

# July 2021



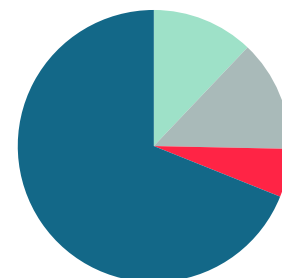
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	147	137	-6.80%
Pending Listings	185	150	-18.92%
New Listings	256	268	4.69%
Average List Price	162,902	188,001	15.41%
Average Sale Price	156,622	182,262	16.37%
Average Percent of Selling Price to List Price	95.27%	95.60%	0.34%
Average Days on Market to Sale	60.70	46.36	-23.63%
End of Month Inventory	1,350	781	-42.15%
Months Supply of Inventory	12.33	5.34	-56.71%



■ Closed (12.09%)  
■ Pending (13.24%)  
■ Other OffMarket (5.74%)  
■ Active (68.93%)

**Absorption:** Last 12 months, an Average of **146** Sales/Month  
**Active Inventory** as of July 31, 2021 = **781**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **42.15%** to 781 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 **5.34** 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 **16.37%** in July 2021 to \$182,262 versus the previous year at \$156,622.

#### Average Days on Market Shortens

The average number of **46.36** days that homes spent on the market before selling decreased by 14.34 days or **23.63%** in July 2021 compared to last year's same month at **60.70** DOM.

#### Sales Success for July 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 268 New Listings in July 2021, up **4.69%** from last year at 256. Furthermore, there were 137 Closed Listings this month versus last year at 147, a **-6.80%** decrease.

Closed versus Listed trends yielded a **51.1%** ratio, down from previous year's, July 2020, at **57.4%**, a **10.98%** 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>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

#### 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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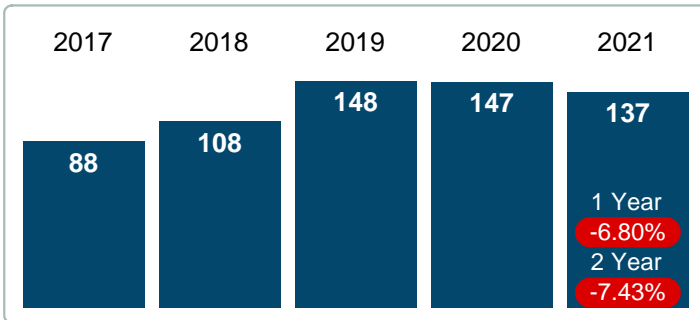
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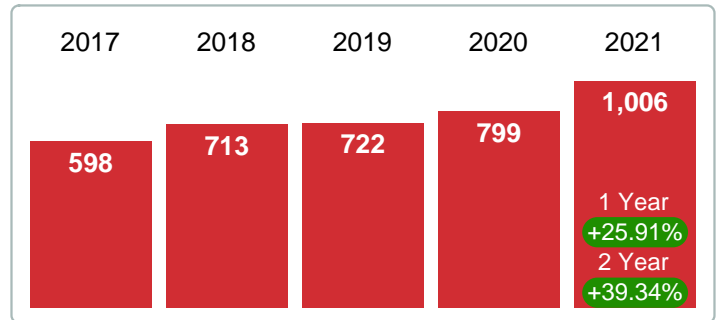
## CLOSED LISTINGS

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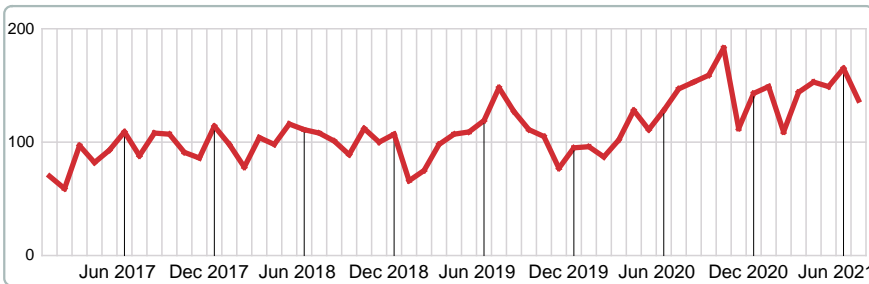
### JULY



### YEAR TO DATE (YTD)

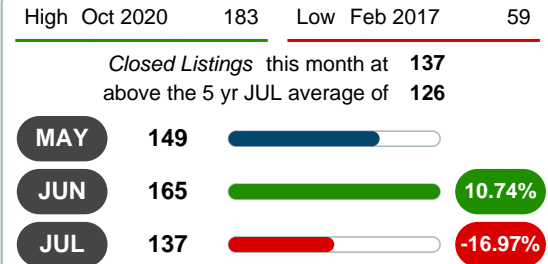


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 126



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	29	21.17%	62.0	20	9	0	0
\$50,001-\$100,000	19	13.87%	64.3	11	7	1	0
\$100,001-\$150,000	30	21.90%	21.7	6	21	3	0
\$150,001-\$250,000	27	19.71%	39.6	3	18	6	0
\$250,001-\$400,000	19	13.87%	31.6	2	8	7	2
\$400,001 and up	13	9.49%	77.7	2	5	3	3
<b>Total Closed Units</b>	<b>137</b>			<b>44</b>	<b>68</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>24,969,900</b>	<b>100%</b>	<b>46.4</b>	<b>4.72M</b>	<b>12.18M</b>	<b>5.69M</b>	<b>2.38M</b>
<b>Average Closed Price</b>	<b>\$182,262</b>			<b>\$107,377</b>	<b>\$179,090</b>	<b>\$284,433</b>	<b>\$475,700</b>

