

## April 2022



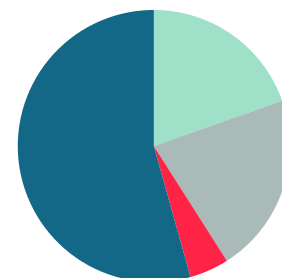
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	93	88	-5.38%
Pending Listings	95	96	1.05%
New Listings	129	128	-0.78%
Average List Price	227,740	234,048	2.77%
Average Sale Price	217,292	226,680	4.32%
Average Percent of Selling Price to List Price	95.16%	94.94%	-0.23%
Average Days on Market to Sale	52.13	41.11	-21.13%
End of Month Inventory	208	244	17.31%
Months Supply of Inventory	2.33	2.75	17.64%



■ Closed (19.60%)  
■ Pending (21.38%)  
■ Other OffMarket (4.68%)  
■ Active (54.34%)

**Absorption:** Last 12 months, an Average of **89** Sales/Month  
**Active Inventory** as of April 30, 2022 = **244**

#### Analysis Wrap-Up

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

The total housing inventory at the end of April 2022 rose **17.31%** to 244 existing homes available for sale. Over the last 12 months this area has had an average of 89 closed sales per month. This represents an unsold inventory index of **2.75** 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 **4.32%** in April 2022 to \$226,680 versus the previous year at \$217,292.

##### Average Days on Market Shortens

The average number of **41.11** days that homes spent on the market before selling decreased by 11.02 days or **21.13%** in April 2022 compared to last year's same month at **52.13** DOM.

##### Sales Success for April 2022 is Positive

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

There were 128 New Listings in April 2022, down **0.78%** from last year at 129. Furthermore, there were 88 Closed Listings this month versus last year at 93, a **-5.38%** decrease.

Closed versus Listed trends yielded a **68.8%** ratio, down from previous year's, April 2021, at **72.1%**, a **4.64%** downswing. This will certainly create pressure on an increasing Monthly 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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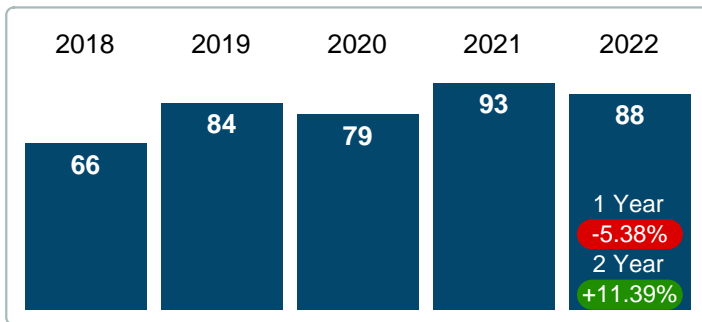
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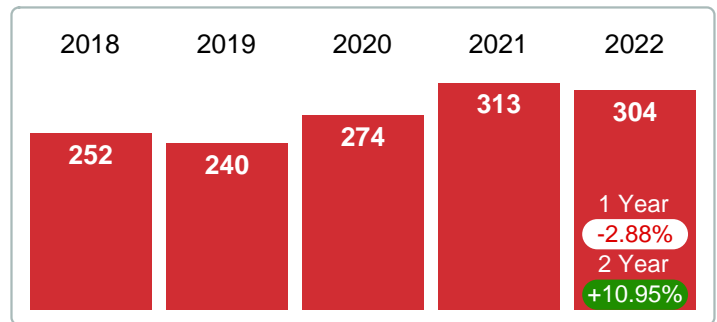
## CLOSED LISTINGS

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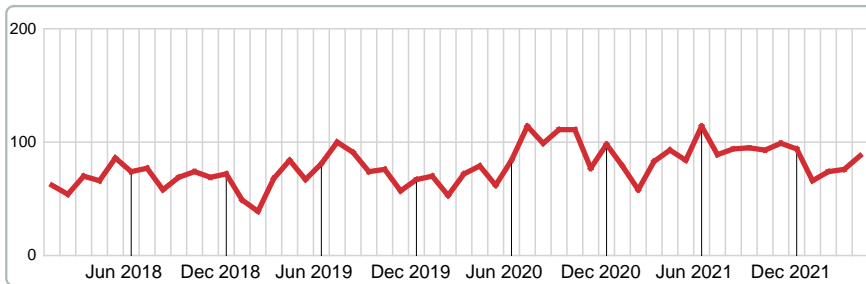
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 82

High Jun 2021 114 Low Feb 2019 39

Closed Listings this month at **88**  
above the 5 yr APR average of **82**



### 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	11	12.50%	29.1	4	6	0	1
\$50,001 - \$75,000	5	5.68%	18.6	2	2	0	1
\$75,001 - \$125,000	15	17.05%	57.3	5	9	1	0
\$125,001 - \$225,000	24	27.27%	36.3	0	20	4	0
\$225,001 - \$300,000	10	11.36%	42.3	1	7	2	0
\$300,001 - \$475,000	14	15.91%	43.1	1	8	5	0
\$475,001 and up	9	10.23%	49.8	0	4	3	2
<b>Total Closed Units</b>	<b>88</b>			<b>13</b>	<b>56</b>	<b>15</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>19,947,800</b>	<b>100%</b>	<b>41.1</b>	<b>1.43M</b>	<b>11.68M</b>	<b>5.12M</b>	<b>1.71M</b>
<b>Average Closed Price</b>	<b>\$226,680</b>			<b>\$110,300</b>	<b>\$208,563</b>	<b>\$341,327</b>	<b>\$428,625</b>

