

# September 2022



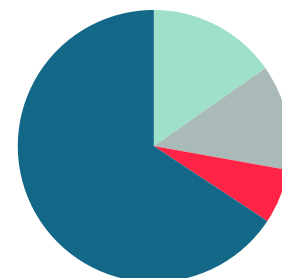
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	165,000	190,000	15.15%
Median Sale Price	159,900	192,000	20.08%
Median Percent of Selling Price to List Price	98.39%	97.26%	-1.15%
Median Days on Market to Sale	11.00	25.00	127.27%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **20.08%** in September 2022 to \$192,000 versus the previous year at \$159,900.

#### Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 14.00 days or **127.27%** in September 2022 compared to last year's same month at **11.00** DOM.

#### Sales Success for September 2022 is Positive

Overall, with Median 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 Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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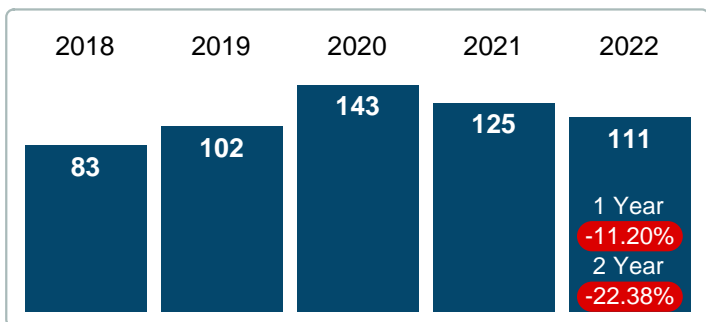
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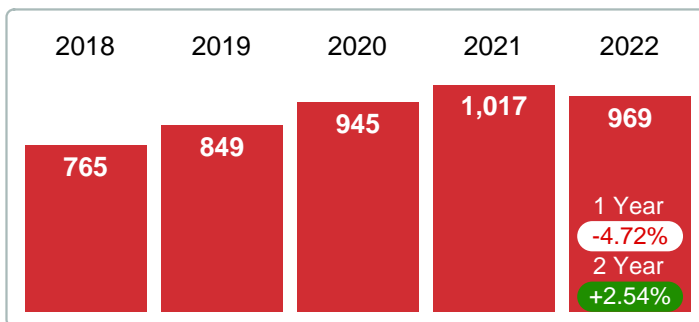
## CLOSED LISTINGS

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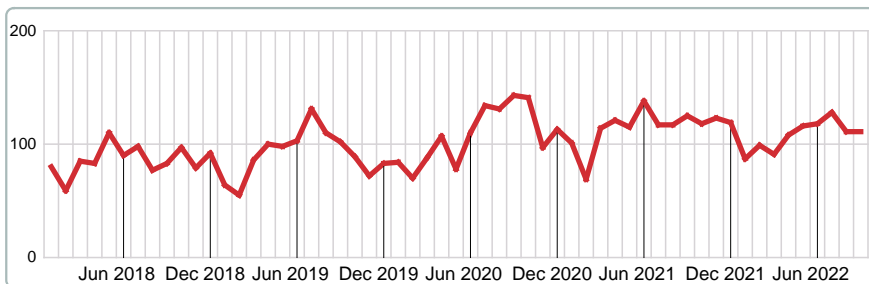
### SEPTEMBER



### YEAR TO DATE (YTD)

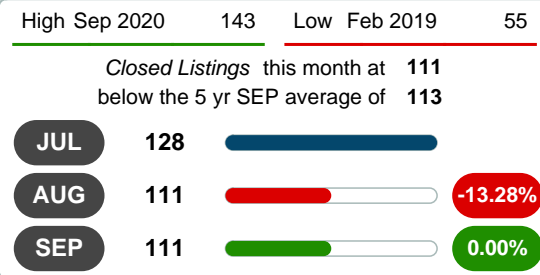


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 113



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.21%	61.5	3	5	0	0
\$50,001 - \$100,000	11	9.91%	42.0	5	4	2	0
\$100,001 - \$150,000	23	20.72%	29.0	6	15	2	0
\$150,001 - \$250,000	26	23.42%	12.0	4	17	5	0
\$250,001 - \$325,000	17	15.32%	25.0	4	8	5	0
\$325,001 - \$475,000	14	12.61%	23.0	1	3	10	0
\$475,001 and up	12	10.81%	25.5	0	5	6	1
<b>Total Closed Units</b>	<b>111</b>			<b>23</b>	<b>57</b>	<b>30</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>27,608,676</b>	<b>100%</b>	<b>25.0</b>	<b>3.64M</b>	<b>12.03M</b>	<b>11.44M</b>	<b>500.00K</b>
<b>Median Closed Price</b>	<b>\$192,000</b>			<b>\$135,000</b>	<b>\$169,999</b>	<b>\$342,500</b>	<b>\$500,000</b>

