

## October 2022



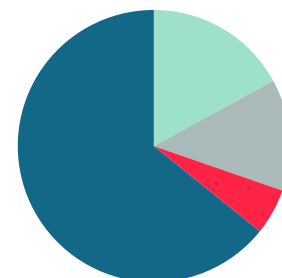
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	74	81	9.46%
Pending Listings	75	63	-16.00%
New Listings	94	80	-14.89%
Average List Price	239,374	187,398	-21.71%
Average Sale Price	232,312	180,416	-22.34%
Average Percent of Selling Price to List Price	95.89%	95.49%	-0.43%
Average Days on Market to Sale	33.31	39.19	17.64%
End of Month Inventory	399	305	-23.56%
Months Supply of Inventory	5.28	4.13	-21.83%



■ Closed (17.05%)  
■ Pending (13.26%)  
■ Other OffMarket (5.47%)  
■ Active (64.21%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of October 31, 2022 = **305**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **23.56%** to 305 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **4.13** 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 **22.34%** in October 2022 to \$180,416 versus the previous year at \$232,312.

##### Average Days on Market Lengthens

The average number of **39.19** days that homes spent on the market before selling increased by 5.87 days or **17.64%** in October 2022 compared to last year's same month at **33.31** DOM.

##### Sales Success for October 2022 is Positive

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

There were 80 New Listings in October 2022, down **14.89%** from last year at 94. Furthermore, there were 81 Closed Listings this month versus last year at 74, a **9.46%** increase.

Closed versus Listed trends yielded a **101.3%** ratio, up from previous year's, October 2021, at **78.7%**, a **28.61%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

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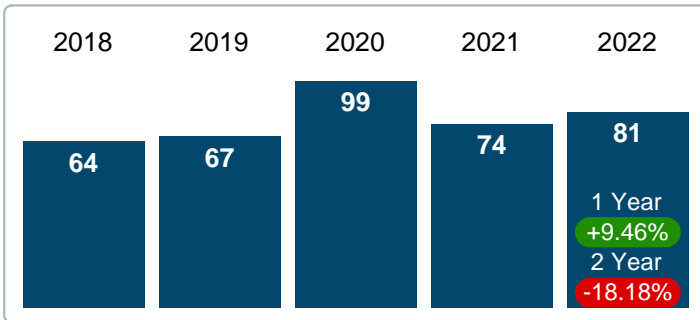
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



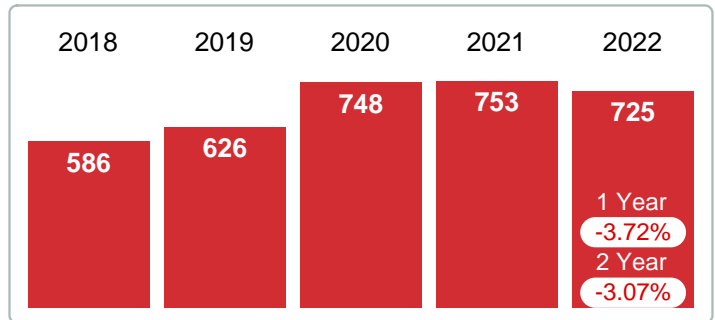
## CLOSED LISTINGS

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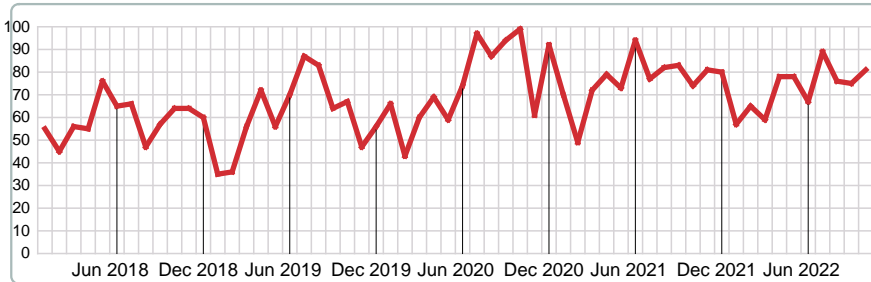
### OCTOBER



### YEAR TO DATE (YTD)

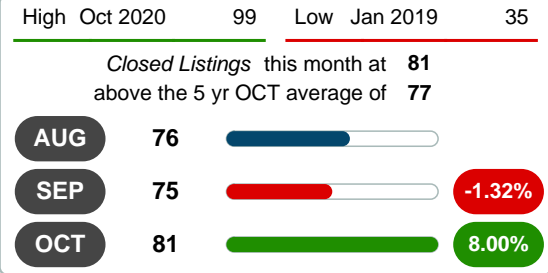


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 77



### 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	7	8.64%	25.7	5	2	0	0
\$50,001 - \$100,000	11	13.58%	34.3	4	7	0	0
\$100,001 - \$125,000	6	7.41%	71.3	3	3	0	0
\$125,001 - \$175,000	21	25.93%	42.5	1	17	3	0
\$175,001 - \$225,000	15	18.52%	35.5	2	8	5	0
\$225,001 - \$275,000	12	14.81%	32.8	1	10	1	0
\$275,001 and up	9	11.11%	41.2	0	5	3	1
<b>Total Closed Units</b>	<b>81</b>			<b>16</b>	<b>52</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,613,697</b>	<b>100%</b>	<b>39.2</b>	<b>1.61M</b>	<b>10.07M</b>	<b>2.65M</b>	<b>280.00K</b>
<b>Average Closed Price</b>	<b>\$180,416</b>			<b>\$100,916</b>	<b>\$193,626</b>	<b>\$220,875</b>	<b>\$280,000</b>

