

July 2022



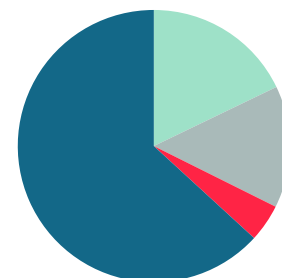
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	117	128	9.40%
Pending Listings	113	104	-7.96%
New Listings	189	184	-2.65%
Average List Price	208,664	254,537	21.98%
Average Sale Price	203,076	247,810	22.03%
Average Percent of Selling Price to List Price	97.04%	99.88%	2.93%
Average Days on Market to Sale	37.53	42.15	12.31%
End of Month Inventory	357	453	26.89%
Months Supply of Inventory	3.06	4.03	31.69%



■ Closed (17.85%)
■ Pending (14.50%)
■ Other OffMarket (4.46%)
■ Active (63.18%)

Absorption: Last 12 months, an Average of **112** Sales/Month
Active Inventory as of July 31, 2022 = **453**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **26.89%** to 453 existing homes available for sale. Over the last 12 months this area has had an average of 112 closed sales per month. This represents an unsold inventory index of **4.03** 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 **22.03%** in July 2022 to \$247,810 versus the previous year at \$203,076.

Average Days on Market Lengthens

The average number of **42.15** days that homes spent on the market before selling increased by 4.62 days or **12.31%** in July 2022 compared to last year's same month at **37.53** DOM.

Sales Success for July 2022 is Positive

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

There were 184 New Listings in July 2022, down **2.65%** from last year at 189. Furthermore, there were 128 Closed Listings this month versus last year at 117, a **9.40%** increase.

Closed versus Listed trends yielded a **69.6%** ratio, up from previous year's, July 2021, at **61.9%**, a **12.37%** upswing. 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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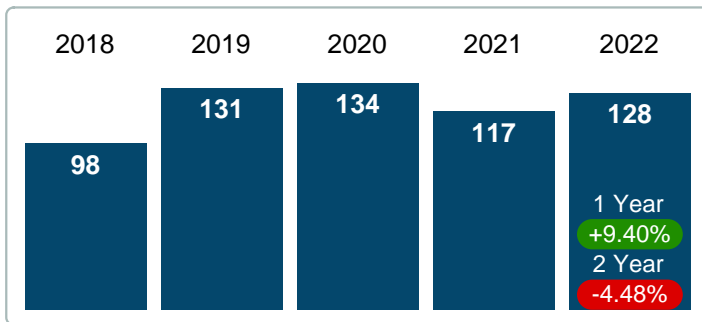
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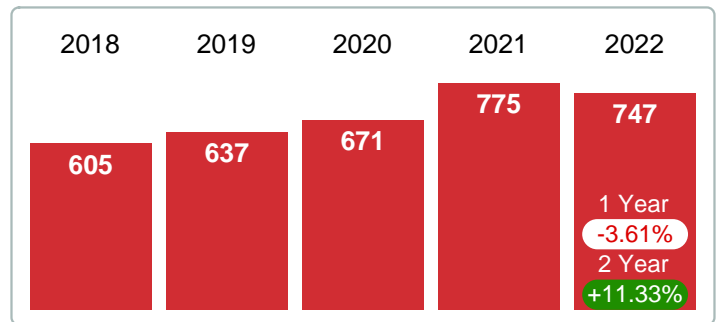
CLOSED LISTINGS

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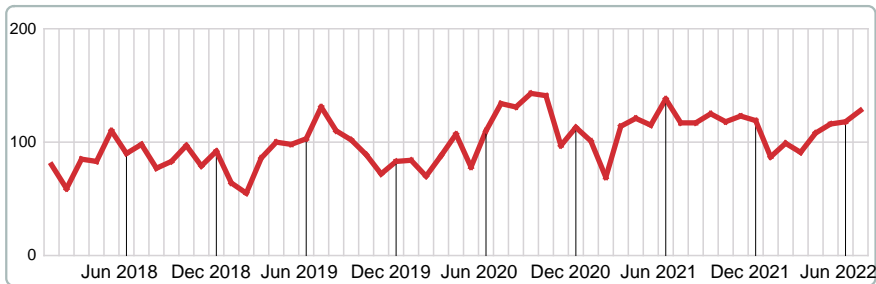
JULY



YEAR TO DATE (YTD)

