

# October 2021



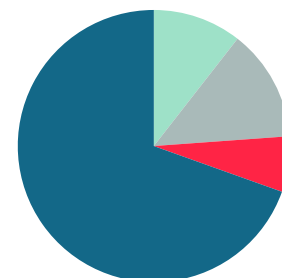
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## 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%
Median List Price	143,500	162,175	13.01%
Median Sale Price	140,000	158,250	13.04%
Median Percent of Selling Price to List Price	96.99%	97.14%	0.16%
Median Days on Market to Sale	51.00	21.50	-57.84%
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.

#### 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 **13.04%** in October 2021 to \$158,250 versus the previous year at \$140,000.

#### Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 29.50 days or **57.84%** in October 2021 compared to last year's same month at **51.00** DOM.

#### Sales Success for October 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# October 2021



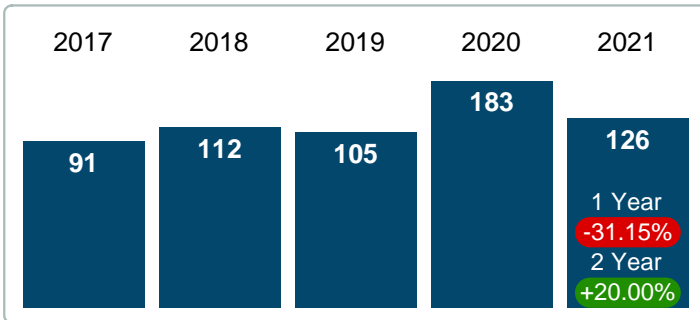
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



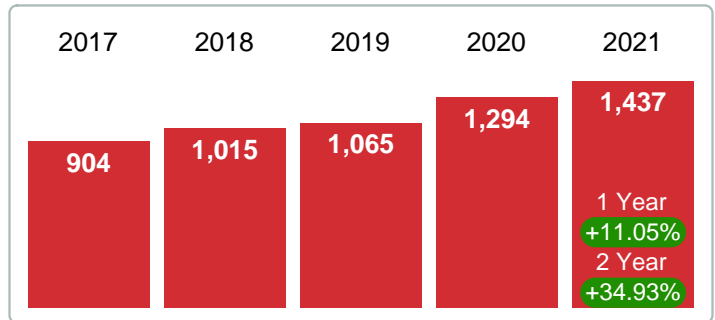
## CLOSED LISTINGS

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

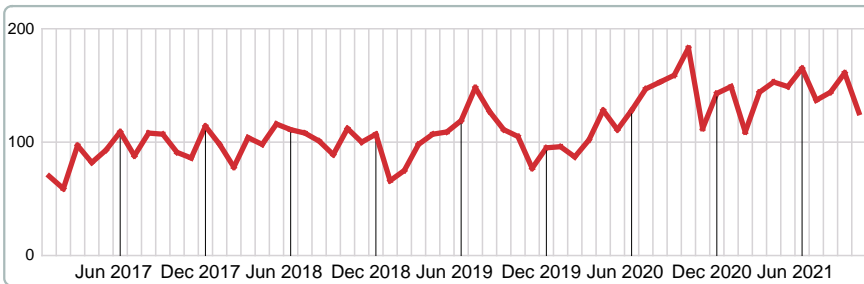
### OCTOBER



### YEAR TO DATE (YTD)

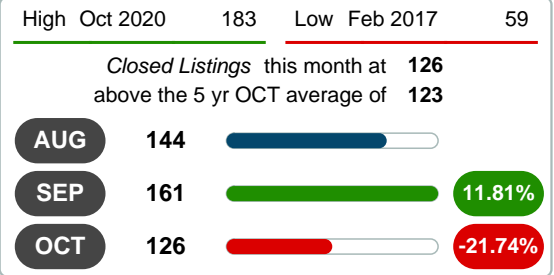


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 123



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.17%	18.0	4	0	0	0
\$25,001 - \$50,000	16	12.70%	48.0	10	5	1	0
\$50,001 - \$100,000	21	16.67%	28.0	8	13	0	0
\$100,001 - \$175,000	34	26.98%	17.5	9	22	2	1
\$175,001 - \$300,000	24	19.05%	17.0	8	13	2	1
\$300,001 - \$475,000	15	11.90%	37.0	4	8	3	0
\$475,001 and up	12	9.52%	6.0	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>21.5</b>	<b>6.31M</b>	<b>13.68M</b>	<b>4.35M</b>	<b>1.96M</b>
<b>Median Closed Price</b>	<b>\$158,250</b>			<b>\$102,500</b>	<b>\$156,500</b>	<b>\$334,100</b>	<b>\$452,500</b>

