

May 2022



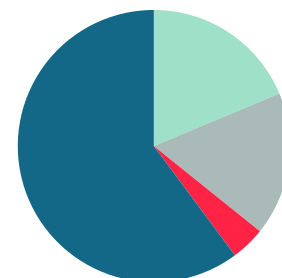
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	84	92	9.52%
Pending Listings	86	84	-2.33%
New Listings	104	152	46.15%
Average List Price	233,188	247,133	5.98%
Average Sale Price	224,896	236,766	5.28%
Average Percent of Selling Price to List Price	97.51%	95.20%	-2.37%
Average Days on Market to Sale	28.81	40.20	39.52%
End of Month Inventory	213	296	38.97%
Months Supply of Inventory	2.34	3.31	41.17%



■ Closed (18.70%)
■ Pending (17.07%)
■ Other OffMarket (4.07%)
■ Active (60.16%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of May 31, 2022 = **296**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2022 rose **38.97%** to 296 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 **3.31** 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 **5.28%** in May 2022 to \$236,766 versus the previous year at \$224,896.

Average Days on Market Lengthens

The average number of **40.20** days that homes spent on the market before selling increased by 11.39 days or **39.52%** in May 2022 compared to last year's same month at **28.81** DOM.

Sales Success for May 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 152 New Listings in May 2022, up **46.15%** from last year at 104. Furthermore, there were 92 Closed Listings this month versus last year at 84, a **9.52%** increase.

Closed versus Listed trends yielded a **60.5%** ratio, down from previous year's, May 2021, at **80.8%**, a **25.06%** 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

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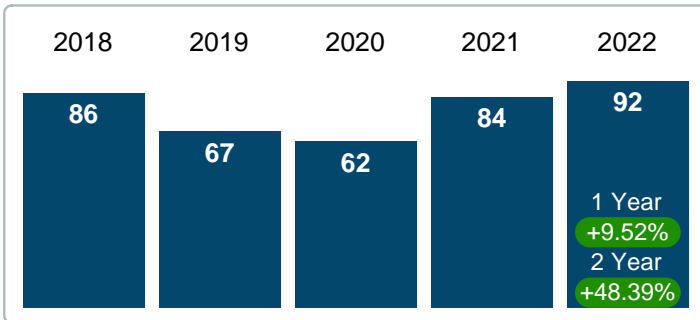
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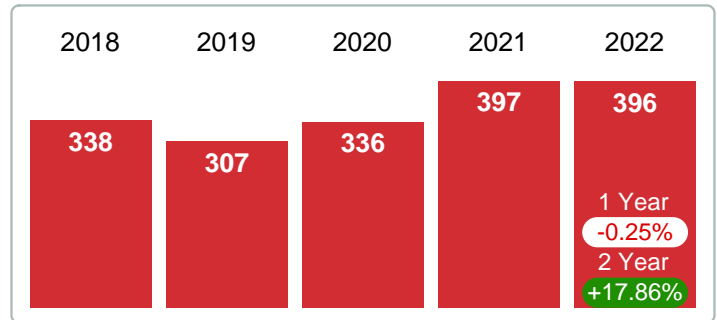
CLOSED LISTINGS

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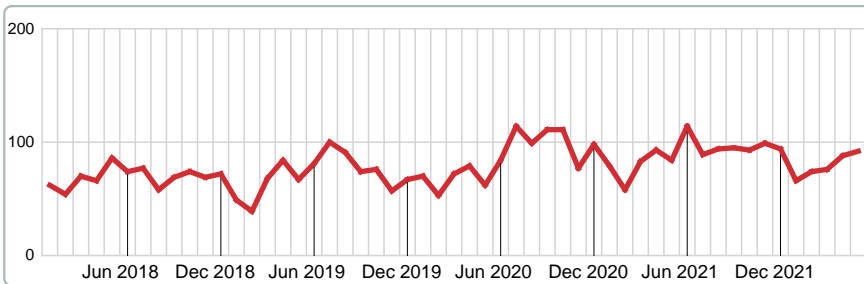
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 78

High Jun 2021 114 Low Feb 2019 39

Closed Listings this month at **92**
above the 5 yr MAY average of **78**



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	9	9.78%	85.8	3	6	0	0
\$50,001 - \$75,000	7	7.61%	36.7	4	3	0	0
\$75,001 - \$125,000	16	17.39%	53.4	8	8	0	0
\$125,001 - \$225,000	24	26.09%	36.6	2	19	3	0
\$225,001 - \$325,000	17	18.48%	15.0	3	8	3	3
\$325,001 - \$475,000	9	9.78%	43.2	0	9	0	0
\$475,001 and up	10	10.87%	29.2	0	6	3	1
Total Closed Units	92			20	59	9	4
Total Closed Volume	21,782,501	100%	40.2	2.30M	14.31M	3.58M	1.59M
Average Closed Price	\$236,766			\$115,040	\$242,588	\$397,889	\$397,000

