

September 2021



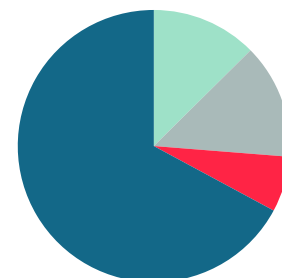
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	159	160	0.63%
Pending Listings	154	174	12.99%
New Listings	236	259	9.75%
Median List Price	139,900	139,900	0.00%
Median Sale Price	135,000	127,500	-5.56%
Median Percent of Selling Price to List Price	96.55%	96.99%	0.46%
Median Days on Market to Sale	41.00	14.50	-64.63%
End of Month Inventory	1,237	854	-30.96%
Months Supply of Inventory	10.69	5.86	-45.18%



■ Closed (12.58%)
■ Pending (13.68%)
■ Other OffMarket (6.60%)
■ Active (67.14%)

Absorption: Last 12 months, an Average of **146** Sales/Month
Active Inventory as of September 30, 2021 = **854**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **30.96%** to 854 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 **5.86** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.56%** in September 2021 to \$127,500 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **14.50** days that homes spent on the market before selling decreased by 26.50 days or **64.63%** in September 2021 compared to last year's same month at **41.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 259 New Listings in September 2021, up **9.75%** from last year at 236. Furthermore, there were 160 Closed Listings this month versus last year at 159, a **0.63%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, down from previous year's, September 2020, at **67.4%**, a **8.31%** 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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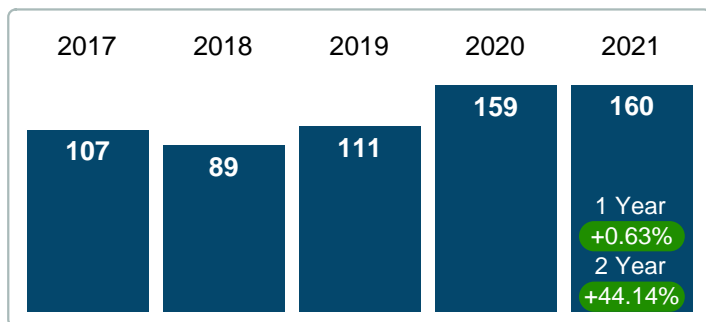
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



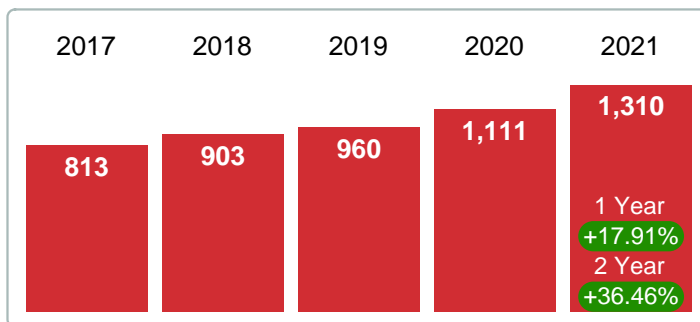
CLOSED LISTINGS

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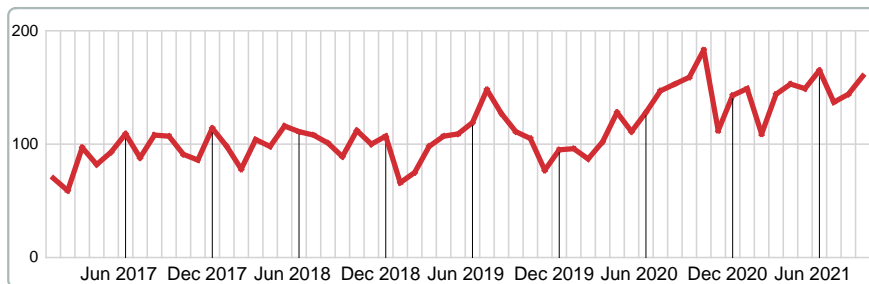
SEPTEMBER



YEAR TO DATE (YTD)

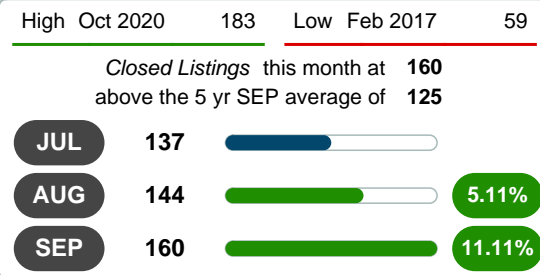


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 125



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	12	7.50%	14.5	10	1	1	0
\$20,001 - \$50,000	26	16.25%	41.5	23	3	0	0
\$50,001 - \$100,000	22	13.75%	19.0	14	8	0	0
\$100,001 - \$170,000	39	24.38%	12.0	15	23	1	0
\$170,001 - \$250,000	25	15.63%	10.0	4	14	6	1
\$250,001 - \$390,000	20	12.50%	13.5	5	11	4	0
\$390,001 and up	16	10.00%	9.5	2	7	4	3
Total Closed Units	160			73	67	16	4
Total Closed Volume	29,437,175	100%	14.5	7.06M	13.97M	5.00M	3.41M
Median Closed Price	\$127,500			\$65,000	\$165,000	\$249,950	\$650,000

