

November 2022



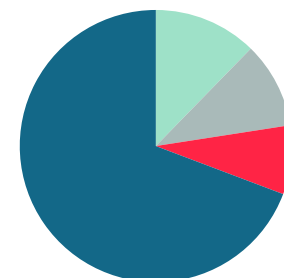
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|--|----------|---------|---------|
| | 2021 | 2022 | +/-% |
| Closed Listings | 123 | 84 | -31.71% |
| Pending Listings | 93 | 70 | -24.73% |
| New Listings | 101 | 129 | 27.72% |
| Average List Price | 214,533 | 225,188 | 4.97% |
| Average Sale Price | 207,848 | 214,942 | 3.41% |
| Average Percent of Selling Price to List Price | 95.45% | 95.61% | 0.17% |
| Average Days on Market to Sale | 39.80 | 45.12 | 13.37% |
| End of Month Inventory | 362 | 473 | 30.66% |
| Months Supply of Inventory | 3.17 | 4.43 | 39.95% |



■ Closed (12.30%)
■ Pending (10.25%)
■ Other OffMarket (8.20%)
■ Active (69.25%)

Absorption: Last 12 months, an Average of **107** Sales/Month
Active Inventory as of November 30, 2022 = **473**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **30.66%** to 473 existing homes available for sale. Over the last 12 months this area has had an average of 107 closed sales per month. This represents an unsold inventory index of **4.43** 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 **3.41%** in November 2022 to \$214,942 versus the previous year at \$207,848.

Average Days on Market Lengthens

The average number of **45.12** days that homes spent on the market before selling increased by 5.32 days or **13.37%** in November 2022 compared to last year's same month at **39.80** DOM.

Sales Success for November 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 129 New Listings in November 2022, up **27.72%** from last year at 101. Furthermore, there were 84 Closed Listings this month versus last year at 123, a **-31.71%** decrease.

Closed versus Listed trends yielded a **65.1%** ratio, down from previous year's, November 2021, at **121.8%**, a **46.53%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Inventory | 5 |
| Months Supply of Inventory | 6 |
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| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
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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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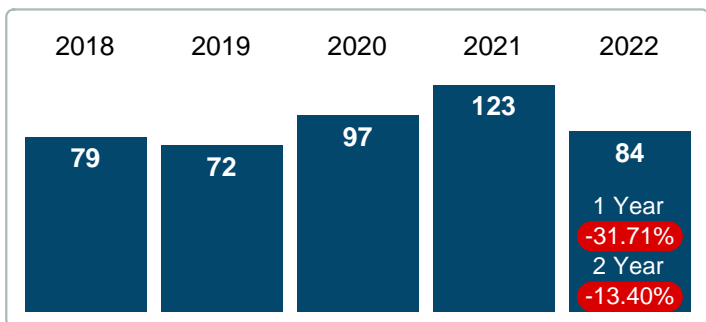
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



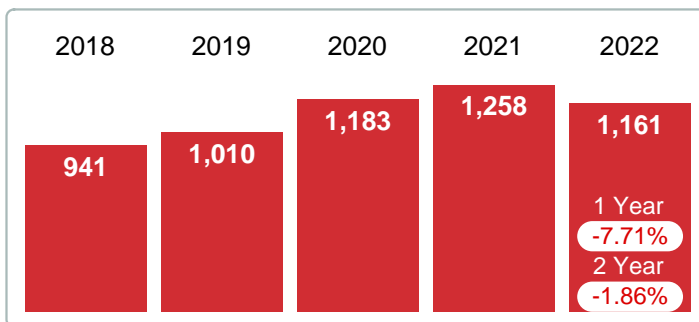
CLOSED LISTINGS

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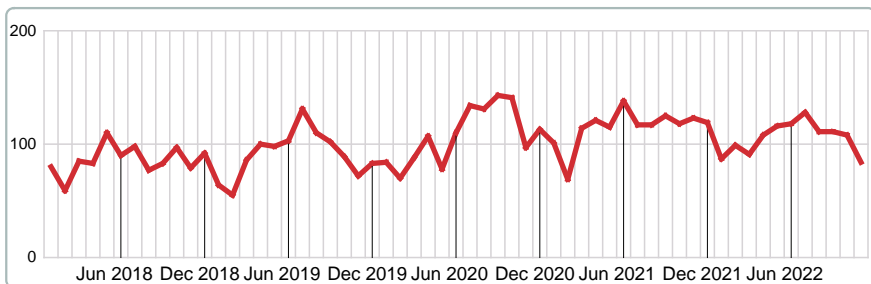
NOVEMBER



YEAR TO DATE (YTD)

