

February 2022



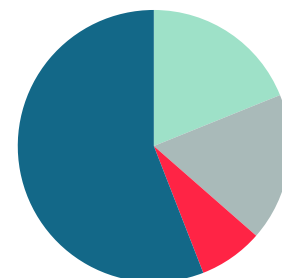
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2021 | February 2022 | +/-% |
|---|---------|---------------|---------|
| Closed Listings | 69 | 99 | 43.48% |
| Pending Listings | 89 | 92 | 3.37% |
| New Listings | 81 | 117 | 44.44% |
| Median List Price | 130,000 | 164,900 | 26.85% |
| Median Sale Price | 125,000 | 159,900 | 27.92% |
| Median Percent of Selling Price to List Price | 97.39% | 97.50% | 0.12% |
| Median Days on Market to Sale | 37.00 | 21.00 | -43.24% |
| End of Month Inventory | 280 | 293 | 4.64% |
| Months Supply of Inventory | 2.56 | 2.52 | -1.44% |



■ Closed (18.89%)
■ Pending (17.56%)
■ Other OffMarket (7.63%)
■ Active (55.92%)

Absorption: Last 12 months, an Average of **116** Sales/Month
Active Inventory as of February 28, 2022 = **293**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2022 rose **4.64%** to 293 existing homes available for sale. Over the last 12 months this area has had an average of 116 closed sales per month. This represents an unsold inventory index of **2.52** 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 **27.92%** in February 2022 to \$159,900 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 16.00 days or **43.24%** in February 2022 compared to last year's same month at **37.00** DOM.

Sales Success for February 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 117 New Listings in February 2022, up **44.44%** from last year at 81. Furthermore, there were 99 Closed Listings this month versus last year at 69, a **43.48%** increase.

Closed versus Listed trends yielded a **84.6%** ratio, down from previous year's, February 2021, at **85.2%**, a **0.67%** downswing. This will certainly create pressure on an increasing Monthly Months 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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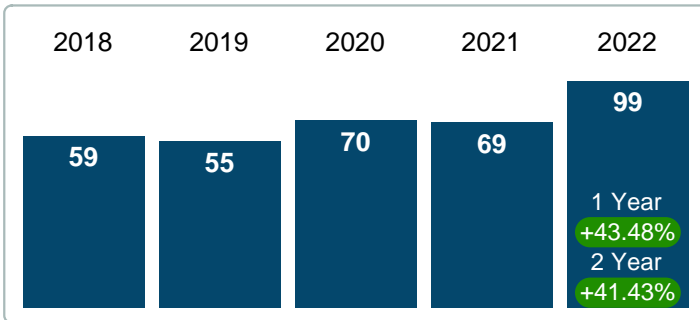
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



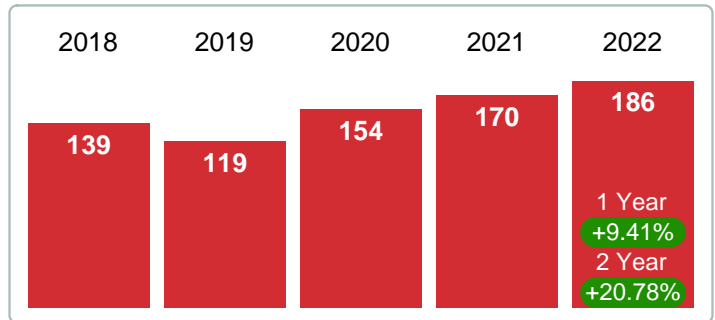
CLOSED LISTINGS

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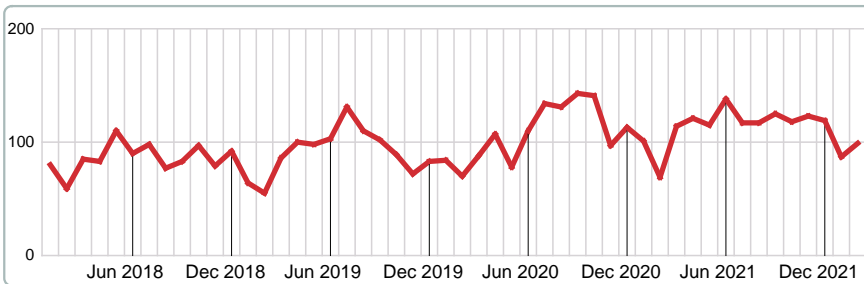
FEBRUARY



YEAR TO DATE (YTD)

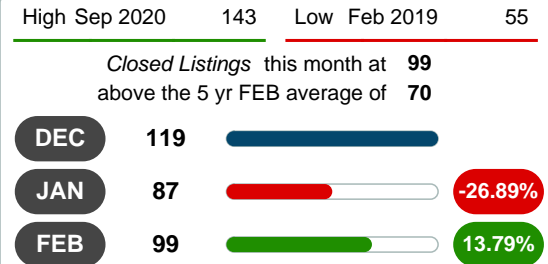


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 70



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 | 12.12% | 10.0 | 7 | 4 | 1 | 0 |
| \$50,001 - \$75,000 | 7 | 7.07% | 45.0 | 5 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 20 | 20.20% | 47.5 | 3 | 15 | 2 | 0 |
| \$125,001 - \$200,000 | 22 | 22.22% | 19.5 | 3 | 16 | 3 | 0 |
| \$200,001 - \$300,000 | 13 | 13.13% | 22.0 | 1 | 8 | 4 | 0 |
| \$300,001 - \$425,000 | 14 | 14.14% | 28.5 | 0 | 9 | 2 | 3 |
| \$425,001 and up | 11 | 11.11% | 10.0 | 2 | 5 | 3 | 1 |
| Total Closed Units | 99 | | | 21 | 59 | 15 | 4 |
| Total Closed Volume | 20,371,765 | 100% | 21.0 | 2.36M | 12.19M | 4.09M | 1.73M |
| Median Closed Price | \$159,900 | | | \$70,000 | \$169,900 | \$274,900 | \$387,500 |

