

November 2022



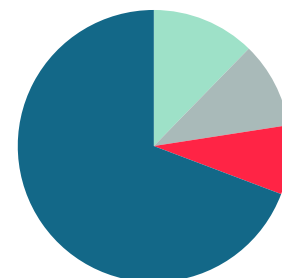
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	169,900	166,500	-2.00%
Median Sale Price	165,000	158,250	-4.09%
Median Percent of Selling Price to List Price	97.78%	97.25%	-0.54%
Median Days on Market to Sale	26.00	28.00	7.69%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.09%** in November 2022 to \$158,250 versus the previous year at \$165,000.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 2.00 days or **7.69%** in November 2022 compared to last year's same month at **26.00** DOM.

Sales Success for November 2022 is Positive

Overall, with Median Prices falling 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

November 2022



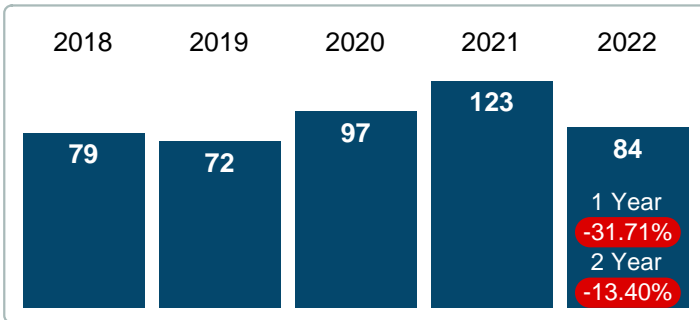
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



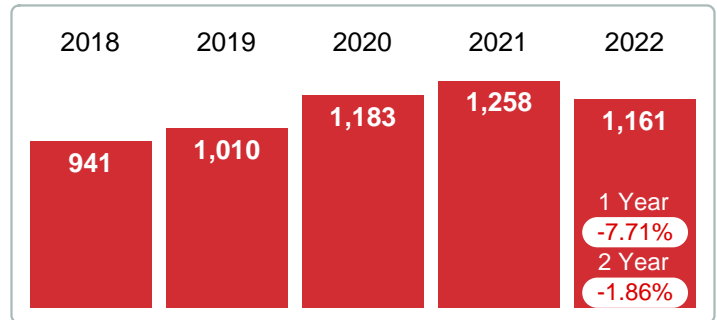
CLOSED LISTINGS

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

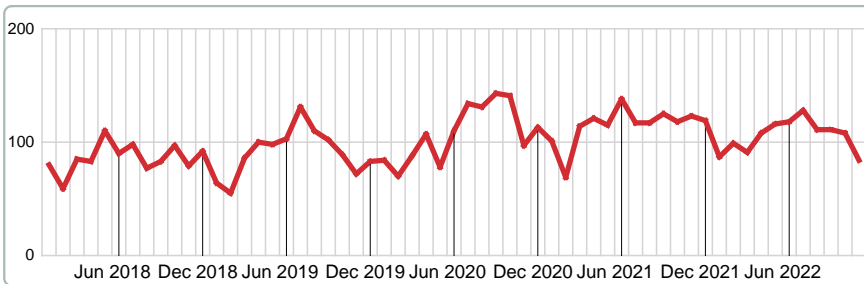
NOVEMBER



YEAR TO DATE (YTD)

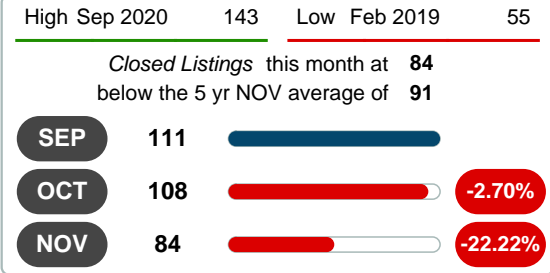


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.14%	41.5	3	2	0	1
\$50,001 - \$100,000	11	13.10%	11.0	2	8	1	0
\$100,001 - \$125,000	13	15.48%	24.0	6	6	1	0
\$125,001 - \$200,000	24	28.57%	27.5	6	15	3	0
\$200,001 - \$225,000	7	8.33%	29.0	2	5	0	0
\$225,001 - \$375,000	15	17.86%	22.0	1	8	6	0
\$375,001 and up	8	9.52%	102.5	1	2	5	0
Total Closed Units	84			21	46	16	1
Total Closed Volume	18,055,154	100%	28.0	2.99M	7.95M	7.09M	25.00K
Median Closed Price	\$158,250			\$120,000	\$153,250	\$297,000	\$25,000

