

September 2022



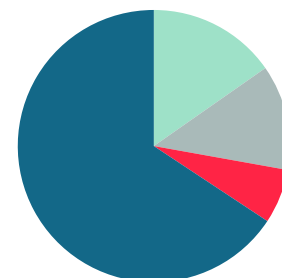
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	125	111	-11.20%
Pending Listings	127	91	-28.35%
New Listings	199	149	-25.13%
Average List Price	226,414	261,738	15.60%
Average Sale Price	220,228	248,727	12.94%
Average Percent of Selling Price to List Price	96.17%	95.26%	-0.95%
Average Days on Market to Sale	29.32	41.27	40.76%
End of Month Inventory	414	477	15.22%
Months Supply of Inventory	3.63	4.31	18.60%



■ Closed (15.29%)
■ Pending (12.53%)
■ Other OffMarket (6.47%)
■ Active (65.70%)

Absorption: Last 12 months, an Average of **111** Sales/Month
Active Inventory as of September 30, 2022 = **477**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **15.22%** to 477 existing homes available for sale. Over the last 12 months this area has had an average of 111 closed sales per month. This represents an unsold inventory index of **4.31** 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 **12.94%** in September 2022 to \$248,727 versus the previous year at \$220,228.

Average Days on Market Lengthens

The average number of **41.27** days that homes spent on the market before selling increased by 11.95 days or **40.76%** in September 2022 compared to last year's same month at **29.32** DOM.

Sales Success for September 2022 is Positive

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

There were 149 New Listings in September 2022, down **25.13%** from last year at 199. Furthermore, there were 111 Closed Listings this month versus last year at 125, a **-11.20%** decrease.

Closed versus Listed trends yielded a **74.5%** ratio, up from previous year's, September 2021, at **62.8%**, a **18.60%** upswing. This will certainly create pressure on an increasing

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Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

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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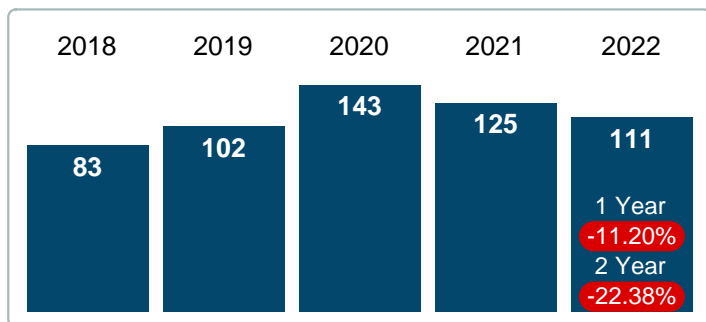
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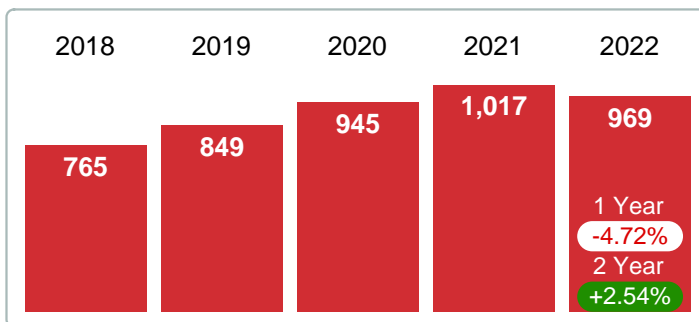
CLOSED LISTINGS

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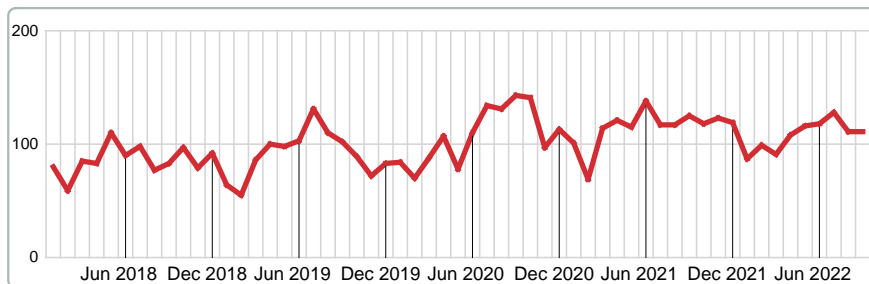
SEPTEMBER



YEAR TO DATE (YTD)

