

November 2022



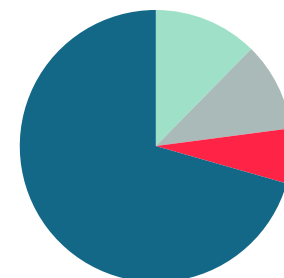
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	81	55	-32.10%
Pending Listings	67	47	-29.85%
New Listings	68	77	13.24%
Average List Price	204,441	233,275	14.10%
Average Sale Price	197,052	221,444	12.38%
Average Percent of Selling Price to List Price	94.32%	95.54%	1.29%
Average Days on Market to Sale	41.69	46.95	12.60%
End of Month Inventory	364	314	-13.74%
Months Supply of Inventory	4.72	4.38	-7.12%



■ Closed (12.36%)
■ Pending (10.56%)
■ Other OffMarket (6.52%)
■ Active (70.56%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of November 30, 2022 = **314**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2022 decreased **13.74%** to 314 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **4.38** 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 **12.38%** in November 2022 to \$221,444 versus the previous year at \$197,052.

Average Days on Market Lengthens

The average number of **46.95** days that homes spent on the market before selling increased by 5.25 days or **12.60%** in November 2022 compared to last year's same month at **41.69** DOM.

Sales Success for November 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 77 New Listings in November 2022, up **13.24%** from last year at 68. Furthermore, there were 55 Closed Listings this month versus last year at 81, a **-32.10%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, November 2021, at **119.1%**, a **40.04%** 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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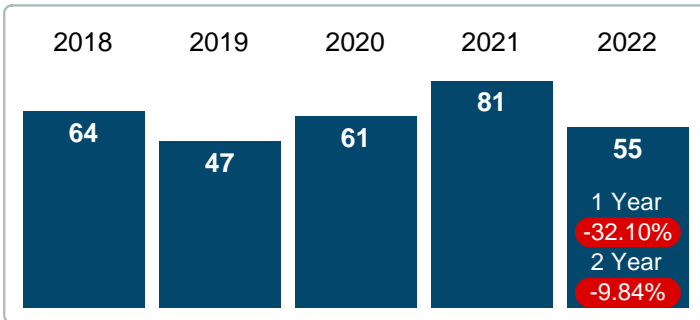
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



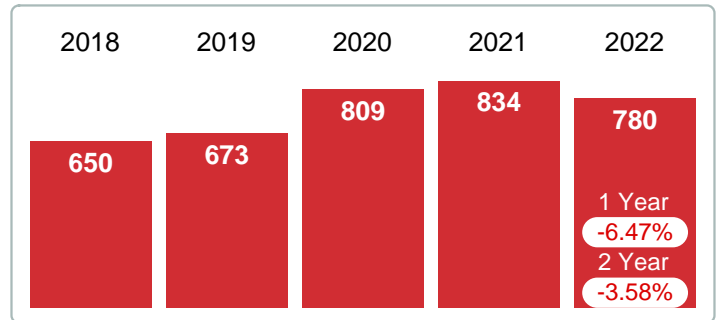
CLOSED LISTINGS

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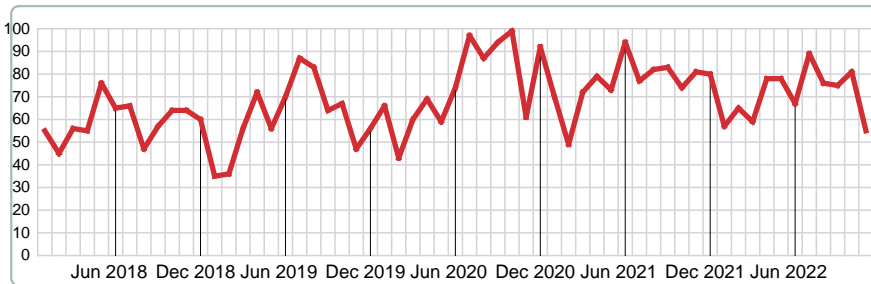
NOVEMBER



YEAR TO DATE (YTD)

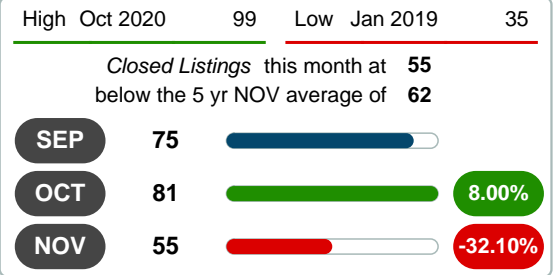


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 62



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	6	10.91%	56.8	3	2	0	1
\$50,001 - \$75,000	5	9.09%	34.4	1	4	0	0
\$75,001 - \$100,000	3	5.45%	5.7	1	1	1	0
\$100,001 - \$175,000	17	30.91%	39.5	6	9	2	0
\$175,001 - \$225,000	9	16.36%	42.2	2	6	1	0
\$225,001 - \$375,000	10	18.18%	46.9	0	5	5	0
\$375,001 and up	5	9.09%	106.4	1	1	3	0
Total Closed Units	55			14	28	12	1
Total Closed Volume	12,179,400	100%	46.9	1.83M	4.67M	5.66M	25.00K
Average Closed Price	\$221,444			\$130,500	\$166,639	\$471,792	\$25,000

