

December 2021



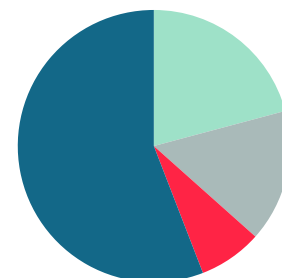
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	98	94	-4.08%
Pending Listings	62	71	14.52%
New Listings	62	68	9.68%
Average List Price	283,730	200,853	-29.21%
Average Sale Price	252,084	195,685	-22.37%
Average Percent of Selling Price to List Price	96.27%	96.68%	0.43%
Average Days on Market to Sale	50.78	37.28	-26.59%
End of Month Inventory	292	252	-13.70%
Months Supply of Inventory	3.40	2.81	-17.31%



■ Closed (20.84%)
■ Pending (15.74%)
■ Other OffMarket (7.54%)
■ Active (55.88%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of December 31, 2021 = **252**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **13.70%** to 252 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **2.81** 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 **22.37%** in December 2021 to \$195,685 versus the previous year at \$252,084.

Average Days on Market Shortens

The average number of **37.28** days that homes spent on the market before selling decreased by 13.50 days or **26.59%** in December 2021 compared to last year's same month at **50.78** DOM.

Sales Success for December 2021 is Positive

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

There were 68 New Listings in December 2021, up **9.68%** from last year at 62. Furthermore, there were 94 Closed Listings this month versus last year at 98, a **-4.08%** decrease.

Closed versus Listed trends yielded a **138.2%** ratio, down from previous year's, December 2020, at **158.1%**, a **12.55%** 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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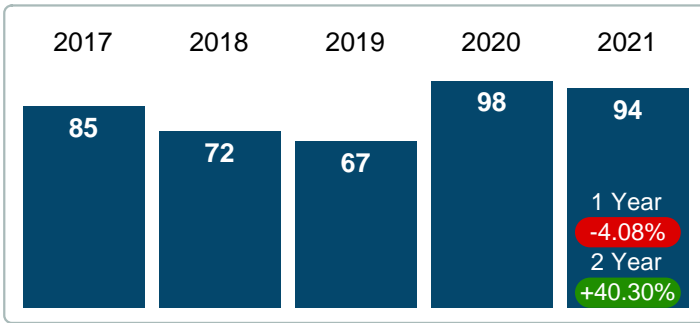
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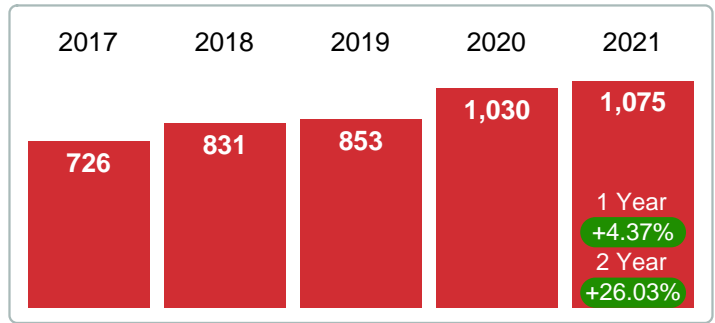
CLOSED LISTINGS

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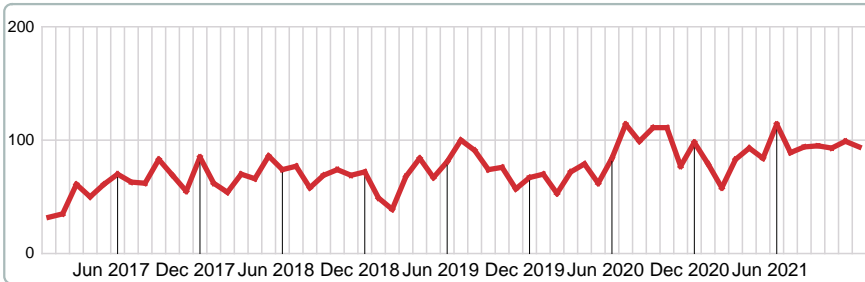
DECEMBER



YEAR TO DATE (YTD)

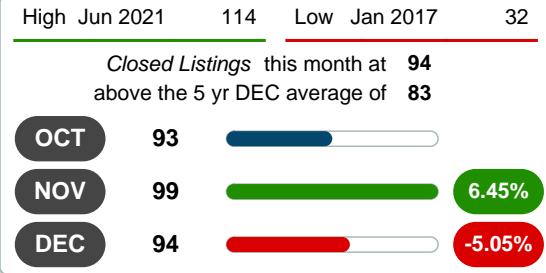


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 83



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	5.32%	33.8	3	2	0	0
\$50,001 - \$75,000	12	12.77%	45.8	6	6	0	0
\$75,001 - \$125,000	16	17.02%	27.0	3	13	0	0
\$125,001 - \$175,000	24	25.53%	31.1	5	14	5	0
\$175,001 - \$225,000	15	15.96%	53.9	0	11	4	0
\$225,001 - \$350,000	10	10.64%	25.3	2	7	1	0
\$350,001 and up	12	12.77%	45.4	1	6	5	0
Total Closed Units	94			20	59	15	0
Total Closed Volume	18,394,377	100%	37.3	2.49M	11.15M	4.76M	0.00B
Average Closed Price	\$195,685			\$124,370	\$188,961	\$317,220	\$0