# July 2021



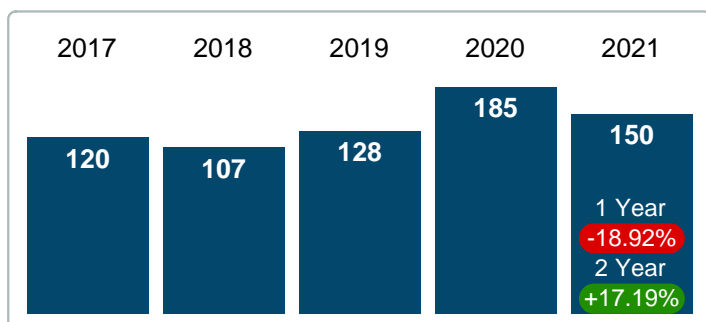
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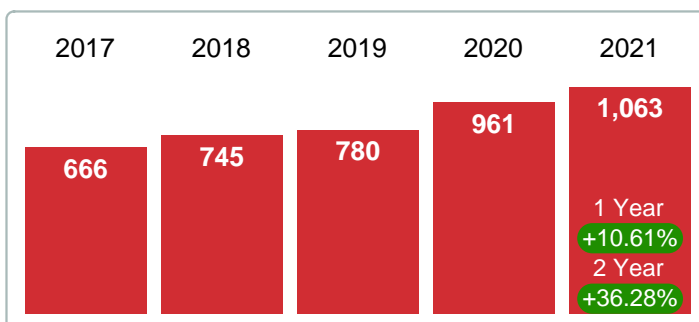
## PENDING LISTINGS

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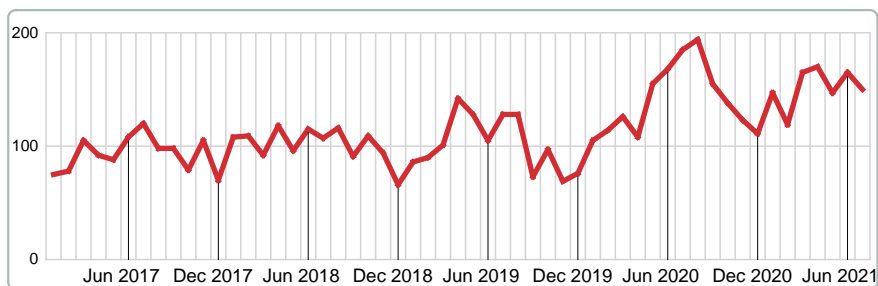
### JULY



### YEAR TO DATE (YTD)

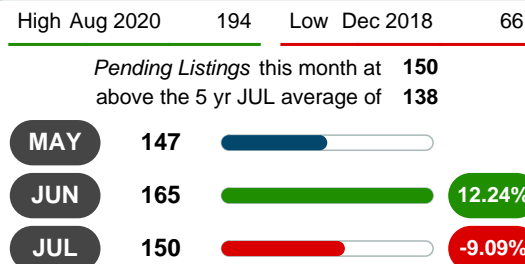


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 138



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.67%	90.1	8	1	1	0
\$30,001 - \$60,000	20	13.33%	75.3	12	8	0	0
\$60,001 - \$100,000	26	17.33%	51.4	7	17	1	1
\$100,001 - \$170,000	34	22.67%	32.8	10	22	2	0
\$170,001 - \$240,000	24	16.00%	43.8	6	12	6	0
\$240,001 - \$360,000	21	14.00%	34.7	5	11	4	1
\$360,001 and up	15	10.00%	56.9	3	7	3	2
<b>Total Pending Units</b>	<b>150</b>			<b>51</b>	<b>78</b>	<b>17</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>27,966,028</b>	<b>100%</b>	<b>83.1</b>	<b>7.10M</b>	<b>13.72M</b>	<b>4.42M</b>	<b>2.72M</b>
<b>Average Listing Price</b>	<b>\$119,839</b>			<b>\$139,155</b>	<b>\$175,908</b>	<b>\$260,259</b>	<b>\$680,975</b>

