

November 2022



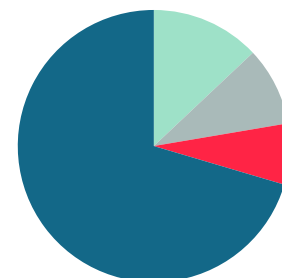
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	99	68	-31.31%
Pending Listings	74	49	-33.78%
New Listings	84	93	10.71%
Average List Price	219,978	224,025	1.84%
Average Sale Price	212,720	212,506	-0.10%
Average Percent of Selling Price to List Price	94.88%	95.22%	0.35%
Average Days on Market to Sale	39.97	43.04	7.69%
End of Month Inventory	287	369	28.57%
Months Supply of Inventory	3.19	4.43	38.87%



■ Closed (12.98%)
■ Pending (9.35%)
■ Other OffMarket (7.25%)
■ Active (70.42%)

Absorption: Last 12 months, an Average of **83** Sales/Month
Active Inventory as of November 30, 2022 = **369**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **28.57%** to 369 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **4.43** 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 **0.10%** in November 2022 to \$212,506 versus the previous year at \$212,720.

Average Days on Market Lengthens

The average number of **43.04** days that homes spent on the market before selling increased by 3.07 days or **7.69%** in November 2022 compared to last year's same month at **39.97** DOM.

Sales Success for November 2022 is Positive

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

There were 93 New Listings in November 2022, up **10.71%** from last year at 84. Furthermore, there were 68 Closed Listings this month versus last year at 99, a **-31.31%** decrease.

Closed versus Listed trends yielded a **73.1%** ratio, down from previous year's, November 2021, at **117.9%**, a **37.96%** 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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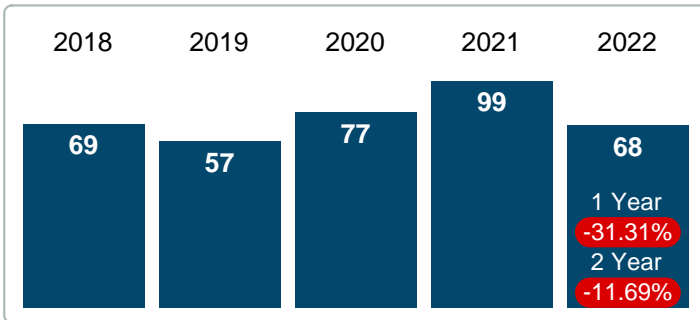
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



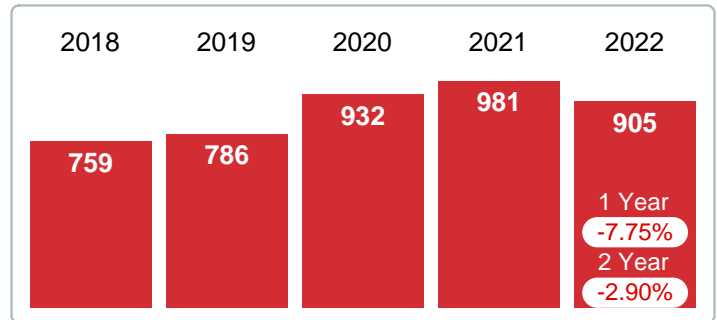
CLOSED LISTINGS

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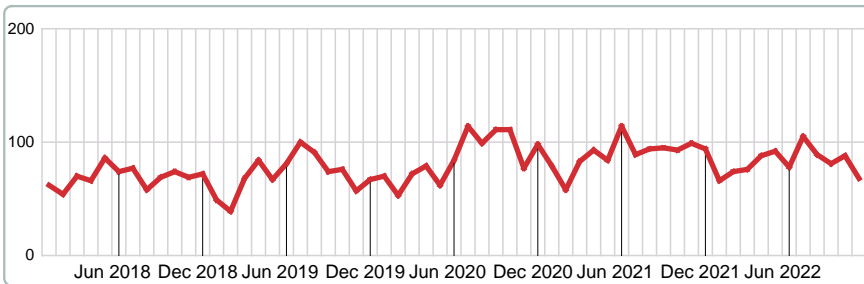
NOVEMBER



YEAR TO DATE (YTD)

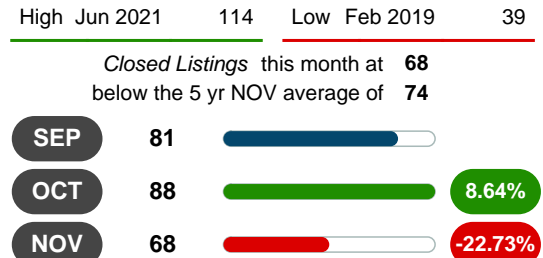


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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
\$50,000 and less	6	8.82%	56.8	3	2	0	1
\$50,001 - \$75,000	6	8.82%	29.8	1	5	0	0
\$75,001 - \$125,000	15	22.06%	26.1	6	7	2	0
\$125,001 - \$175,000	12	17.65%	42.8	2	8	2	0
\$175,001 - \$225,000	10	14.71%	41.5	2	7	1	0
\$225,001 - \$325,000	13	19.12%	41.9	1	6	6	0
\$325,001 and up	6	8.82%	90.3	1	2	3	0
Total Closed Units	68			16	37	14	1
Total Closed Volume	14,450,400	100%	43.0	2.18M	6.10M	6.15M	25.00K
Average Closed Price	\$212,506			\$135,938	\$164,970	\$439,036	\$25,000



