

January 2022



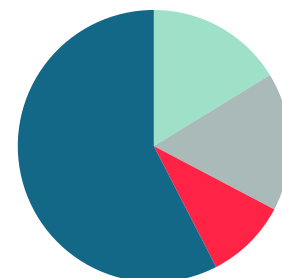
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	130,000	160,000	23.08%
Median Sale Price	129,000	158,000	22.48%
Median Percent of Selling Price to List Price	96.44%	96.41%	-0.03%
Median Days on Market to Sale	32.00	30.00	-6.25%
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.

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 **22.48%** in January 2022 to \$158,000 versus the previous year at \$129,000.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 2.00 days or **6.25%** in January 2022 compared to last year's same month at **32.00** DOM.

Sales Success for January 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 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.

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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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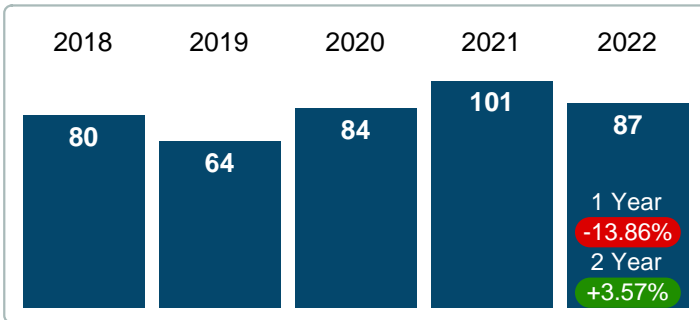
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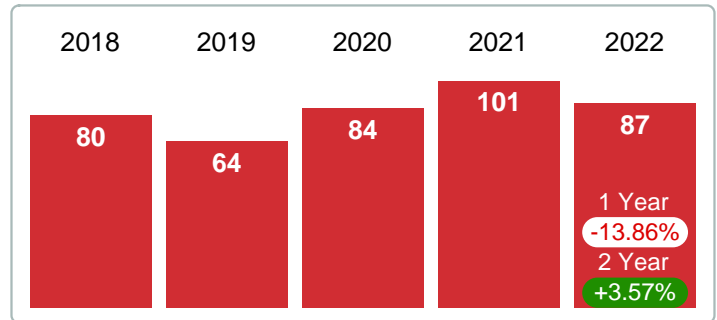
CLOSED LISTINGS

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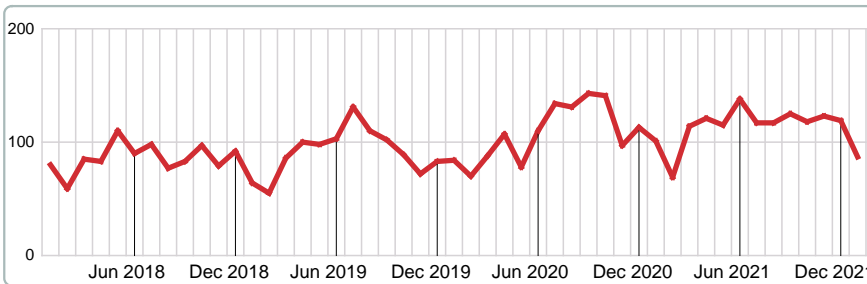
JANUARY



YEAR TO DATE (YTD)

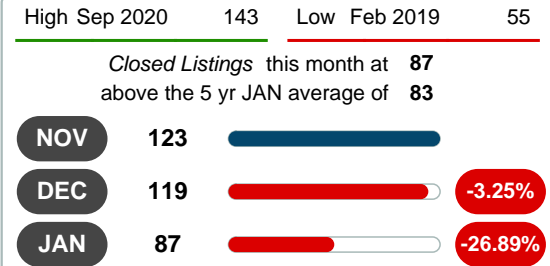


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.60%	105.0	4	0	0	0
\$50,001 - \$100,000	14	16.09%	39.0	5	8	1	0
\$100,001 - \$125,000	11	12.64%	11.0	2	9	0	0
\$125,001 - \$175,000	20	22.99%	13.5	3	11	5	1
\$175,001 - \$275,000	16	18.39%	33.5	2	7	6	1
\$275,001 - \$375,000	11	12.64%	76.0	1	4	4	2
\$375,001 and up	11	12.64%	49.0	1	7	2	1
Total Closed Units	87			18	46	18	5
Total Closed Volume	17,087,467	100%	30.0	2.29M	8.90M	4.22M	1.67M
Median Closed Price	\$158,000			\$102,500	\$155,000	\$220,000	\$310,000

