

## August 2022



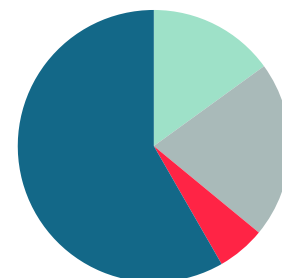
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	82	76	-7.32%
Pending Listings	95	106	11.58%
New Listings	137	125	-8.76%
Average List Price	188,835	254,529	34.79%
Average Sale Price	183,687	246,982	34.46%
Average Percent of Selling Price to List Price	95.72%	96.15%	0.45%
Average Days on Market to Sale	33.84	36.55	8.01%
End of Month Inventory	390	295	-24.36%
Months Supply of Inventory	4.97	3.99	-19.67%



■ Closed (15.02%)  
■ Pending (20.95%)  
■ Other OffMarket (5.73%)  
■ Active (58.30%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of August 31, 2022 = **295**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **24.36%** to 295 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **3.99** 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 **34.46%** in August 2022 to \$246,982 versus the previous year at \$183,687.

##### Average Days on Market Lengthens

The average number of **36.55** days that homes spent on the market before selling increased by 2.71 days or **8.01%** in August 2022 compared to last year's same month at **33.84** DOM.

##### Sales Success for August 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 125 New Listings in August 2022, down **8.76%** from last year at 137. Furthermore, there were 76 Closed Listings this month versus last year at 82, a **-7.32%** decrease.

Closed versus Listed trends yielded a **60.8%** ratio, up from previous year's, August 2021, at **59.9%**, a **1.58%** upswing. This will certainly create pressure on a decreasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# August 2022



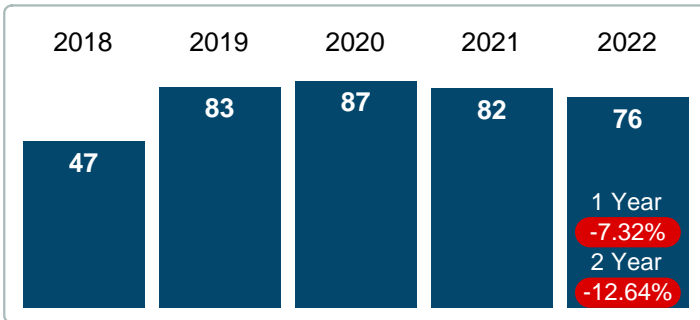
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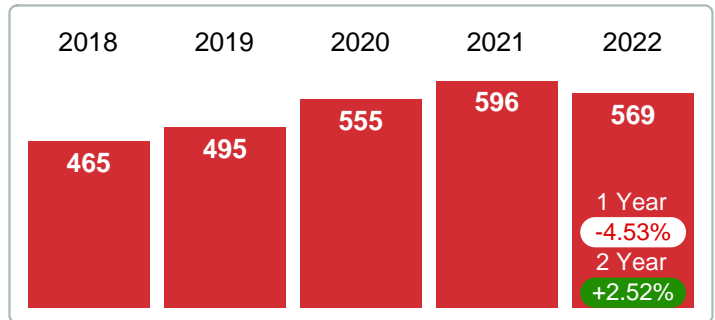
## CLOSED LISTINGS

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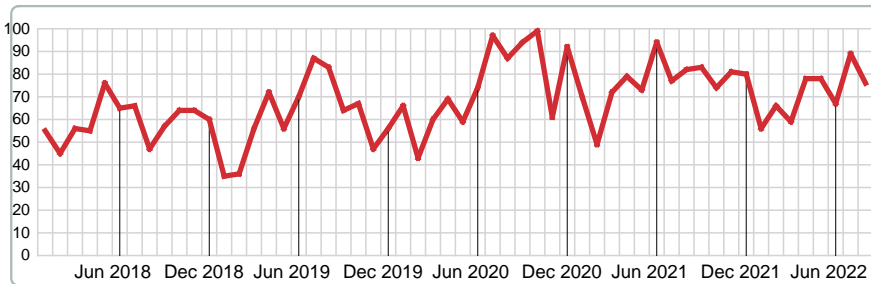
### AUGUST



### YEAR TO DATE (YTD)

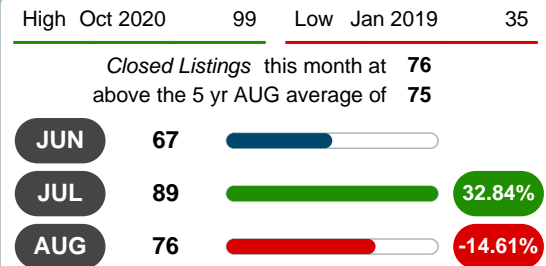


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 75



### 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	10.53%	45.3	6	2	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	18	23.68%	42.4	4	13	1	0
\$100,001 - \$225,000	21	27.63%	29.5	7	12	2	0
\$225,001 - \$300,000	10	13.16%	41.3	0	7	3	0
\$300,001 - \$500,000	10	13.16%	28.8	0	4	5	1
\$500,001 and up	9	11.84%	37.0	2	4	2	1
<b>Total Closed Units</b>	<b>76</b>			<b>19</b>	<b>42</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>18,770,600</b>	<b>100%</b>	<b>36.6</b>	<b>2.51M</b>	<b>8.73M</b>	<b>4.18M</b>	<b>3.35M</b>
<b>Average Closed Price</b>	<b>\$246,982</b>			<b>\$132,153</b>	<b>\$207,914</b>	<b>\$321,715</b>	<b>\$1,672,500</b>

