

June 2022



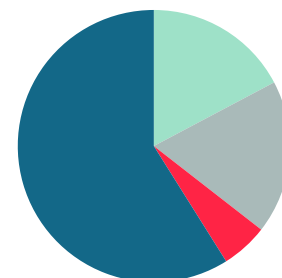
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	138	118	-14.49%
Pending Listings	124	125	0.81%
New Listings	181	183	1.10%
Average List Price	211,585	218,406	3.22%
Average Sale Price	207,902	211,131	1.55%
Average Percent of Selling Price to List Price	97.04%	95.52%	-1.56%
Average Days on Market to Sale	43.26	33.88	-21.68%
End of Month Inventory	305	403	32.13%
Months Supply of Inventory	2.58	3.61	39.93%



■ Closed (17.25%)
■ Pending (18.27%)
■ Other OffMarket (5.56%)
■ Active (58.92%)

Absorption: Last 12 months, an Average of **112** Sales/Month
Active Inventory as of June 30, 2022 = **403**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2022 rose **32.13%** to 403 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 **3.61** 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 **1.55%** in June 2022 to \$211,131 versus the previous year at \$207,902.

Average Days on Market Shortens

The average number of **33.88** days that homes spent on the market before selling decreased by 9.38 days or **21.68%** in June 2022 compared to last year's same month at **43.26** DOM.

Sales Success for June 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 183 New Listings in June 2022, up **1.10%** from last year at 181. Furthermore, there were 118 Closed Listings this month versus last year at 138, a **-14.49%** decrease.

Closed versus Listed trends yielded a **64.5%** ratio, down from previous year's, June 2021, at **76.2%**, a **15.43%** downswing. This will certainly create pressure on an increasing Monthly 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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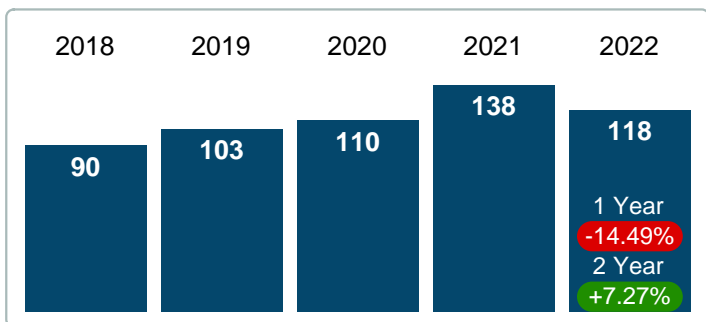
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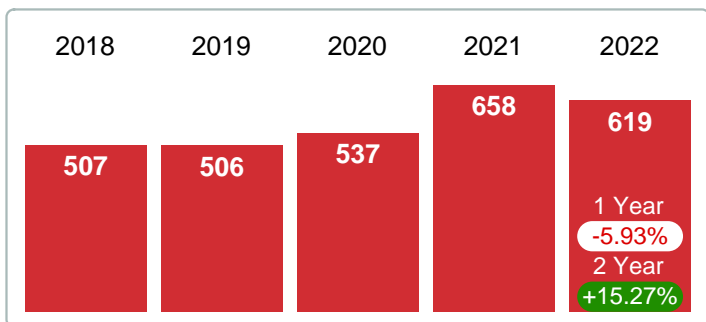
CLOSED LISTINGS

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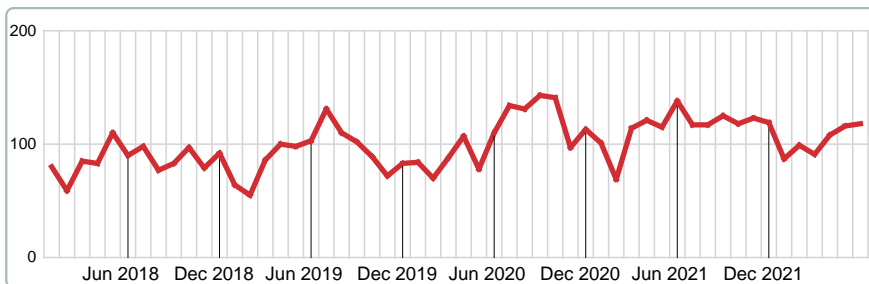
JUNE



YEAR TO DATE (YTD)

