

June 2021



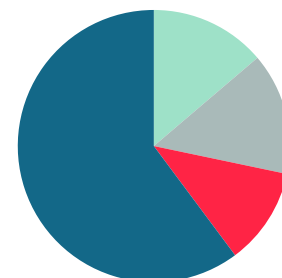
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	128	165	28.91%
Pending Listings	168	174	3.57%
New Listings	305	342	12.13%
Average List Price	162,753	203,793	25.22%
Average Sale Price	155,242	199,299	28.38%
Average Percent of Selling Price to List Price	94.01%	95.89%	2.00%
Average Days on Market to Sale	56.29	57.55	2.23%
End of Month Inventory	1,365	721	-47.18%
Months Supply of Inventory	12.46	4.90	-60.67%



■ Closed (13.77%)
■ Pending (14.52%)
■ Other OffMarket (11.52%)
■ Active (60.18%)

Absorption: Last 12 months, an Average of **147** Sales/Month
Active Inventory as of June 30, 2021 = **721**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **47.18%** to 721 existing homes available for sale. Over the last 12 months this area has had an average of 147 closed sales per month. This represents an unsold inventory index of **4.90** 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 **28.38%** in June 2021 to \$199,299 versus the previous year at \$155,242.

Average Days on Market Lengthens

The average number of **57.55** days that homes spent on the market before selling increased by 1.26 days or **2.23%** in June 2021 compared to last year's same month at **56.29** DOM.

Sales Success for June 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 342 New Listings in June 2021, up **12.13%** from last year at 305. Furthermore, there were 165 Closed Listings this month versus last year at 128, a **28.91%** increase.

Closed versus Listed trends yielded a **48.2%** ratio, up from previous year's, June 2020, at **42.0%**, a **14.96%** upswing. 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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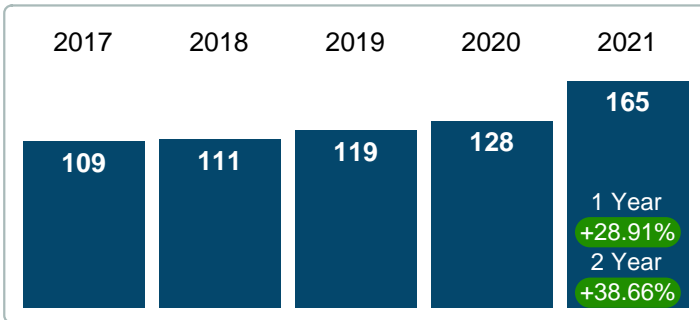
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



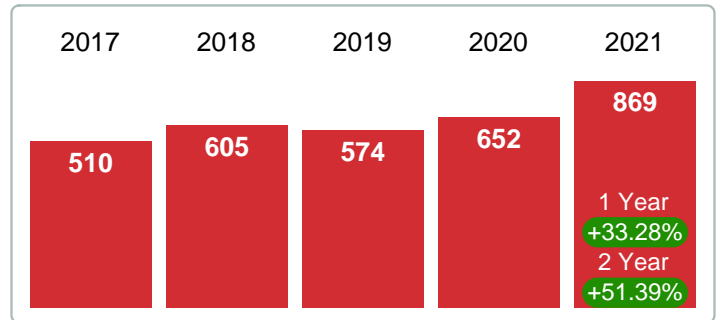
CLOSED LISTINGS

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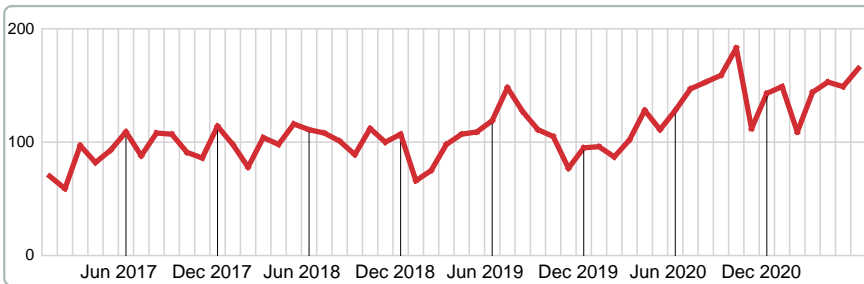
JUNE



YEAR TO DATE (YTD)

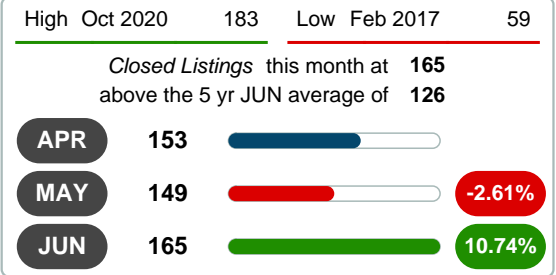


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	36	21.82%	98.1	30	5	0	1
\$50,001-\$100,000	26	15.76%	57.0	9	13	4	0
\$100,001-\$175,000	37	22.42%	40.6	10	20	4	3
\$175,001-\$225,000	26	15.76%	39.5	6	18	2	0
\$225,001-\$475,000	26	15.76%	37.5	4	14	6	2
\$475,001 and up	14	8.48%	69.9	4	4	5	1
Total Closed Units	165			63	74	21	7
Total Closed Volume	32,884,401	100%	57.5	9.87M	14.47M	6.68M	1.86M
Average Closed Price	\$199,299			\$156,743	\$195,505	\$318,152	\$265,857

