

March 2022



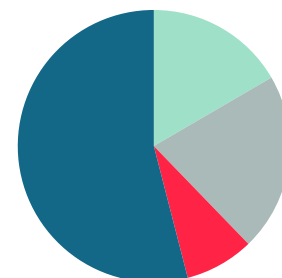
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	161,450	179,000	10.87%
Median Sale Price	155,000	172,000	10.97%
Median Percent of Selling Price to List Price	97.46%	96.32%	-1.16%
Median Days on Market to Sale	31.00	28.00	-9.68%
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.

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 **10.97%** in March 2022 to \$172,000 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 3.00 days or **9.68%** in March 2022 compared to last year's same month at **31.00** DOM.

Sales Success for March 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 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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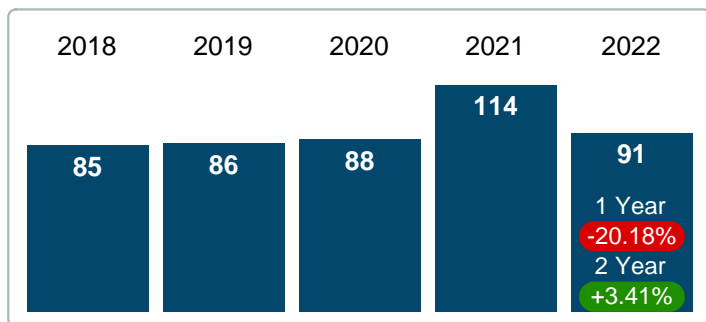
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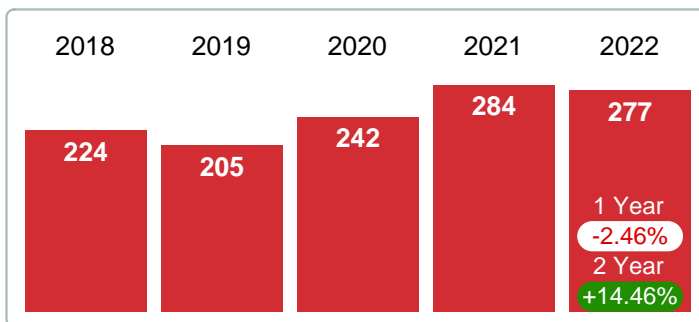
CLOSED LISTINGS

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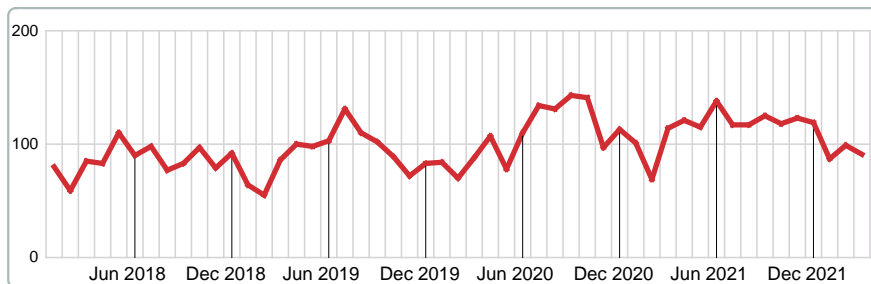
MARCH



YEAR TO DATE (YTD)

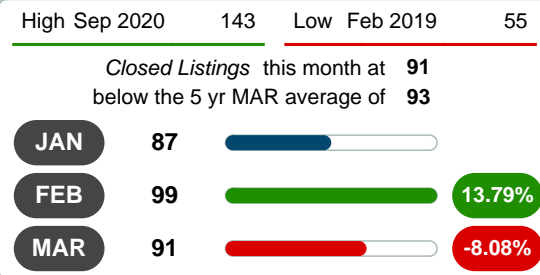


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 93



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	47.0	7	4	0	0
\$50,001 - \$125,000	22	24.18%	28.0	8	11	3	0
\$125,001 - \$225,000	23	25.27%	33.0	2	15	4	2
\$225,001 - \$275,000	9	9.89%	18.0	1	7	0	1
\$275,001 - \$375,000	12	13.19%	52.0	0	9	2	1
\$375,001 and up	12	13.19%	22.0	1	5	4	2
Total Closed Units	91			21	51	13	6
Total Closed Volume	19,040,790	100%	28.0	1.91M	11.20M	3.16M	2.76M
Median Closed Price	\$172,000			\$55,000	\$205,000	\$225,000	\$265,000

