

December 2022



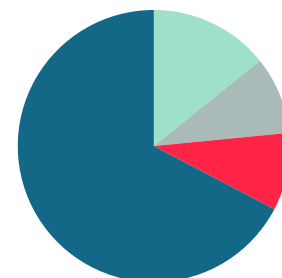
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	150,000	177,500	18.33%
Median Sale Price	153,000	175,000	14.38%
Median Percent of Selling Price to List Price	100.00%	95.82%	-4.18%
Median Days on Market to Sale	25.00	30.00	20.00%
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.

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 **14.38%** in December 2022 to \$175,000 versus the previous year at \$153,000.

Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 5.00 days or **20.00%** in December 2022 compared to last year's same month at **25.00** DOM.

Sales Success for December 2022 is Positive

Overall, with Median 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.

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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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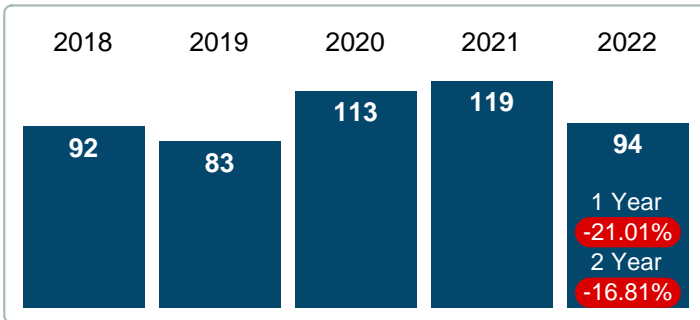
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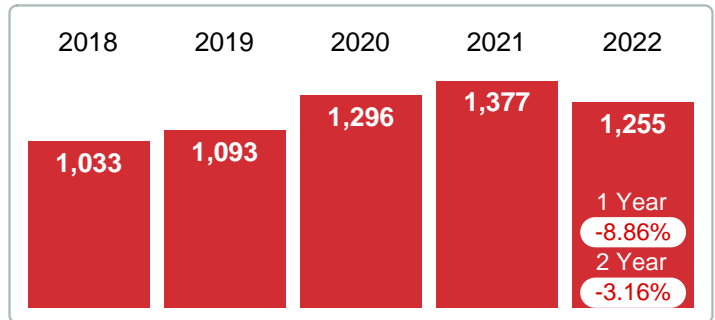
CLOSED LISTINGS

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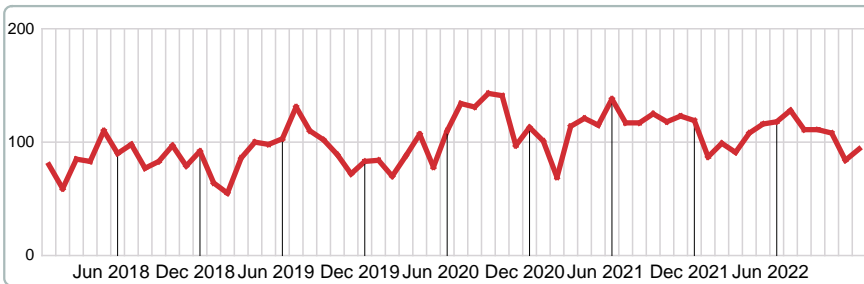
DECEMBER



YEAR TO DATE (YTD)

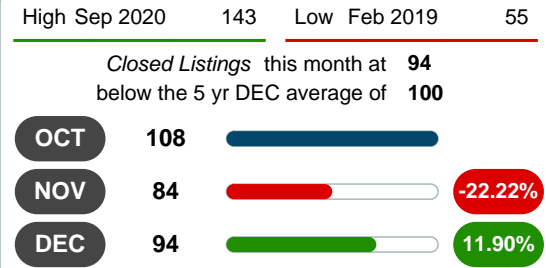


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 100



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	8.51%	73.5	5	3	0	0
\$25,001 - \$75,000	13	13.83%	10.0	6	7	0	0
\$75,001 - \$125,000	11	11.70%	16.0	3	8	0	0
\$125,001 - \$175,000	16	17.02%	28.0	6	9	1	0
\$175,001 - \$250,000	24	25.53%	42.5	6	14	3	1
\$250,001 - \$375,000	12	12.77%	85.0	0	3	8	1
\$375,001 and up	10	10.64%	71.0	1	5	2	2
Total Closed Units	94			27	49	14	4
Total Closed Volume	19,354,964	100%	30.0	3.13M	9.24M	5.65M	1.33M
Median Closed Price	\$175,000			\$103,000	\$164,000	\$298,416	\$342,500

