

March 2022



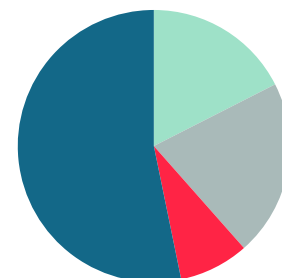
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	83	76	-8.43%
Pending Listings	118	91	-22.88%
New Listings	132	128	-3.03%
Average List Price	208,239	205,606	-1.26%
Average Sale Price	199,572	197,780	-0.90%
Average Percent of Selling Price to List Price	95.13%	98.47%	3.51%
Average Days on Market to Sale	53.20	45.68	-14.14%
End of Month Inventory	200	231	15.50%
Months Supply of Inventory	2.27	2.59	13.77%



■ Closed (17.51%)
■ Pending (20.97%)
■ Other OffMarket (8.29%)
■ Active (53.23%)

Absorption: Last 12 months, an Average of **89** Sales/Month
Active Inventory as of March 31, 2022 = **231**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2022 rose **15.50%** to 231 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 **2.59** 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 **0.90%** in March 2022 to \$197,780 versus the previous year at \$199,572.

Average Days on Market Shortens

The average number of **45.68** days that homes spent on the market before selling decreased by 7.52 days or **14.14%** in March 2022 compared to last year's same month at **53.20** DOM.

Sales Success for March 2022 is Positive

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

There were 128 New Listings in March 2022, down **3.03%** from last year at 132. Furthermore, there were 76 Closed Listings this month versus last year at 83, a **-8.43%** decrease.

Closed versus Listed trends yielded a **59.4%** ratio, down from previous year's, March 2021, at **62.9%**, a **5.57%** 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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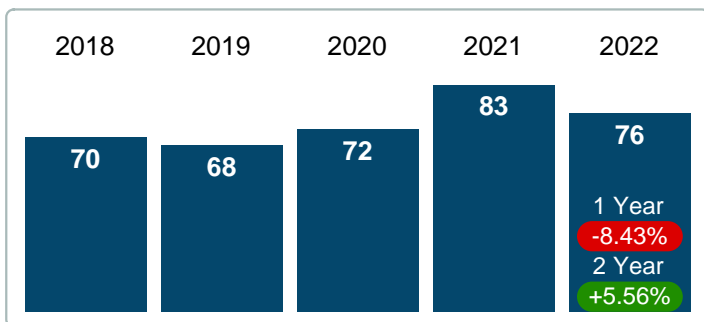
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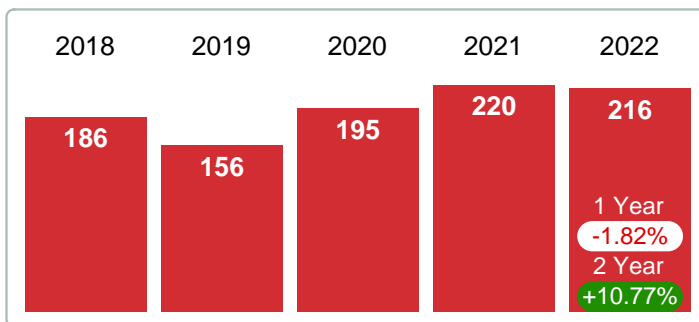
CLOSED LISTINGS

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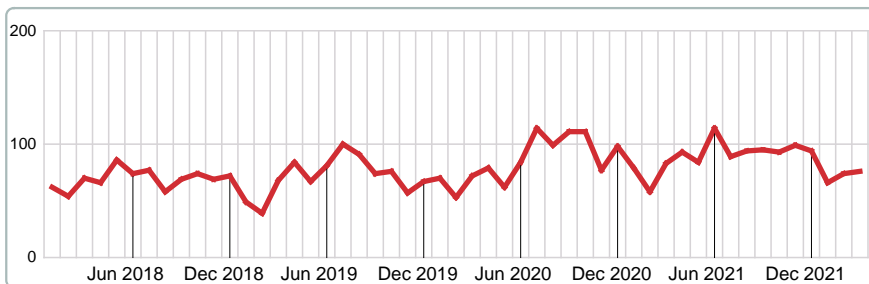
MARCH



YEAR TO DATE (YTD)

