

June 2022



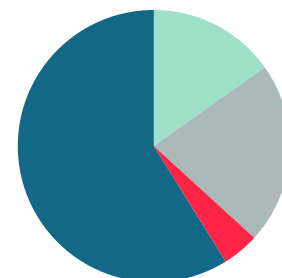
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	94	66	-29.79%
Pending Listings	89	94	5.62%
New Listings	126	120	-4.76%
Average List Price	203,057	212,155	4.48%
Average Sale Price	199,728	204,121	2.20%
Average Percent of Selling Price to List Price	97.05%	94.71%	-2.42%
Average Days on Market to Sale	42.06	37.45	-10.96%
End of Month Inventory	329	256	-22.19%
Months Supply of Inventory	4.08	3.49	-14.40%



■ Closed (15.17%)
■ Pending (21.61%)
■ Other OffMarket (4.37%)
■ Active (58.85%)

Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of June 30, 2022 = **256**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2022 decreased **22.19%** to 256 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **3.49** 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 **2.20%** in June 2022 to \$204,121 versus the previous year at \$199,728.

Average Days on Market Shortens

The average number of **37.45** days that homes spent on the market before selling decreased by 4.61 days or **10.96%** in June 2022 compared to last year's same month at **42.06** DOM.

Sales Success for June 2022 is Positive

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

There were 120 New Listings in June 2022, down **4.76%** from last year at 126. Furthermore, there were 66 Closed Listings this month versus last year at 94, a **-29.79%** decrease.

Closed versus Listed trends yielded a **55.0%** ratio, down from previous year's, June 2021, at **74.6%**, a **26.28%** downswing. This will certainly create pressure on a decreasing Monthly 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

June 2022



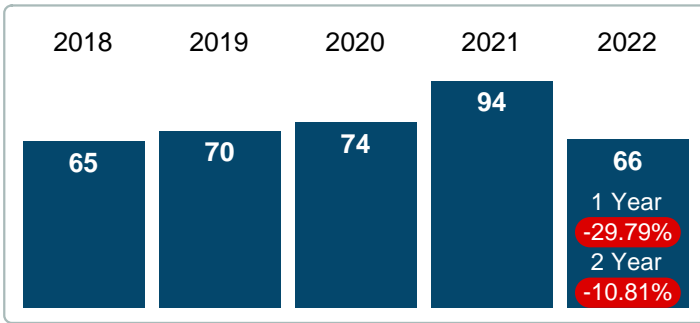
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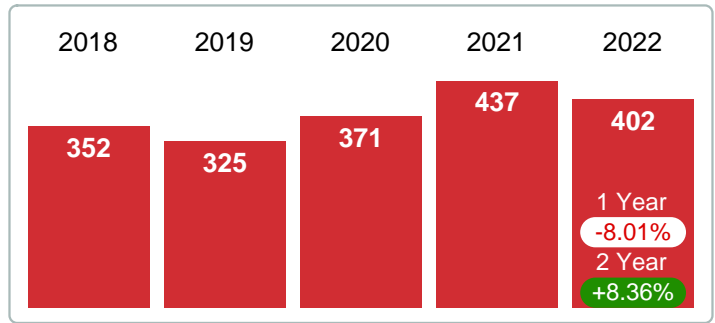
CLOSED LISTINGS

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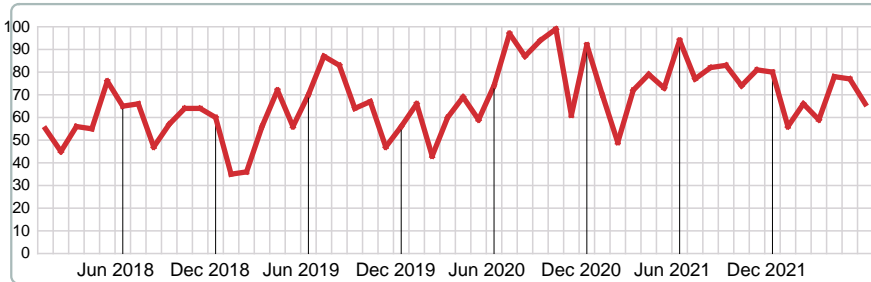
JUNE



YEAR TO DATE (YTD)