September 2021



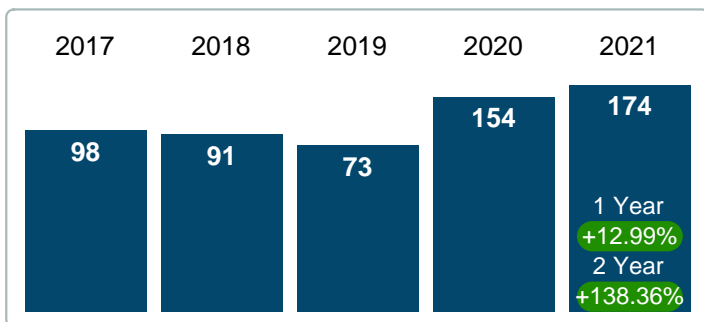
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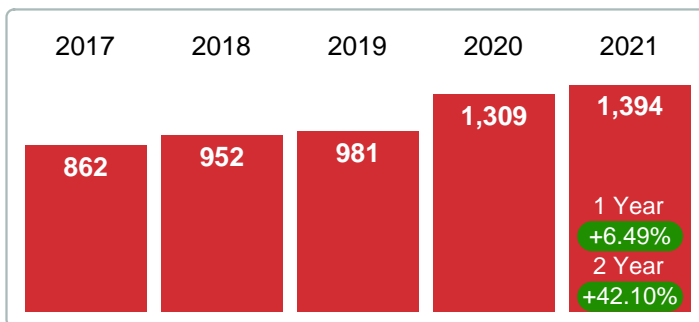
PENDING LISTINGS

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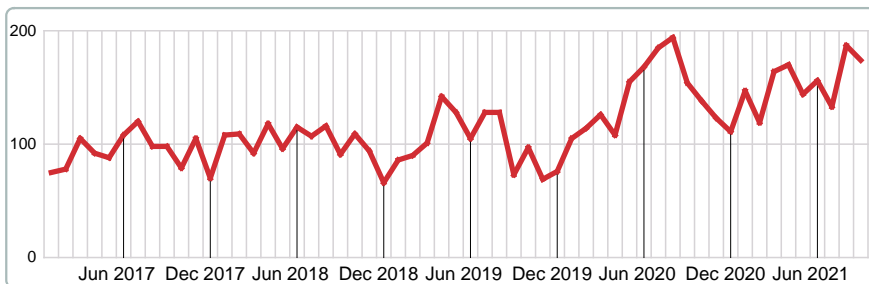
SEPTEMBER



YEAR TO DATE (YTD)

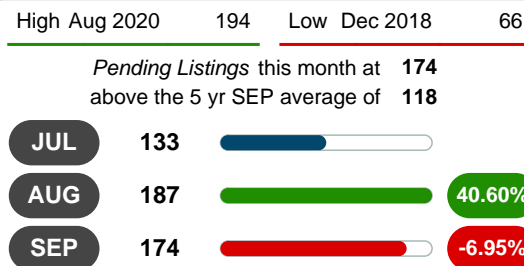


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 118



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	16	9.20%	0.0	15	1	0	0
\$20,001 - \$40,000	17	9.77%	53.0	16	1	0	0
\$40,001 - \$90,000	35	20.11%	49.0	20	12	3	0
\$90,001 - \$170,000	41	23.56%	14.0	15	23	3	0
\$170,001 - \$280,000	23	13.22%	28.0	4	14	4	1
\$280,001 - \$390,000	23	13.22%	30.0	7	9	6	1
\$390,001 and up	19	10.92%	19.0	4	8	5	2
Total Pending Units	174			81	68	21	4
Total Pending Volume	33,888,735	100%	23.0	10.77M	14.24M	6.64M	2.24M
Median Listing Price	\$127,000			\$59,900	\$161,725	\$284,900	\$572,500

September 2021



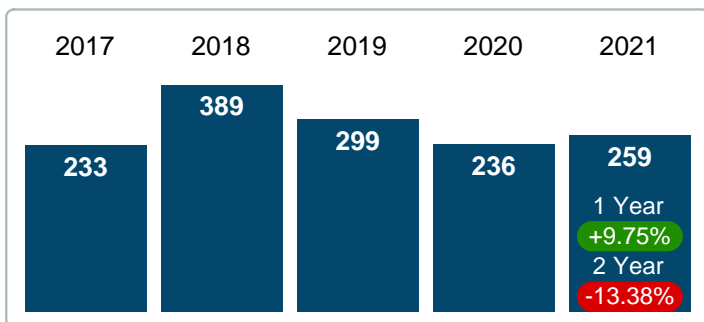
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