# October 2022



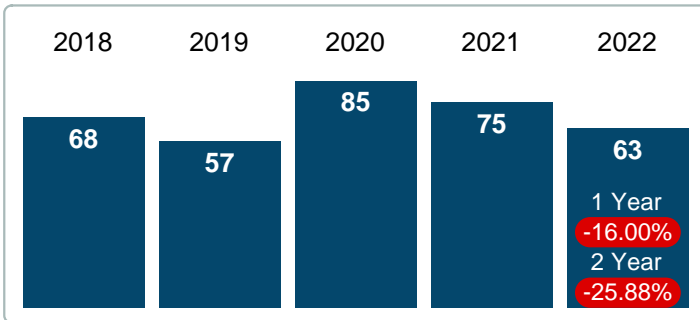
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



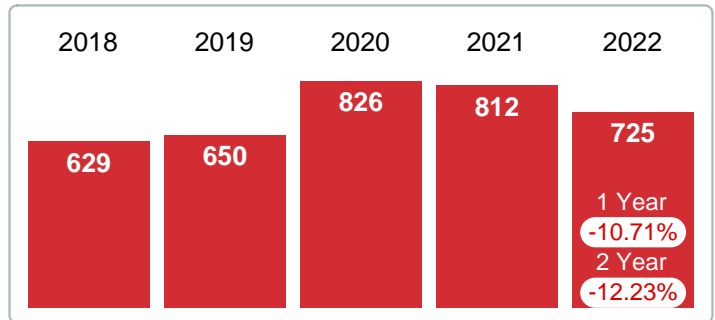
## PENDING LISTINGS

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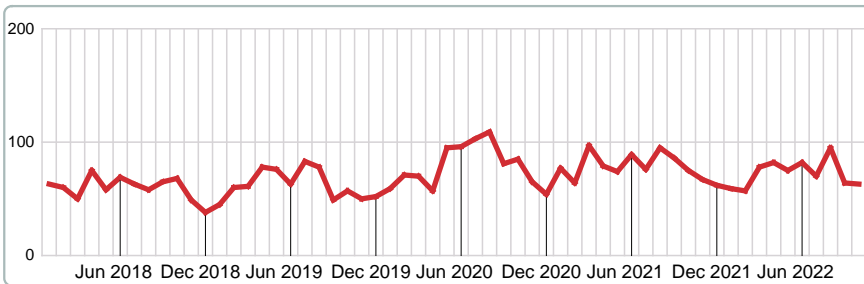
### OCTOBER



### YEAR TO DATE (YTD)

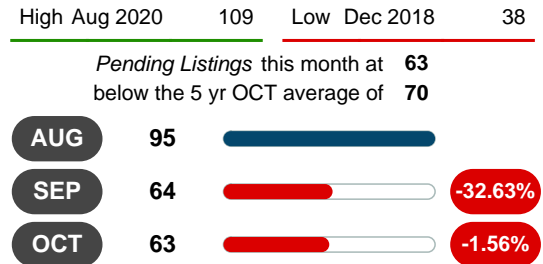


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 70



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.52%	18.5	3	3	0	0
\$75,001 - \$125,000	9	14.29%	33.9	3	4	2	0
\$125,001 - \$150,000	8	12.70%	46.8	3	3	2	0
\$150,001 - \$200,000	17	26.98%	58.4	3	11	3	0
\$200,001 - \$250,000	10	15.87%	82.5	1	6	3	0
\$250,001 - \$375,000	6	9.52%	44.3	0	1	5	0
\$375,001 and up	7	11.11%	72.0	1	3	2	1
<b>Total Pending Units</b>	<b>63</b>			<b>14</b>	<b>31</b>	<b>17</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,105,999</b>	<b>100%</b>	<b>43.6</b>	<b>2.02M</b>	<b>6.03M</b>	<b>4.41M</b>	<b>639.90K</b>
<b>Average Listing Price</b>	<b>\$169,933</b>			<b>\$144,586</b>	<b>\$194,674</b>	<b>\$259,235</b>	<b>\$639,900</b>

