

## April 2022



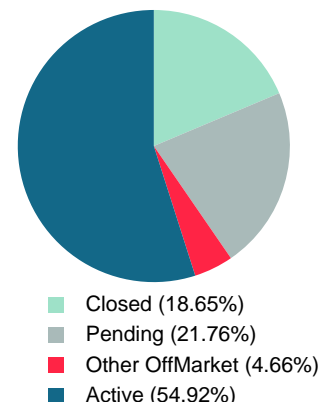
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### 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%
Median List Price	145,000	179,900	24.07%
Median Sale Price	137,000	175,500	28.10%
Median Percent of Selling Price to List Price	96.61%	96.95%	0.35%
Median Days on Market to Sale	20.00	17.50	-12.50%
End of Month Inventory	259	318	22.78%
Months Supply of Inventory	2.30	2.81	22.33%



**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.

##### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **28.10%** in April 2022 to \$175,500 versus the previous year at \$137,000.

##### Median Days on Market Shortens

The median number of **17.50** days that homes spent on the market before selling decreased by 2.50 days or **12.50%** in April 2022 compared to last year's same month at **20.00** DOM.

##### Sales Success for April 2022 is Positive

Overall, with Median 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.

#### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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

# April 2022



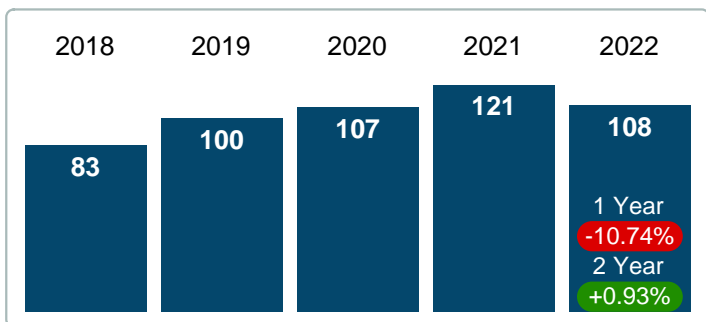
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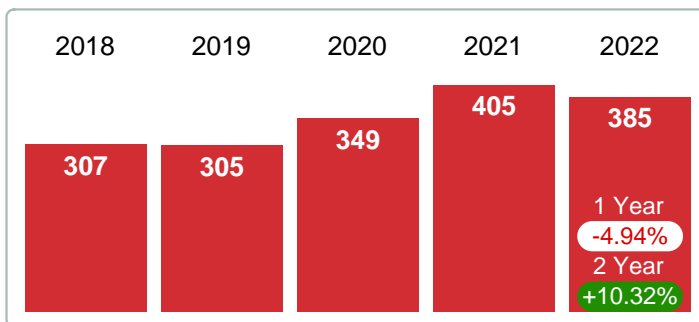
## CLOSED LISTINGS

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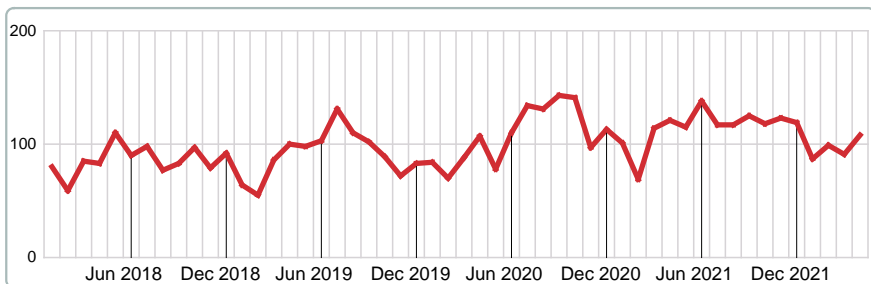
### APRIL



### YEAR TO DATE (YTD)

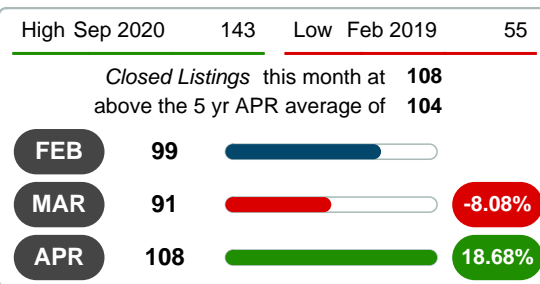


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 104



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.11%	26.5	4	7	0	1
\$50,001 - \$75,000	6	5.56%	22.5	3	2	0	1
\$75,001 - \$125,000	16	14.81%	42.5	6	9	1	0
\$125,001 - \$225,000	32	29.63%	14.0	2	25	5	0
\$225,001 - \$300,000	11	10.19%	27.0	2	7	2	0
\$300,001 - \$475,000	20	18.52%	16.5	2	11	7	0
\$475,001 and up	11	10.19%	9.0	0	5	4	2
<b>Total Closed Units</b>	<b>108</b>			<b>19</b>	<b>66</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>25,114,063</b>	<b>100%</b>	<b>17.5</b>	<b>2.49M</b>	<b>14.35M</b>	<b>6.56M</b>	<b>1.71M</b>
<b>Median Closed Price</b>	<b>\$175,500</b>			<b>\$80,000</b>	<b>\$180,000</b>	<b>\$320,000</b>	<b>\$303,250</b>