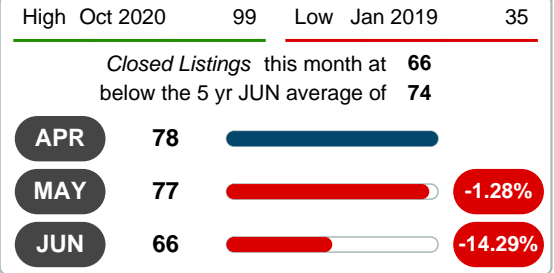


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.58%	33.8	3	1	1	0
\$50,001 - \$75,000	9	13.64%	36.2	3	6	0	0
\$75,001 - \$125,000	10	15.15%	30.3	4	6	0	0
\$125,001 - \$200,000	17	25.76%	39.9	3	14	0	0
\$200,001 - \$225,000	5	7.58%	32.2	0	2	3	0
\$225,001 - \$425,000	13	19.70%	44.5	1	9	1	2
\$425,001 and up	7	10.61%	36.4	0	3	3	1
Total Closed Units	66			14	41	8	3
Total Closed Volume	13,471,965	100%	37.5	1.43M	8.47M	2.55M	1.02M
Average Closed Price	\$204,121			\$102,385	\$206,631	\$318,713	\$339,000

June 2022



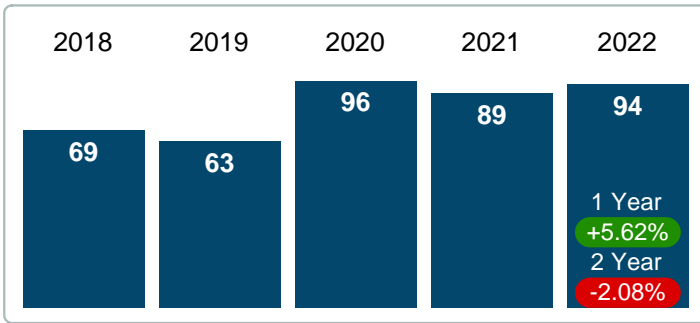
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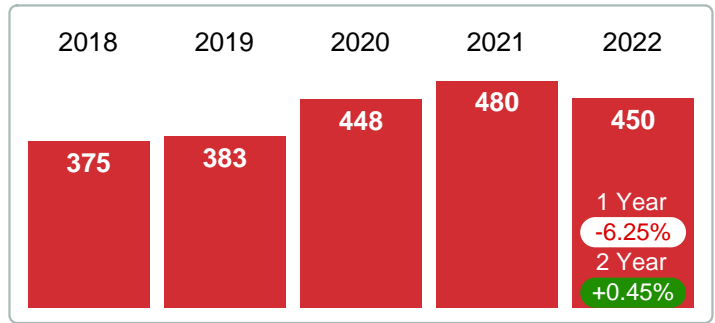
PENDING LISTINGS

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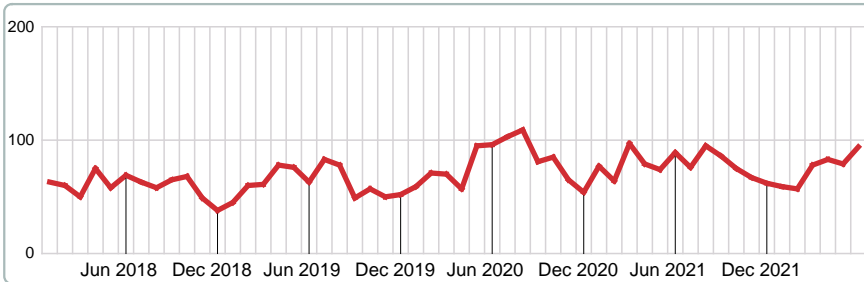
JUNE



YEAR TO DATE (YTD)

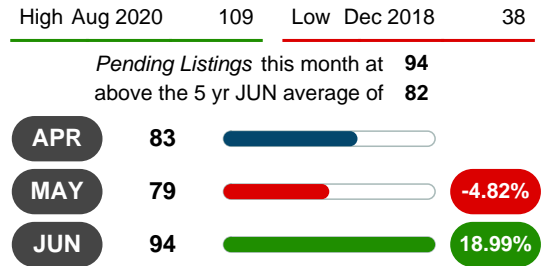


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.51%	41.5	4	3	0	1
\$50,001 - \$75,000	9	9.57%	57.9	5	4	0	0
\$75,001 - \$125,000	16	17.02%	49.8	4	11	1	0
\$125,001 - \$225,000	22	23.40%	30.5	2	14	5	1
\$225,001 - \$275,000	15	15.96%	22.6	1	10	4	0
\$275,001 - \$375,000	13	13.83%	44.2	1	9	3	0
\$375,001 and up	11	11.70%	38.3	0	7	2	2
Total Pending Units	94			17	58	15	4
Total Pending Volume	22,127,800	100%	28.3	1.79M	14.69M	4.49M	1.16M
Average Listing Price	\$276,667			\$105,541	\$253,338	\$299,000	\$288,750

