

June 2022



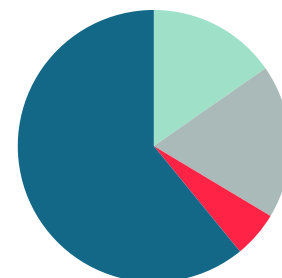
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	114	78	-31.58%
Pending Listings	101	93	-7.92%
New Listings	139	134	-3.60%
Average List Price	200,861	200,565	-0.15%
Average Sale Price	197,229	193,278	-2.00%
Average Percent of Selling Price to List Price	96.98%	94.35%	-2.71%
Average Days on Market to Sale	45.96	37.73	-17.91%
End of Month Inventory	229	310	35.37%
Months Supply of Inventory	2.45	3.58	46.20%



■ Closed (15.32%)
■ Pending (18.27%)
■ Other OffMarket (5.50%)
■ Active (60.90%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of June 30, 2022 = **310**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2022 rose **35.37%** to 310 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 **3.58** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.00%** in June 2022 to \$193,278 versus the previous year at \$197,229.

Average Days on Market Shortens

The average number of **37.73** days that homes spent on the market before selling decreased by 8.23 days or **17.91%** in June 2022 compared to last year's same month at **45.96** DOM.

Sales Success for June 2022 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 134 New Listings in June 2022, down **3.60%** from last year at 139. Furthermore, there were 78 Closed Listings this month versus last year at 114, a **-31.58%** decrease.

Closed versus Listed trends yielded a **58.2%** ratio, down from previous year's, June 2021, at **82.0%**, a **29.03%** downswing. This will certainly create pressure on an increasing Monthly 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

June 2022



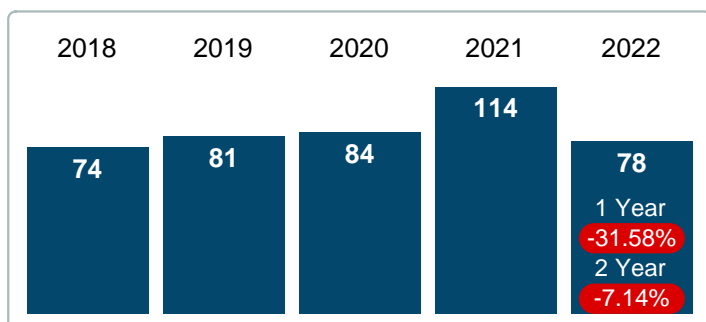
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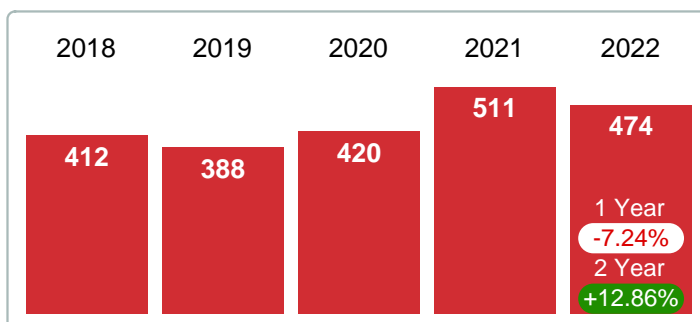
CLOSED LISTINGS

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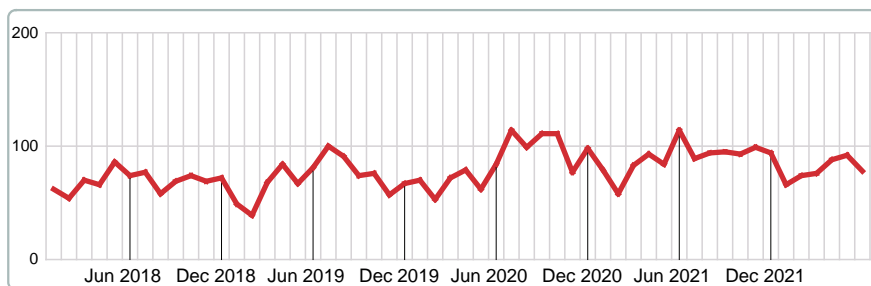
JUNE



YEAR TO DATE (YTD)

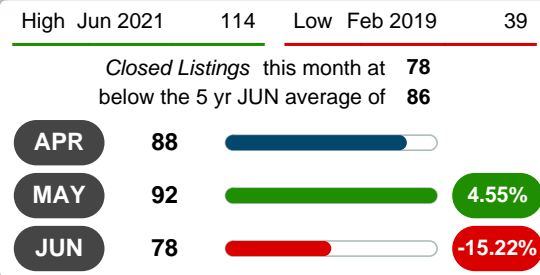


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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
\$25,000 and less	2	2.56%	49.0	0	1	1	0
\$25,001 - \$50,000	6	7.69%	32.3	5	1	0	0
\$50,001 - \$100,000	15	19.23%	47.1	5	10	0	0
\$100,001 - \$175,000	21	26.92%	38.0	5	15	1	0
\$175,001 - \$225,000	12	15.38%	22.2	2	6	4	0
\$225,001 - \$350,000	13	16.67%	44.2	1	9	1	2
\$350,001 and up	9	11.54%	34.0	0	5	3	1
Total Closed Units	78			18	47	10	3
Total Closed Volume	15,075,665	100%	37.7	1.82M	9.36M	2.88M	1.02M
Average Closed Price	\$193,278			\$100,911	\$199,236	\$287,820	\$339,000