January 2022



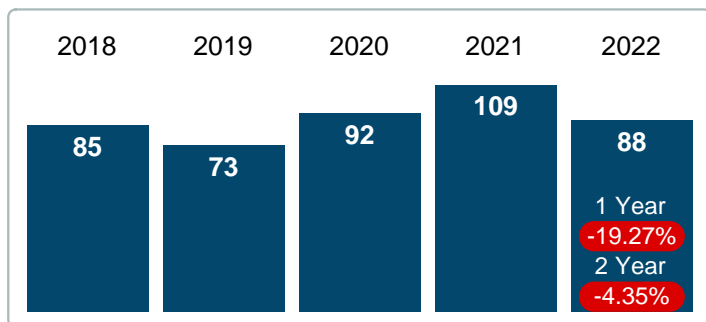
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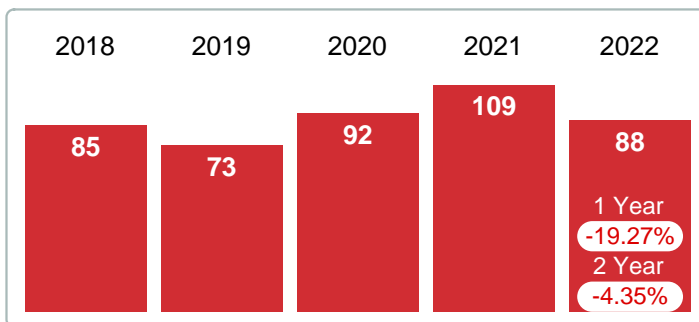
PENDING LISTINGS

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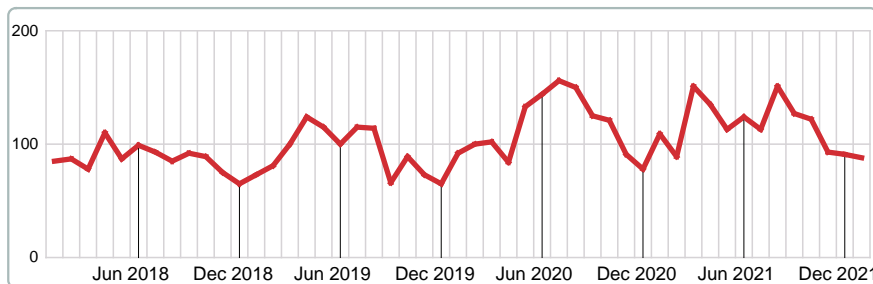
JANUARY



YEAR TO DATE (YTD)

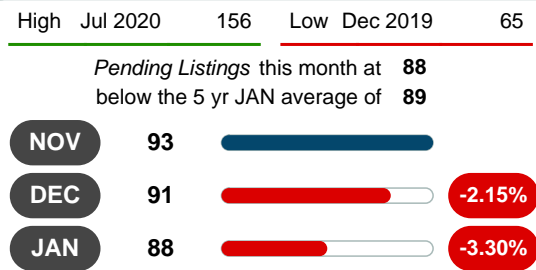


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.55%	58.0	0	3	1	0
\$50,001 - \$75,000	8	9.09%	52.0	4	4	0	0
\$75,001 - \$125,000	15	17.05%	46.0	6	8	1	0
\$125,001 - \$225,000	28	31.82%	44.5	2	20	4	2
\$225,001 - \$325,000	11	12.50%	13.0	2	8	1	0
\$325,001 - \$475,000	14	15.91%	25.0	2	6	4	2
\$475,001 and up	8	9.09%	15.0	0	2	4	2
Total Pending Units	88			16	51	15	6
Total Pending Volume	19,922,532	100%	26.5	2.35M	10.31M	4.90M	2.37M
Median Listing Price	\$175,500			\$92,000	\$169,900	\$355,000	\$366,950

