

August 2022



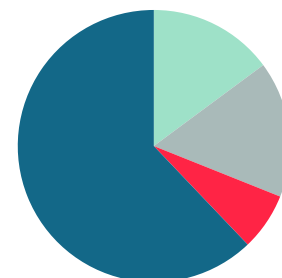
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	August 2022	+/-%
Closed Listings	117	111	-5.13%
Pending Listings	151	121	-19.87%
New Listings	205	182	-11.22%
Average List Price	195,704	242,889	24.11%
Average Sale Price	190,498	233,911	22.79%
Average Percent of Selling Price to List Price	96.44%	95.49%	-0.99%
Average Days on Market to Sale	35.04	36.61	4.48%
End of Month Inventory	379	464	22.43%
Months Supply of Inventory	3.28	4.15	26.35%



■ Closed (14.86%)
■ Pending (16.20%)
■ Other OffMarket (6.83%)
■ Active (62.12%)

Absorption: Last 12 months, an Average of **112** Sales/Month
Active Inventory as of August 31, 2022 = **464**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **22.43%** to 464 existing homes available for sale. Over the last 12 months this area has had an average of 112 closed sales per month. This represents an unsold inventory index of **4.15** 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 **22.79%** in August 2022 to \$233,911 versus the previous year at \$190,498.

Average Days on Market Lengthens

The average number of **36.61** days that homes spent on the market before selling increased by 1.57 days or **4.48%** in August 2022 compared to last year's same month at **35.04** DOM.

Sales Success for August 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 182 New Listings in August 2022, down **11.22%** from last year at 205. Furthermore, there were 111 Closed Listings this month versus last year at 117, a **-5.13%** decrease.

Closed versus Listed trends yielded a **61.0%** ratio, up from previous year's, August 2021, at **57.1%**, a **6.86%** 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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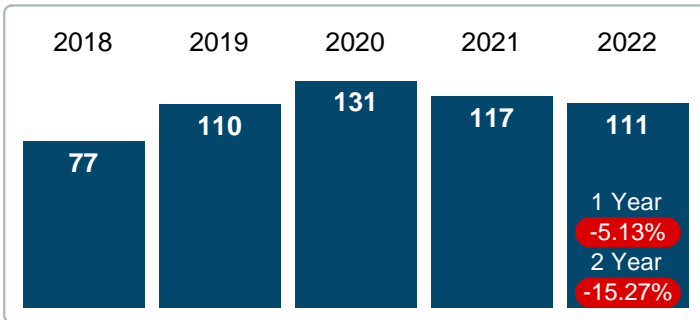
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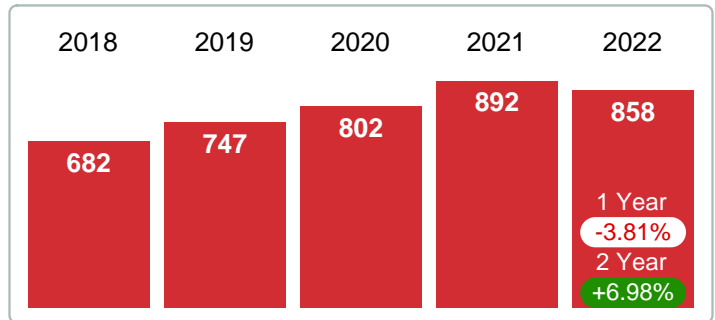
CLOSED LISTINGS

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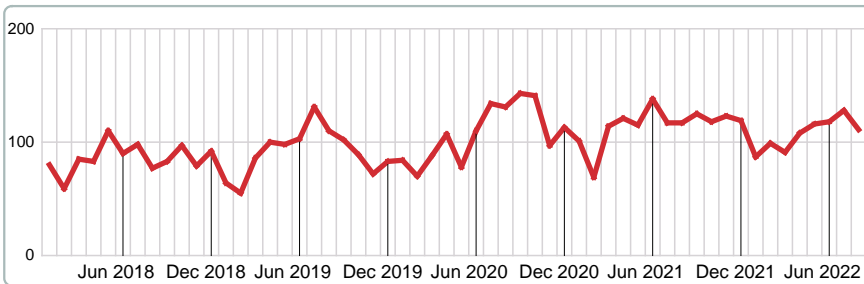
AUGUST



YEAR TO DATE (YTD)