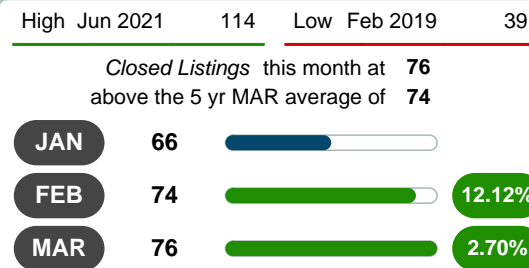


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 74



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	2.63%	15.0	2	0	0	0
\$25,001 - \$50,000	11	14.47%	51.0	7	4	0	0
\$50,001 - \$100,000	13	17.11%	51.3	5	6	2	0
\$100,001 - \$200,000	19	25.00%	43.6	4	11	2	2
\$200,001 - \$275,000	13	17.11%	36.5	0	10	2	1
\$275,001 - \$375,000	8	10.53%	66.6	0	6	1	1
\$375,001 and up	10	13.16%	37.8	1	5	3	1
Total Closed Units	76			19	42	10	5
Total Closed Volume	15,031,290	100%	45.7	1.60M	9.01M	2.36M	2.06M
Average Closed Price	\$197,780			\$84,053	\$214,589	\$235,664	\$412,980

March 2022



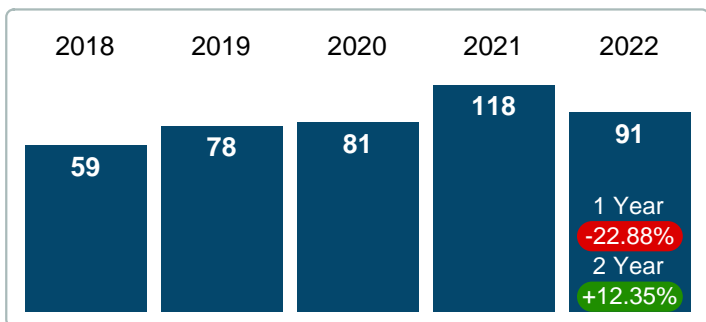
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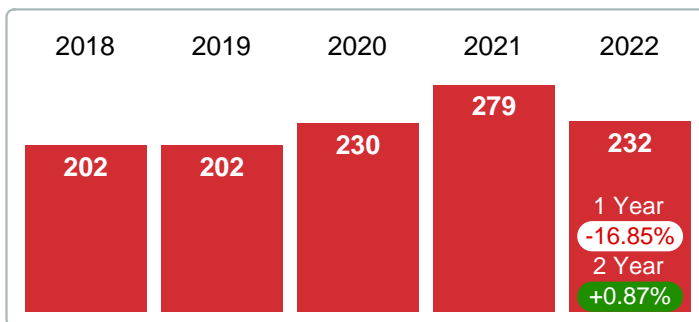
PENDING LISTINGS

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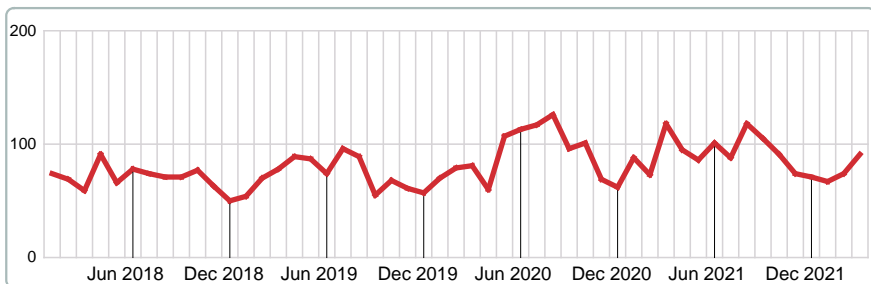
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

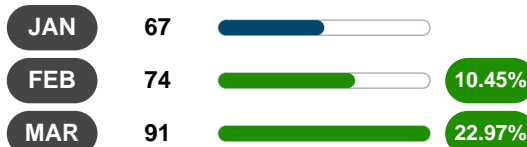


3 MONTHS

5 year MAR AVG = 85

High Aug 2020 126 Low Dec 2018 50

Pending Listings this month at 91 above the 5 yr MAR average of 85



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	9	9.89%	59.0	3	5	1	0
\$50,001 - \$75,000	8	8.79%	41.6	3	4	0	1
\$75,001 - \$125,000	15	16.48%	54.5	7	7	1	0
\$125,001 - \$225,000	24	26.37%	45.9	2	19	3	0
\$225,001 - \$300,000	13	14.29%	77.0	1	10	2	0
\$300,001 - \$475,000	12	13.19%	31.9	0	8	2	2
\$475,001 and up	10	10.99%	25.9	1	4	4	1
Total Pending Units	91			17	57	13	4
Total Pending Volume	20,906,399	100%	48.2	2.19M	12.24M	4.82M	1.66M
Average Listing Price	\$231,704			\$128,959	\$214,767	\$370,423	\$414,225