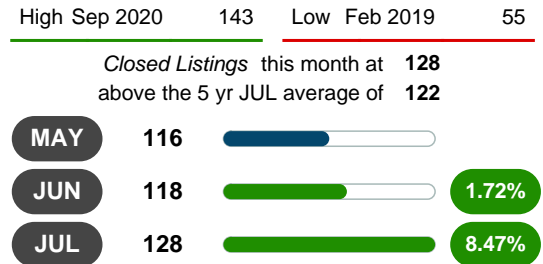


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 122



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.03%	57.9	2	6	0	1
\$75,001 - \$100,000	12	9.38%	43.9	6	5	1	0
\$100,001 - \$150,000	24	18.75%	28.5	4	17	2	1
\$150,001 - \$225,000	32	25.00%	46.8	5	20	7	0
\$225,001 - \$300,000	18	14.06%	54.6	1	14	3	0
\$300,001 - \$525,000	21	16.41%	33.3	2	10	6	3
\$525,001 and up	12	9.38%	40.5	2	6	2	2
Total Closed Units	128			22	78	21	7
Total Closed Volume	31,719,631	100%	42.1	4.12M	18.50M	6.50M	2.60M
Average Closed Price	\$247,810			\$187,491	\$237,212	\$309,395	\$370,714

July 2022



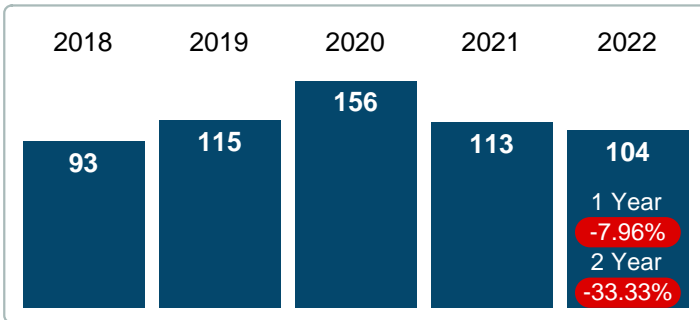
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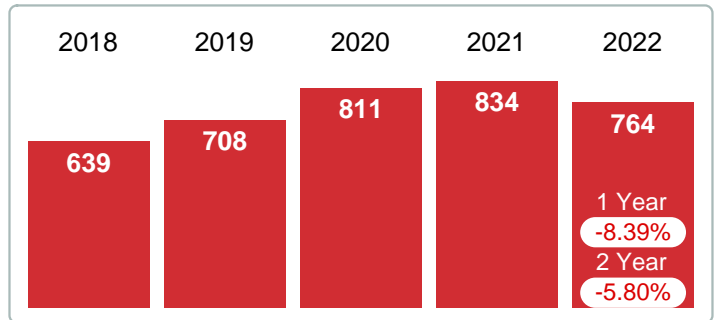
PENDING LISTINGS

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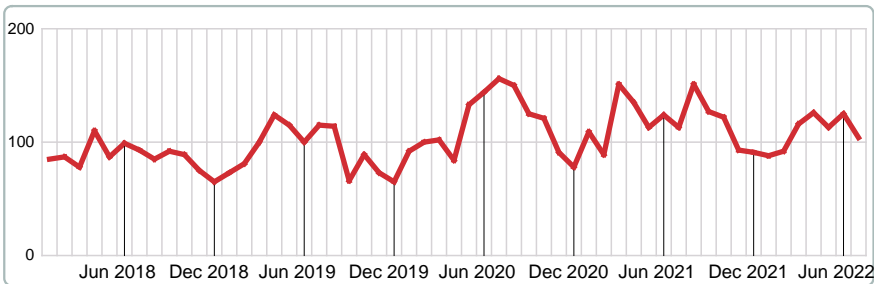
JULY



YEAR TO DATE (YTD)

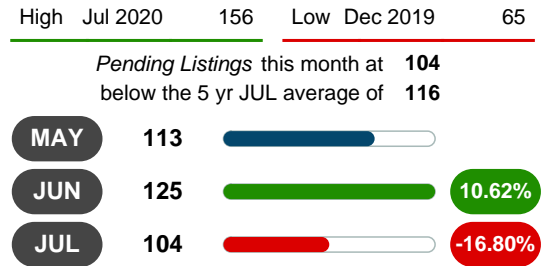


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 116



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	10	9.62%	51.7	4	5	1	0
\$50,001 - \$75,000	7	6.73%	62.3	2	5	0	0
\$75,001 - \$125,000	19	18.27%	35.6	6	12	1	0
\$125,001 - \$175,000	23	22.12%	24.2	5	16	2	0
\$175,001 - \$275,000	18	17.31%	65.5	2	9	7	0
\$275,001 - \$475,000	16	15.38%	46.9	3	5	8	0
\$475,001 and up	11	10.58%	49.2	2	4	3	2
Total Pending Units	104			24	56	22	2
Total Pending Volume	22,096,696	100%	45.4	4.20M	10.03M	6.86M	1.01M
Average Listing Price	\$213,547			\$174,921	\$179,054	\$311,709	\$507,000

