

December 2021



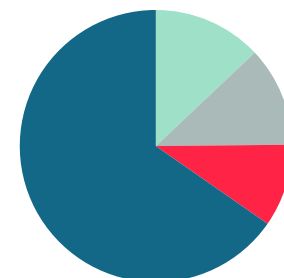
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	144	145	0.69%
Pending Listings	111	133	19.82%
New Listings	146	165	13.01%
Median List Price	125,500	140,000	11.55%
Median Sale Price	119,500	135,000	12.97%
Median Percent of Selling Price to List Price	97.57%	97.55%	-0.03%
Median Days on Market to Sale	41.00	28.00	-31.71%
End of Month Inventory	1,098	731	-33.42%
Months Supply of Inventory	8.50	5.05	-40.56%



■ Closed (12.96%)
■ Pending (11.89%)
■ Other OffMarket (9.83%)
■ Active (65.33%)

Absorption: Last 12 months, an Average of **145** Sales/Month
Active Inventory as of December 31, 2021 = **731**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **33.42%** to 731 existing homes available for sale. Over the last 12 months this area has had an average of 145 closed sales per month. This represents an unsold inventory index of **5.05** 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 **12.97%** in December 2021 to \$135,000 versus the previous year at \$119,500.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 13.00 days or **31.71%** in December 2021 compared to last year's same month at **41.00** DOM.

Sales Success for December 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 165 New Listings in December 2021, up **13.01%** from last year at 146. Furthermore, there were 145 Closed Listings this month versus last year at 144, a **0.69%** increase.

Closed versus Listed trends yielded a **87.9%** ratio, down from previous year's, December 2020, at **98.6%**, a **10.90%** downswing. This will certainly create pressure on a decreasing 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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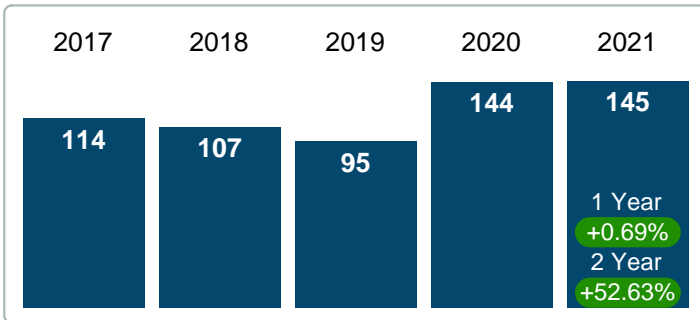
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



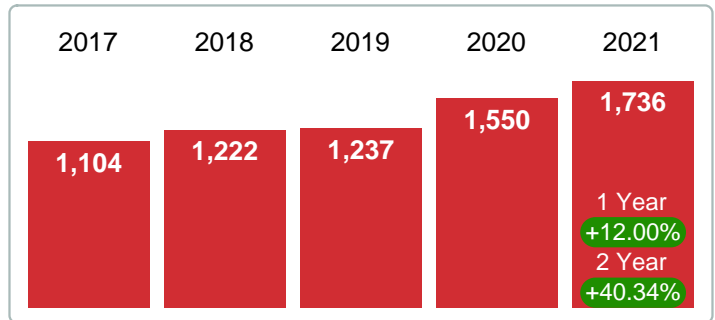
CLOSED LISTINGS

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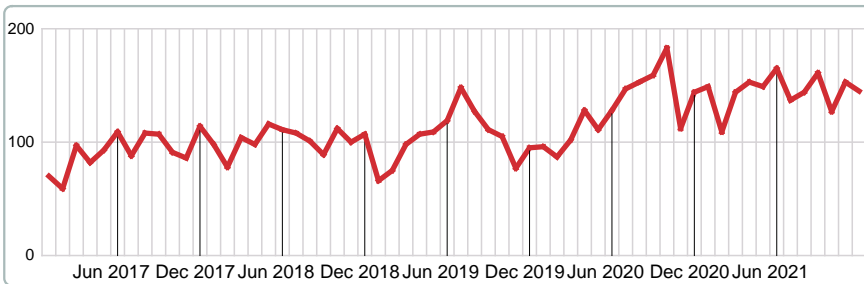
DECEMBER



YEAR TO DATE (YTD)