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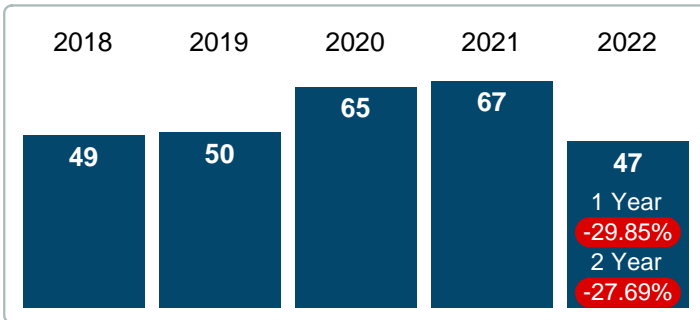
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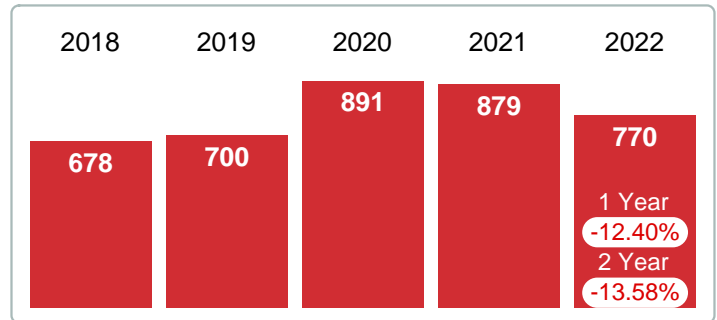
PENDING LISTINGS

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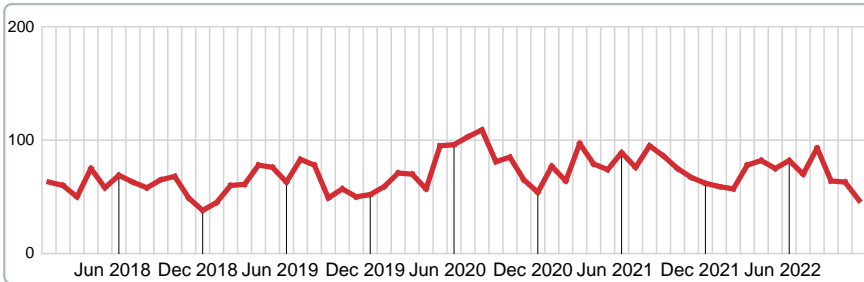
NOVEMBER



YEAR TO DATE (YTD)

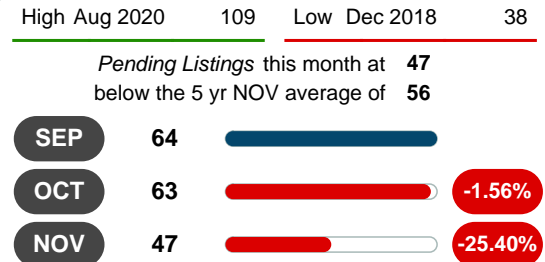


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 56



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	3	6.38%	131.3	3	0	0	0
\$25,001 - \$75,000	7	14.89%	79.7	4	3	0	0
\$75,001 - \$125,000	4	8.51%	39.3	2	2	0	0
\$125,001 - \$175,000	15	31.91%	41.2	2	11	2	0
\$175,001 - \$250,000	8	17.02%	63.6	0	8	0	0
\$250,001 - \$450,000	6	12.77%	75.2	0	1	3	2
\$450,001 and up	4	8.51%	63.8	0	2	2	0
Total Pending Units	47			11	27	7	2
Total Pending Volume	11,999,200	100%	57.7	782.20K	5.70M	4.78M	739.00K
Average Listing Price	\$367,955			\$71,109	\$210,985	\$683,057	\$369,500