# September 2022



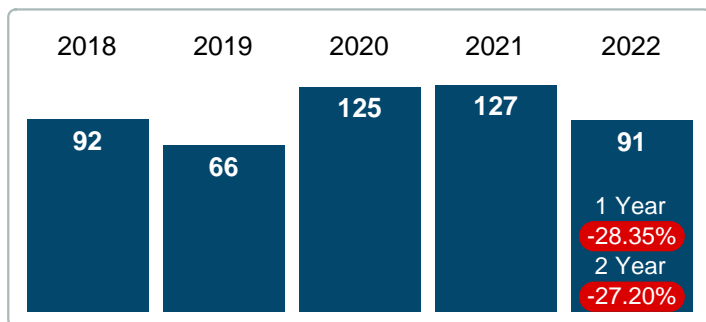
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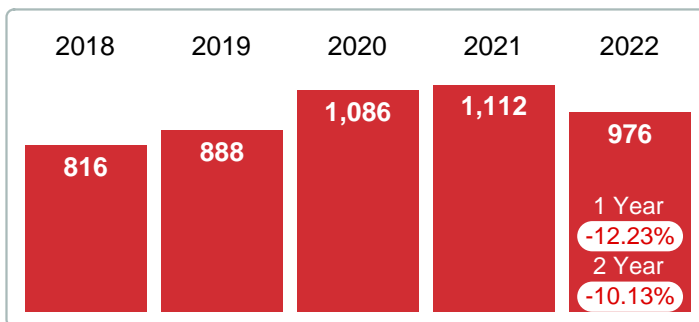
## PENDING LISTINGS

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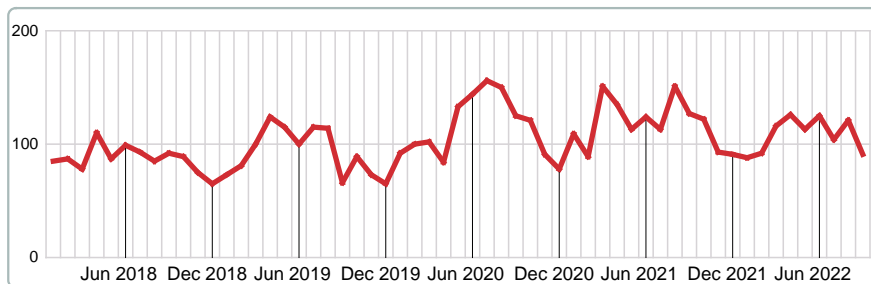
### SEPTEMBER



### YEAR TO DATE (YTD)

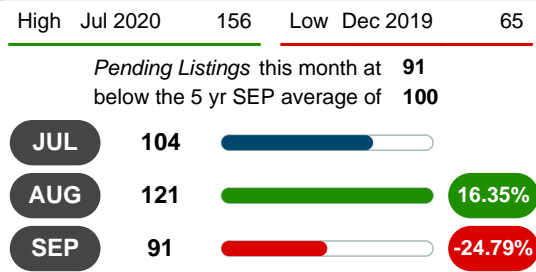


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 100



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.59%	38.5	5	0	0	1
\$50,001 - \$75,000	8	8.79%	10.5	0	8	0	0
\$75,001 - \$125,000	20	21.98%	26.0	10	10	0	0
\$125,001 - \$175,000	19	20.88%	56.0	2	14	3	0
\$175,001 - \$225,000	13	14.29%	30.0	3	8	2	0
\$225,001 - \$375,000	15	16.48%	35.0	1	7	7	0
\$375,001 and up	10	10.99%	40.0	1	6	2	1
<b>Total Pending Units</b>	<b>91</b>			<b>22</b>	<b>53</b>	<b>14</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>18,682,910</b>	<b>100%</b>	<b>34.0</b>	<b>2.83M</b>	<b>10.53M</b>	<b>4.75M</b>	<b>574.90K</b>
<b>Median Listing Price</b>	<b>\$159,000</b>			<b>\$103,750</b>	<b>\$159,900</b>	<b>\$244,450</b>	<b>\$287,450</b>