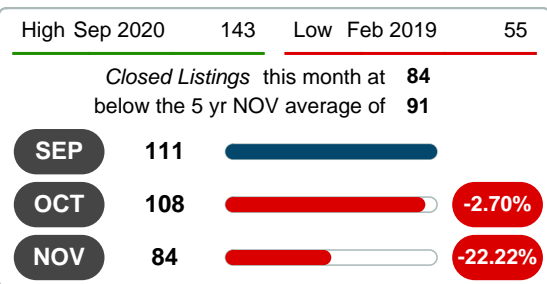


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 91



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 | 6 | 7.14% | 56.8 | 3 | 2 | 0 | 1 |
| \$50,001 - \$100,000 | 11 | 13.10% | 25.2 | 2 | 8 | 1 | 0 |
| \$100,001 - \$125,000 | 13 | 15.48% | 38.3 | 6 | 6 | 1 | 0 |
| \$125,001 - \$200,000 | 24 | 28.57% | 44.3 | 6 | 15 | 3 | 0 |
| \$200,001 - \$225,000 | 7 | 8.33% | 32.6 | 2 | 5 | 0 | 0 |
| \$225,001 - \$375,000 | 15 | 17.86% | 45.0 | 1 | 8 | 6 | 0 |
| \$375,001 and up | 8 | 9.52% | 88.5 | 1 | 2 | 5 | 0 |
| Total Closed Units | 84 | | | 21 | 46 | 16 | 1 |
| Total Closed Volume | 18,055,154 | 100% | 45.1 | 2.99M | 7.95M | 7.09M | 25.00K |
| Average Closed Price | \$214,942 | | | \$142,203 | \$172,813 | \$443,406 | \$25,000 |

November 2022



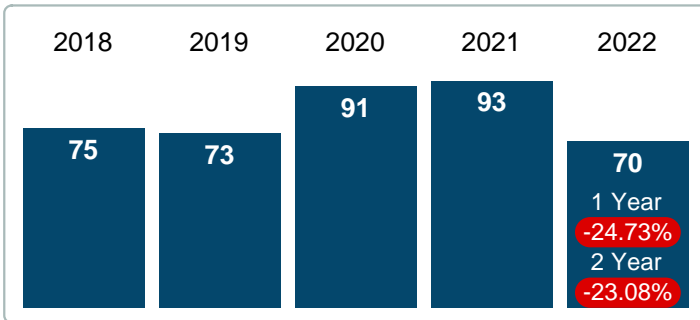
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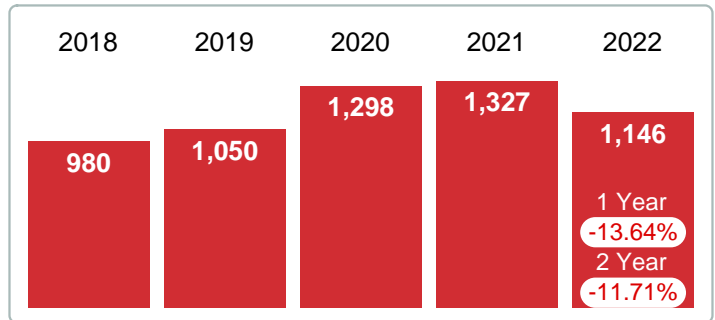
PENDING LISTINGS

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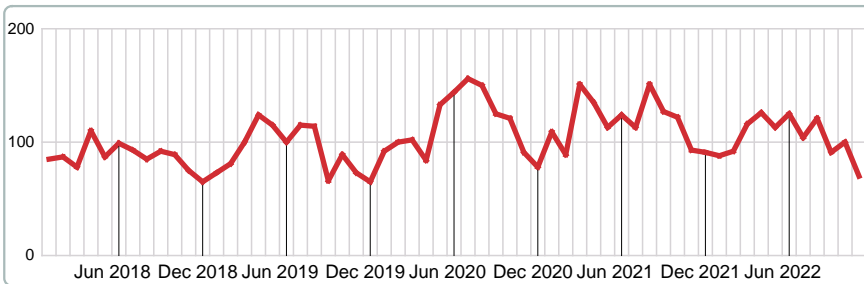
NOVEMBER



YEAR TO DATE (YTD)

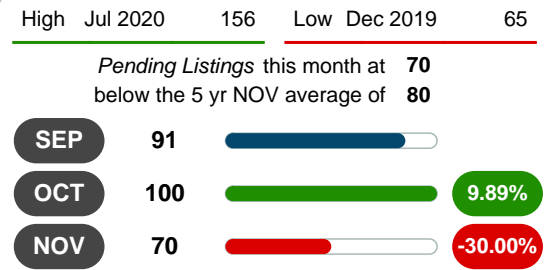


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 80



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 3 | 4.29% | 131.3 | 3 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 11 | 15.71% | 54.4 | 3 | 8 | 0 | 0 |
| \$75,001 - \$125,000 | 8 | 11.43% | 27.4 | 4 | 4 | 0 | 0 |
| \$125,001 - \$200,000 | 20 | 28.57% | 43.0 | 4 | 14 | 2 | 0 |
| \$200,001 - \$275,000 | 13 | 18.57% | 39.8 | 5 | 7 | 1 | 0 |
| \$275,001 - \$350,000 | 8 | 11.43% | 91.0 | 0 | 5 | 2 | 1 |
| \$350,001 and up | 7 | 10.00% | 52.7 | 0 | 3 | 3 | 1 |
| Total Pending Units | 70 | | | 19 | 41 | 8 | 2 |
| Total Pending Volume | 16,228,000 | 100% | 52.6 | 2.47M | 8.04M | 4.98M | 739.00K |
| Average Listing Price | \$231,829 | | | \$130,132 | \$196,134 | \$621,875 | \$369,500 |