June 2022



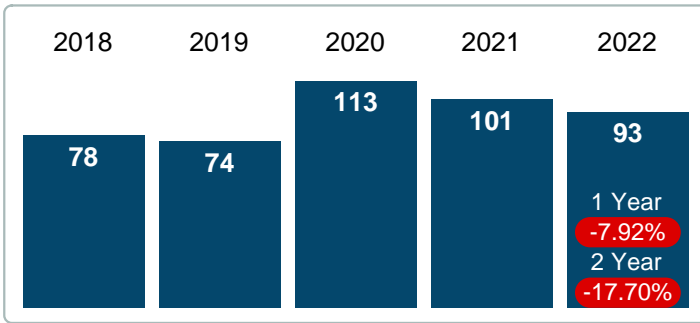
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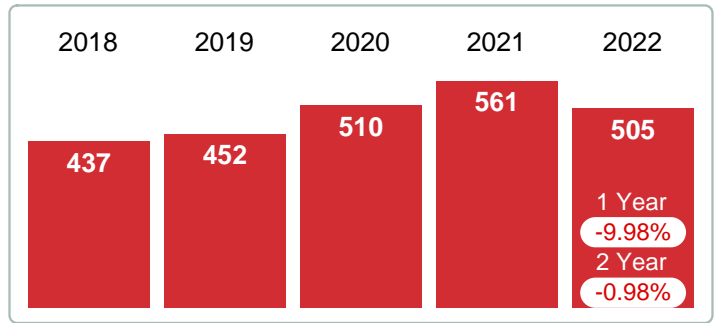
PENDING LISTINGS

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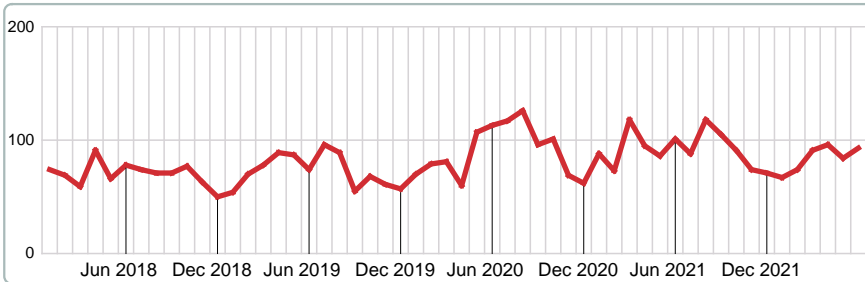
JUNE



YEAR TO DATE (YTD)

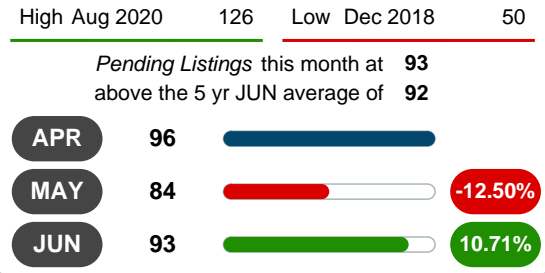


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	8.60%	41.5	4	3	0	1
\$50,001 - \$75,000	8	8.60%	62.5	4	4	0	0
\$75,001 - \$125,000	16	17.20%	39.7	6	8	2	0
\$125,001 - \$225,000	23	24.73%	33.8	3	15	4	1
\$225,001 - \$275,000	14	15.05%	21.7	1	9	4	0
\$275,001 - \$400,000	14	15.05%	38.9	2	7	4	1
\$400,001 and up	10	10.75%	42.9	0	6	3	1
Total Pending Units	93			20	52	17	4
Total Pending Volume	22,349,299	100%	34.3	2.50M	13.37M	5.33M	1.16M
Average Listing Price	\$242,329			\$124,830	\$257,110	\$313,412	\$288,750