# October 2021



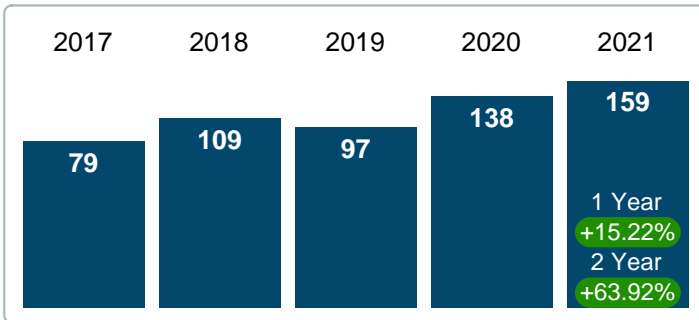
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



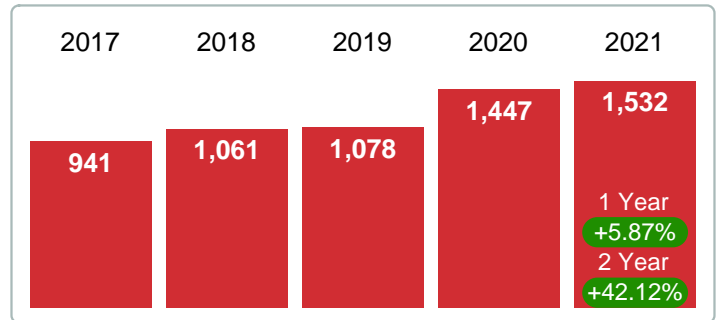
## PENDING LISTINGS

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

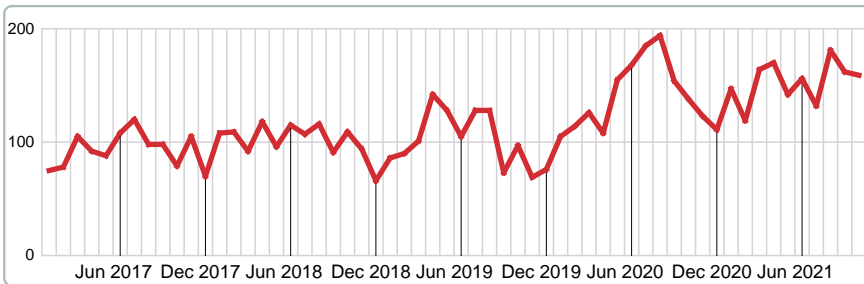
### OCTOBER



### YEAR TO DATE (YTD)

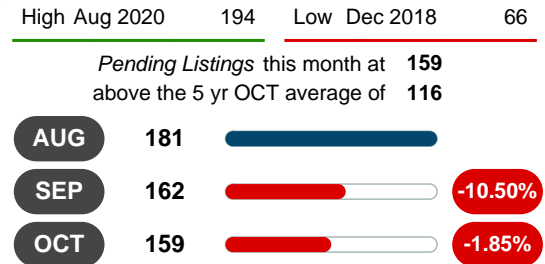


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 116



### 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	12	7.55%	78.0	11	1	0	0
\$30,001 - \$80,000	20	12.58%	22.5	13	6	1	0
\$80,001 - \$120,000	25	15.72%	39.0	12	11	2	0
\$120,001 - \$180,000	37	23.27%	27.0	14	19	4	0
\$180,001 - \$240,000	27	16.98%	41.0	6	15	6	0
\$240,001 - \$360,000	21	13.21%	32.0	4	9	7	1
\$360,001 and up	17	10.69%	50.0	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>32.0</b>	<b>15.95M</b>	<b>14.61M</b>	<b>5.57M</b>	<b>269.90K</b>
<b>Median Listing Price</b>	<b>\$149,900</b>			<b>\$104,900</b>	<b>\$177,250</b>	<b>\$229,000</b>	<b>\$269,900</b>

# October 2021



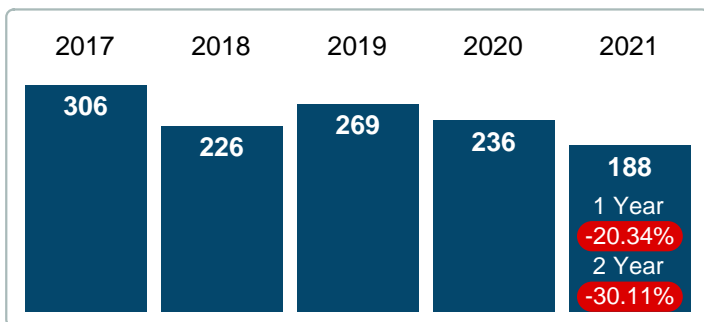
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