December 2022



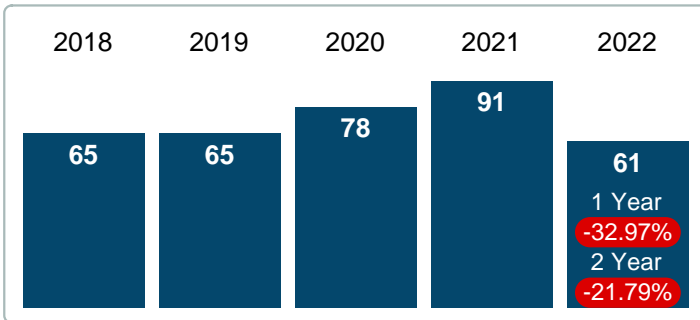
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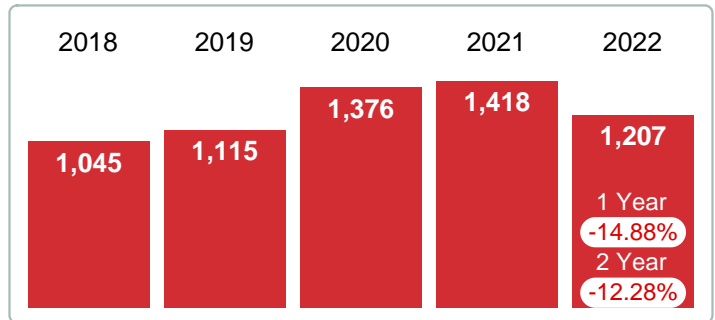
PENDING LISTINGS

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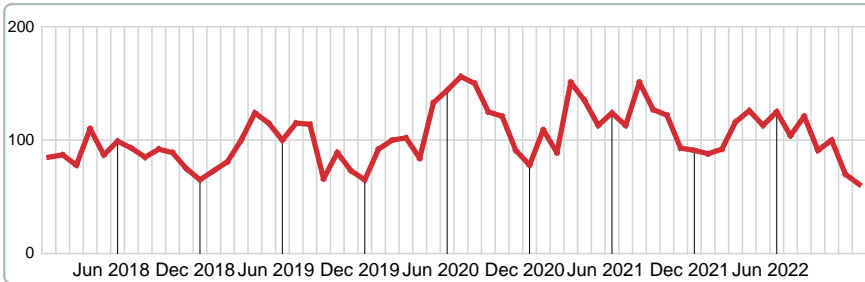
DECEMBER



YEAR TO DATE (YTD)

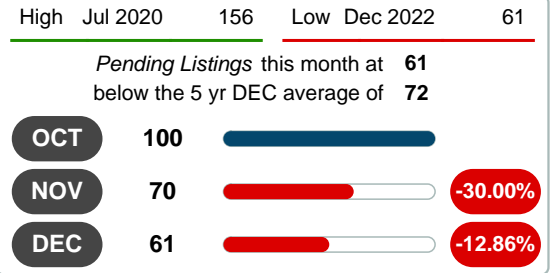


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	69.5	8	2	0	0
\$75,001 - \$125,000	10	16.39%	20.5	2	8	0	0
\$125,001 - \$225,000	15	24.59%	23.0	1	12	2	0
\$225,001 - \$350,000	11	18.03%	95.0	1	6	2	2
\$350,001 - \$525,000	7	11.48%	101.0	0	2	4	1
\$525,001 and up	7	11.48%	40.0	2	0	4	1
Total Pending Units	61			14	30	13	4
Total Pending Volume	17,698,554	100%	40.0	2.98M	5.53M	7.48M	1.71M
Median Listing Price	\$189,000			\$69,950	\$177,500	\$459,000	\$349,950