# April 2022



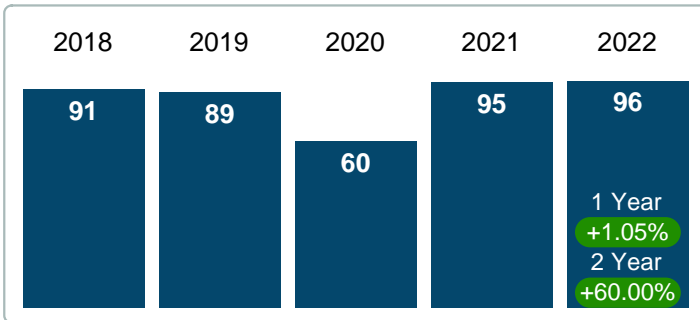
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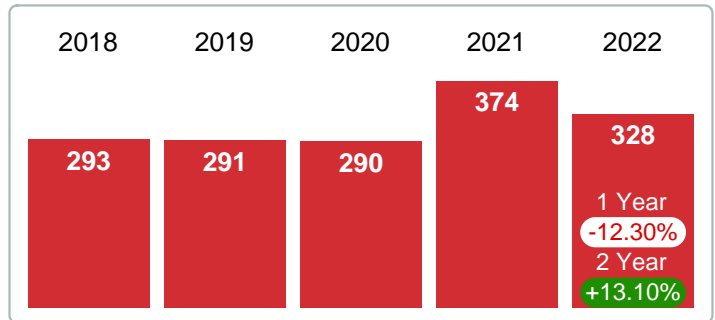
## PENDING LISTINGS

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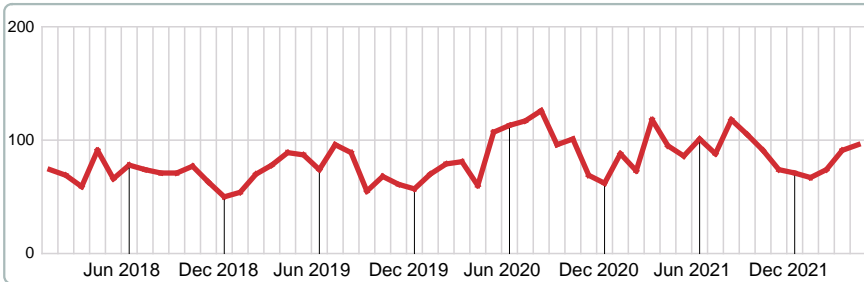
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 86

High Aug 2020 126 Low Dec 2018 50

Pending Listings this month at **96**  
above the 5 yr APR average of **86**



### 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	9	9.38%	60.0	6	3	0	0
\$50,001 - \$75,000	8	8.33%	19.1	3	5	0	0
\$75,001 - \$125,000	15	15.63%	57.9	8	7	0	0
\$125,001 - \$200,000	27	28.13%	31.8	5	19	3	0
\$200,001 - \$275,000	15	15.63%	31.6	3	8	2	2
\$275,001 - \$375,000	11	11.46%	42.1	1	5	5	0
\$375,001 and up	11	11.46%	42.4	0	9	2	0
<b>Total Pending Units</b>	<b>96</b>			<b>26</b>	<b>56</b>	<b>12</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>19,817,080</b>	<b>100%</b>	<b>40.6</b>	<b>3.29M</b>	<b>12.46M</b>	<b>3.55M</b>	<b>508.90K</b>
<b>Average Listing Price</b>	<b>\$203,394</b>			<b>\$126,530</b>	<b>\$222,578</b>	<b>\$296,167</b>	<b>\$254,450</b>

# April 2022



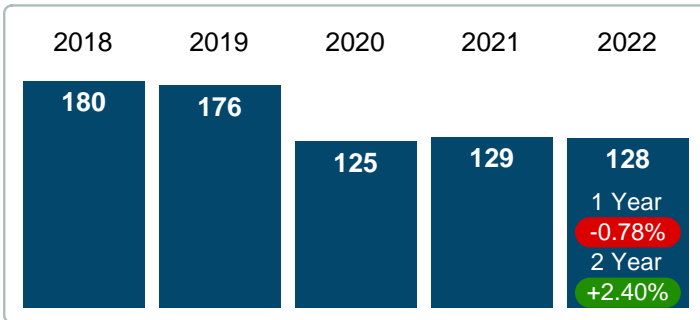
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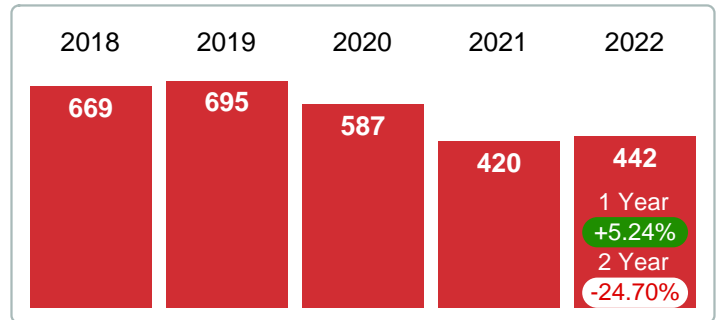
## NEW LISTINGS

