

January 2022



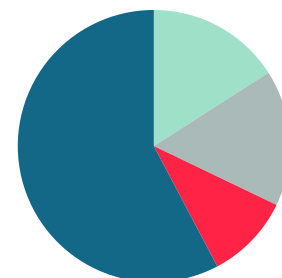
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	79	66	-16.46%
Pending Listings	88	67	-23.86%
New Listings	97	94	-3.09%
Average List Price	185,871	210,638	13.32%
Average Sale Price	178,519	201,166	12.69%
Average Percent of Selling Price to List Price	97.13%	94.61%	-2.60%
Average Days on Market to Sale	43.62	47.42	8.72%
End of Month Inventory	259	239	-7.72%
Months Supply of Inventory	2.99	2.70	-9.72%



■ Closed (15.94%)
■ Pending (16.18%)
■ Other OffMarket (10.14%)
■ Active (57.73%)

Absorption: Last 12 months, an Average of **89** Sales/Month
Active Inventory as of January 31, 2022 = **239**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **7.72%** to 239 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 **2.70** 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 **12.69%** in January 2022 to \$201,166 versus the previous year at \$178,519.

Average Days on Market Lengthens

The average number of **47.42** days that homes spent on the market before selling increased by 3.80 days or **8.72%** in January 2022 compared to last year's same month at **43.62** DOM.

Sales Success for January 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 94 New Listings in January 2022, down **3.09%** from last year at 97. Furthermore, there were 66 Closed Listings this month versus last year at 79, a **-16.46%** decrease.

Closed versus Listed trends yielded a **70.2%** ratio, down from previous year's, January 2021, at **81.4%**, a **13.79%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

January 2022



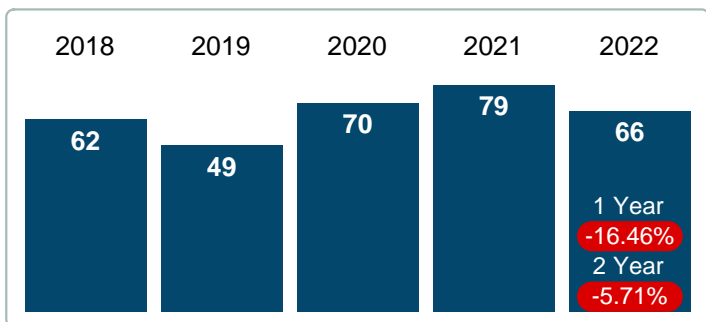
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



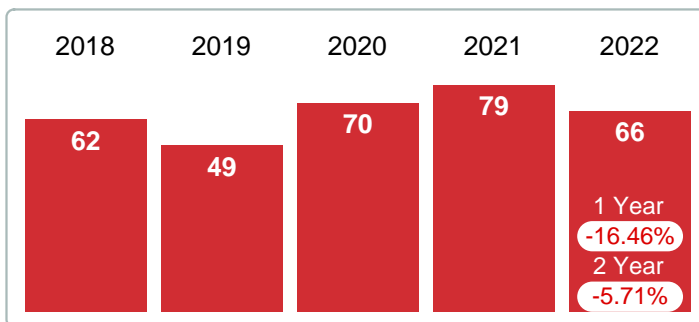
CLOSED LISTINGS

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

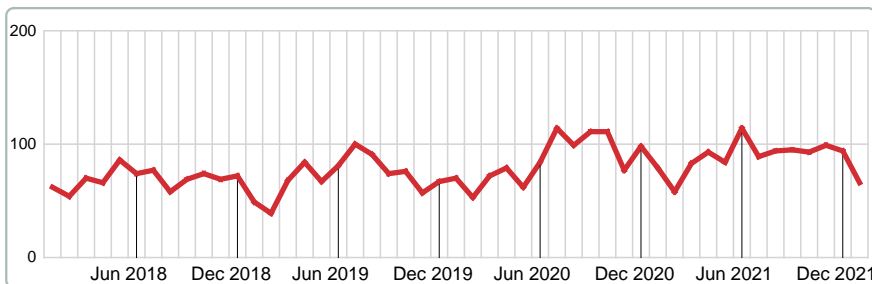
JANUARY



YEAR TO DATE (YTD)

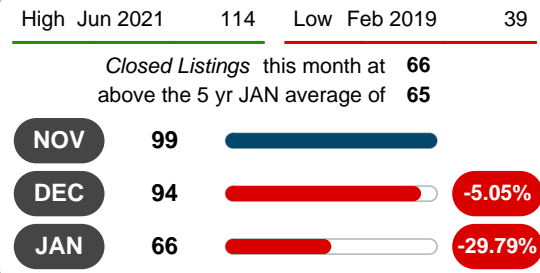


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65



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	3	4.55%	82.7	3	0	0	0
\$50,001 - \$75,000	7	10.61%	46.9	3	4	0	0
\$75,001 - \$125,000	13	19.70%	46.6	4	8	1	0
\$125,001 - \$200,000	17	25.76%	36.1	2	8	6	1
\$200,001 - \$275,000	9	13.64%	35.4	1	4	3	1
\$275,001 - \$375,000	8	12.12%	64.6	1	2	4	1
\$375,001 and up	9	13.64%	55.3	1	5	2	1
Total Closed Units	66			15	31	16	4
Total Closed Volume	13,276,967	100%	47.4	1.99M	6.02M	3.93M	1.33M
Average Closed Price	\$201,166			\$132,972	\$194,067	\$245,863	\$333,125