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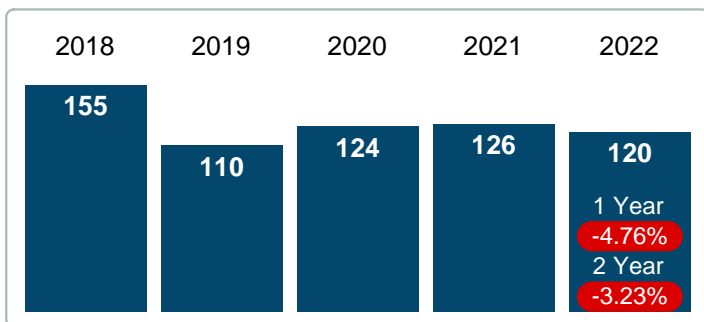
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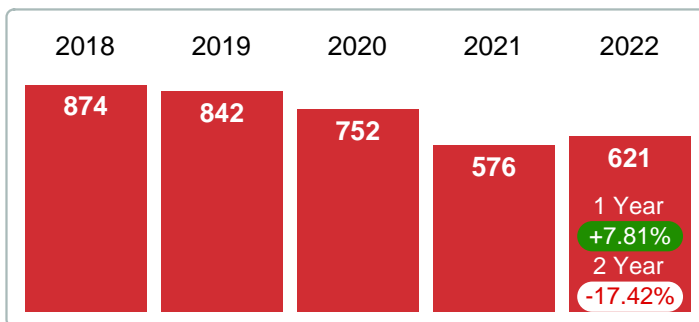
NEW LISTINGS

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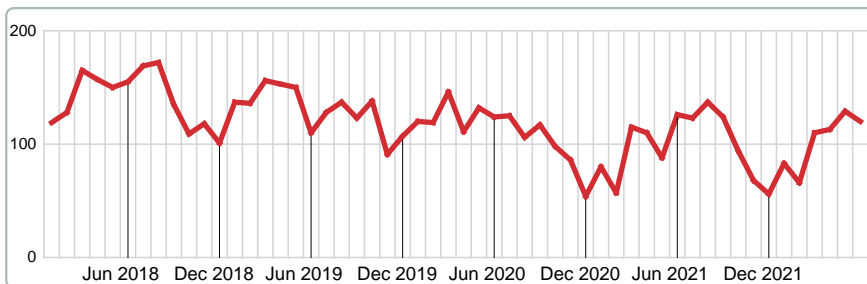
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 127

High Aug 2018 172 Low Dec 2020 54

New Listings this month at 120 below the 5 yr JUN average of 127



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.33%	8	0	1	1
\$50,001 - \$100,000	13	10.83%	8	4	1	0
\$100,001 - \$150,000	21	17.50%	5	15	1	0
\$150,001 - \$250,000	32	26.67%	7	20	5	0
\$250,001 - \$325,000	17	14.17%	1	8	6	2
\$325,001 - \$500,000	15	12.50%	0	8	6	1
\$500,001 and up	12	10.00%	1	5	4	2
Total New Listed Units	120		30	60	24	6
Total New Listed Volume	33,874,349	100%	3.78M	15.87M	10.85M	3.38M
Average New Listed Listing Price	\$476,333		\$126,027	\$264,458	\$451,965	\$563,150

June 2022



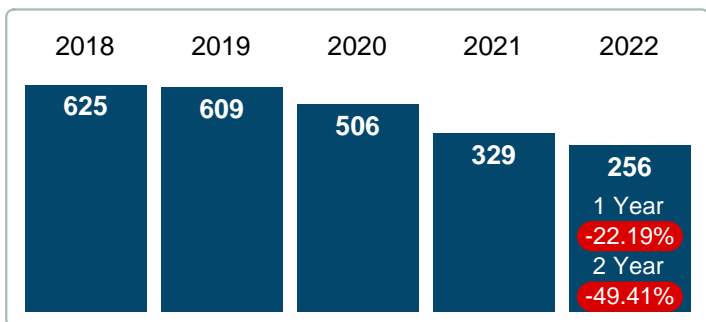
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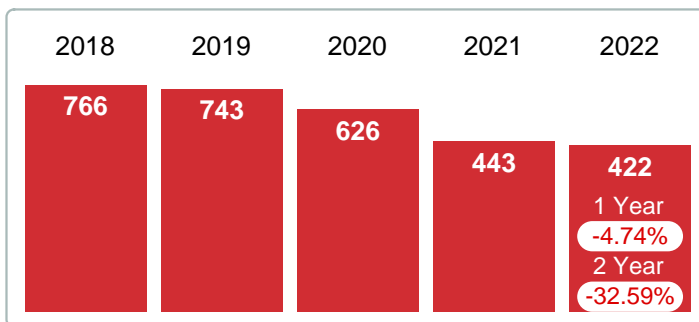
ACTIVE INVENTORY