# September 2022



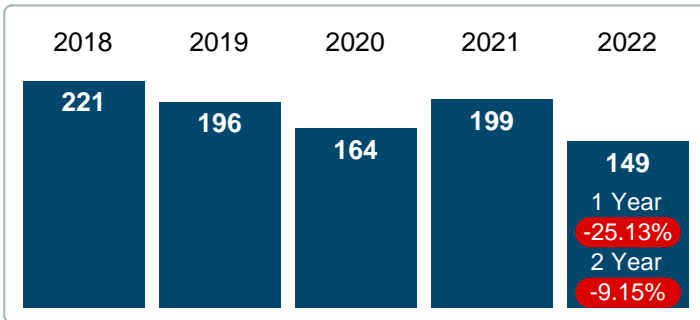
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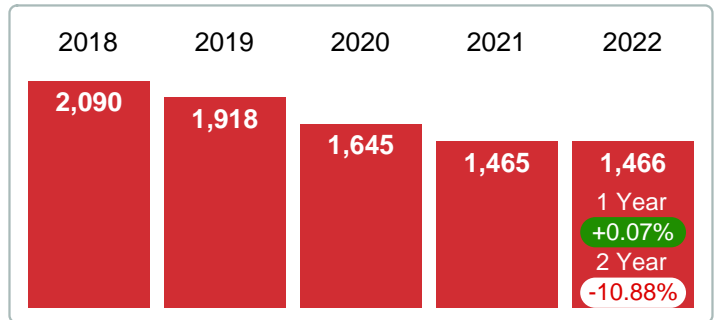
## NEW LISTINGS

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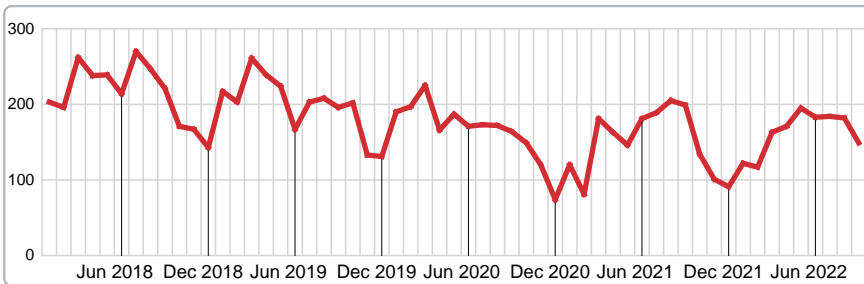
### SEPTEMBER



### YEAR TO DATE (YTD)

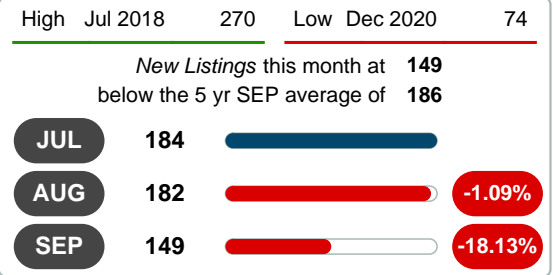


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 186



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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
<b>Total New Listed Units</b>	<b>149</b>		<b>38</b>	<b>73</b>	<b>32</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>39,537,347</b>	<b>100%</b>	<b>5.95M</b>	<b>15.91M</b>	<b>13.81M</b>	<b>3.87M</b>
<b>Median New Listed Listing Price</b>	<b>\$185,000</b>		<b>\$124,950</b>	<b>\$175,000</b>	<b>\$342,500</b>	<b>\$521,450</b>

# September 2022



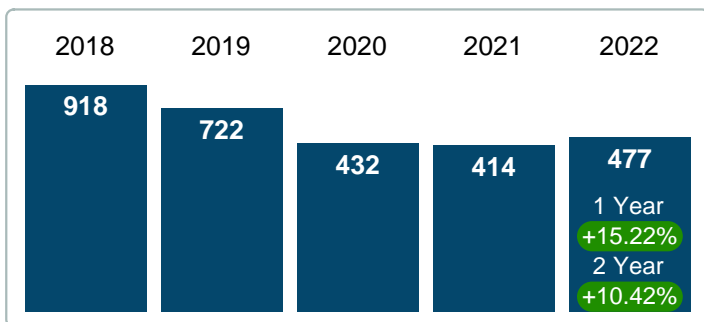
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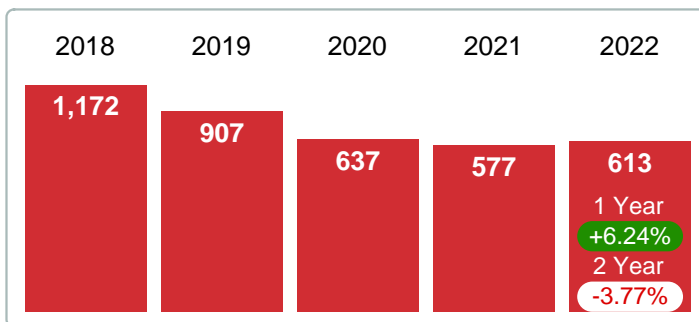
## ACTIVE INVENTORY

