

April 2022



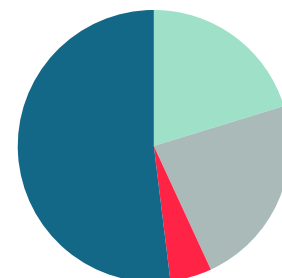
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	April 2022	+/-%
Closed Listings	79	78	-1.27%
Pending Listings	79	88	11.39%
New Listings	110	113	2.73%
Average List Price	221,702	234,020	5.56%
Average Sale Price	211,034	227,101	7.61%
Average Percent of Selling Price to List Price	95.60%	94.74%	-0.90%
Average Days on Market to Sale	50.54	38.53	-23.78%
End of Month Inventory	316	200	-36.71%
Months Supply of Inventory	4.06	2.66	-34.61%



■ Closed (20.26%)
■ Pending (22.86%)
■ Other OffMarket (4.94%)
■ Active (51.95%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of April 30, 2022 = **200**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **36.71%** to 200 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **2.66** 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 **7.61%** in April 2022 to \$227,101 versus the previous year at \$211,034.

Average Days on Market Shortens

The average number of **38.53** days that homes spent on the market before selling decreased by 12.02 days or **23.78%** in April 2022 compared to last year's same month at **50.54** DOM.

Sales Success for April 2022 is Positive

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

There were 113 New Listings in April 2022, up **2.73%** from last year at 110. Furthermore, there were 78 Closed Listings this month versus last year at 79, a **-1.27%** decrease.

Closed versus Listed trends yielded a **69.0%** ratio, down from previous year's, April 2021, at **71.8%**, a **3.89%** downswing. This will certainly create pressure on a decreasing Monthly 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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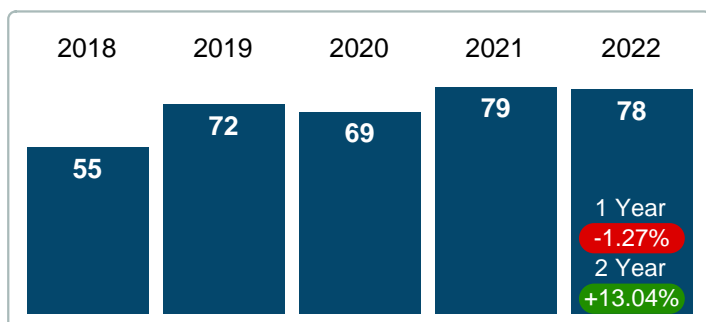
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



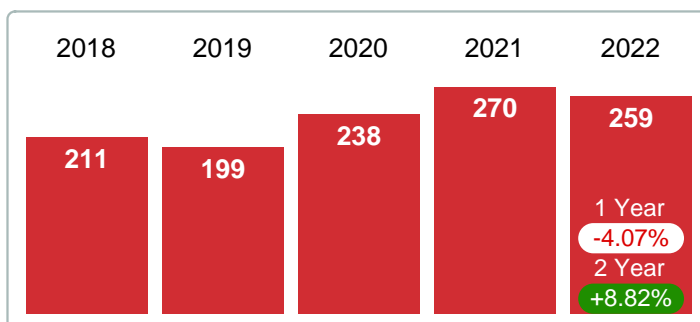
CLOSED LISTINGS

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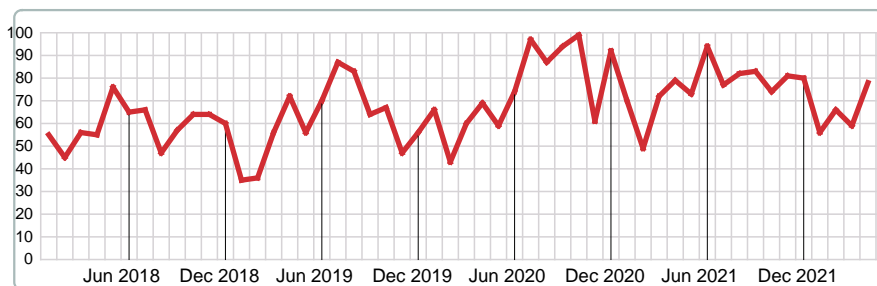
APRIL



YEAR TO DATE (YTD)

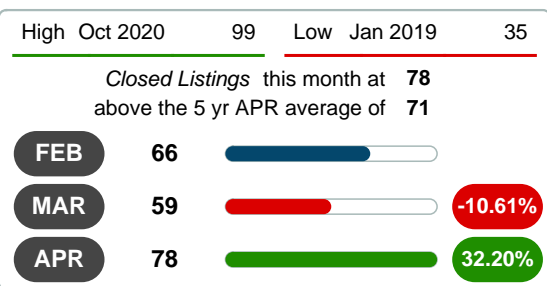


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.13%	20.8	1	3	0	0
\$25,001 - \$75,000	11	14.10%	29.8	5	4	0	2
\$75,001 - \$125,000	14	17.95%	60.9	5	8	1	0
\$125,001 - \$200,000	17	21.79%	25.5	0	14	3	0
\$200,001 - \$300,000	12	15.38%	37.1	0	9	3	0
\$300,001 - \$475,000	12	15.38%	43.3	1	6	5	0
\$475,001 and up	8	10.26%	42.9	0	3	3	2
Total Closed Units	78			12	47	15	4
Total Closed Volume	17,713,900	100%	38.5	1.14M	9.74M	5.12M	1.71M
Average Closed Price	\$227,101			\$95,325	\$207,140	\$341,327	\$428,625