December 2021



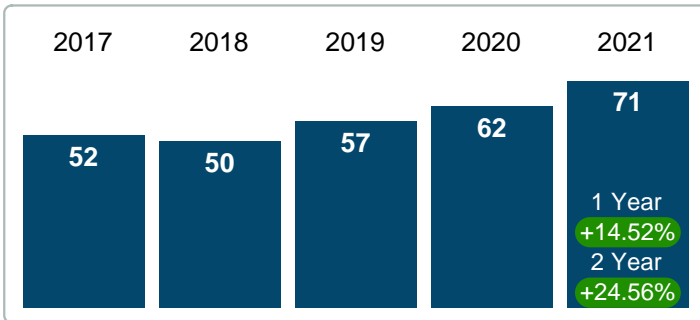
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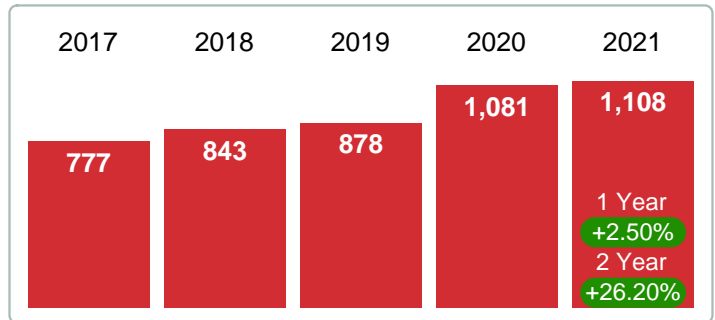
PENDING LISTINGS

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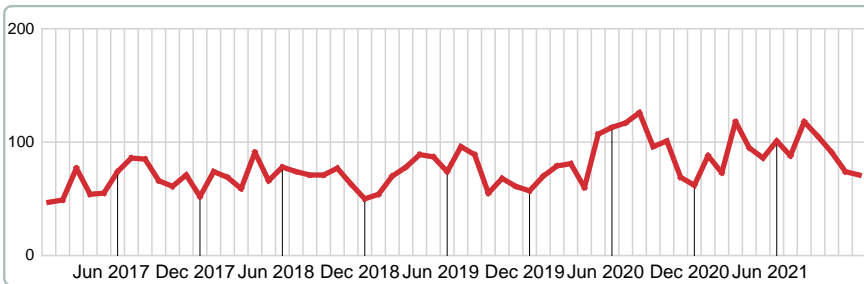
DECEMBER



YEAR TO DATE (YTD)

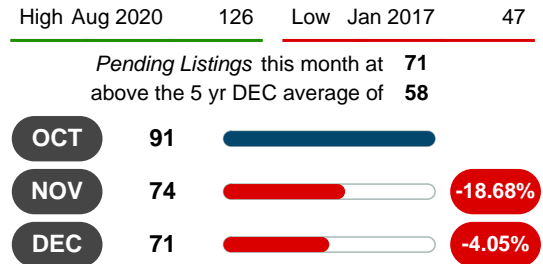


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 58



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	5	7.04%	36.6	2	3	0	0
\$50,001 - \$75,000	7	9.86%	29.9	5	2	0	0
\$75,001 - \$125,000	12	16.90%	71.2	2	9	1	0
\$125,001 - \$200,000	20	28.17%	75.1	3	13	3	1
\$200,001 - \$275,000	7	9.86%	25.3	1	6	0	0
\$275,001 - \$425,000	13	18.31%	50.5	2	5	6	0
\$425,001 and up	7	9.86%	121.9	1	3	1	2
Total Pending Units	71			16	41	11	3
Total Pending Volume	14,998,397	100%	60.8	2.63M	8.17M	2.95M	1.25M
Average Listing Price	\$206,848			\$164,569	\$199,261	\$268,009	\$415,833

