

February 2022



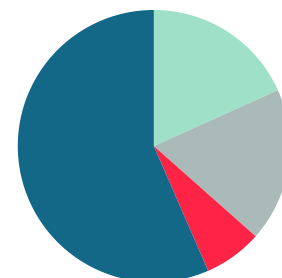
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	February 2022	+/-%
Closed Listings	58	74	27.59%
Pending Listings	73	74	1.37%
New Listings	62	92	48.39%
Average List Price	206,110	216,781	5.18%
Average Sale Price	194,279	209,132	7.65%
Average Percent of Selling Price to List Price	94.83%	95.26%	0.46%
Average Days on Market to Sale	57.53	43.73	-23.99%
End of Month Inventory	221	229	3.62%
Months Supply of Inventory	2.54	2.55	0.35%



■ Closed (18.27%)
■ Pending (18.27%)
■ Other OffMarket (6.91%)
■ Active (56.54%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of February 28, 2022 = **229**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2022 rose **3.62%** to 229 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 **2.55** 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 **7.65%** in February 2022 to \$209,132 versus the previous year at \$194,279.

Average Days on Market Shortens

The average number of **43.73** days that homes spent on the market before selling decreased by 13.80 days or **23.99%** in February 2022 compared to last year's same month at **57.53** DOM.

Sales Success for February 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 92 New Listings in February 2022, up **48.39%** from last year at 62. Furthermore, there were 74 Closed Listings this month versus last year at 58, a **27.59%** increase.

Closed versus Listed trends yielded a **80.4%** ratio, down from previous year's, February 2021, at **93.5%**, a **14.02%** 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

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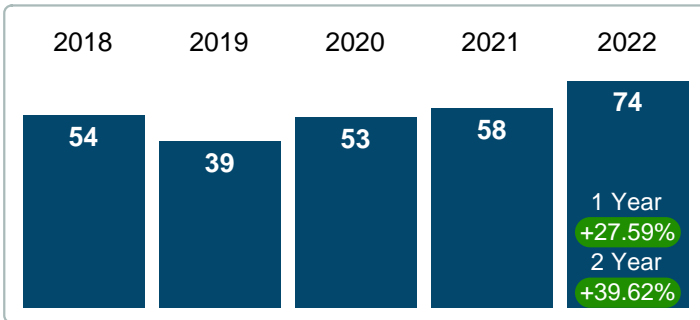
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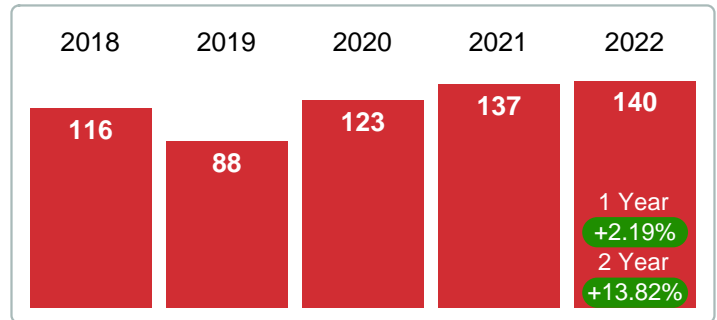
CLOSED LISTINGS

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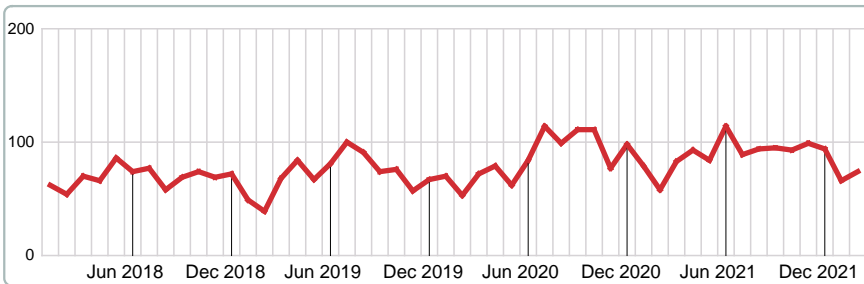
FEBRUARY



YEAR TO DATE (YTD)

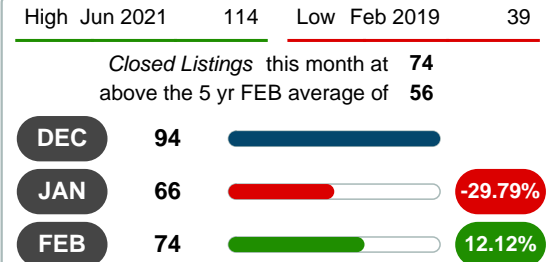


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 56



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	8	10.81%	37.9	3	4	1	0
\$50,001 - \$75,000	6	8.11%	43.5	4	2	0	0
\$75,001 - \$100,000	10	13.51%	59.3	2	7	1	0
\$100,001 - \$200,000	22	29.73%	51.8	2	16	4	0
\$200,001 - \$325,000	11	14.86%	22.1	0	7	4	0
\$325,001 - \$450,000	9	12.16%	48.6	2	2	2	3
\$450,001 and up	8	10.81%	32.5	0	5	2	1
Total Closed Units	74			13	43	14	4
Total Closed Volume	15,475,765	100%	43.7	1.71M	8.25M	3.79M	1.73M
Average Closed Price	\$209,132			\$131,831	\$191,774	\$270,407	\$432,500