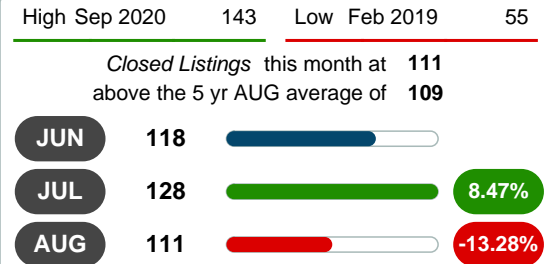


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 109



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	10	9.01%	50.3	7	3	0	0
\$50,001 - \$75,000	13	11.71%	36.8	5	7	1	0
\$75,001 - \$125,000	20	18.02%	34.6	5	14	1	0
\$125,001 - \$200,000	25	22.52%	33.4	9	14	2	0
\$200,001 - \$300,000	17	15.32%	40.6	2	11	4	0
\$300,001 - \$475,000	14	12.61%	27.6	2	6	5	1
\$475,001 and up	12	10.81%	40.0	2	5	4	1
Total Closed Units	111			32	60	17	2
Total Closed Volume	25,964,125	100%	36.6	4.75M	12.10M	5.77M	3.35M
Average Closed Price	\$233,911			\$148,376	\$201,730	\$339,253	\$1,672,500

August 2022



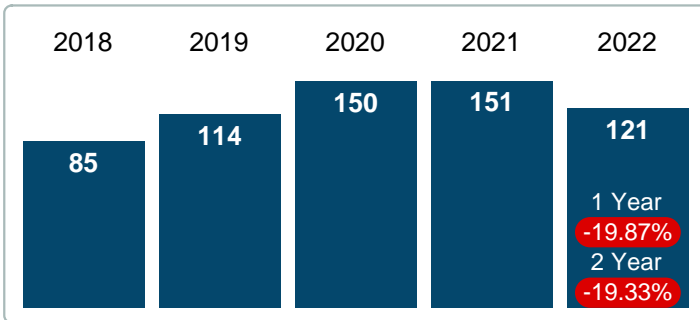
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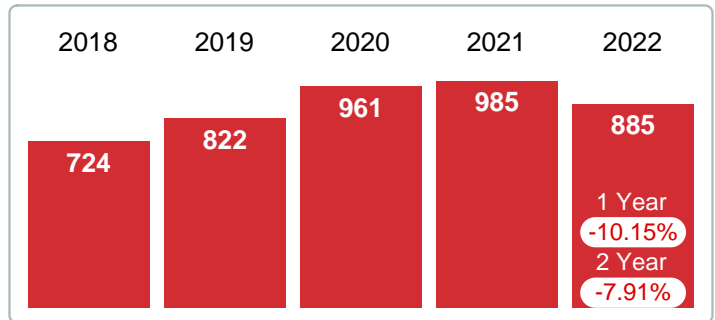
PENDING LISTINGS

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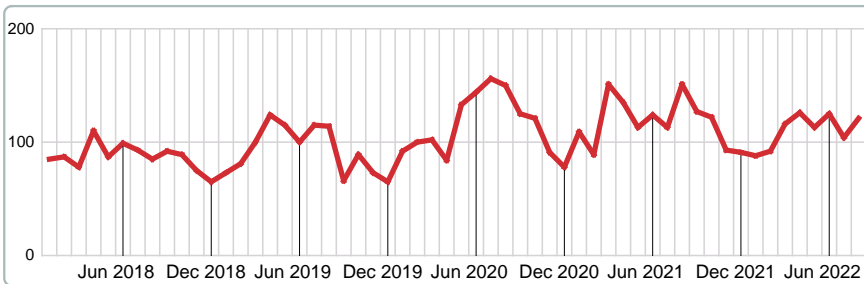
AUGUST



YEAR TO DATE (YTD)

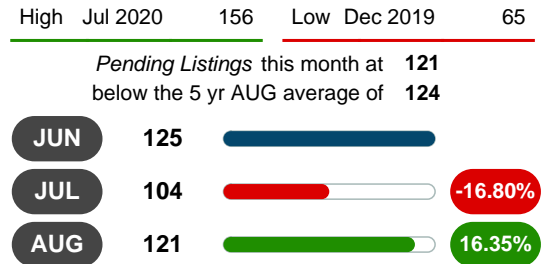


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 124



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	11	9.09%	48.4	5	5	1	0
\$75,001 - \$125,000	14	11.57%	40.6	5	9	0	0
\$125,001 - \$150,000	15	12.40%	83.6	2	12	1	0
\$150,001 - \$225,000	34	28.10%	36.9	7	23	4	0
\$225,001 - \$275,000	12	9.92%	41.7	0	11	1	0
\$275,001 - \$425,000	22	18.18%	44.3	4	5	11	2
\$425,001 and up	13	10.74%	66.7	0	5	7	1
Total Pending Units	121			23	70	25	3
Total Pending Volume	31,633,399			3.61M	14.32M	9.90M	3.80M
Average Listing Price	\$264,382			\$157,043	\$204,633	\$396,084	\$1,265,000

