

December 2022



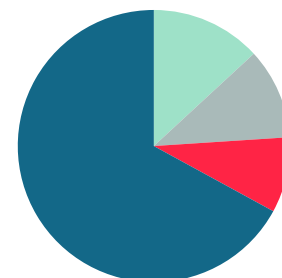
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	80	57	-28.75%
Pending Listings	62	47	-24.19%
New Listings	56	64	14.29%
Average List Price	202,834	221,921	9.41%
Average Sale Price	197,250	223,120	13.12%
Average Percent of Selling Price to List Price	96.49%	95.48%	-1.05%
Average Days on Market to Sale	41.58	59.44	42.97%
End of Month Inventory	311	291	-6.43%
Months Supply of Inventory	4.08	4.17	2.18%



■ Closed (13.13%)
■ Pending (10.83%)
■ Other OffMarket (8.99%)
■ Active (67.05%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of December 31, 2022 = **291**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2022 decreased **6.43%** to 291 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **4.17** 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 **13.12%** in December 2022 to \$223,120 versus the previous year at \$197,250.

Average Days on Market Lengthens

The average number of **59.44** days that homes spent on the market before selling increased by 17.86 days or **42.97%** in December 2022 compared to last year's same month at **41.58** DOM.

Sales Success for December 2022 is Positive

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

There were 64 New Listings in December 2022, up **14.29%** from last year at 56. Furthermore, there were 57 Closed Listings this month versus last year at 80, a **-28.75%** decrease.

Closed versus Listed trends yielded a **89.1%** ratio, down from previous year's, December 2021, at **142.9%**, a **37.66%** 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 2022



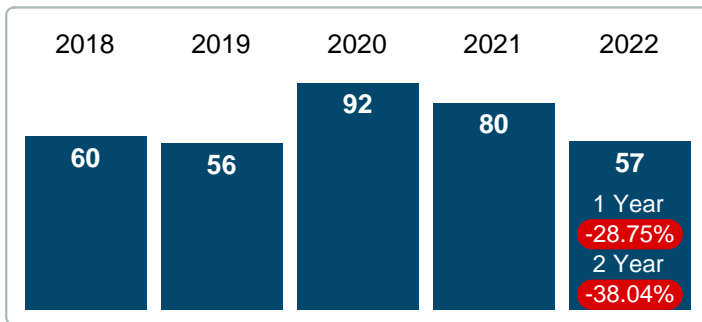
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



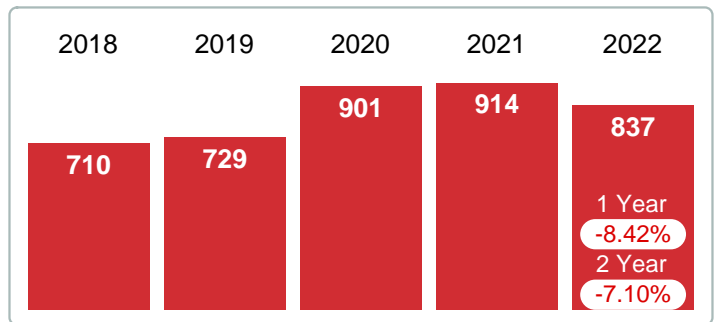
CLOSED LISTINGS

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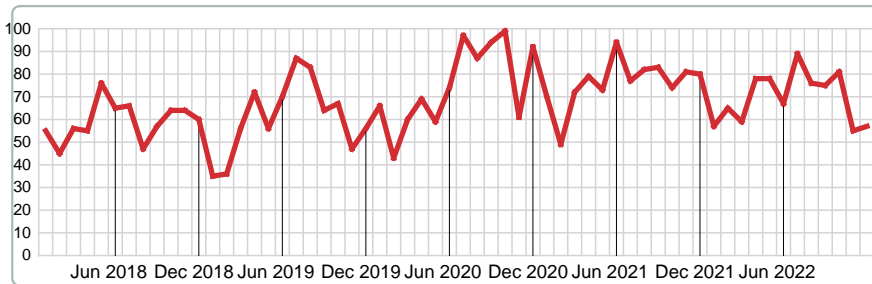
DECEMBER



YEAR TO DATE (YTD)

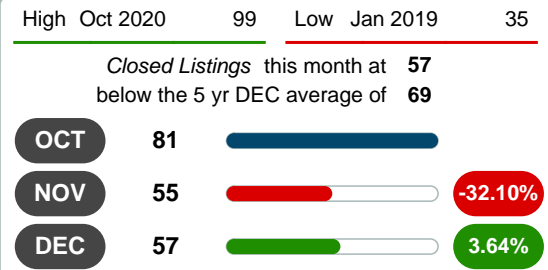


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 69



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	3	5.26%	85.7	2	1	0	0
\$25,001 - \$75,000	9	15.79%	20.7	4	5	0	0
\$75,001 - \$150,000	9	15.79%	42.7	2	7	0	0
\$150,001 - \$200,000	15	26.32%	60.0	3	10	2	0
\$200,001 - \$275,000	8	14.04%	79.9	0	6	1	1
\$275,001 - \$400,000	7	12.28%	84.9	0	1	6	0
\$400,001 and up	6	10.53%	71.3	1	3	1	1
Total Closed Units	57			12	33	10	2
Total Closed Volume	12,717,864	100%	59.4	1.44M	6.43M	4.14M	702.00K
Average Closed Price	\$223,120			\$120,075	\$194,961	\$414,126	\$351,000