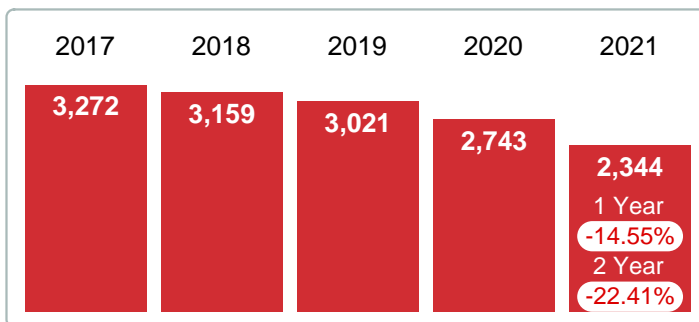
## NEW LISTINGS

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

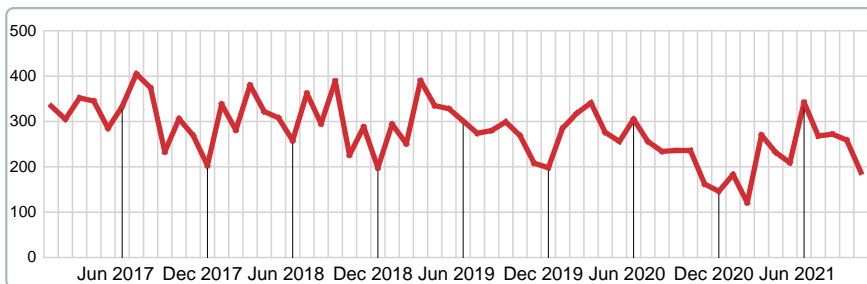
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 245

High Jul 2017 405 Low Feb 2021 121

New Listings this month at **188**  
 below the 5 yr OCT average of **245**



### 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	20	10.64%	18	2	0	0
\$30,001 - \$70,000	22	11.70%	17	3	1	1
\$70,001 - \$120,000	28	14.89%	14	11	3	0
\$120,001 - \$200,000	48	25.53%	17	25	6	0
\$200,001 - \$280,000	27	14.36%	9	8	10	0
\$280,001 - \$490,000	24	12.77%	10	8	5	1
\$490,001 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>Median New Listed Listing Price</b>	<b>\$149,750</b>		<b>\$101,950</b>	<b>\$169,900</b>	<b>\$247,500</b>	<b>\$450,000</b>

# October 2021



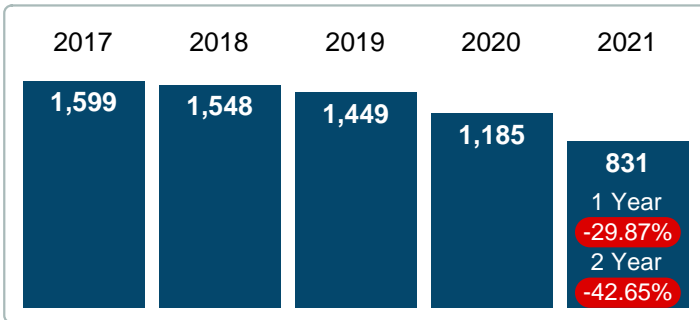
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