July 2022



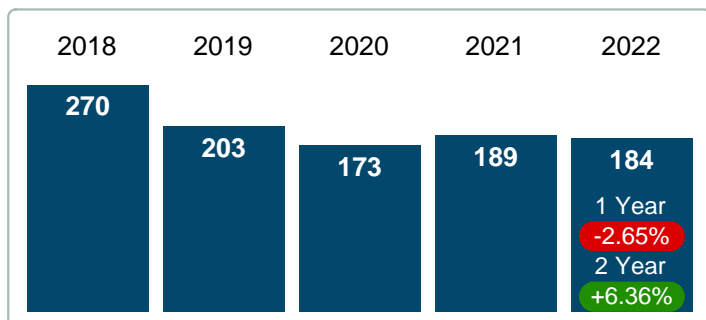
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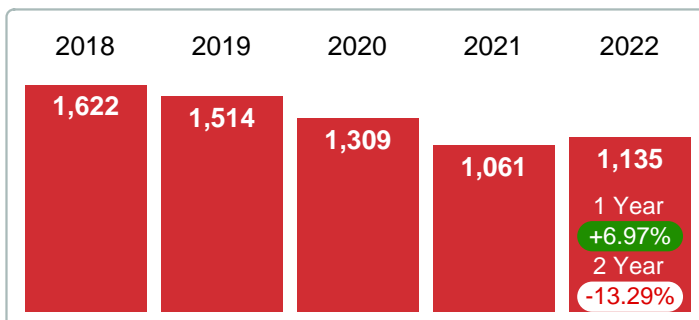
NEW LISTINGS

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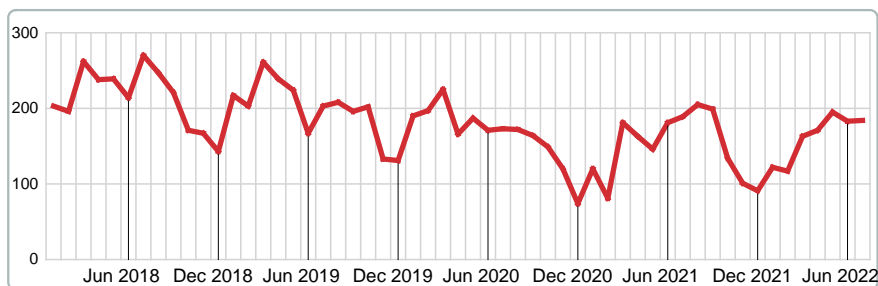
JULY



YEAR TO DATE (YTD)

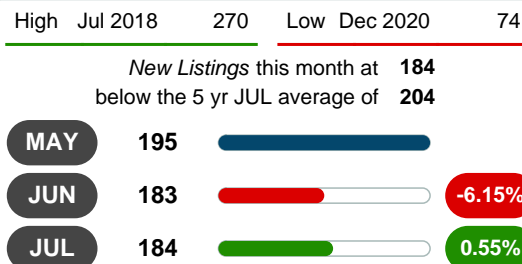


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 204



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	9.24%	7	9	1	0
\$75,001 - \$125,000	25	13.59%	9	15	1	0
\$125,001 - \$150,000	20	10.87%	5	10	5	0
\$150,001 - \$250,000	53	28.80%	12	26	12	3
\$250,001 - \$325,000	28	15.22%	5	16	7	0
\$325,001 - \$500,000	22	11.96%	2	9	8	3
\$500,001 and up	19	10.33%	3	5	8	3
Total New Listed Units	184		43	90	42	9
Total New Listed Volume	58,344,797	100%	11.31M	22.12M	19.70M	5.21M
Average New Listed Listing Price	\$211,470		\$263,137	\$245,727	\$469,065	\$579,311

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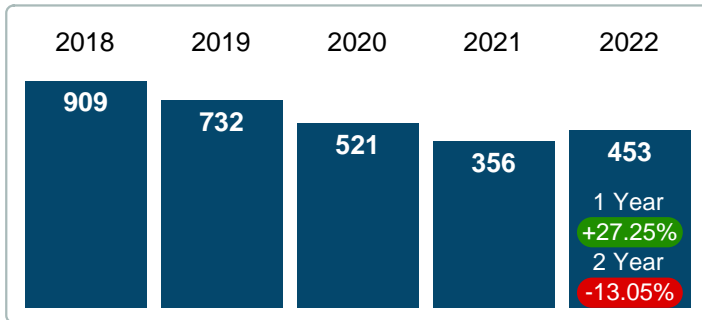
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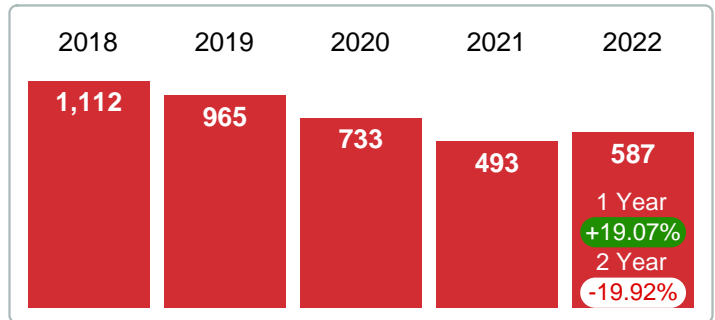
ACTIVE INVENTORY

