

## September 2022



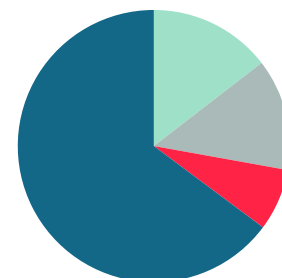
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	95	81	-14.74%
Pending Listings	105	74	-29.52%
New Listings	152	114	-25.00%
Average List Price	215,198	269,843	25.39%
Average Sale Price	210,489	255,786	21.52%
Average Percent of Selling Price to List Price	96.95%	95.87%	-1.12%
Average Days on Market to Sale	27.13	36.67	35.17%
End of Month Inventory	311	361	16.08%
Months Supply of Inventory	3.47	4.19	20.56%



■ Closed (14.54%)  
■ Pending (13.29%)  
■ Other OffMarket (7.36%)  
■ Active (64.81%)

**Absorption:** Last 12 months, an Average of **86** Sales/Month  
**Active Inventory** as of September 30, 2022 = **361**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **16.08%** to 361 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 **4.19** 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 **21.52%** in September 2022 to \$255,786 versus the previous year at \$210,489.

##### Average Days on Market Lengthens

The average number of **36.67** days that homes spent on the market before selling increased by 9.54 days or **35.17%** in September 2022 compared to last year's same month at **27.13** DOM.

##### Sales Success for September 2022 is Positive

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

There were 114 New Listings in September 2022, down **25.00%** from last year at 152. Furthermore, there were 81 Closed Listings this month versus last year at 95, a **-14.74%** decrease.

Closed versus Listed trends yielded a **71.1%** ratio, up from previous year's, September 2021, at **62.5%**, a **13.68%** upswing. This will certainly create pressure on an increasing

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

### **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](mailto:support@mlstechnology.com)

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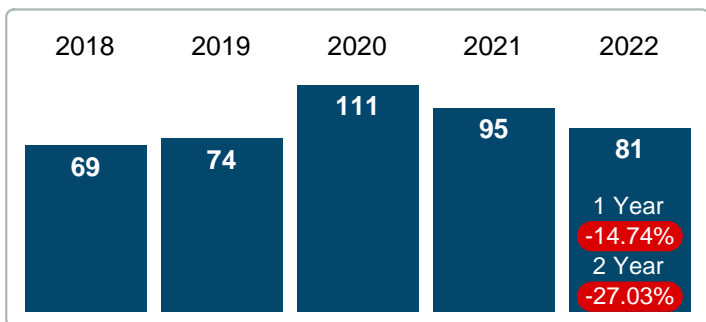
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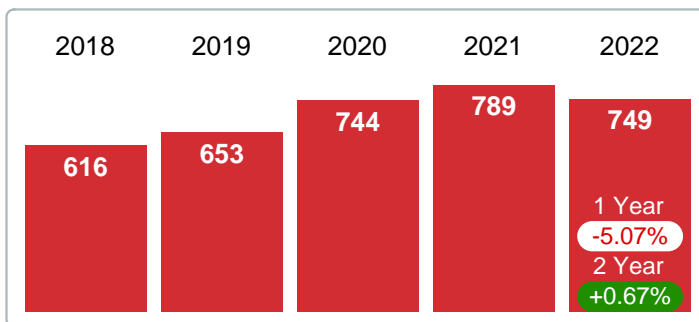
## CLOSED LISTINGS

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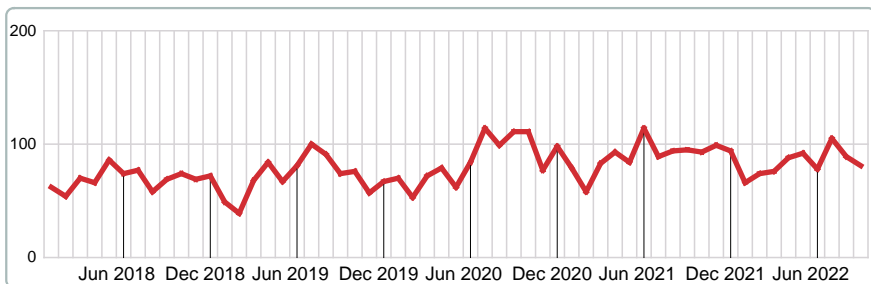
### SEPTEMBER



### YEAR TO DATE (YTD)

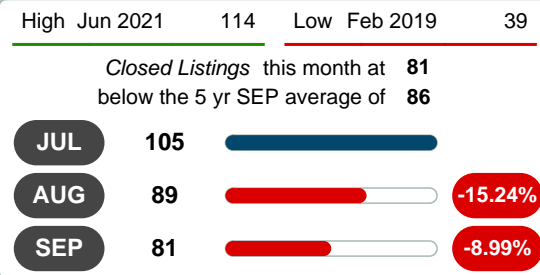


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 86



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.41%	68.3	2	4	0	0
\$50,001 - \$100,000	8	9.88%	32.0	2	4	2	0
\$100,001 - \$150,000	15	18.52%	35.5	4	10	1	0
\$150,001 - \$250,000	20	24.69%	33.3	3	13	4	0
\$250,001 - \$300,000	13	16.05%	32.2	2	7	4	0
\$300,001 - \$500,000	11	13.58%	16.3	1	3	6	1
\$500,001 and up	8	9.88%	63.8	0	3	5	0
<b>Total Closed Units</b>	<b>81</b>			<b>14</b>	<b>44</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>20,718,677</b>	<b>100%</b>	<b>36.7</b>	<b>2.28M</b>	<b>9.31M</b>	<b>8.63M</b>	<b>500.00K</b>
<b>Average Closed Price</b>	<b>\$255,786</b>			<b>\$163,041</b>	<b>\$211,570</b>	<b>\$392,136</b>	<b>\$500,000</b>