June 2021



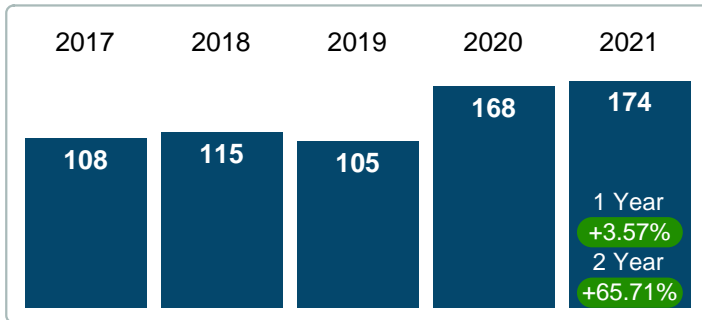
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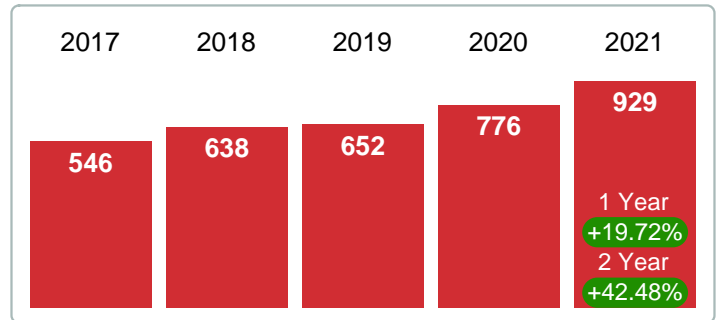
PENDING LISTINGS

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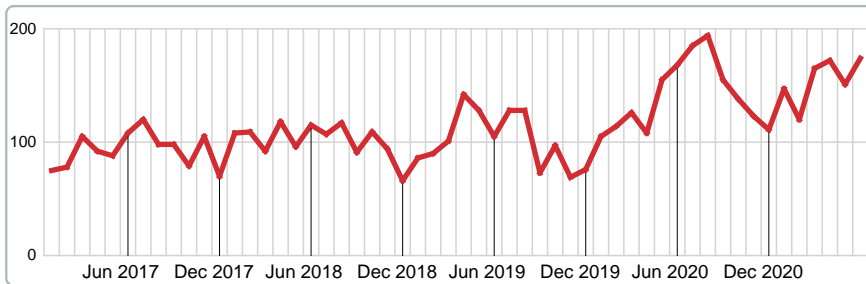
JUNE



YEAR TO DATE (YTD)

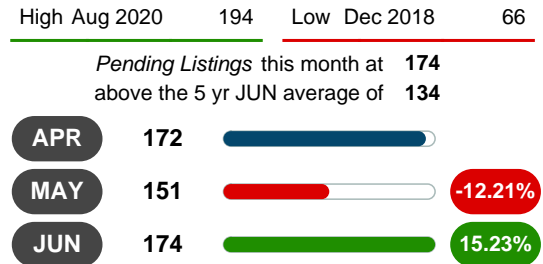


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 134



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	10	5.75%	45.2	7	2	0	1
\$25,001 - \$50,000	25	14.37%	84.8	21	4	0	0
\$50,001 - \$100,000	28	16.09%	46.7	16	9	3	0
\$100,001 - \$175,000	42	24.14%	27.3	11	23	8	0
\$175,001 - \$250,000	25	14.37%	59.4	3	18	4	0
\$250,001 - \$375,000	25	14.37%	28.2	2	18	5	0
\$375,001 and up	19	10.92%	30.7	7	7	3	2
Total Pending Units	174			67	81	23	3
Total Pending Volume	33,753,123	100%	49.0	10.12M	16.93M	5.33M	1.37M
Average Listing Price	\$226,960			\$151,013	\$209,015	\$231,783	\$458,000