# August 2022



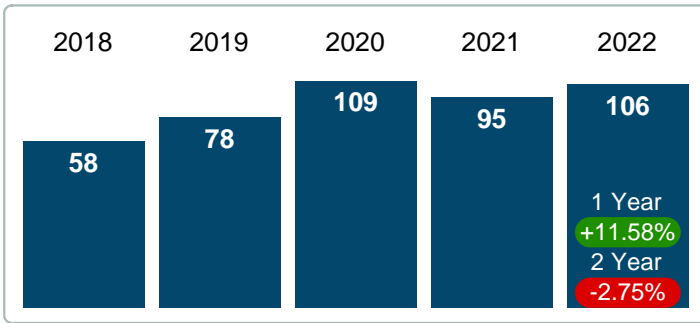
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



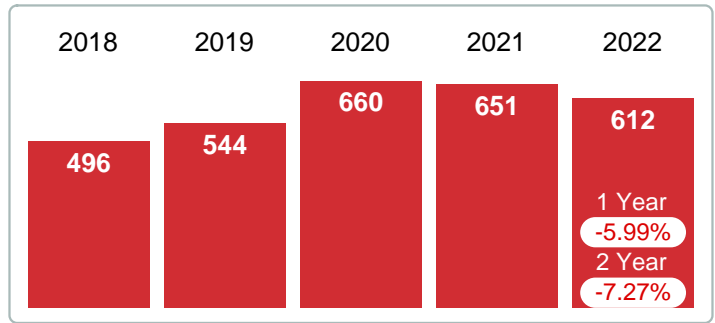
## PENDING LISTINGS

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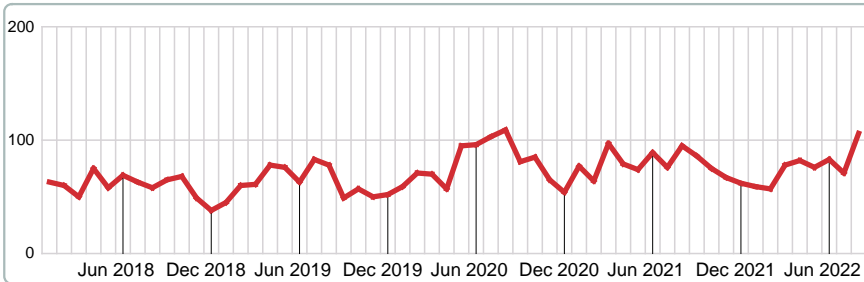
### AUGUST



### YEAR TO DATE (YTD)

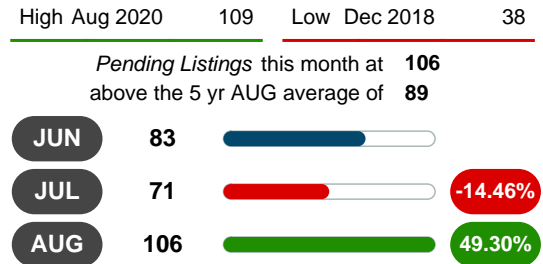


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 89



### 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	10	9.43%	48.1	6	4	0	0
\$50,001 - \$100,000	10	9.43%	64.6	3	6	1	0
\$100,001 - \$150,000	18	16.98%	59.3	3	13	2	0
\$150,001 - \$225,000	24	22.64%	46.5	5	17	2	0
\$225,001 - \$275,000	12	11.32%	41.7	0	11	1	0
\$275,001 - \$450,000	20	18.87%	37.1	2	6	10	2
\$450,001 and up	12	11.32%	55.0	0	6	5	1
<b>Total Pending Units</b>	<b>106</b>			<b>19</b>	<b>63</b>	<b>21</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>28,022,600</b>	<b>100%</b>	<b>53.3</b>	<b>2.39M</b>	<b>13.41M</b>	<b>8.43M</b>	<b>3.80M</b>
<b>Average Listing Price</b>	<b>\$436,500</b>			<b>\$125,805</b>	<b>\$212,810</b>	<b>\$401,443</b>	<b>\$1,265,000</b>

