

October 2022



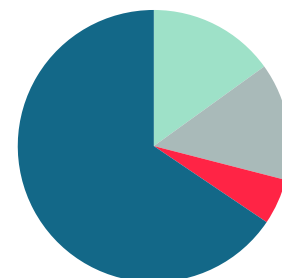
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	118	108	-8.47%
Pending Listings	122	100	-18.03%
New Listings	134	129	-3.73%
Median List Price	162,225	169,500	4.48%
Median Sale Price	161,500	161,000	-0.31%
Median Percent of Selling Price to List Price	98.85%	96.04%	-2.85%
Median Days on Market to Sale	17.00	29.50	73.53%
End of Month Inventory	393	470	19.59%
Months Supply of Inventory	3.51	4.28	21.95%



■ Closed (15.06%)
■ Pending (13.95%)
■ Other OffMarket (5.44%)
■ Active (65.55%)

Absorption: Last 12 months, an Average of **110** Sales/Month
Active Inventory as of October 31, 2022 = **470**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **19.59%** to 470 existing homes available for sale. Over the last 12 months this area has had an average of 110 closed sales per month. This represents an unsold inventory index of **4.28** 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 **0.31%** in October 2022 to \$161,000 versus the previous year at \$161,500.

Median Days on Market Lengthens

The median number of **29.50** days that homes spent on the market before selling increased by 12.50 days or **73.53%** in October 2022 compared to last year's same month at **17.00** DOM.

Sales Success for October 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 October 2022, down **3.73%** from last year at 134. Furthermore, there were 108 Closed Listings this month versus last year at 118, a **-8.47%** decrease.

Closed versus Listed trends yielded a **83.7%** ratio, down from previous year's, October 2021, at **88.1%**, a **4.93%** 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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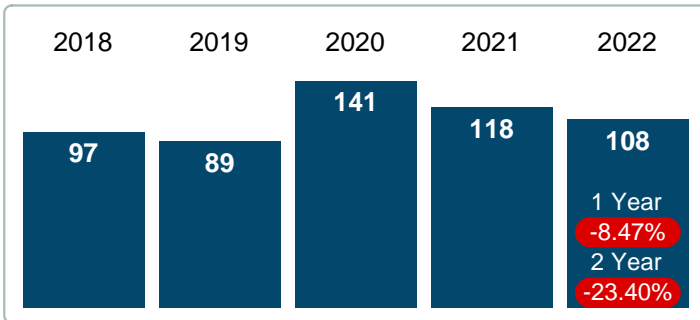
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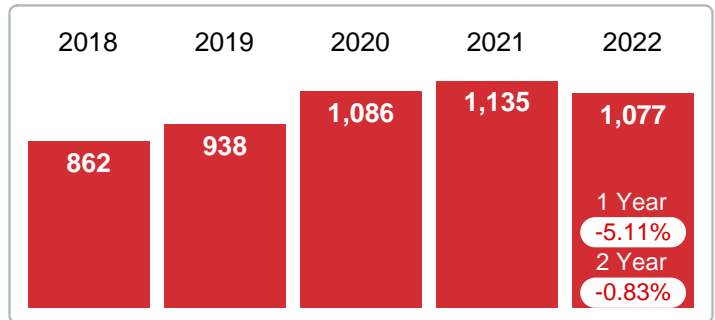
CLOSED LISTINGS

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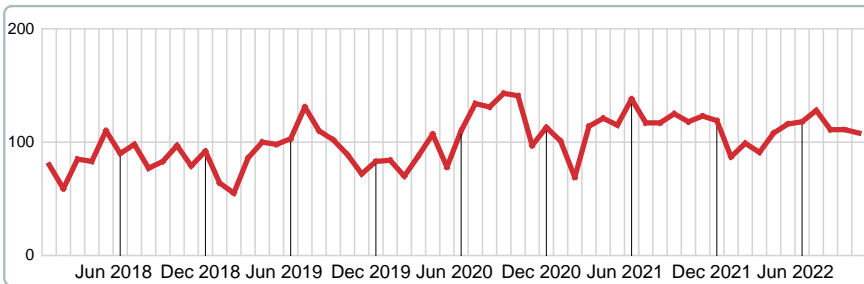
OCTOBER



YEAR TO DATE (YTD)