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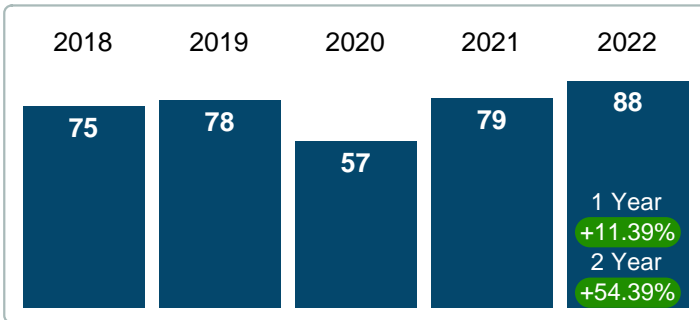
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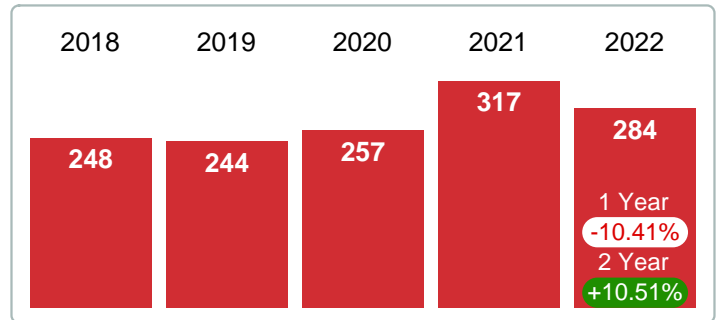
PENDING LISTINGS

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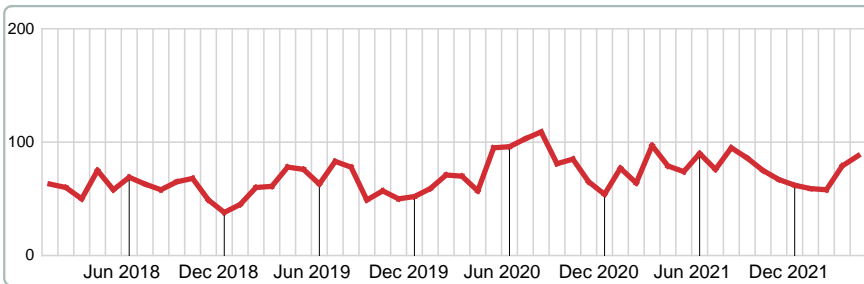
APRIL



YEAR TO DATE (YTD)

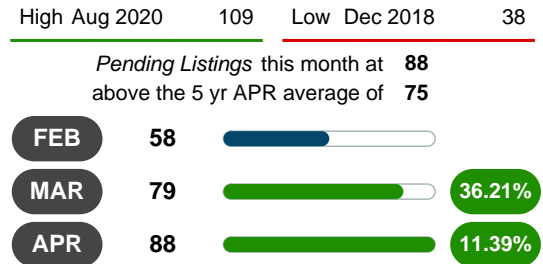


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 75



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	9	10.23%	60.0	6	3	0	0
\$50,001 - \$75,000	7	7.95%	20.3	3	4	0	0
\$75,001 - \$125,000	12	13.64%	60.5	8	4	0	0
\$125,001 - \$225,000	28	31.82%	39.0	3	22	3	0
\$225,001 - \$275,000	8	9.09%	30.4	3	2	1	2
\$275,001 - \$375,000	13	14.77%	23.3	1	7	5	0
\$375,001 and up	11	12.50%	42.4	0	9	2	0
Total Pending Units	88			24	51	11	2
Total Pending Volume	18,809,180	100%	67.8	2.92M	12.01M	3.37M	508.90K
Average Listing Price	\$265,211			\$121,712	\$235,514	\$306,182	\$254,450