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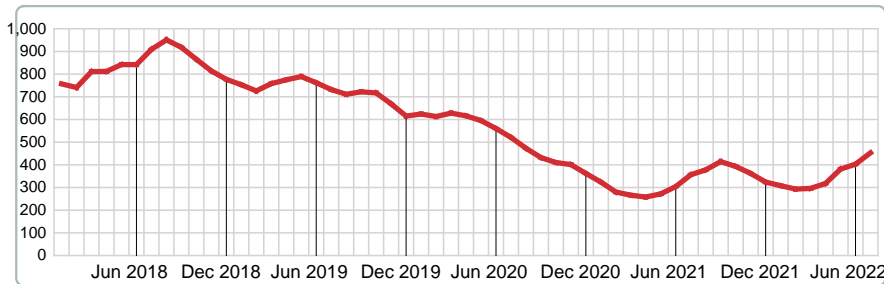
END OF JULY



ACTIVE DURING JULY

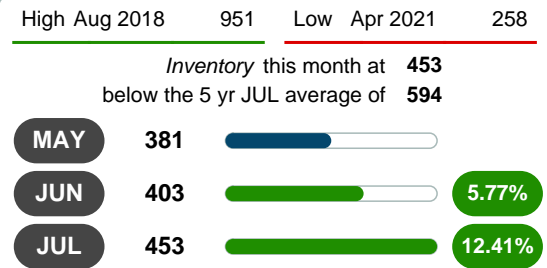


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 594



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	45	9.93%	77.3	24	18	3	0
\$75,001 - \$125,000	49	10.82%	56.3	20	27	2	0
\$125,001 - \$175,000	69	15.23%	63.8	11	47	11	0
\$175,001 - \$275,000	115	25.39%	57.3	19	62	29	5
\$275,001 - \$375,000	66	14.57%	69.7	6	31	25	4
\$375,001 - \$750,000	62	13.69%	93.0	5	29	21	7
\$750,001 and up	47	10.38%	80.3	3	14	21	9
Total Active Inventory by Units			453	88	228	112	25
Total Active Inventory by Volume			196,618,535	20.66M	84.96M	59.02M	31.97M
Average Active Inventory Listing Price			\$434,037	\$234,797	\$372,641	\$526,981	\$1,278,896

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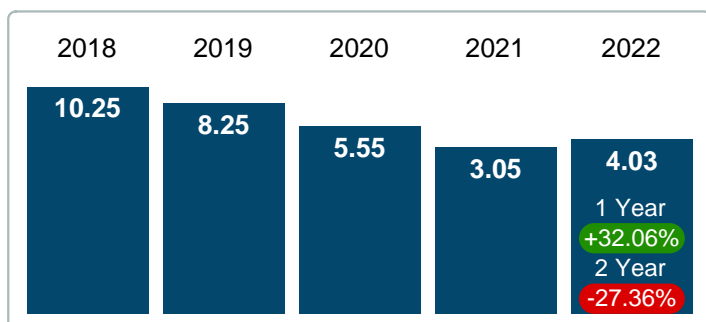
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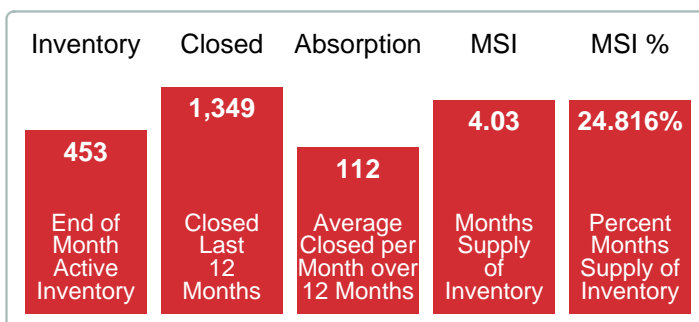
MONTHS SUPPLY of INVENTORY (MSI)