December 2022



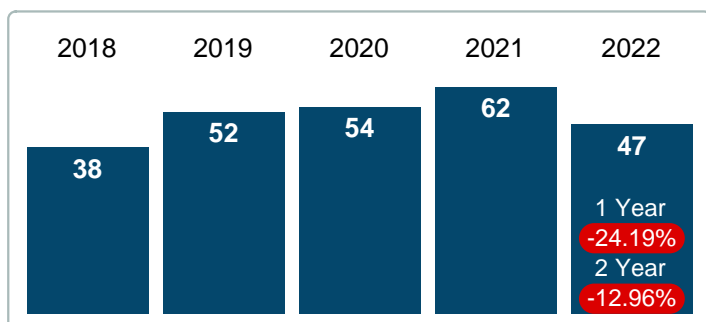
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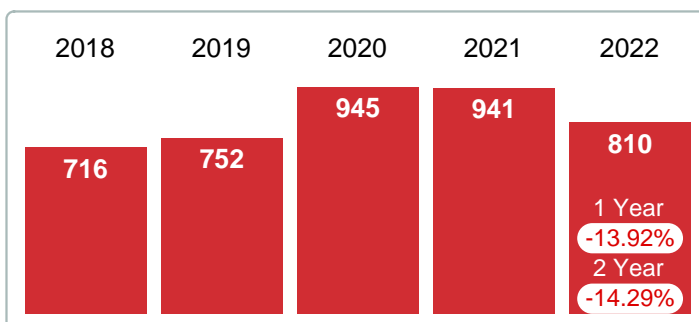
PENDING LISTINGS

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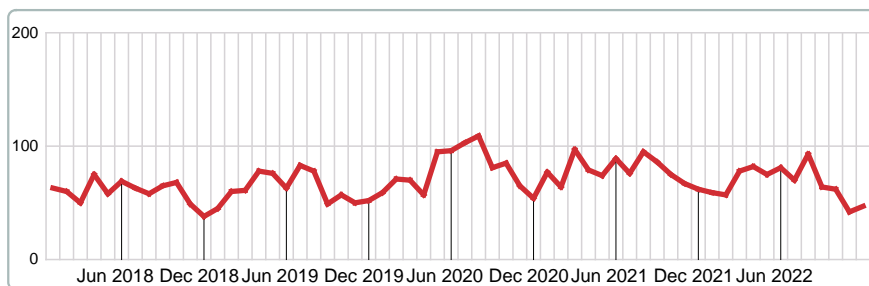
DECEMBER



YEAR TO DATE (YTD)

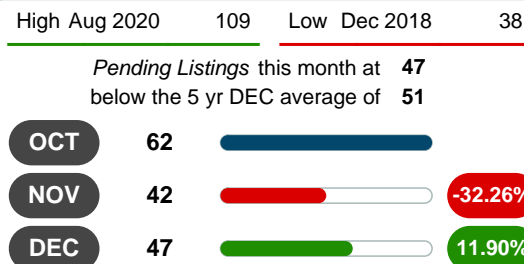


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51



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	1	2.13%	7.0	0	0	1	0
\$25,001 - \$100,000	9	19.15%	65.1	6	3	0	0
\$100,001 - \$125,000	6	12.77%	69.0	0	6	0	0
\$125,001 - \$225,000	13	27.66%	55.4	2	9	2	0
\$225,001 - \$325,000	8	17.02%	75.8	1	5	1	1
\$325,001 - \$600,000	5	10.64%	110.6	1	1	3	0
\$600,001 and up	5	10.64%	73.8	1	0	4	0
Total Pending Units	47			11	24	11	1
Total Pending Volume	13,850,999	100%	84.9	2.89M	4.17M	6.53M	259.00K
Average Listing Price	\$285,537			\$262,909	\$173,588	\$593,991	\$259,000