June 2021



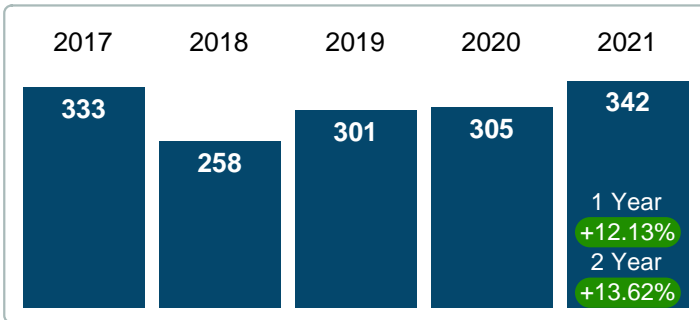
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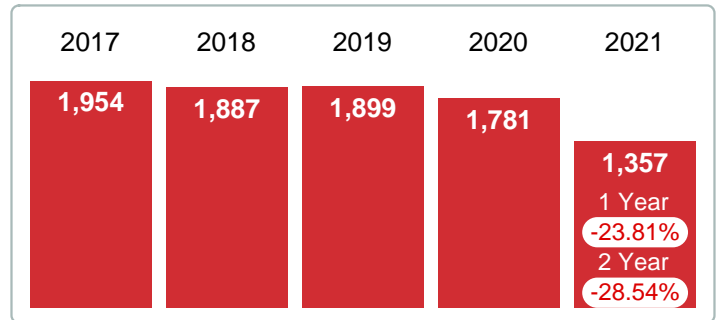
NEW LISTINGS

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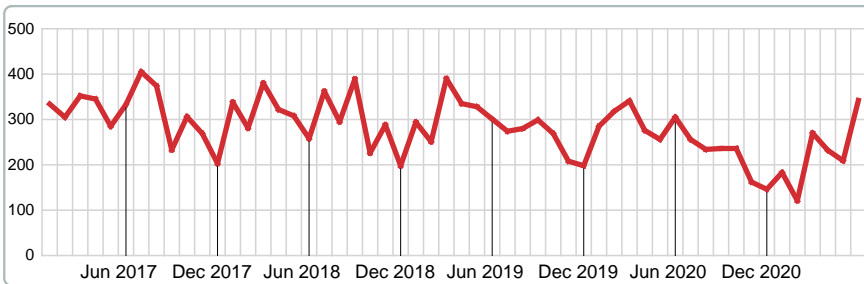
JUNE



YEAR TO DATE (YTD)

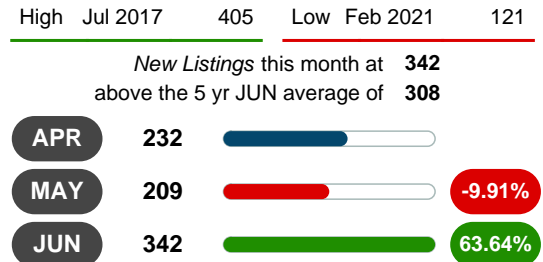


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 308



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	19	5.56%	16	3	0	0
\$20,001 - \$40,000	35	10.23%	31	4	0	0
\$40,001 - \$70,000	66	19.30%	60	5	1	0
\$70,001 - \$150,000	89	26.02%	46	37	6	0
\$150,001 - \$250,000	59	17.25%	26	26	7	0
\$250,001 - \$370,000	38	11.11%	14	14	7	3
\$370,001 and up	36	10.53%	13	9	10	4
Total New Listed Units	342		206	98	31	7
Total New Listed Volume	62,539,571	100%	29.19M	19.12M	9.51M	4.73M
Average New Listed Listing Price	\$111,650		\$141,683	\$195,054	\$306,732	\$675,557

June 2021



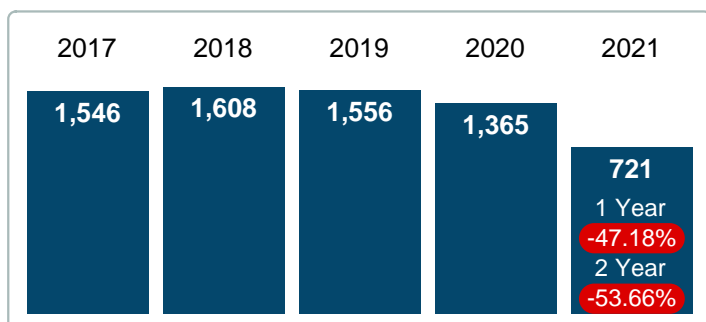
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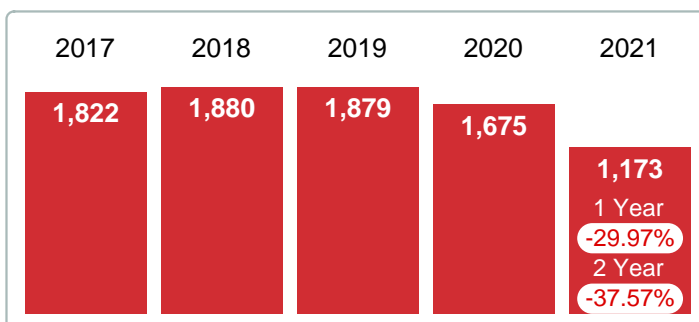
ACTIVE INVENTORY