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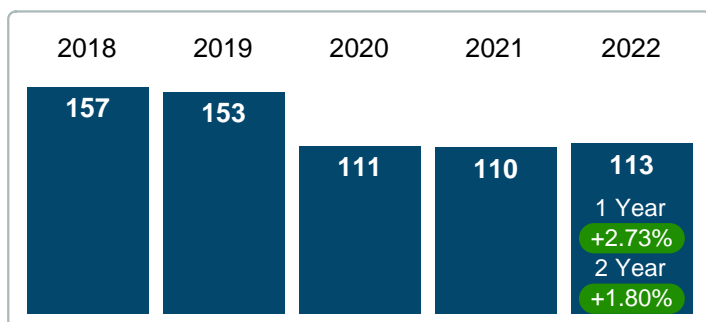
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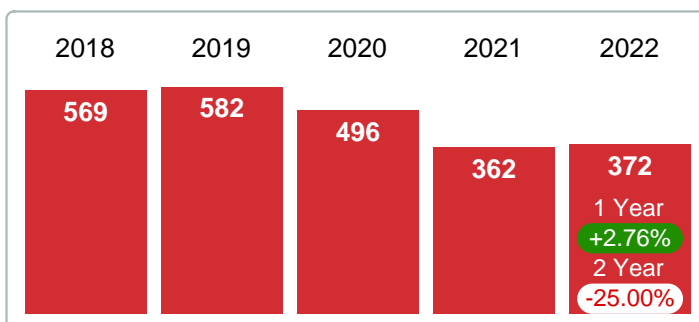
NEW LISTINGS

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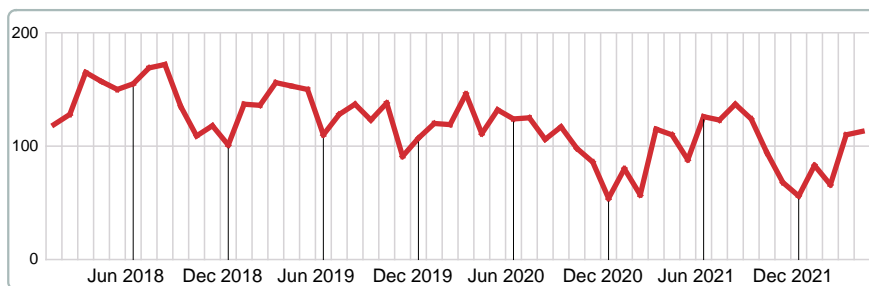
APRIL



YEAR TO DATE (YTD)

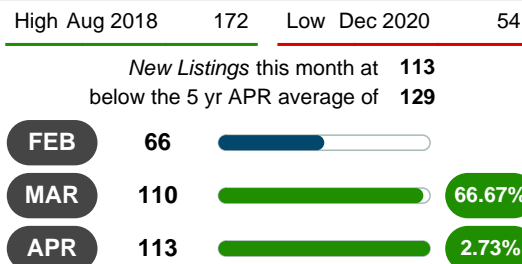


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 129



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	10	8.85%	6	3	1	0
\$50,001 - \$100,000	15	13.27%	5	9	1	0
\$100,001 - \$125,000	10	8.85%	6	4	0	0
\$125,001 - \$200,000	30	26.55%	6	20	4	0
\$200,001 - \$325,000	24	21.24%	0	16	8	0
\$325,001 - \$475,000	12	10.62%	0	8	3	1
\$475,001 and up	12	10.62%	1	5	6	0
Total New Listed Units	113		24	65	23	1
Total New Listed Volume	29,123,300	100%	2.86M	17.37M	8.55M	349.50K
Average New Listed Listing Price	\$199,667		\$119,017	\$267,158	\$371,830	\$349,500

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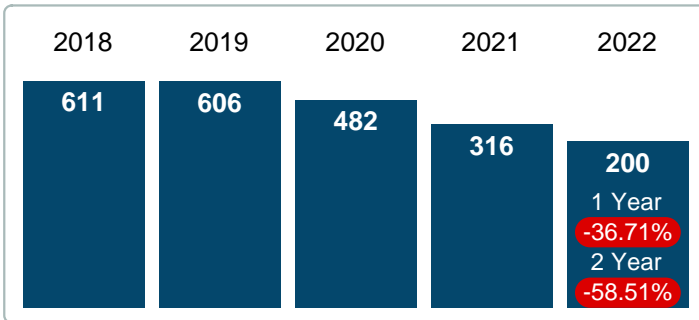
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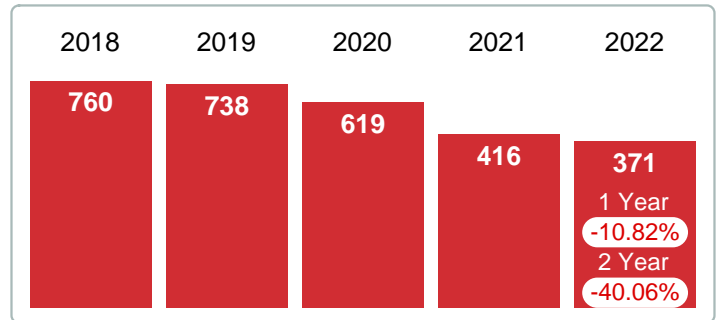
ACTIVE INVENTORY

