

December 2021



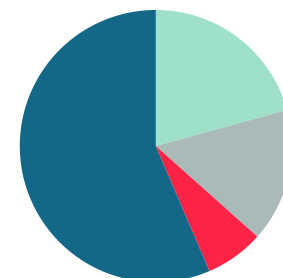
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 16, 2023 for MLS Technology Inc.

| Compared Metrics | December | | |
|--|----------|---------|---------|
| | 2020 | 2021 | +/-% |
| Closed Listings | 113 | 119 | 5.31% |
| Pending Listings | 78 | 91 | 16.67% |
| New Listings | 74 | 91 | 22.97% |
| Average List Price | 275,941 | 198,281 | -28.14% |
| Average Sale Price | 248,011 | 193,124 | -22.13% |
| Average Percent of Selling Price to List Price | 96.24% | 96.54% | 0.32% |
| Average Days on Market to Sale | 49.48 | 39.14 | -20.89% |
| End of Month Inventory | 362 | 324 | -10.50% |
| Months Supply of Inventory | 3.35 | 2.82 | -15.76% |



■ Closed (20.73%)
■ Pending (15.85%)
■ Other OffMarket (6.97%)
■ Active (56.45%)

Absorption: Last 12 months, an Average of **115** Sales/Month
Active Inventory as of December 31, 2021 = **324**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **10.50%** to 324 existing homes available for sale. Over the last 12 months this area has had an average of 115 closed sales per month. This represents an unsold inventory index of **2.82** 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 **22.13%** in December 2021 to \$193,124 versus the previous year at \$248,011.

Average Days on Market Shortens

The average number of **39.14** days that homes spent on the market before selling decreased by 10.34 days or **20.89%** in December 2021 compared to last year's same month at **49.48** DOM.

Sales Success for December 2021 is Positive

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

There were 91 New Listings in December 2021, up **22.97%** from last year at 74. Furthermore, there were 119 Closed Listings this month versus last year at 113, a **5.31%** increase.

Closed versus Listed trends yielded a **130.8%** ratio, down from previous year's, December 2020, at **152.7%**, a **14.36%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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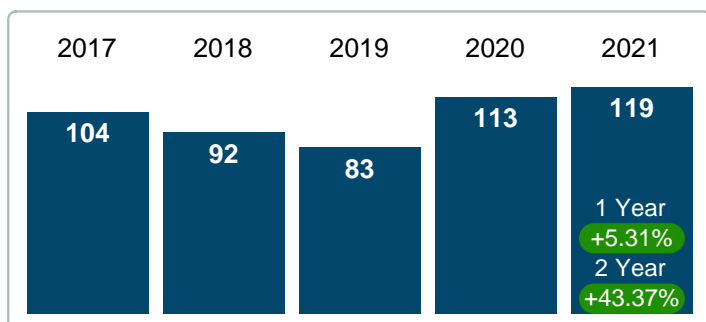
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



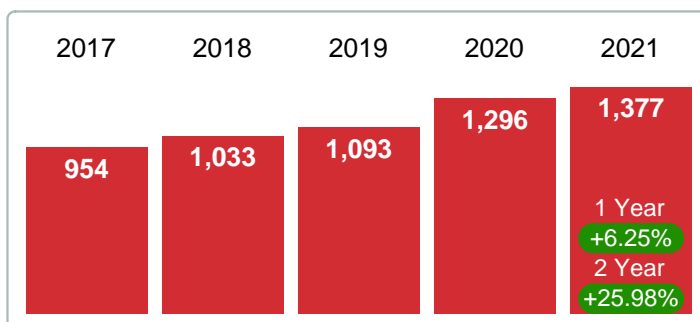
CLOSED LISTINGS

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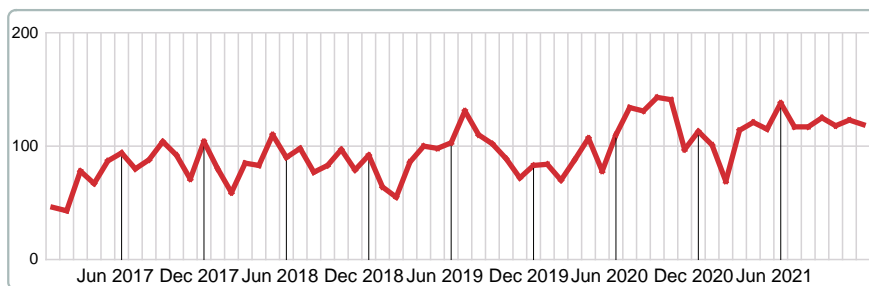
DECEMBER



YEAR TO DATE (YTD)