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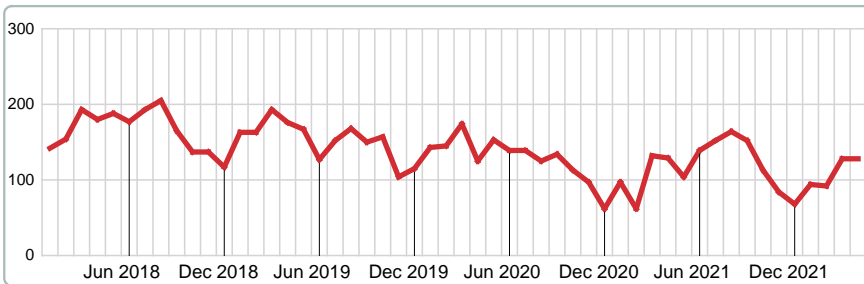
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

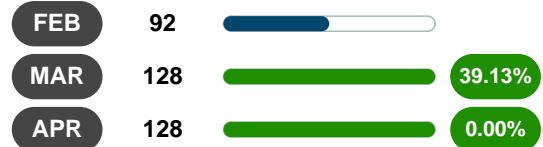


### 3 MONTHS

5 year APR AVG = 148

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 128  
below the 5 yr APR average of 148



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$50,000 and less	12	9.38%
\$50,001 - \$75,000	11	8.59%
\$75,001 - \$125,000	17	13.28%
\$125,001 - \$225,000	40	31.25%
\$225,001 - \$300,000	17	13.28%
\$300,001 - \$475,000	18	14.06%
\$475,001 and up	13	10.16%
<b>Total New Listed Units</b>	<b>128</b>	
<b>Total New Listed Volume</b>	<b>45,914,498</b>	<b>100%</b>
<b>Average New Listed Listing Price</b>	<b>\$184,584</b>	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	4	1	0
\$50,001 - \$75,000	2	8	1	0
\$75,001 - \$125,000	10	7	0	0
\$125,001 - \$225,000	8	22	10	0
\$225,001 - \$300,000	0	14	3	0
\$300,001 - \$475,000	2	11	4	1
\$475,001 and up	0	5	7	1
<b>Total</b>	<b>29</b>	<b>71</b>	<b>26</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>3.70M</b>	<b>31.84M</b>	<b>9.48M</b>	<b>899.40K</b>
<b>Average New Listed Listing Price</b>	<b>\$127,576</b>	<b>\$448,394</b>	<b>\$364,592</b>	<b>\$449,700</b>

# April 2022



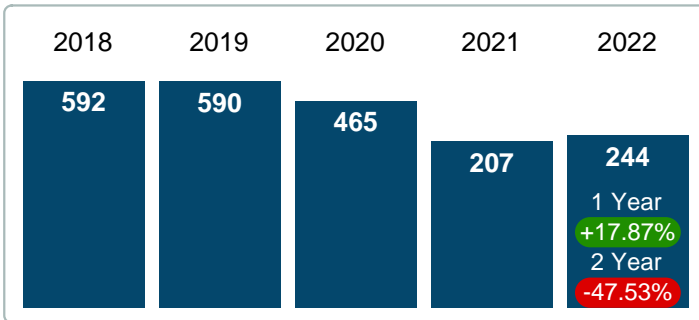
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



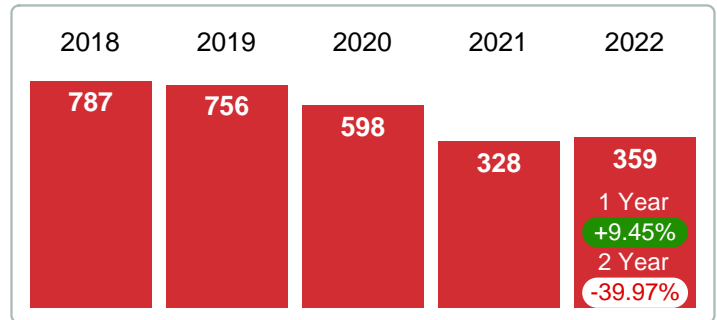
## ACTIVE INVENTORY

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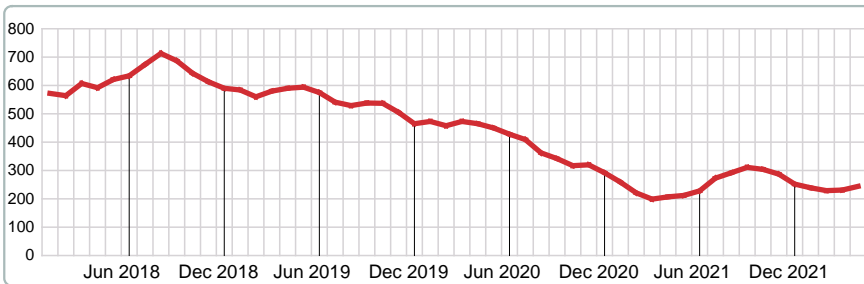
### END OF APRIL