# September 2022



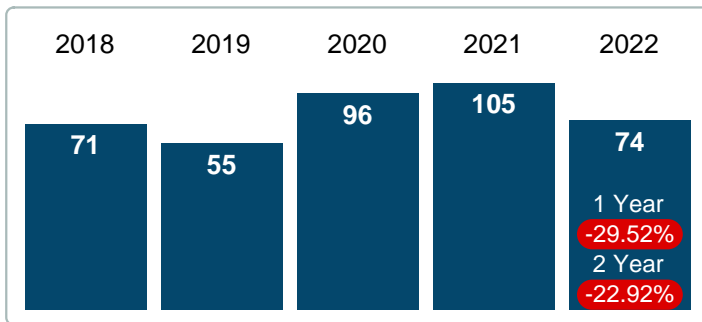
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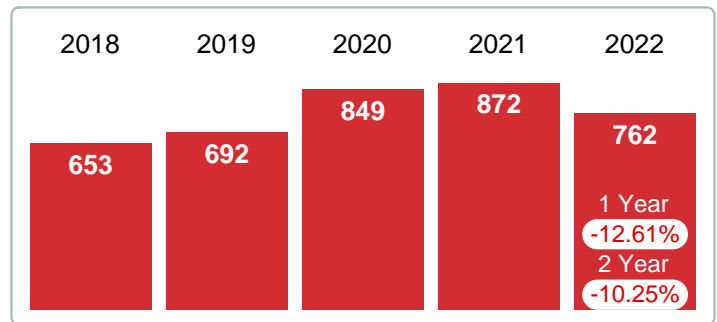
## PENDING LISTINGS

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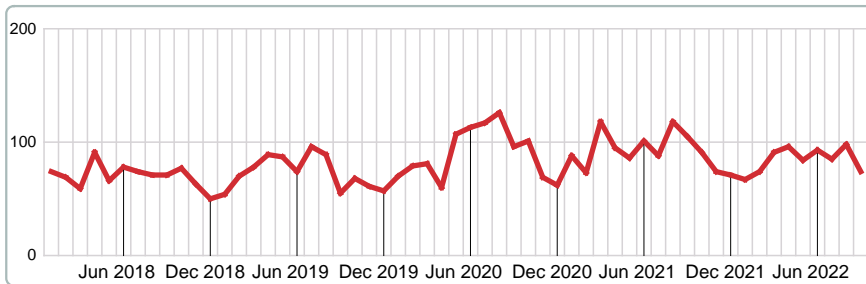
### SEPTEMBER



### YEAR TO DATE (YTD)

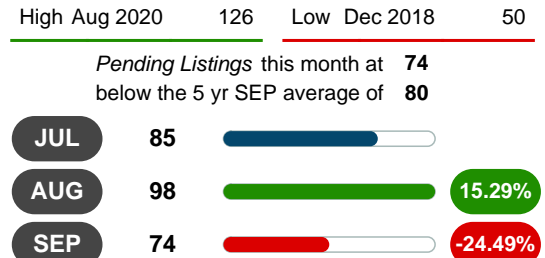


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 80



### 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	5	6.76%	48.4	4	0	0	1
\$50,001 - \$75,000	7	9.46%	26.1	0	7	0	0
\$75,001 - \$100,000	9	12.16%	30.1	5	4	0	0
\$100,001 - \$150,000	21	28.38%	51.2	6	13	2	0
\$150,001 - \$225,000	15	20.27%	44.5	2	10	3	0
\$225,001 - \$275,000	8	10.81%	47.6	1	4	3	0
\$275,001 and up	9	12.16%	58.2	1	4	4	0
<b>Total Pending Units</b>	<b>74</b>			<b>19</b>	<b>42</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,512,200</b>	<b>100%</b>	<b>46.0</b>	<b>2.38M</b>	<b>7.36M</b>	<b>3.75M</b>	<b>25.00K</b>
<b>Average Listing Price</b>	<b>\$182,932</b>			<b>\$125,132</b>	<b>\$175,186</b>	<b>\$312,658</b>	<b>\$25,000</b>