November 2022



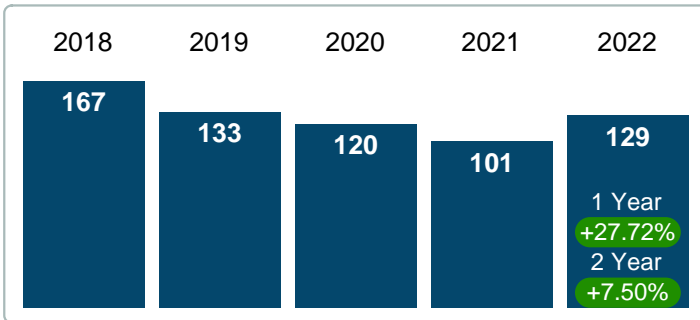
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



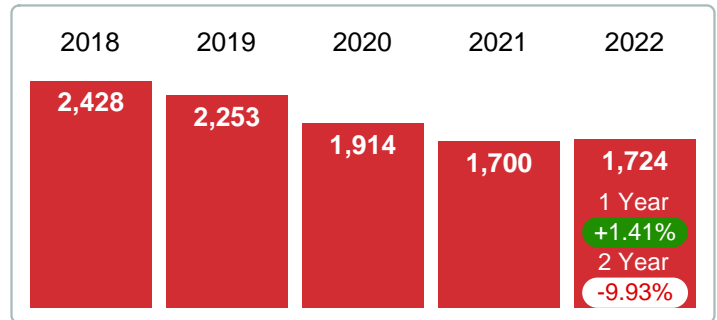
NEW LISTINGS

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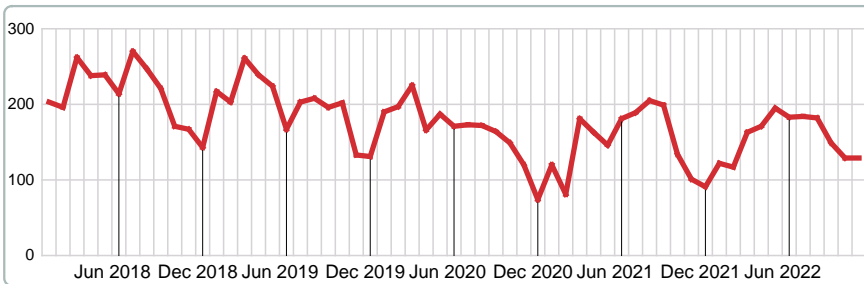
NOVEMBER



YEAR TO DATE (YTD)

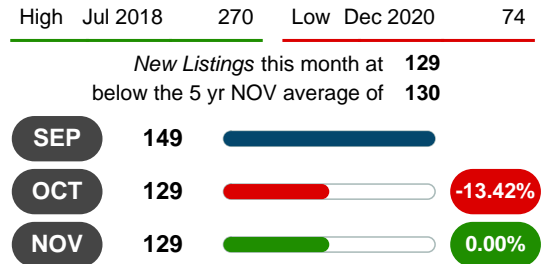


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 130



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 | 6.20% | 4 | 4 | 0 | 0 |
| \$50,001 - \$100,000 | 19 | 14.73% | 5 | 14 | 0 | 0 |
| \$100,001 - \$150,000 | 24 | 18.60% | 7 | 17 | 0 | 0 |
| \$150,001 - \$225,000 | 28 | 21.71% | 7 | 17 | 3 | 1 |
| \$225,001 - \$300,000 | 22 | 17.05% | 3 | 12 | 7 | 0 |
| \$300,001 - \$450,000 | 17 | 13.18% | 0 | 9 | 5 | 3 |
| \$450,001 and up | 11 | 8.53% | 1 | 7 | 2 | 1 |
| Total New Listed Units | 129 | | 27 | 80 | 17 | 5 |
| Total New Listed Volume | 37,125,381 | 100% | 6.52M | 21.23M | 7.17M | 2.20M |
| Average New Listed Listing Price | \$272,997 | | \$241,540 | \$265,335 | \$421,918 | \$440,880 |

November 2022



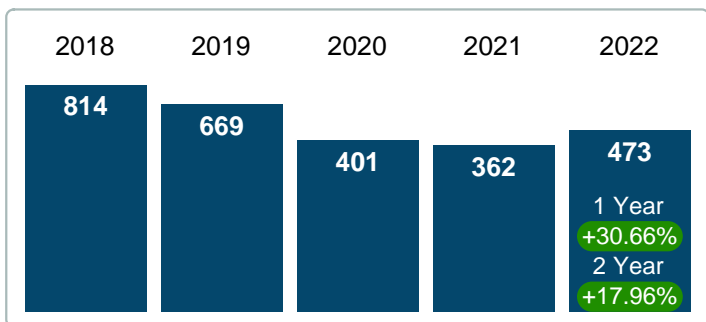
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