March 2022



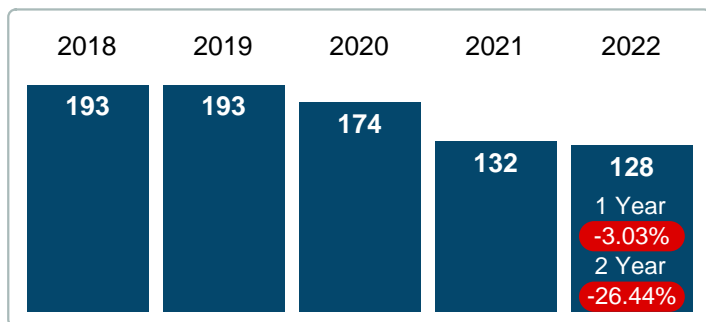
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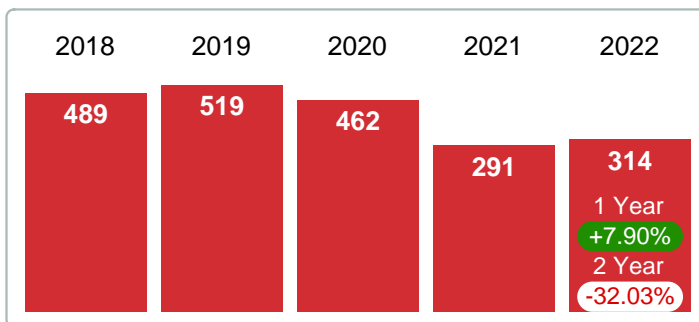
NEW LISTINGS

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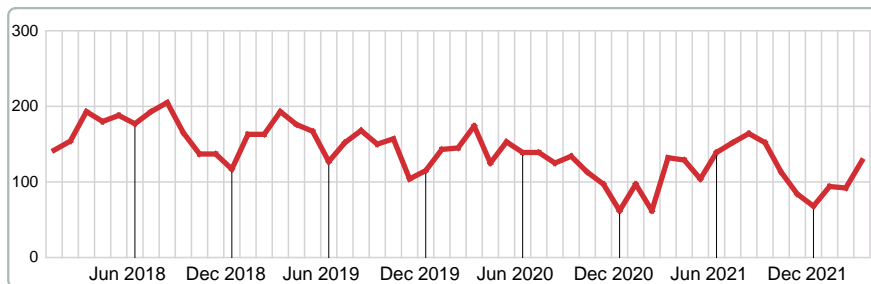
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 164

High Aug 2018 205 | Low Feb 2021 62

New Listings this month at **128**
 below the 5 yr MAR average of **164**



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	10	7.81%	6	2	1	1
\$75,001 - \$100,000	11	8.59%	5	6	0	0
\$100,001 - \$150,000	21	16.41%	4	14	2	1
\$150,001 - \$275,000	40	31.25%	6	25	7	2
\$275,001 - \$375,000	17	13.28%	2	8	6	1
\$375,001 - \$675,000	17	13.28%	1	11	4	1
\$675,001 and up	12	9.38%	1	5	5	1
Total New Listed Units	128		25	71	25	7
Total New Listed Volume	40,647,450	100%	4.58M	19.92M	10.91M	5.23M
Average New Listed Listing Price	\$281,210		\$183,236	\$280,613	\$436,572	\$746,957

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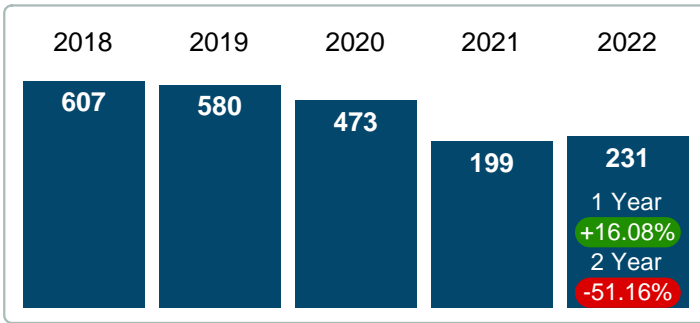
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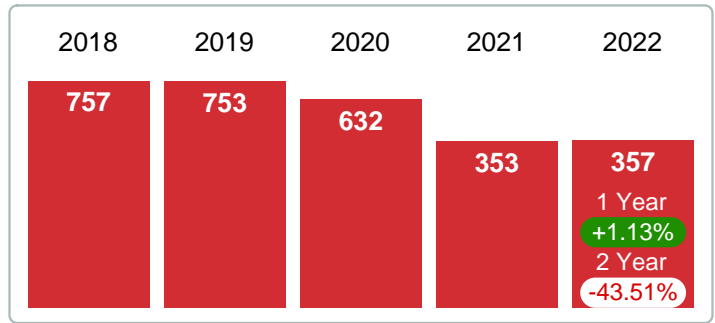
ACTIVE INVENTORY

