

December 2021



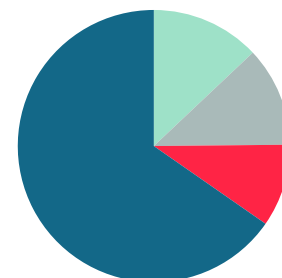
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	144	145	0.69%
Pending Listings	111	133	19.82%
New Listings	146	165	13.01%
Average List Price	248,500	228,099	-8.21%
Average Sale Price	220,967	213,402	-3.42%
Average Percent of Selling Price to List Price	96.08%	94.67%	-1.47%
Average Days on Market to Sale	63.34	48.97	-22.68%
End of Month Inventory	1,098	731	-33.42%
Months Supply of Inventory	8.50	5.05	-40.56%



■ Closed (12.96%)
■ Pending (11.89%)
■ Other OffMarket (9.83%)
■ Active (65.33%)

Absorption: Last 12 months, an Average of **145** Sales/Month
Active Inventory as of December 31, 2021 = **731**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **33.42%** to 731 existing homes available for sale. Over the last 12 months this area has had an average of 145 closed sales per month. This represents an unsold inventory index of **5.05** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.42%** in December 2021 to \$213,402 versus the previous year at \$220,967.

Average Days on Market Shortens

The average number of **48.97** days that homes spent on the market before selling decreased by 14.37 days or **22.68%** in December 2021 compared to last year's same month at **63.34** DOM.

Sales Success for December 2021 is Positive

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

There were 165 New Listings in December 2021, up **13.01%** from last year at 146. Furthermore, there were 145 Closed Listings this month versus last year at 144, a **0.69%** increase.

Closed versus Listed trends yielded a **87.9%** ratio, down from previous year's, December 2020, at **98.6%**, a **10.90%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

December 2021



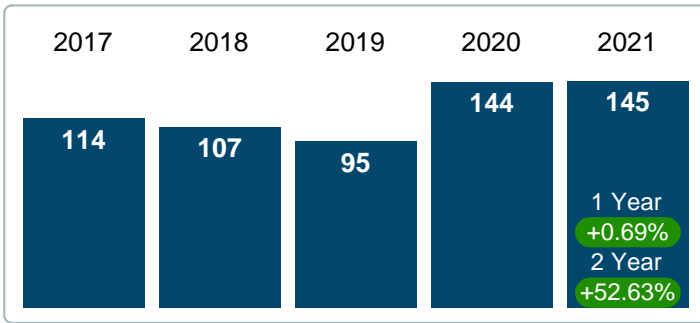
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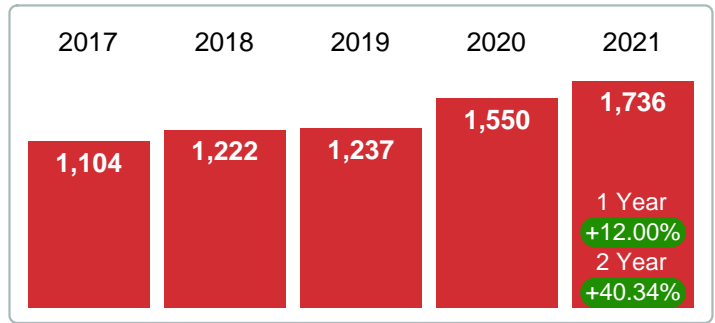
CLOSED LISTINGS

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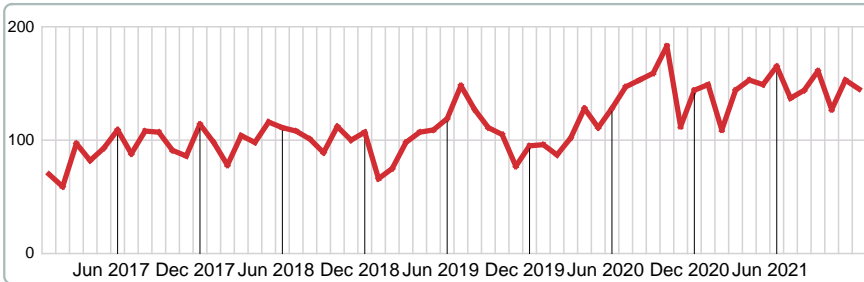
DECEMBER



YEAR TO DATE (YTD)

