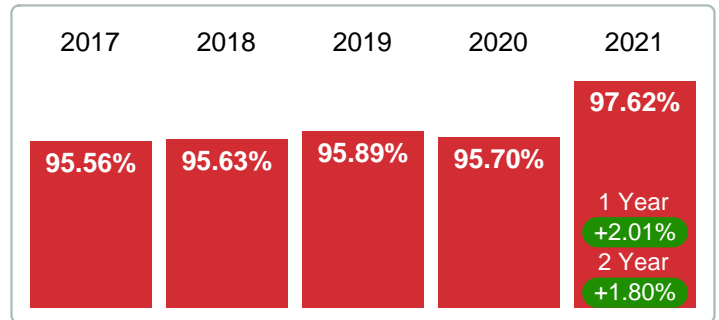
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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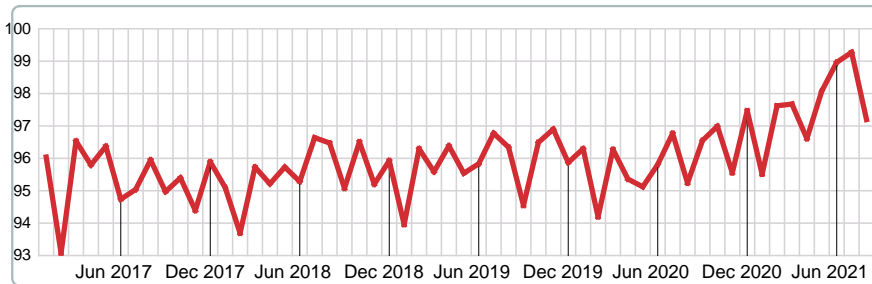
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

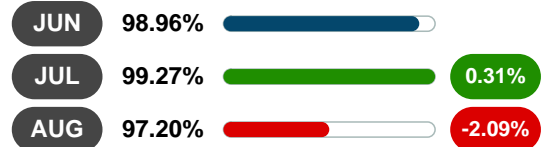


3 MONTHS

5 year AUG AVG = 96.24%

High Jul 2021 99.27% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.20%**
above the 5 yr AUG 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
\$30,000 and less	14	9.72%	90.83%	92.34%	80.05%	0.00%	0.00%
\$30,001 - \$60,000	18	12.50%	90.09%	90.89%	90.00%	0.00%	71.23%
\$60,001 - \$100,000	24	16.67%	100.00%	90.78%	100.00%	100.07%	0.00%
\$100,001 - \$160,000	33	22.92%	96.73%	93.33%	100.00%	100.00%	0.00%
\$160,001 - \$250,000	19	13.19%	100.00%	102.51%	100.00%	97.40%	0.00%
\$250,001 - \$320,000	21	14.58%	98.33%	89.34%	100.00%	94.55%	0.00%
\$320,001 and up	15	10.42%	100.00%	91.28%	100.00%	98.34%	93.33%
Median Sold/List Ratio		97.20%		91.67%	100.00%	99.40%	82.28%
Total Closed Units		144	100%	49	74	19	2
Total Closed Volume		24,798,739		6.14M	14.76M	3.50M	402.00K

August 2021



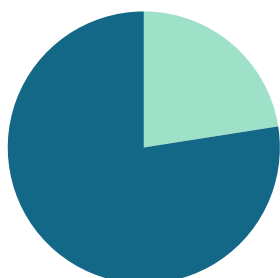
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

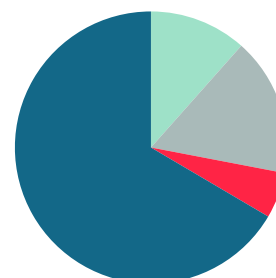


Inventory
 New Listings
272 = 22.52%
 Start Inventory
936
 Total Inventory Units
1,208
 Volume
\$299,545,881

Market Activity

Closed Sales
144 = 11.56%
 Pending Sales
205 = 16.45%
 Other Off Market
68 = 5.46%
 Active Inventory
829 = 66.53%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	153	144	-5.88%	952	1,150	20.80%
Pending Sales	194	205	5.67%	1,155	1,250	8.23%
New Listings	234	272	16.24%	2,271	1,897	-16.47%
Median List Price	125,000	139,900	11.92%	114,900	129,900	13.05%
Median Sale Price	120,000	134,250	11.88%	105,000	125,000	19.05%
Median Percent of Selling Price to List Price	95.24%	97.20%	2.06%	95.70%	97.62%	2.01%
Median Days on Market to Sale	38.00	14.00	-63.16%	45.50	26.00	-42.86%
Monthly Inventory	1,306	829	-36.52%	1,306	829	-36.52%
Months Supply of Inventory	11.70	5.69	-51.31%	11.70	5.69	-51.31%

Absorption: Last 12 months, an Average of **146** Sales/Month

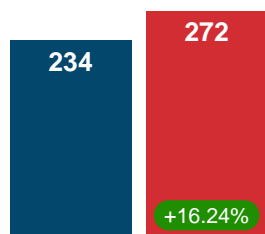
Inventory on August 31, 2021 = **829**

2020 **2021**

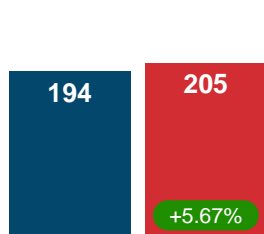
AUGUST MARKET

MEDIAN PRICES

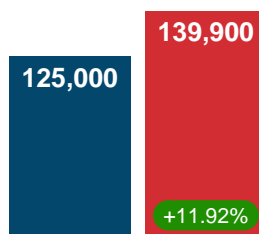
New Listings



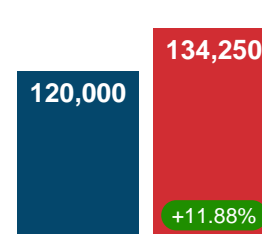
Pending Listings



List Price



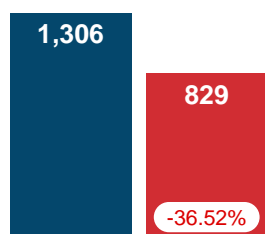
Sale Price



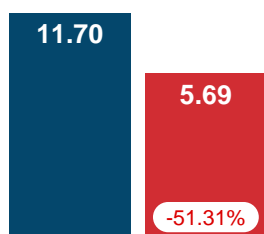
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

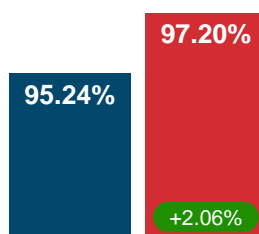
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

