

October 2022



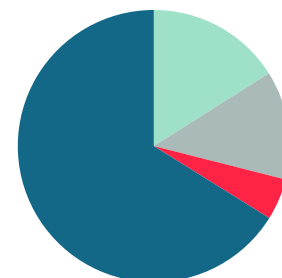
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	93	88	-5.38%
Pending Listings	91	71	-21.98%
New Listings	113	99	-12.39%
Average List Price	235,745	186,377	-20.94%
Average Sale Price	229,014	179,326	-21.70%
Average Percent of Selling Price to List Price	96.19%	95.49%	-0.73%
Average Days on Market to Sale	31.34	39.80	26.96%
End of Month Inventory	304	363	19.41%
Months Supply of Inventory	3.45	4.23	22.54%



■ Closed (16.03%)
■ Pending (12.93%)
■ Other OffMarket (4.92%)
■ Active (66.12%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of October 31, 2022 = **363**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **19.41%** to 363 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **4.23** 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 **21.70%** in October 2022 to \$179,326 versus the previous year at \$229,014.

Average Days on Market Lengthens

The average number of **39.80** days that homes spent on the market before selling increased by 8.45 days or **26.96%** in October 2022 compared to last year's same month at **31.34** DOM.

Sales Success for October 2022 is Positive

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

There were 99 New Listings in October 2022, down **12.39%** from last year at 113. Furthermore, there were 88 Closed Listings this month versus last year at 93, a **-5.38%** decrease.

Closed versus Listed trends yielded a **88.9%** ratio, up from previous year's, October 2021, at **82.3%**, a **8.00%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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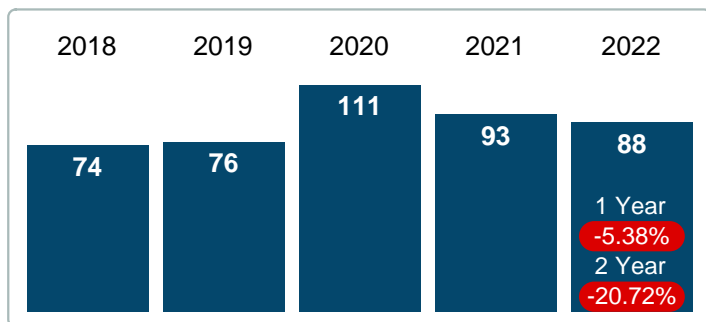
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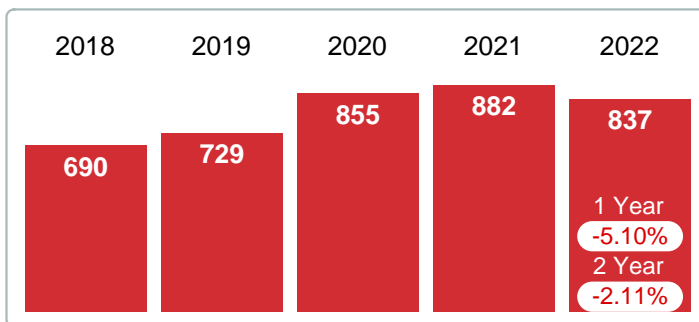
CLOSED LISTINGS

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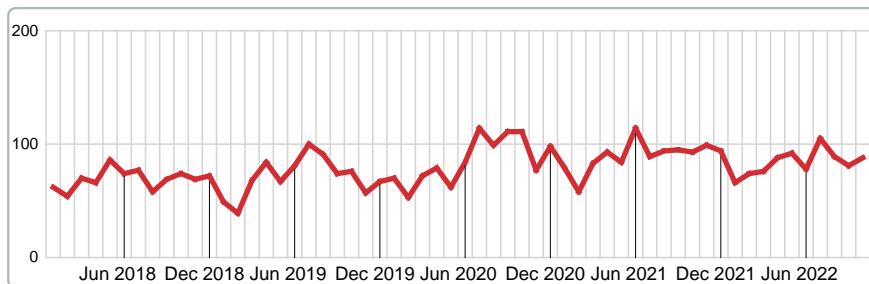
OCTOBER



YEAR TO DATE (YTD)

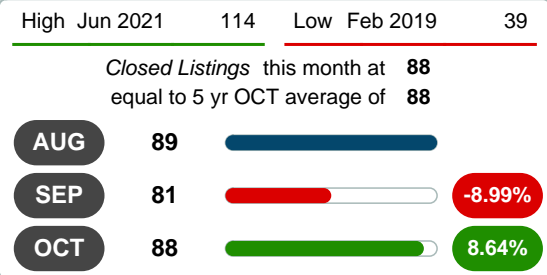


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 88



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	7	7.95%	25.7	5	2	0	0
\$50,001 - \$100,000	12	13.64%	34.4	5	7	0	0
\$100,001 - \$125,000	6	6.82%	71.3	3	3	0	0
\$125,001 - \$175,000	25	28.41%	42.0	2	20	3	0
\$175,001 - \$225,000	16	18.18%	33.5	3	8	5	0
\$225,001 - \$275,000	13	14.77%	40.2	1	11	1	0
\$275,001 and up	9	10.23%	41.2	0	5	3	1
Total Closed Units	88			19	56	12	1
Total Closed Volume	15,780,697	100%	39.8	2.09M	10.76M	2.65M	280.00K
Average Closed Price	\$179,326			\$109,982	\$192,153	\$220,875	\$280,000