# April 2022



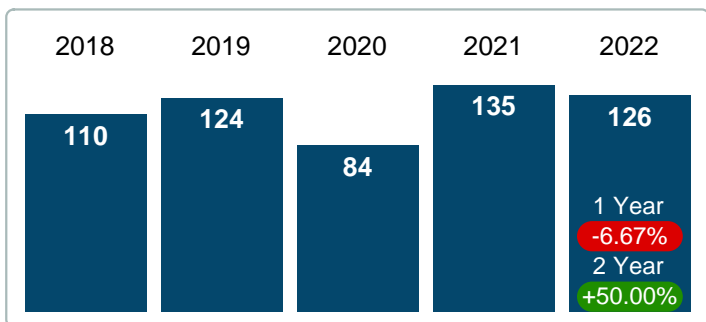
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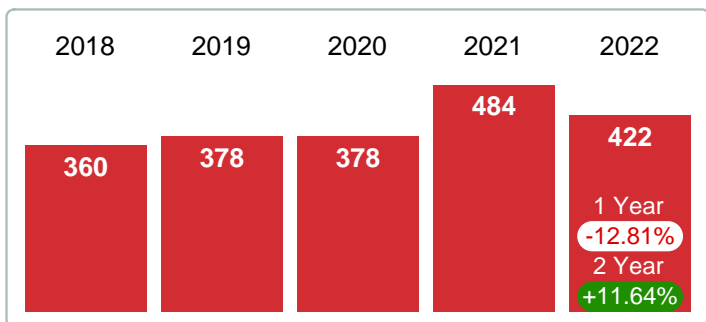
## PENDING LISTINGS

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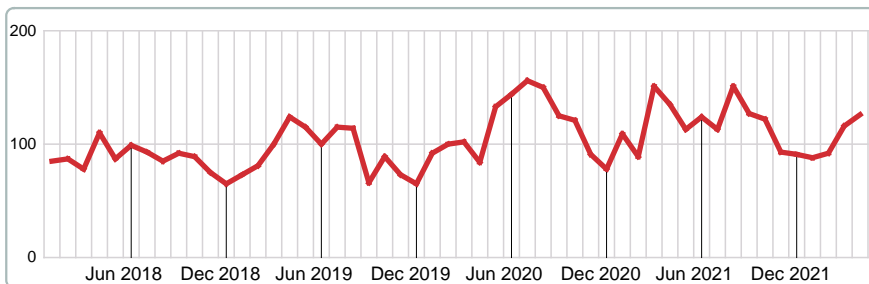
### APRIL



### YEAR TO DATE (YTD)

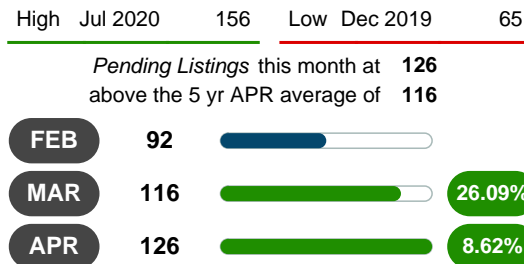


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 116



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	7.14%	6.0	6	3	0	0
\$50,001 - \$100,000	18	14.29%	20.5	7	11	0	0
\$100,001 - \$125,000	8	6.35%	21.0	6	2	0	0
\$125,001 - \$225,000	43	34.13%	18.0	11	26	6	0
\$225,001 - \$275,000	16	12.70%	19.5	5	8	1	2
\$275,001 - \$375,000	16	12.70%	31.5	1	8	7	0
\$375,001 and up	16	12.70%	36.5	0	14	2	0
<b>Total Pending Units</b>	<b>126</b>			<b>36</b>	<b>72</b>	<b>16</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>27,323,579</b>	<b>100%</b>	<b>21.0</b>	<b>4.96M</b>	<b>17.27M</b>	<b>4.58M</b>	<b>508.90K</b>
<b>Median Listing Price</b>	<b>\$189,000</b>			<b>\$115,000</b>	<b>\$179,500</b>	<b>\$297,450</b>	<b>\$254,450</b>

