

February 2022



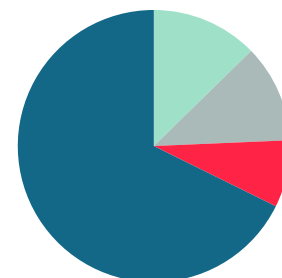
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	109	135	23.85%
Pending Listings	119	124	4.20%
New Listings	121	178	47.11%
Average List Price	150,443	192,582	28.01%
Average Sale Price	139,812	182,422	30.48%
Average Percent of Selling Price to List Price	94.58%	93.40%	-1.25%
Average Days on Market to Sale	69.51	51.70	-25.62%
End of Month Inventory	968	721	-25.52%
Months Supply of Inventory	7.15	5.03	-29.67%



■ Closed (12.68%)
■ Pending (11.64%)
■ Other OffMarket (7.98%)
■ Active (67.70%)

Absorption: Last 12 months, an Average of **143** Sales/Month
Active Inventory as of February 28, 2022 = **721**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **25.52%** to 721 existing homes available for sale. Over the last 12 months this area has had an average of 143 closed sales per month. This represents an unsold inventory index of **5.03** 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 **30.48%** in February 2022 to \$182,422 versus the previous year at \$139,812.

Average Days on Market Shortens

The average number of **51.70** days that homes spent on the market before selling decreased by 17.81 days or **25.62%** in February 2022 compared to last year's same month at **69.51** DOM.

Sales Success for February 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 178 New Listings in February 2022, up **47.11%** from last year at 121. Furthermore, there were 135 Closed Listings this month versus last year at 109, a **23.85%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, down from previous year's, February 2021, at **90.1%**, a **15.81%** 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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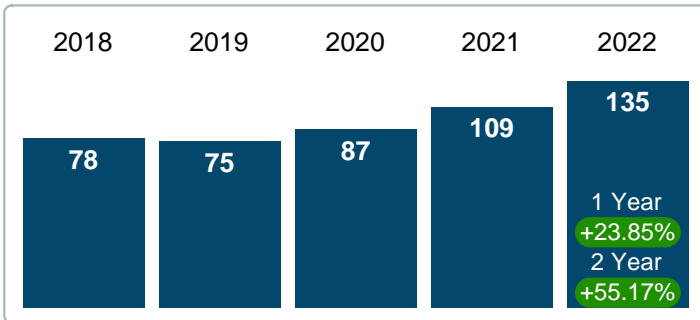
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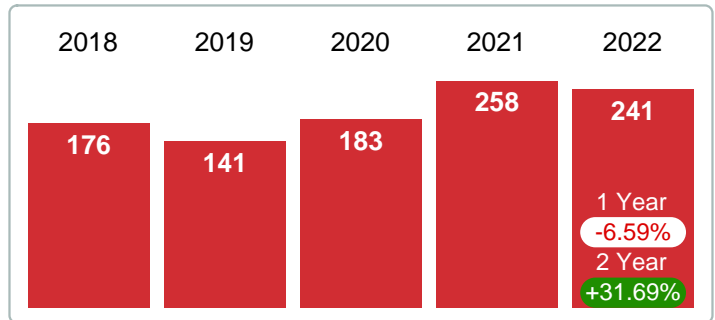
CLOSED LISTINGS

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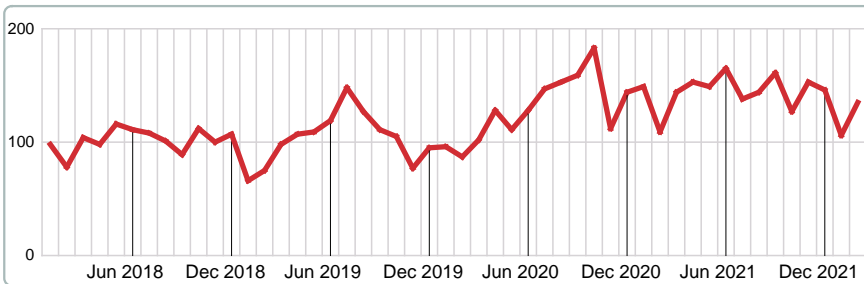
FEBRUARY



YEAR TO DATE (YTD)