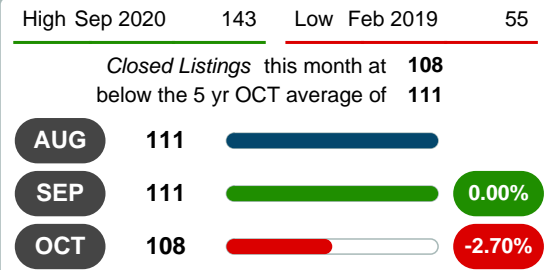


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 111



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	7	6.48%	13.0	5	2	0	0
\$50,001 - \$100,000	17	15.74%	24.0	5	12	0	0
\$100,001 - \$125,000	8	7.41%	30.0	3	5	0	0
\$125,001 - \$175,000	30	27.78%	32.5	4	23	3	0
\$175,001 - \$225,000	19	17.59%	26.0	3	9	7	0
\$225,001 - \$300,000	16	14.81%	20.0	1	12	2	1
\$300,001 and up	11	10.19%	44.0	0	6	5	0
Total Closed Units	108			21	69	17	1
Total Closed Volume	20,065,447	100%	29.5	2.40M	12.88M	4.50M	280.00K
Median Closed Price	\$161,000			\$106,250	\$160,000	\$225,000	\$280,000

October 2022



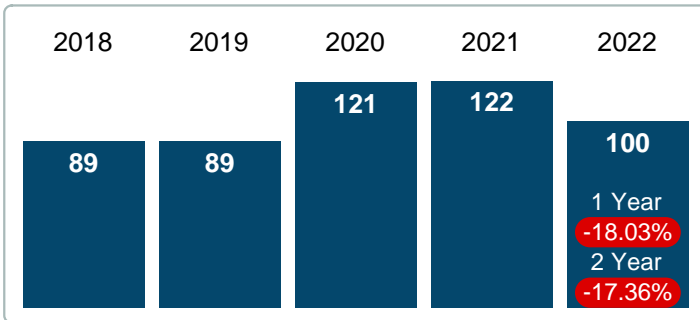
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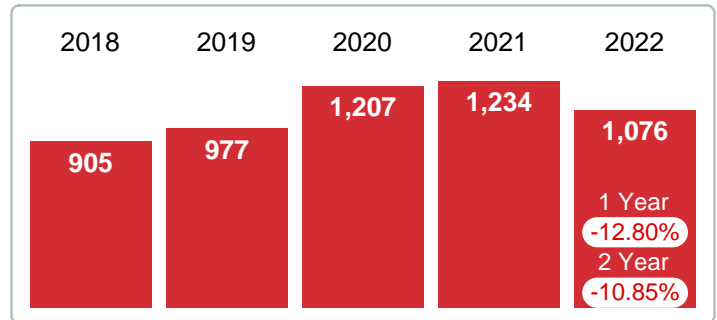
PENDING LISTINGS

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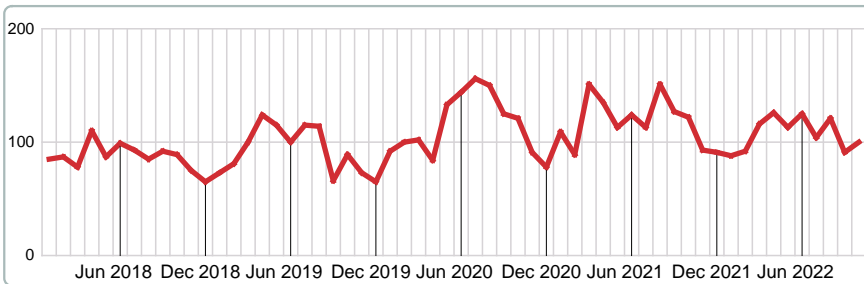
OCTOBER



YEAR TO DATE (YTD)

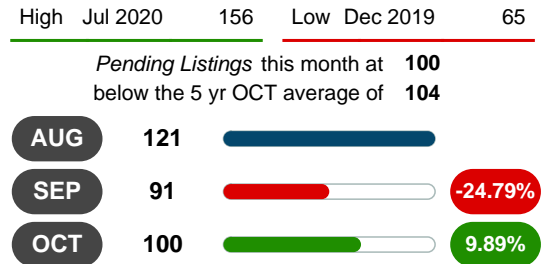


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 104



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	9.00%	16.0	6	3	0	0
\$75,001 - \$100,000	8	8.00%	35.5	2	4	2	0
\$100,001 - \$125,000	8	8.00%	22.0	2	6	0	0
\$125,001 - \$200,000	35	35.00%	33.0	11	20	4	0
\$200,001 - \$275,000	18	18.00%	91.0	2	12	3	1
\$275,001 - \$350,000	12	12.00%	22.5	0	4	8	0
\$350,001 and up	10	10.00%	56.5	1	5	4	0
Total Pending Units	100			24	54	21	1
Total Pending Volume	20,925,293	100%	38.5	3.22M	11.04M	6.43M	229.50K
Median Listing Price	\$186,450			\$131,200	\$189,900	\$299,900	\$229,500