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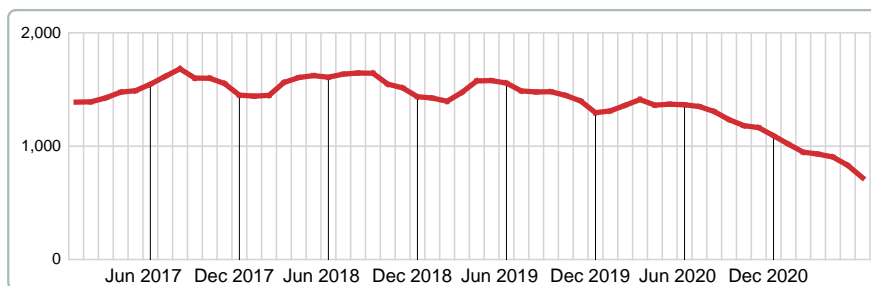
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

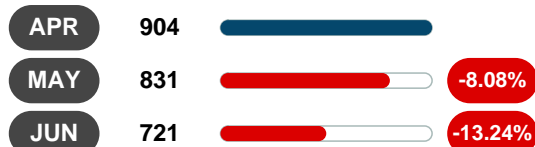


3 MONTHS

5 year JUN AVG = 1,359

High Aug 2017 1,682 Low Jun 2021 721

Inventory this month at 721
below the 5 yr JUN average of 1,359



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	82	11.37%	102.5	79	3	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	128	17.75%	98.1	118	9	1	0
\$50,001 - \$150,000	216	29.96%	94.2	144	61	11	0
\$150,001 - \$250,000	119	16.50%	82.8	66	39	13	1
\$250,001 - \$475,000	103	14.29%	76.5	47	28	20	8
\$475,001 and up	73	10.12%	98.5	41	13	10	9
Total Active Inventory by Units	721			495	153	55	18
Total Active Inventory by Volume	164,692,250	100%	91.9	98.71M	33.18M	18.98M	13.83M
Average Active Inventory Listing Price	\$228,422			\$199,405	\$216,851	\$345,035	\$768,433

June 2021



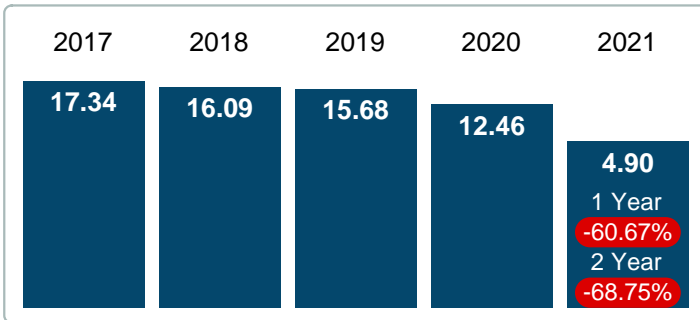
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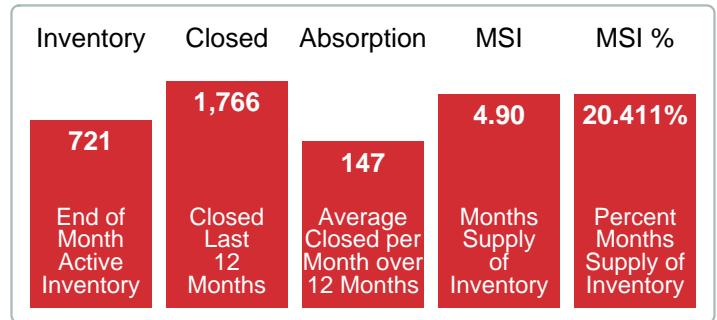
MONTHS SUPPLY of INVENTORY (MSI)

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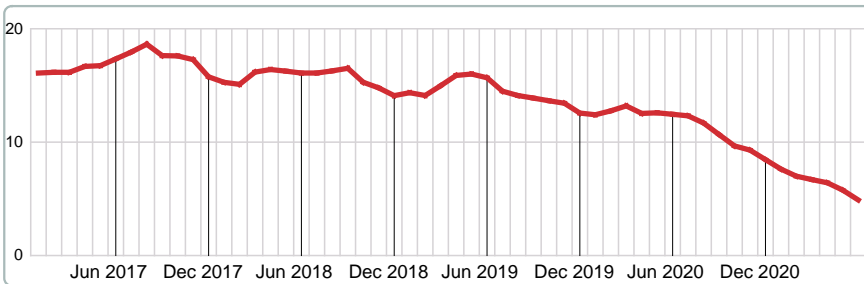
MSI FOR JUNE



