

May 2022



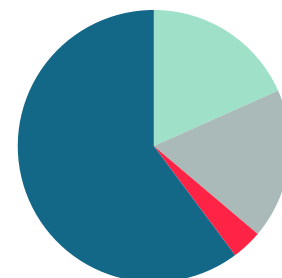
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	115	116	0.87%
Pending Listings	113	113	0.00%
New Listings	146	195	33.56%
Average List Price	226,340	253,746	12.11%
Average Sale Price	218,545	244,707	11.97%
Average Percent of Selling Price to List Price	97.22%	95.95%	-1.31%
Average Days on Market to Sale	34.96	43.34	23.97%
End of Month Inventory	273	381	39.56%
Months Supply of Inventory	2.36	3.37	42.75%



■ Closed (18.33%)
■ Pending (17.85%)
■ Other OffMarket (3.63%)
■ Active (60.19%)

Absorption: Last 12 months, an Average of **113** Sales/Month
Active Inventory as of May 31, 2022 = **381**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2022 rose **39.56%** to 381 existing homes available for sale. Over the last 12 months this area has had an average of 113 closed sales per month. This represents an unsold inventory index of **3.37** 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 **11.97%** in May 2022 to \$244,707 versus the previous year at \$218,545.

Average Days on Market Lengthens

The average number of **43.34** days that homes spent on the market before selling increased by 8.38 days or **23.97%** in May 2022 compared to last year's same month at **34.96** DOM.

Sales Success for May 2022 is Positive

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

There were 195 New Listings in May 2022, up **33.56%** from last year at 146. Furthermore, there were 116 Closed Listings this month versus last year at 115, a **0.87%** increase.

Closed versus Listed trends yielded a **59.5%** ratio, down from previous year's, May 2021, at **78.8%**, a **24.48%** 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

May 2022



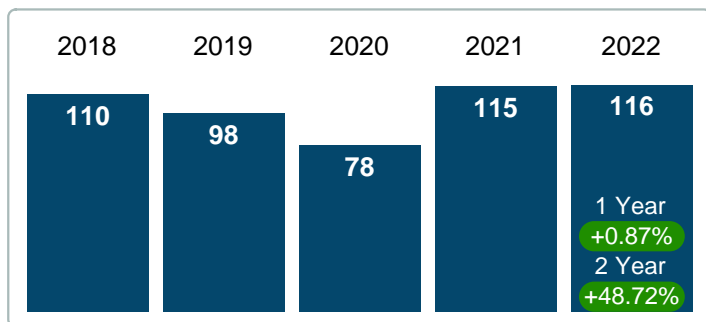
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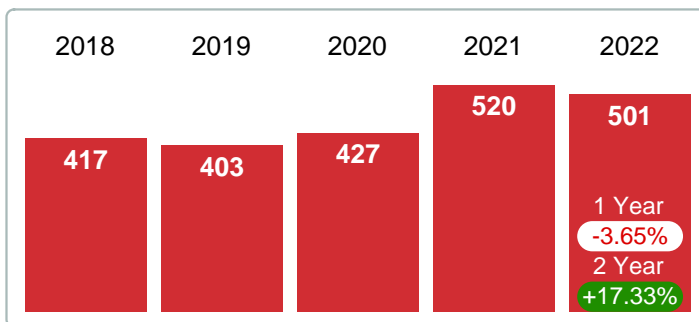
CLOSED LISTINGS

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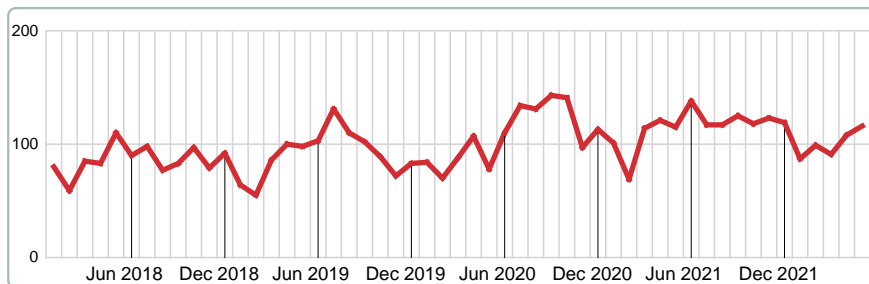
MAY



YEAR TO DATE (YTD)

