

# October 2021



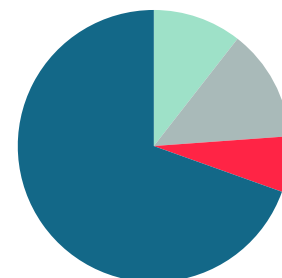
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	183	126	-31.15%
Pending Listings	138	159	15.22%
New Listings	236	188	-20.34%
Average List Price	183,021	217,119	18.63%
Average Sale Price	175,398	208,686	18.98%
Average Percent of Selling Price to List Price	95.02%	94.63%	-0.41%
Average Days on Market to Sale	65.61	39.68	-39.52%
End of Month Inventory	1,185	831	-29.87%
Months Supply of Inventory	9.70	5.89	-39.24%



■ Closed (10.54%)  
■ Pending (13.31%)  
■ Other OffMarket (6.61%)  
■ Active (69.54%)

**Absorption:** Last 12 months, an Average of **141** Sales/Month  
**Active Inventory** as of October 31, 2021 = **831**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **29.87%** to 831 existing homes available for sale. Over the last 12 months this area has had an average of 141 closed sales per month. This represents an unsold inventory index of **5.89** 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 **18.98%** in October 2021 to \$208,686 versus the previous year at \$175,398.

#### Average Days on Market Shortens

The average number of **39.68** days that homes spent on the market before selling decreased by 25.93 days or **39.52%** in October 2021 compared to last year's same month at **65.61** DOM.

#### Sales Success for October 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 188 New Listings in October 2021, down **20.34%** from last year at 236. Furthermore, there were 126 Closed Listings this month versus last year at 183, a **-31.15%** decrease.

Closed versus Listed trends yielded a **67.0%** ratio, down from previous year's, October 2020, at **77.5%**, a **13.57%** 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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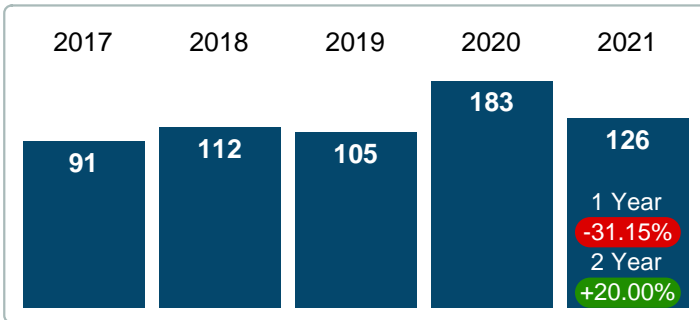
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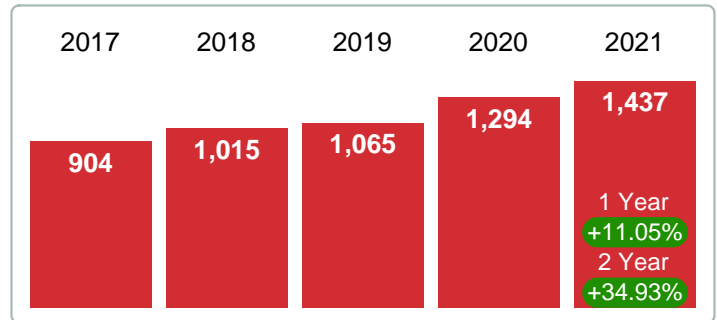
## CLOSED LISTINGS

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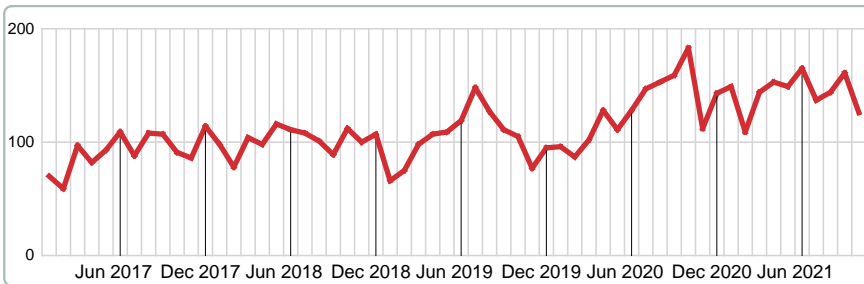
### OCTOBER



### YEAR TO DATE (YTD)

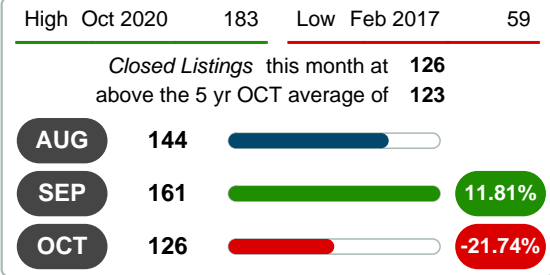


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 123



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.17%	24.8	4	0	0	0
\$25,001 - \$50,000	16	12.70%	63.6	10	5	1	0
\$50,001 - \$100,000	21	16.67%	52.4	8	13	0	0
\$100,001 - \$175,000	34	26.98%	30.1	9	22	2	1
\$175,001 - \$300,000	24	19.05%	36.0	8	13	2	1
\$300,001 - \$475,000	15	11.90%	46.5	4	8	3	0
\$475,001 and up	12	9.52%	16.5	1	6	3	2
<b>Total Closed Units</b>	<b>126</b>			<b>44</b>	<b>67</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>26,294,438</b>	<b>100%</b>	<b>39.7</b>	<b>6.31M</b>	<b>13.68M</b>	<b>4.35M</b>	<b>1.96M</b>
<b>Average Closed Price</b>	<b>\$208,686</b>			<b>\$143,517</b>	<b>\$204,110</b>	<b>\$395,305</b>	<b>\$489,000</b>