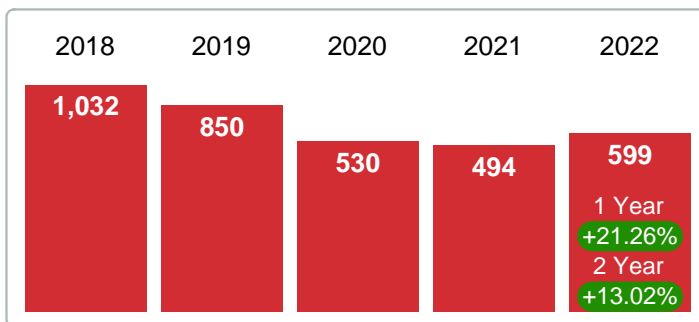
ACTIVE INVENTORY

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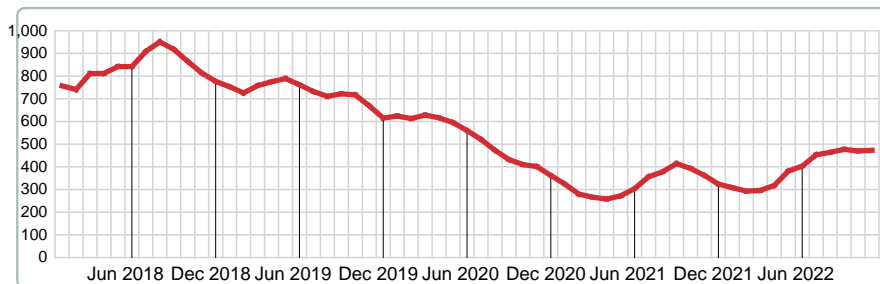
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 544

High Aug 2018 951 Low Apr 2021 258

Inventory this month at **473**
below the 5 yr NOV average of **544**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|--------------------|
| \$75,000 and less | 41 | 8.67% | 100.0 | 23 | 16 | 2 | 0 |
| \$75,001 - \$125,000 | 55 | 11.63% | 72.1 | 21 | 30 | 3 | 1 |
| \$125,001 - \$175,000 | 86 | 18.18% | 75.0 | 11 | 59 | 15 | 1 |
| \$175,001 - \$275,000 | 105 | 22.20% | 97.9 | 18 | 56 | 24 | 7 |
| \$275,001 - \$425,000 | 79 | 16.70% | 92.4 | 6 | 45 | 23 | 5 |
| \$425,001 - \$700,000 | 59 | 12.47% | 95.9 | 6 | 31 | 16 | 6 |
| \$700,001 and up | 48 | 10.15% | 126.3 | 4 | 13 | 22 | 9 |
| Total Active Inventory by Units | 473 | | | 89 | 250 | 105 | 29 |
| Total Active Inventory by Volume | 187,179,796 | 100% | 92.6 | 22.53M | 77.95M | 56.55M | 30.14M |
| Average Active Inventory Listing Price | \$395,729 | | | \$253,149 | \$311,814 | \$538,610 | \$1,039,383 |

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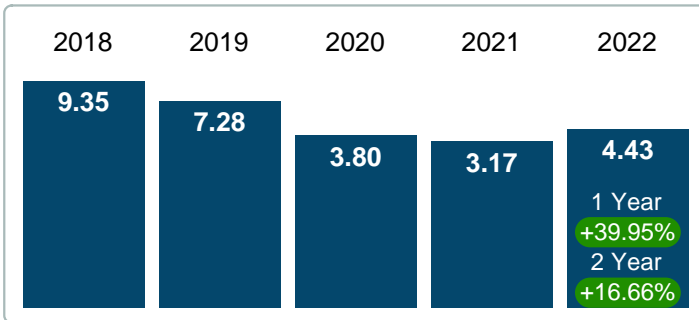
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



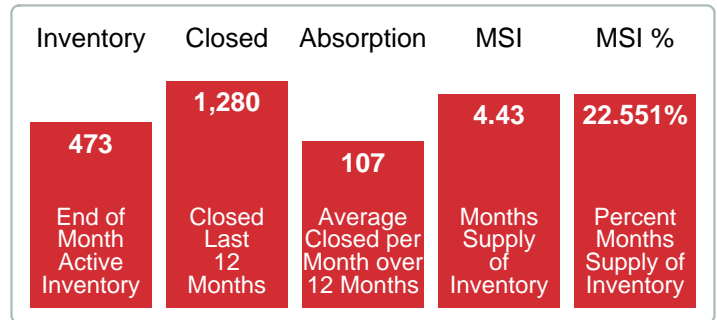
MONTHS SUPPLY of INVENTORY (MSI)

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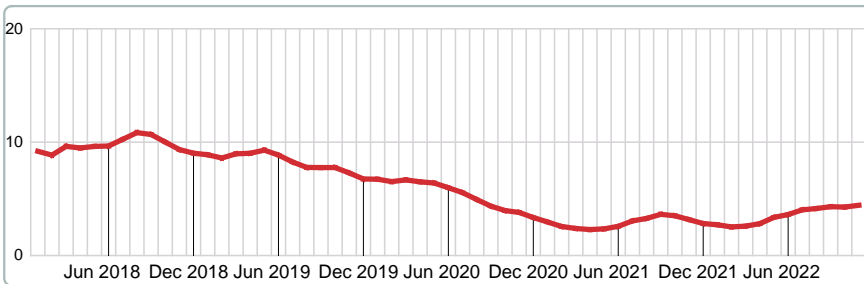
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.61

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at **4.43**
below the 5 yr NOV average of **5.61**