November 2022



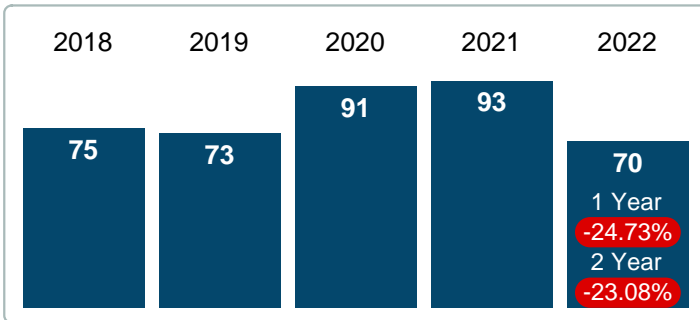
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



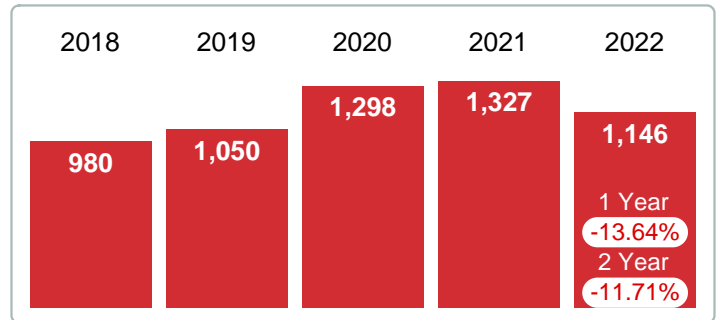
PENDING LISTINGS

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

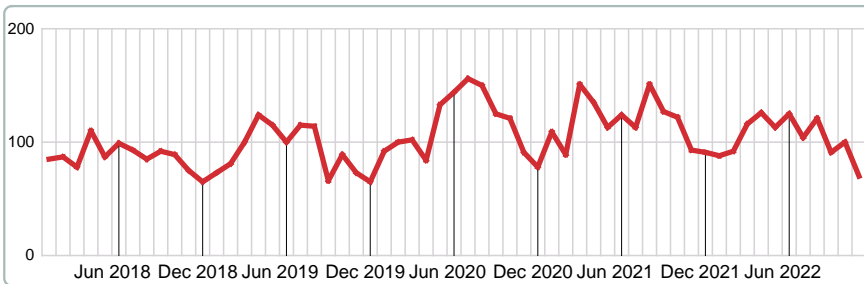
NOVEMBER



YEAR TO DATE (YTD)

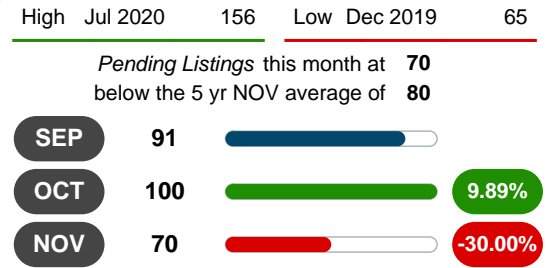


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 80



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.29%	170.0	3	0	0	0
\$25,001 - \$75,000	11	15.71%	10.0	3	8	0	0
\$75,001 - \$125,000	8	11.43%	14.5	4	4	0	0
\$125,001 - \$200,000	20	28.57%	29.5	4	14	2	0
\$200,001 - \$275,000	13	18.57%	7.0	5	7	1	0
\$275,001 - \$350,000	8	11.43%	98.5	0	5	2	1
\$350,001 and up	7	10.00%	44.0	0	3	3	1
Total Pending Units	70			19	41	8	2
Total Pending Volume	16,228,000	100%	25.0	2.47M	8.04M	4.98M	739.00K
Median Listing Price	\$162,450			\$119,000	\$159,000	\$293,700	\$369,500

November 2022



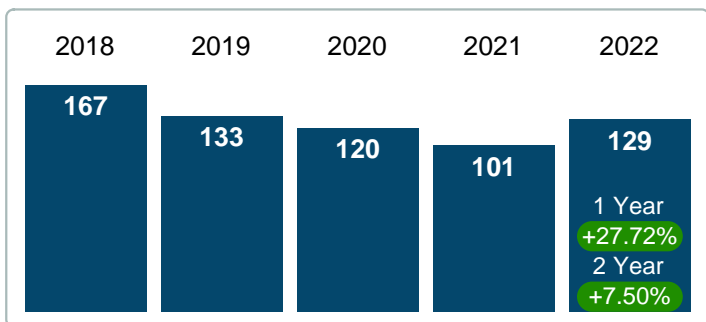
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