August 2022



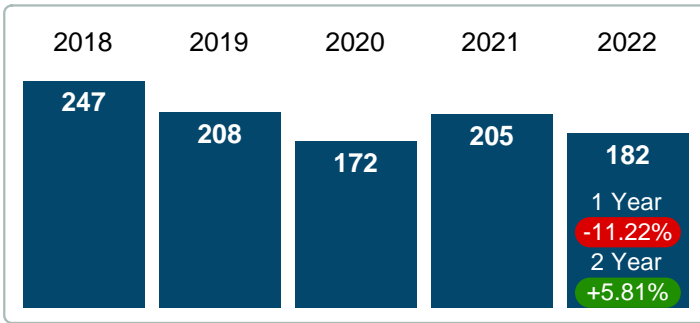
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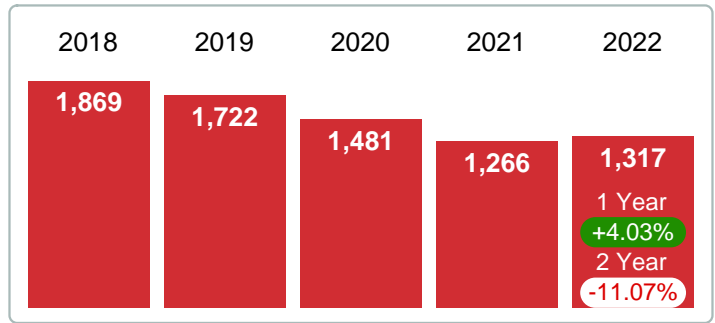
NEW LISTINGS

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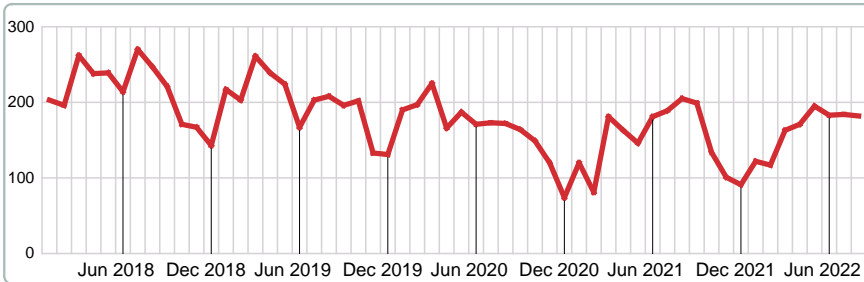
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

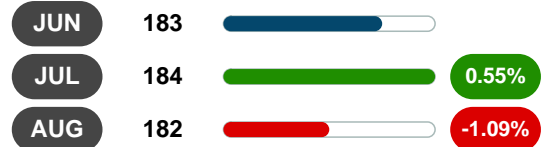


3 MONTHS

5 year AUG AVG = 203

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 182
below the 5 yr AUG average of 203



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	14	7.69%	9	5	0	0
\$75,001 - \$125,000	23	12.64%	7	16	0	0
\$125,001 - \$150,000	21	11.54%	4	17	0	0
\$150,001 - \$225,000	48	26.37%	8	30	9	1
\$225,001 - \$325,000	33	18.13%	5	19	7	2
\$325,001 - \$500,000	25	13.74%	0	16	8	1
\$500,001 and up	18	9.89%	0	7	6	5
Total New Listed Units	182		33	110	30	9
Total New Listed Volume	49,456,781	100%	4.48M	26.97M	12.00M	6.01M
Average New Listed Listing Price	\$240,156		\$135,645	\$245,224	\$400,007	\$667,297

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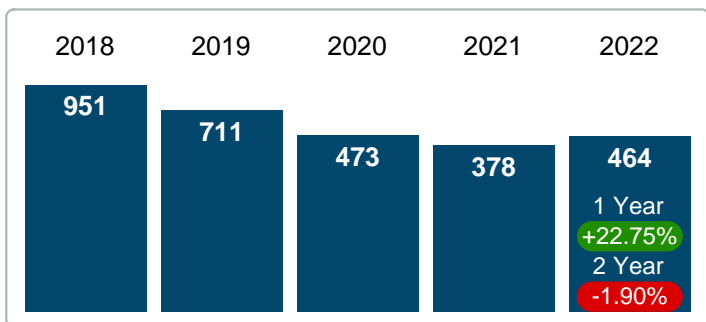
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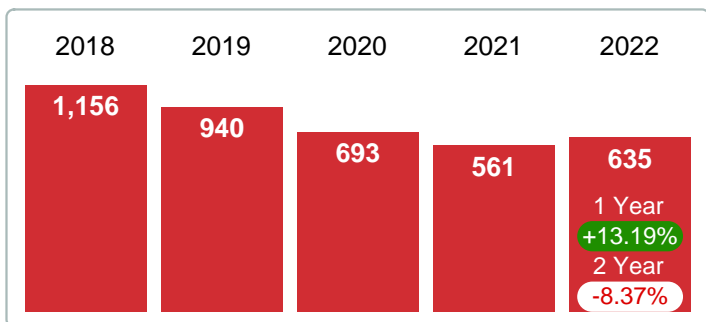
ACTIVE INVENTORY

