

April 2022



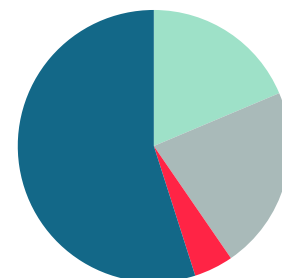
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	April 2022	+/-%
Closed Listings	121	108	-10.74%
Pending Listings	135	126	-6.67%
New Listings	163	171	4.91%
Average List Price	217,077	240,191	10.65%
Average Sale Price	207,558	232,538	12.03%
Average Percent of Selling Price to List Price	95.26%	94.99%	-0.28%
Average Days on Market to Sale	50.07	43.94	-12.26%
End of Month Inventory	259	318	22.78%
Months Supply of Inventory	2.30	2.81	22.33%



■ Closed (18.65%)
■ Pending (21.76%)
■ Other OffMarket (4.66%)
■ Active (54.92%)

Absorption: Last 12 months, an Average of **113** Sales/Month
Active Inventory as of April 30, 2022 = **318**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2022 rose **22.78%** to 318 existing homes available for sale. Over the last 12 months this area has had an average of 113 closed sales per month. This represents an unsold inventory index of **2.81** 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 **12.03%** in April 2022 to \$232,538 versus the previous year at \$207,558.

Average Days on Market Shortens

The average number of **43.94** days that homes spent on the market before selling decreased by 6.14 days or **12.26%** in April 2022 compared to last year's same month at **50.07** DOM.

Sales Success for April 2022 is Positive

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

There were 171 New Listings in April 2022, up **4.91%** from last year at 163. Furthermore, there were 108 Closed Listings this month versus last year at 121, a **-10.74%** decrease.

Closed versus Listed trends yielded a **63.2%** ratio, down from previous year's, April 2021, at **74.2%**, a **14.92%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

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

Identify a Professional to Manage the Procedure

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

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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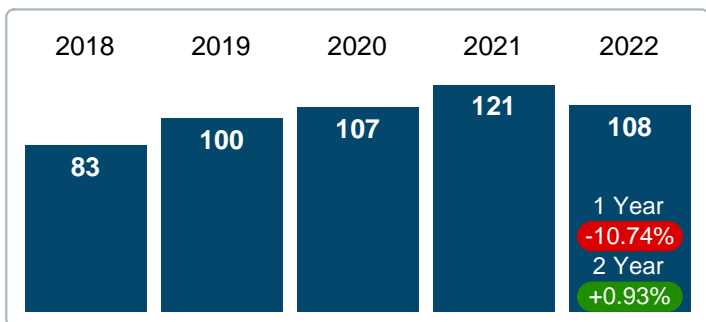
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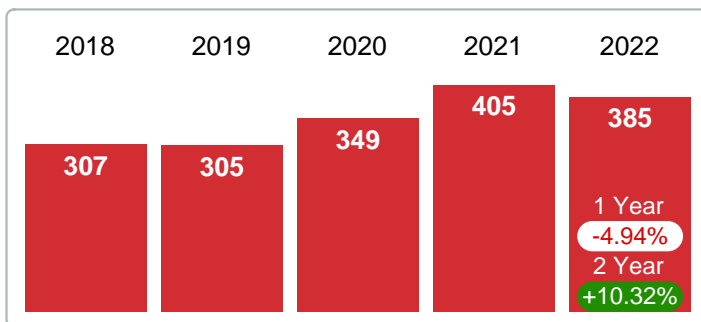
CLOSED LISTINGS

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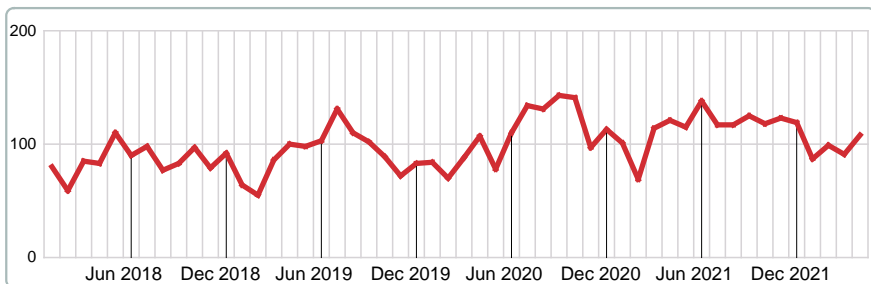
APRIL



YEAR TO DATE (YTD)