December 2021



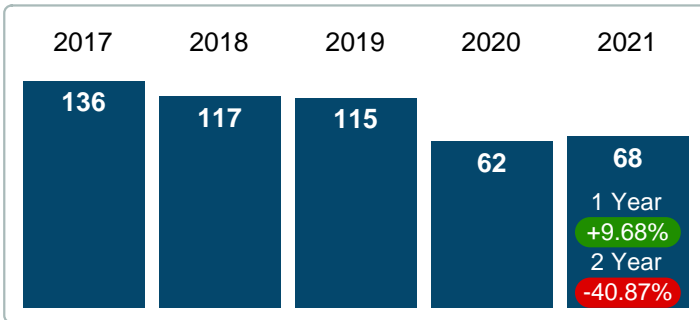
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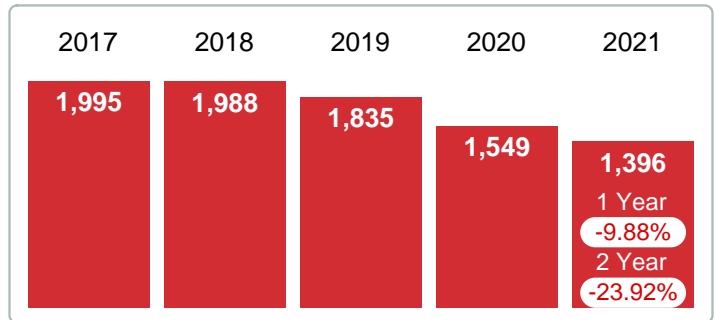
NEW LISTINGS

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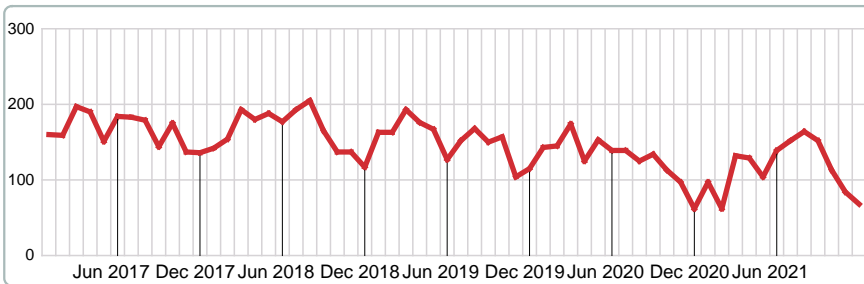
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YEAR TO DATE (YTD)

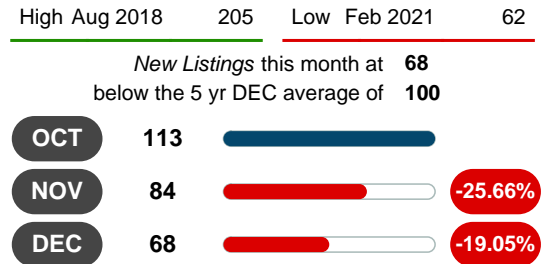


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 100



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	4	5.88%	1	3	0	0
\$50,001 - \$75,000	8	11.76%	4	3	1	0
\$75,001 - \$100,000	10	14.71%	4	6	0	0
\$100,001 - \$175,000	19	27.94%	5	11	3	0
\$175,001 - \$275,000	9	13.24%	2	5	2	0
\$275,001 - \$425,000	12	17.65%	0	10	2	0
\$425,001 and up	6	8.82%	1	3	1	1
Total New Listed Units	68		17	41	9	1
Total New Listed Volume	18,552,462	100%	2.20M	9.75M	2.21M	4.39M
Average New Listed Listing Price	\$191,465		\$129,624	\$237,831	\$245,311	\$4,390,000

December 2021



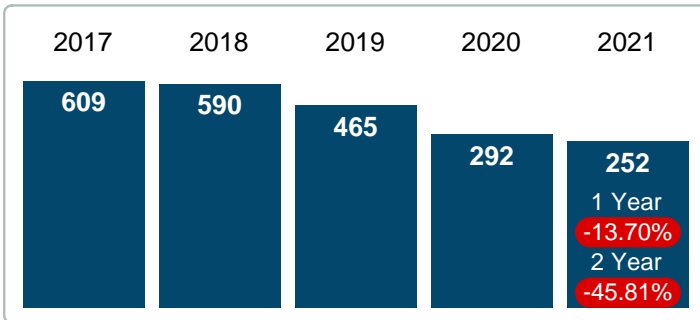
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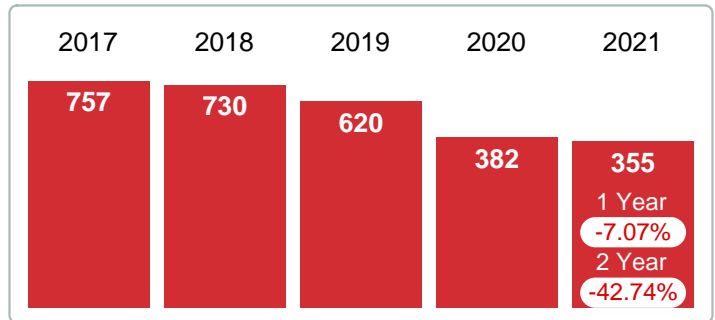
ACTIVE INVENTORY