March 2022



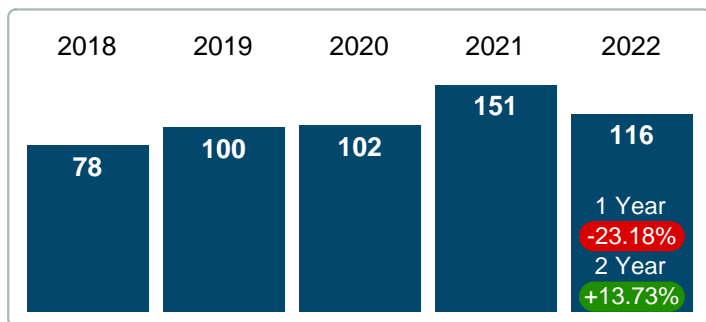
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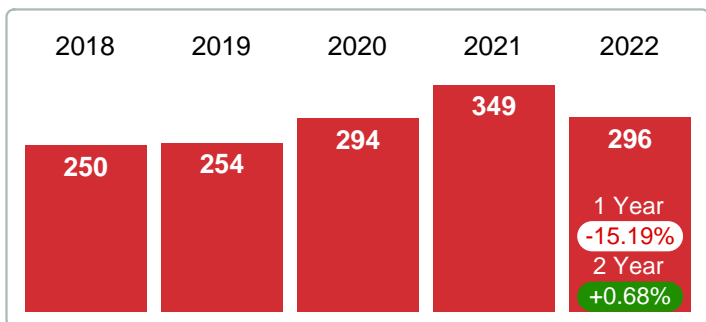
PENDING LISTINGS

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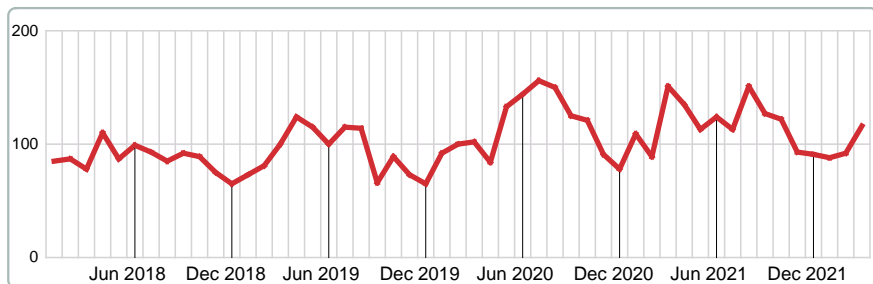
MARCH



YEAR TO DATE (YTD)

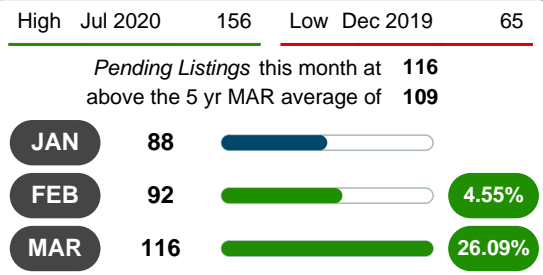


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 109



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.62%	24.0	3	6	1	0
\$50,001 - \$75,000	9	7.76%	44.0	4	4	0	1
\$75,001 - \$150,000	24	20.69%	18.5	9	14	1	0
\$150,001 - \$225,000	25	21.55%	16.0	3	18	4	0
\$225,001 - \$325,000	21	18.10%	21.0	1	15	5	0
\$325,001 - \$475,000	14	12.07%	16.5	0	10	2	2
\$475,001 and up	13	11.21%	9.0	1	7	4	1
Total Pending Units	116			21	74	17	4
Total Pending Volume	27,907,299	100%	18.0	2.64M	17.87M	5.74M	1.66M
Median Listing Price	\$187,000			\$89,900	\$194,950	\$249,900	\$344,000

