

# December 2022



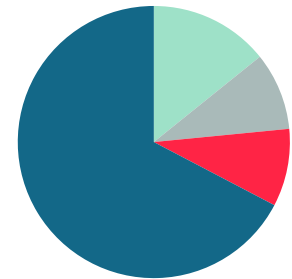
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	119	94	-21.01%
Pending Listings	91	61	-32.97%
New Listings	91	94	3.30%
Average List Price	198,281	212,196	7.02%
Average Sale Price	193,124	205,904	6.62%
Average Percent of Selling Price to List Price	96.54%	93.12%	-3.55%
Average Days on Market to Sale	39.14	51.93	32.66%
End of Month Inventory	324	445	37.35%
Months Supply of Inventory	2.82	4.25	50.70%



■ Closed (14.22%)  
■ Pending (9.23%)  
■ Other OffMarket (9.23%)  
■ Active (67.32%)

**Absorption:** Last 12 months, an Average of **105** Sales/Month  
**Active Inventory** as of December 31, 2022 = **445**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 rose **37.35%** to 445 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **4.25** 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 **6.62%** in December 2022 to \$205,904 versus the previous year at \$193,124.

#### Average Days on Market Lengthens

The average number of **51.93** days that homes spent on the market before selling increased by 12.78 days or **32.66%** in December 2022 compared to last year's same month at **39.14** DOM.

#### Sales Success for December 2022 is Positive

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

There were 94 New Listings in December 2022, up **3.30%** from last year at 91. Furthermore, there were 94 Closed Listings this month versus last year at 119, a **-21.01%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, down from previous year's, December 2021, at **130.8%**, a **23.53%** downswing. This will certainly create pressure on an increasing Month's 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>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

#### 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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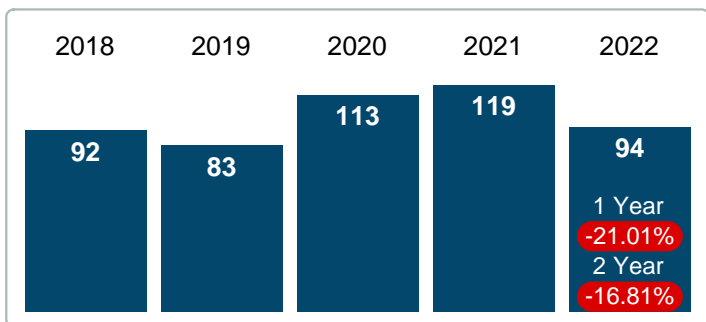
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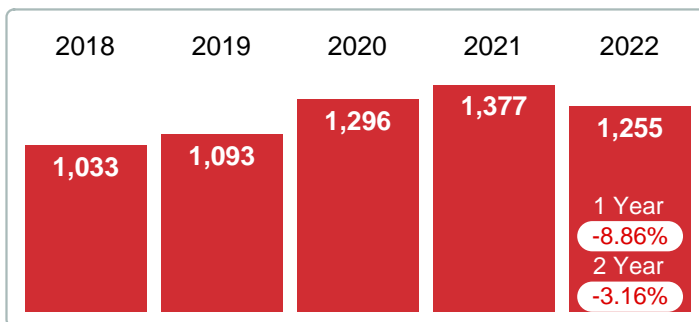
## CLOSED LISTINGS

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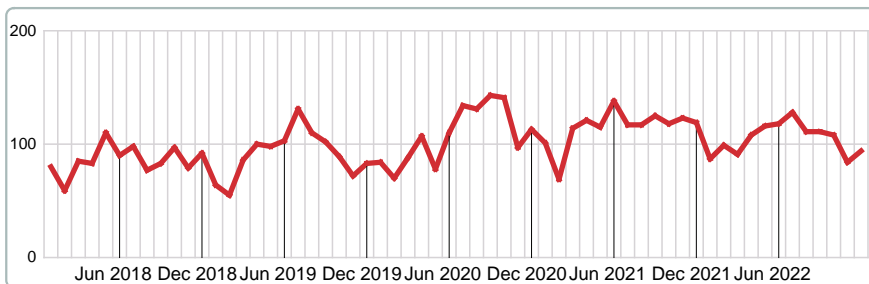
### DECEMBER



### YEAR TO DATE (YTD)

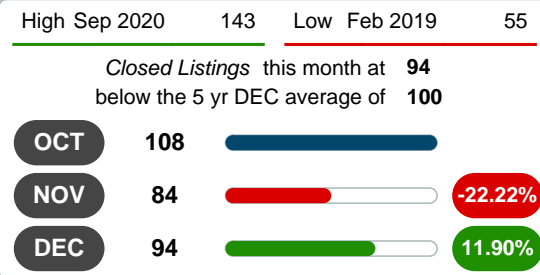


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 100



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	8.51%	81.1	5	3	0	0
\$25,001 - \$75,000	13	13.83%	16.5	6	7	0	0
\$75,001 - \$125,000	11	11.70%	34.3	3	8	0	0
\$125,001 - \$175,000	16	17.02%	48.3	6	9	1	0
\$175,001 - \$250,000	24	25.53%	54.8	6	14	3	1
\$250,001 - \$375,000	12	12.77%	78.4	0	3	8	1
\$375,001 and up	10	10.64%	61.2	1	5	2	2
<b>Total Closed Units</b>	<b>94</b>			<b>27</b>	<b>49</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>19,354,964</b>	<b>100%</b>	<b>51.9</b>	<b>3.13M</b>	<b>9.24M</b>	<b>5.65M</b>	<b>1.33M</b>
<b>Average Closed Price</b>	<b>\$205,904</b>			<b>\$116,030</b>	<b>\$188,657</b>	<b>\$403,497</b>	<b>\$332,250</b>

