

July 2022



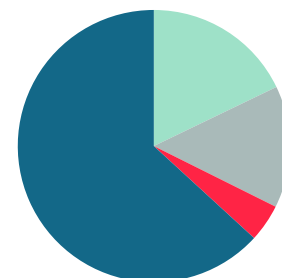
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	150,000	199,450	32.97%
Median Sale Price	149,900	192,500	28.42%
Median Percent of Selling Price to List Price	100.00%	97.15%	-2.85%
Median Days on Market to Sale	15.00	21.00	40.00%
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.

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 **28.42%** in July 2022 to \$192,500 versus the previous year at \$149,900.

Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 6.00 days or **40.00%** in July 2022 compared to last year's same month at **15.00** DOM.

Sales Success for July 2022 is Positive

Overall, with Median 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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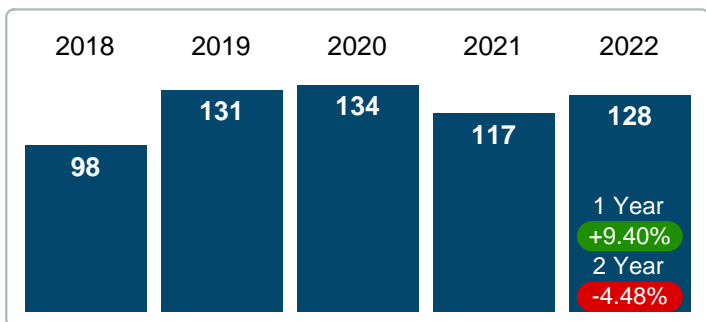
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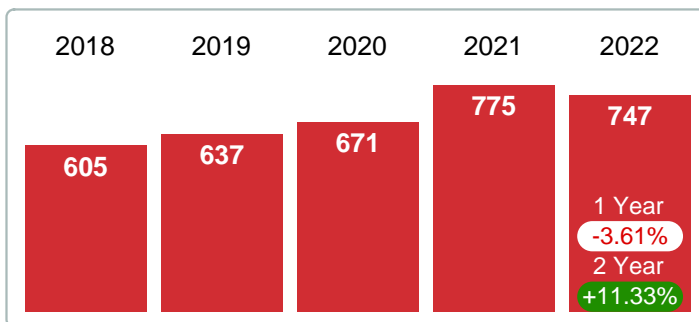
CLOSED LISTINGS

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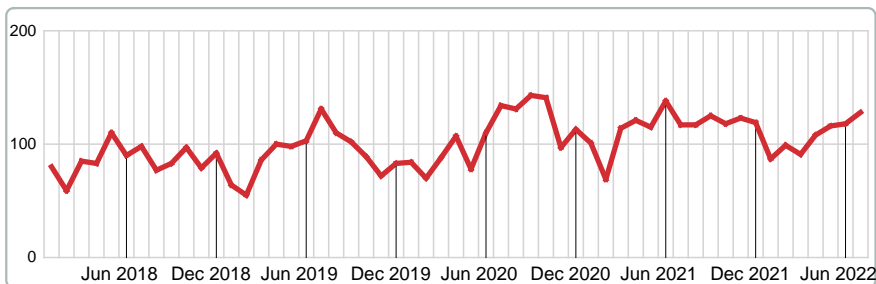
JULY



YEAR TO DATE (YTD)

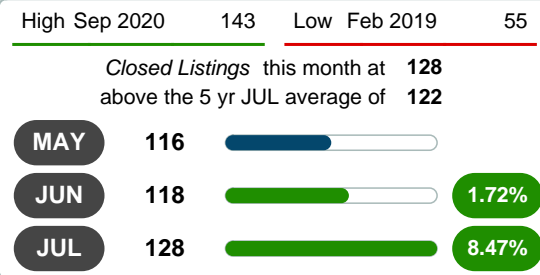


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 122



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.03%	23.0	2	6	0	1
\$75,001 - \$100,000	12	9.38%	37.0	6	5	1	0
\$100,001 - \$150,000	24	18.75%	10.0	4	17	2	1
\$150,001 - \$225,000	32	25.00%	21.0	5	20	7	0
\$225,001 - \$300,000	18	14.06%	28.5	1	14	3	0
\$300,001 - \$525,000	21	16.41%	15.0	2	10	6	3
\$525,001 and up	12	9.38%	26.5	2	6	2	2
Total Closed Units	128			22	78	21	7
Total Closed Volume	31,719,631	100%	21.0	4.12M	18.50M	6.50M	2.60M
Median Closed Price	\$192,500			\$128,750	\$194,900	\$268,000	\$320,000