March 2022



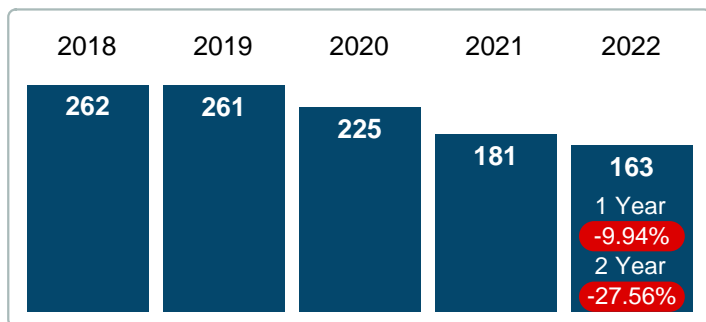
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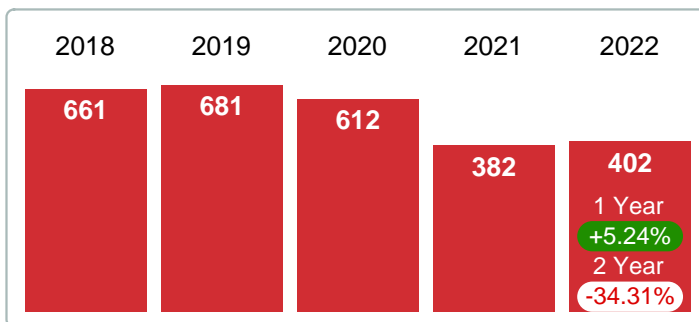
NEW LISTINGS

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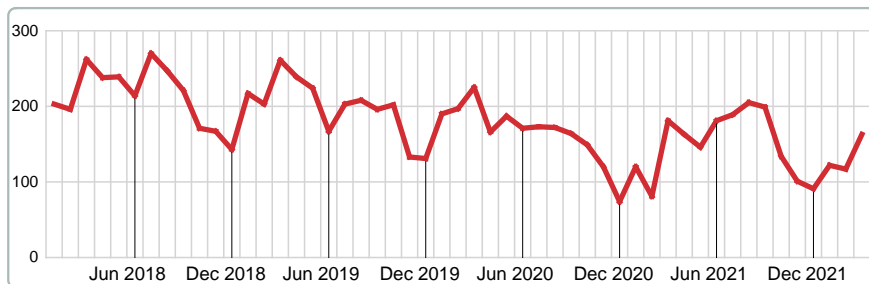
MARCH



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**

Month	New Listings	Change (%)
JAN	122	
FEB	117	-4.10%
MAR	163	39.32%

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
Median New Listed Listing Price	\$229,500		\$114,750	\$224,950	\$299,450	\$269,000

March 2022



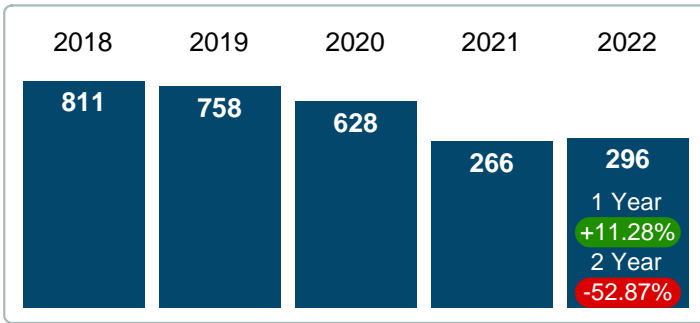
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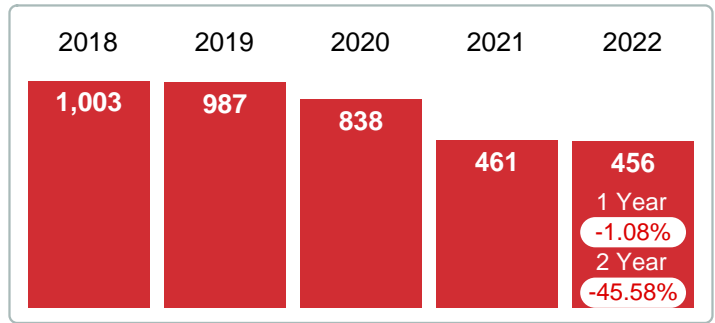
ACTIVE INVENTORY

