

January 2022



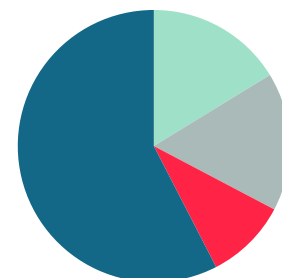
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	101	87	-13.86%
Pending Listings	109	88	-19.27%
New Listings	120	122	1.67%
Average List Price	179,431	206,608	15.15%
Average Sale Price	172,301	196,408	13.99%
Average Percent of Selling Price to List Price	96.57%	94.24%	-2.41%
Average Days on Market to Sale	47.18	45.33	-3.91%
End of Month Inventory	324	308	-4.94%
Months Supply of Inventory	2.96	2.71	-8.43%



■ Closed (16.26%)
■ Pending (16.45%)
■ Other OffMarket (9.72%)
■ Active (57.57%)

Absorption: Last 12 months, an Average of **114** Sales/Month
Active Inventory as of January 31, 2022 = **308**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **4.94%** to 308 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **2.71** 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 **13.99%** in January 2022 to \$196,408 versus the previous year at \$172,301.

Average Days on Market Shortens

The average number of **45.33** days that homes spent on the market before selling decreased by 1.84 days or **3.91%** in January 2022 compared to last year's same month at **47.18** DOM.

Sales Success for January 2022 is Positive

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

There were 122 New Listings in January 2022, up **1.67%** from last year at 120. Furthermore, there were 87 Closed Listings this month versus last year at 101, a **-13.86%** decrease.

Closed versus Listed trends yielded a **71.3%** ratio, down from previous year's, January 2021, at **84.2%**, a **15.27%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

January 2022



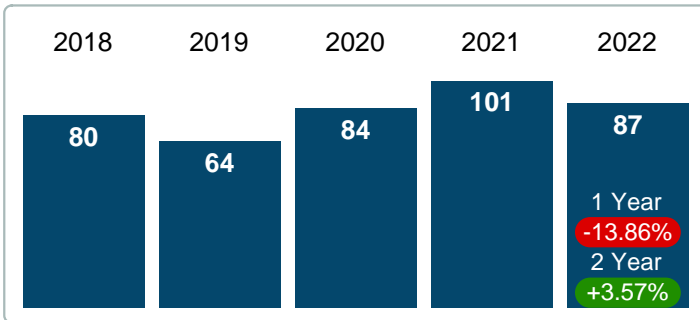
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



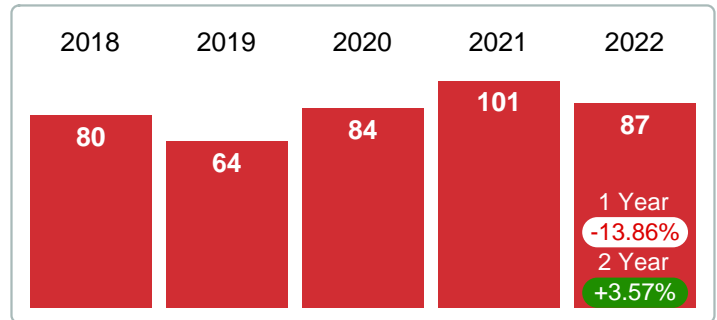
CLOSED LISTINGS

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

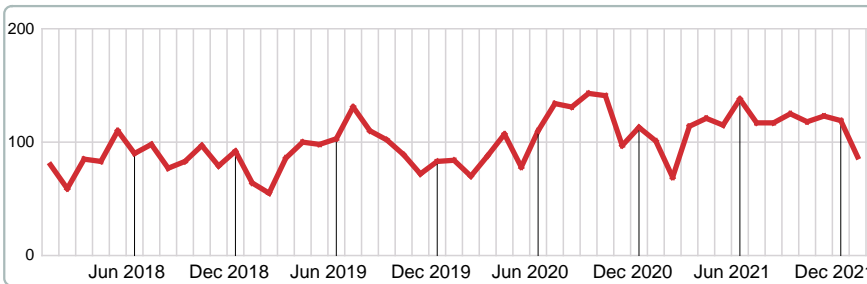
JANUARY



YEAR TO DATE (YTD)

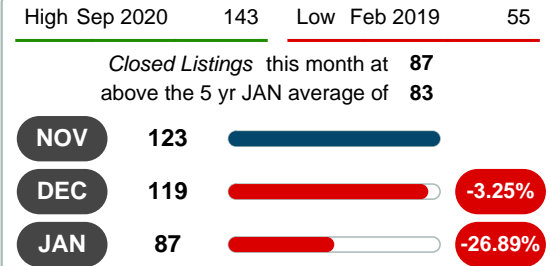


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 83



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	4	4.60%	103.3	4	0	0	0
\$50,001 - \$100,000	14	16.09%	53.0	5	8	1	0
\$100,001 - \$125,000	11	12.64%	28.7	2	9	0	0
\$125,001 - \$175,000	20	22.99%	28.2	3	11	5	1
\$175,001 - \$275,000	16	18.39%	35.1	2	7	6	1
\$275,001 - \$375,000	11	12.64%	70.5	1	4	4	2
\$375,001 and up	11	12.64%	52.1	1	7	2	1
Total Closed Units	87			18	46	18	5
Total Closed Volume	17,087,467	100%	45.3	2.29M	8.90M	4.22M	1.67M
Average Closed Price	\$196,408			\$127,199	\$193,556	\$234,544	\$334,500