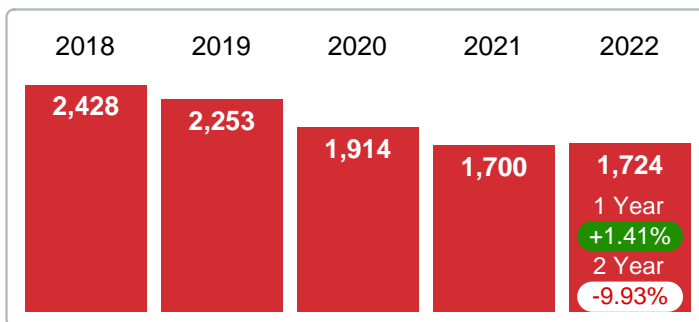
NEW LISTINGS

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

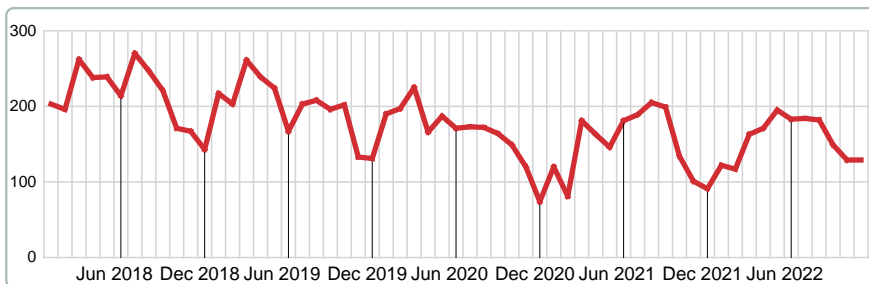
NOVEMBER



YEAR TO DATE (YTD)

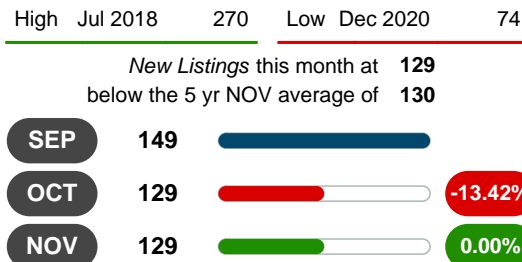


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$185,000		\$119,000	\$170,000	\$279,000	\$425,000

November 2022



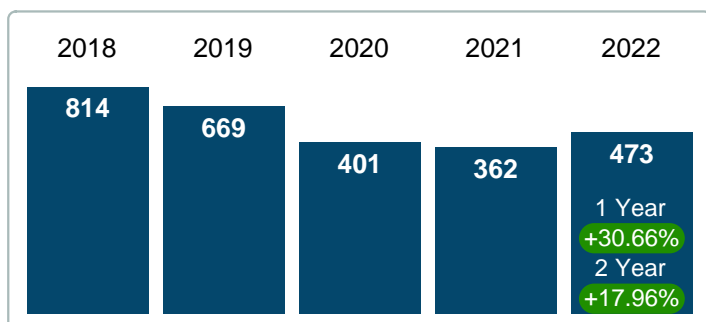
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