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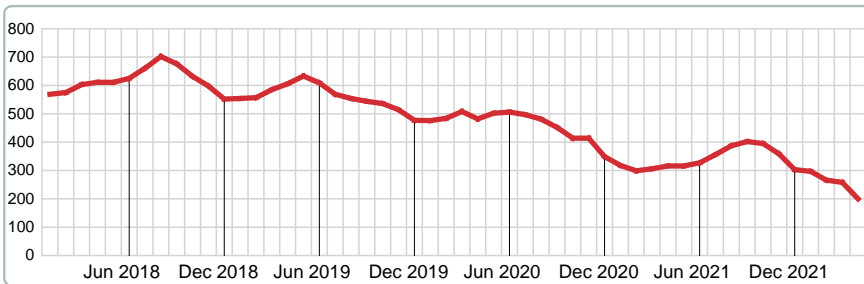
END OF APRIL



ACTIVE DURING APRIL

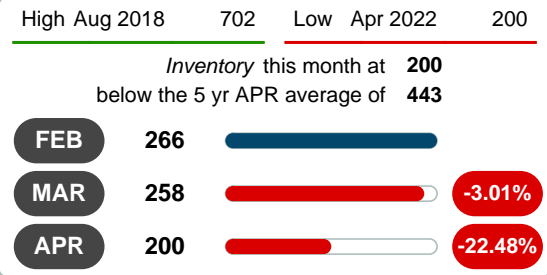


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 443



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	6.50%	71.9	6	6	1	0
\$50,001 - \$100,000	27	13.50%	75.3	9	17	1	0
\$100,001 - \$150,000	37	18.50%	143.2	6	29	1	1
\$150,001 - \$250,000	50	25.00%	61.6	4	32	14	0
\$250,001 - \$375,000	26	13.00%	68.3	2	13	10	1
\$375,001 - \$675,000	24	12.00%	92.2	1	12	10	1
\$675,001 and up	23	11.50%	80.2	0	10	12	1
Total Active Inventory by Units	200			28	119	49	4
Total Active Inventory by Volume	68,618,774	100%	85.9	3.52M	36.17M	23.80M	5.13M
Average Active Inventory Listing Price	\$343,094			\$125,546	\$303,960	\$485,667	\$1,283,625

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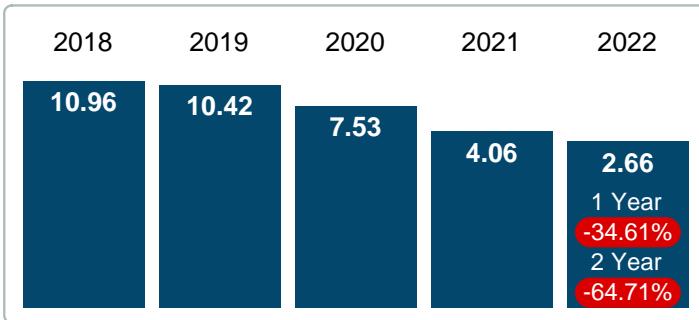
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- Residential Property Type



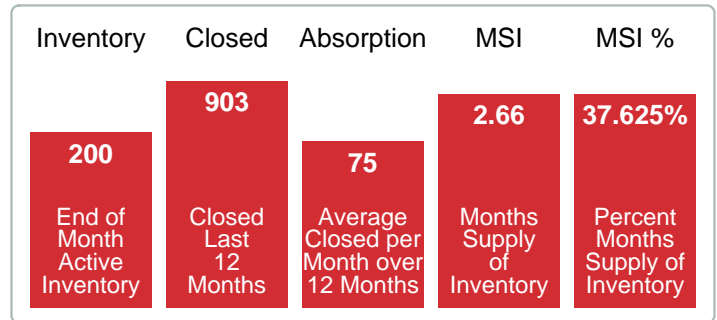
MONTHS SUPPLY of INVENTORY (MSI)

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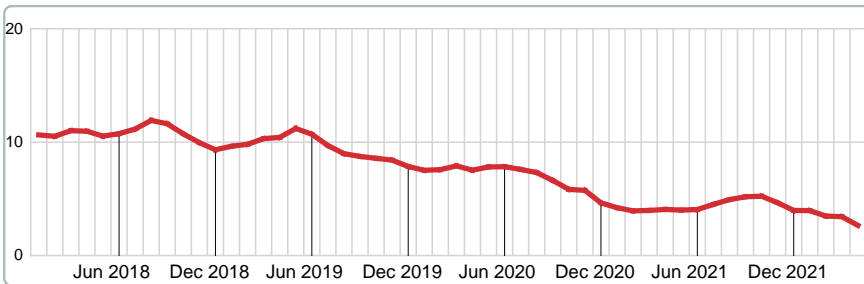
MSI FOR APRIL



