

# August 2022



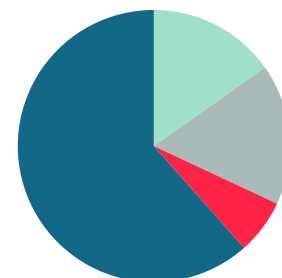
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	August 2022	+/-%
Closed Listings	94	89	-5.32%
Pending Listings	118	98	-16.95%
New Listings	164	144	-12.20%
Average List Price	194,618	245,421	26.10%
Average Sale Price	189,323	237,250	25.31%
Average Percent of Selling Price to List Price	96.18%	95.61%	-0.59%
Average Days on Market to Sale	35.18	35.54	1.02%
End of Month Inventory	293	360	22.87%
Months Supply of Inventory	3.22	4.12	27.79%



■ Closed (15.21%)  
■ Pending (16.75%)  
■ Other OffMarket (6.50%)  
■ Active (61.54%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of August 31, 2022 = **360**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2022 rose **22.87%** to 360 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **4.12** 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 **25.31%** in August 2022 to \$237,250 versus the previous year at \$189,323.

#### Average Days on Market Lengthens

The average number of **35.54** days that homes spent on the market before selling increased by 0.36 days or **1.02%** in August 2022 compared to last year's same month at **35.18** DOM.

#### Sales Success for August 2022 is Positive

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

There were 144 New Listings in August 2022, down **12.20%** from last year at 164. Furthermore, there were 89 Closed Listings this month versus last year at 94, a **-5.32%** decrease.

Closed versus Listed trends yielded a **61.8%** ratio, up from previous year's, August 2021, at **57.3%**, a **7.83%** upswing. This will certainly create pressure on an increasing 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

# August 2022



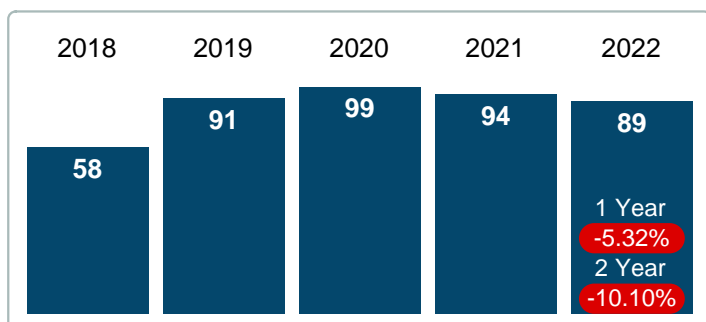
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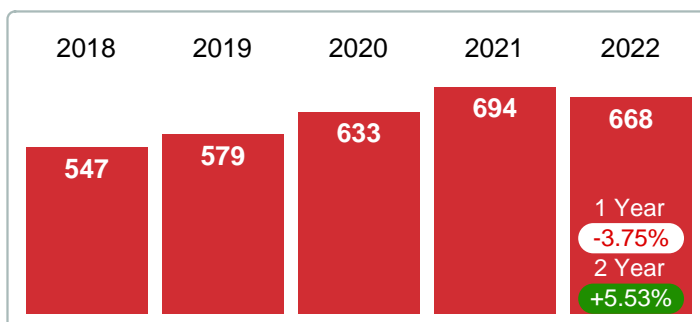
## CLOSED LISTINGS

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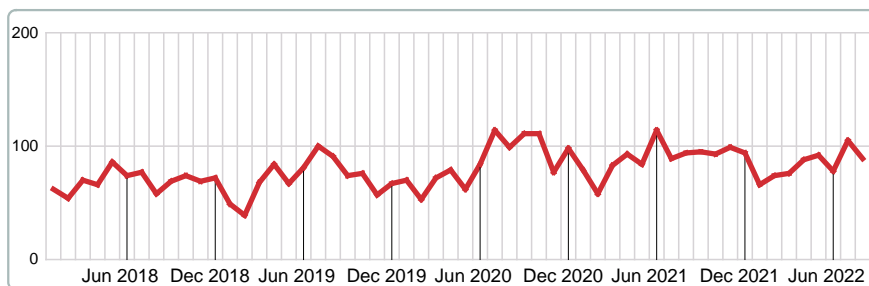
### AUGUST