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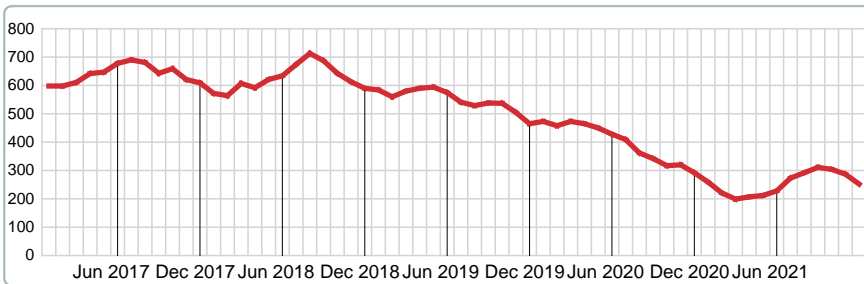
END OF DECEMBER



ACTIVE DURING DECEMBER

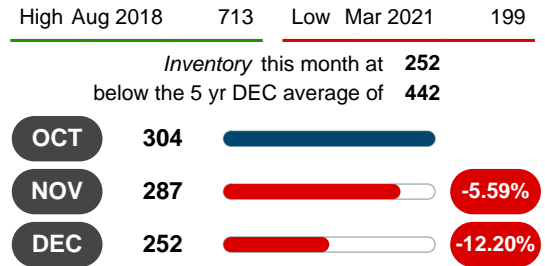


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 442



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	20	7.94%	102.9	8	10	1	1
\$50,001 - \$75,000	22	8.73%	110.1	11	9	2	0
\$75,001 - \$125,000	40	15.87%	78.2	13	24	3	0
\$125,001 - \$250,000	77	30.56%	95.2	7	49	20	1
\$250,001 - \$325,000	32	12.70%	88.3	5	12	12	3
\$325,001 - \$575,000	36	14.29%	97.6	4	20	10	2
\$575,001 and up	25	9.92%	116.5	5	9	6	5
Total Active Inventory by Units	252			53	133	54	12
Total Active Inventory by Volume	77,457,188	100%	96.0	12.82M	36.10M	18.93M	9.60M
Average Active Inventory Listing Price	\$307,370			\$241,921	\$271,444	\$350,626	\$799,962

December 2021



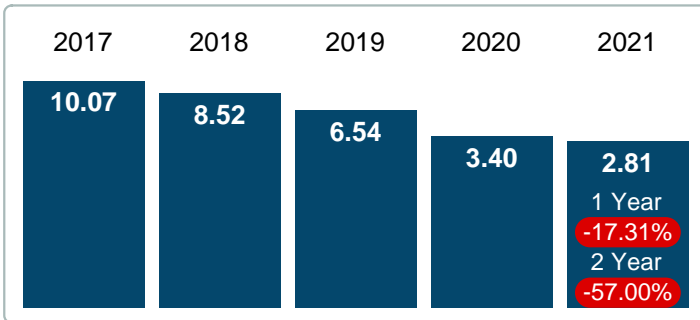
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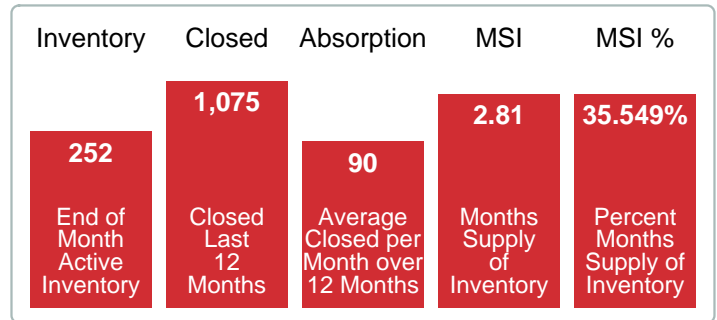
MONTHS SUPPLY of INVENTORY (MSI)

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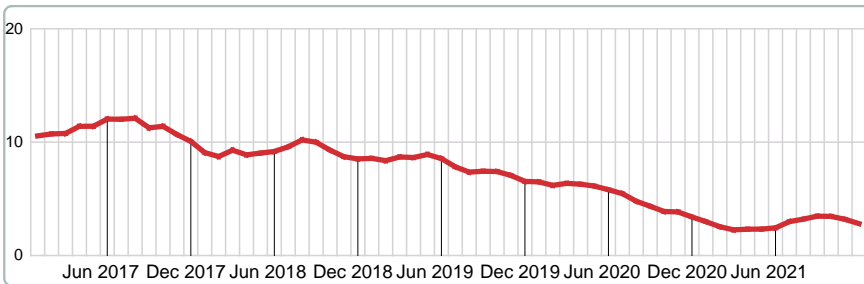
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