### ACTIVE DURING APRIL

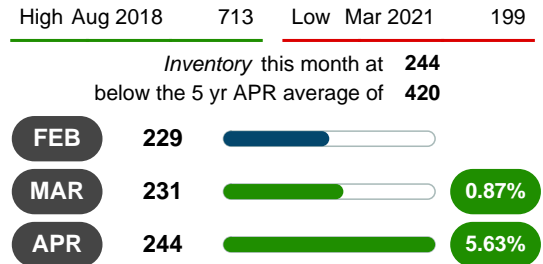


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 420



### 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	19	7.79%	72.7	8	10	1	0
\$50,001 - \$100,000	31	12.70%	80.2	14	16	1	0
\$100,001 - \$150,000	41	16.80%	66.4	7	30	3	1
\$150,001 - \$250,000	63	25.82%	64.7	9	36	18	0
\$250,001 - \$375,000	33	13.52%	61.2	3	17	11	2
\$375,001 - \$750,000	33	13.52%	112.0	2	16	13	2
\$750,001 and up	24	9.84%	86.9	1	10	11	2
<b>Total Active Inventory by Units</b>	<b>244</b>			<b>44</b>	<b>135</b>	<b>58</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>101,543,247</b>	<b>100%</b>	<b>75.7</b>	<b>9.14M</b>	<b>54.96M</b>	<b>27.50M</b>	<b>9.94M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$416,161</b>			<b>\$207,807</b>	<b>\$407,118</b>	<b>\$474,129</b>	<b>\$1,419,900</b>

# April 2022



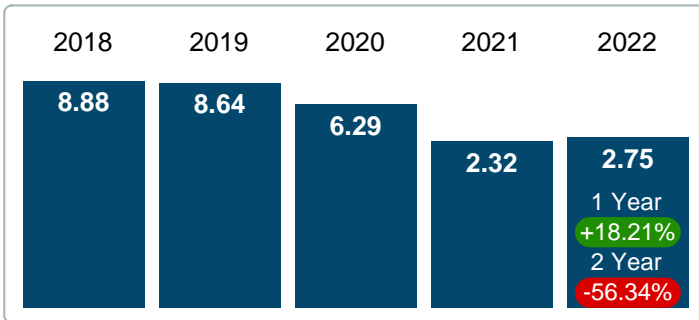
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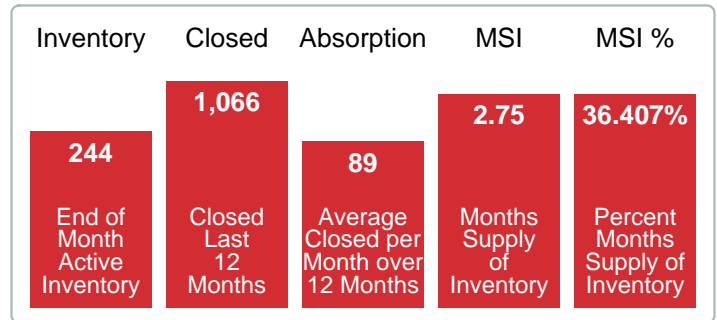
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 09, 2023 for MLS Technology Inc.

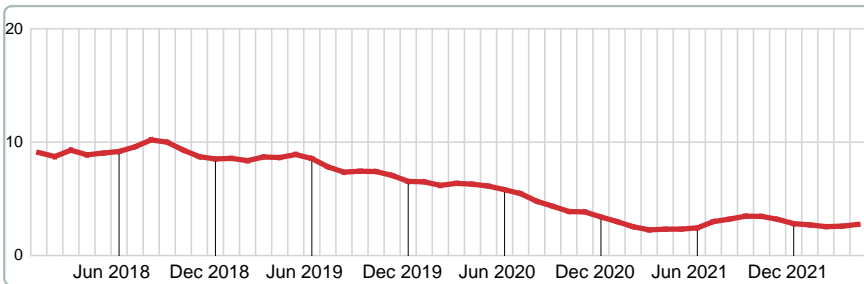
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022