INDICATORS FOR APRIL 2022

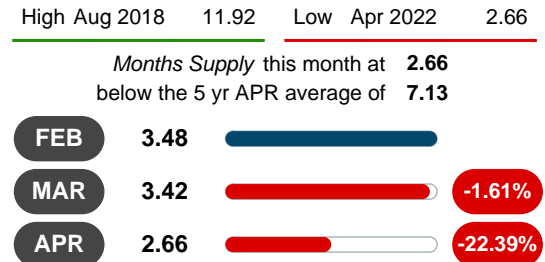


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.13



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
\$50,000 and less	13	6.50%	1.75	1.71	1.71	4.00	0.00
\$50,001 - \$100,000	27	13.50%	1.95	2.04	2.15	0.75	0.00
\$100,001 - \$150,000	37	18.50%	2.58	3.13	2.70	0.67	6.00
\$150,001 - \$250,000	50	25.00%	2.54	4.00	2.33	3.36	0.00
\$250,001 - \$375,000	26	13.00%	2.60	4.80	2.26	3.08	1.71
\$375,001 - \$675,000	24	12.00%	3.06	2.00	2.72	4.62	1.33
\$675,001 and up	23	11.50%	10.62	0.00	15.00	13.09	2.00
Market Supply of Inventory (MSI)			2.66	2.37	2.55	3.61	1.30
Total Active Inventory by Units		100%	2.66	28	119	49	4

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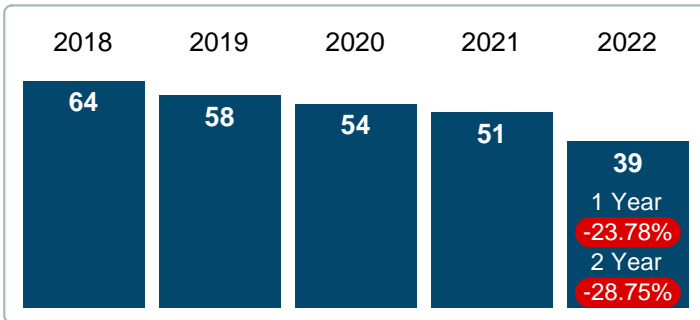
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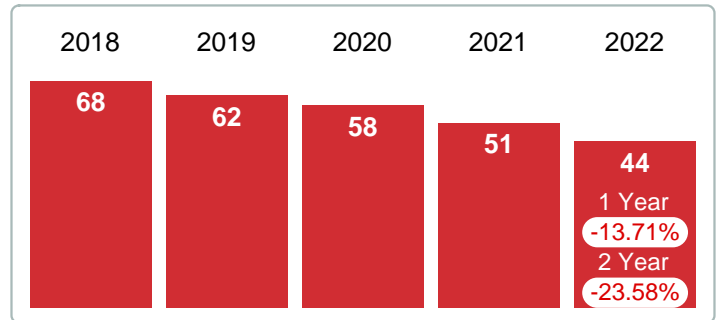
AVERAGE DAYS ON MARKET TO SALE

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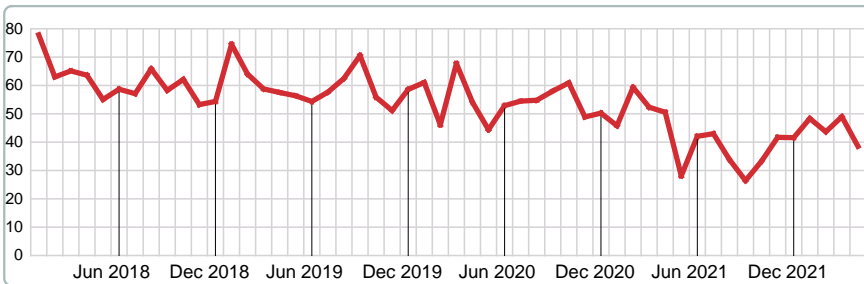
APRIL



YEAR TO DATE (YTD)

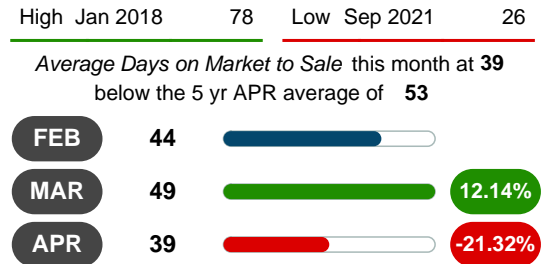


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 53



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
\$25,000 and less	4	5.13%	21	12	24	0
\$25,001 - \$75,000	11	14.10%	30	33	24	0
\$75,001 - \$125,000	14	17.95%	61	68	53	90
\$125,001 - \$200,000	17	21.79%	26	0	25	27
\$200,001 - \$300,000	12	15.38%	37	0	16	100
\$300,001 - \$475,000	12	15.38%	43	4	22	77
\$475,001 and up	8	10.26%	43	0	4	108
Average Closed DOM	39		43	26	79	19
Total Closed Units	78	100%	39	12	47	15
Total Closed Volume	17,713,900			1.14M	9.74M	5.12M