January 2022



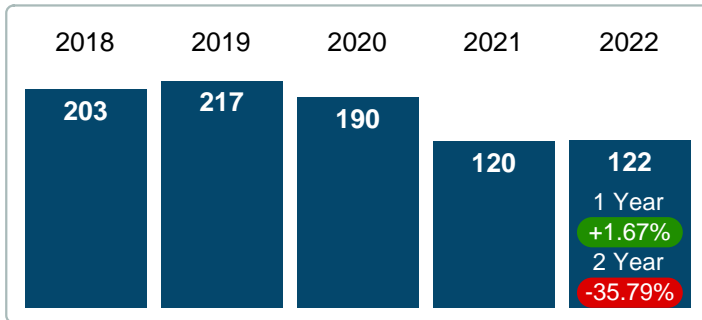
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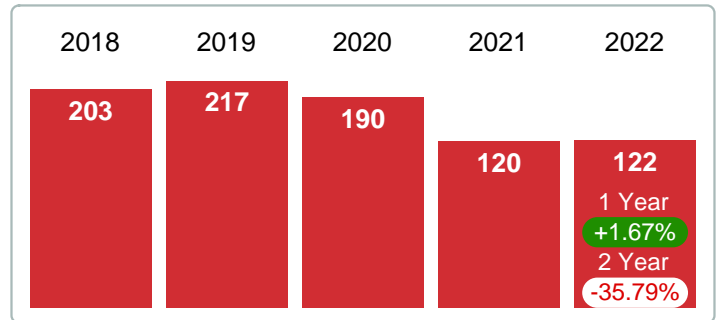
NEW LISTINGS

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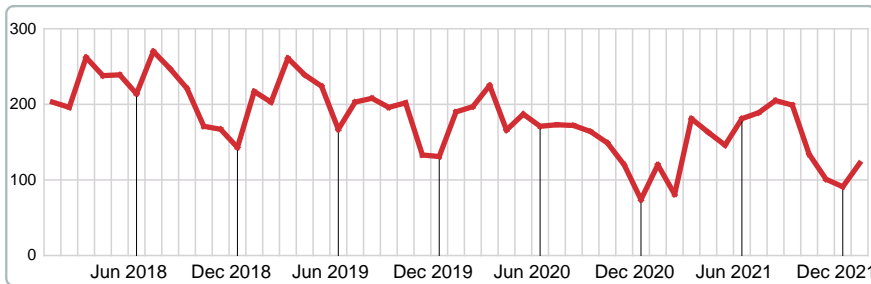
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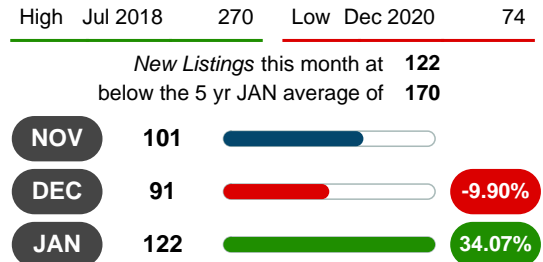


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$202,450		\$102,450	\$202,450	\$419,900	\$550,000

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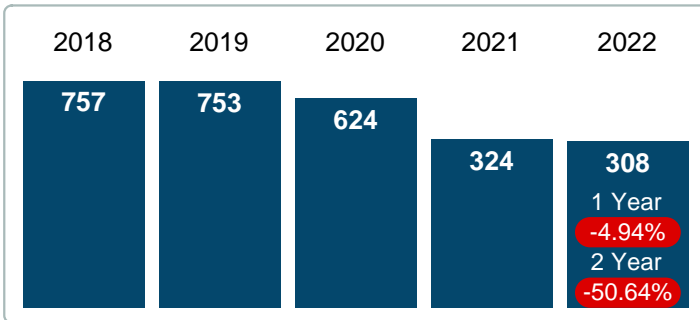
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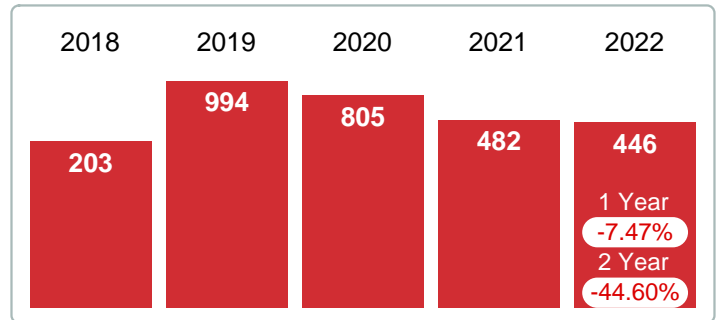
ACTIVE INVENTORY

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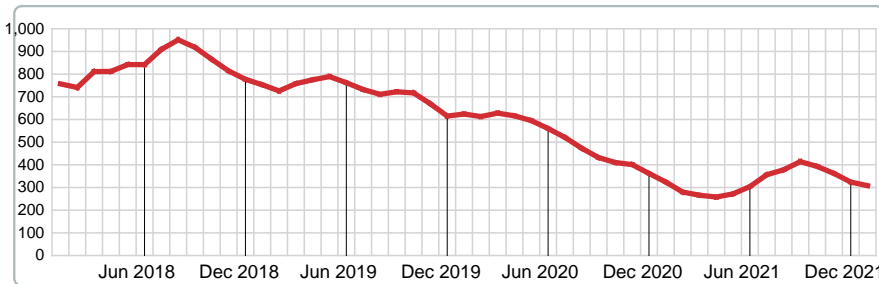
END OF JANUARY