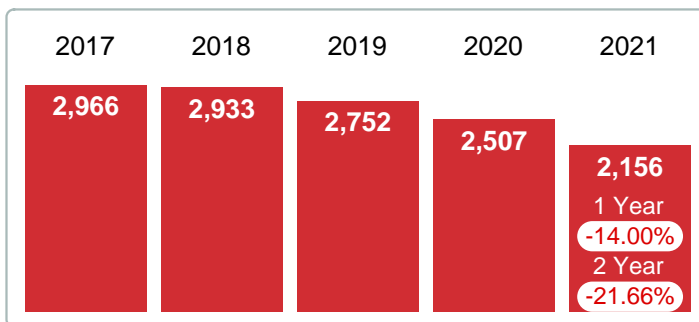
NEW LISTINGS

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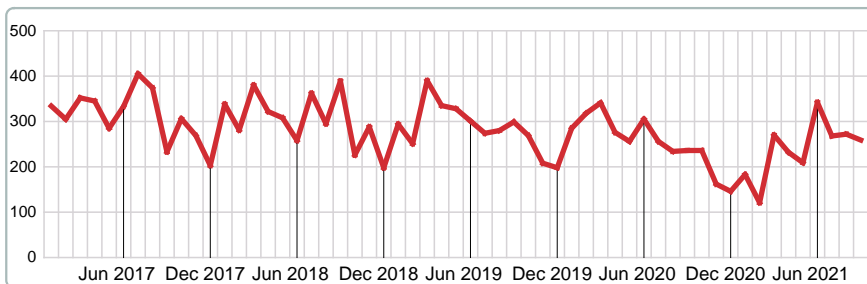
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

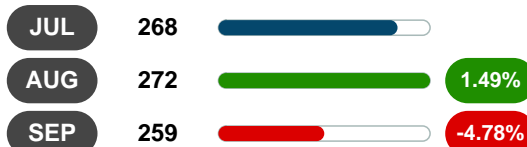


3 MONTHS

5 year SEP AVG = 283

High Jul 2017 405 Low Feb 2021 121

New Listings this month at **259**
below the 5 yr SEP average of **283**



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	7.34%	17	2	0	0
\$20,001 - \$50,000	44	16.99%	40	4	0	0
\$50,001 - \$100,000	33	12.74%	21	12	0	0
\$100,001 - \$190,000	65	25.10%	21	39	4	1
\$190,001 - \$310,000	39	15.06%	14	18	7	0
\$310,001 - \$440,000	33	12.74%	8	13	10	2
\$440,001 and up	26	10.04%	6	9	9	2
Total New Listed Units	259		127	97	30	5
Total New Listed Volume	55,367,039	100%	18.99M	20.47M	12.68M	3.22M
Median New Listed Listing Price	\$145,000		\$75,000	\$159,000	\$347,450	\$360,000

September 2021



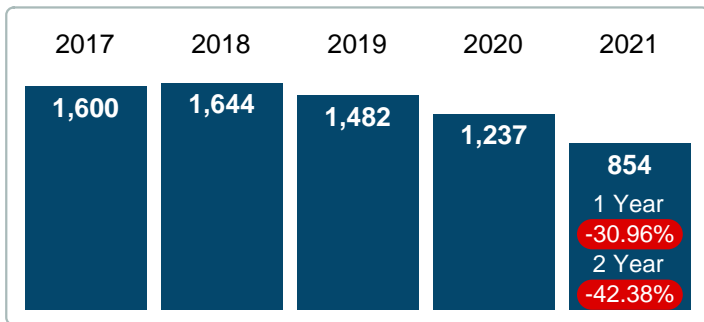
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



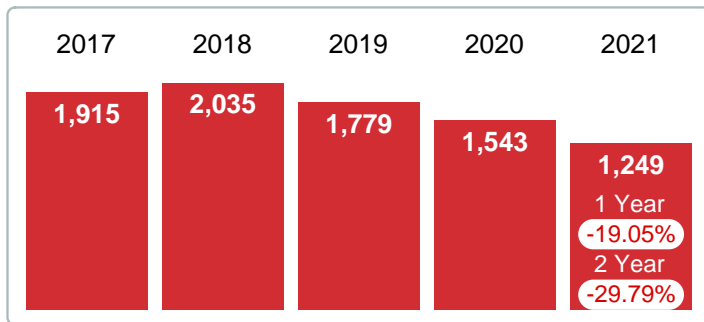
ACTIVE INVENTORY

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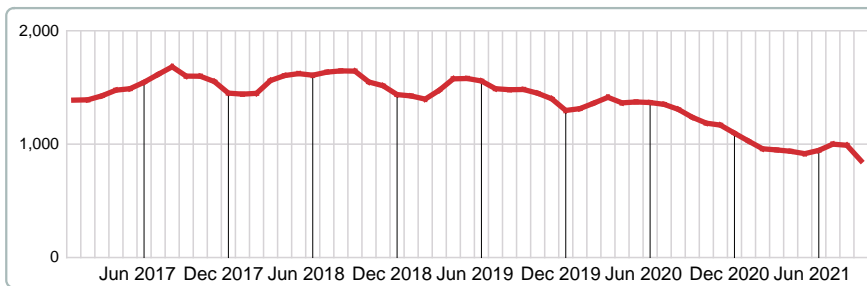
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