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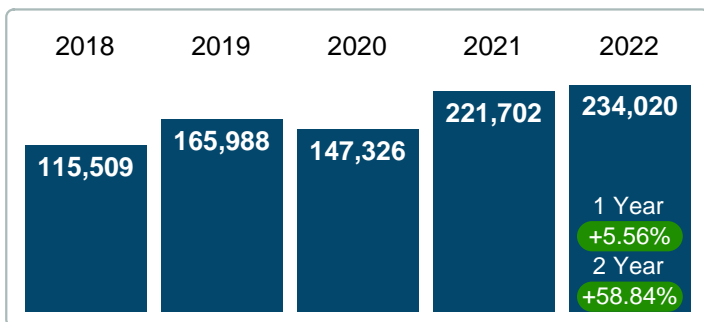
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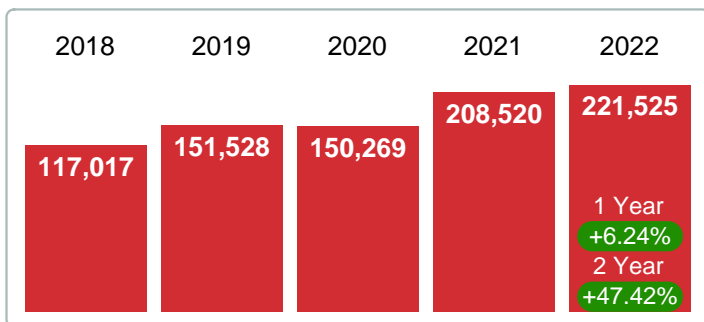
AVERAGE LIST PRICE AT CLOSING

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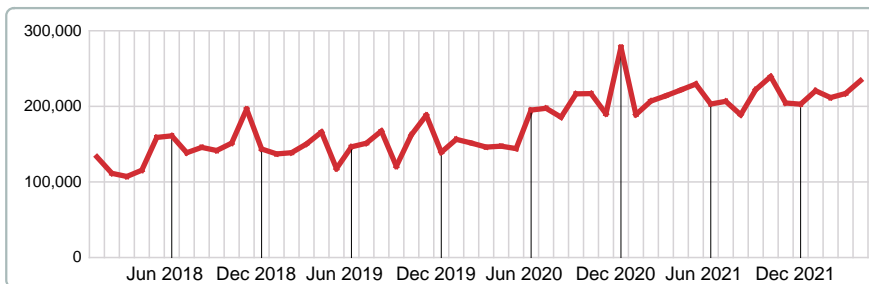
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 176,909

High Dec 2020 278,181 Low Mar 2018 107,196

Average List Price at Closing this month at **234,020**
above the 5 yr APR average of **176,909**

- FEB** 211,593
- MAR** 216,956 2.53%
- APR** 234,020 7.87%

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
\$25,000 and less	2.56%	16,750	18,500	23,500	0	0
\$25,001 - \$75,000	14.10%	54,100	63,960	65,271	0	58,950
\$75,001 - \$125,000	16.67%	94,675	89,140	116,725	119,999	0
\$125,001 - \$200,000	25.64%	163,440	0	170,879	151,533	0
\$200,001 - \$300,000	14.10%	259,473	0	267,689	276,000	0
\$300,001 - \$475,000	17.95%	375,779	425,000	377,167	341,780	0
\$475,001 and up	8.97%	715,750	0	611,667	691,000	788,625
Average List Price		234,020	100,750	216,274	345,633	423,788
Total Closed Units	100%	234,020	12	47	15	4
Total Closed Volume		18,253,530	1.21M	10.16M	5.18M	1.70M

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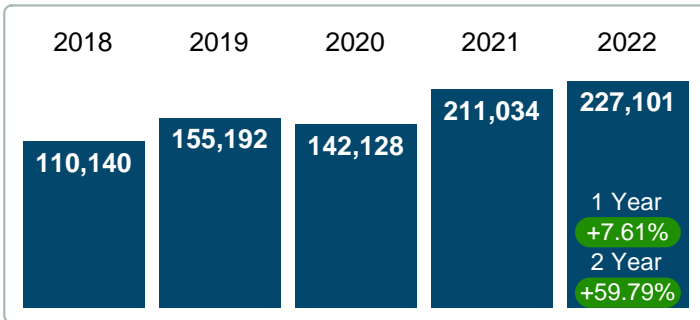
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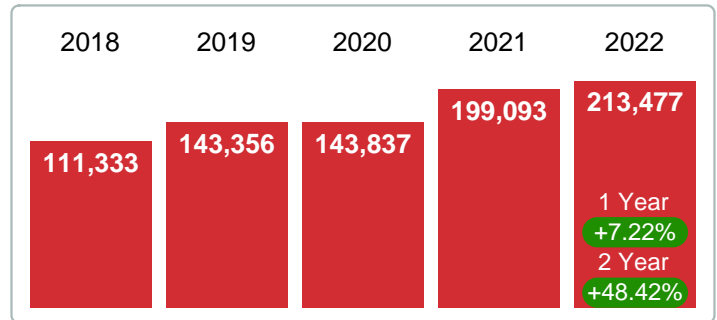
AVERAGE SOLD PRICE AT CLOSING