# August 2022



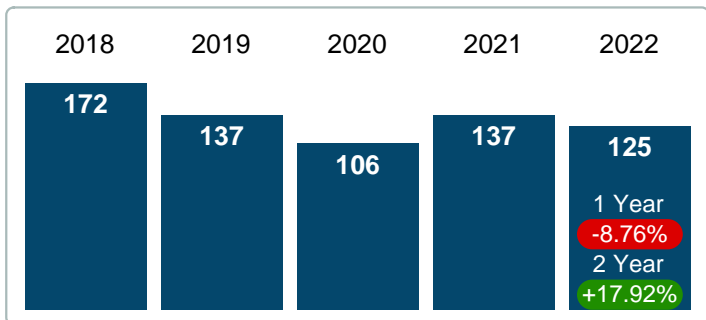
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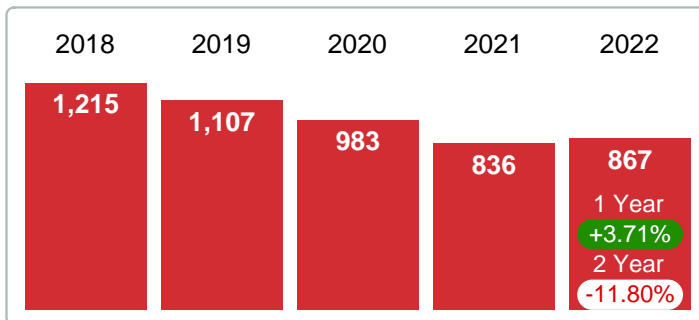
## NEW LISTINGS

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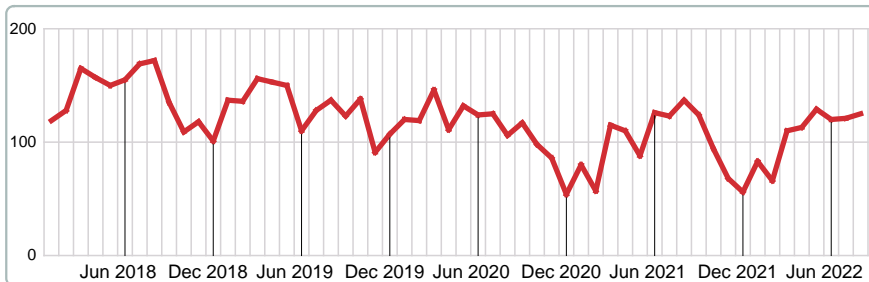
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 135

High Aug 2018 172 Low Dec 2020 54

New Listings this month at 125 below the 5 yr AUG average of 135



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	8.80%	7	4	0	0
\$75,001 - \$125,000	15	12.00%	6	9	0	0
\$125,001 - \$175,000	20	16.00%	3	15	2	0
\$175,001 - \$225,000	23	18.40%	3	15	4	1
\$225,001 - \$325,000	26	20.80%	2	17	5	2
\$325,001 - \$650,000	18	14.40%	0	10	6	2
\$650,001 and up	12	9.60%	1	4	4	3
<b>Total New Listed Units</b>	<b>125</b>		<b>22</b>	<b>74</b>	<b>21</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>36,255,710</b>	<b>100%</b>	<b>3.20M</b>	<b>18.85M</b>	<b>8.96M</b>	<b>5.25M</b>
<b>Average New Listed Listing Price</b>	<b>\$373,450</b>		<b>\$145,318</b>	<b>\$254,689</b>	<b>\$426,705</b>	<b>\$656,364</b>

# August 2022



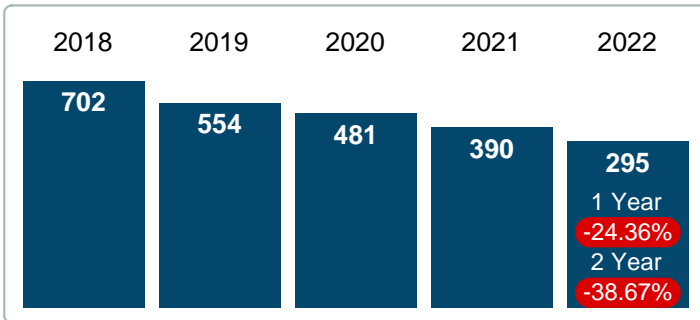
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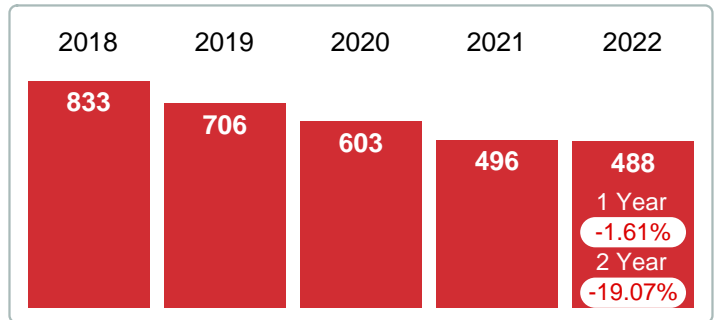
## ACTIVE INVENTORY

