

July 2021



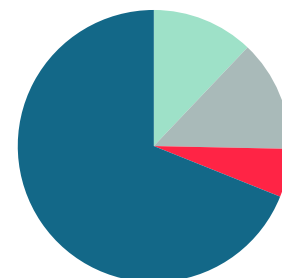
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	119,500	145,000	21.34%
Median Sale Price	107,000	142,000	32.71%
Median Percent of Selling Price to List Price	96.77%	99.27%	2.59%
Median Days on Market to Sale	48.00	20.00	-58.33%
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.

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 **32.71%** in July 2021 to \$142,000 versus the previous year at \$107,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 28.00 days or **58.33%** in July 2021 compared to last year's same month at **48.00** DOM.

Sales Success for July 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 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.

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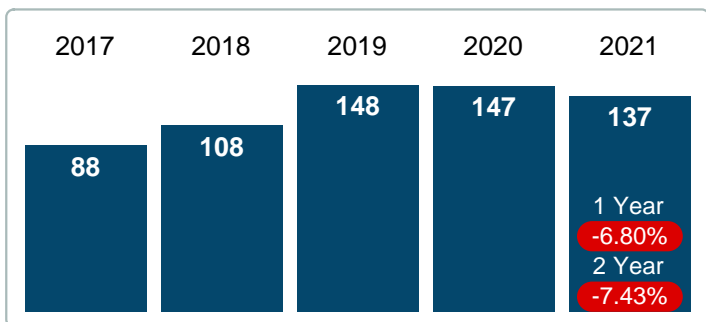
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



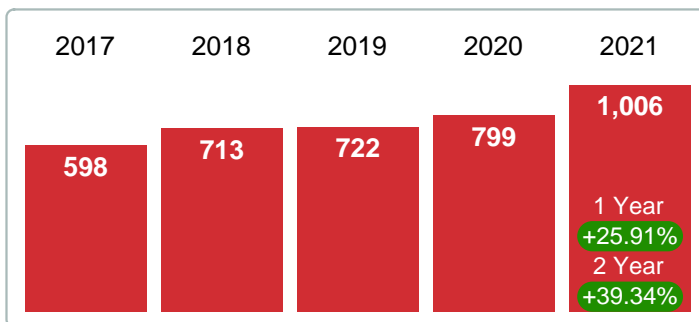
CLOSED LISTINGS

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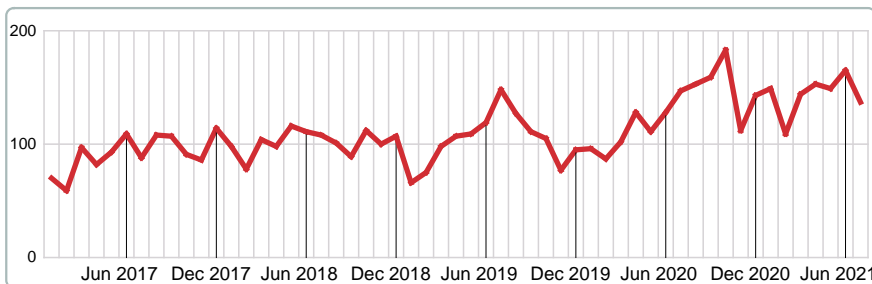
JULY



YEAR TO DATE (YTD)

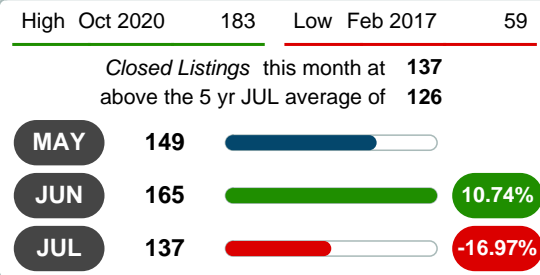


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 126



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	14	10.22%	21.0	11	3	0	0
\$20,001 - \$60,000	16	11.68%	60.5	10	6	0	0
\$60,001 - \$100,000	18	13.14%	14.0	10	7	1	0
\$100,001 - \$160,000	37	27.01%	13.0	8	26	3	0
\$160,001 - \$250,000	20	14.60%	16.5	1	13	6	0
\$250,001 - \$400,000	19	13.87%	13.0	2	8	7	2
\$400,001 and up	13	9.49%	58.0	2	5	3	3
Total Closed Units	137			44	68	20	5
Total Closed Volume	24,969,900	100%	20.0	4.72M	12.18M	5.69M	2.38M
Median Closed Price	\$142,000			\$64,400	\$149,250	\$250,000	\$435,000