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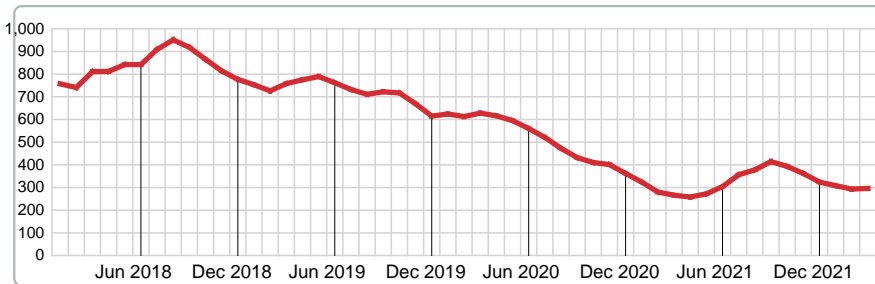
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 552

High Aug 2018 951 | Low Apr 2021 258

Inventory this month at **296**
below the 5 yr MAR average of **552**



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	20	6.76%	75.0	10	10	0	0
\$50,001 - \$100,000	34	11.49%	57.0	16	17	1	0
\$100,001 - \$150,000	46	15.54%	33.0	9	33	3	1
\$150,001 - \$275,000	87	29.39%	44.0	16	48	21	2
\$275,001 - \$375,000	40	13.51%	45.0	5	16	15	4
\$375,001 - \$675,000	40	13.51%	39.0	2	20	16	2
\$675,001 and up	29	9.80%	73.0	3	12	10	4
Total Active Inventory by Units	296			61	156	66	13
Total Active Inventory by Volume	102,046,579	100%	48.0	13.47M	47.08M	28.74M	12.76M
Median Active Inventory Listing Price	\$215,000			\$119,500	\$195,500	\$307,400	\$364,900

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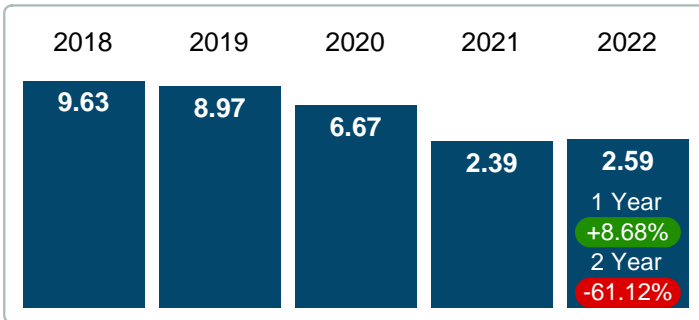
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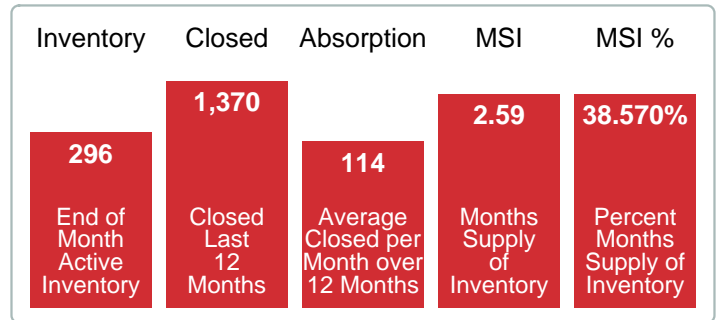
MONTHS SUPPLY of INVENTORY (MSI)

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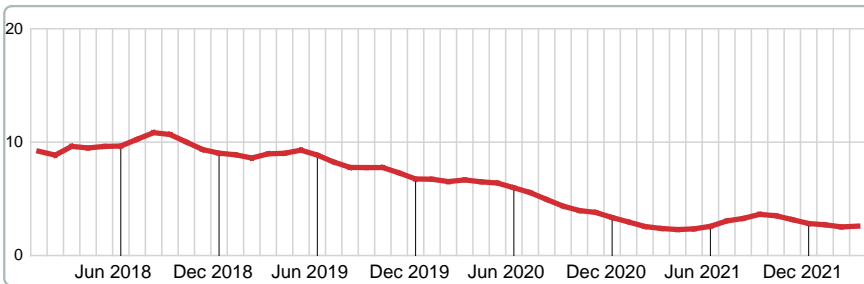
MSI FOR MARCH