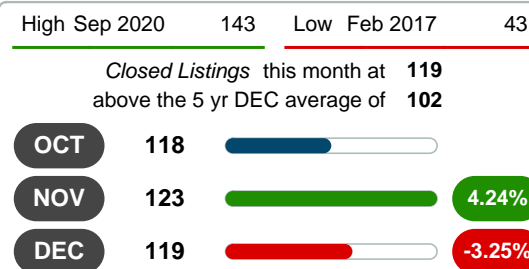


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 102



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 | 5.88% | 52.9 | 5 | 2 | 0 | 0 |
| \$50,001 - \$75,000 | 15 | 12.61% | 50.8 | 8 | 7 | 0 | 0 |
| \$75,001 - \$125,000 | 20 | 16.81% | 30.6 | 6 | 14 | 0 | 0 |
| \$125,001 - \$175,000 | 32 | 26.89% | 32.1 | 9 | 18 | 5 | 0 |
| \$175,001 - \$200,000 | 14 | 11.76% | 48.0 | 0 | 12 | 2 | 0 |
| \$200,001 - \$375,000 | 20 | 16.81% | 41.8 | 3 | 11 | 6 | 0 |
| \$375,001 and up | 11 | 9.24% | 34.5 | 1 | 7 | 3 | 0 |
| Total Closed Units | 119 | | | 32 | 71 | 16 | 0 |
| Total Closed Volume | 22,981,777 | 100% | 39.1 | 3.96M | 14.08M | 4.94M | 0.00B |
| Average Closed Price | \$193,124 | | | \$123,650 | \$198,333 | \$308,956 | \$0 |

December 2021



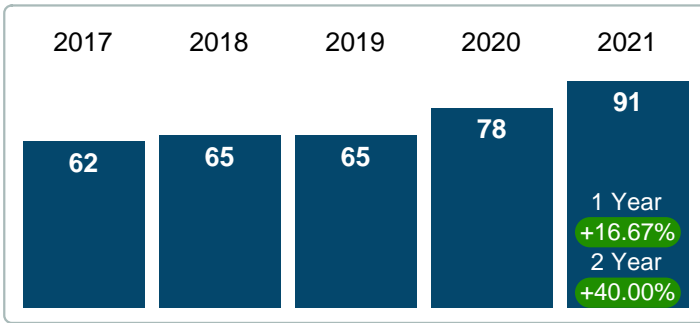
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



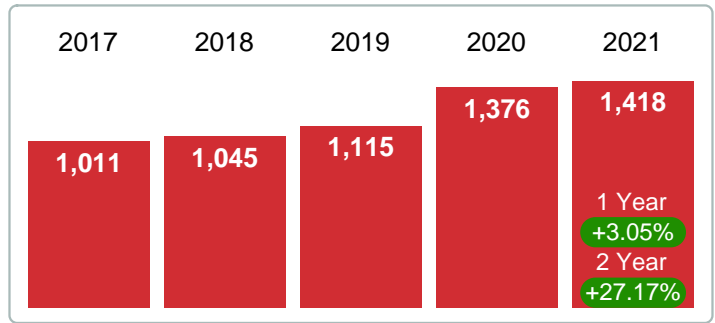
PENDING LISTINGS

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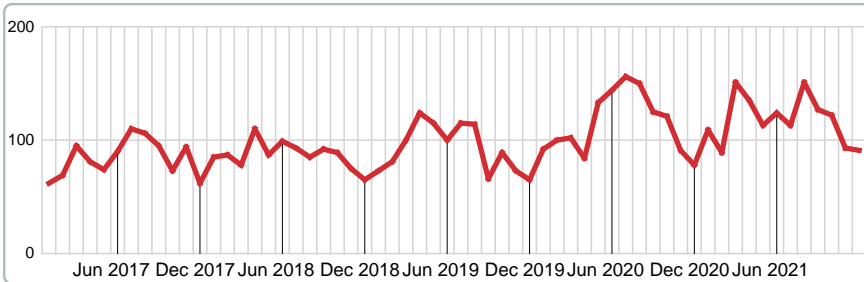
DECEMBER



YEAR TO DATE (YTD)

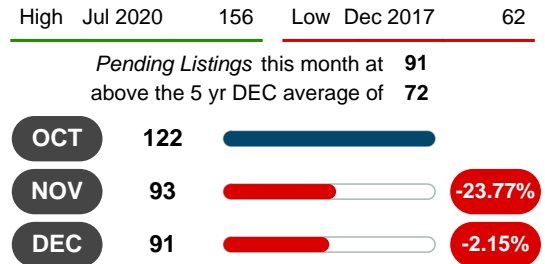


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72



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 | 6 | 6.59% | 60.7 | 3 | 3 | 0 | 0 |
| \$50,001 - \$75,000 | 9 | 9.89% | 45.9 | 6 | 3 | 0 | 0 |
| \$75,001 - \$125,000 | 15 | 16.48% | 69.7 | 2 | 12 | 1 | 0 |
| \$125,001 - \$200,000 | 24 | 26.37% | 64.3 | 4 | 16 | 3 | 1 |
| \$200,001 - \$300,000 | 18 | 19.78% | 72.0 | 2 | 12 | 4 | 0 |
| \$300,001 - \$400,000 | 9 | 9.89% | 72.6 | 0 | 6 | 3 | 0 |
| \$400,001 and up | 10 | 10.99% | 88.4 | 2 | 5 | 1 | 2 |
| Total Pending Units | 91 | | | 19 | 57 | 12 | 3 |
| Total Pending Volume | 19,271,697 | 100% | 67.0 | 2.86M | 11.92M | 3.25M | 1.25M |
| Average Listing Price | \$208,380 | | | \$150,395 | \$209,098 | \$270,675 | \$415,833 |