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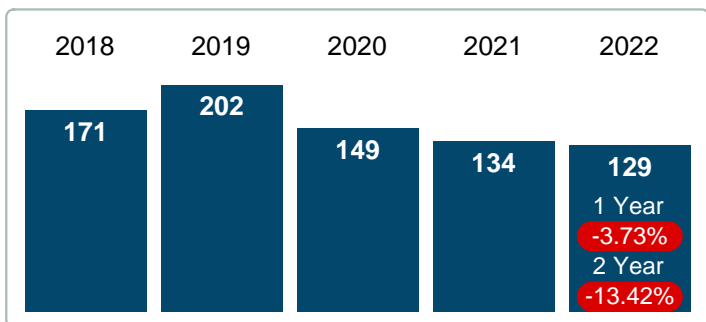
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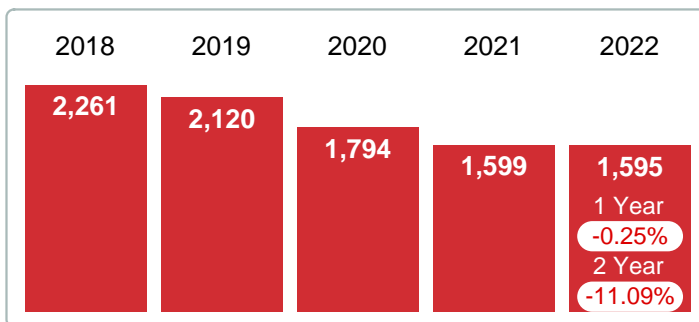
NEW LISTINGS

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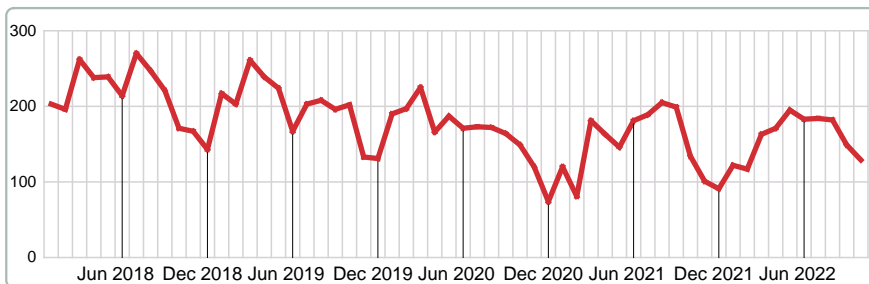
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

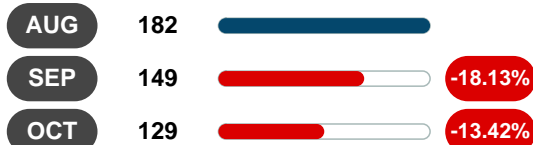


3 MONTHS

5 year OCT AVG = 157

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 129
 below the 5 yr OCT average of 157



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	17	13.18%	5	9	3	0
\$100,001 - \$125,000	6	4.65%	0	4	1	1
\$125,001 - \$250,000	53	41.09%	9	35	7	2
\$250,001 - \$325,000	14	10.85%	0	6	7	1
\$325,001 - \$550,000	18	13.95%	2	13	3	0
\$550,001 and up	13	10.08%	1	7	4	1
Total New Listed Units	129		21	78	25	5
Total New Listed Volume	34,416,098	100%	4.57M	20.18M	8.15M	1.51M
Median New Listed Listing Price	\$199,500		\$129,900	\$186,450	\$299,000	\$240,000

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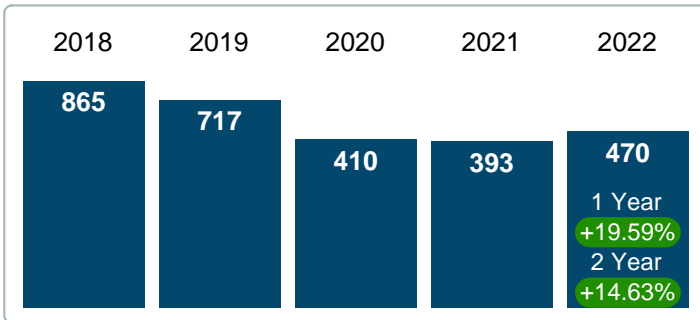
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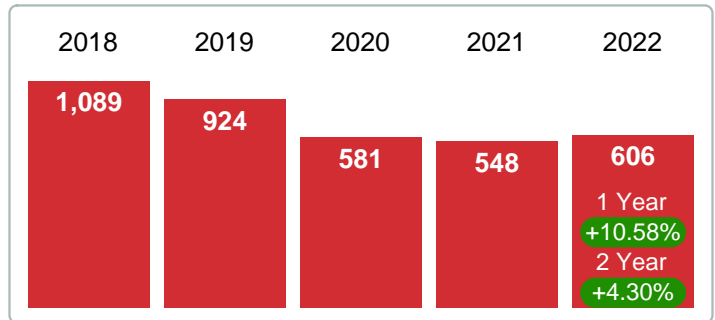
ACTIVE INVENTORY