January 2022



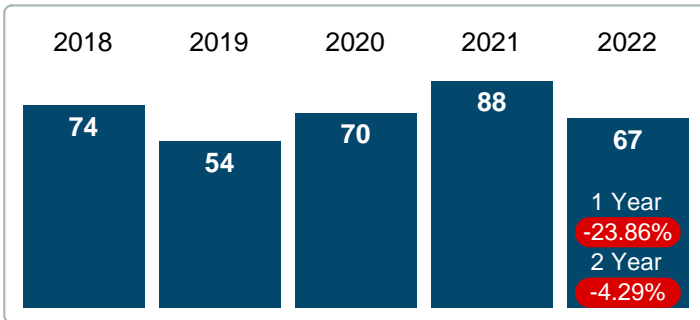
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



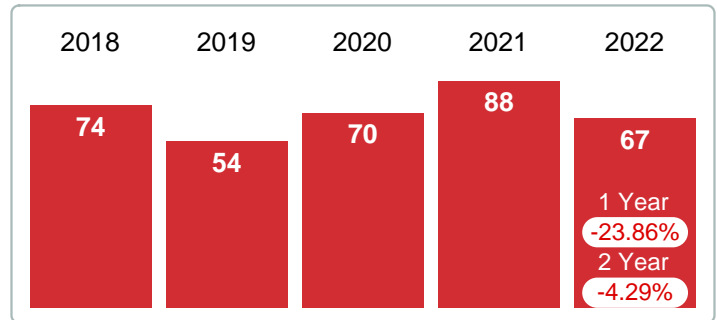
PENDING LISTINGS

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

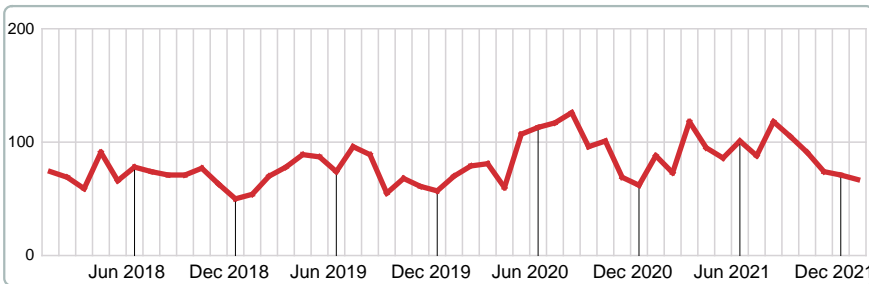
JANUARY



YEAR TO DATE (YTD)

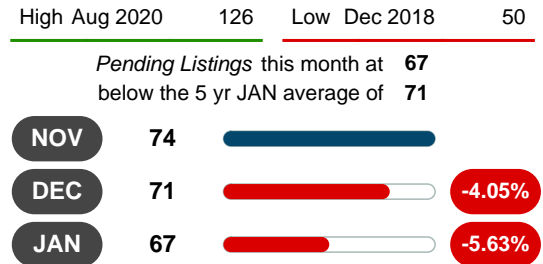


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 71



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	4	5.97%	80.8	0	3	1	0
\$50,001 - \$75,000	5	7.46%	101.2	2	3	0	0
\$75,001 - \$125,000	14	20.90%	48.8	6	7	1	0
\$125,001 - \$175,000	16	23.88%	59.5	2	11	1	2
\$175,001 - \$275,000	11	16.42%	37.5	0	7	4	0
\$275,001 - \$450,000	9	13.43%	49.3	0	5	2	2
\$450,001 and up	8	11.94%	26.4	1	4	2	1
Total Pending Units	67			11	40	11	5
Total Pending Volume	14,231,232	100%	52.9	1.38M	7.98M	3.13M	1.74M
Average Listing Price	\$215,791			\$125,691	\$199,472	\$284,200	\$348,710