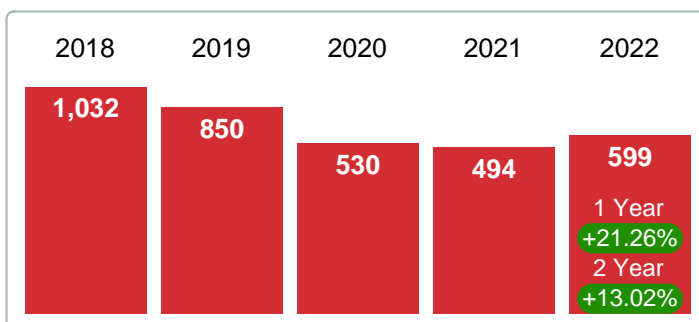
ACTIVE INVENTORY

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

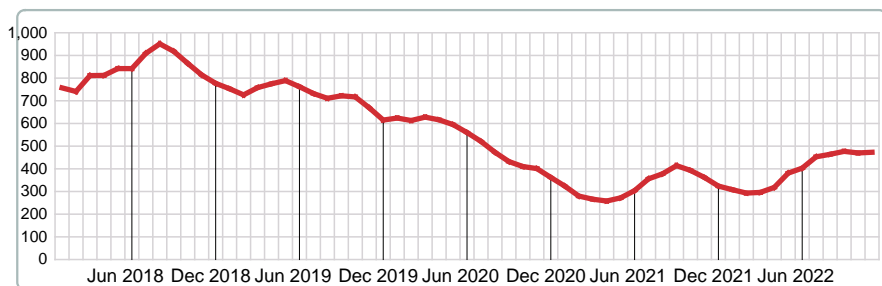
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

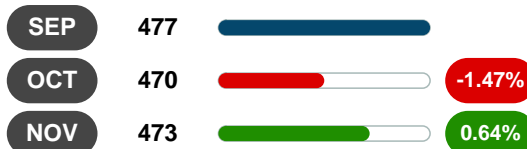


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	41	8.67%	85.0	23	16	2	0
\$75,001 - \$125,000	55	11.63%	61.0	21	30	3	1
\$125,001 - \$175,000	86	18.18%	69.5	11	59	15	1
\$175,001 - \$275,000	105	22.20%	96.0	18	56	24	7
\$275,001 - \$425,000	79	16.70%	85.0	6	45	23	5
\$425,001 - \$700,000	59	12.47%	84.0	6	31	16	6
\$700,001 and up	48	10.15%	125.5	4	13	22	9
Total Active Inventory by Units		473		89	250	105	29
Total Active Inventory by Volume		187,179,796	100%	22.53M	77.95M	56.55M	30.14M
Median Active Inventory Listing Price		\$225,000		\$127,500	\$204,500	\$319,900	\$430,000

November 2022



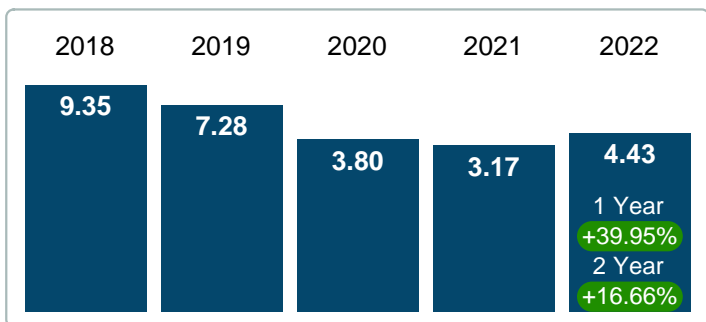
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



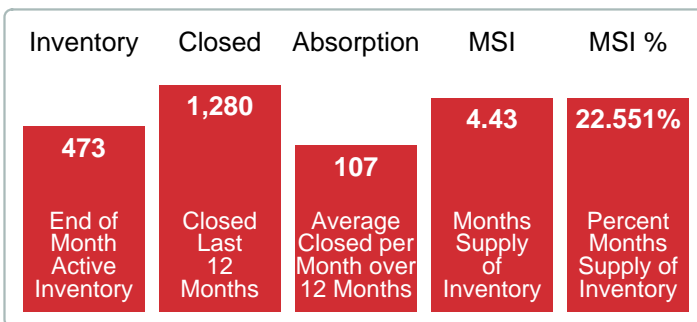
MONTHS SUPPLY of INVENTORY (MSI)