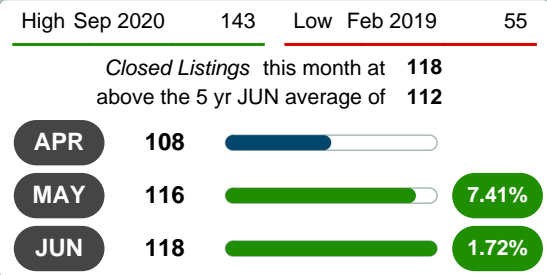


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 112



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	9	7.63%	33.9	6	2	1	0
\$50,001 - \$75,000	11	9.32%	37.2	4	7	0	0
\$75,001 - \$125,000	20	16.95%	31.3	7	12	1	0
\$125,001 - \$200,000	29	24.58%	30.9	6	20	3	0
\$200,001 - \$250,000	19	16.10%	30.4	4	9	6	0
\$250,001 - \$450,000	19	16.10%	36.9	1	12	3	3
\$450,001 and up	11	9.32%	43.8	1	5	4	1
Total Closed Units	118			29	67	18	4
Total Closed Volume	24,913,465	100%	33.9	3.88M	14.26M	5.08M	1.69M
Average Closed Price	\$211,131			\$133,738	\$212,850	\$282,339	\$423,000

June 2022



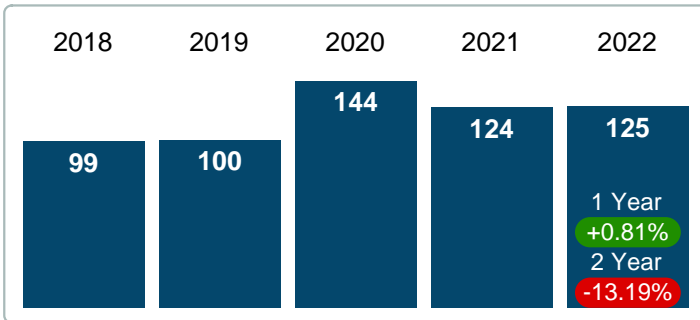
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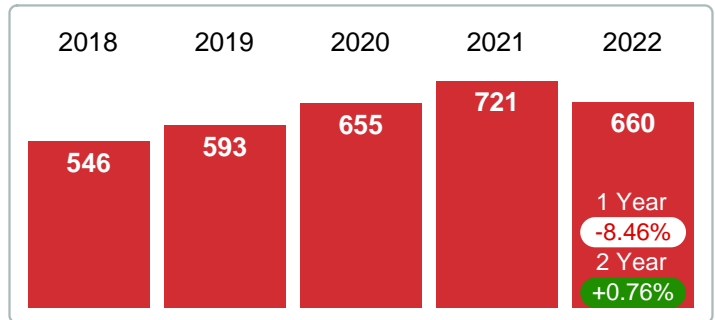
PENDING LISTINGS

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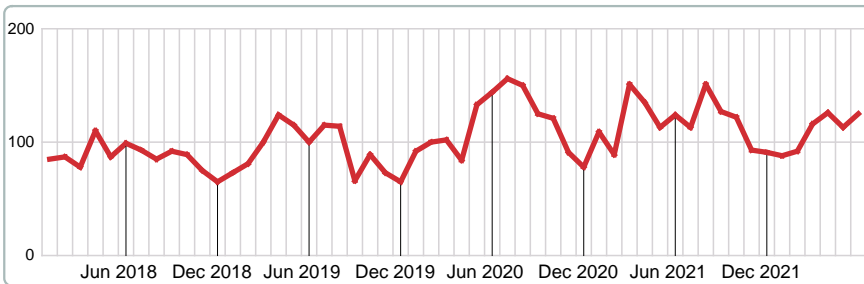
JUNE



YEAR TO DATE (YTD)

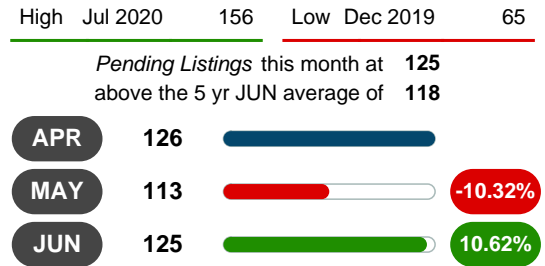


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 118



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	8	6.40%	41.5	4	3	0	1
\$50,001 - \$100,000	18	14.40%	49.8	8	8	2	0
\$100,001 - \$150,000	20	16.00%	40.3	2	14	3	1
\$150,001 - \$250,000	33	26.40%	38.6	7	21	5	0
\$250,001 - \$300,000	16	12.80%	44.8	2	11	3	0
\$300,001 - \$475,000	18	14.40%	45.6	2	10	5	1
\$475,001 and up	12	9.60%	38.2	0	8	3	1
Total Pending Units	125			25	75	21	4
Total Pending Volume	31,274,899	100%	38.8	3.67M	19.68M	6.77M	1.16M
Average Listing Price	\$251,260			\$146,616	\$262,393	\$322,619	\$288,750