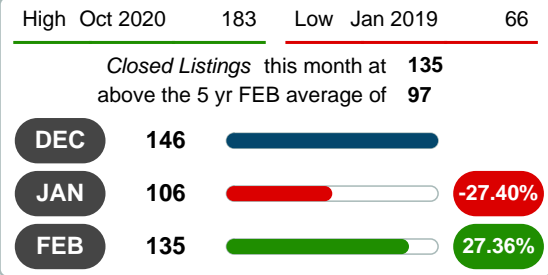


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 97



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	29	21.48%	67.8	24	4	1	0
\$50,001-\$75,000	9	6.67%	32.4	6	3	0	0
\$75,001-\$175,000	42	31.11%	47.1	18	20	4	0
\$175,001-\$275,000	24	17.78%	61.7	9	12	3	0
\$275,001-\$375,000	16	11.85%	45.1	4	6	4	2
\$375,001 and up	15	11.11%	36.1	3	7	3	2
Total Closed Units	135			64	52	15	4
Total Closed Volume	24,626,980	100%	51.7	8.21M	10.59M	4.09M	1.73M
Average Closed Price	\$182,422			\$128,317	\$203,702	\$272,813	\$432,500

February 2022



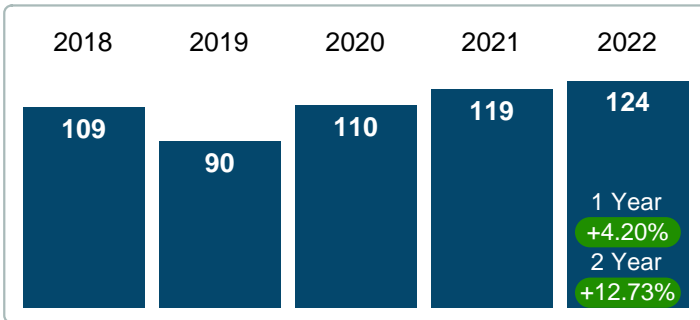
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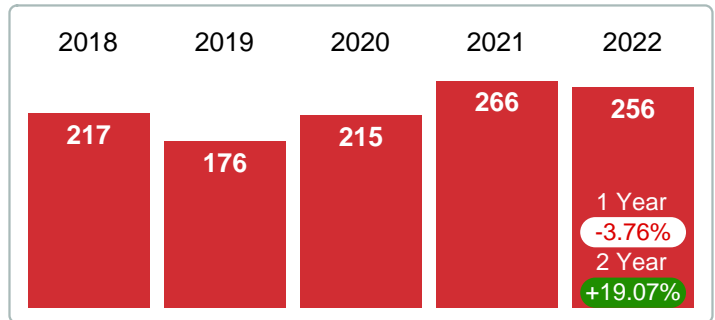
PENDING LISTINGS

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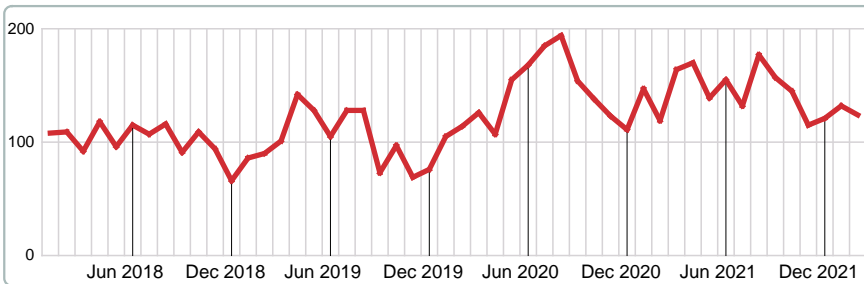
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

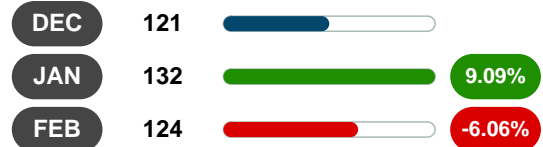


3 MONTHS

5 year FEB AVG = 110

High Aug 2020 194 Low Dec 2018 66

Pending Listings this month at 124 above the 5 yr FEB average of 110



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8.06%	85.7	9	1	0	0
\$25,001 - \$50,000	8.06%	73.2	7	2	0	1
\$50,001 - \$125,000	19.35%	70.4	17	4	3	0
\$125,001 - \$225,000	27.42%	66.1	13	17	4	0
\$225,001 - \$325,000	12.10%	78.3	2	7	4	2
\$325,001 - \$475,000	16.13%	53.1	6	12	2	0
\$475,001 and up	8.87%	90.6	4	2	2	3
Total Pending Units		124	58	45	15	6
Total Pending Volume		28,020,404	9.53M	11.19M	3.79M	3.51M
Average Listing Price		\$191,459	\$164,248	\$248,767	\$252,830	\$584,508