December 2021



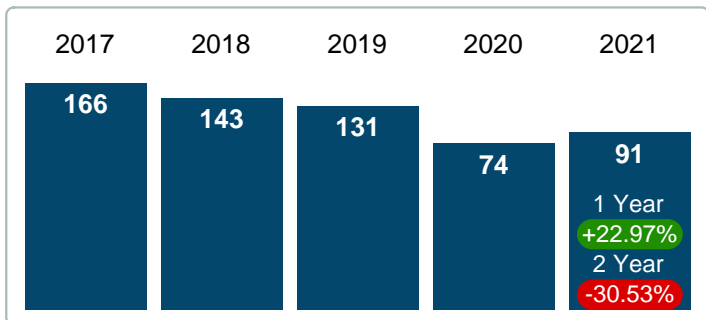
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



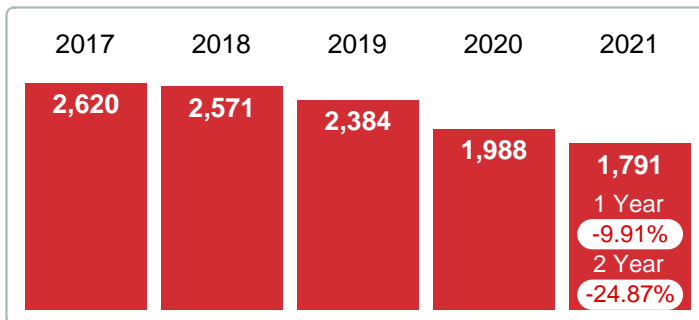
NEW LISTINGS

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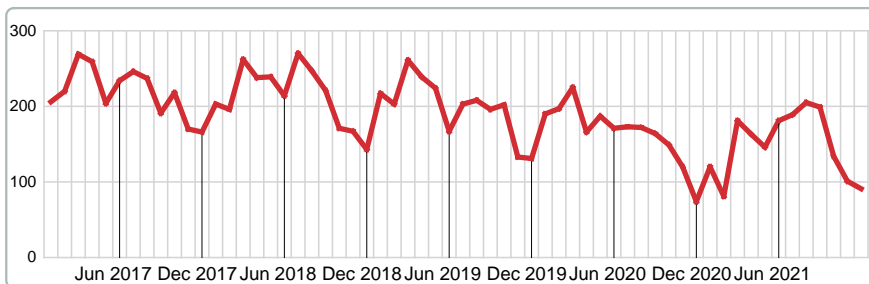
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 121

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 91 below the 5 yr DEC average of 121



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 | 4 | 4.40% | 1 | 3 | 0 | 0 |
| \$50,001 - \$75,000 | 9 | 9.89% | 5 | 3 | 1 | 0 |
| \$75,001 - \$125,000 | 18 | 19.78% | 6 | 12 | 0 | 0 |
| \$125,001 - \$200,000 | 21 | 23.08% | 5 | 13 | 3 | 0 |
| \$200,001 - \$325,000 | 18 | 19.78% | 3 | 10 | 5 | 0 |
| \$325,001 - \$425,000 | 13 | 14.29% | 0 | 10 | 3 | 0 |
| \$425,001 and up | 8 | 8.79% | 2 | 4 | 1 | 1 |
| Total New Listed Units | 91 | | 22 | 55 | 13 | 1 |
| Total New Listed Volume | 24,749,562 | 100% | 3.28M | 13.52M | 3.56M | 4.39M |
| Average New Listed Listing Price | \$211,783 | | \$148,900 | \$245,807 | \$274,185 | \$4,390,000 |

December 2021



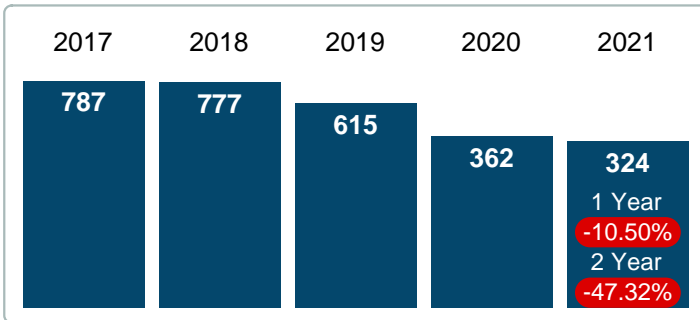
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