June 2022



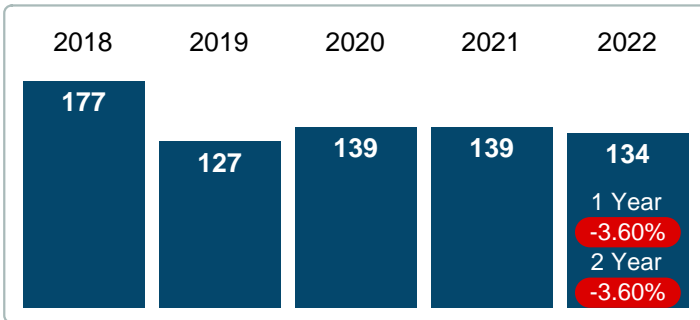
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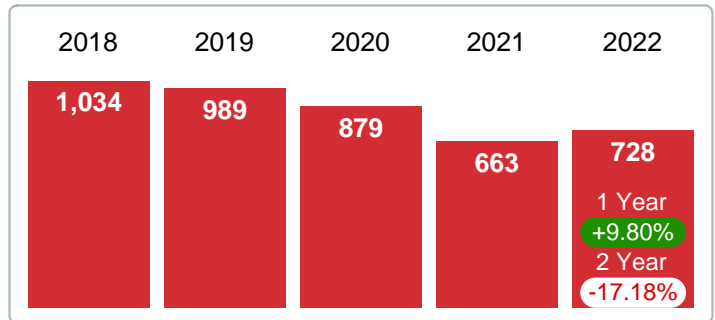
NEW LISTINGS

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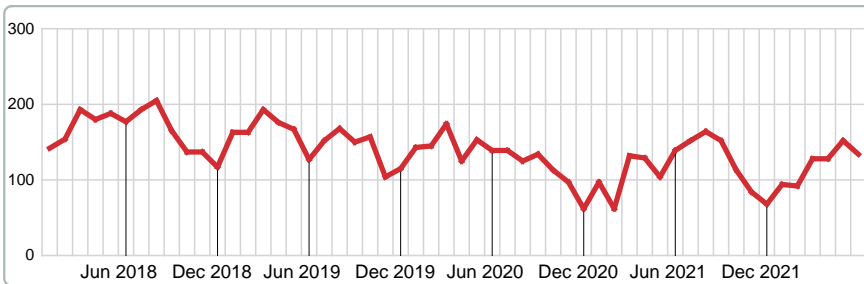
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

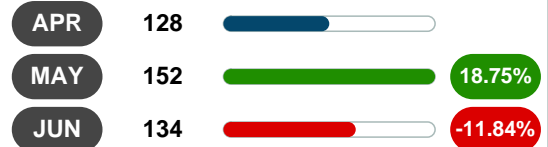


3 MONTHS

5 year JUN AVG = 143

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 134
below the 5 yr JUN average of 143



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	11	8.21%	9	0	1	1
\$50,001 - \$100,000	17	12.69%	7	9	1	0
\$100,001 - \$150,000	21	15.67%	6	13	2	0
\$150,001 - \$225,000	28	20.90%	7	17	4	0
\$225,001 - \$325,000	25	18.66%	3	12	8	2
\$325,001 - \$475,000	17	12.69%	2	8	6	1
\$475,001 and up	15	11.19%	1	7	5	2
Total New Listed Units	134		35	66	27	6
Total New Listed Volume	36,722,900	100%	5.03M	16.88M	11.51M	3.30M
Average New Listed Listing Price	\$244,527		\$143,806	\$255,806	\$426,204	\$549,833

June 2022



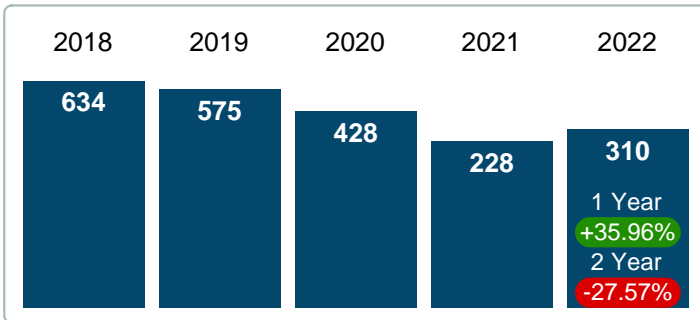
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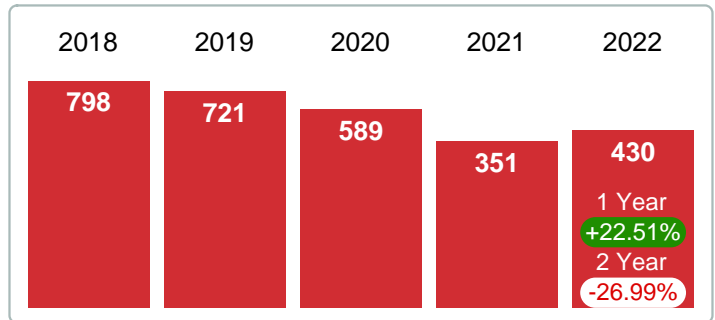
ACTIVE INVENTORY