# April 2022



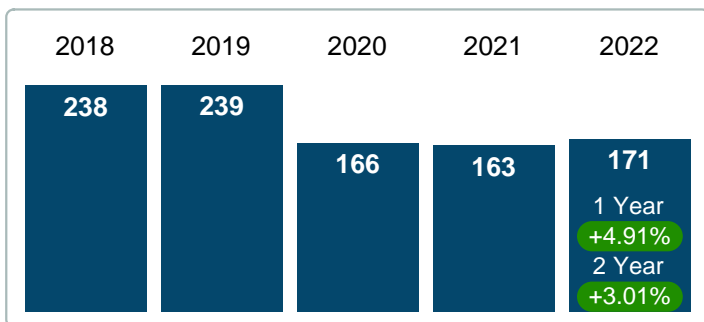
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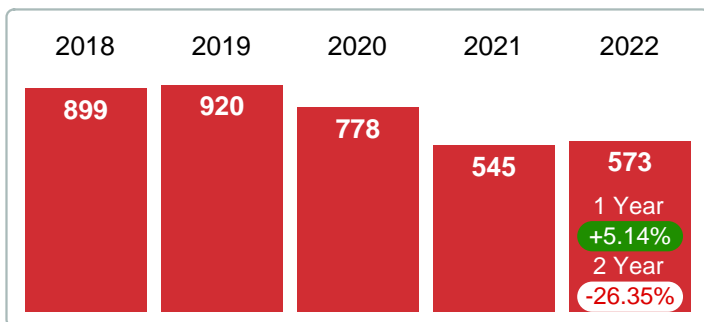
## NEW LISTINGS

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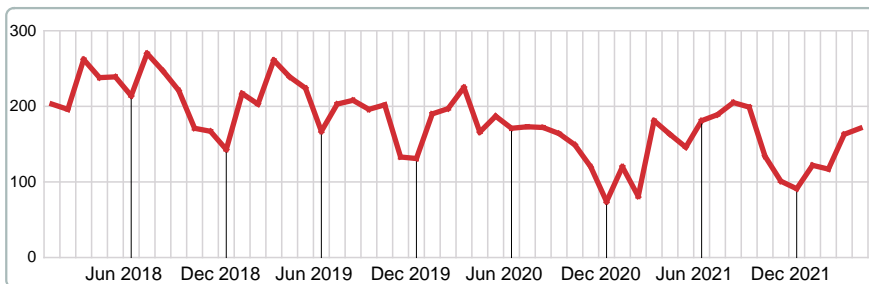
### APRIL



### YEAR TO DATE (YTD)

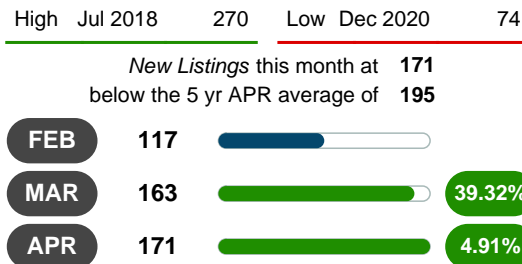


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 195



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	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
<b>Total New Listed Units</b>	<b>171</b>		<b>41</b>	<b>93</b>	<b>33</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>57,149,692</b>	<b>100%</b>	<b>5.98M</b>	<b>36.57M</b>	<b>11.80M</b>	<b>2.80M</b>
<b>Median New Listed Listing Price</b>	<b>\$189,900</b>		<b>\$120,000</b>	<b>\$175,000</b>	<b>\$229,000</b>	<b>\$624,450</b>

# April 2022



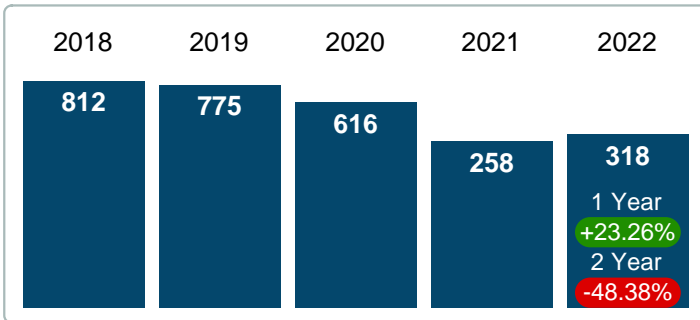
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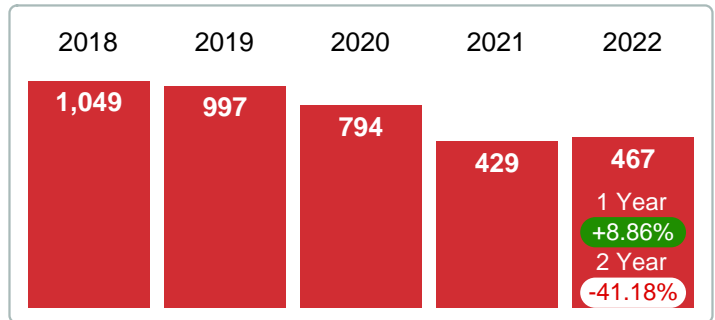
## ACTIVE INVENTORY