# October 2021



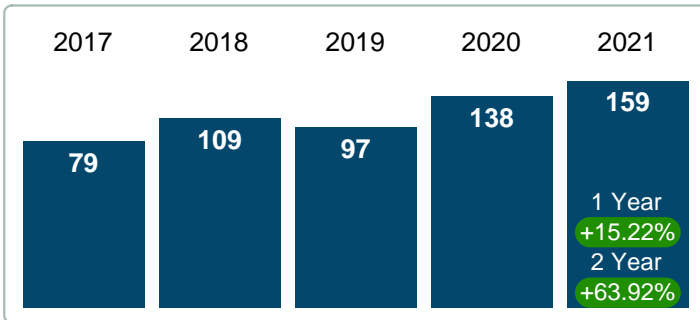
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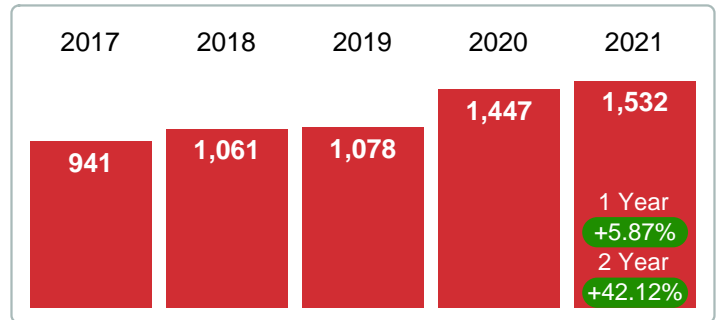
## PENDING LISTINGS

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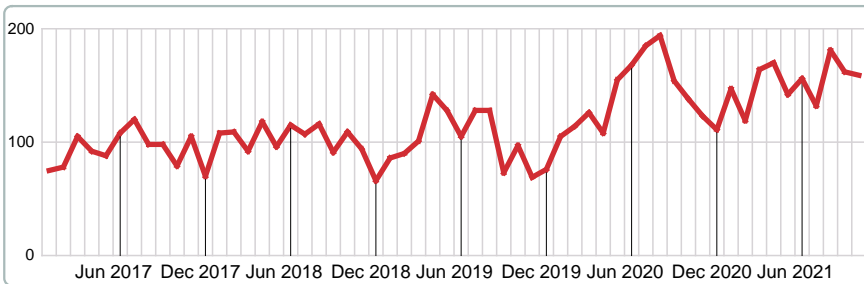
### OCTOBER



### YEAR TO DATE (YTD)

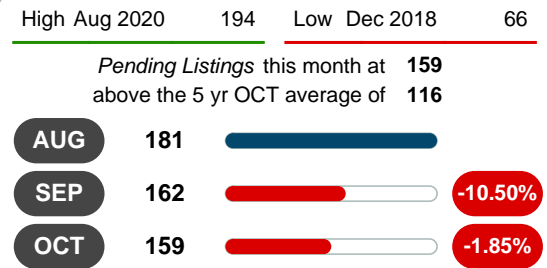


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 116



### 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	9	5.66%	72.0	8	1	0	0
\$25,001 - \$75,000	21	13.21%	70.0	15	6	0	0
\$75,001 - \$125,000	31	19.50%	50.8	15	13	3	0
\$125,001 - \$175,000	31	19.50%	40.0	12	15	4	0
\$175,001 - \$225,000	25	15.72%	74.4	6	15	4	0
\$225,001 - \$350,000	25	15.72%	44.6	4	11	9	1
\$350,001 and up	17	10.69%	54.6	5	9	3	0
<b>Total Pending Units</b>	<b>159</b>			<b>65</b>	<b>70</b>	<b>23</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>36,396,754</b>	<b>100%</b>	<b>54.0</b>	<b>15.95M</b>	<b>14.61M</b>	<b>5.57M</b>	<b>269.90K</b>
<b>Average Listing Price</b>	<b>\$209,987</b>			<b>\$245,402</b>	<b>\$208,647</b>	<b>\$242,194</b>	<b>\$269,900</b>