# October 2022



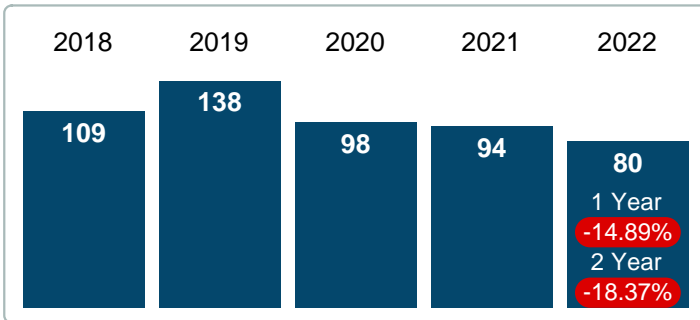
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
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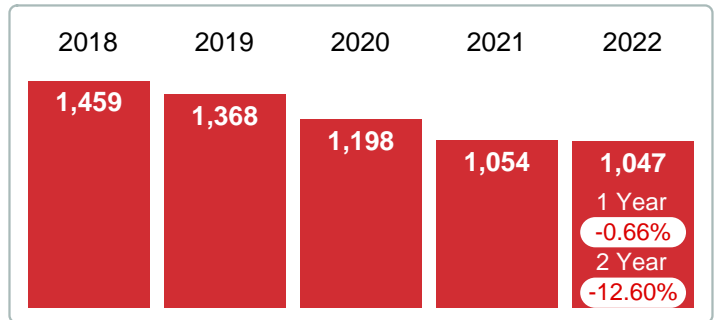
## NEW LISTINGS

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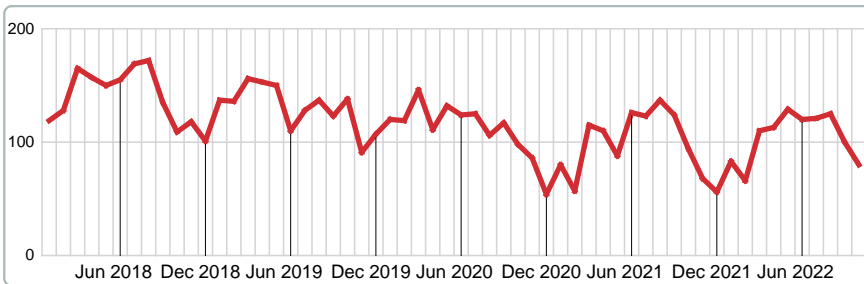
### OCTOBER



### YEAR TO DATE (YTD)

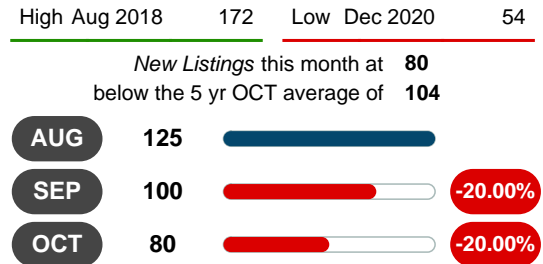


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 104



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	8.75%	4	3	0	0
\$70,001 - \$110,000	9	11.25%	2	5	2	0
\$110,001 - \$150,000	14	17.50%	1	10	1	2
\$150,001 - \$240,000	21	26.25%	0	14	6	1
\$240,001 - \$300,000	12	15.00%	0	8	4	0
\$300,001 - \$580,000	9	11.25%	1	5	3	0
\$580,001 and up	8	10.00%	1	4	3	0
<b>Total New Listed Units</b>	<b>80</b>		<b>9</b>	<b>49</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>19,662,600</b>	<b>100%</b>	<b>1.67M</b>	<b>11.52M</b>	<b>5.98M</b>	<b>489.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$137,667</b>		<b>\$185,656</b>	<b>\$235,165</b>	<b>\$314,668</b>	<b>\$163,300</b>

# October 2022



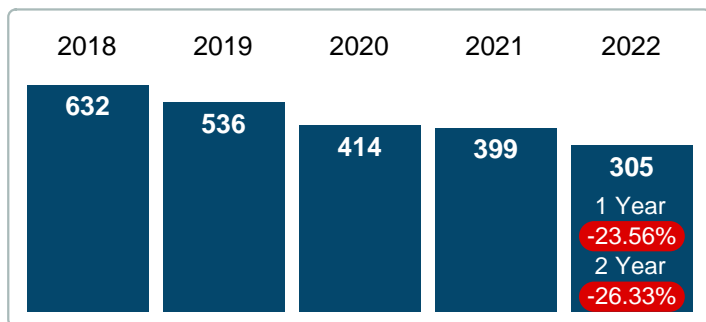
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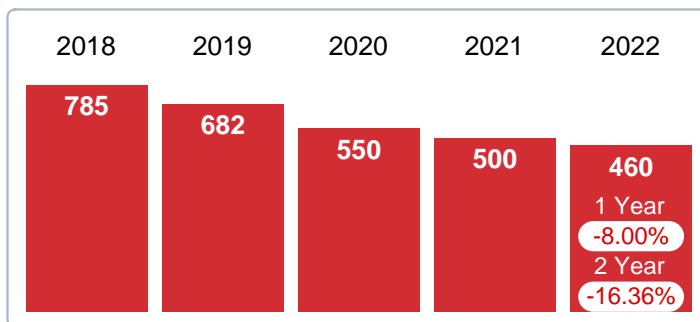
## ACTIVE INVENTORY