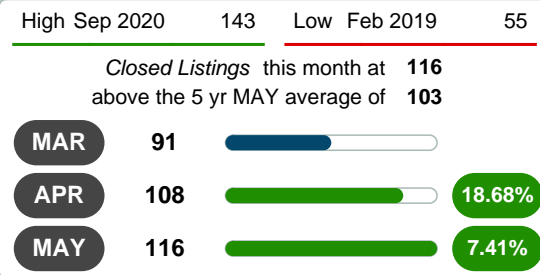


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 103



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	7.76%	85.8	3	6	0	0
\$50,001 - \$75,000	9	7.76%	33.8	6	3	0	0
\$75,001 - \$125,000	19	16.38%	49.2	10	9	0	0
\$125,001 - \$250,000	37	31.90%	36.1	5	25	6	1
\$250,001 - \$325,000	17	14.66%	21.1	1	10	4	2
\$325,001 - \$500,000	13	11.21%	49.2	0	13	0	0
\$500,001 and up	12	10.34%	56.7	0	8	3	1
Total Closed Units	116			25	74	13	4
Total Closed Volume	28,386,001	100%	43.3	2.83M	19.43M	4.54M	1.59M
Average Closed Price	\$244,707			\$113,072	\$262,537	\$349,500	\$397,000

May 2022



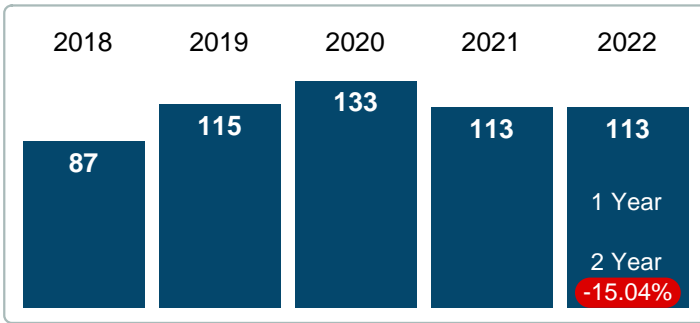
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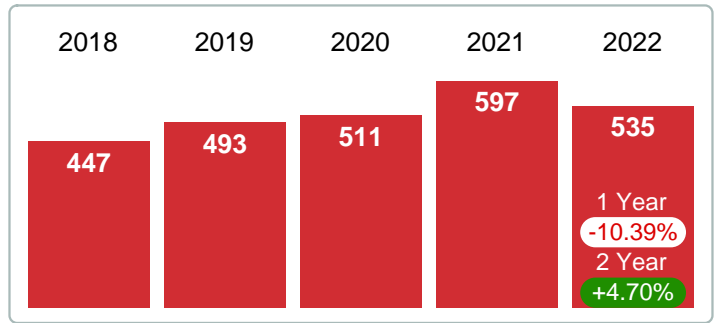
PENDING LISTINGS

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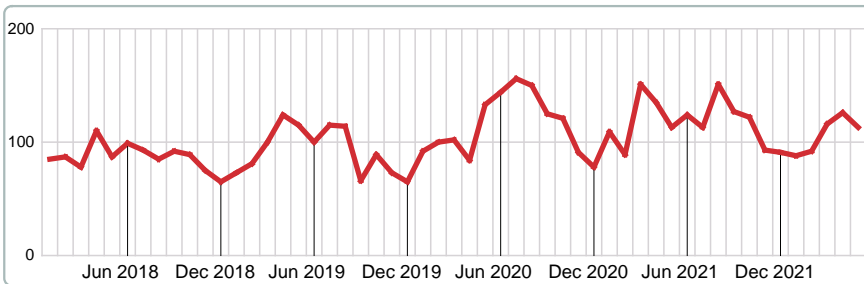
MAY



YEAR TO DATE (YTD)

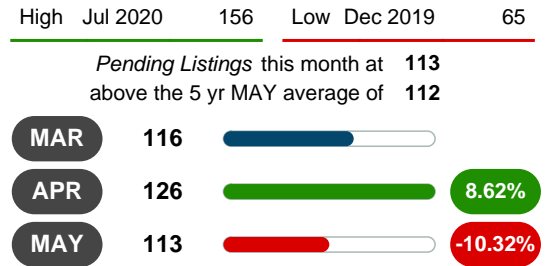


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 112



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	8.85%	76.4	6	4	0	0
\$50,001 - \$100,000	15	13.27%	41.3	10	4	1	0
\$100,001 - \$125,000	10	8.85%	31.7	2	8	0	0
\$125,001 - \$225,000	30	26.55%	48.1	7	18	5	0
\$225,001 - \$325,000	20	17.70%	44.3	0	16	3	1
\$325,001 - \$475,000	17	15.04%	44.1	2	9	4	2
\$475,001 and up	11	9.73%	51.1	1	5	3	2
Total Pending Units	113			28	64	16	5
Total Pending Volume	27,371,062	100%	43.6	3.87M	15.29M	5.54M	2.66M
Average Listing Price	\$241,763			\$138,282	\$238,962	\$346,381	\$532,700