February 2022



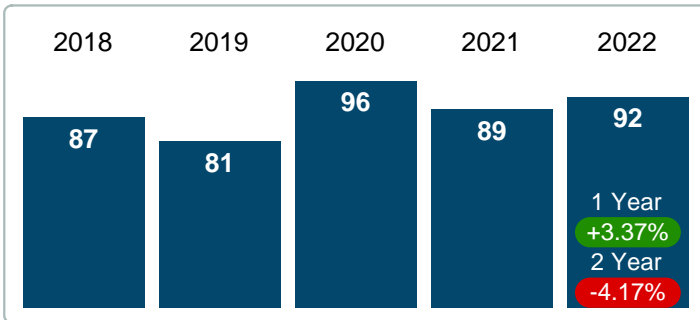
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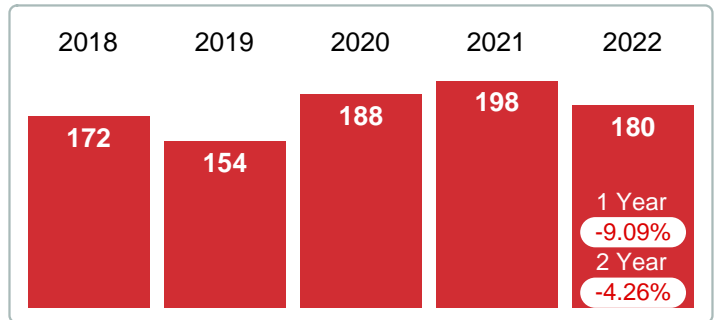
PENDING LISTINGS

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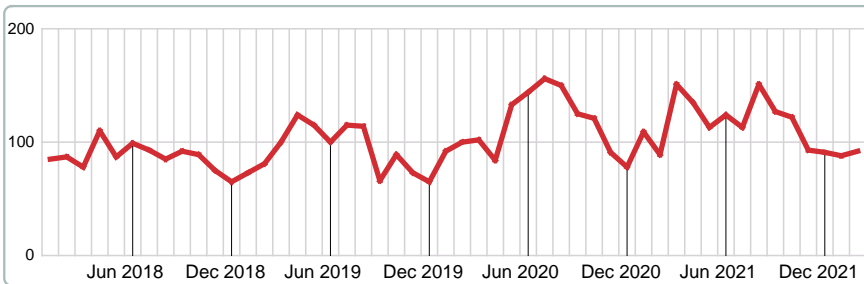
FEBRUARY



YEAR TO DATE (YTD)

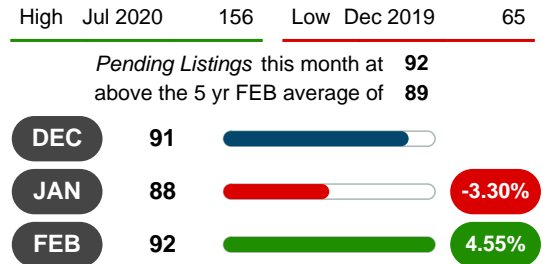


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 89



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 | 9.78% | 59.0 | 6 | 2 | 0 | 1 |
| \$50,001 - \$75,000 | 8 | 8.70% | 25.5 | 4 | 2 | 2 | 0 |
| \$75,001 - \$125,000 | 12 | 13.04% | 15.0 | 5 | 6 | 1 | 0 |
| \$125,001 - \$250,000 | 27 | 29.35% | 20.0 | 3 | 20 | 3 | 1 |
| \$250,001 - \$375,000 | 15 | 16.30% | 23.0 | 0 | 9 | 5 | 1 |
| \$375,001 - \$475,000 | 11 | 11.96% | 22.0 | 3 | 7 | 1 | 0 |
| \$475,001 and up | 10 | 10.87% | 8.5 | 1 | 4 | 2 | 3 |
| Total Pending Units | 92 | | | 22 | 50 | 14 | 6 |
| Total Pending Volume | 23,059,744 | 100% | 20.5 | 3.41M | 12.59M | 3.55M | 3.51M |
| Median Listing Price | \$189,950 | | | \$80,000 | \$212,000 | \$272,450 | \$397,450 |