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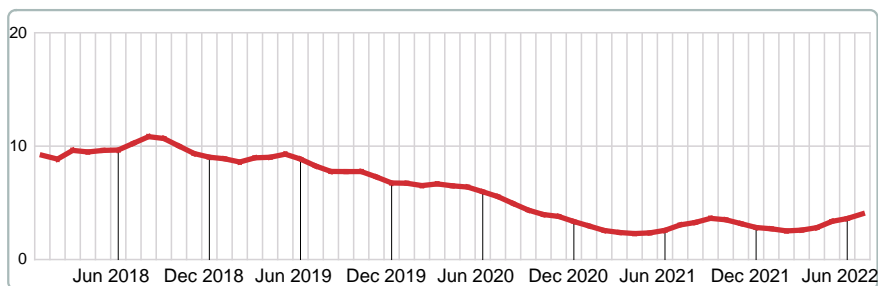
MSI FOR JULY



INDICATORS FOR JULY 2022



5 YEAR MARKET ACTIVITY TRENDS

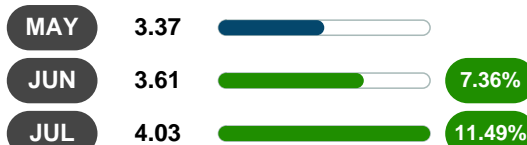


3 MONTHS

5 year JUL AVG = 6.23

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at **4.03**
below the 5 yr JUL average of **6.23**



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	45	9.93%	2.27	2.44	2.06	3.27	0.00
\$75,001 - \$125,000	49	10.82%	2.40	3.69	1.96	1.60	0.00
\$125,001 - \$175,000	69	15.23%	3.52	3.67	3.50	4.00	0.00
\$175,001 - \$275,000	115	25.39%	4.69	8.14	3.88	5.19	8.57
\$275,001 - \$375,000	66	14.57%	5.04	6.55	4.09	6.98	4.00
\$375,001 - \$750,000	62	13.69%	4.83	4.62	3.82	6.46	7.64
\$750,001 and up	47	10.38%	21.69	0.00	18.67	28.00	13.50
Market Supply of Inventory (MSI)			4.03	3.90	3.36	6.19	6.38
Total Active Inventory by Units		100%	4.03	88	228	112	25

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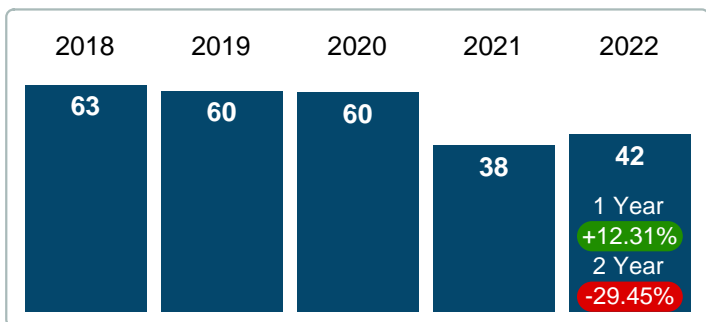
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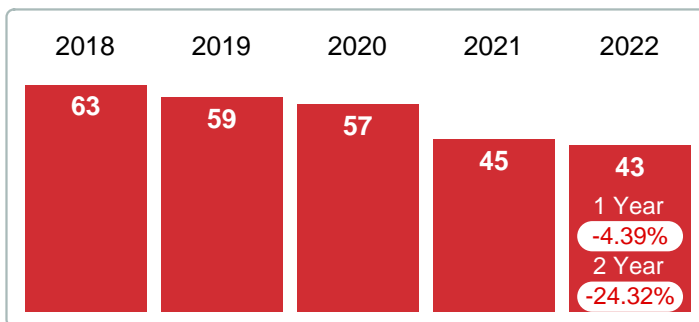
AVERAGE DAYS ON MARKET TO SALE

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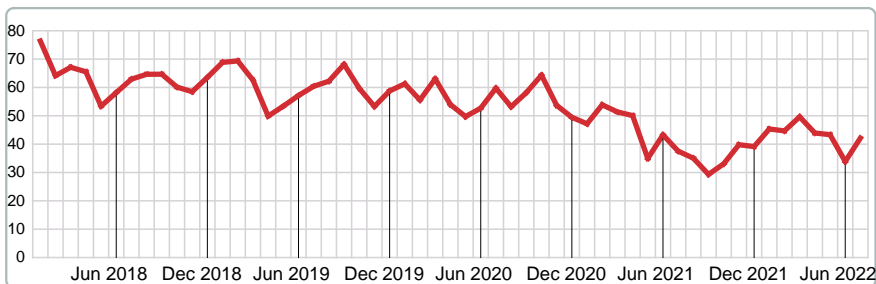
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 42 below the 5 yr JUL 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
\$75,000 and less	7.03%	58	130	42	0	8
\$75,001 - \$100,000	9.38%	44	38	56	21	0
\$100,001 - \$150,000	18.75%	28	26	27	30	68
\$150,001 - \$225,000	25.00%	47	25	50	52	0
\$225,001 - \$300,000	14.06%	55	45	50	78	0
\$300,001 - \$525,000	16.41%	33	21	23	62	18
\$525,001 and up	9.38%	41	27	32	49	72
Average Closed DOM		42	39	40	55	39
Total Closed Units	100%	42	22	78	21	7
Total Closed Volume		31,719,631	4.12M	18.50M	6.50M	2.60M