December 2022



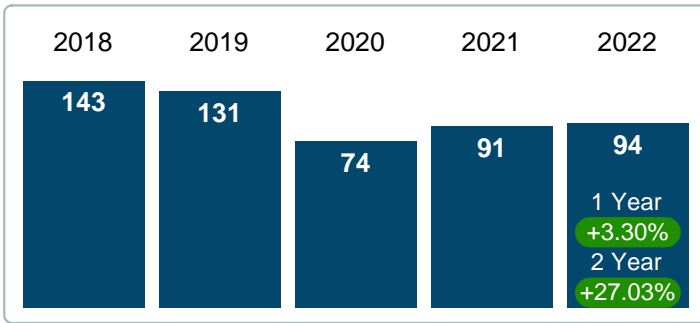
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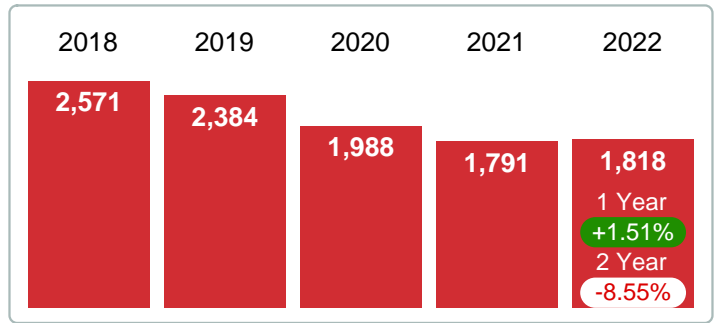
NEW LISTINGS

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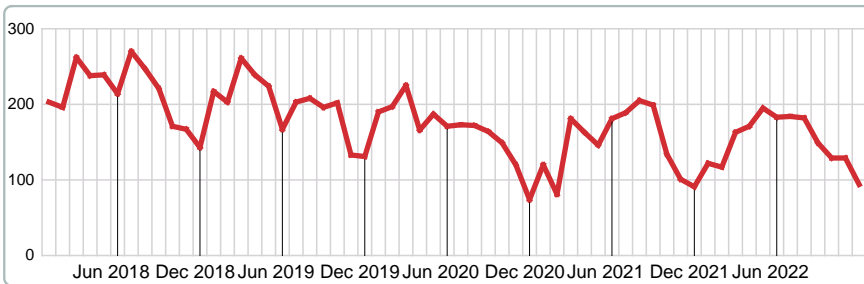
DECEMBER



YEAR TO DATE (YTD)

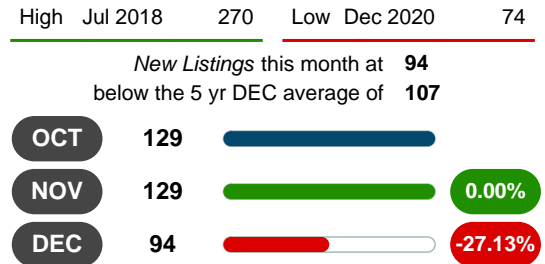


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	94		20	55	19	0
Total New Listed Volume	29,063,854	100%	5.47M	14.22M	9.38M	0.00B
Median New Listed Listing Price	\$227,000		\$222,500	\$215,000	\$309,900	\$0

December 2022



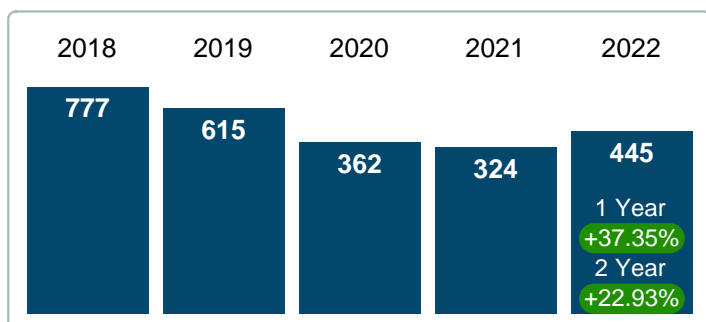
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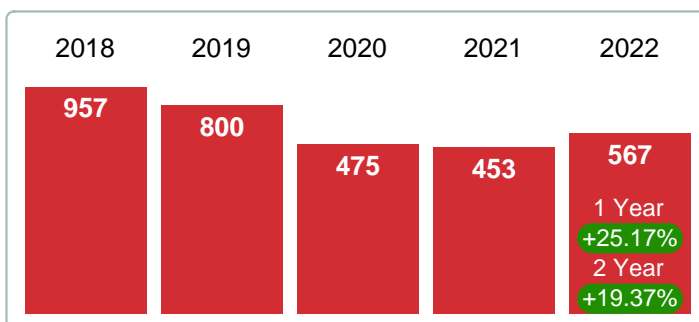
ACTIVE INVENTORY