# September 2022



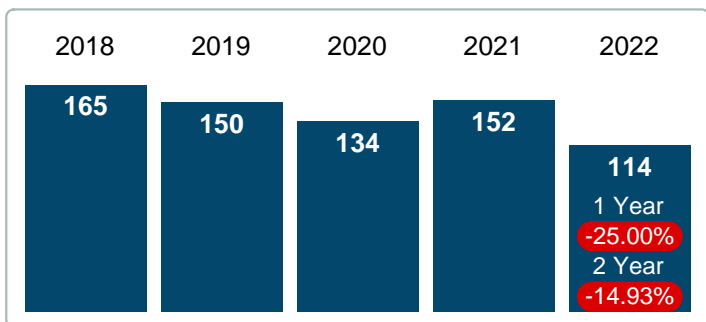
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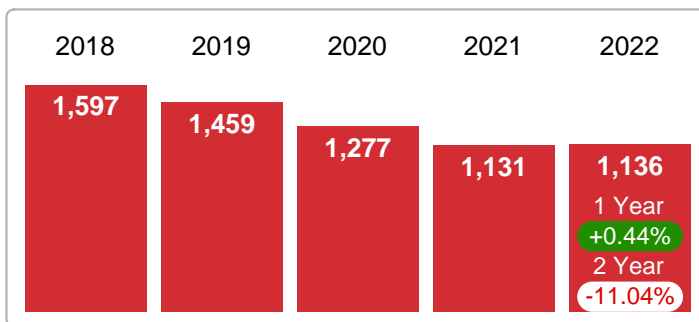
## NEW LISTINGS

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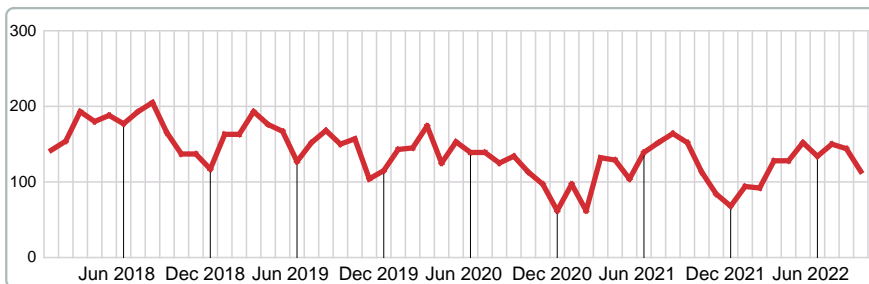
### SEPTEMBER



### YEAR TO DATE (YTD)

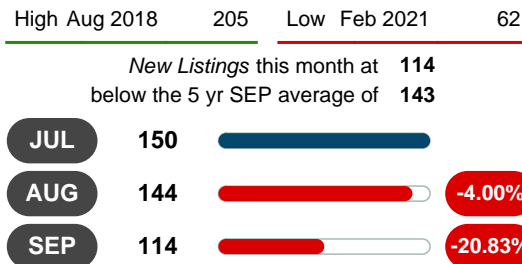


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 143



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.02%	4	3	0	1
\$50,001 - \$75,000	9	7.89%	3	6	0	0
\$75,001 - \$125,000	20	17.54%	9	10	1	0
\$125,001 - \$200,000	32	28.07%	8	17	7	0
\$200,001 - \$325,000	18	15.79%	2	11	5	0
\$325,001 - \$500,000	15	13.16%	2	7	4	2
\$500,001 and up	12	10.53%	1	3	6	2
<b>Total New Listed Units</b>	<b>114</b>		<b>29</b>	<b>57</b>	<b>23</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>28,606,148</b>	<b>100%</b>	<b>4.44M</b>	<b>11.74M</b>	<b>9.23M</b>	<b>3.19M</b>
<b>Average New Listed Listing Price</b>	<b>\$182,607</b>		<b>\$153,159</b>	<b>\$206,004</b>	<b>\$401,417</b>	<b>\$637,940</b>

# September 2022



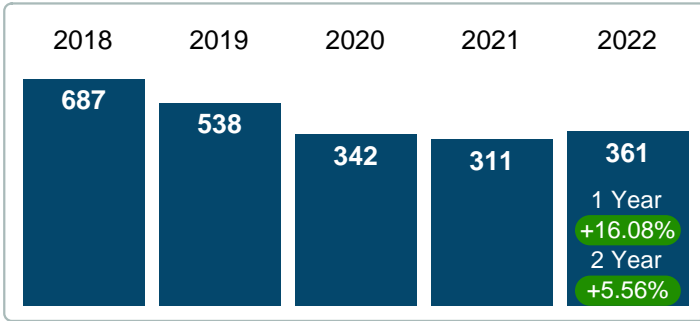
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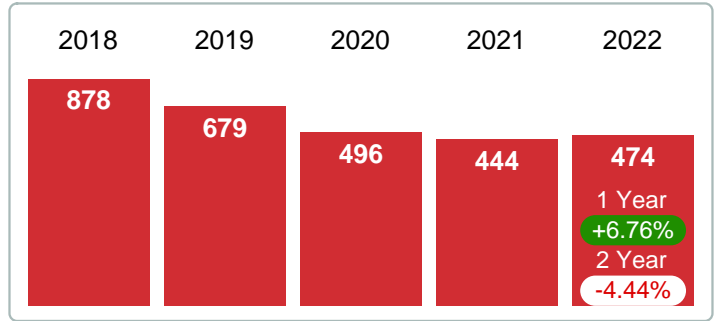
## ACTIVE INVENTORY