January 2022



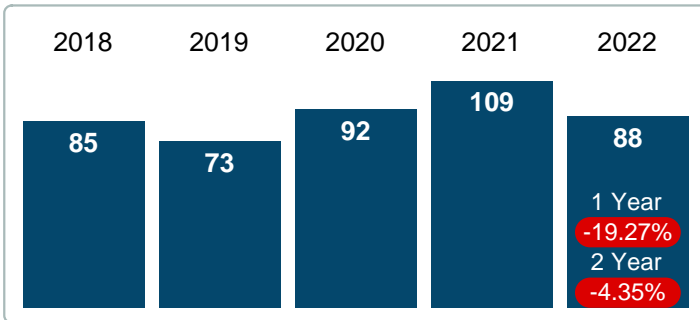
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



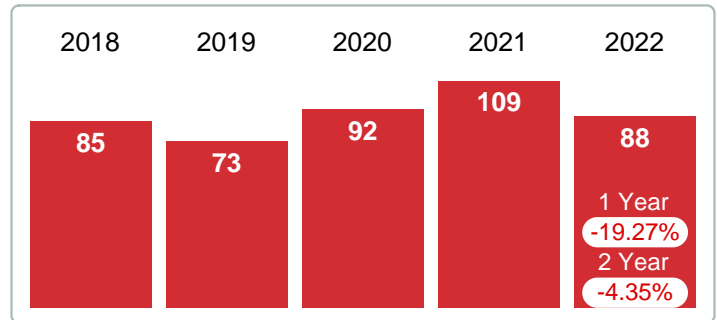
PENDING LISTINGS

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

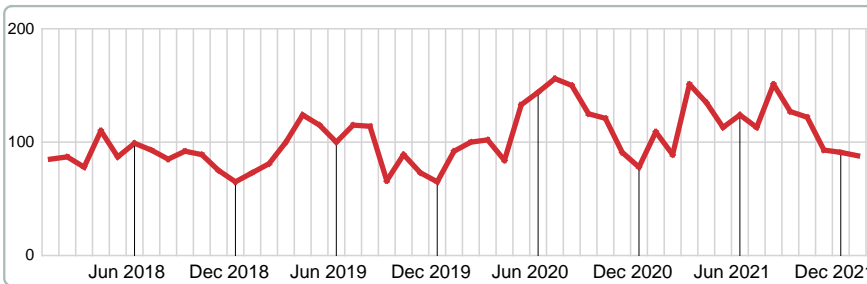
JANUARY



YEAR TO DATE (YTD)

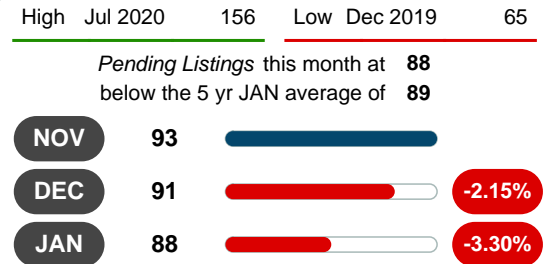


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.55%	80.8	0	3	1	0
\$50,001 - \$75,000	8	9.09%	71.1	4	4	0	0
\$75,001 - \$125,000	15	17.05%	51.1	6	8	1	0
\$125,001 - \$225,000	28	31.82%	58.5	2	20	4	2
\$225,001 - \$325,000	11	12.50%	23.6	2	8	1	0
\$325,001 - \$475,000	14	15.91%	37.0	2	6	4	2
\$475,001 and up	8	9.09%	45.9	0	2	4	2
Total Pending Units	88			16	51	15	6
Total Pending Volume	19,922,532	100%	50.5	2.35M	10.31M	4.90M	2.37M
Average Listing Price	\$229,276			\$146,650	\$202,125	\$326,613	\$394,758

January 2022



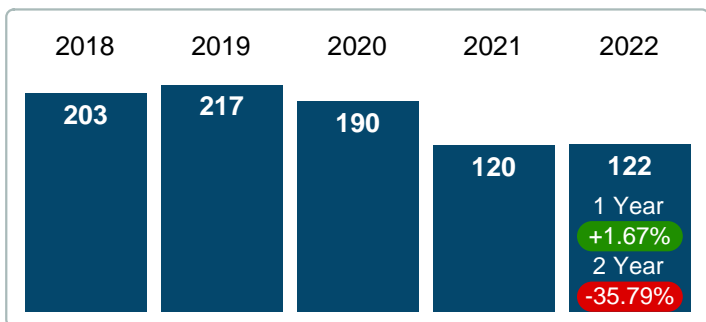
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