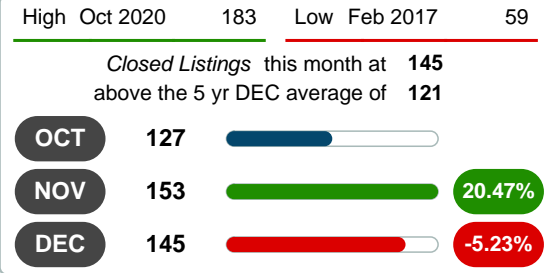


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 121



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	13	8.97%	54.5	11	2	0	0
\$25,001 - \$50,000	13	8.97%	85.3	13	0	0	0
\$50,001 - \$100,000	28	19.31%	42.3	15	13	0	0
\$100,001 - \$150,000	28	19.31%	34.1	12	13	3	0
\$150,001 - \$200,000	28	19.31%	48.8	5	19	4	0
\$200,001 - \$350,000	17	11.72%	46.1	6	7	4	0
\$350,001 and up	18	12.41%	55.1	5	8	5	0
Total Closed Units	145			67	62	16	0
Total Closed Volume	30,943,342	100%	49.0	13.79M	12.21M	4.94M	0.00B
Average Closed Price	\$213,402			\$205,799	\$196,960	\$308,956	\$0

December 2021



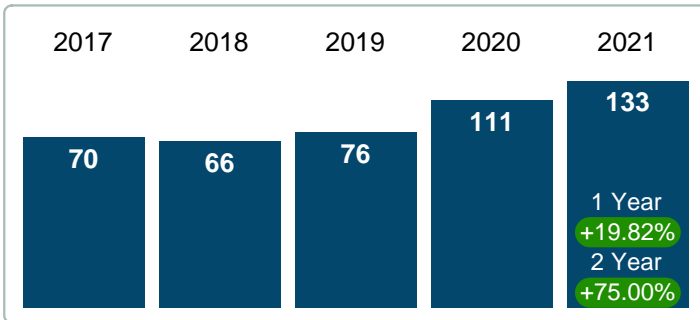
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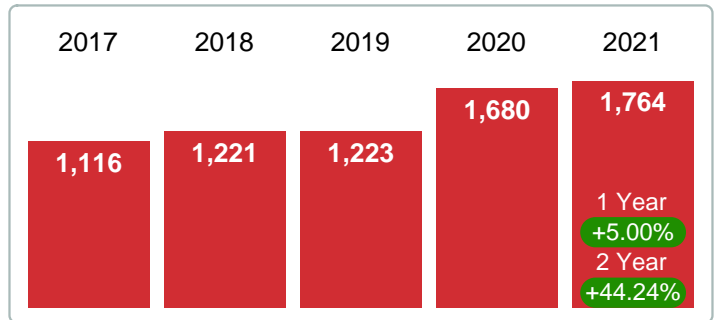
PENDING LISTINGS

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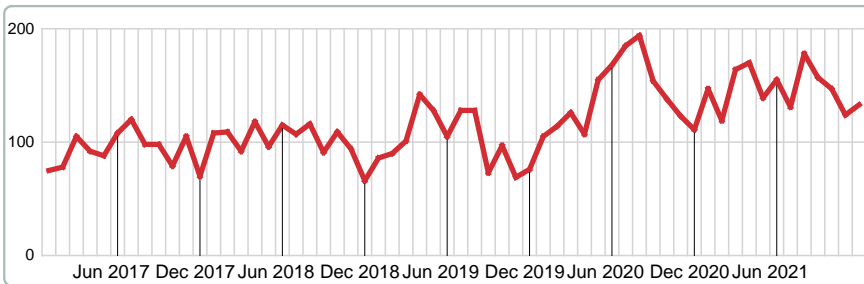
DECEMBER



YEAR TO DATE (YTD)

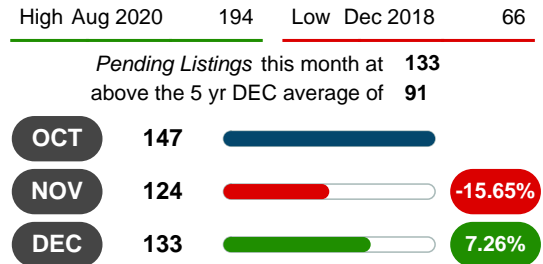


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 91



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	3.76%	147.6	4	1	0	0
\$20,001 - \$50,000	21	15.79%	129.2	18	2	0	1
\$50,001 - \$110,000	22	16.54%	56.0	14	7	1	0
\$110,001 - \$190,000	35	26.32%	61.1	10	20	4	1
\$190,001 - \$290,000	20	15.04%	130.0	8	11	1	0
\$290,001 - \$420,000	16	12.03%	64.3	2	8	6	0
\$420,001 and up	14	10.53%	100.6	7	4	1	2
Total Pending Units	133			63	53	13	4
Total Pending Volume	25,932,502	100%	130.4	9.95M	11.24M	3.45M	1.30M
Average Listing Price	\$123,416			\$157,907	\$212,004	\$265,589	\$323,875