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

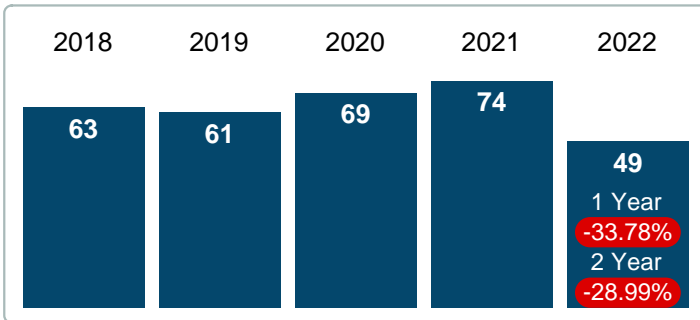


November 2022

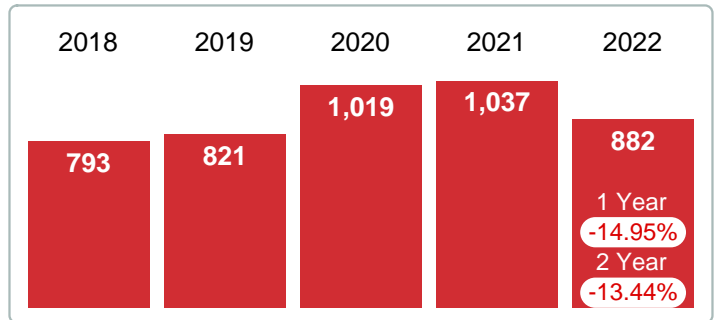
PENDING LISTINGS

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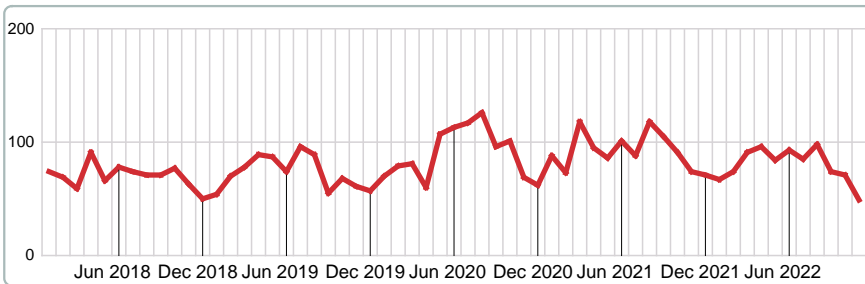
NOVEMBER



YEAR TO DATE (YTD)

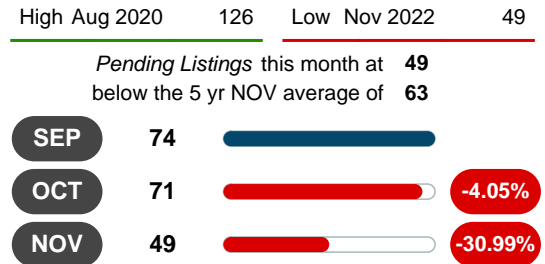


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 63



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	6.12%	131.3	3	0	0	0
\$25,001 - \$50,000	5	10.20%	73.6	2	3	0	0
\$50,001 - \$125,000	9	18.37%	27.1	3	6	0	0
\$125,001 - \$175,000	13	26.53%	42.0	2	9	2	0
\$175,001 - \$250,000	8	16.33%	59.1	1	7	0	0
\$250,001 - \$450,000	7	14.29%	67.7	0	2	3	2
\$450,001 and up	4	8.16%	68.0	0	2	2	0
Total Pending Units	49			11	29	7	2
Total Pending Volume	12,160,400	100%	56.6	923.60K	5.73M	4.77M	739.00K
Average Listing Price	\$248,171			\$83,964	\$197,603	\$681,043	\$369,500