# December 2022



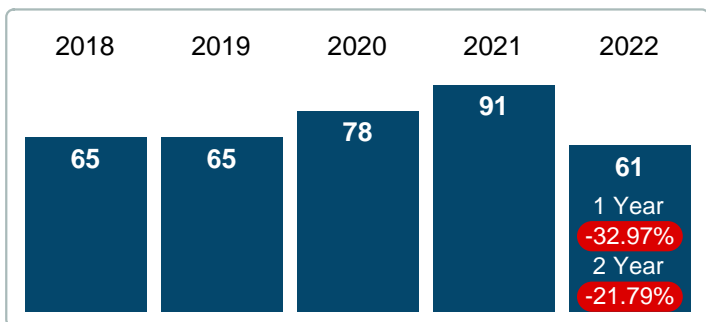
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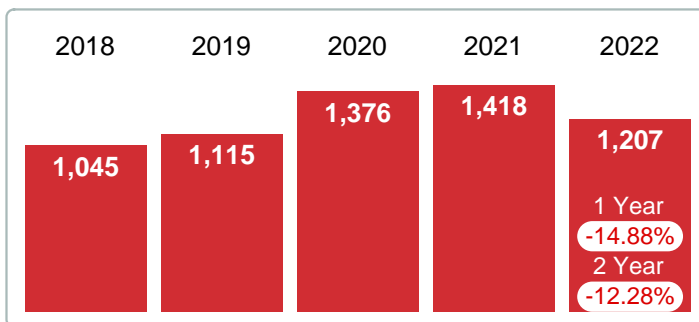
## PENDING LISTINGS

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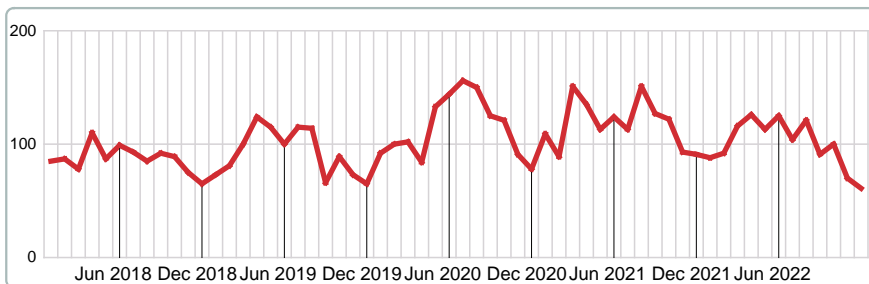
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

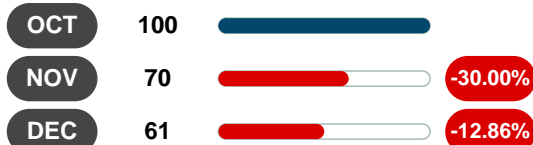


### 3 MONTHS

5 year DEC AVG = 72

High Jul 2020 156 Low Dec 2022 61

Pending Listings this month at 61 below the 5 yr DEC average of 72



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.64%	7.0	0	0	1	0
\$25,001 - \$75,000	10	16.39%	87.2	8	2	0	0
\$75,001 - \$125,000	10	16.39%	58.5	2	8	0	0
\$125,001 - \$225,000	15	24.59%	42.4	1	12	2	0
\$225,001 - \$350,000	11	18.03%	82.8	1	6	2	2
\$350,001 - \$525,000	7	11.48%	88.0	0	2	4	1
\$525,001 and up	7	11.48%	69.0	2	0	4	1
<b>Total Pending Units</b>	<b>61</b>			<b>14</b>	<b>30</b>	<b>13</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>17,698,554</b>	<b>100%</b>	<b>68.5</b>	<b>2.98M</b>	<b>5.53M</b>	<b>7.48M</b>	<b>1.71M</b>
<b>Average Listing Price</b>	<b>\$261,643</b>			<b>\$213,040</b>	<b>\$184,307</b>	<b>\$575,223</b>	<b>\$427,225</b>