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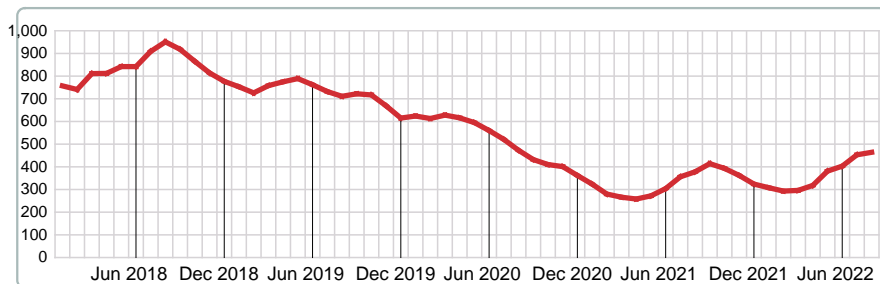
END OF AUGUST



ACTIVE DURING AUGUST

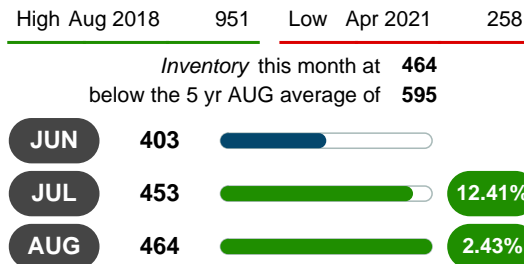


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 595



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	45	9.70%	83.0	27	16	2	0
\$75,001 - \$125,000	50	10.78%	59.8	19	30	1	0
\$125,001 - \$175,000	71	15.30%	52.3	13	45	13	0
\$175,001 - \$275,000	126	27.16%	67.5	20	67	32	7
\$275,001 - \$400,000	67	14.44%	76.1	5	36	21	5
\$400,001 - \$750,000	57	12.28%	92.4	4	29	17	7
\$750,001 and up	48	10.34%	84.5	2	14	20	12
Total Active Inventory by Units	464			90	237	106	31
Total Active Inventory by Volume	182,821,918	100%	71.9	17.22M	76.09M	55.33M	34.18M
Average Active Inventory Listing Price	\$394,013			\$191,362	\$321,041	\$521,977	\$1,102,680

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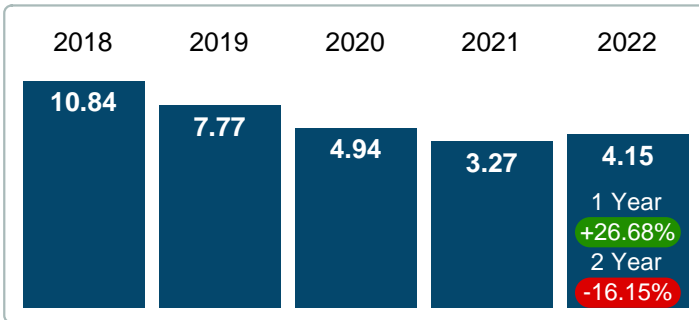
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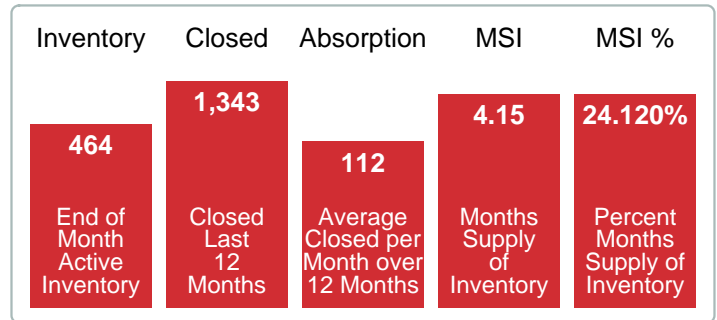
MONTHS SUPPLY of INVENTORY (MSI)

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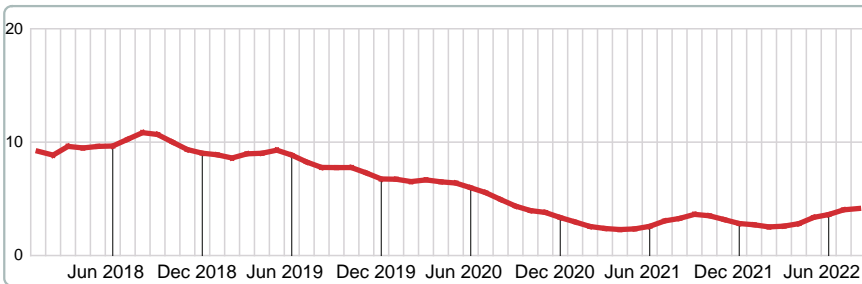
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022