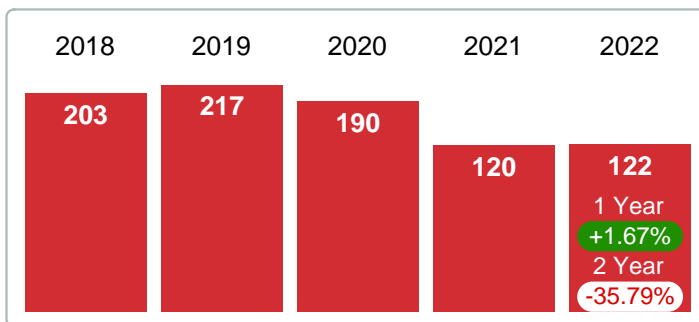
NEW LISTINGS

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

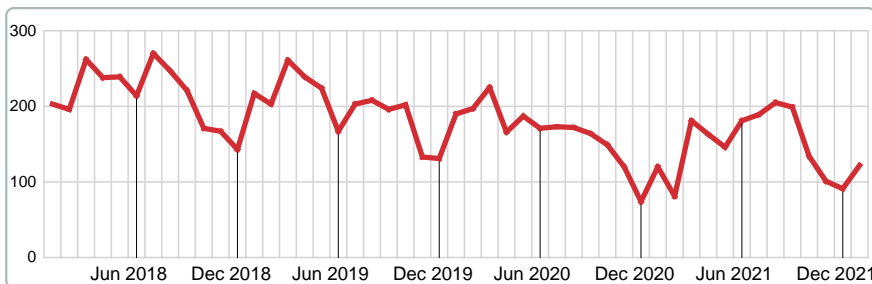
JANUARY



YEAR TO DATE (YTD)

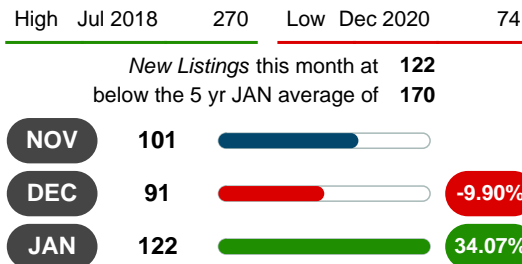


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 170



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	13	10.66%	5	7	1	0
\$50,001 - \$75,000	9	7.38%	6	3	0	0
\$75,001 - \$150,000	23	18.85%	10	10	2	1
\$150,001 - \$225,000	23	18.85%	4	16	3	0
\$225,001 - \$325,000	23	18.85%	4	14	3	2
\$325,001 - \$550,000	17	13.93%	1	7	7	2
\$550,001 and up	14	11.48%	0	5	5	4
Total New Listed Units	122		30	62	21	9
Total New Listed Volume	34,464,139	100%	3.83M	16.57M	9.41M	4.65M
Average New Listed Listing Price	\$236,628		\$127,703	\$267,284	\$448,329	\$516,283

January 2022



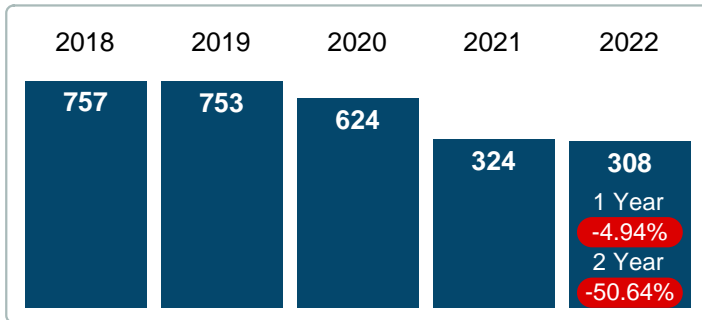
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