### YEAR TO DATE (YTD)

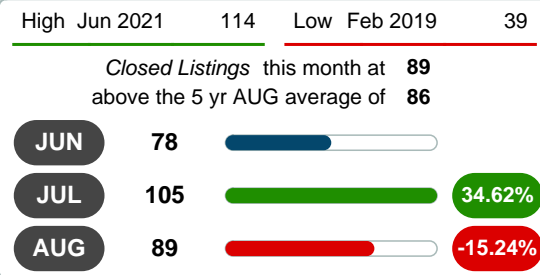


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 86



### 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	9	10.11%	40.9	7	2	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	20	22.47%	39.4	5	14	1	0
\$100,001 - \$200,000	26	29.21%	30.5	9	14	3	0
\$200,001 - \$300,000	13	14.61%	39.0	1	8	4	0
\$300,001 - \$500,000	12	13.48%	31.1	1	4	6	1
\$500,001 and up	9	10.11%	37.0	2	4	2	1
<b>Total Closed Units</b>	<b>89</b>			<b>25</b>	<b>46</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>21,115,225</b>	<b>100%</b>	<b>35.5</b>	<b>3.51M</b>	<b>9.32M</b>	<b>4.94M</b>	<b>3.35M</b>
<b>Average Closed Price</b>	<b>\$237,250</b>			<b>\$140,221</b>	<b>\$202,661</b>	<b>\$308,894</b>	<b>\$1,672,500</b>

# August 2022



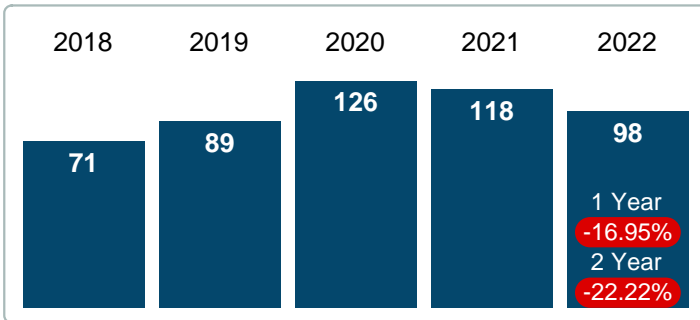
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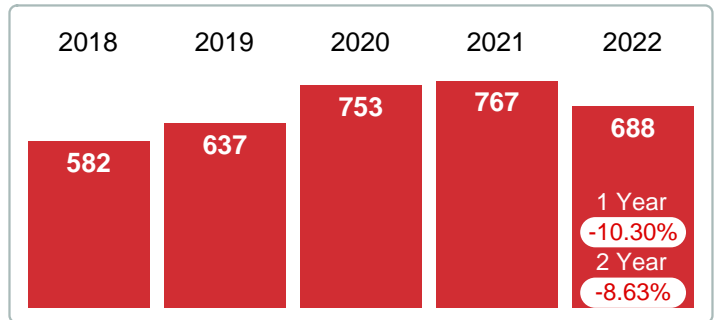
## PENDING LISTINGS

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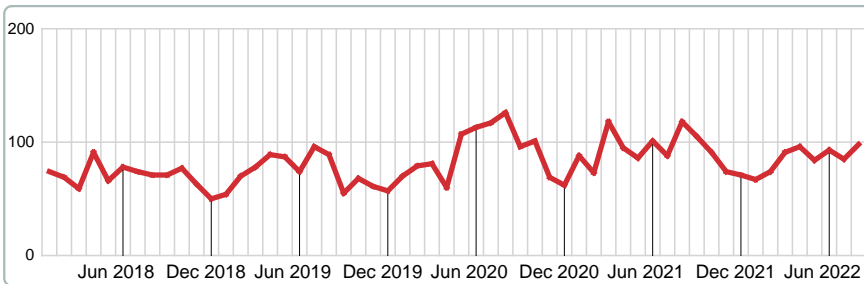
### AUGUST



### YEAR TO DATE (YTD)

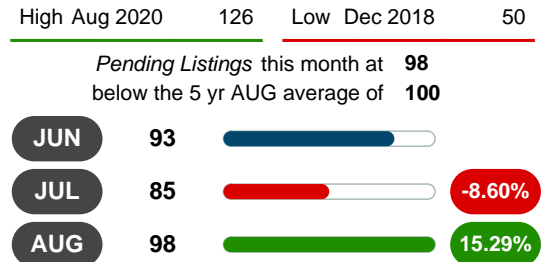


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 100



### 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	7	7.14%	40.0	4	3	0	0
\$50,001 - \$125,000	14	14.29%	40.3	4	9	1	0
\$125,001 - \$150,000	11	11.22%	88.8	1	9	1	0
\$150,001 - \$225,000	26	26.53%	40.8	5	19	2	0
\$225,001 - \$275,000	12	12.24%	41.7	0	11	1	0
\$275,001 - \$475,000	18	18.37%	41.9	3	5	8	2
\$475,001 and up	10	10.20%	57.0	0	4	5	1
<b>Total Pending Units</b>	<b>98</b>			<b>17</b>	<b>60</b>	<b>18</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>26,503,800</b>	<b>100%</b>	<b>48.1</b>	<b>2.58M</b>	<b>12.63M</b>	<b>7.50M</b>	<b>3.80M</b>
<b>Average Listing Price</b>	<b>\$274,290</b>			<b>\$151,565</b>	<b>\$210,485</b>	<b>\$416,839</b>	<b>\$1,265,000</b>