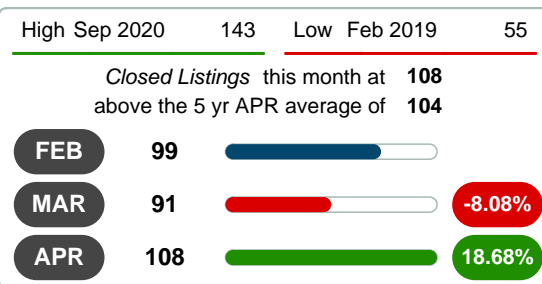


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 104



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	12	11.11%	39.7	4	7	0	1
\$50,001 - \$75,000	6	5.56%	37.3	3	2	0	1
\$75,001 - \$125,000	16	14.81%	53.8	6	9	1	0
\$125,001 - \$225,000	32	29.63%	41.8	2	25	5	0
\$225,001 - \$300,000	11	10.19%	40.5	2	7	2	0
\$300,001 - \$475,000	20	18.52%	36.6	2	11	7	0
\$475,001 and up	11	10.19%	61.0	0	5	4	2
Total Closed Units	108			19	66	19	4
Total Closed Volume	25,114,063	100%	43.9	2.49M	14.35M	6.56M	1.71M
Average Closed Price	\$232,538			\$130,942	\$217,383	\$345,495	\$428,625

April 2022



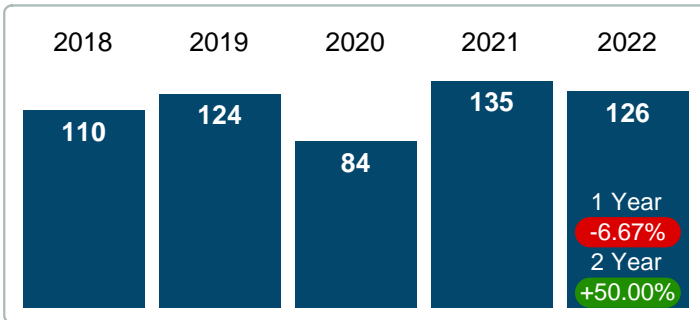
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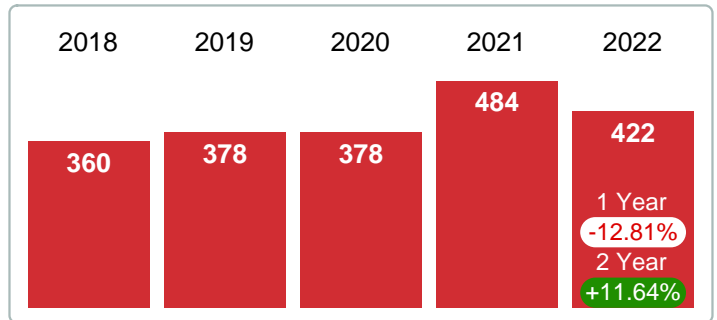
PENDING LISTINGS

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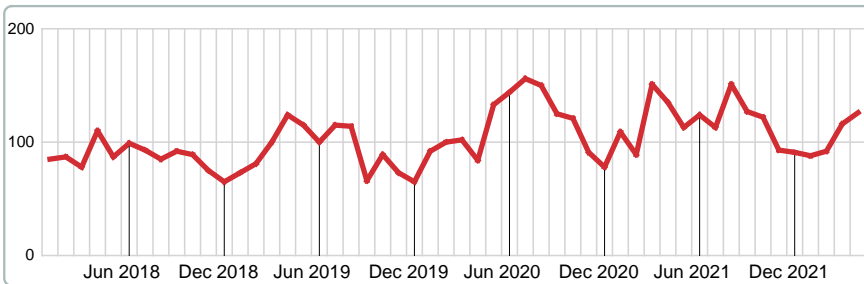
APRIL



YEAR TO DATE (YTD)

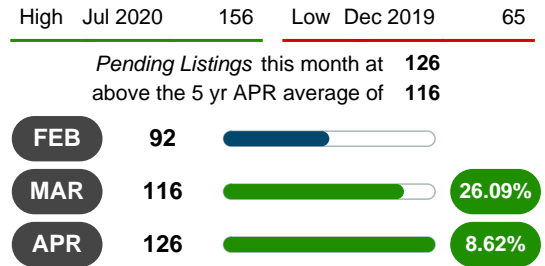


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 116



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	7.14%	60.0	6	3	0	0
\$50,001 - \$100,000	18	14.29%	51.1	7	11	0	0
\$100,001 - \$125,000	8	6.35%	24.4	6	2	0	0
\$125,001 - \$225,000	43	34.13%	39.1	11	26	6	0
\$225,001 - \$275,000	16	12.70%	36.9	5	8	1	2
\$275,001 - \$375,000	16	12.70%	45.1	1	8	7	0
\$375,001 and up	16	12.70%	51.9	0	14	2	0
Total Pending Units	126			36	72	16	2
Total Pending Volume	27,323,579	100%	44.8	4.96M	17.27M	4.58M	508.90K
Average Listing Price	\$215,251			\$137,725	\$239,912	\$286,431	\$254,450