February 2022



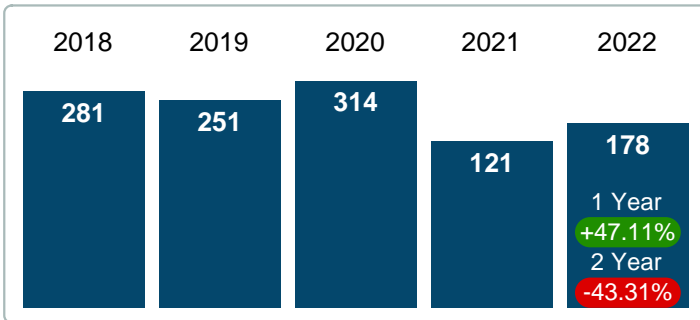
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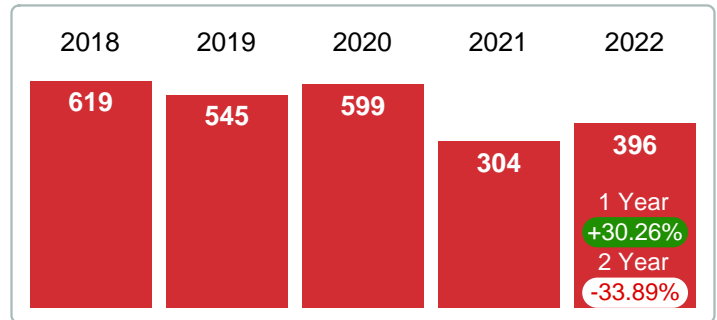
NEW LISTINGS

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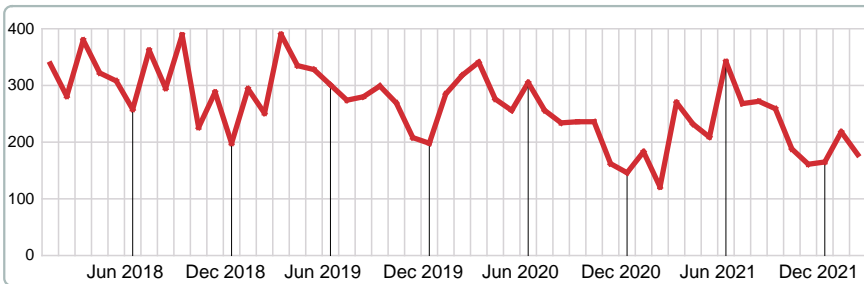
FEBRUARY



YEAR TO DATE (YTD)

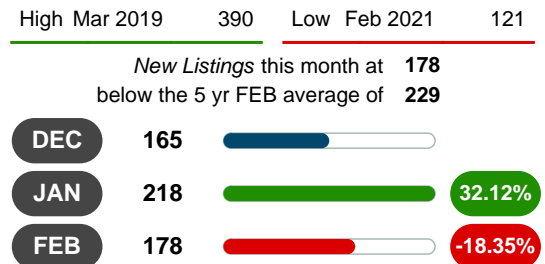


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 229



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$50,000	36	20.22%	34	2	0	0
\$50,001-\$125,000	35	19.66%	27	7	1	0
\$125,001-\$200,000	34	19.10%	16	15	3	0
\$200,001-\$325,000	36	20.22%	12	21	3	0
\$325,001-\$550,000	19	10.67%	4	9	4	2
\$550,001 and up	18	10.11%	9	5	2	2
Total New Listed Units	178		102	59	13	4
Total New Listed Volume	46,882,567	100%	22.67M	15.69M	5.26M	3.26M
Average New Listed Listing Price	\$296,400		\$222,251	\$265,988	\$404,723	\$814,563

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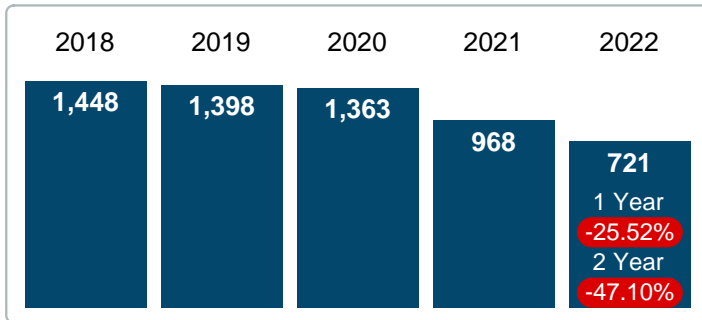
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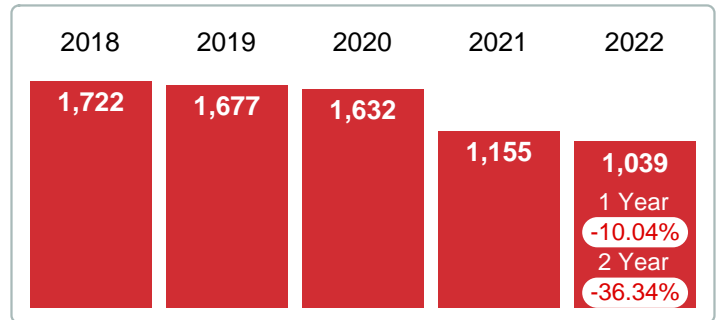
ACTIVE INVENTORY