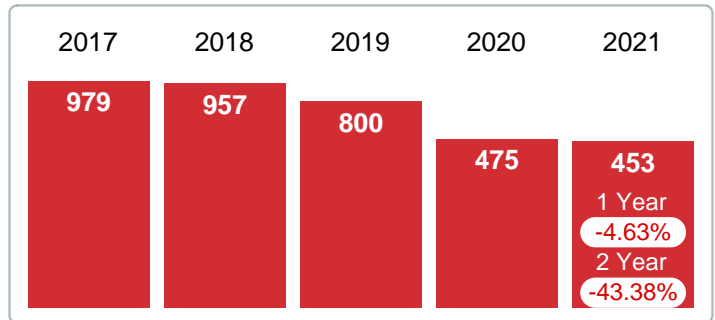
ACTIVE INVENTORY

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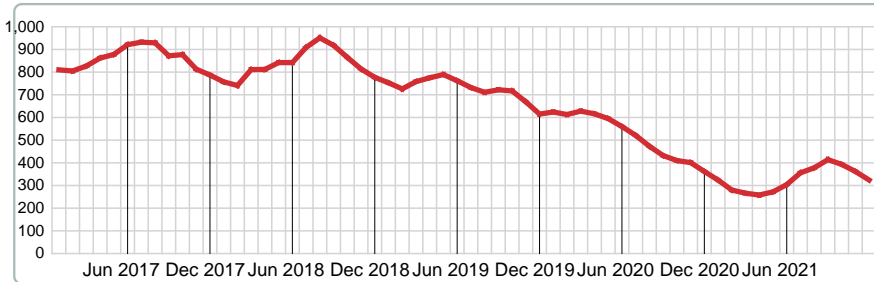
END OF DECEMBER



ACTIVE DURING DECEMBER

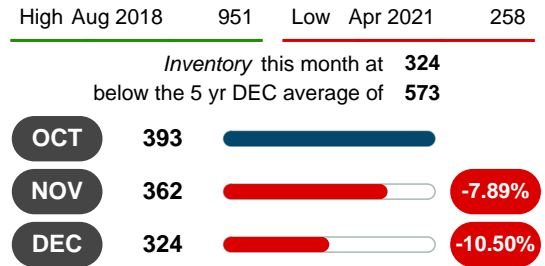


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 573



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 | 23 | 7.10% | 103.1 | 9 | 12 | 1 | 1 |
| \$50,001 - \$75,000 | 26 | 8.02% | 106.6 | 14 | 10 | 2 | 0 |
| \$75,001 - \$150,000 | 69 | 21.30% | 77.7 | 17 | 45 | 7 | 0 |
| \$150,001 - \$250,000 | 78 | 24.07% | 103.7 | 8 | 47 | 21 | 2 |
| \$250,001 - \$350,000 | 50 | 15.43% | 92.3 | 9 | 21 | 14 | 6 |
| \$350,001 - \$575,000 | 41 | 12.65% | 90.5 | 4 | 22 | 14 | 1 |
| \$575,001 and up | 37 | 11.42% | 120.6 | 5 | 16 | 9 | 7 |
| Total Active Inventory by Units | 324 | | | 66 | 173 | 68 | 17 |
| Total Active Inventory by Volume | 100,753,443 | 100% | 96.9 | 15.31M | 48.84M | 24.76M | 11.85M |
| Average Active Inventory Listing Price | \$310,967 | | | \$231,955 | \$282,293 | \$364,063 | \$697,144 |

December 2021



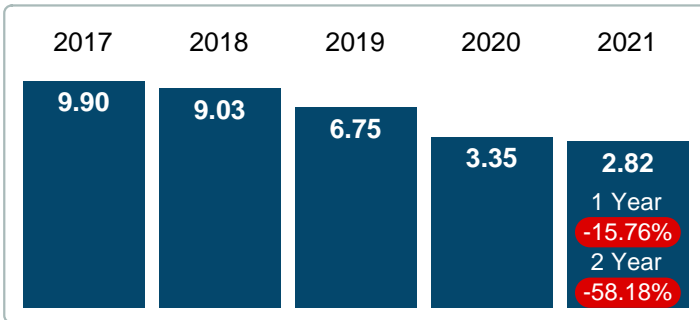
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



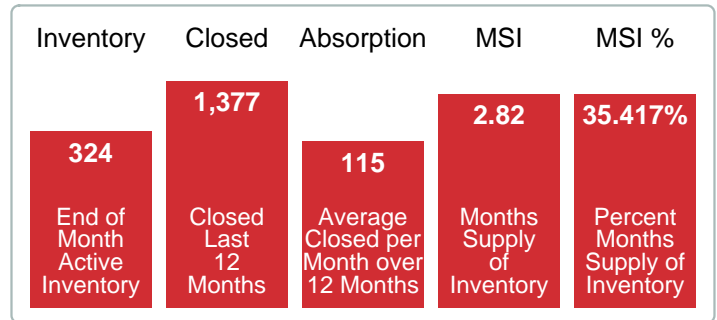
MONTHS SUPPLY of INVENTORY (MSI)

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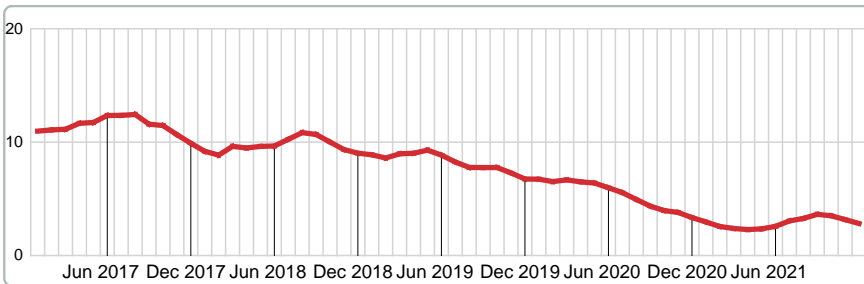
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