INDICATORS FOR JUNE 2021

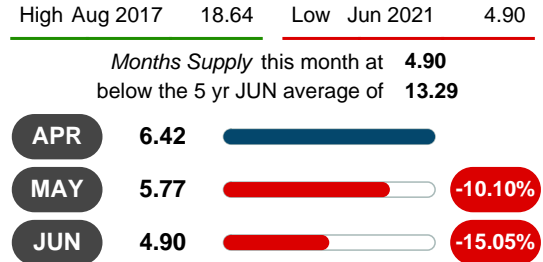


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	51	7.07%	4.25	4.98	1.00	0.00	0.00
\$20,001 - \$40,000	114	15.81%	9.00	10.52	3.23	0.00	0.00
\$40,001 - \$70,000	102	14.15%	6.00	8.03	1.94	2.40	0.00
\$70,001 - \$160,000	171	23.72%	3.37	5.61	2.12	2.36	0.00
\$160,001 - \$260,000	113	15.67%	3.95	8.71	2.23	3.11	2.18
\$260,001 - \$480,000	97	13.45%	5.39	16.88	3.18	3.32	4.94
\$480,001 and up	73	10.12%	8.94	24.60	6.50	3.53	5.40
Market Supply of Inventory (MSI)			4.90	8.16	2.42	2.96	3.93
Total Active Inventory by Units		100%	4.90	495	153	55	18

June 2021



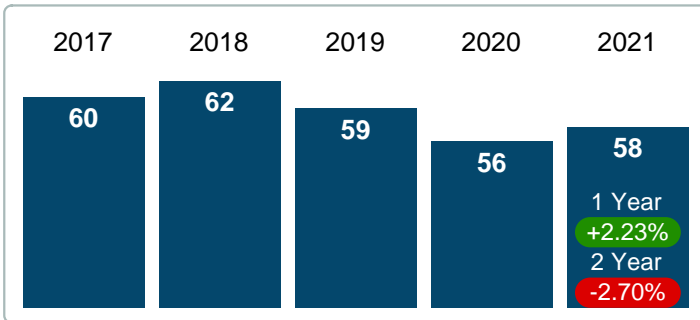
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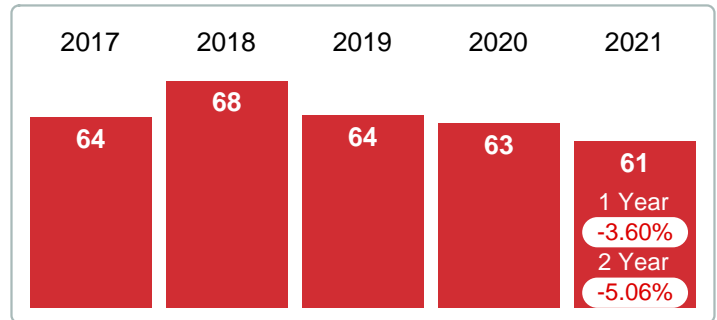
AVERAGE DAYS ON MARKET TO SALE

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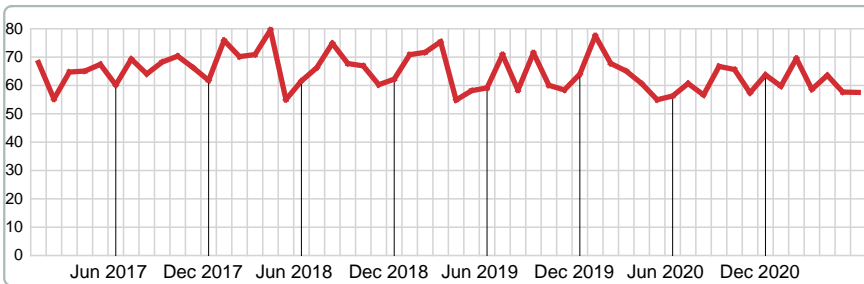
JUNE



YEAR TO DATE (YTD)

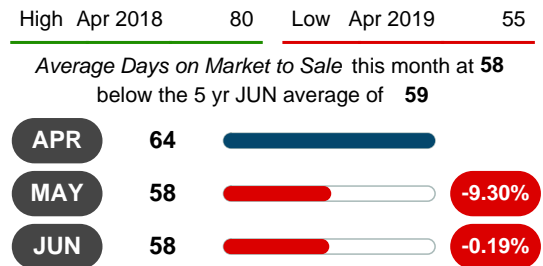


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 59



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	36	21.82%	98	113	14	0	72
\$50,001-\$100,000	26	15.76%	57	92	36	46	0
\$100,001-\$175,000	37	22.42%	41	50	48	2	15
\$175,001-\$225,000	26	15.76%	40	53	33	55	0
\$225,001-\$475,000	26	15.76%	37	43	40	38	6
\$475,001 and up	14	8.48%	70	115	26	80	14
Average Closed DOM	58			90	37	44	20
Total Closed Units	165			63	74	21	7
Total Closed Volume	32,884,401			9.87M	14.47M	6.68M	1.86M