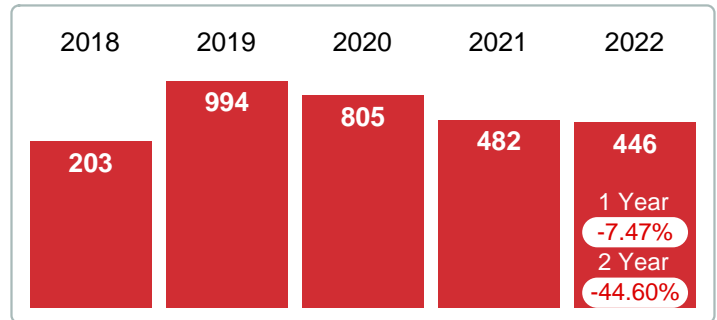
ACTIVE INVENTORY

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

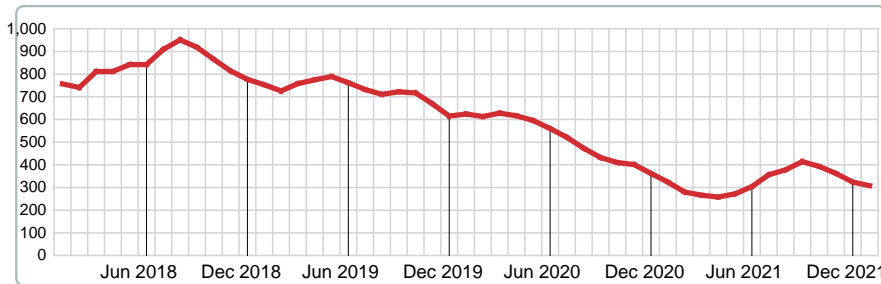
END OF JANUARY



ACTIVE DURING JANUARY

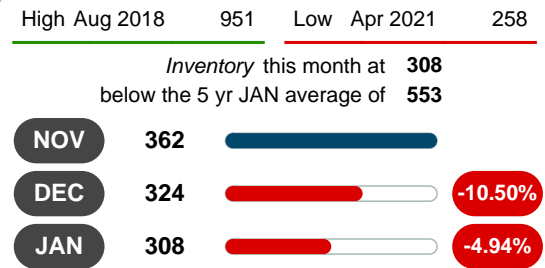


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 553



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	30	9.74%	81.0	13	15	1	1
\$50,001 - \$75,000	22	7.14%	96.3	13	7	2	0
\$75,001 - \$150,000	59	19.16%	80.2	19	35	5	0
\$150,001 - \$250,000	76	24.68%	93.3	10	43	20	3
\$250,001 - \$350,000	53	17.21%	97.5	8	24	15	6
\$350,001 - \$600,000	39	12.66%	112.9	4	21	14	0
\$600,001 and up	29	9.42%	98.2	3	12	8	6
Total Active Inventory by Units	308			70	157	65	16
Total Active Inventory by Volume	97,844,620	100%	93.5	14.36M	47.58M	24.52M	11.38M
Average Active Inventory Listing Price	\$317,677			\$205,161	\$303,082	\$377,198	\$711,350

January 2022



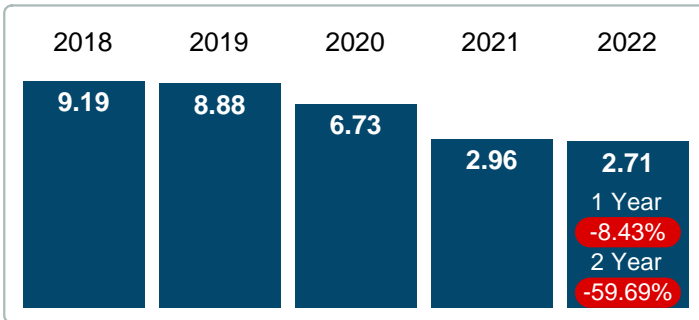
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



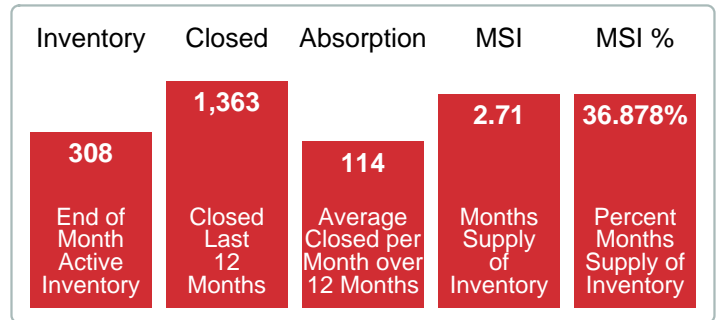
MONTHS SUPPLY of INVENTORY (MSI)

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

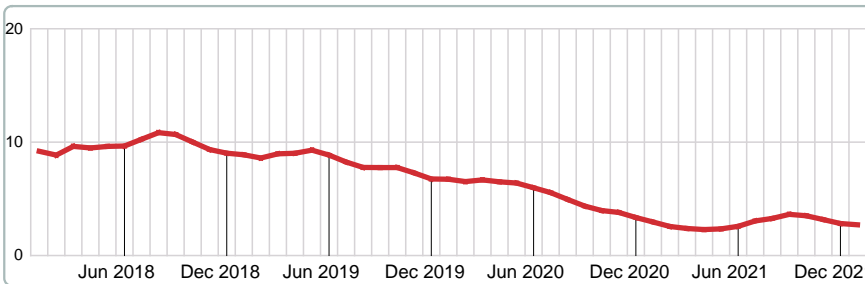
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