5 YEAR MARKET ACTIVITY TRENDS

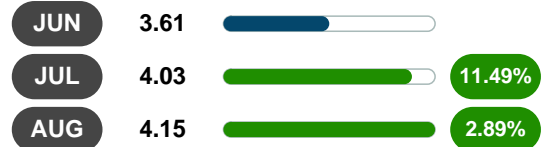


3 MONTHS

5 year AUG AVG = 6.19

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at **4.15**
below the 5 yr AUG average of **6.19**



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	45	9.70%	2.30	2.70	1.88	2.40	0.00
\$75,001 - \$125,000	50	10.78%	2.47	3.30	2.22	1.00	0.00
\$125,001 - \$175,000	71	15.30%	3.72	3.80	3.48	5.57	0.00
\$175,001 - \$275,000	126	27.16%	5.18	7.74	4.28	5.82	12.00
\$275,001 - \$400,000	67	14.44%	4.30	3.75	4.11	4.75	4.62
\$400,001 - \$750,000	57	12.28%	5.22	4.00	4.70	5.83	8.40
\$750,001 and up	48	10.34%	22.15	0.00	21.00	26.67	16.00
Market Supply of Inventory (MSI)			4.15	3.74	3.58	5.97	7.91
Total Active Inventory by Units		100%	464	90	237	106	31

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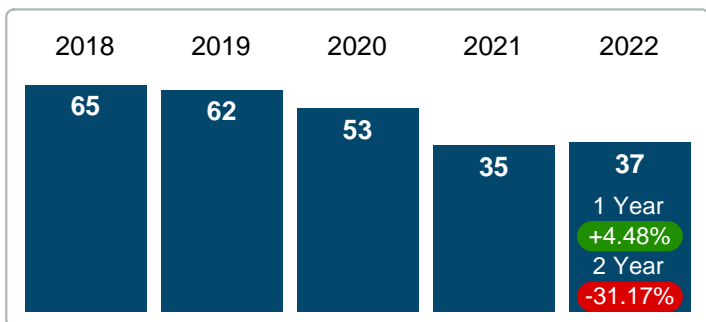
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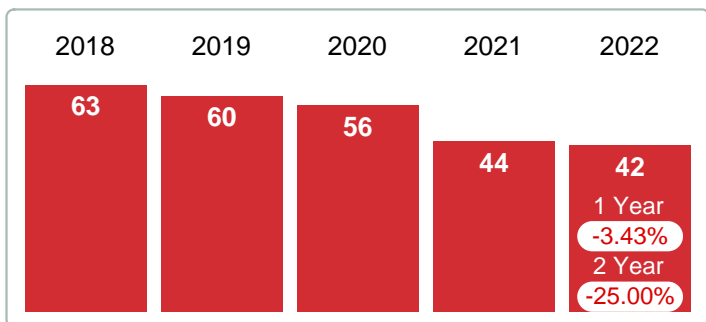
AVERAGE DAYS ON MARKET TO SALE

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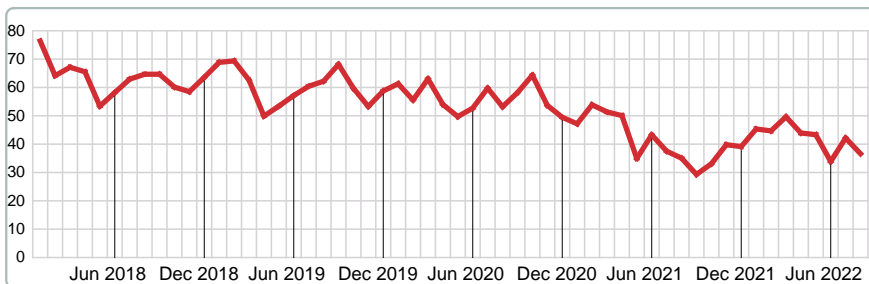
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 37 below the 5 yr AUG 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	9.01%	50	32	93	0	0
\$50,001 - \$75,000	11.71%	37	16	38	134	0
\$75,001 - \$125,000	18.02%	35	18	43	5	0
\$125,001 - \$200,000	22.52%	33	20	41	41	0
\$200,001 - \$300,000	15.32%	41	102	37	21	0
\$300,001 - \$475,000	12.61%	28	6	32	29	38
\$475,001 and up	10.81%	40	8	53	29	80
Average Closed DOM		37				
Total Closed Units	100%	37	32	60	17	2
Total Closed Volume		25,964,125	4.75M	12.10M	5.77M	3.35M