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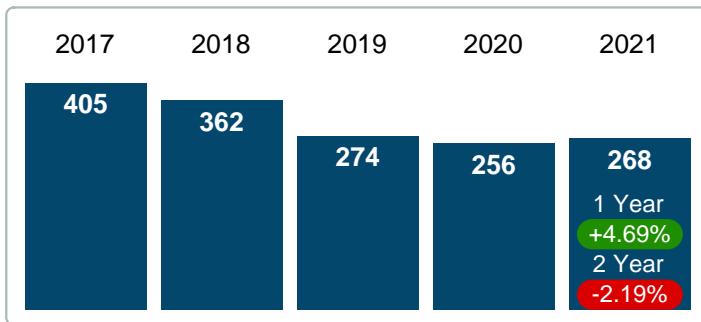
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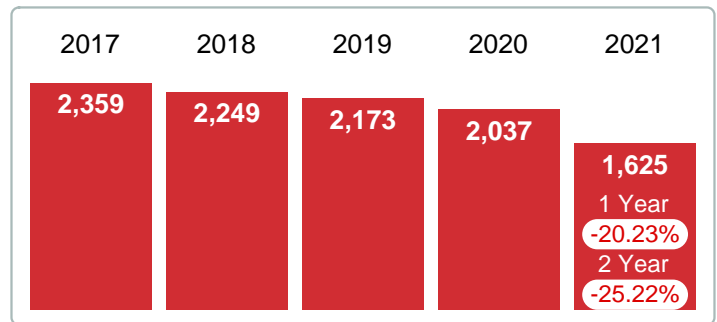
## NEW LISTINGS

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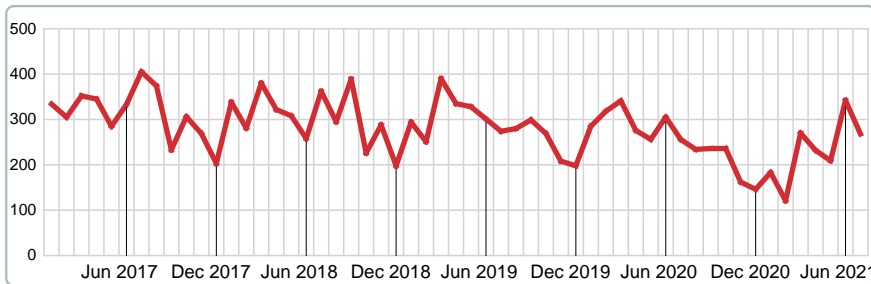
### JULY



### YEAR TO DATE (YTD)

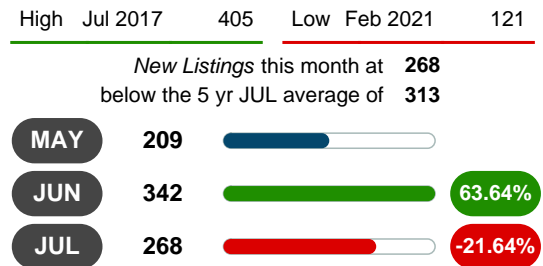


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 313



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	19	7.09%	15	3	1	0
\$30,001 - \$60,000	36	13.43%	30	6	0	0
\$60,001 - \$120,000	45	16.79%	20	23	1	1
\$120,001 - \$200,000	67	25.00%	29	29	9	0
\$200,001 - \$290,000	40	14.93%	12	18	7	3
\$290,001 - \$550,000	37	13.81%	16	13	8	0
\$550,001 and up	24	8.96%	6	8	3	7
<b>Total New Listed Units</b>	<b>268</b>		<b>128</b>	<b>100</b>	<b>29</b>	<b>11</b>
<b>Total New Listed Volume</b>	<b>62,985,198</b>	<b>100%</b>	<b>24.77M</b>	<b>23.92M</b>	<b>8.33M</b>	<b>5.97M</b>
<b>Average New Listed Listing Price</b>	<b>\$59,783</b>		<b>\$193,477</b>	<b>\$239,185</b>	<b>\$287,338</b>	<b>\$542,614</b>

# July 2021



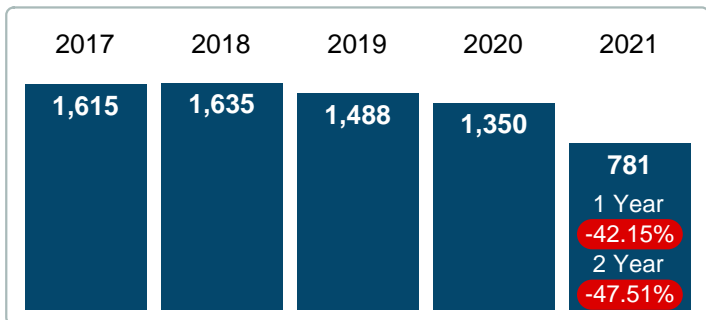
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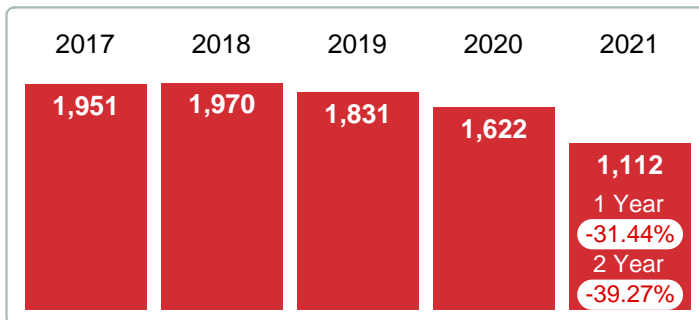
## ACTIVE INVENTORY