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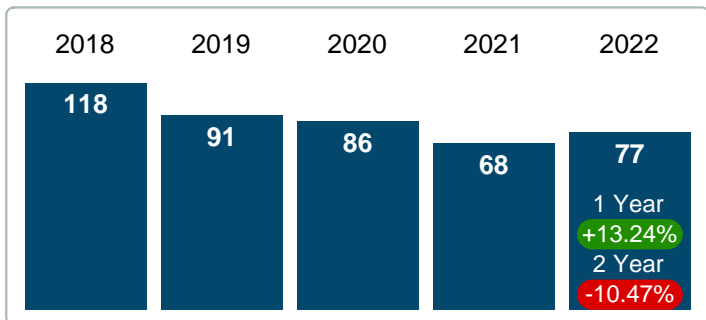
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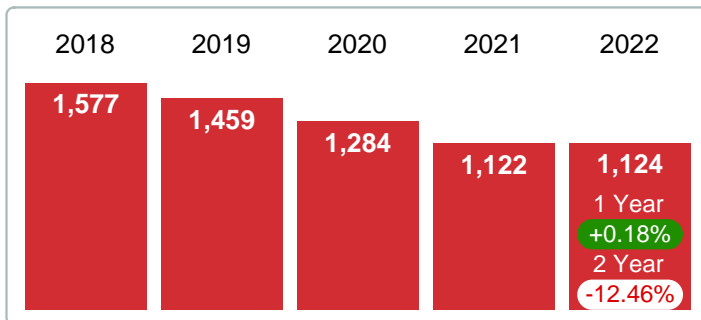
NEW LISTINGS

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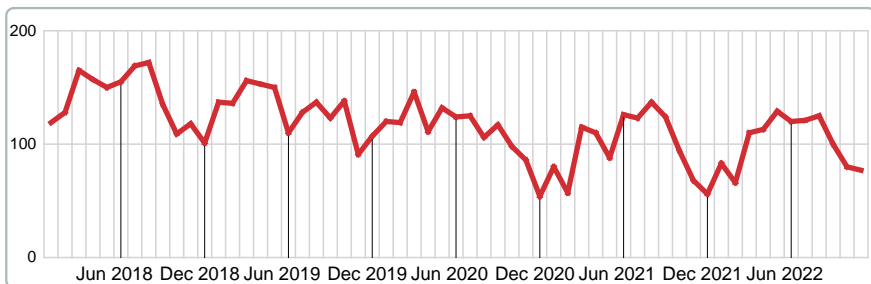
NOVEMBER



YEAR TO DATE (YTD)

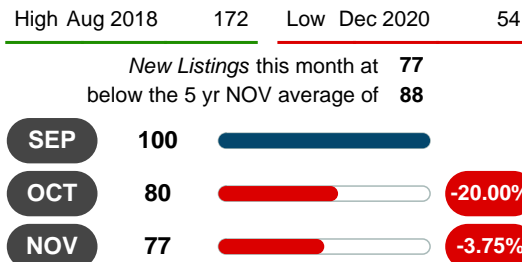


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 88



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	6	7.79%	3	3	0	0
\$60,001 - \$110,000	14	18.18%	3	11	0	0
\$110,001 - \$140,000	5	6.49%	2	3	0	0
\$140,001 - \$240,000	23	29.87%	5	17	1	0
\$240,001 - \$320,000	11	14.29%	1	5	5	0
\$320,001 - \$450,000	12	15.58%	0	7	3	2
\$450,001 and up	6	7.79%	0	5	1	0
Total New Listed Units	77		14	51	10	2
Total New Listed Volume	21,169,985	100%	1.75M	15.03M	3.54M	849.90K
Average New Listed Listing Price	\$133,125		\$125,357	\$294,694	\$353,570	\$424,950

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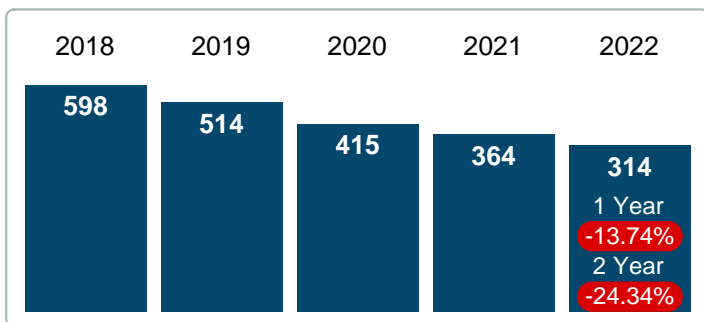
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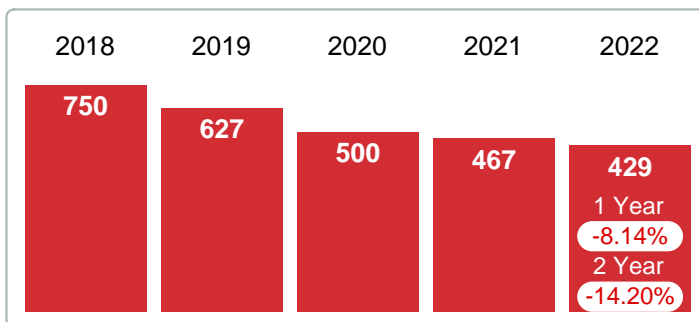
ACTIVE INVENTORY