July 2022



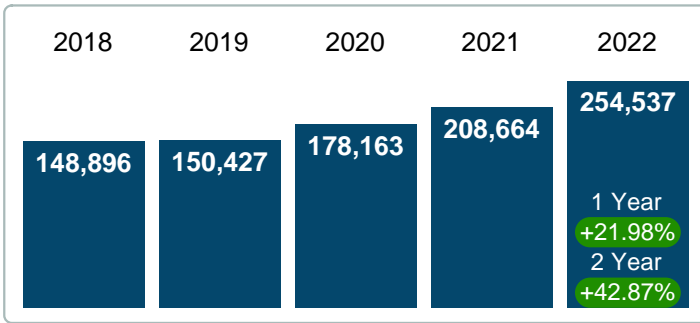
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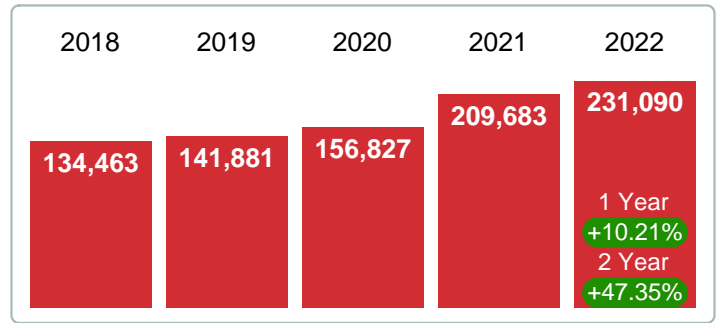
AVERAGE LIST PRICE AT CLOSING

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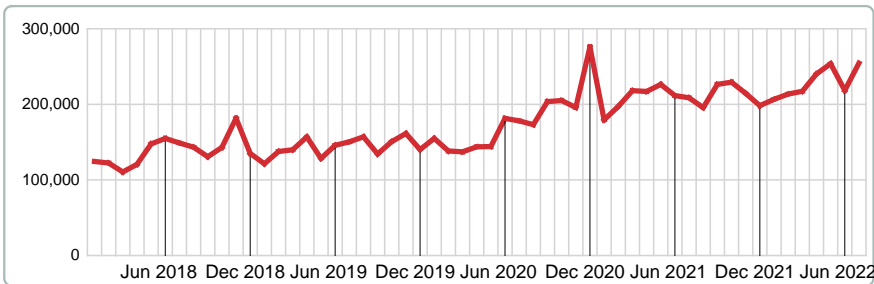
JULY



YEAR TO DATE (YTD)

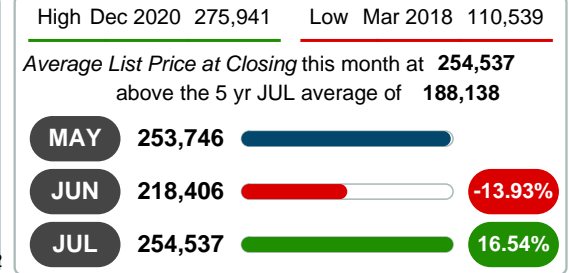


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 188,138



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		
\$75,000 and less	8	6.25%	43,313	59,250	48,817	0 15,000		
\$75,001 - \$100,000	12	9.38%	93,450	99,450	98,380	110,000 0		
\$100,001 - \$150,000	24	18.75%	129,746	123,225	133,465	137,500 135,000		
\$150,001 - \$225,000	29	22.66%	185,793	190,740	196,880	198,928 0		
\$225,001 - \$300,000	23	17.97%	262,391	279,000	264,679	279,900 0		
\$300,001 - \$525,000	20	15.63%	365,348	339,500	374,377	397,450 349,833		
\$525,001 and up	12	9.38%	772,417	649,500	800,000	625,000 735,000		
Average List Price		254,537		200,855	246,674	297,709	381,357	
Total Closed Units		128	100%	254,537	22	78	21	7
Total Closed Volume		32,580,762			4.42M	19.24M	6.25M	2.67M