February 2022



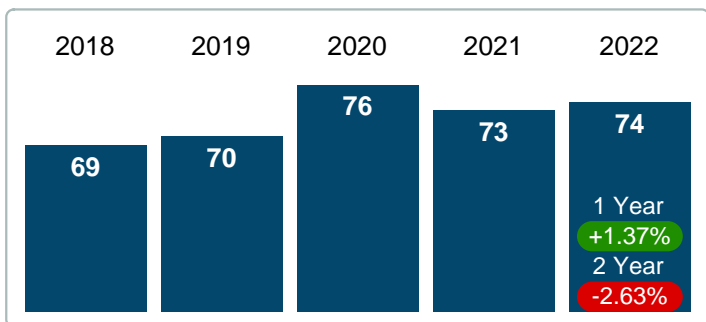
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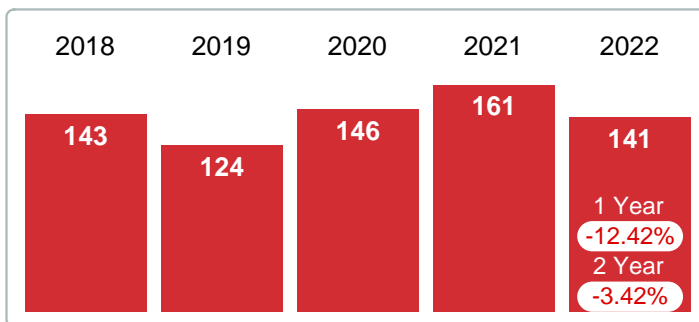
PENDING LISTINGS

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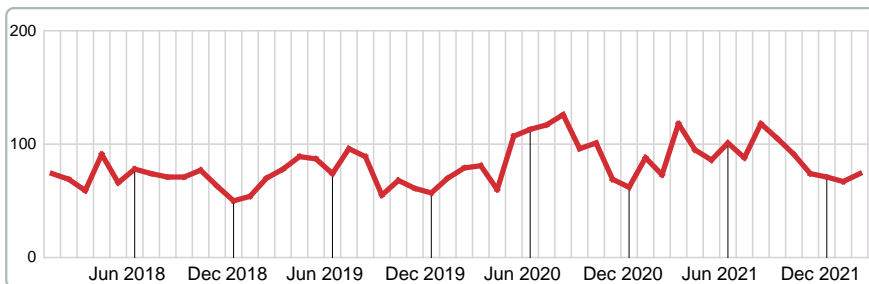
FEBRUARY



YEAR TO DATE (YTD)

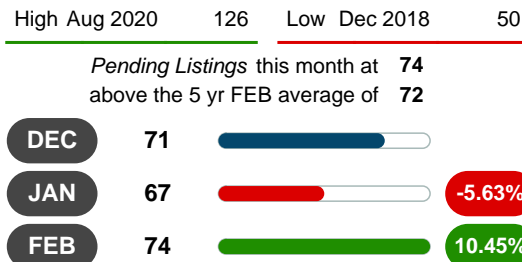


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 72



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	8	10.81%	62.5	5	2	0	1
\$50,001 - \$75,000	7	9.46%	64.0	3	2	2	0
\$75,001 - \$125,000	8	10.81%	18.9	3	5	0	0
\$125,001 - \$275,000	23	31.08%	57.5	0	17	5	1
\$275,001 - \$375,000	10	13.51%	51.7	0	7	2	1
\$375,001 - \$475,000	10	13.51%	39.0	3	6	1	0
\$475,001 and up	8	10.81%	46.1	1	3	1	3
Total Pending Units	74			15	42	11	6
Total Pending Volume	19,123,389	100%	50.0	2.64M	10.36M	2.62M	3.51M
Average Listing Price	\$258,424			\$176,287	\$246,560	\$237,864	\$584,508