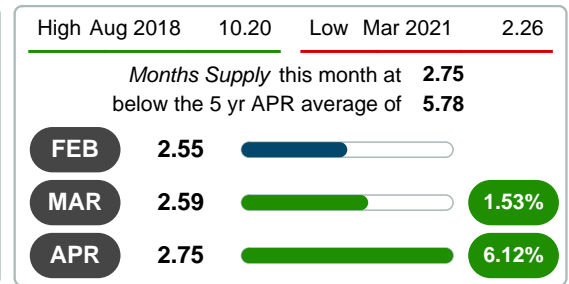


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.78



### 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	19	7.79%	2.17	1.88	2.50	3.00	0.00
\$50,001 - \$100,000	31	12.70%	1.81	2.58	1.59	0.67	0.00
\$100,001 - \$150,000	41	16.80%	2.47	3.00	2.43	1.71	6.00
\$150,001 - \$250,000	63	25.82%	2.72	6.75	2.24	3.66	0.00
\$250,001 - \$375,000	33	13.52%	2.91	5.14	2.62	3.00	3.43
\$375,001 - \$750,000	33	13.52%	3.17	2.40	2.74	4.46	2.40
\$750,001 and up	24	9.84%	16.94	12.00	60.00	16.50	4.00
Market Supply of Inventory (MSI)			2.75	2.97	2.45	3.68	2.15
Total Active Inventory by Units		100%	2.75	44	135	58	7

# April 2022



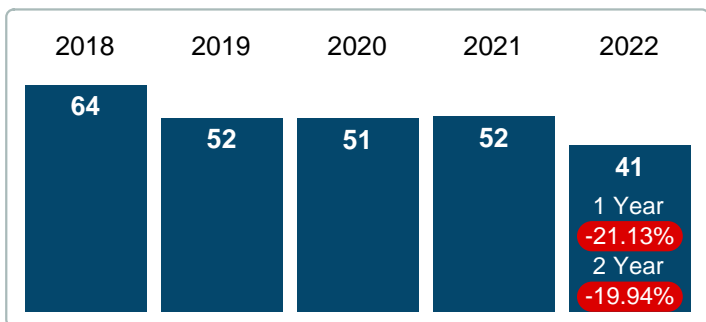
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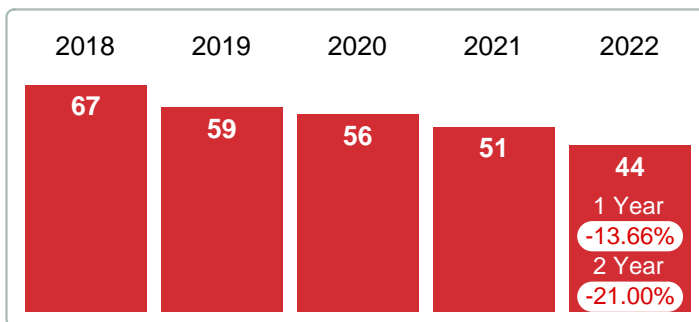
## AVERAGE DAYS ON MARKET TO SALE

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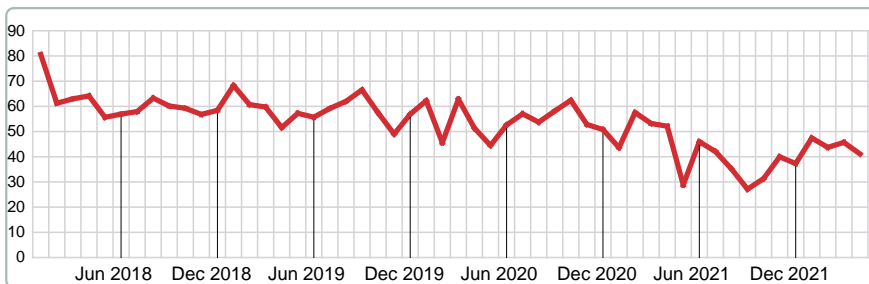
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

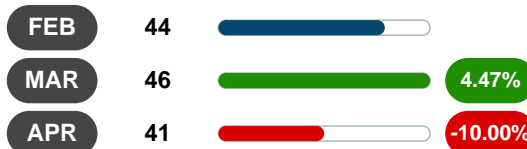


### 3 MONTHS

5 year APR AVG = 52

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 41 below the 5 yr APR average of 52



### 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	11	12.50%	29	32	21	0	
\$50,001 - \$75,000	5	5.68%	19	23	22	0	
\$75,001 - \$125,000	15	17.05%	57	68	48	90	
\$125,001 - \$225,000	24	27.27%	36	0	32	58	
\$225,001 - \$300,000	10	11.36%	42	136	19	76	
\$300,001 - \$475,000	14	15.91%	43	4	27	77	
\$475,001 and up	9	10.23%	50	0	29	108	
Average Closed DOM		41		50	31	79	
Total Closed Units		88	100%	41	13	56	15
Total Closed Volume		19,947,800		1.43M	11.68M	5.12M	1.71M