July 2021



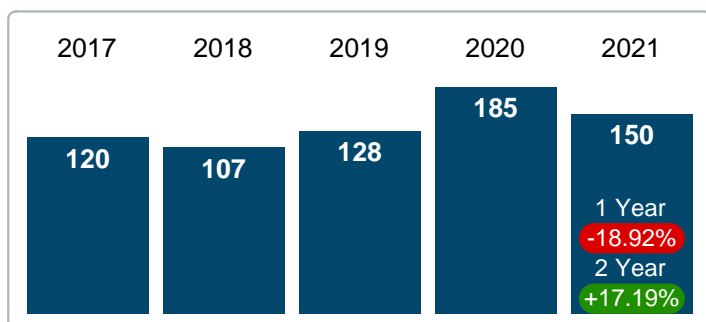
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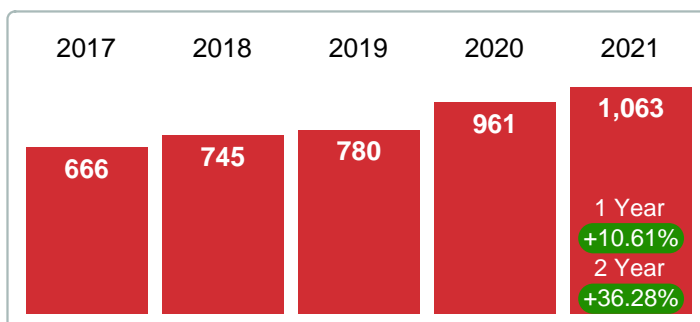
PENDING LISTINGS

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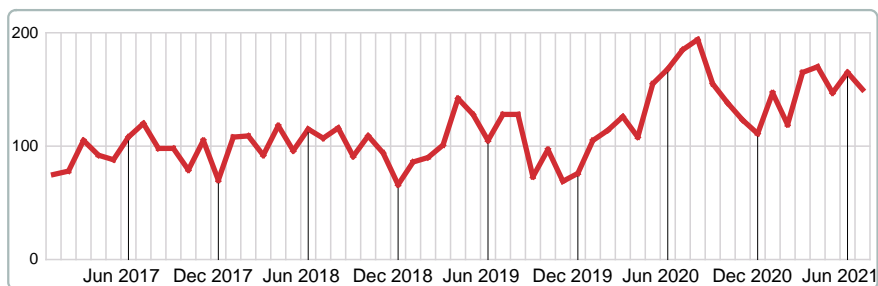
JULY



YEAR TO DATE (YTD)

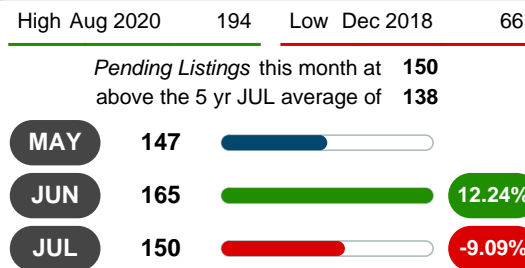


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 138



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.67%	35.0	8	1	1	0
\$30,001 - \$60,000	20	13.33%	50.0	12	8	0	0
\$60,001 - \$100,000	26	17.33%	27.0	7	17	1	1
\$100,001 - \$170,000	34	22.67%	16.5	10	22	2	0
\$170,001 - \$240,000	24	16.00%	32.5	6	12	6	0
\$240,001 - \$360,000	21	14.00%	18.0	5	11	4	1
\$360,001 and up	15	10.00%	33.0	3	7	3	2
Total Pending Units	150			51	78	17	4
Total Pending Volume	27,966,028	100%	26.0	7.10M	13.72M	4.42M	2.72M
Median Listing Price	\$139,900			\$99,500	\$138,250	\$219,000	\$377,950