December 2022



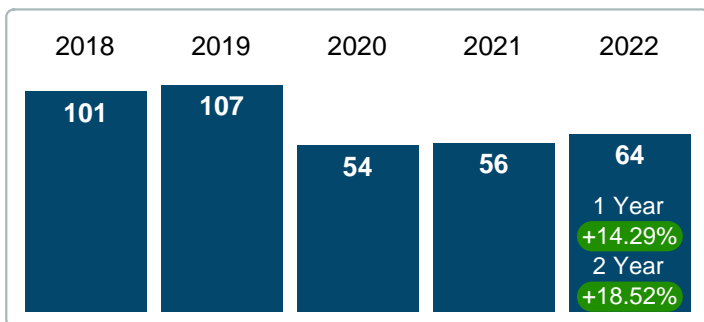
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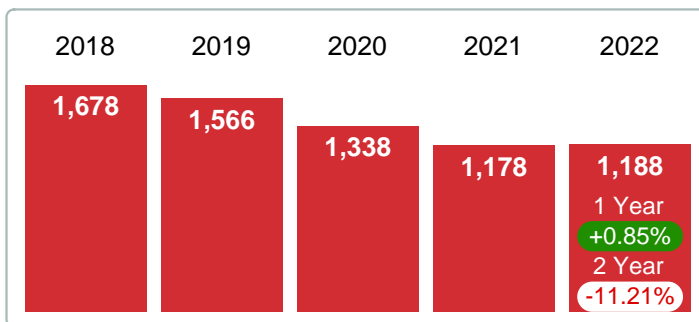
NEW LISTINGS

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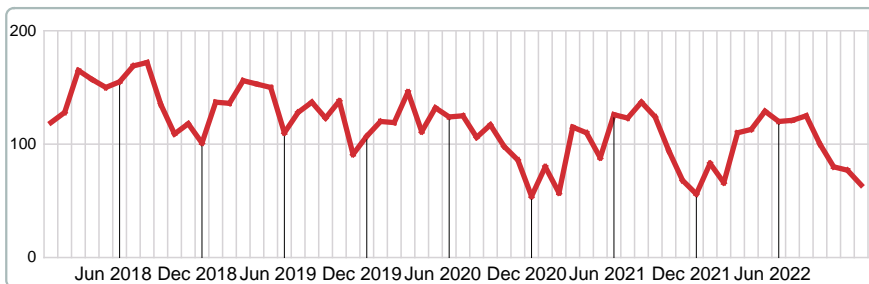
DECEMBER



YEAR TO DATE (YTD)

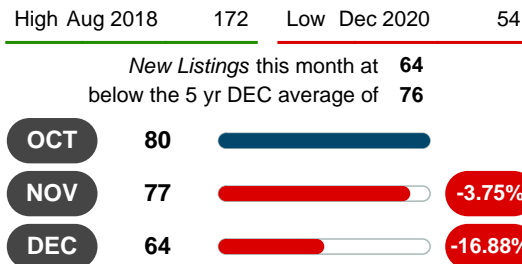


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 76



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	7.81%	4	0	1	0
\$60,001 - \$130,000	9	14.06%	1	7	1	0
\$130,001 - \$180,000	10	15.63%	1	7	2	0
\$180,001 - \$270,000	16	25.00%	1	13	2	0
\$270,001 - \$380,000	9	14.06%	4	3	2	0
\$380,001 - \$540,000	8	12.50%	2	6	0	0
\$540,001 and up	7	10.94%	1	2	4	0
Total New Listed Units	64		14	38	12	0
Total New Listed Volume	20,481,049	100%	4.26M	9.50M	6.72M	0.00B
Average New Listed Listing Price	\$0		\$303,957	\$250,071	\$560,246	\$0

December 2022



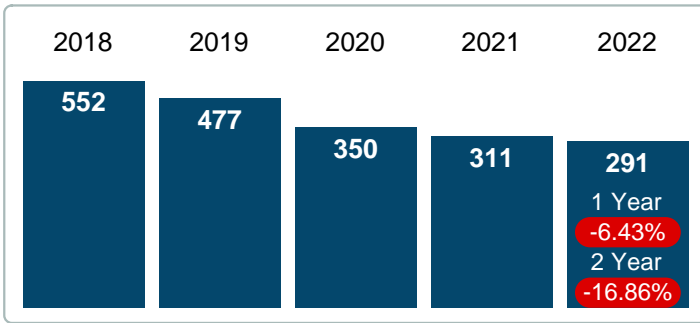
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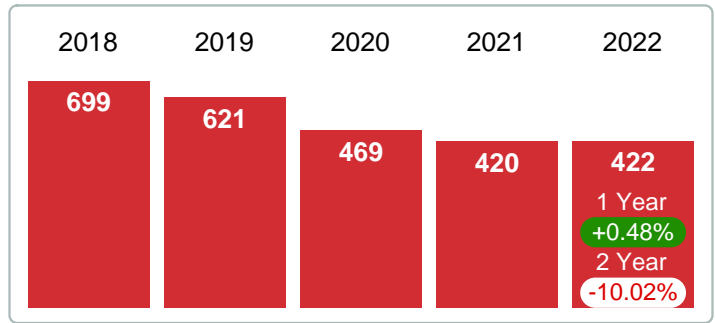
ACTIVE INVENTORY