January 2022



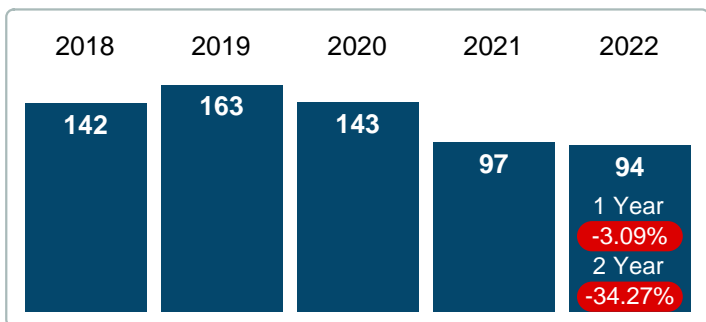
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



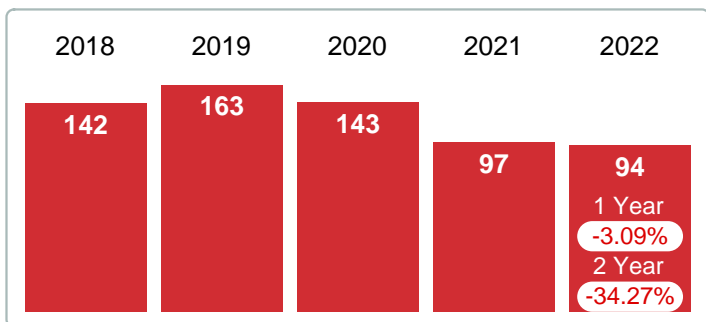
NEW LISTINGS

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

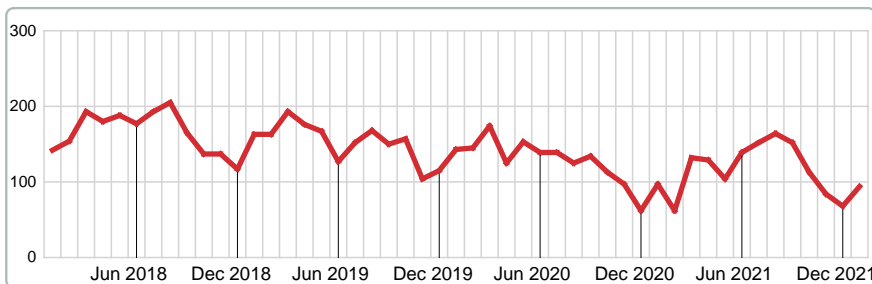
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 128

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 94 below the 5 yr JAN average of 128



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	12	12.77%	4	7	1	0
\$50,001 - \$75,000	8	8.51%	5	3	0	0
\$75,001 - \$125,000	12	12.77%	7	5	0	0
\$125,001 - \$225,000	26	27.66%	4	16	5	1
\$225,001 - \$325,000	15	15.96%	1	10	2	2
\$325,001 - \$575,000	11	11.70%	0	6	3	2
\$575,001 and up	10	10.64%	0	3	5	2
Total New Listed Units	94		21	50	16	7
Total New Listed Volume	25,932,539	100%	2.16M	13.37M	7.26M	3.15M
Average New Listed Listing Price	\$216,946		\$102,704	\$267,336	\$453,588	\$450,221

January 2022



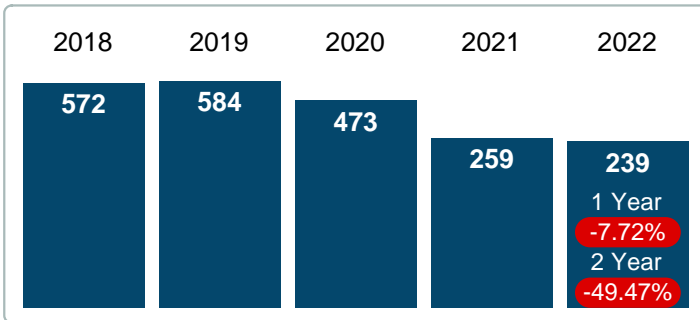
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