June 2022



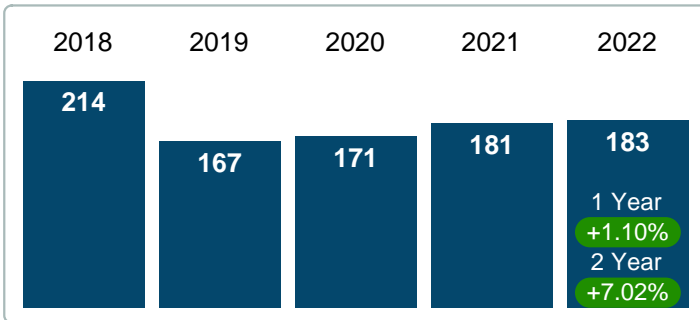
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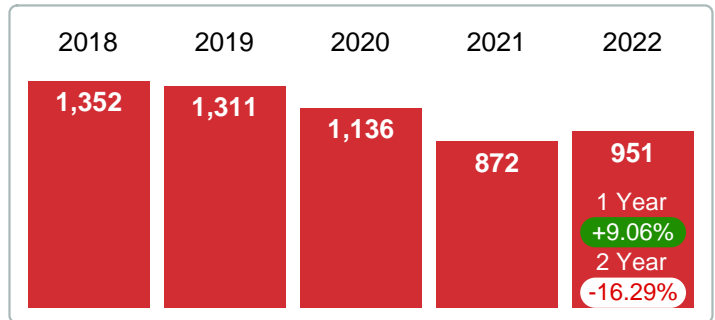
NEW LISTINGS

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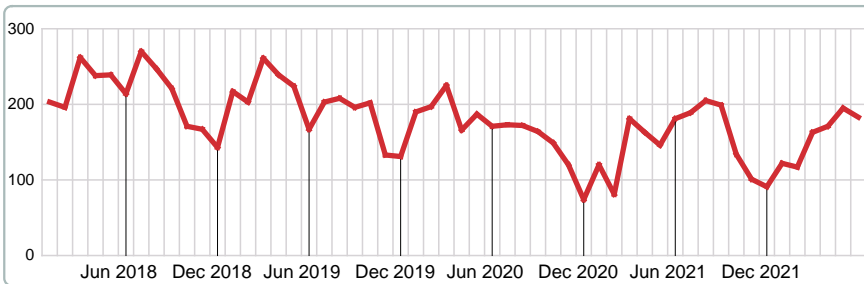
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 183

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 183 equal to 5 yr JUN average of 183



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	7.10%	11	0	1	1
\$50,001 - \$100,000	22	12.02%	12	9	1	0
\$100,001 - \$150,000	29	15.85%	7	20	2	0
\$150,001 - \$250,000	51	27.87%	13	32	6	0
\$250,001 - \$325,000	21	11.48%	2	10	7	2
\$325,001 - \$475,000	25	13.66%	3	8	13	1
\$475,001 and up	22	12.02%	2	12	5	3
Total New Listed Units	183		50	91	35	7
Total New Listed Volume	50,921,038	100%	7.51M	24.86M	14.27M	4.29M
Average New Listed Listing Price	\$240,702		\$150,102	\$273,172	\$407,669	\$612,700

June 2022



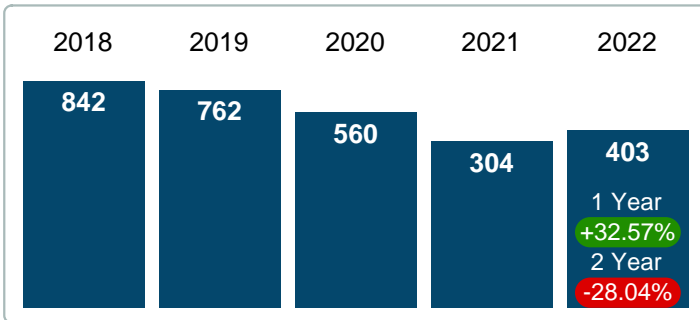
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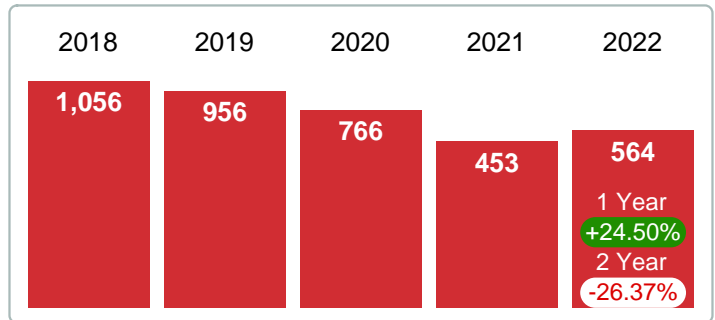
ACTIVE INVENTORY