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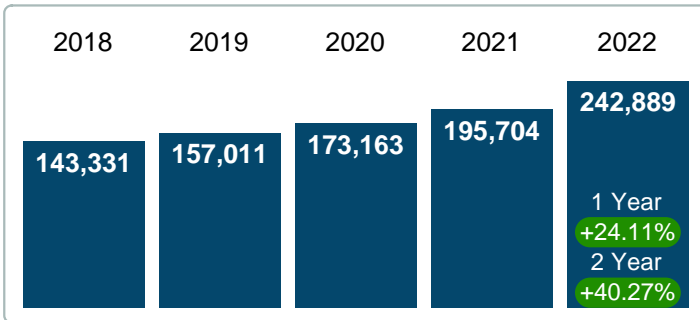
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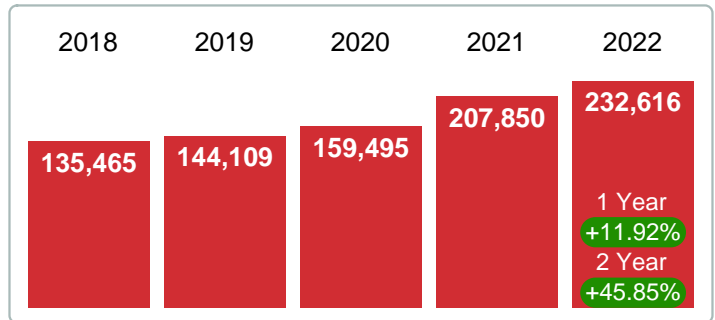
AVERAGE LIST PRICE AT CLOSING

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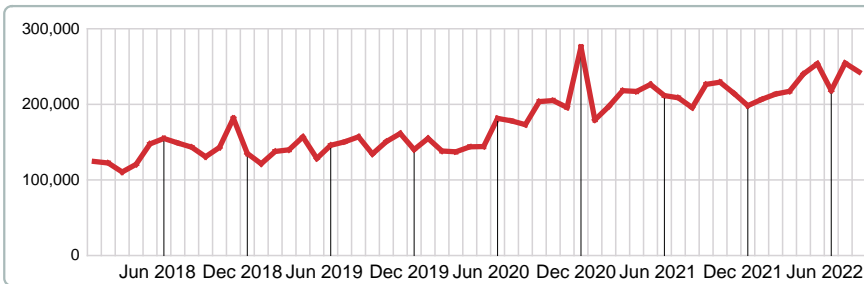
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

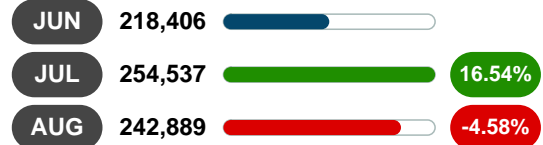


3 MONTHS

5 year AUG AVG = 182,420

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

Average List Price at Closing this month at **242,889**
above the 5 yr AUG average of **182,420**



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	8.11%	44,078	43,400	56,833	0	0
\$50,001 - \$75,000	9.91%	64,245	67,600	67,514	59,000	0
\$75,001 - \$125,000	18.92%	99,500	98,700	107,107	125,000	0
\$125,001 - \$200,000	23.42%	161,858	164,078	166,264	189,950	0
\$200,001 - \$300,000	17.12%	260,474	252,000	261,936	254,700	0
\$300,001 - \$475,000	11.71%	358,054	399,900	358,500	338,760	310,000
\$475,001 and up	10.81%	829,650	529,500	601,380	672,475	3,200,000
Average List Price		242,889	155,462	208,492	350,965	1,755,000
Total Closed Units	100%	242,889	32	60	17	2
Total Closed Volume		26,960,698	4.97M	12.51M	5.97M	3.51M

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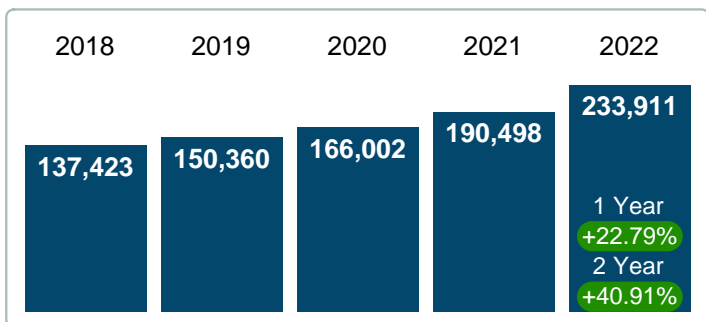
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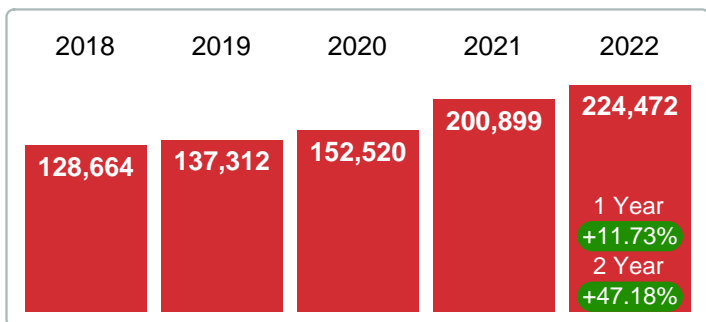
AVERAGE SOLD PRICE AT CLOSING