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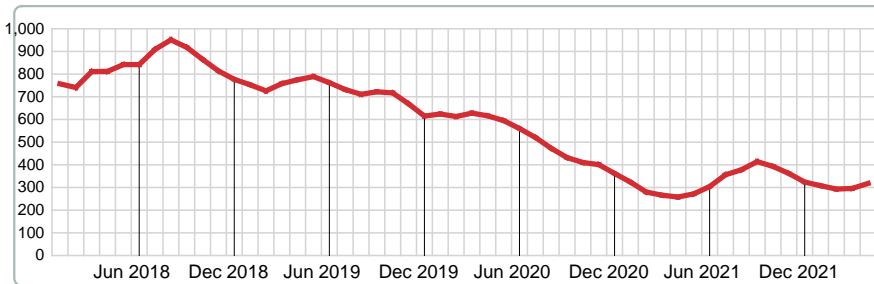
### END OF APRIL



### ACTIVE DURING APRIL

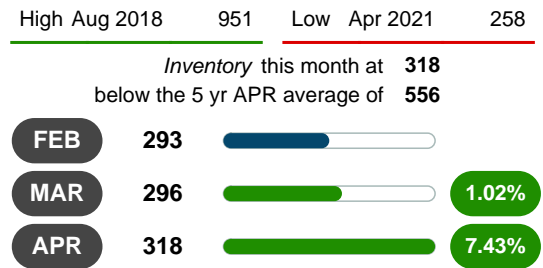


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 556



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	24	7.55%	57.5	12	11	1	0
\$50,001 - \$100,000	36	11.32%	41.5	16	18	2	0
\$100,001 - \$150,000	54	16.98%	38.5	9	41	3	1
\$150,001 - \$250,000	82	25.79%	31.0	10	48	24	0
\$250,001 - \$375,000	49	15.41%	44.0	6	26	14	3
\$375,001 - \$675,000	40	12.58%	49.5	4	17	16	3
\$675,001 and up	33	10.38%	52.0	1	12	15	5
<b>Total Active Inventory by Units</b>	<b>318</b>			<b>58</b>	<b>173</b>	<b>75</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>122,475,292</b>	<b>100%</b>	<b>43.0</b>	<b>11.84M</b>	<b>63.50M</b>	<b>33.46M</b>	<b>13.67M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$209,900</b>			<b>\$114,750</b>	<b>\$189,900</b>	<b>\$309,000</b>	<b>\$597,450</b>

# April 2022



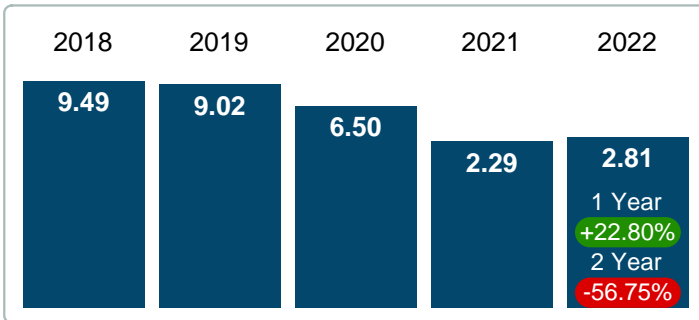
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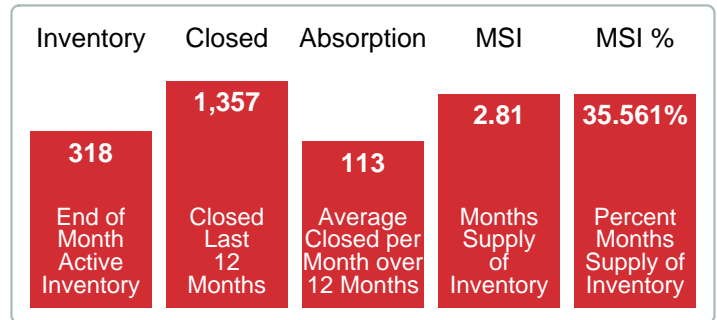
## MONTHS SUPPLY of INVENTORY (MSI)

