

June 2021



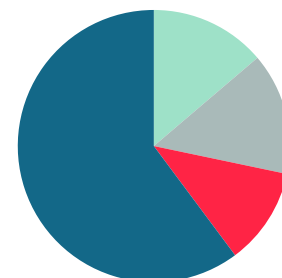
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	124,000	154,900	24.92%
Median Sale Price	115,500	152,000	31.60%
Median Percent of Selling Price to List Price	95.81%	98.96%	3.29%
Median Days on Market to Sale	50.00	22.00	-56.00%
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.

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 **31.60%** in June 2021 to \$152,000 versus the previous year at \$115,500.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 28.00 days or **56.00%** in June 2021 compared to last year's same month at **50.00** DOM.

Sales Success for June 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

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

June 2021



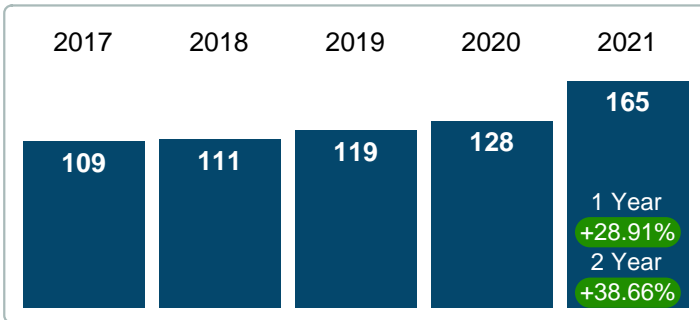
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



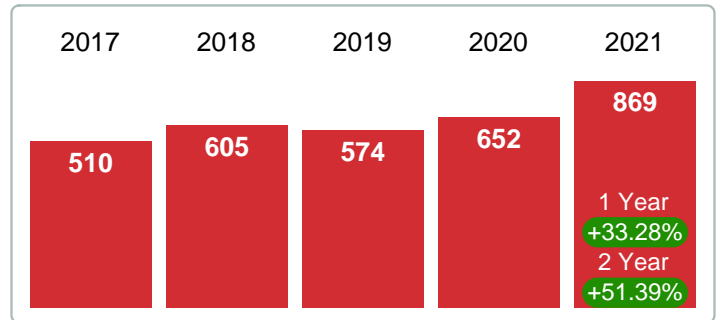
CLOSED LISTINGS

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

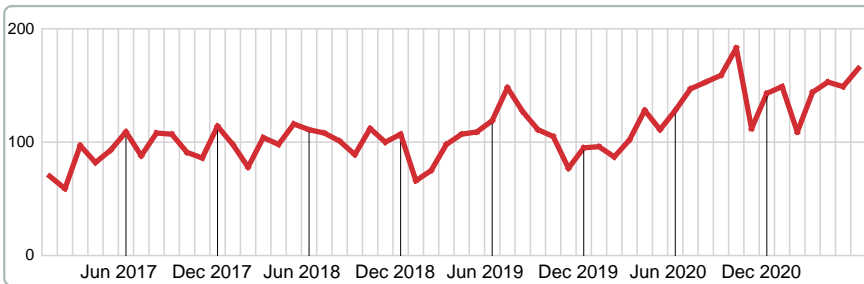
JUNE



YEAR TO DATE (YTD)

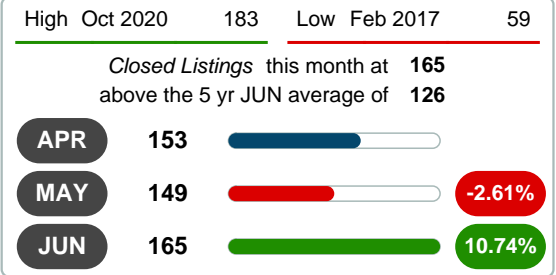


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 126



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	72.0	30	5	0	1
\$50,001-\$100,000	26	15.76%	20.5	9	13	4	0
\$100,001-\$175,000	37	22.42%	16.0	10	20	4	3
\$175,001-\$225,000	26	15.76%	29.5	6	18	2	0
\$225,001-\$475,000	26	15.76%	21.0	4	14	6	2
\$475,001 and up	14	8.48%	42.5	4	4	5	1
Total Closed Units	165			63	74	21	7
Total Closed Volume	32,884,401	100%	22.0	9.87M	14.47M	6.68M	1.86M
Median Closed Price	\$152,000			\$59,500	\$171,250	\$259,000	\$170,000