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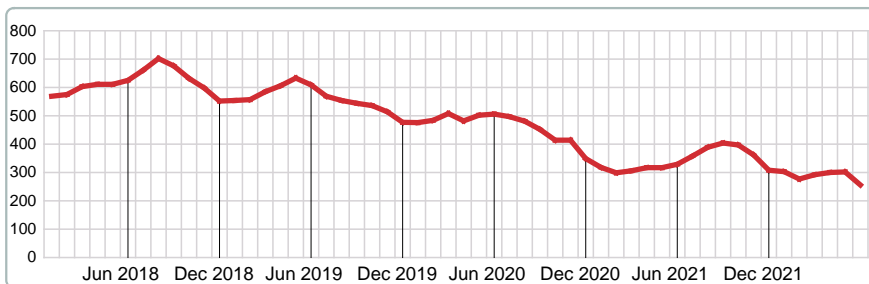
END OF JUNE



ACTIVE DURING JUNE

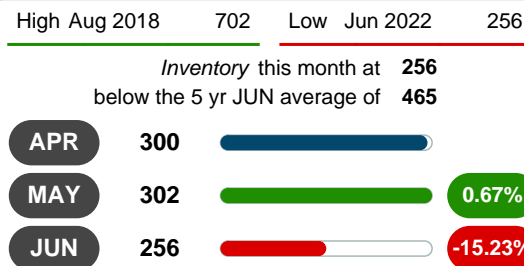


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 465



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	6.25%	60.3	9	5	2	0
\$50,001 - \$100,000	33	12.89%	62.5	10	22	1	0
\$100,001 - \$150,000	39	15.23%	135.7	9	27	3	0
\$150,001 - \$275,000	70	27.34%	57.8	12	40	17	1
\$275,001 - \$450,000	41	16.02%	63.0	1	20	16	4
\$450,001 - \$875,000	31	12.11%	66.8	3	14	12	2
\$875,001 and up	26	10.16%	69.7	0	6	14	6
Total Active Inventory by Units	256			44	134	65	13
Total Active Inventory by Volume	104,565,423	100%	73.6	6.64M	38.76M	34.54M	24.62M
Average Active Inventory Listing Price	\$408,459			\$150,925	\$289,272	\$531,376	\$1,894,062

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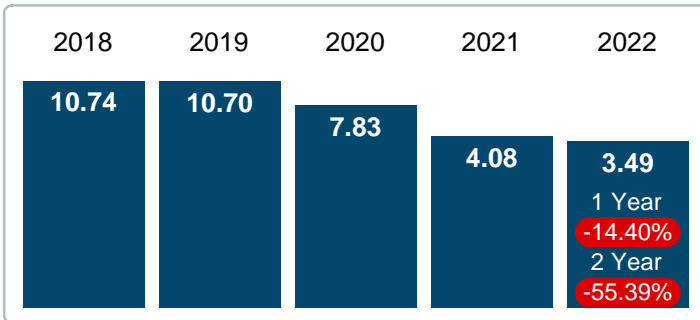
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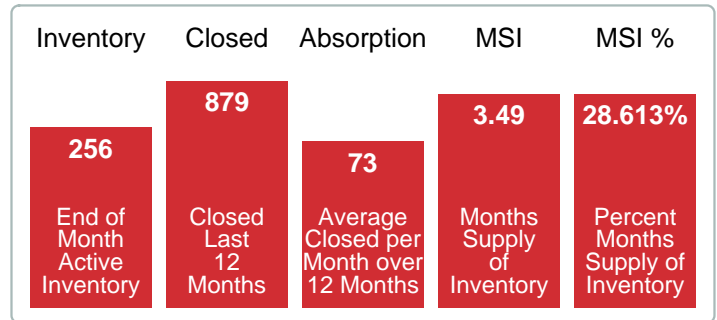
MONTHS SUPPLY of INVENTORY (MSI)

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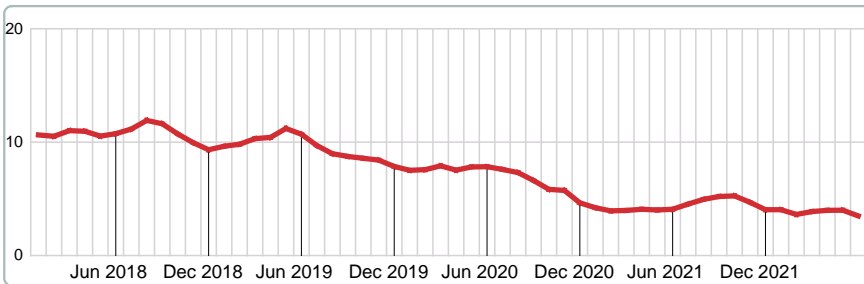
MSI FOR JUNE