July 2021



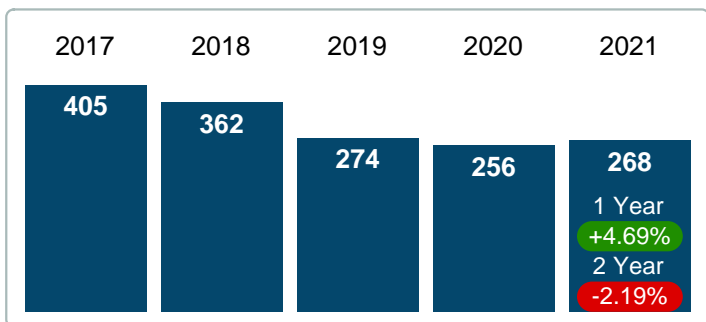
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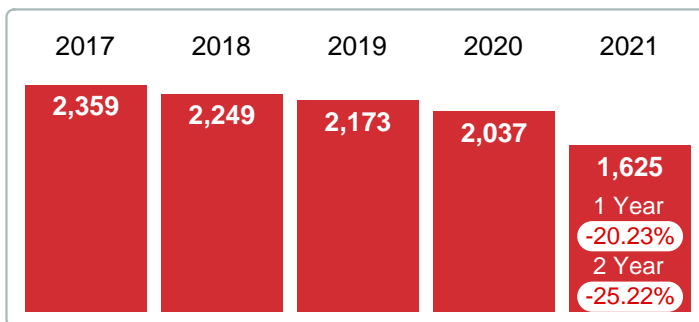
NEW LISTINGS

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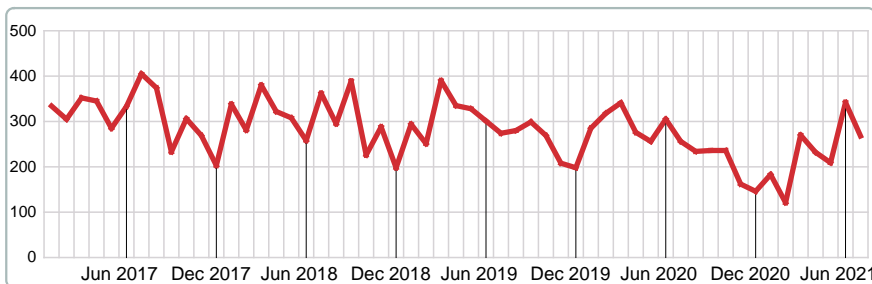
JULY



YEAR TO DATE (YTD)

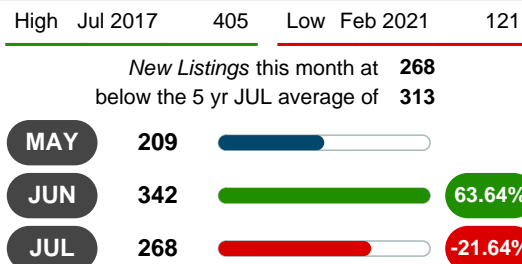


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	17	6.34%	13	3	1	0
\$25,001 - \$50,000	32	11.94%	27	5	0	0
\$50,001 - \$100,000	39	14.55%	20	17	1	1
\$100,001 - \$200,000	79	29.48%	34	36	9	0
\$200,001 - \$275,000	35	13.06%	10	17	5	3
\$275,001 - \$550,000	42	15.67%	18	14	10	0
\$550,001 and up	24	8.96%	6	8	3	7
Total New Listed Units	268		128	100	29	11
Total New Listed Volume	62,985,198	100%	24.77M	23.92M	8.33M	5.97M
Median New Listed Listing Price	\$159,700		\$118,750	\$172,450	\$248,000	\$650,000

July 2021



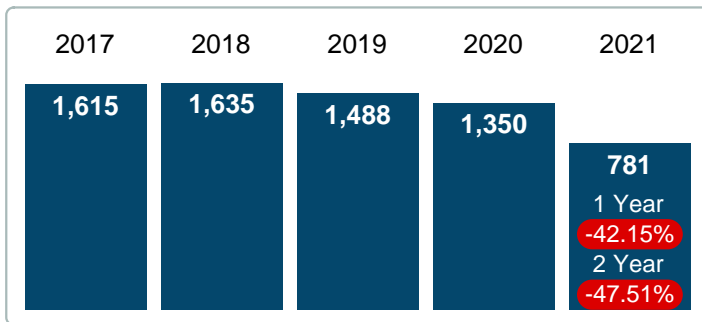
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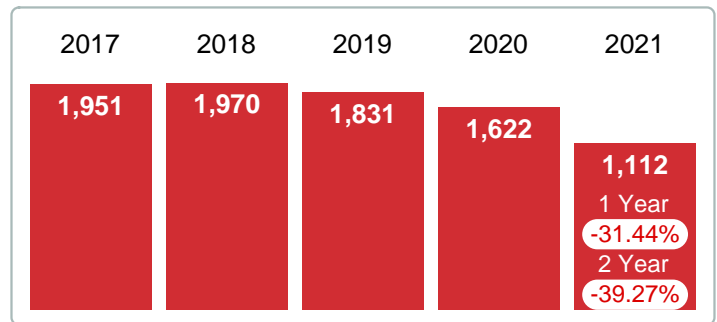
ACTIVE INVENTORY