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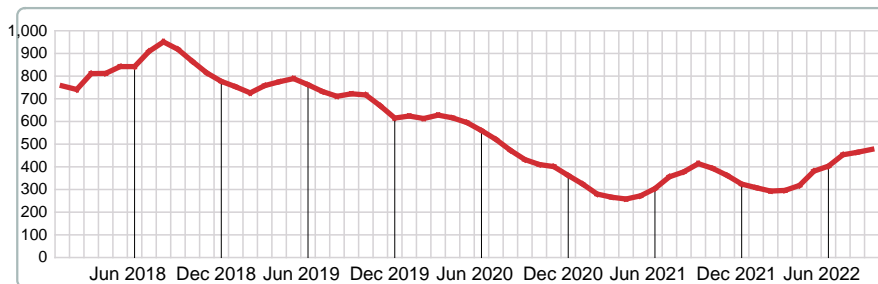
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

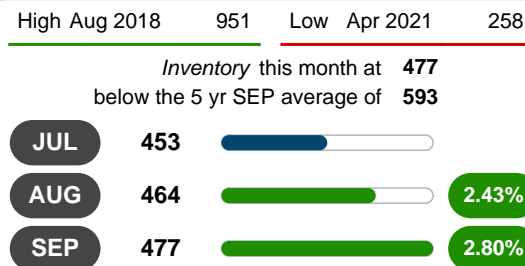


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 593



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	45	9.43%	87.0	29	15	1	0
\$75,001 - \$125,000	47	9.85%	58.0	20	25	2	0
\$125,001 - \$175,000	78	16.35%	41.0	17	45	16	0
\$175,001 - \$275,000	123	25.79%	72.0	21	70	25	7
\$275,001 - \$400,000	75	15.72%	72.0	6	41	24	4
\$400,001 - \$750,000	63	13.21%	65.0	6	28	22	7
\$750,001 and up	46	9.64%	116.0	2	12	22	10
Total Active Inventory by Units		477		101	236	112	28
Total Active Inventory by Volume		187,378,182	100%	19.65M	74.72M	60.66M	32.35M
Median Active Inventory Listing Price		\$225,000		\$129,500	\$219,450	\$329,450	\$630,000

# September 2022



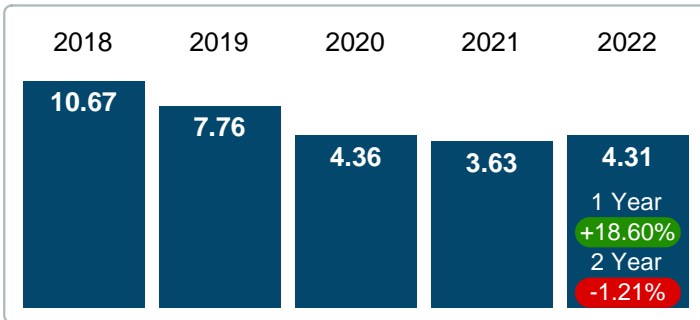
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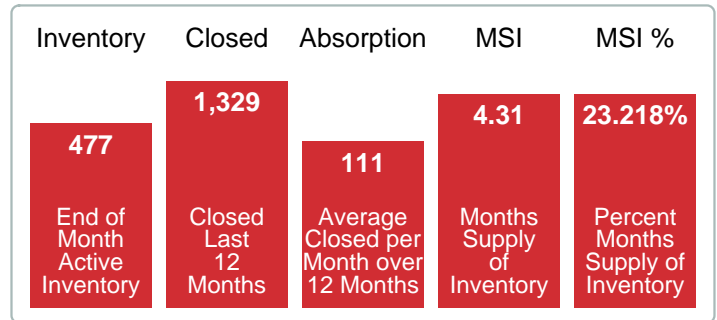
## MONTHS SUPPLY of INVENTORY (MSI)

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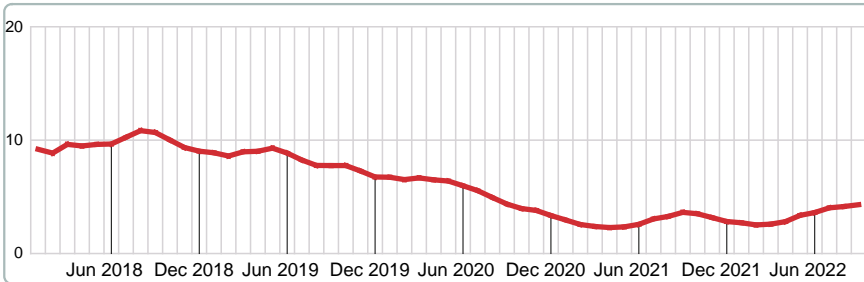
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