July 2022



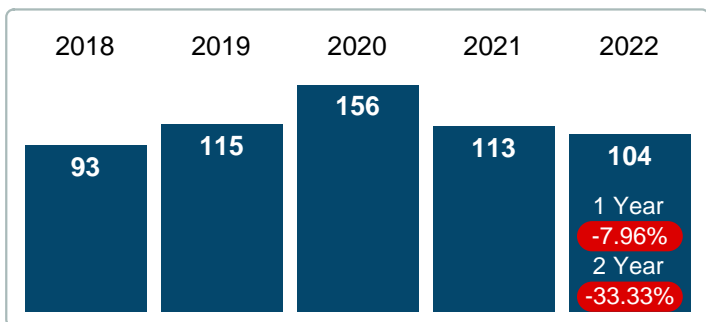
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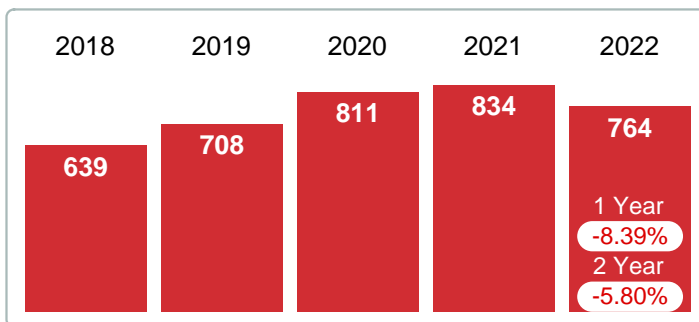
PENDING LISTINGS

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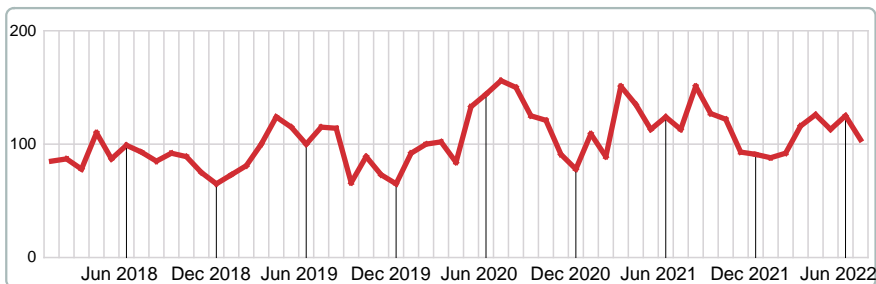
JULY



YEAR TO DATE (YTD)

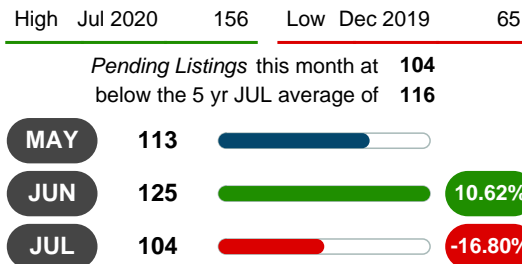


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 116



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.62%	26.0	4	5	1	0
\$50,001 - \$75,000	7	6.73%	79.0	2	5	0	0
\$75,001 - \$125,000	19	18.27%	32.0	6	12	1	0
\$125,001 - \$175,000	23	22.12%	6.0	5	16	2	0
\$175,001 - \$275,000	18	17.31%	23.5	2	9	7	0
\$275,001 - \$475,000	16	15.38%	37.5	3	5	8	0
\$475,001 and up	11	10.58%	16.0	2	4	3	2
Total Pending Units	104			24	56	22	2
Total Pending Volume	22,096,696	100%	24.5	4.20M	10.03M	6.86M	1.01M
Median Listing Price	\$161,250			\$132,000	\$136,450	\$279,500	\$507,000