October 2022



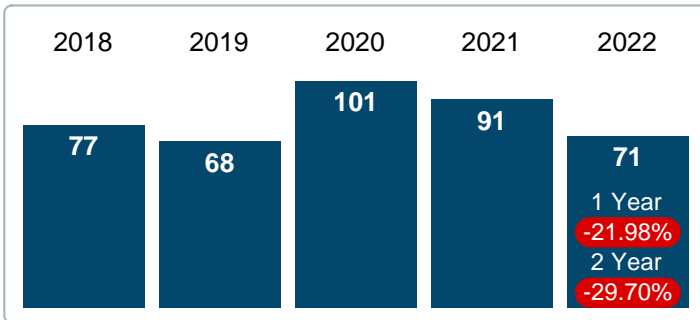
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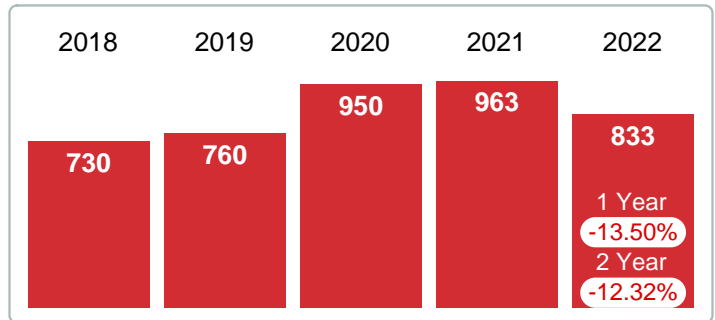
PENDING LISTINGS

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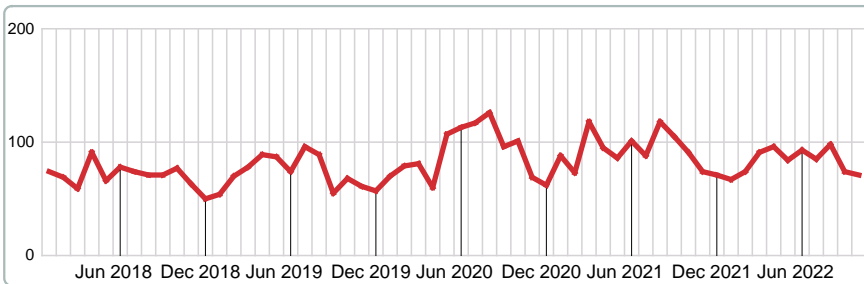
OCTOBER



YEAR TO DATE (YTD)

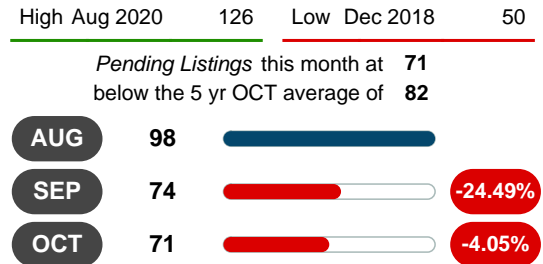


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.45%	18.5	3	3	0	0
\$75,001 - \$125,000	11	15.49%	34.5	3	6	2	0
\$125,001 - \$150,000	9	12.68%	46.1	3	4	2	0
\$150,001 - \$200,000	17	23.94%	50.9	3	12	2	0
\$200,001 - \$250,000	11	15.49%	76.5	2	6	3	0
\$250,001 - \$325,000	9	12.68%	46.4	0	4	5	0
\$325,001 and up	8	11.27%	58.8	1	4	3	0
Total Pending Units	71			15	39	17	0
Total Pending Volume	14,611,994	100%	49.9	2.27M	7.76M	4.58M	0.00B
Average Listing Price	\$204,028			\$151,613	\$198,892	\$269,471	\$0