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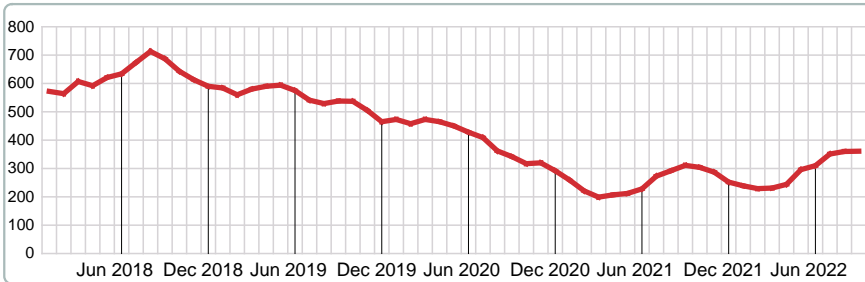
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

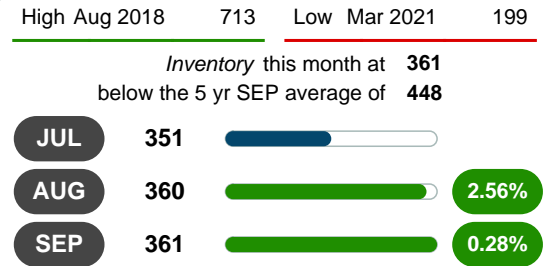


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 448



### 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	9.42%	85.1	21	12	1	0
\$75,001 - \$125,000	38	10.53%	68.2	16	20	2	0
\$125,001 - \$175,000	65	18.01%	56.4	13	37	15	0
\$175,001 - \$250,000	78	21.61%	76.4	13	44	17	4
\$250,001 - \$375,000	58	16.07%	89.8	4	29	20	5
\$375,001 - \$750,000	50	13.85%	71.2	6	25	15	4
\$750,001 and up	38	10.53%	105.6	1	10	20	7
Total Active Inventory by Units			361	74	177	90	20
Total Active Inventory by Volume			148,212,745	13.76M	56.63M	51.03M	26.80M
Average Active Inventory Listing Price			\$410,562	\$185,933	\$319,929	\$566,947	\$1,340,050

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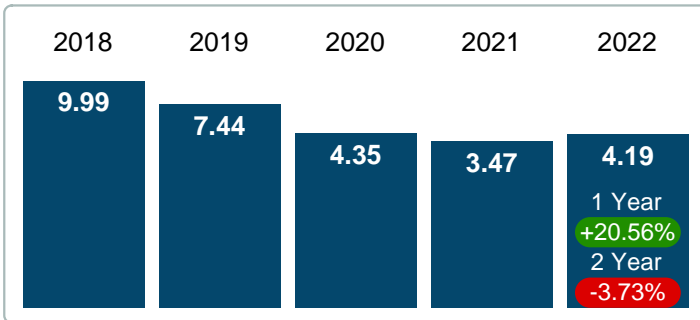
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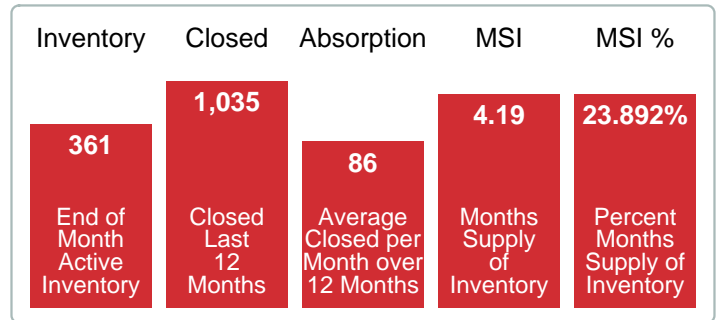
## MONTHS SUPPLY of INVENTORY (MSI)

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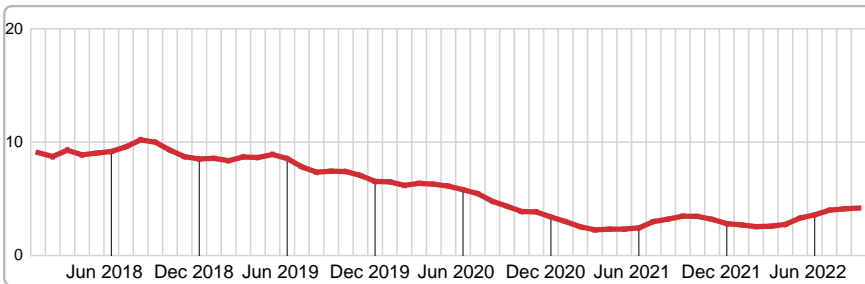
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