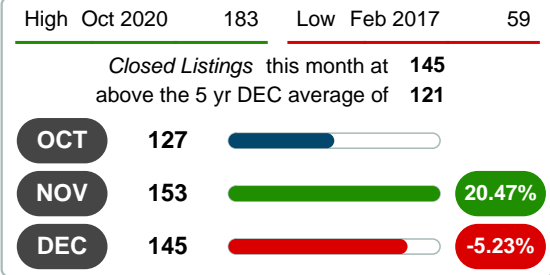


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 121



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	5.52%	39.0	6	2	0	0
\$20,001 - \$60,000	22	15.17%	45.5	20	2	0	0
\$60,001 - \$100,000	24	16.55%	10.0	13	11	0	0
\$100,001 - \$160,000	35	24.14%	16.0	14	16	5	0
\$160,001 - \$200,000	21	14.48%	30.0	3	16	2	0
\$200,001 - \$370,000	19	13.10%	21.0	7	7	5	0
\$370,001 and up	16	11.03%	34.5	4	8	4	0
Total Closed Units	145			67	62	16	0
Total Closed Volume	30,943,342	100%	28.0	13.79M	12.21M	4.94M	0.00B
Median Closed Price	\$135,000			\$84,000	\$161,450	\$207,000	\$0

December 2021



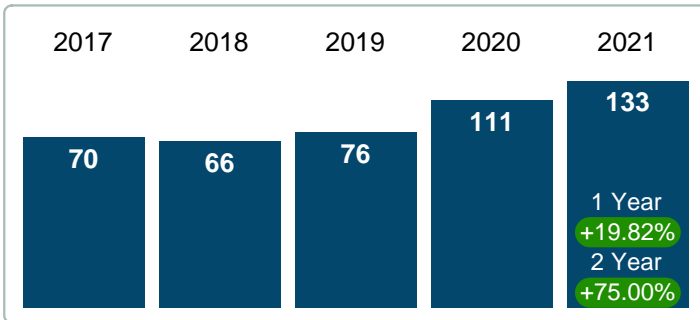
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



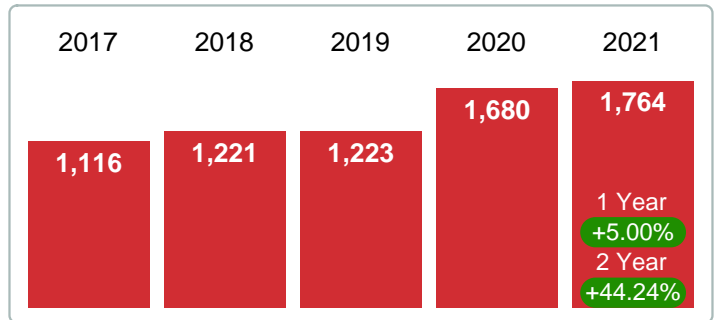
PENDING LISTINGS

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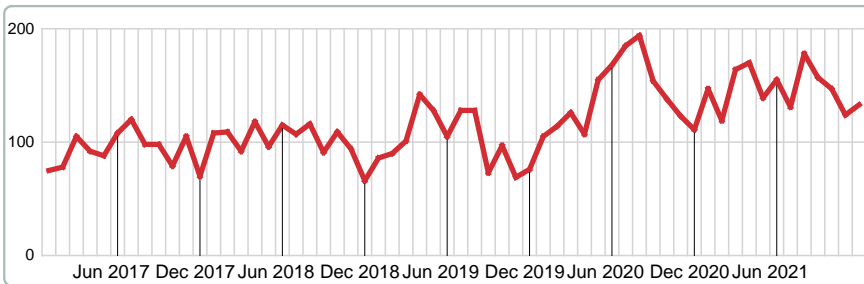
DECEMBER



YEAR TO DATE (YTD)

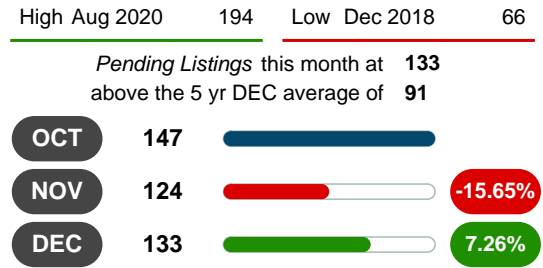


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 91



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	3.76%	123.0	4	1	0	0
\$20,001 - \$50,000	21	15.79%	93.0	18	2	0	1
\$50,001 - \$110,000	22	16.54%	17.5	14	7	1	0
\$110,001 - \$190,000	35	26.32%	44.0	10	20	4	1
\$190,001 - \$290,000	20	15.04%	108.0	8	11	1	0
\$290,001 - \$420,000	16	12.03%	49.5	2	8	6	0
\$420,001 and up	14	10.53%	107.0	7	4	1	2
Total Pending Units	133			63	53	13	4
Total Pending Volume	25,932,502	100%	64.0	9.95M	11.24M	3.45M	1.30M
Median Listing Price	\$149,000			\$75,000	\$180,500	\$299,000	\$298,750