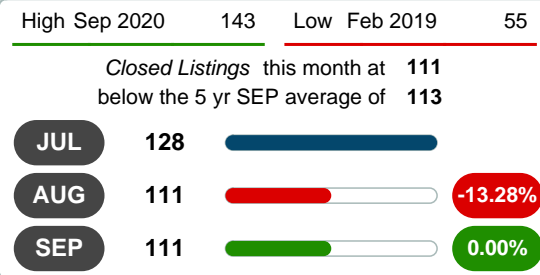


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 113



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	8	7.21%	64.9	3	5	0	0
\$50,001 - \$100,000	11	9.91%	37.0	5	4	2	0
\$100,001 - \$150,000	23	20.72%	37.1	6	15	2	0
\$150,001 - \$250,000	26	23.42%	40.2	4	17	5	0
\$250,001 - \$325,000	17	15.32%	32.5	4	8	5	0
\$325,001 - \$475,000	14	12.61%	39.9	1	3	10	0
\$475,001 and up	12	10.81%	53.7	0	5	6	1
Total Closed Units	111			23	57	30	1
Total Closed Volume	27,608,676	100%	41.3	3.64M	12.03M	11.44M	500.00K
Average Closed Price	\$248,727			\$158,264	\$210,993	\$381,400	\$500,000

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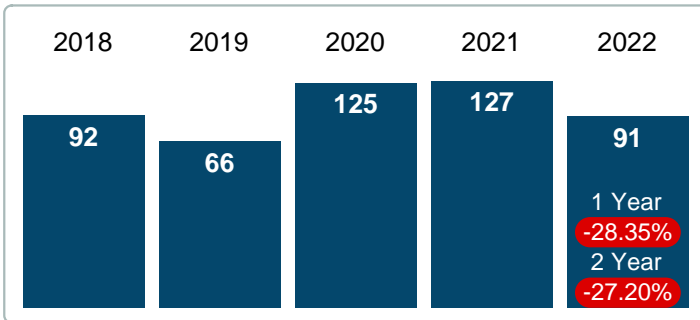
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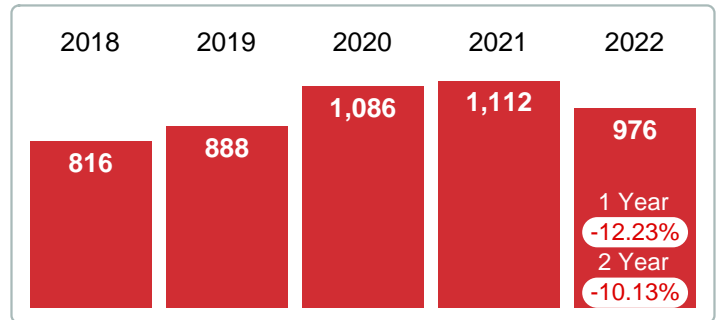
PENDING LISTINGS

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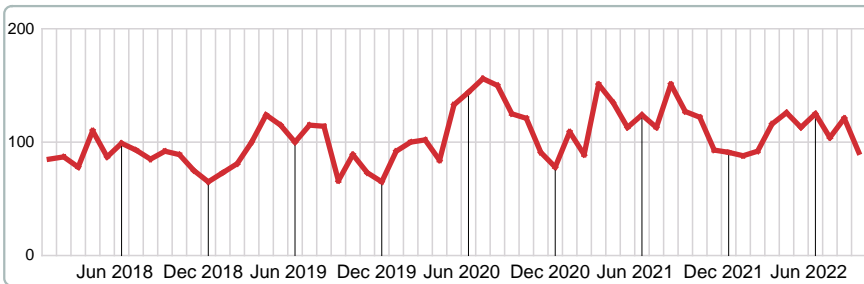
SEPTEMBER



YEAR TO DATE (YTD)

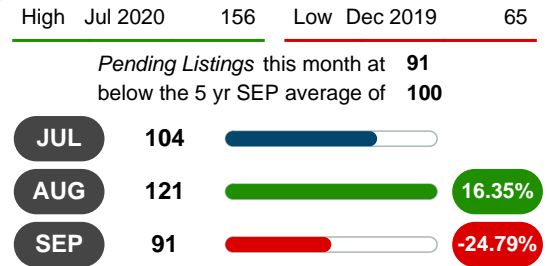


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 100



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	6	6.59%	43.8	5	0	0	1
\$50,001 - \$75,000	8	8.79%	25.0	0	8	0	0
\$75,001 - \$125,000	20	21.98%	32.6	10	10	0	0
\$125,001 - \$175,000	19	20.88%	57.1	2	14	3	0
\$175,001 - \$225,000	13	14.29%	50.3	3	8	2	0
\$225,001 - \$375,000	15	16.48%	46.4	1	7	7	0
\$375,001 and up	10	10.99%	57.5	1	6	2	1
Total Pending Units	91			22	53	14	2
Total Pending Volume	18,682,910	100%	45.5	2.83M	10.53M	4.75M	574.90K
Average Listing Price	\$204,707			\$128,477	\$198,745	\$339,144	\$287,450