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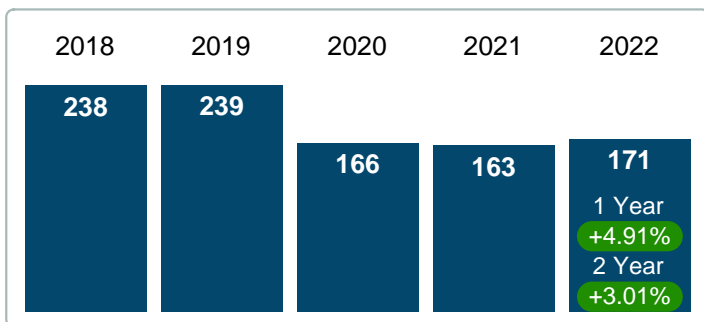
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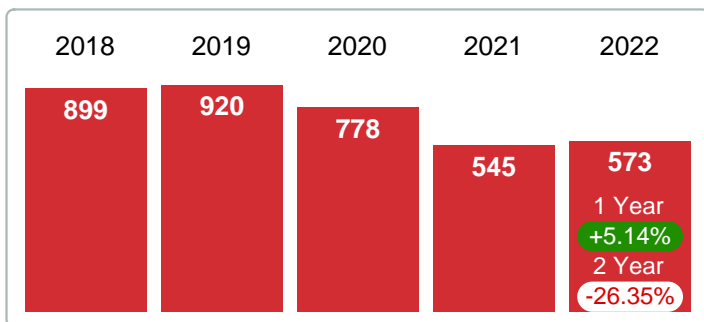
NEW LISTINGS

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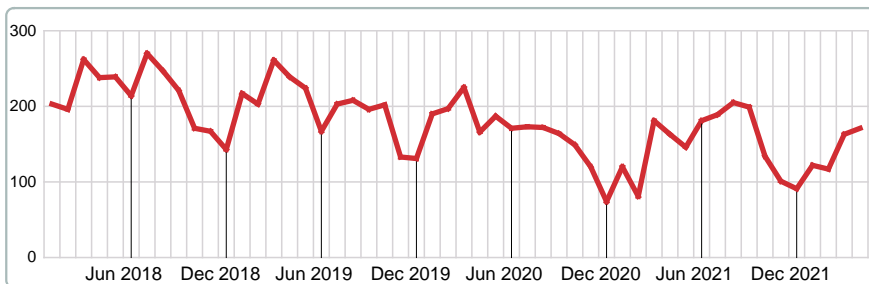
APRIL



YEAR TO DATE (YTD)

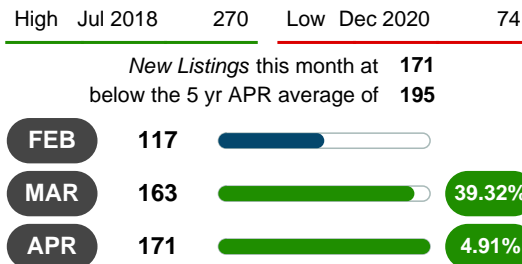


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 195



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	14	8.19%	9	4	1	0
\$50,001 - \$100,000	20	11.70%	7	12	1	0
\$100,001 - \$125,000	17	9.94%	7	10	0	0
\$125,001 - \$225,000	54	31.58%	13	27	14	0
\$225,001 - \$300,000	25	14.62%	1	21	3	0
\$300,001 - \$475,000	23	13.45%	3	13	6	1
\$475,001 and up	18	10.53%	1	6	8	3
Total New Listed Units	171		41	93	33	4
Total New Listed Volume	57,149,692	100%	5.98M	36.57M	11.80M	2.80M
Average New Listed Listing Price	\$192,634		\$145,888	\$393,263	\$357,467	\$699,600

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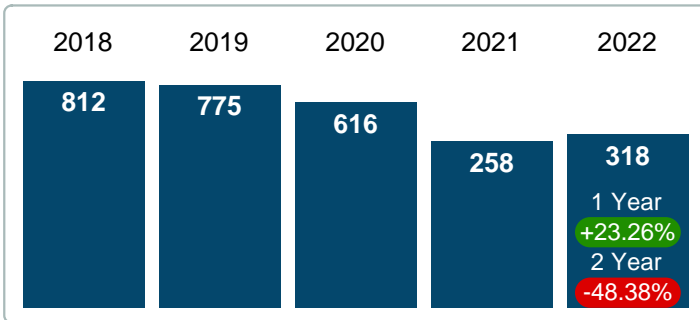
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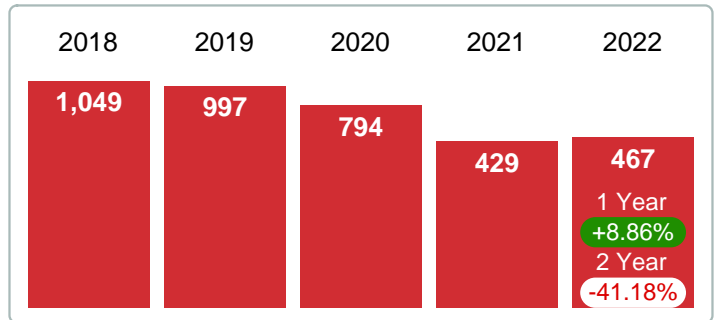
ACTIVE INVENTORY