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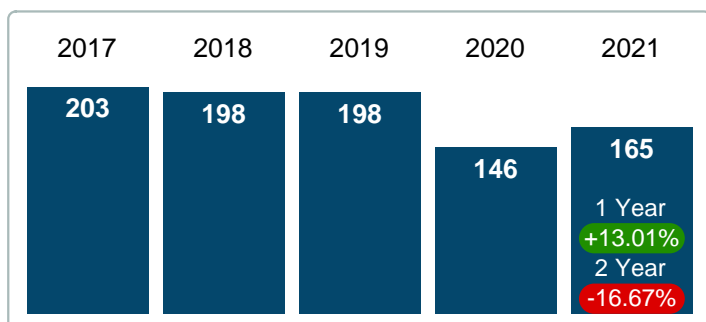
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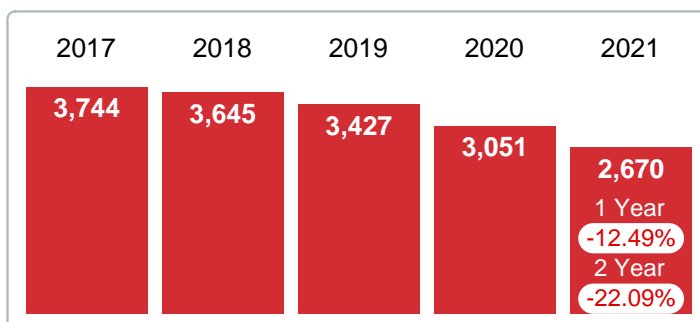
NEW LISTINGS

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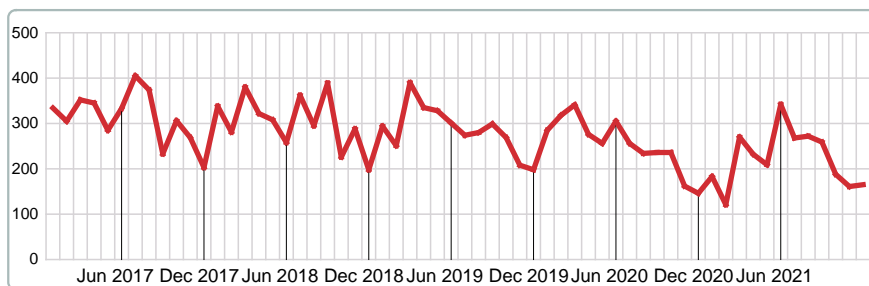
DECEMBER



YEAR TO DATE (YTD)

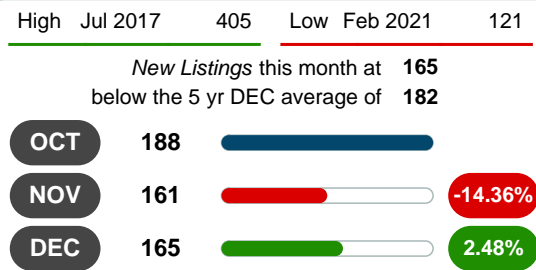


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 182



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	16	9.70%	13	3	0	0
\$30,001 - \$50,000	19	11.52%	17	2	0	0
\$50,001 - \$90,000	25	15.15%	17	7	1	0
\$90,001 - \$170,000	41	24.85%	23	15	3	0
\$170,001 - \$270,000	25	15.15%	15	7	3	0
\$270,001 - \$420,000	23	13.94%	7	13	3	0
\$420,001 and up	16	9.70%	10	4	2	0
Total New Listed Units	165		102	51	12	0
Total New Listed Volume	41,563,763	100%	27.47M	10.79M	3.30M	0.00B
Median New Listed Listing Price	\$135,500		\$120,000	\$165,000	\$243,550	\$0

December 2021



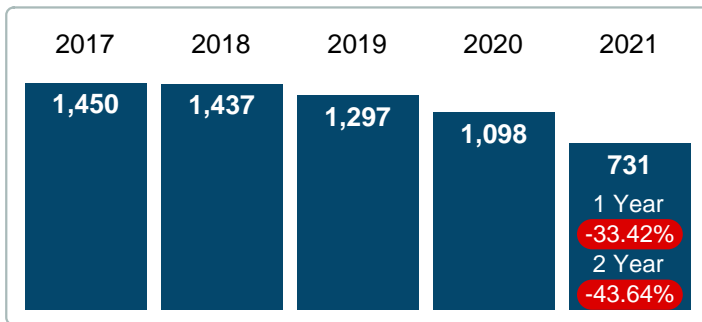
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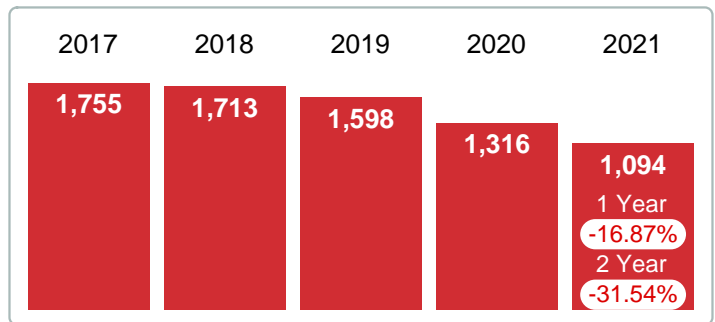
ACTIVE INVENTORY