May 2022



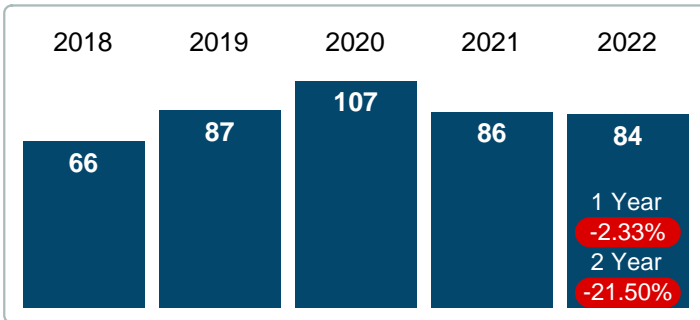
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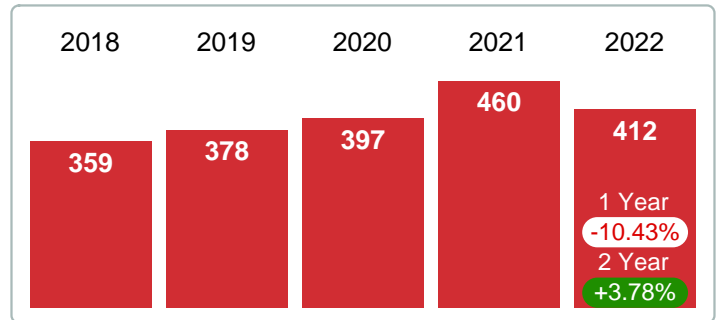
PENDING LISTINGS

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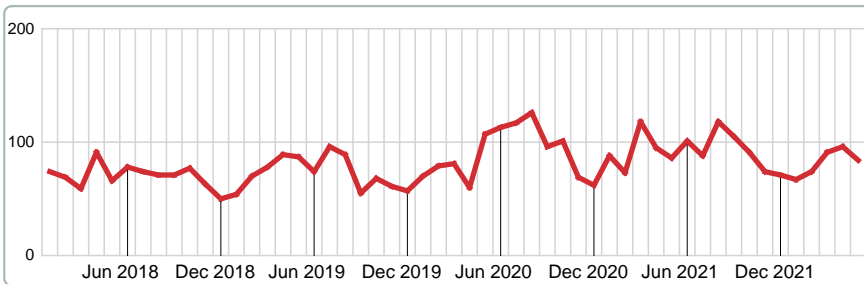
MAY



YEAR TO DATE (YTD)

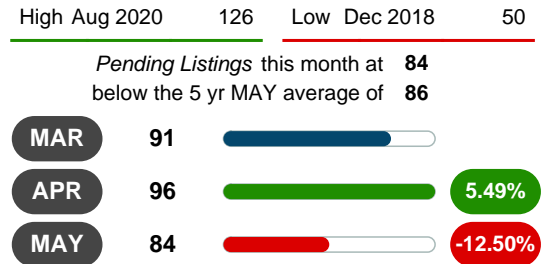


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86



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	10.71%	83.4	5	4	0	0
\$50,001 - \$75,000	2	2.38%	3.0	1	1	0	0
\$75,001 - \$125,000	16	19.05%	53.1	8	8	0	0
\$125,001 - \$225,000	23	27.38%	51.4	4	16	3	0
\$225,001 - \$325,000	12	14.29%	34.3	0	10	2	0
\$325,001 - \$450,000	13	15.48%	31.8	0	8	3	2
\$450,001 and up	9	10.71%	70.8	1	5	3	0
Total Pending Units	84			19	52	11	2
Total Pending Volume	19,872,867	100%	45.8	2.18M	12.51M	4.38M	799.50K
Average Listing Price	\$235,675			\$114,637	\$240,588	\$398,609	\$399,750

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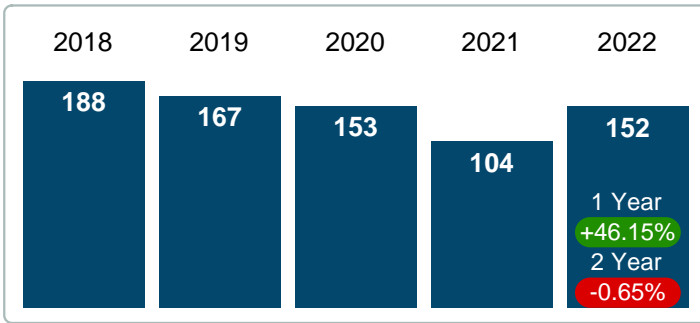
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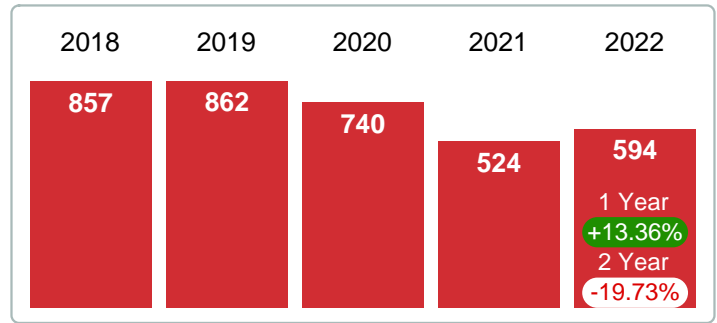
NEW LISTINGS

