

July 2022



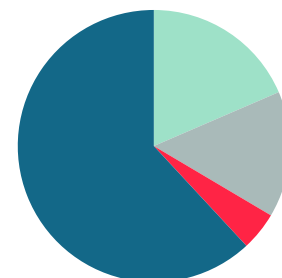
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	89	105	17.98%
Pending Listings	88	85	-3.41%
New Listings	152	150	-1.32%
Average List Price	199,515	250,399	25.50%
Average Sale Price	195,372	244,465	25.13%
Average Percent of Selling Price to List Price	97.90%	100.96%	3.12%
Average Days on Market to Sale	42.08	36.77	-12.61%
End of Month Inventory	274	351	28.10%
Months Supply of Inventory	3.00	4.00	33.21%



■ Closed (18.52%)
■ Pending (14.99%)
■ Other OffMarket (4.59%)
■ Active (61.90%)

Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of July 31, 2022 = **351**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **28.10%** to 351 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **4.00** 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 **25.13%** in July 2022 to \$244,465 versus the previous year at \$195,372.

Average Days on Market Shortens

The average number of **36.77** days that homes spent on the market before selling decreased by 5.31 days or **12.61%** in July 2022 compared to last year's same month at **42.08** DOM.

Sales Success for July 2022 is Positive

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

There were 150 New Listings in July 2022, down **1.32%** from last year at 152. Furthermore, there were 105 Closed Listings this month versus last year at 89, a **17.98%** increase.

Closed versus Listed trends yielded a **70.0%** ratio, up from previous year's, July 2021, at **58.6%**, a **19.55%** upswing. 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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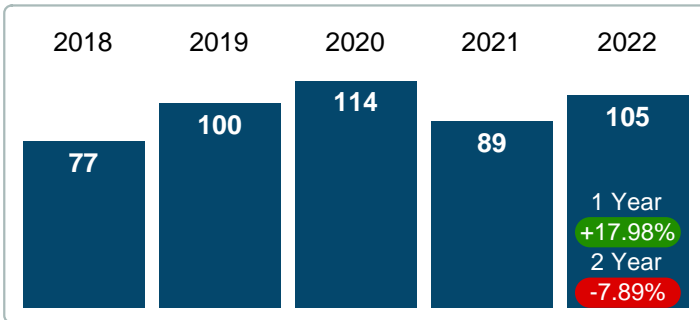
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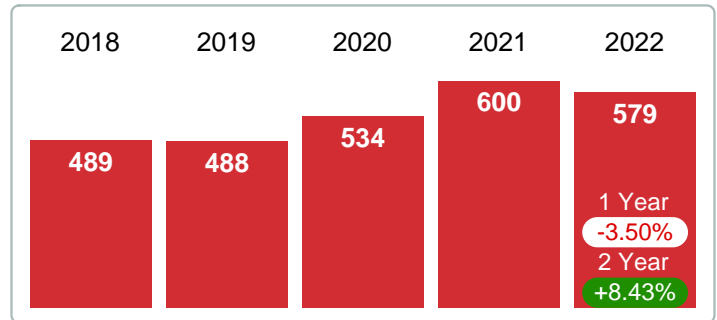
CLOSED LISTINGS

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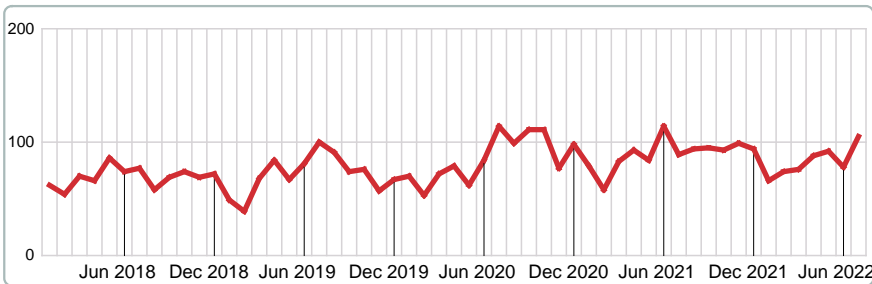
JULY



YEAR TO DATE (YTD)

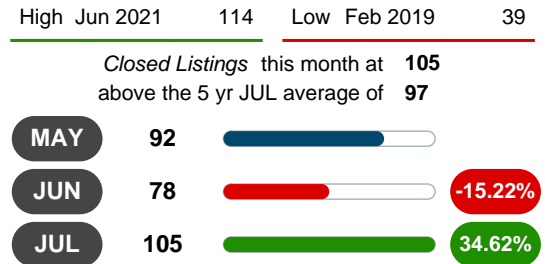


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 97



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	8.57%	57.9	2	6	0	1
\$75,001 - \$100,000	10	9.52%	43.7	5	5	0	0
\$100,001 - \$150,000	21	20.00%	20.3	3	16	1	1
\$150,001 - \$225,000	26	24.76%	39.2	3	17	6	0
\$225,001 - \$325,000	17	16.19%	52.2	1	9	6	1
\$325,001 - \$525,000	12	11.43%	17.2	1	7	3	1
\$525,001 and up	10	9.52%	36.4	2	5	2	1
Total Closed Units	105			17	65	18	5
Total Closed Volume	25,668,800	100%	36.8	3.26M	14.87M	6.08M	1.47M
Average Closed Price	\$244,465			\$191,488	\$228,711	\$337,906	\$293,000