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

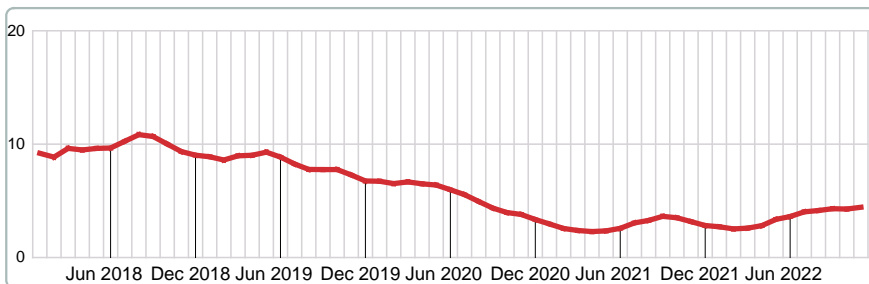
MSI FOR NOVEMBER



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

November 2022



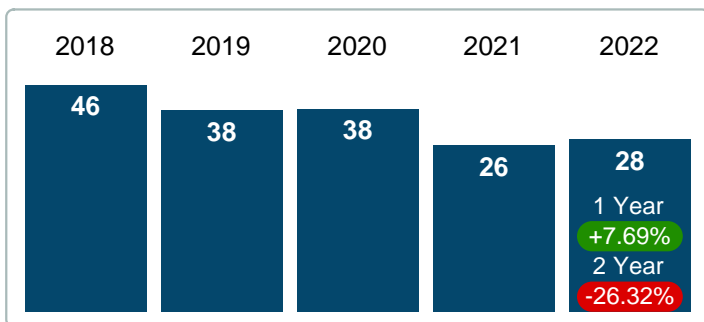
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



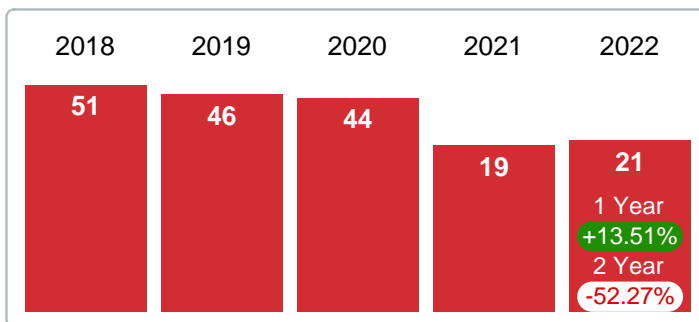
MEDIAN DAYS ON MARKET TO SALE

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

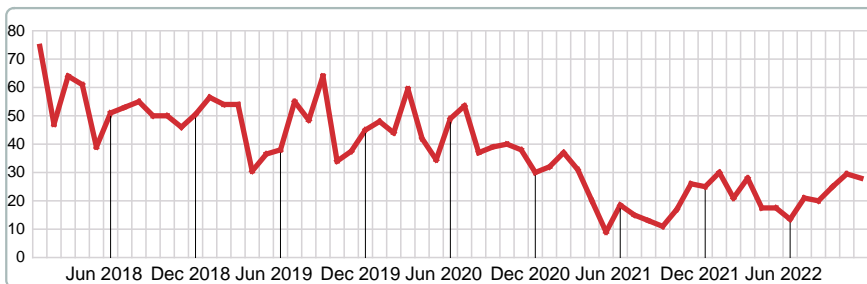
NOVEMBER



YEAR TO DATE (YTD)

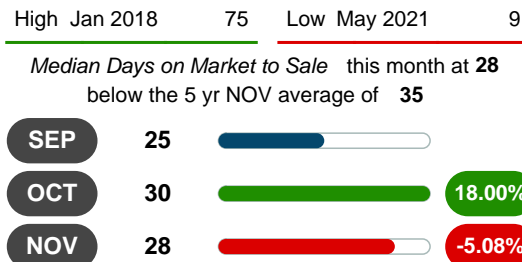


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 35



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
\$50,000 and less	7.14%	42	44	104	0	3
\$50,001 - \$100,000	13.10%	11	51	12	1	0
\$100,001 - \$125,000	15.48%	24	26	11	113	0
\$125,001 - \$200,000	28.57%	28	29	27	28	0
\$200,001 - \$225,000	8.33%	29	30	29	0	0
\$225,001 - \$375,000	17.86%	22	17	63	20	0
\$375,001 and up	9.52%	103	172	25	106	0
Median Closed DOM		28	39	26	32	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



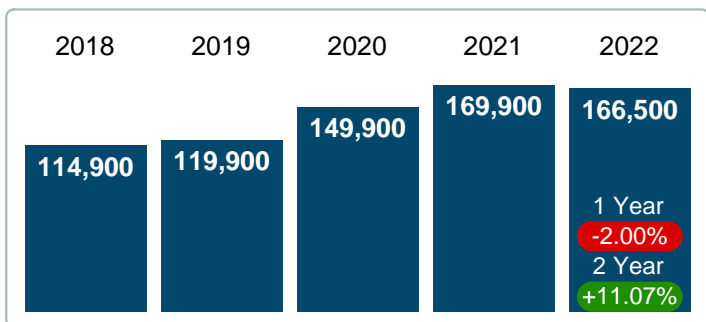
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