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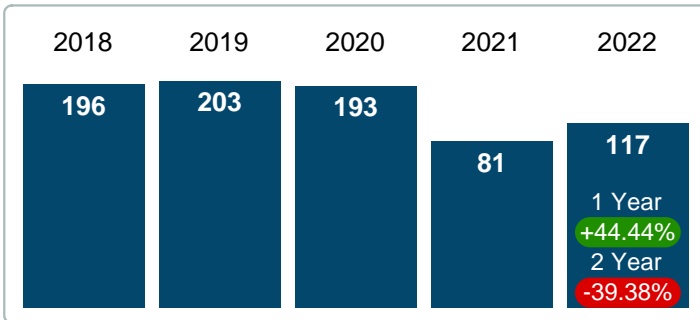
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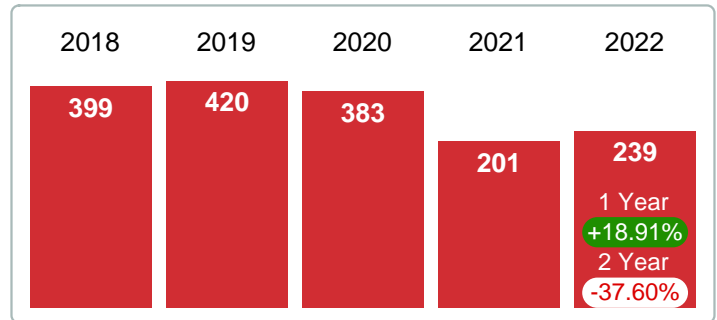
NEW LISTINGS

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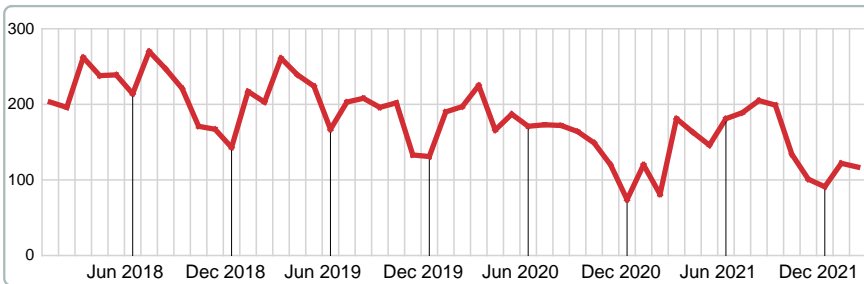
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 158

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 117
below the 5 yr FEB average of 158



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 | 8 | 6.84% | 3 | 5 | 0 | 0 |
| \$50,001 - \$100,000 | 15 | 12.82% | 5 | 9 | 1 | 0 |
| \$100,001 - \$150,000 | 23 | 19.66% | 3 | 19 | 1 | 0 |
| \$150,001 - \$225,000 | 24 | 20.51% | 5 | 15 | 4 | 0 |
| \$225,001 - \$325,000 | 20 | 17.09% | 0 | 17 | 3 | 0 |
| \$325,001 - \$475,000 | 15 | 12.82% | 4 | 7 | 3 | 1 |
| \$475,001 and up | 12 | 10.26% | 0 | 7 | 2 | 3 |
| Total New Listed Units | 117 | | 20 | 79 | 14 | 4 |
| Total New Listed Volume | 30,084,380 | | 3.26M | 18.47M | 5.10M | 3.26M |
| Median New Listed Listing Price | \$195,000 | | \$124,500 | \$195,000 | \$267,450 | \$788,625 |

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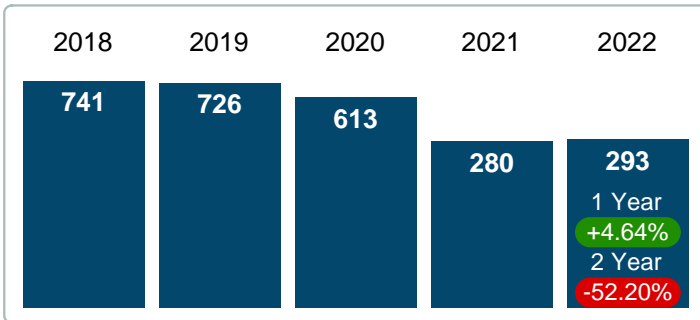
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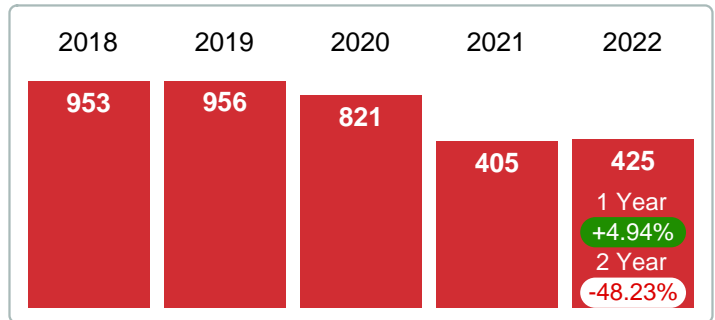
ACTIVE INVENTORY

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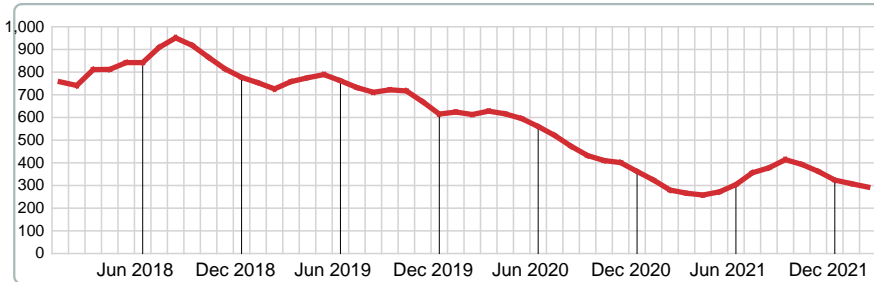
END OF FEBRUARY