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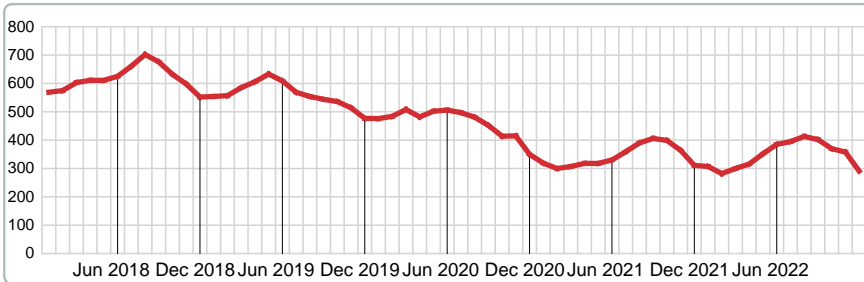
END OF DECEMBER



ACTIVE DURING DECEMBER

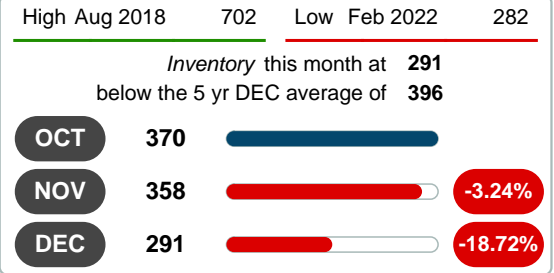


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 396



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	20	6.87%	85.9	10	9	1	0
\$75,001 - \$125,000	35	12.03%	81.2	12	20	2	1
\$125,001 - \$150,000	35	12.03%	175.0	4	28	2	1
\$150,001 - \$250,000	84	28.87%	112.7	14	49	17	4
\$250,001 - \$375,000	44	15.12%	84.0	4	24	16	0
\$375,001 - \$675,000	38	13.06%	92.5	5	25	6	2
\$675,001 and up	35	12.03%	143.1	2	12	15	6
Total Active Inventory by Units	291			51	167	59	14
Total Active Inventory by Volume	112,061,376	100%	111.2	11.88M	50.67M	28.54M	20.96M
Average Active Inventory Listing Price	\$385,091			\$233,029	\$303,419	\$483,805	\$1,497,250

December 2022



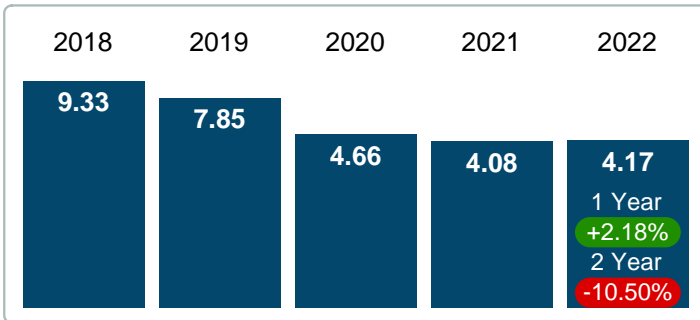
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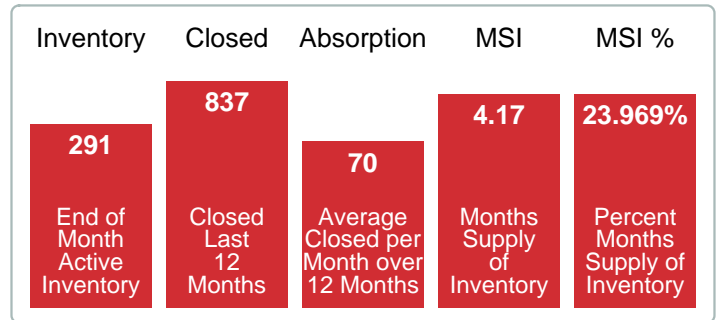
MONTHS SUPPLY of INVENTORY (MSI)

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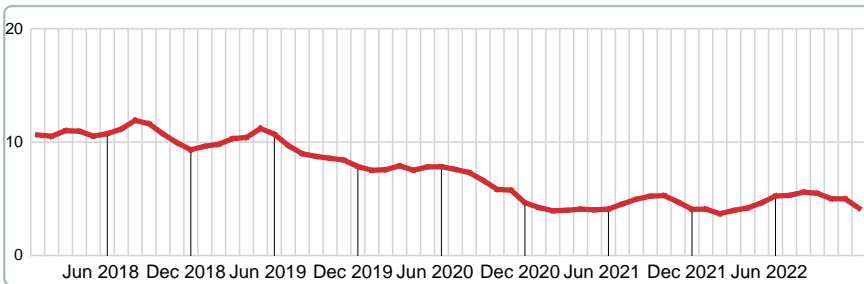
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