July 2022



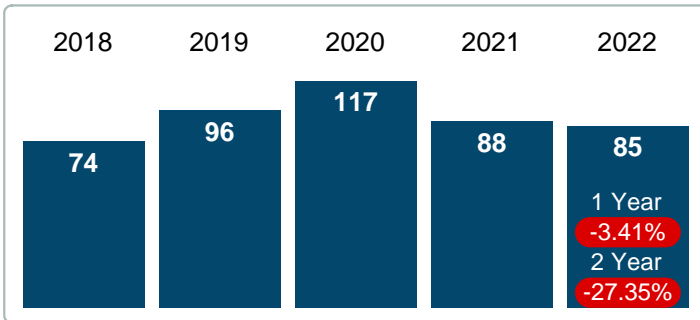
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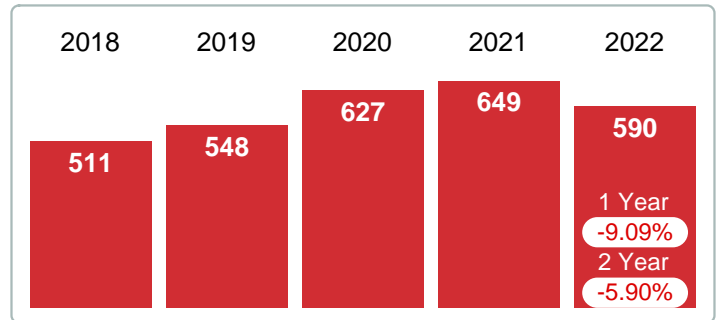
PENDING LISTINGS

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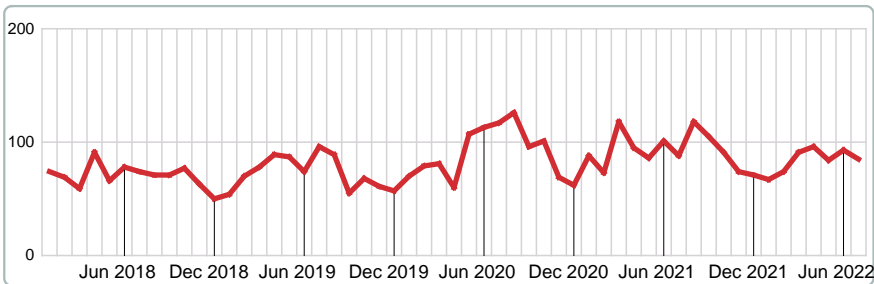
JULY



YEAR TO DATE (YTD)

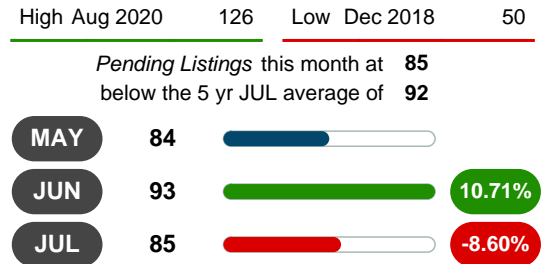


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 92



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	9.41%	44.4	3	4	1	0
\$50,001 - \$75,000	6	7.06%	57.5	2	4	0	0
\$75,001 - \$125,000	12	14.12%	41.4	3	8	1	0
\$125,001 - \$175,000	19	22.35%	26.1	4	13	2	0
\$175,001 - \$275,000	17	20.00%	49.5	2	9	6	0
\$275,001 - \$475,000	13	15.29%	41.2	2	5	6	0
\$475,001 and up	10	11.76%	43.1	2	4	2	2
Total Pending Units	85			18	47	18	2
Total Pending Volume	18,683,797	100%	41.9	3.35M	9.04M	5.28M	1.01M
Average Listing Price	\$221,312			\$186,144	\$192,353	\$293,256	\$507,000