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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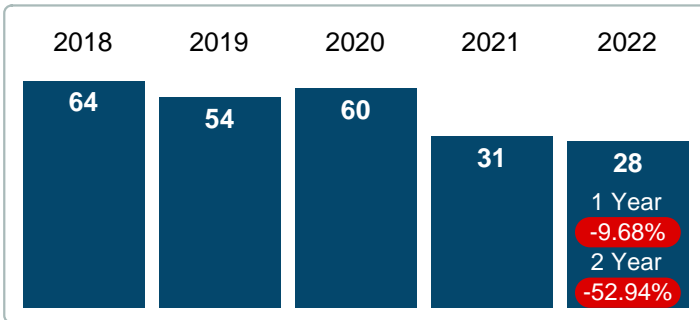
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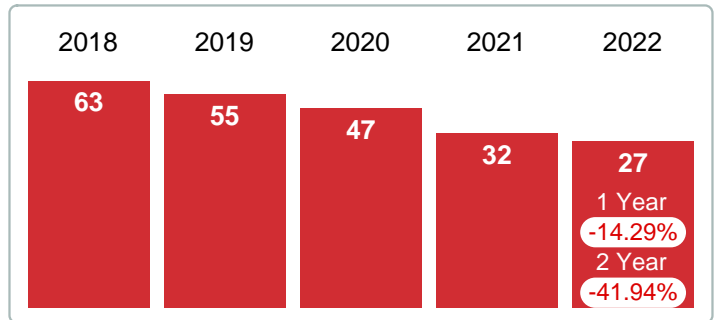
MEDIAN DAYS ON MARKET TO SALE

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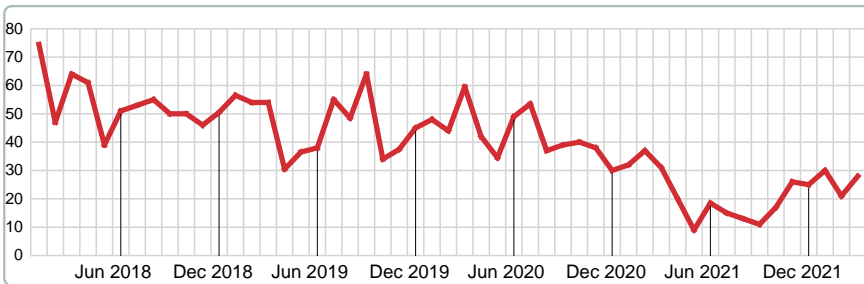
MARCH



YEAR TO DATE (YTD)

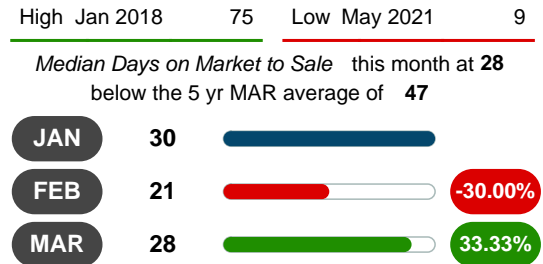


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47



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
\$25,000 and less	2.20%	15	15	0	0	0
\$25,001 - \$50,000	12.09%	47	17	47	0	0
\$50,001 - \$125,000	24.18%	28	27	21	59	0
\$125,001 - \$225,000	25.27%	33	4	51	35	63
\$225,001 - \$275,000	9.89%	18	13	18	0	56
\$275,001 - \$375,000	13.19%	52	0	51	39	169
\$375,001 and up	13.19%	22	1	13	54	90
Median Closed DOM		28	14	28	44	87
Total Closed Units	100%	28.0	21	51	13	6
Total Closed Volume		19,040,790	1.91M	11.20M	3.16M	2.76M

March 2022



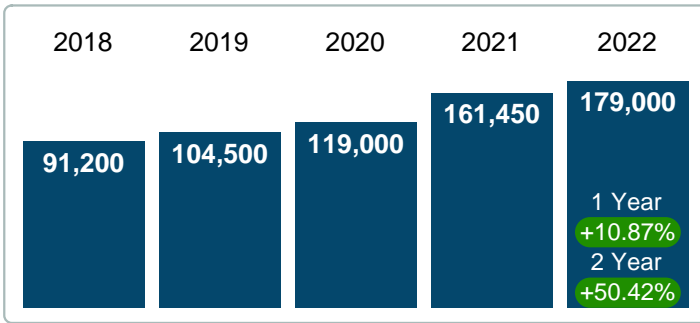
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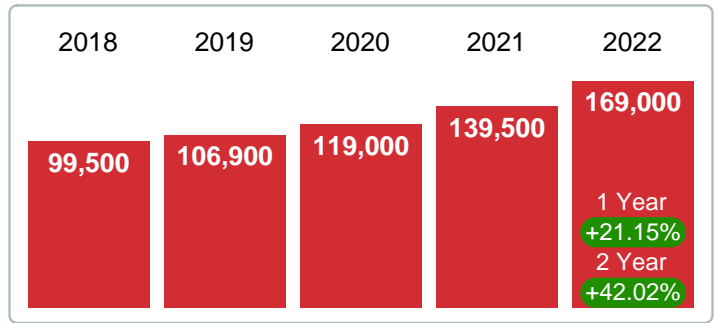
MEDIAN LIST PRICE AT CLOSING

