

January 2022



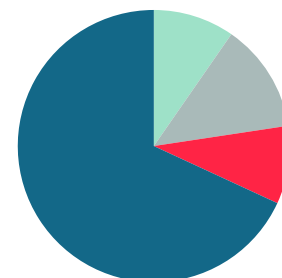
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	149	105	-29.53%
Pending Listings	147	141	-4.08%
New Listings	183	218	19.13%
Average List Price	152,429	179,576	17.81%
Average Sale Price	144,076	169,811	17.86%
Average Percent of Selling Price to List Price	94.50%	93.34%	-1.23%
Average Days on Market to Sale	59.75	61.06	2.20%
End of Month Inventory	1,031	741	-28.13%
Months Supply of Inventory	7.72	5.25	-31.99%



■ Closed (9.65%)
■ Pending (12.96%)
■ Other OffMarket (9.28%)
■ Active (68.11%)

Absorption: Last 12 months, an Average of **141** Sales/Month
Active Inventory as of January 31, 2022 = **741**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **28.13%** to 741 existing homes available for sale. Over the last 12 months this area has had an average of 141 closed sales per month. This represents an unsold inventory index of **5.25** 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 **17.86%** in January 2022 to \$169,811 versus the previous year at \$144,076.

Average Days on Market Lengthens

The average number of **61.06** days that homes spent on the market before selling increased by 1.31 days or **2.20%** in January 2022 compared to last year's same month at **59.75** DOM.

Sales Success for January 2022 is Positive

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

There were 218 New Listings in January 2022, up **19.13%** from last year at 183. Furthermore, there were 105 Closed Listings this month versus last year at 149, a **-29.53%** decrease.

Closed versus Listed trends yielded a **48.2%** ratio, down from previous year's, January 2021, at **81.4%**, a **40.84%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

January 2022



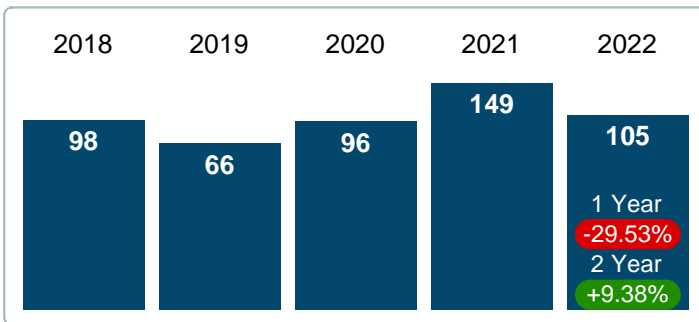
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



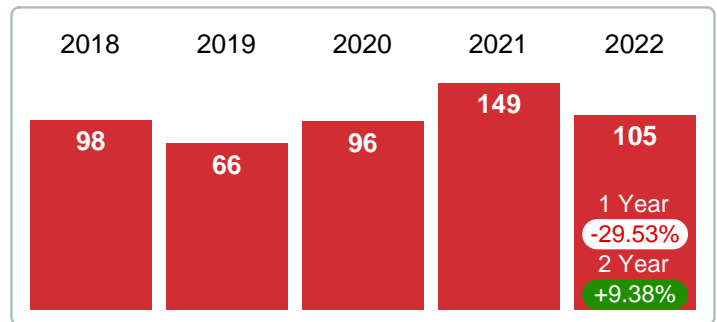
CLOSED LISTINGS

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

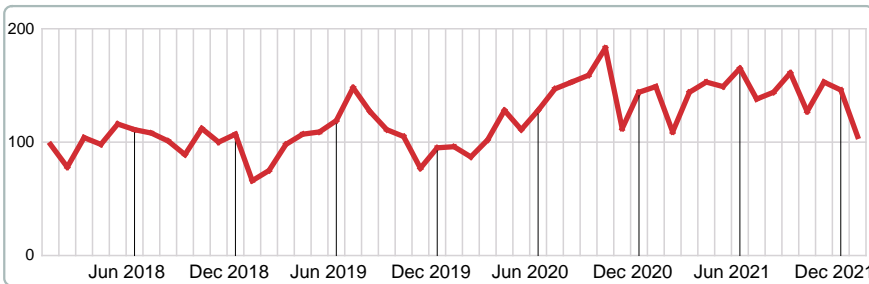
JANUARY



YEAR TO DATE (YTD)