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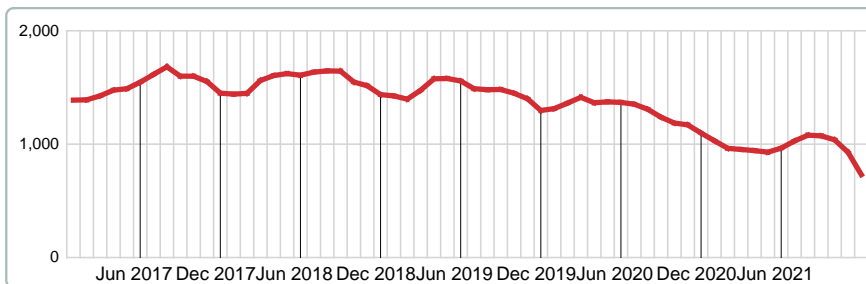
END OF DECEMBER



ACTIVE DURING DECEMBER

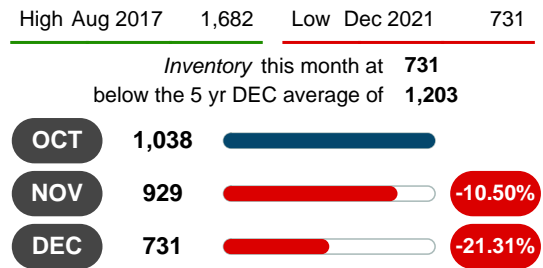


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,203



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	61	8.34%	114.0	59	2	0	0
\$20,001 - \$40,000	88	12.04%	99.0	85	3	0	0
\$40,001 - \$80,000	121	16.55%	163.0	102	17	2	0
\$80,001 - \$190,000	178	24.35%	87.5	105	60	12	1
\$190,001 - \$290,000	109	14.91%	94.0	65	27	16	1
\$290,001 - \$480,000	99	13.54%	105.0	42	34	17	6
\$480,001 and up	75	10.26%	109.0	40	15	14	6
Total Active Inventory by Units	731			498	158	61	14
Total Active Inventory by Volume	189,048,374	100%	104.0	113.77M	45.31M	22.76M	7.20M
Median Active Inventory Listing Price	\$139,900			\$84,450	\$185,000	\$295,000	\$367,450

December 2021



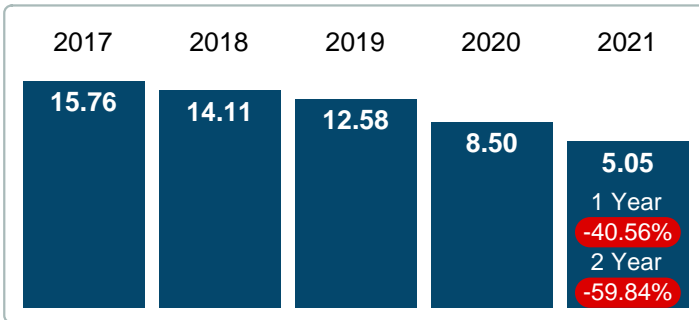
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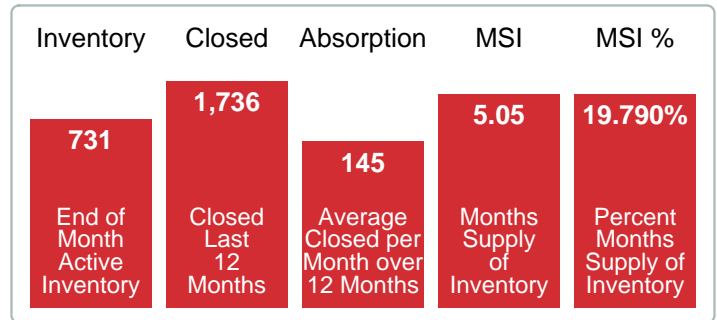
MONTHS SUPPLY of INVENTORY (MSI)

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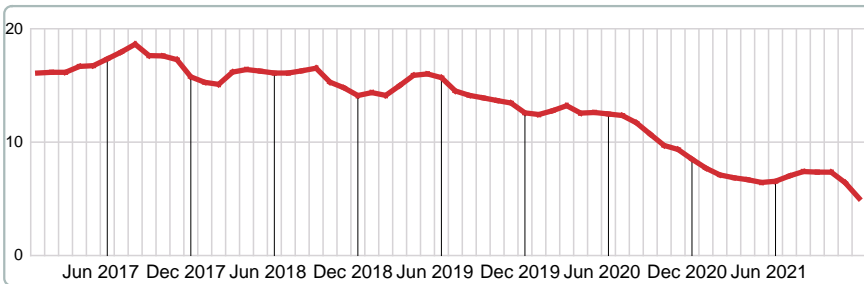
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 11.20