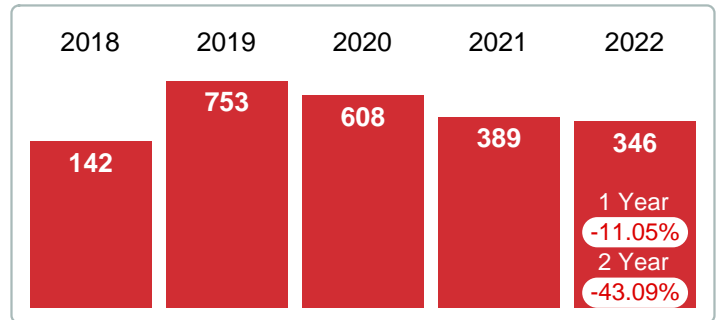
ACTIVE INVENTORY

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

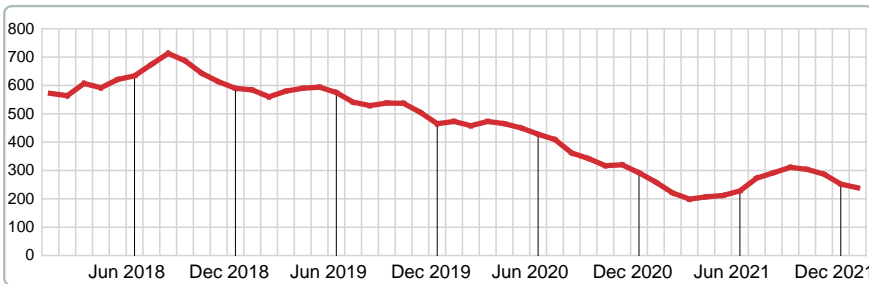
END OF JANUARY



ACTIVE DURING JANUARY

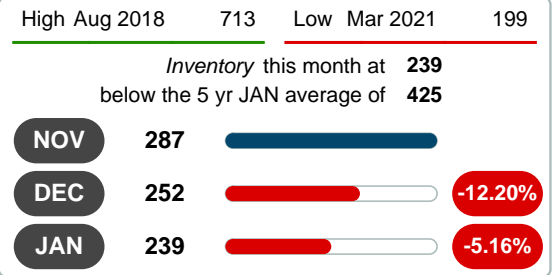


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 425



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	26	10.88%	76.8	11	13	1	1
\$50,001 - \$75,000	21	8.79%	92.7	12	7	2	0
\$75,001 - \$125,000	32	13.39%	79.2	14	16	2	0
\$125,001 - \$250,000	72	30.13%	84.3	7	45	18	2
\$250,001 - \$325,000	32	13.39%	104.8	5	13	11	3
\$325,001 - \$575,000	31	12.97%	117.2	3	17	10	1
\$575,001 and up	25	10.46%	99.5	4	11	7	3
Total Active Inventory by Units	239			56	122	51	10
Total Active Inventory by Volume	76,277,065	100%	92.1	11.82M	37.38M	18.81M	8.26M
Average Active Inventory Listing Price	\$319,151			\$211,153	\$306,425	\$368,802	\$825,970

January 2022



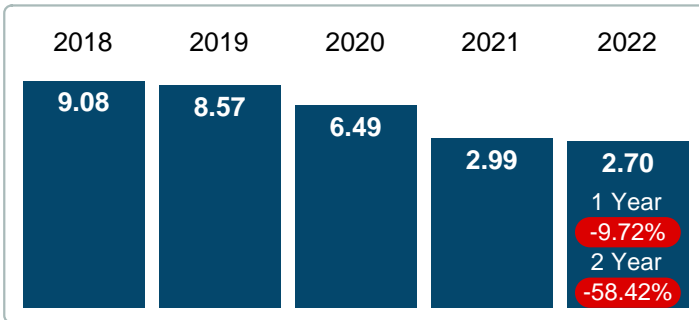
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



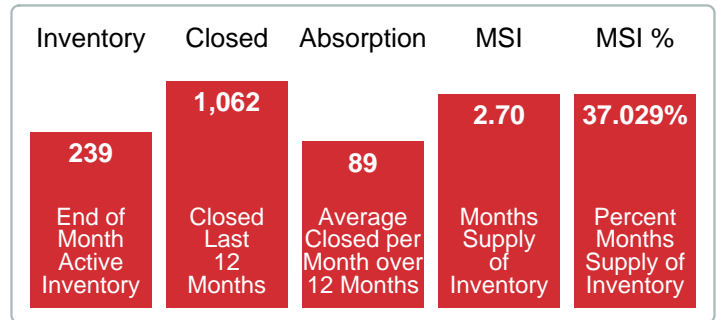
MONTHS SUPPLY of INVENTORY (MSI)

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

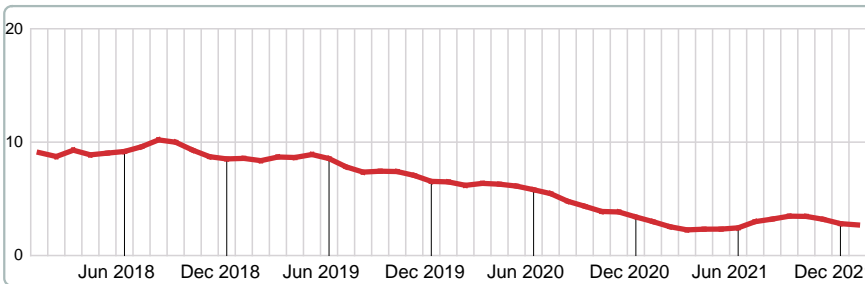
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

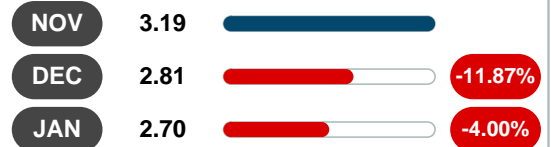


3 MONTHS

5 year JAN AVG = 5.97

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at 2.70 below the 5 yr JAN average of 5.97