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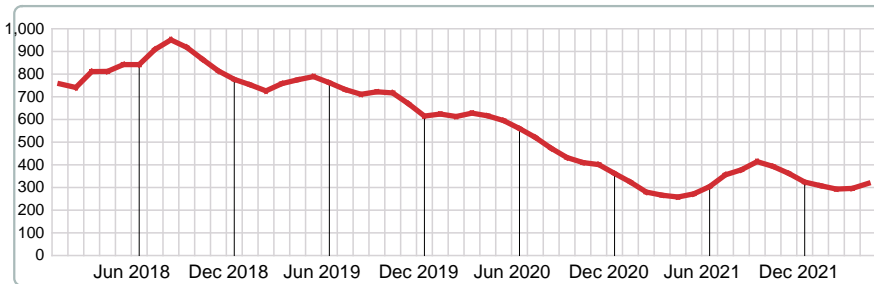
END OF APRIL



ACTIVE DURING APRIL

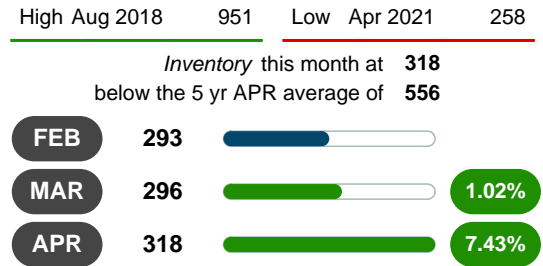


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 556



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	24	7.55%	69.3	12	11	1	0
\$50,001 - \$100,000	36	11.32%	72.8	16	18	2	0
\$100,001 - \$150,000	54	16.98%	61.8	9	41	3	1
\$150,001 - \$250,000	82	25.79%	65.5	10	48	24	0
\$250,001 - \$375,000	49	15.41%	65.9	6	26	14	3
\$375,001 - \$675,000	40	12.58%	90.7	4	17	16	3
\$675,001 and up	33	10.38%	89.2	1	12	15	5
Total Active Inventory by Units	318			58	173	75	12
Total Active Inventory by Volume	122,475,292	100%	71.7	11.84M	63.50M	33.46M	13.67M
Average Active Inventory Listing Price	\$385,142			\$204,124	\$367,071	\$446,127	\$1,139,442

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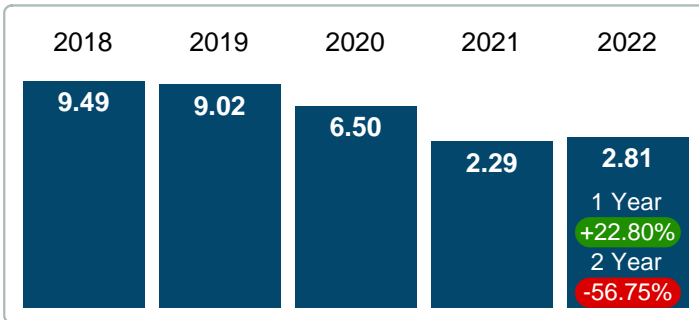
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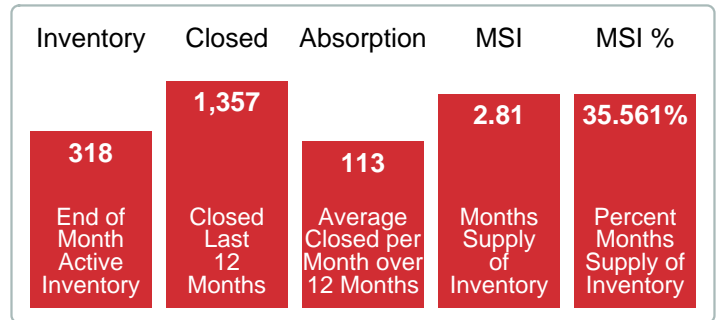
MONTHS SUPPLY of INVENTORY (MSI)

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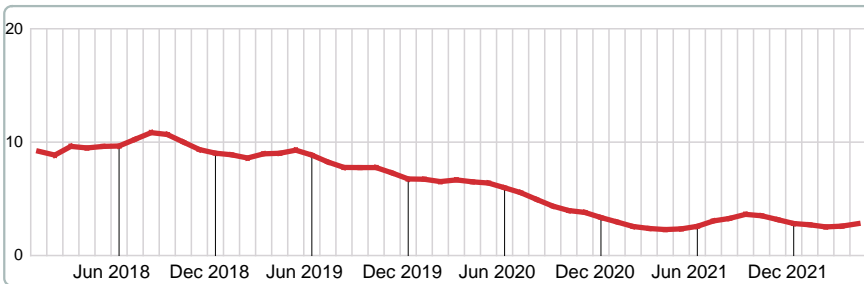
MSI FOR APRIL