# October 2021



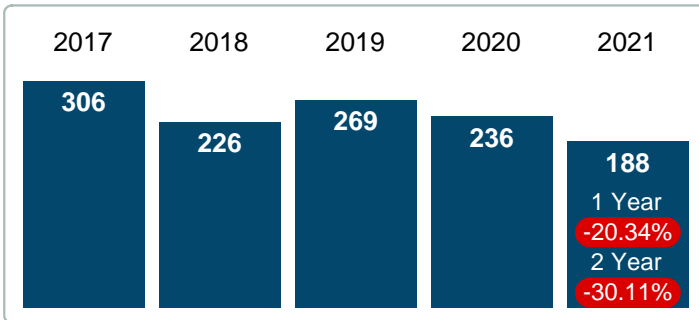
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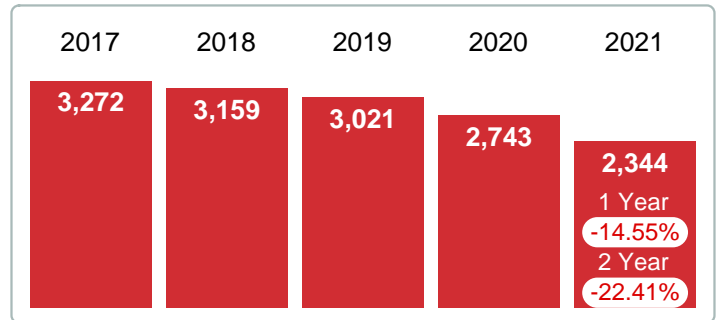
## NEW LISTINGS

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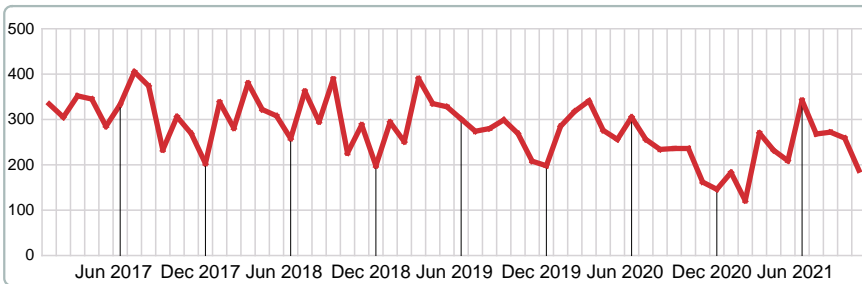
### OCTOBER



### YEAR TO DATE (YTD)

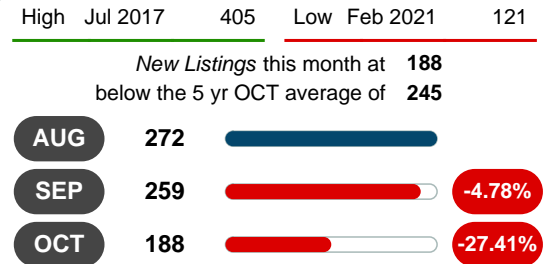


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 245



### 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	16	8.51%	14	2	0	0
\$25,001 - \$50,000	19	10.11%	16	1	1	1
\$50,001 - \$100,000	29	15.43%	17	10	2	0
\$100,001 - \$200,000	54	28.72%	19	28	7	0
\$200,001 - \$275,000	27	14.36%	9	8	10	0
\$275,001 - \$475,000	24	12.77%	10	8	5	1
\$475,001 and up	19	10.11%	9	4	5	1
<b>Total New Listed Units</b>	<b>188</b>		<b>94</b>	<b>61</b>	<b>30</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>42,532,173</b>	<b>100%</b>	<b>18.72M</b>	<b>12.52M</b>	<b>10.01M</b>	<b>1.29M</b>
<b>Average New Listed Listing Price</b>	<b>\$175,817</b>		<b>\$199,181</b>	<b>\$205,175</b>	<b>\$333,582</b>	<b>\$428,667</b>

# October 2021



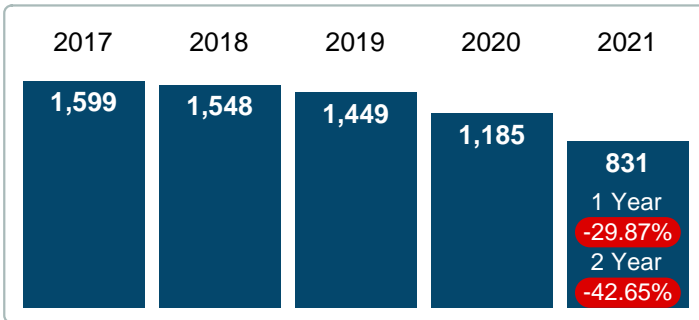
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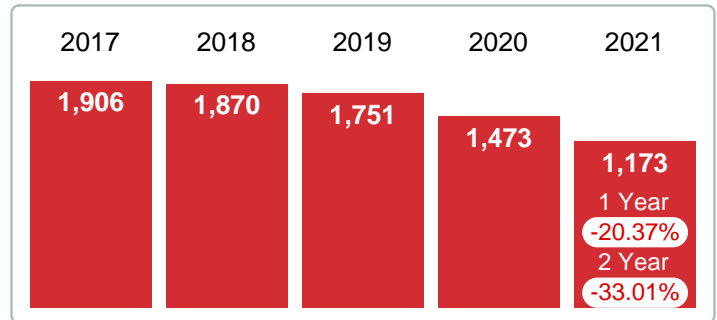
## ACTIVE INVENTORY

