



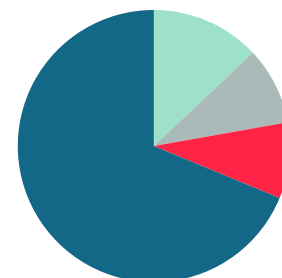
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	94	66	-29.79%
Pending Listings	71	47	-33.80%
New Listings	68	74	8.82%
Average List Price	200,853	210,155	4.63%
Average Sale Price	195,685	209,915	7.27%
Average Percent of Selling Price to List Price	96.68%	95.09%	-1.65%
Average Days on Market to Sale	37.28	52.59	41.08%
End of Month Inventory	252	350	38.89%
Months Supply of Inventory	2.81	4.33	53.76%



■ Closed (12.97%)
■ Pending (9.23%)
■ Other OffMarket (9.04%)
■ Active (68.76%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of December 31, 2022 = **350**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2022 rose **38.89%** to 350 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **4.33** 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 **7.27%** in December 2022 to \$209,915 versus the previous year at \$195,685.

Average Days on Market Lengthens

The average number of **52.59** days that homes spent on the market before selling increased by 15.31 days or **41.08%** in December 2022 compared to last year's same month at **37.28** DOM.

Sales Success for December 2022 is Positive

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

There were 74 New Listings in December 2022, up **8.82%** from last year at 68. Furthermore, there were 66 Closed Listings this month versus last year at 94, a **-29.79%** decrease.

Closed versus Listed trends yielded a **89.2%** ratio, down from previous year's, December 2021, at **138.2%**, a **35.48%** downswing. This will certainly create pressure on an increasing 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

December 2022



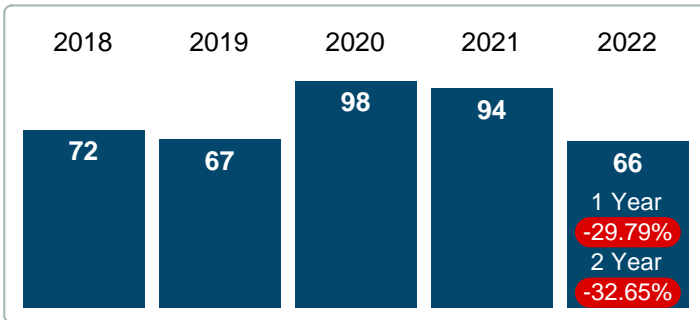
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



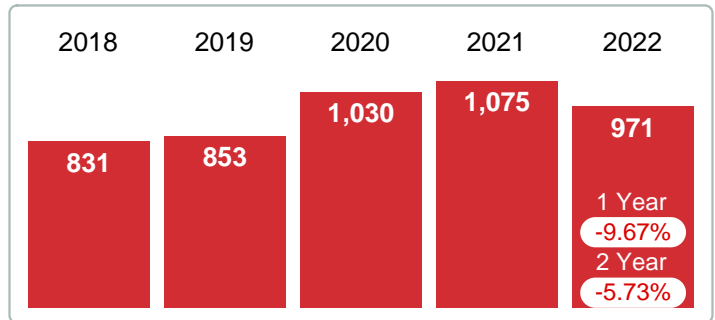
CLOSED LISTINGS

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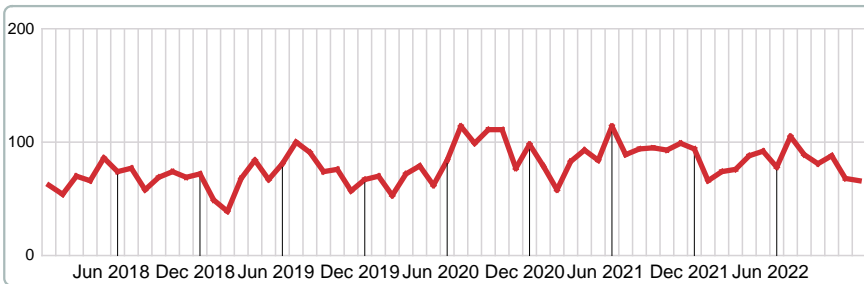
DECEMBER



YEAR TO DATE (YTD)

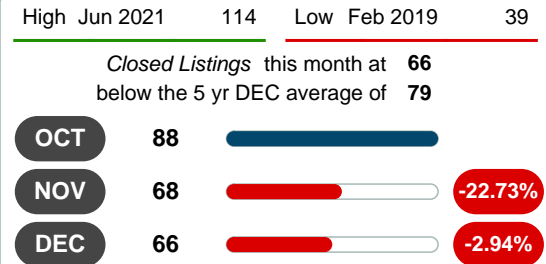


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 79



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.55%	85.7	2	1	0	0
\$25,001 - \$75,000	12	18.18%	17.3	5	7	0	0
\$75,001 - \$125,000	9	13.64%	39.3	2	7	0	0
\$125,001 - \$175,000	11	16.67%	46.5	2	8	1	0
\$175,001 - \$250,000	16	24.24%	62.5	2	12	2	0
\$250,001 - \$375,000	8	12.12%	88.3	0	1	6	1
\$375,001 and up	7	10.61%	62.1	1	4	1	1
Total Closed Units	66			14	40	10	2
Total Closed Volume	13,854,364	100%	52.6	1.58M	7.43M	4.14M	702.00K
Average Closed Price	\$209,915			\$112,600	\$185,868	\$414,126	\$351,000