INDICATORS FOR APRIL 2022



5 YEAR MARKET ACTIVITY TRENDS

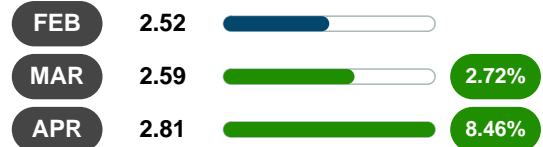


3 MONTHS

5 year APR AVG = 6.02

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at **2.81**
below the 5 yr APR average of **6.02**



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	24	7.55%	2.13	1.97	2.36	3.00	0.00
\$50,001 - \$100,000	36	11.32%	1.76	2.40	1.51	1.20	0.00
\$100,001 - \$150,000	54	16.98%	2.57	2.25	2.81	1.33	6.00
\$150,001 - \$250,000	82	25.79%	2.74	4.62	2.29	4.11	0.00
\$250,001 - \$375,000	49	15.41%	3.20	5.54	2.94	3.11	3.27
\$375,001 - \$675,000	40	12.58%	3.29	4.36	2.46	4.92	2.77
\$675,001 and up	33	10.38%	11.00	12.00	13.09	11.25	7.50
Market Supply of Inventory (MSI)			2.81	2.76	2.51	3.91	2.94
Total Active Inventory by Units		100%	2.81	58	173	75	12

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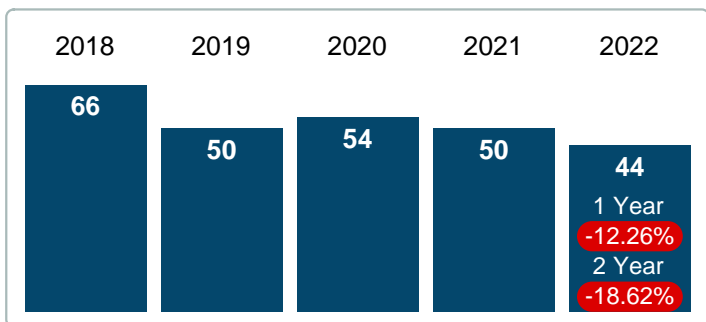
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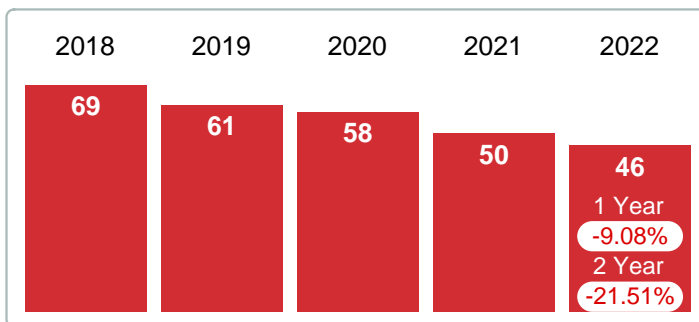
AVERAGE DAYS ON MARKET TO SALE

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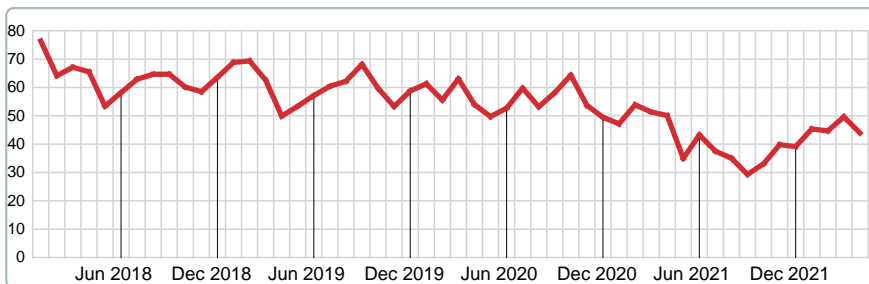
APRIL



YEAR TO DATE (YTD)

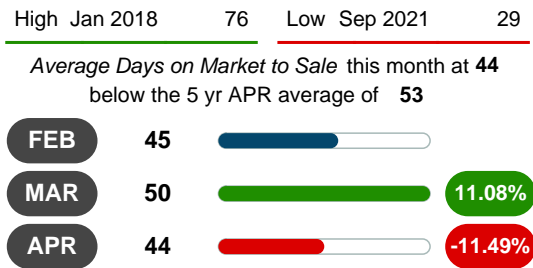


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 53



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	11.11%	40	32	40	0	64
\$50,001 - \$75,000	5.56%	37	59	22	0	4
\$75,001 - \$125,000	14.81%	54	57	48	90	0
\$125,001 - \$225,000	29.63%	42	6	43	49	0
\$225,001 - \$300,000	10.19%	40	79	19	76	0
\$300,001 - \$475,000	18.52%	37	10	26	60	0
\$475,001 and up	10.19%	61	0	67	82	3
Average Closed DOM		44	44	39	65	19
Total Closed Units	100%	44	19	66	19	4
Total Closed Volume		25,114,063	2.49M	14.35M	6.56M	1.71M