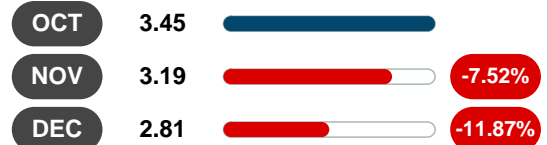


3 MONTHS

5 year DEC AVG = 6.27

High Aug 2017 12.11 | Low Mar 2021 2.26

Months Supply this month at **2.81**
below the 5 yr DEC average of **6.27**



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	20	7.94%	2.31	1.81	2.86	1.71	6.00
\$50,001 - \$75,000	22	8.73%	2.49	3.00	2.08	2.67	0.00
\$75,001 - \$125,000	40	15.87%	2.07	4.46	1.62	2.00	0.00
\$125,001 - \$250,000	77	30.56%	2.46	2.80	2.26	3.20	1.20
\$250,001 - \$325,000	32	12.70%	4.74	10.00	3.06	5.54	18.00
\$325,001 - \$575,000	36	14.29%	3.57	4.80	3.58	3.64	2.18
\$575,001 and up	25	9.92%	5.36	15.00	4.91	4.00	5.00
Market Supply of Inventory (MSI)			2.81	3.49	2.39	3.48	3.69
Total Active Inventory by Units		100%	2.81	53	133	54	12

December 2021



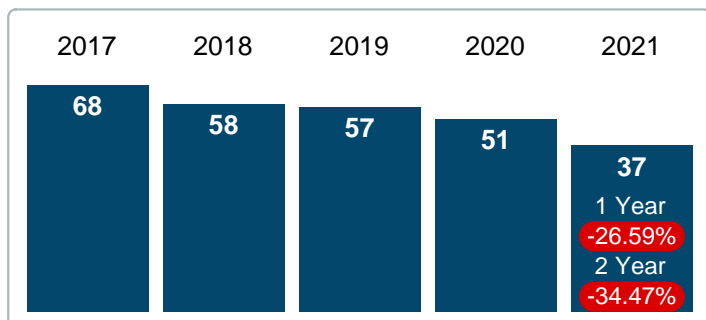
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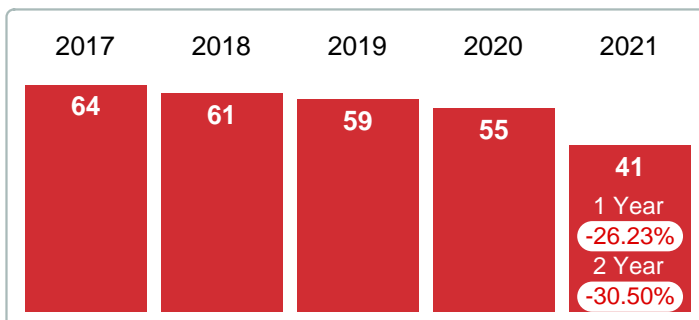
AVERAGE DAYS ON MARKET TO SALE

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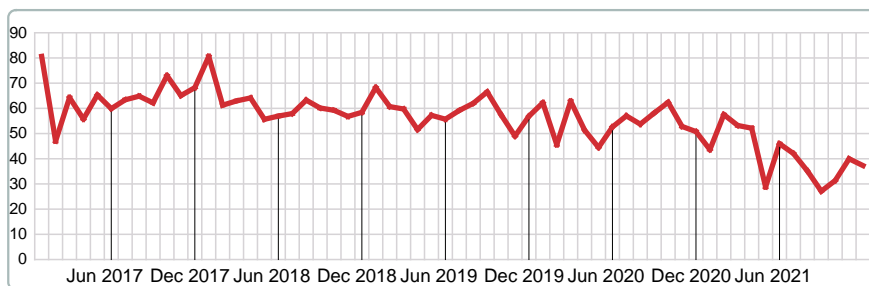
DECEMBER



YEAR TO DATE (YTD)

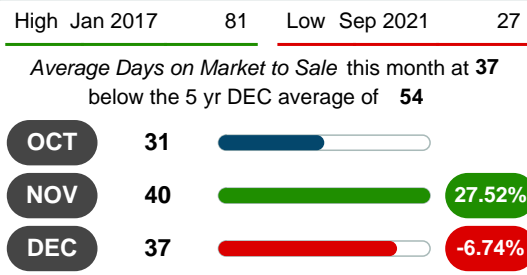


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



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	5.32%	34	18	57	0	0
\$50,001 - \$75,000	12.77%	46	57	34	0	0
\$75,001 - \$125,000	17.02%	27	8	31	0	0
\$125,001 - \$175,000	25.53%	31	30	22	57	0
\$175,001 - \$225,000	15.96%	54	0	41	90	0
\$225,001 - \$350,000	10.64%	25	19	24	48	0
\$350,001 and up	12.77%	45	1	75	19	0
Average Closed DOM		37	31	36	53	0
Total Closed Units	100%	94	20	59	15	0
Total Closed Volume		18,394,377	2.49M	11.15M	4.76M	0.00B