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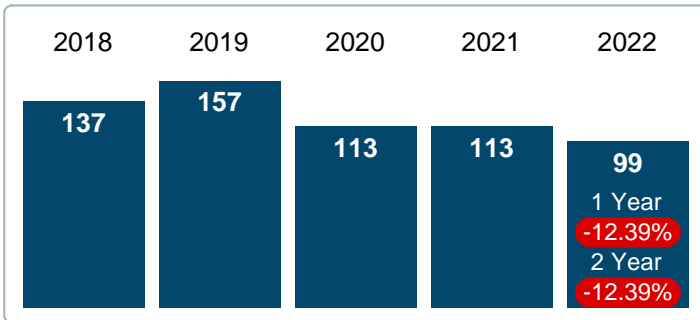
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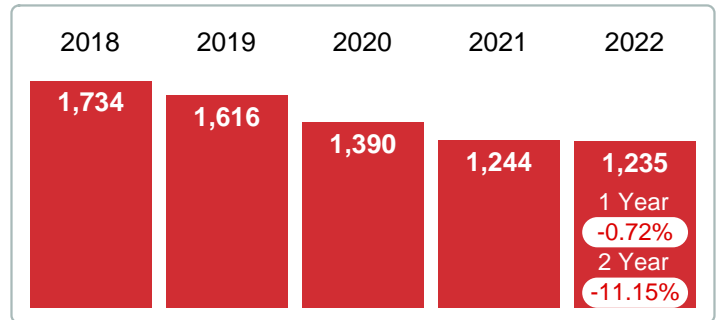
NEW LISTINGS

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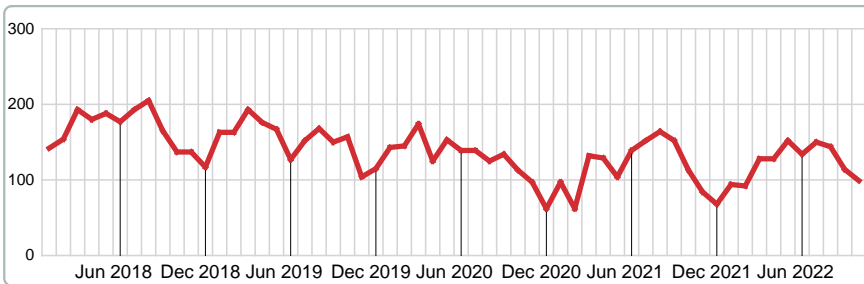
OCTOBER



YEAR TO DATE (YTD)

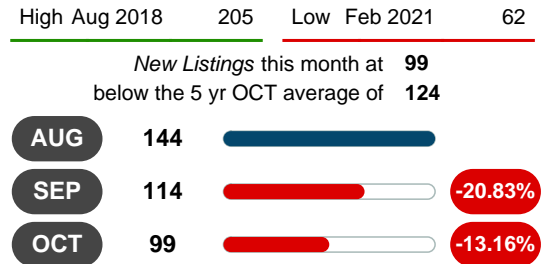


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 124



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	10.10%	5	5	0	0
\$75,001 - \$125,000	12	12.12%	1	7	3	1
\$125,001 - \$150,000	11	11.11%	2	8	0	1
\$150,001 - \$250,000	32	32.32%	3	22	6	1
\$250,001 - \$350,000	13	13.13%	0	6	7	0
\$350,001 - \$575,000	11	11.11%	2	7	2	0
\$575,001 and up	10	10.10%	1	5	4	0
Total New Listed Units	99		14	60	22	3
Total New Listed Volume	27,513,998	100%	3.71M	15.94M	7.38M	487.90K
Average New Listed Listing Price	\$259,678		\$265,057	\$265,630	\$335,341	\$162,633

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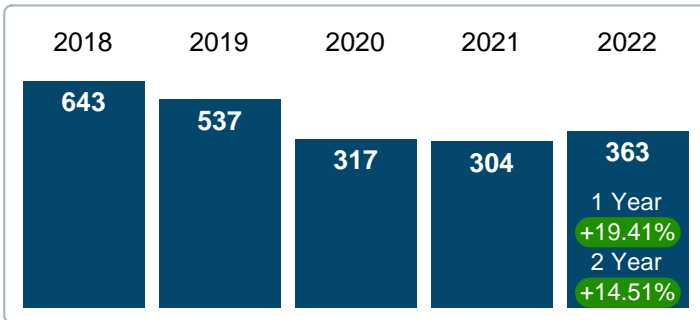
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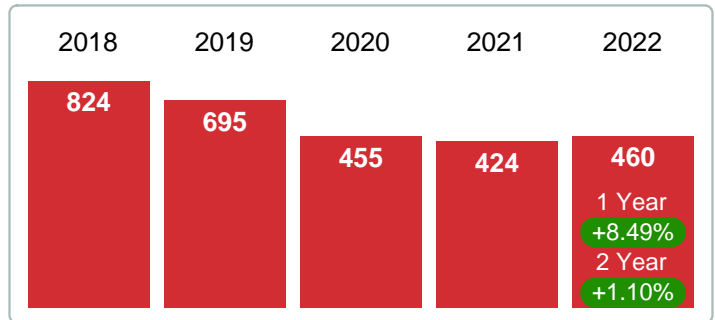
ACTIVE INVENTORY