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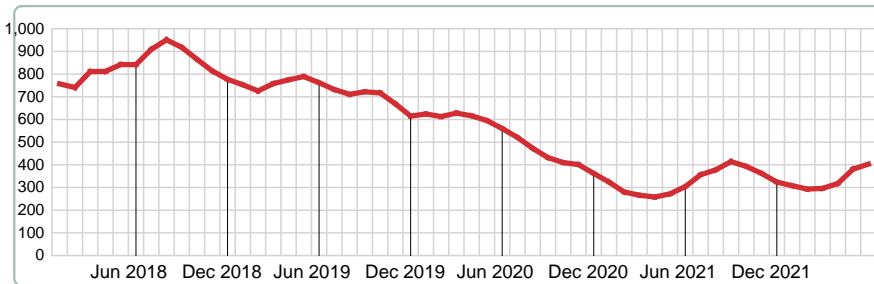
END OF JUNE



ACTIVE DURING JUNE

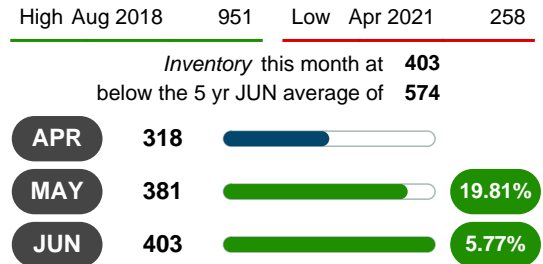


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 574



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	24	5.96%	61.3	14	8	2	0
\$50,001 - \$125,000	68	16.87%	64.5	28	37	3	0
\$125,001 - \$175,000	62	15.38%	63.9	9	46	7	0
\$175,001 - \$275,000	91	22.58%	60.3	14	52	23	2
\$275,001 - \$425,000	68	16.87%	60.5	5	34	24	5
\$425,001 - \$750,000	51	12.66%	91.1	4	22	20	5
\$750,001 and up	39	9.68%	72.0	1	13	17	8
Total Active Inventory by Units	403			75	212	96	20
Total Active Inventory by Volume	171,872,833	100%	66.7	14.48M	80.29M	48.33M	28.77M
Average Active Inventory Listing Price	\$426,483			\$193,104	\$378,721	\$503,423	\$1,438,630

June 2022



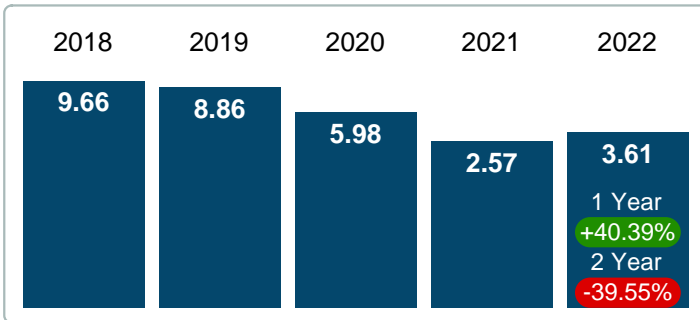
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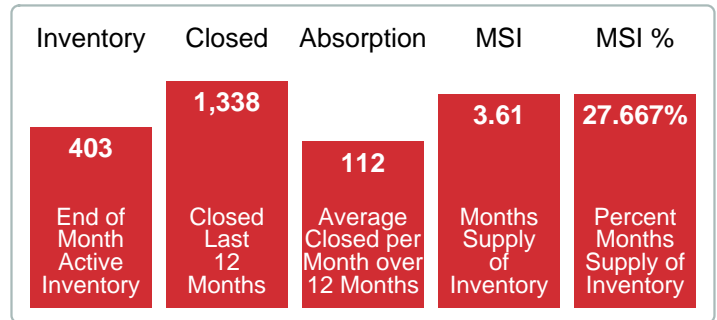
MONTHS SUPPLY of INVENTORY (MSI)

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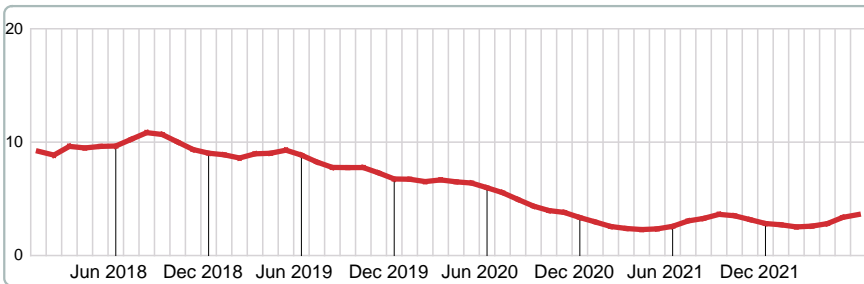
MSI FOR JUNE



INDICATORS FOR JUNE 2022



5 YEAR MARKET ACTIVITY TRENDS

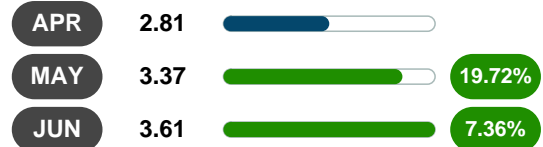


3 MONTHS

5 year JUN AVG = 6.14

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at **3.61**
below the 5 yr JUN average of **6.14**