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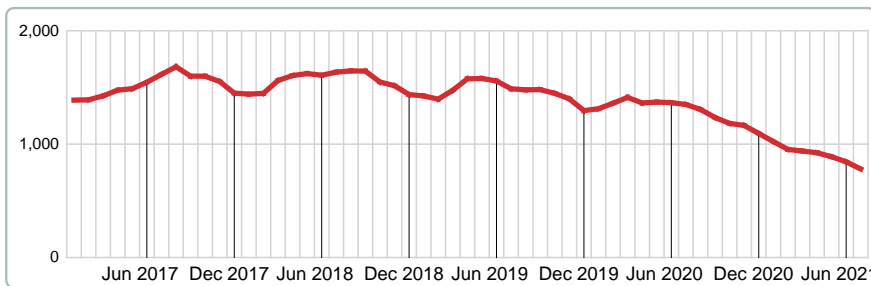
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

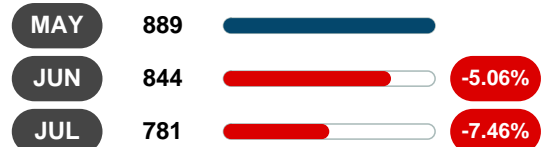


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	54	6.91%	72.0	52	2	0	0
\$20,001 - \$40,000	122	15.62%	91.0	116	6	0	0
\$40,001 - \$70,000	110	14.08%	36.0	98	12	0	0
\$70,001 - \$170,000	195	24.97%	46.0	122	56	16	1
\$170,001 - \$280,000	119	15.24%	45.0	61	37	16	5
\$280,001 - \$490,000	98	12.55%	52.5	48	24	20	6
\$490,001 and up	83	10.63%	59.0	43	19	10	11
Total Active Inventory by Units		781		540	156	62	23
Total Active Inventory by Volume		185,180,621	100%	109.64M	39.77M	20.94M	14.84M
Median Active Inventory Listing Price		\$120,000		\$75,000	\$176,950	\$264,450	\$475,000

July 2021



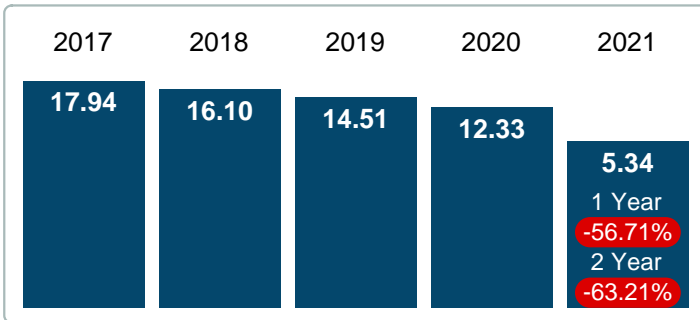
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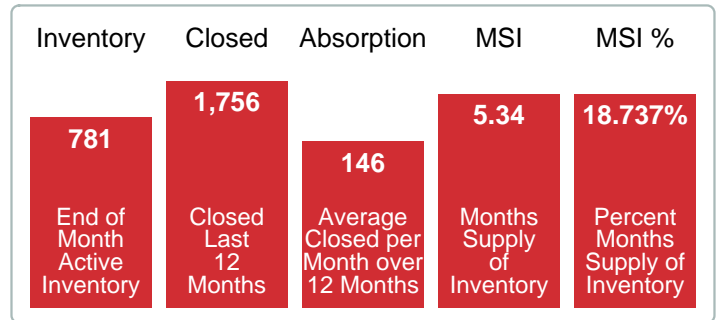
MONTHS SUPPLY of INVENTORY (MSI)

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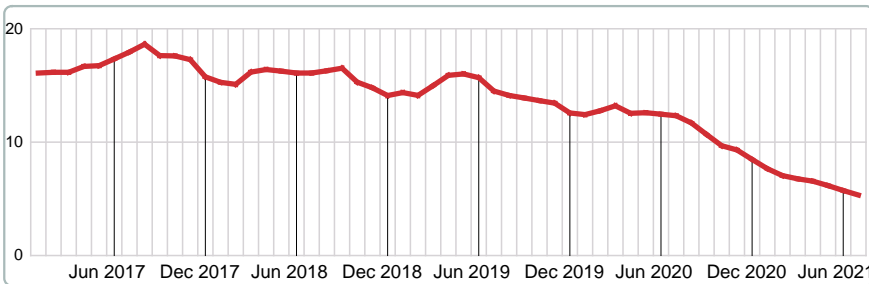
MSI FOR JULY