June 2021



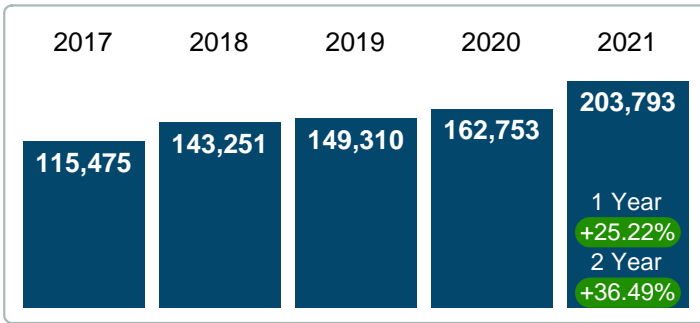
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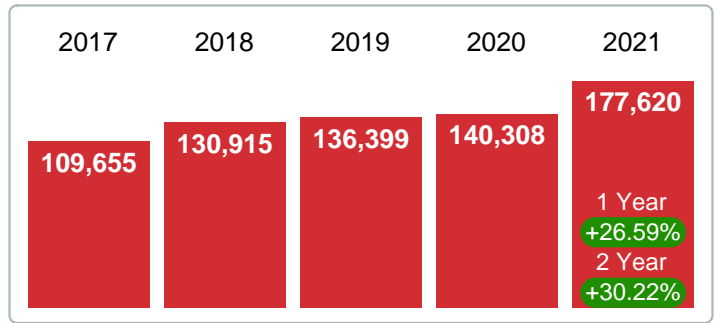
AVERAGE LIST PRICE AT CLOSING

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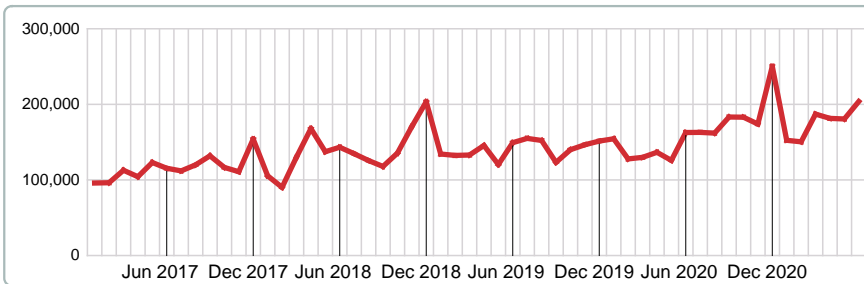
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

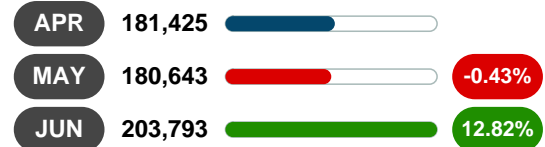


3 MONTHS

5 year JUN AVG = 154,917

High Dec 2020 250,232 Low Feb 2018 90,220

Average List Price at Closing this month at **203,793**
above the 5 yr JUN average of **154,917**



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 to \$50,000	34	20.61%	24,765	26,440	30,740	0	20,000
\$50,001 to \$100,000	23	13.94%	79,422	82,611	91,692	81,325	0
\$100,001 to \$175,000	38	23.03%	140,826	141,680	150,560	162,225	155,800
\$175,001 to \$225,000	28	16.97%	200,871	238,583	201,656	197,450	0
\$225,001 to \$475,000	28	16.97%	337,911	363,725	325,693	354,867	367,000
\$475,001 and up	14	8.48%	751,421	1,109,750	533,250	669,580	600,000
Average List Price			203,793	163,157	198,370	326,009	260,200
Total Closed Units		100%	203,793	63	74	21	7
Total Closed Volume			33,625,896	10.28M	14.68M	6.85M	1.82M

June 2021



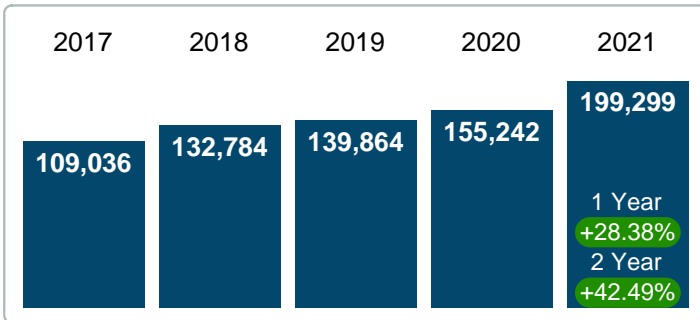
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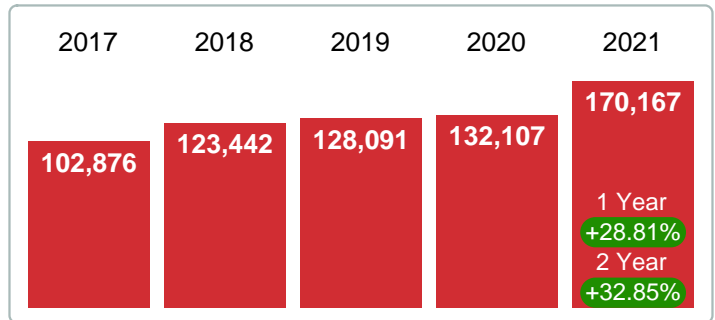
AVERAGE SOLD PRICE AT CLOSING