July 2022



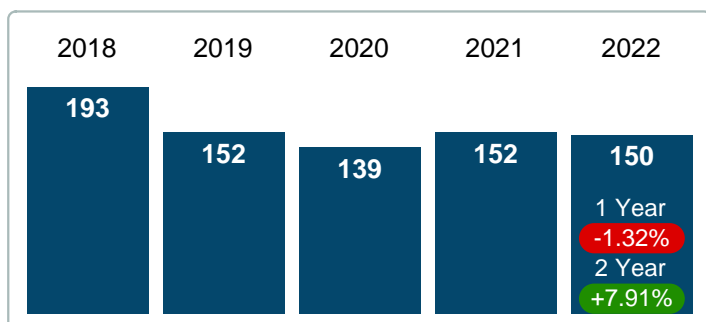
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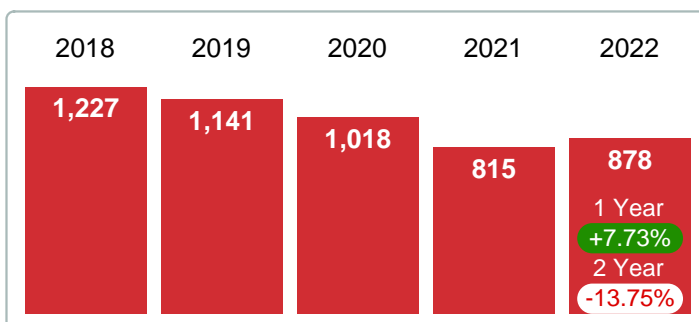
NEW LISTINGS

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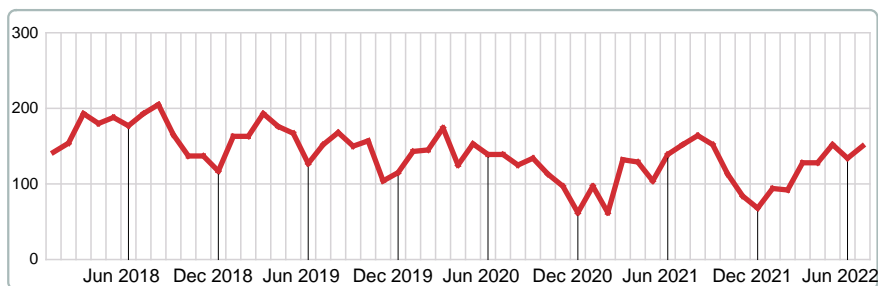
JULY



YEAR TO DATE (YTD)

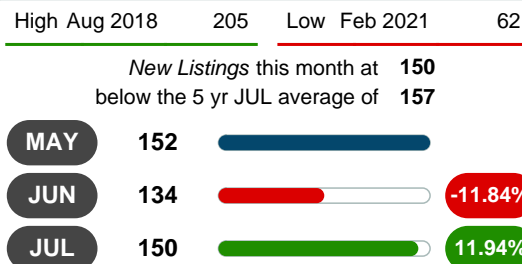


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 157



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	16	10.67%	7	8	1	0
\$75,001 - \$125,000	17	11.33%	7	9	1	0
\$125,001 - \$150,000	18	12.00%	4	9	5	0
\$150,001 - \$225,000	37	24.67%	10	17	8	2
\$225,001 - \$325,000	30	20.00%	4	16	10	0
\$325,001 - \$525,000	17	11.33%	2	7	6	2
\$525,001 and up	15	10.00%	2	4	8	1
Total New Listed Units	150		36	70	39	5
Total New Listed Volume	48,778,897	100%	8.62M	17.87M	18.78M	3.50M
Average New Listed Listing Price	\$202,024		\$239,385	\$255,340	\$481,611	\$700,880

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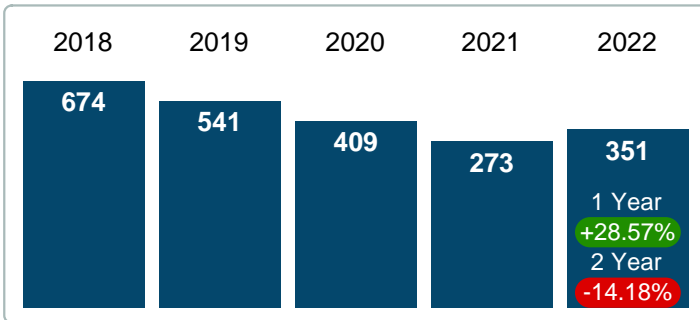
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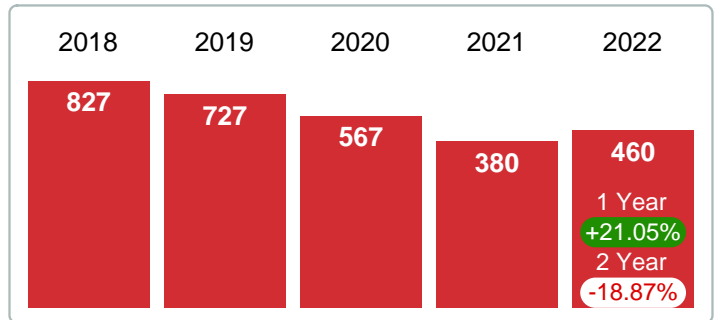
ACTIVE INVENTORY