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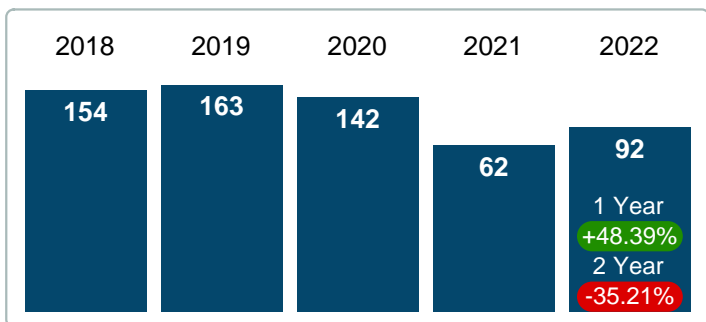
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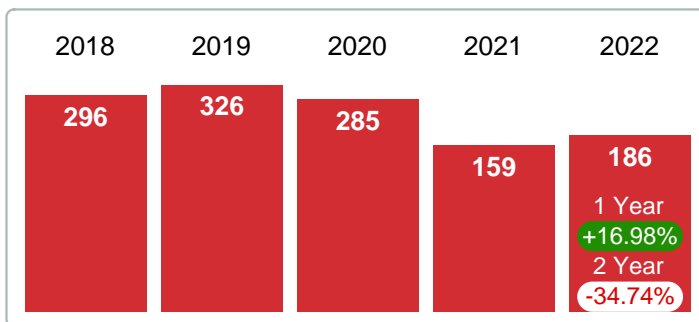
NEW LISTINGS

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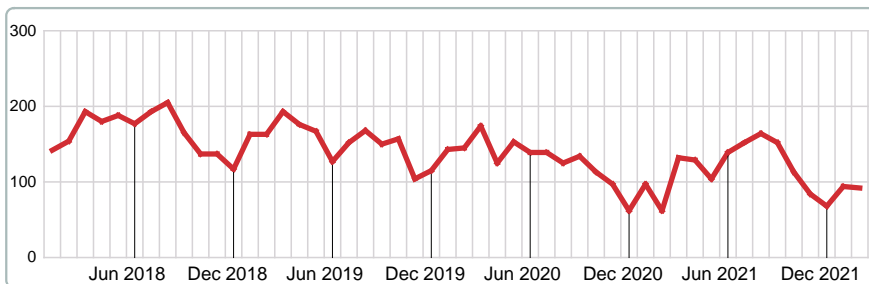
FEBRUARY



YEAR TO DATE (YTD)

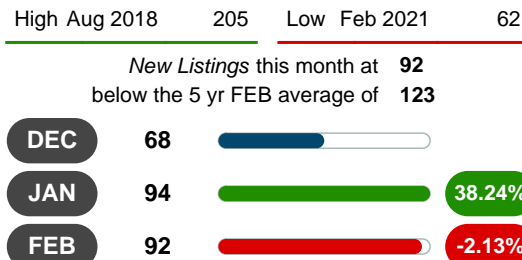


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 123



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	9	9.78%	2	6	1	0
\$75,001 - \$100,000	9	9.78%	2	7	0	0
\$100,001 - \$150,000	18	19.57%	1	16	1	0
\$150,001 - \$225,000	18	19.57%	3	12	3	0
\$225,001 - \$325,000	15	16.30%	0	13	2	0
\$325,001 - \$475,000	12	13.04%	3	6	2	1
\$475,001 and up	11	11.96%	0	6	2	3
Total New Listed Units	92		11	66	11	4
Total New Listed Volume	25,027,680	100%	2.12M	15.33M	4.31M	3.26M
Average New Listed Listing Price	\$272,108		\$192,973	\$232,332	\$392,073	\$814,563

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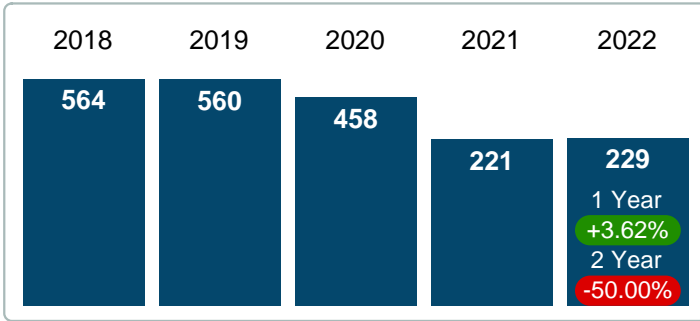
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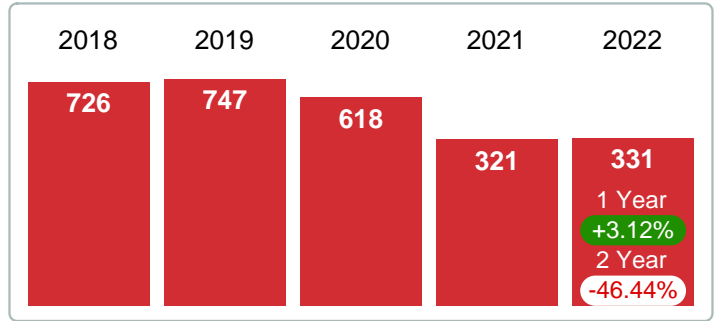
ACTIVE INVENTORY