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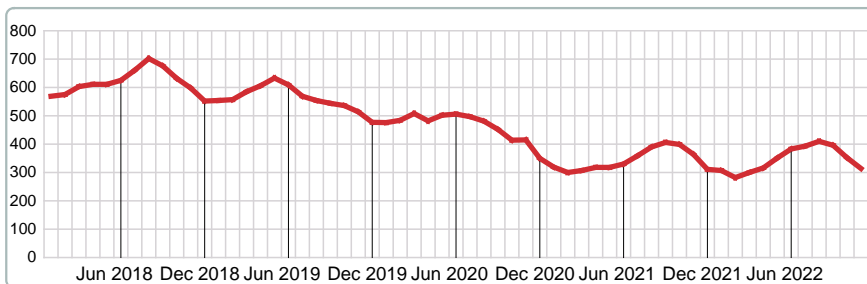
END OF NOVEMBER



ACTIVE DURING NOVEMBER

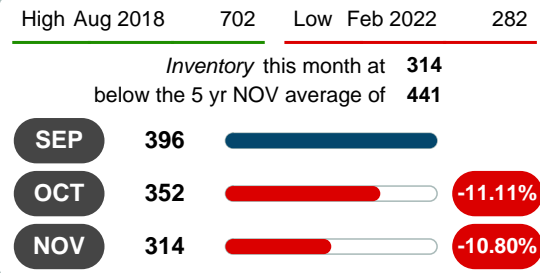


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 441



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	24	7.64%	85.0	12	11	1	0
\$75,001 - \$125,000	38	12.10%	76.7	12	23	2	1
\$125,001 - \$150,000	34	10.83%	150.3	5	24	4	1
\$150,001 - \$250,000	90	28.66%	103.7	17	52	17	4
\$250,001 - \$425,000	57	18.15%	90.9	3	31	20	3
\$425,001 - \$775,000	39	12.42%	106.4	4	20	13	2
\$775,001 and up	32	10.19%	133.9	2	10	14	6
Total Active Inventory by Units	314			55	171	71	17
Total Active Inventory by Volume	129,612,574	100%	105.1	12.39M	55.13M	38.28M	23.82M
Average Active Inventory Listing Price	\$412,779			\$225,249	\$322,375	\$539,123	\$1,401,176

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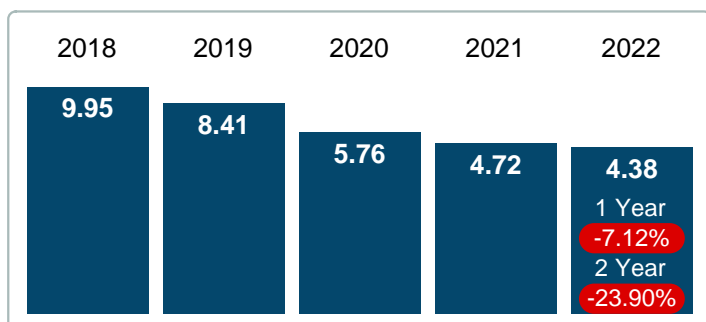
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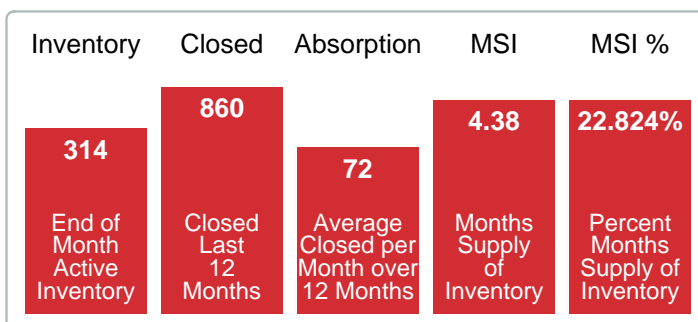
MONTHS SUPPLY of INVENTORY (MSI)

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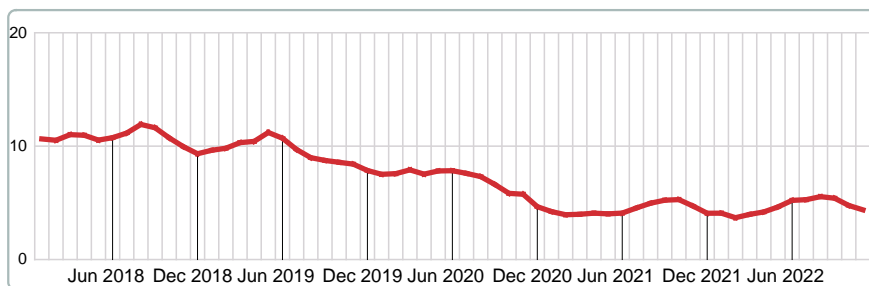
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