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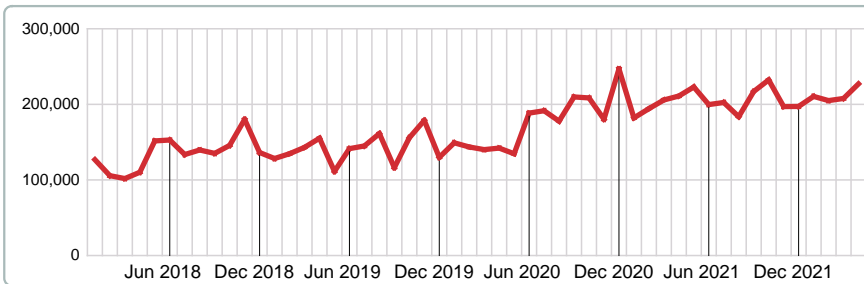
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

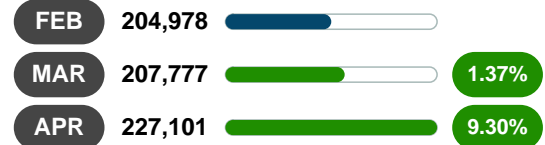


3 MONTHS

5 year APR AVG = 169,119

High Dec 2020 246,862 Low Mar 2018 101,828

Average Sold Price at Closing this month at **227,101** above the 5 yr APR average of **169,119**



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	
\$25,000 and less	4	5.13%	18,750	15,000	20,000	0	
\$25,001 - \$75,000	11	14.10%	53,818	56,200	51,625	0	
\$75,001 - \$125,000	14	17.95%	97,664	84,580	102,688	122,900	
\$125,001 - \$200,000	17	21.79%	162,341	0	165,621	147,033	
\$200,001 - \$300,000	12	15.38%	257,650	0	257,211	258,967	
\$300,001 - \$475,000	12	15.38%	364,417	425,000	370,500	345,000	
\$475,001 and up	8	10.26%	681,875	0	597,000	684,667	
Average Sold Price		227,101		95,325	207,140	341,327	428,625
Total Closed Units		78	100%	227,101	12	47	15
Total Closed Volume		17,713,900			1.14M	9.74M	5.12M

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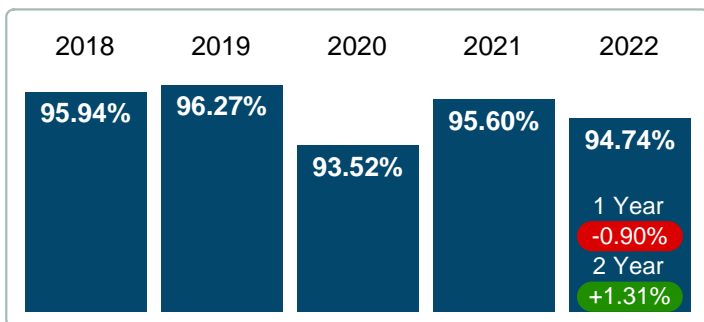
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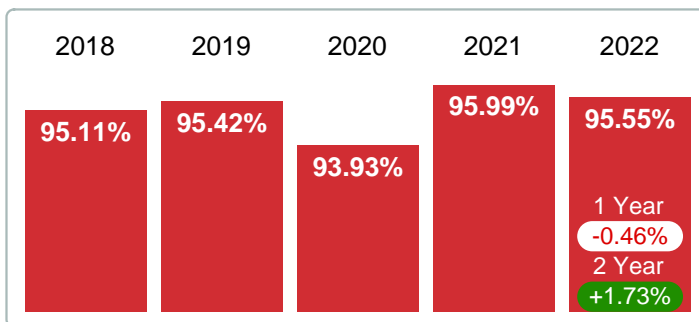
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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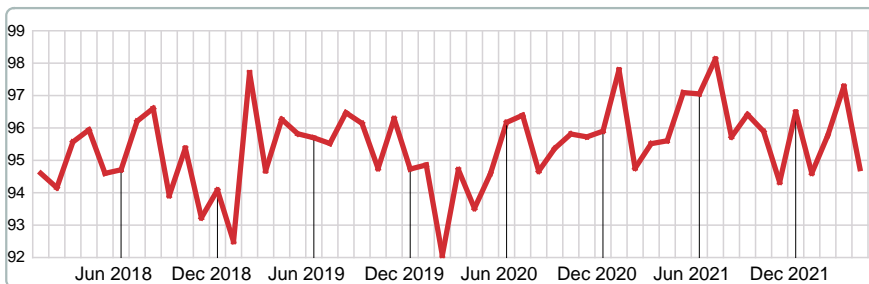
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