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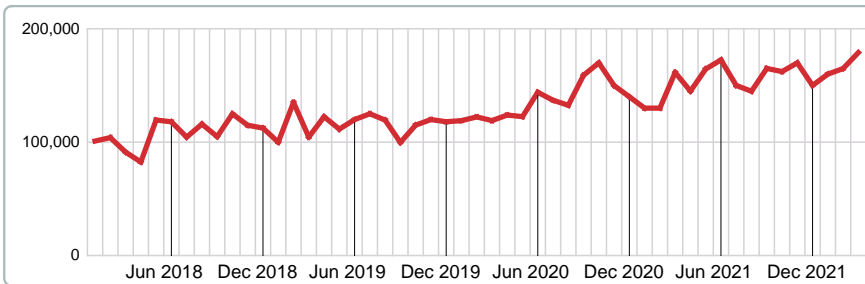
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

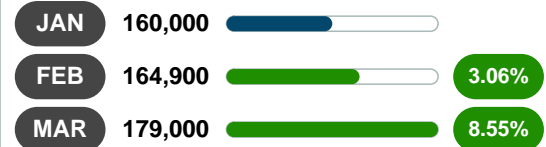


3 MONTHS

5 year MAR AVG = 131,030

High Mar 2022 179,000 Low Apr 2018 82,500

Median List Price at Closing this month at **179,000** above the 5 yr MAR average of **131,030**



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
\$25,000 and less	2	2.20%	7,450	7,450	0	0	0
\$25,001 - \$50,000	9	9.89%	45,000	45,000	39,950	0	0
\$50,001 - \$125,000	21	23.08%	83,500	85,000	83,500	75,000	0
\$125,001 - \$225,000	24	26.37%	170,950	134,900	172,000	206,450	154,900
\$225,001 - \$275,000	11	12.09%	249,500	259,000	249,500	0	248,900
\$275,001 - \$375,000	10	10.99%	329,000	0	330,000	316,000	299,900
\$375,001 and up	14	15.38%	425,000	400,000	425,000	422,450	979,000
Median List Price			179,000	65,000	220,000	225,000	274,400
Total Closed Units		100%	179,000	21	51	13	6
Total Closed Volume			19,773,045	2.00M	11.66M	3.29M	2.82M

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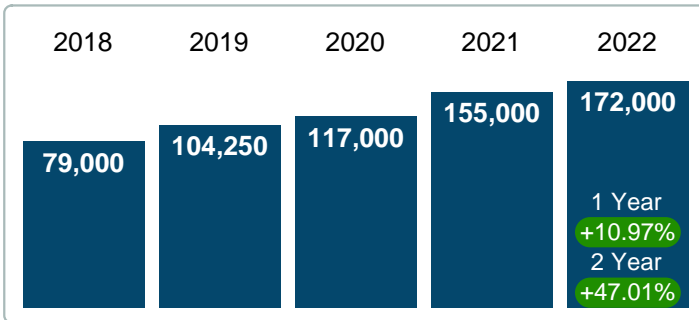
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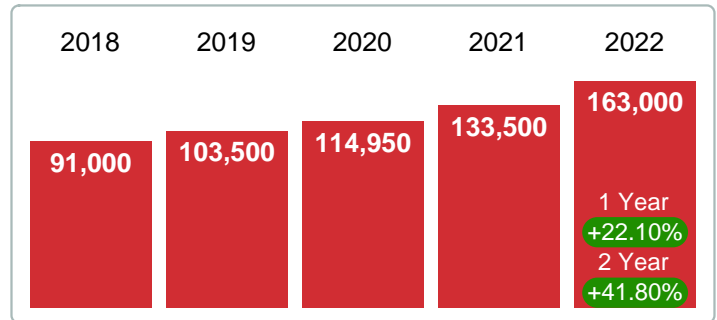
MEDIAN SOLD PRICE AT CLOSING