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 | 41 | 8.67% | 2.41 | 2.79 | 2.04 | 3.43 | 0.00 |
| \$75,001 - \$125,000 | 55 | 11.63% | 3.01 | 3.36 | 2.71 | 3.27 | 0.00 |
| \$125,001 - \$175,000 | 86 | 18.18% | 4.26 | 2.93 | 4.37 | 5.81 | 3.00 |
| \$175,001 - \$275,000 | 105 | 22.20% | 4.32 | 5.68 | 3.54 | 4.88 | 16.80 |
| \$275,001 - \$425,000 | 79 | 16.70% | 4.84 | 4.00 | 5.51 | 4.12 | 4.62 |
| \$425,001 - \$700,000 | 59 | 12.47% | 7.38 | 8.00 | 6.89 | 7.68 | 9.00 |
| \$700,001 and up | 48 | 10.15% | 18.58 | 0.00 | 12.00 | 20.31 | 21.60 |
| Market Supply of Inventory (MSI) | | | 4.43 | 3.76 | 4.03 | 5.92 | 8.92 |
| Total Active Inventory by Units | | 100% | 473 | 89 | 250 | 105 | 29 |

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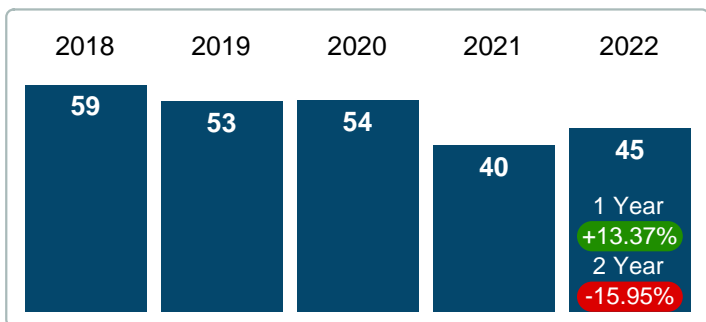
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



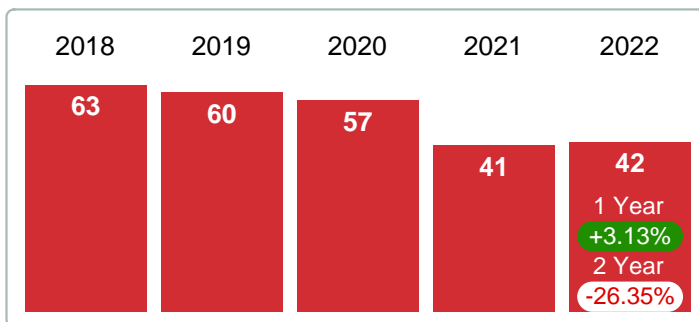
AVERAGE DAYS ON MARKET TO SALE

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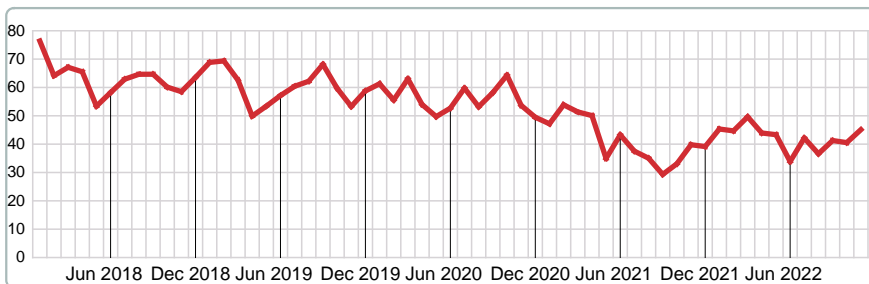
NOVEMBER



YEAR TO DATE (YTD)

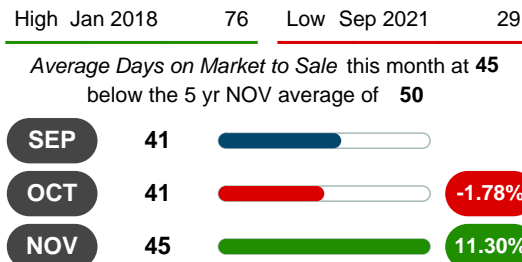


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 50



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 | 7.14% | 57 | 44 | 104 | 0 | 3 |
| \$50,001 - \$100,000 | 13.10% | 25 | 51 | 22 | 1 | 0 |
| \$100,001 - \$125,000 | 15.48% | 38 | 42 | 22 | 113 | 0 |
| \$125,001 - \$200,000 | 28.57% | 44 | 39 | 44 | 58 | 0 |
| \$200,001 - \$225,000 | 8.33% | 33 | 30 | 34 | 0 | 0 |
| \$225,001 - \$375,000 | 17.86% | 45 | 17 | 65 | 23 | 0 |
| \$375,001 and up | 9.52% | 89 | 172 | 25 | 97 | 0 |
| Average Closed DOM | | 45 | 46 | 42 | 57 | 3 |
| Total Closed Units | 100% | 84 | 21 | 46 | 16 | 1 |
| Total Closed Volume | | 18,055,154 | 2.99M | 7.95M | 7.09M | 25.00K |