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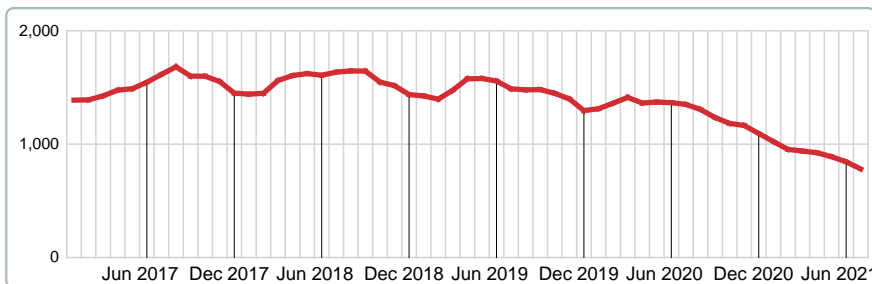
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,374

High Aug 2017 1,682 Low Jul 2021 781

Inventory this month at 781 below the 5 yr JUL average of 1,374



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	81	10.37%	105.6	78	3	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	216	27.66%	88.3	195	20	0	1
\$75,001 - \$175,000	189	24.20%	113.3	118	55	16	0
\$175,001 - \$275,000	110	14.08%	77.9	55	34	16	5
\$275,001 - \$475,000	98	12.55%	80.1	50	23	19	6
\$475,001 and up	87	11.14%	84.9	44	21	11	11
Total Active Inventory by Units			781	540	156	62	23
Total Active Inventory by Volume			185,180,621	109.64M	39.77M	20.94M	14.84M
Average Active Inventory Listing Price			\$237,107	\$203,028	\$254,914	\$337,694	\$645,289

# July 2021



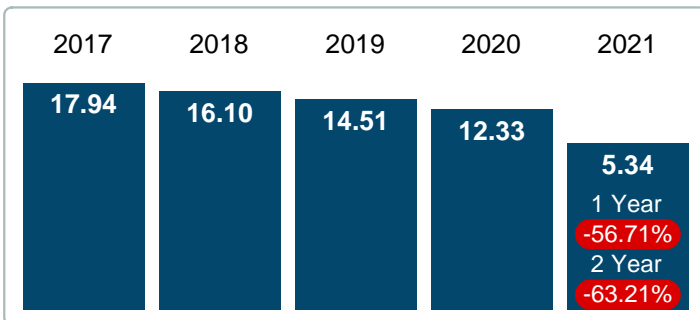
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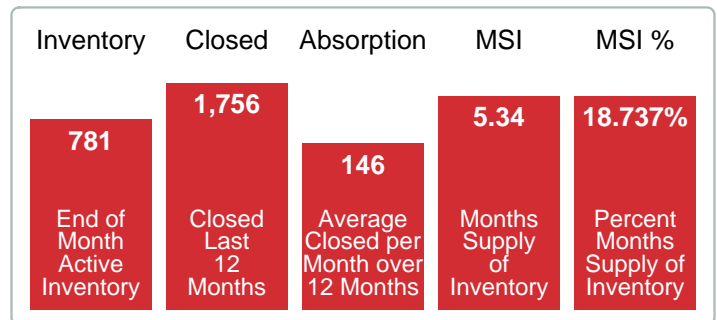
## MONTHS SUPPLY of INVENTORY (MSI)

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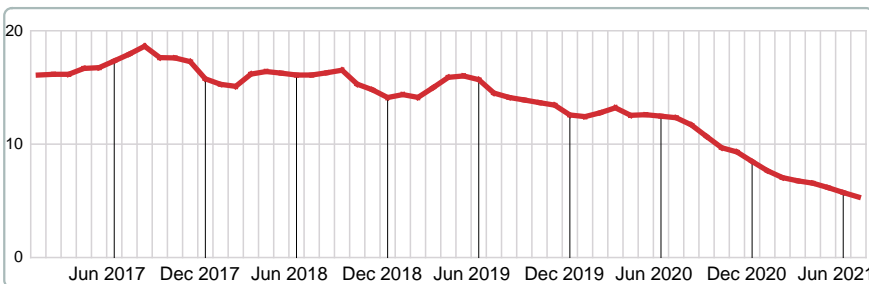
### MSI FOR JULY