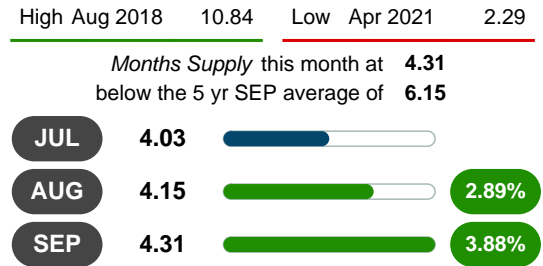


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 6.15



### 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	4.27	3.65	5.95	7.64
Total Active Inventory by Units		100%	477	101	236	112	28

# September 2022



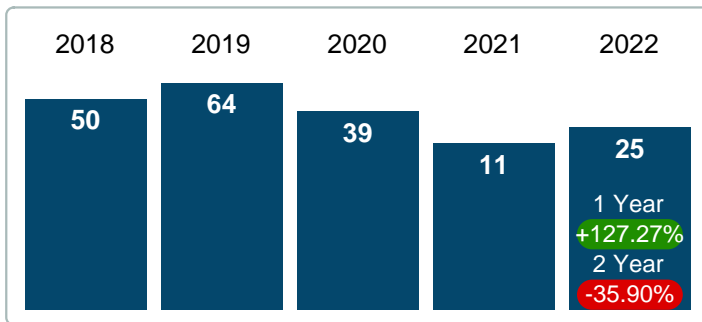
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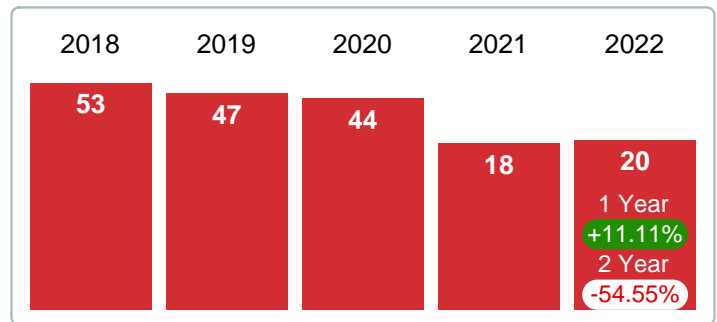
## MEDIAN DAYS ON MARKET TO SALE

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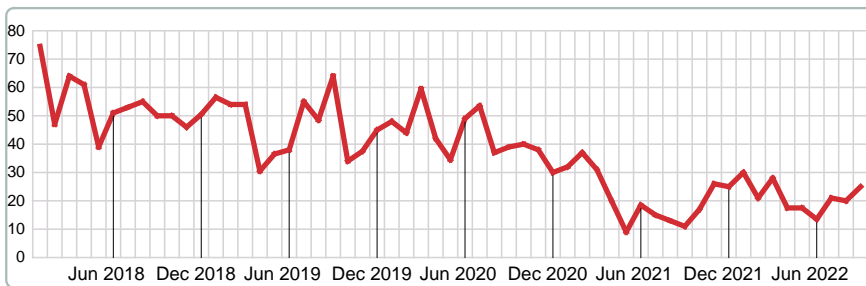
### SEPTEMBER



### YEAR TO DATE (YTD)

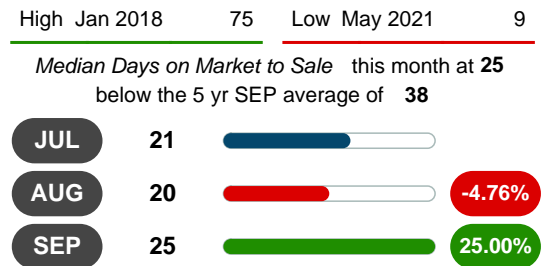


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 38



### 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	7.21%	62	26	76	0	0
\$50,001 - \$100,000	9.91%	42	42	44	6	0
\$100,001 - \$150,000	20.72%	29	33	13	28	0
\$150,001 - \$250,000	23.42%	12	2	12	17	0
\$250,001 - \$325,000	15.32%	25	22	30	20	0
\$325,001 - \$475,000	12.61%	23	17	8	31	0
\$475,001 and up	10.81%	26	0	2	96	13
Median Closed DOM		25	25	25	31	13
Total Closed Units	100%	25.0	23	57	30	1
Total Closed Volume		27,608,676	3.64M	12.03M	11.44M	500.00K