November 2022



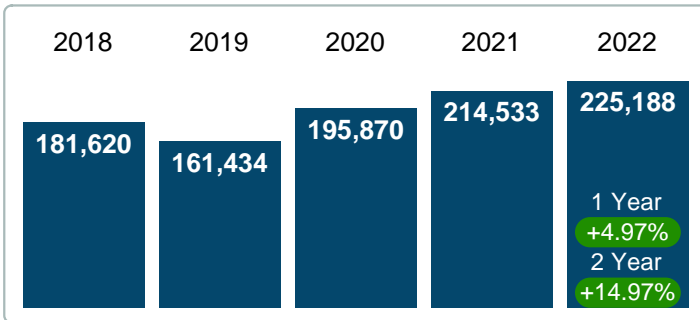
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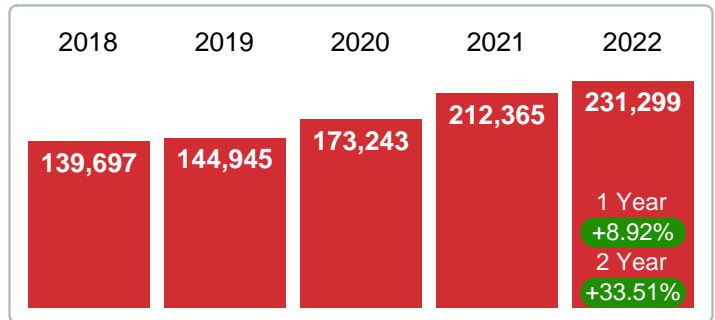
AVERAGE LIST PRICE AT CLOSING

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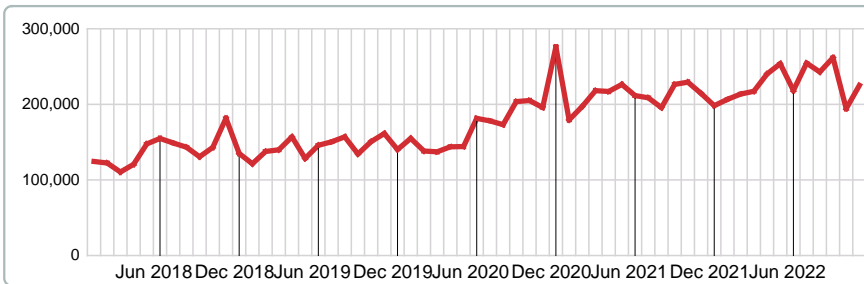
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

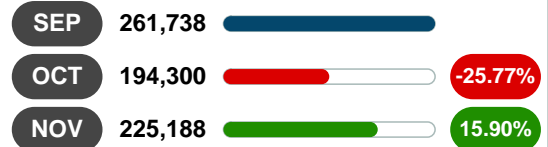


3 MONTHS

5 year NOV AVG = 195,729

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

Average List Price at Closing this month at **225,188**
above the 5 yr NOV average of **195,729**



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 | 4.76% | 32,225 | 39,633 | 54,950 | 0 | 25,000 |
| \$50,001 - \$100,000 | 16.67% | 72,579 | 84,450 | 67,850 | 82,500 | 0 |
| \$100,001 - \$125,000 | 9.52% | 114,588 | 116,650 | 117,200 | 139,000 | 0 |
| \$125,001 - \$200,000 | 30.95% | 160,723 | 169,233 | 169,000 | 181,667 | 0 |
| \$200,001 - \$225,000 | 10.71% | 216,078 | 220,000 | 211,940 | 0 | 0 |
| \$225,001 - \$375,000 | 16.67% | 277,835 | 250,000 | 280,974 | 296,983 | 0 |
| \$375,001 and up | 10.71% | 760,100 | 445,000 | 517,500 | 994,180 | 0 |
| Average List Price | | 225,188 | 149,433 | 178,987 | 469,956 | 25,000 |
| Total Closed Units | 100% | 225,188 | 21 | 46 | 16 | 1 |
| Total Closed Volume | | 18,915,794 | 3.14M | 8.23M | 7.52M | 25.00K |

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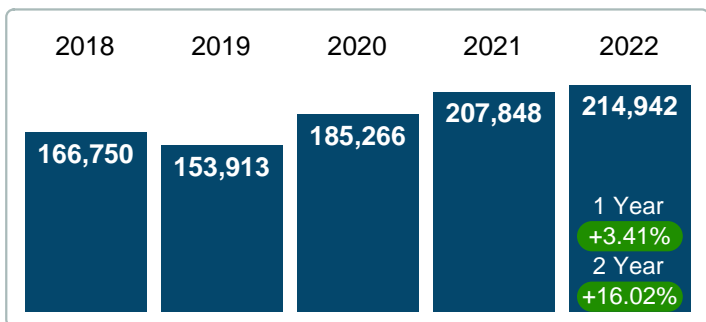
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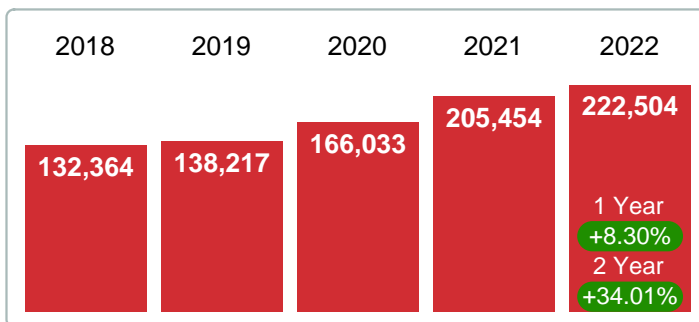
AVERAGE SOLD PRICE AT CLOSING