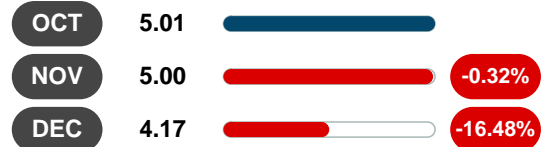


3 MONTHS

5 year DEC AVG = 6.02

High Aug 2018 11.92 | Low Feb 2022 3.69

Months Supply this month at **4.17**
 below the 5 yr DEC average of **6.02**



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
\$75,000 and less	20	6.87%	1.57	1.71	1.48	2.00	0.00
\$75,001 - \$125,000	35	12.03%	3.11	3.13	2.93	3.43	0.00
\$125,001 - \$150,000	35	12.03%	5.12	4.36	5.69	2.40	6.00
\$150,001 - \$250,000	84	28.87%	4.46	6.72	3.84	4.74	9.60
\$250,001 - \$375,000	44	15.12%	4.16	12.00	4.80	3.76	0.00
\$375,001 - \$675,000	38	13.06%	5.43	6.67	6.82	3.27	2.67
\$675,001 and up	35	12.03%	14.00	0.00	9.60	16.36	18.00
Market Supply of Inventory (MSI)			4.17	3.71	4.12	4.72	4.67
Total Active Inventory by Units		100%	4.17	51	167	59	14

December 2022



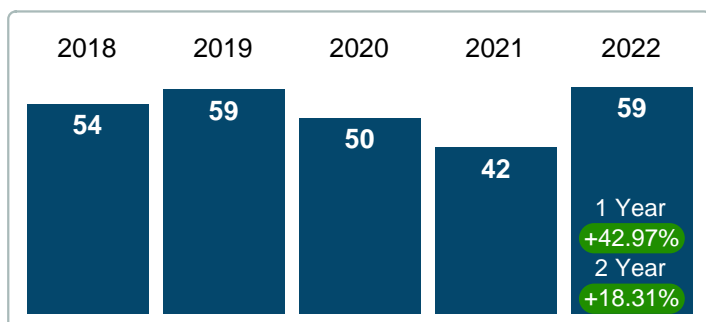
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- Residential Property Type



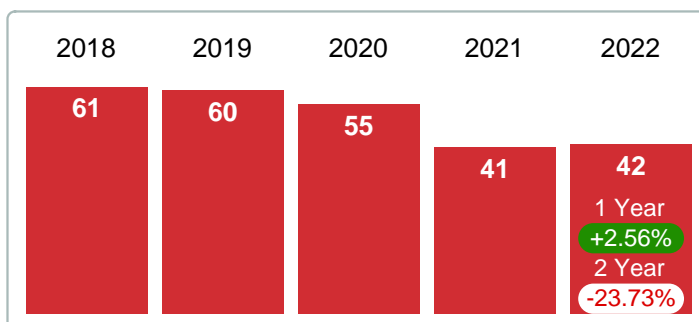
AVERAGE DAYS ON MARKET TO SALE

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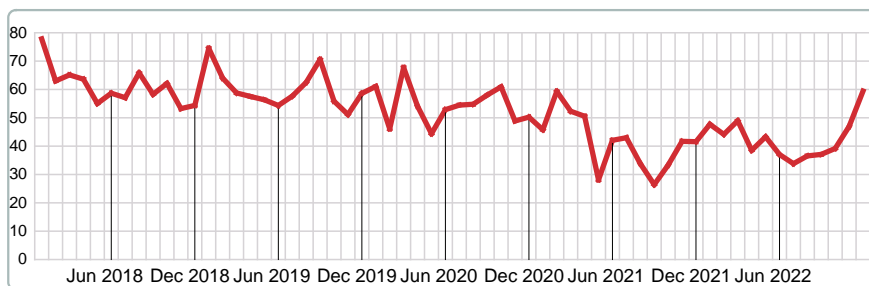
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

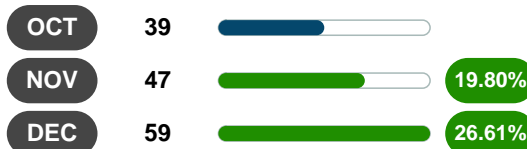


3 MONTHS

5 year DEC AVG = 53

High Jan 2018 78 Low Sep 2021 26

Average Days on Market to Sale this month at 59
above the 5 yr DEC average of 53



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	5.26%	86	103	52	0	0
\$25,001 - \$75,000	15.79%	21	17	23	0	0
\$75,001 - \$150,000	15.79%	43	19	50	0	0
\$150,001 - \$200,000	26.32%	60	75	48	99	0
\$200,001 - \$275,000	14.04%	80	0	83	44	96
\$275,001 - \$400,000	12.28%	85	0	7	98	0
\$400,001 and up	10.53%	71	107	59	140	5
Average Closed DOM		59	54	51	97	51
Total Closed Units	100%	59	12	33	10	2
Total Closed Volume		12,717,864	1.44M	6.43M	4.14M	702.00K