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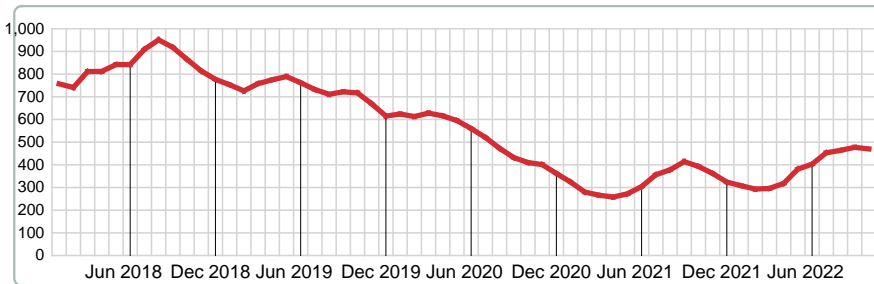
END OF OCTOBER



ACTIVE DURING OCTOBER

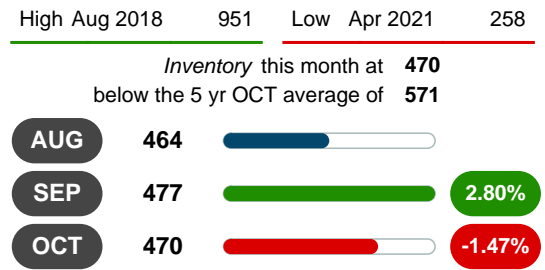


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 571



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	46	9.79%	111.5	26	18	2	0
\$75,001 - \$125,000	46	9.79%	53.5	17	25	3	1
\$125,001 - \$175,000	83	17.66%	55.0	12	53	17	1
\$175,001 - \$275,000	105	22.34%	89.0	18	59	21	7
\$275,001 - \$450,000	88	18.72%	83.5	7	53	23	5
\$450,001 - \$750,000	57	12.13%	59.0	6	25	20	6
\$750,001 and up	45	9.57%	131.0	3	13	20	9
Total Active Inventory by Units	470			89	246	106	29
Total Active Inventory by Volume	188,585,513	100%	81.0	19.87M	79.26M	58.04M	31.42M
Median Active Inventory Listing Price	\$231,250			\$129,900	\$219,450	\$327,000	\$500,000

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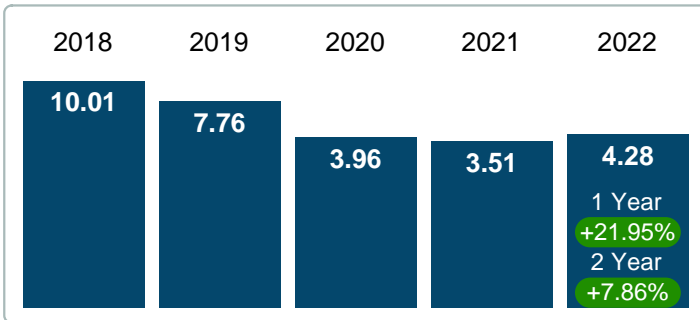
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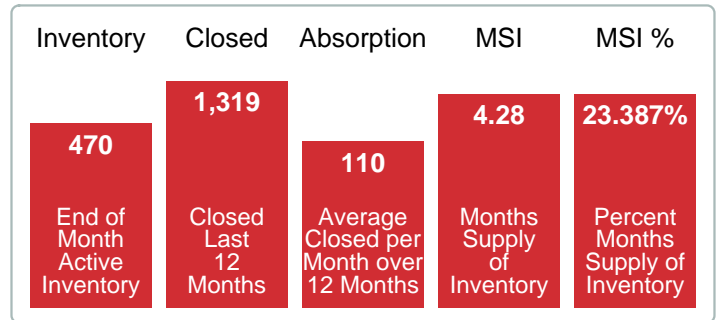
MONTHS SUPPLY of INVENTORY (MSI)

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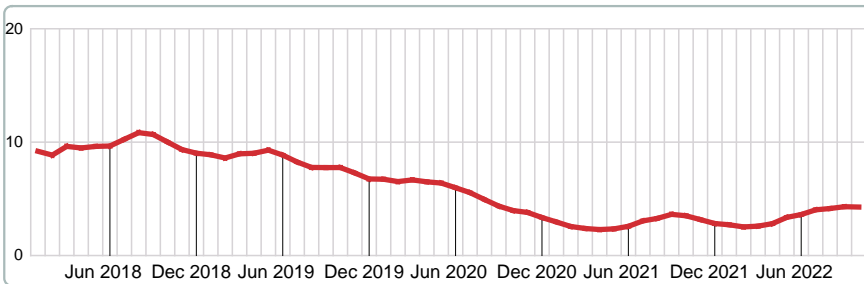
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

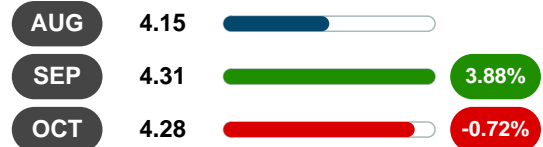


3 MONTHS

5 year OCT AVG = 5.90

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at 4.28 below the 5 yr OCT average of 5.90