July 2022



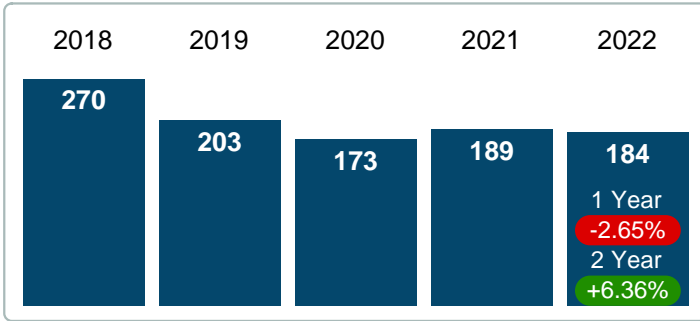
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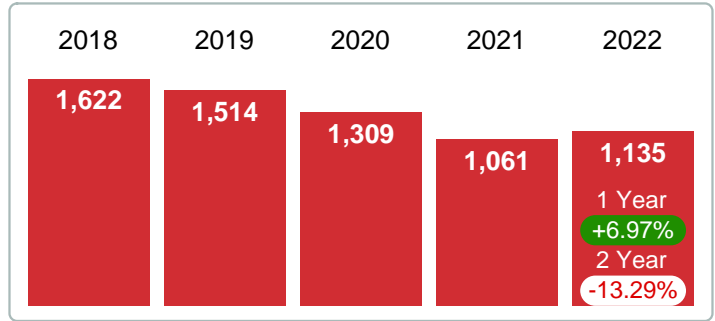
NEW LISTINGS

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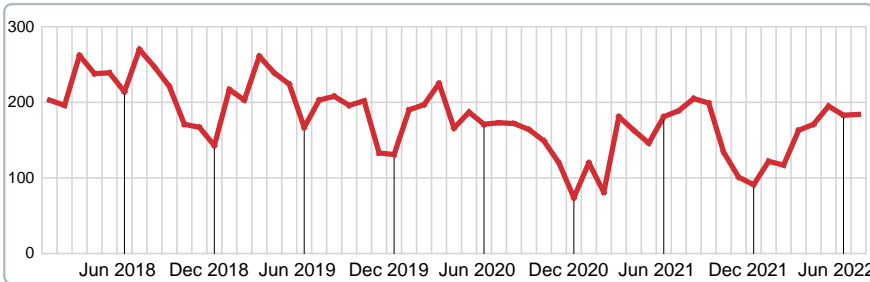
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 204

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 184
below the 5 yr JUL average of 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
Median New Listed Listing Price	\$199,700		\$157,500	\$177,200	\$275,000	\$430,000

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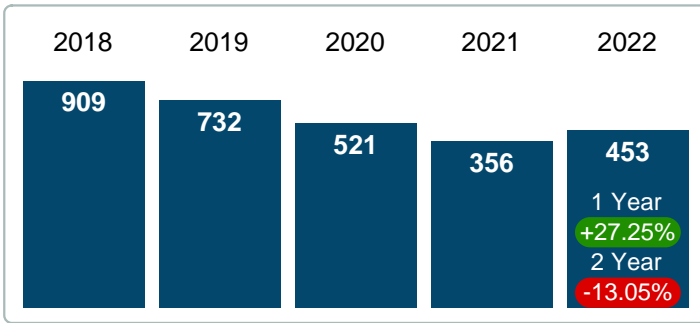
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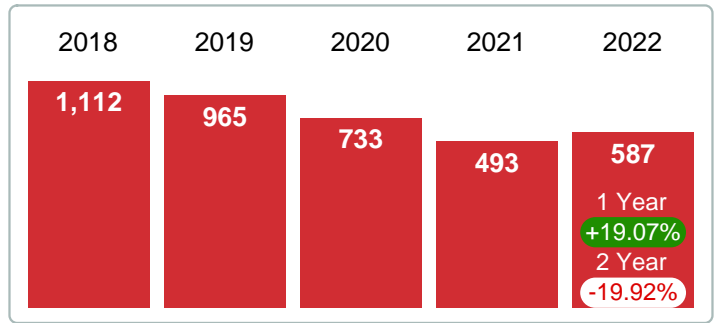
ACTIVE INVENTORY

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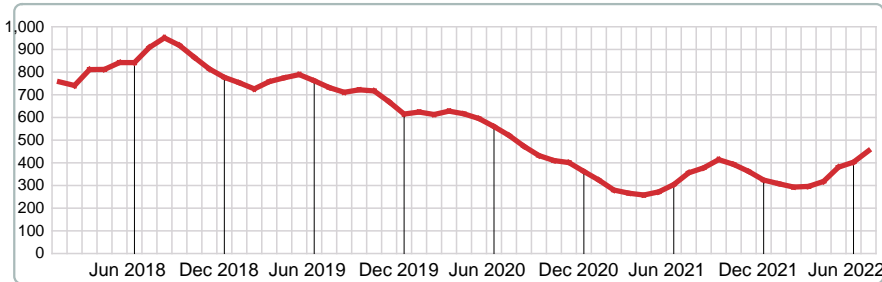
END OF JULY