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	26	10.88%	3.18	2.59	3.90	2.00	12.00
\$50,001 - \$75,000	21	8.79%	2.60	3.79	1.68	3.00	0.00
\$75,001 - \$125,000	32	13.39%	1.66	4.42	1.09	1.41	0.00
\$125,001 - \$250,000	72	30.13%	2.32	2.90	2.13	2.77	2.00
\$250,001 - \$325,000	32	13.39%	4.41	10.00	3.39	4.13	12.00
\$325,001 - \$575,000	31	12.97%	3.02	3.27	3.00	3.64	1.09
\$575,001 and up	25	10.46%	5.66	16.00	6.29	4.94	3.00
Market Supply of Inventory (MSI)			2.70	3.82	2.24	3.20	3.00
Total Active Inventory by Units		100%	239	56	122	51	10

January 2022



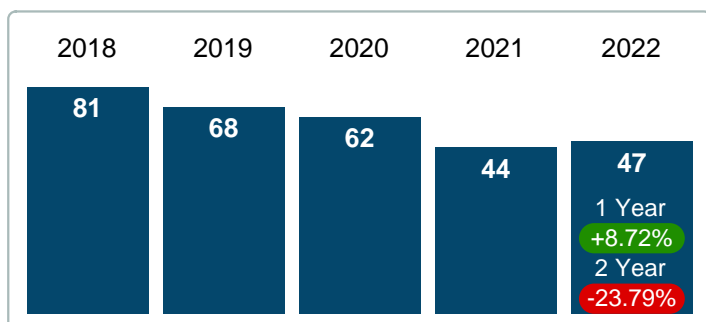
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



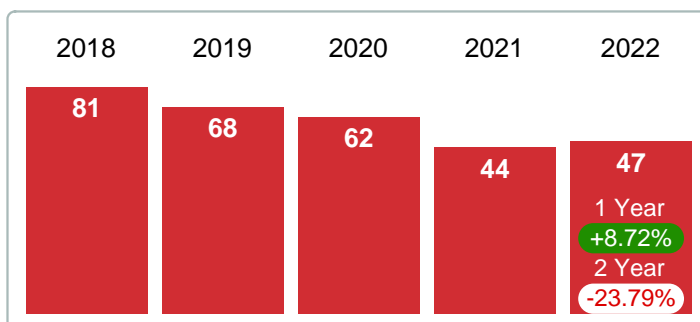
AVERAGE DAYS ON MARKET TO SALE

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

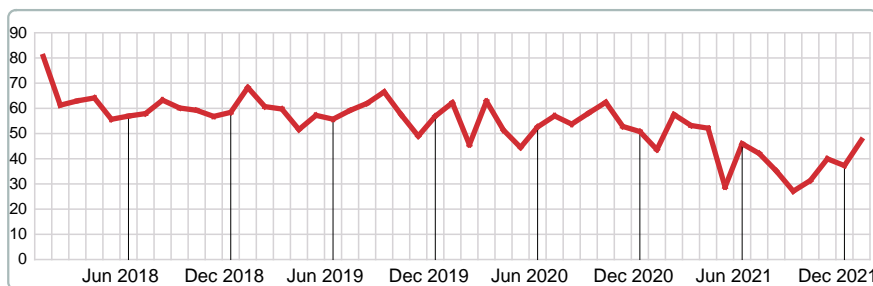
JANUARY



YEAR TO DATE (YTD)

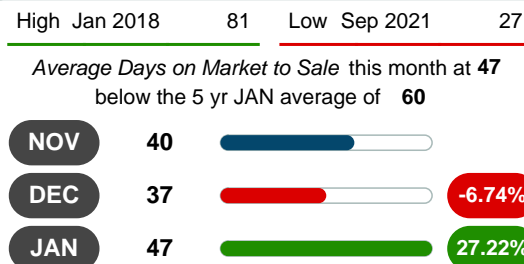


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



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	4.55%	83	83	0	0	0
\$50,001 - \$75,000	10.61%	47	42	50	0	0
\$75,001 - \$125,000	19.70%	47	40	56	1	0
\$125,001 - \$200,000	25.76%	36	9	23	43	154
\$200,001 - \$275,000	13.64%	35	1	28	37	93
\$275,001 - \$375,000	12.12%	65	30	44	86	56
\$375,001 and up	13.64%	55	6	53	34	158
Average Closed DOM		47	39	42	49	115
Total Closed Units	100%	47	15	31	16	4
Total Closed Volume		13,276,967	1.99M	6.02M	3.93M	1.33M