December 2021



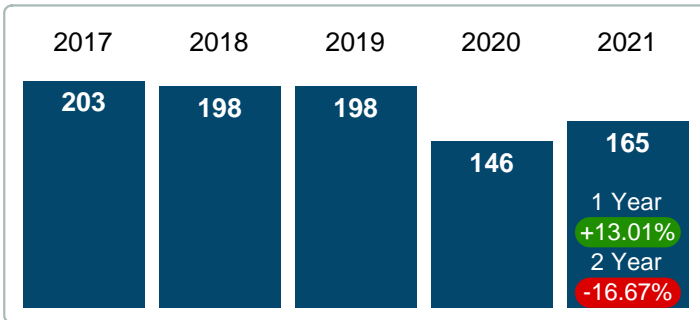
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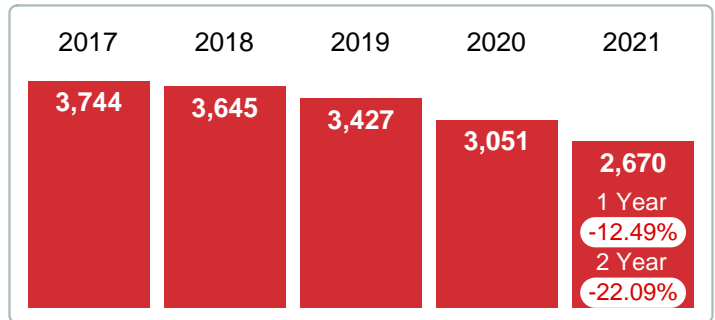
NEW LISTINGS

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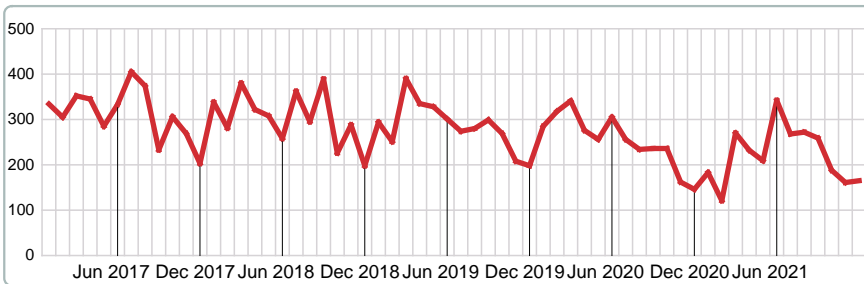
DECEMBER



YEAR TO DATE (YTD)

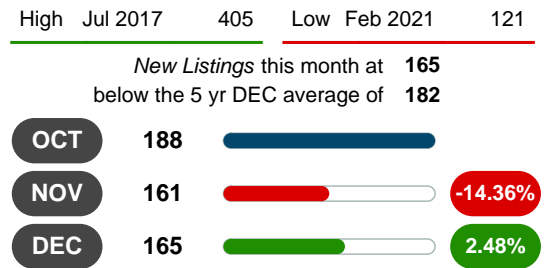


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 182



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	16	9.70%	13	3	0	0
\$30,001 - \$50,000	19	11.52%	17	2	0	0
\$50,001 - \$90,000	25	15.15%	17	7	1	0
\$90,001 - \$170,000	41	24.85%	23	15	3	0
\$170,001 - \$270,000	25	15.15%	15	7	3	0
\$270,001 - \$420,000	23	13.94%	7	13	3	0
\$420,001 and up	16	9.70%	10	4	2	0
Total New Listed Units	165		102	51	12	0
Total New Listed Volume	41,563,763	100%	27.47M	10.79M	3.30M	0.00B
Average New Listed Listing Price	\$86,542		\$269,328	\$211,623	\$274,958	\$0

December 2021



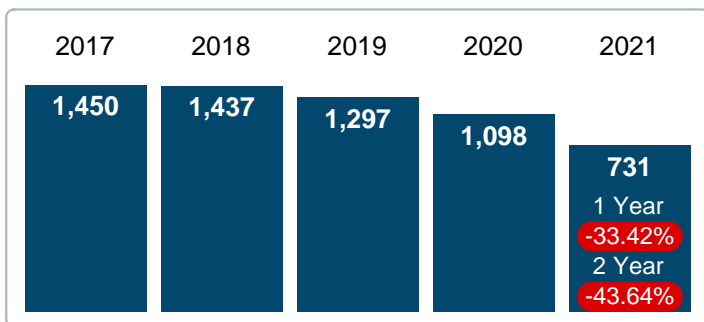
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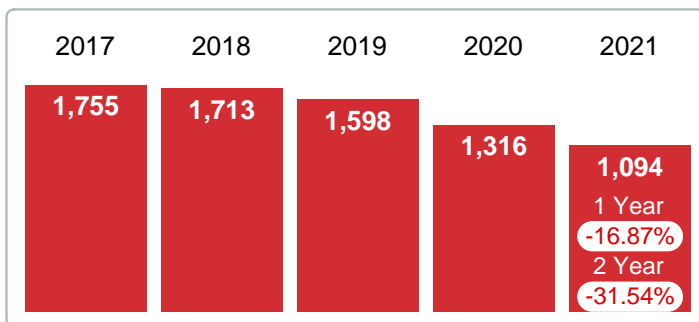
ACTIVE INVENTORY