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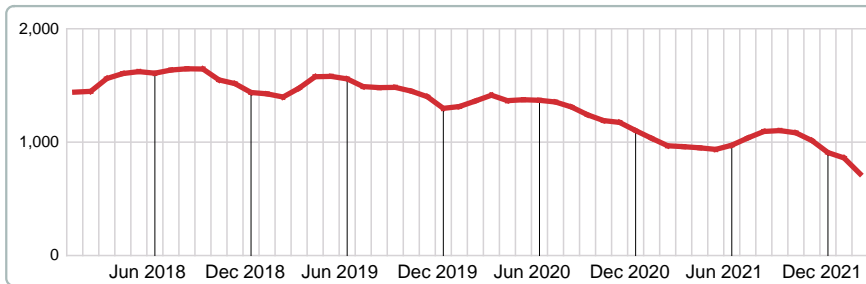
END OF FEBRUARY



ACTIVE DURING FEBRUARY

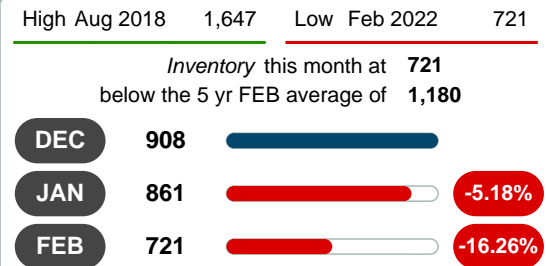


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,180



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	84	11.65%	110.1	81	3	0	0
\$25,001-\$75,000	181	25.10%	137.8	165	15	1	0
\$75,001-\$175,000	171	23.72%	146.7	122	44	3	2
\$175,001-\$275,000	119	16.50%	104.4	64	39	14	2
\$275,001-\$450,000	93	12.90%	117.5	42	28	18	5
\$450,001 and up	73	10.12%	98.8	37	17	13	6
Total Active Inventory by Units			721	511	146	49	15
Total Active Inventory by Volume			174,453,810	105.44M	39.62M	22.01M	7.39M
Average Active Inventory Listing Price			\$241,961	\$206,336	\$271,372	\$449,148	\$492,507

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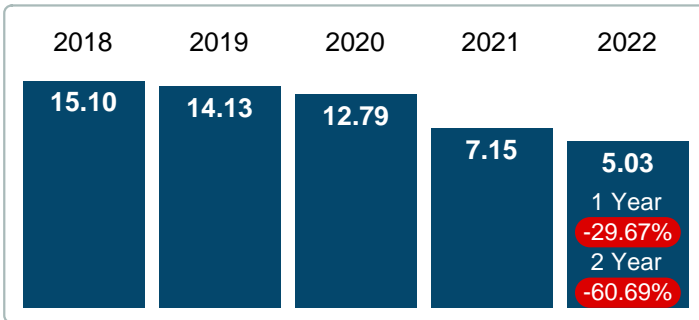
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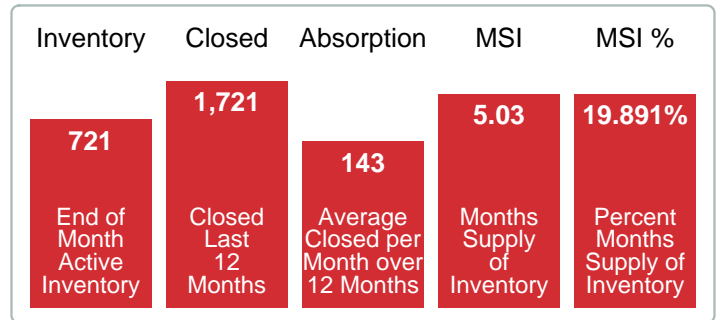
MONTHS SUPPLY of INVENTORY (MSI)

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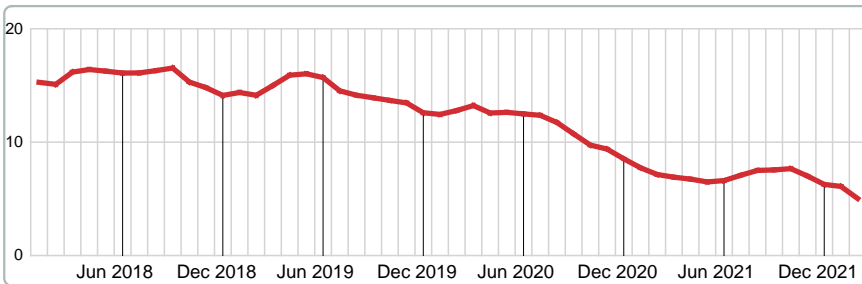
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