INDICATORS FOR JULY 2021



5 YEAR MARKET ACTIVITY TRENDS

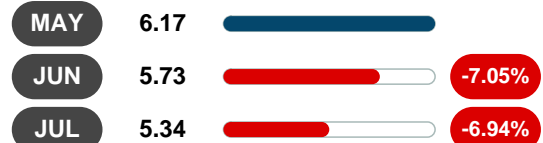


3 MONTHS

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	781	100%	5.34	540	156	62	23

July 2021



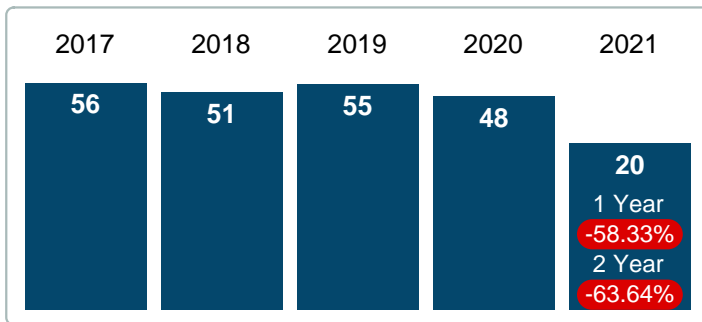
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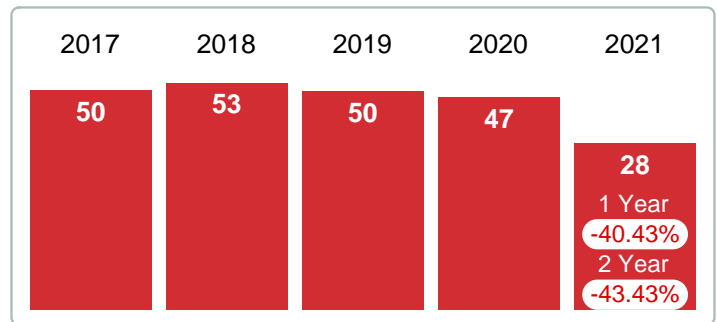
MEDIAN DAYS ON MARKET TO SALE

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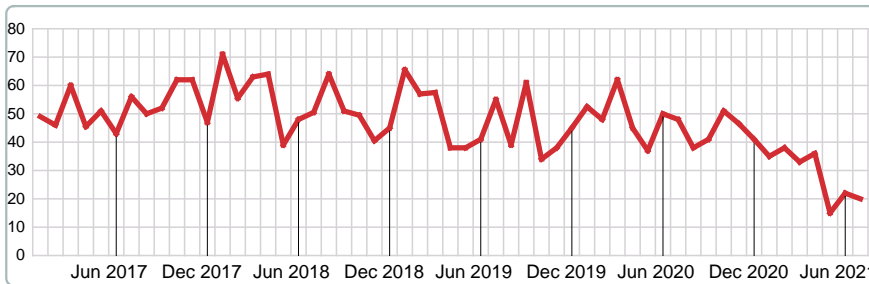
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 46

High Jan 2018 71 Low May 2021 15

Median Days on Market to Sale this month at 20 below the 5 yr JUL average of 46



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
\$20,000 and less	10.22%	21	22	11	0	0
\$20,001 - \$60,000	11.68%	61	102	42	0	0
\$60,001 - \$100,000	13.14%	14	17	12	22	0
\$100,001 - \$160,000	27.01%	13	23	11	27	0
\$160,001 - \$250,000	14.60%	17	79	10	24	0
\$250,001 - \$400,000	13.87%	13	38	11	20	92
\$400,001 and up	9.49%	58	70	23	49	119
Median Closed DOM		20	36	13	23	119
Total Closed Units	100%	20.0	44	68	20	5
Total Closed Volume		24,969,900	4.72M	12.18M	5.69M	2.38M