May 2022



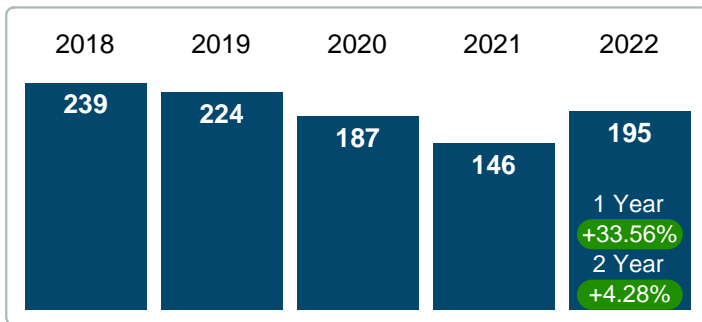
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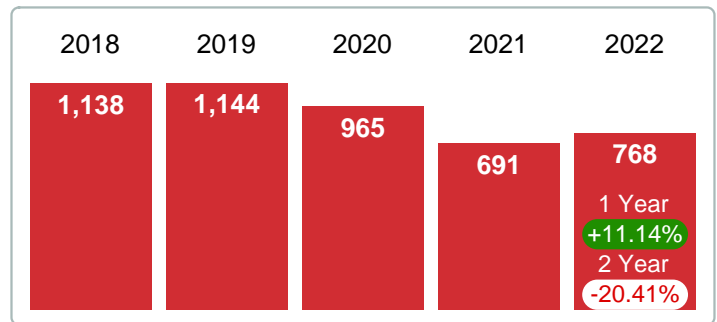
NEW LISTINGS

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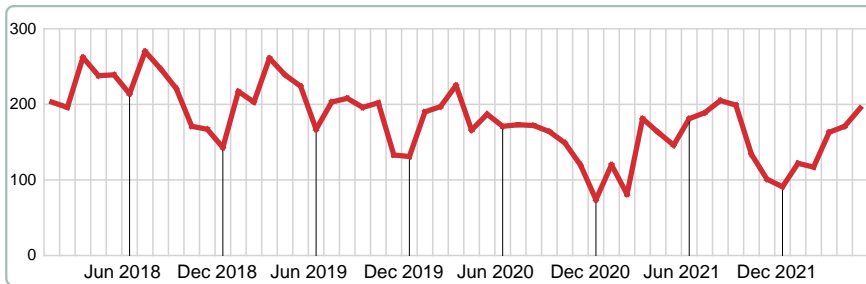
MAY



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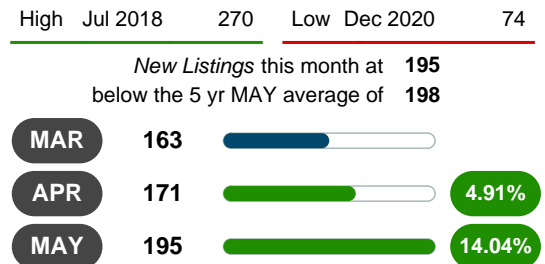


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 198



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	8	4.10%	2	6	0	0
\$50,001 - \$100,000	30	15.38%	10	18	2	0
\$100,001 - \$150,000	27	13.85%	7	17	3	0
\$150,001 - \$275,000	54	27.69%	5	37	11	1
\$275,001 - \$400,000	32	16.41%	2	21	6	3
\$400,001 - \$775,000	24	12.31%	1	9	11	3
\$775,001 and up	20	10.26%	0	8	8	4
Total New Listed Units	195		27	116	41	11
Total New Listed Volume	82,257,963	100%	3.93M	37.37M	21.94M	19.02M
Average New Listed Listing Price	\$274,692		\$145,522	\$322,135	\$535,178	\$1,728,991

May 2022



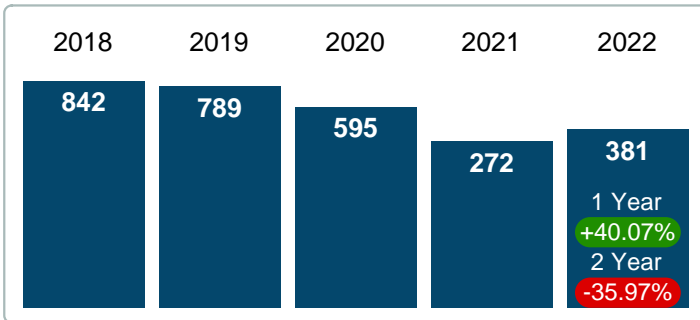
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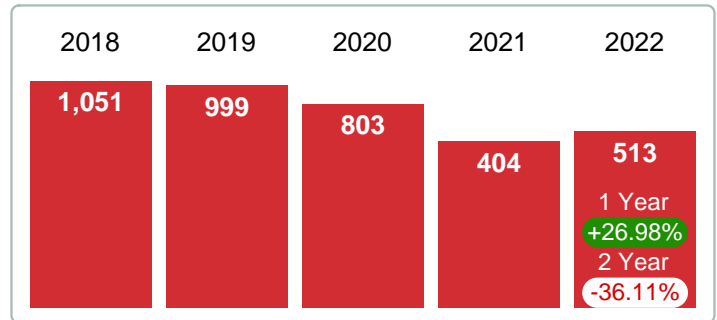
ACTIVE INVENTORY