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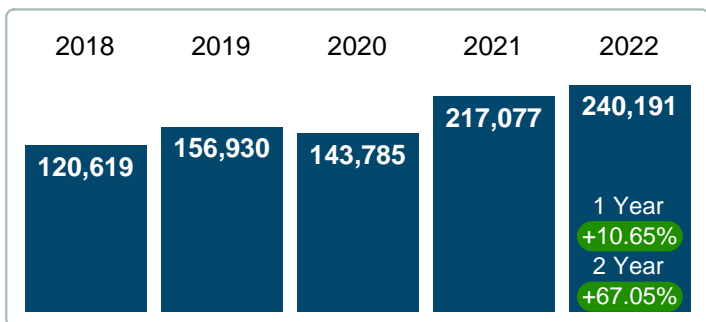
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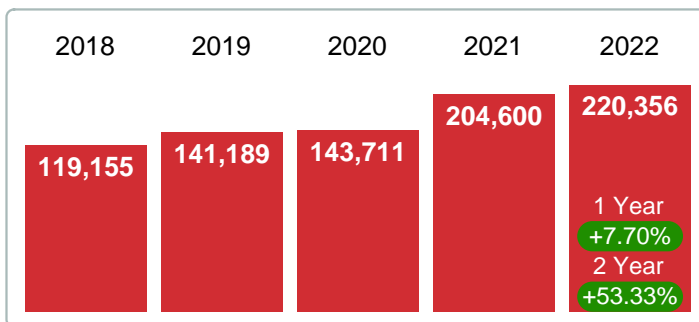
AVERAGE LIST PRICE AT CLOSING

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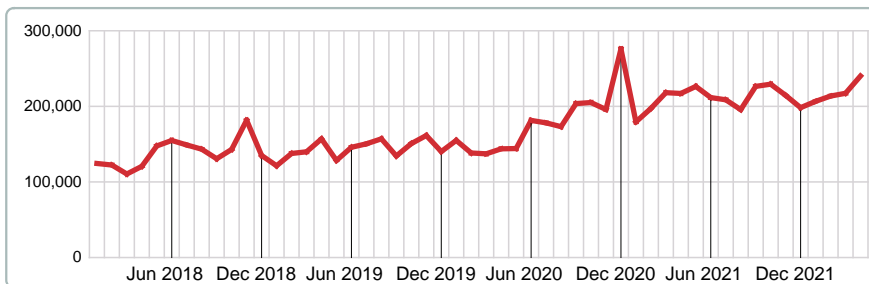
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 175,721

High Dec 2020 275,941 Low Mar 2018 110,539

Average List Price at Closing this month at **240,191**
above the 5 yr APR average of **175,721**

FEB	213,620	
MAR	217,286	1.72%
APR	240,191	10.54%

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	10	9.26%	36,090	48,350	39,812	0	48,000
\$50,001 - \$75,000	5	4.63%	71,340	74,967	70,950	0	69,900
\$75,001 - \$125,000	16	14.81%	96,549	94,283	116,422	119,999	0
\$125,001 - \$225,000	32	29.63%	165,081	154,000	176,940	167,420	0
\$225,001 - \$300,000	13	12.04%	264,161	269,950	281,471	299,500	0
\$300,001 - \$475,000	21	19.44%	368,990	387,450	368,273	365,271	0
\$475,001 and up	11	10.19%	655,705	0	608,000	643,125	788,625
Average List Price			240,191	137,200	226,563	351,868	423,788
Total Closed Units		100%	240,191	19	66	19	4
Total Closed Volume			25,940,630	2.61M	14.95M	6.69M	1.70M

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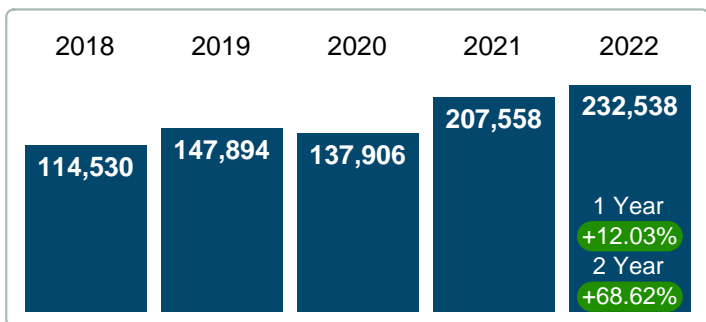
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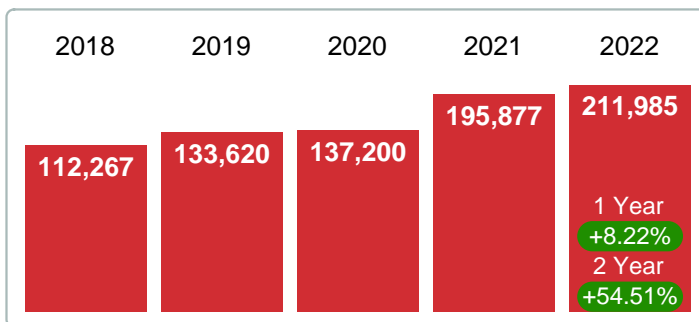
AVERAGE SOLD PRICE AT CLOSING