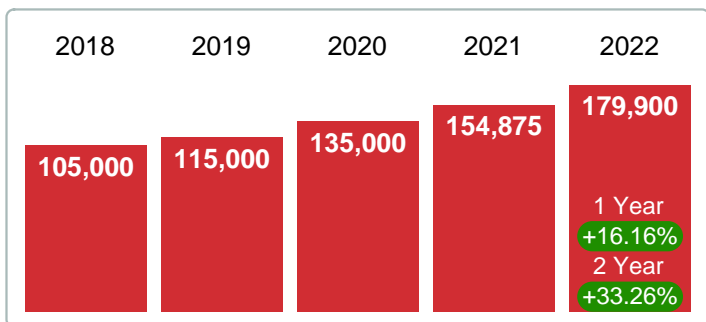
MEDIAN LIST PRICE AT CLOSING

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

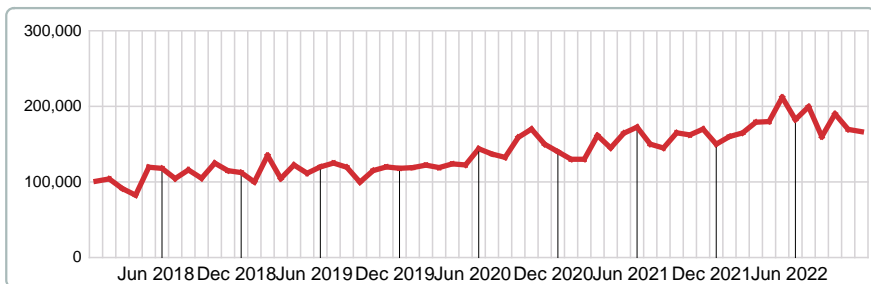
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

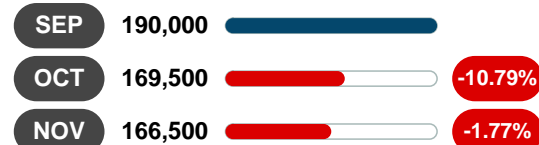


3 MONTHS

5 year NOV AVG = 144,220

High May 2022 211,950 Low Apr 2018 82,500

Median List Price at Closing this month at **166,500**
above the 5 yr NOV average of **144,220**



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
\$50,000 and less	4.76%	29,450	26,950	50,000	0	25,000
\$50,001 - \$100,000	16.67%	67,250	79,900	61,250	82,500	0
\$100,001 - \$125,000	9.52%	115,200	110,000	115,500	0	0
\$125,001 - \$200,000	30.95%	157,500	147,500	165,000	160,000	0
\$200,001 - \$225,000	10.71%	215,000	219,900	210,000	220,000	0
\$225,001 - \$375,000	16.67%	284,000	250,000	249,900	304,450	0
\$375,001 and up	10.71%	500,000	445,000	500,000	527,000	0
Median List Price		166,500	129,500	166,500	304,450	25,000
Total Closed Units	100%	166,500	21	46	16	1
Total Closed Volume		18,915,794	3.14M	8.23M	7.52M	25.00K

November 2022



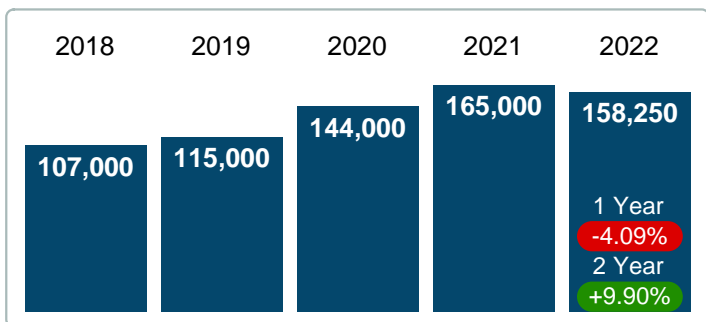
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