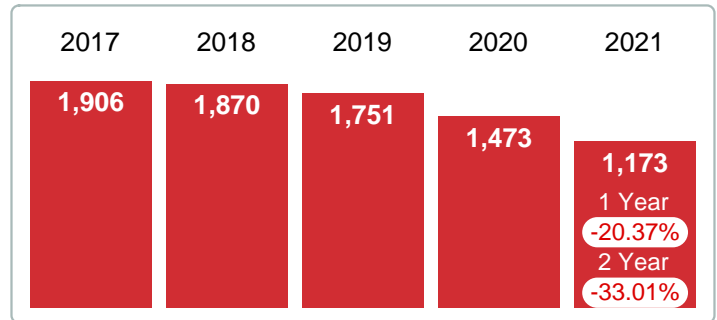
## ACTIVE INVENTORY

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

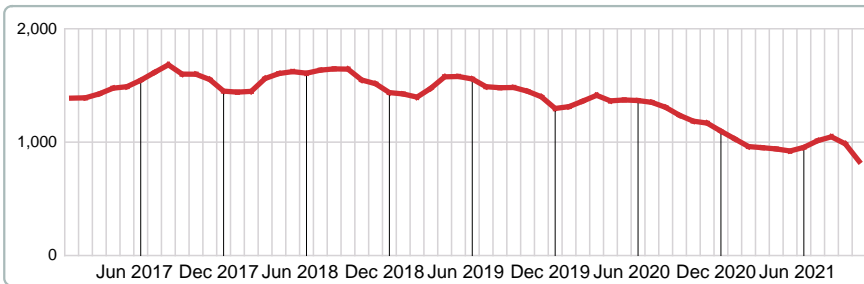
### END OF OCTOBER



### ACTIVE DURING OCTOBER

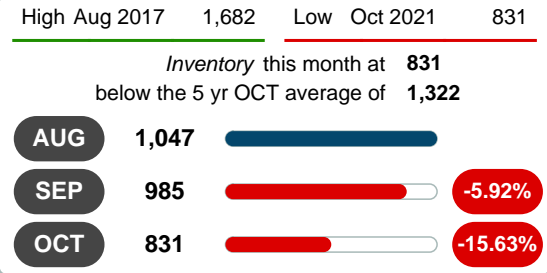


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,322



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	72	8.66%	90.0	71	1	0	0	
\$20,001 - \$40,000	109	13.12%	121.0	106	3	0	0	
\$40,001 - \$70,000	106	12.76%	128.0	90	14	1	1	
\$70,001 - \$180,000	226	27.20%	80.0	134	76	14	2	
\$180,001 - \$290,000	123	14.80%	77.0	57	43	21	2	
\$290,001 - \$490,000	111	13.36%	73.0	49	26	28	8	
\$490,001 and up	84	10.11%	81.5	41	18	14	11	
Total Active Inventory by Units		831		548	181	78	24	
Total Active Inventory by Volume		203,241,440	100%	90.0	109.25M	49.08M	29.09M	15.82M
Median Active Inventory Listing Price		\$135,000			\$75,000	\$179,000	\$299,500	\$440,000

# October 2021



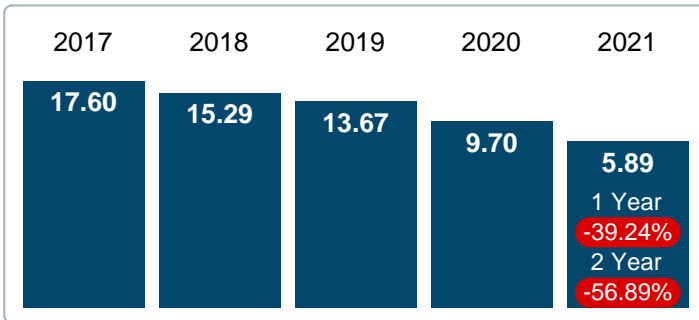
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



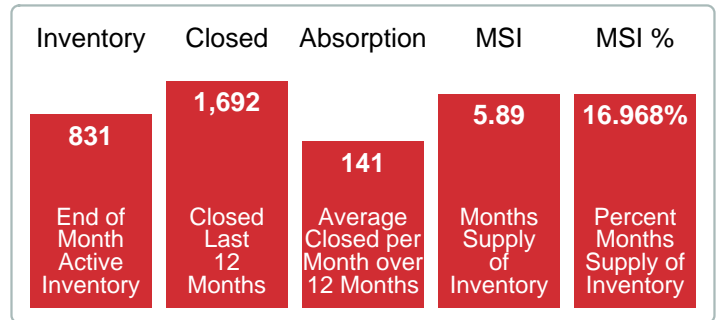
## MONTHS SUPPLY of INVENTORY (MSI)

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

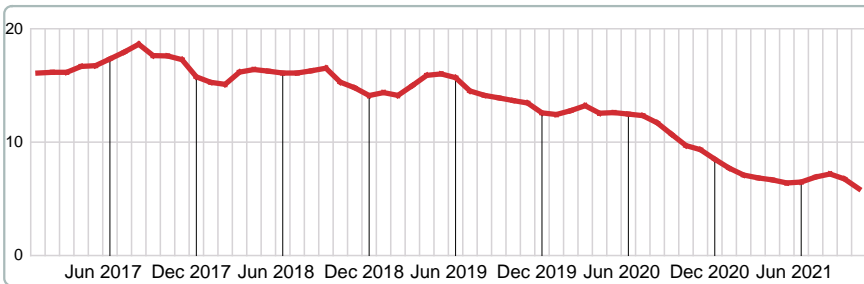
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