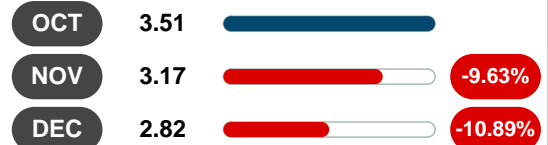


3 MONTHS

5 year DEC AVG = 6.37

High Aug 2017 12.44 Low Apr 2021 2.29

Months Supply this month at 2.82 below the 5 yr DEC average of 6.37



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 | 23 | 7.10% | 1.93 | 1.33 | 2.72 | 1.71 | 6.00 |
| \$50,001 - \$75,000 | 26 | 8.02% | 2.48 | 3.23 | 1.90 | 2.40 | 0.00 |
| \$75,001 - \$150,000 | 69 | 21.30% | 1.98 | 2.91 | 1.79 | 1.95 | 0.00 |
| \$150,001 - \$250,000 | 78 | 24.07% | 2.67 | 3.69 | 2.33 | 3.41 | 3.00 |
| \$250,001 - \$350,000 | 50 | 15.43% | 4.20 | 9.00 | 3.15 | 3.82 | 10.29 |
| \$350,001 - \$575,000 | 41 | 12.65% | 3.81 | 5.33 | 3.72 | 4.80 | 0.86 |
| \$575,001 and up | 37 | 11.42% | 6.63 | 15.00 | 7.11 | 5.14 | 5.60 |
| Market Supply of Inventory (MSI) | | | 2.82 | 3.12 | 2.48 | 3.49 | 4.00 |
| Total Active Inventory by Units | | 100% | 2.82 | 66 | 173 | 68 | 17 |

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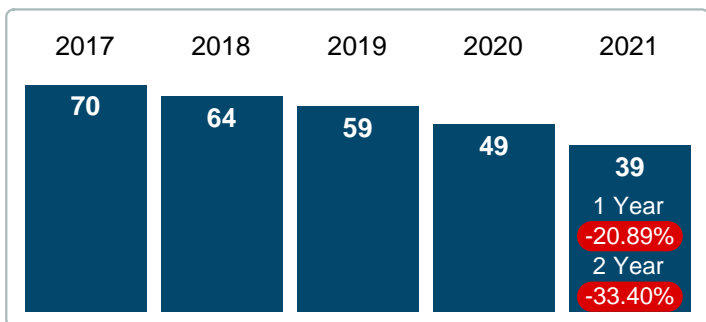
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



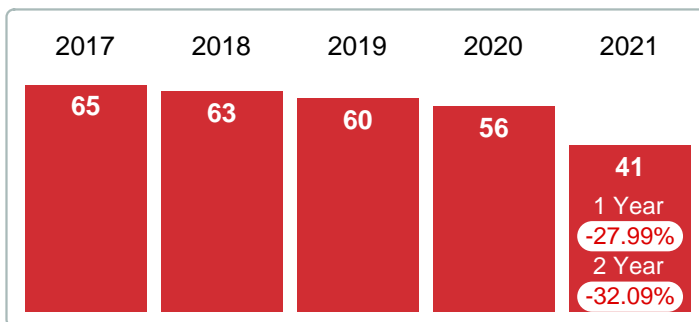
AVERAGE DAYS ON MARKET TO SALE

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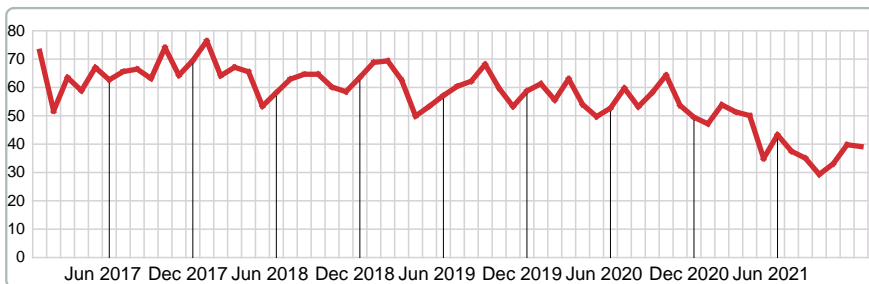
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 56

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 39 below the 5 yr DEC average of 56



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 | 5.88% | 53 | 51 | 57 | 0 | 0 |
| \$50,001 - \$75,000 | 15 | 12.61% | 51 | 52 | 50 | 0 | 0 |
| \$75,001 - \$125,000 | 20 | 16.81% | 31 | 20 | 35 | 0 | 0 |
| \$125,001 - \$175,000 | 32 | 26.89% | 32 | 37 | 23 | 57 | 0 |
| \$175,001 - \$200,000 | 14 | 11.76% | 48 | 0 | 43 | 79 | 0 |
| \$200,001 - \$375,000 | 20 | 16.81% | 42 | 19 | 35 | 66 | 0 |
| \$375,001 and up | 11 | 9.24% | 34 | 1 | 43 | 26 | 0 |
| Average Closed DOM | | | 39 | 37 | 36 | 57 | 0 |
| Total Closed Units | | 100% | 39 | 32 | 71 | 16 | |
| Total Closed Volume | | | 22,981,777 | 3.96M | 14.08M | 4.94M | 0.00B |