June 2021



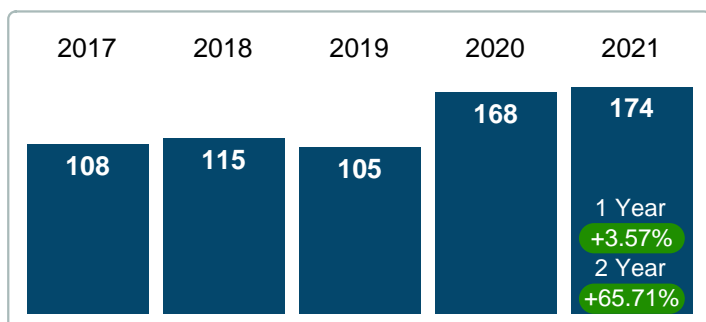
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



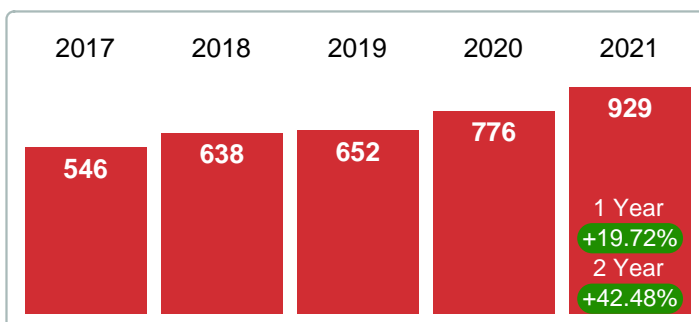
PENDING LISTINGS

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

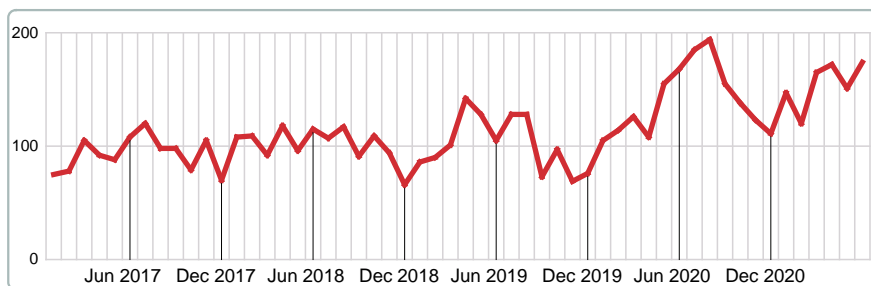
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 134

High Aug 2020 194 Low Dec 2018 66

Pending Listings this month at 174 above the 5 yr JUN average of 134



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	15	8.62%	7.0	12	2	0	1
\$30,001 - \$60,000	23	13.22%	49.0	19	4	0	0
\$60,001 - \$110,000	27	15.52%	9.0	13	11	3	0
\$110,001 - \$180,000	43	24.71%	10.0	12	23	8	0
\$180,001 - \$270,000	26	14.94%	22.0	2	20	4	0
\$270,001 - \$390,000	22	12.64%	12.5	2	15	5	0
\$390,001 and up	18	10.34%	13.5	7	6	3	2
Total Pending Units	174			67	81	23	3
Total Pending Volume	33,753,123	100%	13.0	10.12M	16.93M	5.33M	1.37M
Median Listing Price	\$149,900			\$65,000	\$189,900	\$199,900	\$455,000

June 2021



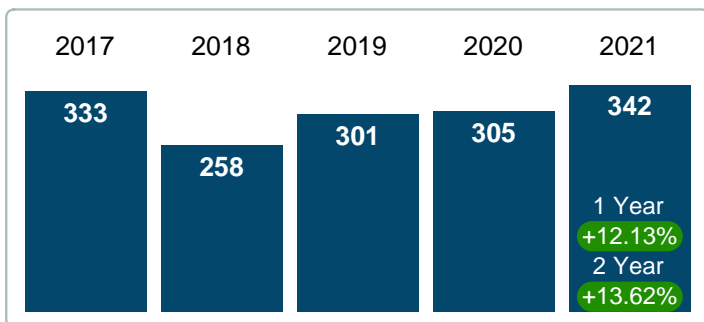
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