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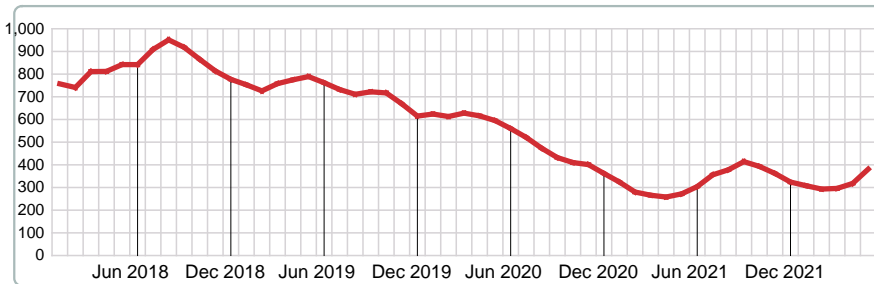
END OF MAY



ACTIVE DURING MAY

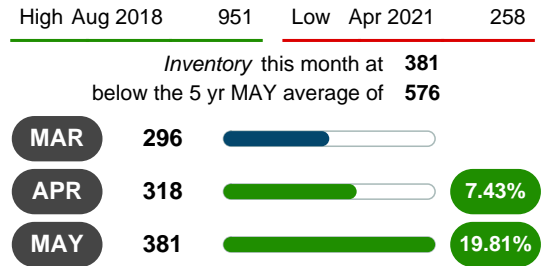


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 576



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	21	5.51%	65.7	8	12	1	0
\$50,001 - \$100,000	49	12.86%	60.8	17	29	3	0
\$100,001 - \$150,000	58	15.22%	68.9	11	40	6	1
\$150,001 - \$275,000	104	27.30%	60.2	12	64	27	1
\$275,001 - \$425,000	62	16.27%	60.0	5	37	16	4
\$425,001 - \$825,000	49	12.86%	90.9	4	18	22	5
\$825,001 and up	38	9.97%	70.0	1	14	16	7
Total Active Inventory by Units	381			58	214	91	18
Total Active Inventory by Volume	169,826,743	100%	66.8	12.13M	81.04M	46.63M	30.03M
Average Active Inventory Listing Price	\$445,739			\$209,076	\$378,689	\$512,442	\$1,668,261

May 2022



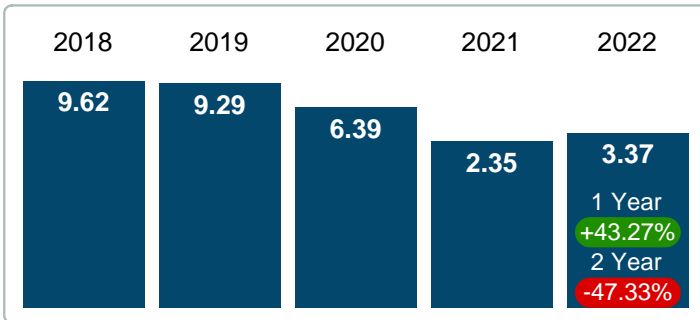
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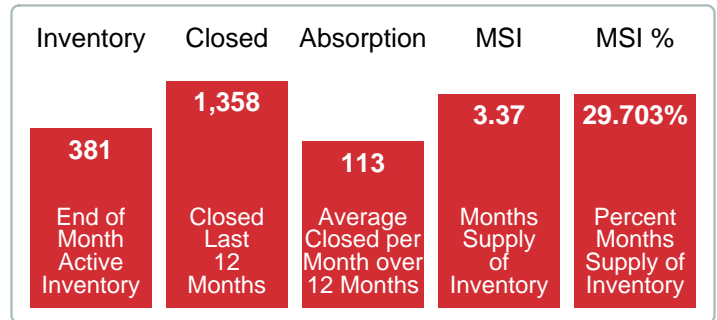
MONTHS SUPPLY of INVENTORY (MSI)

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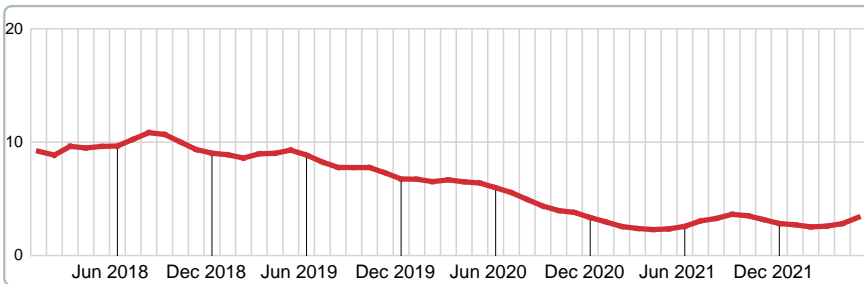
MSI FOR MAY