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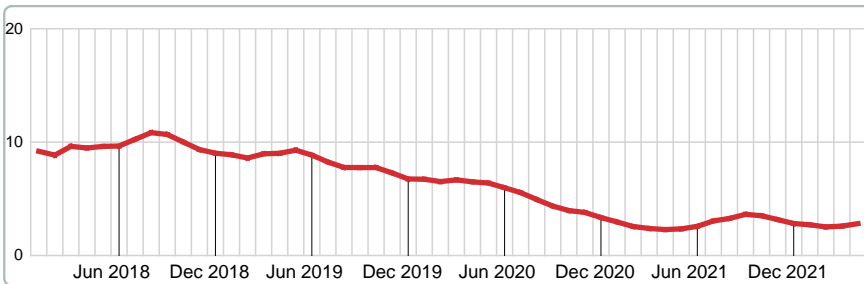
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022



### 5 YEAR MARKET ACTIVITY TRENDS

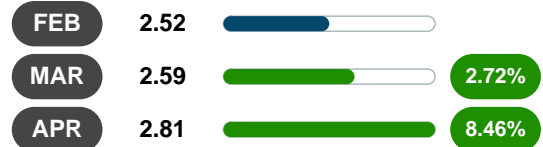


### 3 MONTHS

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

# April 2022



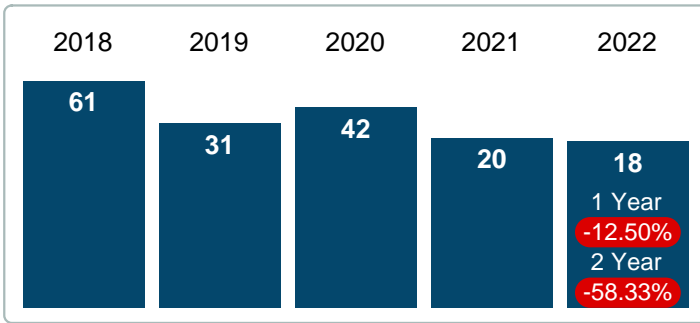
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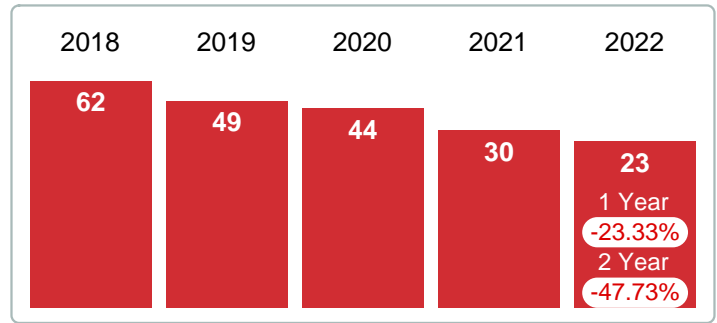
## MEDIAN DAYS ON MARKET TO SALE

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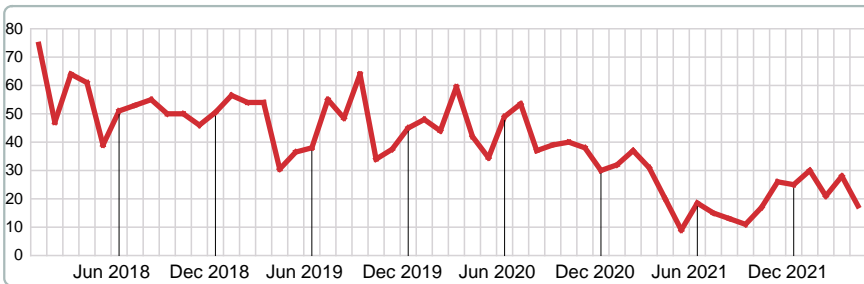
### APRIL



### YEAR TO DATE (YTD)

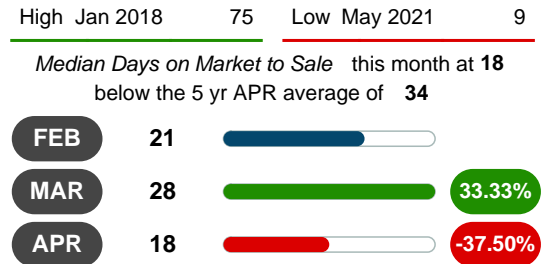


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 34



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.11%	27	24	20	0	64
\$50,001 - \$75,000	6	5.56%	23	44	22	0	4
\$75,001 - \$125,000	16	14.81%	43	43	13	90	0
\$125,001 - \$225,000	32	29.63%	14	6	14	18	0
\$225,001 - \$300,000	11	10.19%	27	79	6	76	0
\$300,001 - \$475,000	20	18.52%	17	10	16	21	0
\$475,001 and up	11	10.19%	9	0	9	75	3
Median Closed DOM	18			22	15	23	5
Total Closed Units	108	100%	17.5	19	66	19	4
Total Closed Volume	25,114,063			2.49M	14.35M	6.56M	1.71M