High Aug 2017 18.64 Low Dec 2021 5.05

Months Supply this month at 5.05 below the 5 yr DEC average of 11.20



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
\$20,000 and less	61	8.34%	4.85	5.53	1.14	0.00	0.00
\$20,001 \$40,000	88	12.04%	6.77	8.10	1.29	0.00	0.00
\$40,001 \$80,000	121	16.55%	5.46	7.42	2.32	2.18	0.00
\$80,001 \$190,000	178	24.35%	3.32	6.40	1.91	2.25	2.00
\$190,001 \$290,000	109	14.91%	5.38	13.22	2.63	3.49	2.00
\$290,001 \$480,000	99	13.54%	6.87	15.27	4.92	4.74	5.14
\$480,001 and up	75	10.26%	8.74	26.67	4.39	6.00	4.50
Market Supply of Inventory (MSI)			5.05	8.23	2.49	3.59	3.73
Total Active Inventory by Units		100%	5.05	498	158	61	14

December 2021



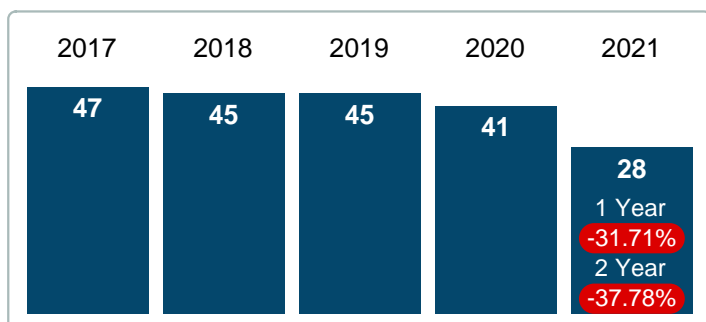
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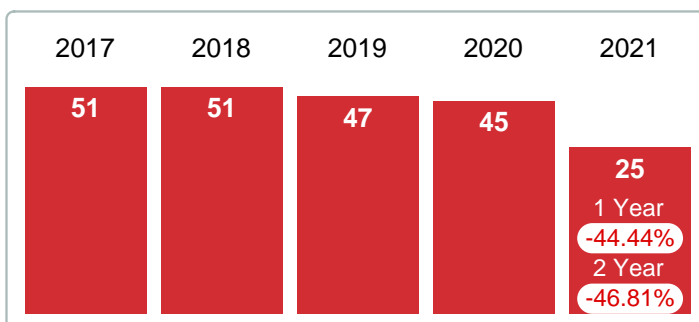
MEDIAN DAYS ON MARKET TO SALE

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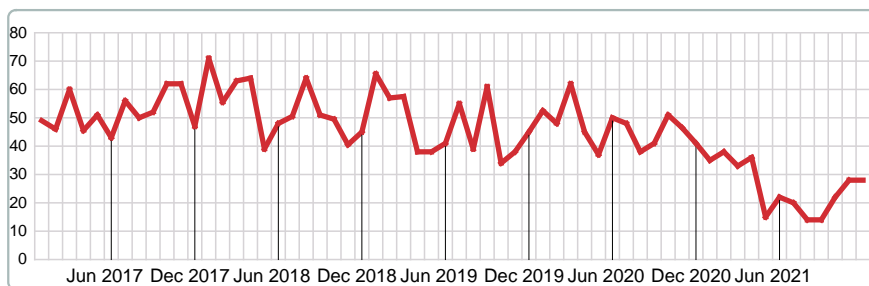
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

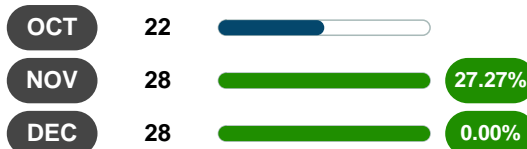


3 MONTHS

5 year DEC AVG = 41

High Jan 2018 71 Low Sep 2021 14

Median Days on Market to Sale this month at 28 below the 5 yr DEC average of 41



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
\$20,000 and less	5.52%	39	39	39	0	0
\$20,001 - \$60,000	15.17%	46	43	79	0	0
\$60,001 - \$100,000	16.55%	10	25	9	0	0
\$100,001 - \$160,000	24.14%	16	13	15	72	0
\$160,001 - \$200,000	14.48%	30	50	28	79	0
\$200,001 - \$370,000	13.10%	21	17	21	48	0
\$370,001 and up	11.03%	35	78	43	25	0
Median Closed DOM		28	31	26	39	0
Total Closed Units	100%	28.0	67	62	16	
Total Closed Volume		30,943,342	13.79M	12.21M	4.94M	0.00B