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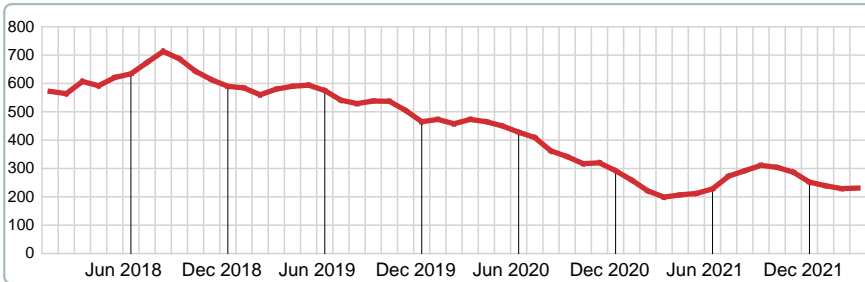
END OF MARCH



ACTIVE DURING MARCH

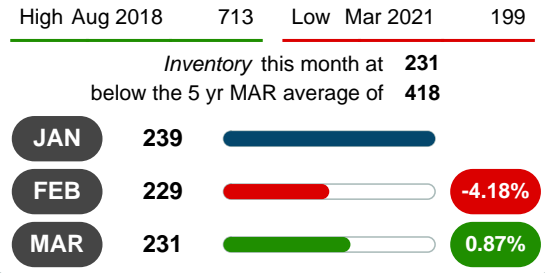


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 418



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	17	7.36%	94.6	8	9	0	0
\$50,001 - \$100,000	30	12.99%	83.4	14	16	0	0
\$100,001 - \$150,000	38	16.45%	66.8	6	28	3	1
\$150,001 - \$250,000	60	25.97%	65.9	11	32	16	1
\$250,001 - \$375,000	33	14.29%	73.8	5	13	12	3
\$375,001 - \$750,000	31	13.42%	110.2	2	15	13	1
\$750,001 and up	22	9.52%	80.5	2	10	8	2
Total Active Inventory by Units	231			48	123	52	8
Total Active Inventory by Volume	83,276,329	100%	78.9	11.17M	38.19M	24.07M	9.85M
Average Active Inventory Listing Price	\$360,504			\$232,762	\$310,472	\$462,844	\$1,230,975

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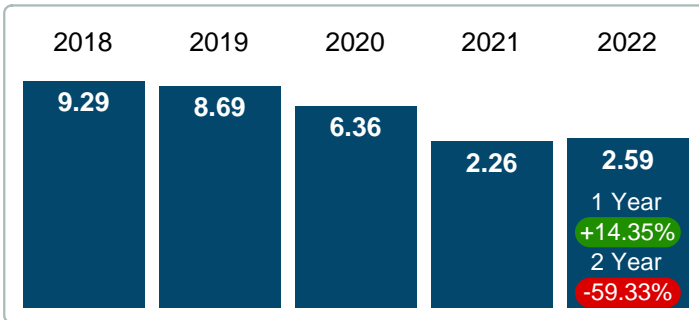
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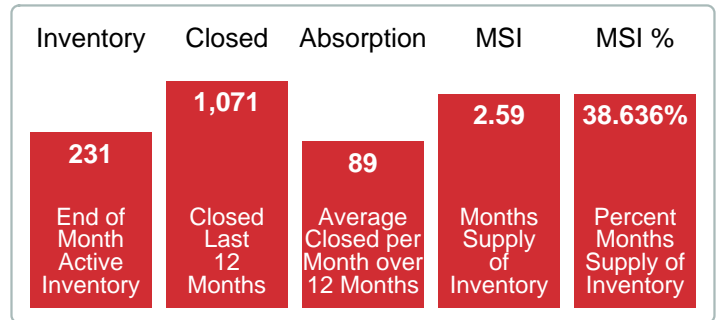
MONTHS SUPPLY of INVENTORY (MSI)

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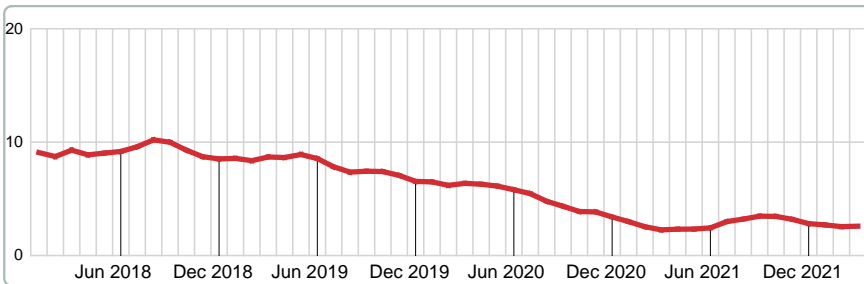
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