# August 2022



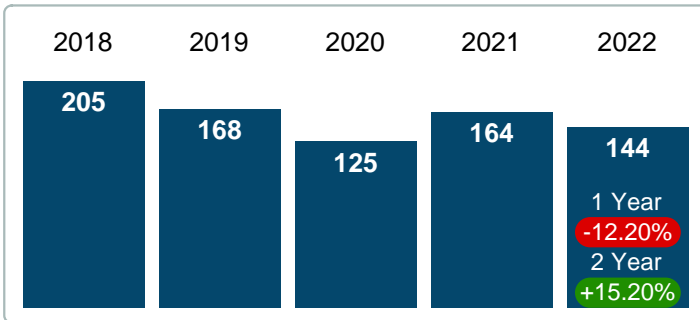
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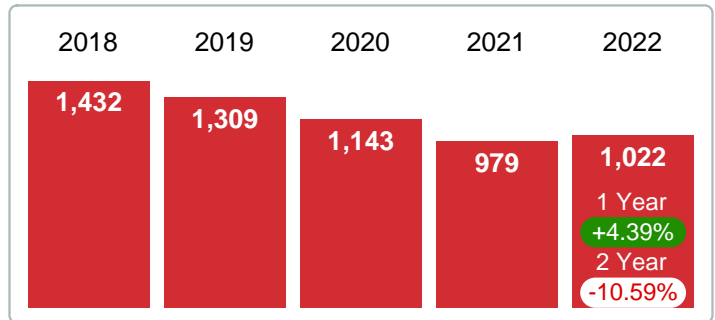
## NEW LISTINGS

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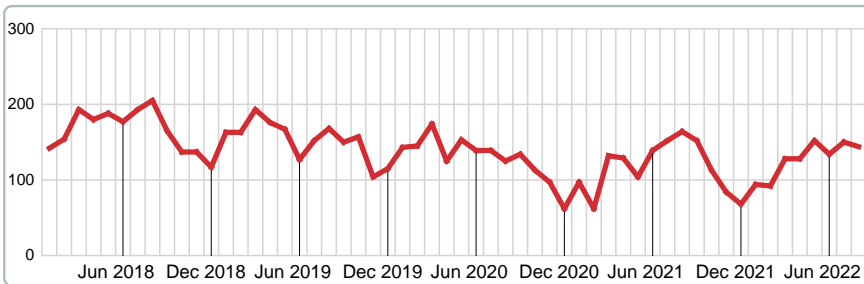
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 161

High Aug 2018: 205 | Low Feb 2021: 62

New Listings this month at 144  
below the 5 yr AUG average of 161



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	8.33%	8	4	0	0
\$75,001 - \$125,000	19	13.19%	7	12	0	0
\$125,001 - \$150,000	18	12.50%	2	16	0	0
\$150,001 - \$225,000	38	26.39%	5	25	7	1
\$225,001 - \$300,000	23	15.97%	2	14	5	2
\$300,001 - \$475,000	19	13.19%	0	12	6	1
\$475,001 and up	15	10.42%	0	7	4	4
<b>Total New Listed Units</b>	<b>144</b>		<b>24</b>	<b>90</b>	<b>22</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>38,669,072</b>	<b>100%</b>	<b>2.77M</b>	<b>21.90M</b>	<b>8.77M</b>	<b>5.23M</b>
<b>Average New Listed Listing Price</b>	<b>\$244,072</b>		<b>\$115,371</b>	<b>\$243,377</b>	<b>\$398,436</b>	<b>\$653,835</b>

# August 2022



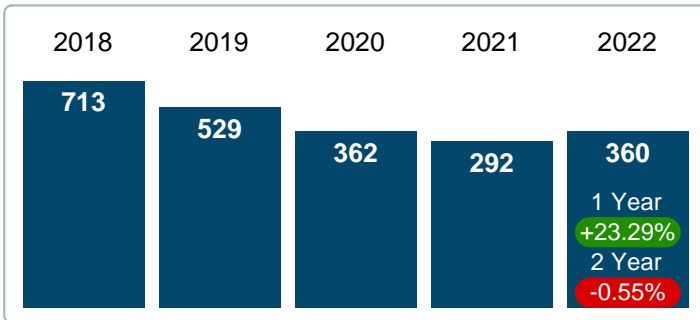
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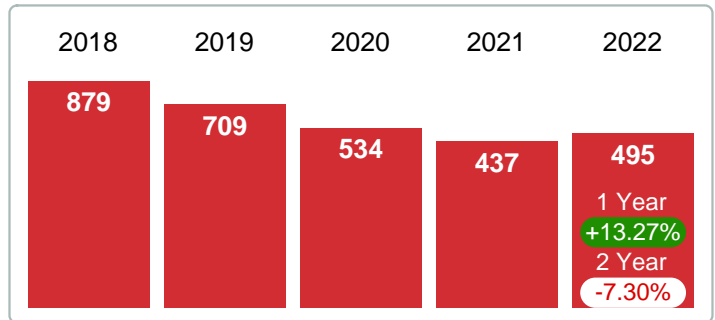
## ACTIVE INVENTORY