ACTIVE DURING JANUARY

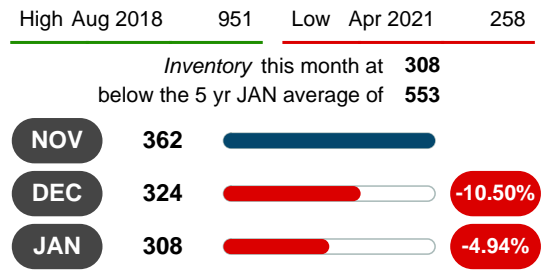


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 553



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	30	9.74%	87.5	13	15	1	1
\$50,001 - \$75,000	22	7.14%	52.0	13	7	2	0
\$75,001 - \$150,000	59	19.16%	62.0	19	35	5	0
\$150,001 - \$250,000	76	24.68%	88.0	10	43	20	3
\$250,001 - \$350,000	53	17.21%	87.0	8	24	15	6
\$350,001 - \$600,000	39	12.66%	95.0	4	21	14	0
\$600,001 and up	29	9.42%	92.0	3	12	8	6
Total Active Inventory by Units		308		70	157	65	16
Total Active Inventory by Volume		97,844,620	100%	14.36M	47.58M	24.52M	11.38M
Median Active Inventory Listing Price		\$210,000		\$99,250	\$190,000	\$279,900	\$340,000

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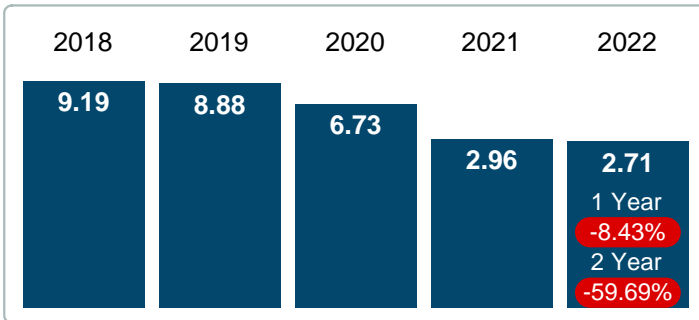
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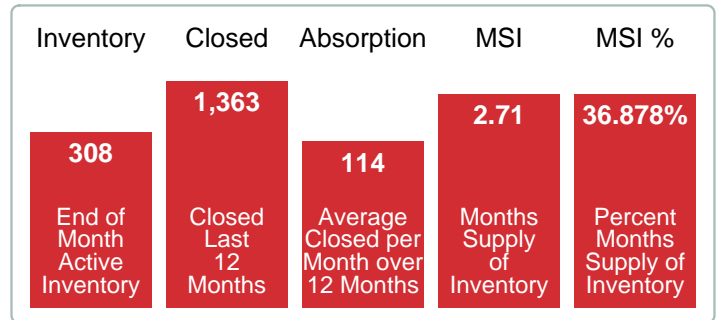
MONTHS SUPPLY of INVENTORY (MSI)

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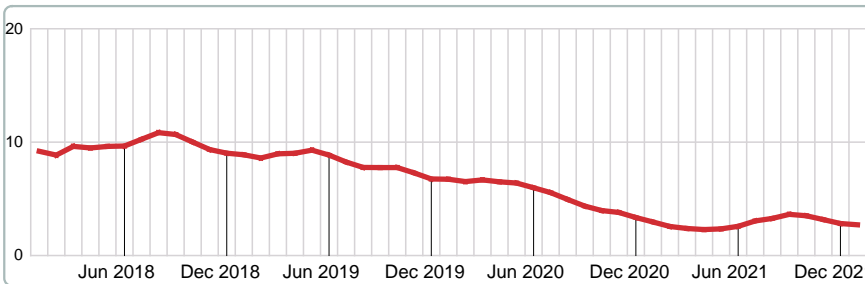
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