ACTIVE DURING FEBRUARY

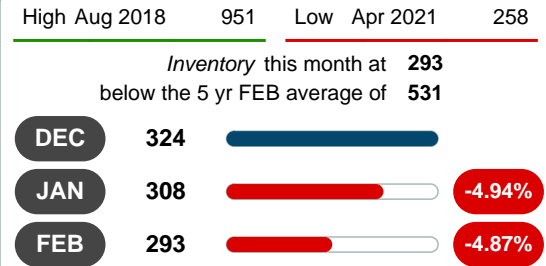


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 531



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 | 28 | 9.56% | 54.0 | 10 | 17 | 1 | 0 |
| \$50,001 - \$100,000 | 38 | 12.97% | 75.0 | 18 | 20 | 0 | 0 |
| \$100,001 - \$150,000 | 39 | 13.31% | 60.0 | 7 | 29 | 3 | 0 |
| \$150,001 - \$250,000 | 79 | 26.96% | 55.0 | 11 | 46 | 20 | 2 |
| \$250,001 - \$325,000 | 36 | 12.29% | 66.0 | 5 | 19 | 10 | 2 |
| \$325,001 - \$625,000 | 43 | 14.68% | 103.0 | 6 | 18 | 15 | 4 |
| \$625,001 and up | 30 | 10.24% | 71.0 | 2 | 13 | 9 | 6 |
| Total Active Inventory by Units | 293 | | | 59 | 162 | 58 | 14 |
| Total Active Inventory by Volume | 93,164,576 | 100% | 70.0 | 12.78M | 45.22M | 24.04M | 11.13M |
| Median Active Inventory Listing Price | \$209,000 | | | \$109,900 | \$182,450 | \$296,950 | \$348,950 |

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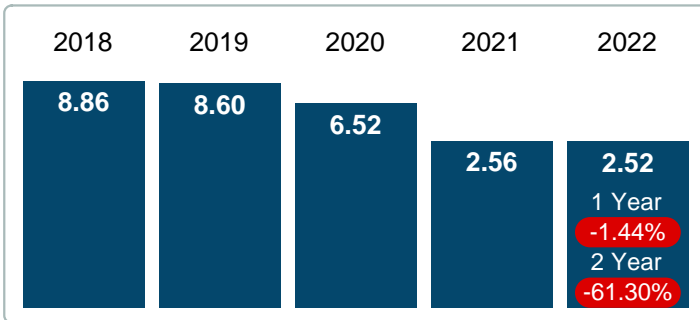
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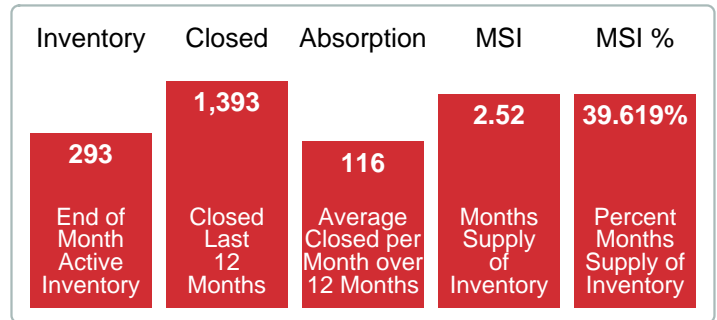
MONTHS SUPPLY of INVENTORY (MSI)

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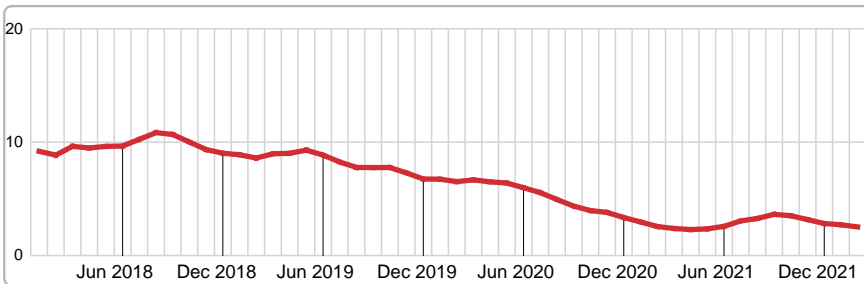
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

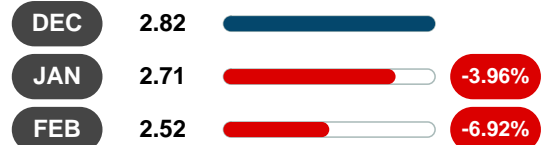


3 MONTHS

5 year FEB AVG = 5.81

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at 2.52 below the 5 yr FEB average of 5.81