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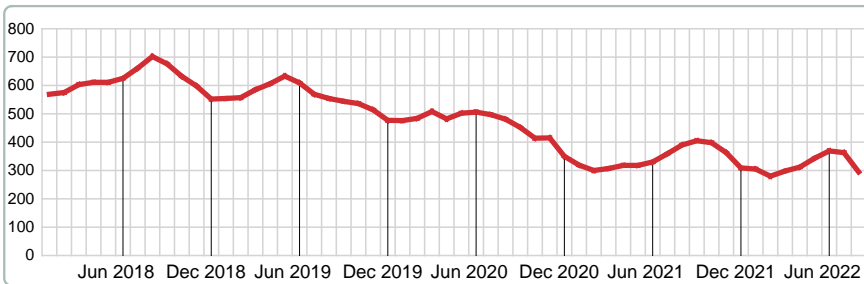
### END OF AUGUST



### ACTIVE DURING AUGUST

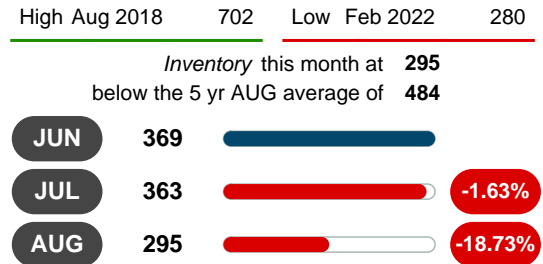


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 484



### 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	17	5.76%	72.5	9	5	3	0
\$50,001 - \$125,000	43	14.58%	73.8	20	22	1	0
\$125,001 - \$175,000	47	15.93%	117.1	10	29	8	0
\$175,001 - \$250,000	70	23.73%	68.5	9	36	21	4
\$250,001 - \$425,000	49	16.61%	72.1	4	23	17	5
\$425,001 - \$900,000	40	13.56%	94.0	4	17	15	4
\$900,001 and up	29	9.83%	75.0	1	7	13	8
<b>Total Active Inventory by Units</b>	<b>295</b>			<b>57</b>	<b>139</b>	<b>78</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>127,222,546</b>	<b>100%</b>	<b>81.9</b>	<b>11.80M</b>	<b>42.66M</b>	<b>44.20M</b>	<b>28.57M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$431,263</b>			<b>\$206,971</b>	<b>\$306,888</b>	<b>\$566,662</b>	<b>\$1,360,386</b>

# August 2022



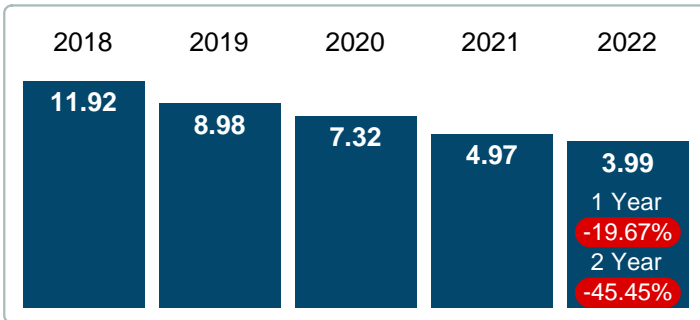
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- Residential Property Type



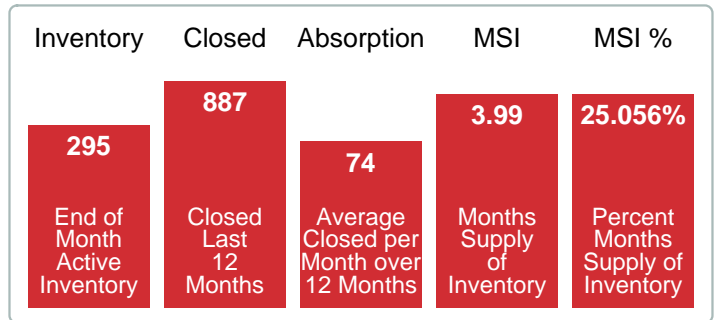
## MONTHS SUPPLY of INVENTORY (MSI)

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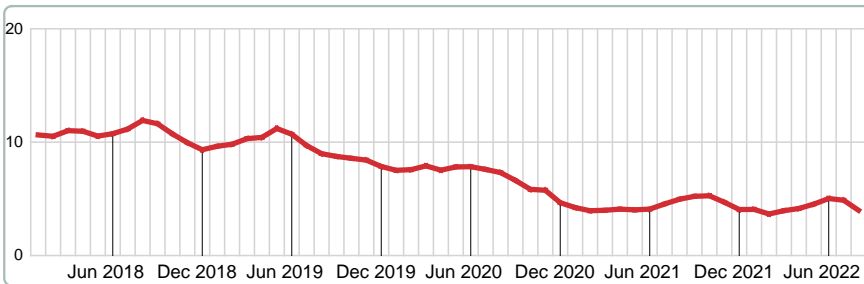
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2022