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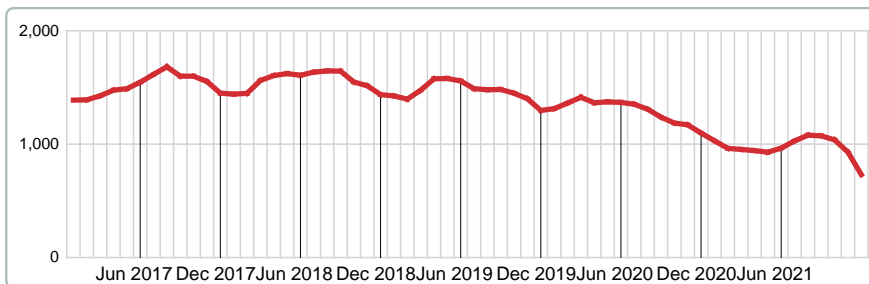
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

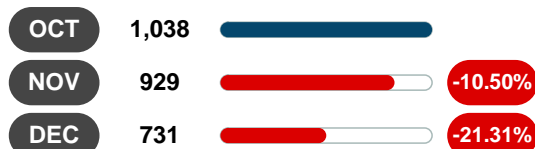


3 MONTHS

5 year DEC AVG = 1,203

High Aug 2017 1,682 Low Dec 2021 731

Inventory this month at 731
below the 5 yr DEC average of 1,203



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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 to \$25,000	83	11.35%	110.2	79	4	0	0
\$25,001 to \$75,000	174	23.80%	128.1	158	14	2	0
\$75,001 to \$175,000	174	23.80%	143.2	107	56	10	1
\$175,001 to \$275,000	110	15.05%	100.1	65	28	16	1
\$275,001 to \$475,000	113	15.46%	110.2	48	40	19	6
\$475,001 and up	77	10.53%	115.0	41	16	14	6
Total Active Inventory by Units	731			498	158	61	14
Total Active Inventory by Volume	189,048,374	100%	121.3	113.77M	45.31M	22.76M	7.20M
Average Active Inventory Listing Price	\$258,616			\$228,456	\$286,783	\$373,147	\$514,539

December 2021



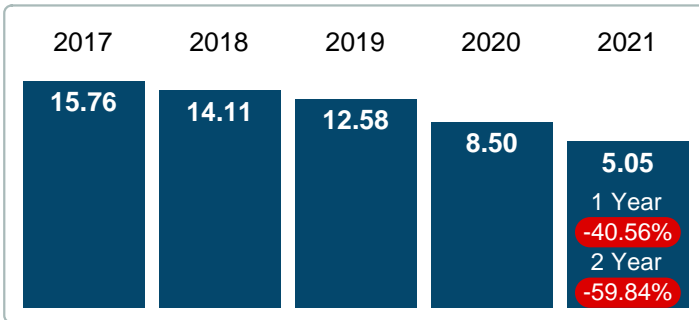
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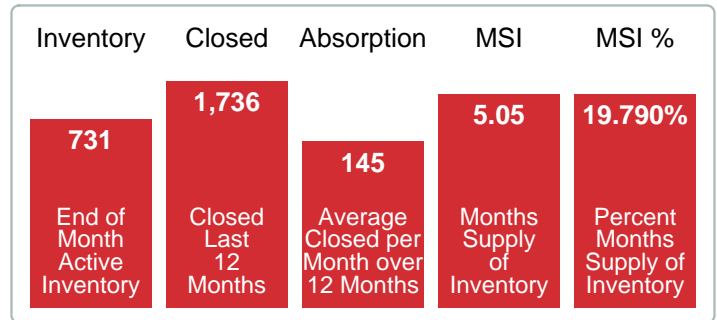
MONTHS SUPPLY of INVENTORY (MSI)

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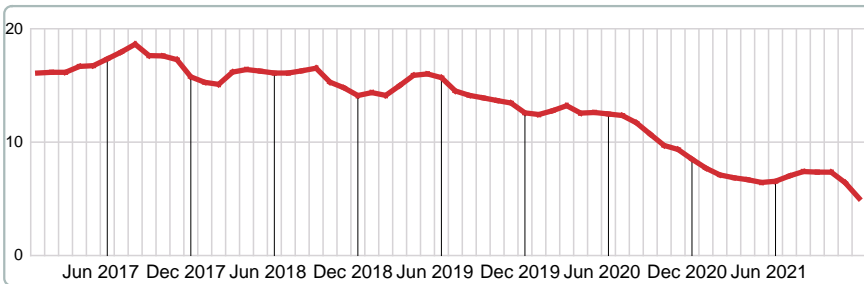
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 11.20