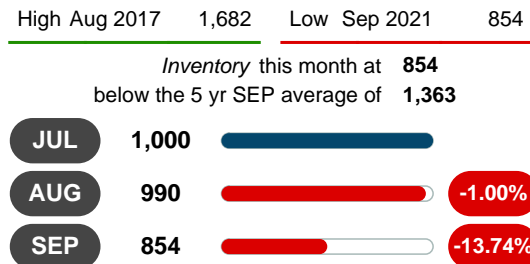


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,363



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	67	7.85%	80.0	65	2	0	0
\$20,001 - \$40,000	114	13.35%	115.0	108	6	0	0
\$40,001 - \$80,000	134	15.69%	97.0	114	17	3	0
\$80,001 - \$190,000	211	24.71%	58.0	119	77	13	2
\$190,001 - \$300,000	138	16.16%	78.0	63	50	20	5
\$300,001 - \$490,000	102	11.94%	57.5	39	35	22	6
\$490,001 and up	88	10.30%	71.0	42	21	15	10
Total Active Inventory by Units	854			550	208	73	23
Total Active Inventory by Volume	218,381,194	100%	80.0	117.49M	57.71M	27.88M	15.29M
Median Active Inventory Listing Price	\$139,900			\$75,750	\$199,900	\$310,000	\$445,000

September 2021



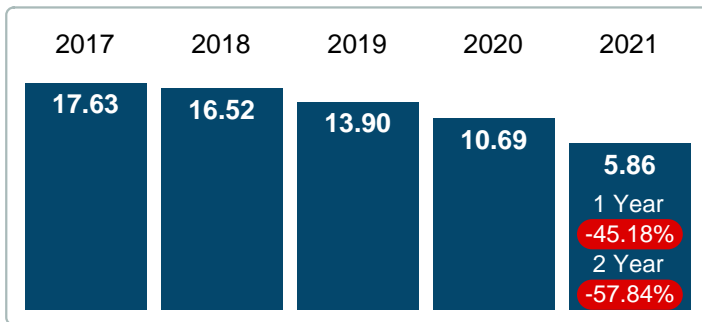
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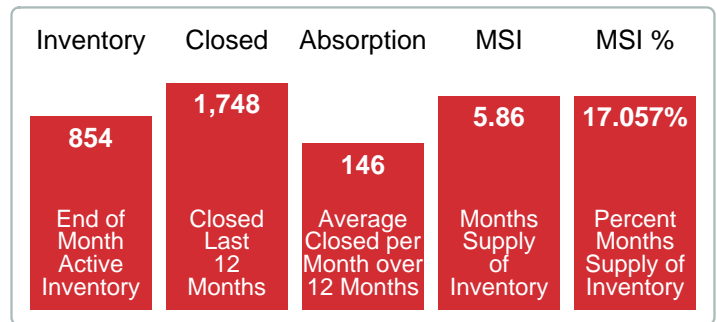
MONTHS SUPPLY of INVENTORY (MSI)

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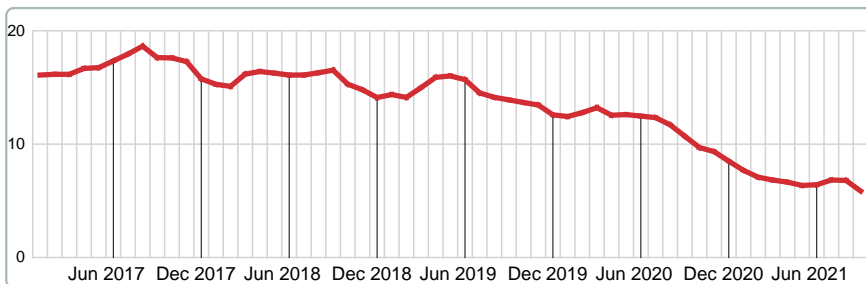
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