# September 2022



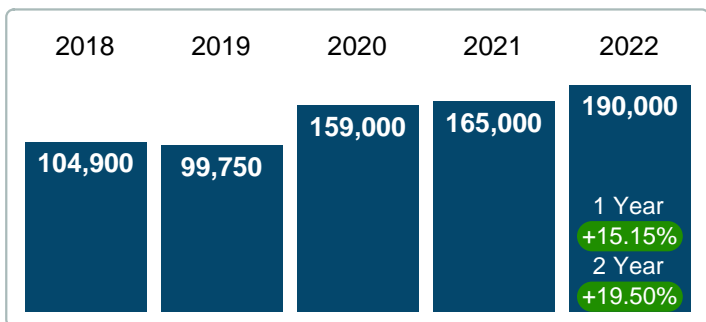
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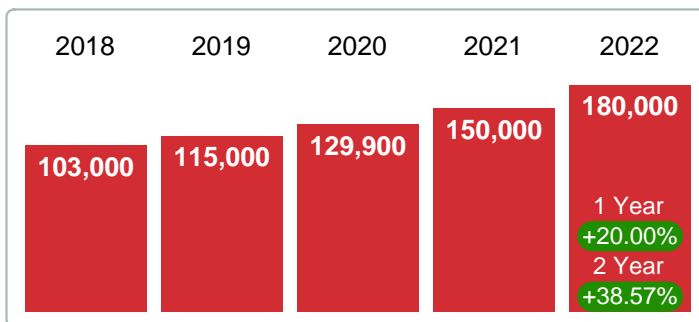
## MEDIAN LIST PRICE AT CLOSING

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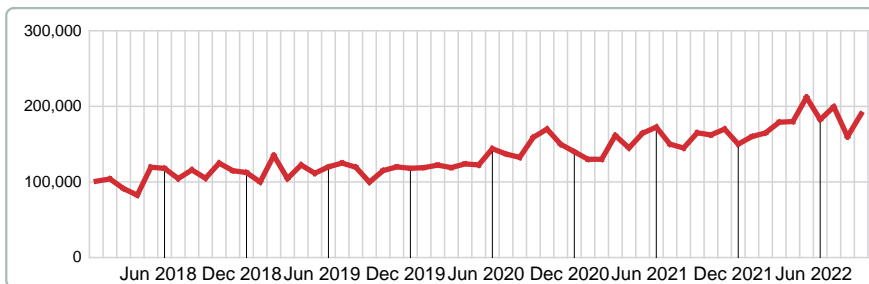
### SEPTEMBER



### YEAR TO DATE (YTD)

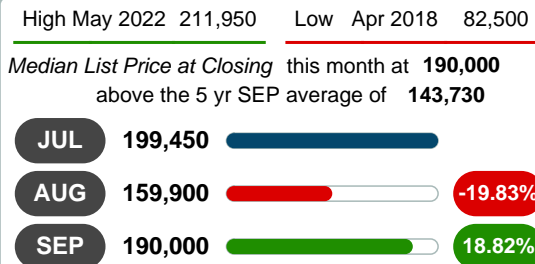


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 143,730



### 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	7.21%	45,250	39,000	45,250	47,500	0
\$50,001 - \$100,000	8.11%	84,900	84,900	64,500	89,900	0
\$100,001 - \$150,000	19.82%	129,950	119,900	132,500	141,500	0
\$150,001 - \$250,000	25.23%	187,450	173,750	177,450	199,950	0
\$250,001 - \$325,000	14.41%	297,000	299,000	295,000	299,450	0
\$325,001 - \$475,000	14.41%	377,450	350,000	359,900	385,000	0
\$475,001 and up	10.81%	697,000	0	685,000	879,500	515,000
<b>Median List Price</b>		<b>190,000</b>	<b>147,900</b>	<b>172,000</b>	<b>357,500</b>	<b>515,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>190,000</b>	<b>23</b>	<b>57</b>	<b>30</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>29,052,898</b>	<b>3.82M</b>	<b>12.36M</b>	<b>12.35M</b>	<b>515.00K</b>



# September 2022



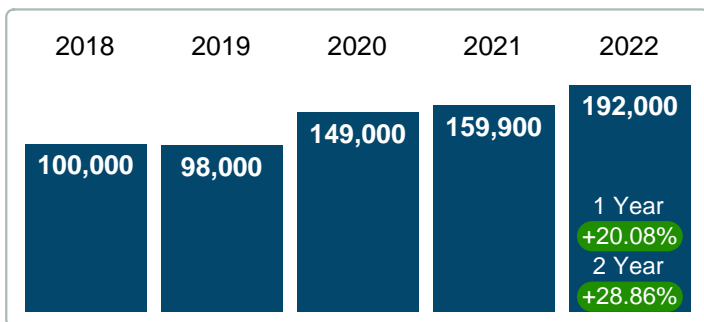
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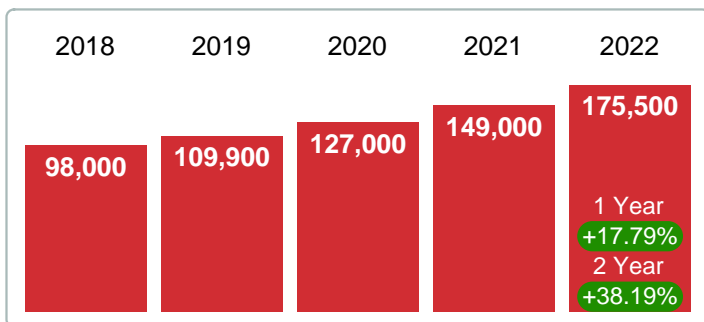
## MEDIAN SOLD PRICE AT CLOSING