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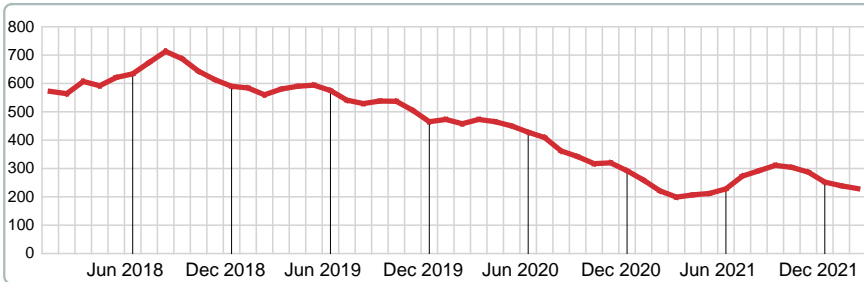
END OF FEBRUARY



ACTIVE DURING FEBRUARY

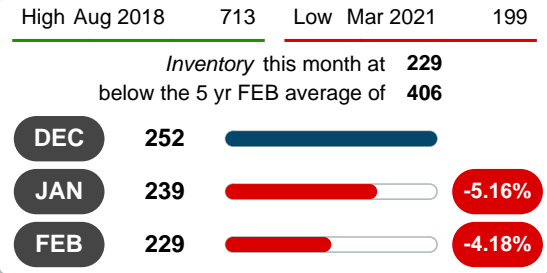


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 406



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	24	10.48%	90.0	8	15	1	0
\$50,001 - \$75,000	14	6.11%	98.4	7	7	0	0
\$75,001 - \$125,000	35	15.28%	84.8	12	21	2	0
\$125,001 - \$225,000	63	27.51%	76.7	9	40	14	0
\$225,001 - \$325,000	41	17.90%	93.2	5	22	11	3
\$325,001 - \$625,000	27	11.79%	132.0	4	10	11	2
\$625,001 and up	25	10.92%	94.4	2	12	8	3
Total Active Inventory by Units	229			47	127	47	8
Total Active Inventory by Volume	73,548,476	100%	92.1	10.67M	35.09M	19.78M	8.01M
Average Active Inventory Listing Price	\$321,172			\$226,983	\$276,280	\$420,889	\$1,001,362

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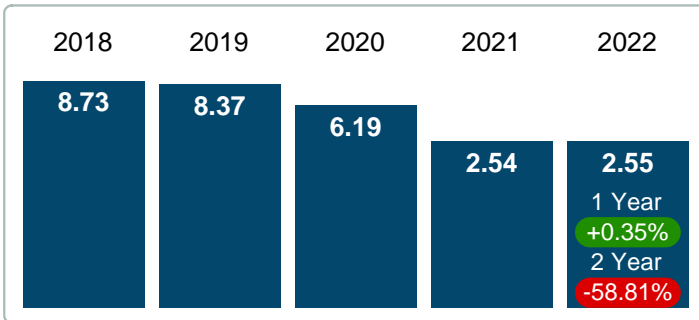
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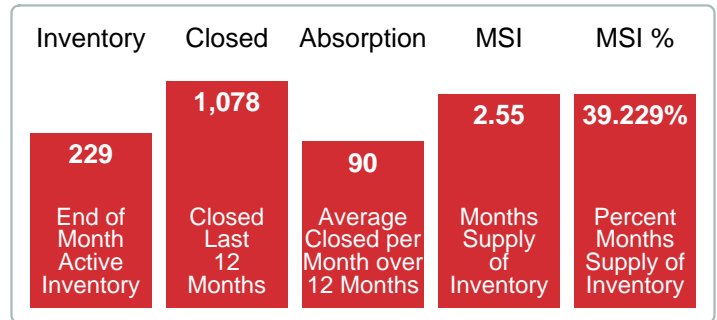
MONTHS SUPPLY of INVENTORY (MSI)

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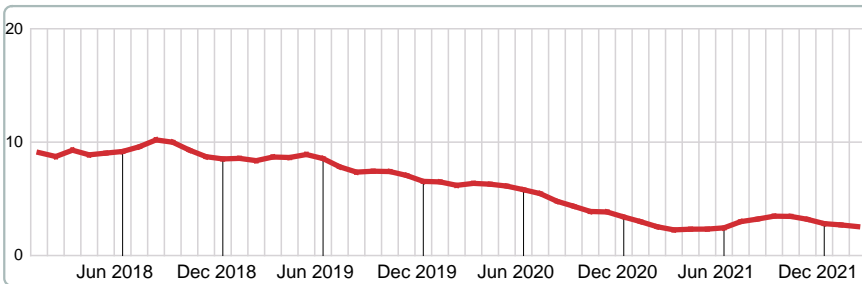
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

