

March 2022



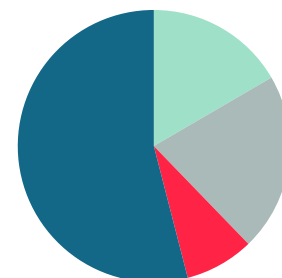
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	114	91	-20.18%
Pending Listings	151	116	-23.18%
New Listings	181	163	-9.94%
Average List Price	218,104	217,286	-0.37%
Average Sale Price	209,794	209,239	-0.26%
Average Percent of Selling Price to List Price	95.51%	97.75%	2.34%
Average Days on Market to Sale	51.37	49.64	-3.37%
End of Month Inventory	267	296	10.86%
Months Supply of Inventory	2.39	2.59	8.27%



■ Closed (16.61%)
■ Pending (21.17%)
■ Other OffMarket (8.21%)
■ Active (54.01%)

Absorption: Last 12 months, an Average of **114** Sales/Month
Active Inventory as of March 31, 2022 = **296**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2022 rose **10.86%** to 296 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 **2.59** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.26%** in March 2022 to \$209,239 versus the previous year at \$209,794.

Average Days on Market Shortens

The average number of **49.64** days that homes spent on the market before selling decreased by 1.73 days or **3.37%** in March 2022 compared to last year's same month at **51.37** DOM.

Sales Success for March 2022 is Positive

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

There were 163 New Listings in March 2022, down **9.94%** from last year at 181. Furthermore, there were 91 Closed Listings this month versus last year at 114, a **-20.18%** decrease.

Closed versus Listed trends yielded a **55.8%** ratio, down from previous year's, March 2021, at **63.0%**, a **11.36%** downswing. 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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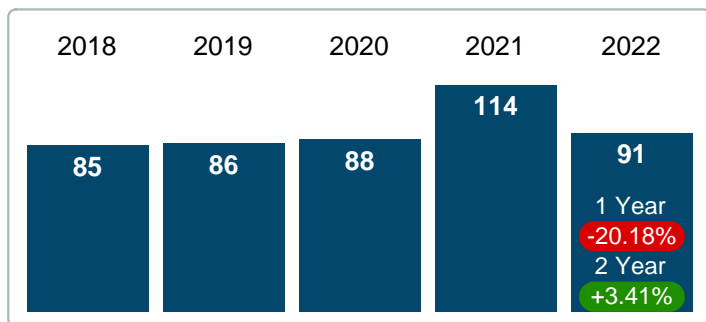
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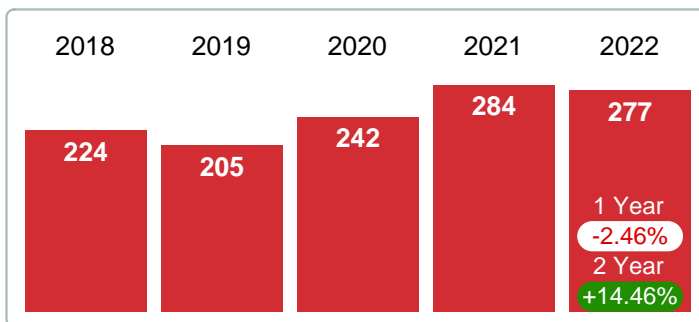
CLOSED LISTINGS

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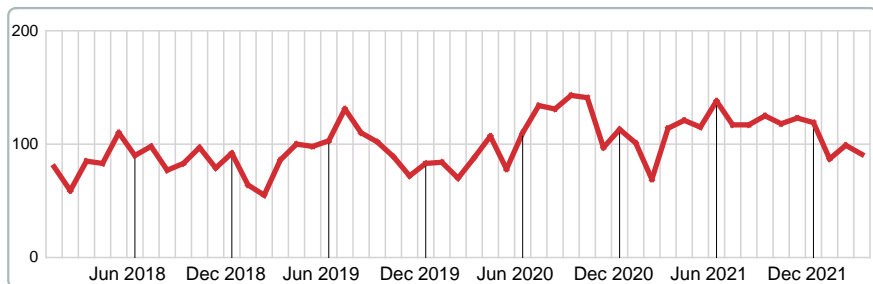
MARCH



YEAR TO DATE (YTD)