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 | 28 | 9.56% | 2.40 | 1.50 | 3.85 | 2.00 | 0.00 |
| \$50,001 - \$100,000 | 38 | 12.97% | 1.76 | 2.81 | 1.50 | 0.00 | 0.00 |
| \$100,001 - \$150,000 | 39 | 13.31% | 1.71 | 1.65 | 1.82 | 1.24 | 0.00 |
| \$150,001 - \$250,000 | 79 | 26.96% | 2.63 | 5.08 | 2.22 | 3.20 | 2.40 |
| \$250,001 - \$325,000 | 36 | 12.29% | 3.51 | 7.50 | 3.45 | 2.79 | 4.00 |
| \$325,001 - \$625,000 | 43 | 14.68% | 2.76 | 4.80 | 2.10 | 3.91 | 2.09 |
| \$625,001 and up | 30 | 10.24% | 7.06 | 12.00 | 7.80 | 5.68 | 7.20 |
| Market Supply of Inventory (MSI) | | | 2.52 | 2.73 | 2.31 | 2.91 | 3.17 |
| Total Active Inventory by Units | | 100% | 2.52 | 59 | 162 | 58 | 14 |

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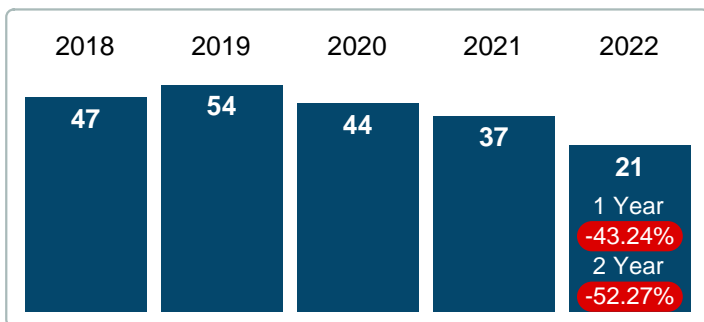
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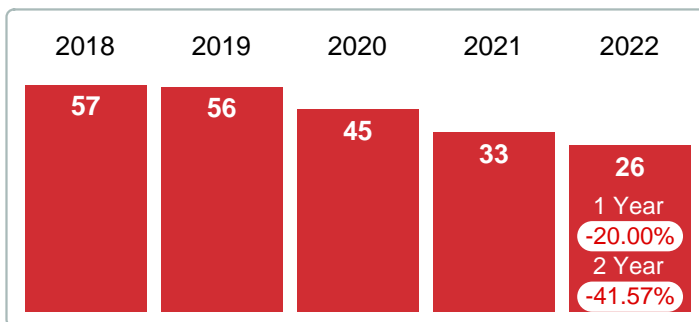
MEDIAN DAYS ON MARKET TO SALE

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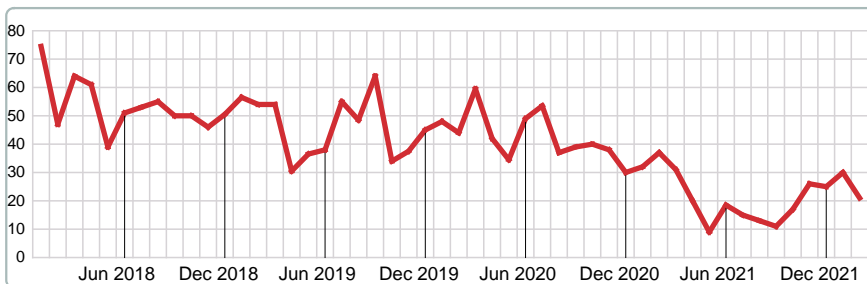
FEBRUARY



YEAR TO DATE (YTD)

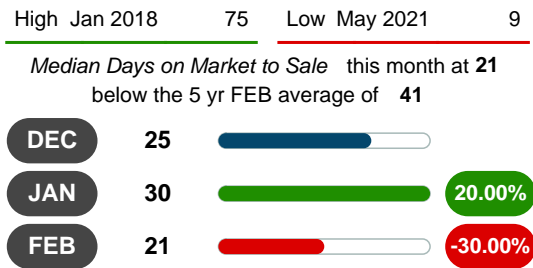


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 41



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 | 12.12% | 10 | 6 | 35 | 9 | 0 |
| \$50,001 - \$75,000 | 7 | 7.07% | 45 | 11 | 61 | 0 | 0 |
| \$75,001 - \$125,000 | 20 | 20.20% | 48 | 7 | 55 | 73 | 0 |
| \$125,001 - \$200,000 | 22 | 22.22% | 20 | 20 | 17 | 37 | 0 |
| \$200,001 - \$300,000 | 13 | 13.13% | 22 | 24 | 16 | 25 | 0 |
| \$300,001 - \$425,000 | 14 | 14.14% | 29 | 0 | 18 | 151 | 43 |
| \$425,001 and up | 11 | 11.11% | 10 | 12 | 25 | 10 | 3 |
| Median Closed DOM | 21 | | | 11 | 25 | 25 | 24 |
| Total Closed Units | 99 | 100% | 21.0 | 21 | 59 | 15 | 4 |
| Total Closed Volume | 20,371,765 | | | 2.36M | 12.19M | 4.09M | 1.73M |