### 5 YEAR MARKET ACTIVITY TRENDS

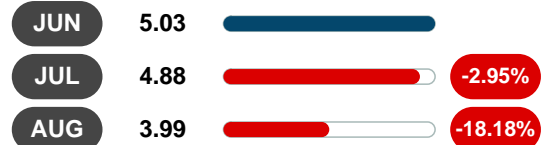


### 3 MONTHS

5 year AUG AVG = 7.43

High Aug 2018 11.92 Low Feb 2022 3.66

Months Supply this month at **3.99**  
below the 5 yr AUG average of **7.43**



### 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	17	5.76%	2.34	2.51	1.58	9.00	0.00
\$50,001 - \$125,000	43	14.58%	2.14	3.00	1.76	1.20	0.00
\$125,001 - \$175,000	47	15.93%	3.69	7.06	3.14	4.80	0.00
\$175,001 - \$250,000	70	23.73%	5.75	9.82	4.55	6.81	16.00
\$250,001 - \$425,000	49	16.61%	3.61	6.86	3.03	3.92	4.62
\$425,001 - \$900,000	40	13.56%	5.45	6.86	4.34	7.50	4.80
\$900,001 and up	29	9.83%	38.67	0.00	28.00	52.00	32.00
Market Supply of Inventory (MSI)			3.99	4.15	3.12	6.24	6.81
Total Active Inventory by Units		100%	3.99	57	139	78	21

# August 2022



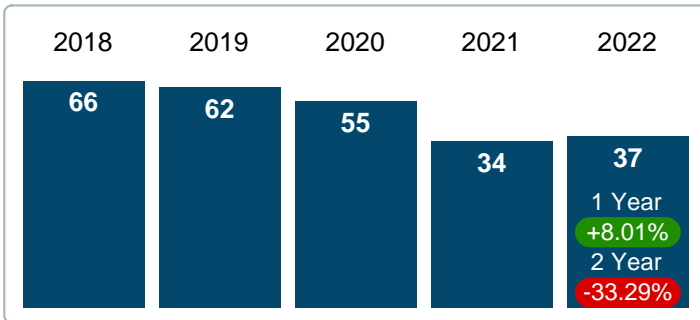
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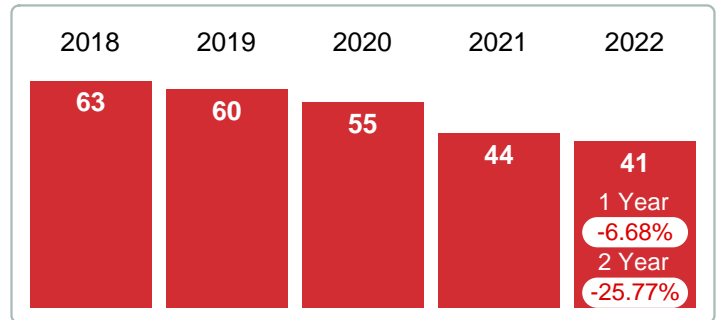
## AVERAGE DAYS ON MARKET TO SALE

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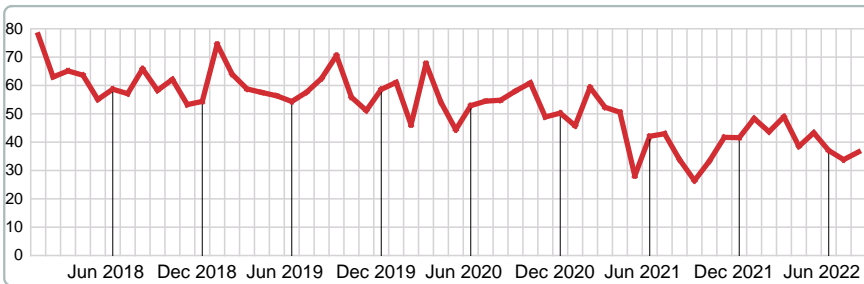
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 51

High Jan 2018 78 Low Sep 2021 26

Average Days on Market to Sale this month at 37 below the 5 yr AUG average of 51



## 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	10.53%	45	36	72	0	0	
\$50,001 - \$50,000	0.00%	0	0	0	0	0	
\$50,001 - \$100,000	23.68%	42	15	44	134	0	
\$100,001 - \$225,000	27.63%	29	25	34	18	0	
\$225,001 - \$300,000	13.16%	41	0	51	18	0	
\$300,001 - \$500,000	13.16%	29	0	26	29	38	
\$500,001 and up	11.84%	37	8	57	5	80	
<b>Average Closed DOM</b>		<b>37</b>					
<b>Total Closed Units</b>		<b>76</b>					
<b>Total Closed Volume</b>		<b>18,770,600</b>					
			100%	37			
				25	43	29	59
				19	42	13	2
				2.51M	8.73M	4.18M	3.35M