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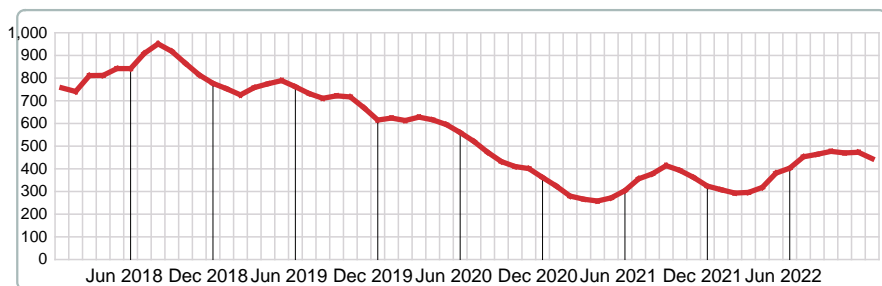
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 505

High Aug 2018 951 Low Apr 2021 258

Inventory this month at **445**
below the 5 yr DEC average of **505**

- OCT 470
- NOV 473 +0.64%
- DEC 445 -5.92%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	32	7.19%	63.5	15	16	1	0
\$75,001 - \$125,000	51	11.46%	67.0	20	26	4	1
\$125,001 - \$175,000	84	18.88%	86.0	11	59	13	1
\$175,001 - \$275,000	101	22.70%	95.0	17	56	23	5
\$275,001 - \$425,000	78	17.53%	76.0	9	42	23	4
\$425,001 - \$675,000	50	11.24%	96.5	6	30	11	3
\$675,001 and up	49	11.01%	121.0	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
Median Active Inventory Listing Price		\$234,000		\$150,000	\$219,000	\$304,900	\$500,000

December 2022



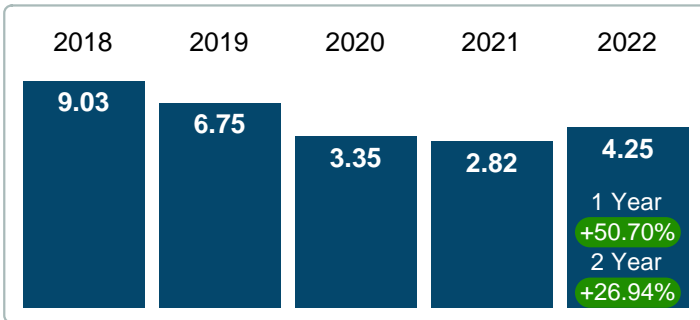
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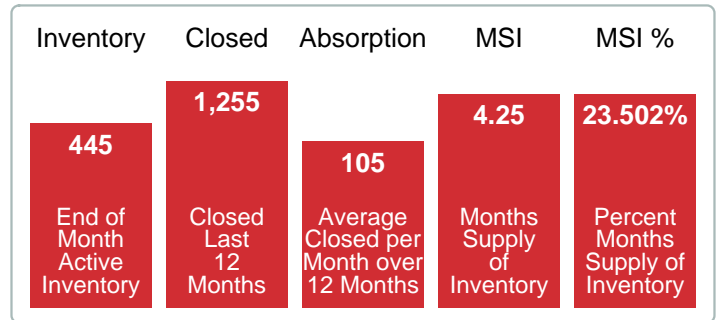
MONTHS SUPPLY of INVENTORY (MSI)

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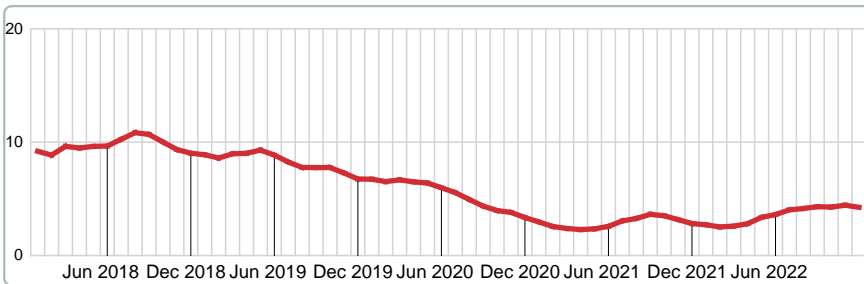
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

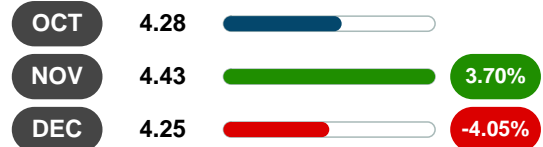


3 MONTHS

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	3.53	4.07	5.40	6.42
Total Active Inventory by Units		100%	445	82	245	95	23