# April 2022



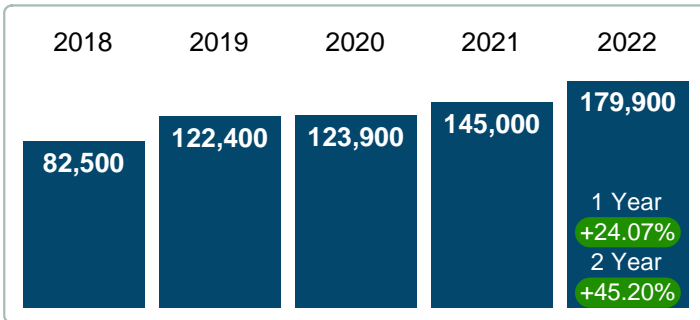
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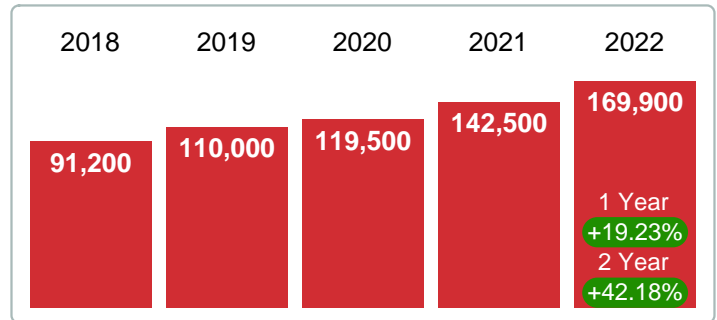
## MEDIAN LIST PRICE AT CLOSING

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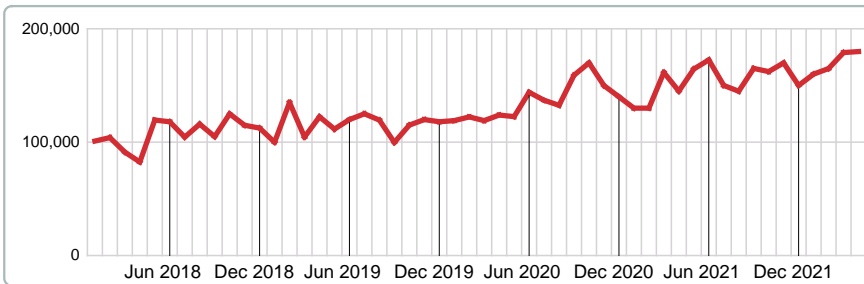
### APRIL



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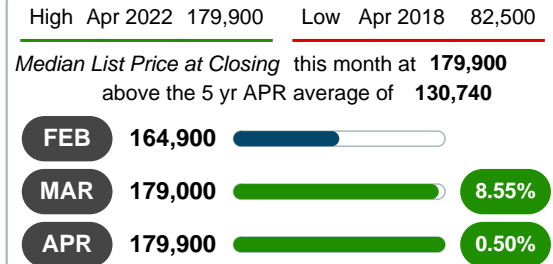


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 130,740



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	39,450	45,000	34,500	0	48,000
\$50,001 - \$75,000	5	69,900	72,450	70,950	0	69,900
\$75,001 - \$125,000	16	93,000	82,450	99,000	119,999	0
\$125,001 - \$225,000	32	167,000	154,000	169,000	149,200	0
\$225,001 - \$300,000	13	269,900	269,950	259,000	275,000	0
\$300,001 - \$475,000	21	350,000	387,450	352,000	350,000	0
\$475,001 and up	11	595,000	0	610,000	499,500	788,625
Median List Price		179,900	84,900	182,450	329,000	282,450
Total Closed Units	108	100%	19	66	19	4
Total Closed Volume	25,940,630		2.61M	14.95M	6.69M	1.70M



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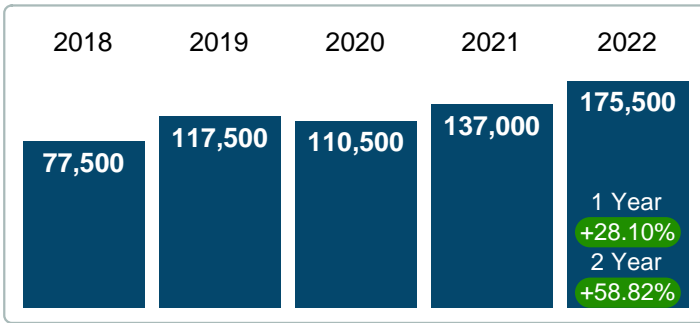
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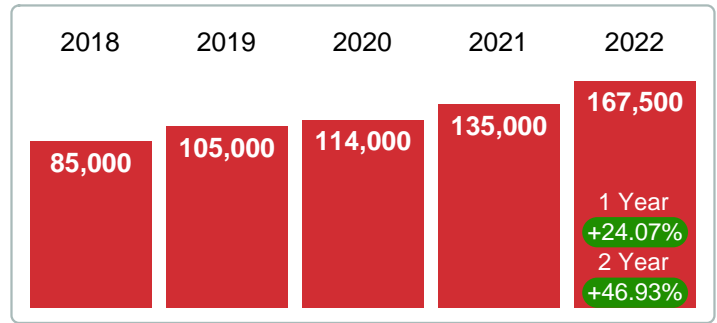
## MEDIAN SOLD PRICE AT CLOSING