# August 2022



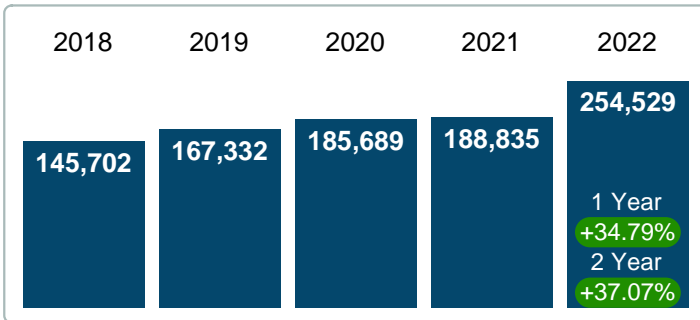
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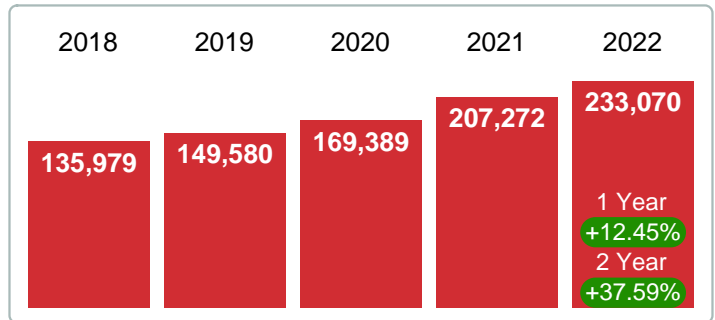
## AVERAGE LIST PRICE AT CLOSING

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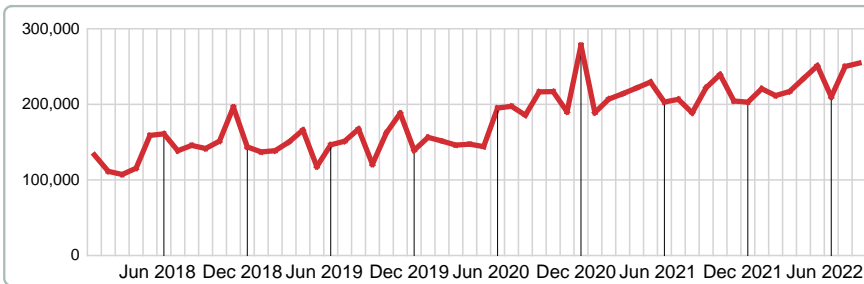
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

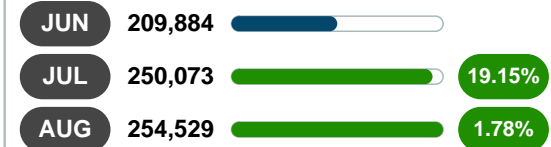


### 3 MONTHS

5 year AUG AVG = 188,417

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

Average List Price at Closing this month at **254,529** above the 5 yr AUG average of **188,417**



### 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	9.21%	44,100	43,967	61,250	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	23.68%	75,711	69,875	81,285	59,000	0
\$100,001 - \$225,000	28.95%	158,591	147,614	160,567	209,450	0
\$225,001 - \$300,000	14.47%	273,000	0	271,900	266,600	0
\$300,001 - \$500,000	13.16%	365,780	0	363,500	338,760	310,000
\$500,001 and up	10.53%	940,363	529,500	616,225	649,450	3,200,000
<b>Average List Price</b>		<b>254,529</b>	<b>138,716</b>	<b>212,576</b>	<b>328,492</b>	<b>1,755,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>254,529</b>	<b>19</b>	<b>42</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>19,344,200</b>	<b>2.64M</b>	<b>8.93M</b>	<b>4.27M</b>	<b>3.51M</b>



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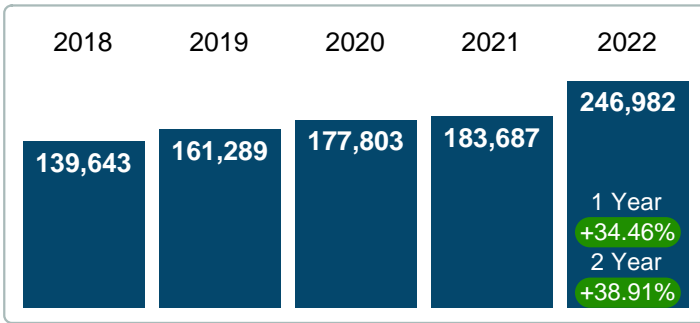
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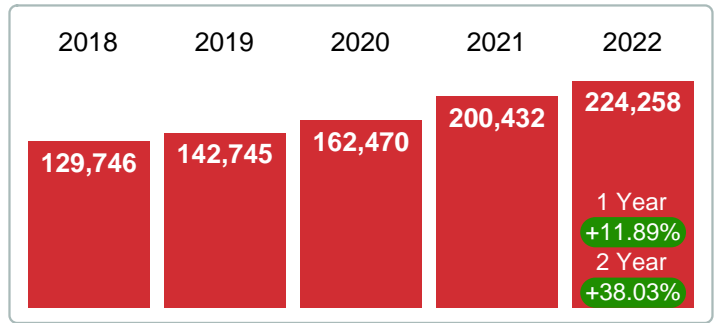
## AVERAGE SOLD PRICE AT CLOSING