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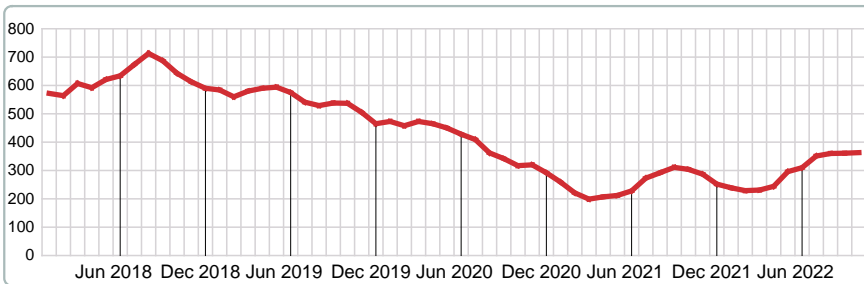
END OF OCTOBER



ACTIVE DURING OCTOBER

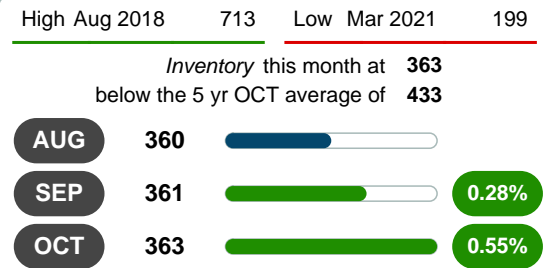


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 433



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	34	9.37%	102.2	20	13	1	0
\$75,001 - \$125,000	37	10.19%	82.0	12	21	3	1
\$125,001 - \$175,000	69	19.01%	64.0	9	43	16	1
\$175,001 - \$275,000	82	22.59%	93.6	13	47	16	6
\$275,001 - \$450,000	62	17.08%	96.2	4	36	18	4
\$450,001 - \$750,000	41	11.29%	80.4	5	18	15	3
\$750,001 and up	38	10.47%	118.6	2	11	18	7
Total Active Inventory by Units	363			65	189	87	22
Total Active Inventory by Volume	153,501,274	100%	89.2	14.29M	61.87M	50.32M	27.02M
Average Active Inventory Listing Price	\$422,869			\$219,821	\$327,358	\$578,372	\$1,228,359

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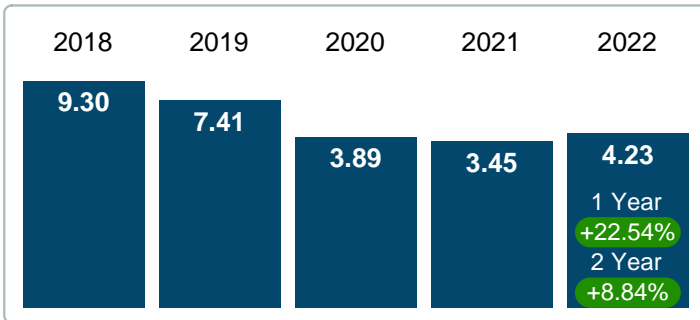
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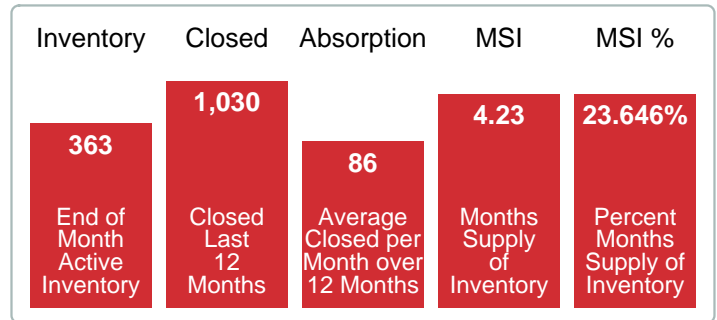
MONTHS SUPPLY of INVENTORY (MSI)

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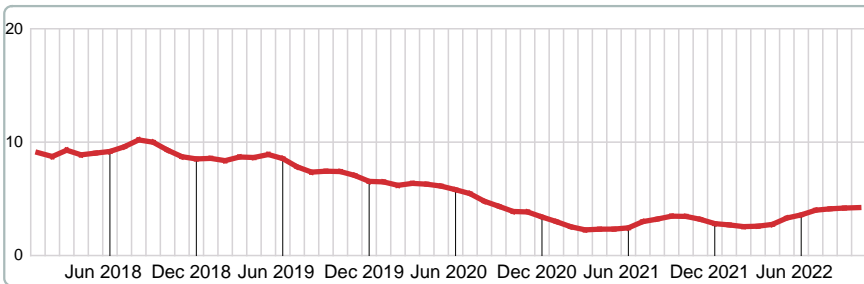
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