ACTIVE DURING JULY

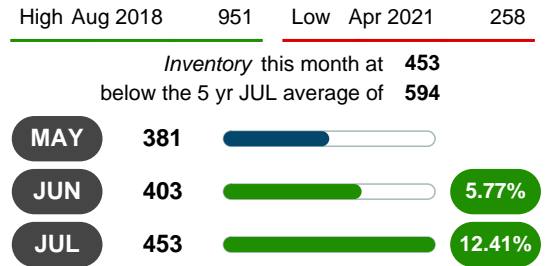


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 594



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	45	9.93%	51.0	24	18	3	0
\$75,001 - \$125,000	49	10.82%	39.0	20	27	2	0
\$125,001 - \$175,000	69	15.23%	44.0	11	47	11	0
\$175,001 - \$275,000	115	25.39%	51.0	19	62	29	5
\$275,001 - \$375,000	66	14.57%	52.0	6	31	25	4
\$375,001 - \$750,000	62	13.69%	58.5	5	29	21	7
\$750,001 and up	47	10.38%	74.0	3	14	21	9
Total Active Inventory by Units		453		88	228	112	25
Total Active Inventory by Volume		196,618,535	100%	20.66M	84.96M	59.02M	31.97M
Median Active Inventory Listing Price		\$229,500		\$130,000	\$215,000	\$324,450	\$549,900

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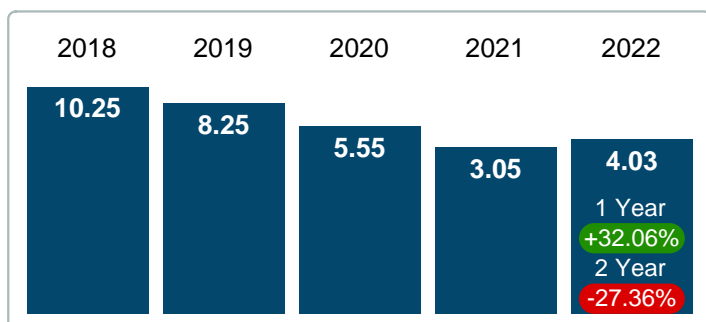
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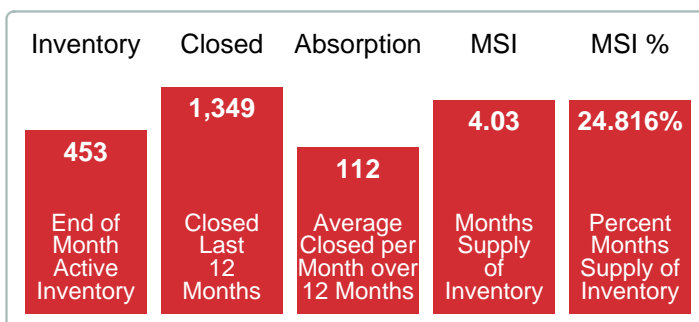
MONTHS SUPPLY of INVENTORY (MSI)

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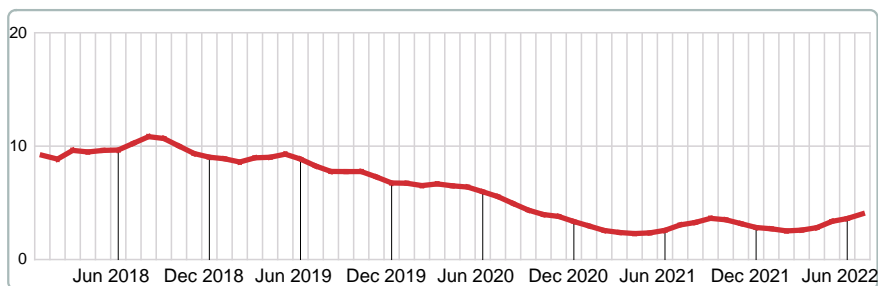
MSI FOR JULY