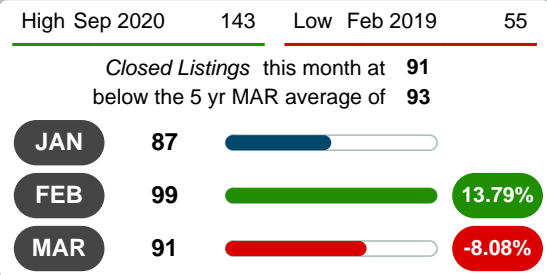


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 93



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.20%	15.0	2	0	0	0
\$25,001 - \$50,000	11	12.09%	51.0	7	4	0	0
\$50,001 - \$125,000	22	24.18%	47.2	8	11	3	0
\$125,001 - \$225,000	23	25.27%	44.5	2	15	4	2
\$225,001 - \$275,000	9	9.89%	55.6	1	7	0	1
\$275,001 - \$375,000	12	13.19%	65.6	0	9	2	1
\$375,001 and up	12	13.19%	48.2	1	5	4	2
Total Closed Units	91			21	51	13	6
Total Closed Volume	19,040,790	100%	49.6	1.91M	11.20M	3.16M	2.76M
Average Closed Price	\$209,239			\$91,048	\$219,652	\$243,203	\$460,817

March 2022



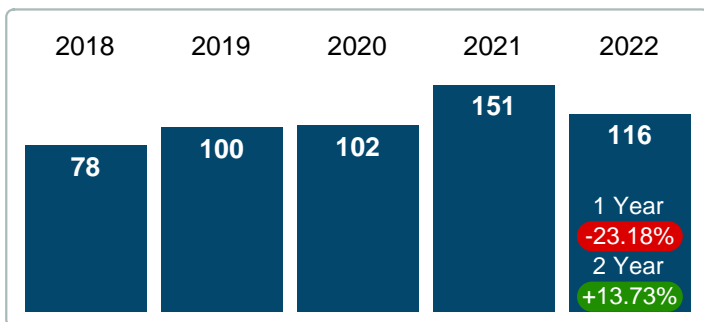
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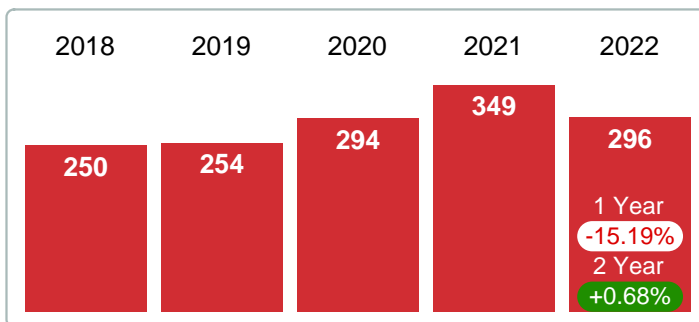
PENDING LISTINGS

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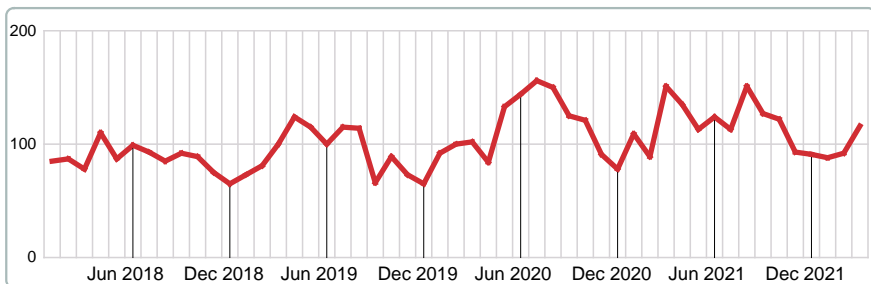
MARCH



YEAR TO DATE (YTD)

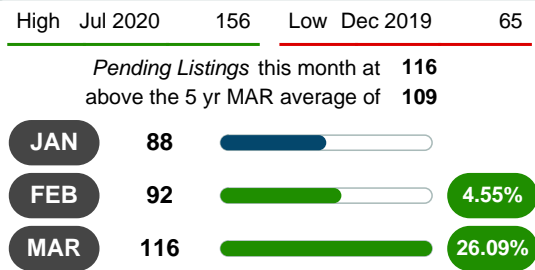


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 109



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	8.62%	68.7	3	6	1	0
\$50,001 - \$75,000	9	7.76%	39.1	4	4	0	1
\$75,001 - \$150,000	24	20.69%	44.0	9	14	1	0
\$150,001 - \$225,000	25	21.55%	43.9	3	18	4	0
\$225,001 - \$325,000	21	18.10%	59.7	1	15	5	0
\$325,001 - \$475,000	14	12.07%	40.1	0	10	2	2
\$475,001 and up	13	11.21%	58.5	1	7	4	1
Total Pending Units	116			21	74	17	4
Total Pending Volume	27,907,299	100%	49.3	2.64M	17.87M	5.74M	1.66M
Average Listing Price	\$242,211			\$125,752	\$241,476	\$337,671	\$414,225