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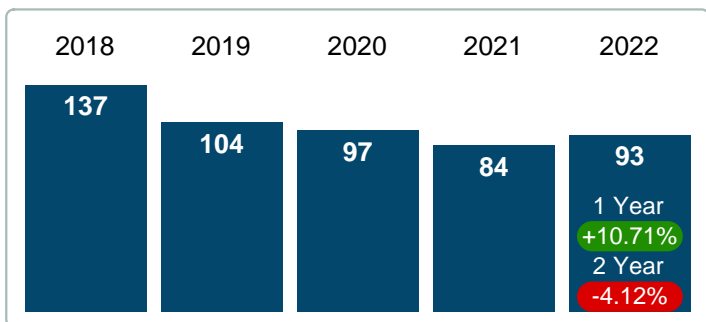
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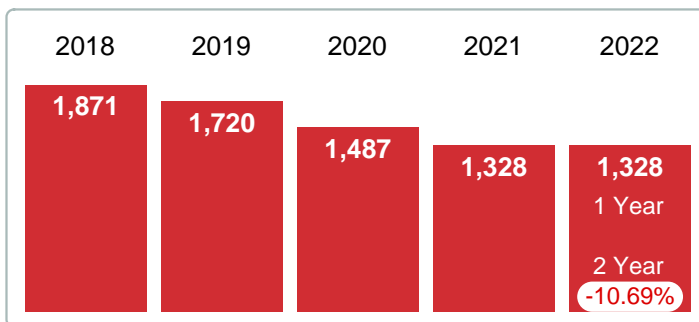
NEW LISTINGS

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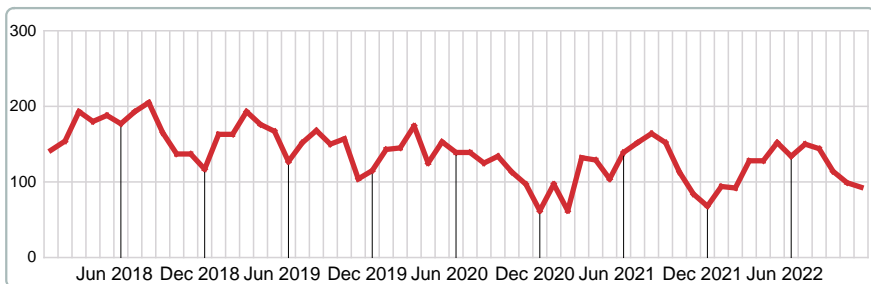
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 103

High Aug 2018 205 Low Feb 2021 62

New Listings this month at 93 below the 5 yr NOV average of 103



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	7	7.53%	4	3	0	0
\$50,001 - \$75,000	5	5.38%	1	4	0	0
\$75,001 - \$125,000	19	20.43%	7	12	0	0
\$125,001 - \$200,000	25	26.88%	4	19	2	0
\$200,001 - \$275,000	14	15.05%	2	6	6	0
\$275,001 - \$350,000	13	13.98%	0	8	5	0
\$350,001 and up	10	10.75%	0	7	1	2
Total New Listed Units	93		18	59	14	2
Total New Listed Volume	22,609,196	100%	2.10M	15.32M	4.34M	849.90K
Average New Listed Listing Price	\$238,244		\$116,533	\$259,646	\$310,186	\$424,950



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

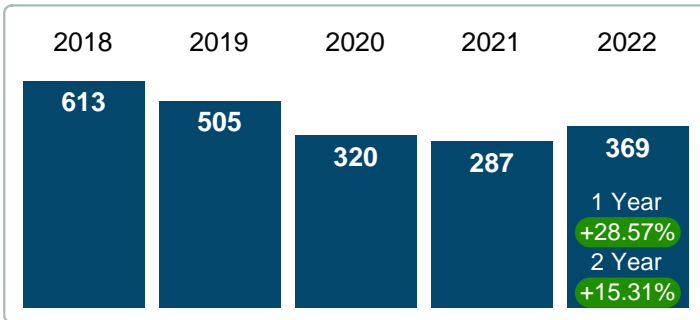


November 2022

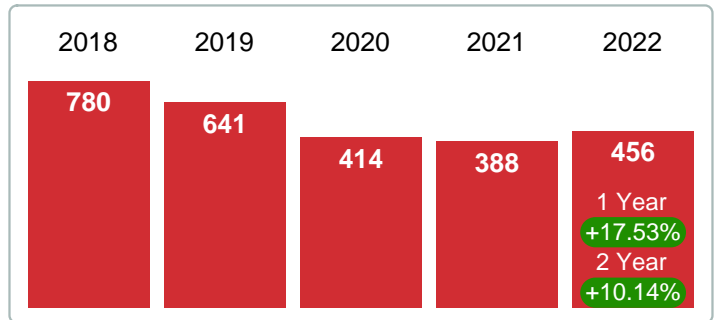
ACTIVE INVENTORY

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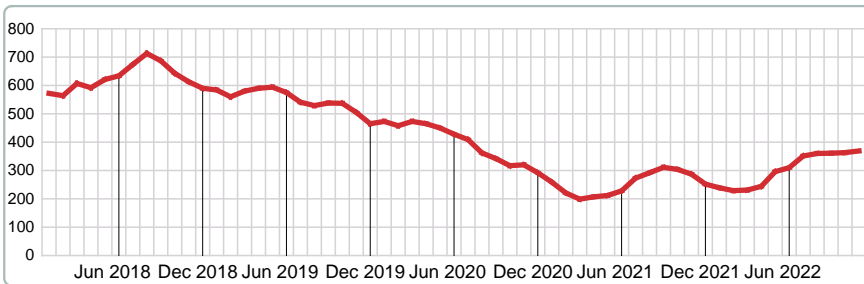
END OF NOVEMBER