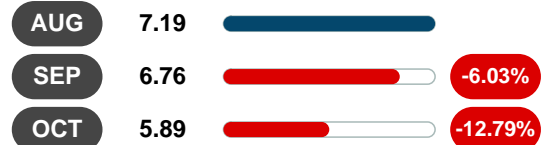


### 3 MONTHS

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



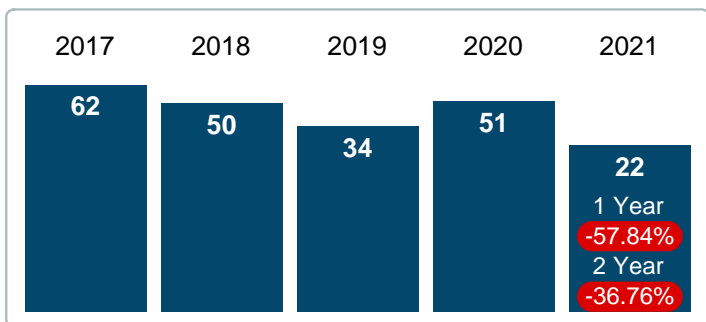
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



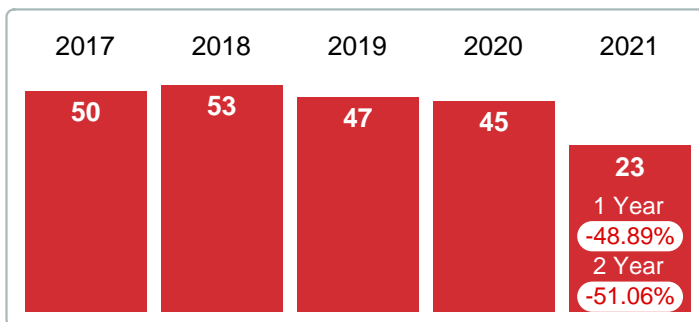
## MEDIAN DAYS ON MARKET TO SALE

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

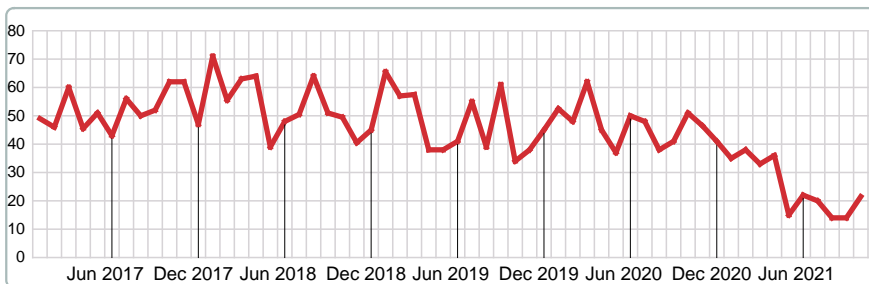
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

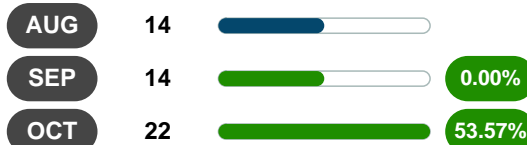


### 3 MONTHS

5 year OCT AVG = 44

High Jan 2018 71 Low Sep 2021 14

Median Days on Market to Sale this month at 22 below the 5 yr OCT average of 44



### 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
\$25,000 and less	3.17%	18	18	0	0	0
\$25,001 - \$50,000	12.70%	48	74	22	13	0
\$50,001 - \$100,000	16.67%	28	94	25	0	0
\$100,001 - \$175,000	26.98%	18	14	19	3	62
\$175,001 - \$300,000	19.05%	17	27	15	2	49
\$300,001 - \$475,000	11.90%	37	8	42	72	0
\$475,001 and up	9.52%	6	53	6	5	22
<b>Median Closed DOM</b>		22	33	20	5	45
<b>Total Closed Units</b>	100%	126	44	67	11	4
<b>Total Closed Volume</b>		26,294,438	6.31M	13.68M	4.35M	1.96M



# October 2021



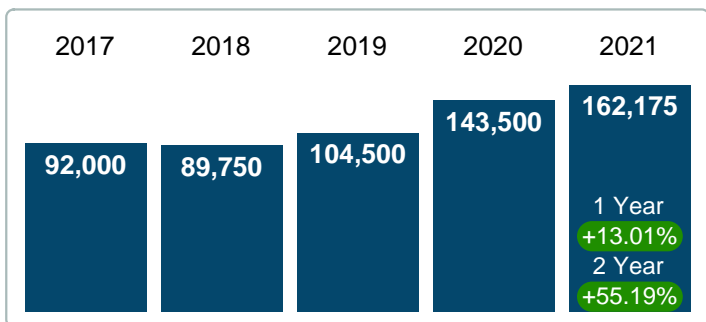
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