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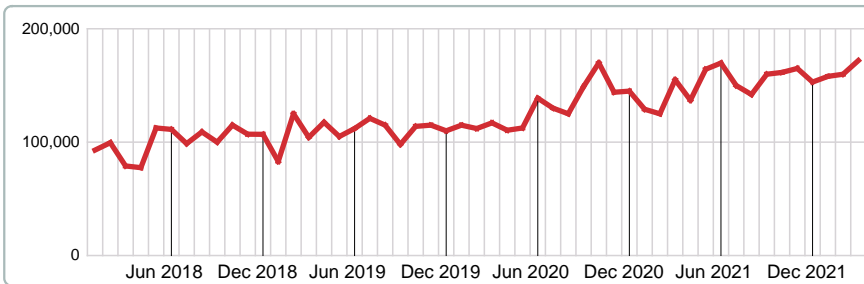
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

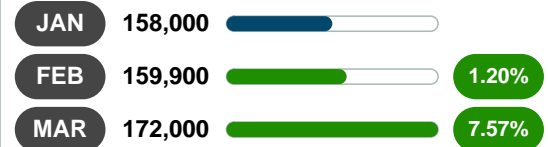


3 MONTHS

5 year MAR AVG = 125,450

High Mar 2022 172,000 Low Apr 2018 77,500

Median Sold Price at Closing this month at 172,000 above the 5 yr MAR average of 125,450



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
\$25,000 and less	2.20%	9,250	9,250	0	0	0
\$25,001 - \$50,000	12.09%	46,000	35,000	48,750	0	0
\$50,001 - \$125,000	24.18%	85,000	85,000	100,000	65,000	0
\$125,001 - \$225,000	25.27%	175,000	154,500	175,000	196,320	154,950
\$225,001 - \$275,000	9.89%	245,000	260,000	245,000	0	240,000
\$275,001 - \$375,000	13.19%	335,000	0	335,000	311,000	290,000
\$375,001 and up	13.19%	417,500	400,000	515,000	397,000	962,500
Median Sold Price		172,000	55,000	205,000	225,000	265,000
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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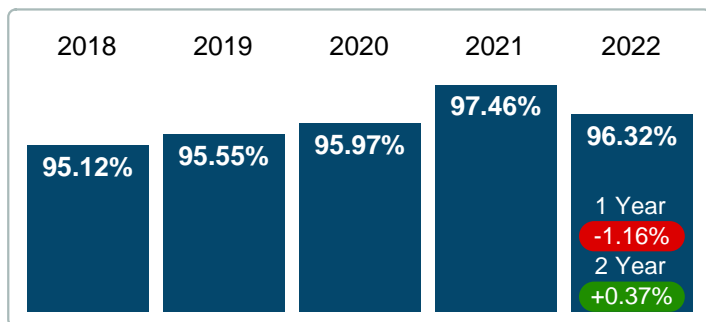
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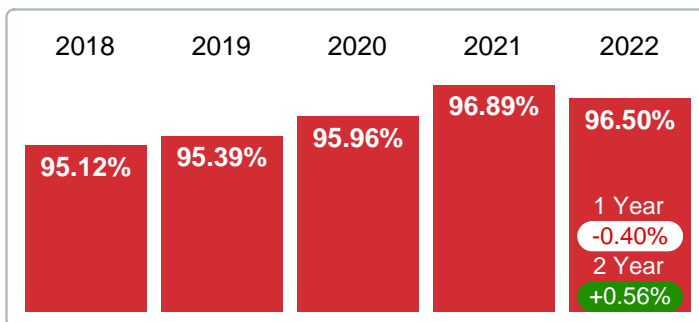
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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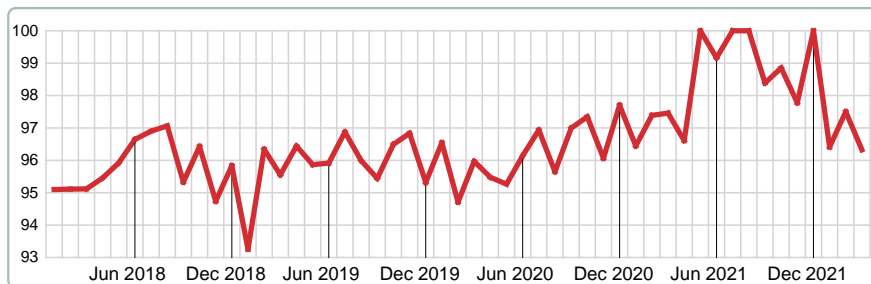
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