INDICATORS FOR MAY 2022



5 YEAR MARKET ACTIVITY TRENDS

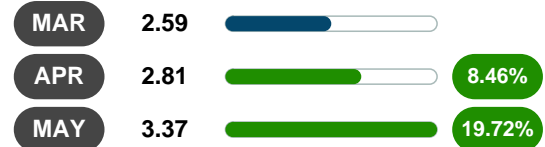


3 MONTHS

5 year MAY AVG = 6.20

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at **3.37**
below the 5 yr MAY average of **6.20**



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	21	5.51%	1.85	1.35	2.44	3.00	0.00
\$50,001 - \$100,000	49	12.86%	2.43	2.40	2.56	1.89	0.00
\$100,001 - \$150,000	58	15.22%	2.82	2.69	2.81	2.88	6.00
\$150,001 - \$275,000	104	27.30%	3.12	4.36	2.83	3.90	0.92
\$275,001 - \$425,000	62	16.27%	3.82	3.75	3.89	3.56	4.36
\$425,001 - \$825,000	49	12.86%	4.74	9.60	2.96	8.00	4.62
\$825,001 and up	38	9.97%	32.57	0.00	168.00	27.43	14.00
Market Supply of Inventory (MSI)			3.37	2.69	3.11	4.85	4.41
Total Active Inventory by Units		100%	381	58	214	91	18

May 2022



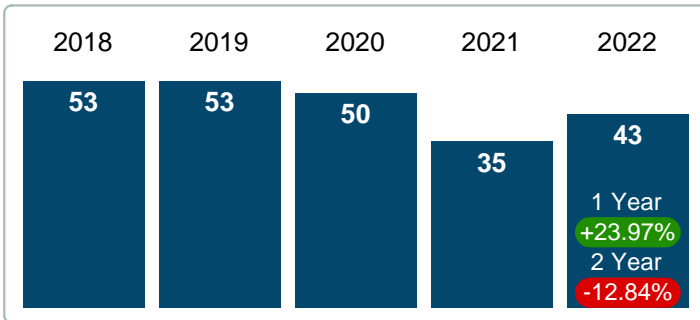
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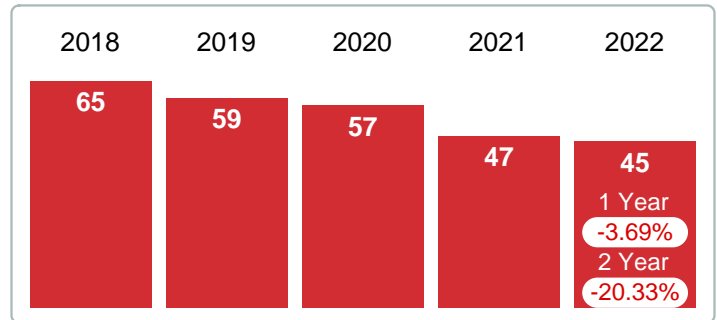
AVERAGE DAYS ON MARKET TO SALE

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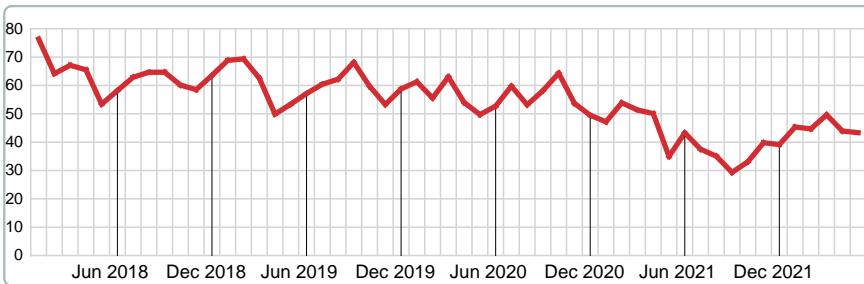
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

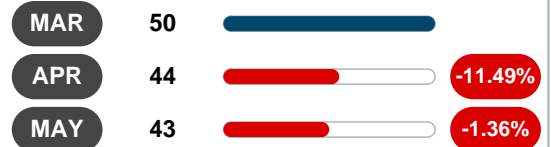


3 MONTHS

5 year MAY AVG = 47

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 43 below the 5 yr MAY average of 47



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	7.76%	86	58	100	0	0
\$50,001 - \$75,000	7.76%	34	45	11	0	0
\$75,001 - \$125,000	16.38%	49	53	45	0	0
\$125,001 - \$250,000	31.90%	36	33	26	79	49
\$250,001 - \$325,000	14.66%	21	15	20	24	23
\$325,001 - \$500,000	11.21%	49	0	49	0	0
\$500,001 and up	10.34%	57	0	64	30	78
Average Closed DOM		43	46	41	51	43
Total Closed Units	100%	43	25	74	13	4
Total Closed Volume		28,386,001	2.83M	19.43M	4.54M	1.59M