# April 2022



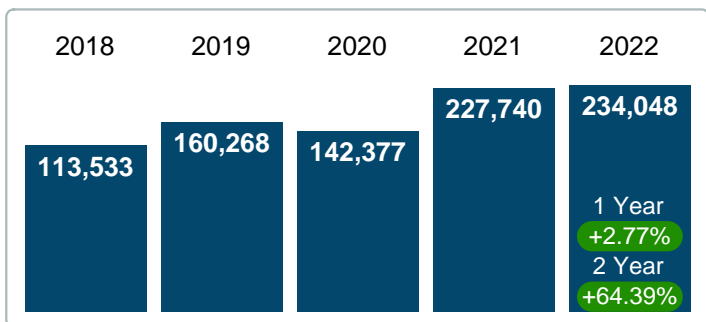
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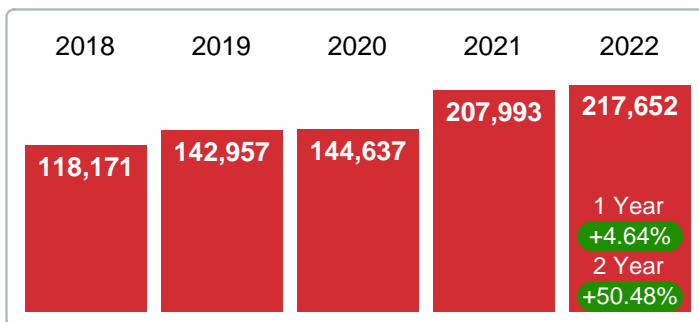
## AVERAGE LIST PRICE AT CLOSING

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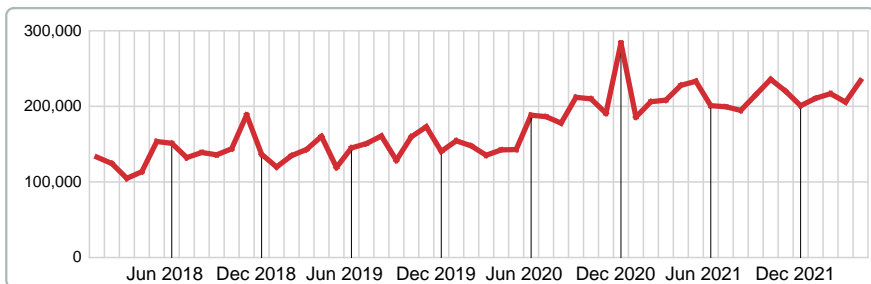
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

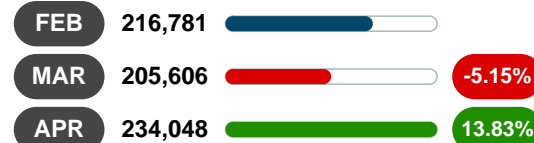


### 3 MONTHS

5 year APR AVG = 175,593

High Dec 2020 283,730 Low Mar 2018 104,754

Average List Price at Closing this month at **234,048**  
above the 5 yr APR average of **175,593**



### 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	10.23%	35,767	48,350	39,947	0	48,000
\$50,001 - \$75,000	5.68%	71,340	72,450	70,950	0	69,900
\$75,001 - \$125,000	15.91%	96,056	89,140	116,422	119,999	0
\$125,001 - \$225,000	28.41%	164,544	0	173,550	170,900	0
\$225,001 - \$300,000	12.50%	268,100	299,900	281,471	299,500	0
\$300,001 - \$475,000	18.18%	369,056	425,000	363,375	341,780	0
\$475,001 and up	9.09%	700,656	0	607,500	691,000	788,625
<b>Average List Price</b>		<b>234,048</b>	<b>116,069</b>	<b>217,994</b>	<b>345,633</b>	<b>423,788</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>234,048</b>	<b>13</b>	<b>56</b>	<b>15</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>20,596,230</b>	<b>1.51M</b>	<b>12.21M</b>	<b>5.18M</b>	<b>1.70M</b>



# April 2022



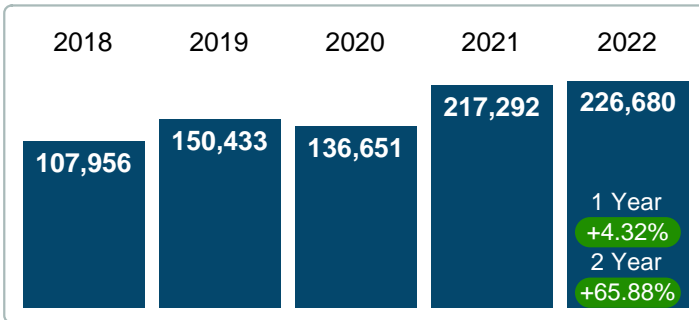
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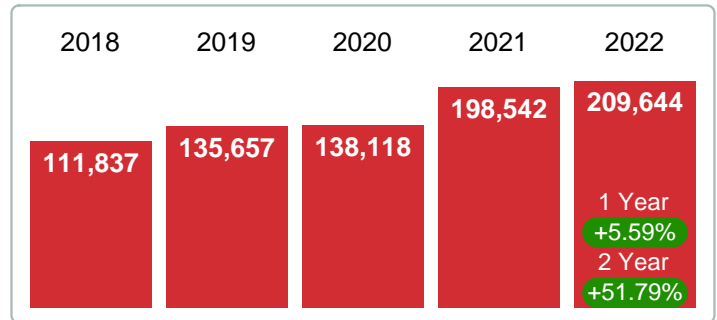
## AVERAGE SOLD PRICE AT CLOSING