### INDICATORS FOR JULY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

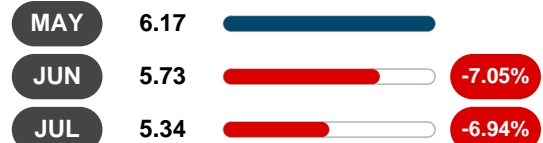


### 3 MONTHS

5 year JUL AVG = 13.24

High Aug 2017 18.64 Low Jul 2021 5.34

Months Supply this month at 5.34 below the 5 yr JUL average of 13.24



### 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	54	6.91%	4.38	5.11	1.00	0.00	0.00
\$20,001 - \$40,000	122	15.62%	9.83	11.50	2.88	0.00	0.00
\$40,001 - \$70,000	110	14.08%	6.91	9.12	2.57	0.00	0.00
\$70,001 - \$170,000	195	24.97%	3.58	6.59	1.88	2.87	1.71
\$170,001 - \$280,000	119	15.24%	4.52	10.03	2.45	3.69	6.00
\$280,001 - \$490,000	98	12.55%	5.88	20.57	3.16	3.81	4.00
\$490,001 and up	83	10.63%	10.06	24.57	8.77	3.53	7.33
Market Supply of Inventory (MSI)			5.34	9.05	2.46	3.32	4.93
Total Active Inventory by Units		100%	5.34	540	156	62	23

# July 2021



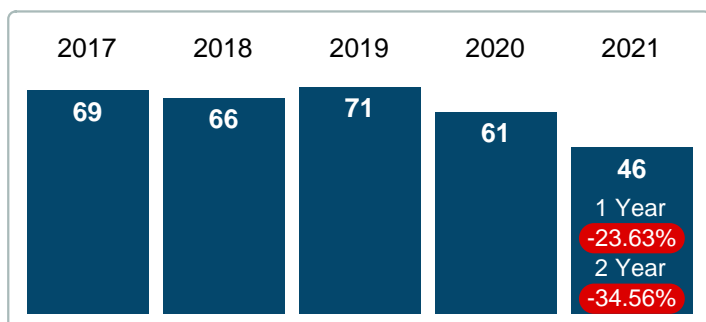
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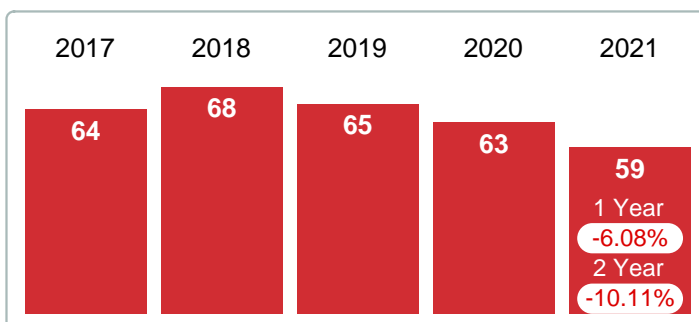
## AVERAGE DAYS ON MARKET TO SALE

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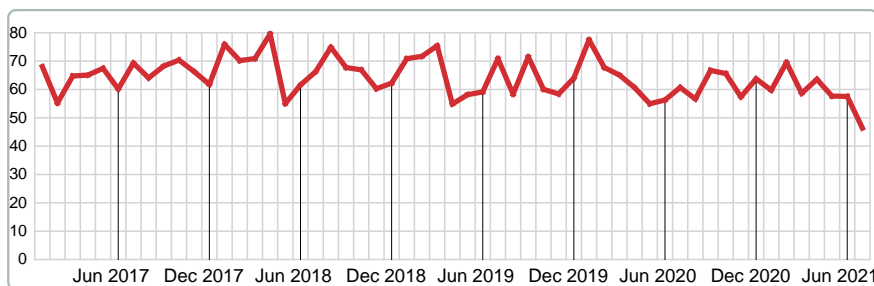
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

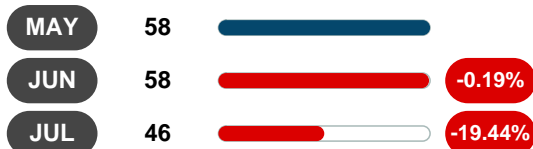


### 3 MONTHS

5 year JUL AVG = 63

High Apr 2018 80 Low Jul 2021 46

Average Days on Market to Sale this month at 46 below the 5 yr JUL average of 63



## 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	29	21.17%	62	72	39	0	0
\$50,001-\$100,000	19	13.87%	64	90	31	22	0
\$100,001-\$150,000	30	21.90%	22	40	15	33	0
\$150,001-\$250,000	27	19.71%	40	76	26	62	0
\$250,001-\$400,000	19	13.87%	32	38	17	29	92
\$400,001 and up	13	9.49%	78	70	32	62	176
Average Closed DOM			46	71	24	44	142
Total Closed Units		100%	46	44	68	20	5
Total Closed Volume			24,969,900	4.72M	12.18M	5.69M	2.38M