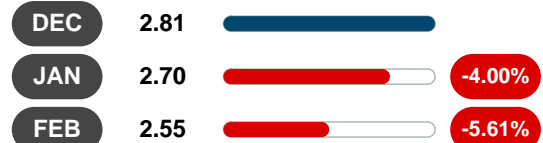


3 MONTHS

5 year FEB AVG = 5.68

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at **2.55**
below the 5 yr FEB average of **5.68**



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	24	10.48%	2.88	1.92	4.19	2.00	0.00
\$50,001 - \$75,000	14	6.11%	1.75	2.05	1.79	0.00	0.00
\$75,001 - \$125,000	35	15.28%	1.85	3.79	1.47	1.33	0.00
\$125,001 - \$225,000	63	27.51%	2.20	3.86	2.05	2.33	0.00
\$225,001 - \$325,000	41	17.90%	3.73	7.50	3.47	3.07	7.20
\$325,001 - \$625,000	27	11.79%	2.36	3.69	1.60	3.88	1.60
\$625,001 and up	25	10.92%	6.98	12.00	9.00	6.00	4.00
Market Supply of Inventory (MSI)			2.55	3.13	2.30	2.88	2.40
Total Active Inventory by Units		100%	2.55	47	127	47	8

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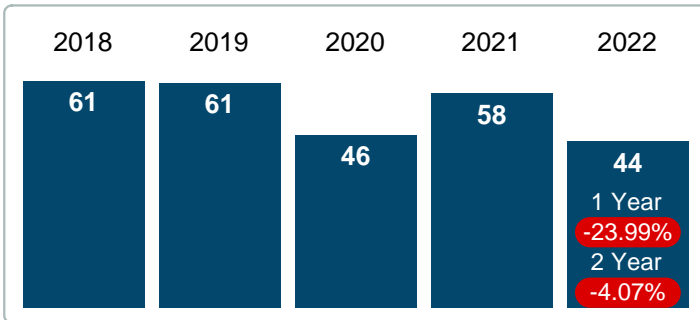
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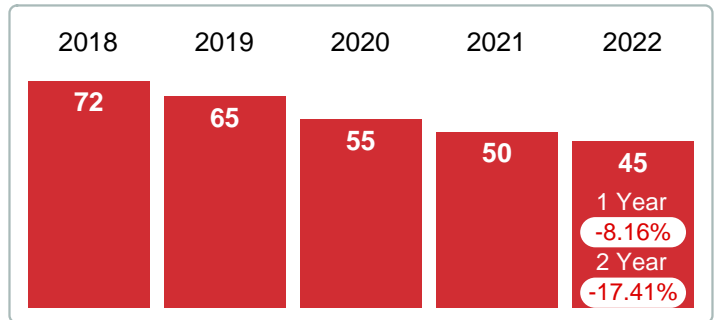
AVERAGE DAYS ON MARKET TO SALE

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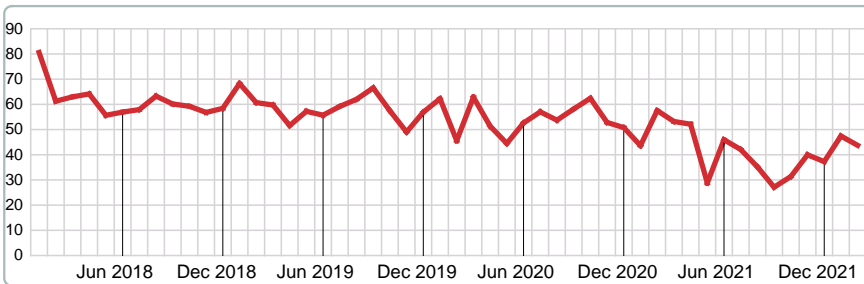
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

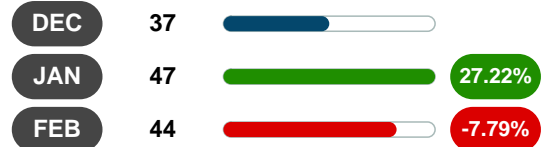


3 MONTHS

5 year FEB AVG = 54

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 44 below the 5 yr FEB average of 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	10.81%	38	38	45	9	0
\$50,001 - \$75,000	8.11%	44	35	61	0	0
\$75,001 - \$100,000	13.51%	59	39	56	121	0
\$100,001 - \$200,000	29.73%	52	54	53	44	0
\$200,001 - \$325,000	14.86%	22	0	15	34	0
\$325,001 - \$450,000	12.16%	49	12	21	99	58
\$450,001 and up	10.81%	33	0	49	6	3
Average Closed DOM		44	36	45	47	44
Total Closed Units	100%	44	13	43	14	4
Total Closed Volume		15,475,765	1.71M	8.25M	3.79M	1.73M