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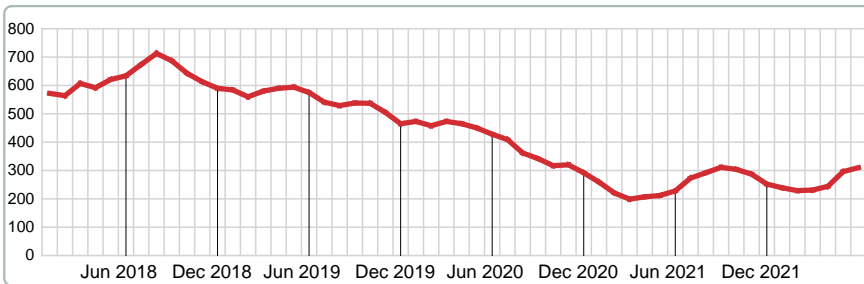
END OF JUNE



ACTIVE DURING JUNE

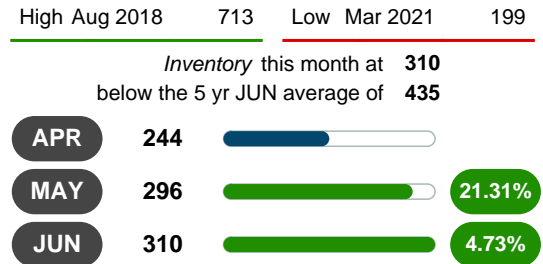


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 435



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	19	6.13%	56.6	10	7	2	0
\$50,001 - \$100,000	40	12.90%	71.8	12	27	1	0
\$100,001 - \$150,000	43	13.87%	70.8	9	29	5	0
\$150,001 - \$250,000	82	26.45%	64.2	14	49	19	0
\$250,001 - \$375,000	51	16.45%	60.8	3	23	19	6
\$375,001 - \$850,000	45	14.52%	89.5	5	22	15	3
\$850,001 and up	30	9.68%	78.1	1	9	14	6
Total Active Inventory by Units	310			54	166	75	15
Total Active Inventory by Volume	141,962,296	100%	70.1	11.45M	65.85M	39.81M	24.85M
Average Active Inventory Listing Price	\$457,943			\$212,094	\$396,704	\$530,783	\$1,656,513

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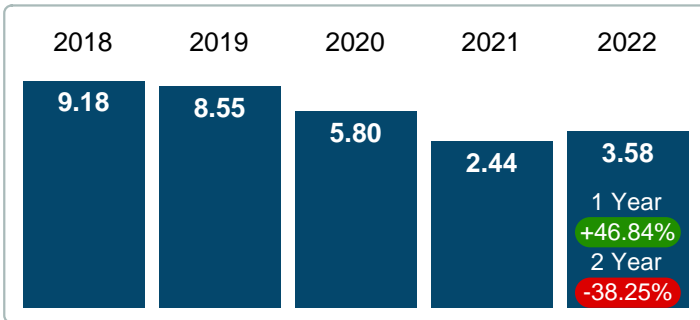
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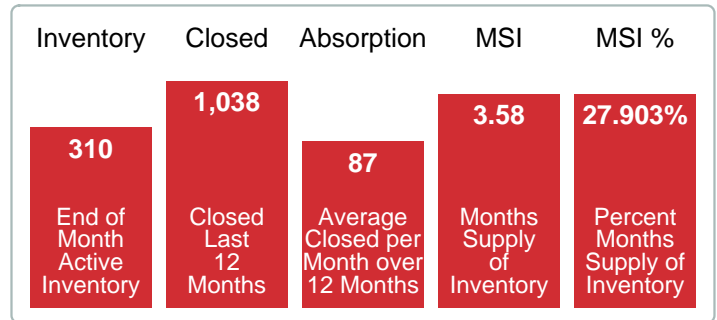
MONTHS SUPPLY of INVENTORY (MSI)

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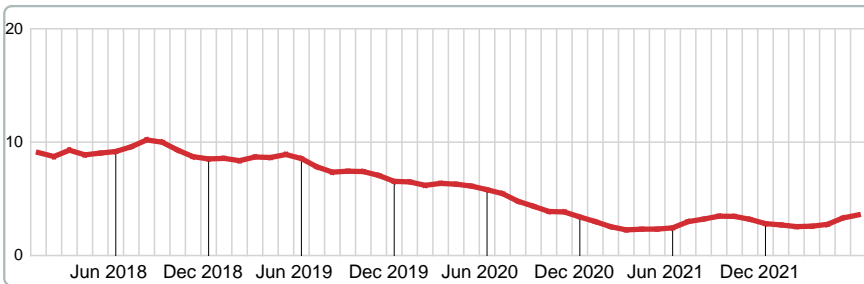
MSI FOR JUNE



INDICATORS FOR JUNE 2022



5 YEAR MARKET ACTIVITY TRENDS

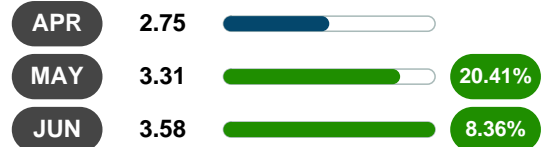


3 MONTHS

5 year JUN AVG = 5.91

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at **3.58**
below the 5 yr JUN average of **5.91**