# July 2021



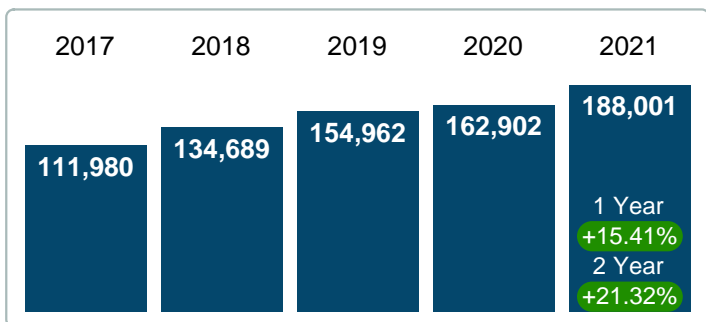
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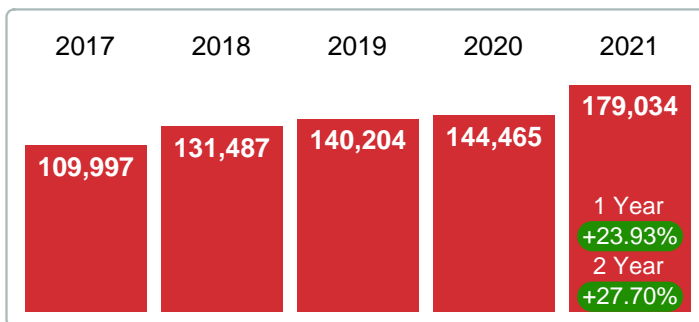
## AVERAGE LIST PRICE AT CLOSING

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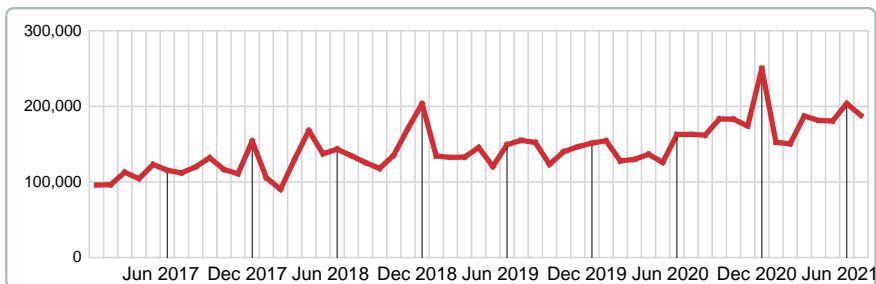
### JULY



### YEAR TO DATE (YTD)

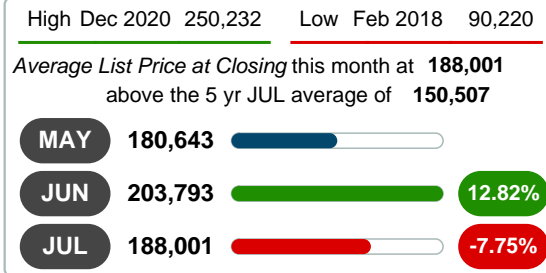


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 150,507



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	27	19.71%	23,957	25,428	28,133	0	0
\$50,001-\$100,000	20	14.60%	82,081	81,893	94,843	95,000	0
\$100,001-\$150,000	30	21.90%	131,113	128,946	131,086	158,333	0
\$150,001-\$250,000	30	21.90%	196,354	193,000	191,564	201,467	0
\$250,001-\$400,000	15	10.95%	329,740	282,600	352,375	330,986	311,800
\$400,001 and up	15	10.95%	579,836	799,493	523,350	599,633	585,967
Average List Price			188,001	111,960	184,615	294,730	476,300
Total Closed Units		100%	188,001	44	68	20	5
Total Closed Volume			25,756,136	4.93M	12.55M	5.89M	2.38M



# July 2021



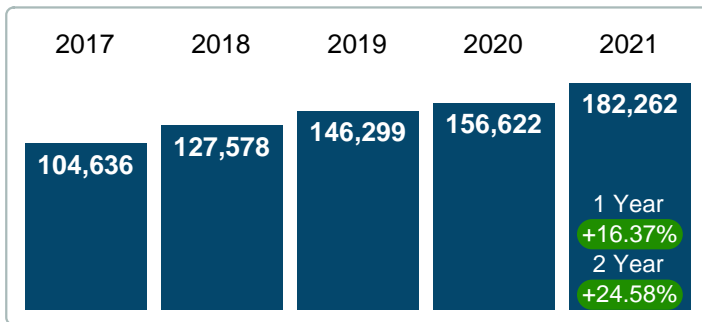
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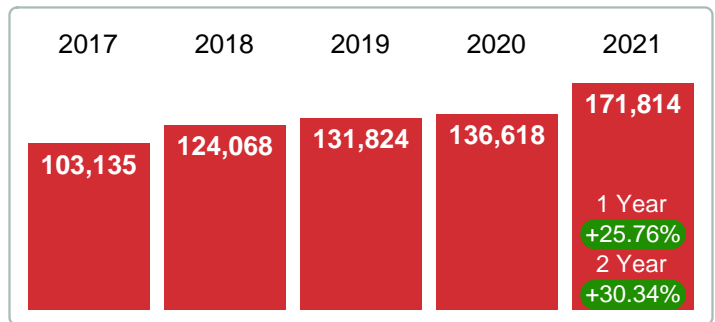
## AVERAGE SOLD PRICE AT CLOSING