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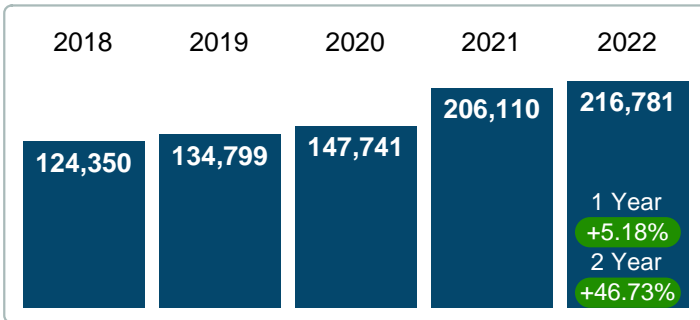
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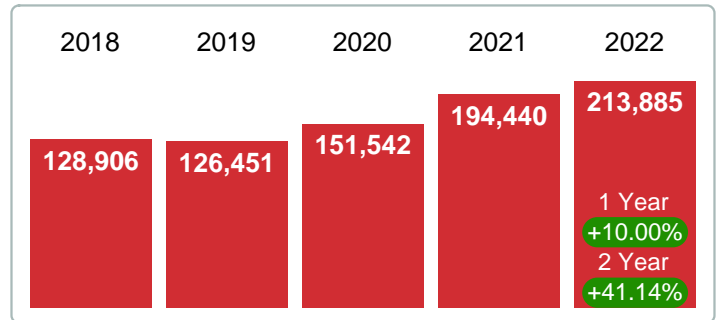
AVERAGE LIST PRICE AT CLOSING

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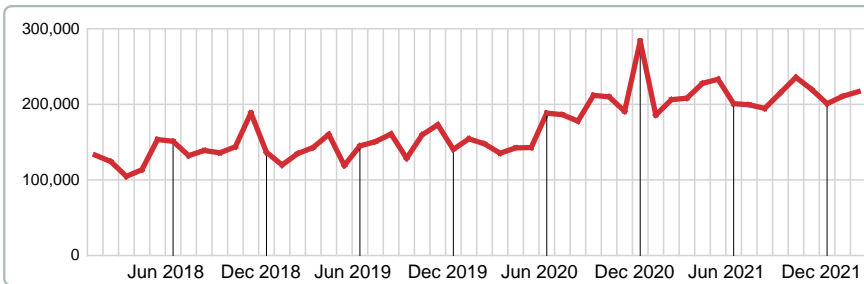
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

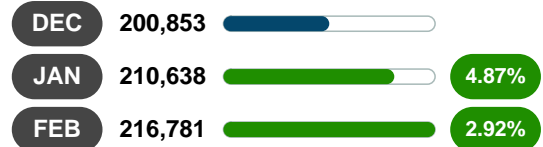


3 MONTHS

5 year FEB AVG = 165,956

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

Average List Price at Closing this month at **216,781**
above the 5 yr FEB average of **165,956**



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	9.46%	31,529	37,333	28,700	49,900	0
\$50,001 - \$75,000	9.46%	65,343	72,875	59,500	0	0
\$75,001 - \$100,000	10.81%	92,319	84,950	101,350	90,000	0
\$100,001 - \$200,000	32.43%	148,787	151,950	154,544	146,075	0
\$200,001 - \$325,000	14.86%	261,745	0	258,486	259,975	0
\$325,001 - \$450,000	9.46%	383,543	446,000	369,500	414,900	387,967
\$450,001 and up	13.51%	549,025	0	524,300	614,500	699,850
Average List Price		216,781	136,100	199,671	273,064	465,938
Total Closed Units	100%	216,781	13	43	14	4
Total Closed Volume		16,041,799	1.77M	8.59M	3.82M	1.86M

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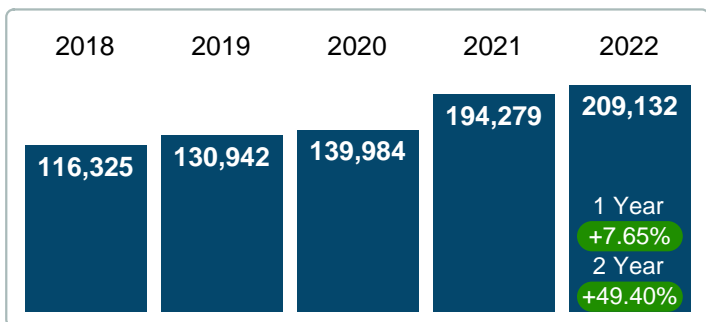
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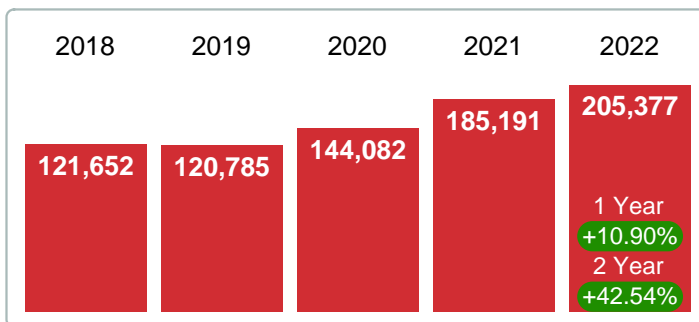
AVERAGE SOLD PRICE AT CLOSING