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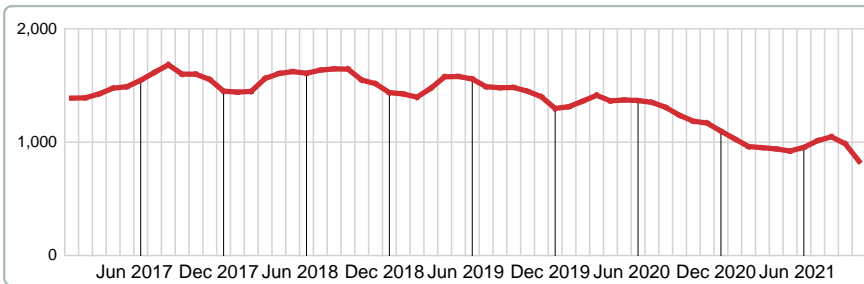
### END OF OCTOBER



### ACTIVE DURING OCTOBER

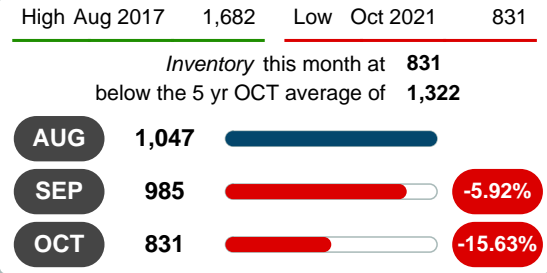


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,322



### 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	98	11.79%	115.2	96	2	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	205	24.67%	120.7	185	17	2	1
\$75,001 - \$175,000	197	23.71%	128.3	113	71	11	2
\$175,001 - \$275,000	123	14.80%	93.1	58	42	21	2
\$275,001 - \$475,000	119	14.32%	90.3	54	29	28	8
\$475,001 and up	89	10.71%	94.6	42	20	16	11
<b>Total Active Inventory by Units</b>				548	181	78	24
<b>Total Active Inventory by Volume</b>				109.25M	49.08M	29.09M	15.82M
<b>Average Active Inventory Listing Price</b>				\$199,353	\$271,165	\$372,992	\$659,231

# October 2021



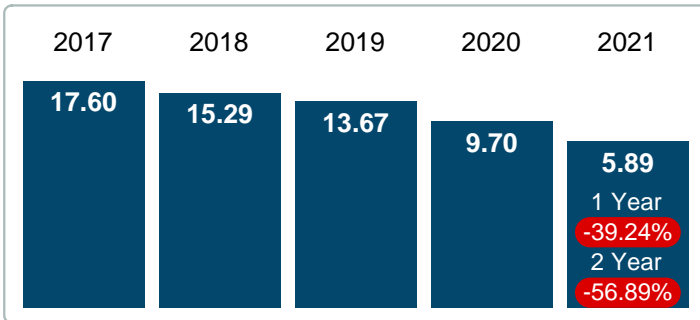
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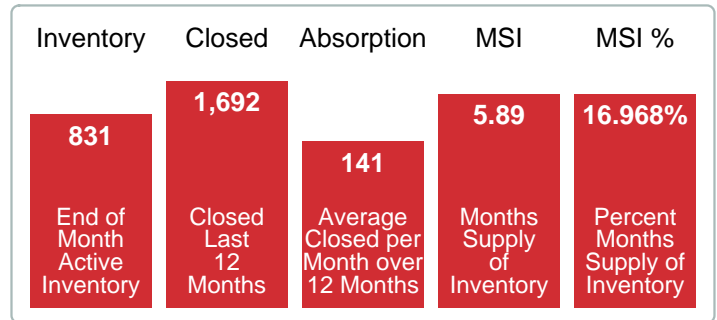
## MONTHS SUPPLY of INVENTORY (MSI)

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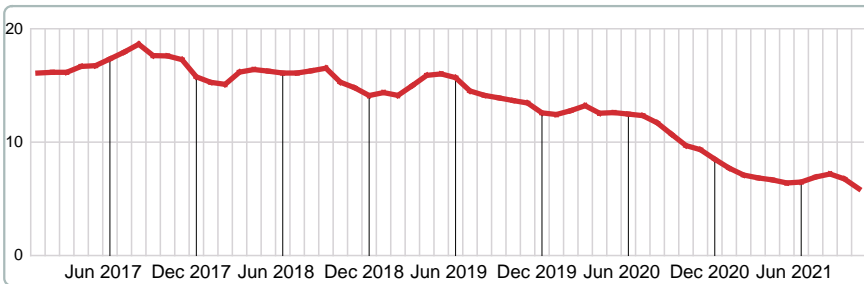
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