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	46	9.79%	2.54	2.86	2.25	2.67	0.00
\$75,001 - \$125,000	46	9.79%	2.44	2.83	2.08	3.60	0.00
\$125,001 - \$175,000	83	17.66%	4.10	3.27	3.90	6.38	3.00
\$175,001 - \$275,000	105	22.34%	4.24	6.35	3.73	3.71	16.80
\$275,001 - \$450,000	88	18.72%	4.82	3.82	5.73	3.89	4.00
\$450,001 - \$750,000	57	12.13%	7.43	12.00	5.56	9.60	10.29
\$750,001 and up	45	9.57%	21.60	0.00	17.33	24.00	18.00
Market Supply of Inventory (MSI)			4.28	3.72	3.85	5.65	8.70
Total Active Inventory by Units		100%	470	89	246	106	29

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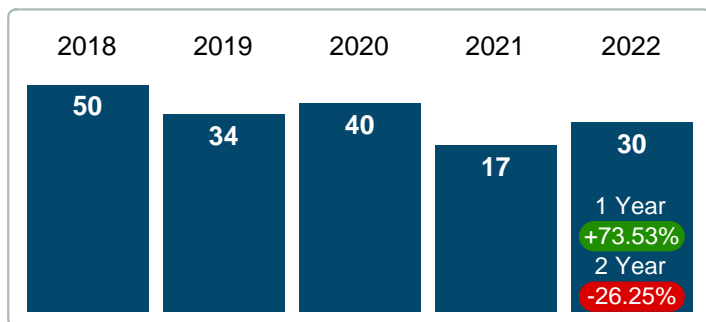
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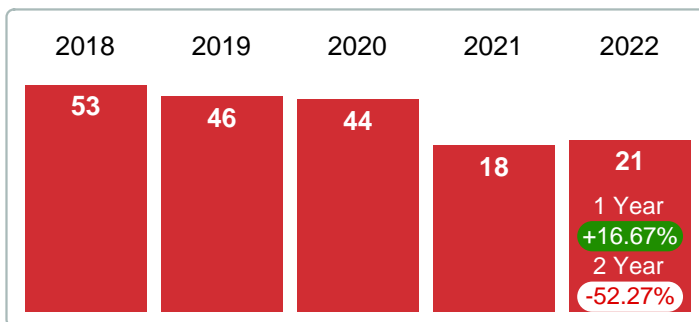
MEDIAN DAYS ON MARKET TO SALE

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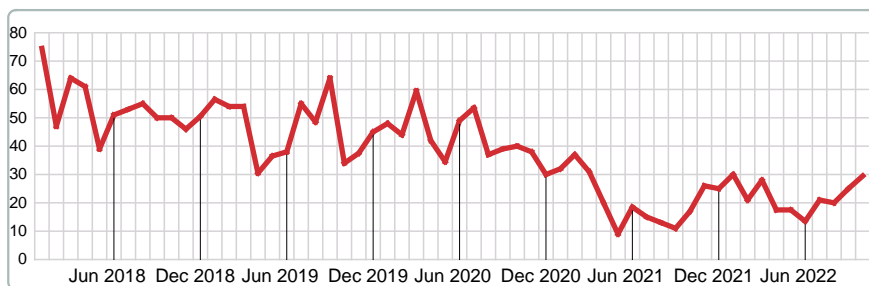
OCTOBER



YEAR TO DATE (YTD)

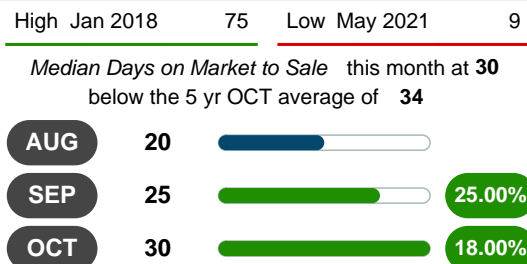


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



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	6.48%	13	13	35	0	0
\$50,001 - \$100,000	15.74%	24	36	19	0	0
\$100,001 - \$125,000	7.41%	30	28	32	0	0
\$125,001 - \$175,000	27.78%	33	17	42	21	0
\$175,001 - \$225,000	17.59%	26	10	35	23	0
\$225,001 - \$300,000	14.81%	20	7	20	22	106
\$300,001 and up	10.19%	44	0	51	18	0
Median Closed DOM		30				
Total Closed Units		108				
Total Closed Volume		20,065,447				
			100%			
				29.5		
					14	35
						21
						106
				2.40M	12.88M	4.50M
						280.00K