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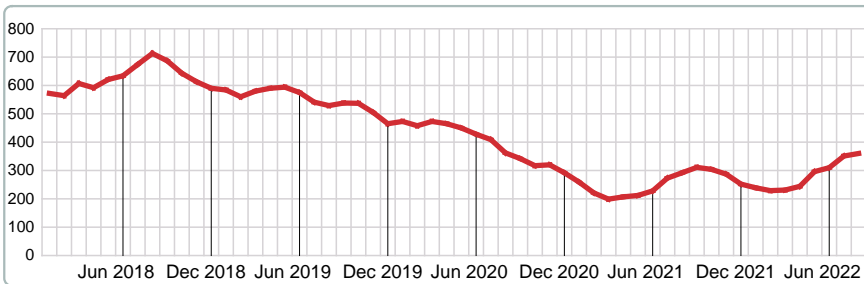
### END OF AUGUST



### ACTIVE DURING AUGUST

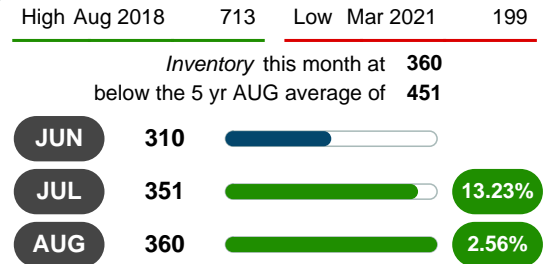


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 451



### 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	35	9.72%	87.3	20	13	2	0
\$75,001 - \$125,000	43	11.94%	60.1	18	24	1	0
\$125,001 - \$150,000	33	9.17%	45.5	3	23	7	0
\$150,001 - \$250,000	107	29.72%	68.1	18	56	29	4
\$250,001 - \$375,000	60	16.67%	72.5	5	29	22	4
\$375,001 - \$850,000	47	13.06%	102.1	4	25	13	5
\$850,001 and up	35	9.72%	82.8	1	10	15	9
Total Active Inventory by Units			360	69	180	89	22
Total Active Inventory by Volume			146,975,470	12.40M	58.08M	48.08M	28.42M
Average Active Inventory Listing Price			\$408,265	\$179,694	\$322,648	\$540,237	\$1,291,763

# August 2022



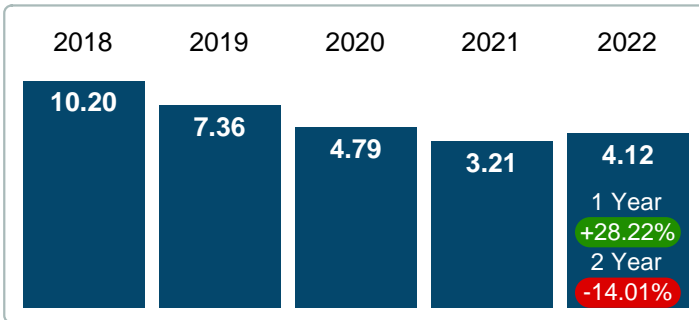
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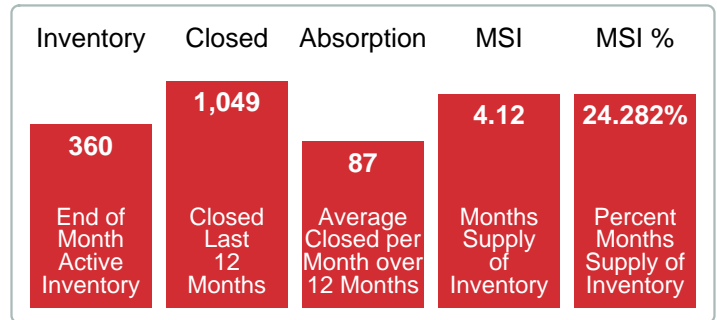
## MONTHS SUPPLY of INVENTORY (MSI)

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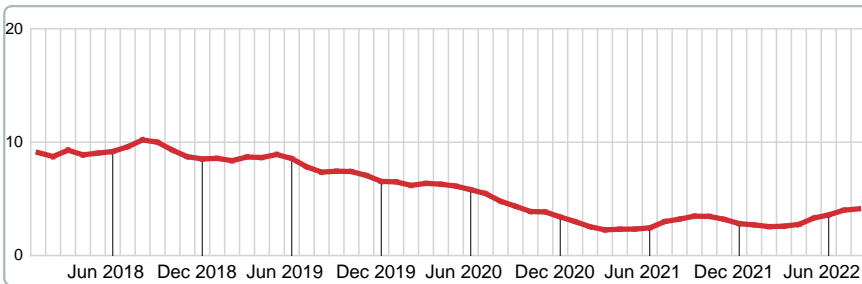
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2022