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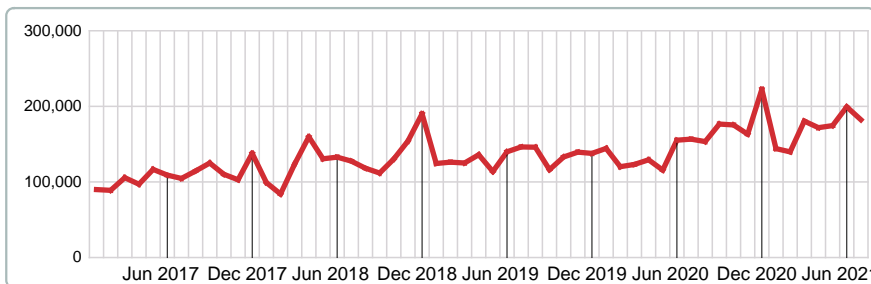
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

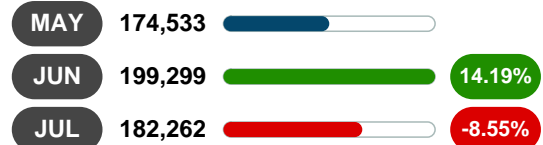


### 3 MONTHS

5 year JUL AVG = 143,479

High Dec 2020 222,506 Low Feb 2018 83,985

Average Sold Price at Closing this month at **182,262** above the 5 yr JUL average of **143,479**



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	29	21.17%	22,869	22,865	22,878	0	0
\$50,001-\$100,000	19	13.87%	82,179	77,127	90,000	83,000	0
\$100,001-\$150,000	30	21.90%	130,300	129,833	128,524	143,667	0
\$150,001-\$250,000	27	19.71%	189,028	171,333	188,681	198,917	0
\$250,001-\$400,000	19	13.87%	326,113	285,450	339,125	324,464	320,500
\$400,001 and up	13	9.49%	579,723	777,500	506,800	569,967	579,167
Average Sold Price			182,262	107,377	179,090	284,433	475,700
Total Closed Units		100%	137	44	68	20	5
Total Closed Volume			24,969,900	4.72M	12.18M	5.69M	2.38M

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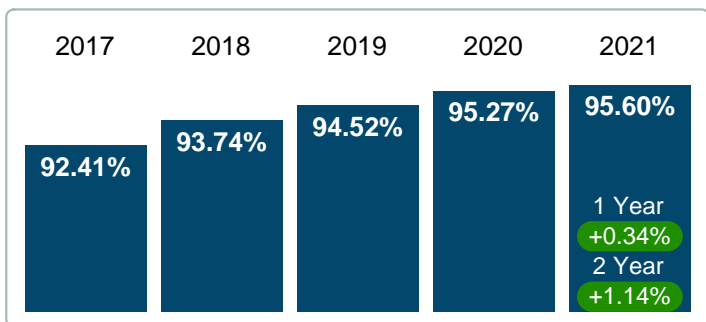
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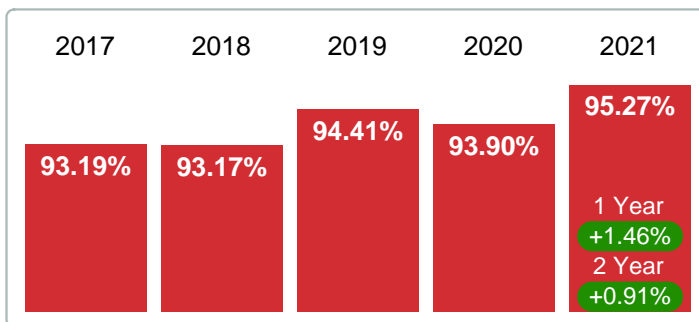
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2021 for MLS Technology Inc.

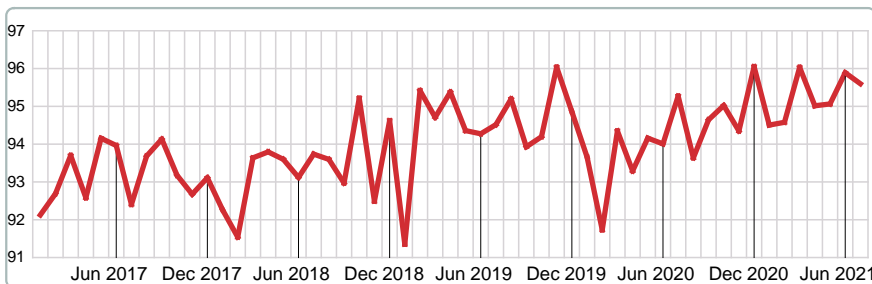
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