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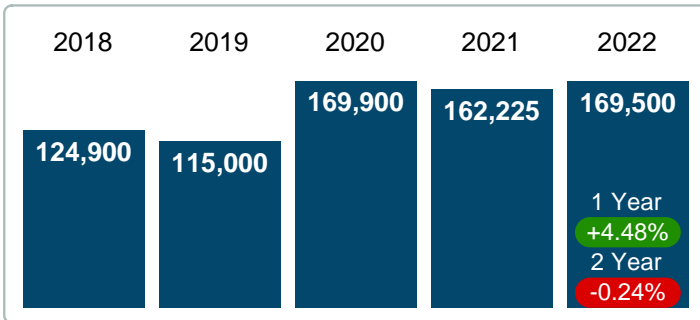
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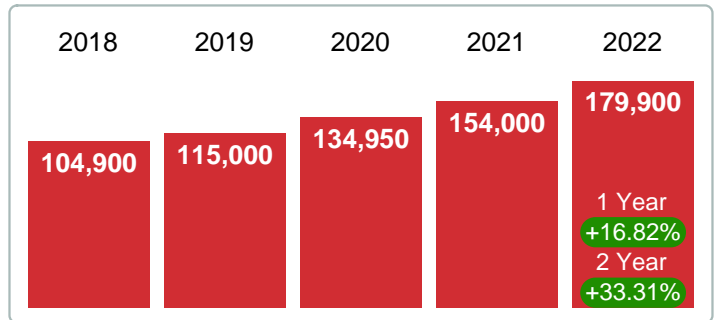
MEDIAN LIST PRICE AT CLOSING

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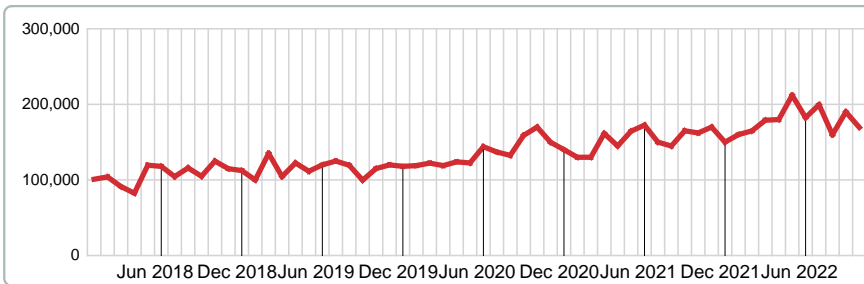
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

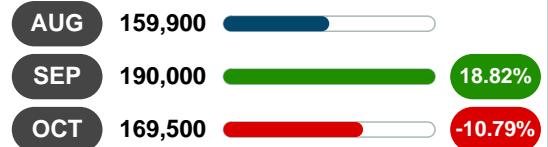


3 MONTHS

5 year OCT AVG = 148,305

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

Median List Price at Closing this month at **169,500** above the 5 yr OCT average of **148,305**



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	7	6.48%	42,000	44,500	22,450	0	0
\$50,001 - \$100,000	15	13.89%	79,900	80,000	77,000	0	0
\$100,001 - \$125,000	8	7.41%	115,000	114,500	115,000	0	0
\$125,001 - \$175,000	27	25.00%	149,500	144,450	149,900	147,500	0
\$175,001 - \$225,000	21	19.44%	199,000	219,500	192,750	204,950	0
\$225,001 - \$300,000	18	16.67%	249,950	0	250,000	244,450	285,000
\$300,001 and up	12	11.11%	425,150	0	472,000	353,000	0
Median List Price			169,500	105,000	169,000	239,000	285,000
Total Closed Units		100%	108	21	69	17	1
Total Closed Volume			20,984,409	2.50M	13.50M	4.70M	285.00K

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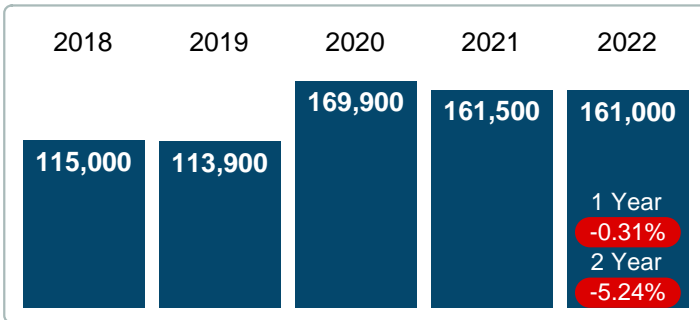
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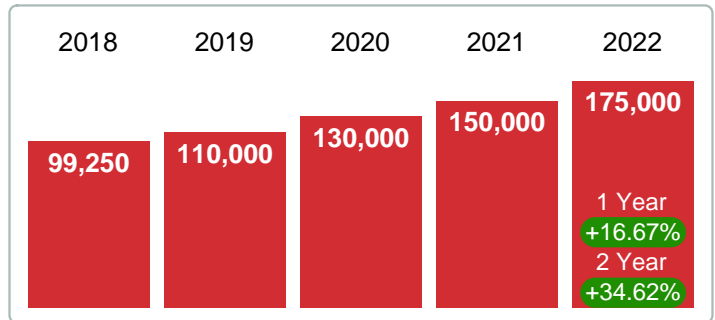
MEDIAN SOLD PRICE AT CLOSING