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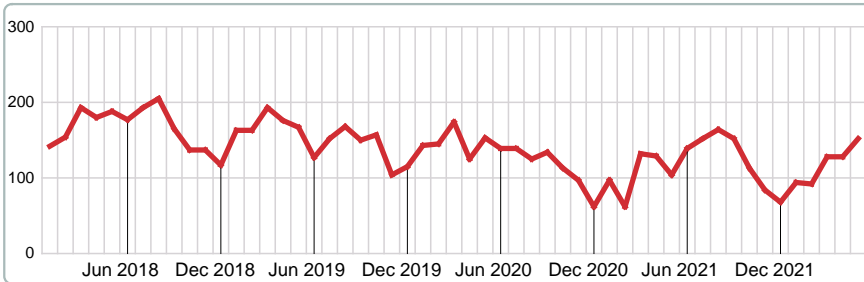
MAY



YEAR TO DATE (YTD)

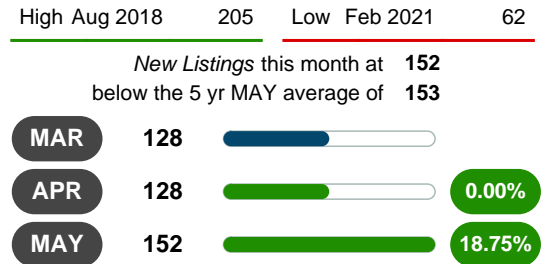


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 153



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	8	5.26%	2	6	0	0
\$50,001 - \$100,000	26	17.11%	8	17	1	0
\$100,001 - \$150,000	20	13.16%	4	15	1	0
\$150,001 - \$250,000	31	20.39%	1	22	8	0
\$250,001 - \$375,000	32	21.05%	2	21	7	2
\$375,001 - \$850,000	20	13.16%	1	8	8	3
\$850,001 and up	15	9.87%	0	5	6	4
Total New Listed Units	152		18	94	31	9
Total New Listed Volume	68,390,664	100%	2.62M	29.73M	18.09M	17.95M
Average New Listed Listing Price	\$279,612		\$145,361	\$316,312	\$583,448	\$1,994,878

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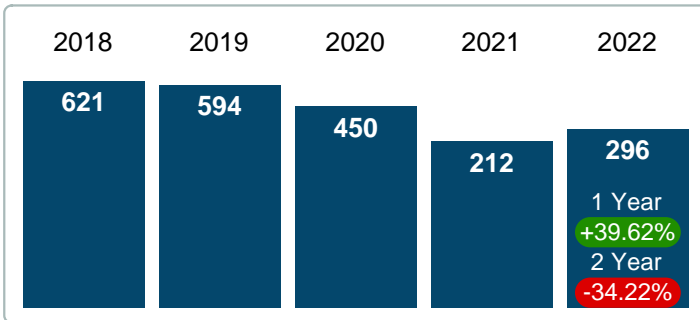
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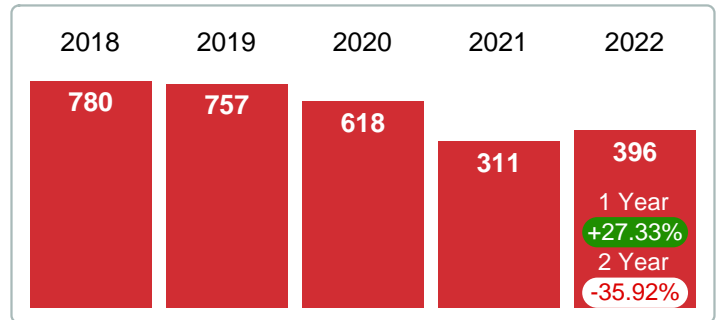
ACTIVE INVENTORY

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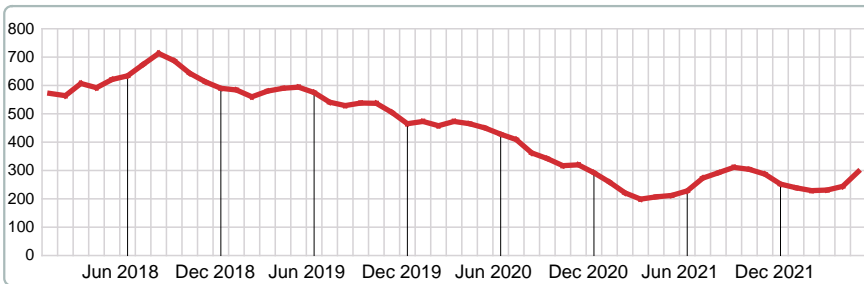
END OF MAY