July 2021



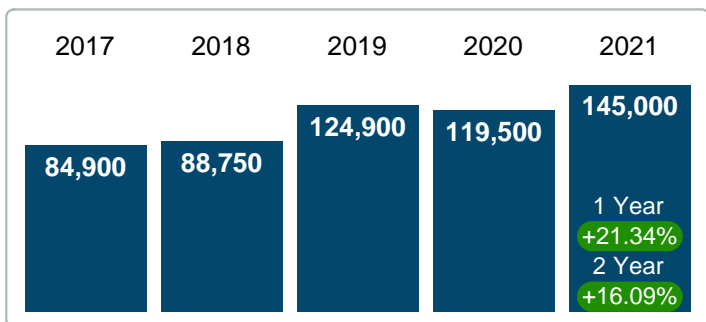
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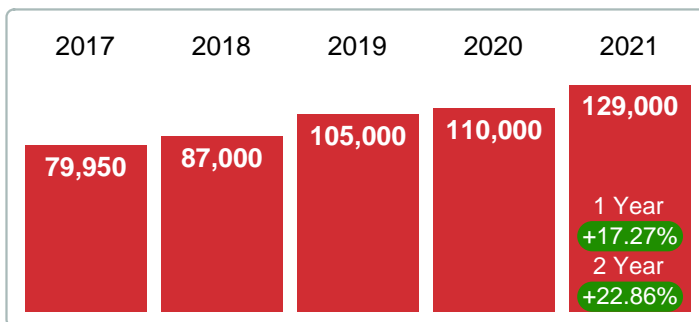
MEDIAN LIST PRICE AT CLOSING

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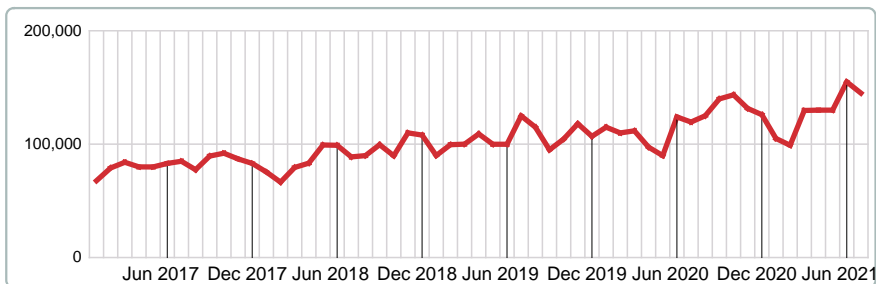
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 112,610

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

Median List Price at Closing this month at **145,000**
above the 5 yr JUL average of **112,610**

- MAY 130,000
- JUN 154,900 (+19.15%)
- JUL 145,000 (-6.39%)

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
\$20,000 and less	8.76%	8,750	10,000	1,200	0	0
\$20,001 - \$60,000	13.14%	39,900	38,700	39,950	0	0
\$60,001 - \$100,000	12.41%	89,425	84,663	89,450	95,000	0
\$100,001 - \$160,000	26.28%	142,450	125,000	140,000	145,000	0
\$160,001 - \$250,000	17.52%	204,450	225,000	200,000	199,900	228,600
\$250,001 - \$400,000	10.95%	329,000	340,200	345,000	306,950	395,000
\$400,001 and up	10.95%	525,000	799,493	512,500	549,500	462,900
Median List Price		145,000	66,500	149,250	252,500	455,000
Total Closed Units	100%	145,000	44	68	20	5
Total Closed Volume		25,756,136	4.93M	12.55M	5.89M	2.38M

July 2021



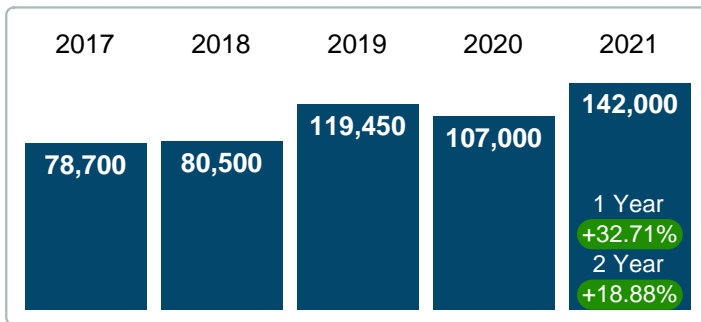
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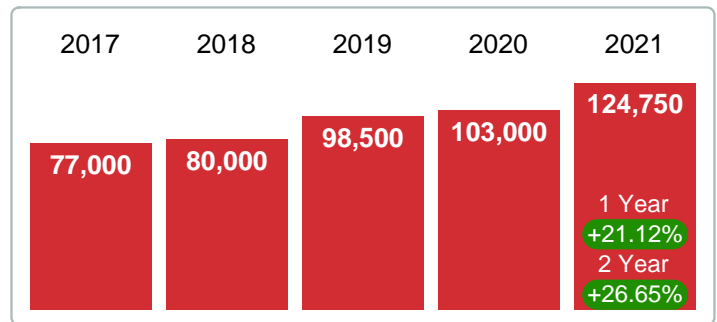
MEDIAN SOLD PRICE AT CLOSING