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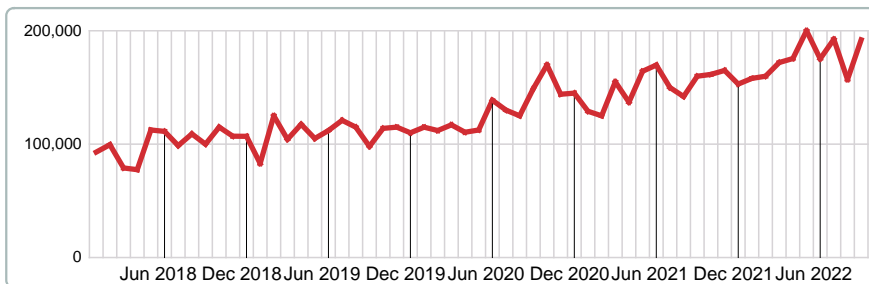
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

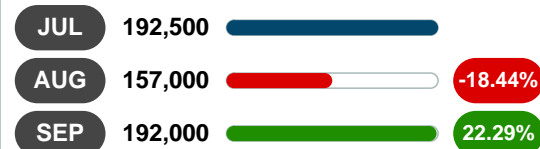


### 3 MONTHS

5 year SEP AVG = 139,780

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

Median Sold Price at Closing this month at **192,000** above the 5 yr SEP average of **139,780**



### 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	8	7.21%	37,500	45,678	35,000	0	0
\$50,001 - \$100,000	11	9.91%	80,000	85,000	67,000	69,000	0
\$100,001 - \$150,000	23	20.72%	130,000	128,750	125,500	141,000	0
\$150,001 - \$250,000	26	23.42%	191,000	202,500	179,900	210,000	0
\$250,001 - \$325,000	17	15.32%	289,999	290,000	279,000	297,000	0
\$325,001 - \$475,000	14	12.61%	367,500	350,000	379,900	367,500	0
\$475,001 and up	12	10.81%	685,000	0	685,000	762,500	500,000
Median Sold Price			192,000	135,000	169,999	342,500	500,000
Total Closed Units		100%	192,000	23	57	30	1
Total Closed Volume			27,608,676	3.64M	12.03M	11.44M	500.00K

# September 2022



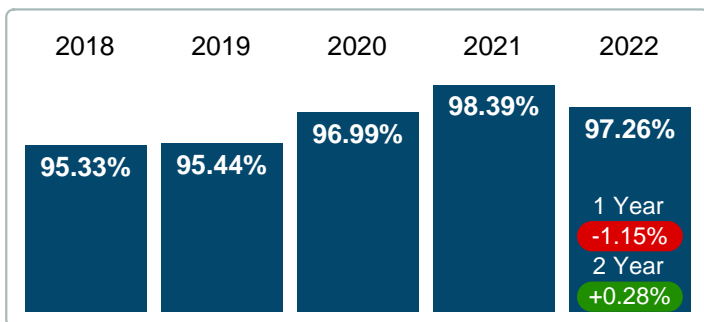
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



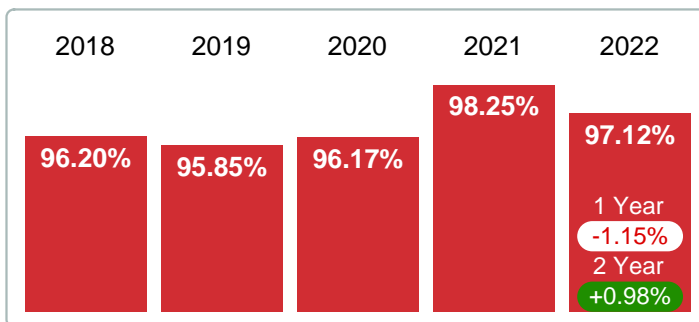
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

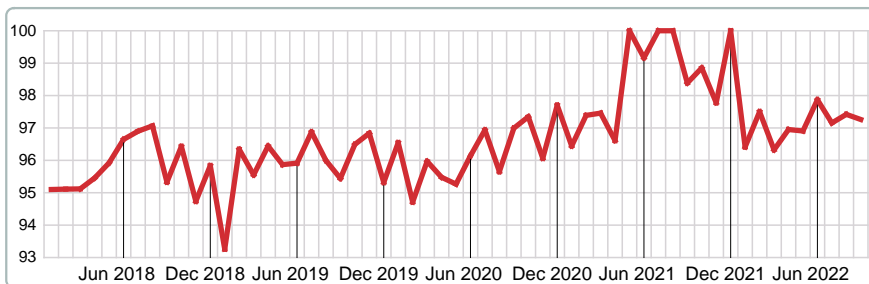
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