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	24	5.96%	2.15	2.33	1.71	4.80	0.00
\$50,001 - \$125,000	68	16.87%	2.29	2.95	2.03	1.64	0.00
\$125,001 - \$175,000	62	15.38%	3.07	3.09	3.31	2.33	0.00
\$175,001 - \$275,000	91	22.58%	3.93	6.72	3.47	4.25	3.00
\$275,001 - \$425,000	68	16.87%	4.21	4.29	3.55	5.43	5.00
\$425,001 - \$750,000	51	12.66%	5.51	8.00	4.06	8.00	6.00
\$750,001 and up	39	9.68%	21.27	0.00	26.00	25.50	12.00
Market Supply of Inventory (MSI)			3.61	3.38	3.15	5.26	5.33
Total Active Inventory by Units		100%	3.61	75	212	96	20

June 2022



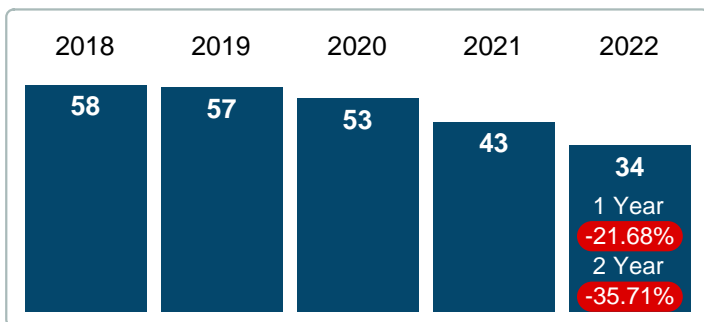
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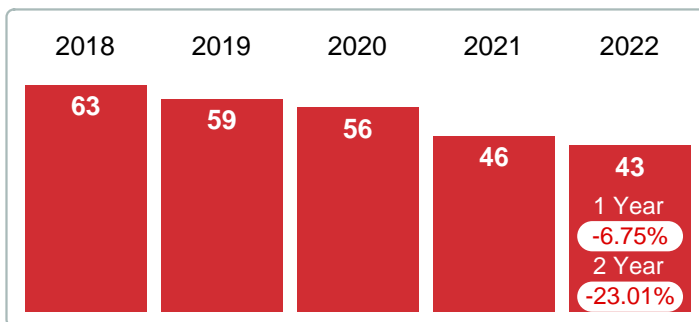
AVERAGE DAYS ON MARKET TO SALE

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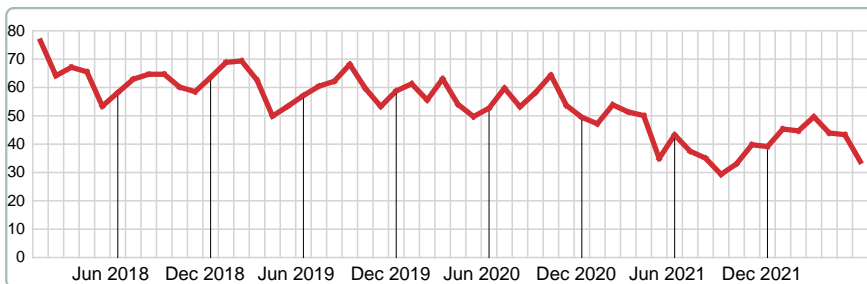
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

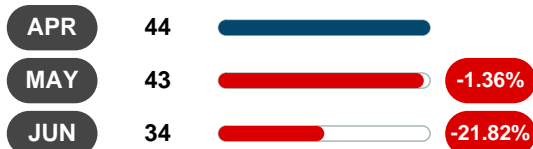


3 MONTHS

5 year JUN AVG = 49

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 34 below the 5 yr JUN average of 49



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	7.63%	34	22	83	5	0
\$50,001 - \$75,000	9.32%	37	35	38	0	0
\$75,001 - \$125,000	16.95%	31	29	34	17	0
\$125,001 - \$200,000	24.58%	31	12	37	30	0
\$200,001 - \$250,000	16.10%	30	9	52	12	0
\$250,001 - \$450,000	16.10%	37	6	31	57	50
\$450,001 and up	9.32%	44	6	55	42	33
Average Closed DOM		34				
Total Closed Units	100%	34	21	40	29	46
Total Closed Volume			3.88M	14.26M	5.08M	1.69M