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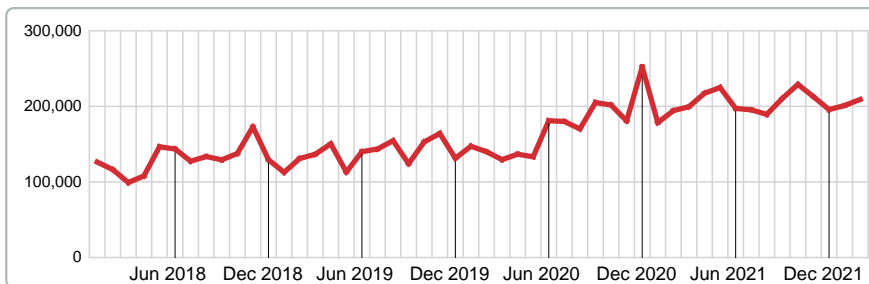
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

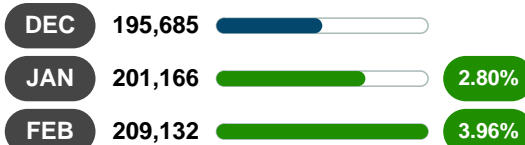


3 MONTHS

5 year FEB AVG = 158,132

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

Average Sold Price at Closing this month at **209,132** above the 5 yr FEB average of **158,132**



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	10.81%	28,538	31,333	21,100	49,900	0
\$50,001 - \$75,000	8.11%	64,219	68,450	55,758	0	0
\$75,001 - \$100,000	13.51%	90,315	87,500	91,164	90,000	0
\$100,001 - \$200,000	29.73%	149,073	144,000	150,138	147,350	0
\$200,001 - \$325,000	14.86%	254,945	0	251,857	260,350	0
\$325,001 - \$450,000	12.16%	395,000	441,500	371,000	400,000	376,667
\$450,001 and up	10.81%	540,000	0	501,000	607,500	600,000
Average Sold Price		209,132	131,831	191,774	270,407	432,500
Total Closed Units	100%	209,132	13	43	14	4
Total Closed Volume		15,475,765	1.71M	8.25M	3.79M	1.73M

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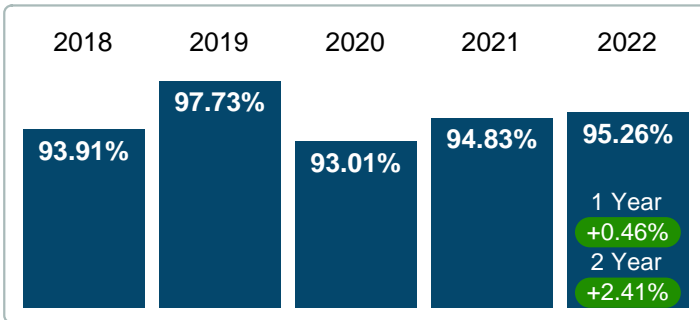
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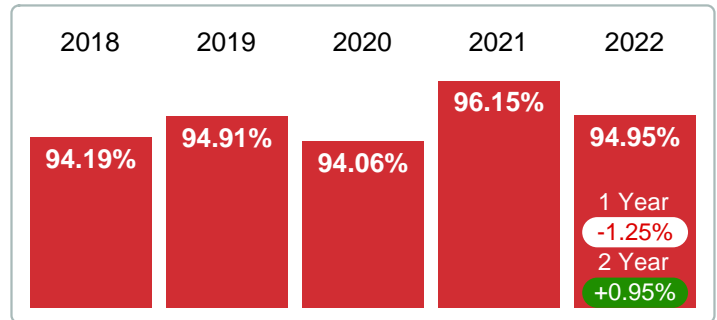
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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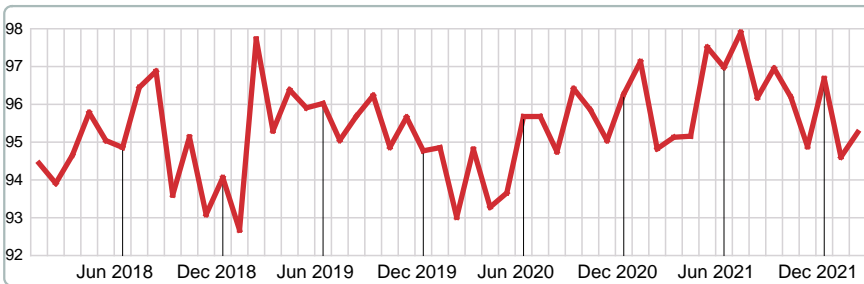
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