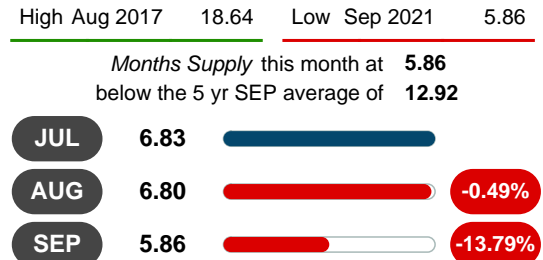


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 12.92



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	67	7.85%	5.43	6.24	1.14	0.00	0.00
\$20,001 - \$40,000	114	13.35%	8.88	10.71	2.40	0.00	0.00
\$40,001 - \$80,000	134	15.69%	5.85	7.73	2.37	3.60	0.00
\$80,001 - \$190,000	211	24.71%	3.93	7.18	2.50	2.26	3.43
\$190,001 - \$300,000	138	16.16%	6.23	11.45	4.29	4.53	8.57
\$300,001 - \$490,000	102	11.94%	7.90	19.50	5.83	6.29	4.24
\$490,001 and up	88	10.30%	9.96	25.20	7.64	5.45	6.00
Market Supply of Inventory (MSI)			5.86	9.02	3.32	4.17	5.02
Total Active Inventory by Units		100%	854	550	208	73	23

September 2021



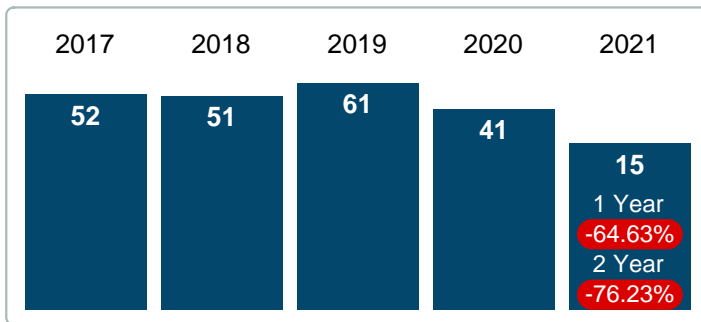
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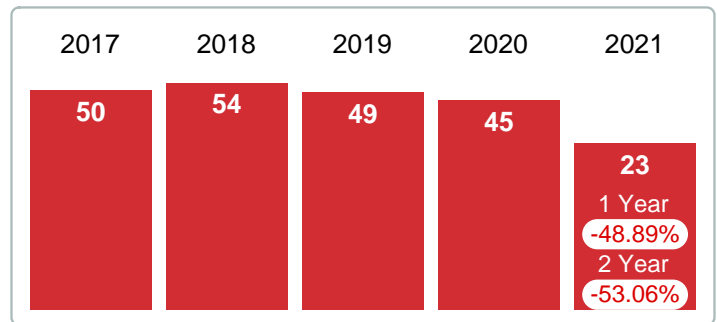
MEDIAN DAYS ON MARKET TO SALE

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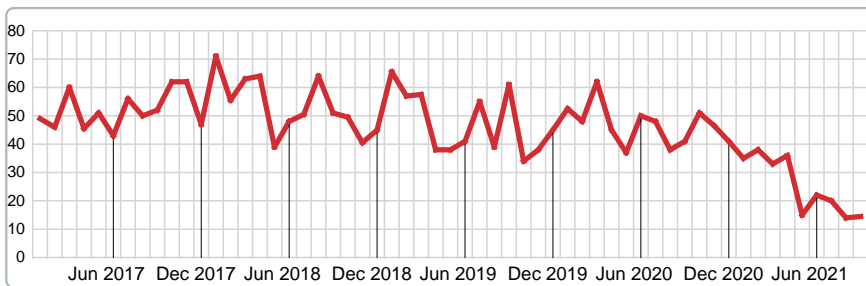
SEPTEMBER



YEAR TO DATE (YTD)

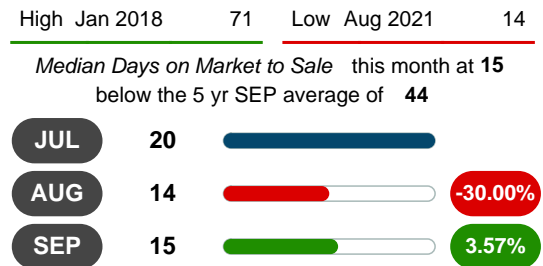


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
\$20,000 and less	7.50%	15	27	1	2	0
\$20,001 - \$50,000	16.25%	42	46	6	0	0
\$50,001 - \$100,000	13.75%	19	15	28	0	0
\$100,001 - \$170,000	24.38%	12	22	10	12	0
\$170,001 - \$250,000	15.63%	10	32	7	9	4
\$250,001 - \$390,000	12.50%	14	2	20	15	0
\$390,001 and up	10.00%	10	10	7	15	11
Median Closed DOM		15	26	10	11	8
Total Closed Units	100%	160	73	67	16	4
Total Closed Volume		29,437,175	7.06M	13.97M	5.00M	3.41M

September 2021



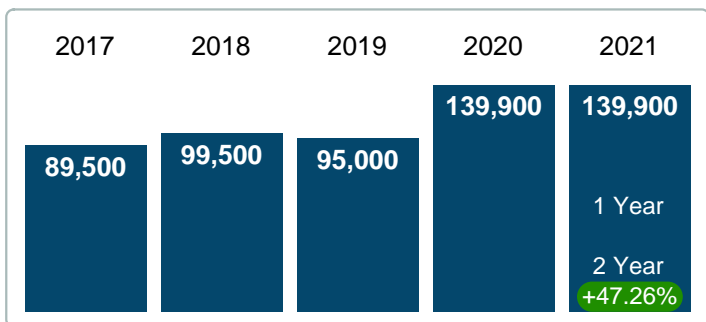
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