High Aug 2017 18.64 Low Dec 2021 5.05

Months Supply this month at 5.05 below the 5 yr DEC average of 11.20



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	61	8.34%	4.85	5.53	1.14	0.00	0.00
\$20,001 \$40,000	88	12.04%	6.77	8.10	1.29	0.00	0.00
\$40,001 \$80,000	121	16.55%	5.46	7.42	2.32	2.18	0.00
\$80,001 \$190,000	178	24.35%	3.32	6.40	1.91	2.25	2.00
\$190,001 \$290,000	109	14.91%	5.38	13.22	2.63	3.49	2.00
\$290,001 \$480,000	99	13.54%	6.87	15.27	4.92	4.74	5.14
\$480,001 and up	75	10.26%	8.74	26.67	4.39	6.00	4.50
Market Supply of Inventory (MSI)			5.05	8.23	2.49	3.59	3.73
Total Active Inventory by Units		100%	5.05	498	158	61	14

December 2021



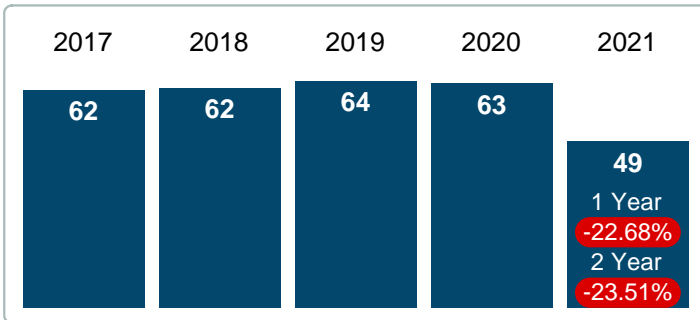
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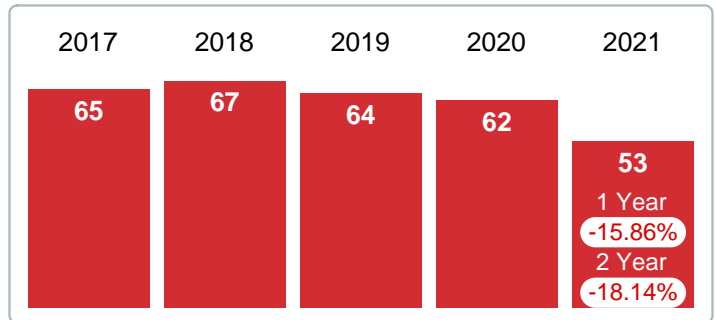
AVERAGE DAYS ON MARKET TO SALE

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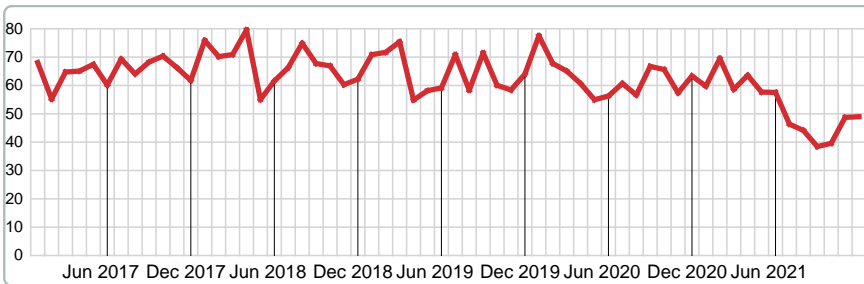
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 60

High Apr 2018 80 Low Sep 2021 38

Average Days on Market to Sale this month at 49 below the 5 yr DEC average of 60



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	8.97%	55	57	39	0	0
\$25,001 - \$50,000	8.97%	85	85	0	0	0
\$50,001 - \$100,000	19.31%	42	45	40	0	0
\$100,001 - \$150,000	19.31%	34	32	32	53	0
\$150,001 - \$200,000	19.31%	49	68	39	72	0
\$200,001 - \$350,000	11.72%	46	34	29	94	0
\$350,001 and up	12.41%	55	84	59	19	0
Average Closed DOM		49				
Total Closed Units	100%	49	67	62	16	0
Total Closed Volume		30,943,342	13.79M	12.21M	4.94M	0.00B