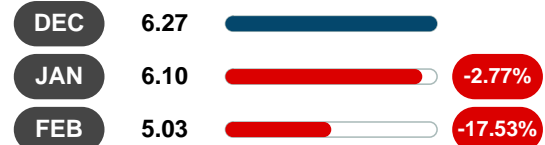


3 MONTHS

5 year FEB AVG = 10.84

High Sep 2018 16.53 Low Feb 2022 5.03

Months Supply this month at 5.03 below the 5 yr FEB average of 10.84



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	66	9.15%	5.54	6.35	1.20	0.00	0.00
\$20,001 - \$40,000	102	14.15%	8.00	9.46	2.07	0.00	0.00
\$40,001 - \$70,000	87	12.07%	6.33	8.36	2.35	0.00	0.00
\$70,001 - \$180,000	190	26.35%	3.44	7.32	1.54	0.77	4.80
\$180,001 - \$270,000	109	15.12%	4.95	11.21	3.02	3.17	3.43
\$270,001 - \$450,000	94	13.04%	5.22	11.20	3.52	3.86	3.75
\$450,001 and up	73	10.12%	7.49	24.67	4.08	5.03	4.00
Market Supply of Inventory (MSI)			5.03	8.72	2.31	2.80	3.75
Total Active Inventory by Units		100%	5.03	511	146	49	15

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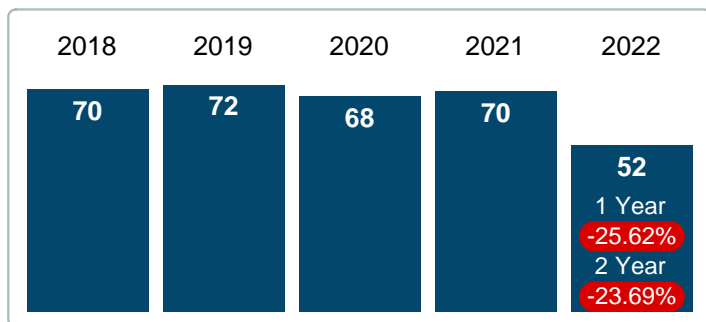
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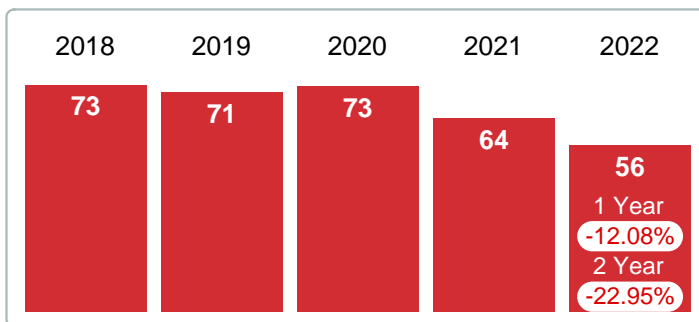
AVERAGE DAYS ON MARKET TO SALE

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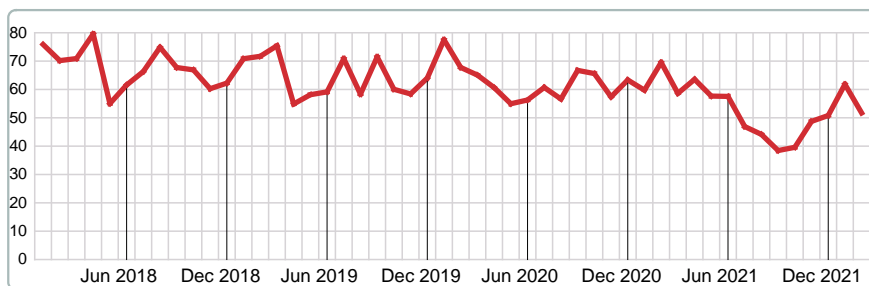
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 66

High Apr 2018 80 Low Sep 2021 38

Average Days on Market to Sale this month at 52 below the 5 yr FEB average of 66



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$50,000	29	21.48%	68	74	45	9	0
\$50,001 \$75,000	9	6.67%	32	27	44	0	0
\$75,001 \$175,000	42	31.11%	47	43	51	47	0
\$175,001 \$275,000	24	17.78%	62	46	68	82	0
\$275,001 \$375,000	16	11.85%	45	63	20	76	24
\$375,001 and up	15	11.11%	36	61	28	10	65
Average Closed DOM			52	56	48	52	44
Total Closed Units		100%	52	64	52	15	4
Total Closed Volume			24,626,980	8.21M	10.59M	4.09M	1.73M