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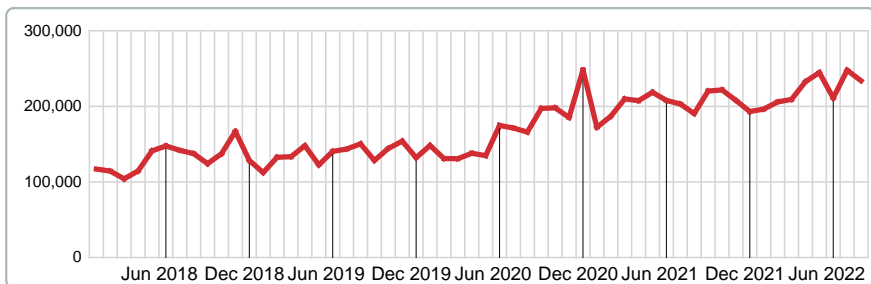
AUGUST



YEAR TO DATE (YTD)

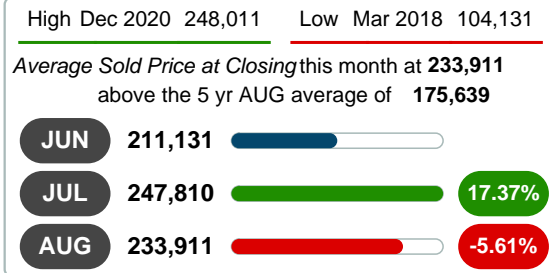


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 175,639



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	10	9.01%	39,250	35,429	48,167	0	
\$50,001 - \$75,000	13	11.71%	63,108	62,600	64,629	55,000	
\$75,001 - \$125,000	20	18.02%	99,210	95,900	99,264	115,000	
\$125,001 - \$200,000	25	22.52%	162,308	159,600	161,171	182,450	
\$200,001 - \$300,000	17	15.32%	256,019	252,563	257,345	254,100	
\$300,001 - \$475,000	14	12.61%	339,857	378,000	342,167	328,800	
\$475,001 and up	12	10.81%	799,917	505,000	595,400	643,000	
Average Sold Price		233,911		148,376	201,730	339,253	1,672,500
Total Closed Units		111	100%	32	60	17	2
Total Closed Volume		25,964,125		4.75M	12.10M	5.77M	3.35M

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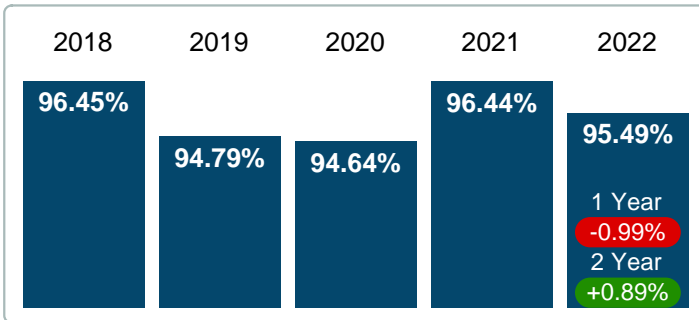
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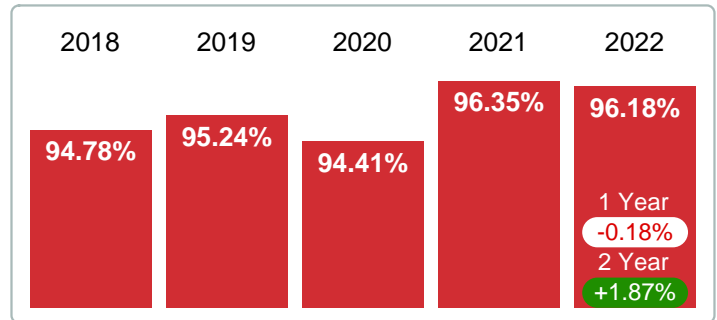
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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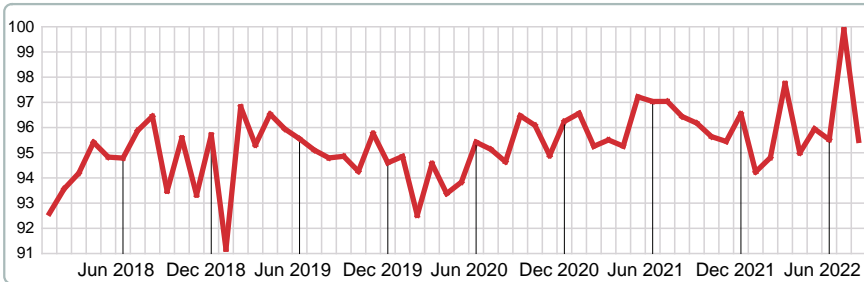
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