December 2021



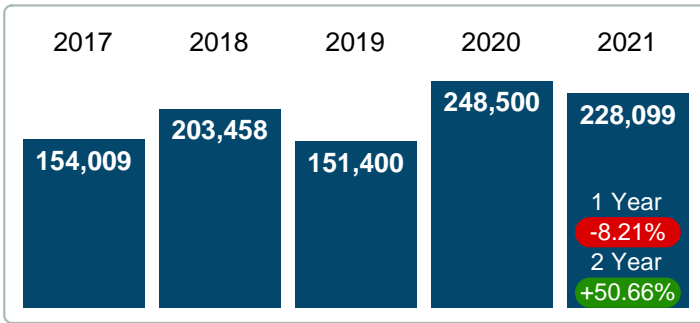
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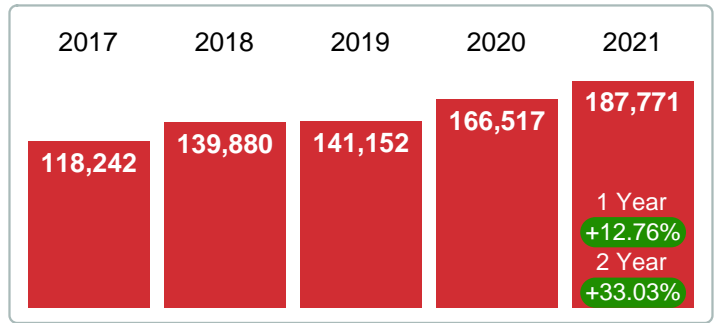
AVERAGE LIST PRICE AT CLOSING

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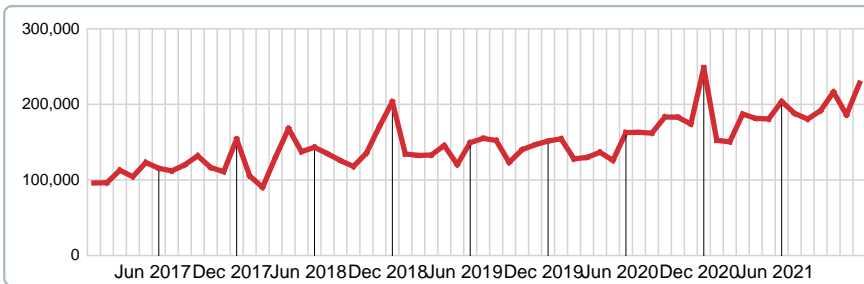
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

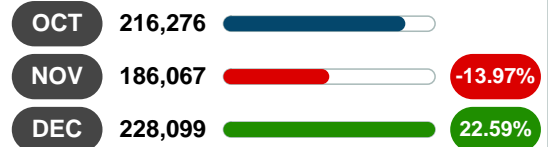


3 MONTHS

5 year DEC AVG = 197,093

High Dec 2020 248,500 Low Feb 2018 90,220

Average List Price at Closing this month at **228,099**
above the 5 yr DEC average of **197,093**



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	8	5.52%	10,144	19,573	10,500	0	
\$25,001 - \$50,000	17	11.72%	38,291	42,677	0	0	
\$50,001 - \$100,000	29	20.00%	79,245	83,907	77,354	0	
\$100,001 - \$150,000	30	20.69%	136,617	137,108	131,169	141,133	
\$150,001 - \$200,000	22	15.17%	176,150	201,560	178,316	181,475	
\$200,001 - \$350,000	21	14.48%	258,886	246,833	287,400	249,225	
\$350,001 and up	18	12.41%	924,100	1,873,840	542,463	584,980	
Average List Price		228,099		231,821	201,150	316,944	0
Total Closed Units		145	100%	228,099	67	62	16
Total Closed Volume		33,074,400		15.53M	12.47M	5.07M	0.00B

December 2021



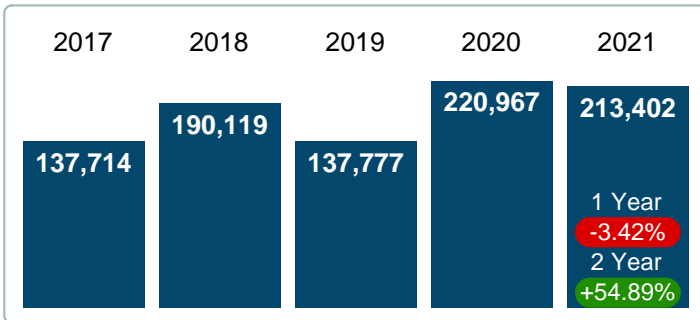
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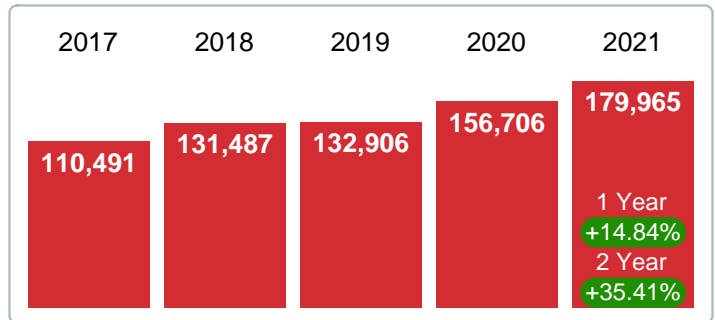
AVERAGE SOLD PRICE AT CLOSING