February 2022



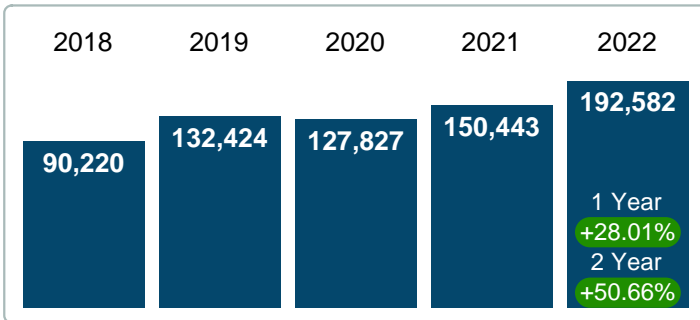
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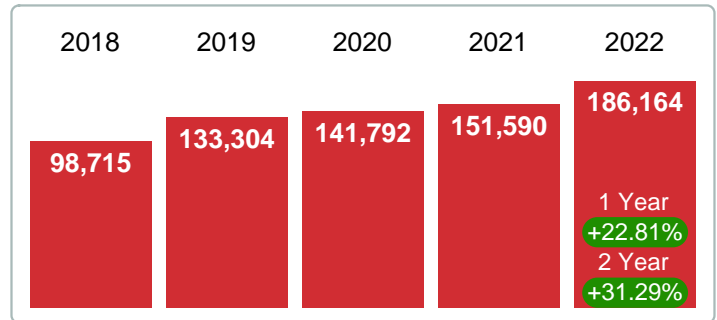
AVERAGE LIST PRICE AT CLOSING

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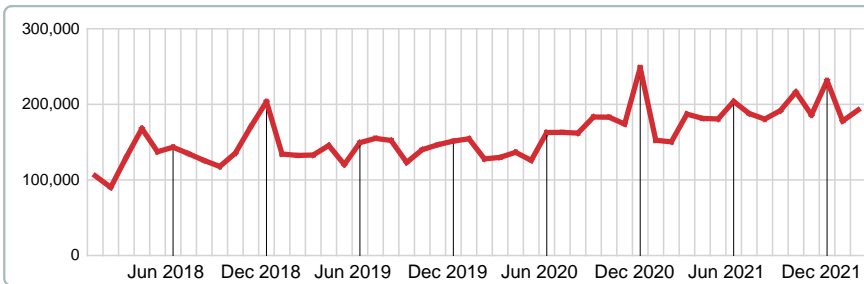
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

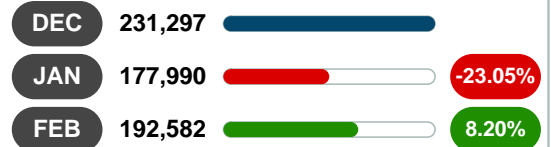


3 MONTHS

5 year FEB AVG = 138,699

High Dec 2020 248,500 Low Feb 2018 90,220

Average List Price at Closing this month at **192,582**
above the 5 yr FEB average of **138,699**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	24	17.78%	24,722	32,268	28,700	49,900	0
\$50,001-\$75,000	13	9.63%	65,015	70,750	61,333	0	0
\$75,001-\$175,000	41	30.37%	126,410	124,283	137,355	121,100	0
\$175,001-\$275,000	25	18.52%	221,532	240,489	221,517	219,933	0
\$275,001-\$375,000	17	12.59%	334,224	353,750	337,333	304,975	366,950
\$375,001 and up	15	11.11%	543,807	677,617	462,214	569,633	564,925
Average List Price			192,582	141,379	210,838	274,860	465,938
Total Closed Units		100%	135	64	52	15	4
Total Closed Volume			25,998,527	9.05M	10.96M	4.12M	1.86M

February 2022



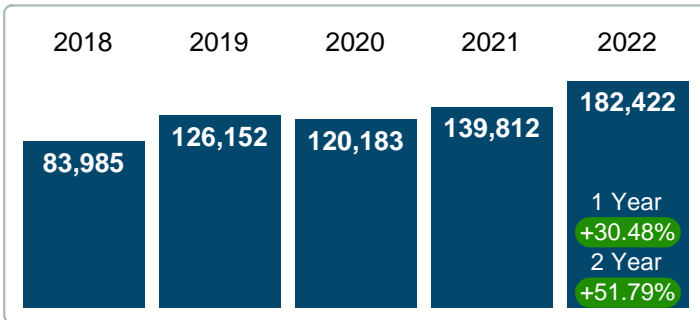
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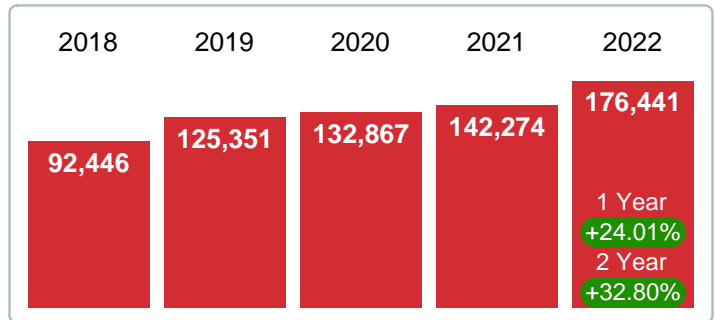
AVERAGE SOLD PRICE AT CLOSING