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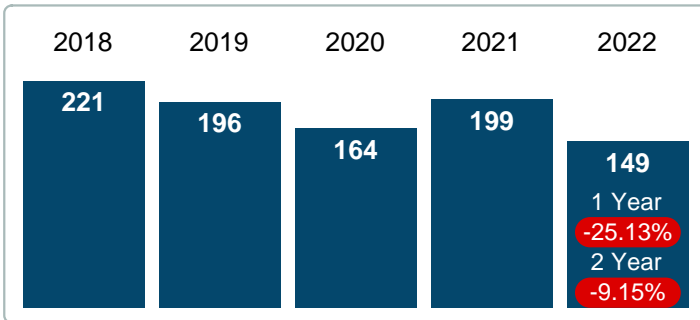
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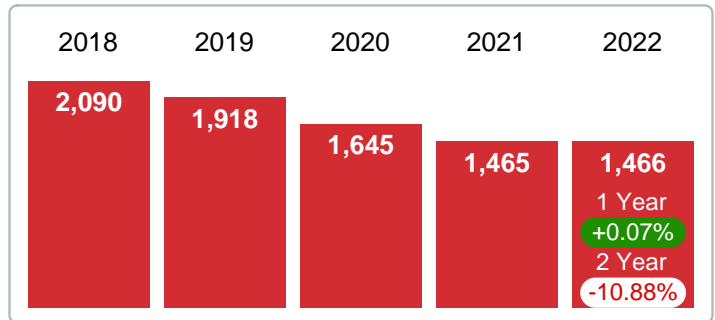
NEW LISTINGS

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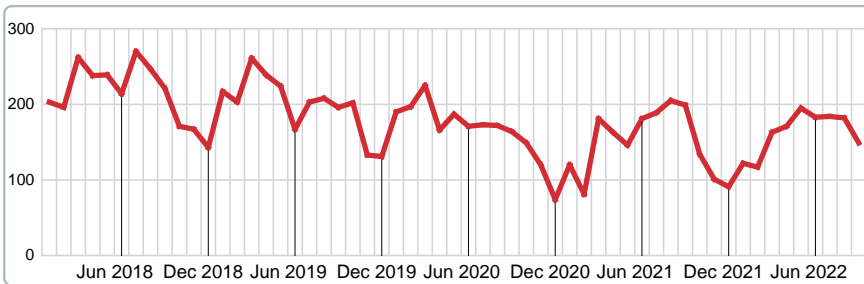
SEPTEMBER



YEAR TO DATE (YTD)

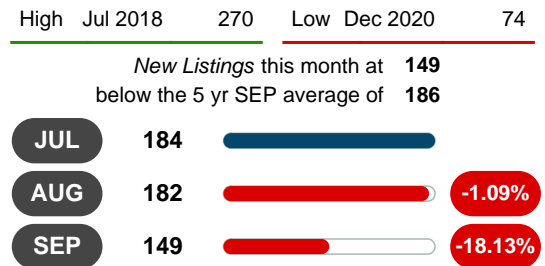


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 186



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	5.37%	4	3	0	1
\$50,001 - \$100,000	24	16.11%	11	12	1	0
\$100,001 - \$125,000	12	8.05%	6	6	0	0
\$125,001 - \$225,000	47	31.54%	12	27	8	0
\$225,001 - \$350,000	23	15.44%	1	14	7	1
\$350,001 - \$525,000	20	13.42%	3	9	7	1
\$525,001 and up	15	10.07%	1	2	9	3
Total New Listed Units		149	38	73	32	6
Total New Listed Volume		39,537,347	5.95M	15.91M	13.81M	3.87M
Average New Listed Listing Price		\$208,010	\$156,684	\$217,905	\$431,519	\$644,617

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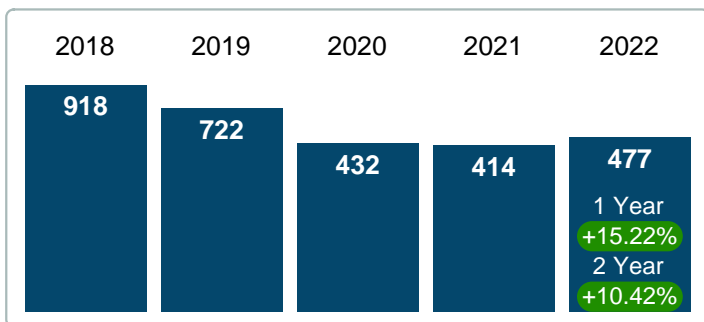
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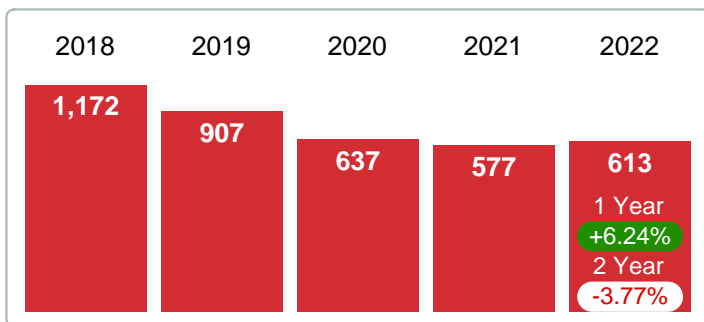
ACTIVE INVENTORY