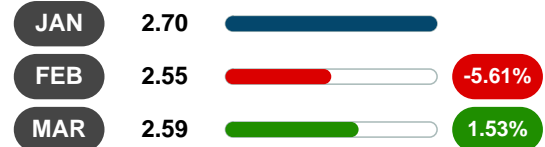


3 MONTHS

5 year MAR AVG = 5.84

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at 2.59 below the 5 yr MAR average of 5.84



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	17	7.36%	1.96	1.78	2.40	0.00	0.00
\$50,001 - \$100,000	30	12.99%	1.71	2.58	1.52	0.00	0.00
\$100,001 - \$150,000	38	16.45%	2.22	2.40	2.26	1.57	4.00
\$150,001 - \$250,000	60	25.97%	2.57	7.33	2.01	3.20	1.09
\$250,001 - \$375,000	33	14.29%	3.02	6.67	2.17	3.35	5.14
\$375,001 - \$750,000	31	13.42%	3.10	2.67	2.65	4.73	1.20
\$750,001 and up	22	9.52%	13.20	12.00	30.00	13.71	3.43
Market Supply of Inventory (MSI)			2.59	3.08	2.25	3.30	2.40
Total Active Inventory by Units		100%	231	48	123	52	8

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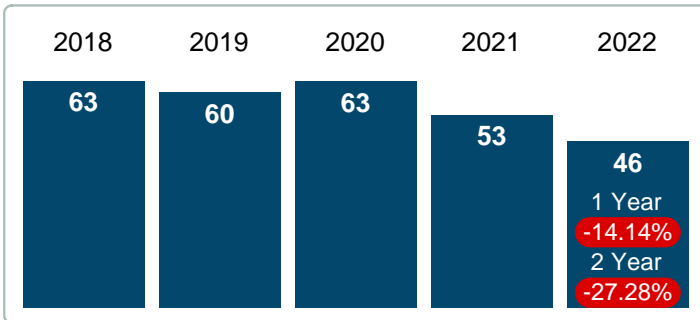
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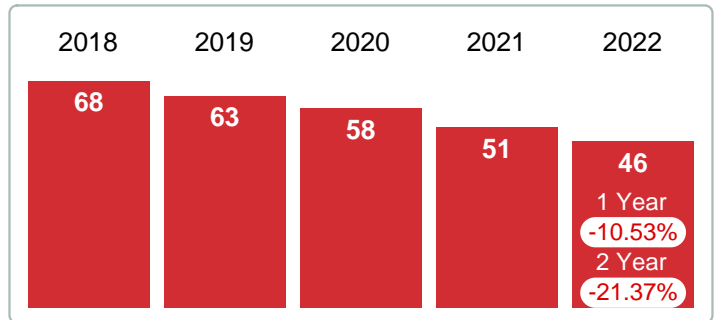
AVERAGE DAYS ON MARKET TO SALE

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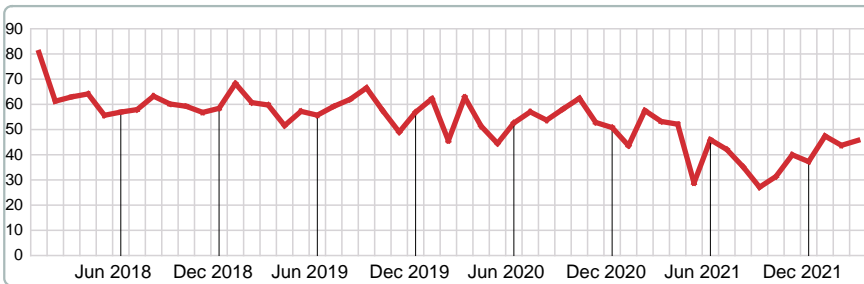
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 57

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 46 below the 5 yr MAR average of 57



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	2.63%	15	15	0	0	0
\$25,001 - \$50,000	14.47%	51	51	52	0	0
\$50,001 - \$100,000	17.11%	51	77	36	31	0
\$100,001 - \$200,000	25.00%	44	16	50	44	63
\$200,001 - \$275,000	17.11%	36	0	38	19	56
\$275,001 - \$375,000	10.53%	67	0	52	53	169
\$375,001 and up	13.16%	38	1	31	73	5
Average Closed DOM		46	44	43	46	71
Total Closed Units	100%	46	19	42	10	5
Total Closed Volume		15,031,290	1.60M	9.01M	2.36M	2.06M