ACTIVE DURING NOVEMBER

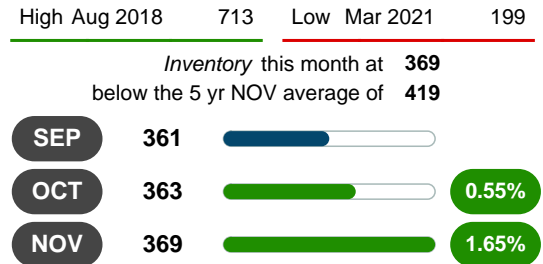


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 419



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	30	8.13%	101.3	17	12	1	0
\$75,001 - \$125,000	46	12.47%	74.6	16	26	3	1
\$125,001 - \$150,000	37	10.03%	70.9	4	27	5	1
\$150,001 - \$275,000	120	32.52%	96.2	19	66	30	5
\$275,001 - \$375,000	44	11.92%	100.0	2	25	15	2
\$375,001 - \$750,000	55	14.91%	101.8	6	28	16	5
\$750,001 and up	37	10.03%	133.6	2	12	17	6
Total Active Inventory by Units			369	66	196	87	20
Total Active Inventory by Volume			149,672,072	14.38M	62.61M	47.54M	25.14M
Average Active Inventory Listing Price			\$405,615	\$217,839	\$319,425	\$546,467	\$1,257,240

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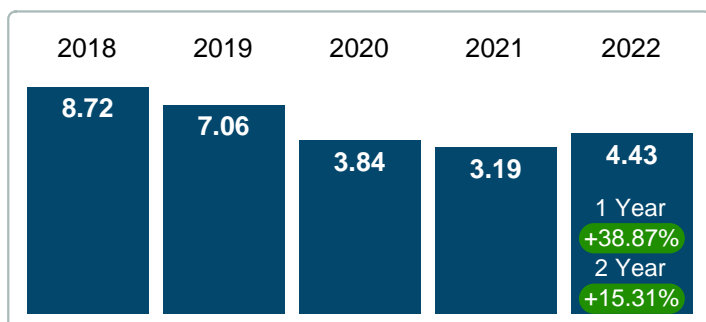
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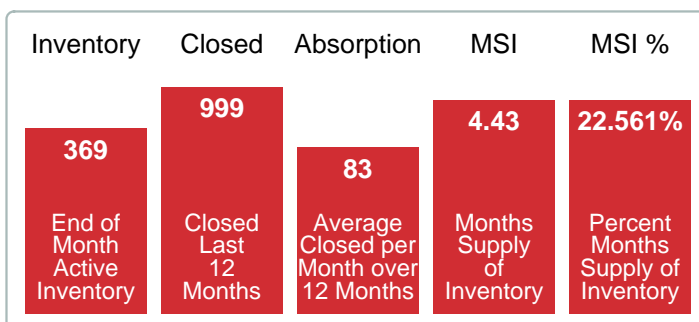
MONTHS SUPPLY of INVENTORY (MSI)

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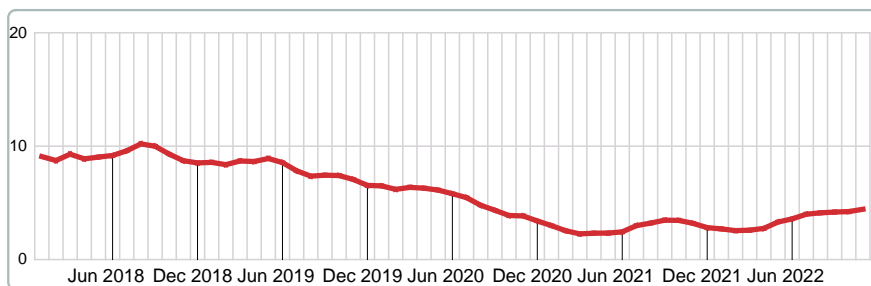
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

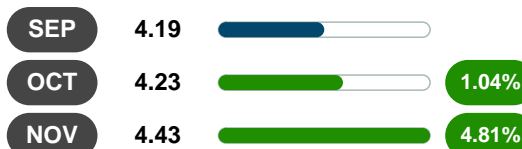


3 MONTHS

5 year NOV AVG = 5.45

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at **4.43**
below the 5 yr NOV average of **5.45**