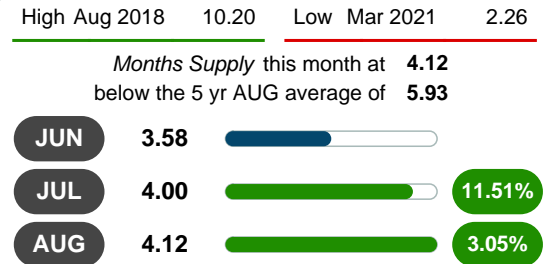


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.93



### 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	35	9.72%	2.15	2.61	1.70	3.00	0.00
\$75,001 - \$125,000	43	11.94%	2.65	4.08	2.15	1.50	0.00
\$125,001 - \$150,000	33	9.17%	4.08	2.40	3.94	8.40	0.00
\$150,001 - \$250,000	107	29.72%	4.94	8.64	3.93	6.11	6.86
\$250,001 - \$375,000	60	16.67%	4.71	6.67	4.19	5.28	4.36
\$375,001 - \$850,000	47	13.06%	4.15	3.69	4.05	4.11	5.45
\$850,001 and up	35	9.72%	32.31	0.00	40.00	30.00	27.00
Market Supply of Inventory (MSI)			4.12	4.00	3.44	6.03	6.95
Total Active Inventory by Units		100%	4.12	69	180	89	22

# August 2022



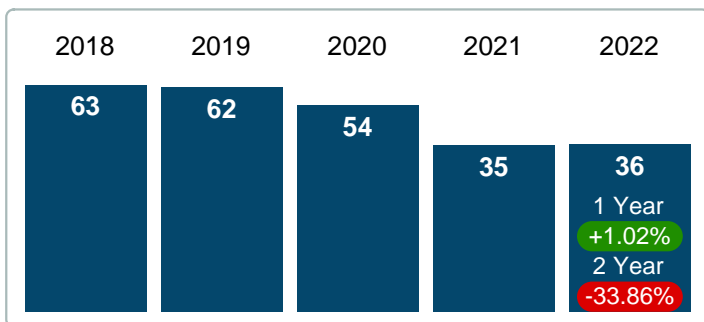
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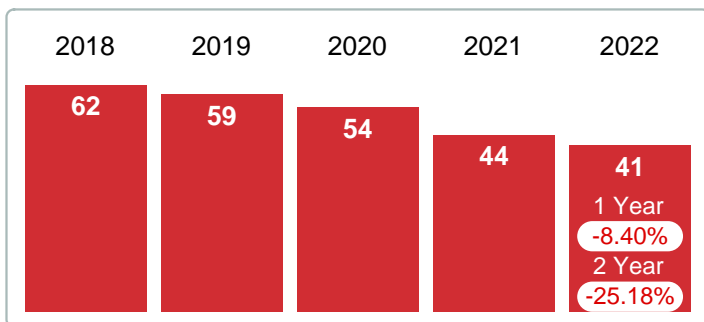
## AVERAGE DAYS ON MARKET TO SALE

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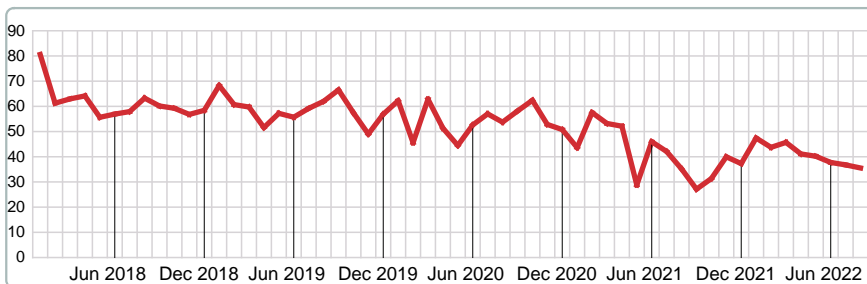
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

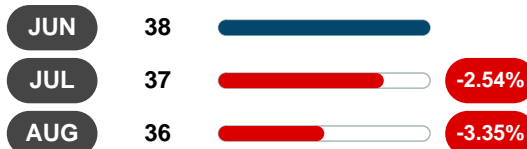


### 3 MONTHS

5 year AUG AVG = 50

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 36 below the 5 yr AUG 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	10.11%	41	32	72	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	22.47%	39	15	41	134	0
\$100,001 - \$200,000	29.21%	31	20	37	29	0
\$200,001 - \$300,000	14.61%	39	59	45	21	0
\$300,001 - \$500,000	13.48%	31	10	26	37	38
\$500,001 and up	10.11%	37	8	57	5	80
<b>Average Closed DOM</b>		<b>36</b>	<b>23</b>	<b>42</b>	<b>33</b>	<b>59</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>25</b>	<b>46</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>21,115,225</b>	<b>3.51M</b>	<b>9.32M</b>	<b>4.94M</b>	<b>3.35M</b>