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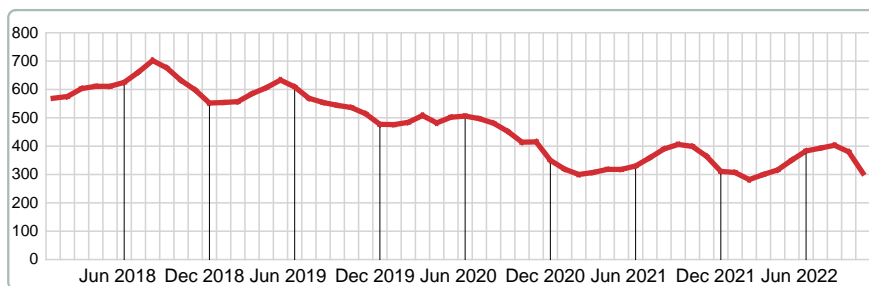
### END OF OCTOBER



### ACTIVE DURING OCTOBER

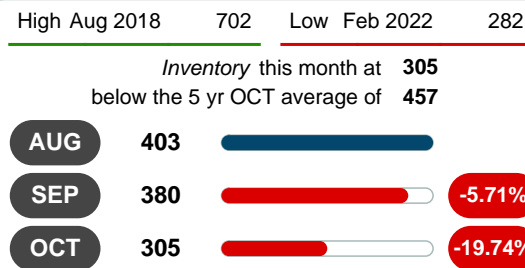


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 457



### 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	30	9.84%	89.2	17	12	1	0
\$75,001 - \$125,000	31	10.16%	80.3	12	16	2	1
\$125,001 - \$150,000	31	10.16%	161.9	5	21	4	1
\$150,001 - \$275,000	99	32.46%	83.2	14	60	19	6
\$275,001 - \$450,000	48	15.74%	97.4	3	28	15	2
\$450,001 - \$775,000	34	11.15%	81.1	5	15	12	2
\$775,001 and up	32	10.49%	128.4	2	7	16	7
Total Active Inventory by Units			305	58	159	69	19
Total Active Inventory by Volume			126,855,914	12.81M	48.12M	40.13M	25.80M
Average Active Inventory Listing Price			\$415,921	\$220,898	\$302,613	\$581,554	\$1,357,953

# October 2022



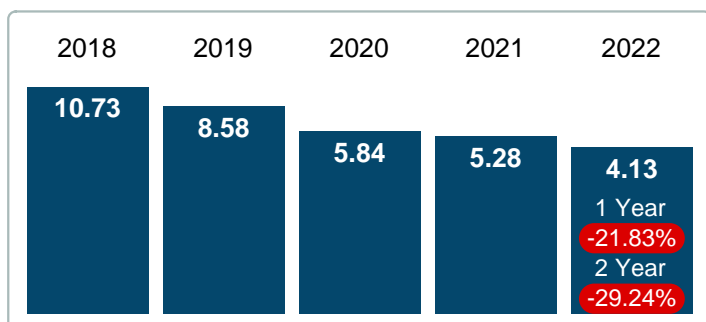
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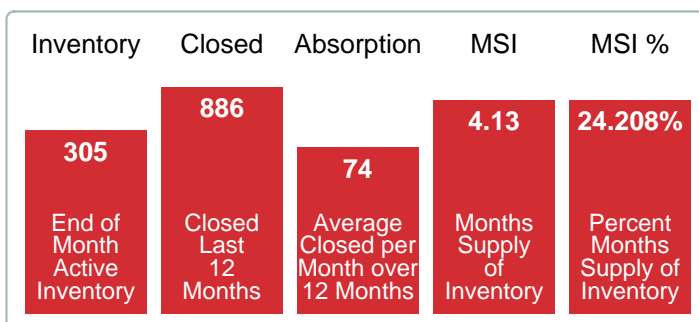
## MONTHS SUPPLY of INVENTORY (MSI)

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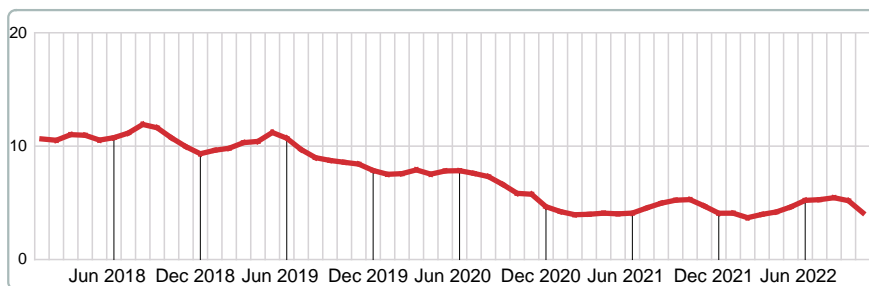
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