June 2022



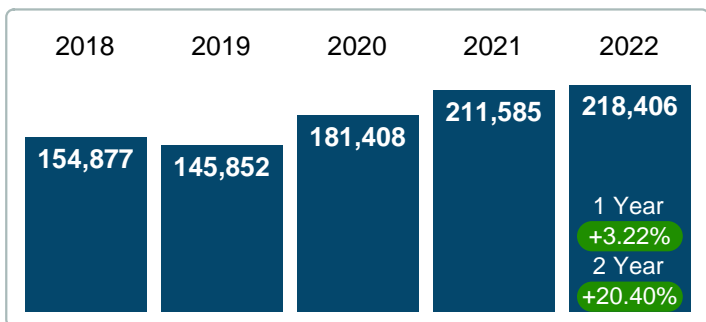
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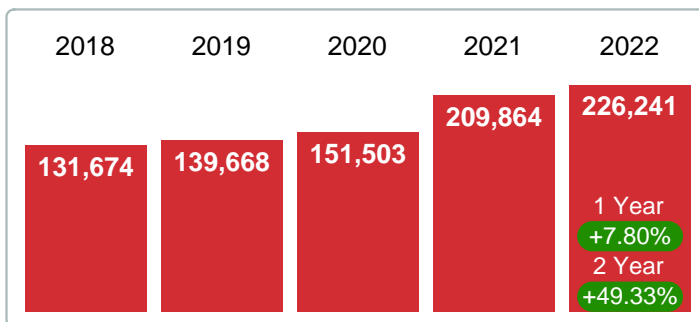
AVERAGE LIST PRICE AT CLOSING

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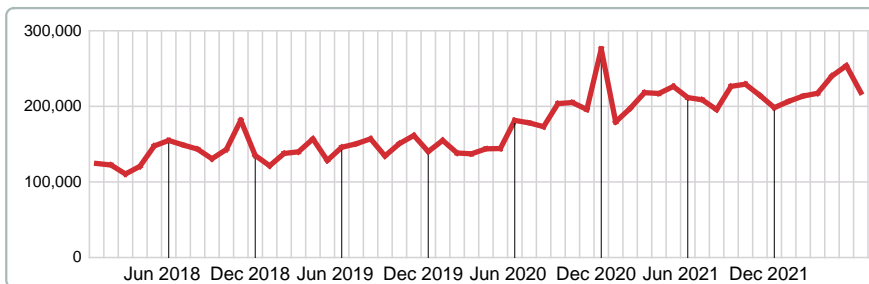
JUNE



YEAR TO DATE (YTD)

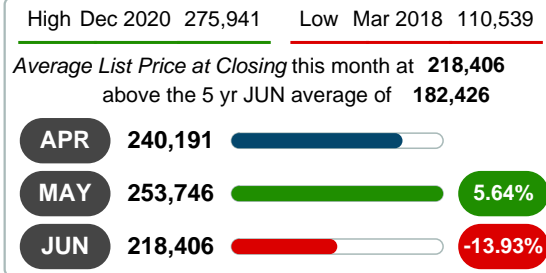


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 182,426



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	8	34,862	42,000	35,950	15,000	0
\$50,001 - \$75,000	10	65,709	67,598	70,157	0	0
\$75,001 - \$125,000	20	106,055	105,114	116,142	99,500	0
\$125,001 - \$200,000	29	164,524	177,817	169,470	155,833	0
\$200,001 - \$250,000	19	229,395	222,500	243,422	229,467	0
\$250,001 - \$450,000	21	323,069	259,900	326,475	344,300	349,984
\$450,001 and up	11	618,245	525,000	689,378	532,450	699,000
Average List Price		218,406	137,931	222,410	284,528	437,238
Total Closed Units	118	100%	29	67	18	4
Total Closed Volume	25,771,930		4.00M	14.90M	5.12M	1.75M

June 2022



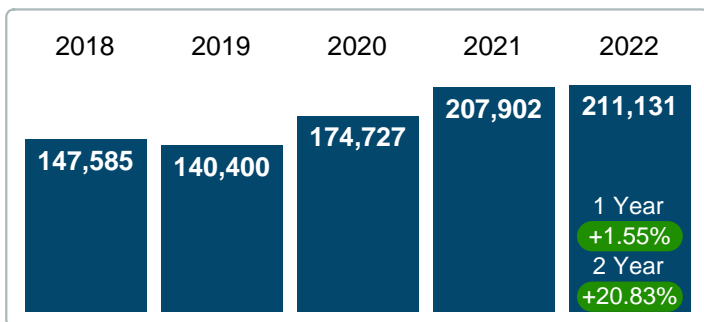
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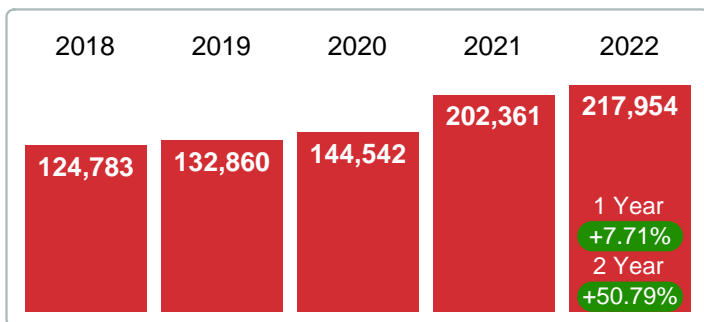
AVERAGE SOLD PRICE AT CLOSING