December 2021



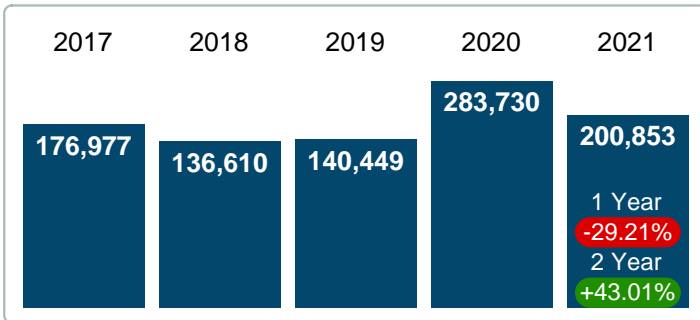
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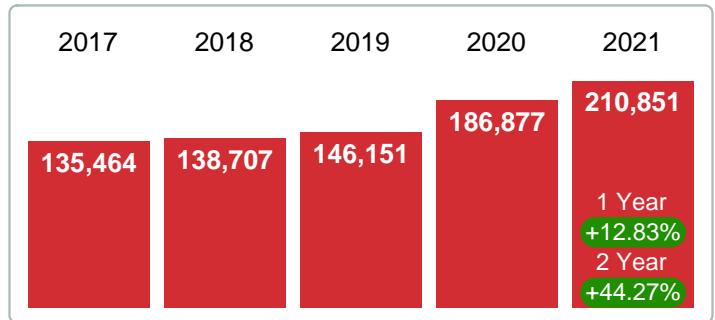
AVERAGE LIST PRICE AT CLOSING

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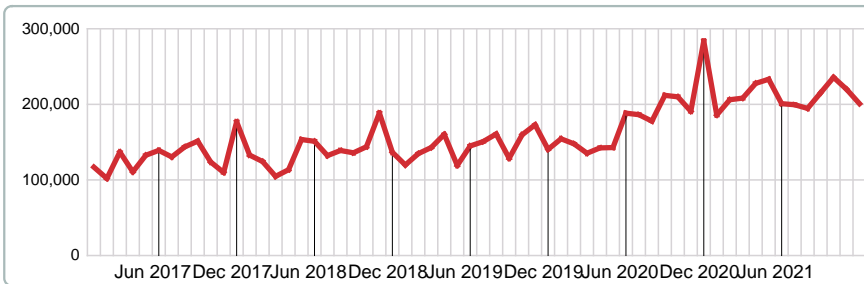
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

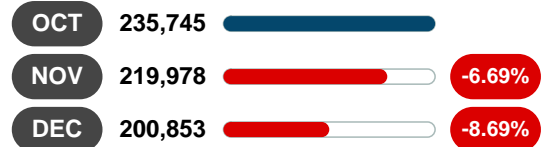


3 MONTHS

5 year DEC AVG = 187,724

High Dec 2020 283,730 Low Feb 2017 102,000

Average List Price at Closing this month at **200,853** above the 5 yr DEC average of **187,724**



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	4.26%	31,925	35,933	37,200	0	0
\$50,001 - \$75,000	10.64%	65,010	73,283	67,283	0	0
\$75,001 - \$125,000	19.15%	97,433	100,133	104,269	0	0
\$125,001 - \$175,000	24.47%	147,961	145,180	155,314	146,480	0
\$175,001 - \$225,000	17.02%	198,916	0	196,032	218,950	0
\$225,001 - \$350,000	11.70%	296,927	302,000	299,171	339,000	0
\$350,001 and up	12.77%	541,383	399,000	528,783	584,980	0
Average List Price		200,853	128,840	193,750	324,807	0
Total Closed Units	100%	200,853	20	59	15	0
Total Closed Volume		18,880,150	2.58M	11.43M	4.87M	0.00B

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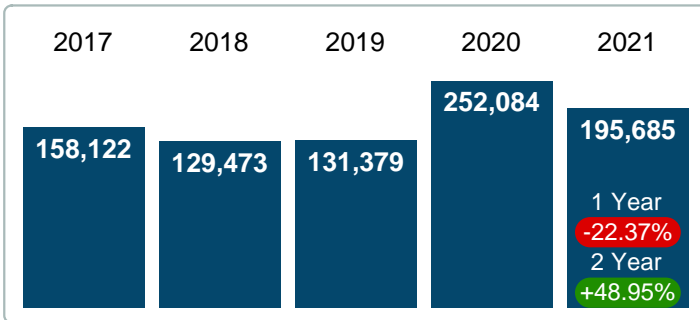
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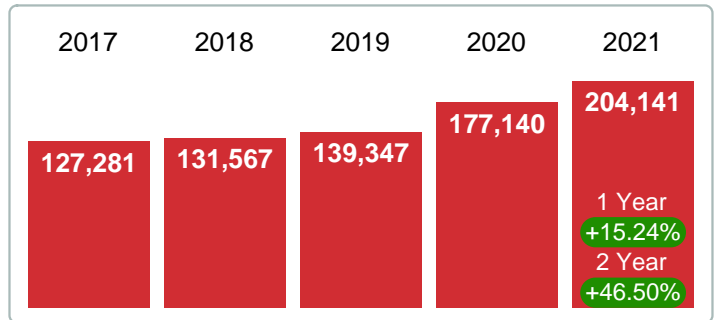
AVERAGE SOLD PRICE AT CLOSING