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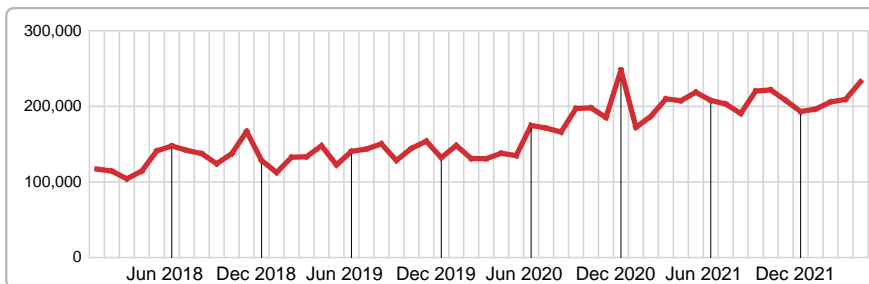
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 168,085

High Dec 2020 248,011 Low Mar 2018 104,131

Average Sold Price at Closing this month at **232,538**
above the 5 yr APR average of **168,085**

FEB	205,775	
MAR	209,239	1.68%
APR	232,538	11.13%

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	12	11.11%	35,689	39,000	32,038	0 48,000	
\$50,001 - \$75,000	6	5.56%	63,417	68,333	59,500	0 56,500	
\$75,001 - \$125,000	16	14.81%	99,581	90,483	103,056	122,900 0	
\$125,001 - \$225,000	32	29.63%	168,678	157,000	170,824	162,620 0	
\$225,001 - \$300,000	11	10.19%	269,982	262,500	269,986	277,450 0	
\$300,001 - \$475,000	20	18.52%	362,750	372,500	362,727	360,000 0	
\$475,001 and up	11	10.19%	644,500	0	585,200	638,375 805,000	
Average Sold Price		232,538		130,942	217,383	345,495 428,625	
Total Closed Units		108	100%	232,538	19	66	19 4
Total Closed Volume		25,114,063		2.49M	14.35M	6.56M	1.71M

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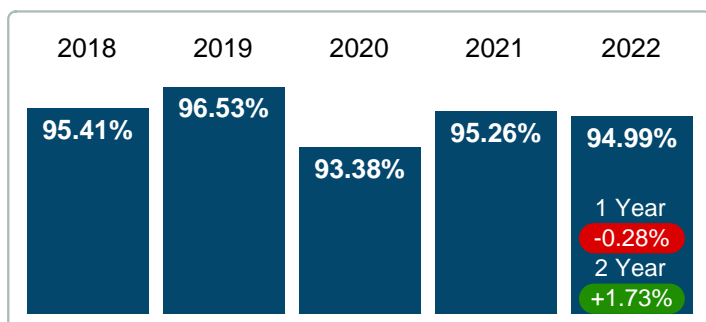
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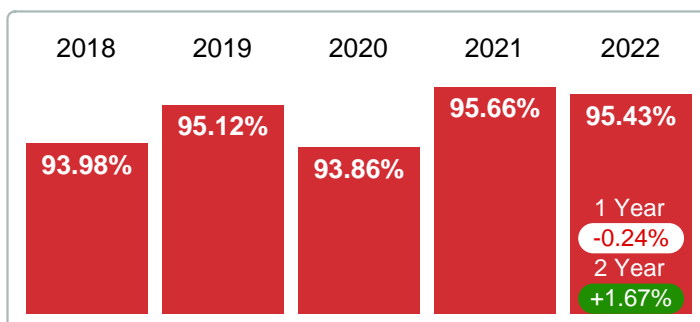
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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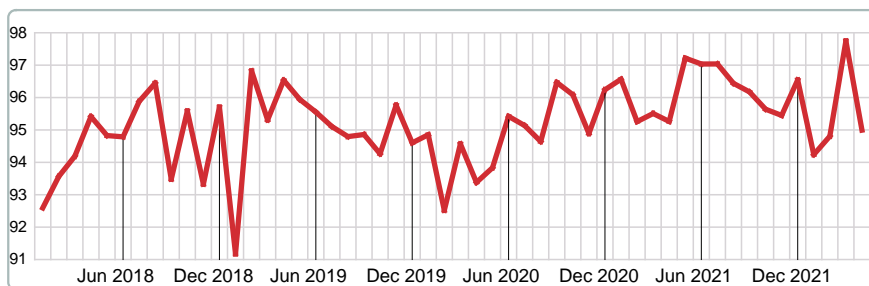
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