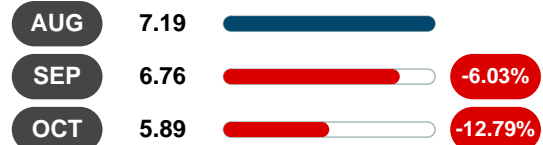


### 3 MONTHS

5 year OCT AVG = 12.43

High Aug 2017 18.64 Low Oct 2021 5.89

Months Supply this month at 5.89 below the 5 yr OCT average of 12.43



### 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	72	8.66%	6.26	7.28	0.63	0.00	0.00
\$20,001 \$40,000	109	13.12%	8.61	10.78	1.13	0.00	0.00
\$40,001 \$70,000	106	12.76%	6.80	8.37	3.36	2.00	6.00
\$70,001 \$180,000	226	27.20%	4.11	7.41	2.42	2.80	4.00
\$180,001 \$290,000	123	14.80%	5.45	10.06	3.56	4.94	3.43
\$290,001 \$490,000	111	13.36%	7.53	18.97	3.76	7.47	5.33
\$490,001 and up	84	10.11%	9.42	27.33	6.17	5.25	6.00
Market Supply of Inventory (MSI)			5.89	9.42	2.93	4.75	5.14
Total Active Inventory by Units		100%	831	548	181	78	24

# October 2021



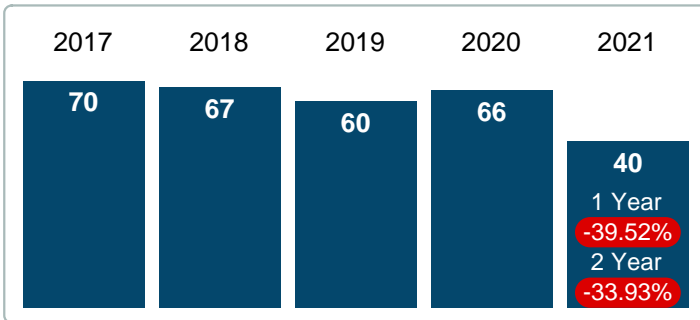
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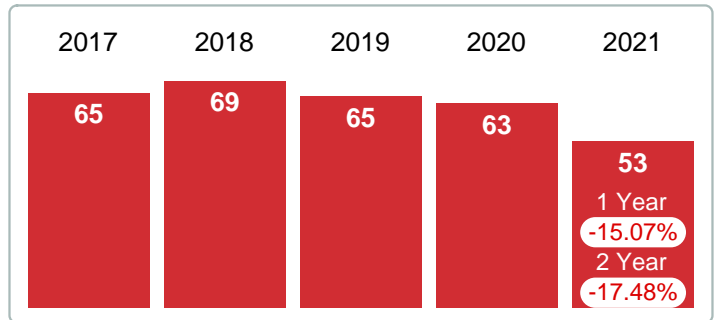
## AVERAGE DAYS ON MARKET TO SALE

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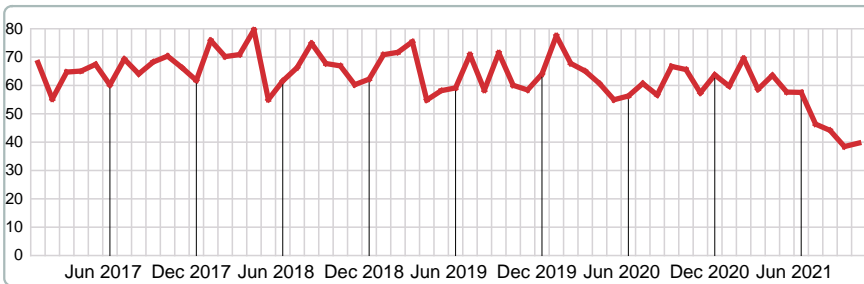
### OCTOBER



### YEAR TO DATE (YTD)

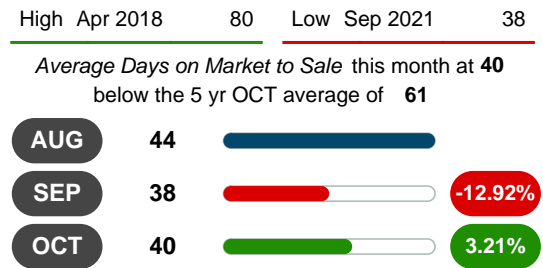


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 61



## 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
\$25,000 and less	4	3.17%	25	25	0	0	0
\$25,001 - \$50,000	16	12.70%	64	83	35	13	0
\$50,001 - \$100,000	21	16.67%	52	81	35	0	0
\$100,001 - \$175,000	34	26.98%	30	31	31	3	62
\$175,001 - \$300,000	24	19.05%	36	32	43	2	49
\$300,001 - \$475,000	15	11.90%	47	29	52	56	0
\$475,001 and up	12	9.52%	17	53	11	12	22
<b>Average Closed DOM</b>	<b>40</b>			<b>52</b>	<b>35</b>	<b>21</b>	<b>39</b>
<b>Total Closed Units</b>	<b>126</b>	<b>100%</b>	<b>40</b>	<b>44</b>	<b>67</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>26,294,438</b>			<b>6.31M</b>	<b>13.68M</b>	<b>4.35M</b>	<b>1.96M</b>