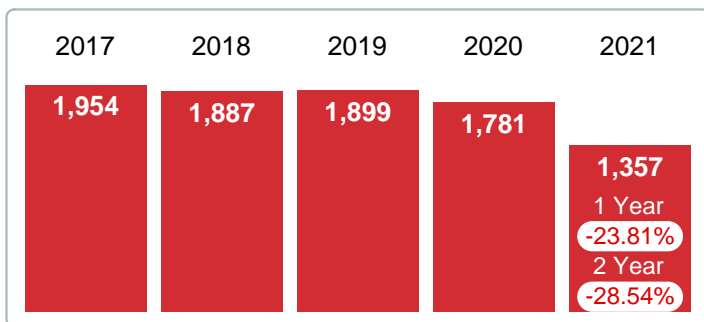
NEW LISTINGS

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

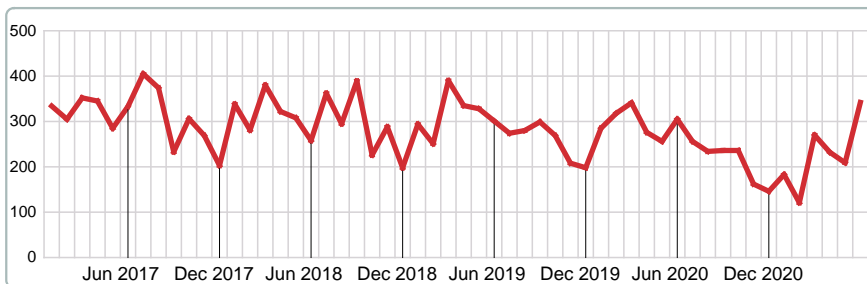
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 308

High Jul 2017 405 Low Feb 2021 121

New Listings this month at **342**
above the 5 yr JUN average of **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
Median New Listed Listing Price	\$119,900		\$67,150	\$152,400	\$275,000	\$475,000

June 2021



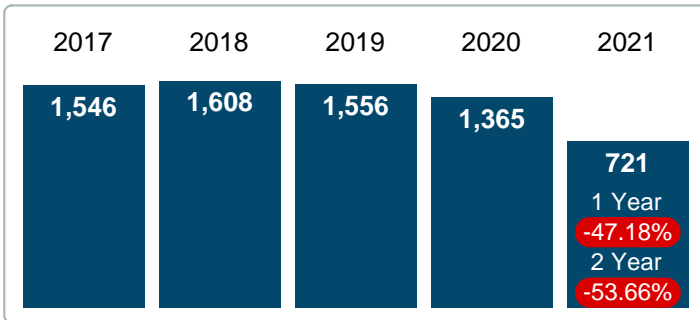
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



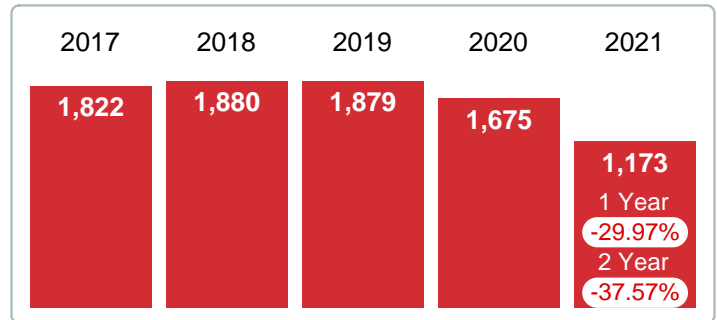
ACTIVE INVENTORY

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

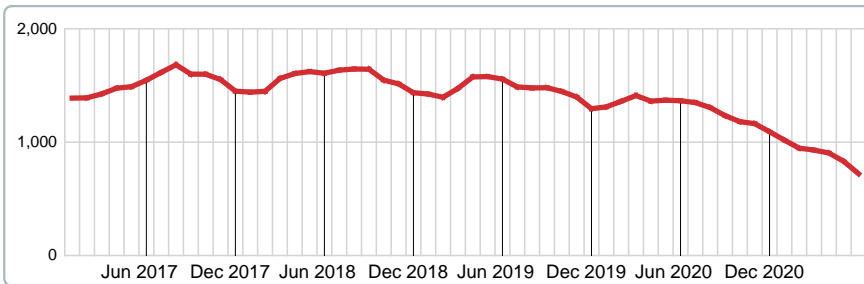
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