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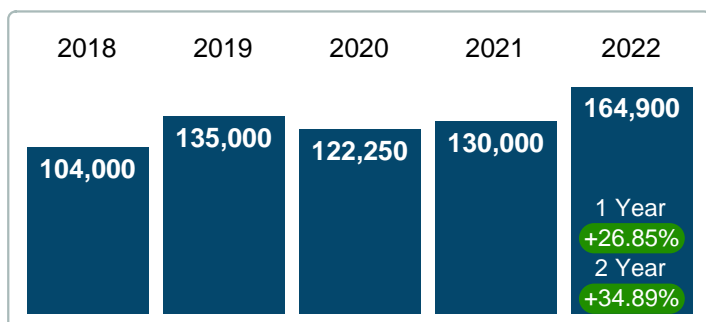
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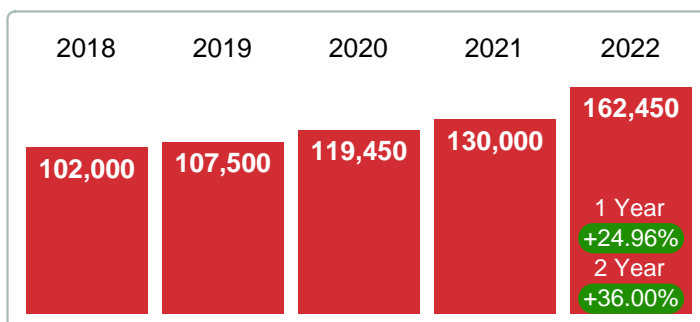
MEDIAN LIST PRICE AT CLOSING

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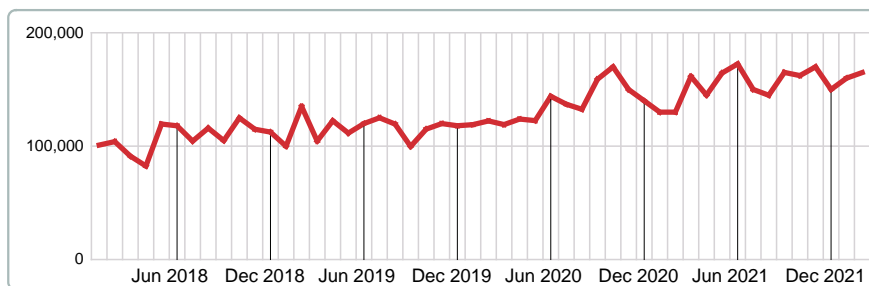
FEBRUARY



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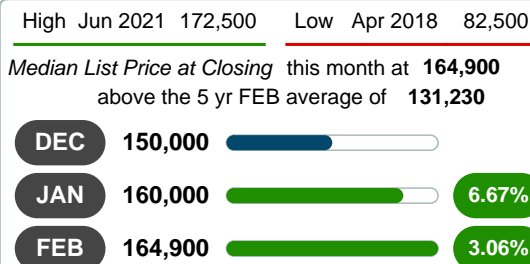


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 131,230



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 | 9 | 9.09% | 28,000 | 28,950 | 24,900 | 49,900 | 0 |
| \$50,001 - \$75,000 | 10 | 10.10% | 61,200 | 61,200 | 59,500 | 0 | 0 |
| \$75,001 - \$125,000 | 16 | 16.16% | 102,375 | 95,000 | 110,000 | 97,500 | 0 |
| \$125,001 - \$200,000 | 23 | 23.23% | 159,900 | 139,000 | 159,450 | 174,900 | 0 |
| \$200,001 - \$300,000 | 17 | 17.17% | 249,900 | 234,000 | 240,500 | 285,000 | 0 |
| \$300,001 - \$425,000 | 12 | 12.12% | 367,450 | 0 | 375,000 | 349,900 | 366,950 |
| \$425,001 and up | 12 | 12.12% | 479,450 | 446,000 | 542,500 | 479,900 | 564,925 |
| Median List Price | | | 164,900 | 74,900 | 179,500 | 274,900 | 402,450 |
| Total Closed Units | | 100% | 164,900 | 21 | 59 | 15 | 4 |
| Total Closed Volume | | | 21,148,399 | 2.48M | 12.68M | 4.12M | 1.86M |

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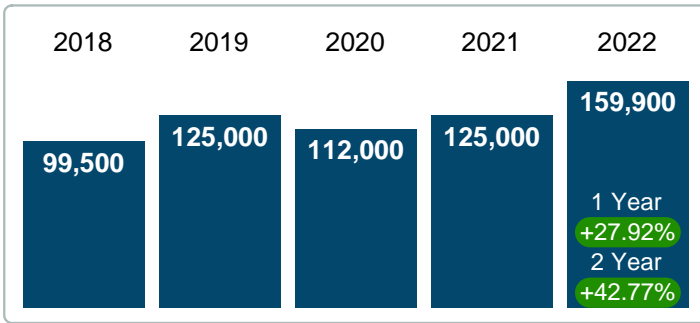
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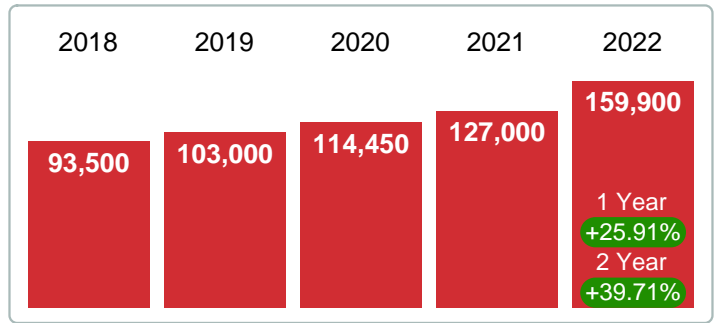
MEDIAN SOLD PRICE AT CLOSING