ACTIVE DURING MAY

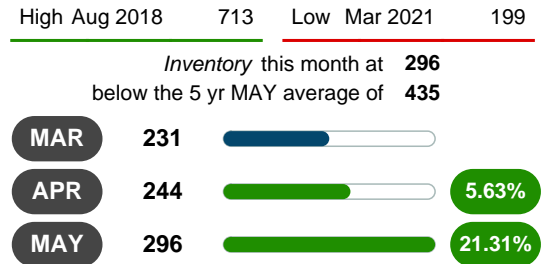


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	17	5.74%	58.0	5	11	1	0	
\$50,001 - \$100,000	44	14.86%	61.7	16	26	2	0	
\$100,001 - \$150,000	43	14.53%	78.0	6	32	4	1	
\$150,001 - \$250,000	69	23.31%	60.2	9	41	19	0	
\$250,001 - \$425,000	55	18.58%	52.7	4	32	15	4	
\$425,001 - \$925,000	38	12.84%	99.1	3	15	17	3	
\$925,001 and up	30	10.14%	80.0	1	11	12	6	
Total Active Inventory by Units		296		44	168	70	14	
Total Active Inventory by Volume		143,256,594	100%	68.5	9.81M	67.95M	38.40M	27.09M
Average Active Inventory Listing Price		\$483,975			\$222,998	\$404,451	\$548,617	\$1,935,264

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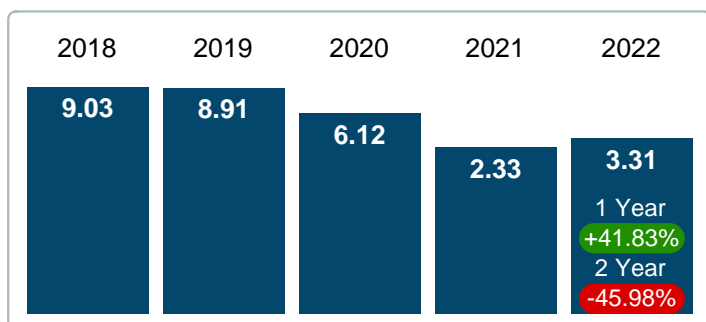
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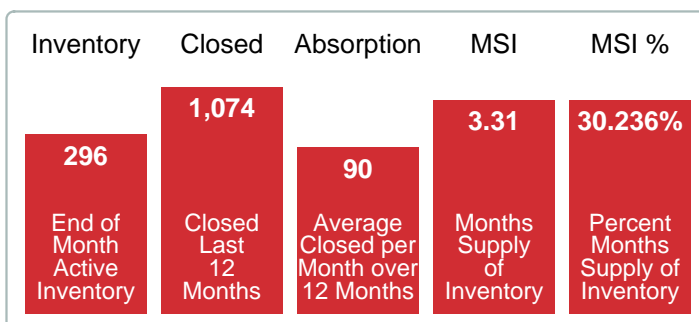
MONTHS SUPPLY of INVENTORY (MSI)

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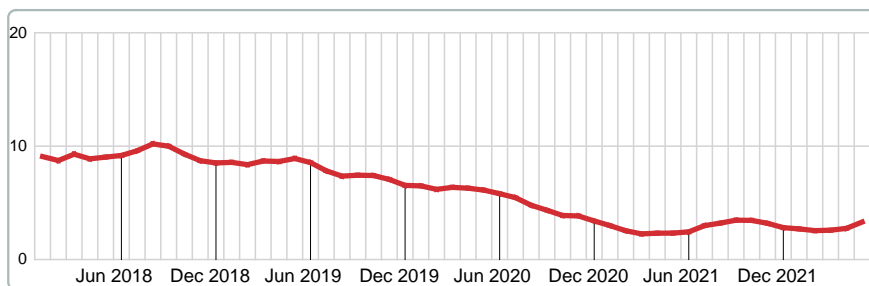
MSI FOR MAY