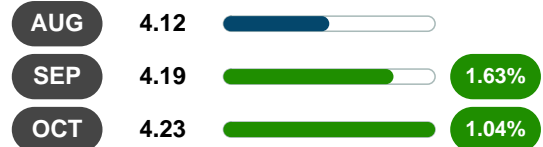


3 MONTHS

5 year OCT AVG = 5.65

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at **4.23**
below the 5 yr OCT average of **5.65**



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	34	9.37%	2.19	2.67	1.81	1.71	0.00
\$75,001 - \$125,000	37	10.19%	2.49	2.62	2.15	6.00	0.00
\$125,001 - \$175,000	69	19.01%	4.43	4.50	3.91	7.11	3.00
\$175,001 - \$275,000	82	22.59%	4.33	6.78	4.00	3.31	14.40
\$275,001 - \$450,000	62	17.08%	4.68	3.00	5.61	4.00	4.00
\$450,001 - \$750,000	41	11.29%	7.03	12.00	5.40	9.00	7.20
\$750,001 and up	38	10.47%	19.83	0.00	14.67	24.00	16.80
Market Supply of Inventory (MSI)			4.23	3.66	3.77	5.77	7.76
Total Active Inventory by Units		100%	4.23	65	189	87	22

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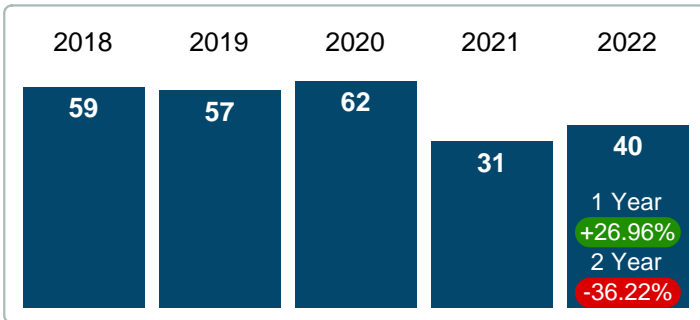
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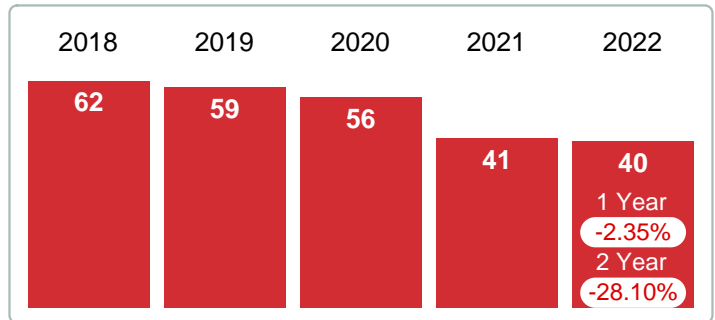
AVERAGE DAYS ON MARKET TO SALE

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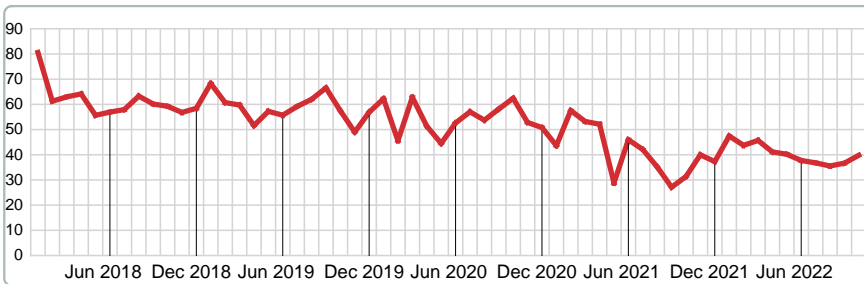
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50

High Jan 2018 81 Low Sep 2021 27

Average Days on Market to Sale this month at 40 below the 5 yr OCT 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
\$50,000 and less	7.95%	26	22	35	0	0
\$50,001 - \$100,000	13.64%	34	29	38	0	0
\$100,001 - \$125,000	6.82%	71	40	102	0	0
\$125,001 - \$175,000	28.41%	42	52	41	42	0
\$175,001 - \$225,000	18.18%	34	13	41	34	0
\$225,001 - \$275,000	14.77%	40	7	44	37	0
\$275,001 and up	10.23%	41	0	47	11	106
Average Closed DOM		40	28	45	30	106
Total Closed Units	100%	40	19	56	12	1
Total Closed Volume		15,780,697	2.09M	10.76M	2.65M	280.00K