December 2021



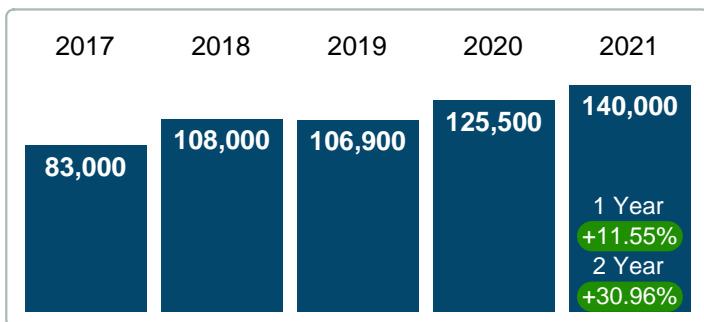
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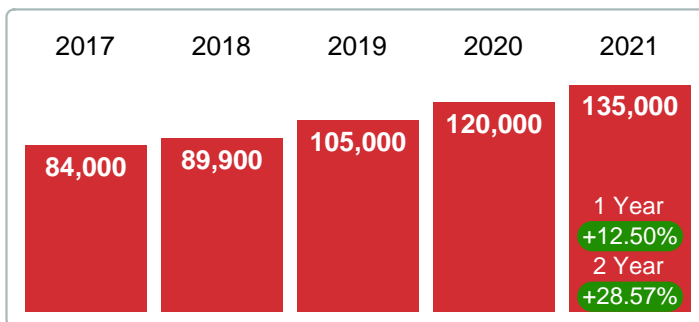
MEDIAN LIST PRICE AT CLOSING

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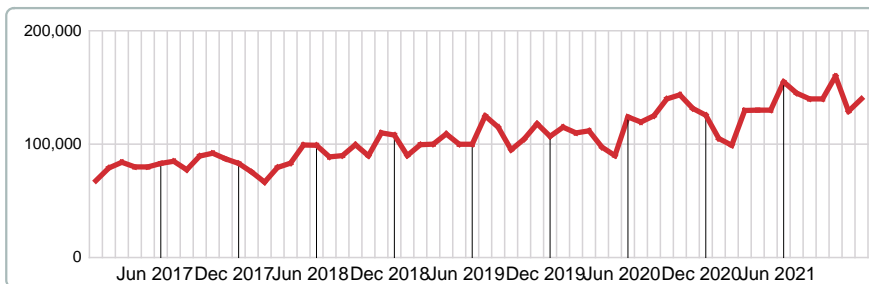
DECEMBER



YEAR TO DATE (YTD)

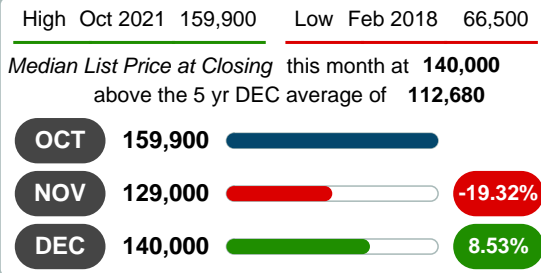


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 112,680



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
\$20,000 and less	7	4.83%	7,000	7,000	10,500	0	0
\$20,001 - \$60,000	23	15.86%	41,500	39,000	59,400	0	0
\$60,001 - \$100,000	24	16.55%	85,000	85,000	82,200	0	0
\$100,001 - \$160,000	36	24.83%	139,950	140,000	139,900	149,900	0
\$160,001 - \$200,000	16	11.03%	186,950	169,900	186,950	199,000	0
\$200,001 - \$370,000	23	15.86%	249,900	226,000	289,950	224,450	0
\$370,001 and up	16	11.03%	484,450	951,500	459,900	587,450	0
Median List Price			140,000	85,500	159,500	218,900	0
Total Closed Units		100%	145	67	62	16	
Total Closed Volume			33,074,400	15.53M	12.47M	5.07M	0.00B

December 2021



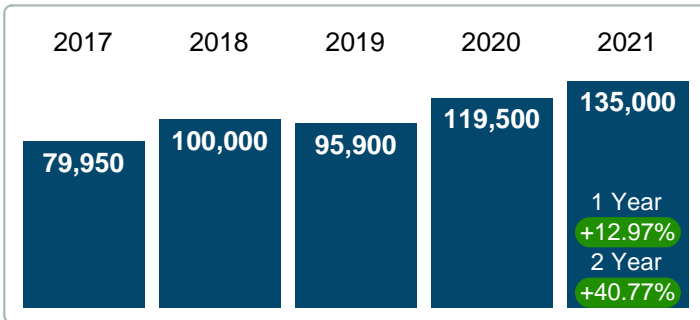
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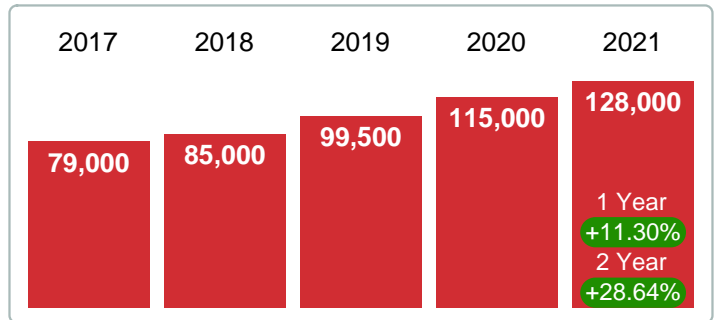
MEDIAN SOLD PRICE AT CLOSING