May 2022



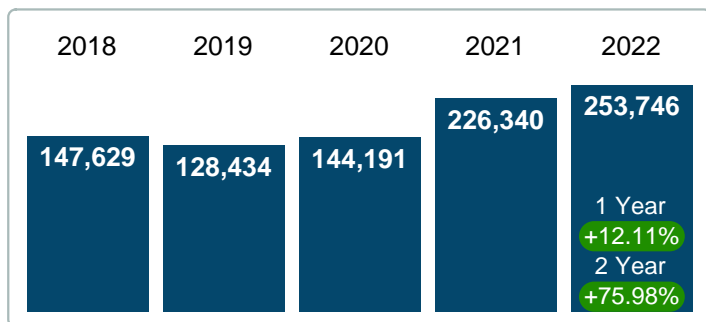
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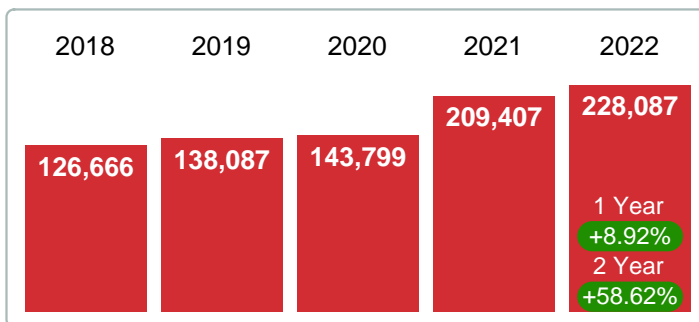
AVERAGE LIST PRICE AT CLOSING

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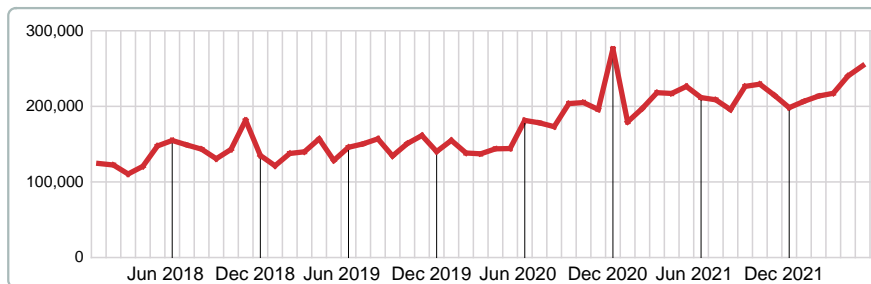
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 180,068

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

Average List Price at Closing this month at **253,746** above the 5 yr MAY average of **180,068**

- MAR 217,286
- APR 240,191 (+10.54%)
- MAY 253,746 (+5.64%)

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	6.90%	36,688	53,967	34,417	0	
\$50,001 - \$75,000	6	5.17%	68,783	82,000	71,600	0	
\$75,001 - \$125,000	21	18.10%	100,809	108,920	104,867	0	
\$125,001 - \$250,000	39	33.62%	192,395	210,360	183,840	225,967	
\$250,001 - \$325,000	16	13.79%	286,194	279,900	291,330	300,225	
\$325,001 - \$500,000	14	12.07%	417,064	0	413,985	0	
\$500,001 and up	12	10.34%	724,158	0	697,125	737,967	
Average List Price		253,746		122,992	268,016	366,969	438,975
Total Closed Units		116	100%	25	74	13	4
Total Closed Volume		29,434,499		3.07M	19.83M	4.77M	1.76M

May 2022



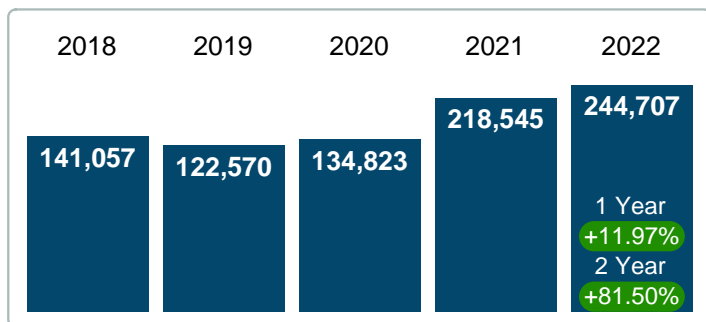
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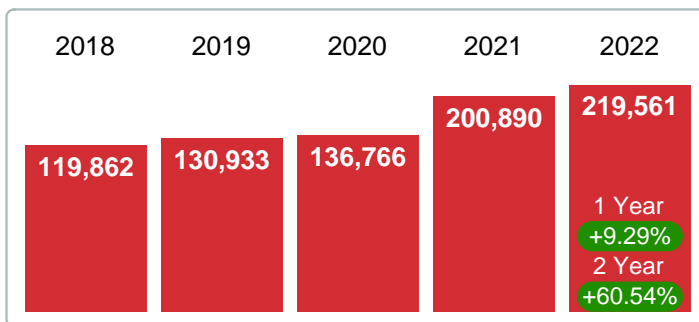
AVERAGE SOLD PRICE AT CLOSING