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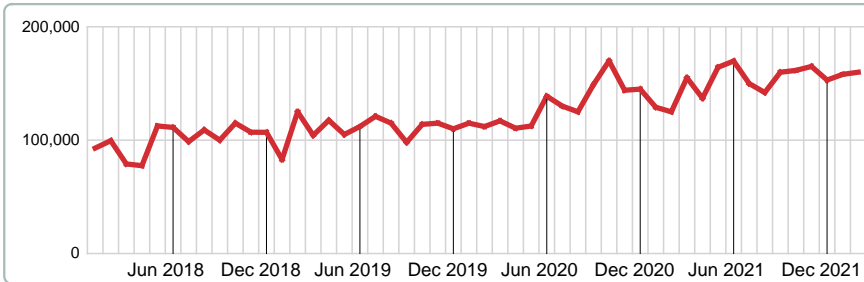
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

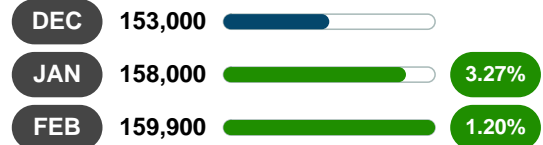


3 MONTHS

5 year FEB AVG = 124,280

High Oct 2020 169,900 Low Apr 2018 77,500

Median Sold Price at Closing this month at **159,900** above the 5 yr FEB average of **124,280**



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 | 12.12% | 29,000 | 33,000 | 17,700 | 49,900 | |
| \$50,001 - \$75,000 | 7 | 7.07% | 60,000 | 70,000 | 55,758 | 0 | |
| \$75,001 - \$125,000 | 20 | 20.20% | 98,250 | 90,000 | 99,750 | 97,500 | |
| \$125,001 - \$200,000 | 22 | 22.22% | 162,450 | 130,000 | 168,950 | 159,900 | |
| \$200,001 - \$300,000 | 13 | 13.13% | 238,000 | 215,000 | 235,000 | 278,950 | |
| \$300,001 - \$425,000 | 14 | 14.14% | 357,500 | 0 | 365,000 | 328,250 | |
| \$425,001 and up | 11 | 11.11% | 465,000 | 441,500 | 475,000 | 465,000 | |
| Median Sold Price | | 159,900 | | 70,000 | 169,900 | 274,900 | |
| Total Closed Units | | 99 | 100% | 159,900 | 21 | 59 | 15 |
| Total Closed Volume | | 20,371,765 | | 2.36M | 12.19M | 4.09M | 1.73M |

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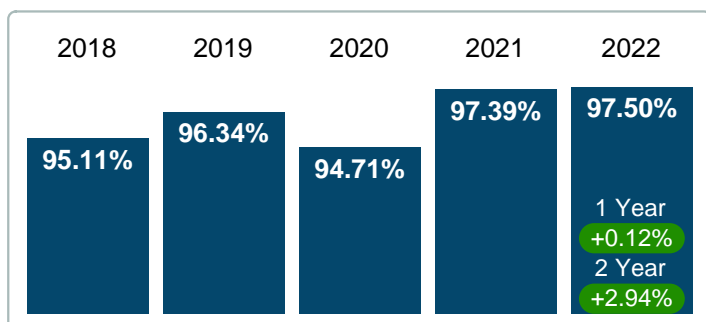
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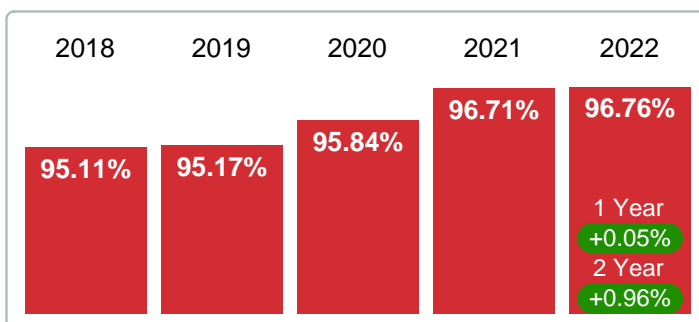
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

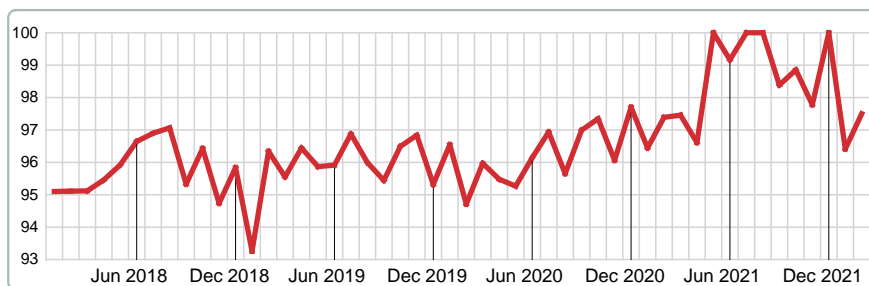
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