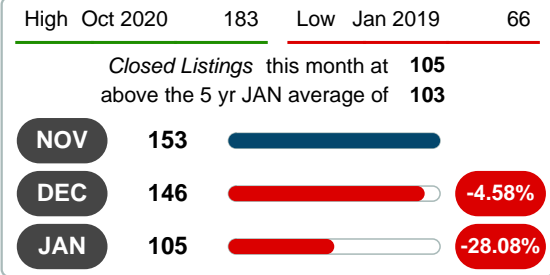


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 103



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	20	19.05%	98.3	19	1	0	0
\$50,001-\$100,000	11	10.48%	61.1	6	4	1	0
\$100,001-\$175,000	35	33.33%	36.9	11	18	5	1
\$175,001-\$225,000	14	13.33%	64.3	4	6	3	1
\$225,001-\$325,000	13	12.38%	67.9	3	3	6	1
\$325,001 and up	12	11.43%	58.3	1	7	2	2
Total Closed Units	105			44	39	17	5
Total Closed Volume	17,830,202	100%	61.1	4.46M	7.75M	3.95M	1.67M
Average Closed Price	\$169,811			\$101,453	\$198,651	\$232,141	\$334,500

January 2022



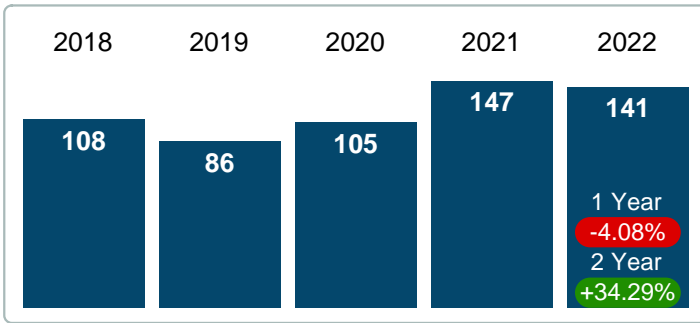
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



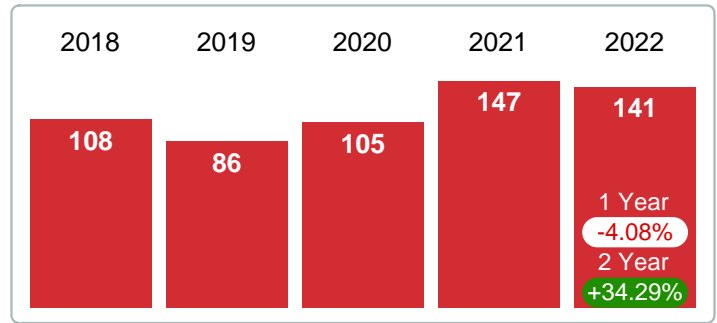
PENDING LISTINGS

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

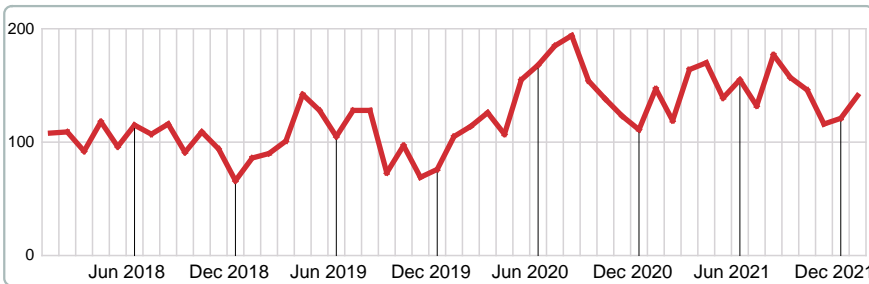
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

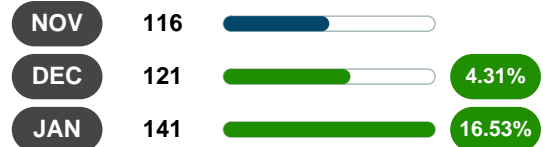


3 MONTHS

5 year JAN AVG = 117

High Aug 2020 194 Low Dec 2018 66

Pending Listings this month at 141
above the 5 yr JAN average of 117



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	8.51%	66.7	10	2	0	0
\$30,001 - \$60,000	19	13.48%	79.8	12	5	2	0
\$60,001 - \$100,000	21	14.89%	64.3	15	6	0	0
\$100,001 - \$180,000	34	24.11%	54.1	13	16	3	2
\$180,001 - \$270,000	23	16.31%	44.4	8	10	5	0
\$270,001 - \$380,000	16	11.35%	57.2	6	6	2	2
\$380,001 and up	16	11.35%	33.4	2	6	6	2
Total Pending Units	141			66	51	18	6
Total Pending Volume	26,064,329	100%	29.5	8.39M	10.02M	5.29M	2.37M
Average Listing Price	\$136,717			\$127,095	\$196,417	\$293,900	\$394,758