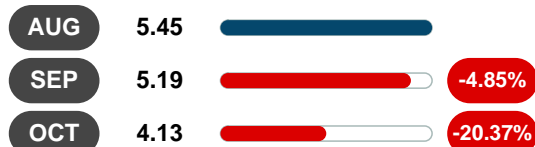


### 3 MONTHS

5 year OCT AVG = 6.91

High Aug 2018 11.92 Low Feb 2022 3.69

Months Supply this month at 4.13 below the 5 yr OCT average of 6.91



### 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	30	9.84%	2.25	2.65	1.95	2.00	0.00
\$75,001 - \$125,000	31	10.16%	2.46	3.13	1.92	4.80	0.00
\$125,001 - \$150,000	31	10.16%	4.04	5.00	3.88	3.69	6.00
\$150,001 - \$275,000	99	32.46%	4.45	7.30	4.16	3.56	10.29
\$275,001 - \$450,000	48	15.74%	4.20	5.14	4.94	3.60	2.00
\$450,001 - \$775,000	34	11.15%	6.58	12.00	5.29	9.00	3.43
\$775,001 and up	32	10.49%	22.59	0.00	12.00	27.43	28.00
Market Supply of Inventory (MSI)	4.13		4.13	4.09	3.66	5.14	6.71
Total Active Inventory by Units	305	100%	4.13	58	159	69	19

# October 2022



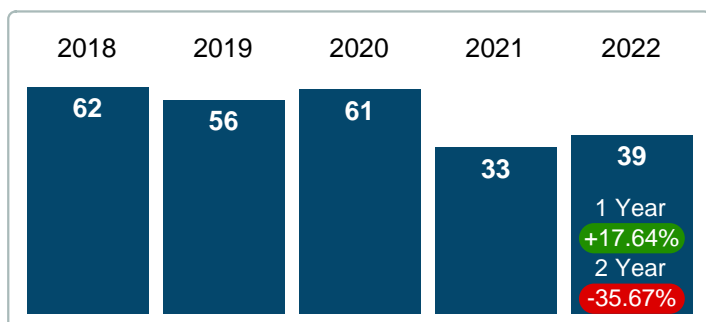
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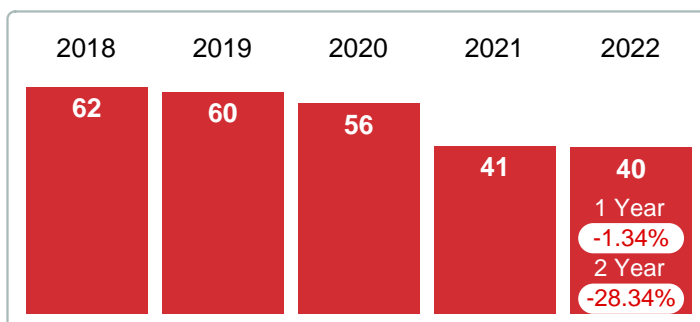
## AVERAGE DAYS ON MARKET TO SALE

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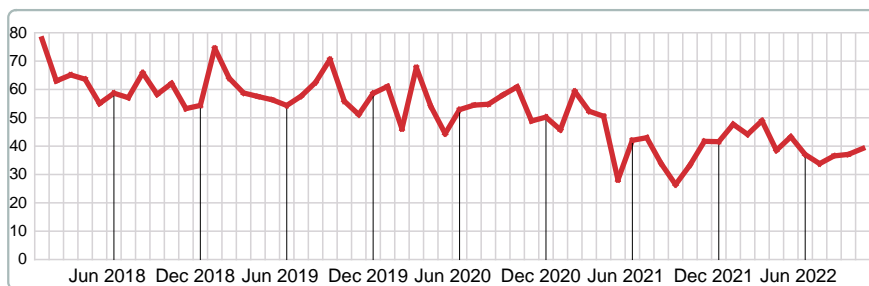
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

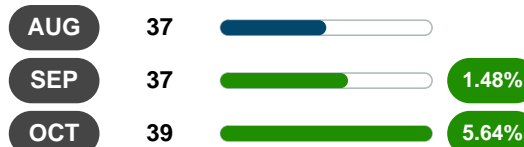


### 3 MONTHS

5 year OCT AVG = 50

High Jan 2018 78 Low Sep 2021 26

Average Days on Market to Sale this month at 39 below the 5 yr OCT average of 50



### 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	8.64%	26	22	35	0	0
\$50,001 - \$100,000	13.58%	34	27	38	0	0
\$100,001 - \$125,000	7.41%	71	40	102	0	0
\$125,001 - \$175,000	25.93%	42	83	40	42	0
\$175,001 - \$225,000	18.52%	35	18	41	34	0
\$225,001 - \$275,000	14.81%	33	7	35	37	0
\$275,001 and up	11.11%	41	0	47	11	106
<b>Average Closed DOM</b>		39	29	43	30	106
<b>Total Closed Units</b>	100%	81	16	52	12	1
<b>Total Closed Volume</b>		14,613,697	1.61M	10.07M	2.65M	280.00K