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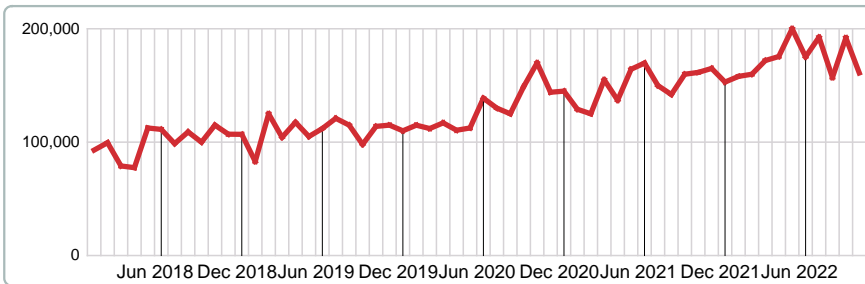
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

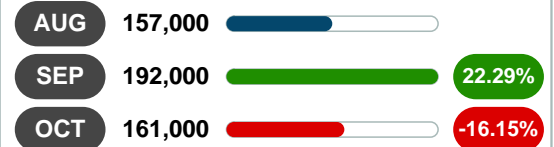


3 MONTHS

5 year OCT AVG = 144,260

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

Median Sold Price at Closing this month at **161,000** above the 5 yr OCT average of **144,260**



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	7	6.48%	38,500	42,000	19,000	0	0
\$50,001 - \$100,000	17	15.74%	79,900	79,900	77,500	0	0
\$100,001 - \$125,000	8	7.41%	109,500	110,000	109,000	0	0
\$125,001 - \$175,000	30	27.78%	145,000	155,000	142,500	147,000	0
\$175,001 - \$225,000	19	17.59%	215,000	215,000	199,000	215,000	0
\$225,001 - \$300,000	16	14.81%	244,750	234,000	244,750	265,000	280,000
\$300,001 and up	11	10.19%	438,000	0	464,500	350,000	0
Median Sold Price			161,000	106,250	160,000	225,000	280,000
Total Closed Units		100%	108	21	69	17	1
Total Closed Volume			20,065,447	2.40M	12.88M	4.50M	280.00K

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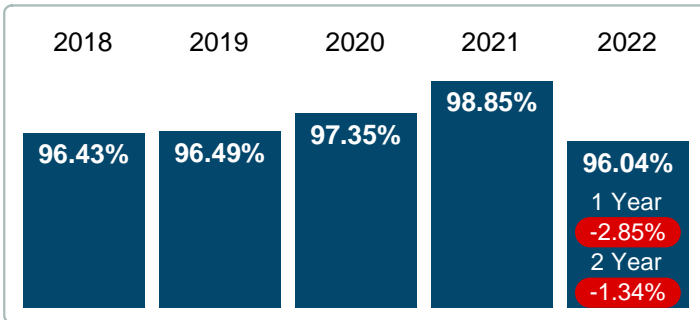
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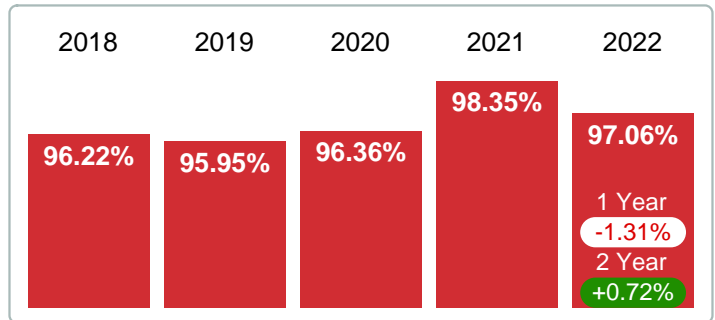
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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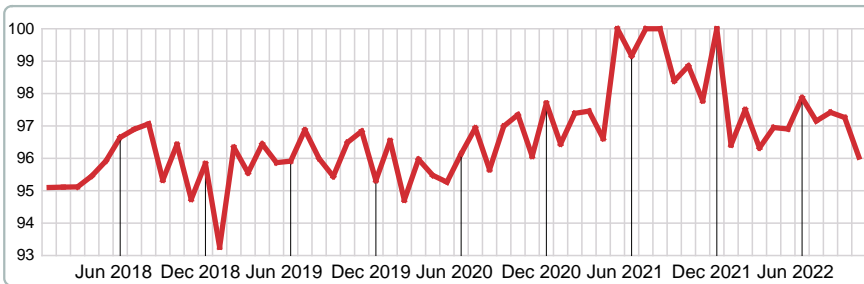
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