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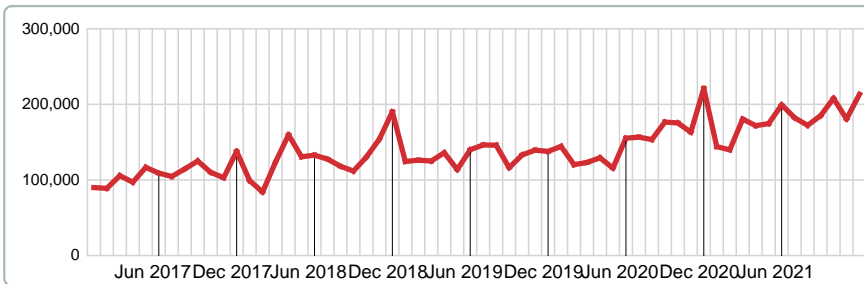
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

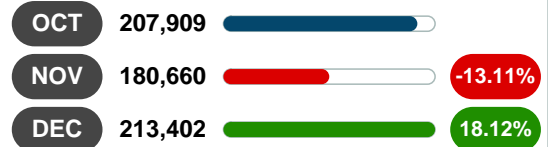


3 MONTHS

5 year DEC AVG = 179,996

High Dec 2020 220,967 Low Feb 2018 83,985

Average Sold Price at Closing this month at **213,402** above the 5 yr DEC average of **179,996**



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	8.97%	14,935	15,741	10,500	0	0
\$25,001 - \$50,000	8.97%	37,954	37,954	0	0	0
\$50,001 - \$100,000	19.31%	76,758	77,453	75,956	0	0
\$100,001 - \$150,000	19.31%	127,329	125,792	125,869	139,800	0
\$150,001 - \$200,000	19.31%	175,482	176,680	175,742	172,750	0
\$200,001 - \$350,000	11.72%	255,965	245,000	280,343	229,750	0
\$350,001 and up	12.41%	848,693	1,619,453	533,163	582,780	0
Average Sold Price		213,402	205,799	196,960	308,956	0
Total Closed Units	100%	145	67	62	16	0
Total Closed Volume		30,943,342	13.79M	12.21M	4.94M	0.00B

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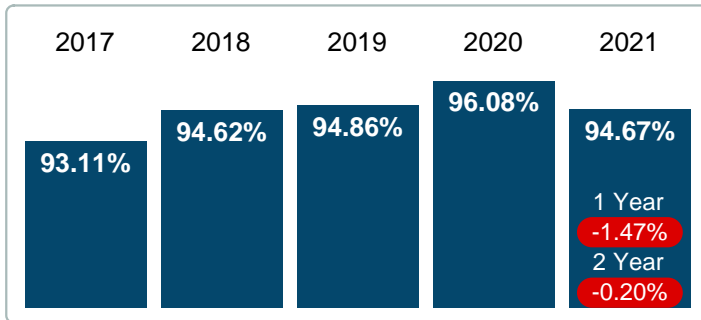
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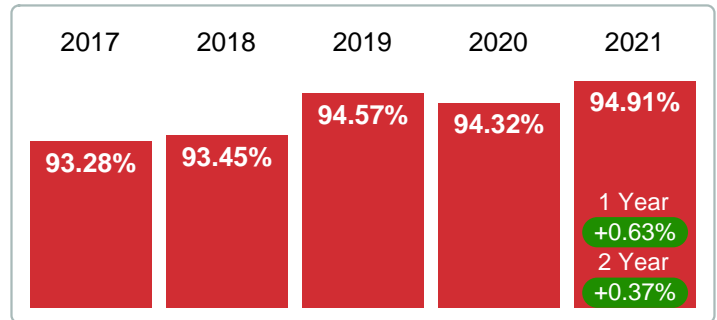
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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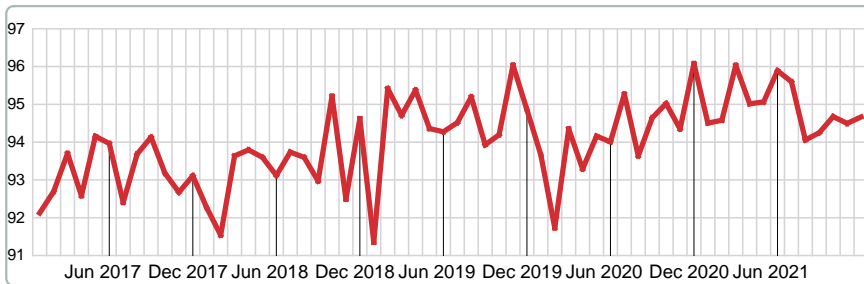
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