January 2022



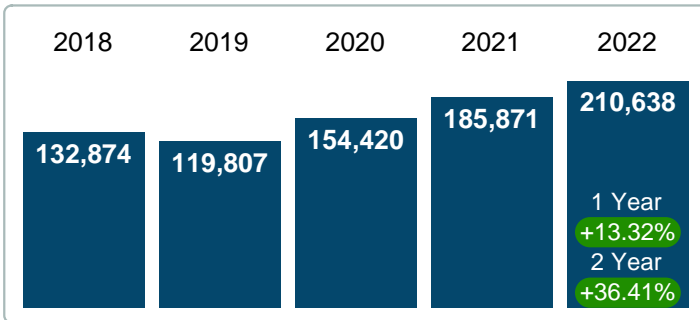
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



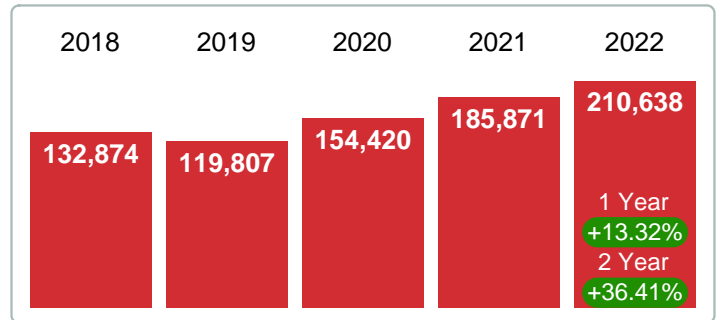
AVERAGE LIST PRICE AT CLOSING

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

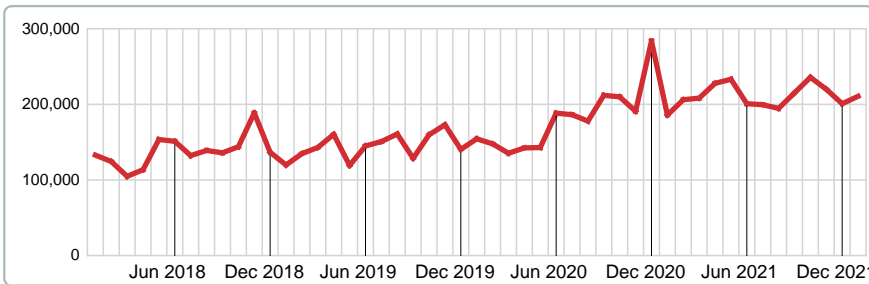
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

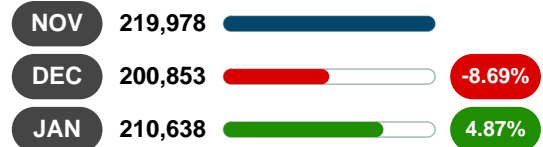


3 MONTHS

5 year JAN AVG = 160,722

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

Average List Price at Closing this month at **210,638**
above the 5 yr JAN average of **160,722**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4.55%	35,133	35,133	0	0	0
\$50,001 - \$75,000	7.58%	65,540	74,567	66,500	0	0
\$75,001 - \$125,000	21.21%	104,179	114,725	112,075	85,000	0
\$125,001 - \$200,000	24.24%	160,356	176,250	164,150	170,583	167,500
\$200,001 - \$275,000	13.64%	228,267	220,000	221,125	269,933	269,900
\$275,001 - \$375,000	15.15%	317,270	285,000	362,500	312,225	349,000
\$375,001 and up	13.64%	468,633	425,000	453,580	437,400	649,999
Average List Price		210,638	138,033	204,942	252,625	359,100
Total Closed Units	100%	210,638	15	31	16	4
Total Closed Volume		13,902,098	2.07M	6.35M	4.04M	1.44M

January 2022



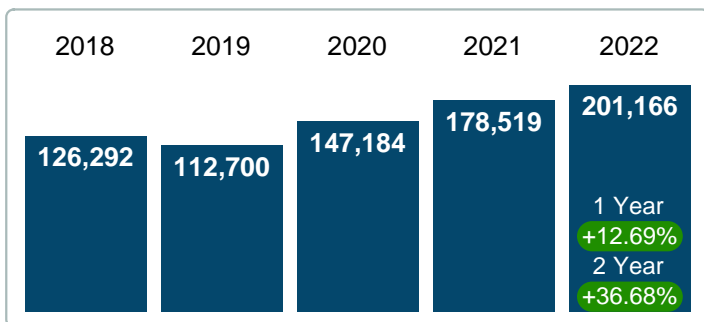
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