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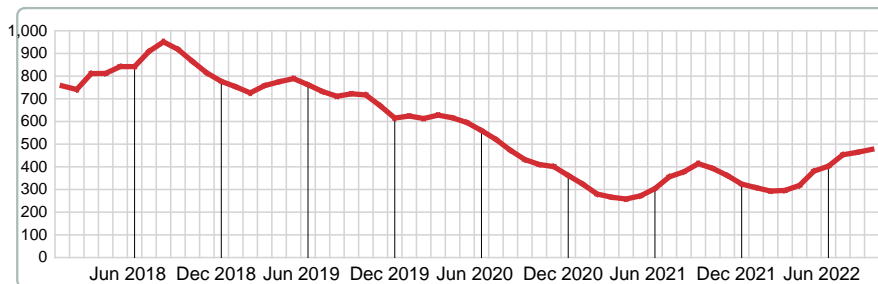
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

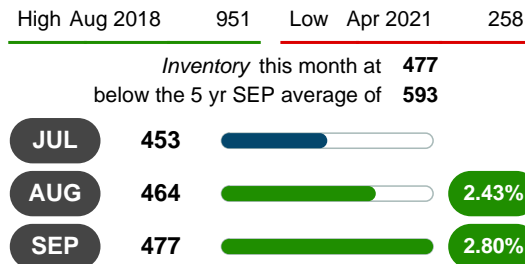


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 593



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	45	9.43%	85.4	29	15	1	0
\$75,001 - \$125,000	47	9.85%	63.4	20	25	2	0
\$125,001 - \$175,000	78	16.35%	57.2	17	45	16	0
\$175,001 - \$275,000	123	25.79%	77.3	21	70	25	7
\$275,001 - \$400,000	75	15.72%	83.2	6	41	24	4
\$400,001 - \$750,000	63	13.21%	72.9	6	28	22	7
\$750,001 and up	46	9.64%	104.6	2	12	22	10
Total Active Inventory by Units			477	101	236	112	28
Total Active Inventory by Volume			187,378,182	19.65M	74.72M	60.66M	32.35M
Average Active Inventory Listing Price			\$392,826	\$194,517	\$316,611	\$541,594	\$1,155,479

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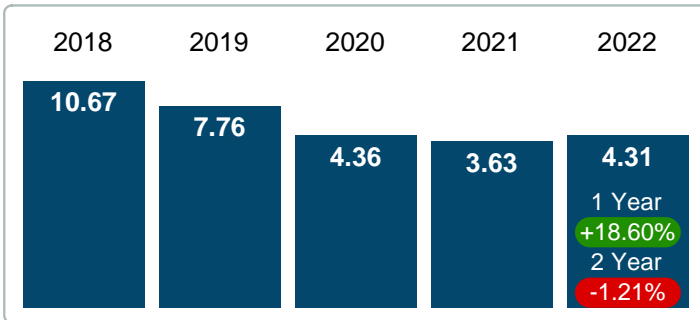
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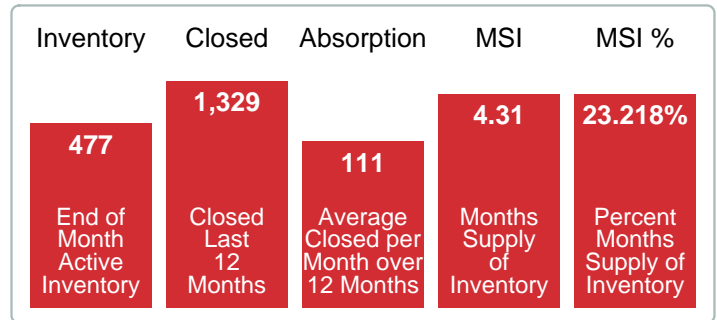
MONTHS SUPPLY of INVENTORY (MSI)

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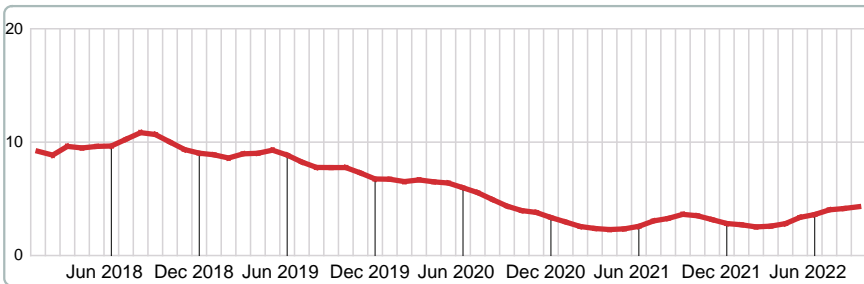
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