December 2022



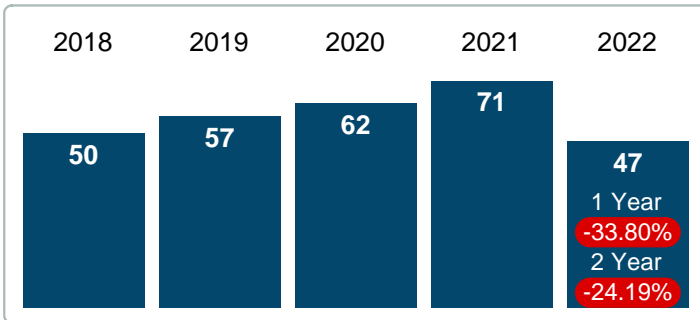
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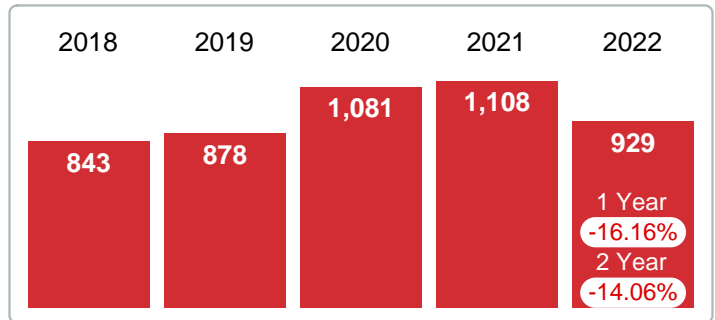
PENDING LISTINGS

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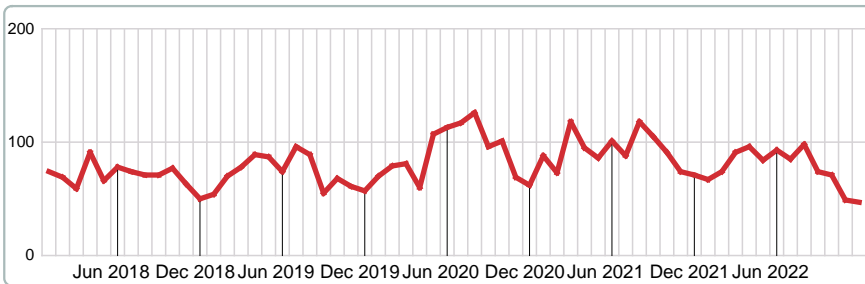
DECEMBER



YEAR TO DATE (YTD)

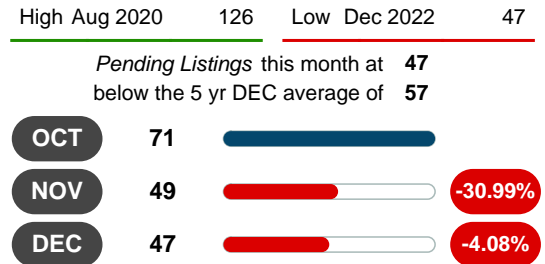


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.13%	7.0	0	0	1	0
\$25,001 - \$75,000	7	14.89%	57.3	6	1	0	0
\$75,001 - \$125,000	9	19.15%	62.8	1	8	0	0
\$125,001 - \$225,000	12	25.53%	40.6	1	9	2	0
\$225,001 - \$325,000	8	17.02%	75.8	1	5	1	1
\$325,001 - \$600,000	5	10.64%	110.6	1	1	3	0
\$600,001 and up	5	10.64%	73.8	1	0	4	0
Total Pending Units	47			11	24	11	1
Total Pending Volume	13,745,399	100%	65.0	2.76M	4.19M	6.53M	259.00K
Average Listing Price	\$255,335			\$251,091	\$174,604	\$593,991	\$259,000