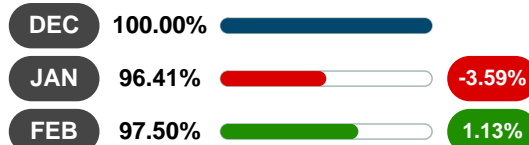


3 MONTHS

5 year FEB AVG = 96.21%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.50%**
above the 5 yr FEB average of **96.21%**



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 | 12.12% | 83.54% | 89.29% | 77.00% | 100.00% | 0.00% |
| \$50,001 - \$75,000 | 7 | 7.07% | 94.08% | 94.08% | 93.85% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 20 | 20.20% | 95.58% | 94.74% | 95.00% | 100.00% | 0.00% |
| \$125,001 - \$200,000 | 22 | 22.22% | 98.49% | 95.82% | 98.49% | 100.00% | 0.00% |
| \$200,001 - \$300,000 | 13 | 13.13% | 99.60% | 91.88% | 99.80% | 99.65% | 0.00% |
| \$300,001 - \$425,000 | 14 | 14.14% | 99.02% | 0.00% | 99.08% | 101.10% | 96.51% |
| \$425,001 and up | 11 | 11.11% | 97.08% | 99.06% | 98.08% | 97.08% | 85.73% |
| Median Sold/List Ratio | | 97.50% | | 93.53% | 98.08% | 100.00% | 96.27% |
| Total Closed Units | | 99 | 100% | 21 | 59 | 15 | 4 |
| Total Closed Volume | | 20,371,765 | | 2.36M | 12.19M | 4.09M | 1.73M |

February 2022



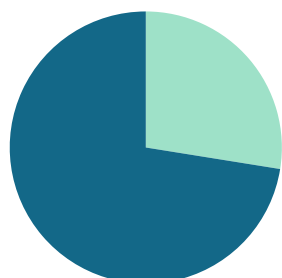
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

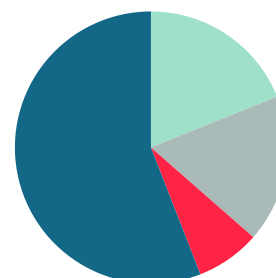


Inventory
 New Listings
117 = 27.53%
 Start Inventory
308
 Total Inventory Units
425
 Volume
\$127,929,000

Market Activity

Closed Sales
99 = 18.89%
 Pending Sales
92 = 17.56%
 Other Off Market
40 = 7.63%
 Active Inventory
293 = 55.92%

MARKET ACTIVITY



| Compared Metrics | February | | | Year to Date | | |
|---|----------|---------|---------|--------------|---------|---------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 69 | 99 | 43.48% | 170 | 186 | 9.41% |
| Pending Sales | 89 | 92 | 3.37% | 198 | 180 | -9.09% |
| New Listings | 81 | 117 | 44.44% | 201 | 239 | 18.91% |
| Median List Price | 130,000 | 164,900 | 26.85% | 130,000 | 162,450 | 24.96% |
| Median Sale Price | 125,000 | 159,900 | 27.92% | 127,000 | 159,900 | 25.91% |
| Median Percent of Selling Price to List Price | 97.39% | 97.50% | 0.12% | 96.71% | 96.76% | 0.05% |
| Median Days on Market to Sale | 37.00 | 21.00 | -43.24% | 32.50 | 26.00 | -20.00% |
| Monthly Inventory | 280 | 293 | 4.64% | 280 | 293 | 4.64% |
| Months Supply of Inventory | 2.56 | 2.52 | -1.44% | 2.56 | 2.52 | -1.44% |

Absorption: Last 12 months, an Average of **116** Sales/Month

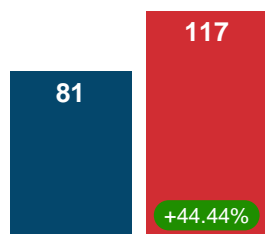
Inventory on February 28, 2022 = **293**

2021 **2022**

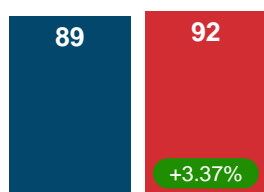
FEBRUARY MARKET

MEDIAN PRICES

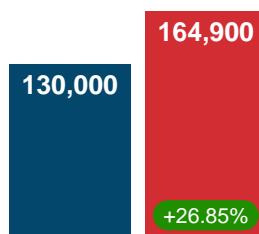
New Listings



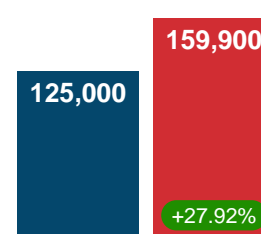
Pending Listings



List Price



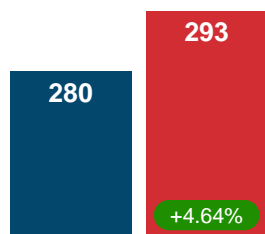
Sale Price



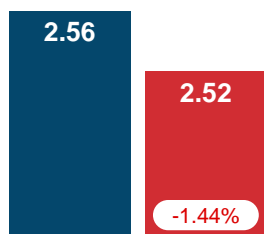
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

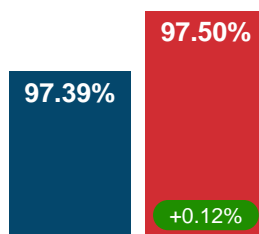
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