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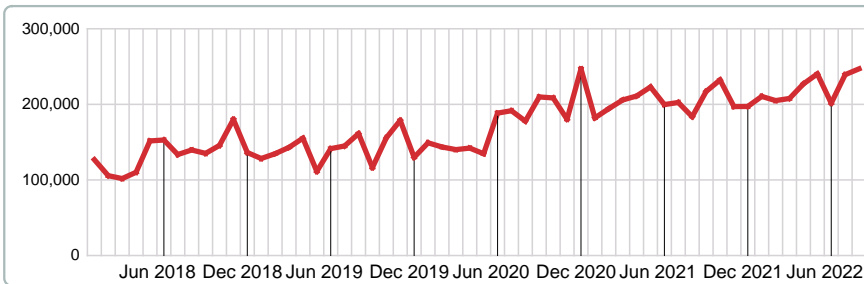
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

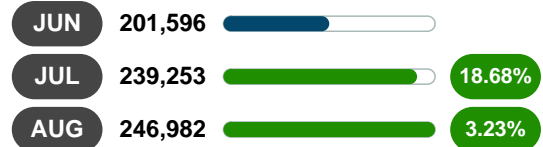


### 3 MONTHS

5 year AUG AVG = 181,880

High Aug 2022 246,982 Low Mar 2018 101,828

Average Sold Price at Closing this month at **246,982** above the 5 yr AUG average of **181,880**



### 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	10.53%	40,125	37,000	49,500	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	23.68%	72,394	65,375	75,892	55,000	0
\$100,001 - \$225,000	27.63%	159,200	145,343	158,908	209,450	0
\$225,001 - \$300,000	13.16%	265,830	0	265,843	265,800	0
\$300,001 - \$500,000	13.16%	338,800	0	359,750	328,800	305,000
\$500,001 and up	11.84%	861,889	505,000	610,000	633,500	304,000
<b>Average Sold Price</b>		<b>246,982</b>	<b>132,153</b>	<b>207,914</b>	<b>321,715</b>	<b>1,672,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>246,982</b>	<b>19</b>	<b>42</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>18,770,600</b>	<b>2.51M</b>	<b>8.73M</b>	<b>4.18M</b>	<b>3.35M</b>

# August 2022



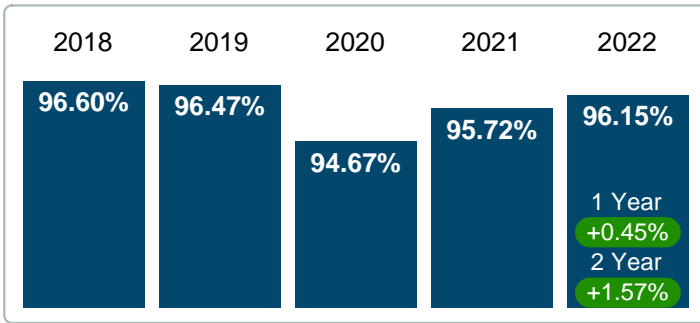
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



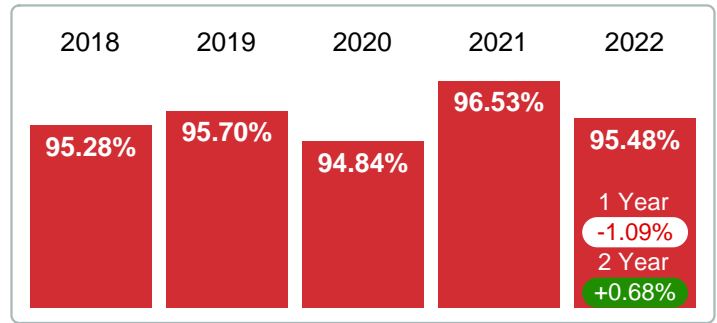
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2022 for MLS Technology Inc.

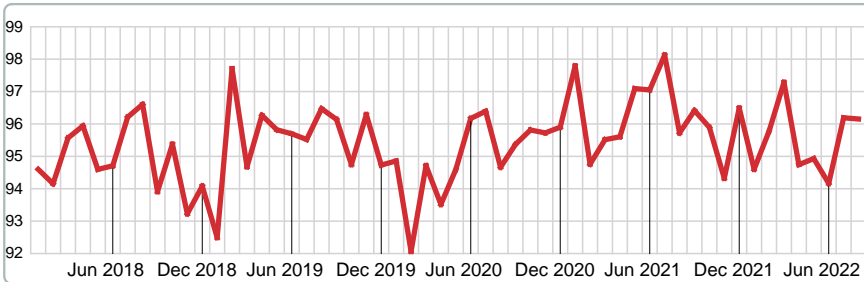
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