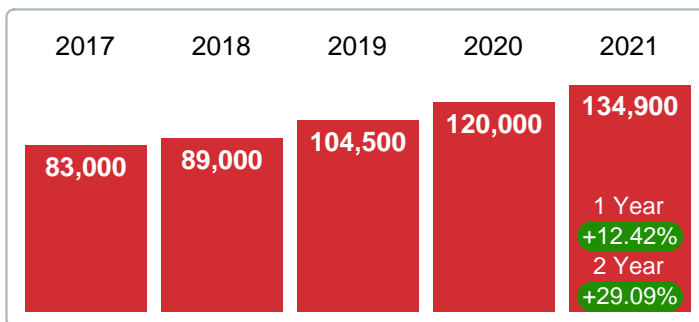
## MEDIAN LIST PRICE AT CLOSING

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

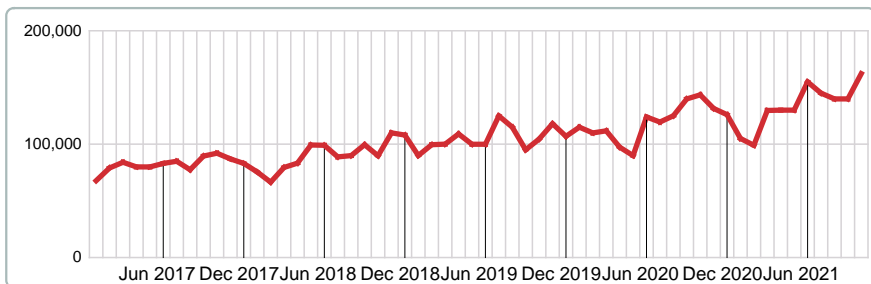
### OCTOBER



### YEAR TO DATE (YTD)

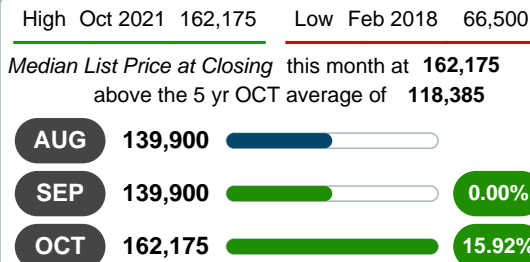


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 118,385



### 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
\$25,000 and less	4	3.17%	19,875	19,875	0	0	0
\$25,001 - \$50,000	14	11.11%	39,800	42,000	37,250	0	0
\$50,001 - \$100,000	23	18.25%	75,000	75,000	75,000	53,500	0
\$100,001 - \$175,000	30	23.81%	139,900	169,000	139,000	122,450	0
\$175,001 - \$300,000	28	22.22%	220,450	212,450	220,450	237,450	249,700
\$300,001 - \$475,000	15	11.90%	390,000	360,000	394,500	399,900	0
\$475,001 and up	12	9.52%	707,000	699,000	624,500	815,000	774,500
Median List Price			162,175	112,450	157,000	329,000	474,950
Total Closed Units		100%	126	44	67	11	4
Total Closed Volume			27,356,998	6.67M	14.22M	4.42M	2.05M



# October 2021



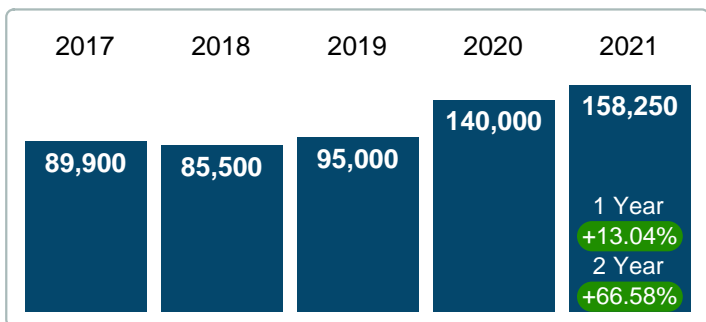
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