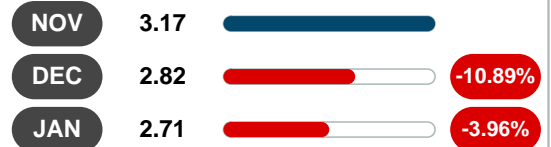


3 MONTHS

5 year JAN AVG = 6.10

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at 2.71 below the 5 yr JAN average of 6.10



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	30	9.74%	2.67	2.03	3.53	2.00	12.00
\$50,001 - \$75,000	22	7.14%	2.26	3.39	1.38	2.67	0.00
\$75,001 - \$150,000	59	19.16%	1.69	3.04	1.41	1.40	0.00
\$150,001 - \$250,000	76	24.68%	2.64	5.00	2.18	3.24	3.60
\$250,001 - \$350,000	53	17.21%	4.27	8.00	3.65	3.67	8.00
\$350,001 - \$600,000	39	12.66%	3.27	4.36	3.15	4.80	0.00
\$600,001 and up	29	9.42%	6.33	18.00	6.86	4.80	6.00
Market Supply of Inventory (MSI)			2.71	3.40	2.28	3.31	3.62
Total Active Inventory by Units		100%	2.71	70	157	65	16

January 2022



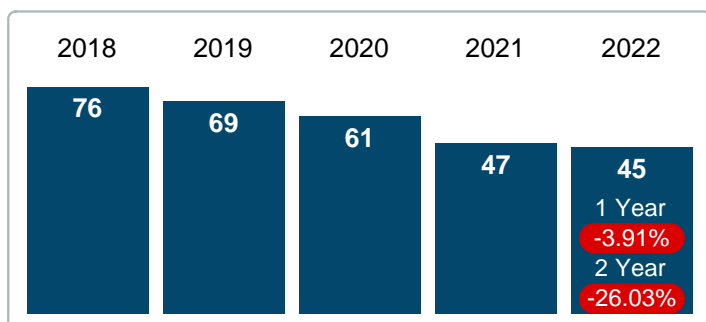
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



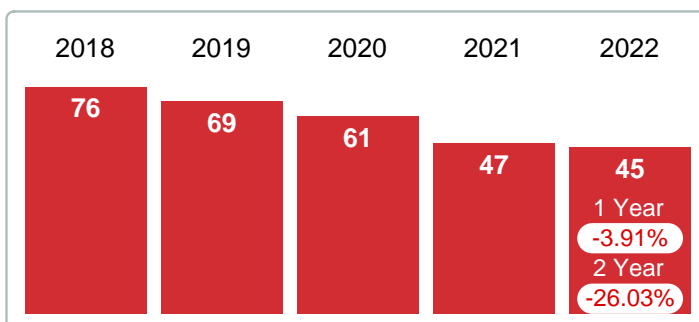
AVERAGE DAYS ON MARKET TO SALE

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

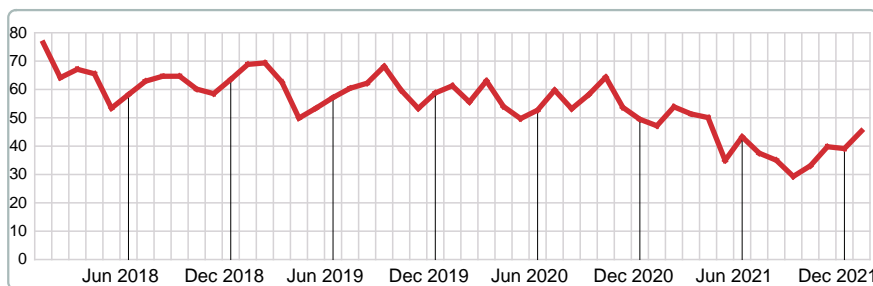
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

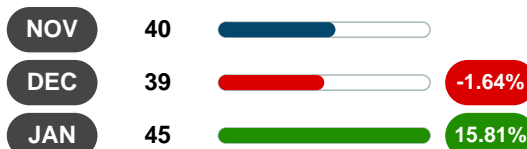


3 MONTHS

5 year JAN AVG = 60

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 45 below the 5 yr JAN average of 60



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	4.60%	103	103	0	0	0
\$50,001 - \$100,000	16.09%	53	40	67	1	0
\$100,001 - \$125,000	12.64%	29	43	26	0	0
\$125,001 - \$175,000	22.99%	28	16	19	31	154
\$175,001 - \$275,000	18.39%	35	4	32	40	93
\$275,001 - \$375,000	12.64%	70	30	52	86	98
\$375,001 and up	12.64%	52	6	49	34	158
Average Closed DOM		45	44	38	45	120
Total Closed Units	100%	45	18	46	18	5
Total Closed Volume		17,087,467	2.29M	8.90M	4.22M	1.67M