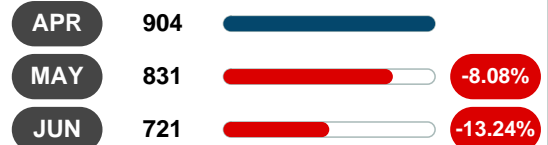


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	51	7.07%	61.0	49	2	0	0
\$20,001 - \$40,000	114	15.81%	93.5	107	7	0	0
\$40,001 - \$70,000	102	14.15%	21.5	91	10	1	0
\$70,001 - \$160,000	171	23.72%	47.0	101	58	12	0
\$160,001 - \$260,000	113	15.67%	69.0	61	36	14	2
\$260,001 - \$480,000	97	13.45%	65.0	45	27	18	7
\$480,001 and up	73	10.12%	68.0	41	13	10	9
Total Active Inventory by Units	721			495	153	55	18
Total Active Inventory by Volume	164,692,250	100%	56.0	98.71M	33.18M	18.98M	13.83M
Median Active Inventory Listing Price	\$119,555			\$70,500	\$160,000	\$269,000	\$487,000

June 2021



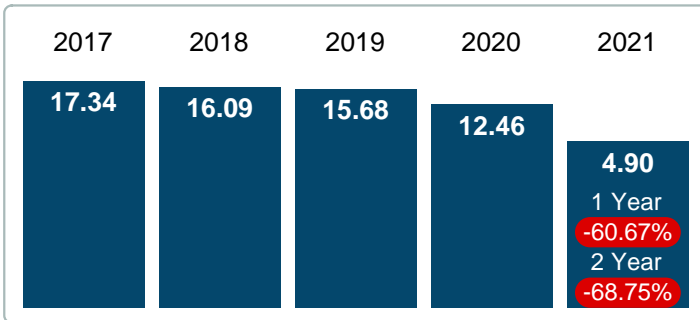
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



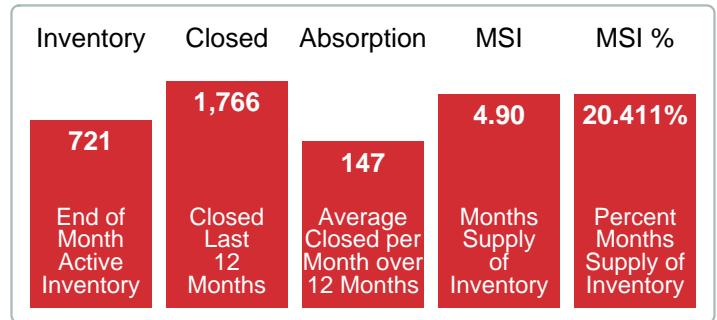
MONTHS SUPPLY of INVENTORY (MSI)

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

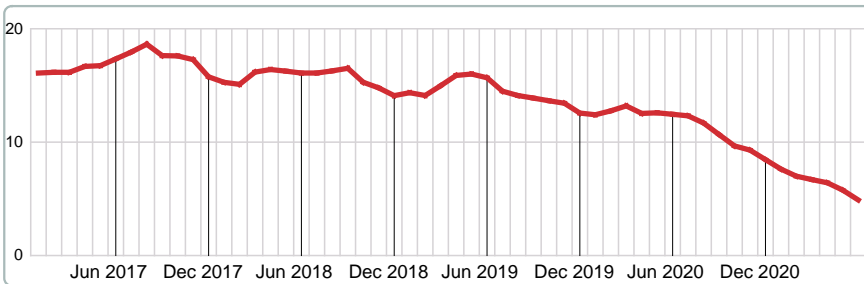
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS

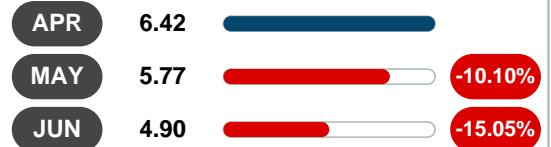


3 MONTHS

5 year JUN AVG = 13.29

High Aug 2017 18.64 Low Jun 2021 4.90

Months Supply this month at 4.90 below the 5 yr JUN average of 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