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	19	6.13%	2.11	2.31	1.68	4.80	0.00
\$50,001 - \$100,000	40	12.90%	2.44	2.03	2.92	0.92	0.00
\$100,001 - \$150,000	43	13.87%	2.61	3.48	2.37	3.16	0.00
\$150,001 - \$250,000	82	26.45%	3.86	8.84	3.42	4.00	0.00
\$250,001 - \$375,000	51	16.45%	4.34	6.00	3.37	5.43	6.55
\$375,001 - \$850,000	45	14.52%	4.22	6.00	3.72	5.14	3.00
\$850,001 and up	30	9.68%	32.73	0.00	54.00	28.00	24.00
Market Supply of Inventory (MSI)			3.58	3.43	3.14	5.08	4.86
Total Active Inventory by Units		100%	310	54	166	75	15

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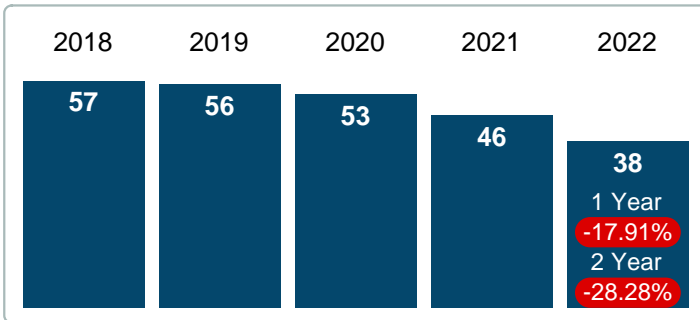
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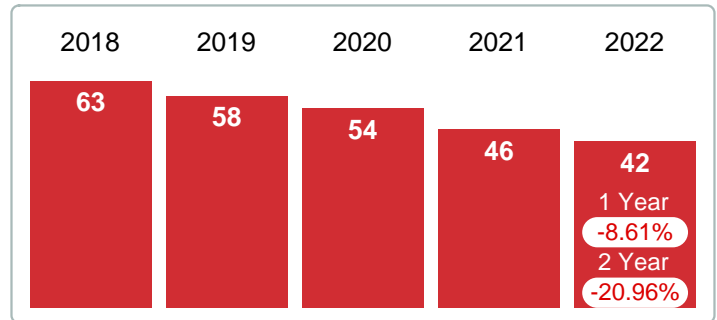
AVERAGE DAYS ON MARKET TO SALE

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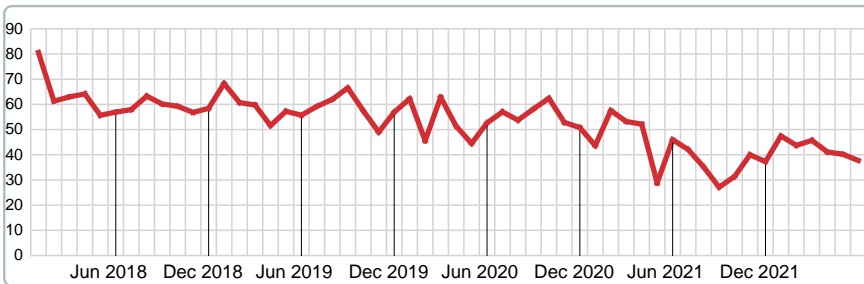
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

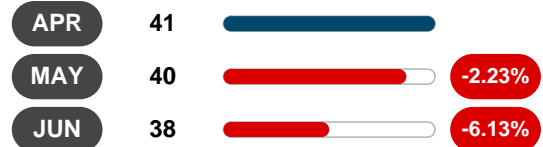


3 MONTHS

5 year JUN AVG = 50

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 38 below the 5 yr JUN 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
\$25,000 and less	2.56%	49	0	93	5	0
\$25,001 - \$50,000	7.69%	32	24	73	0	0
\$50,001 - \$100,000	19.23%	47	37	52	0	0
\$100,001 - \$175,000	26.92%	38	11	45	75	0
\$175,001 - \$225,000	15.38%	22	5	38	7	0
\$225,001 - \$350,000	16.67%	44	21	45	14	68
\$350,001 and up	11.54%	34	0	29	49	13
Average Closed DOM		38				
Total Closed Units	100%	38	18	47	10	3
Total Closed Volume		15,075,665	1.82M	9.36M	2.88M	1.02M