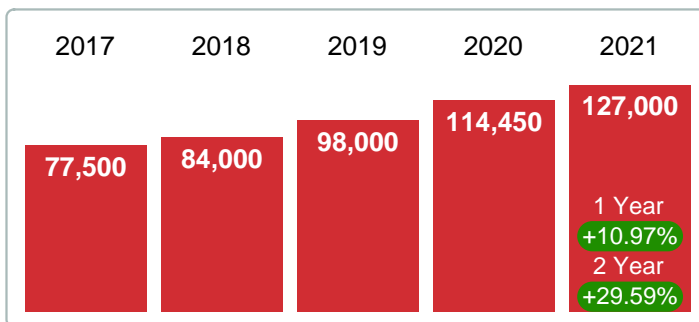
## MEDIAN SOLD PRICE AT CLOSING

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

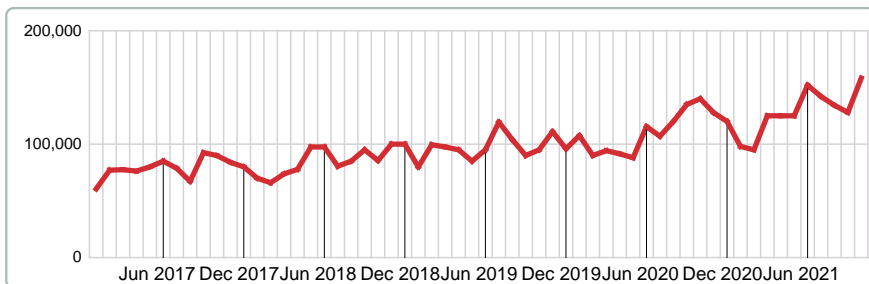
### OCTOBER



### YEAR TO DATE (YTD)

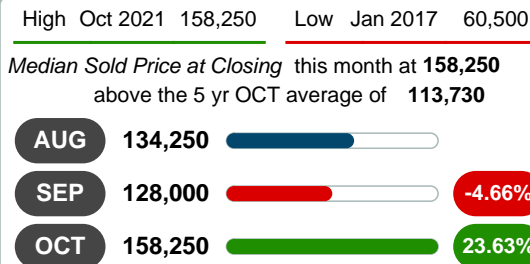


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 113,730



## 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
\$25,000 and less	4	3.17%	18,000	18,000	0	0	0
\$25,001 - \$50,000	16	12.70%	37,500	37,500	34,000	45,000	0
\$50,001 - \$100,000	21	16.67%	70,000	67,500	75,000	0	0
\$100,001 - \$175,000	34	26.98%	142,350	165,000	130,750	112,500	165,000
\$175,001 - \$300,000	24	19.05%	213,000	220,500	205,000	240,000	295,000
\$300,001 - \$475,000	15	11.90%	367,500	342,500	366,250	375,000	0
\$475,001 and up	12	9.52%	699,500	685,000	612,000	785,000	748,000
Median Sold Price			158,250	102,500	156,500	334,100	452,500
Total Closed Units		100%	126	44	67	11	4
Total Closed Volume			26,294,438	6.31M	13.68M	4.35M	1.96M

# October 2021



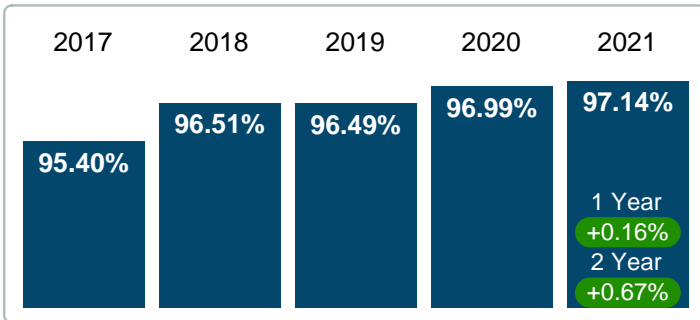
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



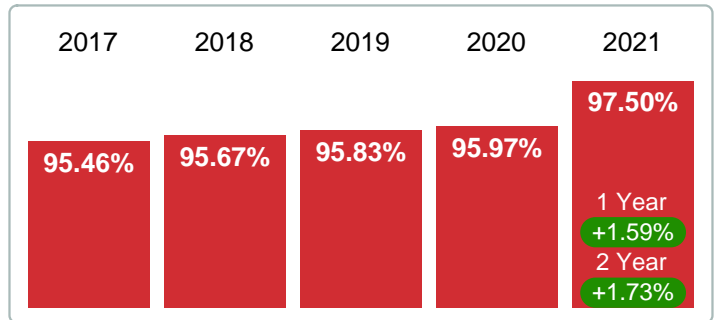
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