December 2022



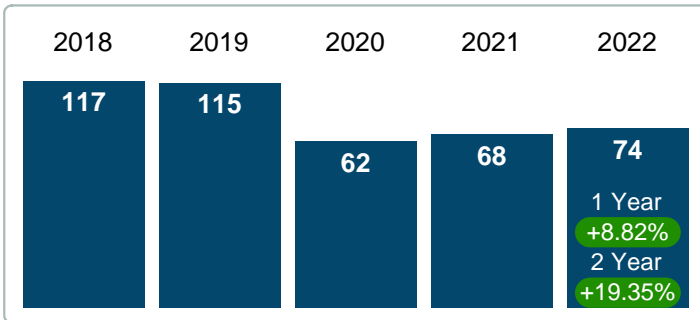
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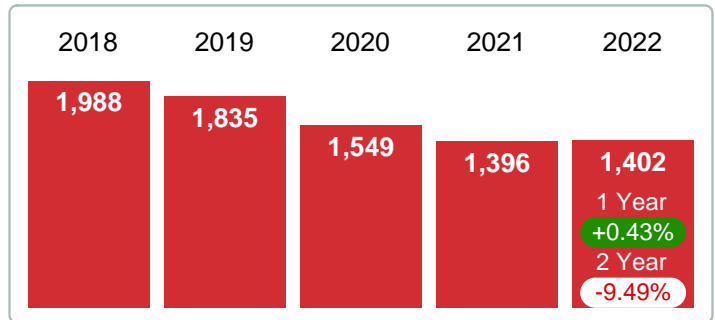
NEW LISTINGS

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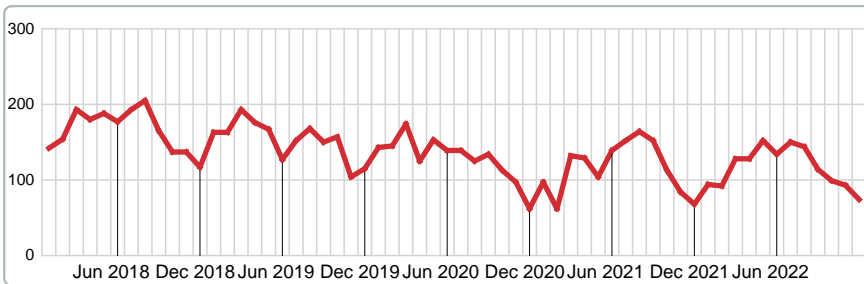
DECEMBER



YEAR TO DATE (YTD)

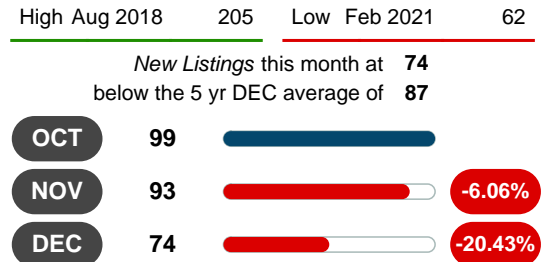


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 87



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	5.41%	3	0	1	0
\$50,001 - \$100,000	8	10.81%	2	5	1	0
\$100,001 - \$150,000	15	20.27%	2	12	1	0
\$150,001 - \$250,000	17	22.97%	2	12	3	0
\$250,001 - \$350,000	12	16.22%	3	7	2	0
\$350,001 - \$600,000	10	13.51%	2	7	1	0
\$600,001 and up	8	10.81%	1	2	5	0
Total New Listed Units	74		15	45	14	0
Total New Listed Volume	22,690,699	100%	4.22M	10.72M	7.74M	0.00B
Average New Listed Listing Price	\$238,593		\$281,620	\$238,280	\$553,129	\$0

December 2022



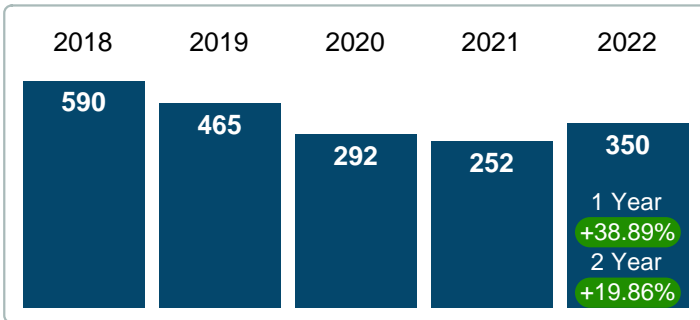
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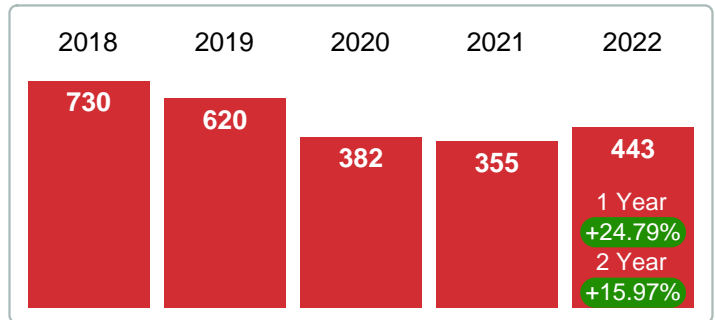
ACTIVE INVENTORY