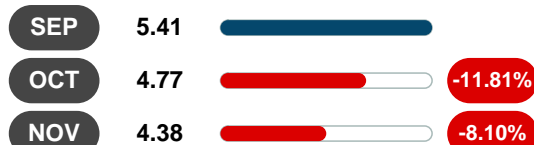


3 MONTHS

5 year NOV AVG = 6.64

High Aug 2018 11.92 Low Feb 2022 3.69

Months Supply this month at **4.38**
below the 5 yr NOV average of **6.64**



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	24	7.64%	1.85	2.00	1.78	2.00	0.00
\$75,001 - \$125,000	38	12.10%	3.17	3.00	3.10	3.43	0.00
\$125,001 - \$150,000	34	10.83%	4.53	5.00	4.57	3.69	6.00
\$150,001 - \$250,000	90	28.66%	4.80	8.87	4.13	4.43	9.60
\$250,001 - \$425,000	57	18.15%	4.30	5.14	4.59	4.14	2.77
\$425,001 - \$775,000	39	12.42%	6.88	6.86	6.49	9.18	3.43
\$775,001 and up	32	10.19%	21.33	0.00	17.14	21.00	24.00
Market Supply of Inventory (MSI)			4.38	3.91	4.09	5.50	6.00
Total Active Inventory by Units		100%	4.38	55	171	71	17

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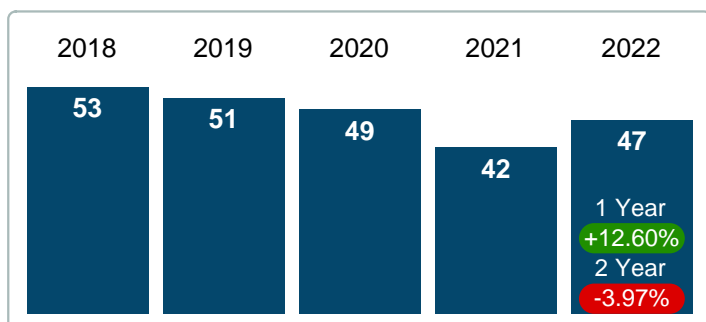
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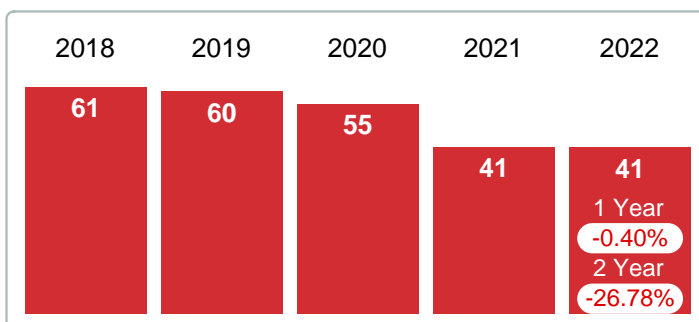
AVERAGE DAYS ON MARKET TO SALE

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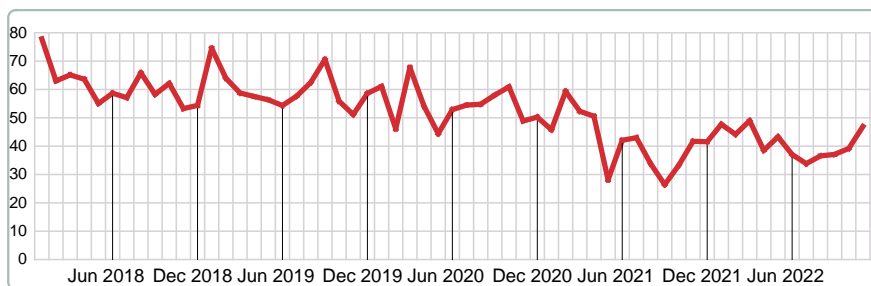
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

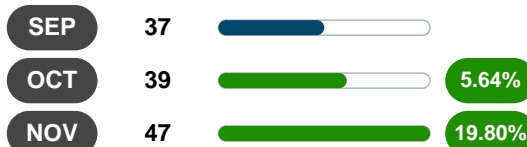


3 MONTHS

5 year NOV AVG = 48

High Jan 2018 78 Low Sep 2021 26

Average Days on Market to Sale this month at 47 below the 5 yr NOV average of 48



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	6	10.91%	57	44	104	0	3
\$50,001 - \$75,000	5	9.09%	34	98	19	0	0
\$75,001 - \$100,000	3	5.45%	6	3	13	1	0
\$100,001 - \$175,000	17	30.91%	39	25	42	71	0
\$175,001 - \$225,000	9	16.36%	42	32	29	146	0
\$225,001 - \$375,000	10	18.18%	47	0	68	25	0
\$375,001 and up	5	9.09%	106	172	15	115	0
Average Closed DOM			47	44	43	63	3
Total Closed Units		100%	47	14	28	12	1
Total Closed Volume			12,179,400	1.83M	4.67M	5.66M	25.00K