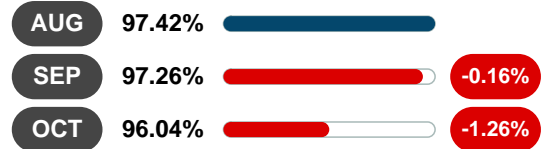


3 MONTHS

5 year OCT AVG = 97.03%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **96.04%**
 below the 5 yr OCT average of **97.03%**



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	7	6.48%	100.00%	100.00%	85.14%	0.00%	0.00%
\$50,001 - \$100,000	17	15.74%	93.87%	93.87%	93.81%	0.00%	0.00%
\$100,001 - \$125,000	8	7.41%	93.92%	94.35%	93.48%	0.00%	0.00%
\$125,001 - \$175,000	30	27.78%	94.98%	95.83%	94.67%	99.66%	0.00%
\$175,001 - \$225,000	19	17.59%	96.79%	97.95%	95.84%	96.79%	0.00%
\$225,001 - \$300,000	16	14.81%	98.14%	104.46%	99.02%	96.50%	98.25%
\$300,001 and up	11	10.19%	97.77%	0.00%	97.86%	97.77%	0.00%
Median Sold/List Ratio		96.04%		97.95%	95.29%	96.79%	98.25%
Total Closed Units		108	100%	21	69	17	1
Total Closed Volume		20,065,447		2.40M	12.88M	4.50M	280.00K

October 2022



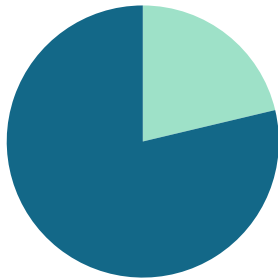
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

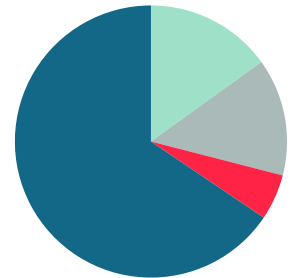


Inventory
 New Listings
129 = 21.29%
 Start Inventory
477
 Total Inventory Units
606
 Volume
\$221,794,280

Market Activity

Closed Sales
108 = 15.06%
 Pending Sales
100 = 13.95%
 Other Off Market
39 = 5.44%
 Active Inventory
470 = 65.55%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	118	108	-8.47%	1,135	1,077	-5.11%
Pending Sales	122	100	-18.03%	1,234	1,076	-12.80%
New Listings	134	129	-3.73%	1,599	1,595	-0.25%
Median List Price	162,225	169,500	4.48%	154,000	179,900	16.82%
Median Sale Price	161,500	161,000	-0.31%	150,000	175,000	16.67%
Median Percent of Selling Price to List Price	98.85%	96.04%	-2.85%	98.35%	97.06%	-1.31%
Median Days on Market to Sale	17.00	29.50	73.53%	18.00	21.00	16.67%
Monthly Inventory	393	470	19.59%	393	470	19.59%
Months Supply of Inventory	3.51	4.28	21.95%	3.51	4.28	21.95%

Absorption: Last 12 months, an Average of **110** Sales/Month

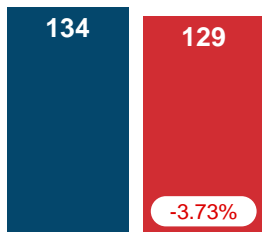
Inventory on October 31, 2022 = **470**

2021 **2022**

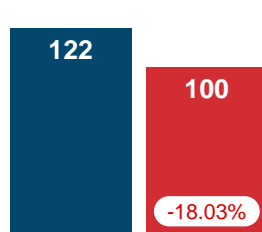
OCTOBER MARKET

MEDIAN PRICES

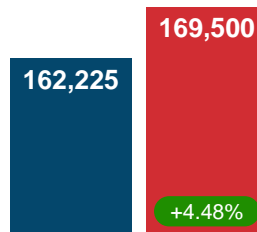
New Listings



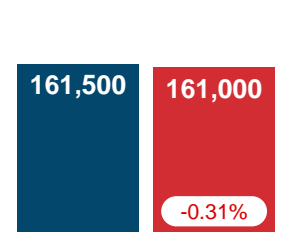
Pending Listings



List Price



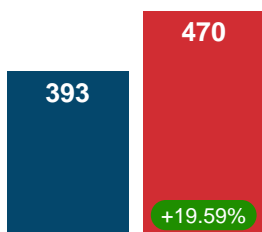
Sale Price



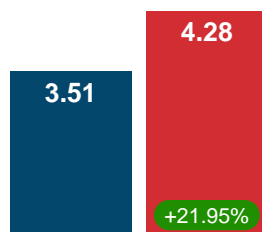
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

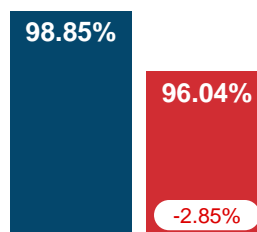
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