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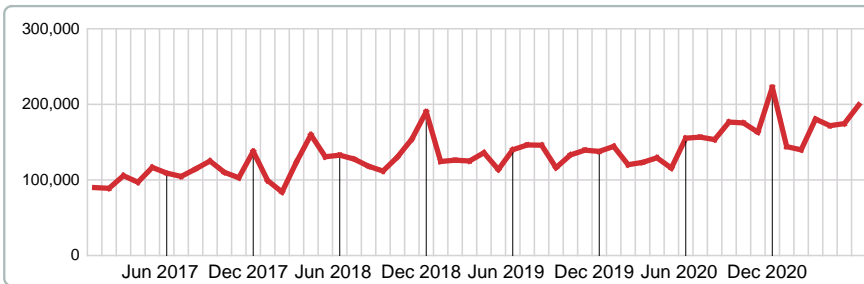
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

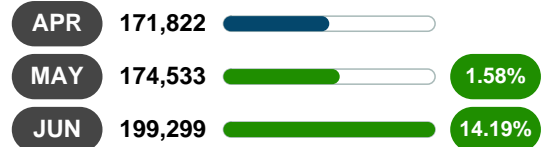


3 MONTHS

5 year JUN AVG = 147,245

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

Average Sold Price at Closing this month at **199,299** above the 5 yr JUN average of **147,245**



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	36	21.82%	24,381	24,527	25,380	0	15,000
\$50,001-\$100,000	26	15.76%	81,812	78,444	85,708	76,725	0
\$100,001-\$175,000	37	22.42%	144,546	133,950	145,535	158,000	155,333
\$175,001-\$225,000	26	15.76%	202,788	213,583	200,726	188,950	0
\$225,001-\$475,000	26	15.76%	334,150	332,500	323,214	347,983	372,500
\$475,001 and up	14	8.48%	755,073	1,120,500	544,381	655,300	635,000
Average Sold Price			199,299	156,743	195,505	318,152	265,857
Total Closed Units		100%	165	63	74	21	7
Total Closed Volume			32,884,401	9.87M	14.47M	6.68M	1.86M

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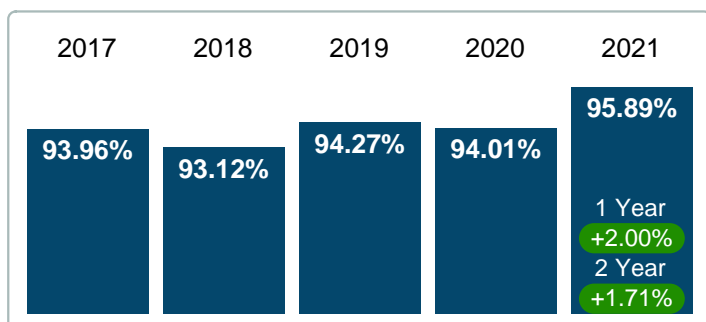
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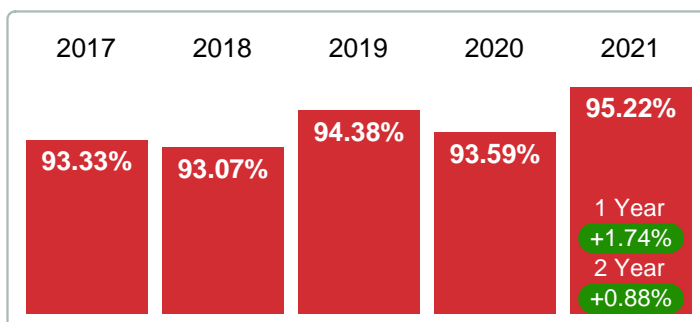
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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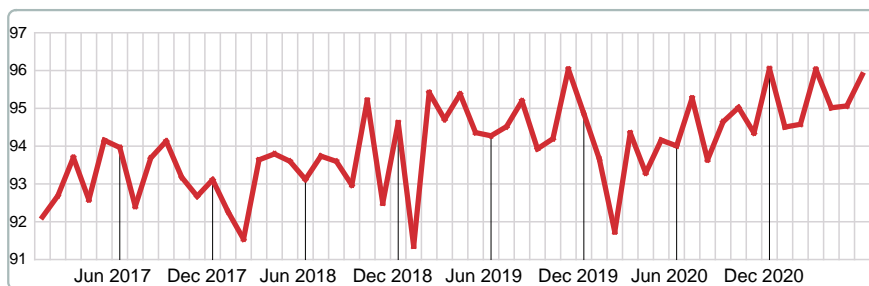
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