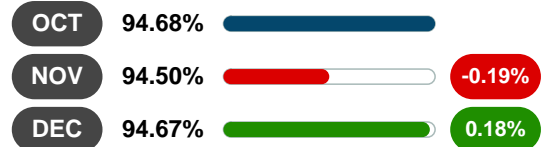


3 MONTHS

5 year DEC AVG = 94.67%

High Dec 2020 96.08% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **94.67%** equal to 5 yr DEC average of **94.67%**



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	13	8.97%	87.58%	85.32%	100.00%	0.00%	0.00%
\$25,001 - \$50,000	13	8.97%	89.11%	89.11%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	28	19.31%	95.43%	92.89%	98.36%	0.00%	0.00%
\$100,001 - \$150,000	28	19.31%	94.81%	92.13%	96.31%	99.04%	0.00%
\$150,001 - \$200,000	28	19.31%	96.96%	90.96%	98.73%	96.04%	0.00%
\$200,001 - \$350,000	17	11.72%	97.04%	99.17%	97.52%	93.01%	0.00%
\$350,001 and up	18	12.41%	96.57%	91.14%	98.32%	99.22%	0.00%
Average Sold/List Ratio		94.70%		91.07%	98.00%	96.84%	0.00%
Total Closed Units		145	100%	67	62	16	
Total Closed Volume		30,943,342		13.79M	12.21M	4.94M	0.00B

December 2021



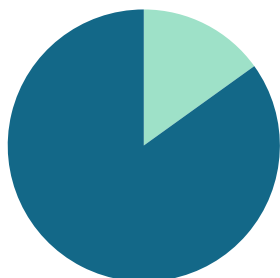
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY

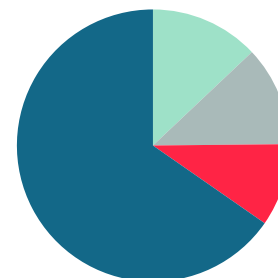


Inventory
 New Listings
165 = 15.08%
 Start Inventory
929
 Total Inventory Units
1,094
 Volume
\$277,108,019

Market Activity

Closed Sales
145 = 12.96%
 Pending Sales
133 = 11.89%
 Other Off Market
110 = 9.83%
 Active Inventory
731 = 65.33%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	144	145	0.69%	1,550	1,736	12.00%
Pending Sales	111	133	19.82%	1,680	1,764	5.00%
New Listings	146	165	13.01%	3,051	2,670	-12.49%
Average List Price	248,500	228,099	-8.21%	166,517	187,771	12.76%
Average Sale Price	220,967	213,402	-3.42%	156,706	179,965	14.84%
Average Percent of Selling Price to List Price	96.08%	94.67%	-1.47%	94.32%	94.91%	0.63%
Average Days on Market to Sale	63.34	48.97	-22.68%	62.45	52.55	-15.86%
Monthly Inventory	1,098	731	-33.42%	1,098	731	-33.42%
Months Supply of Inventory	8.50	5.05	-40.56%	8.50	5.05	-40.56%

Absorption: Last 12 months, an Average of **145** Sales/Month

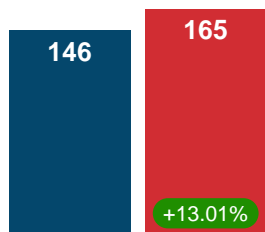
Inventory on December 31, 2021 = **731**

2020 **2021**

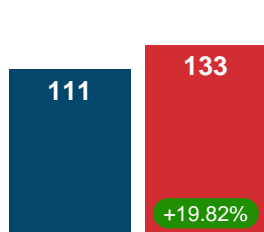
DECEMBER MARKET

AVERAGE PRICES

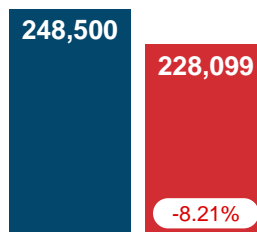
New Listings



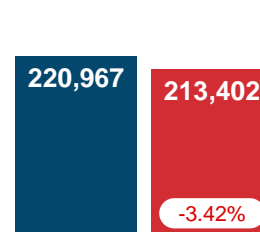
Pending Listings



List Price



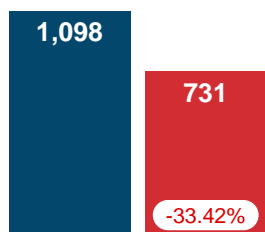
Sale Price



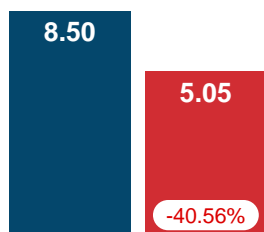
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

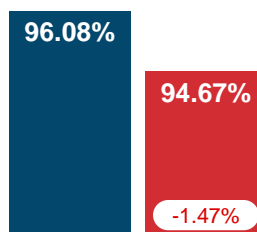
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