# October 2022



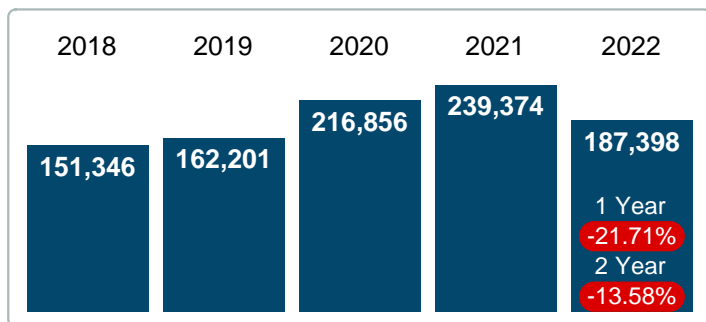
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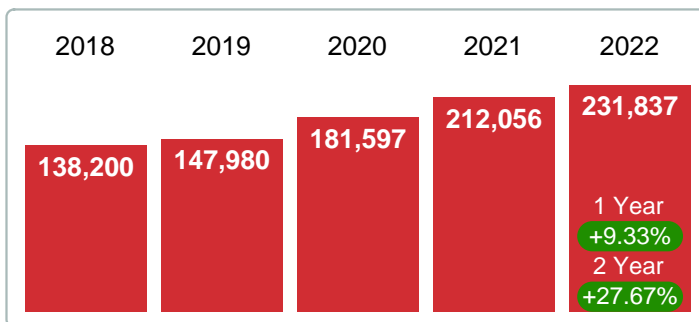
## AVERAGE LIST PRICE AT CLOSING

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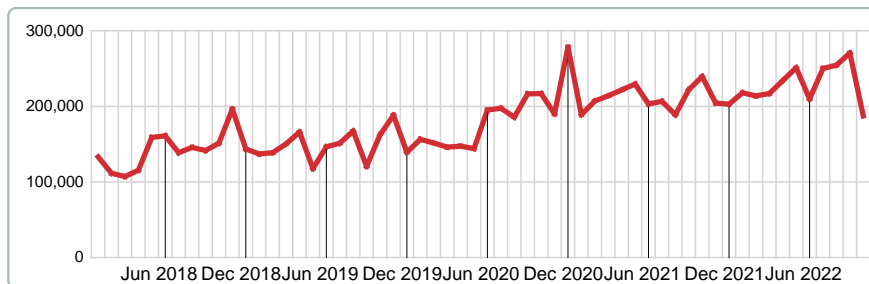
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

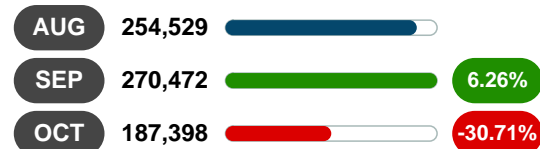


### 3 MONTHS

5 year OCT AVG = 191,435

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

Average List Price at Closing this month at **187,398**  
below the 5 yr OCT average of **191,435**



### 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	8.64%	38,057	44,300	22,450	0	0
\$50,001 - \$100,000	11.11%	77,467	79,950	84,600	0	0
\$100,001 - \$125,000	7.41%	113,967	121,333	126,633	0	0
\$125,001 - \$175,000	25.93%	148,233	139,900	154,259	145,167	0
\$175,001 - \$225,000	19.75%	202,931	209,700	206,738	218,960	0
\$225,001 - \$275,000	16.05%	248,023	224,000	248,030	239,000	0
\$275,001 and up	11.11%	438,633	0	531,660	334,800	285,000
<b>Average List Price</b>		<b>187,398</b>	<b>105,538</b>	<b>200,613</b>	<b>231,142</b>	<b>285,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,398</b>	<b>16</b>	<b>52</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>15,179,200</b>	<b>1.69M</b>	<b>10.43M</b>	<b>2.77M</b>	<b>285.00K</b>



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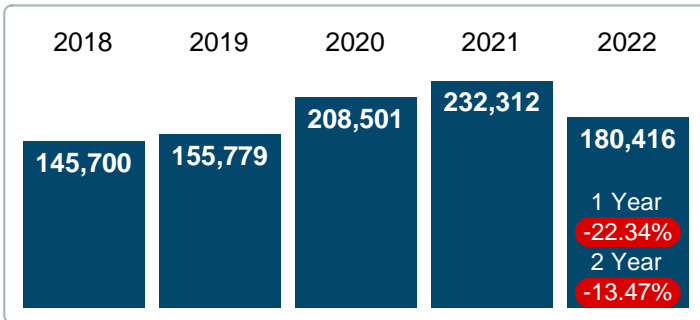
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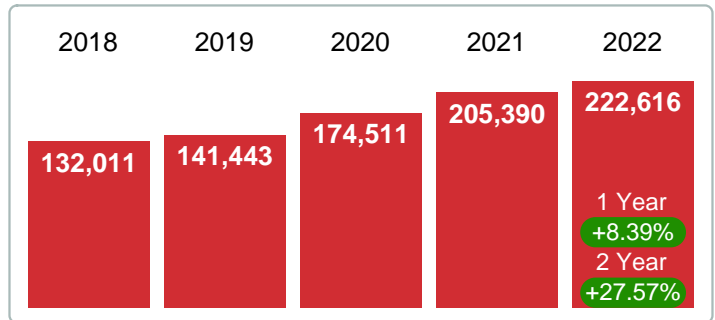
## AVERAGE SOLD PRICE AT CLOSING