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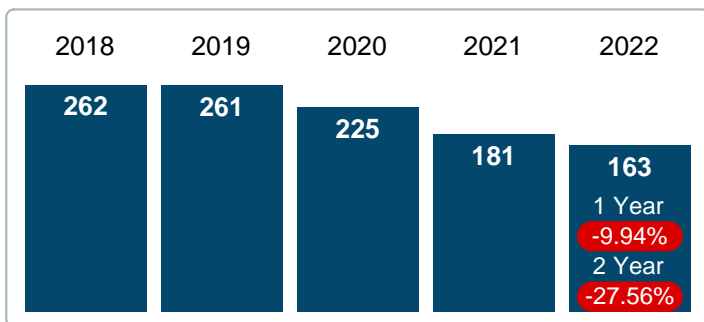
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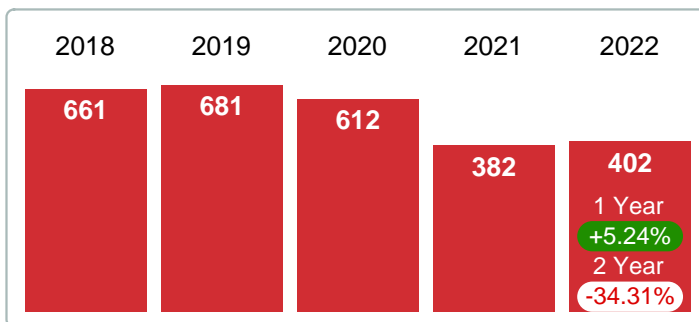
NEW LISTINGS

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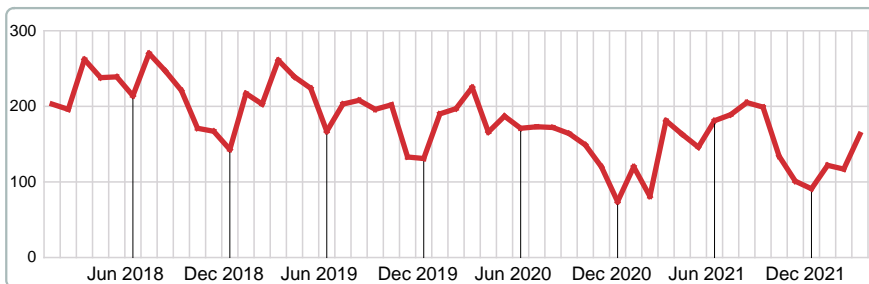
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 218

High Jul 2018 270 Low Dec 2020 74

New Listings this month at **163**
 below the 5 yr MAR average of **218**



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	11	6.75%	7	2	1	1
\$75,001 - \$100,000	14	8.59%	6	7	1	0
\$100,001 - \$175,000	37	22.70%	8	25	3	1
\$175,001 - \$275,000	40	24.54%	7	22	9	2
\$275,001 - \$375,000	24	14.72%	2	12	9	1
\$375,001 - \$525,000	17	10.43%	0	11	5	1
\$525,001 and up	20	12.27%	2	9	8	1
Total New Listed Units	163		32	88	36	7
Total New Listed Volume	49,946,500	100%	5.51M	24.58M	14.63M	5.23M
Average New Listed Listing Price	\$281,992		\$172,216	\$279,286	\$406,381	\$746,957

March 2022



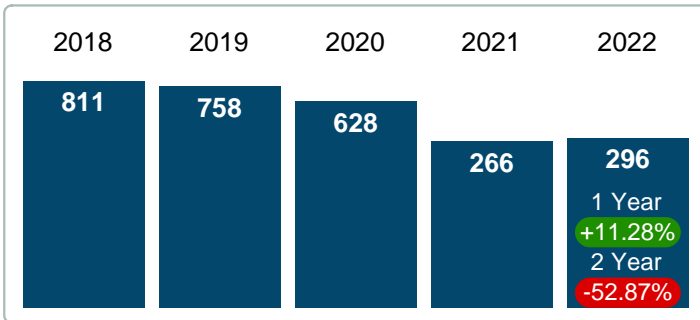
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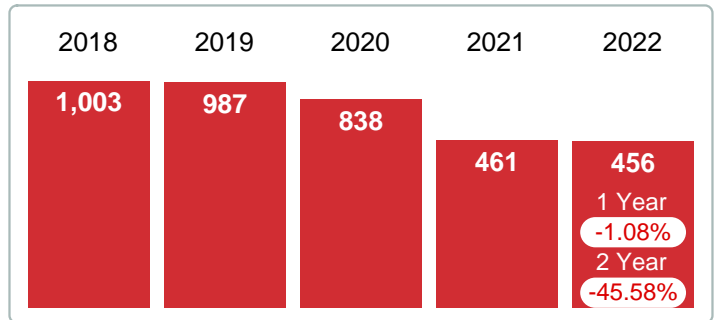
ACTIVE INVENTORY