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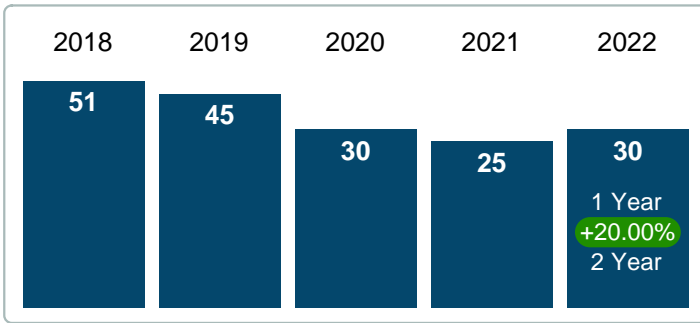
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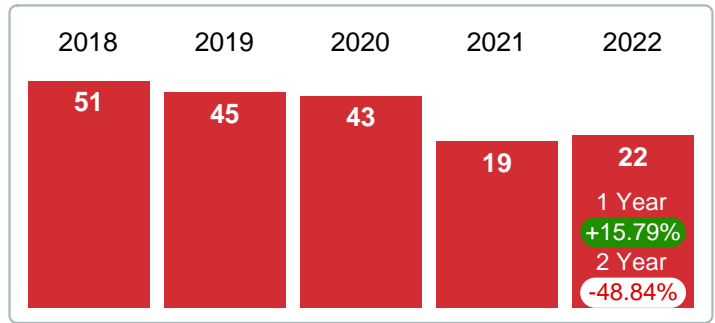
MEDIAN DAYS ON MARKET TO SALE

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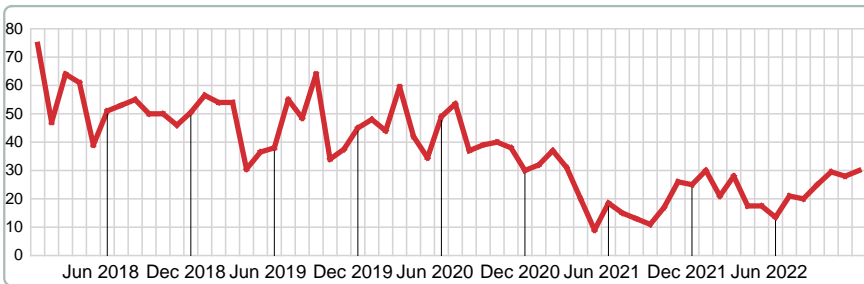
DECEMBER



YEAR TO DATE (YTD)

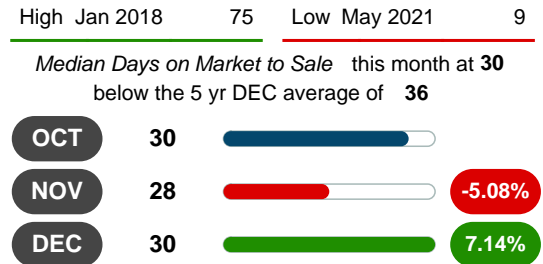


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 36



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
\$25,000 and less	8	8.51%	74	95	52	0	0
\$25,001 - \$75,000	13	13.83%	10	7	13	0	0
\$75,001 - \$125,000	11	11.70%	16	16	18	0	0
\$125,001 - \$175,000	16	17.02%	28	49	26	133	0
\$175,001 - \$250,000	24	25.53%	43	9	60	44	117
\$250,001 - \$375,000	12	12.77%	85	0	23	100	96
\$375,001 and up	10	10.64%	71	107	80	88	34
Median Closed DOM			30	25	23	86	79
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



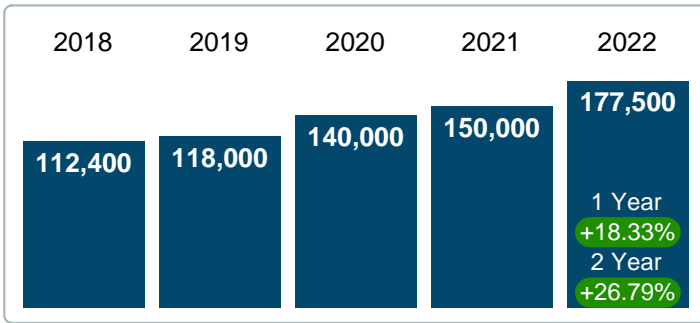
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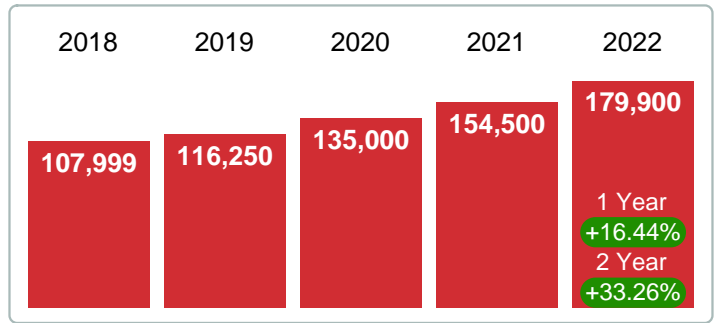
MEDIAN LIST PRICE AT CLOSING