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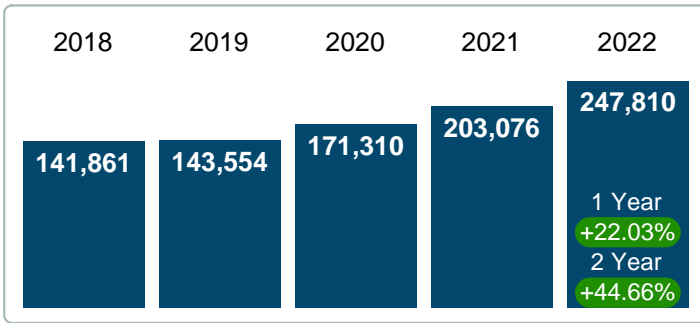
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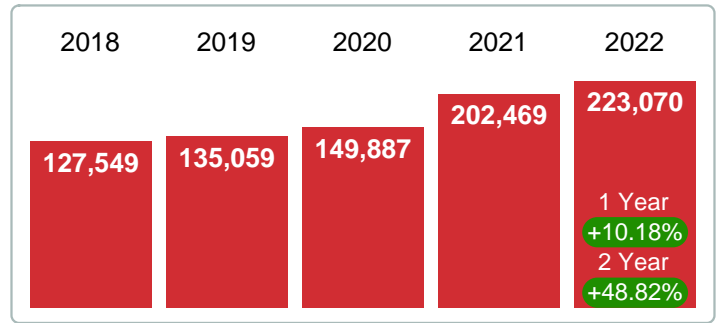
AVERAGE SOLD PRICE AT CLOSING

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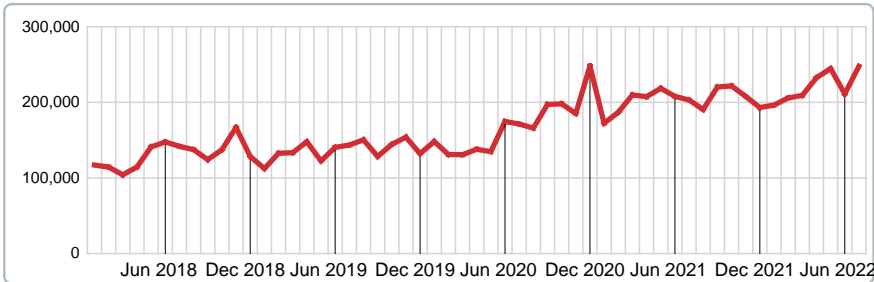
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 181,522

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

Average Sold Price at Closing this month at **247,810** above the 5 yr JUL average of **181,522**



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
\$75,000 and less	7.03%	43,778	55,500	44,667	0	15,000
\$75,001 - \$100,000	9.38%	91,908	91,317	91,000	100,000	0
\$100,001 - \$150,000	18.75%	127,258	118,125	129,071	126,250	135,000
\$150,001 - \$225,000	25.00%	188,151	186,880	187,752	190,200	0
\$225,001 - \$300,000	14.06%	260,661	279,000	256,493	274,000	0
\$300,001 - \$525,000	16.41%	366,467	332,500	374,940	378,567	336,667
\$525,001 and up	9.38%	730,000	557,500	748,333	860,000	717,500
Average Sold Price		247,810	187,491	237,212	309,395	370,714
Total Closed Units	100%	247,810	22	78	21	7
Total Closed Volume		31,719,631	4.12M	18.50M	6.50M	2.60M

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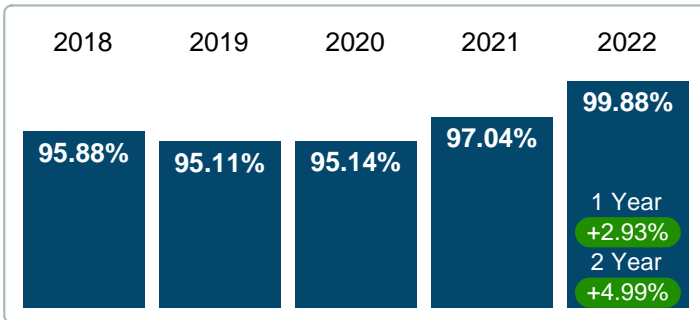
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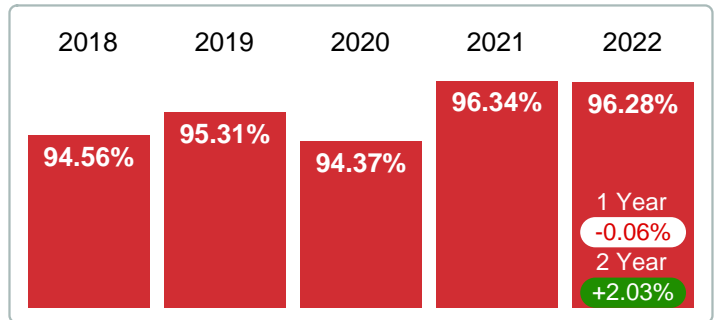
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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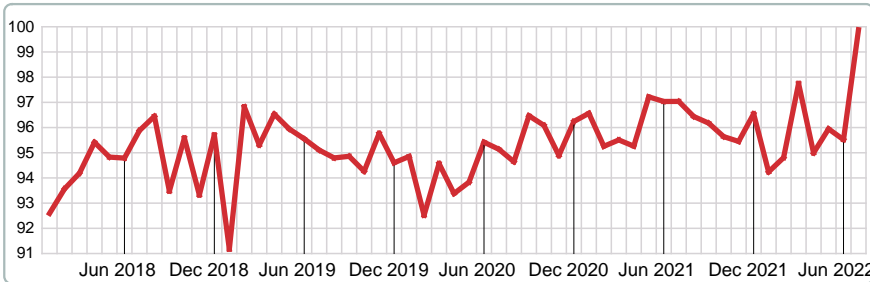
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 96.61%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **99.88%** above the 5 yr JUL average of **96.61%**