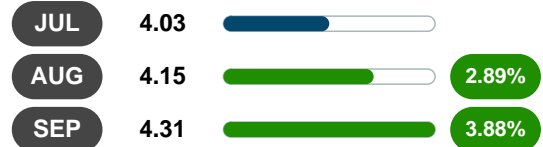


3 MONTHS

5 year SEP AVG = 6.15

High Aug 2018 10.84 Low Apr 2021 2.29

Months Supply this month at 4.31
below the 5 yr SEP average of 6.15



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	45	9.43%	2.38	3.11	1.76	1.20	0.00
\$75,001 - \$125,000	47	9.85%	2.44	3.53	2.00	1.85	0.00
\$125,001 - \$175,000	78	16.35%	4.02	4.86	3.46	6.40	0.00
\$175,001 - \$275,000	123	25.79%	5.14	7.88	4.54	4.69	14.00
\$275,001 - \$400,000	75	15.72%	4.66	4.00	4.87	4.72	3.69
\$400,001 - \$750,000	63	13.21%	5.77	6.00	4.60	7.33	8.40
\$750,001 and up	46	9.64%	20.44	0.00	18.00	22.00	17.14
Market Supply of Inventory (MSI)	4.31	100%	4.31	4.27	3.65	5.95	7.64
Total Active Inventory by Units	477			101	236	112	28

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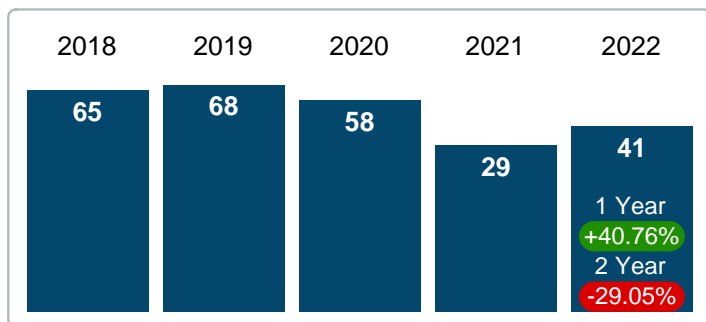
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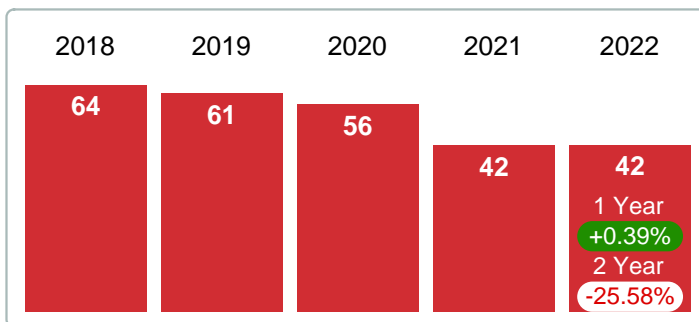
AVERAGE DAYS ON MARKET TO SALE

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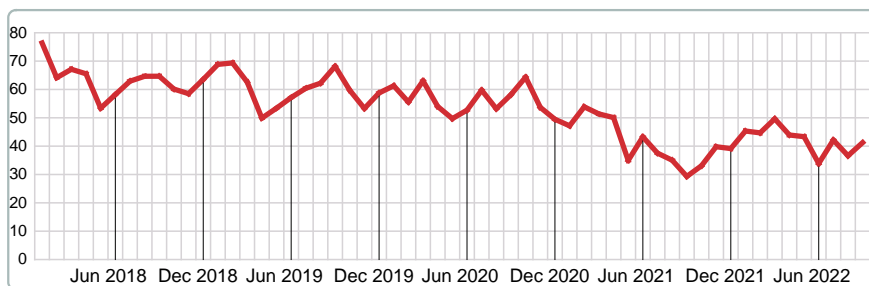
SEPTEMBER



YEAR TO DATE (YTD)

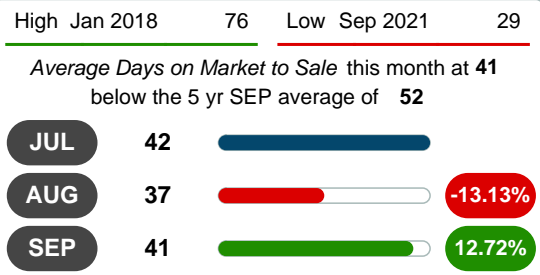


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 52



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	7.21%	65	36	82	0	0
\$50,001 - \$100,000	9.91%	37	41	48	6	0
\$100,001 - \$150,000	20.72%	37	40	37	28	0
\$150,001 - \$250,000	23.42%	40	2	33	95	0
\$250,001 - \$325,000	15.32%	33	23	34	39	0
\$325,001 - \$475,000	12.61%	40	17	10	51	0
\$475,001 and up	10.81%	54	0	9	97	13
Average Closed DOM		41	29	36	61	13
Total Closed Units	100%	41	23	57	30	1
Total Closed Volume		27,608,676	3.64M	12.03M	11.44M	500.00K