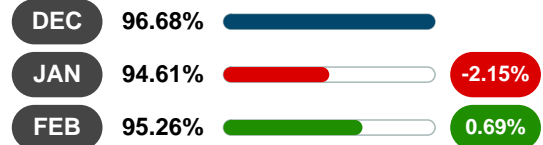


3 MONTHS

5 year FEB AVG = 94.95%

High Jul 2021 97.90% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **95.26%**
equal to 5 yr FEB average of **94.95%**



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	8	10.81%	82.35%	87.54%	74.04%	100.00%	0.00%
\$50,001 - \$75,000	6	8.11%	94.07%	94.17%	93.85%	0.00%	0.00%
\$75,001 - \$100,000	10	13.51%	94.75%	104.11%	91.32%	100.00%	0.00%
\$100,001 - \$200,000	22	29.73%	97.64%	94.67%	97.26%	100.67%	0.00%
\$200,001 - \$325,000	11	14.86%	98.61%	0.00%	97.61%	100.35%	0.00%
\$325,001 - \$450,000	9	12.16%	98.25%	99.06%	100.44%	96.90%	97.14%
\$450,001 and up	8	10.81%	95.16%	0.00%	95.70%	98.54%	85.73%
Average Sold/List Ratio		95.30%		95.00%	94.00%	99.64%	94.29%
Total Closed Units		74	100%	13	43	14	4
Total Closed Volume		15,475,765		1.71M	8.25M	3.79M	1.73M

February 2022



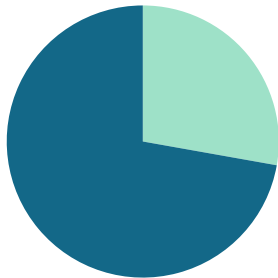
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

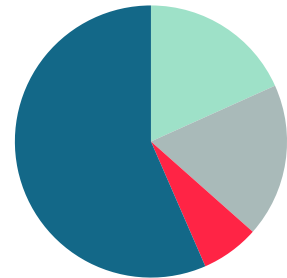


Inventory
 New Listings
92 = 27.79%
 Start Inventory
239
 Total Inventory Units
331
 Volume
\$101,304,745

Market Activity

Closed Sales
74 = 18.27%
 Pending Sales
74 = 18.27%
 Other Off Market
28 = 6.91%
 Active Inventory
229 = 56.54%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	58	74	27.59%	137	140	2.19%
Pending Sales	73	74	1.37%	161	141	-12.42%
New Listings	62	92	48.39%	159	186	16.98%
Average List Price	206,110	216,781	5.18%	194,440	213,885	10.00%
Average Sale Price	194,279	209,132	7.65%	185,191	205,377	10.90%
Average Percent of Selling Price to List Price	94.83%	95.26%	0.46%	96.15%	94.95%	-1.25%
Average Days on Market to Sale	57.53	43.73	-23.99%	49.51	45.47	-8.16%
Monthly Inventory	221	229	3.62%	221	229	3.62%
Months Supply of Inventory	2.54	2.55	0.35%	2.54	2.55	0.35%

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

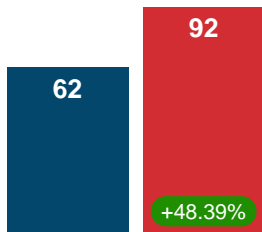
Inventory on February 28, 2022 = **229**

2021 **2022**

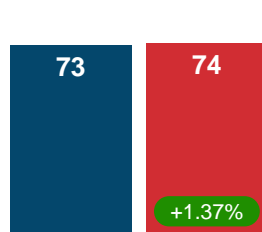
FEBRUARY MARKET

AVERAGE PRICES

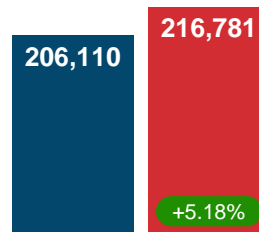
New Listings



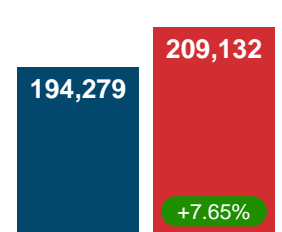
Pending Listings



List Price



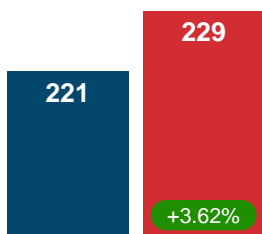
Sale Price



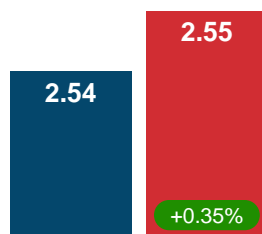
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

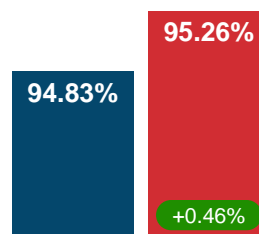
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