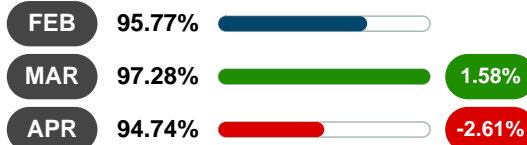


3 MONTHS

5 year APR AVG = 95.21%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **94.74%** equal to 5 yr APR average of **95.21%**



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
\$25,000 and less	4	5.13%	85.71%	81.08%	87.25%	0.00%	0.00%
\$25,001 - \$75,000	11	14.10%	86.63%	89.42%	81.25%	0.00%	90.41%
\$75,001 - \$125,000	14	17.95%	92.62%	95.47%	89.62%	102.42%	0.00%
\$125,001 - \$200,000	17	21.79%	97.11%	0.00%	97.09%	97.21%	0.00%
\$200,001 - \$300,000	12	15.38%	95.95%	0.00%	96.55%	94.18%	0.00%
\$300,001 - \$475,000	12	15.38%	99.72%	100.00%	98.05%	101.66%	0.00%
\$475,001 and up	8	10.26%	99.83%	0.00%	97.76%	98.78%	104.53%
Average Sold/List Ratio		94.70%		92.13%	93.90%	98.75%	97.47%
Total Closed Units		78	100%	12	47	15	4
Total Closed Volume		17,713,900		1.14M	9.74M	5.12M	1.71M

April 2022



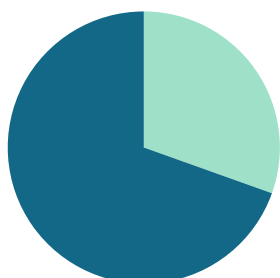
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



MARKET SUMMARY

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

INVENTORY

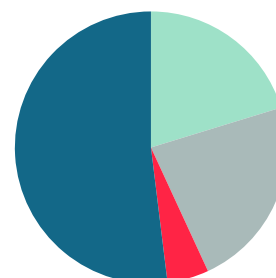


Inventory
 New Listings
113 = 30.46%
 Start Inventory
258
 Total Inventory Units
371
 Volume
\$110,013,284

Market Activity

Closed Sales
78 = 20.26%
 Pending Sales
88 = 22.86%
 Other Off Market
19 = 4.94%
 Active Inventory
200 = 51.95%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	79	78	-1.27%	270	259	-4.07%
Pending Sales	79	88	11.39%	317	284	-10.41%
New Listings	110	113	2.73%	362	372	2.76%
Average List Price	221,702	234,020	5.56%	208,520	221,525	6.24%
Average Sale Price	211,034	227,101	7.61%	199,093	213,477	7.22%
Average Percent of Selling Price to List Price	95.60%	94.74%	-0.90%	95.99%	95.55%	-0.46%
Average Days on Market to Sale	50.54	38.53	-23.78%	51.38	44.34	-13.71%
Monthly Inventory	316	200	-36.71%	316	200	-36.71%
Months Supply of Inventory	4.06	2.66	-34.61%	4.06	2.66	-34.61%

Absorption: Last 12 months, an Average of **75** Sales/Month

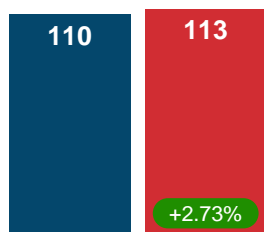
Inventory on April 30, 2022 = **200**

2021 **2022**

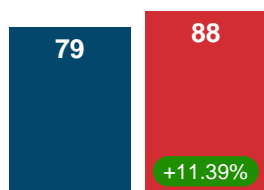
APRIL MARKET

AVERAGE PRICES

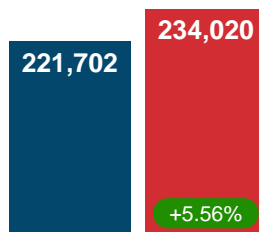
New Listings



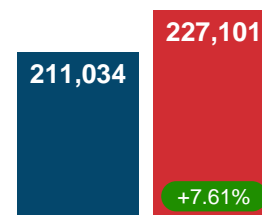
Pending Listings



List Price



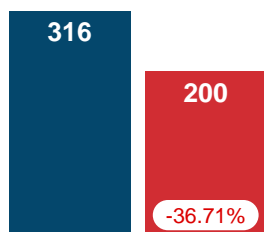
Sale Price



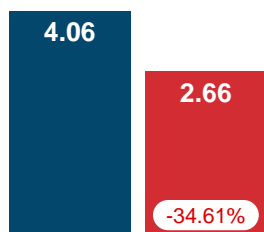
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

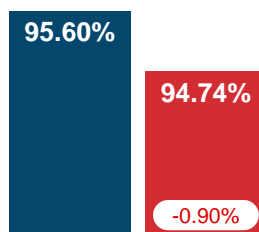
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