INDICATORS FOR JULY 2022



5 YEAR MARKET ACTIVITY TRENDS

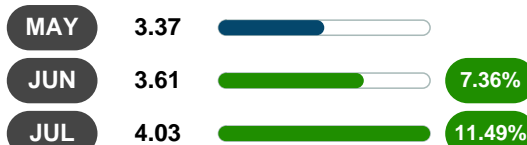


3 MONTHS

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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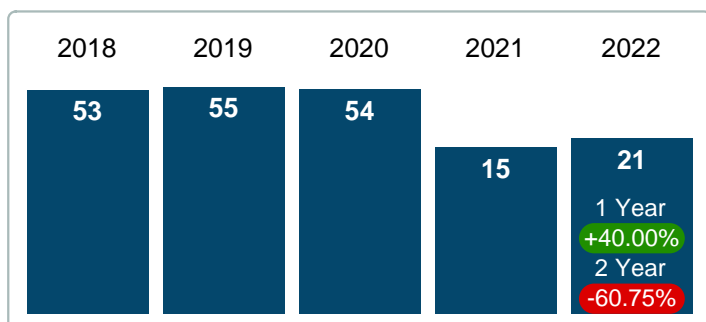
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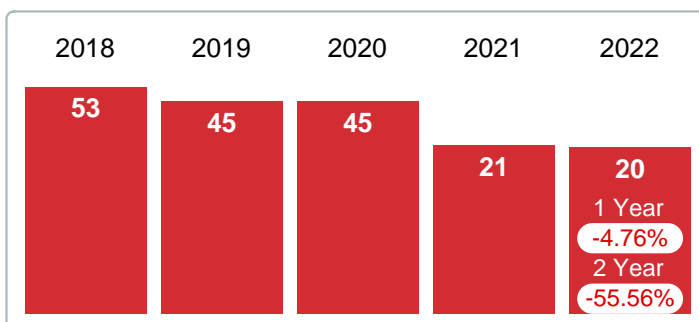
MEDIAN DAYS ON MARKET TO SALE

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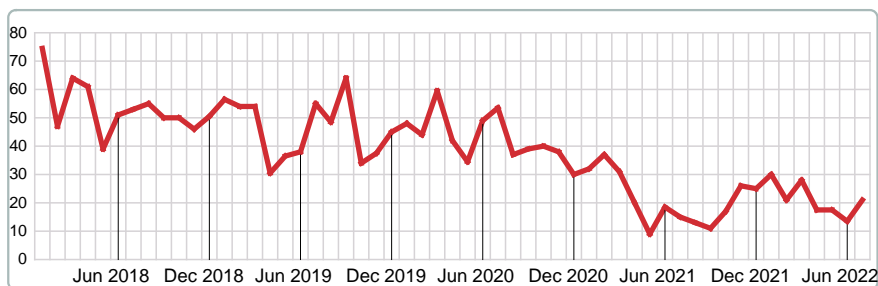
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

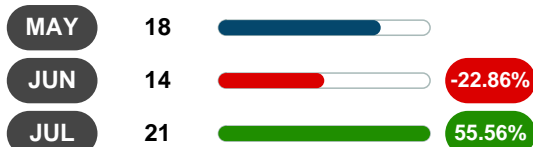


3 MONTHS

5 year JUL AVG = 40

High Jan 2018 75 Low May 2021 9

Median Days on Market to Sale this month at 21 below the 5 yr JUL average of 40



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
\$75,000 and less	7.03%	23	130	39	0	8
\$75,001 - \$100,000	9.38%	37	40	40	21	0
\$100,001 - \$150,000	18.75%	10	10	10	30	68
\$150,001 - \$225,000	25.00%	21	18	20	34	0
\$225,001 - \$300,000	14.06%	29	45	27	34	0
\$300,001 - \$525,000	16.41%	15	21	9	33	11
\$525,001 and up	9.38%	27	27	17	49	72
Median Closed DOM		21	21	19	34	22
Total Closed Units	100%	128	22	78	21	7
Total Closed Volume		31,719,631	4.12M	18.50M	6.50M	2.60M