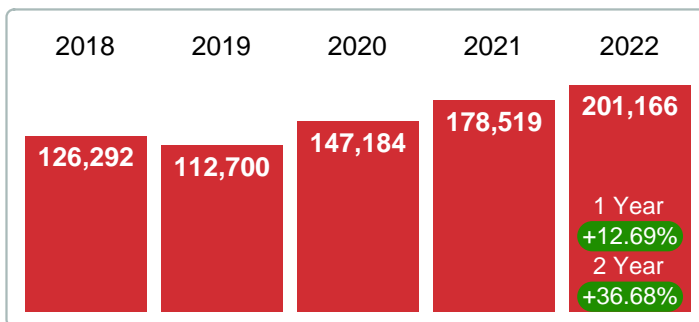
AVERAGE SOLD PRICE AT CLOSING

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

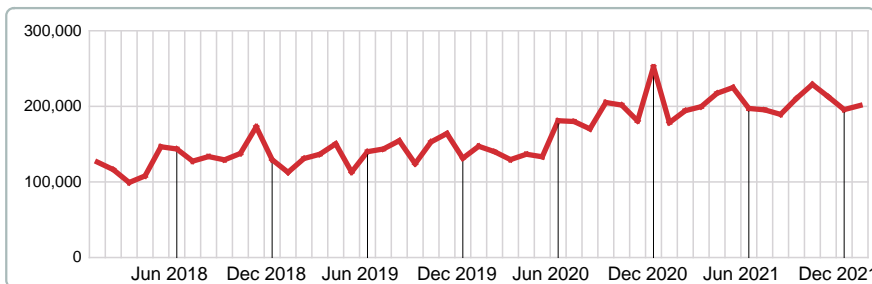
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

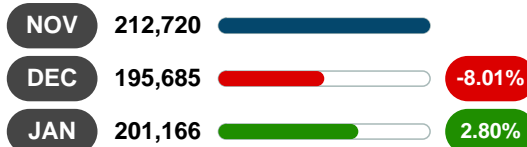


3 MONTHS

5 year JAN AVG = 153,172

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

Average Sold Price at Closing this month at **201,166** above the 5 yr JAN average of **153,172**



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	4.55%	27,250	27,250	0	0	0
\$50,001 - \$75,000	10.61%	60,131	63,333	57,729	0	0
\$75,001 - \$125,000	19.70%	106,569	106,250	109,425	85,000	0
\$125,001 - \$200,000	25.76%	162,813	159,414	158,375	169,083	167,500
\$200,001 - \$275,000	13.64%	229,044	204,000	216,900	261,600	205,000
\$275,001 - \$375,000	12.12%	299,200	300,000	300,500	295,650	310,000
\$375,001 and up	13.64%	462,897	475,000	434,835	433,450	649,999
Average Sold Price		201,166	132,972	194,067	245,863	333,125
Total Closed Units	100%	201,166	15	31	16	4
Total Closed Volume		13,276,967	1.99M	6.02M	3.93M	1.33M

January 2022



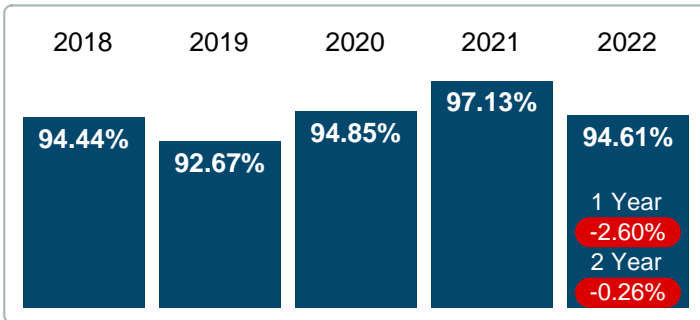
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



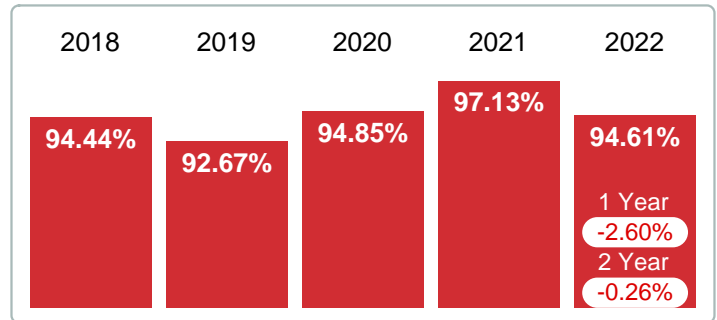
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

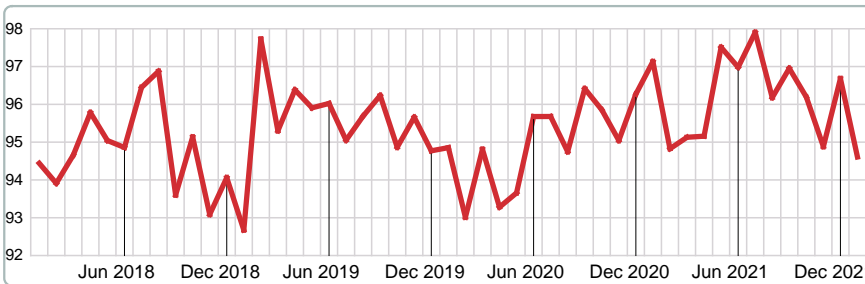
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