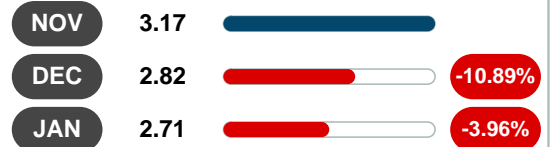


3 MONTHS

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

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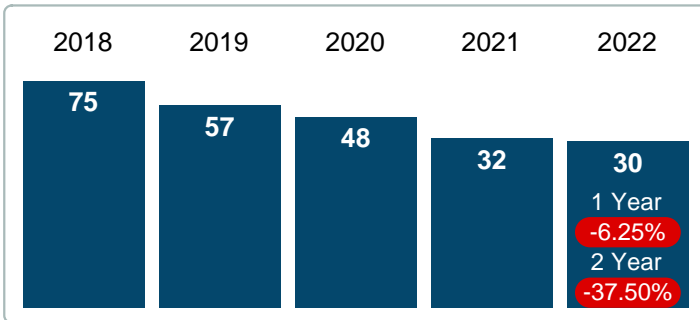
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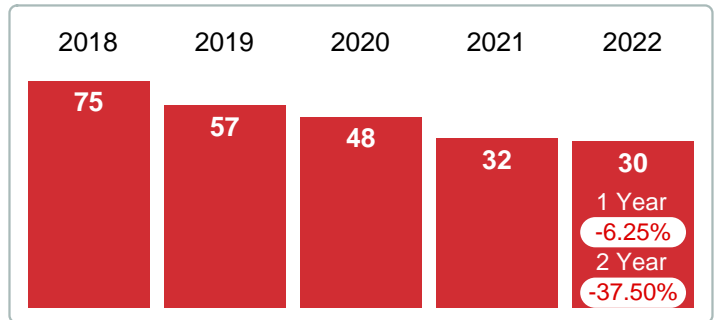
MEDIAN DAYS ON MARKET TO SALE

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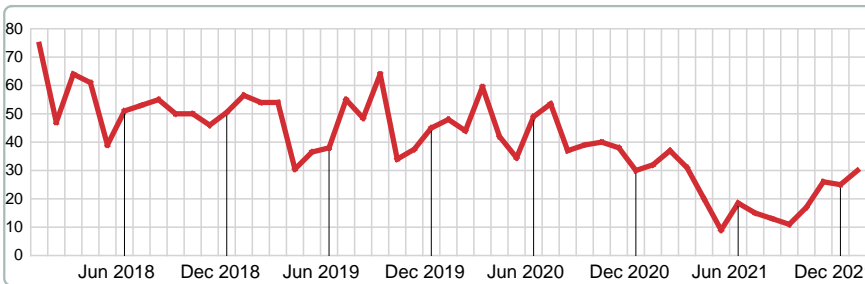
JANUARY



YEAR TO DATE (YTD)

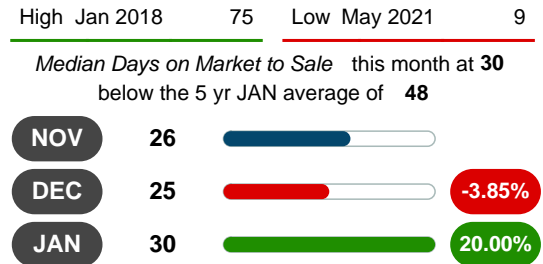


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48



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	4.60%	105	105	0	0	0
\$50,001 - \$100,000	16.09%	39	45	57	1	0
\$100,001 - \$125,000	12.64%	11	43	10	0	0
\$125,001 - \$175,000	22.99%	14	14	10	15	154
\$175,001 - \$275,000	18.39%	34	4	27	41	93
\$275,001 - \$375,000	12.64%	76	30	60	85	98
\$375,001 and up	12.64%	49	6	53	34	158
Median Closed DOM		30	32	21	41	139
Total Closed Units	100%	87	18	46	18	5
Total Closed Volume		17,087,467	2.29M	8.90M	4.22M	1.67M