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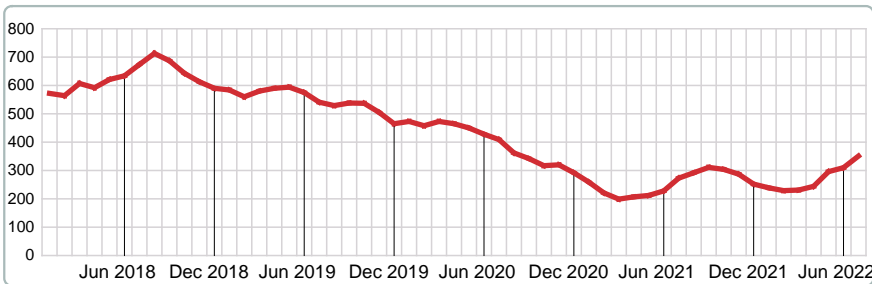
END OF JULY



ACTIVE DURING JULY

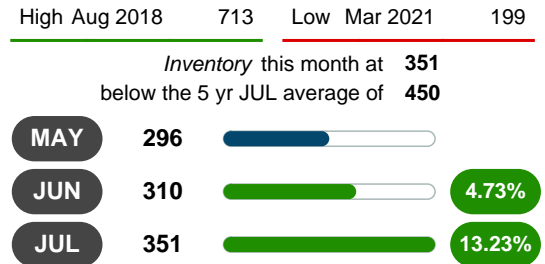


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 450



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	21	5.98%	56.4	10	9	2	0
\$50,001 - \$125,000	57	16.24%	73.1	24	30	3	0
\$125,001 - \$150,000	30	8.55%	69.5	2	20	8	0
\$150,001 - \$250,000	97	27.64%	62.3	20	53	22	2
\$250,001 - \$375,000	66	18.80%	60.6	6	31	24	5
\$375,001 - \$850,000	44	12.54%	104.3	4	21	16	3
\$850,001 and up	36	10.26%	83.6	2	10	17	7
Total Active Inventory by Units			351	68	174	92	17
Total Active Inventory by Volume			162,457,497	16.06M	68.25M	51.16M	26.98M
Average Active Inventory Listing Price			\$462,842	\$236,198	\$392,240	\$556,121	\$1,587,241

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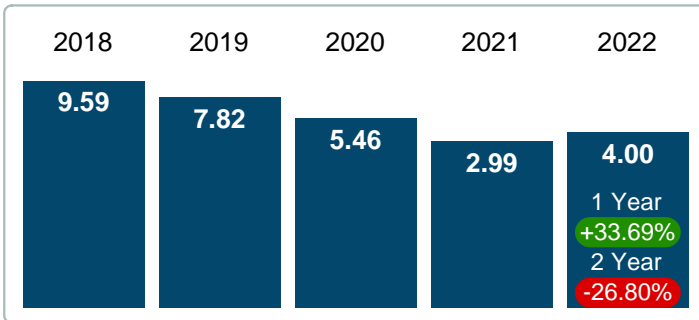
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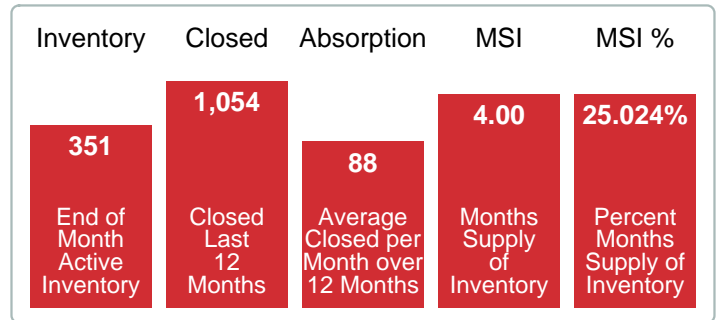
MONTHS SUPPLY of INVENTORY (MSI)

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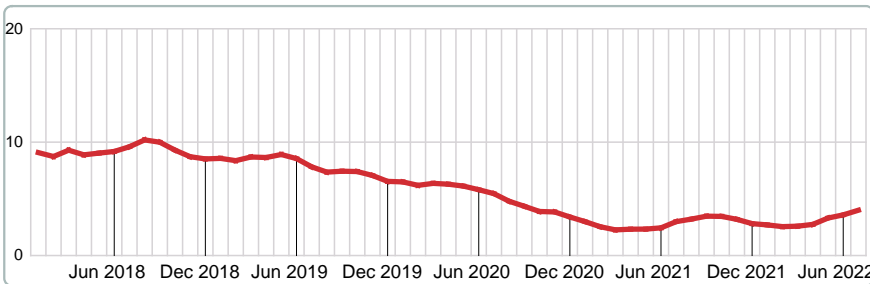
MSI FOR JULY