January 2022



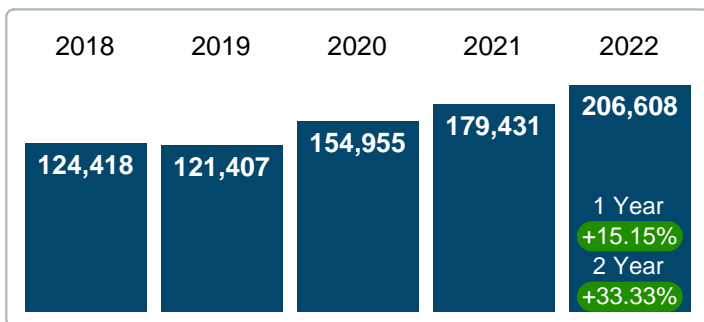
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



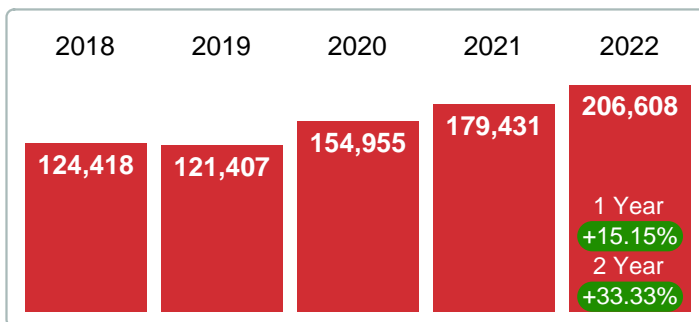
AVERAGE LIST PRICE AT CLOSING

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

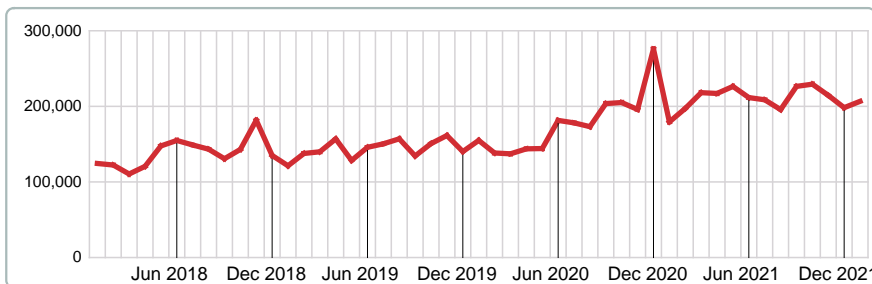
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

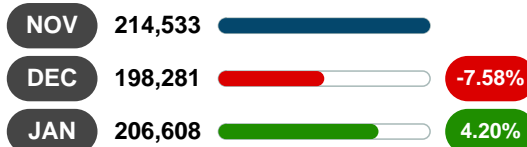


3 MONTHS

5 year JAN AVG = 157,364

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

Average List Price at Closing this month at **206,608**
above the 5 yr JAN average of **157,364**



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	4.60%	32,600	32,600	0	0	0
\$50,001 - \$100,000	16.09%	77,786	84,720	75,038	85,000	0
\$100,001 - \$125,000	12.64%	120,191	129,500	118,022	0	0
\$125,001 - \$175,000	21.84%	153,958	132,500	164,745	150,200	167,500
\$175,001 - \$275,000	17.24%	214,593	222,500	207,357	232,550	269,900
\$275,001 - \$375,000	13.79%	323,475	285,000	358,500	312,225	369,500
\$375,001 and up	13.79%	450,633	425,000	438,257	437,400	649,999
Average List Price		206,608	131,417	204,957	241,944	365,280
Total Closed Units	100%	206,608	18	46	18	5
Total Closed Volume		17,974,898	2.37M	9.43M	4.36M	1.83M

January 2022



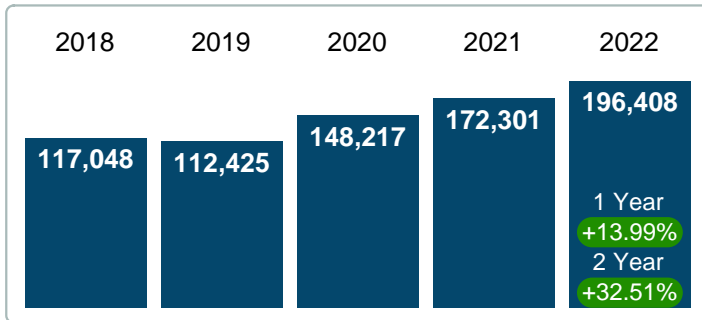
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