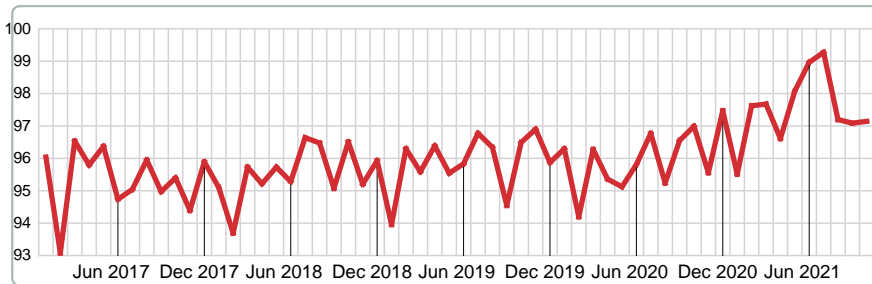
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 96.51%

High Jul 2021 99.27% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.14%**  
equal to 5 yr OCT average of **96.51%**



## 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
\$25,000 and less	4	3.17%	87.06%	87.06%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	16	12.70%	88.18%	93.82%	85.71%	84.11%	0.00%
\$50,001 - \$100,000	21	16.67%	93.33%	89.17%	94.95%	0.00%	0.00%
\$100,001 - \$175,000	34	26.98%	99.54%	96.08%	100.00%	92.89%	82.71%
\$175,001 - \$300,000	24	19.05%	98.00%	96.21%	97.63%	101.24%	98.37%
\$300,001 - \$475,000	15	11.90%	100.00%	99.96%	100.00%	101.55%	0.00%
\$475,001 and up	12	9.52%	97.16%	98.00%	97.73%	96.32%	96.20%
Median Sold/List Ratio		97.14%		94.54%	98.98%	100.00%	96.11%
Total Closed Units		126	100%	44	67	11	4
Total Closed Volume		26,294,438		6.31M	13.68M	4.35M	1.96M

# October 2021



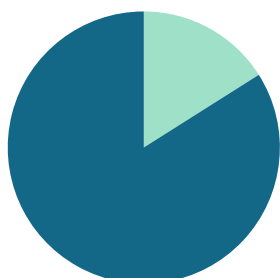
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

### INVENTORY

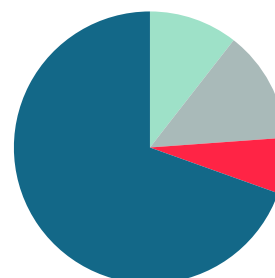


**Inventory**  
 New Listings  
**188 = 16.03%**  
 Start Inventory  
**985**  
 Total Inventory Units  
**1,173**  
 Volume  
**\$285,435,113**

### 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%
Median List Price	143,500	162,175	13.01%	120,000	134,900	12.42%
Median Sale Price	140,000	158,250	13.04%	114,450	127,000	10.97%
Median Percent of Selling Price to List Price	96.99%	97.14%	0.16%	95.97%	97.50%	1.59%
Median Days on Market to Sale	51.00	21.50	-57.84%	45.00	23.00	-48.89%
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

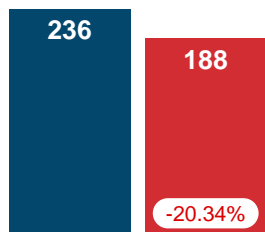
**Inventory** on October 31, 2021 = **831**

**2020** **2021**

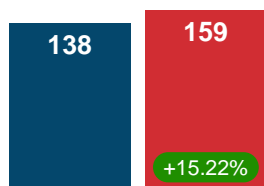
### OCTOBER MARKET

### MEDIAN PRICES

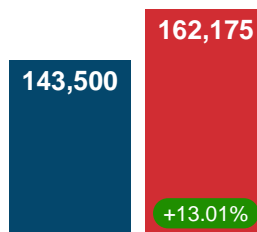
#### New Listings



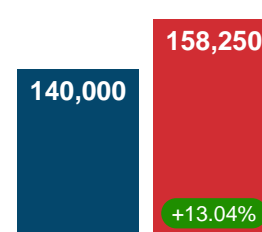
#### Pending Listings



#### List Price



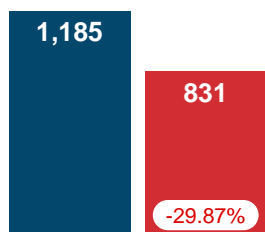
#### Sale Price



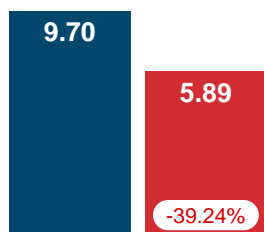
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

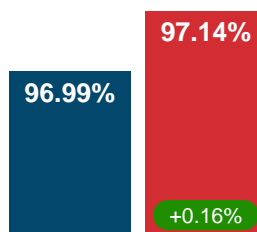
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