March 2022



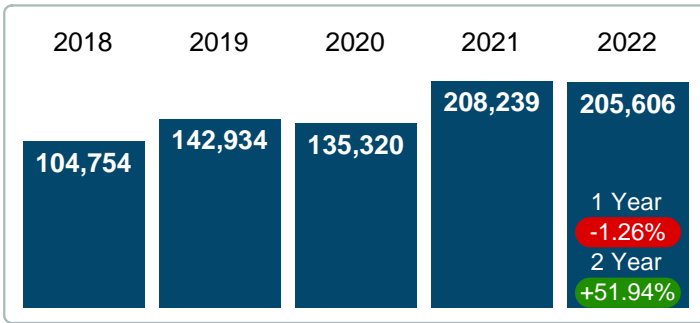
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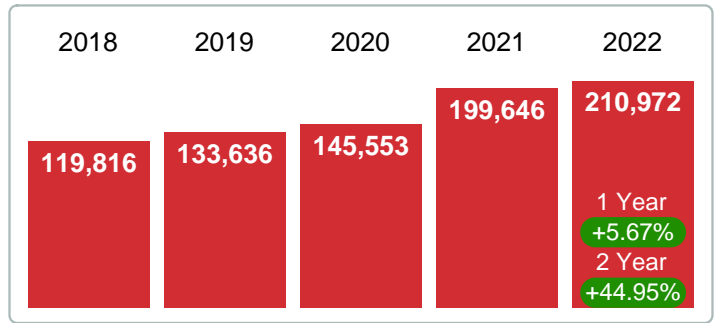
AVERAGE LIST PRICE AT CLOSING

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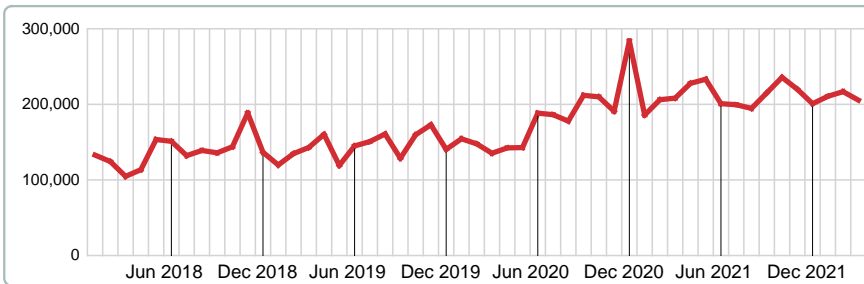
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

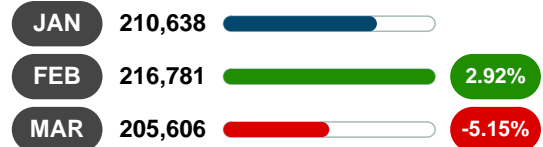


3 MONTHS

5 year MAR AVG = 159,370

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

Average List Price at Closing this month at **205,606**
above the 5 yr MAR average of **159,370**



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	2.63%	7,450	7,450	0	0	0
\$25,001 - \$50,000	11.84%	41,156	41,500	54,500	0	0
\$50,001 - \$100,000	21.05%	76,893	82,280	75,382	70,000	0
\$100,001 - \$200,000	23.68%	151,067	140,975	145,600	166,200	154,900
\$200,001 - \$275,000	17.11%	240,562	0	243,040	224,000	248,900
\$275,001 - \$375,000	9.21%	314,314	0	337,050	277,000	299,900
\$375,001 and up	14.47%	542,164	400,000	519,780	410,967	333,000
Average List Price		205,606	88,458	221,988	243,030	438,320
Total Closed Units	100%	205,606	19	42	10	5
Total Closed Volume		15,626,090	1.68M	9.32M	2.43M	2.19M

March 2022



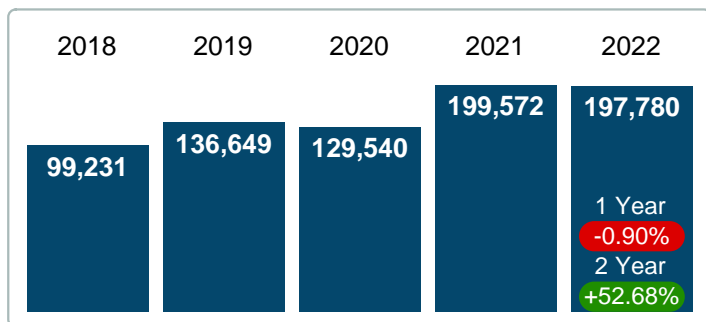
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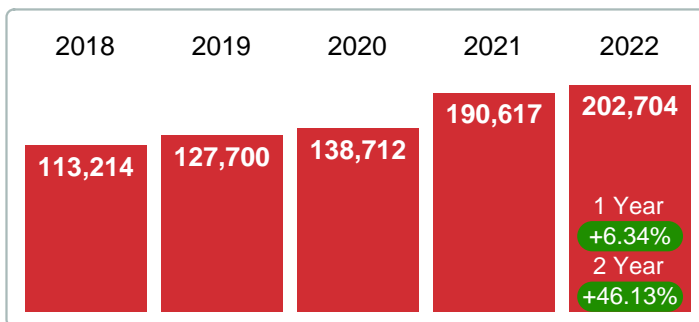
AVERAGE SOLD PRICE AT CLOSING