December 2022



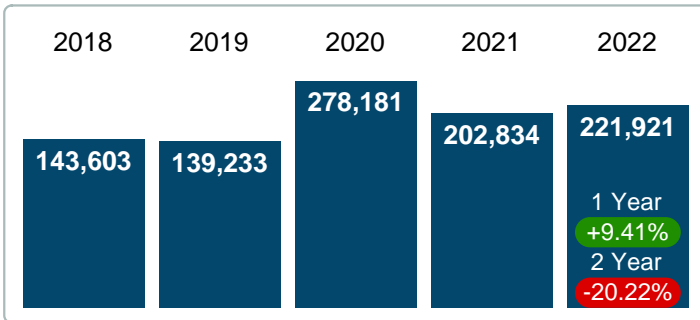
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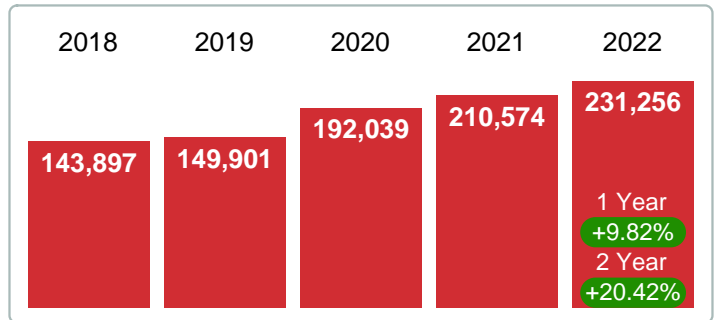
AVERAGE LIST PRICE AT CLOSING

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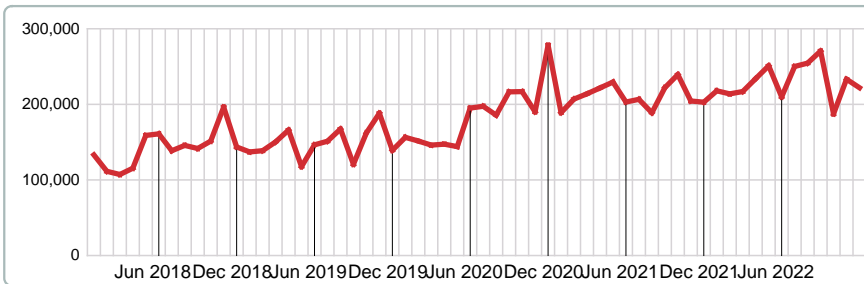
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

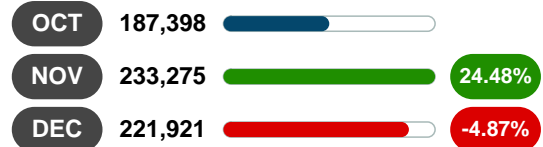


3 MONTHS

5 year DEC AVG = 197,154

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

Average List Price at Closing this month at **221,921**
above the 5 yr DEC average of **197,154**



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	3.51%	15,900	15,900	29,900	0	0
\$25,001 - \$75,000	15.79%	47,867	45,875	61,460	0	0
\$75,001 - \$150,000	17.54%	114,050	112,400	117,971	0	0
\$150,001 - \$200,000	21.05%	175,617	200,633	181,540	184,950	0
\$200,001 - \$275,000	17.54%	230,370	0	230,650	240,000	289,000
\$275,001 - \$400,000	14.04%	326,663	0	399,900	320,733	0
\$400,001 and up	10.53%	670,333	485,000	629,000	1,200,000	450,000
Average List Price		221,921	127,250	201,491	373,430	369,500
Total Closed Units	100%	221,921	12	33	10	2
Total Closed Volume		12,649,499	1.53M	6.65M	3.73M	739.00K

December 2022



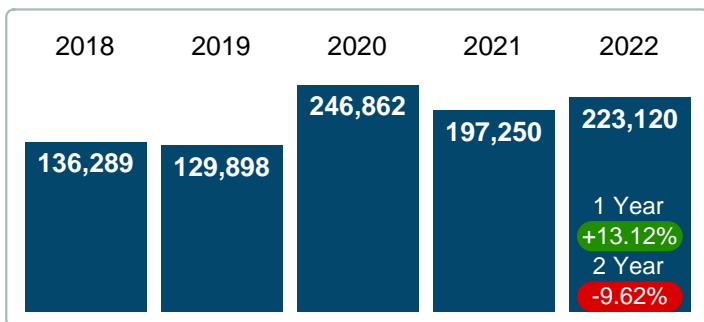
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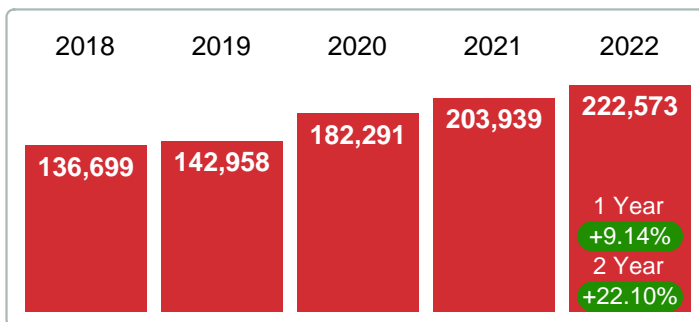
AVERAGE SOLD PRICE AT CLOSING