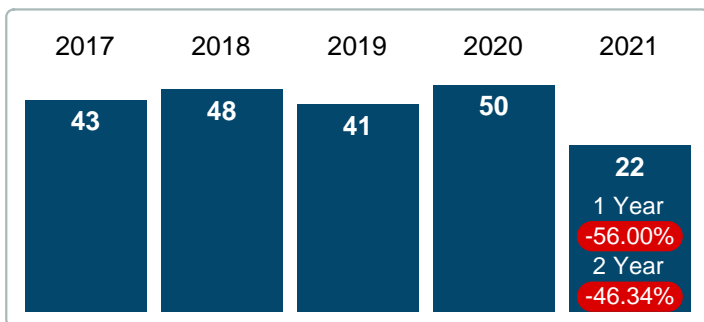
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



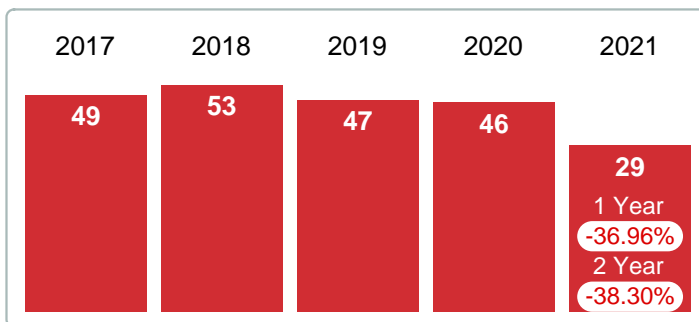
MEDIAN DAYS ON MARKET TO SALE

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

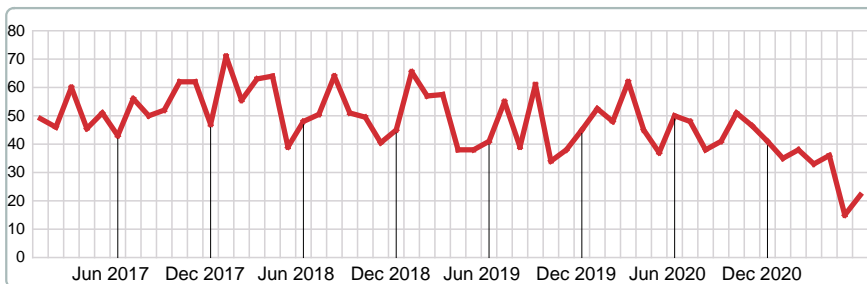
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 41

High Jan 2018 71 Low May 2021 15

Median Days on Market to Sale this month at 22 below the 5 yr JUN 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
\$0 and less	0	0.00%	68	0	0	0	0
\$1-\$50,000	36	21.82%	72	100	13	0	72
\$50,001-\$100,000	26	15.76%	21	17	21	15	0
\$100,001-\$175,000	37	22.42%	16	26	21	1	16
\$175,001-\$225,000	26	15.76%	30	39	20	55	0
\$225,001-\$475,000	26	15.76%	21	34	35	11	6
\$475,001 and up	14	8.48%	43	92	12	65	14
Median Closed DOM			22	52	21	15	14
Total Closed Units		100%	22.0	63	74	21	7
Total Closed Volume			32,884,401	9.87M	14.47M	6.68M	1.86M

June 2021



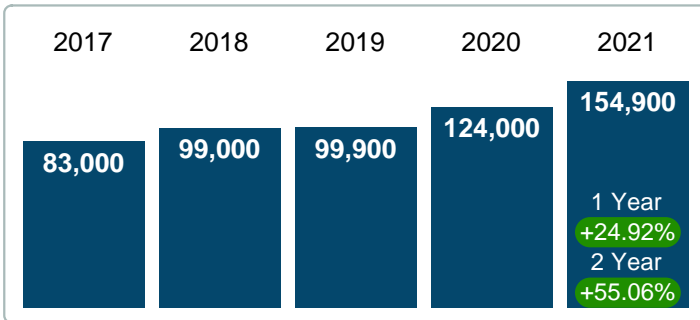
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