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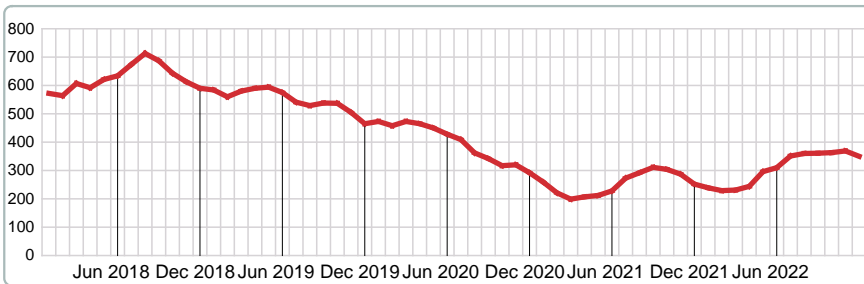
END OF DECEMBER



ACTIVE DURING DECEMBER

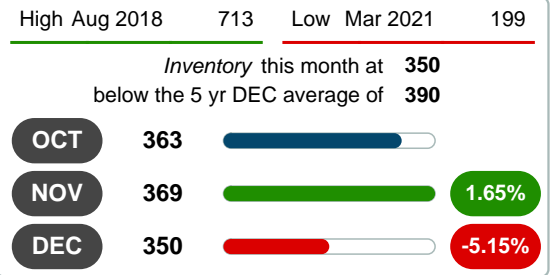


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 390



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	26	7.43%	101.0	12	13	1	0
\$75,001 - \$125,000	40	11.43%	81.4	15	21	3	1
\$125,001 - \$150,000	39	11.14%	81.1	5	30	3	1
\$150,001 - \$275,000	115	32.86%	105.1	17	65	29	4
\$275,001 - \$375,000	44	12.57%	106.1	3	25	14	2
\$375,001 - \$700,000	51	14.57%	103.6	7	29	11	4
\$700,001 and up	35	10.00%	141.3	2	12	16	5
Total Active Inventory by Units	350			61	195	77	17
Total Active Inventory by Volume	136,609,772	100%	102.9	14.54M	60.56M	39.22M	22.29M
Average Active Inventory Listing Price	\$390,314			\$238,338	\$310,589	\$509,350	\$1,310,959

December 2022



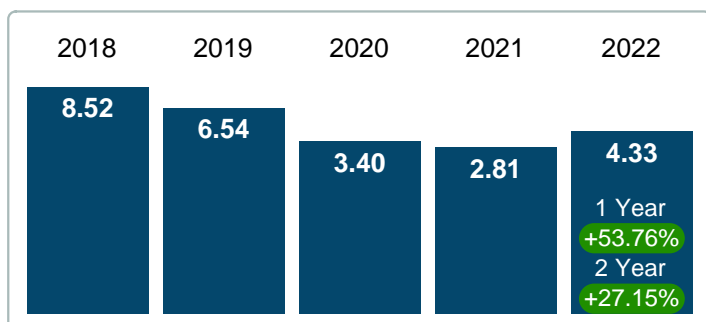
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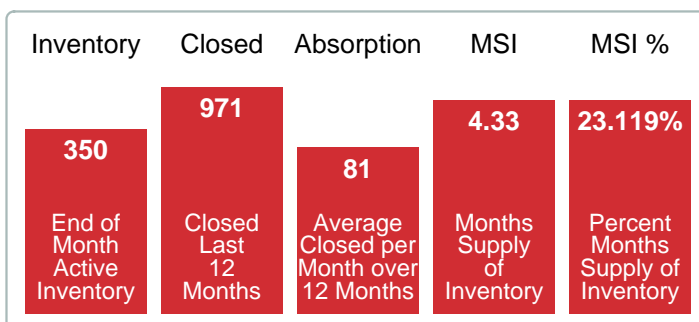
MONTHS SUPPLY of INVENTORY (MSI)

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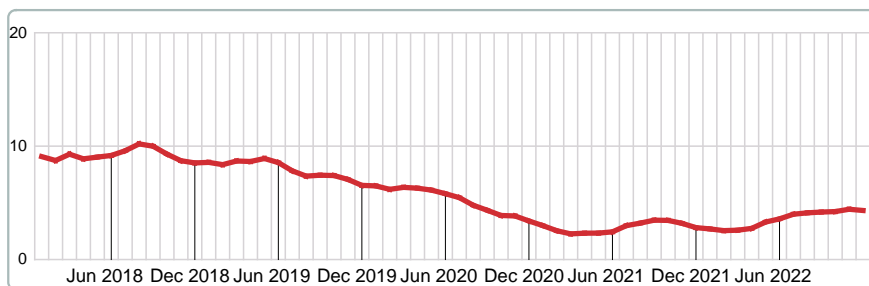
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

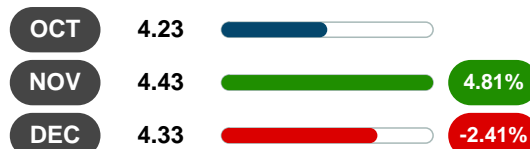


3 MONTHS

5 year DEC AVG = 5.12

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at 4.33 below the 5 yr DEC average of 5.12