# October 2021



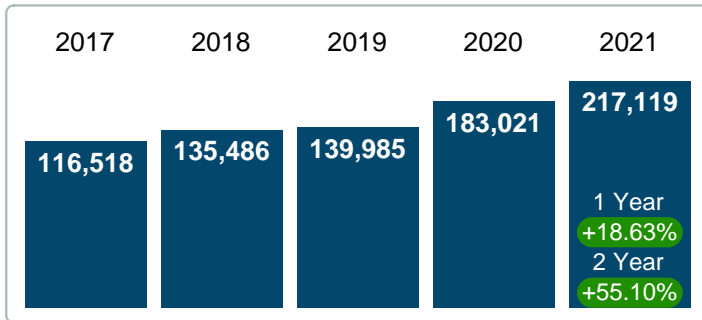
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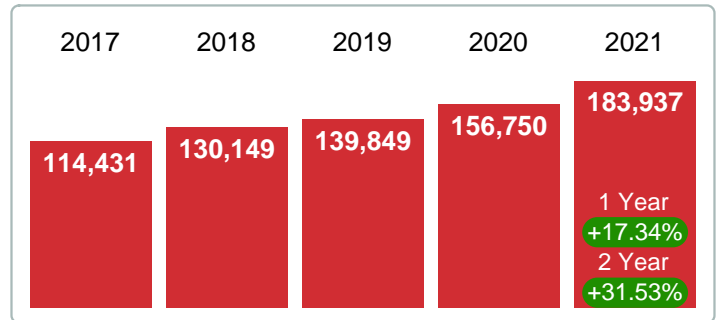
## AVERAGE LIST PRICE AT CLOSING

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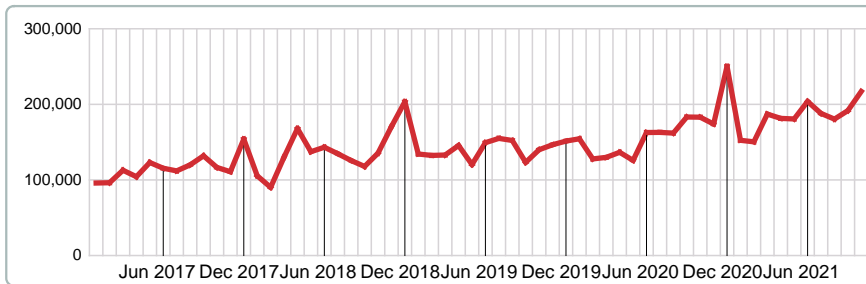
### OCTOBER



### YEAR TO DATE (YTD)

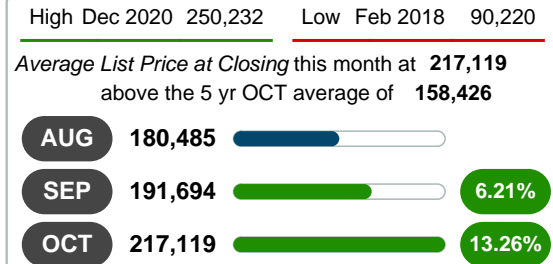


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 158,426



### 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
\$25,000 and less <b>4</b>	3.17%	20,438	20,438	0	0	0
\$25,001 - \$50,000 <b>14</b>	11.11%	41,179	41,710	42,980	53,500	0
\$50,001 - \$100,000 <b>23</b>	18.25%	76,043	75,275	83,746	0	0
\$100,001 - \$175,000 <b>30</b>	23.81%	142,315	161,533	139,348	122,450	199,500
\$175,001 - \$300,000 <b>28</b>	22.22%	228,554	241,788	232,392	237,450	299,900
\$300,001 - \$475,000 <b>15</b>	11.90%	387,120	370,250	386,988	384,633	0
\$475,001 and up <b>12</b>	9.52%	706,167	699,000	622,833	829,667	774,500
<b>Average List Price</b>		217,119	151,572	212,287	401,473	512,100
<b>Total Closed Units</b>	100%	217,119	44	67	11	4
<b>Total Closed Volume</b>		27,356,998	6.67M	14.22M	4.42M	2.05M



# October 2021



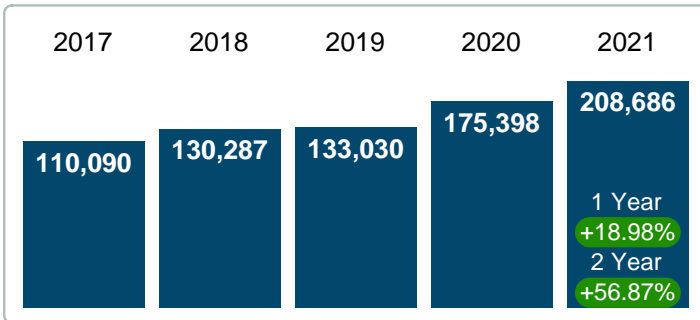
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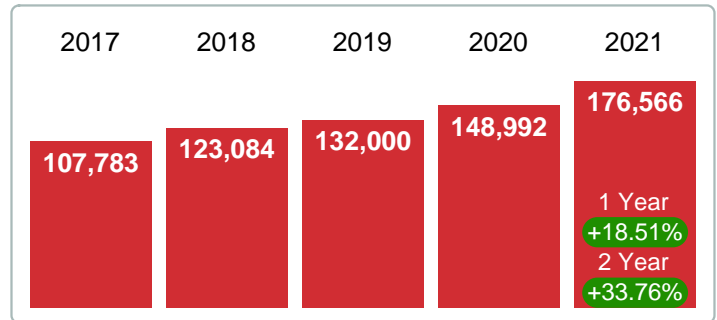
## AVERAGE SOLD PRICE AT CLOSING