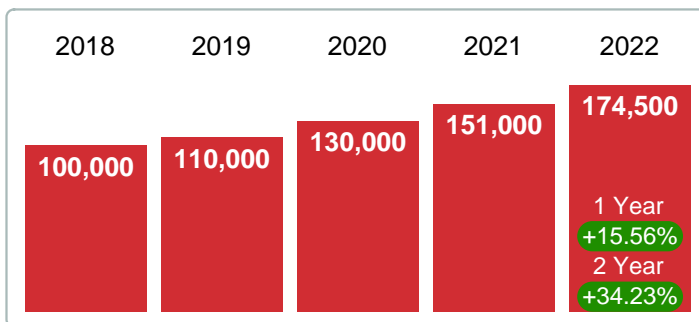
MEDIAN SOLD PRICE AT CLOSING

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

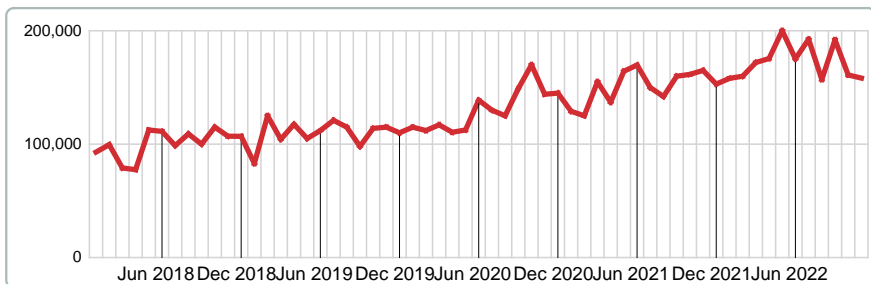
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

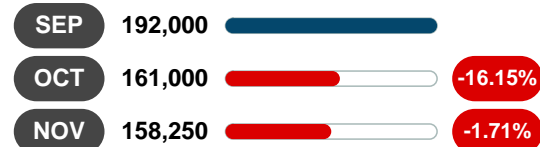


3 MONTHS

5 year NOV AVG = 137,850

High May 2022 200,000 Low Apr 2018 77,500

Median Sold Price at Closing this month at 158,250 above the 5 yr NOV average of 137,850



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
\$50,000 and less	6	7.14%	36,000	20,000	48,500	0	25,000
\$50,001 - \$100,000	11	13.10%	62,500	80,000	60,700	95,500	0
\$100,001 - \$125,000	13	15.48%	110,000	109,000	111,450	125,000	0
\$125,001 - \$200,000	24	28.57%	158,250	155,000	156,500	165,000	0
\$200,001 - \$225,000	7	8.33%	215,000	220,000	210,000	0	0
\$225,001 - \$375,000	15	17.86%	262,000	240,000	248,950	297,000	0
\$375,001 and up	8	9.52%	507,500	450,000	510,000	515,000	0
Median Sold Price			158,250	120,000	153,250	297,000	25,000
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



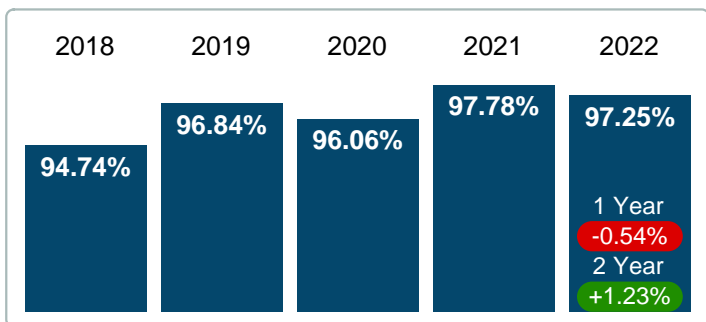
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



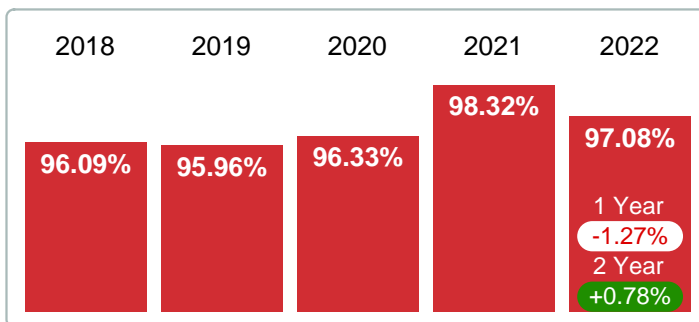
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

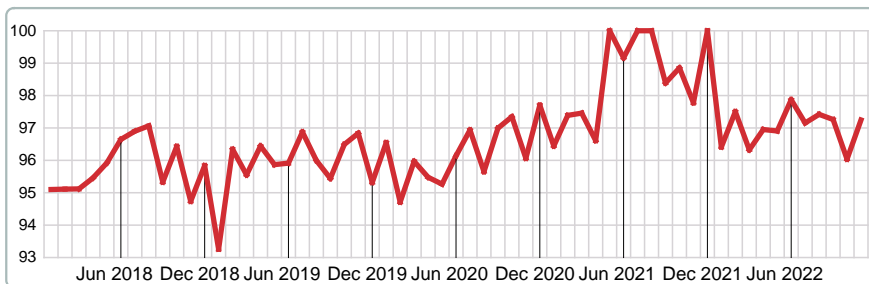
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