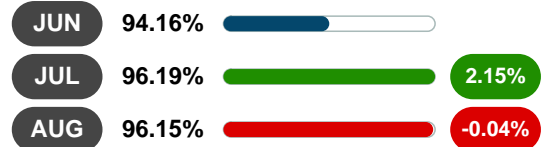


### 3 MONTHS

5 year AUG AVG = 95.92%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **96.15%**  
equal to 5 yr AUG average of **95.92%**



### 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	10.53%	84.41%	85.21%	82.03%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	18	23.68%	95.18%	95.50%	95.23%	93.22%	0.00%
\$100,001 - \$225,000	21	27.63%	98.89%	98.59%	98.89%	100.00%	0.00%
\$225,001 - \$300,000	10	13.16%	98.44%	0.00%	97.89%	99.72%	0.00%
\$300,001 - \$500,000	10	13.16%	97.97%	0.00%	98.91%	97.13%	98.39%
\$500,001 and up	9	11.84%	97.57%	95.38%	99.28%	97.62%	95.00%
Average Sold/List Ratio		96.20%		93.38%	96.83%	97.94%	96.69%
Total Closed Units		76	100%	19	42	13	2
Total Closed Volume		18,770,600		2.51M	8.73M	4.18M	3.35M

# August 2022



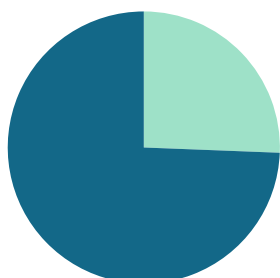
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



## MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

### INVENTORY

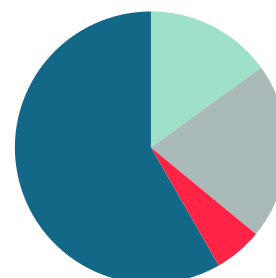


**Inventory**  
 New Listings  
**125 = 25.61%**  
 Start Inventory  
**363**  
 Total Inventory Units  
**488**  
 Volume  
**\$175,900,245**

### Market Activity

Closed Sales  
**76 = 15.02%**  
 Pending Sales  
**106 = 20.95%**  
 Other Off Market  
**29 = 5.73%**  
 Active Inventory  
**295 = 58.30%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	82	76	-7.32%	596	569	-4.53%
Pending Sales	95	106	11.58%	651	612	-5.99%
New Listings	137	125	-8.76%	836	867	3.71%
Average List Price	188,835	254,529	34.79%	207,272	233,070	12.45%
Average Sale Price	183,687	246,982	34.46%	200,432	224,258	11.89%
Average Percent of Selling Price to List Price	95.72%	96.15%	0.45%	96.53%	95.48%	-1.09%
Average Days on Market to Sale	33.84	36.55	8.01%	43.56	40.65	-6.68%
Monthly Inventory	390	295	-24.36%	390	295	-24.36%
Months Supply of Inventory	4.97	3.99	-19.67%	4.97	3.99	-19.67%

**Absorption:** Last 12 months, an Average of **74** Sales/Month

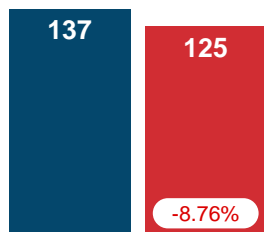
**Inventory** on August 31, 2022 = **295**

**2021** **2022**

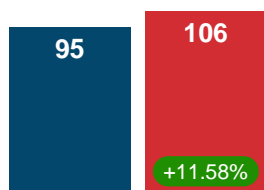
### AUGUST MARKET

### AVERAGE PRICES

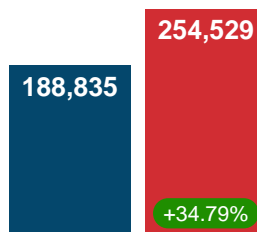
#### New Listings



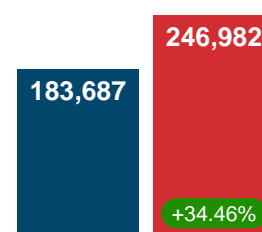
#### Pending Listings



#### List Price



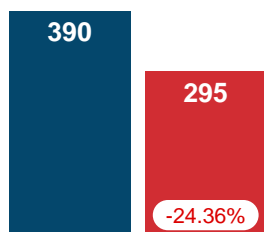
#### Sale Price



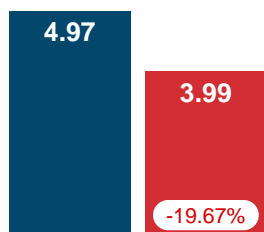
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

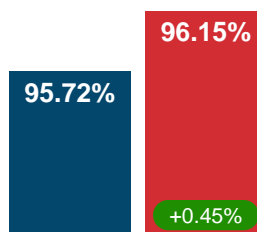
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