INDICATORS FOR JULY 2022



5 YEAR MARKET ACTIVITY TRENDS

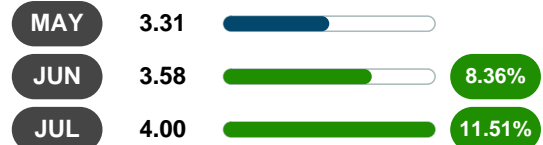


3 MONTHS

5 year JUL AVG = 5.97

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at **4.00**
below the 5 yr JUL 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	21	5.98%	2.38	2.45	2.12	6.00	0.00
\$50,001 - \$125,000	57	16.24%	2.38	3.24	2.00	2.25	0.00
\$125,001 - \$150,000	30	8.55%	3.56	1.85	3.33	6.86	0.00
\$150,001 - \$250,000	97	27.64%	4.41	11.43	3.53	4.71	3.43
\$250,001 - \$375,000	66	18.80%	5.18	9.00	4.18	6.40	5.45
\$375,001 - \$850,000	44	12.54%	4.09	4.36	3.50	5.49	3.27
\$850,001 and up	36	10.26%	30.86	0.00	30.00	29.14	28.00
Market Supply of Inventory (MSI)			4.00	4.27	3.22	6.24	5.37
Total Active Inventory by Units		100%	4.00	68	174	92	17

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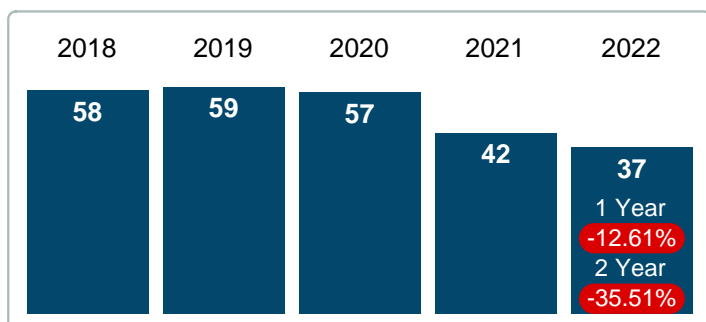
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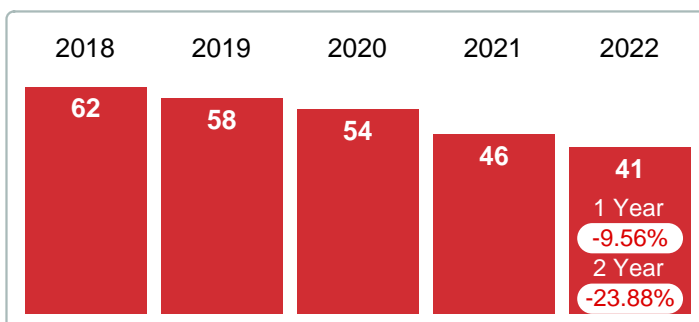
AVERAGE DAYS ON MARKET TO SALE

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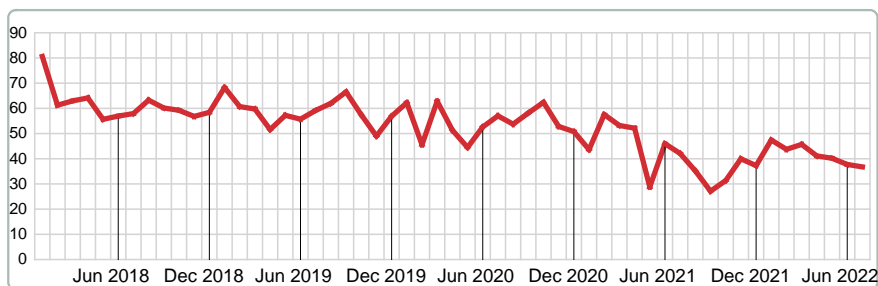
JULY



YEAR TO DATE (YTD)

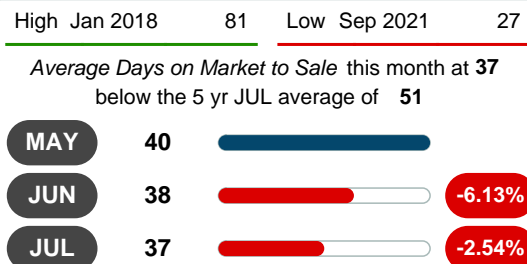


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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
\$75,000 and less	8.57%	58	130	42	0	8
\$75,001 - \$100,000	9.52%	44	31	56	0	0
\$100,001 - \$150,000	20.00%	20	7	20	12	68
\$150,001 - \$225,000	24.76%	39	36	35	52	0
\$225,001 - \$325,000	16.19%	52	45	31	88	34
\$325,001 - \$525,000	11.43%	17	1	17	27	8
\$525,001 and up	9.52%	36	27	38	49	22
Average Closed DOM		37	38	32	57	28
Total Closed Units	100%	37	17	65	18	5
Total Closed Volume		25,668,800	3.26M	14.87M	6.08M	1.47M