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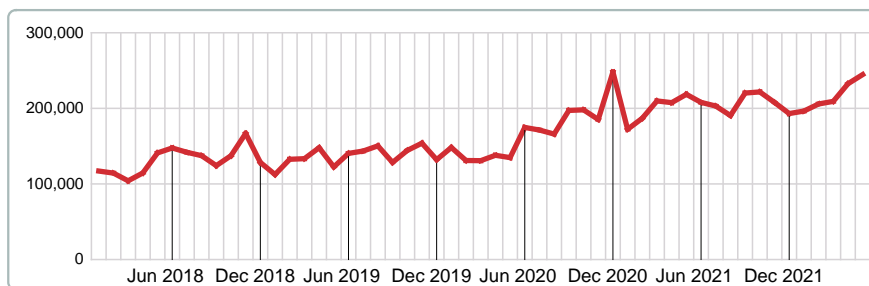
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 172,341

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

Average Sold Price at Closing this month at **244,707**
above the 5 yr MAY average of **172,341**

- MAR** 209,239
- APR** 232,538 11.13%
- MAY** 244,707 5.23%

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 9	7.76%	33,333	38,333	30,833	0	0
\$50,001 - \$75,000 9	7.76%	68,156	67,500	69,467	0	0
\$75,001 - \$125,000 19	16.38%	100,232	103,940	96,111	0	0
\$125,001 - \$250,000 37	31.90%	191,035	199,480	181,916	215,000	233,000
\$250,001 - \$325,000 17	14.66%	286,582	270,000	283,140	297,625	290,000
\$325,001 - \$500,000 13	11.21%	421,538	0	421,538	0	0
\$500,001 and up 12	10.34%	679,000	0	663,750	687,667	775,000
Average Sold Price		244,707	113,072	262,537	349,500	397,000
Total Closed Units		116	25	74	13	4
Total Closed Volume		28,386,001	2.83M	19.43M	4.54M	1.59M

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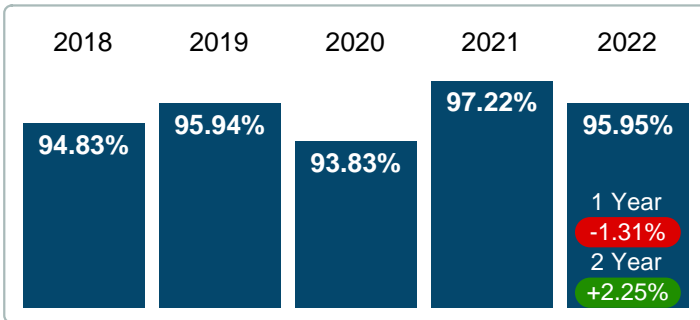
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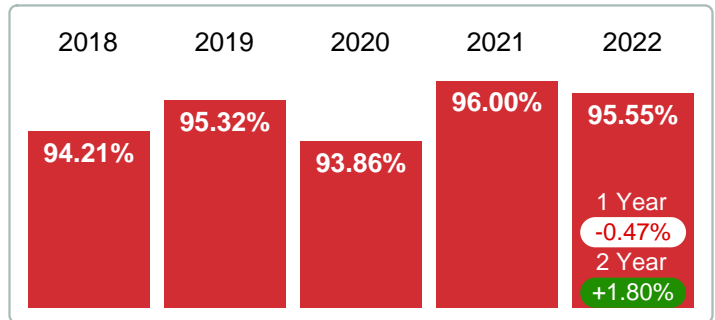
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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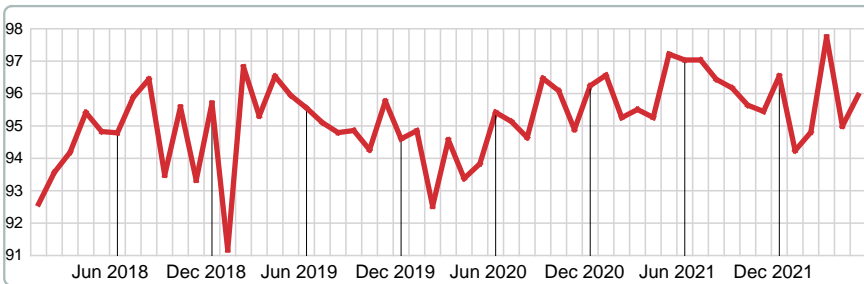
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