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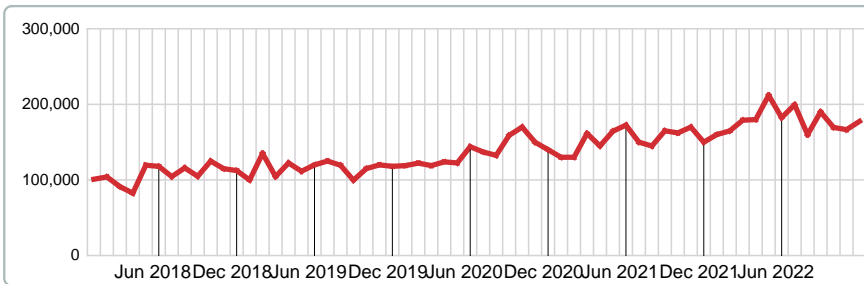
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

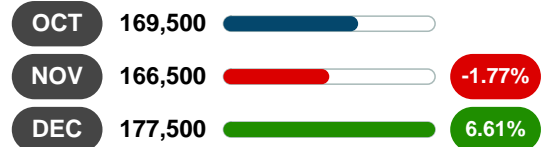


3 MONTHS

5 year DEC AVG = 139,580

High May 2022 211,950 Low Apr 2018 82,500

Median List Price at Closing this month at 177,500 above the 5 yr DEC average of 139,580



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
\$25,000 and less	4.26%	15,950	15,950	0	0	0
\$25,001 - \$75,000	15.96%	40,000	45,000	38,950	0	0
\$75,001 - \$125,000	11.70%	100,000	102,450	100,000	0	0
\$125,001 - \$175,000	18.09%	156,900	139,500	161,950	0	0
\$175,001 - \$250,000	24.47%	210,000	225,000	210,000	198,800	229,500
\$250,001 - \$375,000	14.89%	310,000	256,000	312,500	322,000	289,000
\$375,001 and up	10.64%	517,450	485,000	478,000	940,000	499,950
Median List Price		177,500	129,900	174,900	310,000	369,500
Total Closed Units	100%	177,500	27	49	14	4
Total Closed Volume		19,946,398	3.43M	9.73M	5.27M	1.52M

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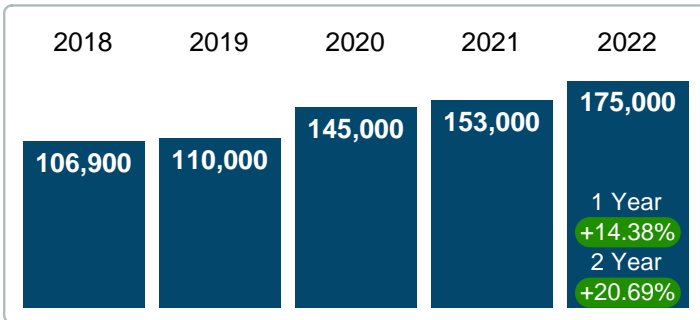
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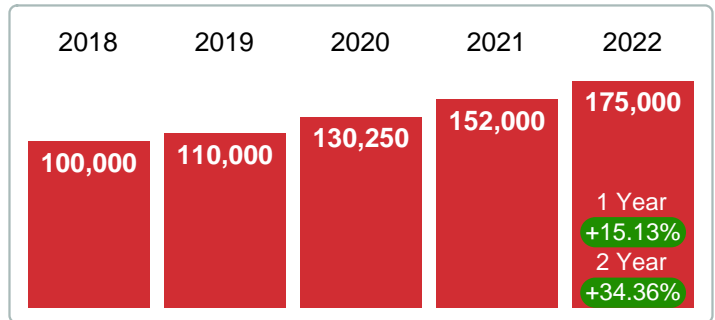
MEDIAN SOLD PRICE AT CLOSING