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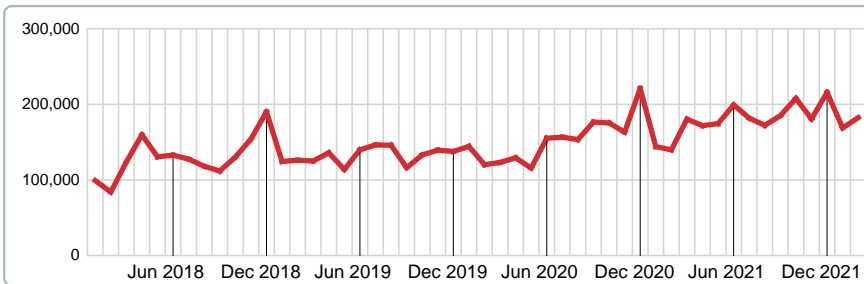
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

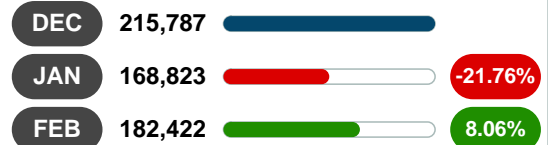


3 MONTHS

5 year FEB AVG = 130,511

High Dec 2020 220,967 Low Feb 2018 83,985

Average Sold Price at Closing this month at **182,422** above the 5 yr FEB average of **130,511**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 to \$50,000	29	21.48%	25,963	25,776	21,100	49,900	0
\$50,001 to \$75,000	9	6.67%	65,091	67,800	59,672	0	0
\$75,001 to \$175,000	42	31.11%	122,431	116,228	128,280	121,100	0
\$175,001 to \$275,000	24	17.78%	215,683	220,167	210,375	223,467	0
\$275,001 to \$375,000	16	11.85%	327,088	326,725	331,500	305,625	357,500
\$375,001 and up	15	11.11%	515,756	602,113	464,286	555,000	507,500
Average Sold Price			182,422	128,317	203,702	272,813	432,500
Total Closed Units		100%	135	64	52	15	4
Total Closed Volume			24,626,980	8.21M	10.59M	4.09M	1.73M

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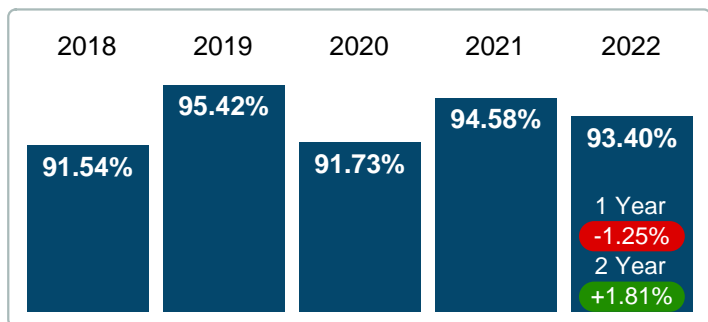
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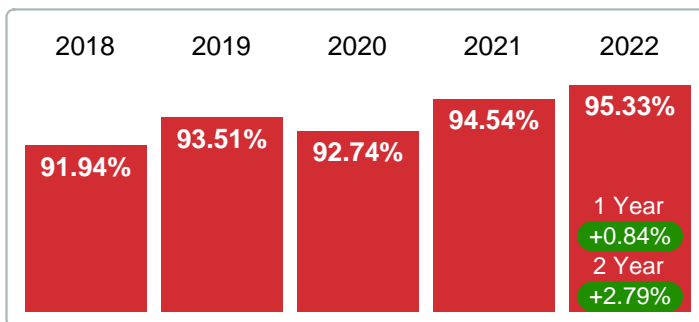
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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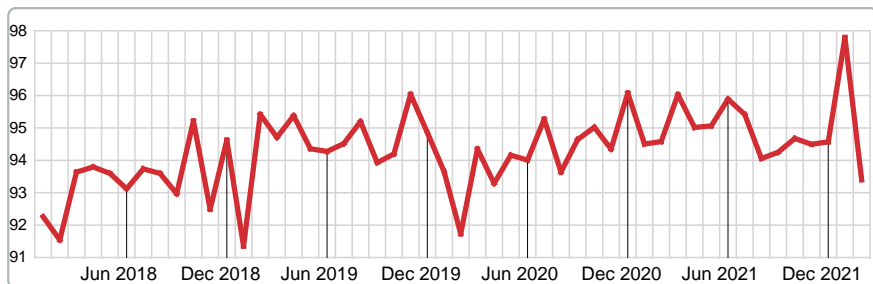
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