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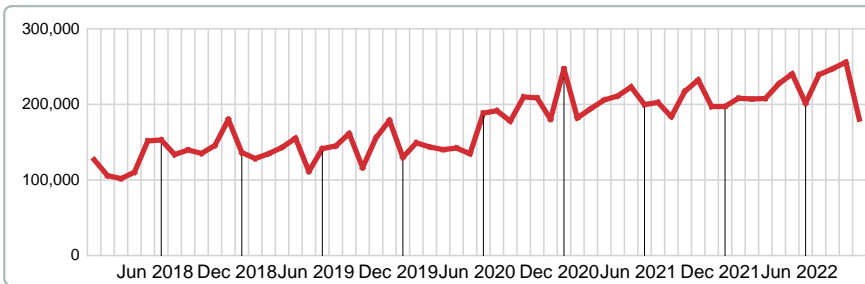
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

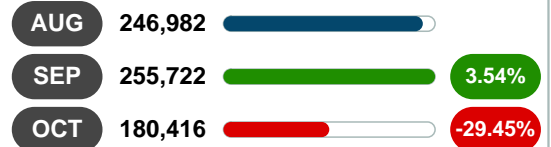


### 3 MONTHS

5 year OCT AVG = 184,541

High Sep 2022 255,722 | Low Mar 2018 101,828

Average Sold Price at Closing this month at **180,416**  
below the 5 yr OCT average of **184,541**



### 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	8.64%	36,214	43,100	19,000	0	0
\$50,001 - \$100,000	13.58%	76,645	74,975	77,600	0	0
\$100,001 - \$125,000	7.41%	111,375	111,083	111,667	0	0
\$125,001 - \$175,000	25.93%	145,748	132,000	147,218	142,000	0
\$175,001 - \$225,000	18.52%	201,800	200,000	200,250	205,000	0
\$225,001 - \$275,000	14.81%	241,500	234,000	243,400	230,000	0
\$275,001 and up	11.11%	429,239	0	522,729	323,167	280,000
<b>Average Sold Price</b>		<b>180,416</b>	<b>100,916</b>	<b>193,626</b>	<b>220,875</b>	<b>280,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>180,416</b>	<b>16</b>	<b>52</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,613,697</b>	<b>1.61M</b>	<b>10.07M</b>	<b>2.65M</b>	<b>280.00K</b>

# October 2022



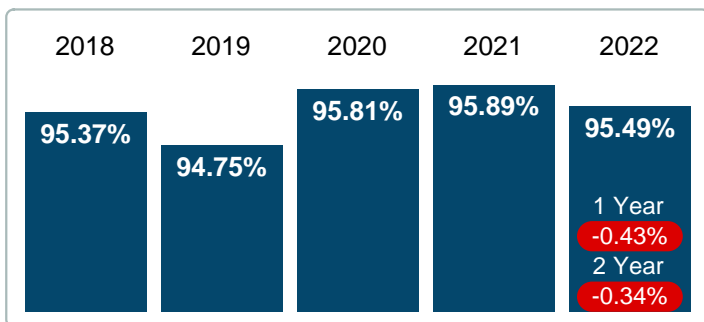
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



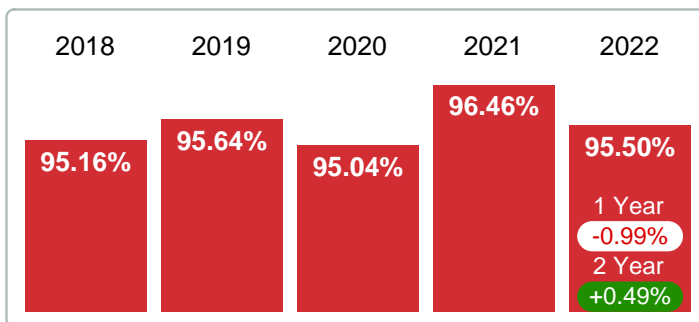
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

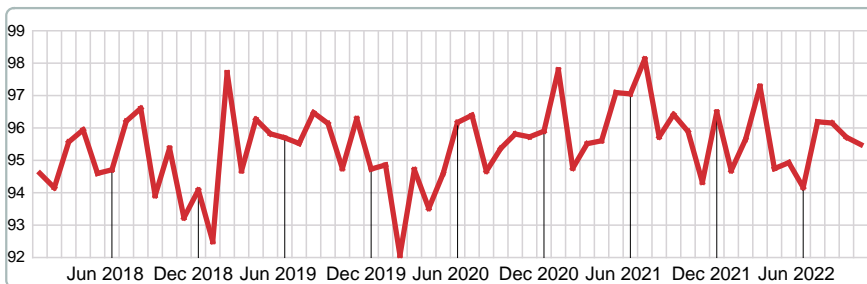
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