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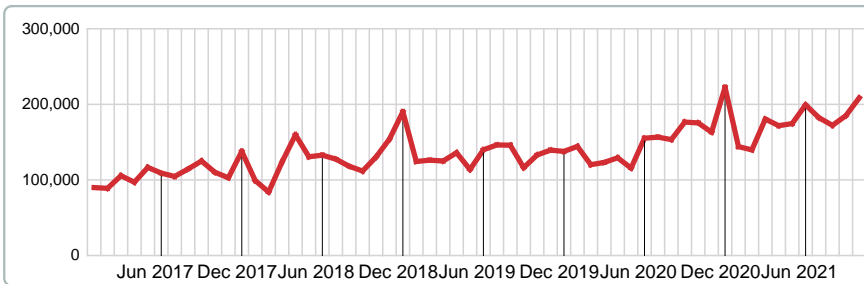
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

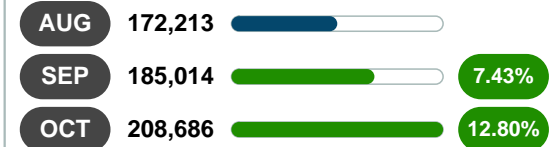


### 3 MONTHS

5 year OCT AVG = 151,498

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

Average Sold Price at Closing this month at **208,686** above the 5 yr OCT average of **151,498**



### 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
\$25,000 and less	3.17%	16,750	16,750	0	0	0
\$25,001 - \$50,000	12.70%	38,031	37,750	37,200	45,000	0
\$50,001 - \$100,000	16.67%	73,576	68,688	76,585	0	0
\$100,001 - \$175,000	26.98%	141,243	153,000	137,966	112,500	165,000
\$175,001 - \$300,000	19.05%	225,954	226,625	218,069	240,000	295,000
\$300,001 - \$475,000	11.90%	374,295	361,433	373,075	394,700	0
\$475,001 and up	9.52%	686,188	685,000	606,500	804,753	748,000
<b>Average Sold Price</b>		<b>208,686</b>	<b>143,517</b>	<b>204,110</b>	<b>395,305</b>	<b>489,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>208,686</b>	<b>44</b>	<b>67</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>26,294,438</b>	<b>6.31M</b>	<b>13.68M</b>	<b>4.35M</b>	<b>1.96M</b>

# October 2021



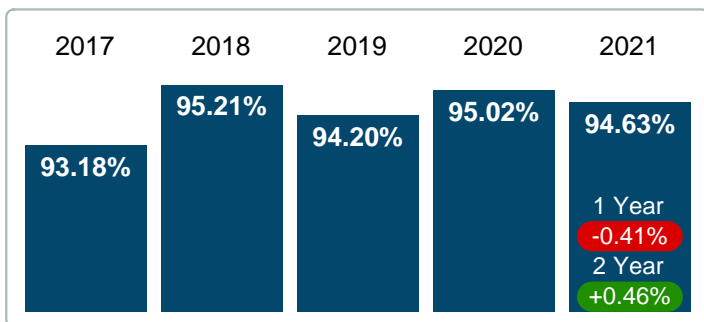
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



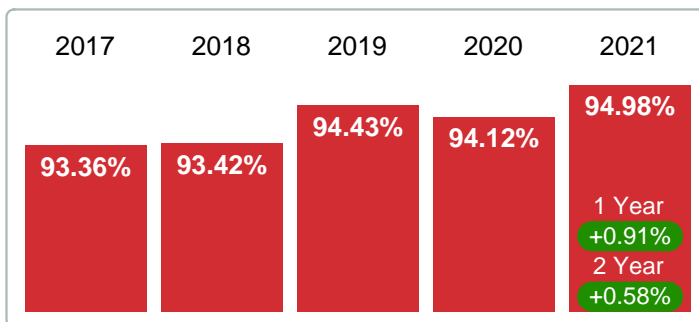
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2021 for MLS Technology Inc.

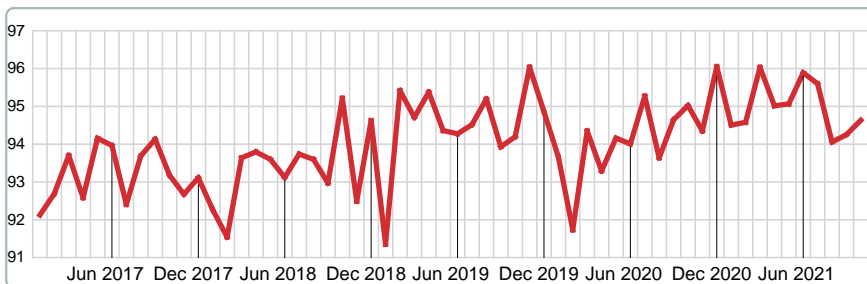
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