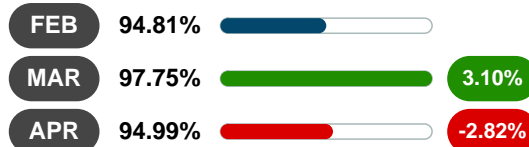


3 MONTHS

5 year APR AVG = 95.12%

High Mar 2022 97.75% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **94.99%** equal to 5 yr APR average of **95.12%**



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	12	11.11%	85.22%	83.80%	83.92%	0.00%	100.00%
\$50,001 - \$75,000	6	5.56%	87.17%	91.41%	83.97%	0.00%	80.83%
\$75,001 - \$125,000	16	14.81%	93.11%	96.23%	89.99%	102.42%	0.00%
\$125,001 - \$225,000	32	29.63%	97.22%	102.16%	96.81%	97.26%	0.00%
\$225,001 - \$300,000	11	10.19%	95.82%	97.31%	96.25%	92.80%	0.00%
\$300,001 - \$475,000	20	18.52%	98.61%	95.73%	98.58%	99.49%	0.00%
\$475,001 and up	11	10.19%	98.80%	0.00%	96.29%	99.08%	104.53%
Average Sold/List Ratio		95.00%		93.54%	94.32%	98.27%	97.47%
Total Closed Units		108	100%	19	66	19	4
Total Closed Volume		25,114,063		2.49M	14.35M	6.56M	1.71M

April 2022



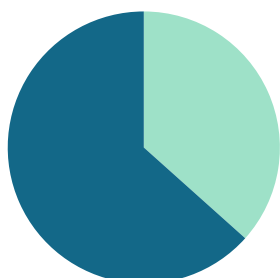
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

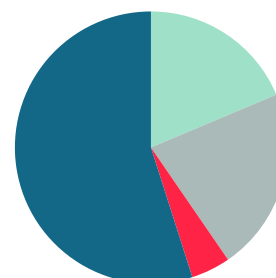


Inventory
 New Listings
171 = 36.62%
 Start Inventory
296
 Total Inventory Units
467
 Volume
\$159,196,271

Market Activity

Closed Sales
108 = 18.65%
 Pending Sales
126 = 21.76%
 Other Off Market
27 = 4.66%
 Active Inventory
318 = 54.92%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	121	108	-10.74%	405	385	-4.94%
Pending Sales	135	126	-6.67%	484	422	-12.81%
New Listings	163	171	4.91%	545	573	5.14%
Average List Price	217,077	240,191	10.65%	204,600	220,356	7.70%
Average Sale Price	207,558	232,538	12.03%	195,877	211,985	8.22%
Average Percent of Selling Price to List Price	95.26%	94.99%	-0.28%	95.66%	95.43%	-0.24%
Average Days on Market to Sale	50.07	43.94	-12.26%	50.36	45.79	-9.08%
Monthly Inventory	259	318	22.78%	259	318	22.78%
Months Supply of Inventory	2.30	2.81	22.33%	2.30	2.81	22.33%

Absorption: Last 12 months, an Average of 113 Sales/Month

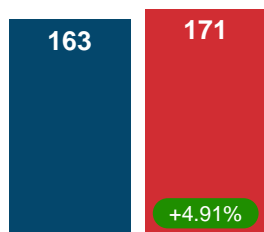
Inventory on April 30, 2022 = 318

2021 2022

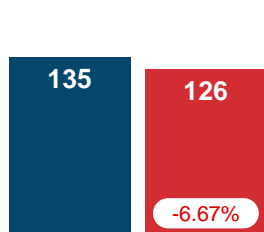
APRIL MARKET

AVERAGE PRICES

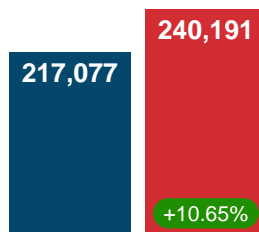
New Listings



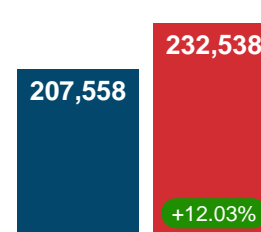
Pending Listings



List Price



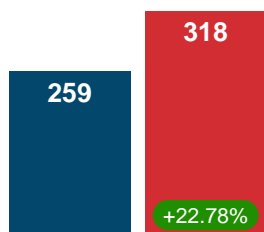
Sale Price



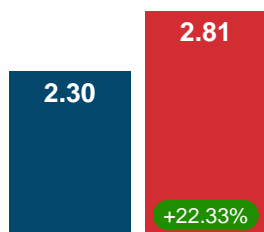
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

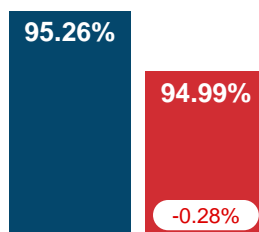
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