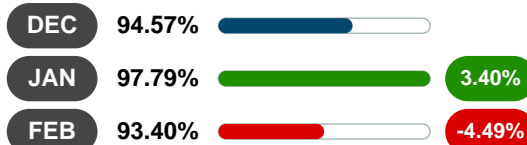


3 MONTHS

5 year FEB AVG = 93.33%

High Jan 2022 97.79% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **93.40%**
equal to 5 yr FEB average of **93.33%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$50,000	29	21.48%	85.22%	86.47%	74.04%	100.00%	0.00%
\$50,001 \$75,000	9	6.67%	96.47%	96.12%	97.18%	0.00%	0.00%
\$75,001 \$175,000	42	31.11%	94.64%	94.48%	93.71%	100.00%	0.00%
\$175,001 \$275,000	24	17.78%	95.17%	92.75%	95.32%	101.84%	0.00%
\$275,001 \$375,000	16	11.85%	97.61%	94.06%	98.31%	100.20%	97.46%
\$375,001 and up	15	11.11%	96.53%	89.66%	100.84%	96.95%	91.12%
Average Sold/List Ratio		93.40%		91.13%	94.26%	99.81%	94.29%
Total Closed Units		135	100%	64	52	15	4
Total Closed Volume		24,626,980		8.21M	10.59M	4.09M	1.73M

February 2022



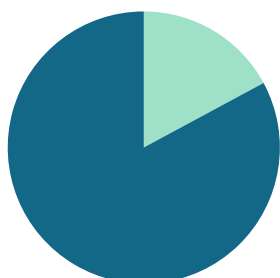
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

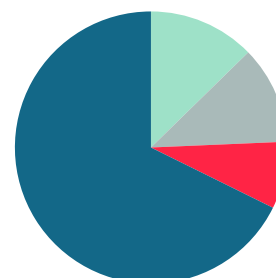


Inventory
 New Listings
178 = 17.13%
 Start Inventory
861
 Total Inventory Units
1,039
 Volume
\$253,918,115

Market Activity

Closed Sales
135 = 12.68%
 Pending Sales
124 = 11.64%
 Other Off Market
85 = 7.98%
 Active Inventory
721 = 67.70%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	109	135	23.85%	258	241	-6.59%
Pending Sales	119	124	4.20%	266	256	-3.76%
New Listings	121	178	47.11%	304	396	30.26%
Average List Price	150,443	192,582	28.01%	151,590	186,164	22.81%
Average Sale Price	139,812	182,422	30.48%	142,274	176,441	24.01%
Average Percent of Selling Price to List Price	94.58%	93.40%	-1.25%	94.54%	95.33%	0.84%
Average Days on Market to Sale	69.51	51.70	-25.62%	63.87	56.15	-12.08%
Monthly Inventory	968	721	-25.52%	968	721	-25.52%
Months Supply of Inventory	7.15	5.03	-29.67%	7.15	5.03	-29.67%

Absorption: Last 12 months, an Average of **143** Sales/Month

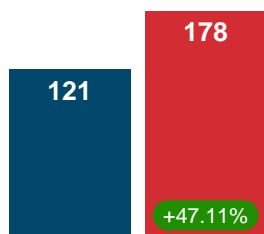
Inventory on February 28, 2022 = **721**

2021 **2022**

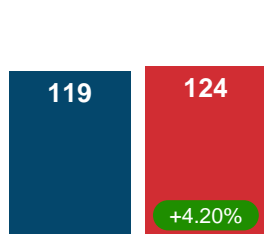
FEBRUARY MARKET

AVERAGE PRICES

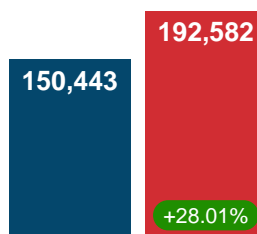
New Listings



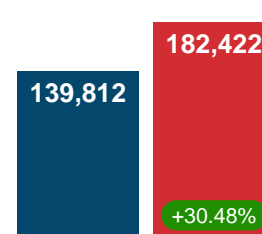
Pending Listings



List Price



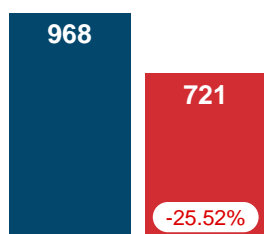
Sale Price



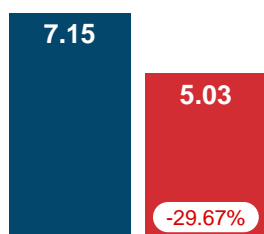
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

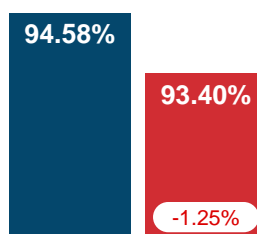
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