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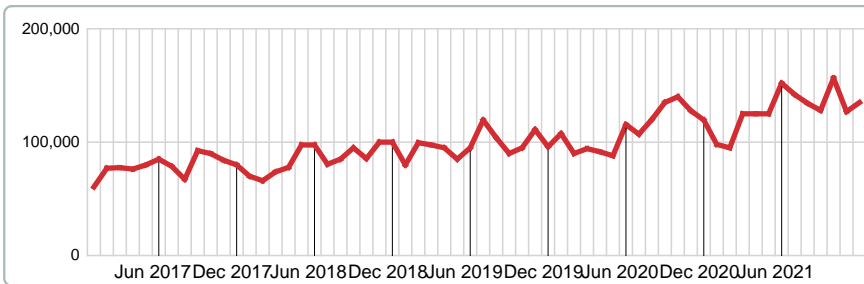
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 106,070

High Oct 2021 156,500 Low Jan 2017 60,500

Median Sold Price at Closing this month at 135,000 above the 5 yr DEC average of 106,070



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
\$20,000 and less	8	5.52%	7,250	10,500	0	0
\$20,001 - \$60,000	22	15.17%	35,250	57,500	0	0
\$60,001 - \$100,000	24	16.55%	82,000	78,500	0	0
\$100,001 - \$160,000	35	24.14%	131,000	128,750	149,900	0
\$160,001 - \$200,000	21	14.48%	200,000	180,950	189,000	0
\$200,001 - \$370,000	19	13.10%	226,000	300,000	210,000	0
\$370,001 and up	16	11.03%	459,900	883,000	459,900	582,450
Median Sold Price		135,000	84,000	161,450	207,000	0
Total Closed Units		145	67	62	16	
Total Closed Volume		30,943,342	13.79M	12.21M	4.94M	0.00B

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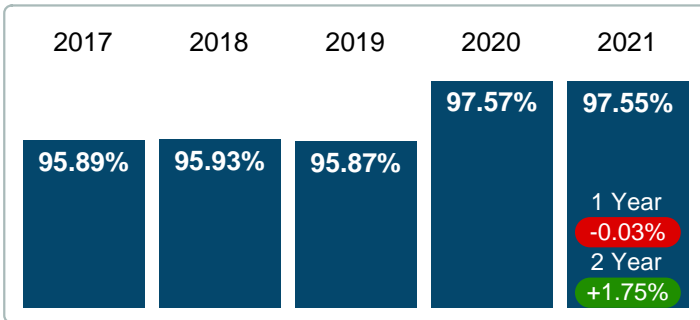
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



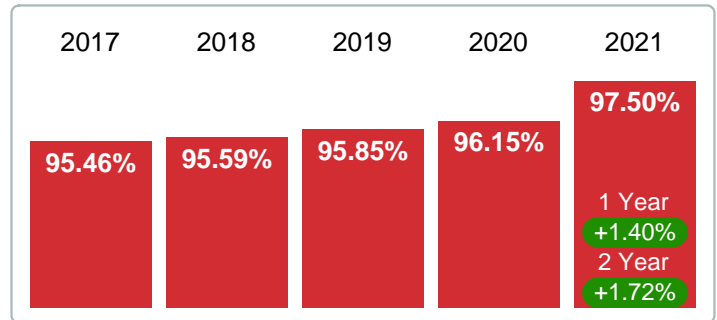
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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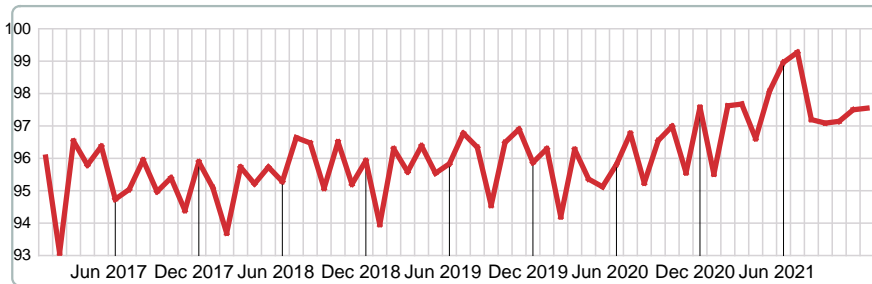
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