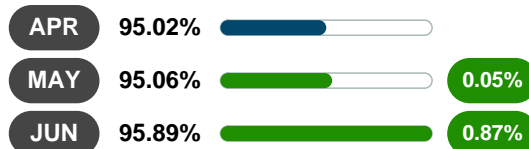


3 MONTHS

5 year JUN AVG = 94.25%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **95.89%** above the 5 yr JUN average of **94.25%**



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	36	21.82%	91.07%	91.29%	92.99%	0.00%	75.00%
\$50,001-\$100,000	26	15.76%	94.95%	95.94%	94.15%	95.32%	0.00%
\$100,001-\$175,000	37	22.42%	96.79%	94.78%	97.20%	97.61%	99.65%
\$175,001-\$225,000	26	15.76%	97.39%	90.76%	99.79%	95.64%	0.00%
\$225,001-\$475,000	26	15.76%	98.25%	91.54%	99.52%	98.48%	102.12%
\$475,001 and up	14	8.48%	100.48%	100.62%	102.25%	97.88%	105.83%
Average Sold/List Ratio		95.90%		93.07%	97.72%	97.30%	97.72%
Total Closed Units		165	100%	63	74	21	7
Total Closed Volume		32,884,401		9.87M	14.47M	6.68M	1.86M

June 2021



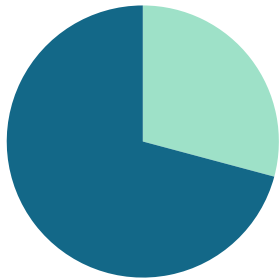
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

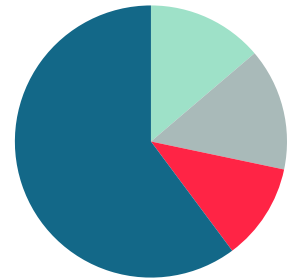


Inventory
 New Listings
342 = 29.16%
 Start Inventory
831
 Total Inventory Units
1,173
 Volume
\$253,947,470

Market Activity

Closed Sales
165 = 13.77%
 Pending Sales
174 = 14.52%
 Other Off Market
138 = 11.52%
 Active Inventory
721 = 60.18%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	128	165	28.91%	652	869	33.28%
Pending Sales	168	174	3.57%	776	929	19.72%
New Listings	305	342	12.13%	1,781	1,357	-23.81%
Average List Price	162,753	203,793	25.22%	140,308	177,620	26.59%
Average Sale Price	155,242	199,299	28.38%	132,107	170,167	28.81%
Average Percent of Selling Price to List Price	94.01%	95.89%	2.00%	93.59%	95.22%	1.74%
Average Days on Market to Sale	56.29	57.55	2.23%	62.95	60.68	-3.60%
Monthly Inventory	1,365	721	-47.18%	1,365	721	-47.18%
Months Supply of Inventory	12.46	4.90	-60.67%	12.46	4.90	-60.67%

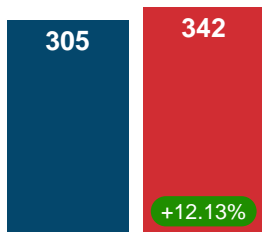
Absorption: Last 12 months, an Average of **147** Sales/Month

Inventory on June 30, 2021 = **721**

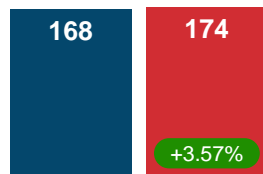
2020 **2021**

JUNE MARKET

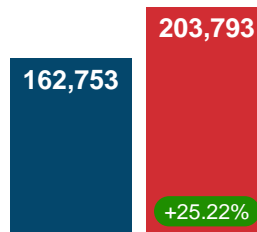
New Listings



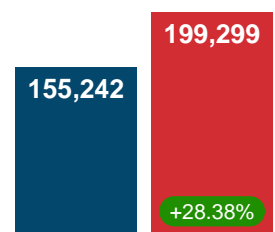
Pending Listings



List Price

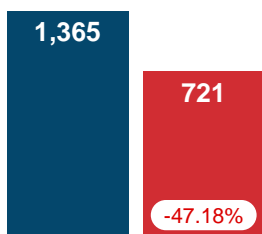


Sale Price

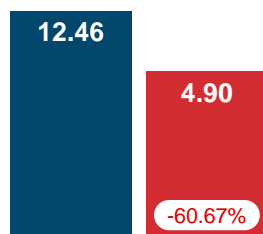


INVENTORY

Active Inventory

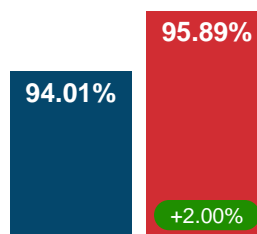


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