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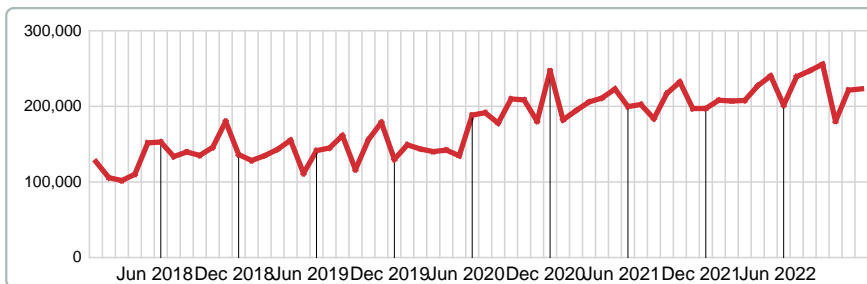
DECEMBER



YEAR TO DATE (YTD)

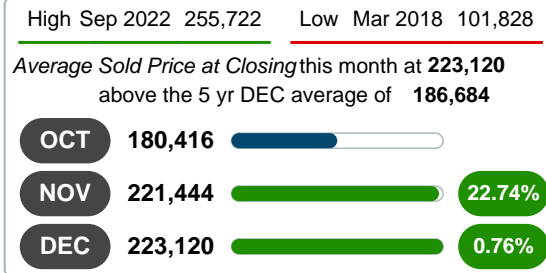


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 186,684



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	5.26%	15,800	13,700	20,000	0	
\$25,001 - \$75,000	9	15.79%	49,278	44,500	53,100	0	
\$75,001 - \$150,000	9	15.79%	109,544	108,500	109,843	0	
\$150,001 - \$200,000	15	26.32%	177,600	184,500	175,050	180,000	
\$200,001 - \$275,000	8	14.04%	231,738	0	226,483	230,000	
\$275,001 - \$400,000	7	12.28%	328,738	0	399,900	316,877	
\$400,001 and up	6	10.53%	737,000	465,000	623,333	1,650,000	
Average Sold Price		223,120		120,075	194,961	414,126	351,000
Total Closed Units		57	100%	223,120	12	33	10
Total Closed Volume		12,717,864			1.44M	6.43M	4.14M

December 2022



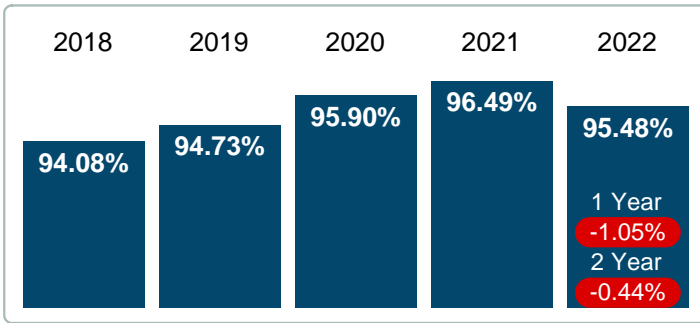
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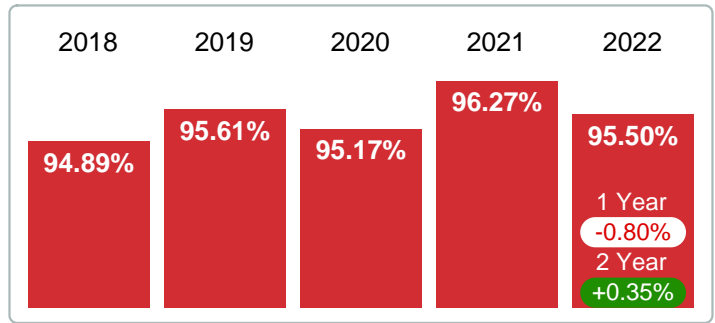
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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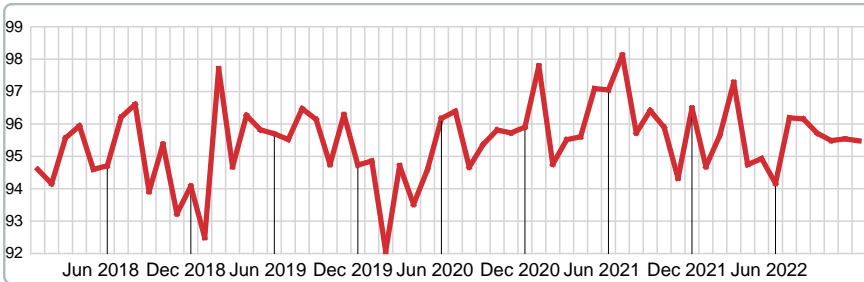
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