# August 2022



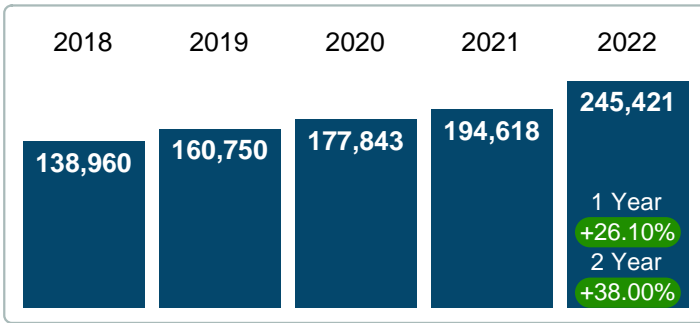
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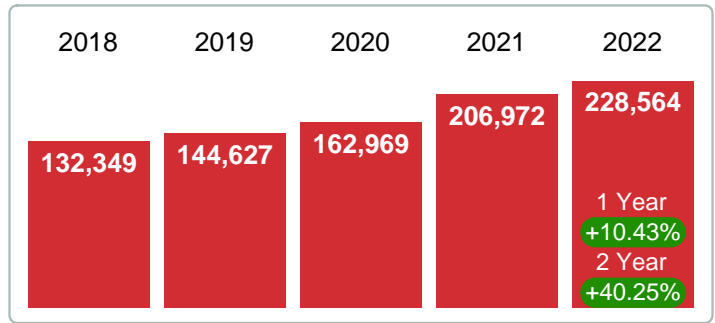
## AVERAGE LIST PRICE AT CLOSING

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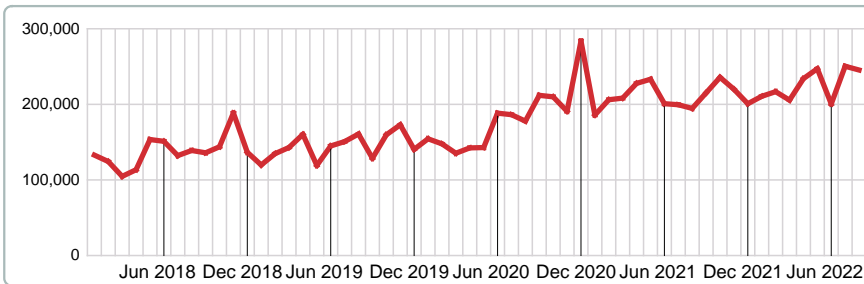
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

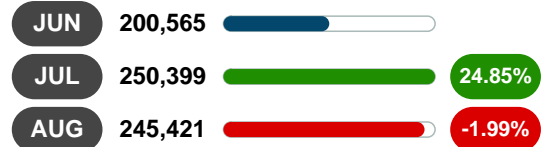


### 3 MONTHS

5 year AUG AVG = 183,519

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

Average List Price at Closing this month at **245,421**  
above the 5 yr AUG average of **183,519**



### 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	8.99%	43,588	43,400	61,250	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	22.47%	77,465	73,700	82,443	59,000	0
\$100,001 - \$200,000	30.34%	153,663	146,922	157,979	168,300	0
\$200,001 - \$300,000	15.73%	262,571	209,000	268,538	254,700	0
\$300,001 - \$500,000	12.36%	368,882	399,900	363,500	372,133	310,000
\$500,001 and up	10.11%	895,767	529,500	616,225	649,450	3,200,000
<b>Average List Price</b>		<b>245,421</b>	<b>146,500</b>	<b>207,730</b>	<b>319,650</b>	<b>1,755,000</b>
<b>Total Closed Units</b>		<b>89</b>	<b>25</b>	<b>46</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>21,842,498</b>	<b>3.66M</b>	<b>9.56M</b>	<b>5.11M</b>	<b>3.51M</b>



# August 2022



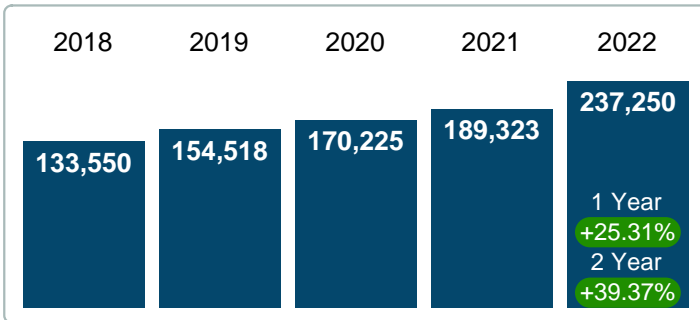
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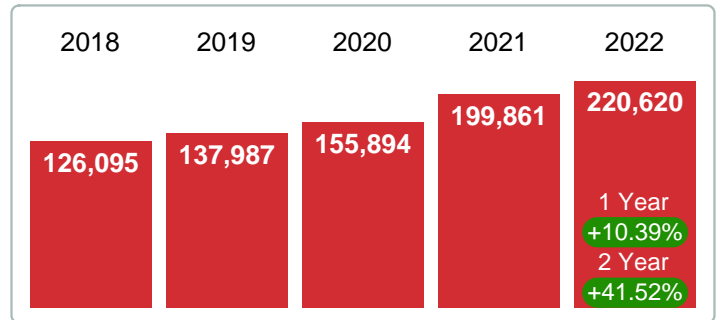
## AVERAGE SOLD PRICE AT CLOSING