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
\$75,000 and less	30	8.13%	2.05	2.52	1.69	2.00	0.00
\$75,001 - \$125,000	46	12.47%	3.19	3.31	2.92	4.50	0.00
\$125,001 - \$150,000	37	10.03%	4.11	3.00	4.26	4.29	6.00
\$150,001 - \$275,000	120	32.52%	4.78	6.71	3.98	5.90	8.57
\$275,001 - \$375,000	44	11.92%	4.71	2.67	5.88	4.19	2.67
\$375,001 - \$750,000	55	14.91%	6.17	6.55	5.79	6.40	7.50
\$750,001 and up	37	10.03%	20.18	0.00	16.00	22.67	18.00
Market Supply of Inventory (MSI)			4.43	3.79	4.02	6.11	7.06
Total Active Inventory by Units		100%	4.43	66	196	87	20

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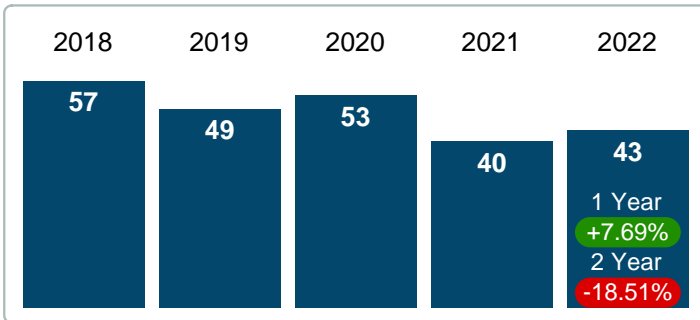
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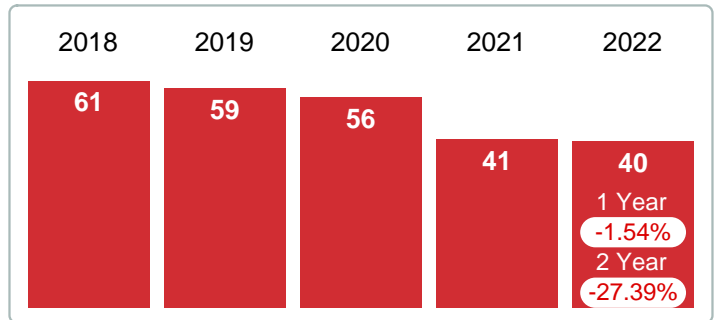
AVERAGE DAYS ON MARKET TO SALE

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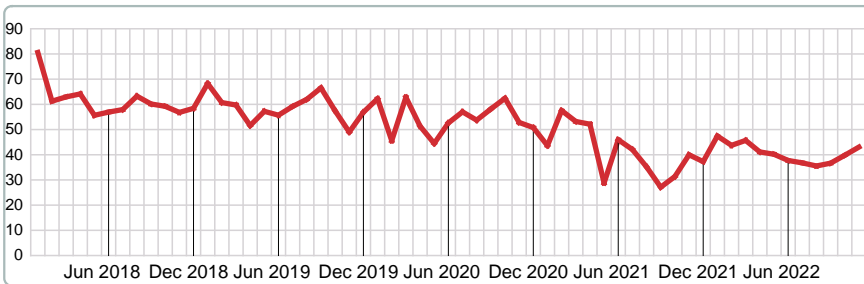
NOVEMBER



YEAR TO DATE (YTD)

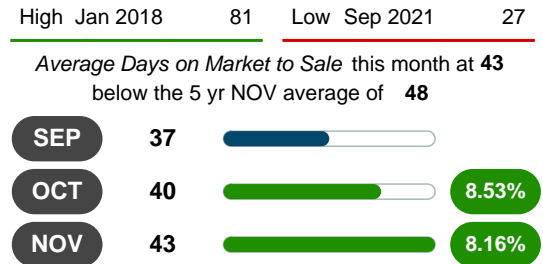


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 48



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	8.82%	57	44	104	0	3
\$50,001 - \$75,000	8.82%	30	98	16	0	0
\$75,001 - \$125,000	22.06%	26	21	22	57	0
\$125,001 - \$175,000	17.65%	43	45	50	15	0
\$175,001 - \$225,000	14.71%	42	32	29	146	0
\$225,001 - \$325,000	19.12%	42	17	65	23	0
\$325,001 and up	8.82%	90	172	13	115	0
Average Closed DOM		43	43	39	55	3
Total Closed Units	100%	68	16	37	14	1
Total Closed Volume		14,450,400	2.18M	6.10M	6.15M	25.00K