INDICATORS FOR MAY 2022

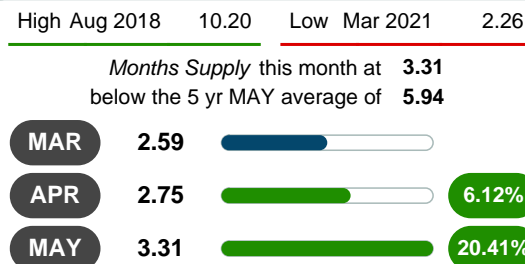


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.94



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	5.74%	1.85	1.18	2.49	3.00	0.00
\$50,001 - \$100,000	44	14.86%	2.56	2.74	2.67	1.41	0.00
\$100,001 - \$150,000	43	14.53%	2.59	2.40	2.61	2.40	6.00
\$150,001 - \$250,000	69	23.31%	3.08	5.68	2.67	4.00	0.00
\$250,001 - \$425,000	55	18.58%	3.69	3.69	3.76	3.33	4.80
\$425,001 - \$925,000	38	12.84%	4.34	7.20	3.16	6.80	2.77
\$925,001 and up	30	10.14%	60.00	0.00	132.00	48.00	36.00
Market Supply of Inventory (MSI)			3.31	2.81	3.05	4.54	4.20
Total Active Inventory by Units		100%	3.31	44	168	70	14

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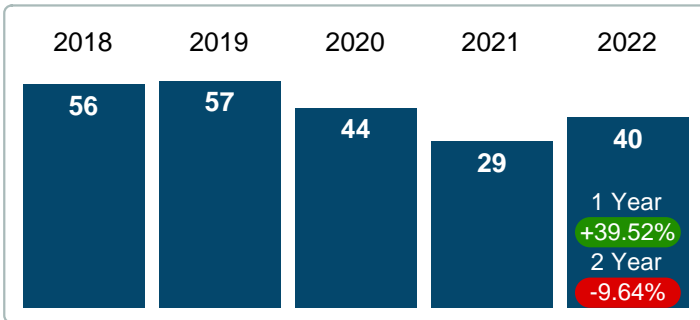
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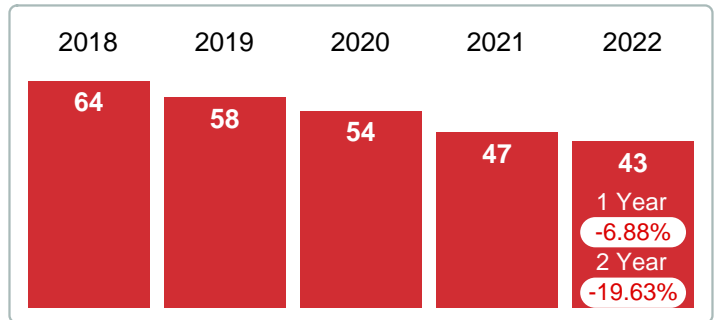
AVERAGE DAYS ON MARKET TO SALE

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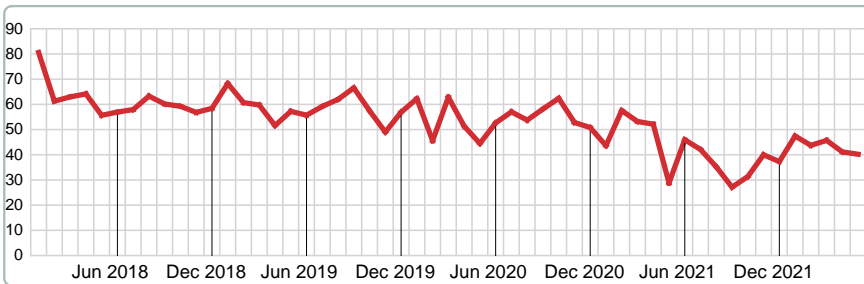
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

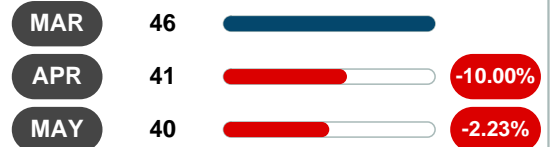


3 MONTHS

5 year MAY AVG = 45

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 40 below the 5 yr MAY average of 45



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	9.78%	86	58	100	0	0
\$50,001 - \$75,000	7.61%	37	56	11	0	0
\$75,001 - \$125,000	17.39%	53	65	42	0	0
\$125,001 - \$225,000	26.09%	37	48	28	85	0
\$225,001 - \$325,000	18.48%	15	14	3	32	31
\$325,001 - \$475,000	9.78%	43	0	43	0	0
\$475,001 and up	10.87%	29	0	21	30	78
Average Closed DOM		40	53	34	49	43
Total Closed Units	100%	40	20	59	9	4
Total Closed Volume		21,782,501	2.30M	14.31M	3.58M	1.59M