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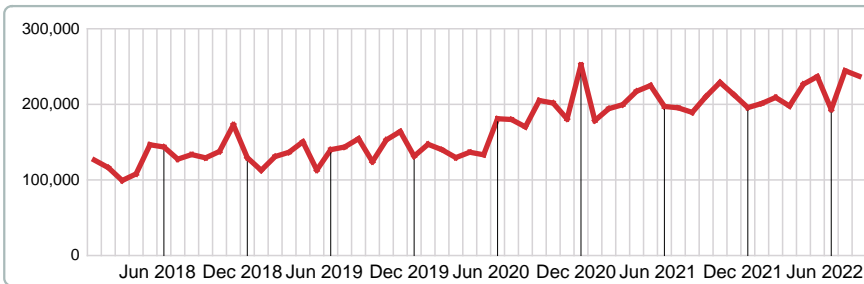
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

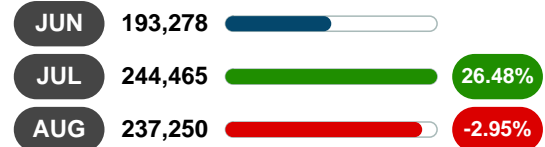


### 3 MONTHS

5 year AUG AVG = 176,973

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

Average Sold Price at Closing this month at **237,250** above the 5 yr AUG average of **176,973**



### 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	10.11%	38,556	35,429	49,500	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	22.47%	73,530	68,800	76,543	55,000	0
\$100,001 - \$200,000	29.21%	151,931	144,822	154,779	159,967	0
\$200,001 - \$300,000	14.61%	258,648	240,125	263,238	254,100	0
\$300,001 - \$500,000	13.48%	352,333	360,000	359,750	354,000	305,000
\$500,001 and up	10.11%	861,889	505,000	610,000	633,500	304,000
<b>Average Sold Price</b>		<b>237,250</b>	<b>140,221</b>	<b>202,661</b>	<b>308,894</b>	<b>1,672,500</b>
<b>Total Closed Units</b>		<b>89</b>	<b>25</b>	<b>46</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>21,115,225</b>	<b>3.51M</b>	<b>9.32M</b>	<b>4.94M</b>	<b>3.35M</b>

# August 2022



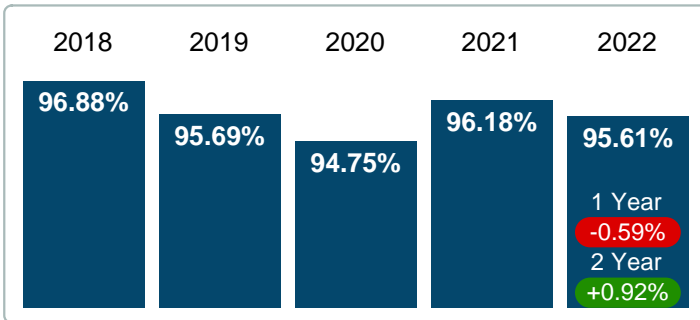
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



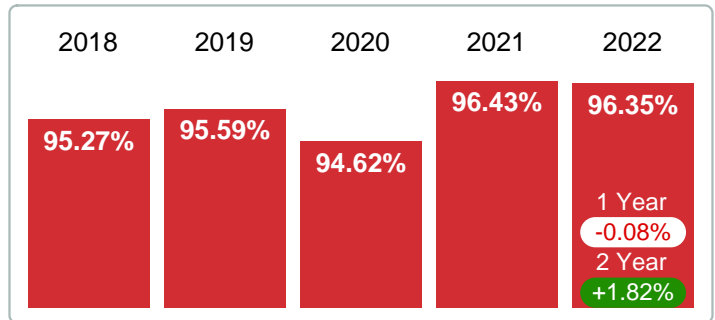
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

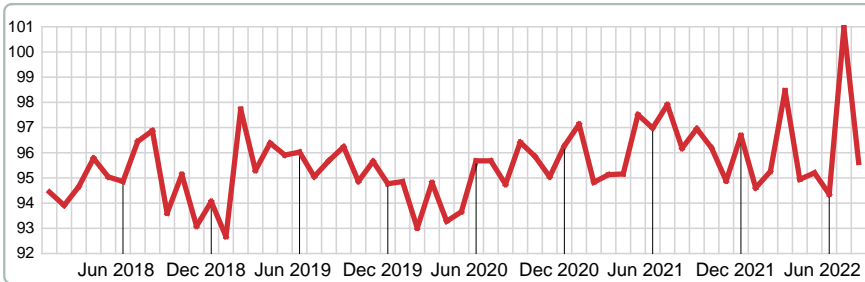
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