INDICATORS FOR JUNE 2022

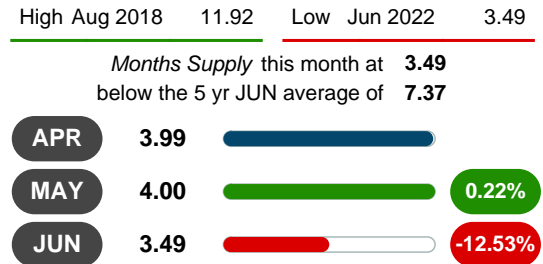


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.37



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
\$50,000 and less	16	6.25%	2.13	2.63	1.36	6.00	0.00
\$50,001 - \$100,000	33	12.89%	2.49	2.03	3.03	1.09	0.00
\$100,001 - \$150,000	39	15.23%	2.75	4.00	2.59	2.12	0.00
\$150,001 - \$275,000	70	27.34%	3.33	9.60	2.82	3.52	1.33
\$275,001 - \$450,000	41	16.02%	3.76	1.50	3.33	4.80	4.36
\$450,001 - \$875,000	31	12.11%	5.47	18.00	4.42	7.58	2.67
\$875,001 and up	26	10.16%	34.67	0.00	36.00	42.00	24.00
Market Supply of Inventory (MSI)			3.49	3.47	2.99	5.10	4.33
Total Active Inventory by Units		100%	3.49	44	134	65	13

June 2022



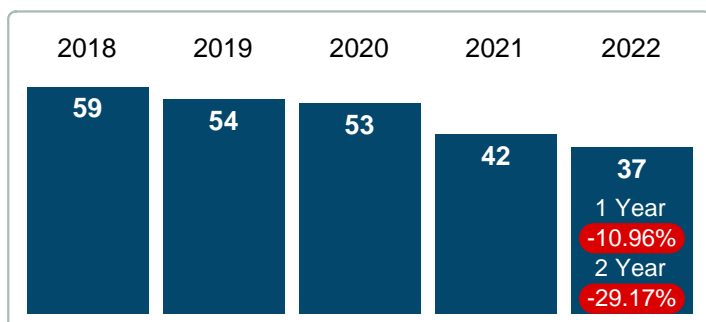
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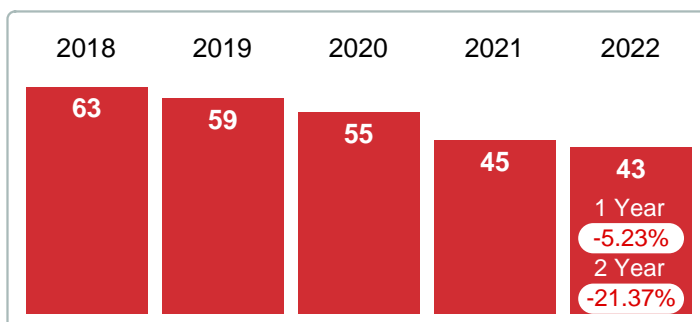
AVERAGE DAYS ON MARKET TO SALE

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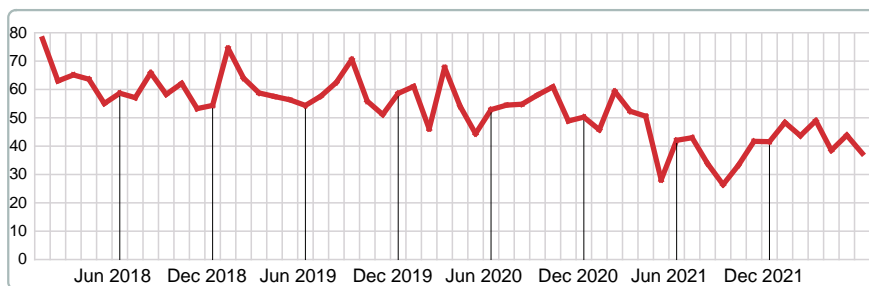
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 49

High Jan 2018 78 Low Sep 2021 26

Average Days on Market to Sale this month at 37 below the 5 yr JUN average of 49



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
\$50,000 and less	7.58%	34	24	93	5	0
\$50,001 - \$75,000	13.64%	36	41	34	0	0
\$75,001 - \$125,000	15.15%	30	8	46	0	0
\$125,001 - \$200,000	25.76%	40	13	46	0	0
\$200,001 - \$225,000	7.58%	32	0	67	9	0
\$225,001 - \$425,000	19.70%	45	21	45	14	68
\$425,001 and up	10.61%	36	0	31	49	13
Average Closed DOM		37	20	45	24	50
Total Closed Units	100%	66	14	41	8	3
Total Closed Volume		13,471,965	1.43M	8.47M	2.55M	1.02M