November 2022



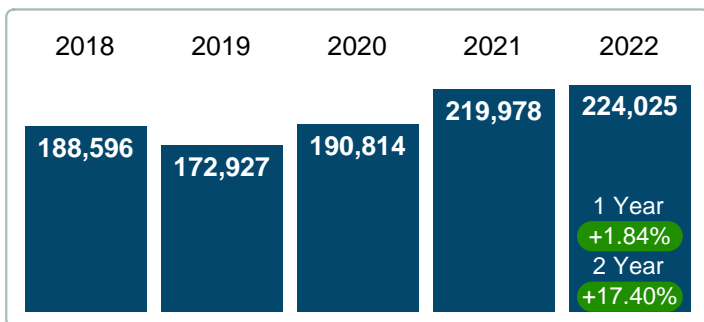
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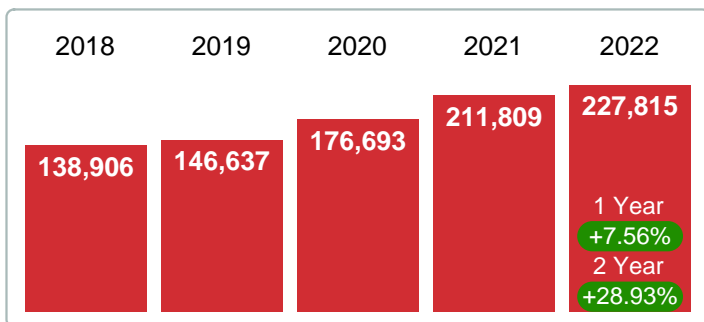
AVERAGE LIST PRICE AT CLOSING

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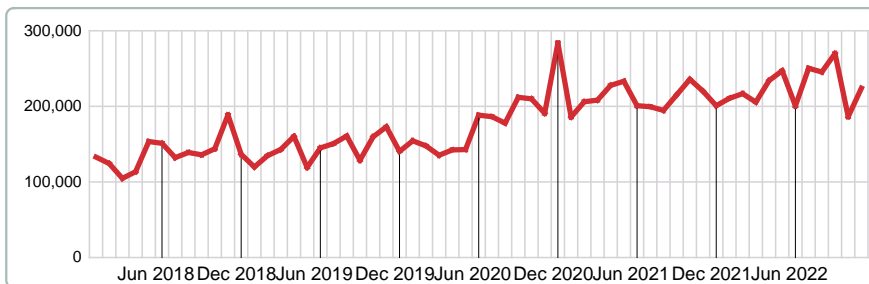
NOVEMBER



YEAR TO DATE (YTD)

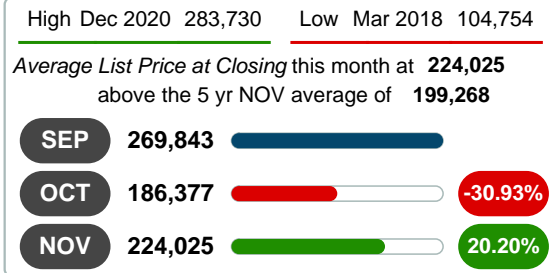


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 199,268



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.88%	32,225	39,633	54,950	0	25,000
\$50,001 - \$75,000	7	10.29%	61,029	79,900	60,460	0	0
\$75,001 - \$125,000	12	17.65%	99,608	110,667	108,329	110,750	0
\$125,001 - \$175,000	15	22.06%	148,067	159,000	153,450	162,500	0
\$175,001 - \$225,000	11	16.18%	205,145	217,450	203,386	220,000	0
\$225,001 - \$325,000	13	19.12%	279,984	250,000	267,983	296,983	0
\$325,001 and up	6	8.82%	894,150	445,000	462,500	1,331,633	0
Average List Price			224,025	144,419	171,749	467,379	25,000
Total Closed Units		100%	224,025	16	37	14	1
Total Closed Volume			15,233,694	2.31M	6.35M	6.54M	25.00K

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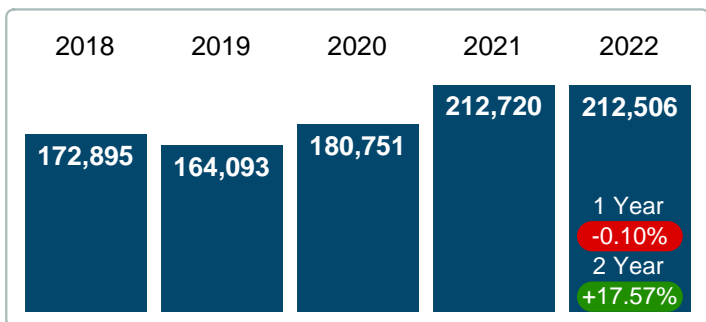
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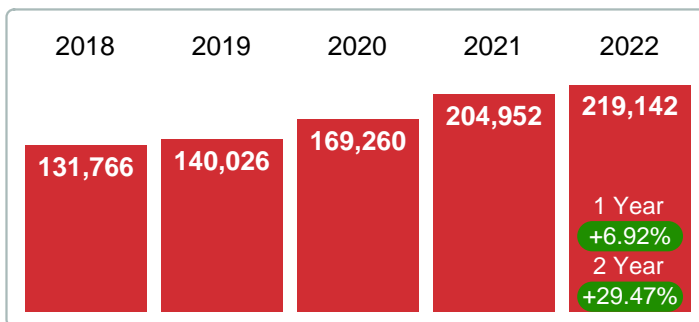
AVERAGE SOLD PRICE AT CLOSING