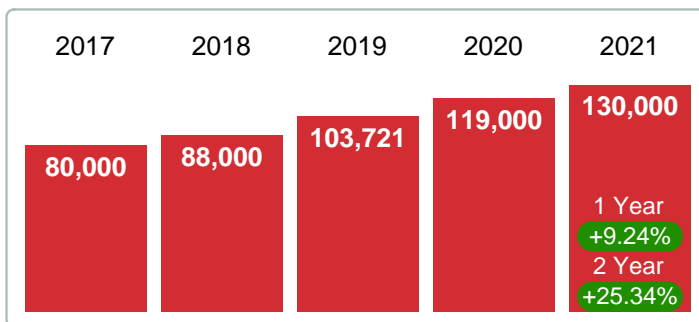
MEDIAN LIST PRICE AT CLOSING

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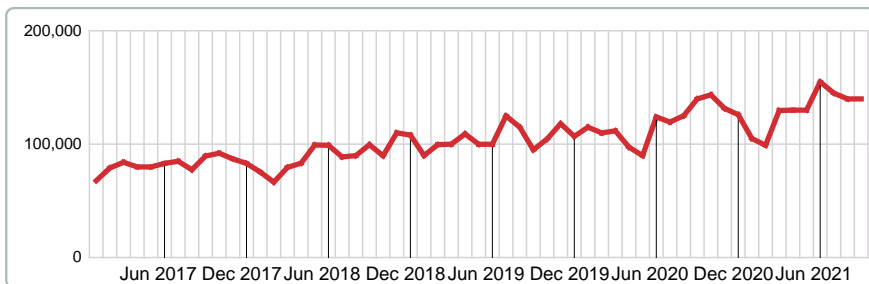
SEPTEMBER



YEAR TO DATE (YTD)

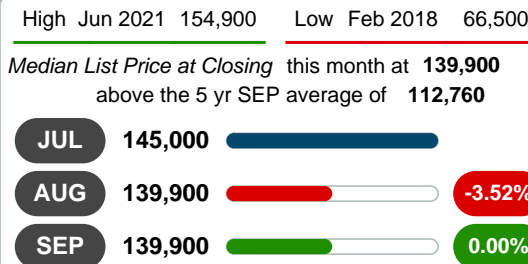


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 112,760



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	9	5.63%	10,000	10,000	20,000	18,999	0
\$20,001 - \$50,000	27	16.88%	39,000	39,000	43,000	0	0
\$50,001 - \$100,000	23	14.38%	84,900	81,250	85,000	0	0
\$100,001 - \$170,000	39	24.38%	139,000	135,250	139,450	169,900	0
\$170,001 - \$250,000	25	15.63%	199,000	219,000	193,950	224,900	209,000
\$250,001 - \$390,000	21	13.13%	289,900	285,000	294,450	306,750	0
\$390,001 and up	16	10.00%	590,000	413,500	565,000	634,950	899,000
Median List Price			139,900	69,900	169,900	253,950	687,000
Total Closed Units		100%	139,900	73	67	16	4
Total Closed Volume			30,512,704	7.49M	14.38M	5.16M	3.48M

September 2021



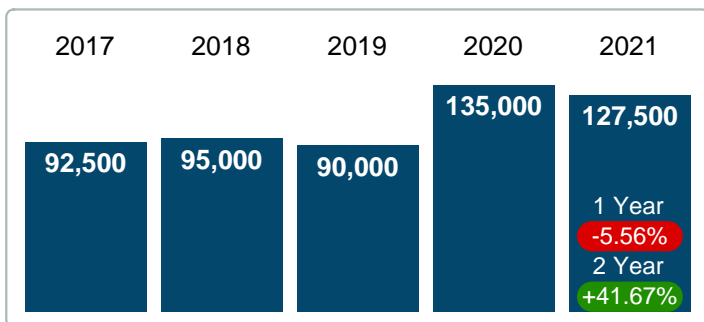
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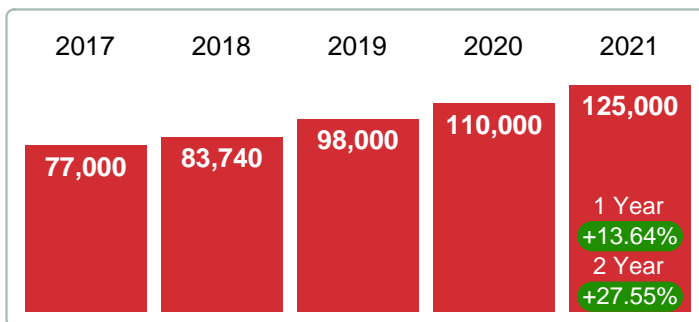
MEDIAN SOLD PRICE AT CLOSING