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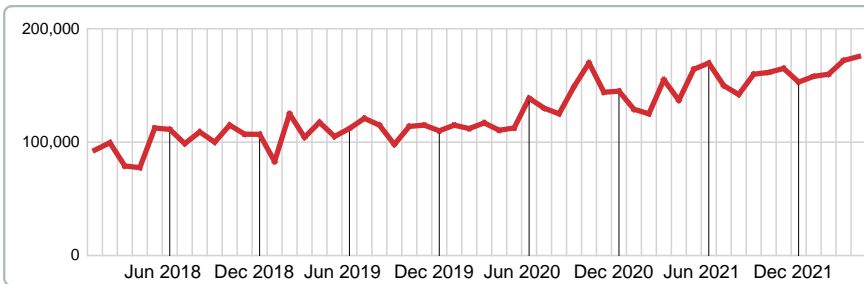
### APRIL



### YEAR TO DATE (YTD)

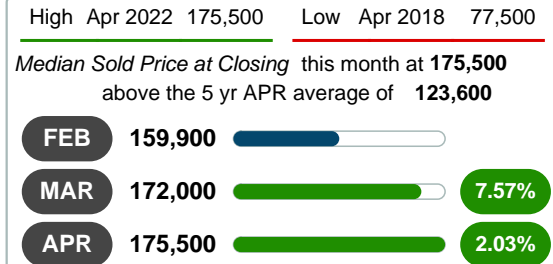


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 123,600



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.11%	40,250	45,500	26,763	0	48,000
\$50,001 - \$75,000	6	5.56%	64,500	65,000	59,500	0	56,500
\$75,001 - \$125,000	16	14.81%	100,500	84,000	108,000	122,900	0
\$125,001 - \$225,000	32	29.63%	167,000	157,000	170,000	150,000	0
\$225,001 - \$300,000	11	10.19%	271,000	262,500	271,000	277,450	0
\$300,001 - \$475,000	20	18.52%	354,500	372,500	369,000	335,000	0
\$475,001 and up	11	10.19%	550,000	0	564,000	512,250	805,000
Median Sold Price			175,500	80,000	180,000	320,000	303,250
Total Closed Units		100%	175,500	19	66	19	4
Total Closed Volume			25,114,063	2.49M	14.35M	6.56M	1.71M

# April 2022



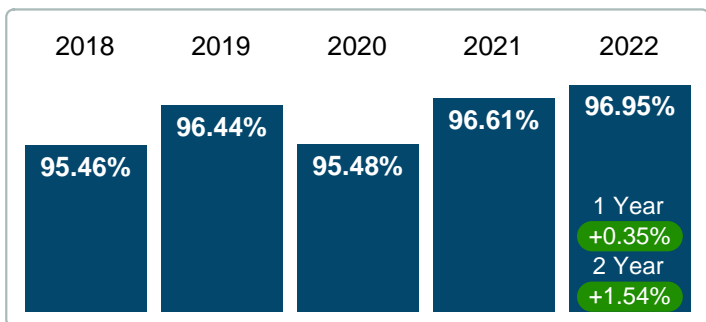
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



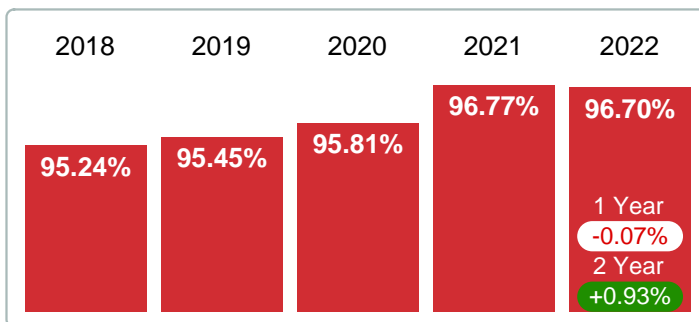
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