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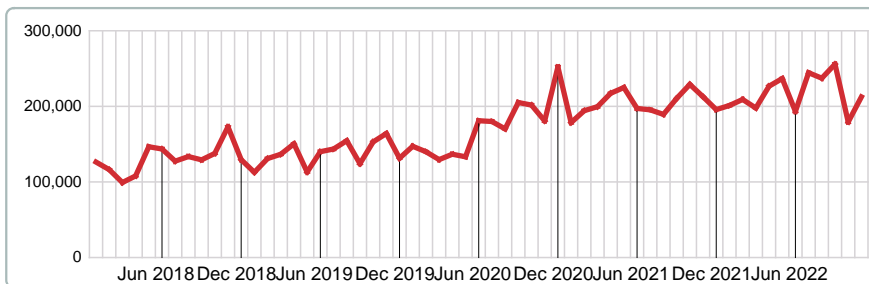
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

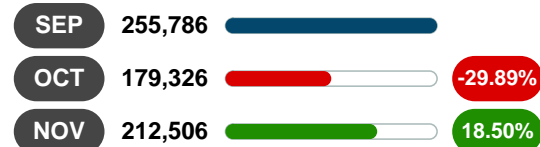


3 MONTHS

5 year NOV AVG = 188,593

High Sep 2022 255,786 Low Mar 2018 99,231

Average Sold Price at Closing this month at **212,506** above the 5 yr NOV average of **188,593**



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	8.82%	35,333	30,000	48,500	0	25,000
\$50,001 - \$75,000	8.82%	59,567	70,000	57,480	0	0
\$75,001 - \$125,000	22.06%	105,993	106,333	104,486	110,250	0
\$125,001 - \$175,000	17.65%	148,367	145,000	145,675	162,500	0
\$175,001 - \$225,000	14.71%	198,480	198,500	198,257	200,000	0
\$225,001 - \$325,000	19.12%	271,377	240,000	256,650	291,333	0
\$325,001 and up	8.82%	833,000	450,000	447,500	1,217,667	0
Average Sold Price		212,506	135,938	164,970	439,036	25,000
Total Closed Units	100%	212,506	16	37	14	1
Total Closed Volume		14,450,400	2.18M	6.10M	6.15M	25.00K

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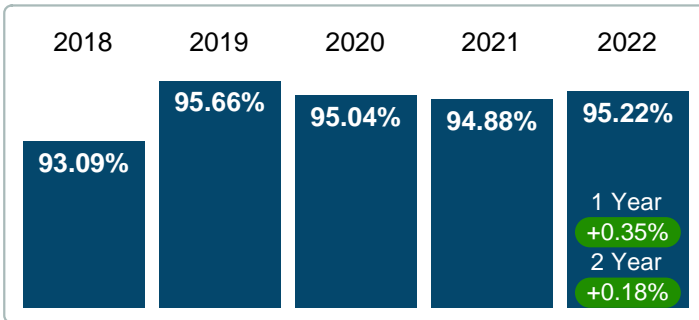
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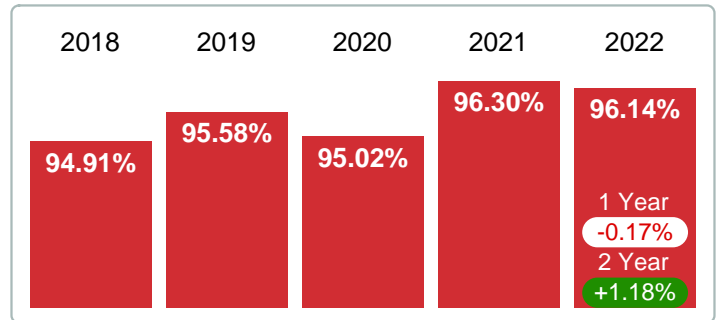
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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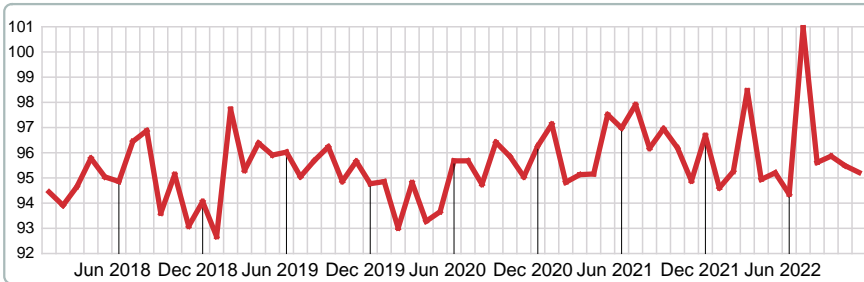
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