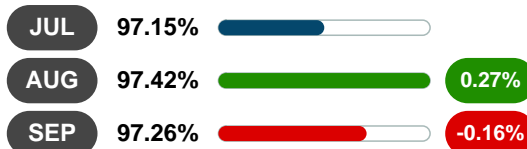


### 3 MONTHS

5 year SEP AVG = 96.68%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.26%**  
 equal to 5 yr SEP average of **96.68%**



### 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	8	7.21%	78.89%	96.97%	77.78%	0.00%	0.00%
\$50,001 - \$100,000	11	9.91%	93.33%	85.26%	94.44%	102.57%	0.00%
\$100,001 - \$150,000	23	20.72%	96.82%	100.00%	96.55%	87.60%	0.00%
\$150,001 - \$250,000	26	23.42%	100.00%	97.36%	100.00%	97.60%	0.00%
\$250,001 - \$325,000	17	15.32%	96.81%	95.77%	96.71%	99.33%	0.00%
\$325,001 - \$475,000	14	12.61%	97.60%	100.00%	100.00%	96.68%	0.00%
\$475,001 and up	12	10.81%	96.83%	0.00%	100.00%	89.63%	97.09%
Median Sold/List Ratio		97.26%		96.97%	98.56%	96.38%	97.09%
Total Closed Units		111	100%	23	57	30	1
Total Closed Volume		27,608,676		3.64M	12.03M	11.44M	500.00K

# September 2022



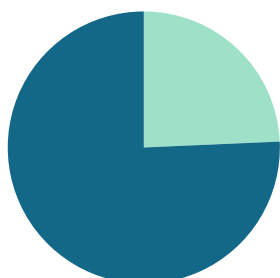
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

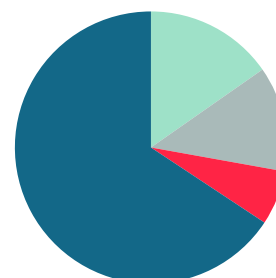


**Inventory**  
 New Listings  
**149 = 24.31%**  
 Start Inventory  
**464**  
 Total Inventory Units  
**613**  
 Volume  
**\$222,359,265**

### 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%
Median List Price	165,000	190,000	15.15%	150,000	180,000	20.00%
Median Sale Price	159,900	192,000	20.08%	149,000	175,500	17.79%
Median Percent of Selling Price to List Price	98.39%	97.26%	-1.15%	98.25%	97.12%	-1.15%
Median Days on Market to Sale	11.00	25.00	127.27%	18.00	20.00	11.11%
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

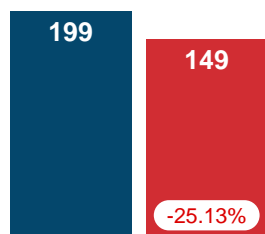
**Inventory** on September 30, 2022 = 477

2021 2022

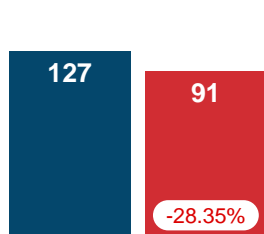
### SEPTEMBER MARKET

### MEDIAN PRICES

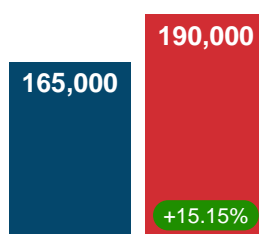
#### New Listings



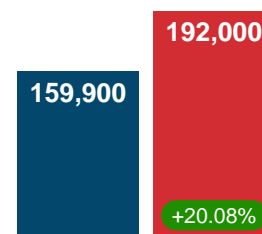
#### Pending Listings



#### List Price



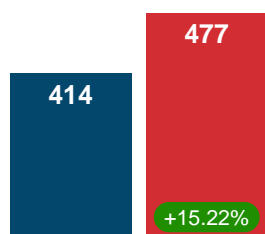
#### Sale Price



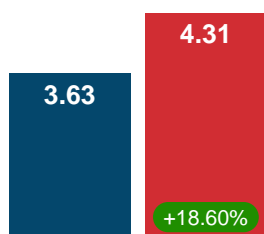
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

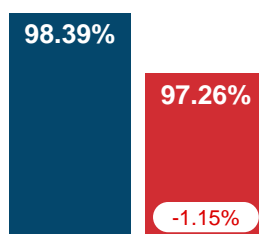
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