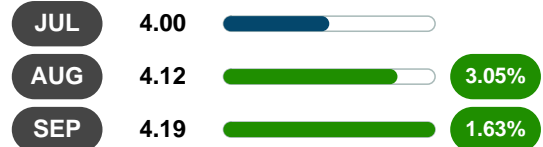


### 3 MONTHS

5 year SEP AVG = 5.89

High Aug 2018 10.20 Low Mar 2021 2.26

Months Supply this month at **4.19**  
below the 5 yr SEP average of **5.89**



### 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	9.42%	2.15	2.86	1.58	1.50	0.00
\$75,001 - \$125,000	38	10.53%	2.48	3.84	1.92	2.67	0.00
\$125,001 - \$175,000	65	18.01%	4.31	6.78	3.47	7.20	0.00
\$175,001 - \$250,000	78	21.61%	5.47	8.67	4.93	4.86	12.00
\$250,001 - \$375,000	58	16.07%	4.41	4.00	4.35	4.36	5.45
\$375,001 - \$750,000	50	13.85%	4.76	5.54	4.35	5.14	5.33
\$750,001 and up	38	10.53%	18.24	0.00	15.00	21.82	14.00
Market Supply of Inventory (MSI)			4.19	4.35	3.49	5.84	6.32
Total Active Inventory by Units		100%	4.19	74	177	90	20

# September 2022



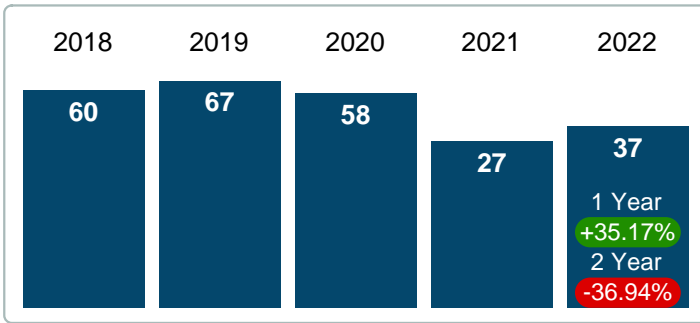
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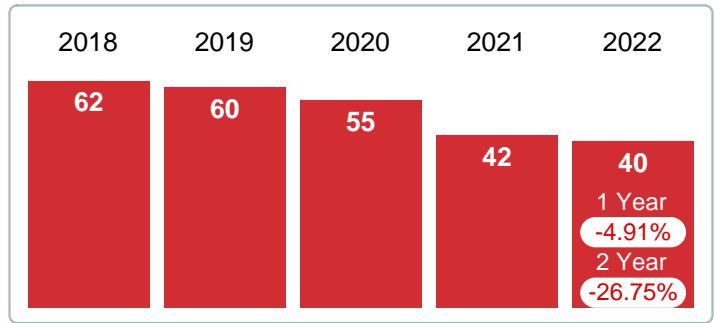
## AVERAGE DAYS ON MARKET TO SALE

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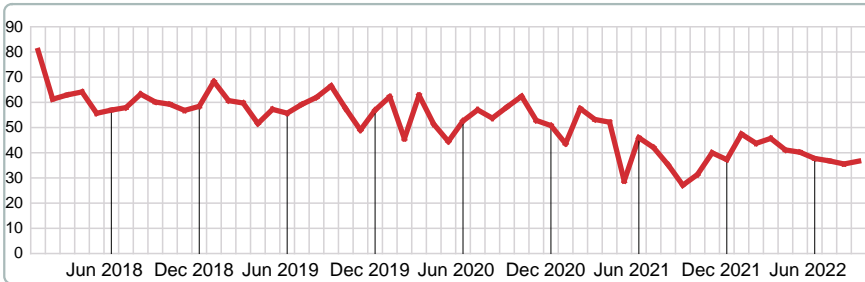
### SEPTEMBER



### YEAR TO DATE (YTD)

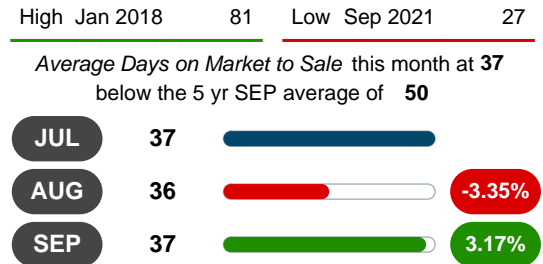


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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	7.41%	68	41	82	0	0
\$50,001 - \$100,000	9.88%	32	27	48	6	0
\$100,001 - \$150,000	18.52%	35	30	36	55	0
\$150,001 - \$250,000	24.69%	33	2	40	34	0
\$250,001 - \$300,000	16.05%	32	22	29	43	0
\$300,001 - \$500,000	13.58%	16	17	6	22	13
\$500,001 and up	9.88%	64	0	12	95	0
<b>Average Closed DOM</b>		<b>37</b>	<b>23</b>	<b>38</b>	<b>45</b>	<b>13</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>81</b>	<b>14</b>	<b>44</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,718,677</b>	<b>2.28M</b>	<b>9.31M</b>	<b>8.63M</b>	<b>500.00K</b>