July 2022



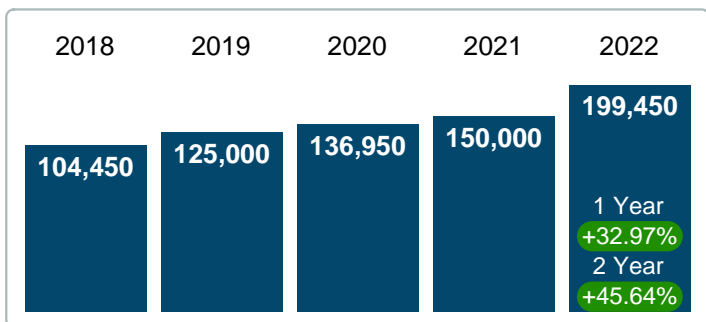
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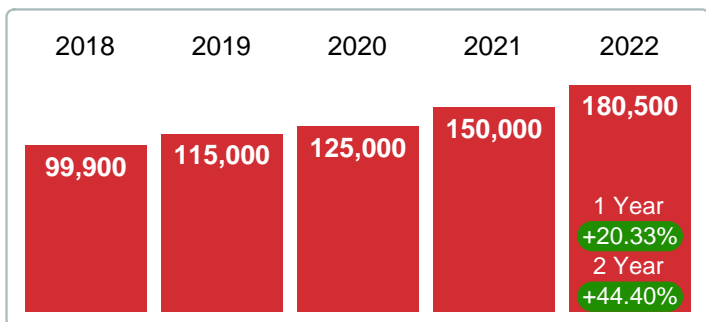
MEDIAN LIST PRICE AT CLOSING

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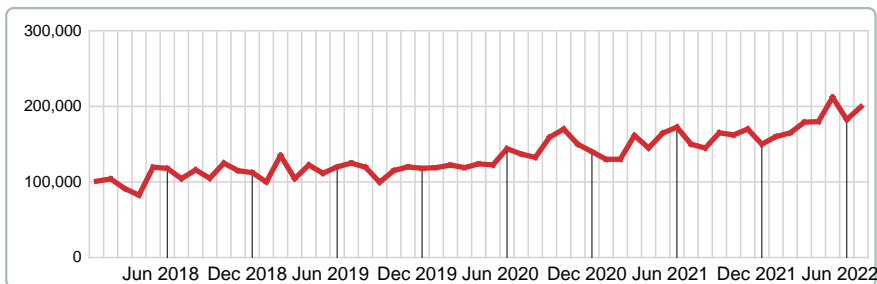
JULY



YEAR TO DATE (YTD)

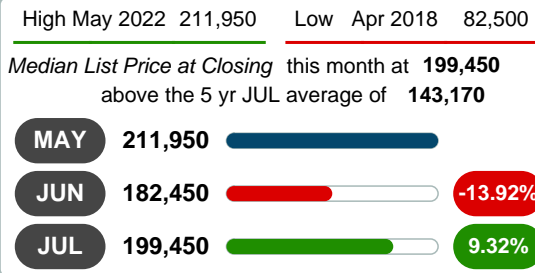


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 143,170



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
\$75,000 and less	8	44,000	59,250	43,000	0	15,000
\$75,001 - \$100,000	12	97,000	95,000	96,450	100,000	0
\$100,001 - \$150,000	24	129,450	124,000	136,000	115,000	135,000
\$150,001 - \$225,000	29	184,900	189,900	179,900	189,900	0
\$225,001 - \$300,000	23	269,000	279,000	260,000	269,900	0
\$300,001 - \$525,000	20	349,950	339,500	346,584	359,900	349,500
\$525,001 and up	12	664,000	649,500	727,000	850,000	735,000
Median List Price		199,450	137,450	194,900	228,900	349,500
Total Closed Units	128	100%	22	78	21	7
Total Closed Volume	32,580,762		4.42M	19.24M	6.25M	2.67M

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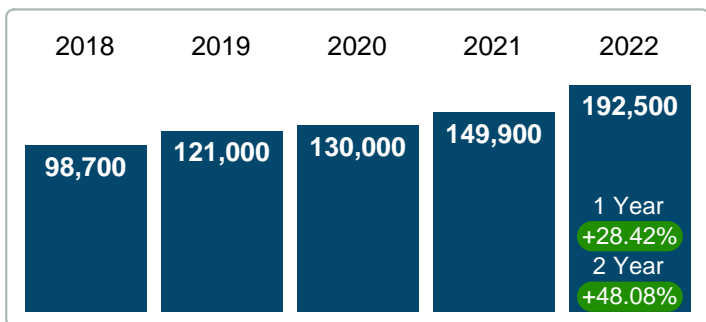
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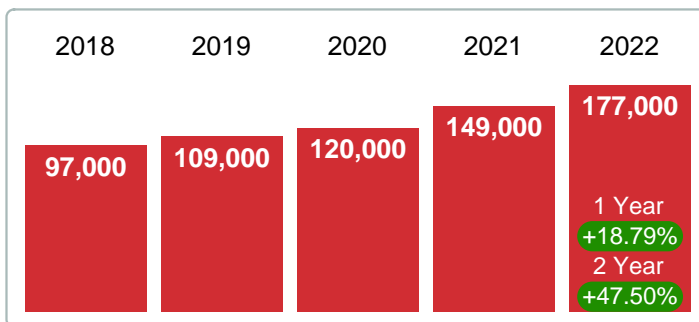
MEDIAN SOLD PRICE AT CLOSING