# December 2022



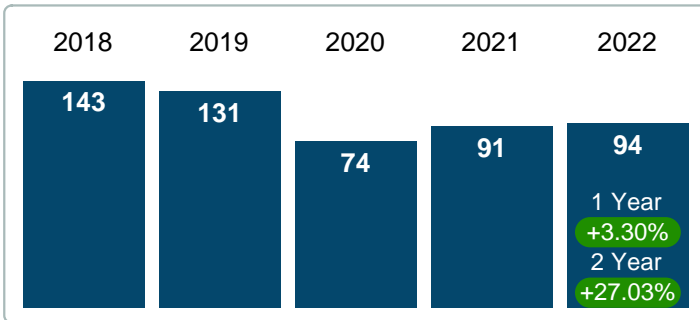
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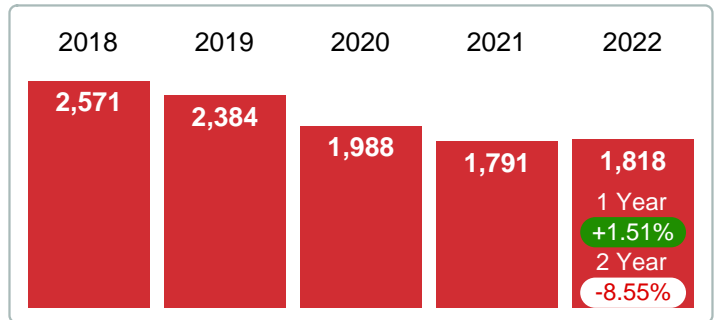
## NEW LISTINGS

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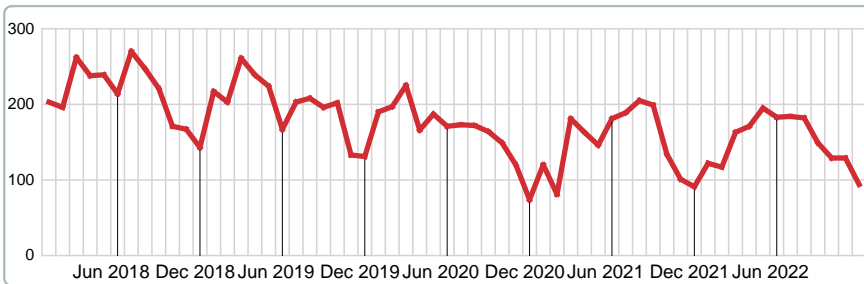
### DECEMBER



### YEAR TO DATE (YTD)

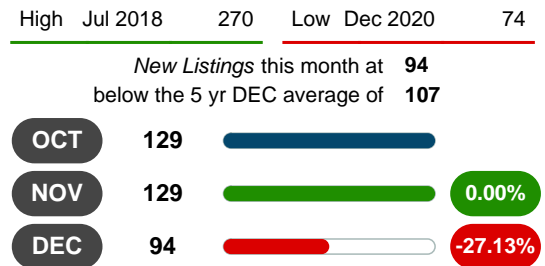


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 107



### 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	4.26%	3	0	1	0
\$50,001 - \$100,000	12	12.77%	4	7	1	0
\$100,001 - \$150,000	17	18.09%	2	13	2	0
\$150,001 - \$250,000	21	22.34%	3	14	4	0
\$250,001 - \$375,000	17	18.09%	3	12	2	0
\$375,001 - \$500,000	14	14.89%	4	6	4	0
\$500,001 and up	9	9.57%	1	3	5	0
<b>Total New Listed Units</b>	<b>94</b>		<b>20</b>	<b>55</b>	<b>19</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>29,063,854</b>	<b>100%</b>	<b>5.47M</b>	<b>14.22M</b>	<b>9.38M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$259,923</b>		<b>\$273,268</b>	<b>\$258,542</b>	<b>\$493,616</b>	<b>\$0</b>

# December 2022



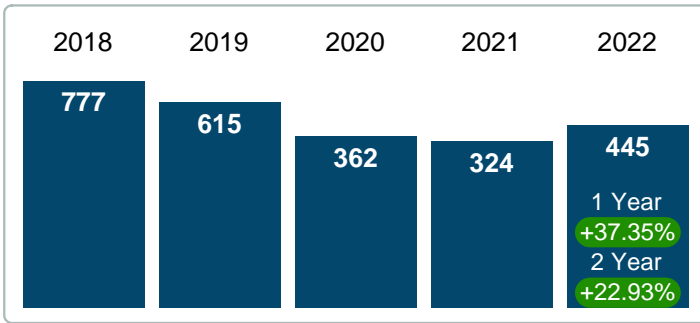
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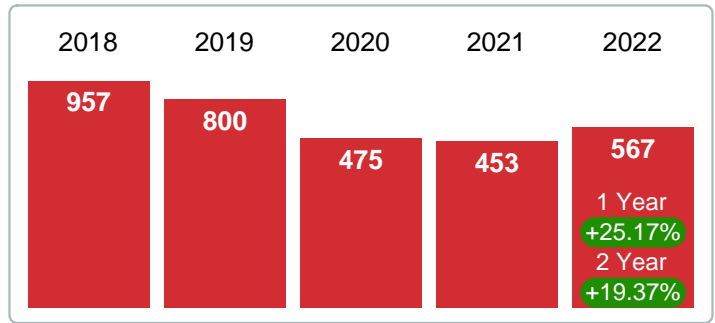
## ACTIVE INVENTORY