January 2022



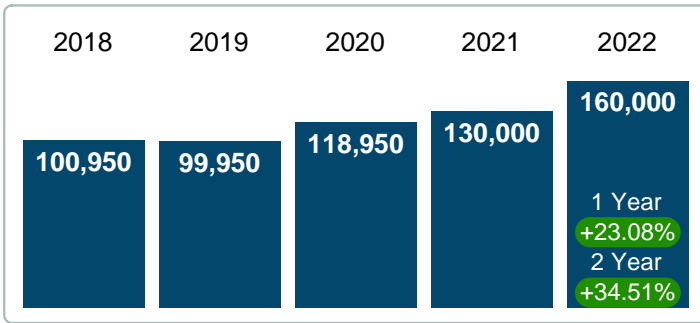
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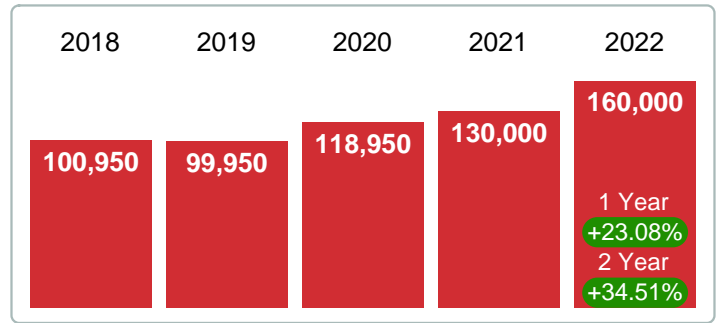
MEDIAN LIST PRICE AT CLOSING

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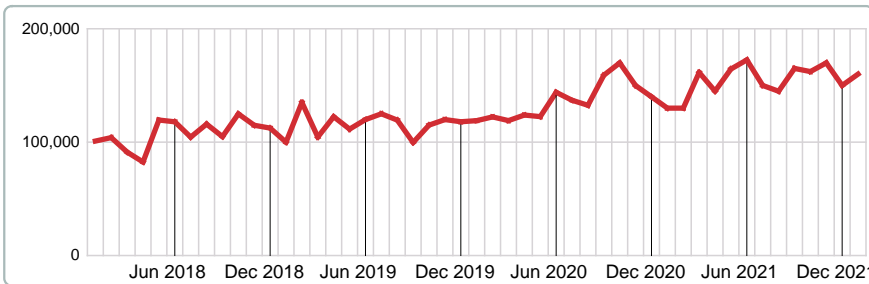
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

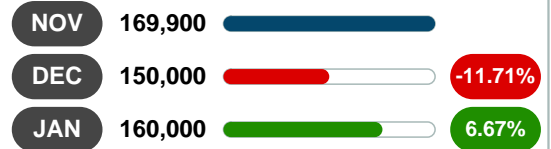


3 MONTHS

5 year JAN AVG = 121,970

High Jun 2021 172,500 Low Apr 2018 82,500

Median List Price at Closing this month at **160,000**
above the 5 yr JAN average of **121,970**



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	4.60%	30,250	30,250	0	0	0
\$50,001 - \$100,000	16.09%	76,500	83,900	67,450	85,000	0
\$100,001 - \$125,000	12.64%	122,000	125,000	119,900	125,000	0
\$125,001 - \$175,000	21.84%	158,000	134,000	159,900	156,500	167,500
\$175,001 - \$275,000	17.24%	210,000	222,500	209,500	202,750	269,900
\$275,001 - \$375,000	13.79%	332,450	285,000	360,000	292,000	349,000
\$375,001 and up	13.79%	415,000	425,000	410,000	437,400	520,000
Median List Price		160,000	112,500	159,950	227,500	349,000
Total Closed Units	100%	160,000	18	46	18	5
Total Closed Volume		17,974,898	2.37M	9.43M	4.36M	1.83M

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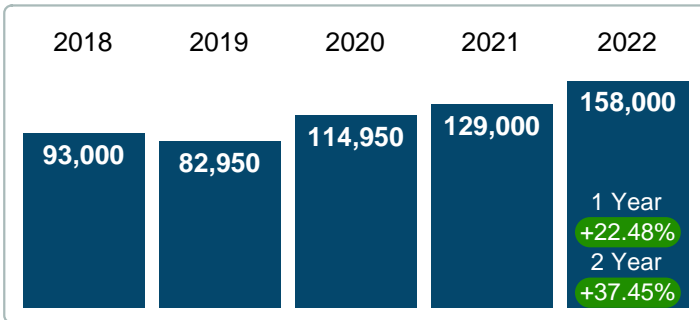
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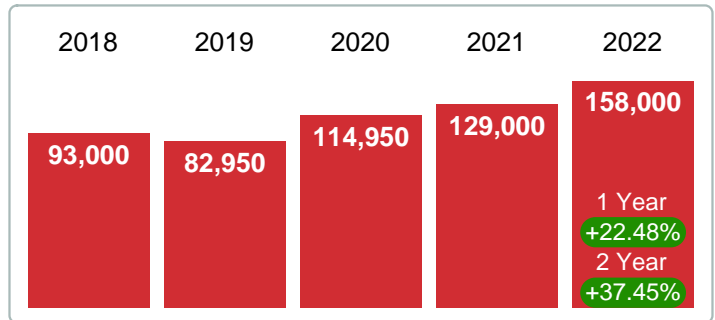
MEDIAN SOLD PRICE AT CLOSING