December 2021



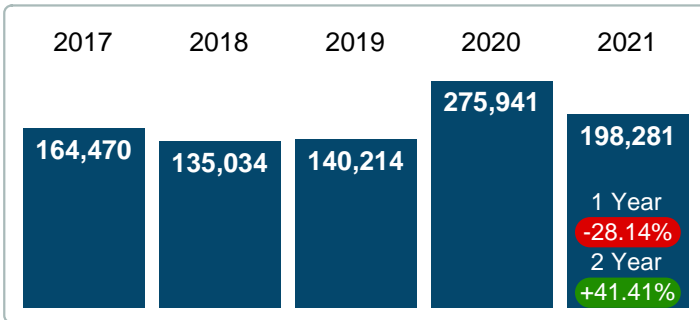
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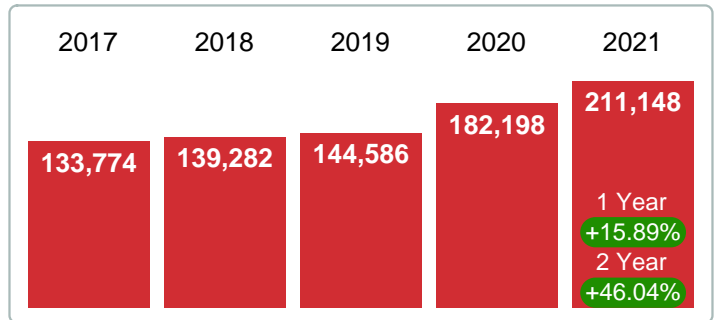
AVERAGE LIST PRICE AT CLOSING

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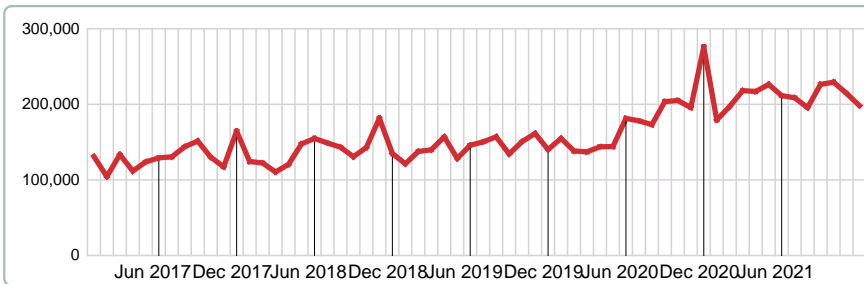
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

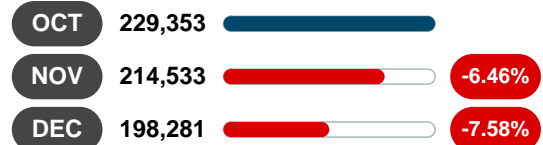


3 MONTHS

5 year DEC AVG = 182,788

High Dec 2020 275,941 Low Feb 2017 104,509

Average List Price at Closing this month at **198,281** above the 5 yr DEC average of **182,788**



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 | 6 | 5.04% | 34,783 | 37,760 | 37,200 | 0 | |
| \$50,001 - \$75,000 | 12 | 10.08% | 64,967 | 73,025 | 67,671 | 0 | |
| \$75,001 - \$125,000 | 21 | 17.65% | 98,467 | 111,650 | 105,750 | 0 | |
| \$125,001 - \$175,000 | 32 | 26.89% | 148,156 | 143,200 | 159,606 | 146,480 | |
| \$175,001 - \$200,000 | 15 | 12.61% | 190,517 | 0 | 191,688 | 208,450 | |
| \$200,001 - \$375,000 | 19 | 15.97% | 275,947 | 334,333 | 294,836 | 291,983 | |
| \$375,001 and up | 14 | 11.76% | 549,829 | 399,000 | 563,671 | 723,300 | |
| Average List Price | | 198,281 | | 129,178 | 202,685 | 316,944 | 0 |
| Total Closed Units | | 119 | 100% | 198,281 | 32 | 71 | 16 |
| Total Closed Volume | | 23,595,450 | | 4.13M | 14.39M | 5.07M | 0.00B |

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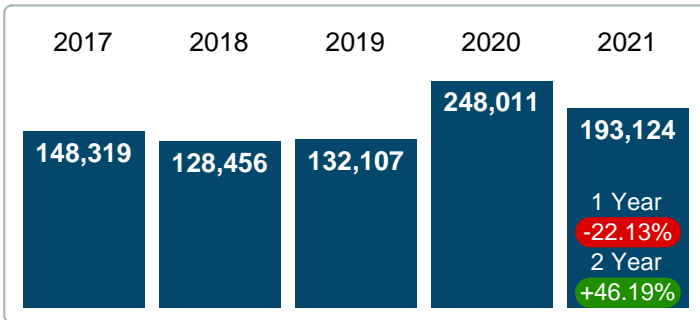
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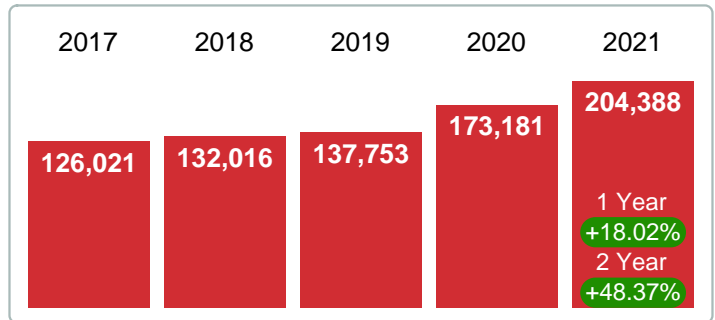
AVERAGE SOLD PRICE AT CLOSING