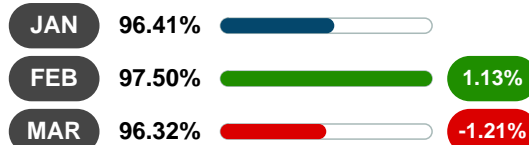


3 MONTHS

5 year MAR AVG = 96.08%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **96.32%**
 equal to 5 yr MAR average of **96.08%**



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
\$25,000 and less	2	2.20%	145.40%	145.40%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	12.09%	90.91%	100.00%	88.64%	0.00%	0.00%
\$50,001 - \$125,000	22	24.18%	93.37%	90.33%	97.64%	80.00%	0.00%
\$125,001 - \$225,000	23	25.27%	96.48%	97.35%	95.45%	98.24%	100.03%
\$225,001 - \$275,000	9	9.89%	96.42%	100.39%	96.32%	0.00%	96.42%
\$275,001 - \$375,000	12	13.19%	95.93%	0.00%	94.62%	98.59%	96.70%
\$375,001 and up	12	13.19%	98.39%	100.00%	100.00%	95.19%	101.95%
Median Sold/List Ratio		96.32%		100.00%	95.45%	96.48%	98.35%
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



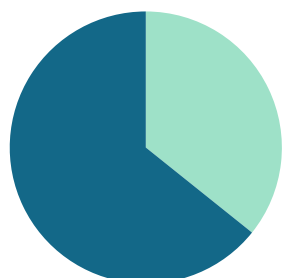
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

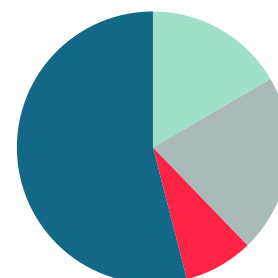


Inventory
 New Listings
163 = 35.75%
 Start Inventory
293
 Total Inventory Units
456
 Volume
\$143,111,076

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%
Median List Price	161,450	179,000	10.87%	139,500	169,000	21.15%
Median Sale Price	155,000	172,000	10.97%	133,500	163,000	22.10%
Median Percent of Selling Price to List Price	97.46%	96.32%	-1.16%	96.89%	96.50%	-0.40%
Median Days on Market to Sale	31.00	28.00	-9.68%	31.50	27.00	-14.29%
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

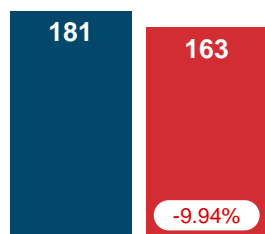
Inventory on March 31, 2022 = 296

2021 2022

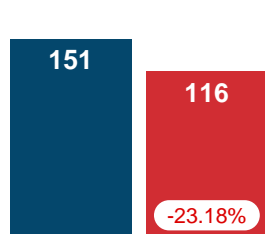
MARCH MARKET

MEDIAN PRICES

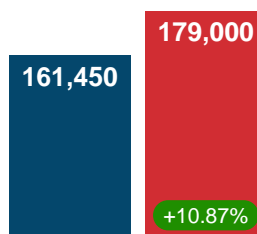
New Listings



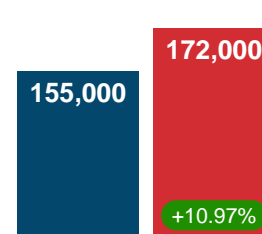
Pending Listings



List Price



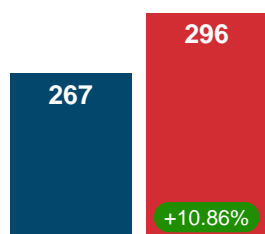
Sale Price



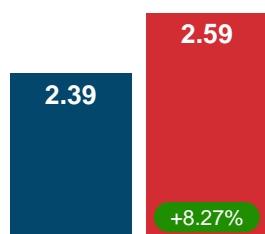
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

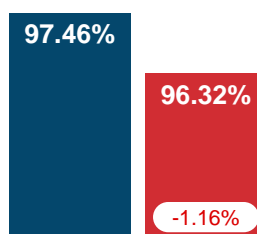
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