July 2022



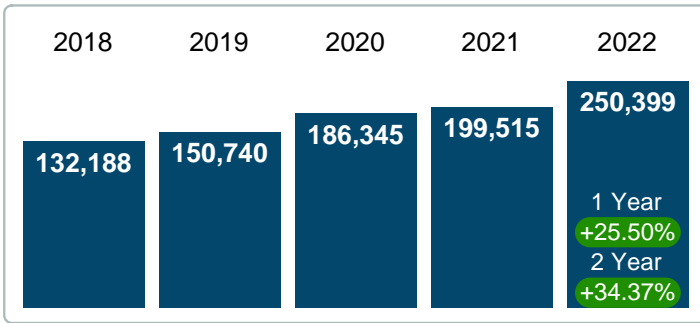
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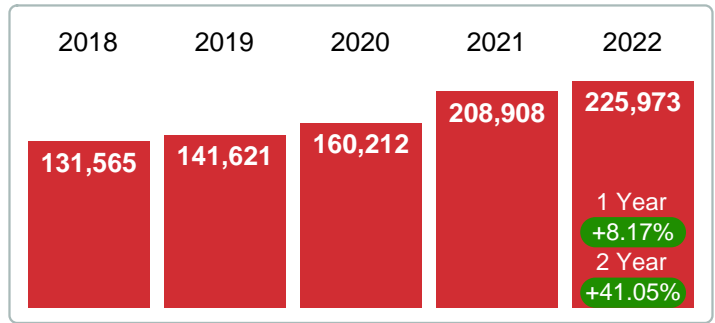
AVERAGE LIST PRICE AT CLOSING

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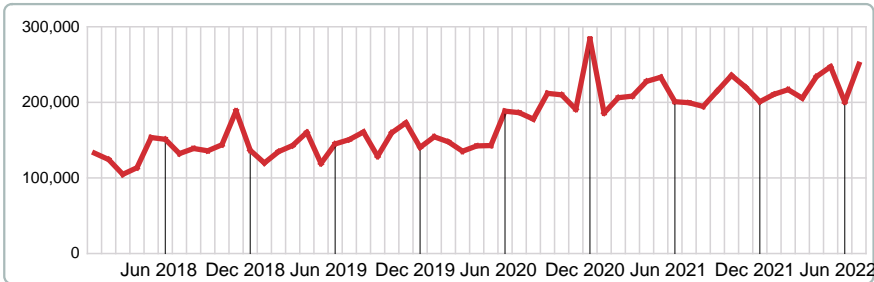
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 183,837

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

Average List Price at Closing this month at **250,399** above the 5 yr JUL average of **183,837**



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	
\$75,000 and less	8	7.62%	43,313	59,250	48,817	0 15,000	
\$75,001 - \$100,000	12	11.43%	93,450	97,940	98,380	0 0	
\$100,001 - \$150,000	19	18.10%	132,363	122,967	133,181	155,000 135,000	
\$150,001 - \$225,000	24	22.86%	182,296	199,600	190,153	196,250 0	
\$225,001 - \$325,000	19	18.10%	273,253	279,000	276,044	310,750 349,500	
\$325,001 - \$525,000	13	12.38%	374,859	350,000	370,553	453,300 385,000	
\$525,001 and up	10	9.52%	786,900	649,500	850,000	625,000 620,000	
Average List Price		250,399		206,112	238,101	322,606	300,900
Total Closed Units		105	100%	250,399	17	65	18 5
Total Closed Volume		26,291,867			3.50M	15.48M	5.81M 1.50M

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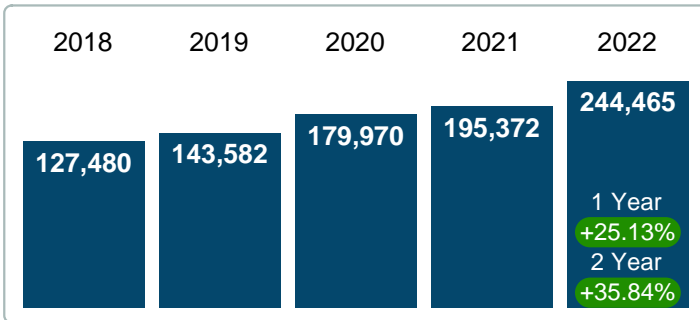
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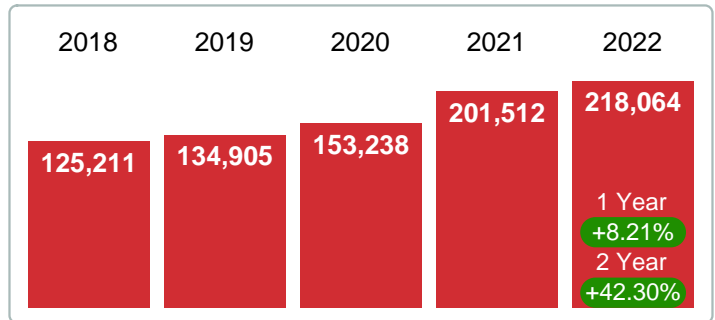
AVERAGE SOLD PRICE AT CLOSING