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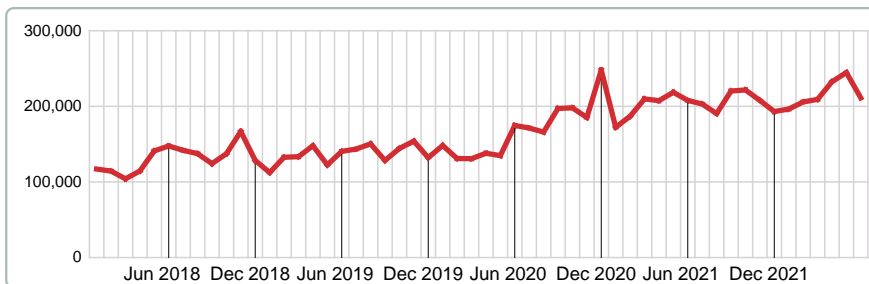
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

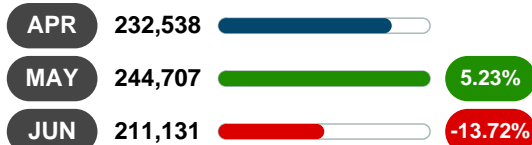


3 MONTHS

5 year JUN AVG = 176,349

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

Average Sold Price at Closing this month at 211,131 above the 5 yr JUN average of 176,349



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	7.63%	30,000	32,333	30,500	15,000	0
\$50,001 - \$75,000	9.32%	63,035	61,873	63,700	0	0
\$75,001 - \$125,000	16.95%	105,750	102,000	109,250	90,000	0
\$125,001 - \$200,000	24.58%	165,030	173,817	163,774	155,833	0
\$200,001 - \$250,000	16.10%	228,721	222,500	234,556	224,117	0
\$250,001 - \$450,000	16.10%	322,421	255,000	318,258	344,967	339,000
\$450,001 and up	9.32%	597,955	535,000	647,500	532,500	675,000
Average Sold Price		211,131	133,738	212,850	282,339	423,000
Total Closed Units	100%	211,131	29	67	18	4
Total Closed Volume		24,913,465	3.88M	14.26M	5.08M	1.69M

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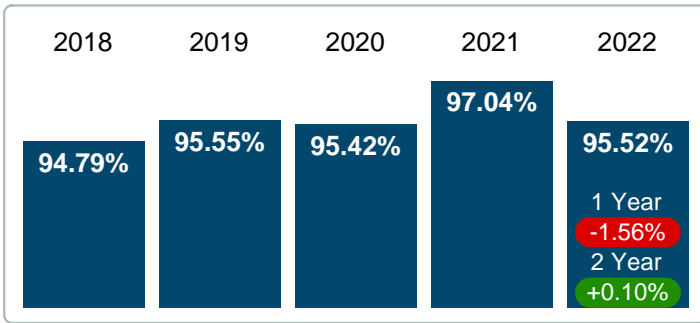
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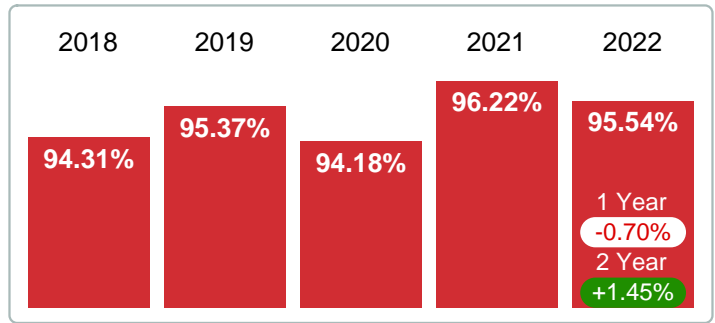
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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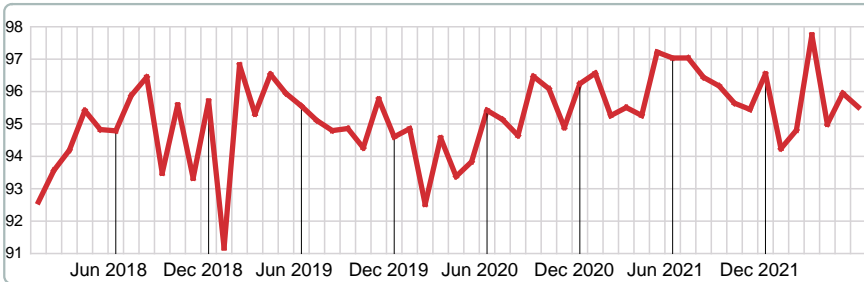
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