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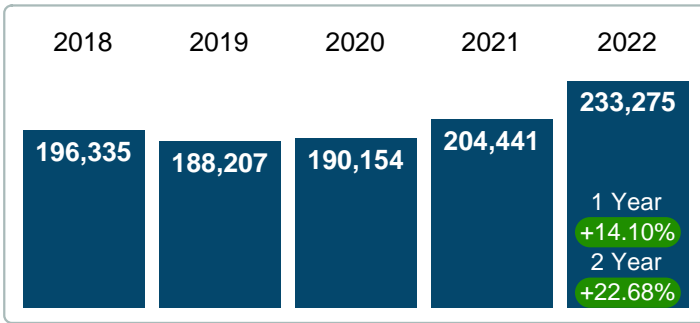
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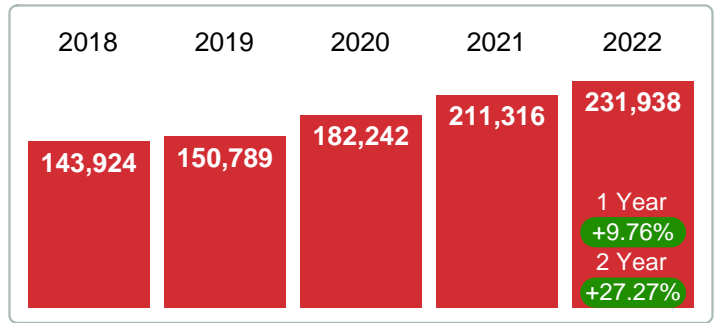
AVERAGE LIST PRICE AT CLOSING

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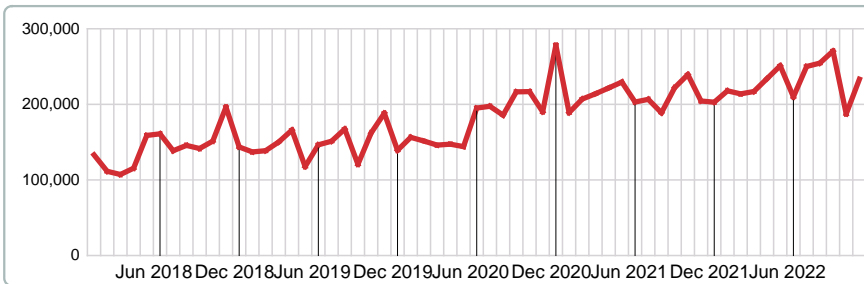
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

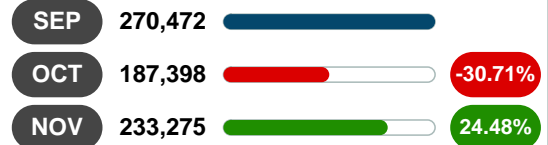


3 MONTHS

5 year NOV AVG = 202,482

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

Average List Price at Closing this month at **233,275** above the 5 yr NOV average of **202,482**



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	7.27%	32,225	39,633	54,950	0	25,000
\$50,001 - \$75,000	10.91%	61,217	79,900	60,600	0	0
\$75,001 - \$100,000	9.09%	88,080	89,000	92,000	82,500	0
\$100,001 - \$175,000	27.27%	135,807	128,000	137,789	152,000	0
\$175,001 - \$225,000	18.18%	204,170	217,450	201,467	220,000	0
\$225,001 - \$375,000	16.36%	272,200	0	276,580	291,380	0
\$375,001 and up	10.91%	894,150	445,000	535,000	1,331,633	0
Average List Price		233,275	138,264	171,825	504,858	25,000
Total Closed Units	100%	233,275	14	28	12	1
Total Closed Volume		12,830,099	1.94M	4.81M	6.06M	25.00K

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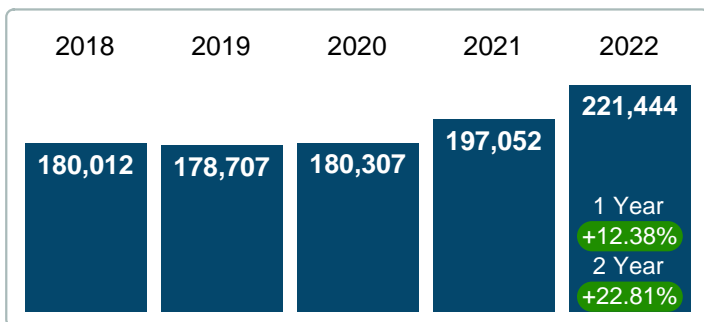
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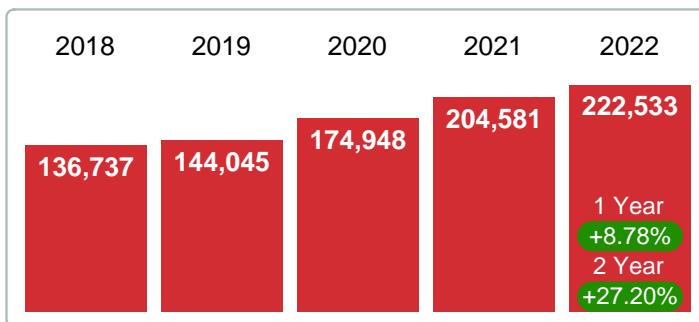
AVERAGE SOLD PRICE AT CLOSING