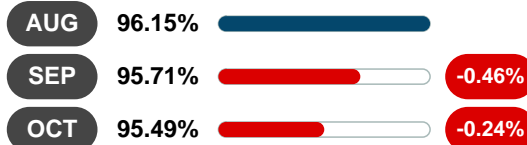


### 3 MONTHS

5 year OCT AVG = 95.46%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **95.49%** equal to 5 yr OCT average of **95.46%**



## 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	7	8.64%	93.83%	97.30%	85.14%	0.00%	0.00%
\$50,001 - \$100,000	11	13.58%	93.15%	93.78%	92.78%	0.00%	0.00%
\$100,001 - \$125,000	6	7.41%	90.34%	92.34%	88.35%	0.00%	0.00%
\$125,001 - \$175,000	21	25.93%	95.82%	94.35%	95.52%	98.00%	0.00%
\$175,001 - \$225,000	15	18.52%	95.83%	95.25%	96.97%	94.24%	0.00%
\$225,001 - \$275,000	12	14.81%	98.66%	104.46%	98.32%	96.23%	0.00%
\$275,001 and up	9	11.11%	97.49%	0.00%	97.98%	96.41%	98.25%
Average Sold/List Ratio		95.50%		95.50%	95.34%	95.89%	98.25%
Total Closed Units		81	100%	16	52	12	1
Total Closed Volume		14,613,697		1.61M	10.07M	2.65M	280.00K

# October 2022



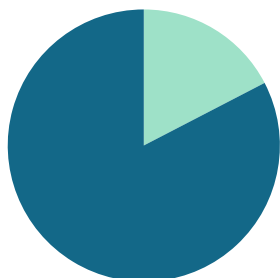
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

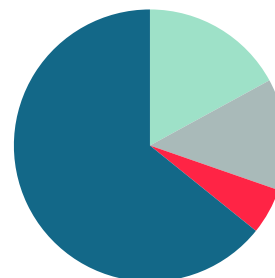


**Inventory**  
 New Listings  
**80 = 17.39%**  
 Start Inventory  
**380**  
 Total Inventory Units  
**460**  
 Volume  
**\$159,656,688**

### Market Activity

Closed Sales  
**81 = 17.05%**  
 Pending Sales  
**63 = 13.26%**  
 Other Off Market  
**26 = 5.47%**  
 Active Inventory  
**305 = 64.21%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	74	81	9.46%	753	725	-3.72%
Pending Sales	75	63	-16.00%	812	725	-10.71%
New Listings	94	80	-14.89%	1,054	1,047	-0.66%
Average List Price	239,374	187,398	-21.71%	212,056	231,837	9.33%
Average Sale Price	232,312	180,416	-22.34%	205,390	222,616	8.39%
Average Percent of Selling Price to List Price	95.89%	95.49%	-0.43%	96.46%	95.50%	-0.99%
Average Days on Market to Sale	33.31	39.19	17.64%	40.67	40.12	-1.34%
Monthly Inventory	399	305	-23.56%	399	305	-23.56%
Months Supply of Inventory	5.28	4.13	-21.83%	5.28	4.13	-21.83%

**Absorption:** Last 12 months, an Average of **74** Sales/Month

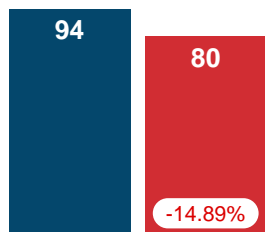
**Inventory** on October 31, 2022 = **305**

**2021** **2022**

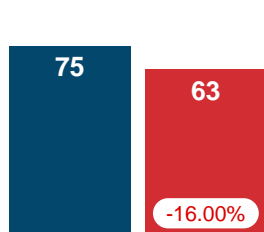
### OCTOBER MARKET

### AVERAGE PRICES

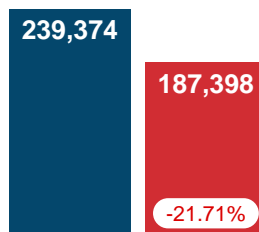
#### New Listings



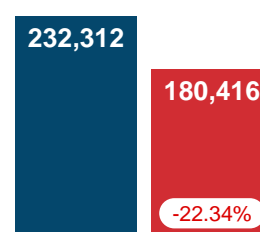
#### Pending Listings



#### List Price



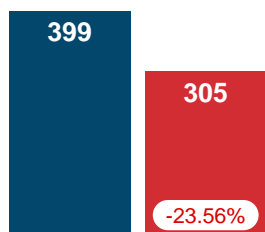
#### Sale Price



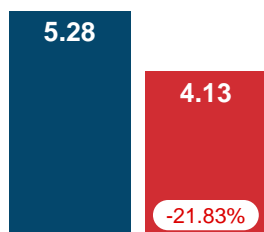
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

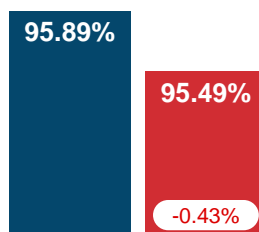
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