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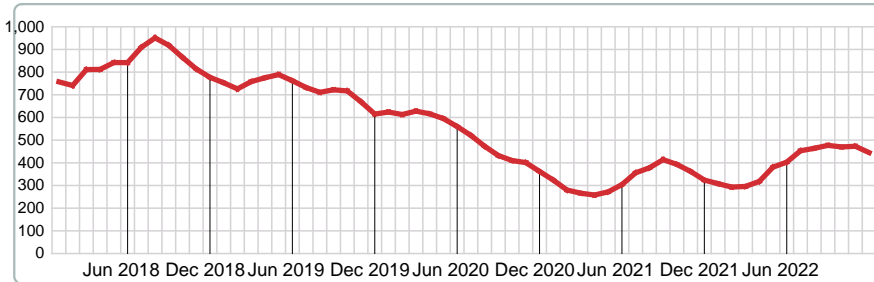
### END OF DECEMBER



### ACTIVE DURING DECEMBER

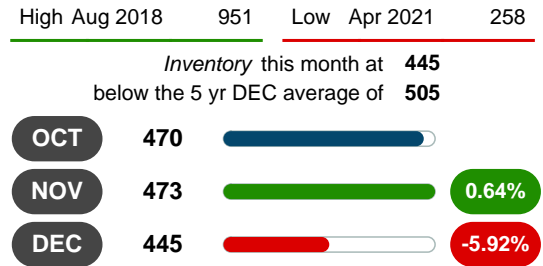


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 505



### 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	32	7.19%	93.2	15	16	1	0
\$75,001 - \$125,000	51	11.46%	80.5	20	26	4	1
\$125,001 - \$175,000	84	18.88%	90.3	11	59	13	1
\$175,001 - \$275,000	101	22.70%	102.0	17	56	23	5
\$275,001 - \$425,000	78	17.53%	94.1	9	42	23	4
\$425,001 - \$675,000	50	11.24%	105.9	6	30	11	3
\$675,001 and up	49	11.01%	130.4	4	16	20	9
Total Active Inventory by Units		445		82	245	95	23
Total Active Inventory by Volume		172,829,696	100%	22.89M	75.85M	48.25M	25.83M
Average Active Inventory Listing Price		\$388,381		\$279,201	\$309,605	\$507,877	\$1,123,204

# December 2022



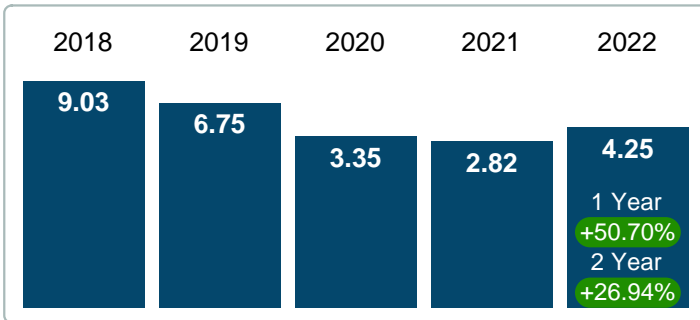
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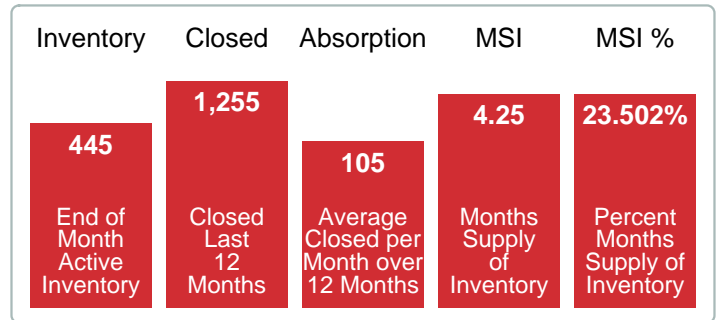
## MONTHS SUPPLY of INVENTORY (MSI)

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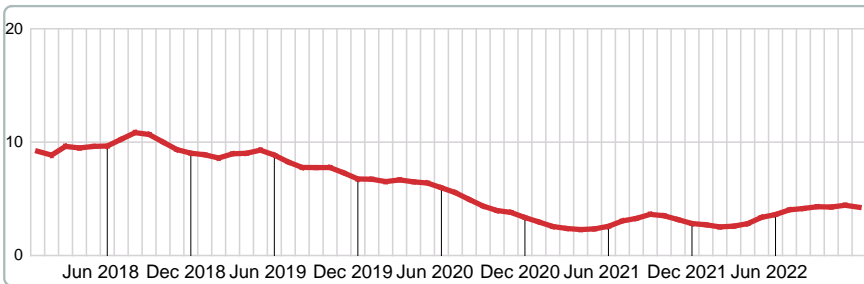
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