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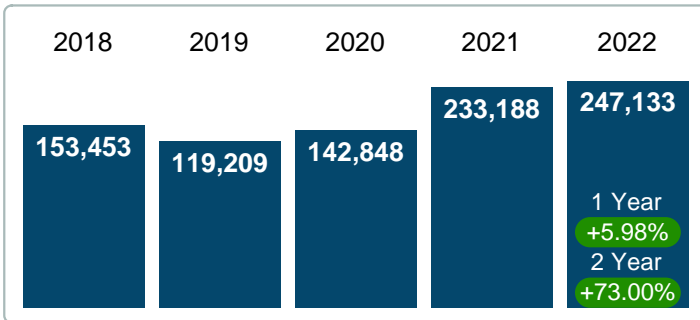
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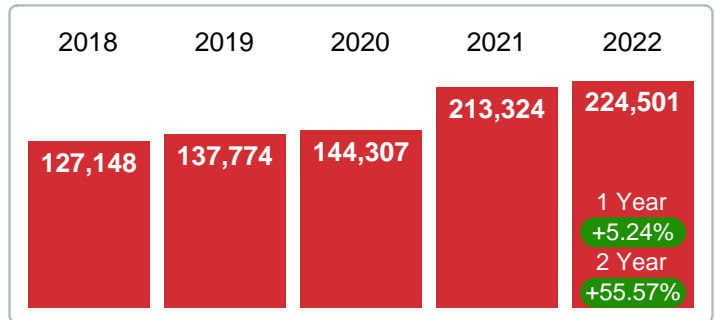
AVERAGE LIST PRICE AT CLOSING

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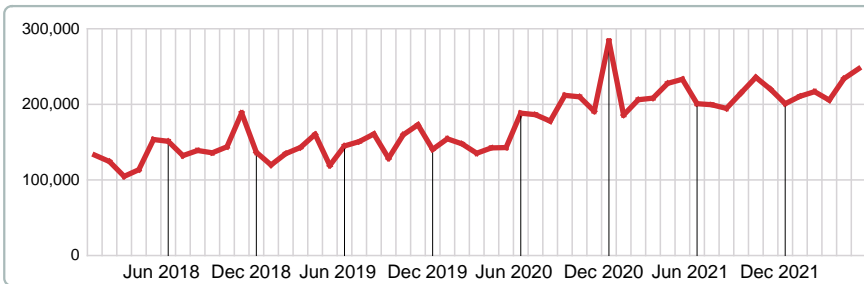
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

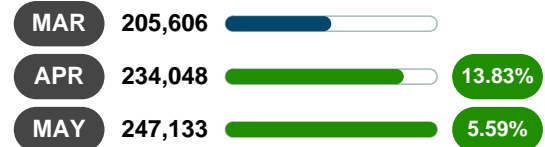


3 MONTHS

5 year MAY AVG = 179,166

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

Average List Price at Closing this month at **247,133**
above the 5 yr MAY average of **179,166**



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	8.70%	36,688	53,967	34,417	0	0
\$50,001 - \$75,000	5.43%	69,540	84,875	71,600	0	0
\$75,001 - \$125,000	19.57%	99,694	106,775	98,037	0	0
\$125,001 - \$225,000	23.91%	166,241	189,400	168,289	216,467	0
\$225,001 - \$325,000	20.65%	268,284	257,967	276,225	303,633	285,633
\$325,001 - \$475,000	9.78%	406,211	0	422,989	0	0
\$475,001 and up	11.96%	717,264	0	713,000	737,967	899,000
Average List Price		247,133	125,415	249,115	419,356	438,975
Total Closed Units	100%	247,133	20	59	9	4
Total Closed Volume		22,736,199	2.51M	14.70M	3.77M	1.76M

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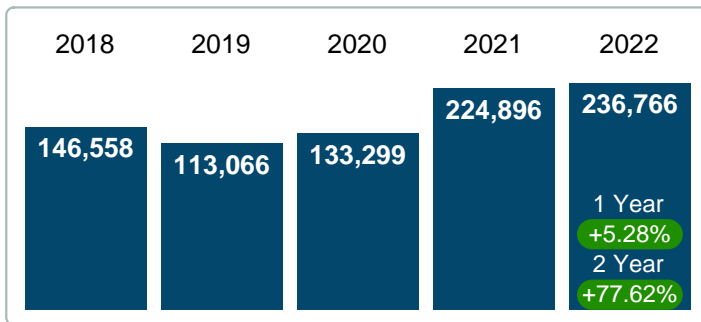
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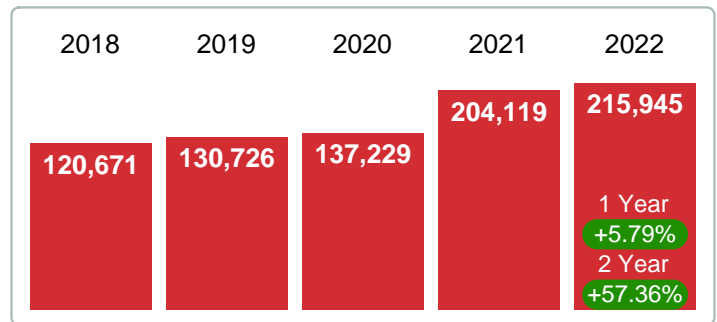
AVERAGE SOLD PRICE AT CLOSING