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
\$75,000 and less	9 <div style="width: 20%;"></div>	7.03%	89.93%	92.02%	87.55%	0.00%	100.00%
\$75,001 - \$100,000	12 <div style="width: 30%;"></div>	9.38%	92.68%	92.66%	93.04%	90.91%	0.00%
\$100,001 - \$150,000	24 <div style="width: 50%;"></div>	18.75%	96.65%	96.42%	97.14%	91.33%	100.00%
\$150,001 - \$225,000	32 <div style="width: 60%;"></div>	25.00%	96.24%	98.16%	95.93%	95.79%	0.00%
\$225,001 - \$300,000	18 <div style="width: 40%;"></div>	14.06%	97.39%	100.00%	97.07%	98.00%	0.00%
\$300,001 - \$525,000	21 <div style="width: 45%;"></div>	16.41%	98.00%	97.87%	100.20%	95.29%	96.13%
\$525,001 and up	12 <div style="width: 30%;"></div>	9.38%	137.75%	86.25%	94.89%	357.83%	97.72%
Average Sold/List Ratio		99.90%		94.76%	96.04%	120.26%	97.69%
Total Closed Units		128	100%	22	78	21	7
Total Closed Volume		31,719,631		4.12M	18.50M	6.50M	2.60M

July 2022



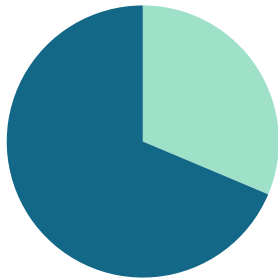
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

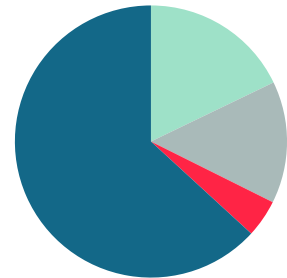


Inventory
 New Listings
184 = 31.35%
 Start Inventory
403
 Total Inventory Units
587
 Volume
\$230,217,630

Market Activity

Closed Sales
128 = 17.85%
 Pending Sales
104 = 14.50%
 Other Off Market
32 = 4.46%
 Active Inventory
453 = 63.18%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	117	128	9.40%	775	747	-3.61%
Pending Sales	113	104	-7.96%	834	764	-8.39%
New Listings	189	184	-2.65%	1,061	1,135	6.97%
Average List Price	208,664	254,537	21.98%	209,683	231,090	10.21%
Average Sale Price	203,076	247,810	22.03%	202,469	223,070	10.18%
Average Percent of Selling Price to List Price	97.04%	99.88%	2.93%	96.34%	96.28%	-0.06%
Average Days on Market to Sale	37.53	42.15	12.31%	44.87	42.91	-4.39%
Monthly Inventory	357	453	26.89%	357	453	26.89%
Months Supply of Inventory	3.06	4.03	31.69%	3.06	4.03	31.69%

Absorption: Last 12 months, an Average of 112 Sales/Month

Inventory on July 31, 2022 = 453

2021 2022

JULY MARKET

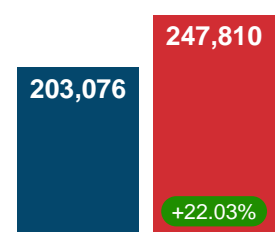
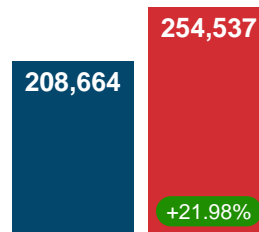
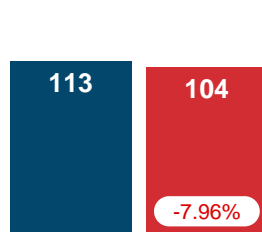
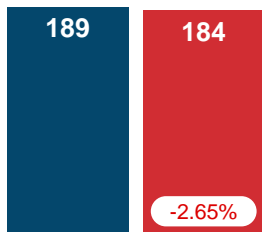
AVERAGE PRICES

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