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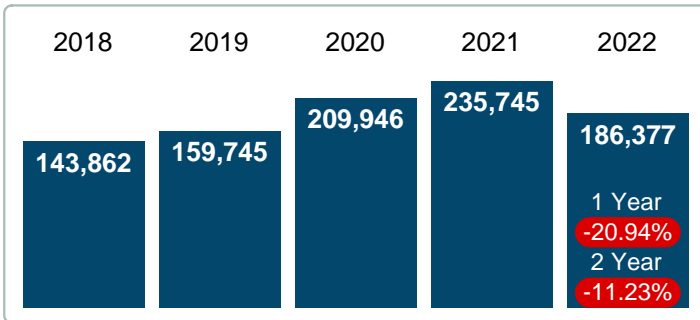
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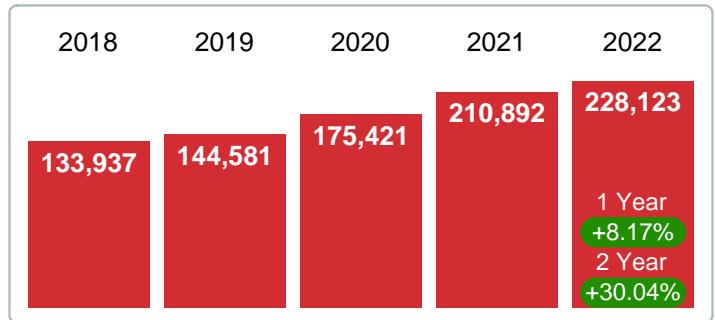
AVERAGE LIST PRICE AT CLOSING

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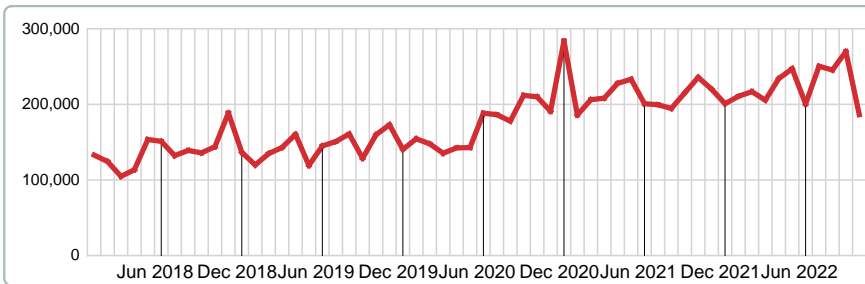
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

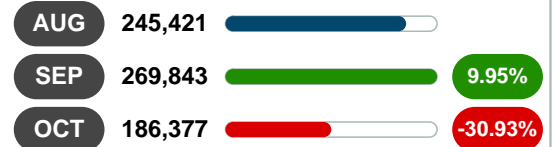


3 MONTHS

5 year OCT AVG = 187,135

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

Average List Price at Closing this month at **186,377** below the 5 yr OCT average of **187,135**



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	7.95%	38,057	44,300	22,450	0	0
\$50,001 - \$100,000	11.36%	78,720	81,960	84,600	0	0
\$100,001 - \$125,000	6.82%	113,967	121,333	126,633	0	0
\$125,001 - \$175,000	28.41%	150,196	152,450	154,970	145,167	0
\$175,001 - \$225,000	19.32%	204,229	214,800	206,738	218,960	0
\$225,001 - \$275,000	15.91%	249,236	224,000	249,573	239,000	0
\$275,001 and up	10.23%	438,633	0	531,660	334,800	285,000
Average List Price		186,377	114,137	199,534	231,142	285,000
Total Closed Units	100%	186,377	19	56	12	1
Total Closed Volume		16,401,200	2.17M	11.17M	2.77M	285.00K

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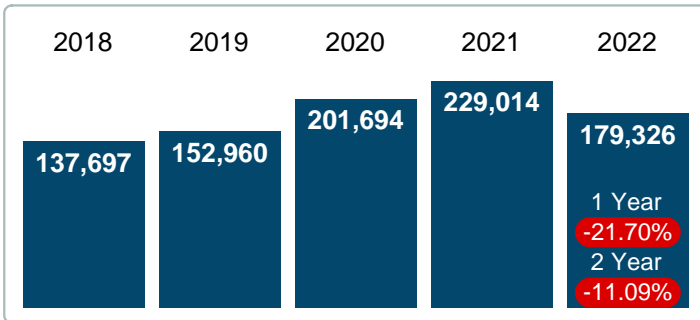
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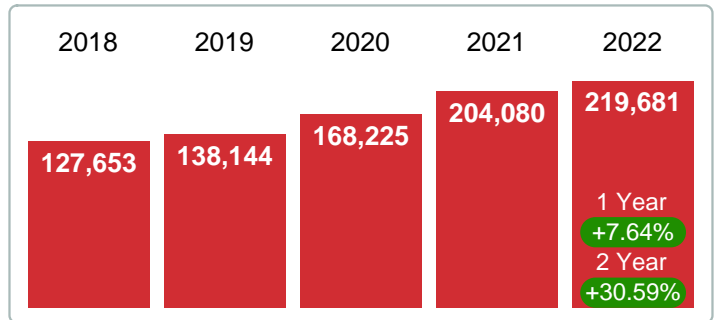
AVERAGE SOLD PRICE AT CLOSING