June 2022



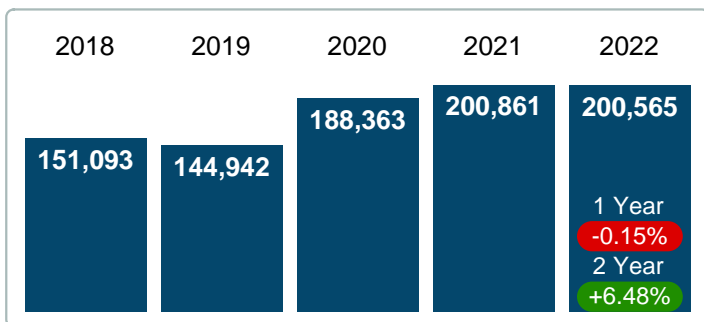
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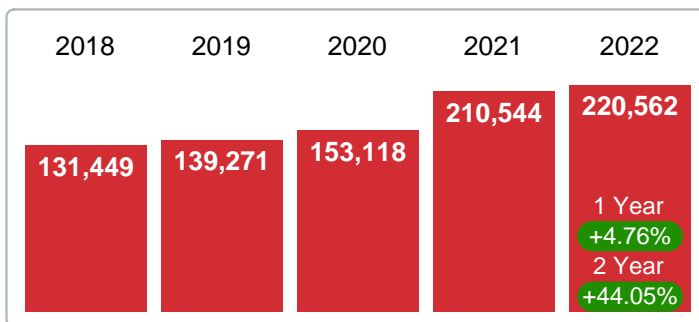
AVERAGE LIST PRICE AT CLOSING

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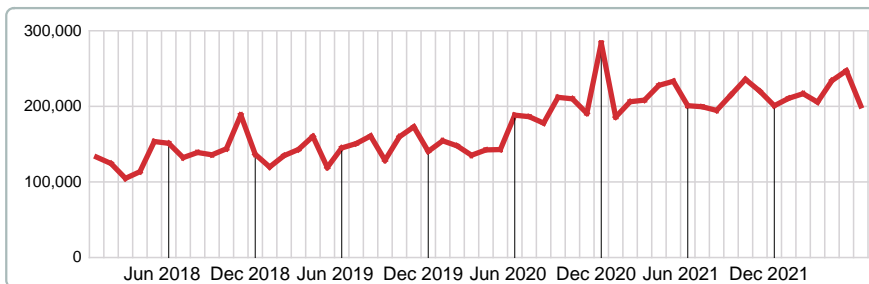
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

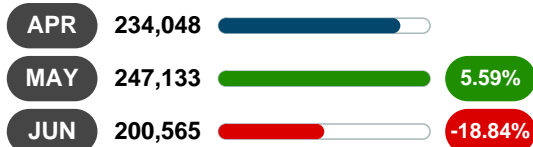


3 MONTHS

5 year JUN AVG = 177,165

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

Average List Price at Closing this month at **200,565** above the 5 yr JUN average of **177,165**



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	2	2.56%	18,500	0	22,000	15,000	0
\$25,001 - \$50,000	5	6.41%	42,380	44,400	49,900	0	0
\$50,001 - \$100,000	15	19.23%	74,826	78,378	79,550	0	0
\$100,001 - \$175,000	20	25.64%	137,740	134,980	147,693	139,500	0
\$175,001 - \$225,000	11	14.10%	200,791	207,500	204,133	215,475	0
\$225,001 - \$350,000	16	20.51%	261,860	240,000	269,756	229,000	299,976
\$350,001 and up	9	11.54%	568,832	0	606,938	544,933	450,000
Average List Price			200,565	107,988	207,874	288,020	349,984
Total Closed Units		100%	200,565	18	47	10	3
Total Closed Volume				1.94M	9.77M	2.88M	1.05M

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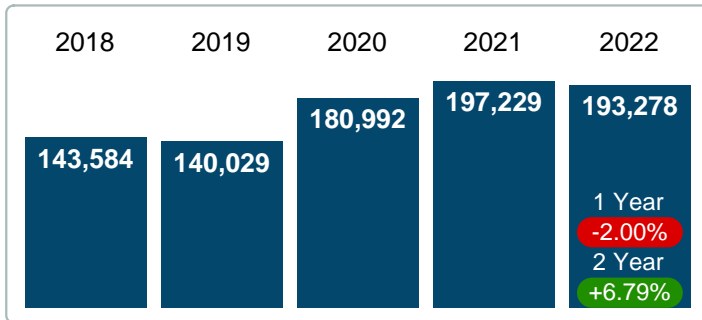
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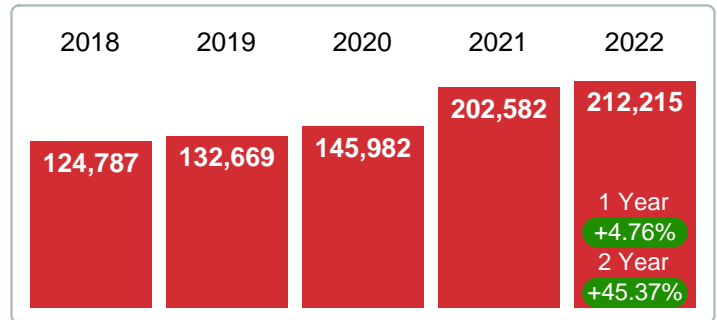
AVERAGE SOLD PRICE AT CLOSING