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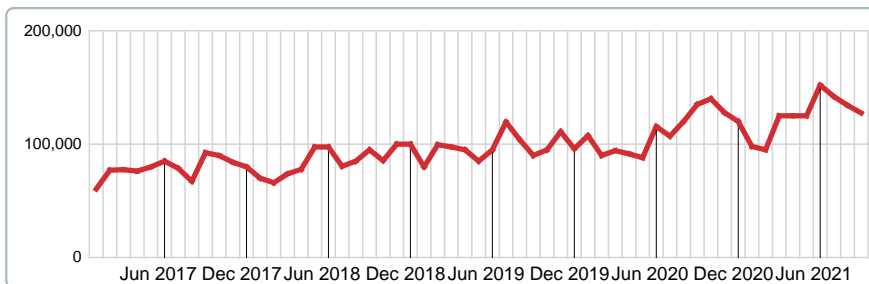
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

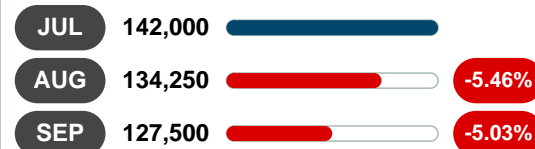


3 MONTHS

5 year SEP AVG = 108,000

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

Median Sold Price at Closing this month at 127,500 above the 5 yr SEP average of 108,000



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
\$20,000 and less	7.50%	13,500	13,500	20,000	10,000	0
\$20,001 - \$50,000	16.25%	38,300	38,000	38,600	0	0
\$50,001 - \$100,000	13.75%	80,000	79,500	82,500	0	0
\$100,001 - \$170,000	24.38%	127,000	120,000	128,000	170,000	0
\$170,001 - \$250,000	15.63%	200,000	214,000	188,500	203,500	209,000
\$250,001 - \$390,000	12.50%	289,950	280,000	299,000	281,250	0
\$390,001 and up	10.00%	594,950	393,500	570,000	634,950	850,000
Median Sold Price		127,500	65,000	165,000	249,950	650,000
Total Closed Units	100%	160	73	67	16	4
Total Closed Volume		29,437,175	7.06M	13.97M	5.00M	3.41M

September 2021



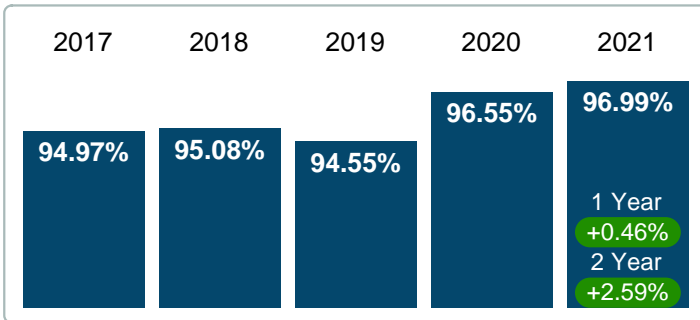
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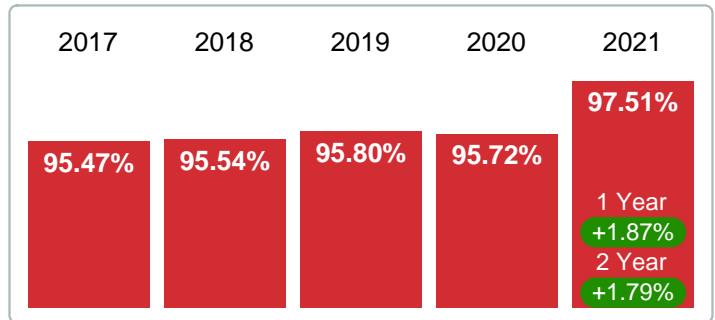
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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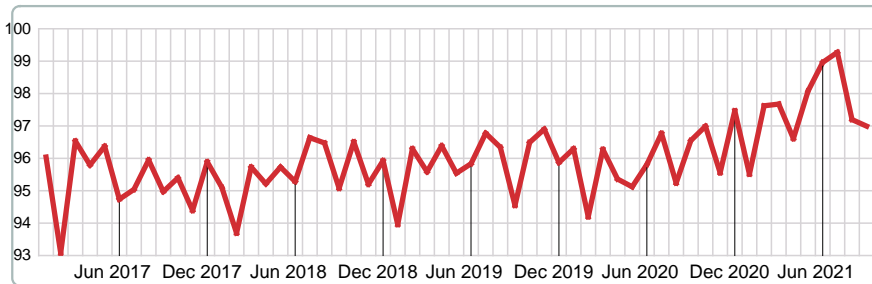
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