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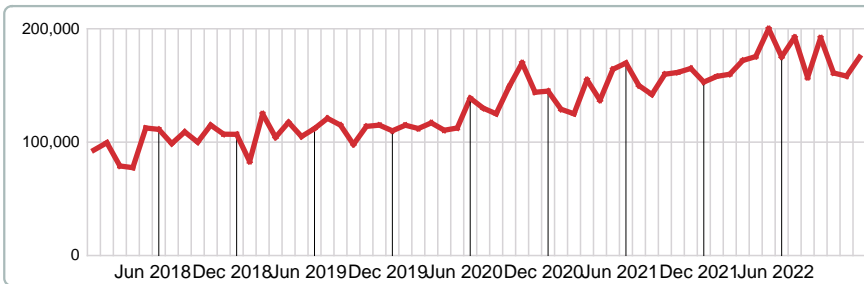
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

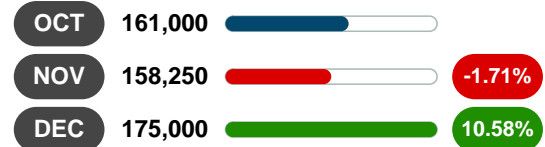


3 MONTHS

5 year DEC AVG = 137,980

High May 2022 200,000 Low Apr 2018 77,500

Median Sold Price at Closing this month at 175,000 above the 5 yr DEC average of 137,980



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
\$25,000 and less	8.51%	17,950	13,000	20,000	0	0
\$25,001 - \$75,000	13.83%	45,000	38,500	50,000	0	0
\$75,001 - \$125,000	11.70%	103,000	92,000	109,500	0	0
\$125,001 - \$175,000	17.02%	159,500	138,750	160,000	175,000	0
\$175,001 - \$250,000	25.53%	202,500	199,250	202,500	207,700	207,000
\$250,001 - \$375,000	12.77%	302,500	0	305,000	309,500	265,000
\$375,001 and up	10.64%	452,500	465,000	440,000	1,165,000	428,500
Median Sold Price		175,000	103,000	164,000	298,416	342,500
Total Closed Units	100%	175,000	27	49	14	4
Total Closed Volume		19,354,964	3.13M	9.24M	5.65M	1.33M

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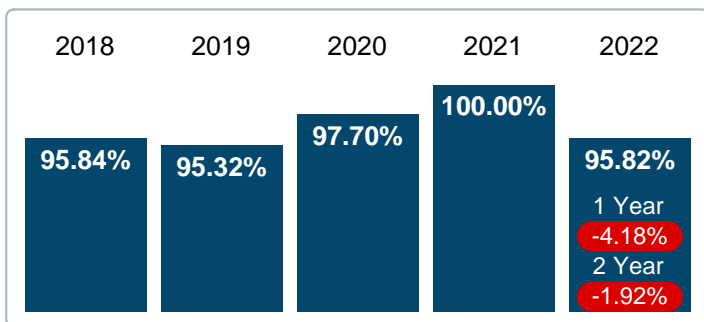
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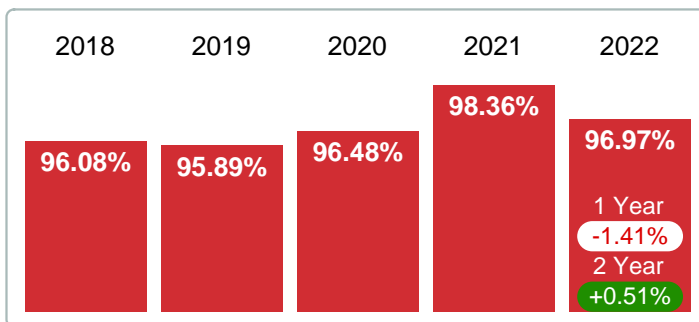
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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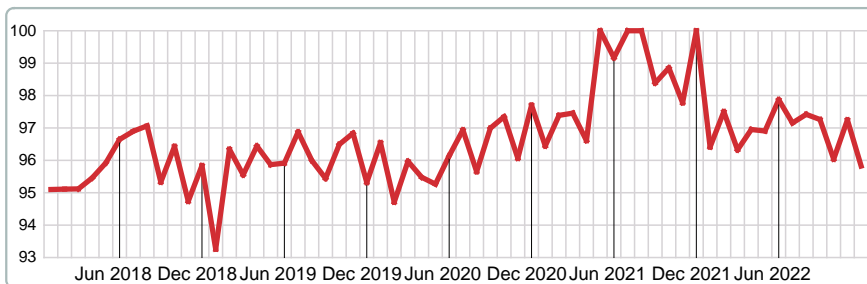
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