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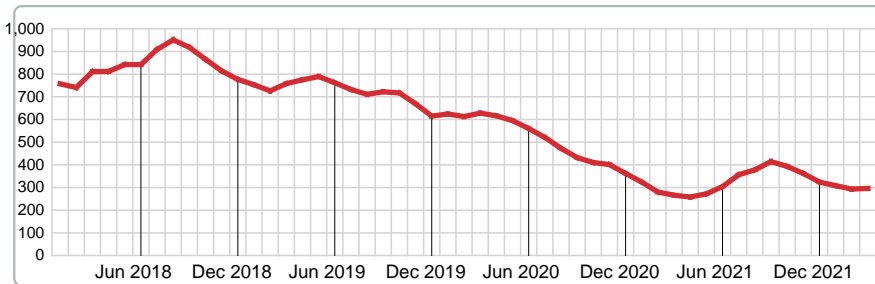
END OF MARCH



ACTIVE DURING MARCH

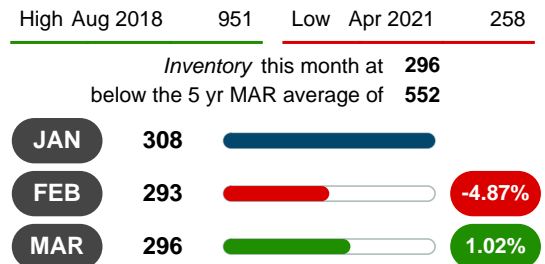


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 552



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	20	6.76%	88.9	10	10	0	0
\$50,001 - \$100,000	34	11.49%	74.5	16	17	1	0
\$100,001 - \$150,000	46	15.54%	65.5	9	33	3	1
\$150,001 - \$275,000	87	29.39%	70.5	16	48	21	2
\$275,001 - \$375,000	40	13.51%	80.0	5	16	15	4
\$375,001 - \$675,000	40	13.51%	79.1	2	20	16	2
\$675,001 and up	29	9.80%	99.4	3	12	10	4
Total Active Inventory by Units	296			61	156	66	13
Total Active Inventory by Volume	102,046,579	100%	76.7	13.47M	47.08M	28.74M	12.76M
Average Active Inventory Listing Price	\$344,752			\$220,818	\$301,777	\$435,452	\$981,515

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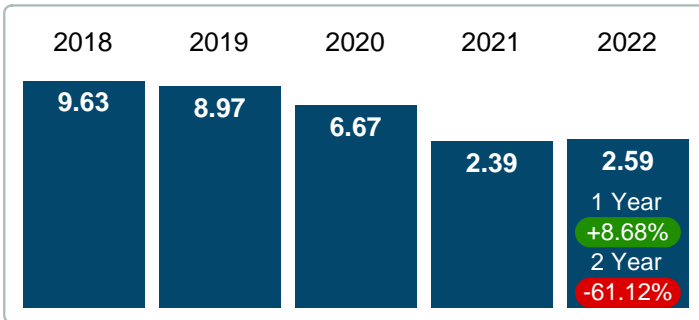
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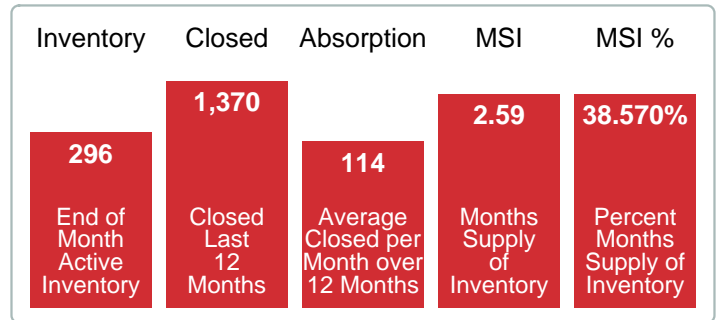
MONTHS SUPPLY of INVENTORY (MSI)

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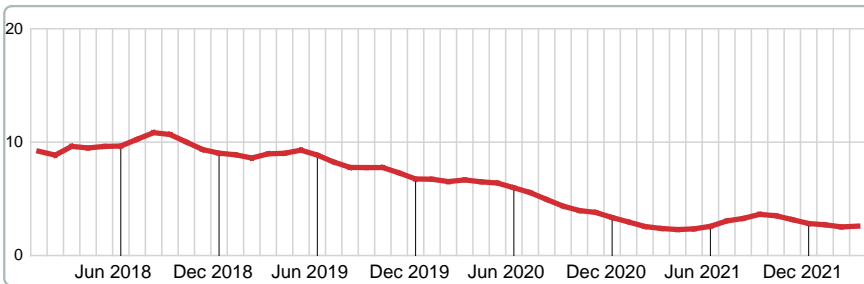
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 6.05