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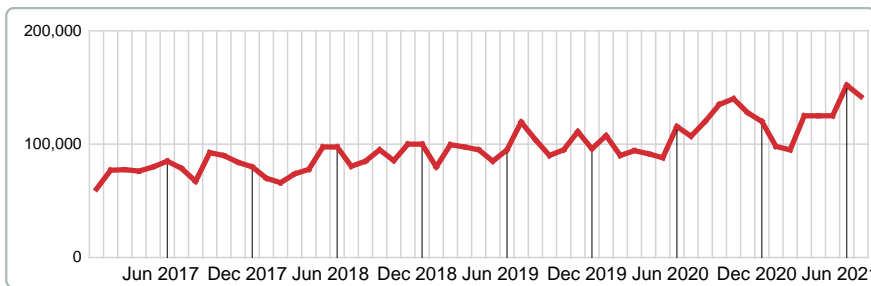
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

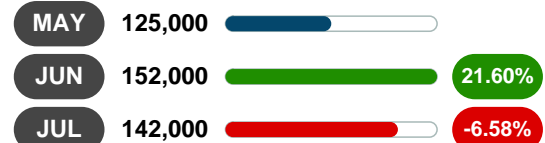


3 MONTHS

5 year JUL AVG = 105,530

High Jun 2021 152,000 Low Jan 2017 60,500

Median Sold Price at Closing this month at **142,000** above the 5 yr JUL average of **105,530**



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
\$20,000 and less	10.22%	8,125	13,000	1,200	0	0
\$20,001 - \$60,000	11.68%	33,250	37,000	31,225	0	0
\$60,001 - \$100,000	13.14%	85,000	80,000	95,000	83,000	0
\$100,001 - \$160,000	27.01%	140,000	136,750	137,500	145,000	0
\$160,001 - \$250,000	14.60%	199,000	205,000	199,000	206,000	0
\$250,001 - \$400,000	13.87%	315,900	285,450	351,250	314,900	320,500
\$400,001 and up	9.49%	525,000	777,500	525,000	510,000	462,500
Median Sold Price		142,000	64,400	149,250	250,000	435,000
Total Closed Units	100%	137	44	68	20	5
Total Closed Volume		24,969,900	4.72M	12.18M	5.69M	2.38M

July 2021



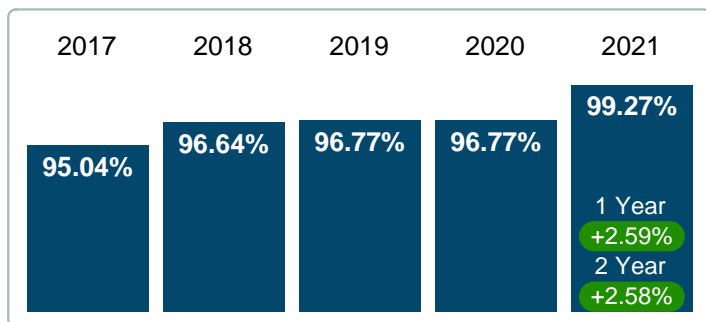
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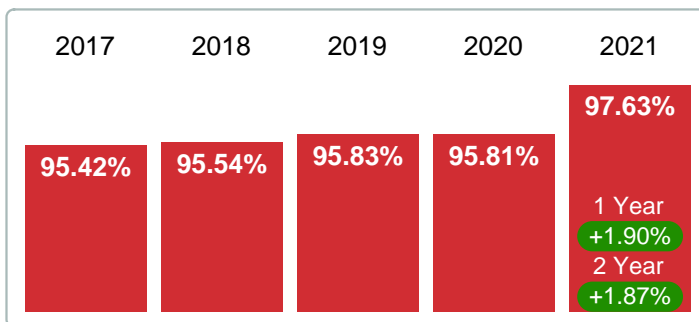
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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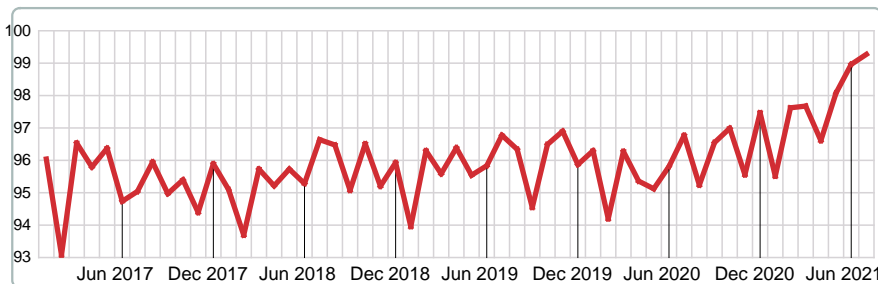
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