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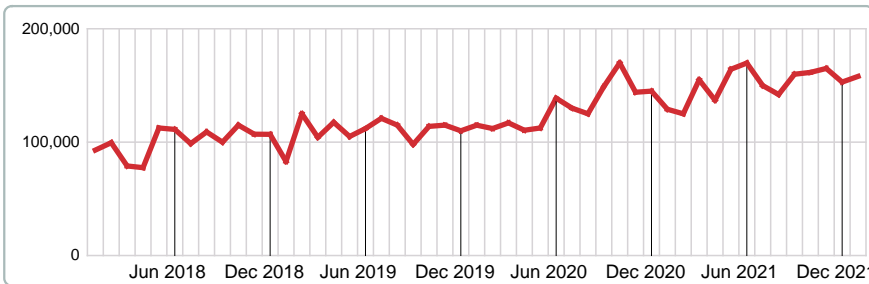
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

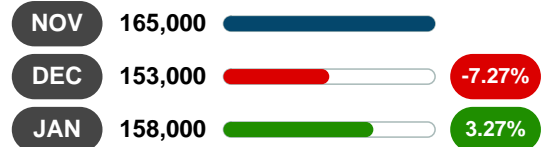


3 MONTHS

5 year JAN AVG = 115,580

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

Median Sold Price at Closing this month at **158,000** above the 5 yr JAN average of **115,580**



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	4.60%	25,875	25,875	0	0	0
\$50,001 - \$100,000	16.09%	62,805	75,000	61,000	85,000	0
\$100,001 - \$125,000	12.64%	119,000	117,500	119,000	0	0
\$125,001 - \$175,000	22.99%	151,500	132,000	155,000	158,000	167,500
\$175,001 - \$275,000	18.39%	204,500	195,414	215,000	220,000	205,000
\$275,001 - \$375,000	12.64%	300,000	300,000	317,500	298,800	325,000
\$375,001 and up	12.64%	420,000	475,000	400,000	433,450	649,999
Median Sold Price		158,000	102,500	155,000	220,000	310,000
Total Closed Units	100%	158,000	18	46	18	5
Total Closed Volume		17,087,467	2.29M	8.90M	4.22M	1.67M

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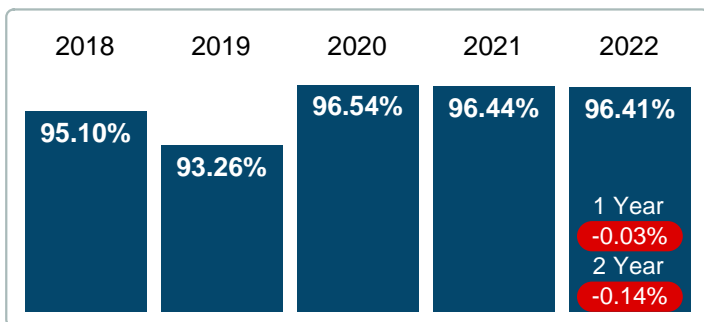
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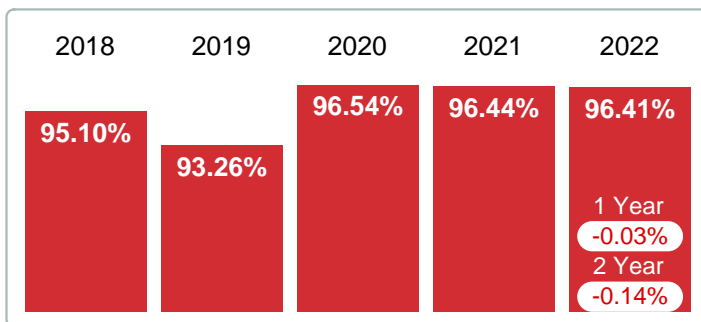
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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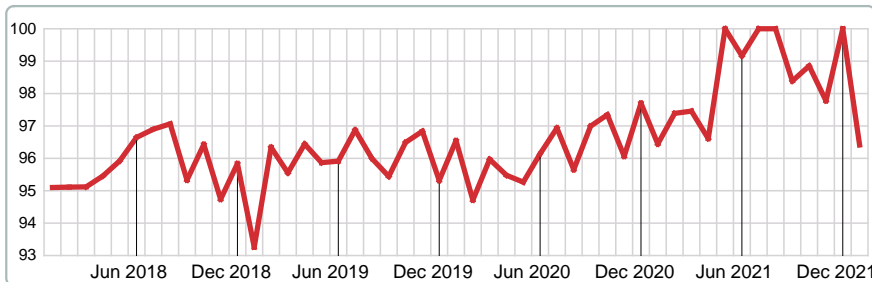
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