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	26	7.43%	1.79	1.82	1.84	2.00	0.00
\$75,001 - \$125,000	40	11.43%	2.89	3.16	2.50	4.50	0.00
\$125,001 - \$150,000	39	11.14%	4.82	4.62	5.07	3.27	6.00
\$150,001 - \$275,000	115	32.86%	4.62	5.67	3.96	6.00	6.00
\$275,001 - \$375,000	44	12.57%	4.89	5.14	6.52	3.65	2.67
\$375,001 - \$700,000	51	14.57%	6.06	7.64	6.44	4.89	5.33
\$700,001 and up	35	10.00%	16.15	0.00	12.00	19.20	15.00
Market Supply of Inventory (MSI)			4.33	3.61	4.13	5.57	5.67
Total Active Inventory by Units		100%	4.33	61	195	77	17

December 2022



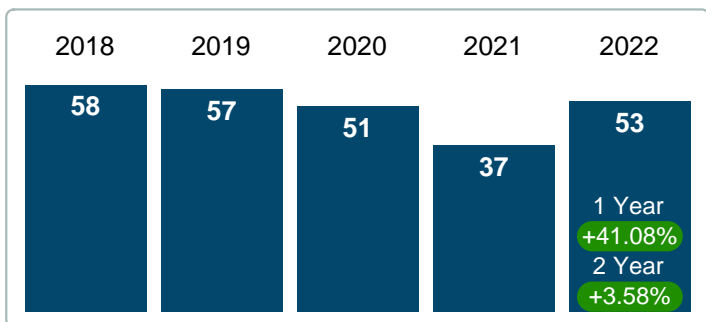
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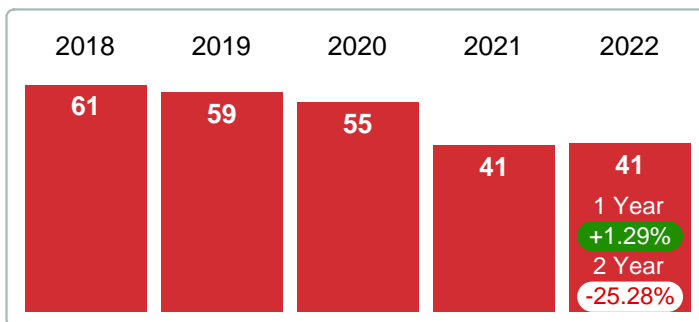
AVERAGE DAYS ON MARKET TO SALE

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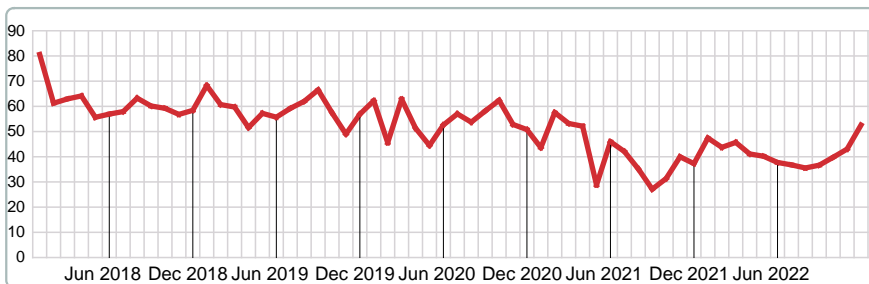
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

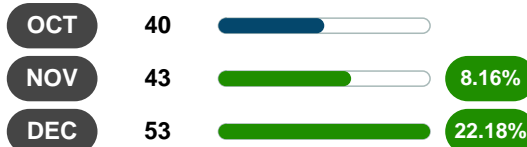


3 MONTHS

5 year DEC AVG = 51

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 53 above the 5 yr DEC average of 51



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
\$25,000 and less	4.55%	86	103	52	0	0
\$25,001 - \$75,000	18.18%	17	16	19	0	0
\$75,001 - \$125,000	13.64%	39	18	46	0	0
\$125,001 - \$175,000	16.67%	46	66	31	133	0
\$175,001 - \$250,000	24.24%	63	61	64	54	0
\$250,001 - \$375,000	12.12%	88	0	23	98	96
\$375,001 and up	10.61%	62	107	46	140	5
Average Closed DOM		53	48	43	97	51
Total Closed Units	100%	66	14	40	10	2
Total Closed Volume		13,854,364	1.58M	7.43M	4.14M	702.00K