# September 2022



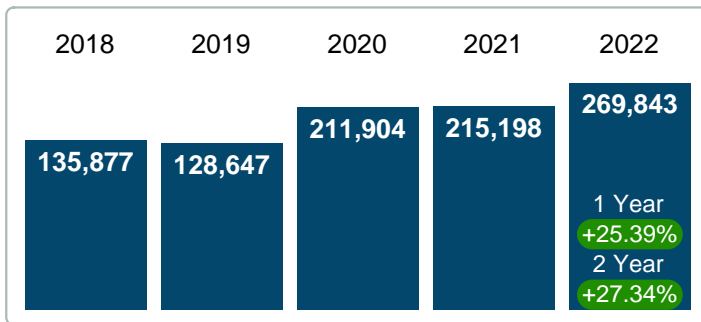
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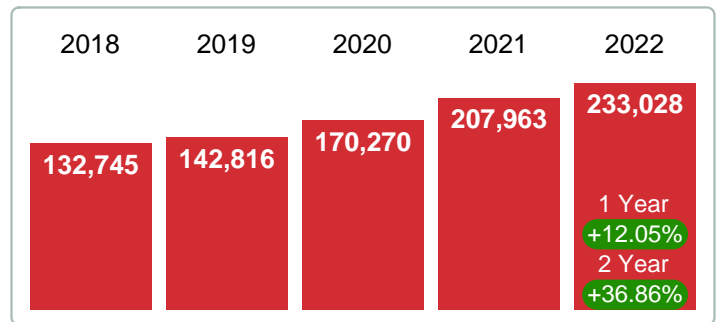
## AVERAGE LIST PRICE AT CLOSING

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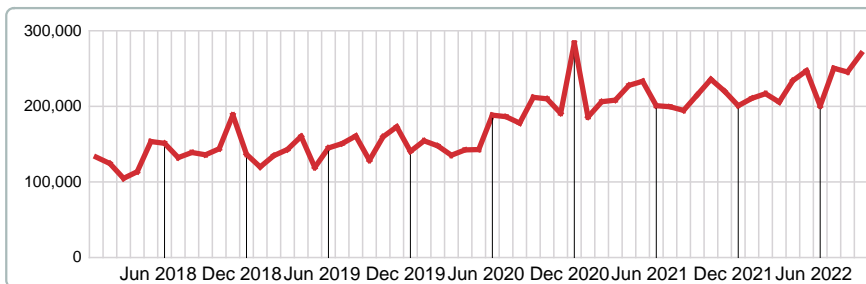
### SEPTEMBER



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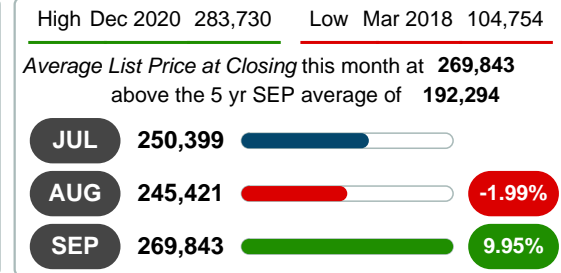


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 192,294



### 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	8.64%	40,971	36,950	43,725	0	
\$50,001 - \$100,000	7	8.64%	77,543	79,950	70,875	68,700	
\$100,001 - \$150,000	13	16.05%	128,738	135,475	130,870	141,500	
\$150,001 - \$250,000	21	25.93%	192,405	220,833	191,861	211,200	
\$250,001 - \$300,000	11	13.58%	286,555	304,950	286,271	309,450	
\$300,001 - \$500,000	13	16.05%	374,115	350,000	403,267	387,450	
\$500,001 and up	9	11.11%	810,889	0	693,000	940,800	
<b>Average List Price</b>		<b>269,843</b>		<b>171,293</b>	<b>217,136</b>	<b>426,827</b>	<b>515,000</b>
<b>Total Closed Units</b>		<b>81</b>	<b>100%</b>	<b>269,843</b>	<b>14</b>	<b>44</b>	<b>22</b>
<b>Total Closed Volume</b>		<b>21,857,299</b>			<b>2.40M</b>	<b>9.55M</b>	<b>9.39M</b>

# September 2022



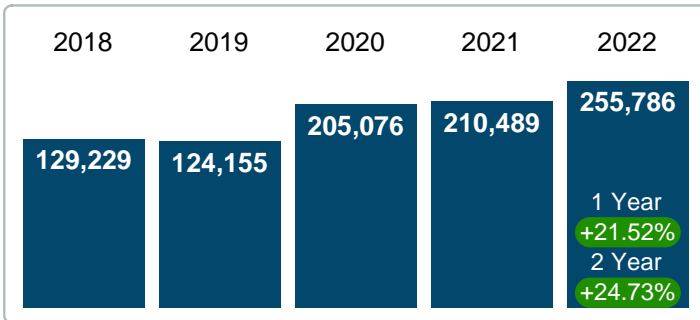
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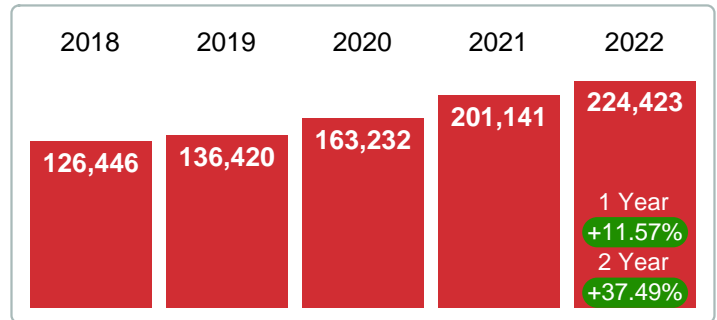
## AVERAGE SOLD PRICE AT CLOSING