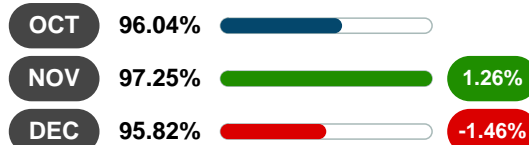


3 MONTHS

5 year DEC AVG = 96.94%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **95.82%**
below the 5 yr DEC average of **96.94%**



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
\$25,000 and less	8	8.51%	68.95%	72.33%	65.79%	0.00%	0.00%
\$25,001 - \$75,000	13	13.83%	90.91%	100.00%	87.72%	0.00%	0.00%
\$75,001 - \$125,000	11	11.70%	91.21%	80.00%	93.22%	0.00%	0.00%
\$125,001 - \$175,000	16	17.02%	97.07%	96.10%	97.03%	97.22%	0.00%
\$175,001 - \$250,000	24	25.53%	95.88%	87.09%	97.46%	97.42%	90.20%
\$250,001 - \$375,000	12	12.77%	96.29%	0.00%	92.42%	98.39%	91.70%
\$375,001 and up	10	10.64%	97.45%	95.88%	97.62%	118.75%	86.74%
Median Sold/List Ratio		95.82%		93.19%	95.92%	98.71%	90.95%
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



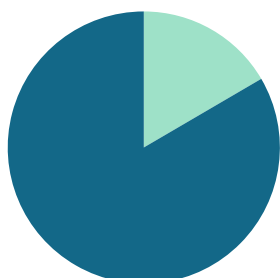
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

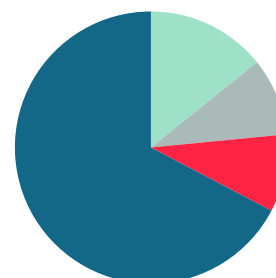


Inventory
 New Listings
94 = 16.58%
 Start Inventory
473
 Total Inventory Units
567
 Volume
\$216,243,650

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%
Median List Price	150,000	177,500	18.33%	154,500	179,900	16.44%
Median Sale Price	153,000	175,000	14.38%	152,000	175,000	15.13%
Median Percent of Selling Price to List Price	100.00%	95.82%	-4.18%	98.36%	96.97%	-1.41%
Median Days on Market to Sale	25.00	30.00	20.00%	19.00	22.00	15.79%
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

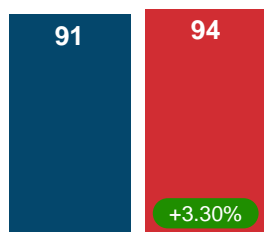
Inventory on December 31, 2022 = **445**

2021 **2022**

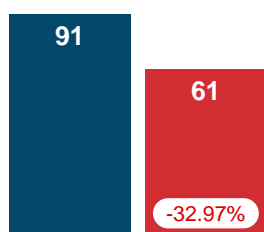
DECEMBER MARKET

MEDIAN PRICES

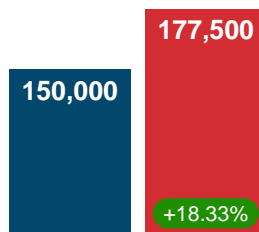
New Listings



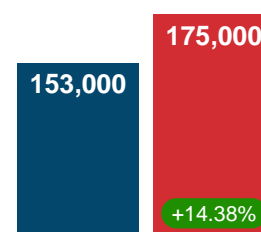
Pending Listings



List Price



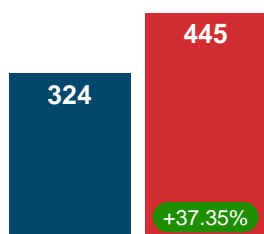
Sale Price



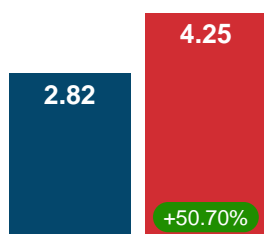
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

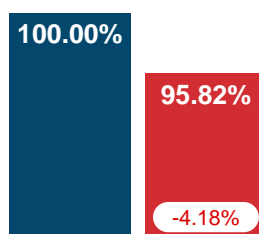
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