December 2022



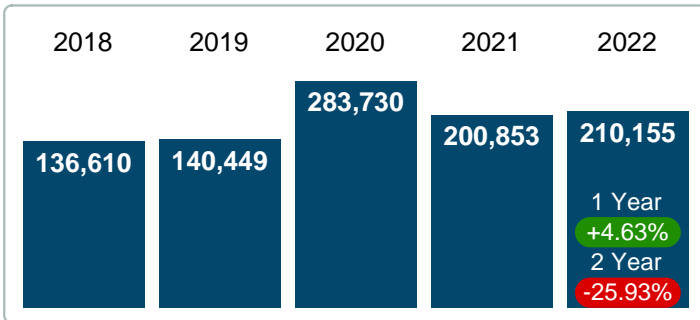
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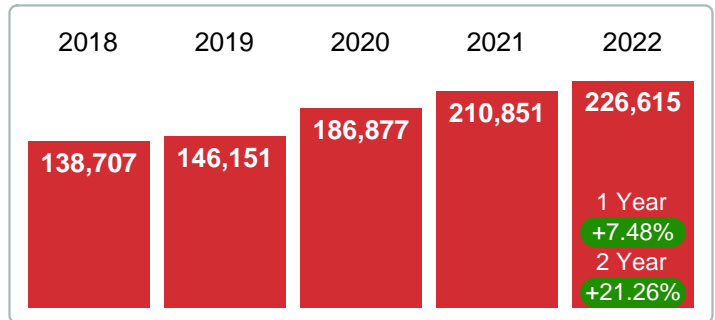
AVERAGE LIST PRICE AT CLOSING

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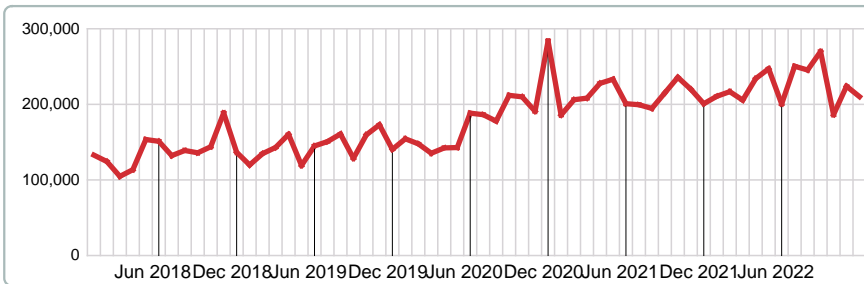
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

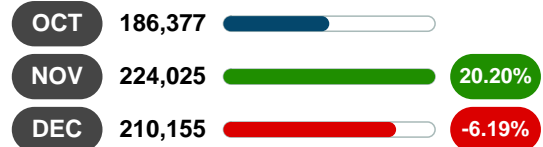


3 MONTHS

5 year DEC AVG = 194,359

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

Average List Price at Closing this month at **210,155** above the 5 yr DEC average of **194,359**



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
\$25,000 and less	3.03%	15,900	15,900	29,900	0	0
\$25,001 - \$75,000	16.67%	46,709	45,700	60,743	0	0
\$75,001 - \$125,000	13.64%	98,000	109,900	108,186	0	0
\$125,001 - \$175,000	18.18%	153,442	148,950	159,813	180,000	0
\$175,001 - \$250,000	25.76%	213,882	219,450	215,600	214,950	0
\$250,001 - \$375,000	12.12%	317,925	0	330,000	320,733	289,000
\$375,001 and up	10.61%	631,700	485,000	571,725	1,200,000	450,000
Average List Price		210,155	121,564	192,375	373,430	369,500
Total Closed Units	100%	210,155	14	40	10	2
Total Closed Volume		13,870,199	1.70M	7.70M	3.73M	739.00K

December 2022



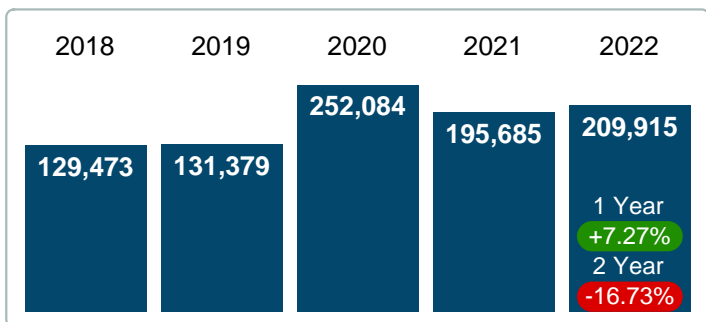
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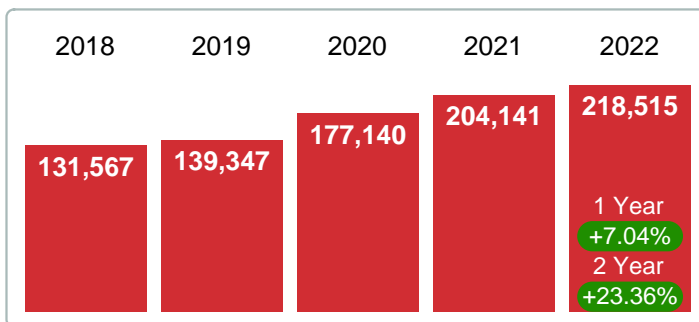
AVERAGE SOLD PRICE AT CLOSING