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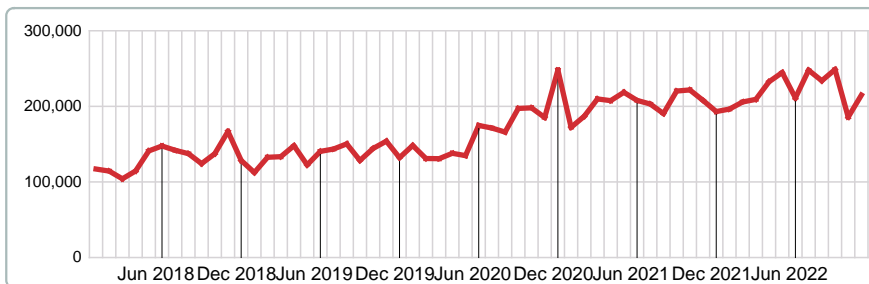
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

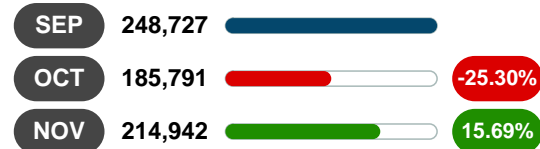


3 MONTHS

5 year NOV AVG = 185,744

High Sep 2022 248,727 Low Mar 2018 104,131

Average Sold Price at Closing this month at 214,942 above the 5 yr NOV average of 185,744



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 | 7.14% | 35,333 | 30,000 | 48,500 | 0 | 25,000 |
| \$50,001 - \$100,000 | 13.10% | 69,355 | 80,000 | 63,425 | 95,500 | 0 |
| \$100,001 - \$125,000 | 15.48% | 112,608 | 110,500 | 112,650 | 125,000 | 0 |
| \$125,001 - \$200,000 | 28.57% | 162,236 | 157,209 | 161,693 | 175,000 | 0 |
| \$200,001 - \$225,000 | 8.33% | 215,543 | 220,000 | 213,760 | 0 | 0 |
| \$225,001 - \$375,000 | 17.86% | 276,193 | 240,000 | 269,363 | 291,333 | 0 |
| \$375,001 and up | 9.52% | 758,875 | 450,000 | 510,000 | 920,200 | 0 |
| Average Sold Price | | 214,942 | 142,203 | 172,813 | 443,406 | 25,000 |
| Total Closed Units | 100% | 214,942 | 21 | 46 | 16 | 1 |
| Total Closed Volume | | 18,055,154 | 2.99M | 7.95M | 7.09M | 25.00K |

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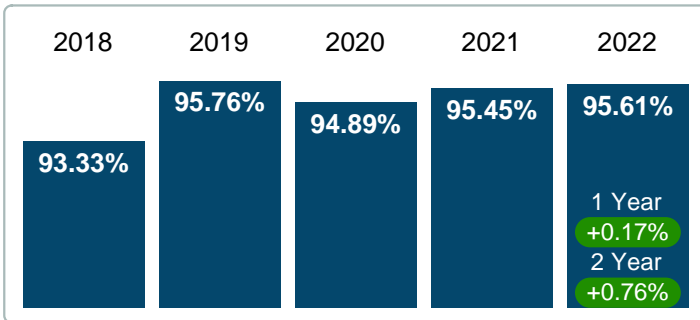
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



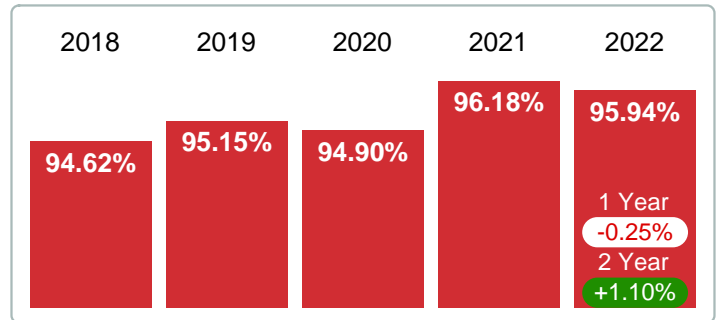
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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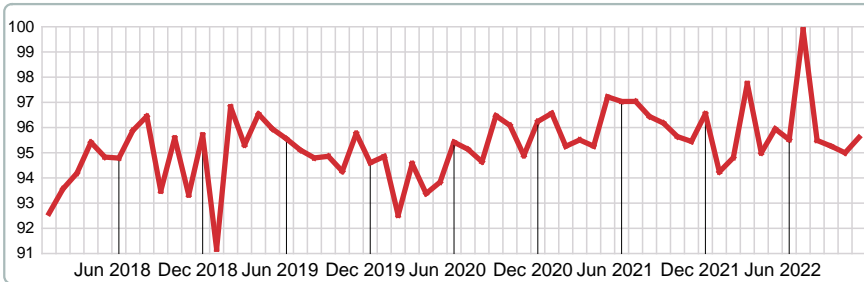
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