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at 2.59 below the 5 yr MAR average of 6.05



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	20	6.76%	1.73	1.48	2.26	0.00	0.00
\$50,001 - \$100,000	34	11.49%	1.62	2.40	1.36	0.57	0.00
\$100,001 - \$150,000	46	15.54%	2.08	2.12	2.16	1.24	4.00
\$150,001 - \$275,000	87	29.39%	2.61	6.62	2.13	2.93	1.71
\$275,001 - \$375,000	40	13.51%	3.58	5.45	2.59	4.50	5.33
\$375,001 - \$675,000	40	13.51%	3.43	2.40	2.96	5.33	1.85
\$675,001 and up	29	9.80%	8.92	18.00	11.08	8.00	5.33
Market Supply of Inventory (MSI)	2.59			2.77	2.27	3.43	3.12
Total Active Inventory by Units	296	100%	2.59	61	156	66	13

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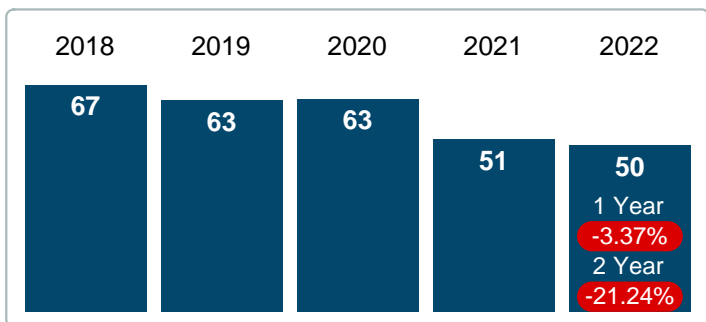
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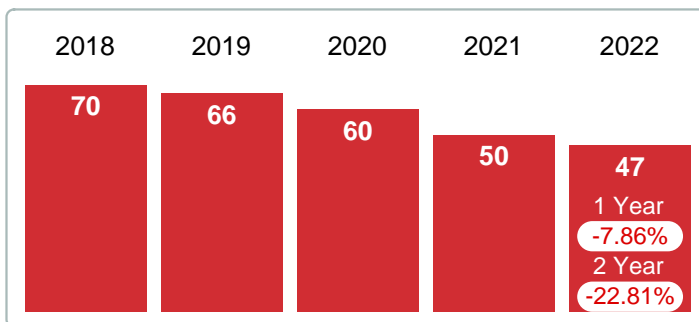
AVERAGE DAYS ON MARKET TO SALE

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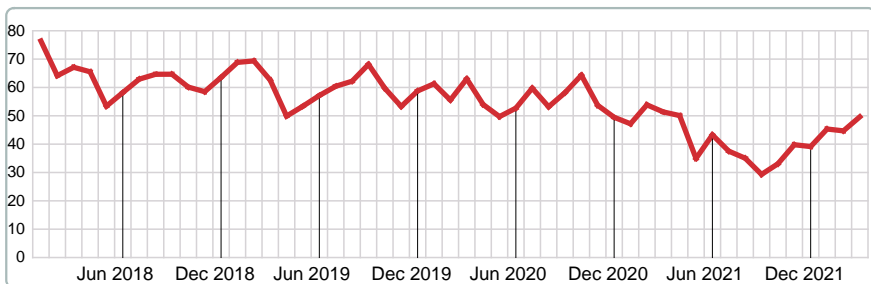
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 50 below the 5 yr MAR average of 59



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
\$25,000 and less	2.20%	15	15	0	0	0
\$25,001 - \$50,000	12.09%	51	51	52	0	0
\$50,001 - \$125,000	24.18%	47	62	36	49	0
\$125,001 - \$225,000	25.27%	44	4	51	31	63
\$225,001 - \$275,000	9.89%	56	13	62	0	56
\$275,001 - \$375,000	13.19%	66	0	60	39	169
\$375,001 and up	13.19%	48	1	31	61	90
Average Closed DOM		50	43	49	46	89
Total Closed Units	100%	91	21	51	13	6
Total Closed Volume		19,040,790	1.91M	11.20M	3.16M	2.76M