September 2022



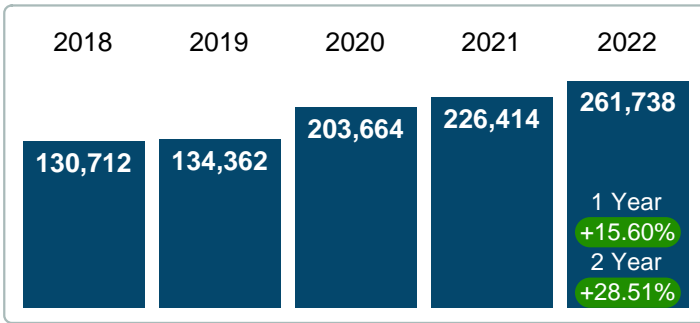
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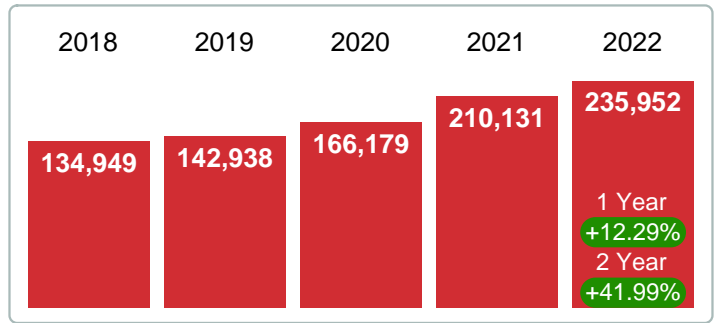
AVERAGE LIST PRICE AT CLOSING

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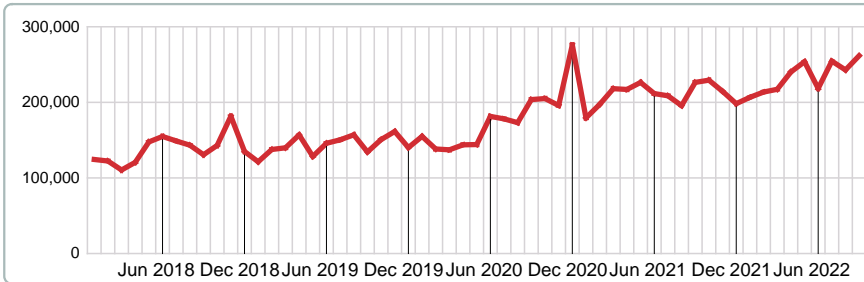
SEPTEMBER



YEAR TO DATE (YTD)

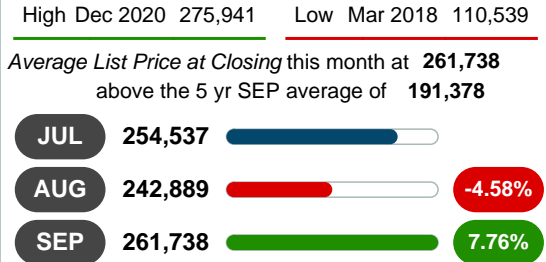


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 191,378



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	7.21%	42,038	41,133	47,880	0	0
\$50,001 - \$100,000	9	8.11%	78,033	97,880	70,875	68,700	0
\$100,001 - \$150,000	22	19.82%	129,991	134,967	132,833	163,250	0
\$150,001 - \$250,000	28	25.23%	191,229	213,125	189,594	210,960	0
\$250,001 - \$325,000	16	14.41%	293,187	299,725	291,675	311,540	0
\$325,001 - \$475,000	16	14.41%	388,194	350,000	398,267	398,780	0
\$475,001 and up	12	10.81%	741,500	0	618,800	881,500	515,000
Average List Price			261,738	166,261	216,854	411,773	515,000
Total Closed Units		100%	261,738	23	57	30	1
Total Closed Volume			29,052,898	3.82M	12.36M	12.35M	515.00K

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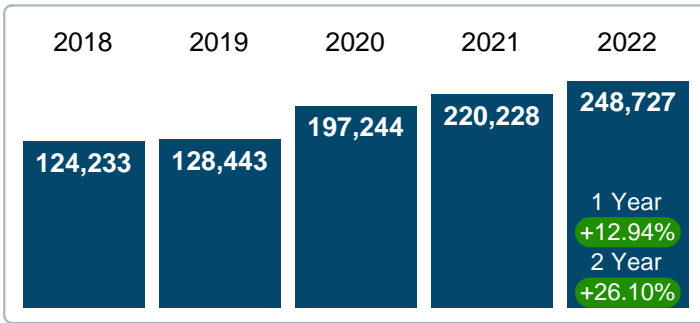
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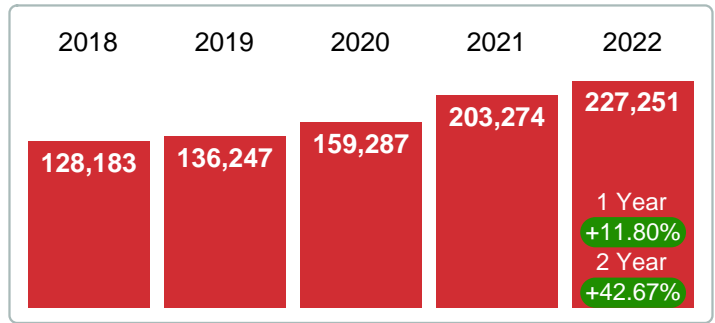
AVERAGE SOLD PRICE AT CLOSING