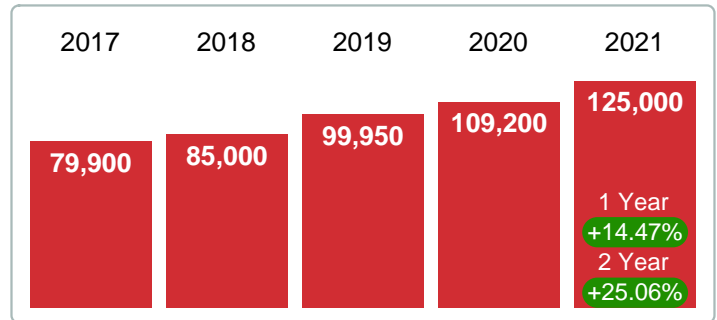
MEDIAN LIST PRICE AT CLOSING

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

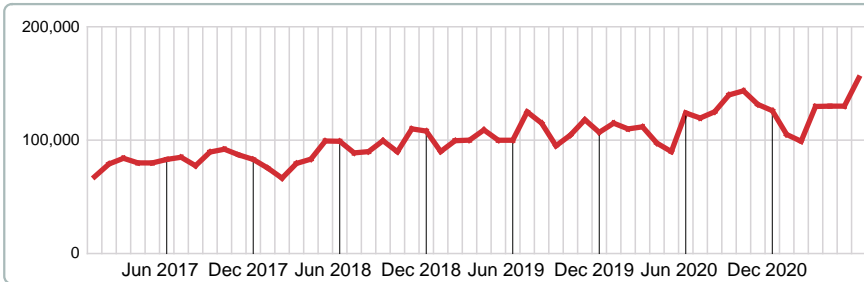
JUNE



YEAR TO DATE (YTD)

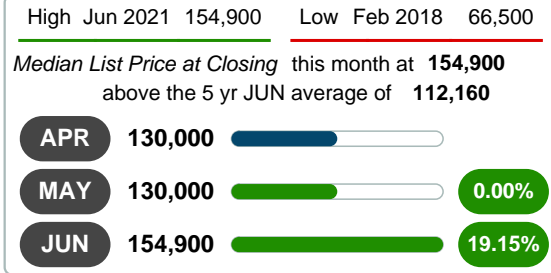


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 112,160



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
\$0 and less	0	0.00%	43	0	0	0	0
\$1-\$50,000	34	20.61%	21,750	22,500	16,500	0	20,000
\$50,001-\$100,000	23	13.94%	80,000	71,000	88,700	74,900	0
\$100,001-\$175,000	38	23.03%	144,500	129,000	151,950	152,500	162,500
\$175,001-\$225,000	28	16.97%	199,700	189,000	199,950	195,000	0
\$225,001-\$475,000	28	16.97%	312,450	294,200	302,000	347,450	367,000
\$475,001 and up	14	8.48%	625,000	1,178,500	497,000	650,000	600,000
Median List Price			154,900	59,500	178,500	259,000	170,000
Total Closed Units		100%	165	63	74	21	7
Total Closed Volume			33,625,896	10.28M	14.68M	6.85M	1.82M

June 2021



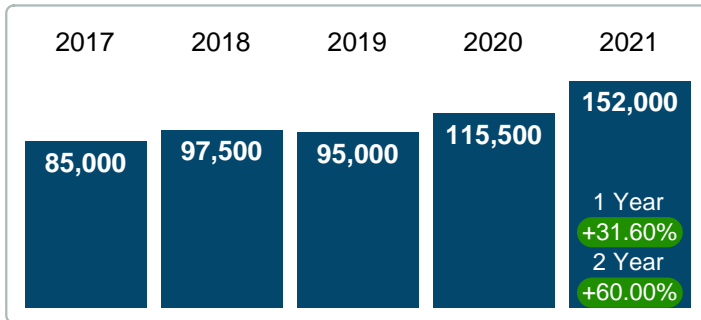
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