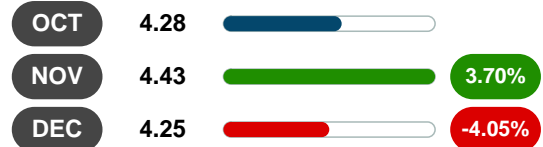


### 3 MONTHS

5 year DEC AVG = 5.24

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at 4.25 below the 5 yr DEC average of 5.24



### 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	32	7.19%	1.89	1.86	2.02	1.71	0.00
\$75,001 - \$125,000	51	11.46%	2.91	3.33	2.46	4.36	0.00
\$125,001 - \$175,000	84	18.88%	4.46	3.14	4.63	5.78	3.00
\$175,001 - \$275,000	101	22.70%	4.09	4.64	3.57	4.84	8.57
\$275,001 - \$425,000	78	17.53%	4.82	7.71	5.31	3.89	3.43
\$425,001 - \$675,000	50	11.24%	6.67	7.20	7.50	5.50	4.50
\$675,001 and up	49	11.01%	16.33	0.00	12.00	17.14	18.00
Market Supply of Inventory (MSI)	4.25		4.25	3.53	4.07	5.40	6.42
Total Active Inventory by Units	445	100%	4.25	82	245	95	23

# December 2022



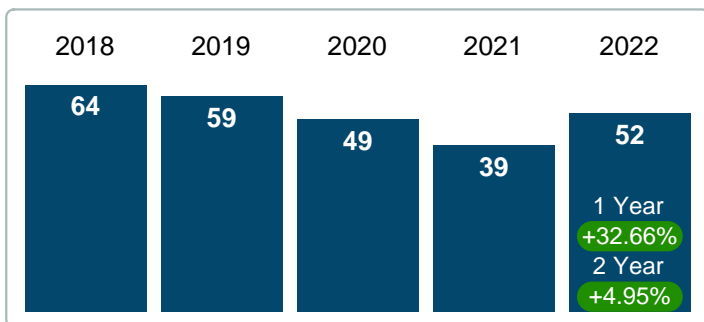
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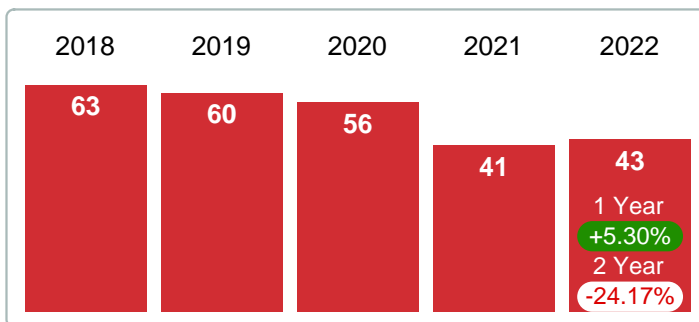
## AVERAGE DAYS ON MARKET TO SALE

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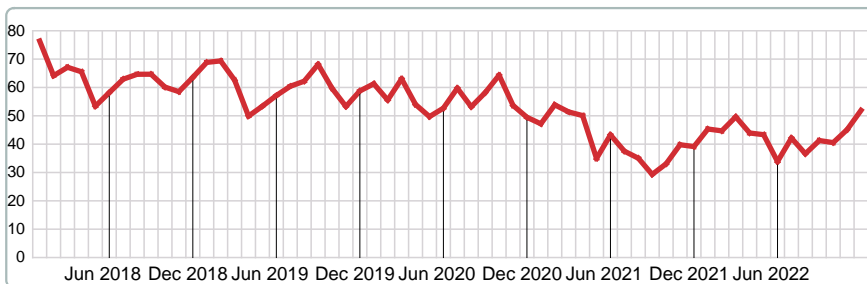
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 53

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 52 below the 5 yr DEC average of 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
\$25,000 and less	8.51%	81	88	69	0	0
\$25,001 - \$75,000	13.83%	17	14	19	0	0
\$75,001 - \$125,000	11.70%	34	17	41	0	0
\$125,001 - \$175,000	17.02%	48	62	30	133	0
\$175,001 - \$250,000	25.53%	55	30	63	43	117
\$250,001 - \$375,000	12.77%	78	0	33	93	96
\$375,001 and up	10.64%	61	107	53	88	34
Average Closed DOM		52	46	44	85	70
Total Closed Units	100%	94	27	49	14	4
Total Closed Volume		19,354,964	3.13M	9.24M	5.65M	1.33M