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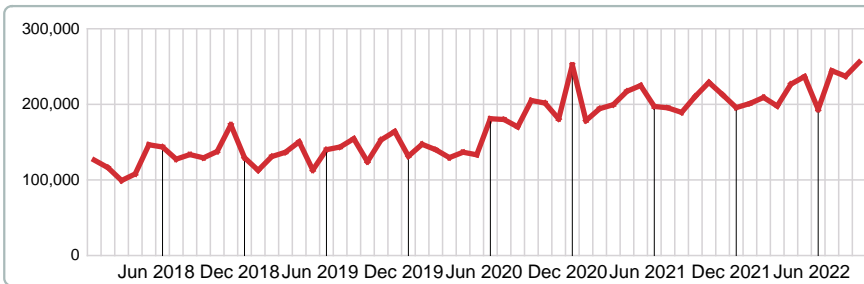
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

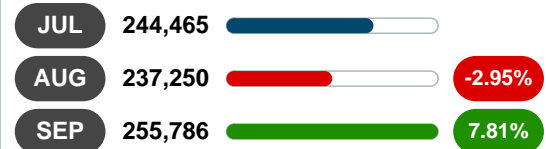


### 3 MONTHS

5 year SEP AVG = 184,947

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

Average Sold Price at Closing this month at **255,786** above the 5 yr SEP average of **184,947**



### 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	7.41%	35,113	37,839	33,750	0	0
\$50,001 - \$100,000	9.88%	70,250	77,500	67,250	69,000	0
\$100,001 - \$150,000	18.52%	127,753	130,475	125,740	137,000	0
\$150,001 - \$250,000	24.69%	195,895	206,667	190,223	206,250	0
\$250,001 - \$300,000	16.05%	278,308	280,000	272,286	288,000	0
\$300,001 - \$500,000	13.58%	390,436	350,000	399,933	374,167	500,000
\$500,001 and up	9.88%	774,875	0	689,667	826,000	0
<b>Average Sold Price</b>		<b>255,786</b>	<b>163,041</b>	<b>211,570</b>	<b>392,136</b>	<b>500,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>255,786</b>	<b>14</b>	<b>44</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,718,677</b>	<b>2.28M</b>	<b>9.31M</b>	<b>8.63M</b>	<b>500.00K</b>

# September 2022



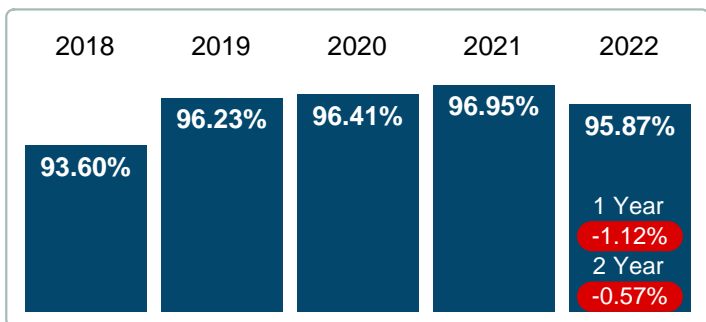
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



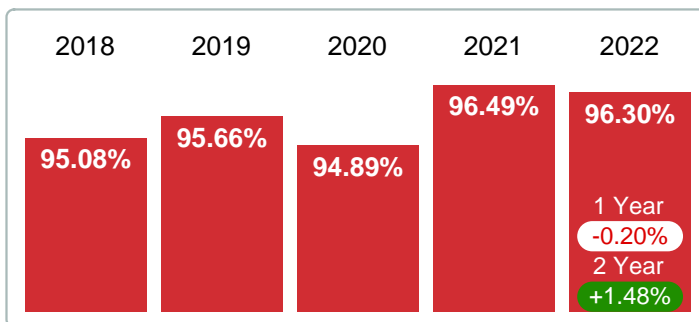
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

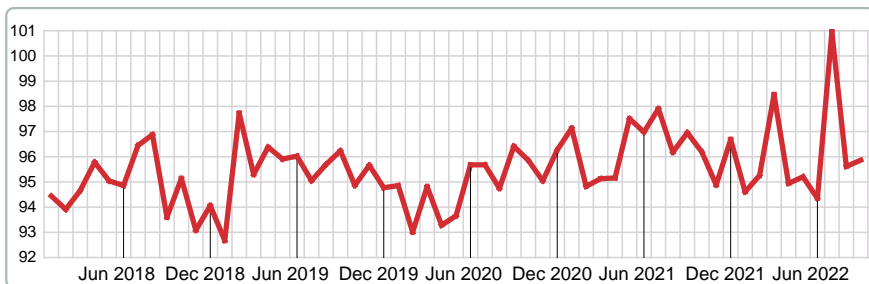
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