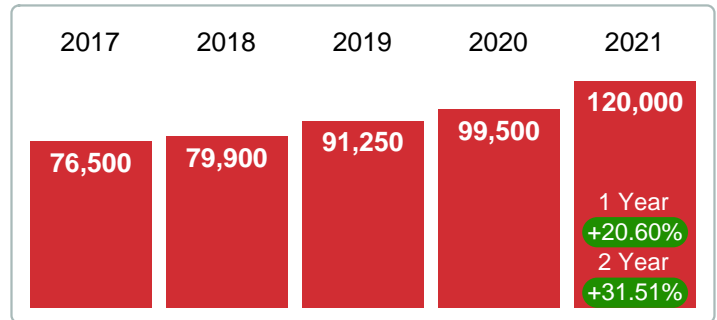
MEDIAN SOLD PRICE AT CLOSING

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

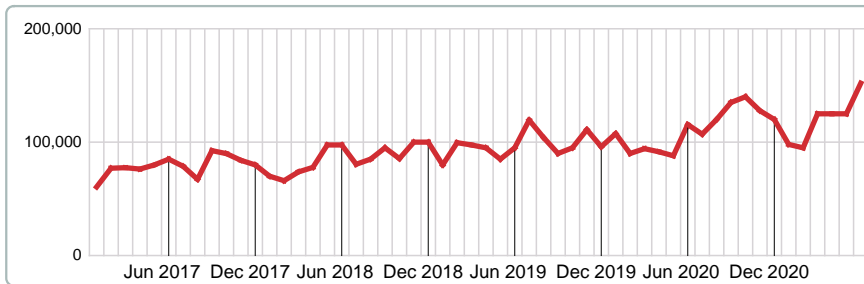
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

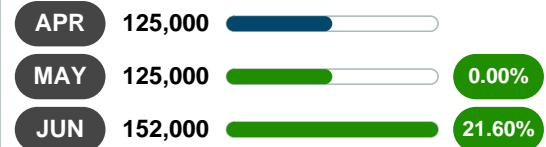


3 MONTHS

5 year JUN AVG = 109,000

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

Median Sold Price at Closing this month at **152,000** above the 5 yr JUN average of **109,000**



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
\$0 and less	0	0.00%	625,000	0	0	0	0
\$1 \$50,000	36	21.82%	20,500	21,000	20,000	0	15,000
\$50,001 \$100,000	26	15.76%	83,250	75,000	85,000	76,450	0
\$100,001 \$175,000	37	22.42%	150,000	130,000	151,000	157,250	162,500
\$175,001 \$225,000	26	15.76%	202,500	222,500	200,000	188,950	0
\$225,001 \$475,000	26	15.76%	326,000	347,500	277,600	347,000	372,500
\$475,001 and up	14	8.48%	638,750	1,200,000	517,000	642,500	635,000
Median Sold Price			152,000	59,500	171,250	259,000	170,000
Total Closed Units		100%	165	63	74	21	7
Total Closed Volume			32,884,401	9.87M	14.47M	6.68M	1.86M

June 2021



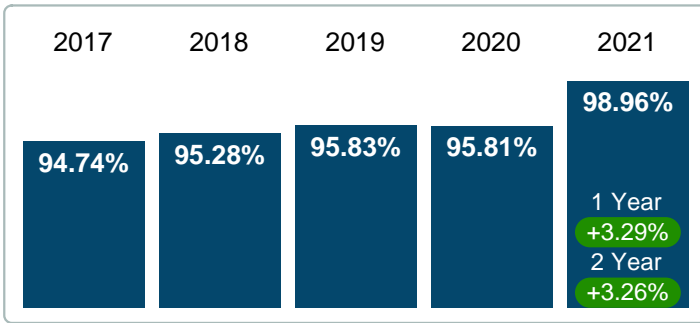
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



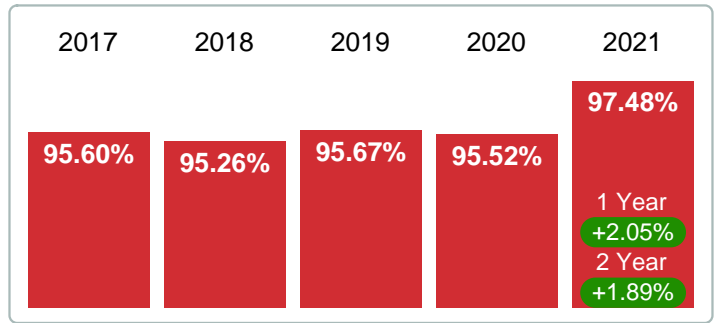
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

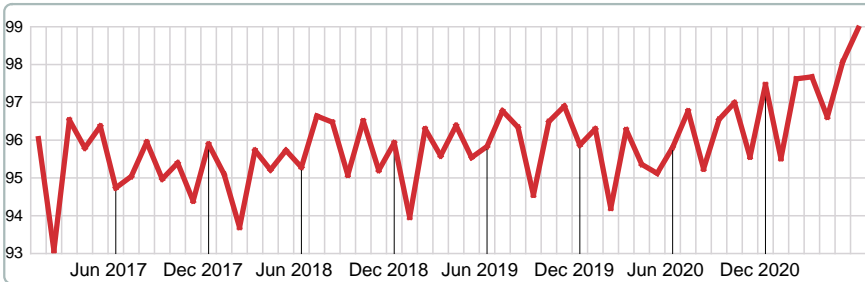
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