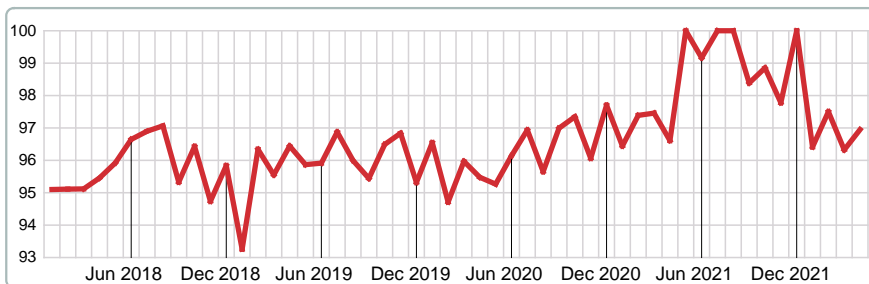
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

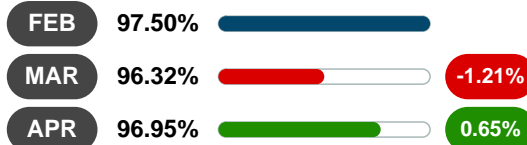


### 3 MONTHS

5 year APR AVG = 96.19%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **96.95%**  
above the 5 yr APR average of **96.19%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	11.11%	88.66%	88.32%	83.33%	0.00%	100.00%
\$50,001 - \$75,000	6	5.56%	86.40%	92.99%	83.97%	0.00%	80.83%
\$75,001 - \$125,000	16	14.81%	94.86%	98.35%	91.76%	102.42%	0.00%
\$125,001 - \$225,000	32	29.63%	97.79%	102.16%	97.85%	97.19%	0.00%
\$225,001 - \$300,000	11	10.19%	96.70%	97.31%	96.96%	92.80%	0.00%
\$300,001 - \$475,000	20	18.52%	98.16%	95.73%	98.82%	97.49%	0.00%
\$475,001 and up	11	10.19%	99.33%	0.00%	99.33%	99.10%	104.53%
Median Sold/List Ratio		96.95%		96.70%	96.32%	97.72%	98.97%
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



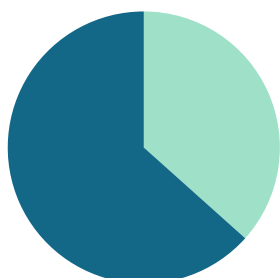
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

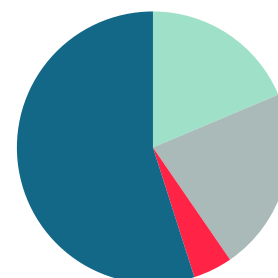


**Inventory**  
 New Listings  
**171 = 36.62%**  
 Start Inventory  
**296**  
 Total Inventory Units  
**467**  
 Volume  
**\$159,196,271**

### 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%
Median List Price	145,000	179,900	24.07%	142,500	169,900	19.23%
Median Sale Price	137,000	175,500	28.10%	135,000	167,500	24.07%
Median Percent of Selling Price to List Price	96.61%	96.95%	0.35%	96.77%	96.70%	-0.07%
Median Days on Market to Sale	20.00	17.50	-12.50%	30.00	23.00	-23.33%
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

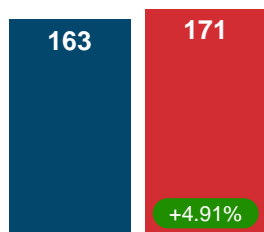
**Inventory** on April 30, 2022 = 318

2021 2022

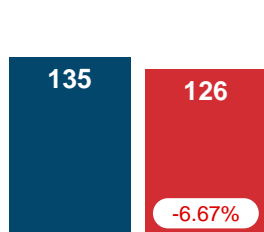
### APRIL MARKET

### MEDIAN PRICES

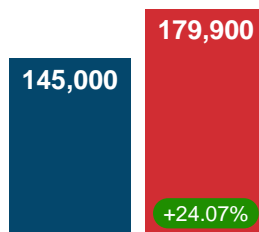
#### New Listings



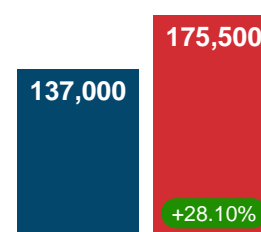
#### Pending Listings



#### List Price



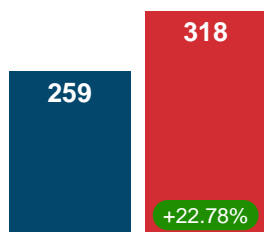
#### Sale Price



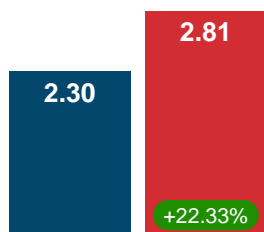
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

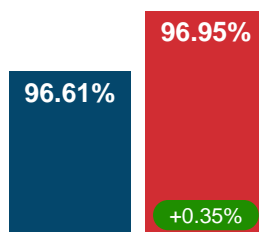
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