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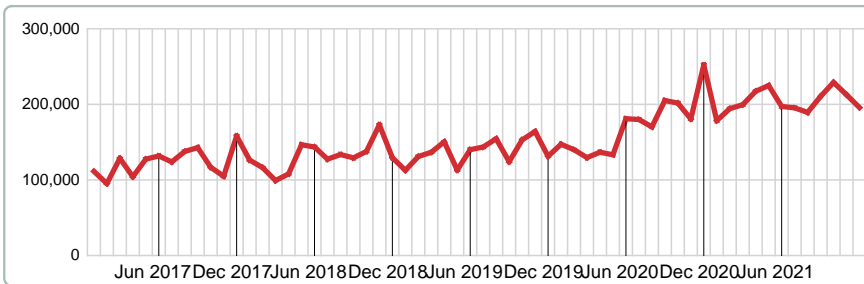
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

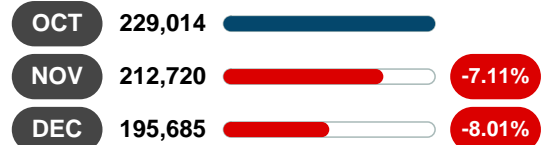


3 MONTHS

5 year DEC AVG = 173,348

High Dec 2020 252,084 Low Feb 2017 95,229

Average Sold Price at Closing this month at **195,685** above the 5 yr DEC average of **173,348**



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	5.32%	32,580	31,000	34,950	0	0
\$50,001 - \$75,000	12.77%	65,861	67,300	64,421	0	0
\$75,001 - \$125,000	17.02%	100,731	95,167	102,015	0	0
\$125,001 - \$175,000	25.53%	146,846	139,420	149,629	146,480	0
\$175,001 - \$225,000	15.96%	194,670	0	191,186	204,250	0
\$225,001 - \$350,000	10.64%	296,140	302,000	294,629	295,000	0
\$350,001 and up	12.77%	535,308	404,000	517,633	582,780	0
Average Sold Price		195,685	124,370	188,961	317,220	0
Total Closed Units	100%	195,685	20	59	15	0
Total Closed Volume		18,394,377	2.49M	11.15M	4.76M	0.00B

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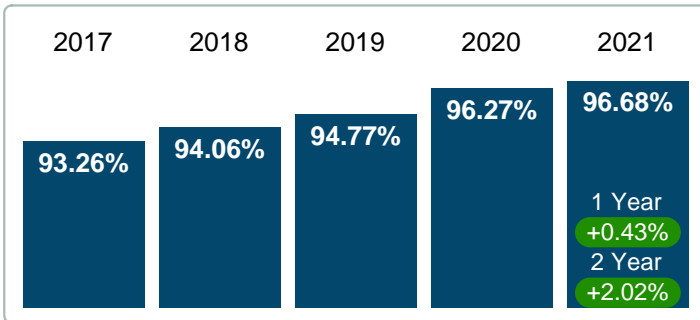
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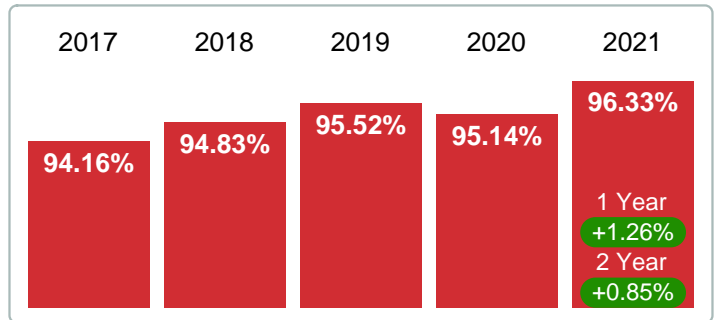
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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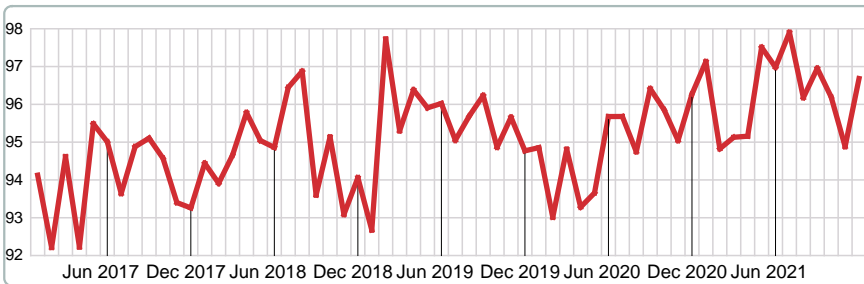
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