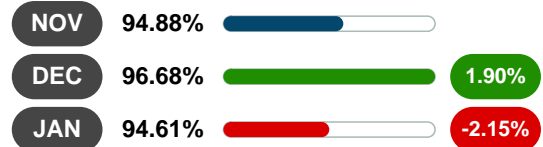


3 MONTHS

5 year JAN AVG = 94.74%

High Jul 2021 97.90% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **94.61%** equal to 5 yr JAN average of **94.74%**



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	3	4.55%	80.23%	80.23%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	7	10.61%	86.56%	84.75%	87.92%	0.00%	0.00%
\$75,001 - \$125,000	13	19.70%	96.74%	93.05%	98.18%	100.00%	0.00%
\$125,001 - \$200,000	17	25.76%	97.37%	93.28%	96.43%	99.54%	100.00%
\$200,001 - \$275,000	9	13.64%	94.76%	92.73%	98.31%	96.96%	75.95%
\$275,001 - \$375,000	8	12.12%	92.52%	105.26%	82.95%	95.03%	88.83%
\$375,001 and up	9	13.64%	99.07%	111.76%	96.39%	98.97%	100.00%
Average Sold/List Ratio		94.60%		90.90%	95.15%	97.89%	91.19%
Total Closed Units		66	100%	15	31	16	4
Total Closed Volume		13,276,967		1.99M	6.02M	3.93M	1.33M

January 2022



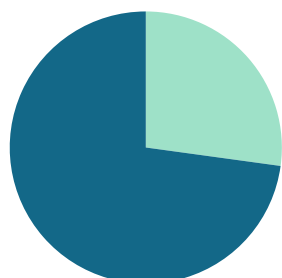
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

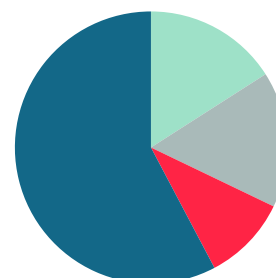


Inventory
 New Listings
94 = 27.17%
 Start Inventory
252
 Total Inventory Units
346
 Volume
\$103,389,727

Market Activity

Closed Sales
66 = 15.94%
 Pending Sales
67 = 16.18%
 Other Off Market
42 = 10.14%
 Active Inventory
239 = 57.73%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	79	66	-16.46%	79	66	-16.46%
Pending Sales	88	67	-23.86%	88	67	-23.86%
New Listings	97	94	-3.09%	97	94	-3.09%
Average List Price	185,871	210,638	13.32%	185,871	210,638	13.32%
Average Sale Price	178,519	201,166	12.69%	178,519	201,166	12.69%
Average Percent of Selling Price to List Price	97.13%	94.61%	-2.60%	97.13%	94.61%	-2.60%
Average Days on Market to Sale	43.62	47.42	8.72%	43.62	47.42	8.72%
Monthly Inventory	259	239	-7.72%	259	239	-7.72%
Months Supply of Inventory	2.99	2.70	-9.72%	2.99	2.70	-9.72%

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

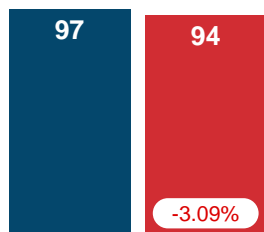
Inventory on January 31, 2022 = **239**

2021 **2022**

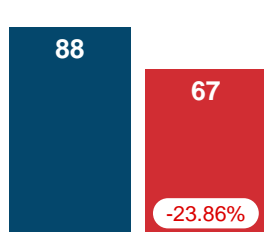
JANUARY MARKET

AVERAGE PRICES

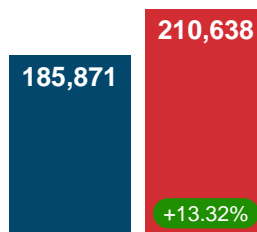
New Listings



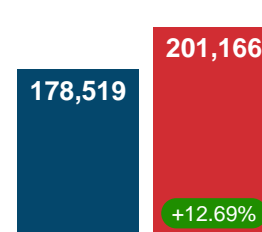
Pending Listings



List Price



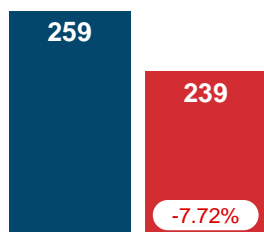
Sale Price



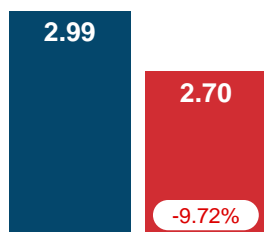
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

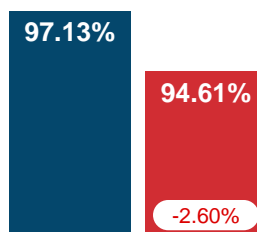
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