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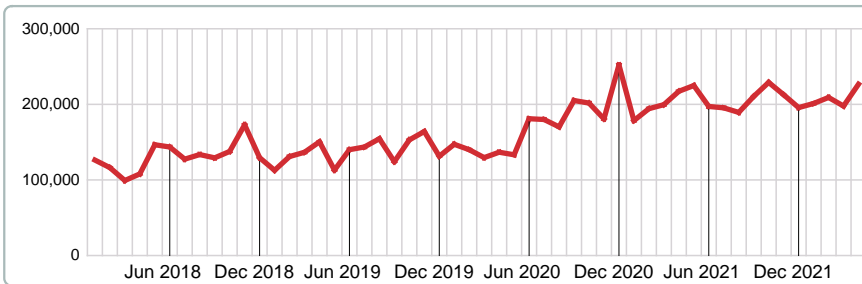
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

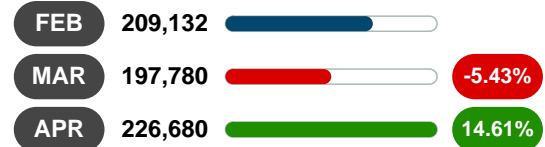


### 3 MONTHS

5 year APR AVG = 167,803

High Dec 2020 252,084 Low Mar 2018 99,231

Average Sold Price at Closing this month at **226,680** above the 5 yr APR average of **167,803**



### 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	11	12.50%	36,500	39,000	32,917	0 48,000	
\$50,001 - \$75,000	5	5.68%	63,100	70,000	59,500	0 56,500	
\$75,001 - \$125,000	15	17.05%	98,220	84,580	103,056	122,900 0	
\$125,001 - \$225,000	24	27.27%	167,363	0	167,680	165,775 0	
\$225,001 - \$300,000	10	11.36%	273,480	290,000	269,986	277,450 0	
\$300,001 - \$475,000	14	15.91%	360,071	425,000	361,375	345,000 0	
\$475,001 and up	9	10.23%	662,778	0	575,250	684,667 805,000	
<b>Average Sold Price</b>		<b>226,680</b>		<b>110,300</b>	<b>208,563</b>	<b>341,327</b>	<b>428,625</b>
<b>Total Closed Units</b>		<b>88</b>	<b>100%</b>	<b>226,680</b>	<b>13</b>	<b>56</b>	<b>15 4</b>
<b>Total Closed Volume</b>		<b>19,947,800</b>			<b>1.43M</b>	<b>11.68M</b>	<b>5.12M 1.71M</b>

# April 2022



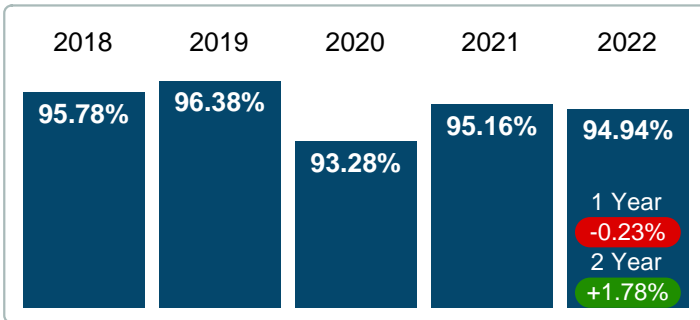
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



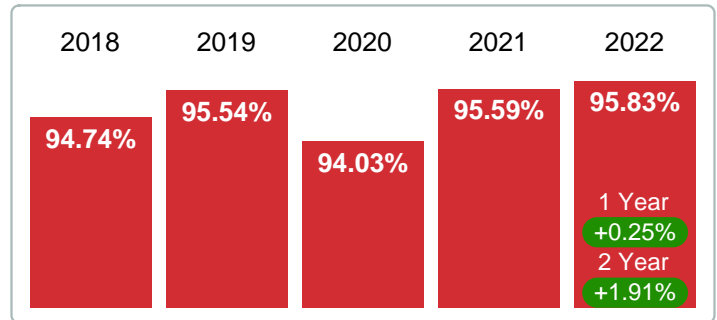
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

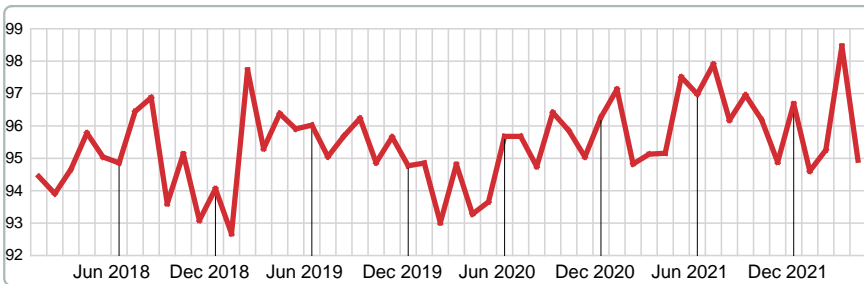
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