# December 2022



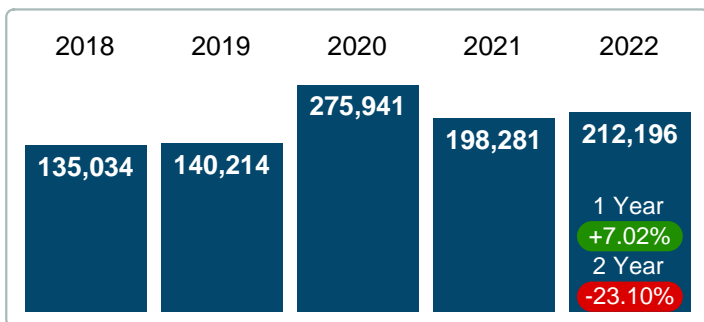
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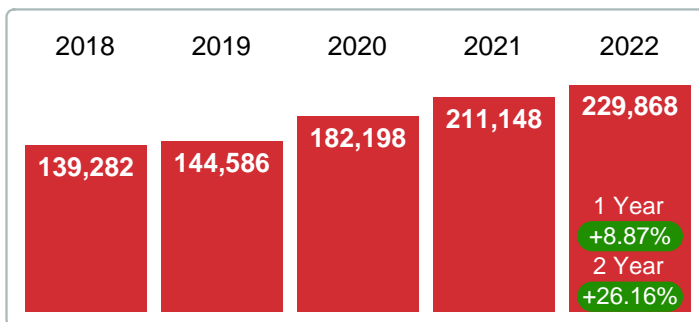
## AVERAGE LIST PRICE AT CLOSING

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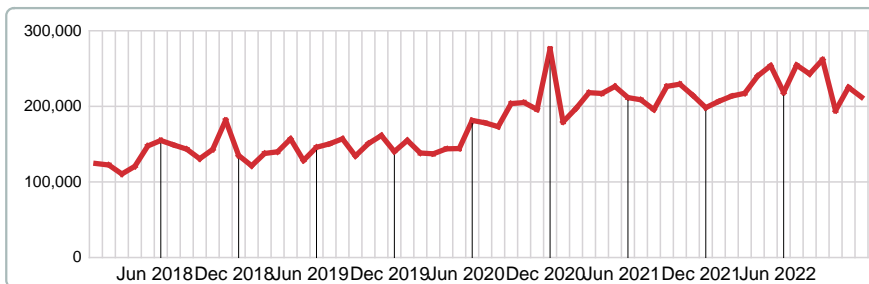
### DECEMBER



### YEAR TO DATE (YTD)

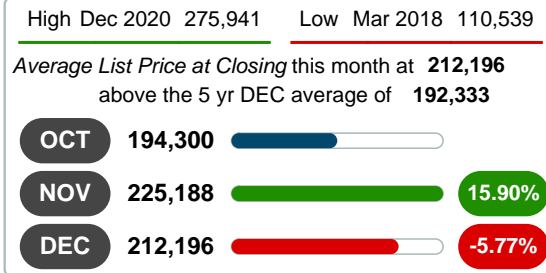


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 192,333



### 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
\$25,000 and less	4.26%	16,175	18,940	33,300	0	0
\$25,001 - \$75,000	15.96%	44,247	46,400	60,743	0	0
\$75,001 - \$125,000	11.70%	100,636	111,600	108,413	0	0
\$125,001 - \$175,000	18.09%	153,271	147,867	161,500	180,000	0
\$175,001 - \$250,000	24.47%	214,400	225,483	218,729	212,533	229,500
\$250,001 - \$375,000	14.89%	311,671	0	325,000	321,050	289,000
\$375,001 and up	10.64%	621,080	485,000	569,180	940,000	499,950
<b>Average List Price</b>		<b>212,196</b>	<b>127,148</b>	<b>198,551</b>	<b>376,143</b>	<b>379,600</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>212,196</b>	<b>27</b>	<b>49</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>19,946,398</b>	<b>3.43M</b>	<b>9.73M</b>	<b>5.27M</b>	<b>1.52M</b>



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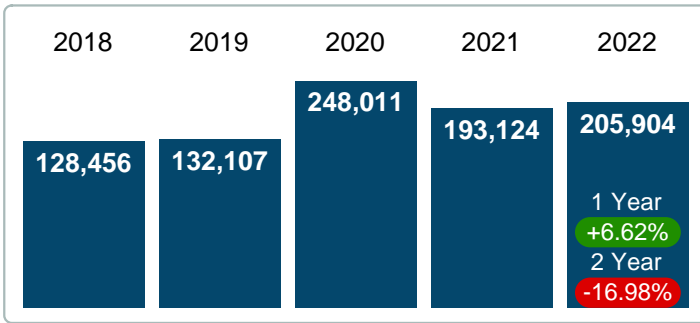
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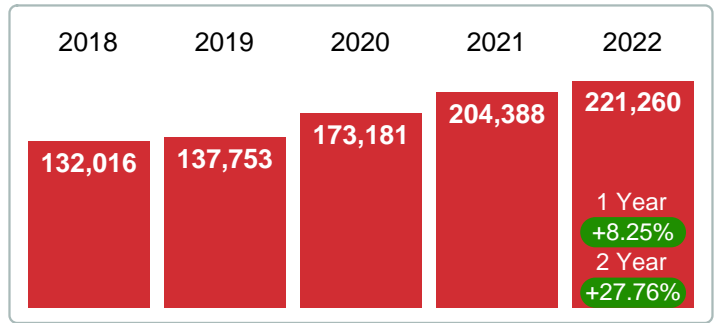
## AVERAGE SOLD PRICE AT CLOSING