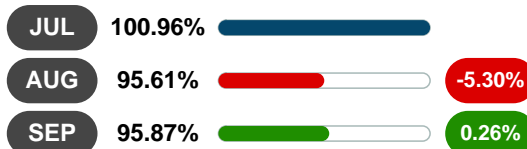


### 3 MONTHS

5 year SEP AVG = 95.81%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **95.87%** equal to 5 yr SEP average of **95.81%**



### 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	7.41%	86.41%	103.90%	77.67%	0.00%	0.00%
\$50,001 - \$100,000	8	9.88%	99.08%	96.73%	98.51%	102.57%	0.00%
\$100,001 - \$150,000	15	18.52%	96.87%	96.77%	96.91%	96.82%	0.00%
\$150,001 - \$250,000	20	24.69%	98.23%	94.72%	99.20%	97.73%	0.00%
\$250,001 - \$300,000	13	16.05%	94.18%	91.79%	95.30%	93.44%	0.00%
\$300,001 - \$500,000	11	13.58%	97.79%	100.00%	99.32%	96.77%	97.09%
\$500,001 and up	8	9.88%	92.02%	0.00%	99.52%	87.53%	0.00%
Average Sold/List Ratio		95.90%		96.86%	96.07%	94.77%	97.09%
Total Closed Units		81	100%	14	44	22	1
Total Closed Volume		20,718,677		2.28M	9.31M	8.63M	500.00K

# September 2022



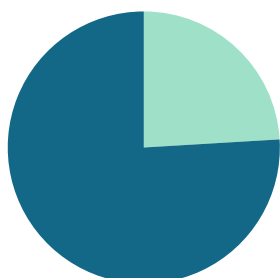
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

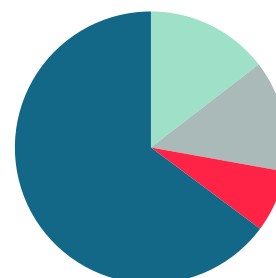


**Inventory**  
 New Listings  
**114 = 24.05%**  
 Start Inventory  
**360**  
 Total Inventory Units  
**474**  
 Volume  
**\$175,581,618**

### Market Activity

Closed Sales  
**81 = 14.54%**  
 Pending Sales  
**74 = 13.29%**  
 Other Off Market  
**41 = 7.36%**  
 Active Inventory  
**361 = 64.81%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	95	81	-14.74%	789	749	-5.07%
Pending Sales	105	74	-29.52%	872	762	-12.61%
New Listings	152	114	-25.00%	1,131	1,136	0.44%
Average List Price	215,198	269,843	25.39%	207,963	233,028	12.05%
Average Sale Price	210,489	255,786	21.52%	201,141	224,423	11.57%
Average Percent of Selling Price to List Price	96.95%	95.87%	-1.12%	96.49%	96.30%	-0.20%
Average Days on Market to Sale	27.13	36.67	35.17%	42.25	40.17	-4.91%
Monthly Inventory	311	361	16.08%	311	361	16.08%
Months Supply of Inventory	3.47	4.19	20.56%	3.47	4.19	20.56%

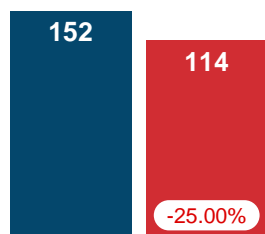
**Absorption:** Last 12 months, an Average of **86** Sales/Month

**Inventory** on September 30, 2022 = **361** 2021 2022

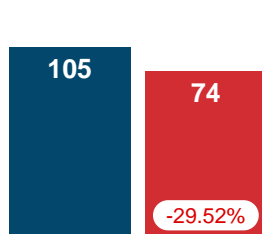
### SEPTEMBER MARKET

### AVERAGE PRICES

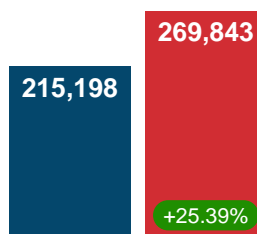
#### New Listings



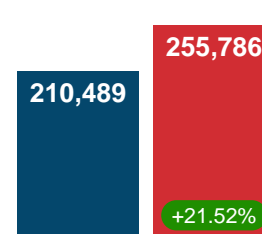
#### Pending Listings



#### List Price



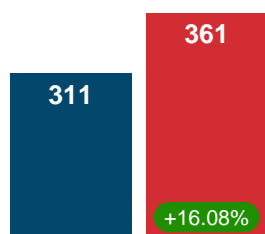
#### Sale Price



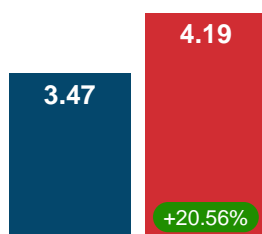
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

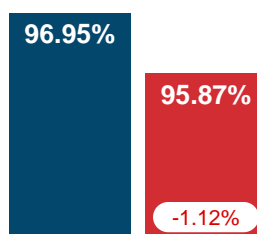
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