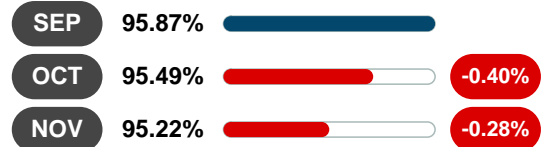


3 MONTHS

5 year NOV AVG = 94.78%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **95.22%** equal to 5 yr NOV average of **94.78%**



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	6	8.82%	85.57%	78.64%	88.74%	0.00%	100.00%
\$50,001 - \$75,000	6	8.82%	93.79%	87.61%	95.03%	0.00%	0.00%
\$75,001 - \$125,000	15	22.06%	97.48%	96.62%	96.70%	102.84%	0.00%
\$125,001 - \$175,000	12	17.65%	95.30%	91.75%	95.01%	100.00%	0.00%
\$175,001 - \$225,000	10	14.71%	95.55%	91.38%	97.40%	90.91%	0.00%
\$225,001 - \$325,000	13	19.12%	96.97%	96.00%	95.95%	98.14%	0.00%
\$325,001 and up	6	8.82%	96.13%	101.12%	96.68%	94.10%	0.00%
Average Sold/List Ratio		95.20%		91.66%	95.69%	97.70%	100.00%
Total Closed Units		68	100%	16	37	14	1
Total Closed Volume		14,450,400		2.18M	6.10M	6.15M	25.00K



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

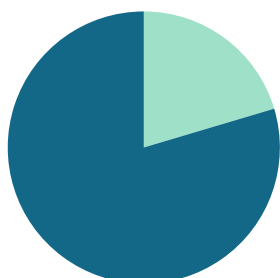


November 2022

MARKET SUMMARY

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

INVENTORY

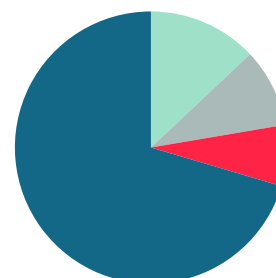


Inventory
 New Listings
93 = 20.39%
 Start Inventory
363
 Total Inventory Units
456
 Volume
\$176,110,470

Market Activity

Closed Sales
68 = 12.98%
 Pending Sales
49 = 9.35%
 Other Off Market
38 = 7.25%
 Active Inventory
369 = 70.42%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	99	68	-31.31%	981	905	-7.75%
Pending Sales	74	49	-33.78%	1,037	882	-14.95%
New Listings	84	93	10.71%	1,328	1,328	0.00%
Average List Price	219,978	224,025	1.84%	211,809	227,815	7.56%
Average Sale Price	212,720	212,506	-0.10%	204,952	219,142	6.92%
Average Percent of Selling Price to List Price	94.88%	95.22%	0.35%	96.30%	96.14%	-0.17%
Average Days on Market to Sale	39.97	43.04	7.69%	40.99	40.35	-1.54%
Monthly Inventory	287	369	28.57%	287	369	28.57%
Months Supply of Inventory	3.19	4.43	38.87%	3.19	4.43	38.87%

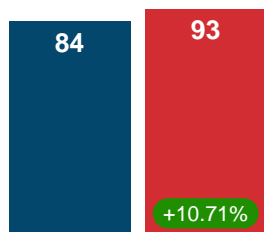
Absorption: Last 12 months, an Average of **83** Sales/Month

Inventory on November 30, 2022 = **369** 2021 2022

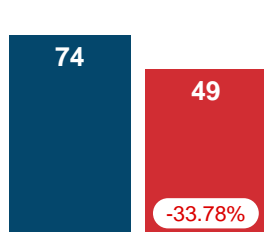
NOVEMBER MARKET

AVERAGE PRICES

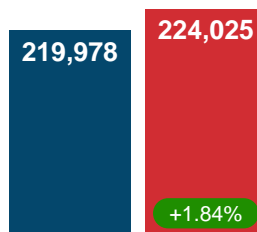
New Listings



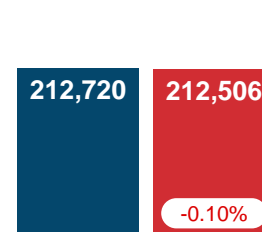
Pending Listings



List Price



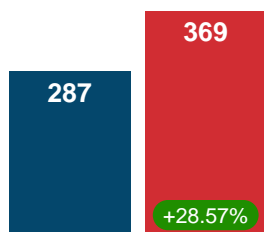
Sale Price



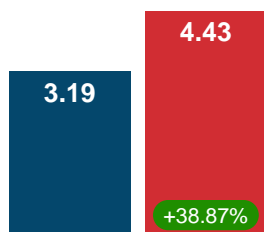
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

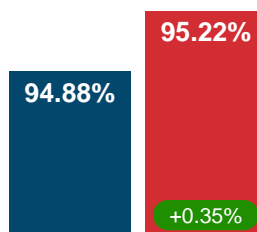
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