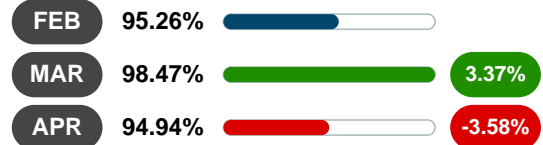


### 3 MONTHS

5 year APR AVG = 95.11%

High Mar 2022 98.47% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **94.94%** equal to 5 yr APR average of **95.11%**



### 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	11	12.50%	86.73%	83.80%	86.47%	0.00%	100.00%
\$50,001 - \$75,000	5	5.68%	88.35%	96.49%	83.97%	0.00%	80.83%
\$75,001 - \$125,000	15	17.05%	92.65%	95.47%	89.99%	102.42%	0.00%
\$125,001 - \$225,000	24	27.27%	96.88%	0.00%	96.83%	97.14%	0.00%
\$225,001 - \$300,000	10	11.36%	95.61%	96.70%	96.25%	92.80%	0.00%
\$300,001 - \$475,000	14	15.91%	100.28%	100.00%	99.45%	101.66%	0.00%
\$475,001 and up	9	10.23%	98.26%	0.00%	94.75%	98.78%	104.53%
Average Sold/List Ratio		94.90%		92.48%	94.31%	98.75%	97.47%
Total Closed Units		88	100%	13	56	15	4
Total Closed Volume		19,947,800		1.43M	11.68M	5.12M	1.71M

# April 2022



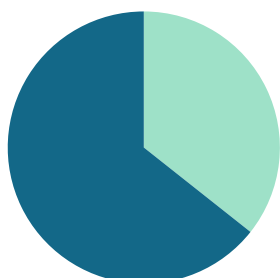
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

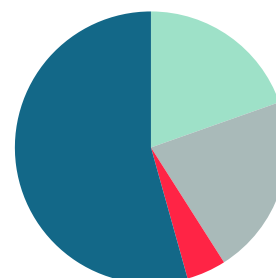


**Inventory**  
 New Listings  
**128 = 35.65%**  
 Start Inventory  
**231**  
 Total Inventory Units  
**359**  
 Volume  
**\$129,190,827**

### Market Activity

Closed Sales  
**88 = 19.60%**  
 Pending Sales  
**96 = 21.38%**  
 Other Off Market  
**21 = 4.68%**  
 Active Inventory  
**244 = 54.34%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	93	88	-5.38%	313	304	-2.88%
Pending Sales	95	96	1.05%	374	328	-12.30%
New Listings	129	128	-0.78%	420	442	5.24%
Average List Price	227,740	234,048	2.77%	207,993	217,652	4.64%
Average Sale Price	217,292	226,680	4.32%	198,542	209,644	5.59%
Average Percent of Selling Price to List Price	95.16%	94.94%	-0.23%	95.59%	95.83%	0.25%
Average Days on Market to Sale	52.13	41.11	-21.13%	51.27	44.26	-13.66%
Monthly Inventory	208	244	17.31%	208	244	17.31%
Months Supply of Inventory	2.33	2.75	17.64%	2.33	2.75	17.64%

**Absorption:** Last 12 months, an Average of **89** Sales/Month

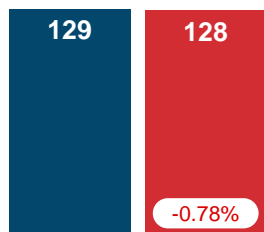
**Inventory** on April 30, 2022 = **244**

**2021** **2022**

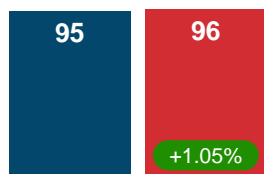
### APRIL MARKET

### AVERAGE PRICES

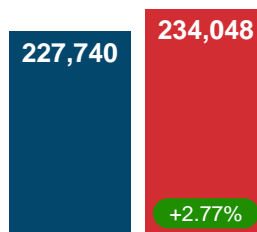
#### New Listings



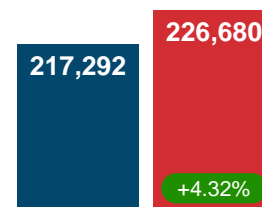
#### Pending Listings



#### List Price



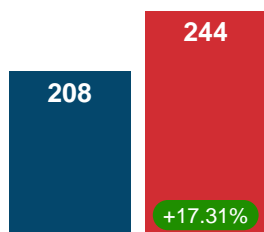
#### Sale Price



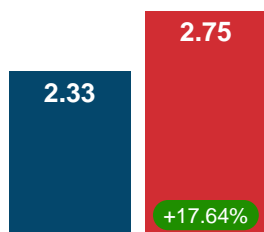
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

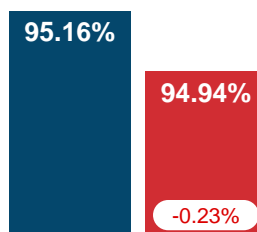
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