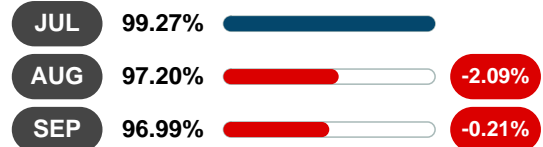


3 MONTHS

5 year SEP AVG = 95.63%

High Jul 2021 99.27% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **96.99%** above the 5 yr SEP average of **95.63%**



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	12	7.50%	82.50%	82.50%	100.00%	52.63%	0.00%
\$20,001 \$50,000	26	16.25%	95.24%	96.20%	78.74%	0.00%	0.00%
\$50,001 \$100,000	22	13.75%	94.97%	94.97%	95.86%	0.00%	0.00%
\$100,001 \$170,000	39	24.38%	96.90%	94.07%	97.87%	100.06%	0.00%
\$170,001 \$250,000	25	15.63%	100.00%	102.09%	100.00%	96.23%	100.00%
\$250,001 \$390,000	20	12.50%	98.76%	97.09%	100.00%	97.93%	0.00%
\$390,001 and up	16	10.00%	98.87%	95.37%	100.00%	98.87%	94.74%
Median Sold/List Ratio		96.99%		95.11%	98.55%	97.32%	97.37%
Total Closed Units		160	100%	73	67	16	4
Total Closed Volume		29,437,175		7.06M	13.97M	5.00M	3.41M

September 2021



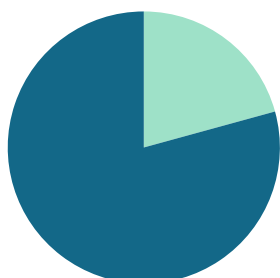
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

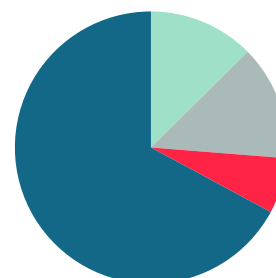


Inventory
 New Listings
259 = 20.74%
 Start Inventory
990
 Total Inventory Units
1,249
 Volume
\$298,492,876

Market Activity

Closed Sales
160 = 12.58%
 Pending Sales
174 = 13.68%
 Other Off Market
84 = 6.60%
 Active Inventory
854 = 67.14%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	159	160	0.63%	1,111	1,310	17.91%
Pending Sales	154	174	12.99%	1,309	1,394	6.49%
New Listings	236	259	9.75%	2,507	2,156	-14.00%
Median List Price	139,900	139,900	0.00%	119,000	130,000	9.24%
Median Sale Price	135,000	127,500	-5.56%	110,000	125,000	13.64%
Median Percent of Selling Price to List Price	96.55%	96.99%	0.46%	95.72%	97.51%	1.87%
Median Days on Market to Sale	41.00	14.50	-64.63%	45.00	23.00	-48.89%
Monthly Inventory	1,237	854	-30.96%	1,237	854	-30.96%
Months Supply of Inventory	10.69	5.86	-45.18%	10.69	5.86	-45.18%

Absorption: Last 12 months, an Average of **146** Sales/Month

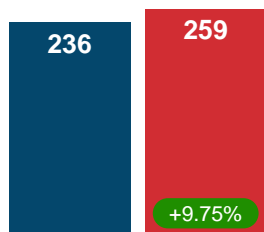
Inventory on September 30, 2021 = **854**

2020 **2021**

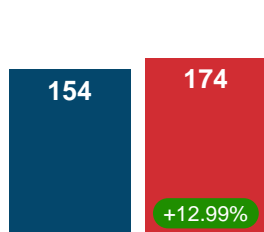
SEPTEMBER MARKET

MEDIAN PRICES

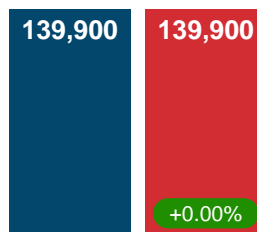
New Listings



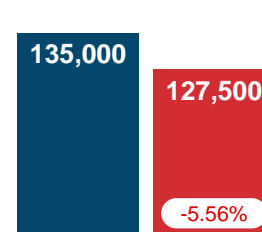
Pending Listings



List Price



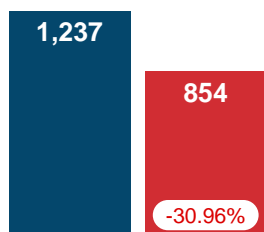
Sale Price



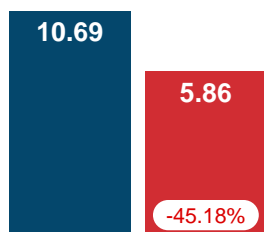
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

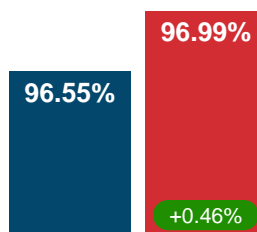
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