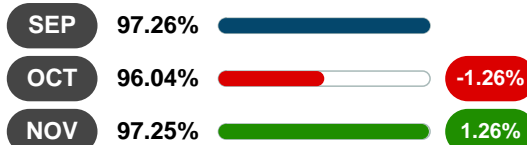


3 MONTHS

5 year NOV AVG = 96.53%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.25%**
equal to 5 yr NOV average of **96.53%**



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
\$50,000 and less	6	7.14%	88.74%	76.92%	88.74%	0.00%	100.00%
\$50,001 - \$100,000	11	13.10%	93.33%	94.37%	92.50%	115.76%	0.00%
\$100,001 - \$125,000	13	15.48%	93.51%	96.09%	94.83%	89.93%	0.00%
\$125,001 - \$200,000	24	28.57%	96.86%	94.53%	97.30%	100.00%	0.00%
\$200,001 - \$225,000	7	8.33%	100.00%	100.00%	99.51%	0.00%	0.00%
\$225,001 - \$375,000	15	17.86%	97.87%	96.00%	97.01%	98.37%	0.00%
\$375,001 and up	8	9.52%	96.89%	101.12%	98.60%	96.45%	0.00%
Median Sold/List Ratio		97.25%		96.43%	97.25%	97.25%	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



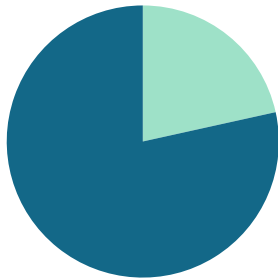
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

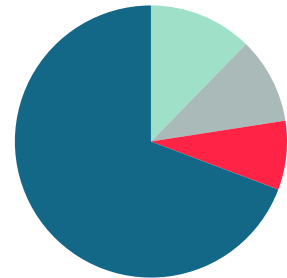


Inventory
 New Listings
129 = 21.54%
 Start Inventory
470
 Total Inventory Units
599
 Volume
\$225,710,894

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%
Median List Price	169,900	166,500	-2.00%	154,875	179,900	16.16%
Median Sale Price	165,000	158,250	-4.09%	151,000	174,500	15.56%
Median Percent of Selling Price to List Price	97.78%	97.25%	-0.54%	98.32%	97.08%	-1.27%
Median Days on Market to Sale	26.00	28.00	7.69%	18.50	21.00	13.51%
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

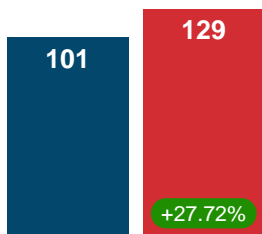
Inventory on November 30, 2022 = **473**

2021 **2022**

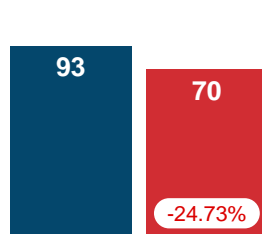
NOVEMBER MARKET

MEDIAN PRICES

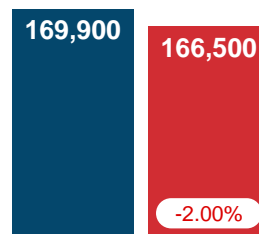
New Listings



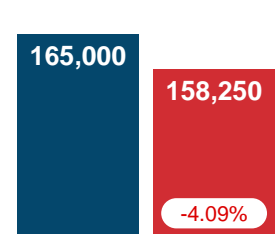
Pending Listings



List Price



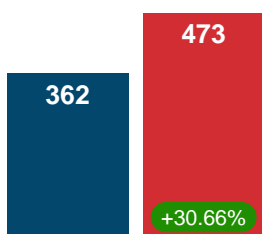
Sale Price



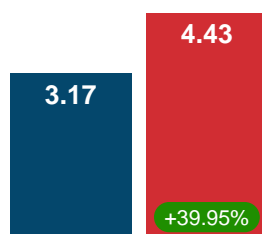
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

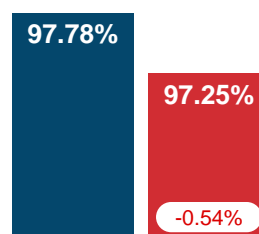
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