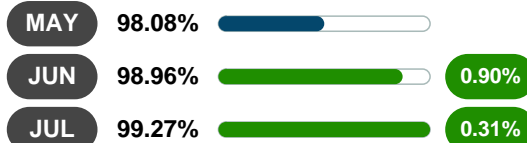


3 MONTHS

5 year JUL AVG = 96.90%

High Jul 2021 99.27% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **99.27%**
above the 5 yr JUL average of **96.90%**



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
\$20,000 and less	14	10.22%	90.87%	88.89%	100.00%	0.00%	0.00%
\$20,001 - \$60,000	16	11.68%	91.56%	93.44%	84.56%	0.00%	0.00%
\$60,001 - \$100,000	18	13.14%	97.27%	94.21%	100.00%	87.37%	0.00%
\$100,001 - \$160,000	37	27.01%	100.00%	100.03%	100.00%	97.24%	0.00%
\$160,001 - \$250,000	20	14.60%	99.32%	83.67%	99.18%	99.73%	0.00%
\$250,001 - \$400,000	19	13.87%	99.27%	103.10%	97.75%	100.00%	104.73%
\$400,001 and up	13	9.49%	97.50%	97.16%	95.99%	100.00%	99.91%
Median Sold/List Ratio		99.27%		94.21%	100.00%	100.00%	99.91%
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



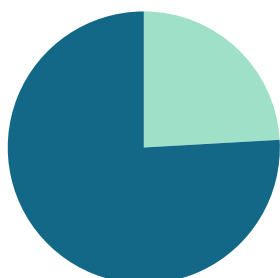
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

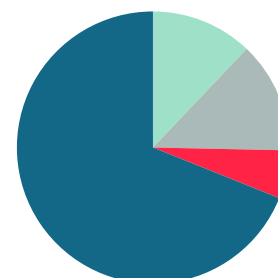


Inventory
 New Listings
268 = 24.10%
 Start Inventory
844
 Total Inventory Units
1,112
 Volume
\$250,195,104

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%
Median List Price	119,500	145,000	21.34%	110,000	129,000	17.27%
Median Sale Price	107,000	142,000	32.71%	103,000	124,750	21.12%
Median Percent of Selling Price to List Price	96.77%	99.27%	2.59%	95.81%	97.63%	1.90%
Median Days on Market to Sale	48.00	20.00	-58.33%	47.00	28.00	-40.43%
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

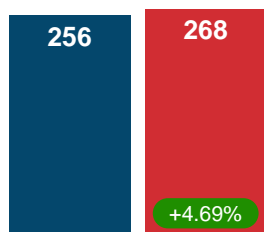
Inventory on July 31, 2021 = **781**

2020 **2021**

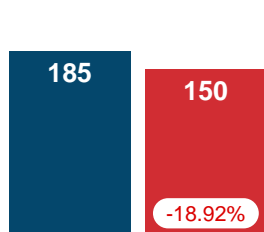
JULY MARKET

MEDIAN PRICES

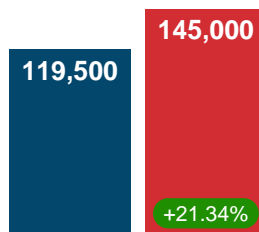
New Listings



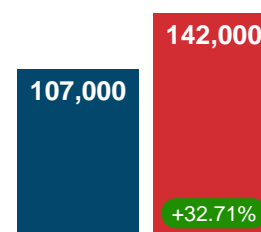
Pending Listings



List Price



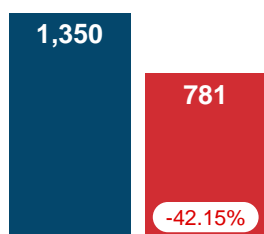
Sale Price



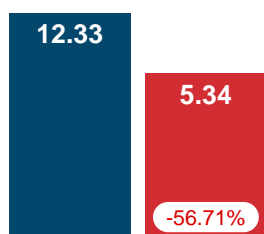
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

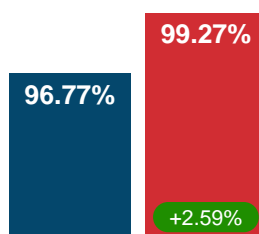
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