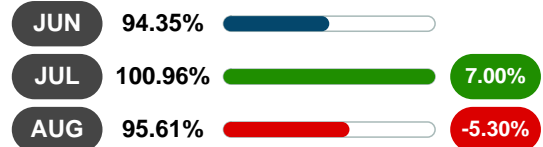


### 3 MONTHS

5 year AUG AVG = 95.82%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at 95.61% equal to 5 yr AUG average of 95.82%



## 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	9	10.11%	82.26%	82.32%	82.03%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	20	22.47%	94.66%	94.94%	94.66%	93.22%	0.00%
\$100,001 - \$200,000	26	29.21%	97.69%	98.66%	97.74%	94.56%	0.00%
\$200,001 - \$300,000	13	14.61%	99.95%	114.89%	98.16%	99.79%	0.00%
\$300,001 - \$500,000	12	13.48%	96.56%	90.02%	98.91%	95.79%	98.39%
\$500,001 and up	9	10.11%	97.57%	95.38%	99.28%	97.62%	95.00%
Average Sold/List Ratio		95.60%		93.38%	96.43%	96.63%	96.69%
Total Closed Units		89	100%	25	46	16	2
Total Closed Volume		21,115,225		3.51M	9.32M	4.94M	3.35M

# August 2022



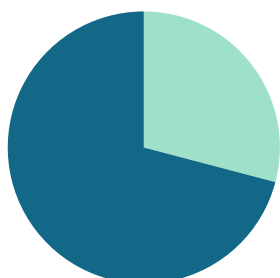
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

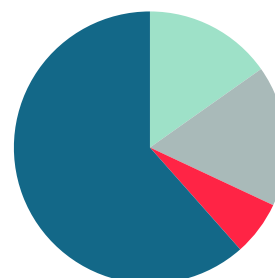


**Inventory**  
 New Listings  
**144 = 29.09%**  
 Start Inventory  
**351**  
 Total Inventory Units  
**495**  
 Volume  
**\$201,126,569**

### Market Activity

Closed Sales  
**89 = 15.21%**  
 Pending Sales  
**98 = 16.75%**  
 Other Off Market  
**38 = 6.50%**  
 Active Inventory  
**360 = 61.54%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	94	89	-5.32%	694	668	-3.75%
Pending Sales	118	98	-16.95%	767	688	-10.30%
New Listings	164	144	-12.20%	979	1,022	4.39%
Average List Price	194,618	245,421	26.10%	206,972	228,564	10.43%
Average Sale Price	189,323	237,250	25.31%	199,861	220,620	10.39%
Average Percent of Selling Price to List Price	96.18%	95.61%	-0.59%	96.43%	96.35%	-0.08%
Average Days on Market to Sale	35.18	35.54	1.02%	44.32	40.60	-8.40%
Monthly Inventory	293	360	22.87%	293	360	22.87%
Months Supply of Inventory	3.22	4.12	27.79%	3.22	4.12	27.79%

**Absorption:** Last 12 months, an Average of **87** Sales/Month

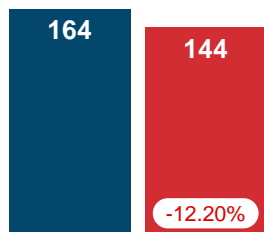
**Inventory** on August 31, 2022 = **360**

**2021** **2022**

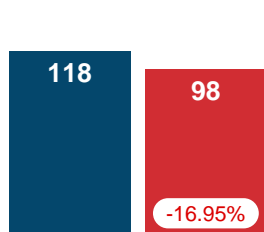
### AUGUST MARKET

### AVERAGE PRICES

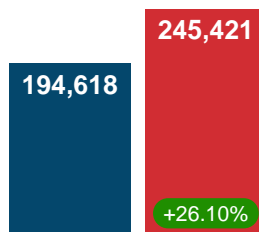
#### New Listings



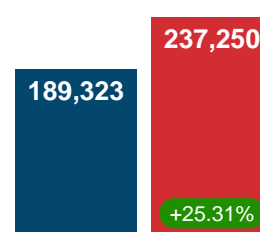
#### Pending Listings



#### List Price



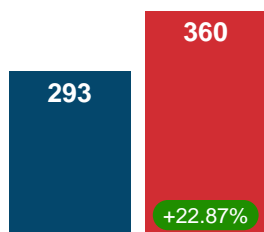
#### Sale Price



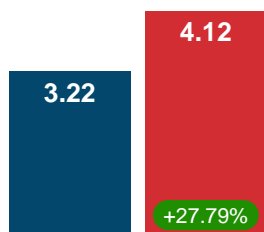
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

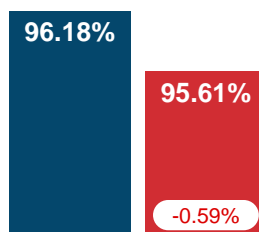
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