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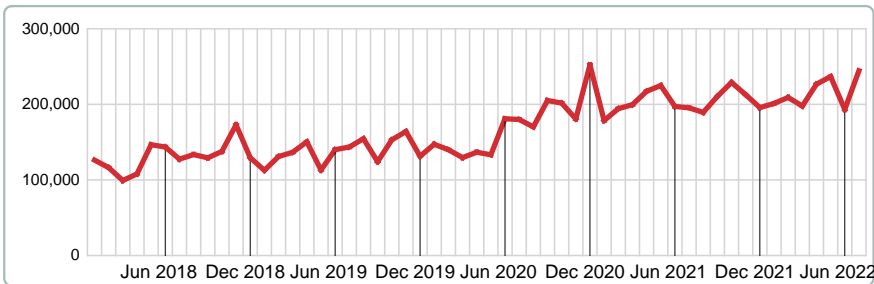
JULY



YEAR TO DATE (YTD)

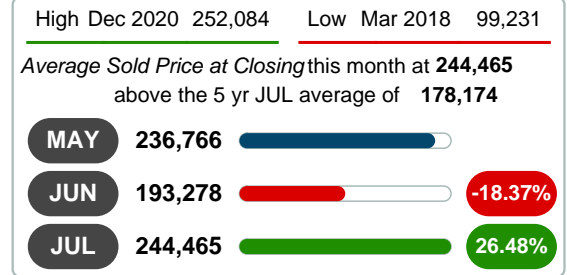


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 178,174



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
\$75,000 and less	9	8.57%	43,778	55,500	44,667	0 15,000
\$75,001 - \$100,000	10	9.52%	90,790	90,580	91,000	0 0
\$100,001 - \$150,000	21	20.00%	129,248	120,833	129,325	147,500 135,000
\$150,001 - \$225,000	26	24.76%	186,577	194,967	184,982	186,900 0
\$225,001 - \$325,000	17	16.19%	279,894	279,000	263,589	297,817 320,000
\$325,001 - \$525,000	12	11.43%	388,208	350,000	373,857	435,500 385,000
\$525,001 and up	10	9.52%	738,500	557,500	788,000	860,000 610,000
Average Sold Price			244,465	191,488	228,711	337,906 293,000
Total Closed Units			105	17	65	18 5
Total Closed Volume			25,668,800	3.26M	14.87M	6.08M 1.47M

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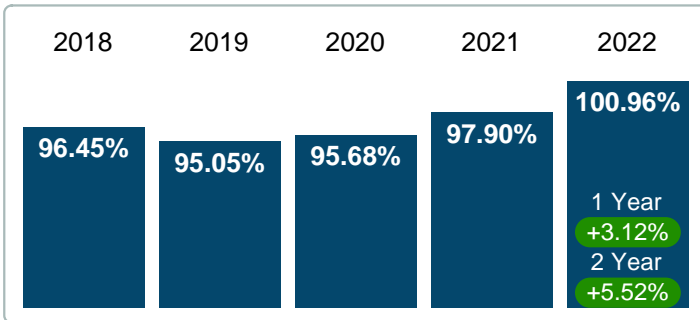
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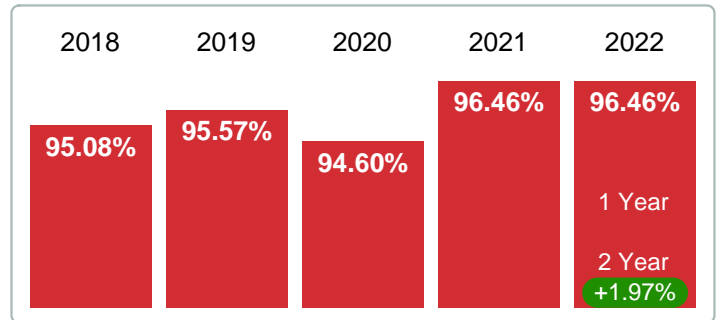
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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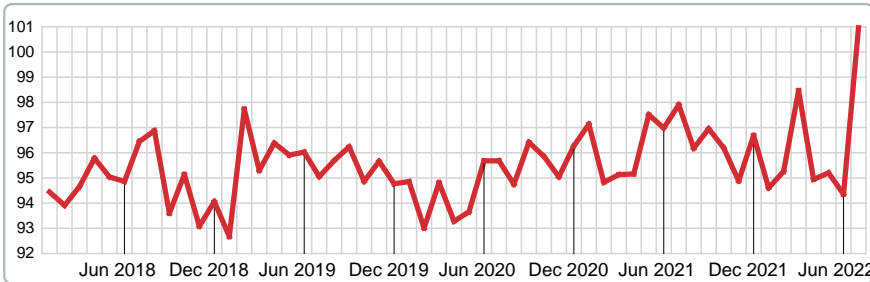
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