June 2022



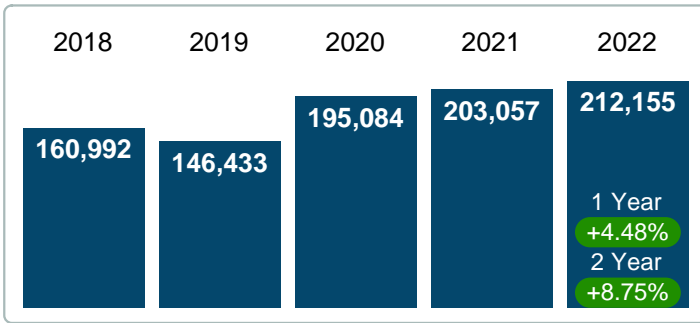
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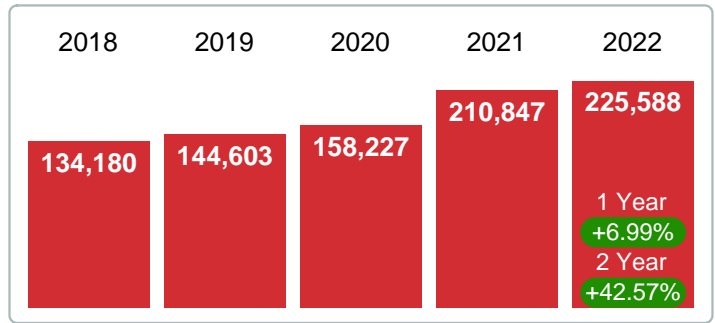
AVERAGE LIST PRICE AT CLOSING

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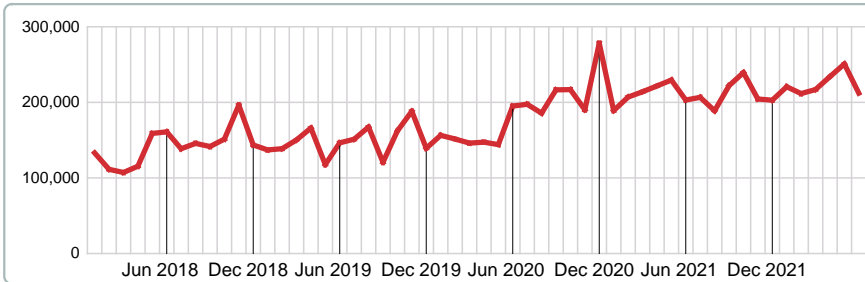
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

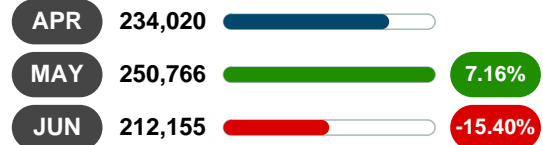


3 MONTHS

5 year JUN AVG = 183,544

High Dec 2020 278,181 Low Mar 2018 107,196

Average List Price at Closing this month at **212,155**
above the 5 yr JUN average of **183,544**



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
\$50,000 and less	7.58%	30,100	37,833	22,000	15,000	0
\$50,001 - \$75,000	12.12%	66,824	69,297	67,767	0	0
\$75,001 - \$125,000	15.15%	107,680	107,500	118,717	0	0
\$125,001 - \$200,000	25.76%	166,371	174,967	168,779	0	0
\$200,001 - \$225,000	4.55%	211,600	0	225,000	224,300	0
\$225,001 - \$425,000	24.24%	276,097	240,000	295,067	229,000	299,976
\$425,001 and up	10.61%	622,813	0	758,297	544,933	450,000
Average List Price		212,155	108,306	216,690	318,963	349,984
Total Closed Units	100%	212,155	14	41	8	3
Total Closed Volume		14,002,232	1.52M	8.88M	2.55M	1.05M

June 2022



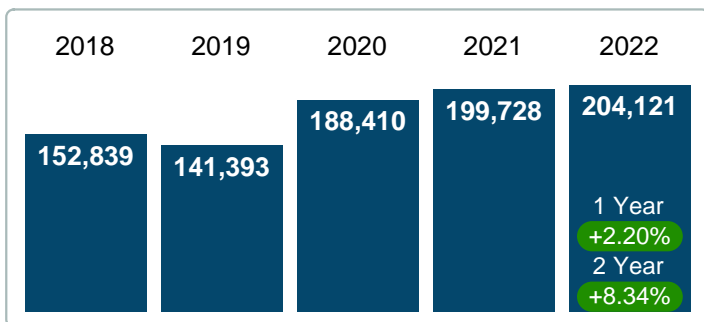
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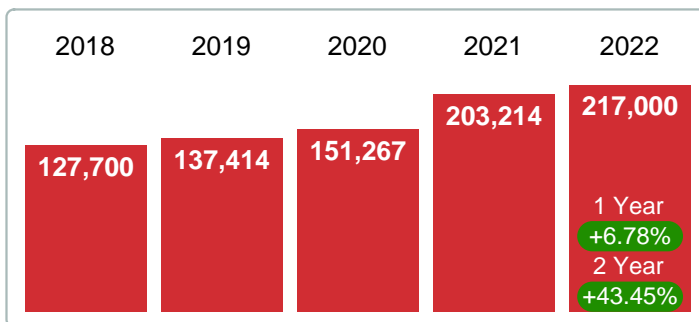
AVERAGE SOLD PRICE AT CLOSING