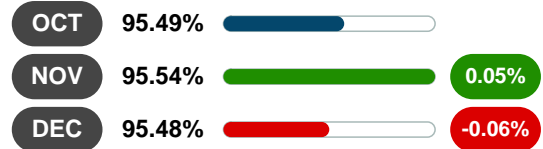


3 MONTHS

5 year DEC AVG = 95.34%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **95.48%**
equal to 5 yr DEC average of **95.34%**



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	3	5.26%	79.74%	86.16%	66.89%	0.00%	0.00%
\$25,001 - \$75,000	9	15.79%	90.97%	97.68%	85.61%	0.00%	0.00%
\$75,001 - \$150,000	9	15.79%	93.78%	95.64%	93.25%	0.00%	0.00%
\$150,001 - \$200,000	15	26.32%	96.15%	92.76%	96.93%	97.32%	0.00%
\$200,001 - \$275,000	8	14.04%	97.17%	0.00%	98.30%	95.83%	91.70%
\$275,001 - \$400,000	7	12.28%	99.23%	0.00%	100.00%	99.10%	0.00%
\$400,001 and up	6	10.53%	104.33%	95.88%	98.50%	137.50%	97.11%
Average Sold/List Ratio		95.50%		94.04%	94.01%	102.26%	94.40%
Total Closed Units		57	100%	12	33	10	2
Total Closed Volume		12,717,864		1.44M	6.43M	4.14M	702.00K

December 2022



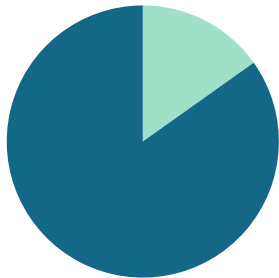
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

INVENTORY

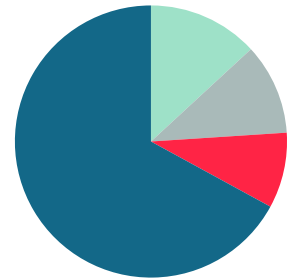


Inventory
 New Listings
64 = 15.17%
 Start Inventory
358
 Total Inventory Units
422
 Volume
\$156,863,175

Market Activity

Closed Sales
57 = 13.13%
 Pending Sales
47 = 10.83%
 Other Off Market
39 = 8.99%
 Active Inventory
291 = 67.05%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	80	57	-28.75%	914	837	-8.42%
Pending Sales	62	47	-24.19%	941	810	-13.92%
New Listings	56	64	14.29%	1,178	1,188	0.85%
Average List Price	202,834	221,921	9.41%	210,574	231,256	9.82%
Average Sale Price	197,250	223,120	13.12%	203,939	222,573	9.14%
Average Percent of Selling Price to List Price	96.49%	95.48%	-1.05%	96.27%	95.50%	-0.80%
Average Days on Market to Sale	41.58	59.44	42.97%	40.84	41.88	2.56%
Monthly Inventory	311	291	-6.43%	311	291	-6.43%
Months Supply of Inventory	4.08	4.17	2.18%	4.08	4.17	2.18%

Absorption: Last 12 months, an Average of **70** Sales/Month

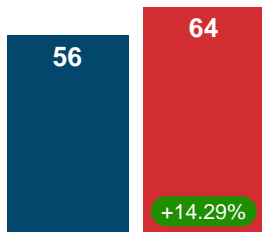
Inventory on December 31, 2022 = **291**

2021 **2022**

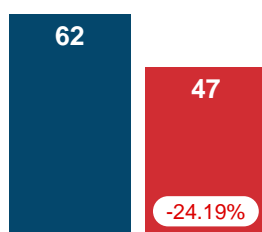
DECEMBER MARKET

AVERAGE PRICES

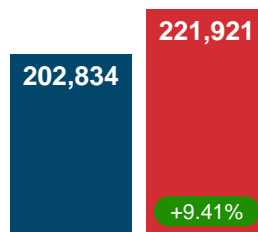
New Listings



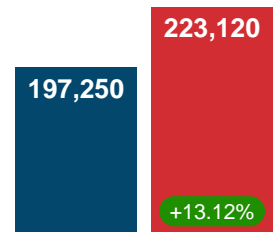
Pending Listings



List Price



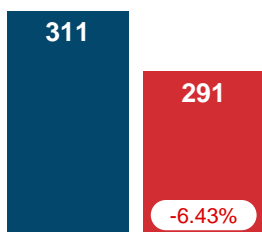
Sale Price



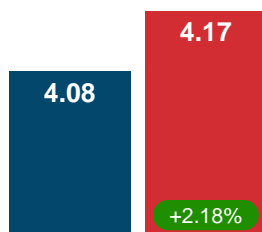
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

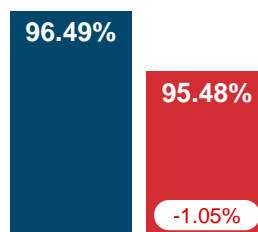
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