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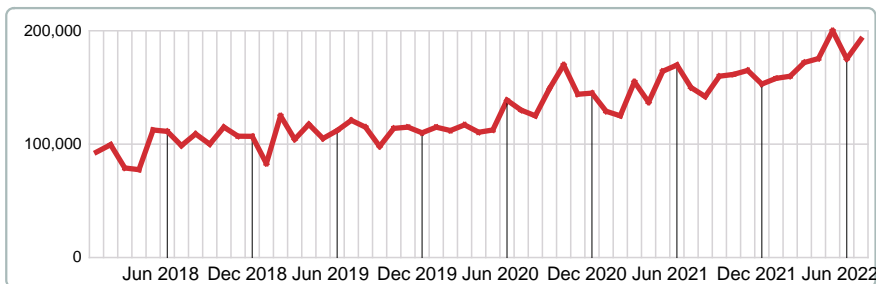
JULY



YEAR TO DATE (YTD)

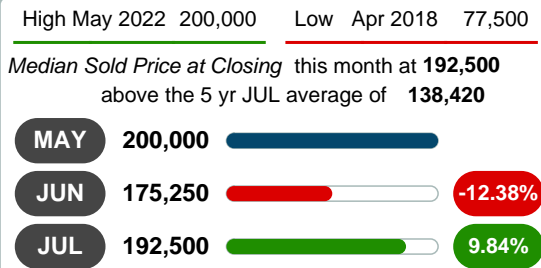


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 138,420



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
\$75,000 and less	9	7.03%	43,000	55,500	44,000	0	15,000
\$75,001 - \$100,000	12	9.38%	92,450	92,450	89,000	100,000	0
\$100,001 - \$150,000	24	18.75%	127,450	112,500	129,900	126,250	135,000
\$150,001 - \$225,000	32	25.00%	184,950	180,000	184,950	190,000	0
\$225,001 - \$300,000	18	14.06%	263,500	279,000	254,500	269,000	0
\$300,001 - \$525,000	21	16.41%	350,000	332,500	351,250	337,500	320,000
\$525,001 and up	12	9.38%	615,000	557,500	692,500	860,000	717,500
Median Sold Price			192,500	128,750	194,900	268,000	320,000
Total Closed Units		100%	128	22	78	21	7
Total Closed Volume			31,719,631	4.12M	18.50M	6.50M	2.60M

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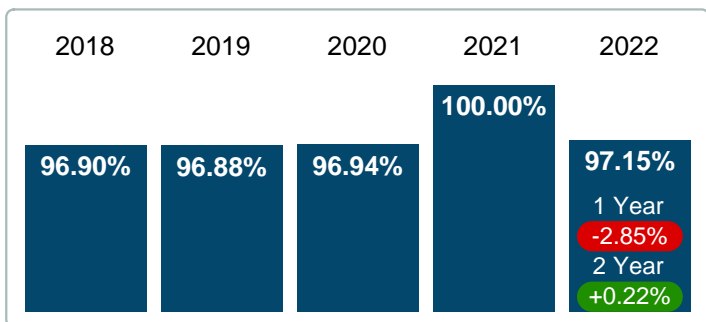
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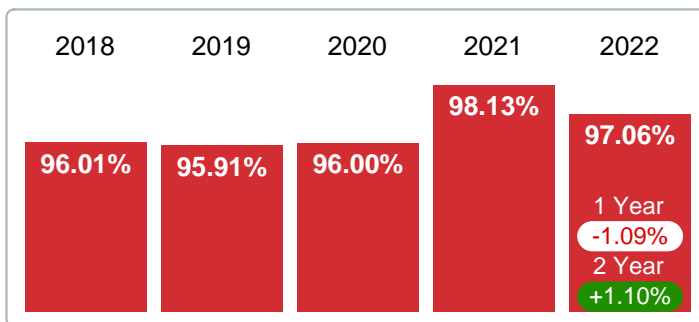
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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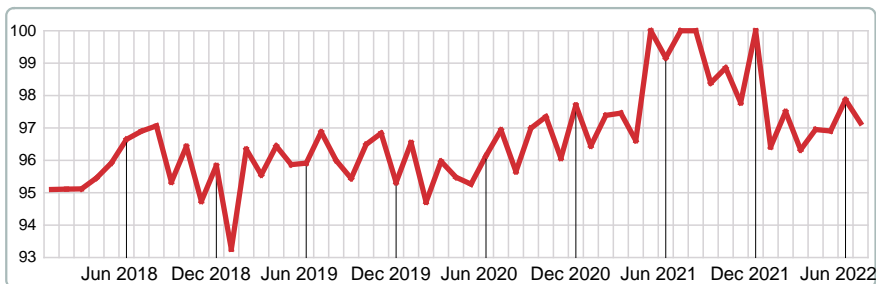
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