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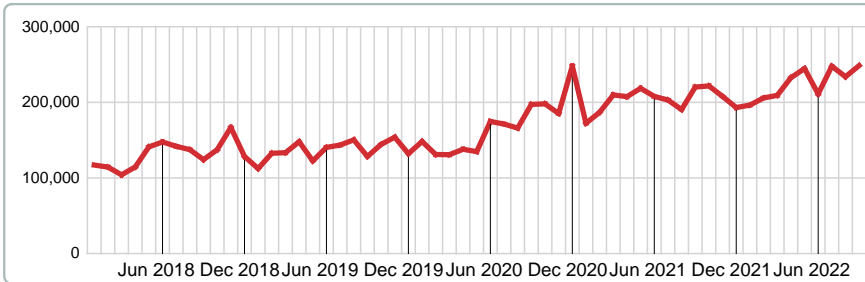
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

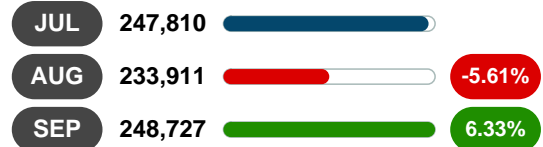


3 MONTHS

5 year SEP AVG = 183,775

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

Average Sold Price at Closing this month at **248,727** above the 5 yr SEP average of **183,775**



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	7.21%	36,710	41,226	34,000	0	0
\$50,001 - \$100,000	9.91%	75,727	85,200	67,250	69,000	0
\$100,001 - \$150,000	20.72%	128,622	130,400	126,260	141,000	0
\$150,001 - \$250,000	23.42%	194,227	203,750	188,229	207,000	0
\$250,001 - \$325,000	15.32%	284,706	285,750	278,125	294,400	0
\$325,001 - \$475,000	12.61%	383,200	350,000	398,267	382,000	0
\$475,001 and up	10.81%	689,083	0	614,800	782,500	500,000
Average Sold Price		248,727	158,264	210,993	381,400	500,000
Total Closed Units	100%	248,727	23	57	30	1
Total Closed Volume		27,608,676	3.64M	12.03M	11.44M	500.00K

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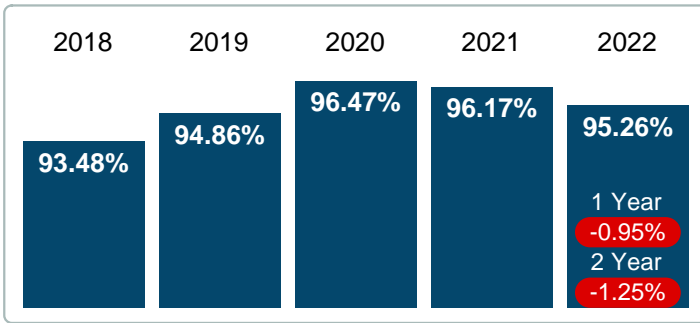
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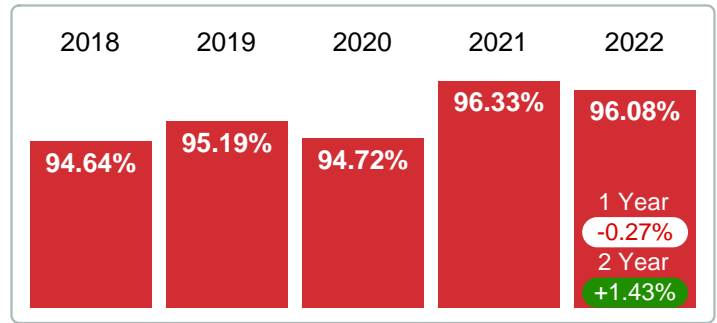
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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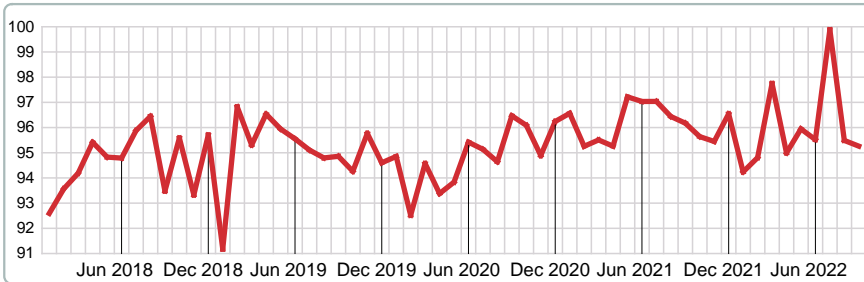
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