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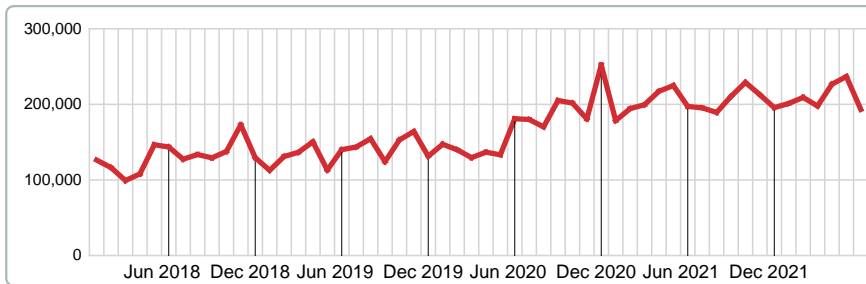
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

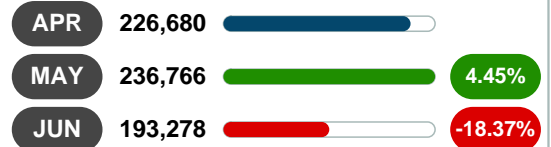


3 MONTHS

5 year JUN AVG = 171,023

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

Average Sold Price at Closing this month at **193,278** above the 5 yr JUN average of **171,023**



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	2	2.56%	15,500	0	16,000	15,000	0
\$25,001 - \$50,000	6	7.69%	35,667	33,800	45,000	0	0
\$50,001 - \$100,000	15	19.23%	71,959	72,298	71,790	0	0
\$100,001 - \$175,000	21	26.92%	136,594	127,180	139,538	139,500	0
\$175,001 - \$225,000	12	15.38%	201,383	205,000	196,317	207,175	0
\$225,001 - \$350,000	13	16.67%	264,362	240,000	264,078	235,000	292,500
\$350,001 and up	9	11.54%	558,833	0	587,500	553,333	432,000
Average Sold Price			193,278	100,911	199,236	287,820	339,000
Total Closed Units		100%	193,278	18	47	10	3
Total Closed Volume			15,075,665	1.82M	9.36M	2.88M	1.02M

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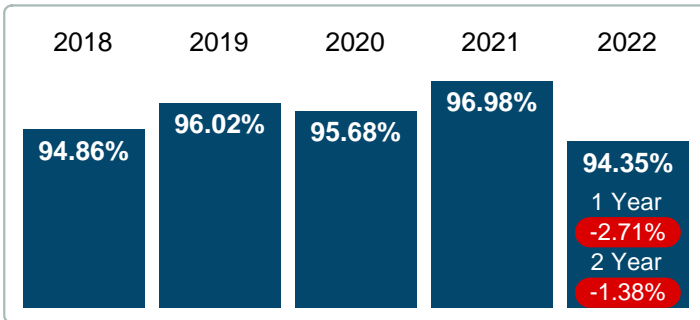
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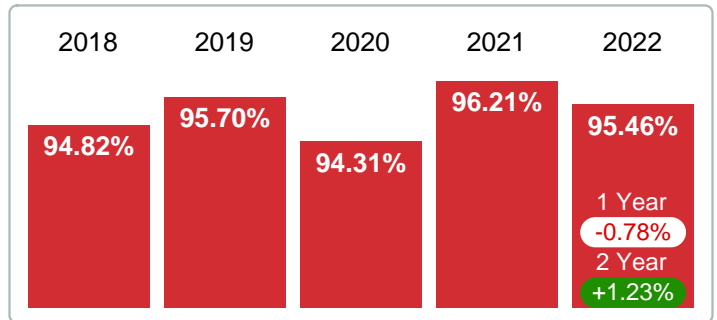
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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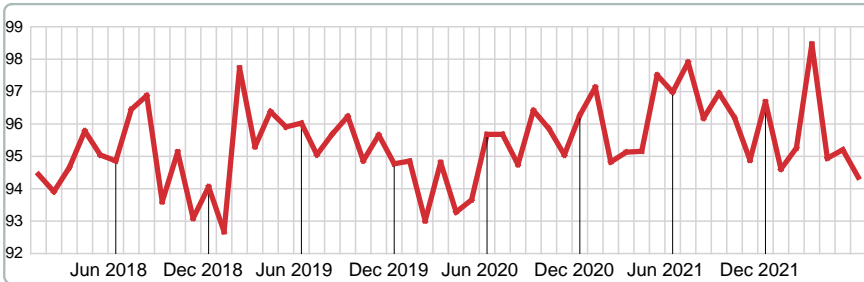
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