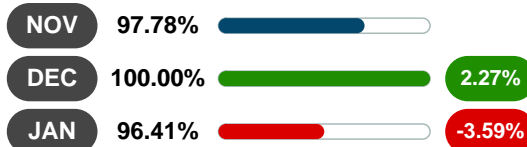


3 MONTHS

5 year JAN AVG = 95.55%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **96.41%**
equal to 5 yr JAN average of **95.55%**



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	4	4.60%	79.44%	79.44%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	14	16.09%	91.92%	89.39%	91.21%	100.00%	0.00%
\$100,001 - \$125,000	11	12.64%	97.54%	91.04%	97.54%	0.00%	0.00%
\$125,001 - \$175,000	20	22.99%	99.05%	103.53%	96.45%	100.00%	100.00%
\$175,001 - \$275,000	16	18.39%	96.26%	87.88%	100.00%	96.46%	75.95%
\$275,001 - \$375,000	11	12.64%	90.28%	105.26%	88.19%	95.94%	88.00%
\$375,001 and up	11	12.64%	100.00%	111.76%	99.00%	98.97%	100.00%
Median Sold/List Ratio		96.41%		93.86%	96.38%	98.98%	88.83%
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



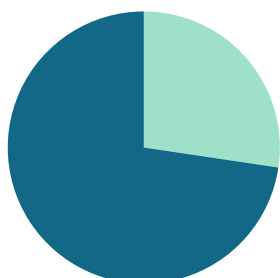
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

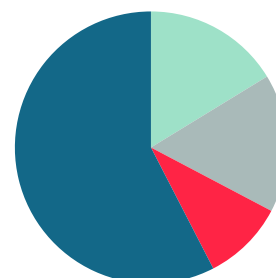


Inventory
 New Listings
122 = 27.35%
 Start Inventory
324
 Total Inventory Units
446
 Volume
\$135,217,582

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%
Median List Price	130,000	160,000	23.08%	130,000	160,000	23.08%
Median Sale Price	129,000	158,000	22.48%	129,000	158,000	22.48%
Median Percent of Selling Price to List Price	96.44%	96.41%	-0.03%	96.44%	96.41%	-0.03%
Median Days on Market to Sale	32.00	30.00	-6.25%	32.00	30.00	-6.25%
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

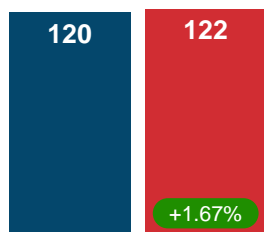
Inventory on January 31, 2022 = 308

2021 2022

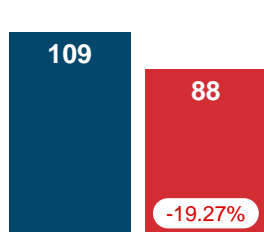
JANUARY MARKET

MEDIAN PRICES

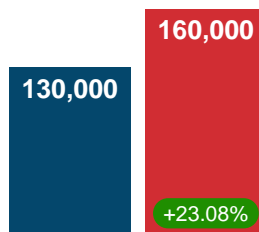
New Listings



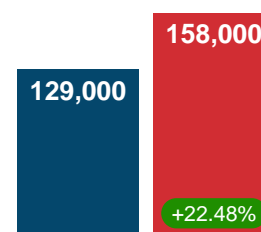
Pending Listings



List Price



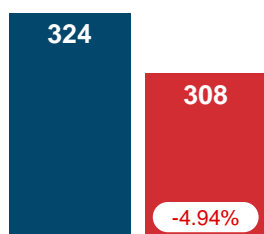
Sale Price



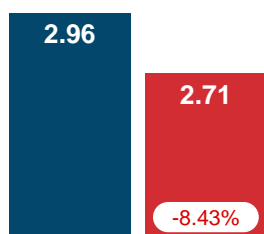
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

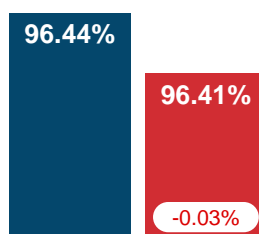
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