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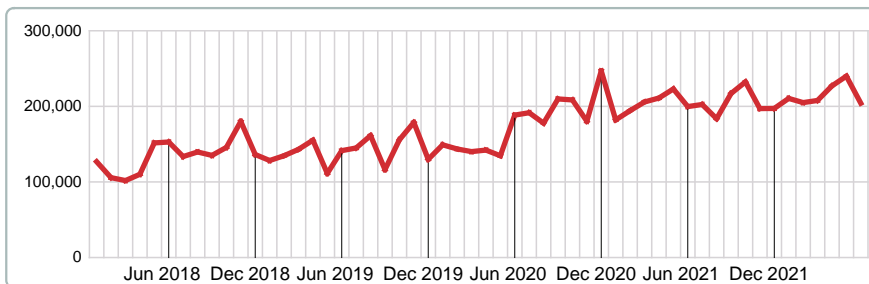
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

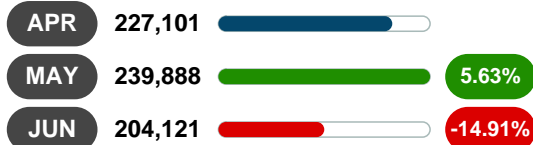


3 MONTHS

5 year JUN AVG = 177,298

High Dec 2020 246,862 Low Mar 2018 101,828

Average Sold Price at Closing this month at **204,121** above the 5 yr JUN average of **177,298**



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
\$50,000 and less	7.58%	25,400	32,000	16,000	15,000	0
\$50,001 - \$75,000	13.64%	62,710	62,830	62,650	0	0
\$75,001 - \$125,000	15.15%	106,000	104,750	106,833	0	0
\$125,001 - \$200,000	25.76%	162,404	163,300	162,213	0	0
\$200,001 - \$225,000	7.58%	210,540	0	206,500	213,233	0
\$225,001 - \$425,000	19.70%	277,692	240,000	283,333	235,000	292,500
\$425,001 and up	10.61%	613,857	0	735,000	553,333	432,000
Average Sold Price		204,121	102,385	206,631	318,713	339,000
Total Closed Units	100%	204,121	14	41	8	3
Total Closed Volume		13,471,965	1.43M	8.47M	2.55M	1.02M

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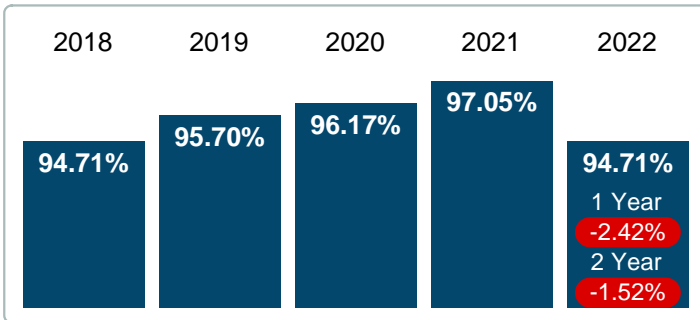
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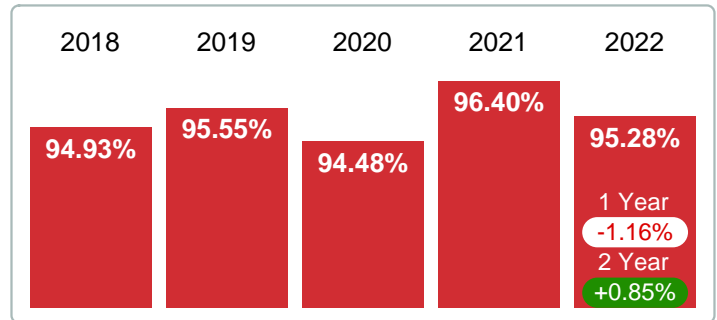
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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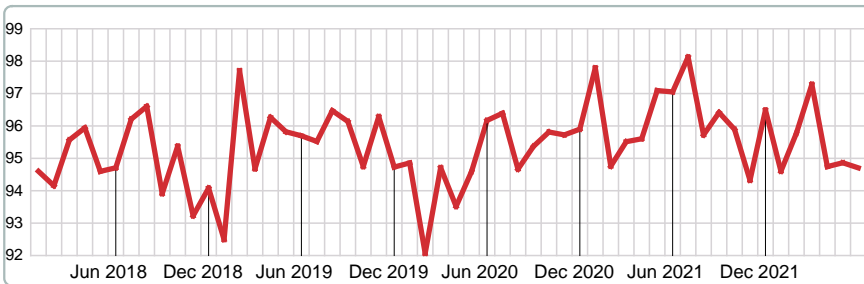
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