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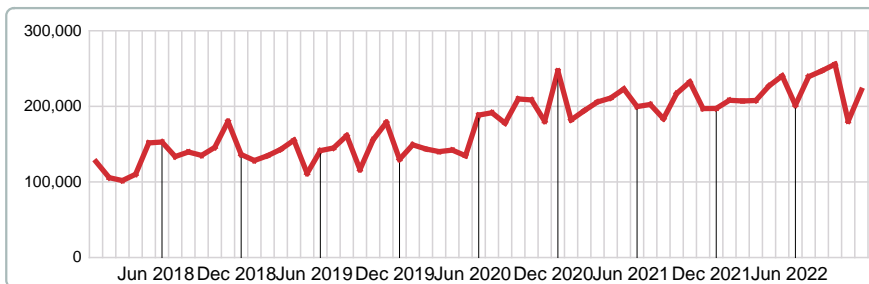
NOVEMBER



YEAR TO DATE (YTD)

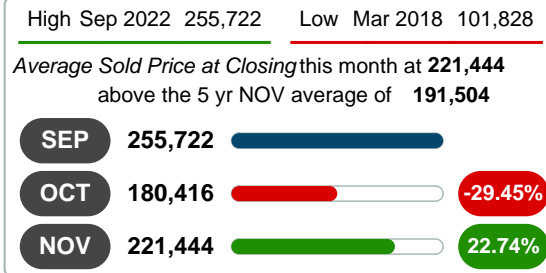


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 191,504



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	10.91%	35,333	30,000	48,500	0	25,000
\$50,001 - \$75,000	9.09%	60,680	70,000	58,350	0	0
\$75,001 - \$100,000	5.45%	88,000	90,000	78,500	95,500	0
\$100,001 - \$175,000	30.91%	131,841	121,667	135,700	145,000	0
\$175,001 - \$225,000	16.36%	197,200	198,500	196,300	200,000	0
\$225,001 - \$375,000	18.18%	276,090	0	267,580	284,600	0
\$375,001 and up	9.09%	924,600	450,000	520,000	1,217,667	0
Average Sold Price		221,444	130,500	166,639	471,792	25,000
Total Closed Units	100%	221,444	14	28	12	1
Total Closed Volume		12,179,400	1.83M	4.67M	5.66M	25.00K

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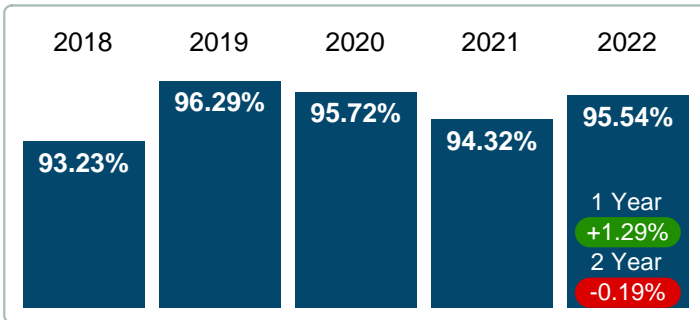
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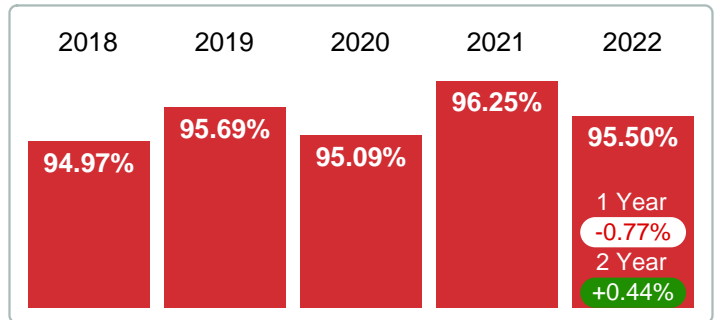
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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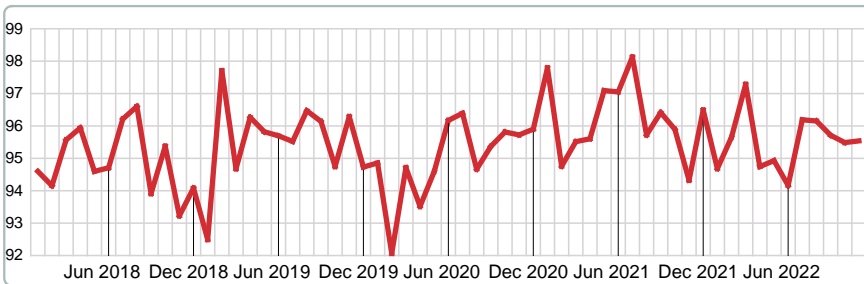
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