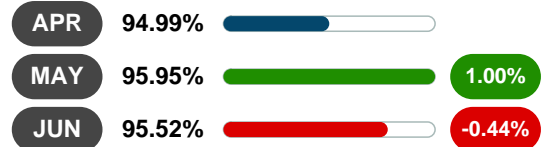


3 MONTHS

5 year JUN AVG = 95.66%

High Mar 2022 97.75% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.52%** equal to 5 yr JUN average of **95.66%**



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	9	7.63%	81.93%	79.07%	81.45%	100.00%	0.00%
\$50,001 - \$75,000	11	9.32%	91.82%	91.66%	91.91%	0.00%	0.00%
\$75,001 - \$125,000	20	16.95%	95.24%	97.38%	94.39%	90.45%	0.00%
\$125,001 - \$200,000	29	24.58%	97.64%	98.20%	97.12%	100.00%	0.00%
\$200,001 - \$250,000	19	16.10%	97.52%	100.00%	96.35%	97.63%	0.00%
\$250,001 - \$450,000	19	16.10%	98.30%	98.11%	98.00%	100.33%	97.50%
\$450,001 and up	11	9.32%	96.99%	101.90%	93.68%	100.01%	96.57%
Average Sold/List Ratio		95.50%		93.52%	95.42%	98.74%	97.27%
Total Closed Units		118	100%	29	67	18	4
Total Closed Volume		24,913,465		3.88M	14.26M	5.08M	1.69M

June 2022



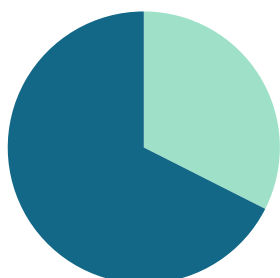
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

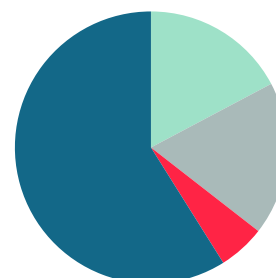


Inventory
 New Listings
183 = 32.45%
 Start Inventory
381
 Total Inventory Units
564
 Volume
\$220,747,781

Market Activity

Closed Sales
118 = 17.25%
 Pending Sales
125 = 18.27%
 Other Off Market
38 = 5.56%
 Active Inventory
403 = 58.92%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	138	118	-14.49%	658	619	-5.93%
Pending Sales	124	125	0.81%	721	660	-8.46%
New Listings	181	183	1.10%	872	951	9.06%
Average List Price	211,585	218,406	3.22%	209,864	226,241	7.80%
Average Sale Price	207,902	211,131	1.55%	202,361	217,954	7.71%
Average Percent of Selling Price to List Price	97.04%	95.52%	-1.56%	96.22%	95.54%	-0.70%
Average Days on Market to Sale	43.26	33.88	-21.68%	46.18	43.06	-6.75%
Monthly Inventory	305	403	32.13%	305	403	32.13%
Months Supply of Inventory	2.58	3.61	39.93%	2.58	3.61	39.93%

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

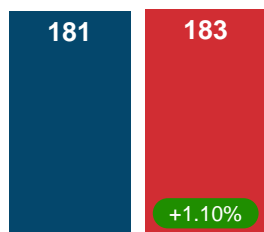
Inventory on June 30, 2022 = 403

2021 2022

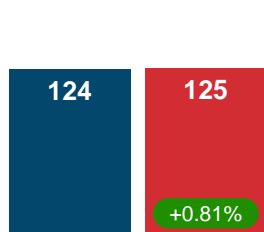
JUNE MARKET

AVERAGE PRICES

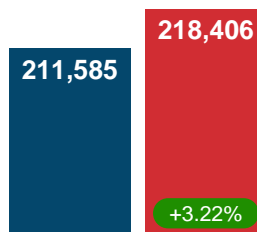
New Listings



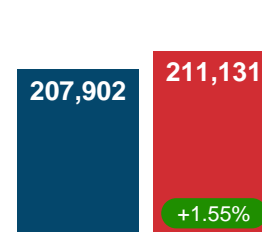
Pending Listings



List Price



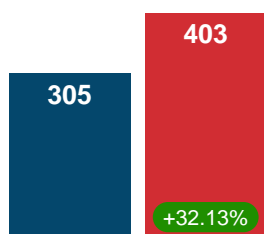
Sale Price



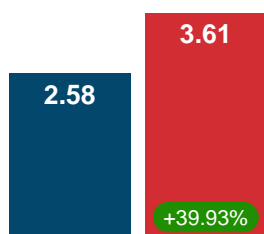
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

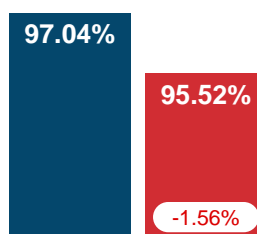
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