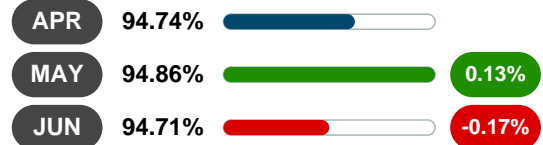


3 MONTHS

5 year JUN AVG = 95.67%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **94.71%**
below the 5 yr JUN average of **95.67%**



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
\$50,000 and less	5	7.58%	85.43%	84.81%	72.73%	100.00%	0.00%
\$50,001 - \$75,000	9	13.64%	92.53%	90.75%	93.42%	0.00%	0.00%
\$75,001 - \$125,000	10	15.15%	93.14%	97.45%	90.26%	0.00%	0.00%
\$125,001 - \$200,000	17	25.76%	96.19%	94.15%	96.63%	0.00%	0.00%
\$200,001 - \$225,000	5	7.58%	93.83%	0.00%	91.89%	95.12%	0.00%
\$225,001 - \$425,000	13	19.70%	97.35%	100.00%	96.27%	102.62%	98.26%
\$425,001 and up	7	10.61%	98.49%	0.00%	96.11%	101.70%	96.00%
Average Sold/List Ratio		94.70%		92.78%	94.30%	99.13%	97.50%
Total Closed Units		66	100%	14	41	8	3
Total Closed Volume		13,471,965		1.43M	8.47M	2.55M	1.02M

June 2022



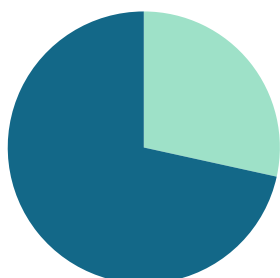
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MARKET SUMMARY

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

INVENTORY

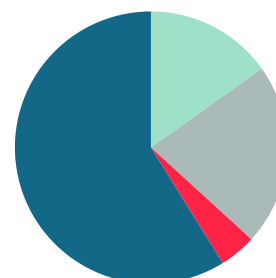


Inventory
 New Listings
120 = 28.44%
 Start Inventory
302
 Total Inventory Units
422
 Volume
\$146,550,254

Market Activity

Closed Sales
66 = 15.17%
 Pending Sales
94 = 21.61%
 Other Off Market
19 = 4.37%
 Active Inventory
256 = 58.85%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	94	66	-29.79%	437	402	-8.01%
Pending Sales	89	94	5.62%	480	450	-6.25%
New Listings	126	120	-4.76%	576	621	7.81%
Average List Price	203,057	212,155	4.48%	210,847	225,588	6.99%
Average Sale Price	199,728	204,121	2.20%	203,214	217,000	6.78%
Average Percent of Selling Price to List Price	97.05%	94.71%	-2.42%	96.40%	95.28%	-1.16%
Average Days on Market to Sale	42.06	37.45	-10.96%	45.49	43.11	-5.23%
Monthly Inventory	329	256	-22.19%	329	256	-22.19%
Months Supply of Inventory	4.08	3.49	-14.40%	4.08	3.49	-14.40%

Absorption: Last 12 months, an Average of **73** Sales/Month

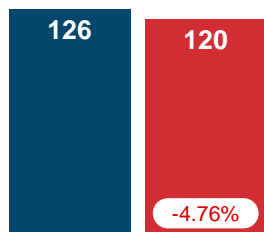
Inventory on June 30, 2022 = **256**

2021 **2022**

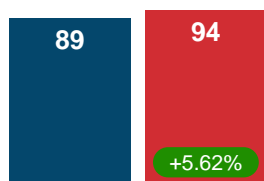
JUNE MARKET

AVERAGE PRICES

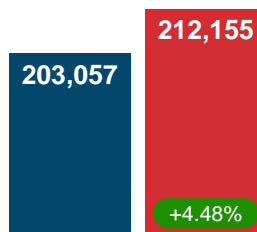
New Listings



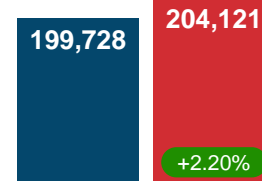
Pending Listings



List Price



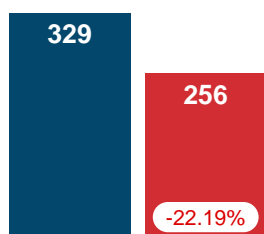
Sale Price



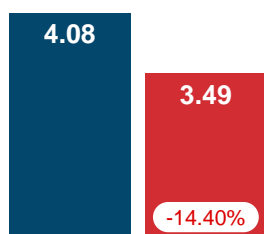
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

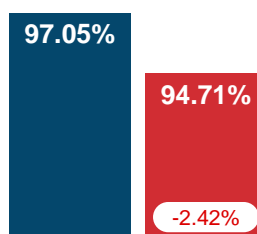
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