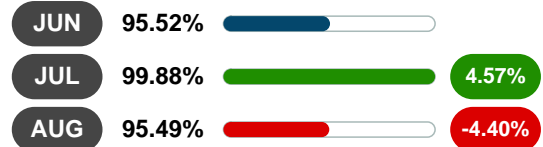


3 MONTHS

5 year AUG AVG = 95.56%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.49%**
below the 5 yr AUG average of **95.56%**



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	10	9.01%	83.51%	82.32%	86.28%	0.00%	0.00%
\$50,001 - \$75,000	13	11.71%	96.05%	94.01%	97.92%	93.22%	0.00%
\$75,001 - \$125,000	20	18.02%	93.97%	96.89%	93.07%	92.00%	0.00%
\$125,001 - \$200,000	25	22.52%	97.68%	97.25%	98.23%	95.83%	0.00%
\$200,001 - \$300,000	17	15.32%	99.17%	102.36%	98.36%	99.79%	0.00%
\$300,001 - \$475,000	14	12.61%	96.07%	94.52%	95.31%	97.13%	98.39%
\$475,001 and up	12	10.81%	96.93%	95.38%	99.24%	95.28%	95.00%
Average Sold/List Ratio		95.50%		93.45%	96.21%	96.64%	96.69%
Total Closed Units		111	100%	32	60	17	2
Total Closed Volume		25,964,125		4.75M	12.10M	5.77M	3.35M

August 2022



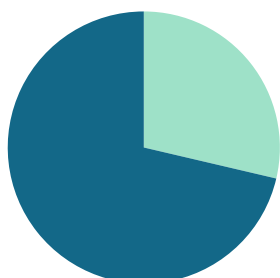
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

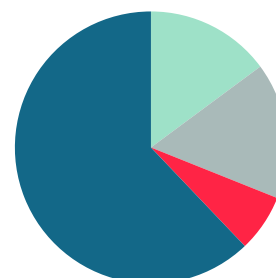


Inventory
 New Listings
182 = 28.66%
 Start Inventory
453
 Total Inventory Units
635
 Volume
\$246,075,316

Market Activity

Closed Sales
111 = 14.86%
 Pending Sales
121 = 16.20%
 Other Off Market
51 = 6.83%
 Active Inventory
464 = 62.12%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	117	111	-5.13%	892	858	-3.81%
Pending Sales	151	121	-19.87%	985	885	-10.15%
New Listings	205	182	-11.22%	1,266	1,317	4.03%
Average List Price	195,704	242,889	24.11%	207,850	232,616	11.92%
Average Sale Price	190,498	233,911	22.79%	200,899	224,472	11.73%
Average Percent of Selling Price to List Price	96.44%	95.49%	-0.99%	96.35%	96.18%	-0.18%
Average Days on Market to Sale	35.04	36.61	4.48%	43.59	42.09	-3.43%
Monthly Inventory	379	464	22.43%	379	464	22.43%
Months Supply of Inventory	3.28	4.15	26.35%	3.28	4.15	26.35%

Absorption: Last 12 months, an Average of 112 Sales/Month

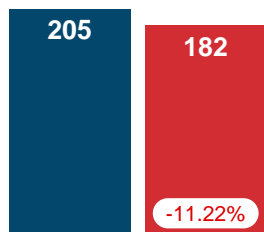
Inventory on August 31, 2022 = 464

2021 2022

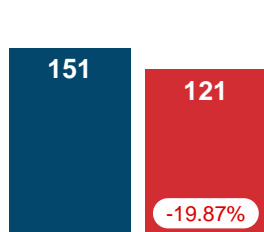
AUGUST MARKET

AVERAGE PRICES

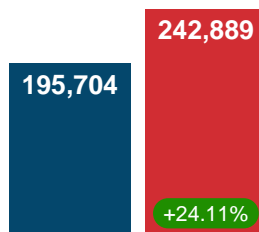
New Listings



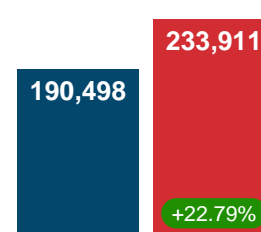
Pending Listings



List Price



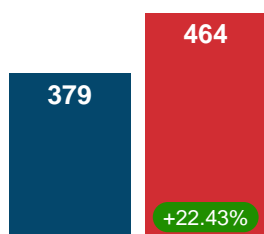
Sale Price



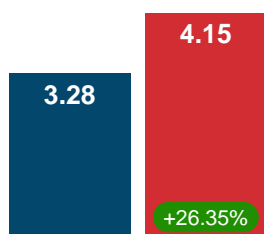
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

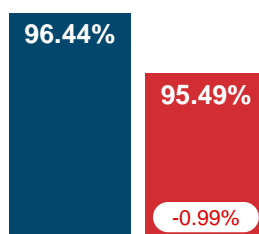
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