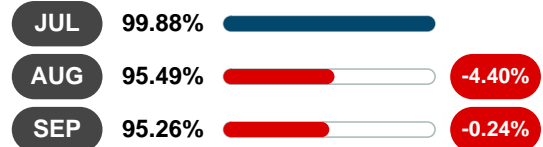


3 MONTHS

5 year SEP AVG = 95.25%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.26%**
equal to 5 yr SEP average of **95.25%**



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	8	7.21%	83.71%	101.59%	72.99%	0.00%	0.00%
\$50,001 - \$100,000	11	9.91%	94.53%	88.13%	98.51%	102.57%	0.00%
\$100,001 - \$150,000	23	20.72%	95.37%	97.08%	95.72%	87.60%	0.00%
\$150,001 - \$250,000	26	23.42%	98.67%	96.70%	99.28%	98.19%	0.00%
\$250,001 - \$325,000	17	15.32%	95.25%	95.39%	95.49%	94.76%	0.00%
\$325,001 - \$475,000	14	12.61%	97.03%	100.00%	100.00%	95.85%	0.00%
\$475,001 and up	12	10.81%	93.98%	0.00%	99.30%	89.04%	97.09%
Average Sold/List Ratio		95.30%		95.49%	95.49%	94.59%	97.09%
Total Closed Units	111	100%	95.30%	23	57	30	1
Total Closed Volume	27,608,676			3.64M	12.03M	11.44M	500.00K

September 2022



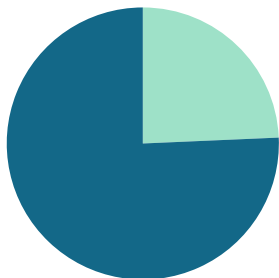
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

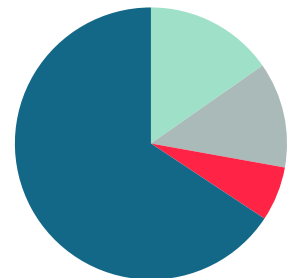


Inventory
 New Listings
149 = 24.31%
 Start Inventory
464
 Total Inventory Units
613
 Volume
\$222,359,265

Market Activity

Closed Sales
111 = 15.29%
 Pending Sales
91 = 12.53%
 Other Off Market
47 = 6.47%
 Active Inventory
477 = 65.70%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	125	111	-11.20%	1,017	969	-4.72%
Pending Sales	127	91	-28.35%	1,112	976	-12.23%
New Listings	199	149	-25.13%	1,465	1,466	0.07%
Average List Price	226,414	261,738	15.60%	210,131	235,952	12.29%
Average Sale Price	220,228	248,727	12.94%	203,274	227,251	11.80%
Average Percent of Selling Price to List Price	96.17%	95.26%	-0.95%	96.33%	96.08%	-0.27%
Average Days on Market to Sale	29.32	41.27	40.76%	41.83	42.00	0.39%
Monthly Inventory	414	477	15.22%	414	477	15.22%
Months Supply of Inventory	3.63	4.31	18.60%	3.63	4.31	18.60%

Absorption: Last 12 months, an Average of 111 Sales/Month

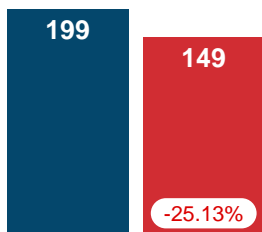
Inventory on September 30, 2022 = 477

2021 2022

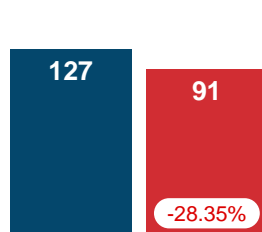
SEPTEMBER MARKET

AVERAGE PRICES

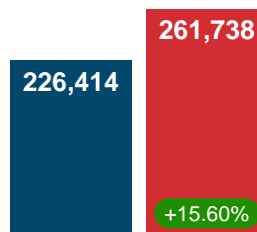
New Listings



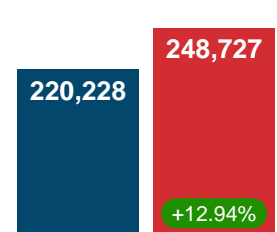
Pending Listings



List Price



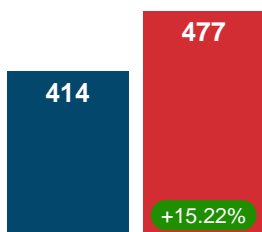
Sale Price



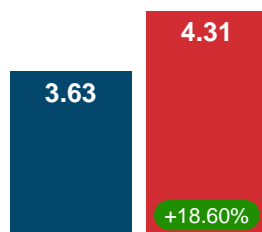
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

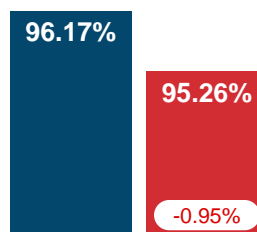
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