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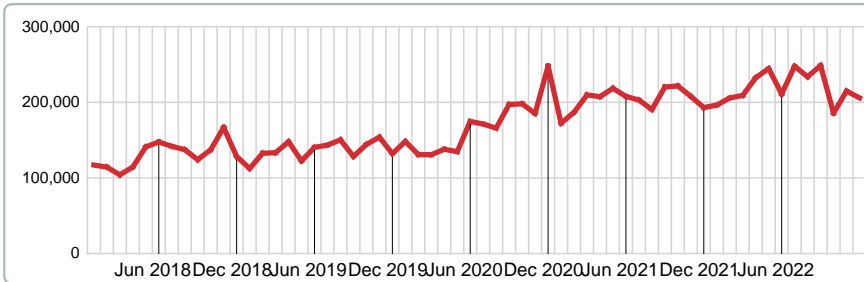
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

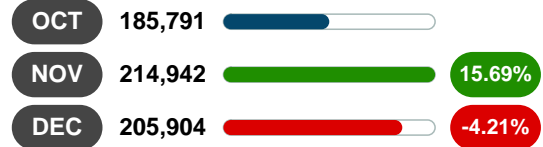


### 3 MONTHS

5 year DEC AVG = 181,520

High Sep 2022 248,727 Low Mar 2018 104,131

Average Sold Price at Closing this month at **205,904** above the 5 yr DEC average of **181,520**



### 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
\$25,000 and less	8.51%	17,175	14,480	21,667	0	0
\$25,001 - \$75,000	13.83%	49,385	43,750	54,214	0	0
\$75,001 - \$125,000	11.70%	99,218	92,333	101,800	0	0
\$125,001 - \$175,000	17.02%	152,650	142,900	156,667	175,000	0
\$175,001 - \$250,000	25.53%	207,442	199,750	210,743	207,567	207,000
\$250,001 - \$375,000	12.77%	308,439	0	305,000	315,158	265,000
\$375,001 and up	10.64%	636,190	465,000	541,980	1,165,000	428,500
<b>Average Sold Price</b>		<b>205,904</b>	<b>116,030</b>	<b>188,657</b>	<b>403,497</b>	<b>332,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>205,904</b>	<b>27</b>	<b>49</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>19,354,964</b>	<b>3.13M</b>	<b>9.24M</b>	<b>5.65M</b>	<b>1.33M</b>

# December 2022



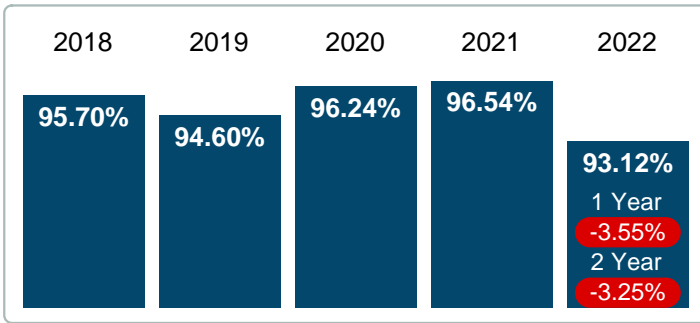
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



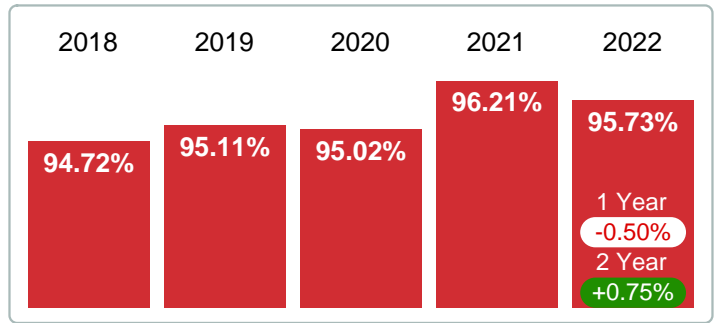
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

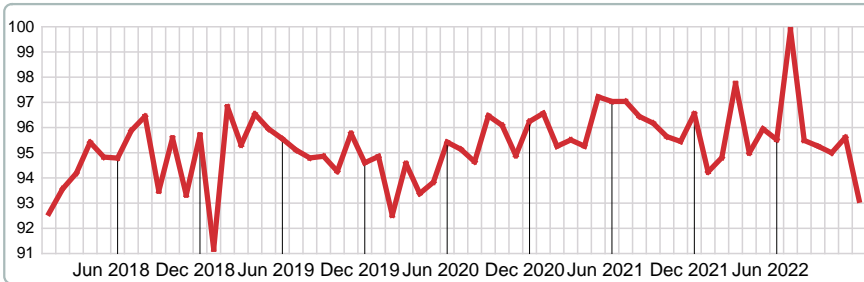
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