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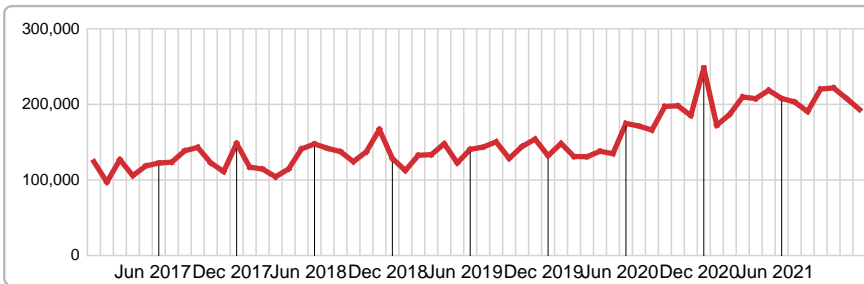
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

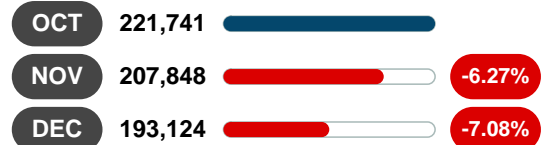


3 MONTHS

5 year DEC AVG = 170,003

High Dec 2020 248,011 Low Feb 2017 97,187

Average Sold Price at Closing this month at 193,124 above the 5 yr DEC average of 170,003



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 | 5.88% | 33,271 | 32,600 | 34,950 | 0 | |
| \$50,001 - \$75,000 | 15 | 12.61% | 65,922 | 66,538 | 65,218 | 0 | |
| \$75,001 - \$125,000 | 20 | 16.81% | 102,960 | 101,333 | 103,657 | 0 | |
| \$125,001 - \$175,000 | 32 | 26.89% | 149,444 | 141,167 | 154,406 | 146,480 | |
| \$175,001 - \$200,000 | 14 | 11.76% | 188,039 | 0 | 187,879 | 189,000 | |
| \$200,001 - \$375,000 | 20 | 16.81% | 290,795 | 326,333 | 288,991 | 276,333 | |
| \$375,001 and up | 11 | 9.24% | 588,200 | 404,000 | 555,900 | 724,967 | |
| Average Sold Price | | 193,124 | | 123,650 | 198,333 | 308,956 | 0 |
| Total Closed Units | | 119 | 100% | 32 | 71 | 16 | 0 |
| Total Closed Volume | | 22,981,777 | | 3.96M | 14.08M | 4.94M | 0.00B |

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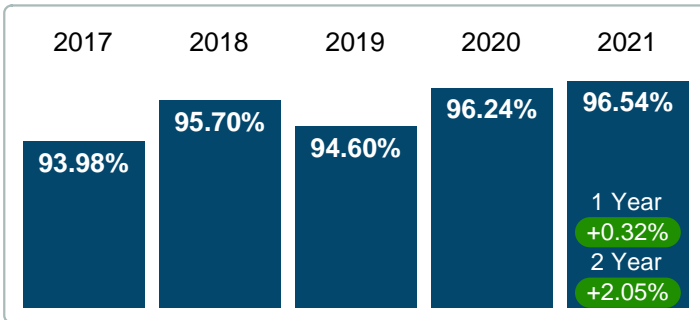
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



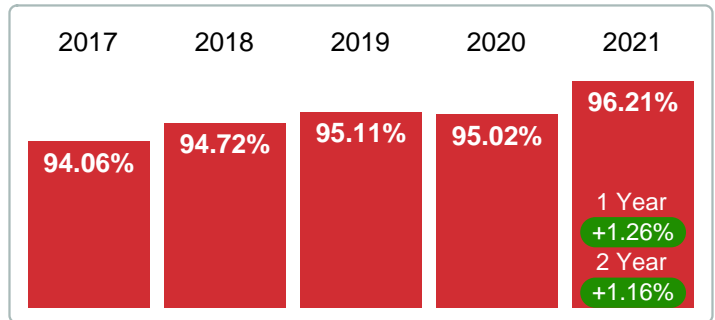
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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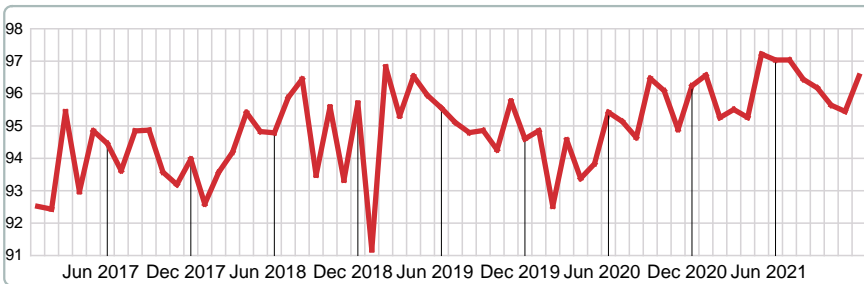
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 95.41%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.54%**
above the 5 yr DEC average of **95.41%**