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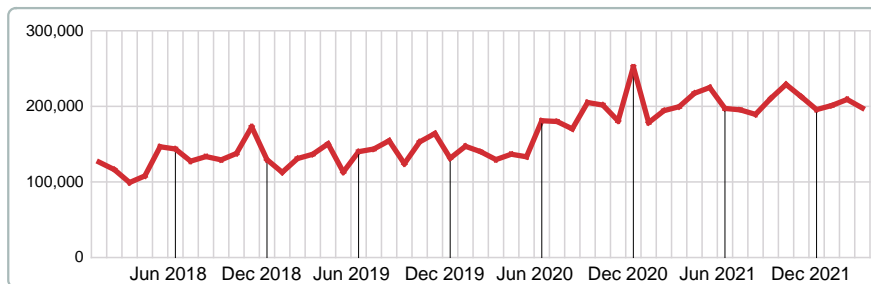
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

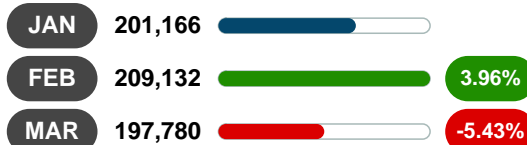


3 MONTHS

5 year MAR AVG = 152,554

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

Average Sold Price at Closing this month at 197,780 above the 5 yr MAR average of 152,554



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	2.63%	9,250	9,250	0	0	0
\$25,001 - \$50,000	14.47%	41,455	37,500	48,375	0	0
\$50,001 - \$100,000	17.11%	74,504	74,400	78,592	62,500	0
\$100,001 - \$200,000	25.00%	144,111	136,000	141,518	163,750	154,950
\$200,001 - \$275,000	17.11%	231,895	0	233,450	220,070	240,000
\$275,001 - \$375,000	10.53%	310,438	0	319,417	277,000	290,000
\$375,001 and up	13.16%	535,200	400,000	508,000	395,667	1,225,000
Average Sold Price		197,780	84,053	214,589	235,664	412,980
Total Closed Units	100%	197,780	19	42	10	5
Total Closed Volume		15,031,290	1.60M	9.01M	2.36M	2.06M

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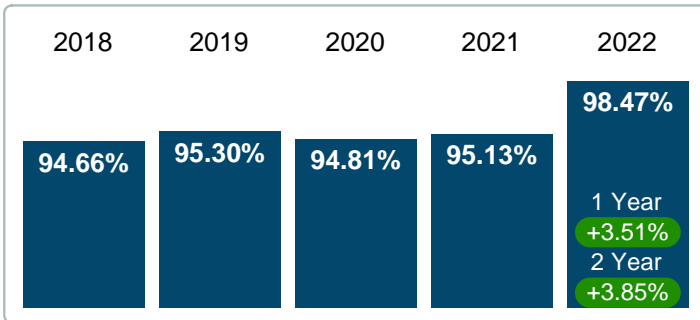
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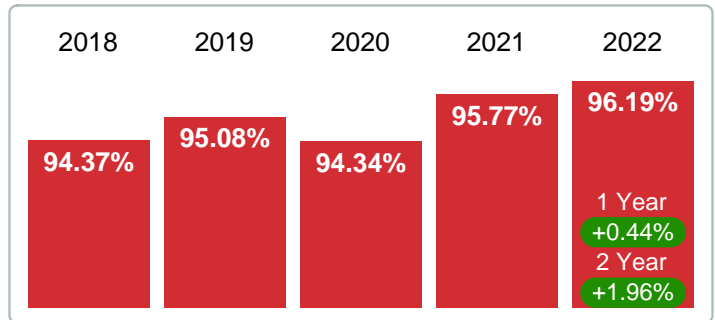
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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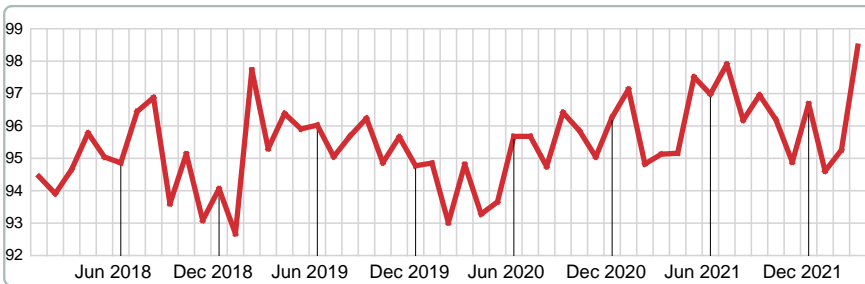
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