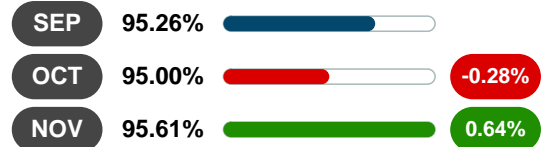


3 MONTHS

5 year NOV AVG = 95.01%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.61%** above the 5 yr NOV average of **95.01%**



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 | 6 | 7.14% | 85.57% | 78.64% | 88.74% | 0.00% | 100.00% |
| \$50,001 - \$100,000 | 11 | 13.10% | 95.88% | 94.37% | 93.78% | 115.76% | 0.00% |
| \$100,001 - \$125,000 | 13 | 15.48% | 95.36% | 95.11% | 96.53% | 89.93% | 0.00% |
| \$125,001 - \$200,000 | 24 | 28.57% | 95.45% | 94.13% | 95.67% | 96.97% | 0.00% |
| \$200,001 - \$225,000 | 7 | 8.33% | 100.70% | 100.00% | 100.98% | 0.00% | 0.00% |
| \$225,001 - \$375,000 | 15 | 17.86% | 96.85% | 96.00% | 95.99% | 98.14% | 0.00% |
| \$375,001 and up | 8 | 9.52% | 96.85% | 101.12% | 98.60% | 95.29% | 0.00% |
| Average Sold/List Ratio | | 95.60% | | 93.20% | 95.91% | 97.62% | 100.00% |
| Total Closed Units | | 84 | 100% | 21 | 46 | 16 | 1 |
| Total Closed Volume | | 18,055,154 | | 2.99M | 7.95M | 7.09M | 25.00K |

November 2022



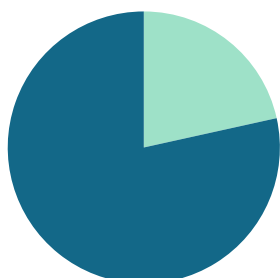
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

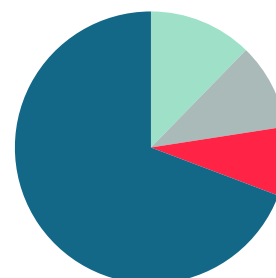


Inventory
 New Listings
129 = 21.54%
 Start Inventory
470
 Total Inventory Units
599
 Volume
\$225,710,894

Market Activity

Closed Sales
84 = 12.30%
 Pending Sales
70 = 10.25%
 Other Off Market
56 = 8.20%
 Active Inventory
473 = 69.25%

MARKET ACTIVITY



| Compared Metrics | November | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 123 | 84 | -31.71% | 1,258 | 1,161 | -7.71% |
| Pending Sales | 93 | 70 | -24.73% | 1,327 | 1,146 | -13.64% |
| New Listings | 101 | 129 | 27.72% | 1,700 | 1,724 | 1.41% |
| Average List Price | 214,533 | 225,188 | 4.97% | 212,365 | 231,299 | 8.92% |
| Average Sale Price | 207,848 | 214,942 | 3.41% | 205,454 | 222,504 | 8.30% |
| Average Percent of Selling Price to List Price | 95.45% | 95.61% | 0.17% | 96.18% | 95.94% | -0.25% |
| Average Days on Market to Sale | 39.80 | 45.12 | 13.37% | 40.81 | 42.09 | 3.13% |
| Monthly Inventory | 362 | 473 | 30.66% | 362 | 473 | 30.66% |
| Months Supply of Inventory | 3.17 | 4.43 | 39.95% | 3.17 | 4.43 | 39.95% |

Absorption: Last 12 months, an Average of **107** Sales/Month

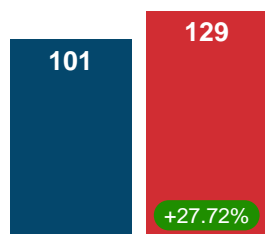
Inventory on November 30, 2022 = **473**

2021 **2022**

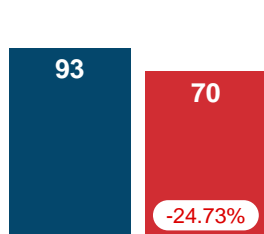
NOVEMBER MARKET

AVERAGE PRICES

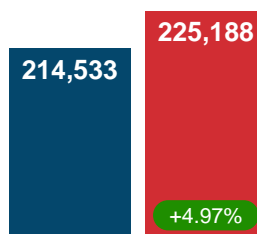
New Listings



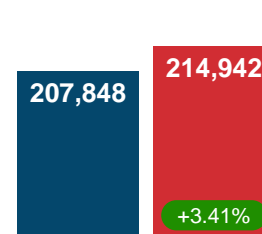
Pending Listings



List Price



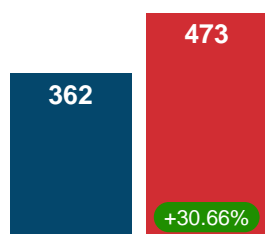
Sale Price



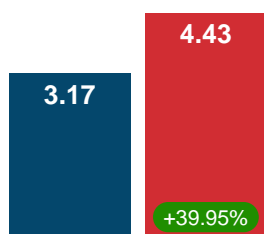
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

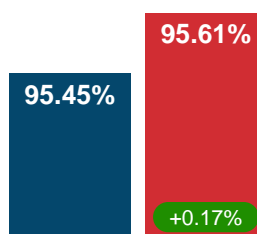
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