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 | 5.88% | 88.72% | 85.86% | 95.87% | 0.00% | 0.00% |
| \$50,001 - \$75,000 | 15 | 12.61% | 94.15% | 91.78% | 96.86% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 20 | 16.81% | 96.55% | 91.65% | 98.65% | 0.00% | 0.00% |
| \$125,001 - \$175,000 | 32 | 26.89% | 97.87% | 98.74% | 96.85% | 99.95% | 0.00% |
| \$175,001 - \$200,000 | 14 | 11.76% | 97.05% | 0.00% | 98.10% | 90.77% | 0.00% |
| \$200,001 - \$375,000 | 20 | 16.81% | 97.05% | 97.99% | 98.10% | 94.66% | 0.00% |
| \$375,001 and up | 11 | 9.24% | 99.37% | 101.25% | 98.80% | 100.07% | 0.00% |
| Average Sold/List Ratio | | 96.50% | | 93.67% | 97.77% | 96.84% | 0.00% |
| Total Closed Units | | 119 | 100% | 32 | 71 | 16 | |
| Total Closed Volume | | 22,981,777 | | 3.96M | 14.08M | 4.94M | 0.00B |

December 2021



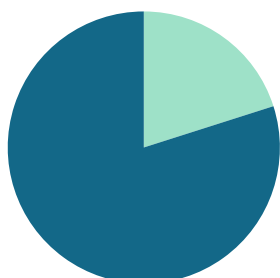
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Nov 16, 2023 for MLS Technology Inc.

INVENTORY

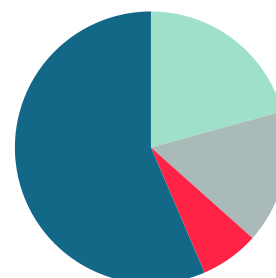


Inventory
 New Listings
91 = 20.09%
 Start Inventory
362
 Total Inventory Units
453
 Volume
\$128,367,638

Market Activity

Closed Sales
119 = 20.73%
 Pending Sales
91 = 15.85%
 Other Off Market
40 = 6.97%
 Active Inventory
324 = 56.45%

MARKET ACTIVITY



| Compared Metrics | December | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 113 | 119 | 5.31% | 1,296 | 1,377 | 6.25% |
| Pending Sales | 78 | 91 | 16.67% | 1,376 | 1,418 | 3.05% |
| New Listings | 74 | 91 | 22.97% | 1,988 | 1,791 | -9.91% |
| Average List Price | 275,941 | 198,281 | -28.14% | 182,198 | 211,148 | 15.89% |
| Average Sale Price | 248,011 | 193,124 | -22.13% | 173,181 | 204,388 | 18.02% |
| Average Percent of Selling Price to List Price | 96.24% | 96.54% | 0.32% | 95.02% | 96.21% | 1.26% |
| Average Days on Market to Sale | 49.48 | 39.14 | -20.89% | 56.48 | 40.67 | -27.99% |
| Monthly Inventory | 362 | 324 | -10.50% | 362 | 324 | -10.50% |
| Months Supply of Inventory | 3.35 | 2.82 | -15.76% | 3.35 | 2.82 | -15.76% |

Absorption: Last 12 months, an Average of 115 Sales/Month

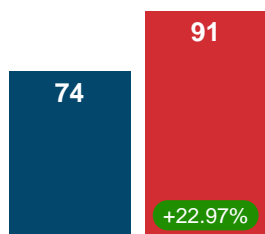
Inventory on December 31, 2021 = 324

2020 2021

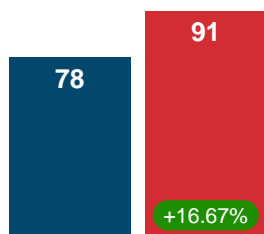
DECEMBER MARKET

AVERAGE PRICES

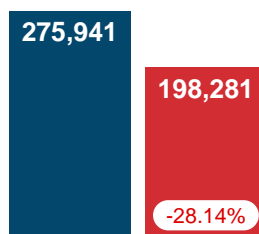
New Listings



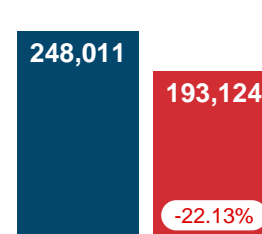
Pending Listings



List Price



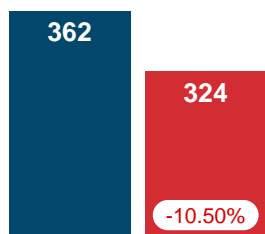
Sale Price



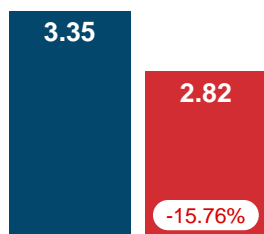
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

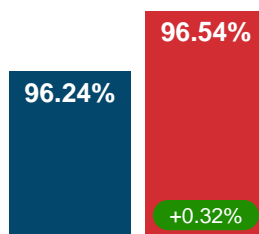
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