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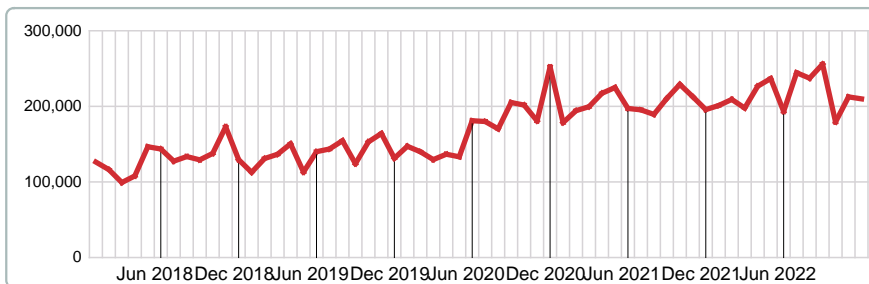
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

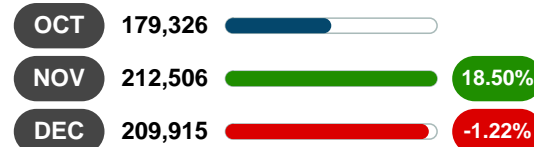


3 MONTHS

5 year DEC AVG = 183,707

High Sep 2022 255,786 Low Mar 2018 99,231

Average Sold Price at Closing this month at **209,915** above the 5 yr DEC average of **183,707**



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
\$25,000 and less	4.55%	15,800	13,700	20,000	0	0
\$25,001 - \$75,000	18.18%	49,167	42,100	54,214	0	0
\$75,001 - \$125,000	13.64%	98,267	92,500	99,914	0	0
\$125,001 - \$175,000	16.67%	155,909	145,000	156,250	175,000	0
\$175,001 - \$250,000	24.24%	207,775	199,250	209,242	207,500	0
\$250,001 - \$375,000	12.12%	308,908	0	305,000	316,877	265,000
\$375,001 and up	10.61%	688,843	465,000	567,475	1,650,000	437,000
Average Sold Price		209,915	112,600	185,868	414,126	351,000
Total Closed Units	100%	209,915	14	40	10	2
Total Closed Volume		13,854,364	1.58M	7.43M	4.14M	702.00K

December 2022



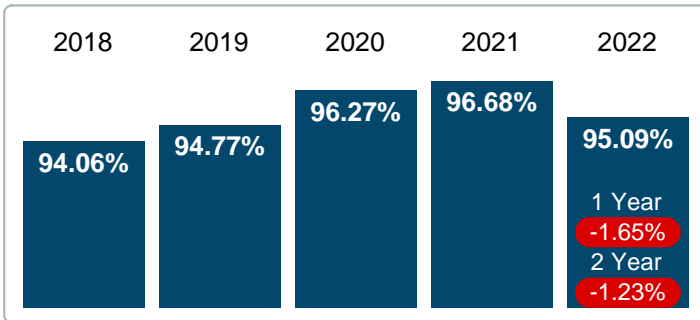
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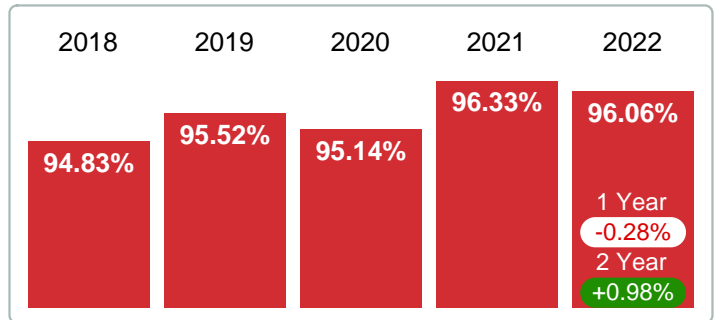
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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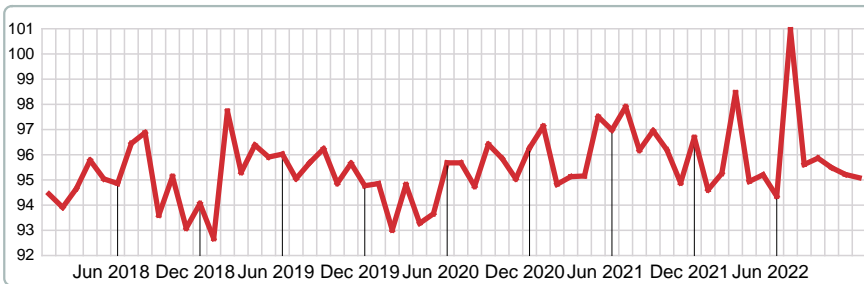
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