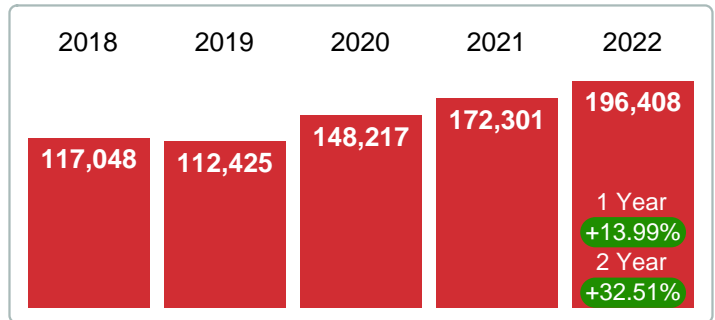
AVERAGE SOLD PRICE AT CLOSING

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

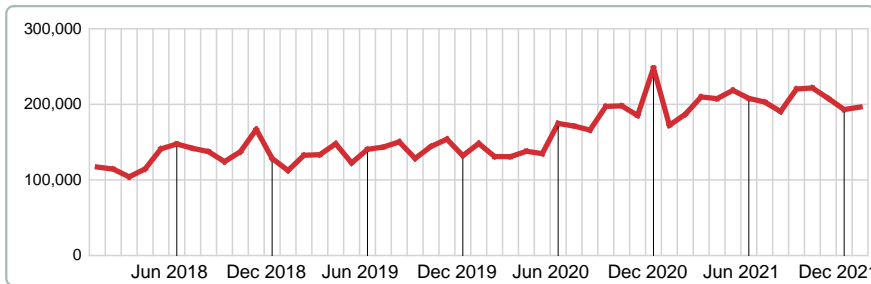
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

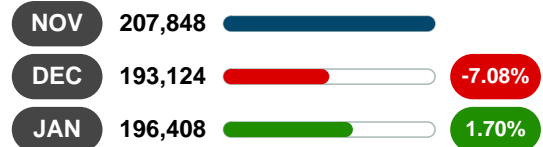


3 MONTHS

5 year JAN AVG = 149,280

High Dec 2020 248,011 Low Mar 2018 104,131

Average Sold Price at Closing this month at **196,408** above the 5 yr JAN average of **149,280**



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	4.60%	25,438	25,438	0	0	0
\$50,001 - \$100,000	16.09%	70,994	76,000	66,114	85,000	0
\$100,001 - \$125,000	12.64%	115,991	117,500	115,656	0	0
\$125,001 - \$175,000	22.99%	149,675	135,667	153,364	146,400	167,500
\$175,001 - \$275,000	18.39%	211,421	195,414	204,514	225,883	205,000
\$275,001 - \$375,000	12.64%	308,055	300,000	314,000	295,650	325,000
\$375,001 and up	12.64%	450,098	475,000	422,739	433,450	649,999
Average Sold Price		196,408	127,199	193,556	234,544	334,500
Total Closed Units	100%	196,408	18	46	18	5
Total Closed Volume		17,087,467	2.29M	8.90M	4.22M	1.67M

January 2022



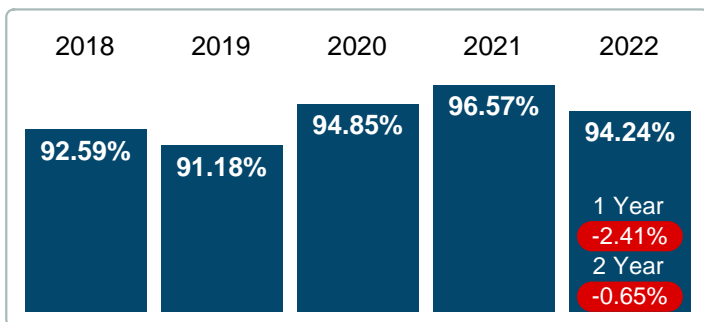
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



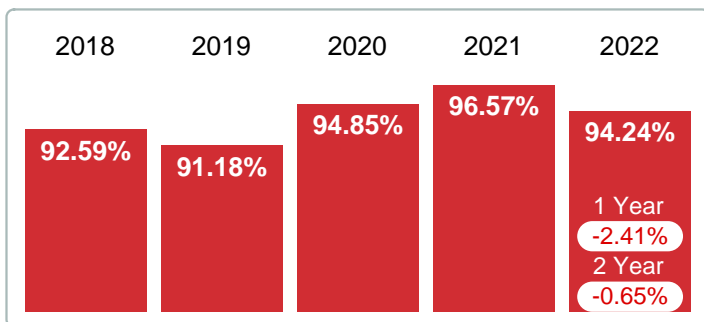
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

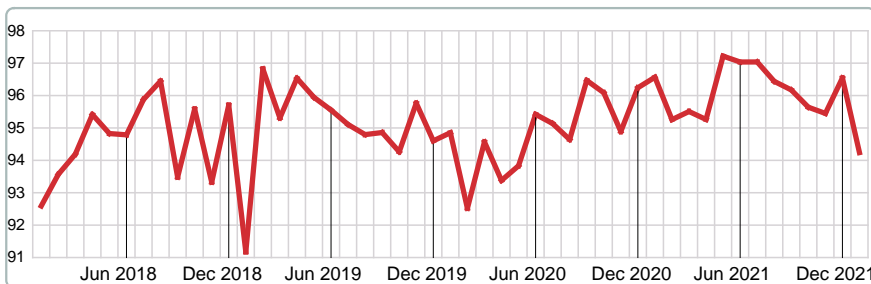
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