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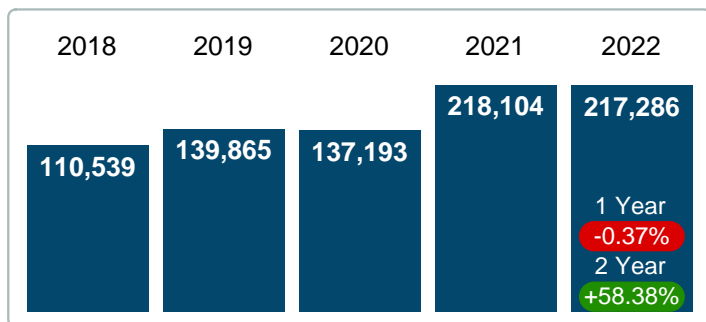
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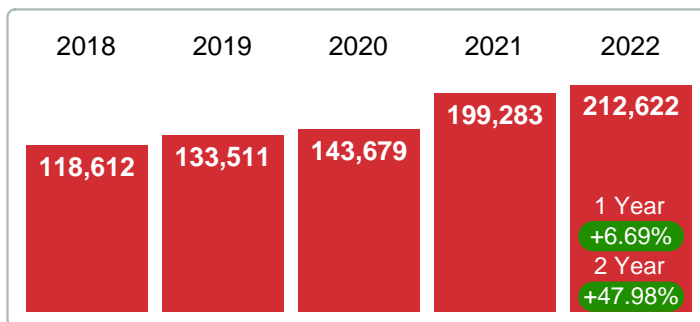
AVERAGE LIST PRICE AT CLOSING

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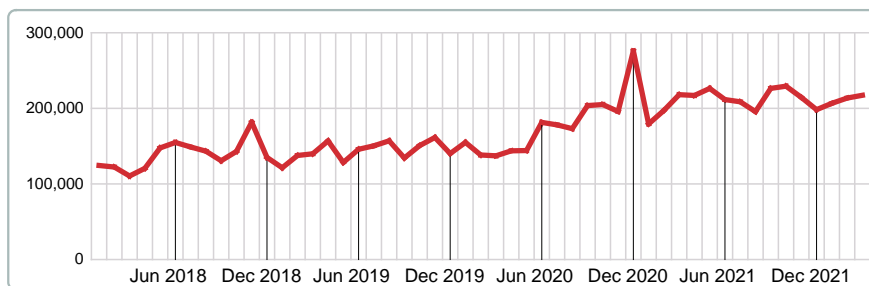
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 164,597

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

Average List Price at Closing this month at **217,286**
above the 5 yr MAR average of **164,597**

- JAN 206,608
- FEB 213,620 +3.39%
- MAR 217,286 +1.72%

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
\$25,000 and less	2.20%	7,450	7,450	0	0	0
\$25,001 - \$50,000	9.89%	41,156	41,500	54,500	0	0
\$50,001 - \$125,000	23.08%	82,031	90,163	94,317	74,852	0
\$125,001 - \$225,000	26.37%	174,388	159,500	191,153	195,100	154,900
\$225,001 - \$275,000	12.09%	254,345	259,000	257,129	0	248,900
\$275,001 - \$375,000	10.99%	325,320	0	348,367	316,000	299,900
\$375,001 and up	15.38%	530,629	400,000	519,780	414,475	979,000
Average List Price		217,286	95,462	228,566	253,450	469,433
Total Closed Units	100%	217,286	21	51	13	6
Total Closed Volume		19,773,045	2.00M	11.66M	3.29M	2.82M

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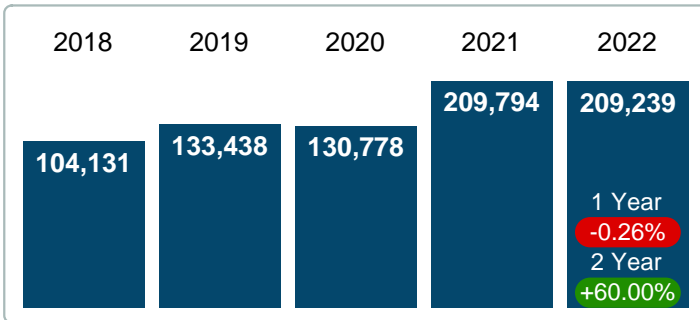
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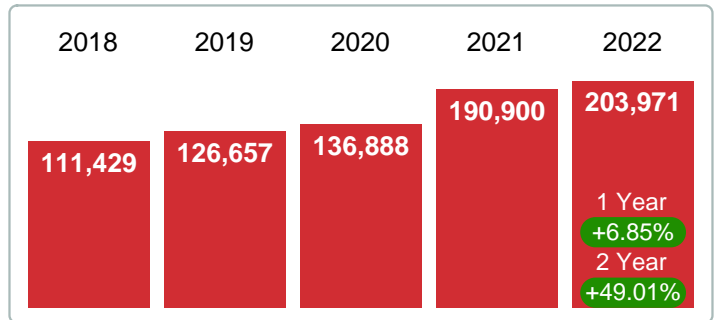
AVERAGE SOLD PRICE AT CLOSING