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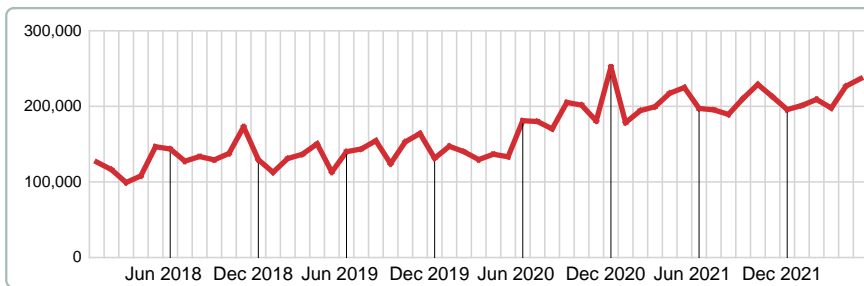
MAY



YEAR TO DATE (YTD)

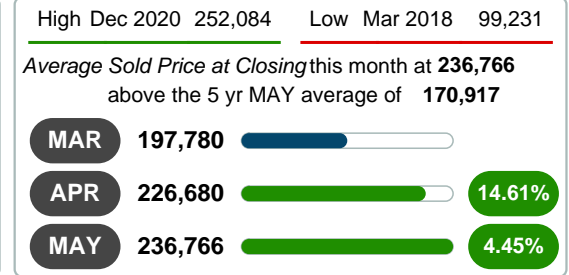


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 170,917



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	9.78%	33,333	38,333	30,833	0	0
\$50,001 - \$75,000	7.61%	68,343	67,500	69,467	0	0
\$75,001 - \$125,000	17.39%	96,775	101,050	92,500	0	0
\$125,001 - \$225,000	26.09%	173,513	180,200	167,705	205,833	0
\$225,001 - \$325,000	18.48%	273,141	249,000	272,863	300,167	271,000
\$325,001 - \$475,000	9.78%	411,111	0	411,111	0	0
\$475,001 and up	10.87%	694,800	0	685,000	687,667	775,000
Average Sold Price		236,766	115,040	242,588	397,889	397,000
Total Closed Units	100%	236,766	20	59	9	4
Total Closed Volume		21,782,501	2.30M	14.31M	3.58M	1.59M

May 2022



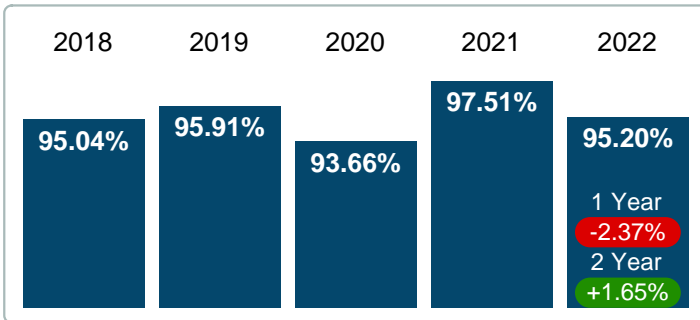
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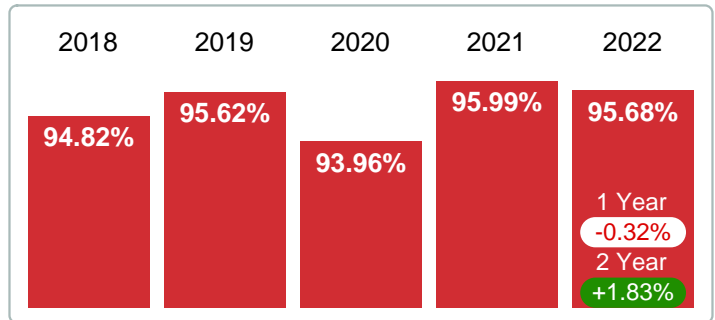
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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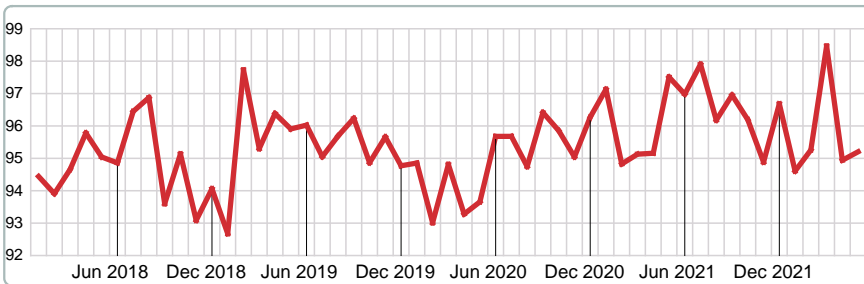
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