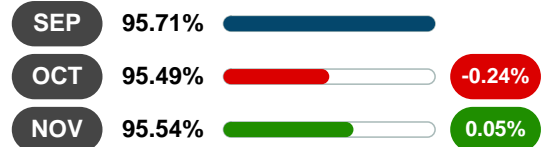


3 MONTHS

5 year NOV AVG = 95.02%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **95.54%**
above the 5 yr NOV average of **95.02%**



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	6	10.91%	85.57%	78.64%	88.74%	0.00%	100.00%
\$50,001 - \$75,000	5	9.09%	94.52%	87.61%	96.25%	0.00%	0.00%
\$75,001 - \$100,000	3	5.45%	100.74%	101.12%	85.33%	115.76%	0.00%
\$100,001 - \$175,000	17	30.91%	97.33%	95.95%	98.78%	94.96%	0.00%
\$175,001 - \$225,000	9	16.36%	95.31%	91.38%	97.35%	90.91%	0.00%
\$225,001 - \$375,000	10	18.18%	97.34%	0.00%	96.91%	97.77%	0.00%
\$375,001 and up	5	9.09%	96.13%	101.12%	97.20%	94.10%	0.00%
Average Sold/List Ratio		95.50%		91.73%	96.52%	97.31%	100.00%
Total Closed Units		55	100%	14	28	12	1
Total Closed Volume		12,179,400		1.83M	4.67M	5.66M	25.00K

November 2022



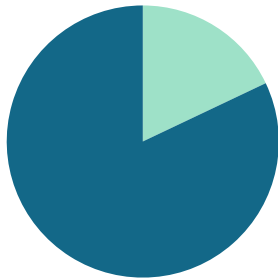
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

INVENTORY

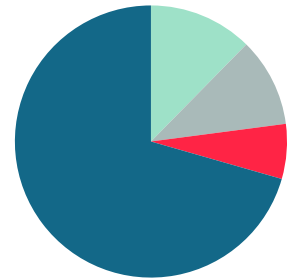


Inventory
 New Listings
77 = 17.95%
 Start Inventory
352
 Total Inventory Units
429
 Volume
\$156,797,472

Market Activity

Closed Sales
55 = 12.36%
 Pending Sales
47 = 10.56%
 Other Off Market
29 = 6.52%
 Active Inventory
314 = 70.56%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	81	55	-32.10%	834	780	-6.47%
Pending Sales	67	47	-29.85%	879	770	-12.40%
New Listings	68	77	13.24%	1,122	1,124	0.18%
Average List Price	204,441	233,275	14.10%	211,316	231,938	9.76%
Average Sale Price	197,052	221,444	12.38%	204,581	222,533	8.78%
Average Percent of Selling Price to List Price	94.32%	95.54%	1.29%	96.25%	95.50%	-0.77%
Average Days on Market to Sale	41.69	46.95	12.60%	40.77	40.60	-0.40%
Monthly Inventory	364	314	-13.74%	364	314	-13.74%
Months Supply of Inventory	4.72	4.38	-7.12%	4.72	4.38	-7.12%

Absorption: Last 12 months, an Average of **72** Sales/Month

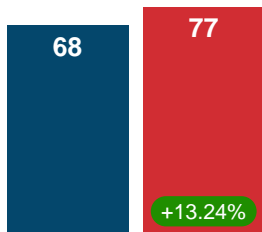
Inventory on November 30, 2022 = **314**

2021 **2022**

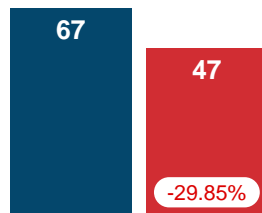
NOVEMBER MARKET

AVERAGE PRICES

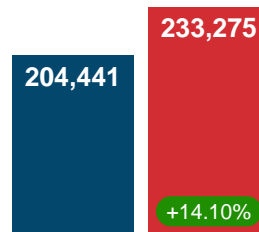
New Listings



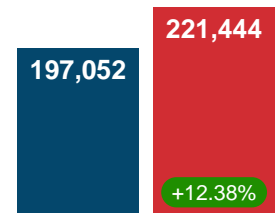
Pending Listings



List Price



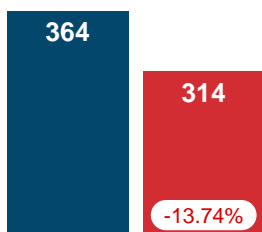
Sale Price



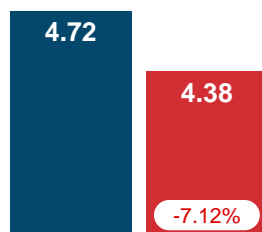
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

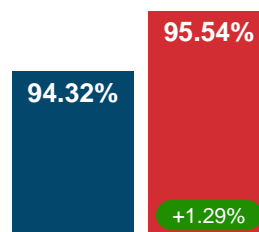
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