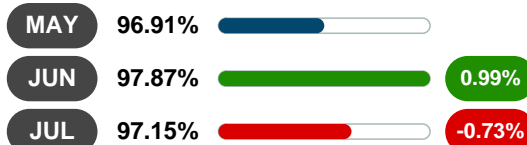


3 MONTHS

5 year JUL AVG = 97.57%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.15%**
 below the 5 yr JUL average of **97.57%**



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
\$75,000 and less	9	7.03%	100.00%	92.02%	96.93%	0.00%	100.00%
\$75,001 - \$100,000	12	9.38%	94.45%	93.55%	94.78%	90.91%	0.00%
\$100,001 - \$150,000	24	18.75%	98.13%	95.45%	100.00%	91.33%	100.00%
\$150,001 - \$225,000	32	25.00%	97.61%	100.00%	98.90%	95.24%	0.00%
\$225,001 - \$300,000	18	14.06%	97.08%	100.00%	96.45%	99.30%	0.00%
\$300,001 - \$525,000	21	16.41%	98.41%	97.87%	99.93%	95.67%	96.83%
\$525,001 and up	12	9.38%	96.72%	86.25%	96.72%	357.83%	97.72%
Median Sold/List Ratio		97.15%		96.42%	98.53%	95.45%	98.39%
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



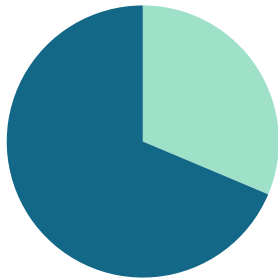
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

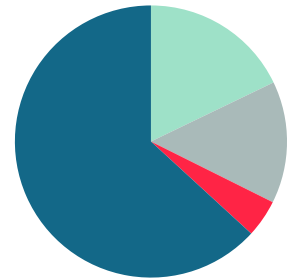


Inventory
 New Listings
184 = 31.35%
 Start Inventory
403
 Total Inventory Units
587
 Volume
\$230,217,630

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%
Median List Price	150,000	199,450	32.97%	150,000	180,500	20.33%
Median Sale Price	149,900	192,500	28.42%	149,000	177,000	18.79%
Median Percent of Selling Price to List Price	100.00%	97.15%	-2.85%	98.13%	97.06%	-1.09%
Median Days on Market to Sale	15.00	21.00	40.00%	21.00	20.00	-4.76%
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

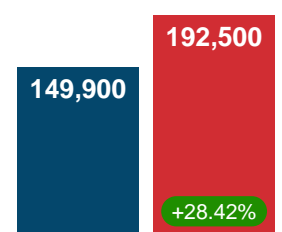
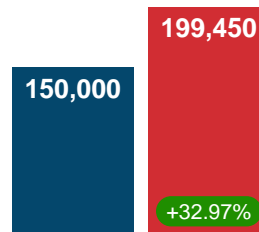
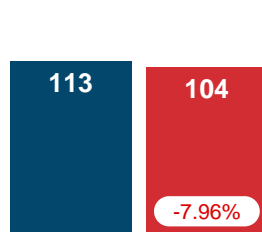
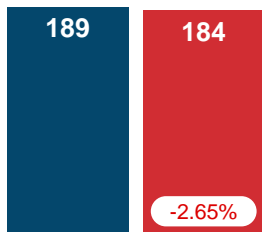
MEDIAN PRICES

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