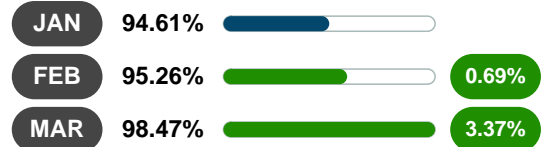


3 MONTHS

5 year MAR AVG = 95.67%

High Mar 2022 98.47% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **98.47%** above the 5 yr MAR average of **95.67%**



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	2.63%	145.40%	145.40%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	14.47%	90.45%	91.43%	88.74%	0.00%	0.00%
\$50,001 - \$100,000	13	17.11%	103.48%	90.08%	119.14%	90.00%	0.00%
\$100,001 - \$200,000	19	25.00%	97.87%	96.84%	97.58%	99.37%	100.03%
\$200,001 - \$275,000	13	17.11%	96.44%	0.00%	96.08%	98.24%	96.42%
\$275,001 - \$375,000	8	10.53%	95.78%	0.00%	94.93%	100.00%	96.70%
\$375,001 and up	10	13.16%	97.28%	100.00%	98.37%	96.36%	91.90%
Average Sold/List Ratio		98.50%		98.35%	99.18%	96.43%	97.02%
Total Closed Units		76	100%	19	42	10	5
Total Closed Volume		15,031,290		1.60M	9.01M	2.36M	2.06M

March 2022



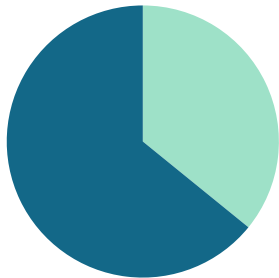
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

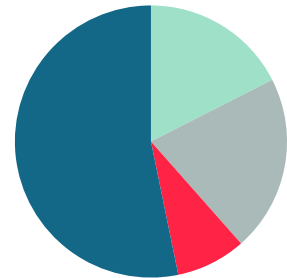


Inventory
 New Listings
128 = 35.85%
 Start Inventory
229
 Total Inventory Units
357
 Volume
\$114,195,926

Market Activity

Closed Sales
76 = 17.51%
 Pending Sales
91 = 20.97%
 Other Off Market
36 = 8.29%
 Active Inventory
231 = 53.23%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	83	76	-8.43%	220	216	-1.82%
Pending Sales	118	91	-22.88%	279	232	-16.85%
New Listings	132	128	-3.03%	291	314	7.90%
Average List Price	208,239	205,606	-1.26%	199,646	210,972	5.67%
Average Sale Price	199,572	197,780	-0.90%	190,617	202,704	6.34%
Average Percent of Selling Price to List Price	95.13%	98.47%	3.51%	95.77%	96.19%	0.44%
Average Days on Market to Sale	53.20	45.68	-14.14%	50.90	45.55	-10.53%
Monthly Inventory	200	231	15.50%	200	231	15.50%
Months Supply of Inventory	2.27	2.59	13.77%	2.27	2.59	13.77%

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

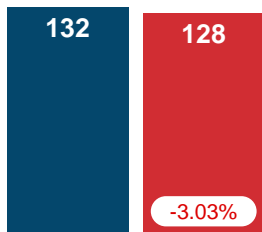
Inventory on March 31, 2022 = **231**

2021 **2022**

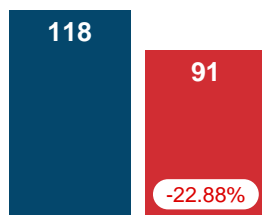
MARCH MARKET

AVERAGE PRICES

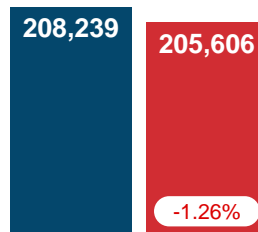
New Listings



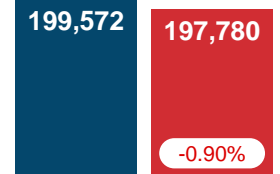
Pending Listings



List Price



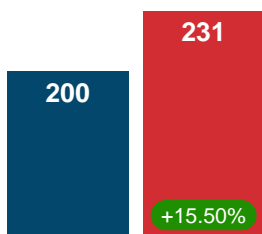
Sale Price



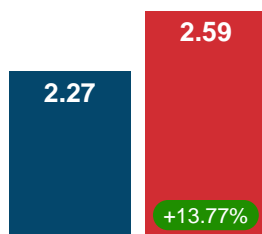
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

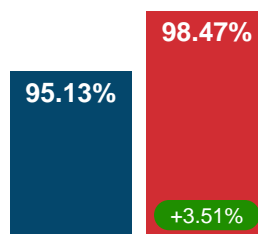
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