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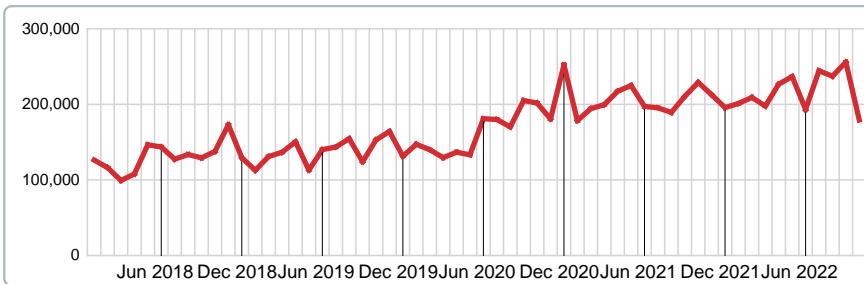
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

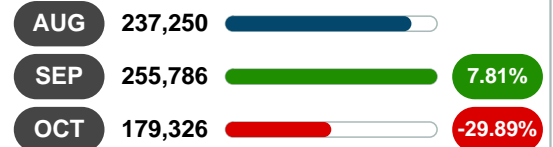


3 MONTHS

5 year OCT AVG = 180,138

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

Average Sold Price at Closing this month at 179,326 below the 5 yr OCT average of 180,138



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	7.95%	36,214	43,100	19,000	0	0
\$50,001 - \$100,000	13.64%	76,925	75,980	77,600	0	0
\$100,001 - \$125,000	6.82%	111,375	111,083	111,667	0	0
\$125,001 - \$175,000	28.41%	147,508	151,000	147,985	142,000	0
\$175,001 - \$225,000	18.18%	203,250	208,333	200,250	205,000	0
\$225,001 - \$275,000	14.77%	241,000	234,000	242,636	230,000	0
\$275,001 and up	10.23%	429,239	0	522,729	323,167	280,000
Average Sold Price		179,326	109,982	192,153	220,875	280,000
Total Closed Units	100%	179,326	19	56	12	1
Total Closed Volume		15,780,697	2.09M	10.76M	2.65M	280.00K

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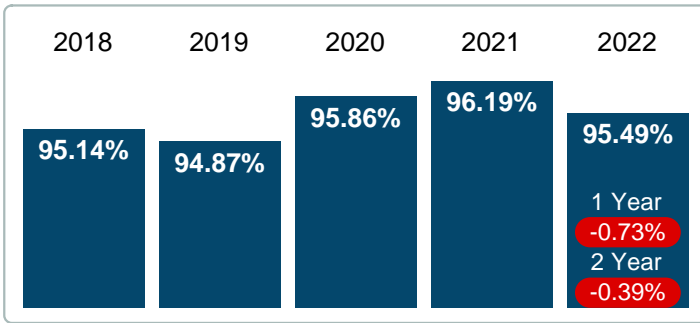
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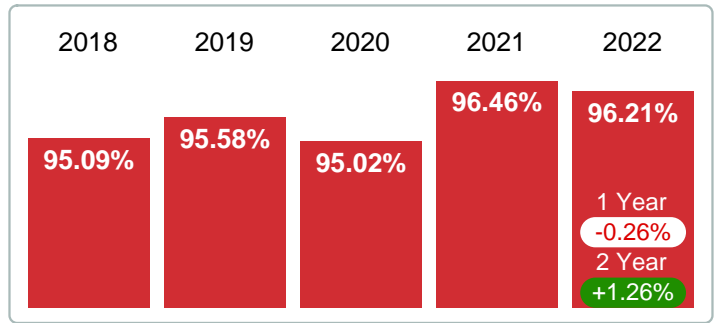
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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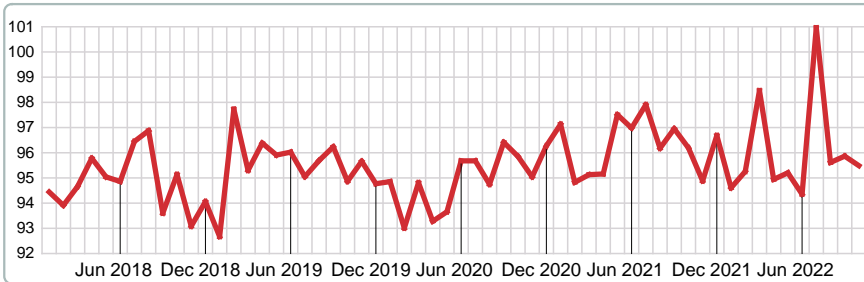
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