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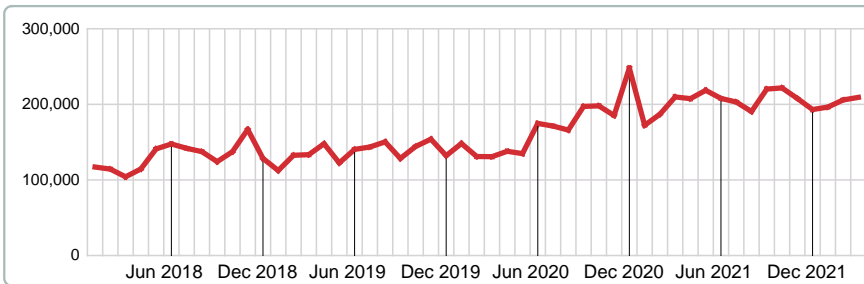
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

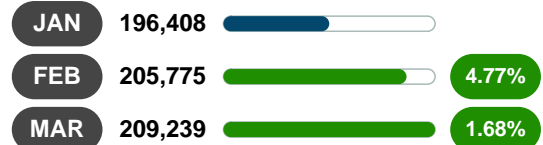


3 MONTHS

5 year MAR AVG = 157,476

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

Average Sold Price at Closing this month at **209,239**
above the 5 yr MAR average of **157,476**



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
\$25,000 and less	2.20%	9,250	9,250	0	0	0
\$25,001 - \$50,000	12.09%	41,455	37,500	48,375	0	0
\$50,001 - \$125,000	24.18%	85,989	82,750	94,523	63,333	0
\$125,001 - \$225,000	25.27%	178,806	154,500	181,733	191,910	154,950
\$225,001 - \$275,000	9.89%	249,056	260,000	248,786	0	240,000
\$275,001 - \$375,000	13.19%	322,792	0	329,056	311,000	290,000
\$375,001 and up	13.19%	537,250	400,000	508,000	395,500	962,500
Average Sold Price		209,239	91,048	219,652	243,203	460,817
Total Closed Units	100%	209,239	21	51	13	6
Total Closed Volume		19,040,790	1.91M	11.20M	3.16M	2.76M

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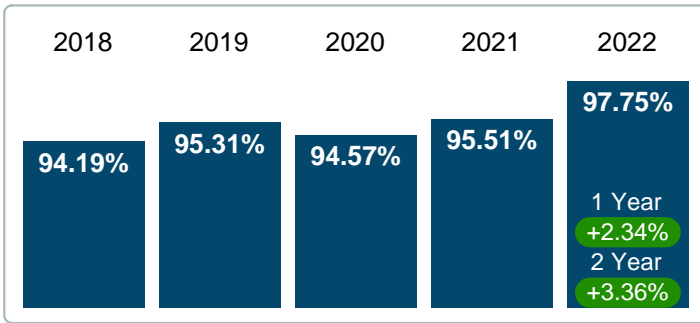
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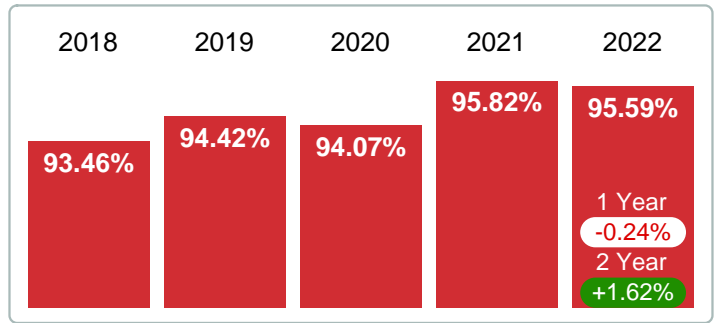
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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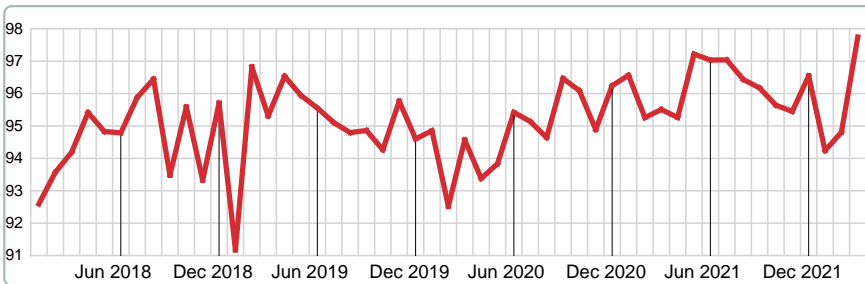
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