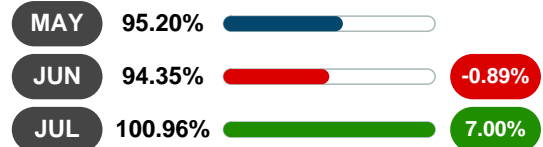


3 MONTHS

5 year JUL AVG = 97.21%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **100.96%** above the 5 yr JUL average of **97.21%**



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
\$75,000 and less	9	8.57%	89.93%	92.02%	87.55%	0.00%	100.00%
\$75,001 - \$100,000	10	9.52%	93.24%	93.44%	93.04%	0.00%	0.00%
\$100,001 - \$150,000	21	20.00%	97.76%	98.99%	97.55%	95.16%	100.00%
\$150,001 - \$225,000	26	24.76%	97.13%	97.93%	97.57%	95.47%	0.00%
\$225,001 - \$325,000	17	16.19%	95.82%	100.00%	95.59%	96.19%	91.56%
\$325,001 - \$525,000	12	11.43%	99.67%	100.00%	101.06%	96.20%	100.00%
\$525,001 and up	10	9.52%	145.59%	86.25%	93.87%	357.83%	98.39%
Average Sold/List Ratio		101.00%		94.97%	96.11%	124.97%	97.99%
Total Closed Units		105	100%	17	65	18	5
Total Closed Volume		25,668,800		3.26M	14.87M	6.08M	1.47M

July 2022



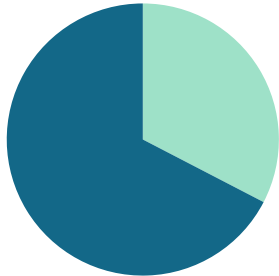
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

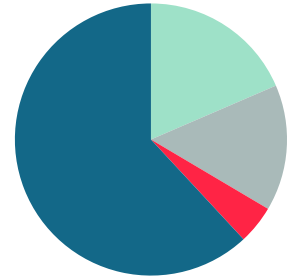


Inventory
 New Listings
150 = 32.61%
 Start Inventory
310
 Total Inventory Units
460
 Volume
\$190,741,193

Market Activity

Closed Sales
105 = 18.52%
 Pending Sales
85 = 14.99%
 Other Off Market
26 = 4.59%
 Active Inventory
351 = 61.90%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	89	105	17.98%	600	579	-3.50%
Pending Sales	88	85	-3.41%	649	590	-9.09%
New Listings	152	150	-1.32%	815	878	7.73%
Average List Price	199,515	250,399	25.50%	208,908	225,973	8.17%
Average Sale Price	195,372	244,465	25.13%	201,512	218,064	8.21%
Average Percent of Selling Price to List Price	97.90%	100.96%	3.12%	96.46%	96.46%	0.00%
Average Days on Market to Sale	42.08	36.77	-12.61%	45.75	41.38	-9.56%
Monthly Inventory	274	351	28.10%	274	351	28.10%
Months Supply of Inventory	3.00	4.00	33.21%	3.00	4.00	33.21%

Absorption: Last 12 months, an Average of **88** Sales/Month

Inventory on July 31, 2022 = **351**

2021 **2022**

JULY MARKET

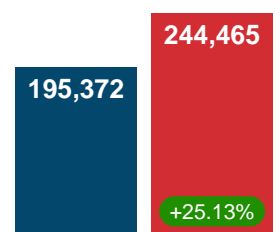
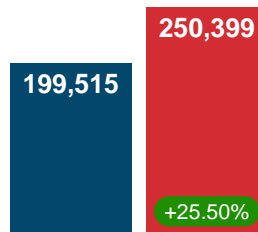
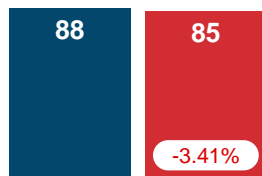
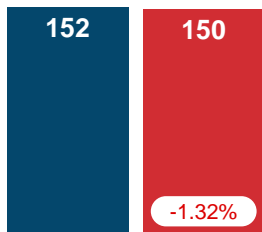
AVERAGE PRICES

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