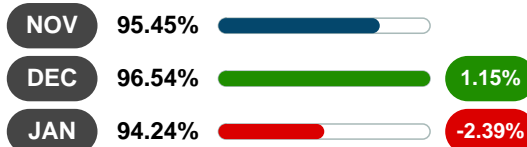


3 MONTHS

5 year JAN AVG = 93.88%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **94.24%**
equal to 5 yr JAN average of **93.88%**



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	4	4.60%	80.17%	80.17%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	14	16.09%	89.67%	88.87%	88.88%	100.00%	0.00%
\$100,001 - \$125,000	11	12.64%	97.29%	91.04%	98.67%	0.00%	0.00%
\$125,001 - \$175,000	20	22.99%	96.22%	102.51%	93.51%	97.64%	100.00%
\$175,001 - \$275,000	16	18.39%	95.49%	87.88%	98.89%	97.30%	75.95%
\$275,001 - \$375,000	11	12.64%	92.02%	105.26%	87.71%	95.03%	88.00%
\$375,001 and up	11	12.64%	98.92%	111.76%	96.92%	98.97%	100.00%
Average Sold/List Ratio		94.20%		91.52%	94.55%	97.23%	90.39%
Total Closed Units		87	100%	18	46	18	5
Total Closed Volume		17,087,467		2.29M	8.90M	4.22M	1.67M

January 2022



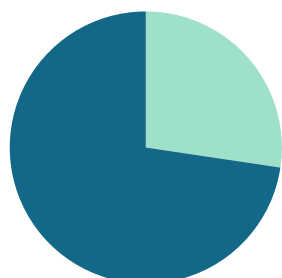
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

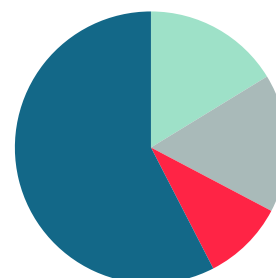


Inventory
 New Listings
122 = 27.35%
 Start Inventory
324
 Total Inventory Units
446
 Volume
\$135,217,582

Market Activity

Closed Sales
87 = 16.26%
 Pending Sales
88 = 16.45%
 Other Off Market
52 = 9.72%
 Active Inventory
308 = 57.57%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	101	87	-13.86%	101	87	-13.86%
Pending Sales	109	88	-19.27%	109	88	-19.27%
New Listings	120	122	1.67%	120	122	1.67%
Average List Price	179,431	206,608	15.15%	179,431	206,608	15.15%
Average Sale Price	172,301	196,408	13.99%	172,301	196,408	13.99%
Average Percent of Selling Price to List Price	96.57%	94.24%	-2.41%	96.57%	94.24%	-2.41%
Average Days on Market to Sale	47.18	45.33	-3.91%	47.18	45.33	-3.91%
Monthly Inventory	324	308	-4.94%	324	308	-4.94%
Months Supply of Inventory	2.96	2.71	-8.43%	2.96	2.71	-8.43%

Absorption: Last 12 months, an Average of 114 Sales/Month

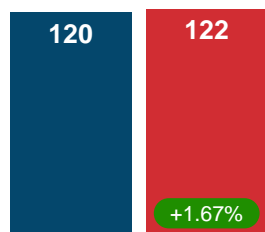
Inventory on January 31, 2022 = 308

2021 2022

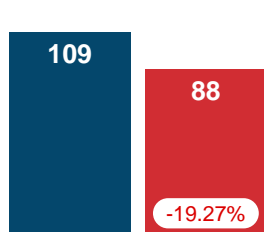
JANUARY MARKET

AVERAGE PRICES

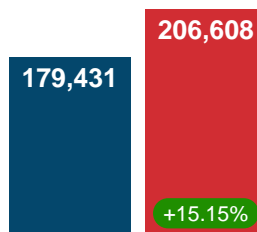
New Listings



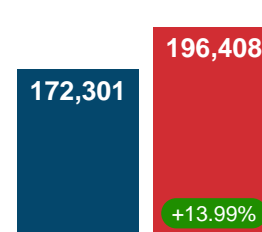
Pending Listings



List Price



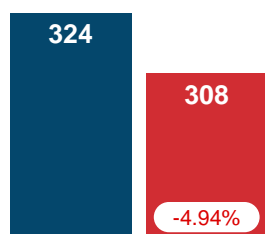
Sale Price



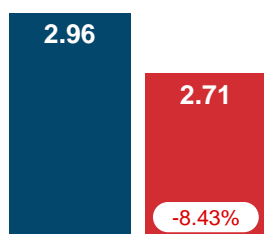
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

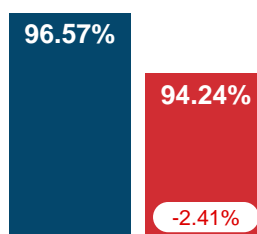
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