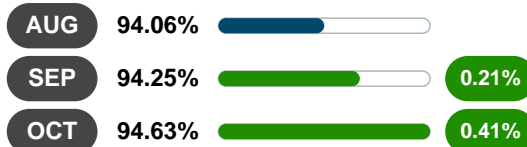


### 3 MONTHS

5 year OCT AVG = 94.45%

High Dec 2020 96.05% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **94.63%** above the 5 yr OCT average of **94.45%**



## 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
\$25,000 and less	4	3.17%	82.45%	82.45%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	16	12.70%	88.97%	90.70%	86.47%	84.11%	0.00%
\$50,001 - \$100,000	21	16.67%	92.49%	91.74%	92.95%	0.00%	0.00%
\$100,001 - \$175,000	34	26.98%	97.17%	94.78%	99.19%	92.89%	82.71%
\$175,001 - \$300,000	24	19.05%	95.41%	94.22%	95.01%	101.24%	98.37%
\$300,001 - \$475,000	15	11.90%	97.97%	97.48%	96.58%	102.36%	0.00%
\$475,001 and up	12	9.52%	97.09%	98.00%	97.34%	96.88%	96.20%
Average Sold/List Ratio		94.60%		92.40%	95.74%	97.28%	93.37%
Total Closed Units	126	100%	94.60%	44	67	11	4
Total Closed Volume	26,294,438			6.31M	13.68M	4.35M	1.96M

# October 2021



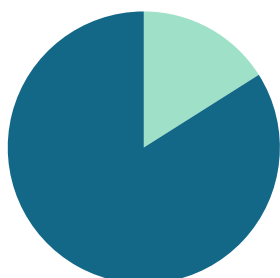
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

### INVENTORY

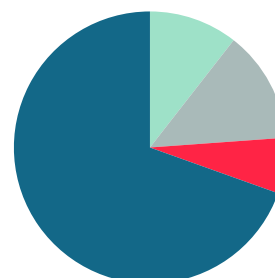


**Inventory**  
 New Listings  
**188 = 16.03%**  
 Start Inventory  
**985**  
 Total Inventory Units  
**1,173**  
 Volume  
**\$285,435,113**

### Market Activity

Closed Sales  
**126 = 10.54%**  
 Pending Sales  
**159 = 13.31%**  
 Other Off Market  
**79 = 6.61%**  
 Active Inventory  
**831 = 69.54%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	183	126	-31.15%	1,294	1,437	11.05%
Pending Sales	138	159	15.22%	1,447	1,532	5.87%
New Listings	236	188	-20.34%	2,743	2,344	-14.55%
Average List Price	183,021	217,119	18.63%	156,750	183,937	17.34%
Average Sale Price	175,398	208,686	18.98%	148,992	176,566	18.51%
Average Percent of Selling Price to List Price	95.02%	94.63%	-0.41%	94.12%	94.98%	0.91%
Average Days on Market to Sale	65.61	39.68	-39.52%	62.79	53.33	-15.07%
Monthly Inventory	1,185	831	-29.87%	1,185	831	-29.87%
Months Supply of Inventory	9.70	5.89	-39.24%	9.70	5.89	-39.24%

**Absorption:** Last 12 months, an Average of **141** Sales/Month

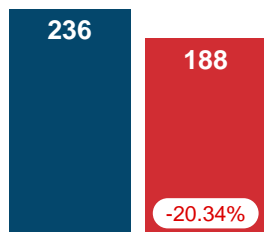
**Inventory** on October 31, 2021 = **831**

**2020** **2021**

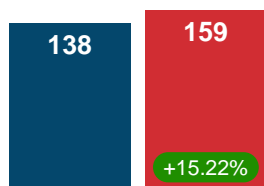
### OCTOBER MARKET

### AVERAGE PRICES

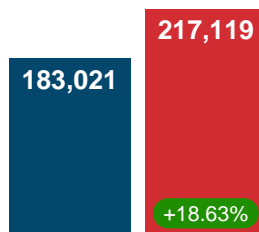
#### New Listings



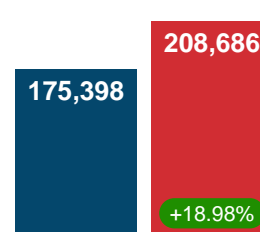
#### Pending Listings



#### List Price



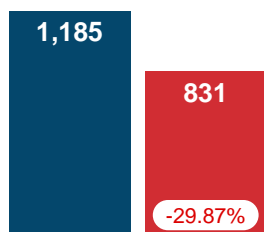
#### Sale Price



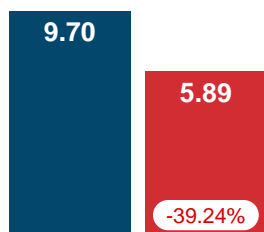
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

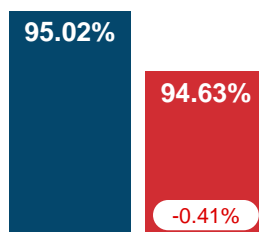
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