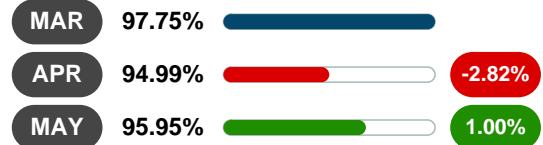


3 MONTHS

5 year MAY AVG = 95.55%

High Mar 2022 97.75% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.95%** equal to 5 yr MAY average of **95.55%**



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	7.76%	84.81%	75.64%	89.39%	0.00%	0.00%
\$50,001 - \$75,000	9	7.76%	88.66%	84.34%	97.29%	0.00%	0.00%
\$75,001 - \$125,000	19	16.38%	94.47%	95.42%	93.41%	0.00%	0.00%
\$125,001 - \$250,000	37	31.90%	97.85%	94.74%	99.16%	95.12%	97.12%
\$250,001 - \$325,000	17	14.66%	97.28%	96.46%	97.26%	99.12%	94.09%
\$325,001 - \$500,000	13	11.21%	105.53%	0.00%	105.53%	0.00%	0.00%
\$500,001 and up	12	10.34%	93.95%	0.00%	95.16%	93.33%	86.21%
Average Sold/List Ratio		95.90%		90.29%	98.02%	95.93%	92.88%
Total Closed Units		116	100%	25	74	13	4
Total Closed Volume		28,386,001		2.83M	19.43M	4.54M	1.59M

May 2022



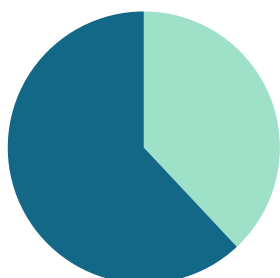
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

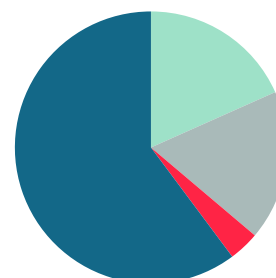


Inventory
 New Listings
195 = 38.01%
 Start Inventory
318
 Total Inventory Units
513
 Volume
\$204,733,255

Market Activity

Closed Sales
116 = 18.33%
 Pending Sales
113 = 17.85%
 Other Off Market
23 = 3.63%
 Active Inventory
381 = 60.19%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	115	116	0.87%	520	501	-3.65%
Pending Sales	113	113	0.00%	597	535	-10.39%
New Listings	146	195	33.56%	691	768	11.14%
Average List Price	226,340	253,746	12.11%	209,407	228,087	8.92%
Average Sale Price	218,545	244,707	11.97%	200,890	219,561	9.29%
Average Percent of Selling Price to List Price	97.22%	95.95%	-1.31%	96.00%	95.55%	-0.47%
Average Days on Market to Sale	34.96	43.34	23.97%	46.96	45.22	-3.69%
Monthly Inventory	273	381	39.56%	273	381	39.56%
Months Supply of Inventory	2.36	3.37	42.75%	2.36	3.37	42.75%

Absorption: Last 12 months, an Average of 113 Sales/Month

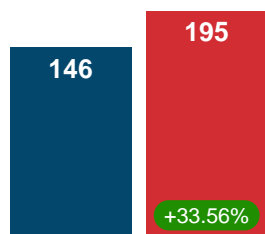
Inventory on May 31, 2022 = 381

2021 2022

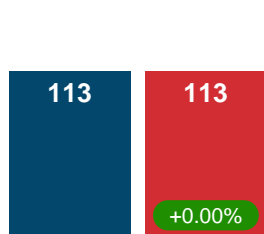
MAY MARKET

AVERAGE PRICES

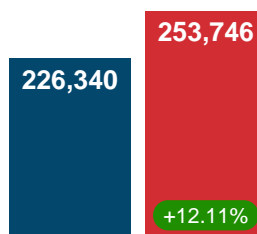
New Listings



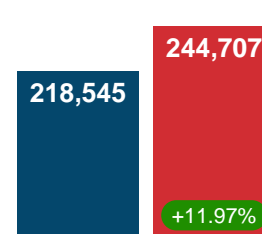
Pending Listings



List Price



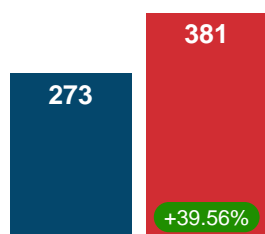
Sale Price



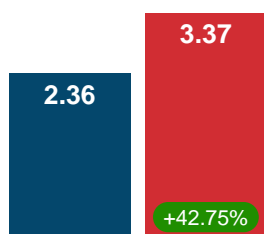
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

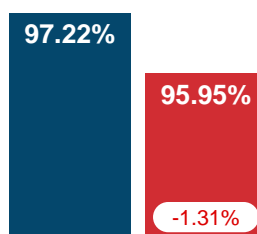
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