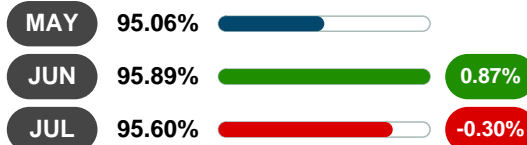


### 3 MONTHS

5 year JUL AVG = 94.31%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **95.60%** above the 5 yr JUL average of **94.31%**



## 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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	29	21.17%	88.59%	88.42%	88.97%	0.00%	0.00%
\$50,001-\$100,000	19	13.87%	94.86%	94.76%	96.09%	87.37%	0.00%
\$100,001-\$150,000	30	21.90%	98.11%	101.16%	98.13%	91.87%	0.00%
\$150,001-\$250,000	27	19.71%	97.74%	89.99%	98.70%	98.76%	0.00%
\$250,001-\$400,000	19	13.87%	99.22%	103.10%	97.82%	98.14%	104.73%
\$400,001 and up	13	9.49%	96.76%	97.16%	96.57%	95.05%	98.51%
Average Sold/List Ratio		95.60%		92.91%	96.71%	96.38%	100.99%
Total Closed Units		137	100%	44	68	20	5
Total Closed Volume		24,969,900		4.72M	12.18M	5.69M	2.38M

# July 2021



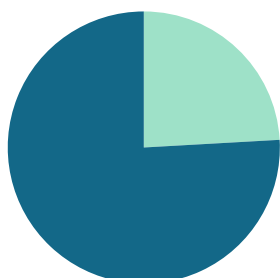
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

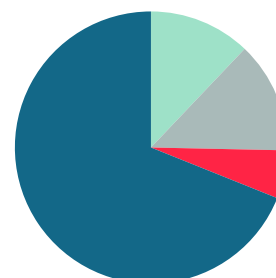


**Inventory**  
 New Listings  
**268 = 24.10%**  
 Start Inventory  
**844**  
 Total Inventory Units  
**1,112**  
 Volume  
**\$250,195,104**

### Market Activity

Closed Sales  
**137 = 12.09%**  
 Pending Sales  
**150 = 13.24%**  
 Other Off Market  
**65 = 5.74%**  
 Active Inventory  
**781 = 68.93%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	147	137	-6.80%	799	1,006	25.91%
Pending Sales	185	150	-18.92%	961	1,063	10.61%
New Listings	256	268	4.69%	2,037	1,625	-20.23%
Average List Price	162,902	188,001	15.41%	144,465	179,034	23.93%
Average Sale Price	156,622	182,262	16.37%	136,618	171,814	25.76%
Average Percent of Selling Price to List Price	95.27%	95.60%	0.34%	93.90%	95.27%	1.46%
Average Days on Market to Sale	60.70	46.36	-23.63%	62.54	58.73	-6.08%
Monthly Inventory	1,350	781	-42.15%	1,350	781	-42.15%
Months Supply of Inventory	12.33	5.34	-56.71%	12.33	5.34	-56.71%

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

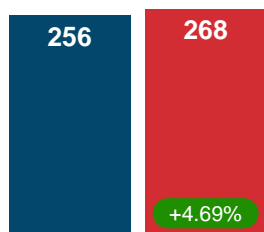
**Inventory** on July 31, 2021 = **781**

**2020** **2021**

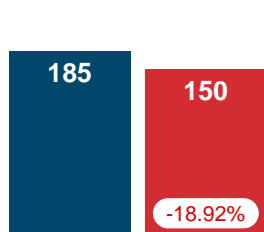
### JULY MARKET

### AVERAGE PRICES

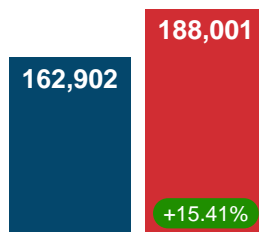
#### New Listings



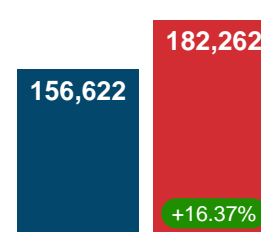
#### Pending Listings



#### List Price



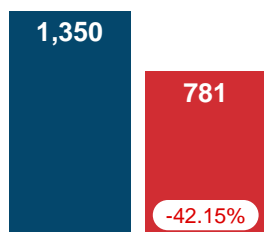
#### Sale Price



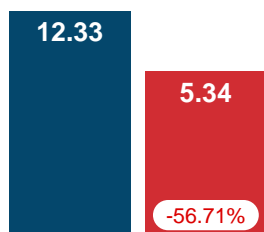
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

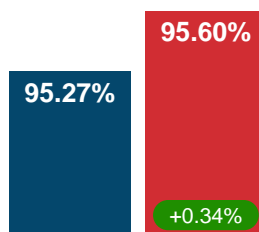
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