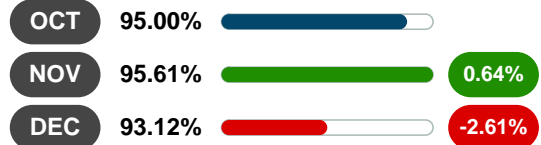


### 3 MONTHS

5 year DEC AVG = 95.24%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **93.12%**  
below the 5 yr DEC average of **95.24%**



### 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
\$25,000 and less	8	8.51%	73.30%	78.25%	65.06%	0.00%	0.00%
\$25,001 - \$75,000	13	13.83%	92.30%	94.52%	90.40%	0.00%	0.00%
\$75,001 - \$125,000	11	11.70%	91.18%	83.50%	94.06%	0.00%	0.00%
\$125,001 - \$175,000	16	17.02%	96.93%	96.75%	97.03%	97.22%	0.00%
\$175,001 - \$250,000	24	25.53%	94.59%	89.01%	96.61%	97.75%	90.20%
\$250,001 - \$375,000	12	12.77%	96.78%	0.00%	94.14%	98.40%	91.70%
\$375,001 and up	10	10.64%	98.11%	95.88%	94.84%	118.75%	86.74%
Average Sold/List Ratio		93.10%		89.60%	93.12%	101.08%	88.85%
Total Closed Units		94	100%	27	49	14	4
Total Closed Volume		19,354,964		3.13M	9.24M	5.65M	1.33M

# December 2022



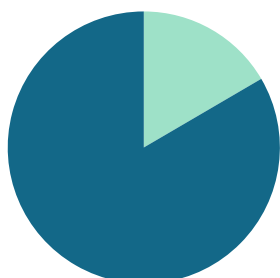
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

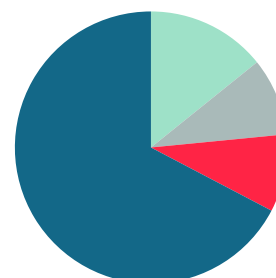


**Inventory**  
 New Listings  
**94 = 16.58%**  
 Start Inventory  
**473**  
 Total Inventory Units  
**567**  
 Volume  
**\$216,243,650**

### Market Activity

Closed Sales  
**94 = 14.22%**  
 Pending Sales  
**61 = 9.23%**  
 Other Off Market  
**61 = 9.23%**  
 Active Inventory  
**445 = 67.32%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	119	94	-21.01%	1,377	1,255	-8.86%
Pending Sales	91	61	-32.97%	1,418	1,207	-14.88%
New Listings	91	94	3.30%	1,791	1,818	1.51%
Average List Price	198,281	212,196	7.02%	211,148	229,868	8.87%
Average Sale Price	193,124	205,904	6.62%	204,388	221,260	8.25%
Average Percent of Selling Price to List Price	96.54%	93.12%	-3.55%	96.21%	95.73%	-0.50%
Average Days on Market to Sale	39.14	51.93	32.66%	40.67	42.82	5.30%
Monthly Inventory	324	445	37.35%	324	445	37.35%
Months Supply of Inventory	2.82	4.25	50.70%	2.82	4.25	50.70%

**Absorption:** Last 12 months, an Average of **105** Sales/Month

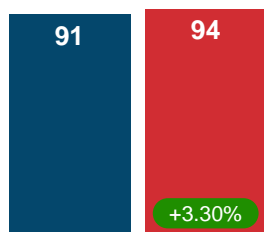
**Inventory** on December 31, 2022 = **445**

**2021** **2022**

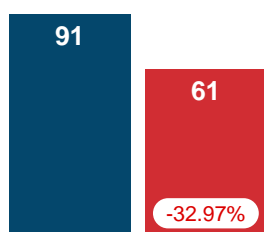
### DECEMBER MARKET

### AVERAGE PRICES

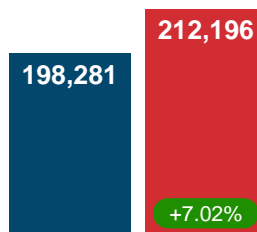
#### New Listings



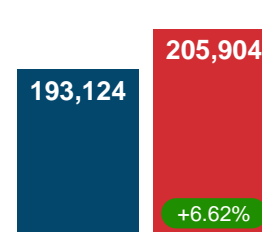
#### Pending Listings



#### List Price



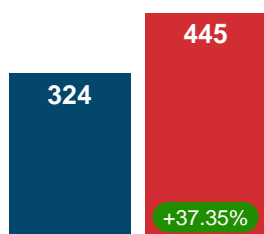
#### Sale Price



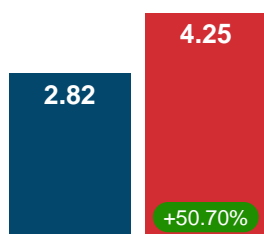
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

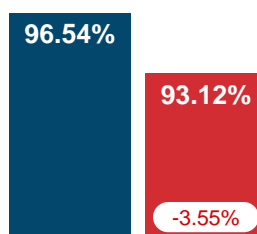
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