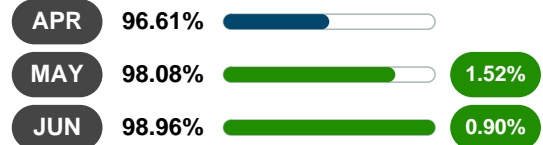


3 MONTHS

5 year JUN AVG = 96.12%

High Jun 2021 98.96% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **98.96%**
above the 5 yr JUN average of **96.12%**



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
\$0 and less	0	0.00%	98.7500%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	36	21.82%	91.77%	91.77%	100.00%	0.00%	75.00%
\$50,001-\$100,000	26	15.76%	97.48%	98.99%	92.90%	96.97%	0.00%
\$100,001-\$175,000	37	22.42%	98.57%	96.81%	98.46%	99.12%	100.00%
\$175,001-\$225,000	26	15.76%	100.00%	94.78%	100.00%	95.64%	0.00%
\$225,001-\$475,000	26	15.76%	100.00%	90.18%	100.00%	98.34%	102.12%
\$475,001 and up	14	8.48%	100.00%	100.00%	100.46%	98.71%	105.83%
Median Sold/List Ratio		98.96%		96.43%	100.00%	98.24%	100.00%
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



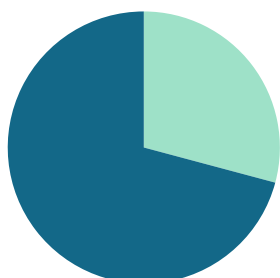
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

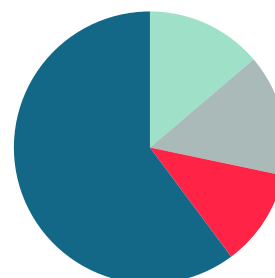


Inventory
 New Listings
342 = 29.16%
 Start Inventory
831
 Total Inventory Units
1,173
 Volume
\$253,947,470

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%
Median List Price	124,000	154,900	24.92%	109,200	125,000	14.47%
Median Sale Price	115,500	152,000	31.60%	99,500	120,000	20.60%
Median Percent of Selling Price to List Price	95.81%	98.96%	3.29%	95.52%	97.48%	2.05%
Median Days on Market to Sale	50.00	22.00	-56.00%	46.00	29.00	-36.96%
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

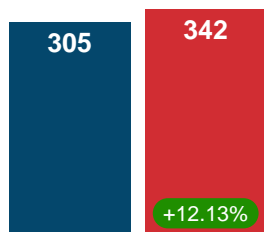
Inventory on June 30, 2021 = **721**

2020 **2021**

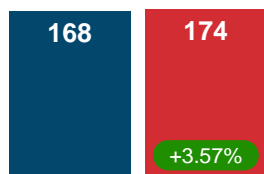
JUNE MARKET

MEDIAN PRICES

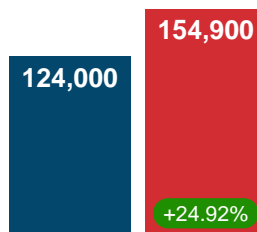
New Listings



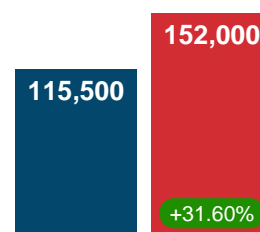
Pending Listings



List Price



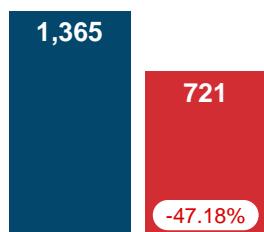
Sale Price



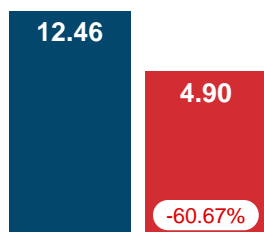
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

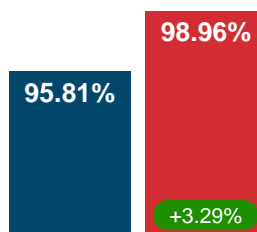
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