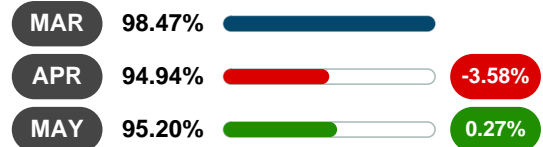


3 MONTHS

5 year MAY AVG = 95.46%

High Mar 2022 98.47% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **95.20%**
 equal to 5 yr MAY average of **95.46%**



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	9	9.78%	84.81%	75.64%	89.39%	0.00%	0.00%
\$50,001 - \$75,000	7	7.61%	88.27%	81.51%	97.29%	0.00%	0.00%
\$75,001 - \$125,000	16	17.39%	94.97%	94.66%	95.29%	0.00%	0.00%
\$125,001 - \$225,000	24	26.09%	98.82%	95.53%	99.78%	94.89%	0.00%
\$225,001 - \$325,000	17	18.48%	97.76%	96.58%	98.80%	98.82%	95.10%
\$325,001 - \$475,000	9	9.78%	97.82%	0.00%	97.82%	0.00%	0.00%
\$475,001 and up	10	10.87%	94.40%	0.00%	96.31%	93.33%	86.21%
Average Sold/List Ratio		95.20%		89.55%	97.20%	95.68%	92.88%
Total Closed Units		92	100%	20	59	9	4
Total Closed Volume		21,782,501		2.30M	14.31M	3.58M	1.59M

May 2022



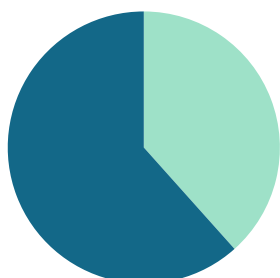
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

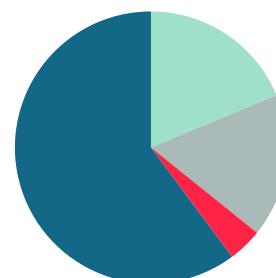


Inventory
 New Listings
152 = 38.38%
 Start Inventory
244
 Total Inventory Units
396
 Volume
\$169,933,911

Market Activity

Closed Sales
92 = 18.70%
 Pending Sales
84 = 17.07%
 Other Off Market
20 = 4.07%
 Active Inventory
296 = 60.16%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	84	92	9.52%	397	396	-0.25%
Pending Sales	86	84	-2.33%	460	412	-10.43%
New Listings	104	152	46.15%	524	594	13.36%
Average List Price	233,188	247,133	5.98%	213,324	224,501	5.24%
Average Sale Price	224,896	236,766	5.28%	204,119	215,945	5.79%
Average Percent of Selling Price to List Price	97.51%	95.20%	-2.37%	95.99%	95.68%	-0.32%
Average Days on Market to Sale	28.81	40.20	39.52%	46.52	43.32	-6.88%
Monthly Inventory	213	296	38.97%	213	296	38.97%
Months Supply of Inventory	2.34	3.31	41.17%	2.34	3.31	41.17%

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

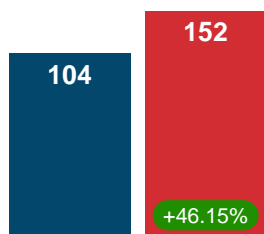
Inventory on May 31, 2022 = **296**

2021 **2022**

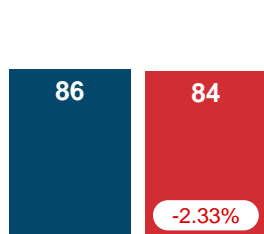
MAY MARKET

AVERAGE PRICES

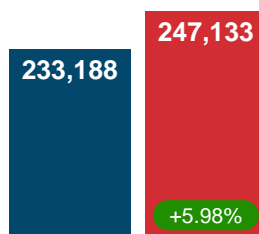
New Listings



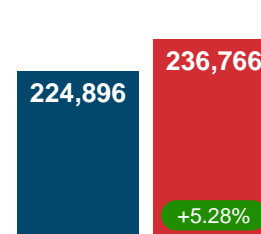
Pending Listings



List Price



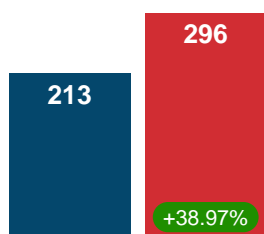
Sale Price



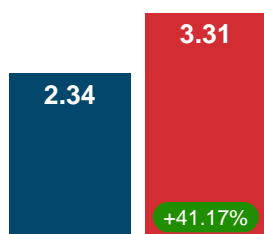
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

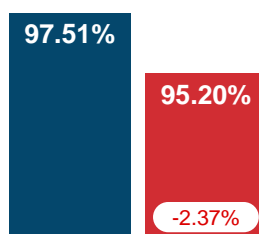
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