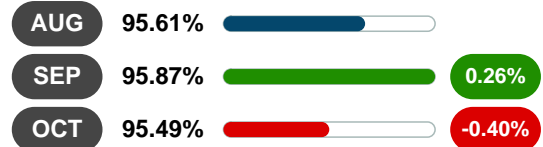


3 MONTHS

5 year OCT AVG = 95.51%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **95.49%** below the 5 yr OCT average of **95.51%**



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	7	7.95%	93.83%	97.30%	85.14%	0.00%	0.00%
\$50,001 - \$100,000	12	13.64%	92.79%	92.80%	92.78%	0.00%	0.00%
\$100,001 - \$125,000	6	6.82%	90.34%	92.34%	88.35%	0.00%	0.00%
\$125,001 - \$175,000	25	28.41%	96.12%	98.69%	95.58%	98.00%	0.00%
\$175,001 - \$225,000	16	18.18%	96.09%	96.83%	96.97%	94.24%	0.00%
\$225,001 - \$275,000	13	14.77%	97.89%	104.46%	97.44%	96.23%	0.00%
\$275,001 and up	9	10.23%	97.49%	0.00%	97.98%	96.41%	98.25%
Average Sold/List Ratio		95.50%		95.78%	95.25%	95.89%	98.25%
Total Closed Units		88	100%	19	56	12	1
Total Closed Volume		15,780,697		2.09M	10.76M	2.65M	280.00K

October 2022



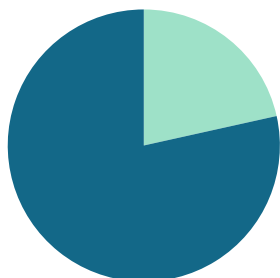
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

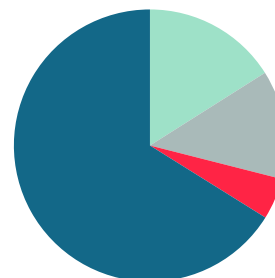


Inventory
 New Listings
99 = 21.52%
 Start Inventory
361
 Total Inventory Units
460
 Volume
\$175,726,743

Market Activity

Closed Sales
88 = 16.03%
 Pending Sales
71 = 12.93%
 Other Off Market
27 = 4.92%
 Active Inventory
363 = 66.12%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	93	88	-5.38%	882	837	-5.10%
Pending Sales	91	71	-21.98%	963	833	-13.50%
New Listings	113	99	-12.39%	1,244	1,235	-0.72%
Average List Price	235,745	186,377	-20.94%	210,892	228,123	8.17%
Average Sale Price	229,014	179,326	-21.70%	204,080	219,681	7.64%
Average Percent of Selling Price to List Price	96.19%	95.49%	-0.73%	96.46%	96.21%	-0.26%
Average Days on Market to Sale	31.34	39.80	26.96%	41.10	40.14	-2.35%
Monthly Inventory	304	363	19.41%	304	363	19.41%
Months Supply of Inventory	3.45	4.23	22.54%	3.45	4.23	22.54%

Absorption: Last 12 months, an Average of **86** Sales/Month

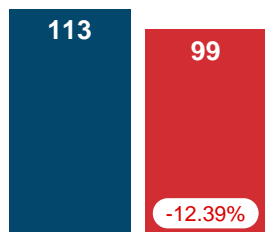
Inventory on October 31, 2022 = **363**

2021 **2022**

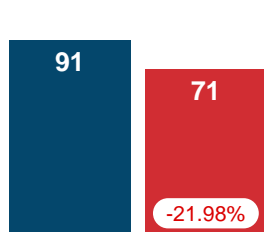
OCTOBER MARKET

AVERAGE PRICES

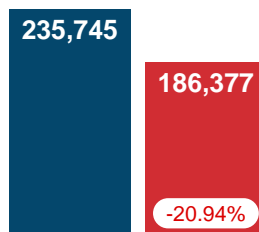
New Listings



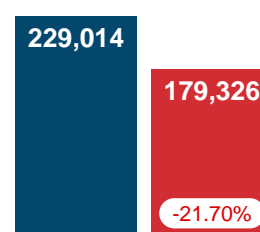
Pending Listings



List Price



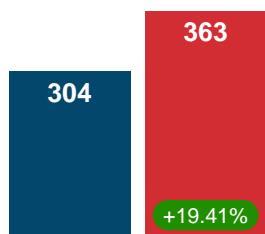
Sale Price



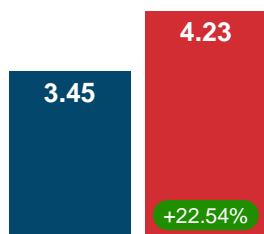
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

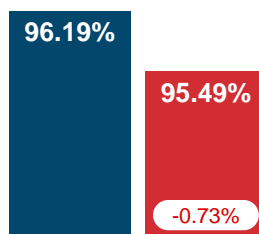
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