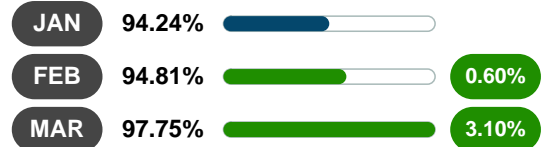


3 MONTHS

5 year MAR AVG = 95.46%

High Mar 2022 97.75% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **97.75%**
above the 5 yr MAR average of **95.46%**



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
\$25,000 and less	2	2.20%	145.40%	145.40%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	12.09%	90.45%	91.43%	88.74%	0.00%	0.00%
\$50,001 - \$125,000	22	24.18%	99.50%	90.96%	109.49%	85.62%	0.00%
\$125,001 - \$225,000	23	25.27%	96.57%	97.35%	95.42%	98.80%	100.03%
\$225,001 - \$275,000	9	9.89%	97.16%	100.39%	96.81%	0.00%	96.42%
\$275,001 - \$375,000	12	13.19%	95.56%	0.00%	94.77%	98.59%	96.70%
\$375,001 and up	12	13.19%	98.15%	100.00%	98.37%	95.50%	101.95%
Average Sold/List Ratio		97.70%		97.79%	98.29%	94.71%	99.51%
Total Closed Units		91	100%	21	51	13	6
Total Closed Volume		19,040,790		1.91M	11.20M	3.16M	2.76M

March 2022



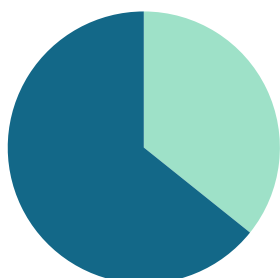
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

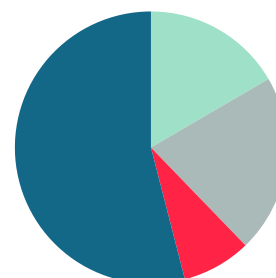


Inventory
 New Listings
163 = 35.75%
 Start Inventory
293
 Total Inventory Units
456
 Volume
\$143,111,076

Market Activity

Closed Sales
91 = 16.61%
 Pending Sales
116 = 21.17%
 Other Off Market
45 = 8.21%
 Active Inventory
296 = 54.01%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	114	91	-20.18%	284	277	-2.46%
Pending Sales	151	116	-23.18%	349	296	-15.19%
New Listings	181	163	-9.94%	382	402	5.24%
Average List Price	218,104	217,286	-0.37%	199,283	212,622	6.69%
Average Sale Price	209,794	209,239	-0.26%	190,900	203,971	6.85%
Average Percent of Selling Price to List Price	95.51%	97.75%	2.34%	95.82%	95.59%	-0.24%
Average Days on Market to Sale	51.37	49.64	-3.37%	50.49	46.52	-7.86%
Monthly Inventory	267	296	10.86%	267	296	10.86%
Months Supply of Inventory	2.39	2.59	8.27%	2.39	2.59	8.27%

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

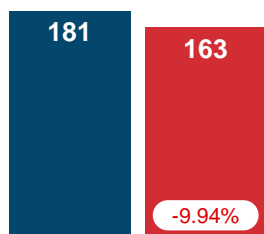
Inventory on March 31, 2022 = 296

2021 2022

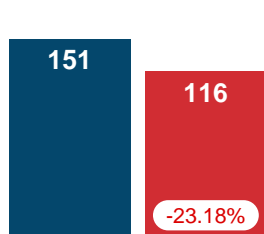
MARCH MARKET

AVERAGE PRICES

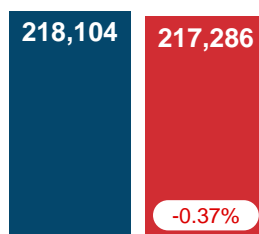
New Listings



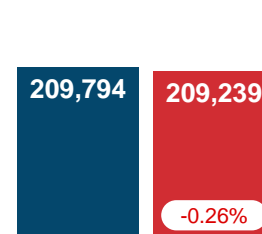
Pending Listings



List Price



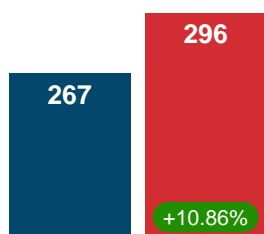
Sale Price



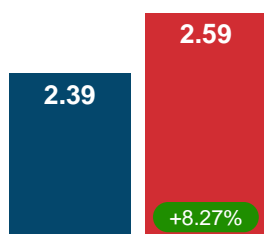
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

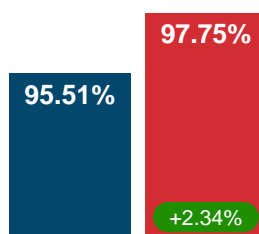
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