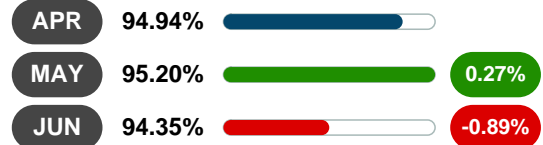


3 MONTHS

5 year JUN AVG = 95.58%

High Mar 2022 98.47% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **94.35%** below the 5 yr JUN average of **95.58%**



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	2	2.56%	86.36%	0.00%	72.73%	100.00%	0.00%
\$25,001 - \$50,000	6	7.69%	80.22%	78.22%	90.18%	0.00%	0.00%
\$50,001 - \$100,000	15	19.23%	91.72%	92.16%	91.50%	0.00%	0.00%
\$100,001 - \$175,000	21	26.92%	95.38%	95.43%	95.06%	100.00%	0.00%
\$175,001 - \$225,000	12	15.38%	96.81%	98.72%	96.49%	96.34%	0.00%
\$225,001 - \$350,000	13	16.67%	98.67%	100.00%	98.18%	102.62%	98.26%
\$350,001 and up	9	11.54%	98.03%	0.00%	96.24%	101.70%	96.00%
Average Sold/List Ratio		94.40%		90.36%	94.63%	99.31%	97.50%
Total Closed Units		78	100%	18	47	10	3
Total Closed Volume		15,075,665		1.82M	9.36M	2.88M	1.02M

June 2022



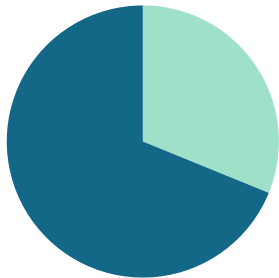
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

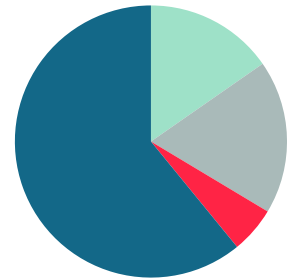


Inventory
 New Listings
134 = 31.16%
 Start Inventory
296
 Total Inventory Units
430
 Volume
\$179,979,494

Market Activity

Closed Sales
78 = 15.32%
 Pending Sales
93 = 18.27%
 Other Off Market
28 = 5.50%
 Active Inventory
310 = 60.90%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	114	78	-31.58%	511	474	-7.24%
Pending Sales	101	93	-7.92%	561	505	-9.98%
New Listings	139	134	-3.60%	663	728	9.80%
Average List Price	200,861	200,565	-0.15%	210,544	220,562	4.76%
Average Sale Price	197,229	193,278	-2.00%	202,582	212,215	4.76%
Average Percent of Selling Price to List Price	96.98%	94.35%	-2.71%	96.21%	95.46%	-0.78%
Average Days on Market to Sale	45.96	37.73	-17.91%	46.39	42.40	-8.61%
Monthly Inventory	229	310	35.37%	229	310	35.37%
Months Supply of Inventory	2.45	3.58	46.20%	2.45	3.58	46.20%

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

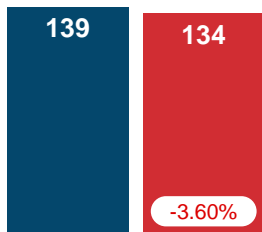
Inventory on June 30, 2022 = **310**

2021 **2022**

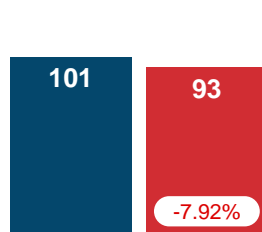
JUNE MARKET

AVERAGE PRICES

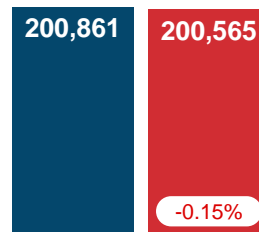
New Listings



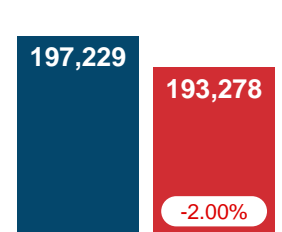
Pending Listings



List Price



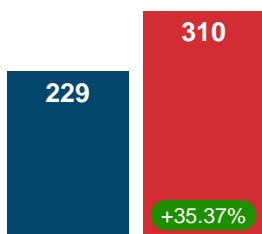
Sale Price



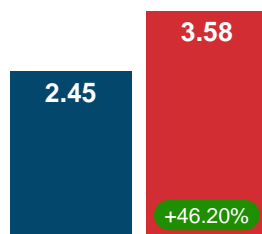
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

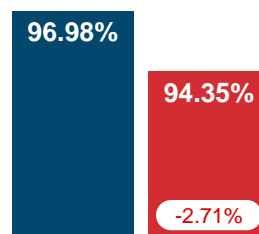
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