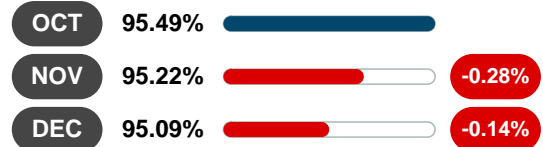


3 MONTHS

5 year DEC AVG = 95.37%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **95.09%** equal to 5 yr DEC average of **95.37%**



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	
\$25,000 and less	3	4.55%	79.74%	86.16%	66.89%	0.00%	0.00%	
\$25,001 - \$75,000	12	18.18%	91.31%	92.58%	90.40%	0.00%	0.00%	
\$75,001 - \$125,000	9	13.64%	90.94%	85.25%	92.56%	0.00%	0.00%	
\$125,001 - \$175,000	11	16.67%	97.66%	97.58%	97.73%	97.22%	0.00%	
\$175,001 - \$250,000	16	24.24%	96.46%	91.60%	97.24%	96.63%	0.00%	
\$250,001 - \$375,000	8	12.12%	97.34%	0.00%	92.42%	99.10%	91.70%	
\$375,001 and up	7	10.61%	103.71%	95.88%	98.88%	137.50%	97.11%	
Average Sold/List Ratio		95.10%		91.43%	94.61%	102.26%	94.40%	
Total Closed Units		66	100%	95.10%	14	40	10	2
Total Closed Volume		13,854,364			1.58M	7.43M	4.14M	702.00K

December 2022



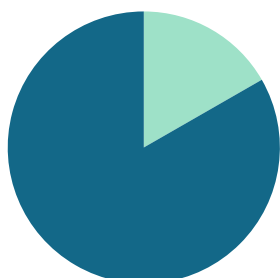
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

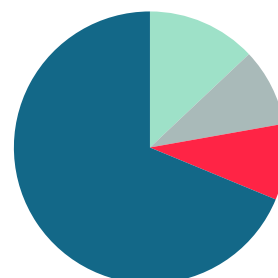


Inventory
 New Listings
74 = 16.70%
 Start Inventory
369
 Total Inventory Units
443
 Volume
\$172,362,771

Market Activity

Closed Sales
66 = 12.97%
 Pending Sales
47 = 9.23%
 Other Off Market
46 = 9.04%
 Active Inventory
350 = 68.76%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	94	66	-29.79%	1,075	971	-9.67%
Pending Sales	71	47	-33.80%	1,108	929	-16.16%
New Listings	68	74	8.82%	1,396	1,402	0.43%
Average List Price	200,853	210,155	4.63%	210,851	226,615	7.48%
Average Sale Price	195,685	209,915	7.27%	204,141	218,515	7.04%
Average Percent of Selling Price to List Price	96.68%	95.09%	-1.65%	96.33%	96.06%	-0.28%
Average Days on Market to Sale	37.28	52.59	41.08%	40.66	41.19	1.29%
Monthly Inventory	252	350	38.89%	252	350	38.89%
Months Supply of Inventory	2.81	4.33	53.76%	2.81	4.33	53.76%

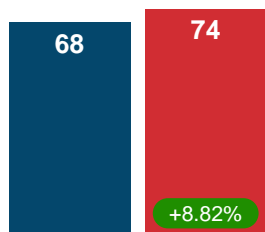
Absorption: Last 12 months, an Average of **81** Sales/Month

Inventory on December 31, 2022 = **350** 2021 2022

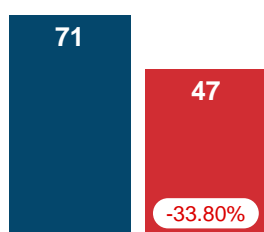
DECEMBER MARKET

AVERAGE PRICES

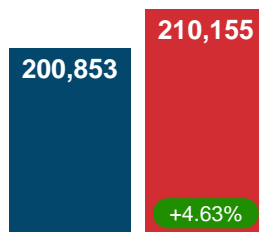
New Listings



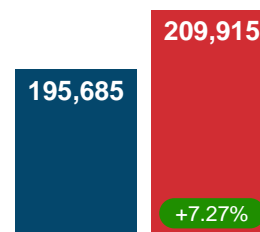
Pending Listings



List Price



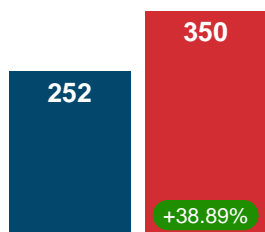
Sale Price



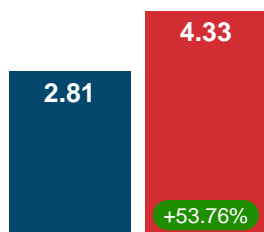
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

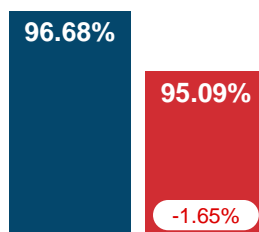
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