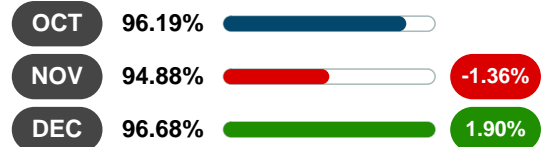


3 MONTHS

5 year DEC AVG = 95.01%

High Jul 2021 97.90% Low Feb 2017 92.21%

Average Sold/List Ratio this month at **96.68%** above the 5 yr DEC average of **95.01%**



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	5.32%	89.40%	85.08%	95.87%	0.00%	0.00%
\$50,001 - \$75,000	12	12.77%	94.47%	92.60%	96.34%	0.00%	0.00%
\$75,001 - \$125,000	16	17.02%	97.86%	94.91%	98.54%	0.00%	0.00%
\$125,001 - \$175,000	24	25.53%	97.16%	96.29%	96.47%	99.95%	0.00%
\$175,001 - \$225,000	15	15.96%	96.49%	0.00%	97.62%	93.40%	0.00%
\$225,001 - \$350,000	10	10.64%	97.70%	100.00%	98.57%	87.02%	0.00%
\$350,001 and up	12	12.77%	98.80%	101.25%	98.04%	99.22%	0.00%
Average Sold/List Ratio		96.70%		93.92%	97.52%	97.10%	0.00%
Total Closed Units		94	100%	20	59	15	
Total Closed Volume		18,394,377		2.49M	11.15M	4.76M	0.00B

December 2021



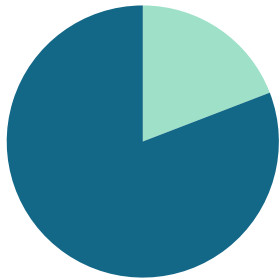
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

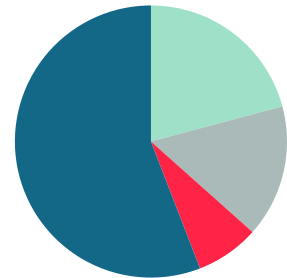


Inventory
 New Listings
68 = 19.15%
 Start Inventory
287
 Total Inventory Units
355
 Volume
\$98,974,283

Market Activity

Closed Sales
94 = 20.84%
 Pending Sales
71 = 15.74%
 Other Off Market
34 = 7.54%
 Active Inventory
252 = 55.88%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	98	94	-4.08%	1,030	1,075	4.37%
Pending Sales	62	71	14.52%	1,081	1,108	2.50%
New Listings	62	68	9.68%	1,549	1,396	-9.88%
Average List Price	283,730	200,853	-29.21%	186,877	210,851	12.83%
Average Sale Price	252,084	195,685	-22.37%	177,140	204,141	15.24%
Average Percent of Selling Price to List Price	96.27%	96.68%	0.43%	95.14%	96.33%	1.26%
Average Days on Market to Sale	50.78	37.28	-26.59%	55.12	40.66	-26.23%
Monthly Inventory	292	252	-13.70%	292	252	-13.70%
Months Supply of Inventory	3.40	2.81	-17.31%	3.40	2.81	-17.31%

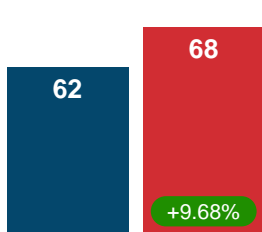
Absorption: Last 12 months, an Average of **90** Sales/Month

Inventory on December 31, 2021 = **252** 2020 2021

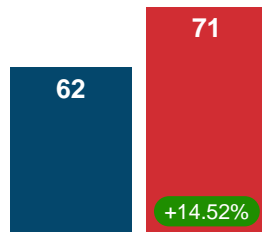
DECEMBER MARKET

AVERAGE PRICES

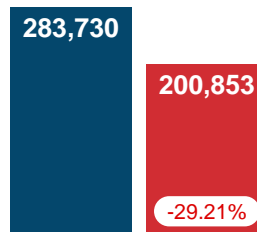
New Listings



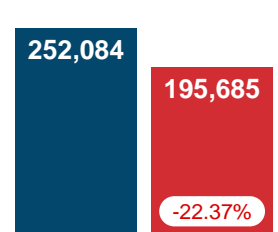
Pending Listings



List Price



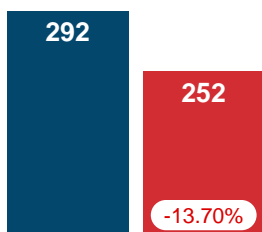
Sale Price



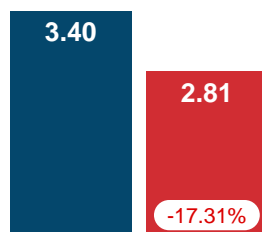
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

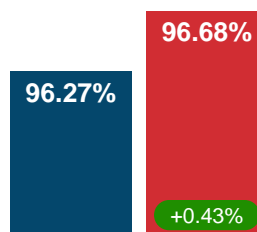
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