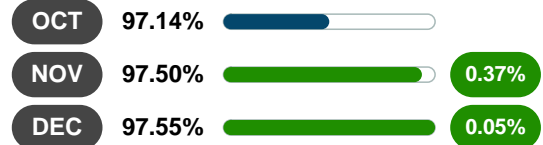


3 MONTHS

5 year DEC AVG = 96.56%

High Jul 2021 99.27% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.55%**
above the 5 yr DEC average of **96.56%**



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
\$20,000 and less	8	5.52%	100.00%	91.67%	100.00%	0.00%	0.00%
\$20,001 - \$60,000	22	15.17%	90.33%	87.39%	94.69%	0.00%	0.00%
\$60,001 - \$100,000	24	16.55%	100.00%	91.30%	100.00%	0.00%	0.00%
\$100,001 - \$160,000	35	24.14%	98.07%	92.40%	99.03%	100.00%	0.00%
\$160,001 - \$200,000	21	14.48%	97.55%	90.91%	99.39%	90.77%	0.00%
\$200,001 - \$370,000	19	13.10%	100.00%	100.00%	100.00%	95.50%	0.00%
\$370,001 and up	16	11.03%	98.33%	88.74%	99.18%	99.35%	0.00%
Median Sold/List Ratio		97.55%		91.60%	100.00%	99.35%	0.00%
Total Closed Units		145	100%	67	62	16	
Total Closed Volume		30,943,342		13.79M	12.21M	4.94M	0.00B

December 2021



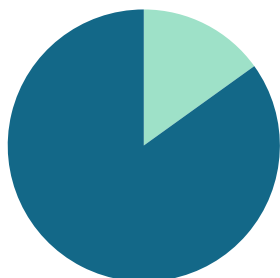
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY

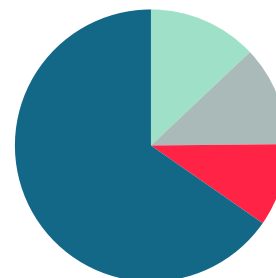


Inventory
 New Listings
165 = 15.08%
 Start Inventory
929
 Total Inventory Units
1,094
 Volume
\$277,108,019

Market Activity

Closed Sales
145 = 12.96%
 Pending Sales
133 = 11.89%
 Other Off Market
110 = 9.83%
 Active Inventory
731 = 65.33%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	144	145	0.69%	1,550	1,736	12.00%
Pending Sales	111	133	19.82%	1,680	1,764	5.00%
New Listings	146	165	13.01%	3,051	2,670	-12.49%
Median List Price	125,500	140,000	11.55%	120,000	135,000	12.50%
Median Sale Price	119,500	135,000	12.97%	115,000	128,000	11.30%
Median Percent of Selling Price to List Price	97.57%	97.55%	-0.03%	96.15%	97.50%	1.40%
Median Days on Market to Sale	41.00	28.00	-31.71%	45.00	25.00	-44.44%
Monthly Inventory	1,098	731	-33.42%	1,098	731	-33.42%
Months Supply of Inventory	8.50	5.05	-40.56%	8.50	5.05	-40.56%

Absorption: Last 12 months, an Average of **145** Sales/Month

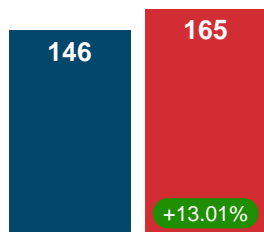
Inventory on December 31, 2021 = **731**

2020 **2021**

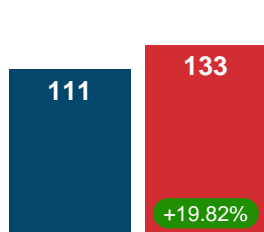
DECEMBER MARKET

MEDIAN PRICES

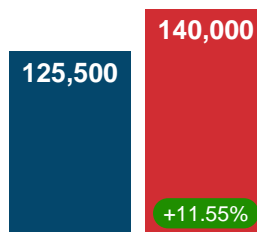
New Listings



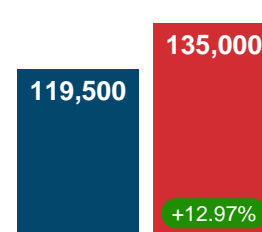
Pending Listings



List Price



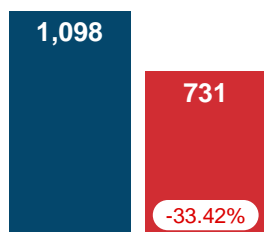
Sale Price



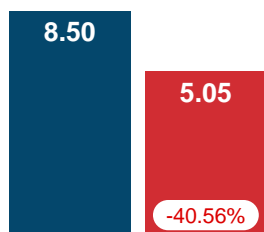
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

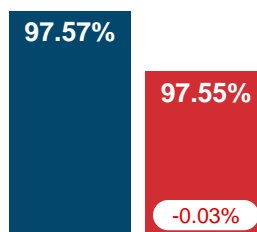
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