January 2022



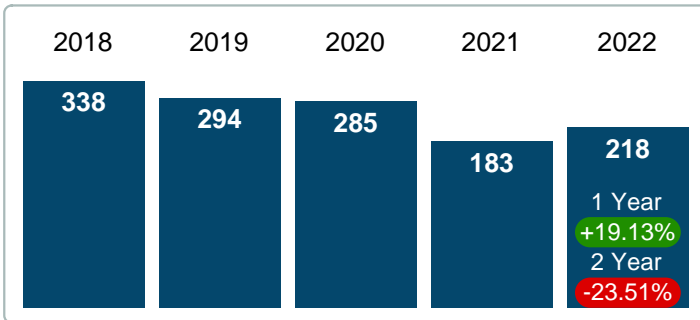
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



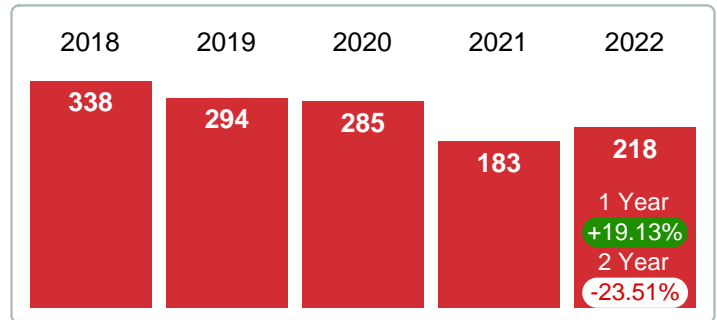
NEW LISTINGS

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

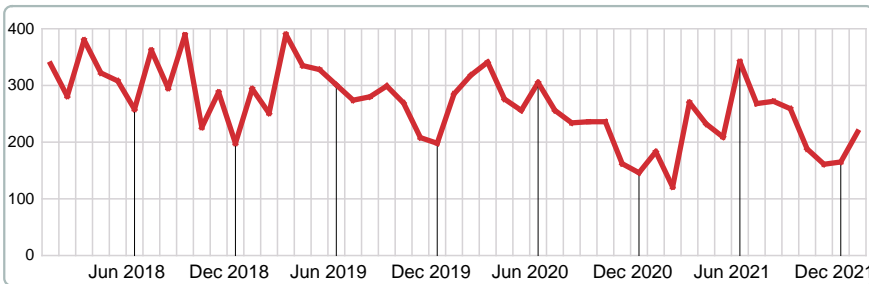
JANUARY



YEAR TO DATE (YTD)

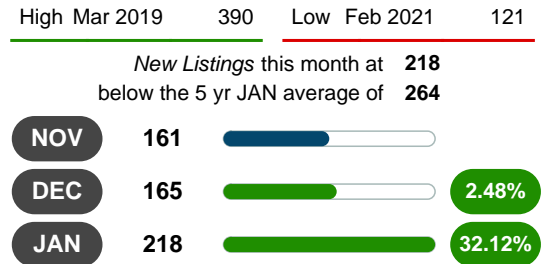


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 264



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	28	12.84%	25	3	0	0
\$30,001 - \$40,000	22	10.09%	22	0	0	0
\$40,001 - \$80,000	31	14.22%	23	7	1	0
\$80,001 - \$190,000	53	24.31%	34	16	2	1
\$190,001 - \$270,000	33	15.14%	14	15	2	2
\$270,001 - \$490,000	29	13.30%	10	12	6	1
\$490,001 and up	22	10.09%	4	5	8	5
Total New Listed Units	218		132	58	19	9
Total New Listed Volume	49,083,174	100%	19.15M	16.05M	9.24M	4.65M
Average New Listed Listing Price	\$65,305		\$145,054	\$276,760	\$486,179	\$516,283

January 2022



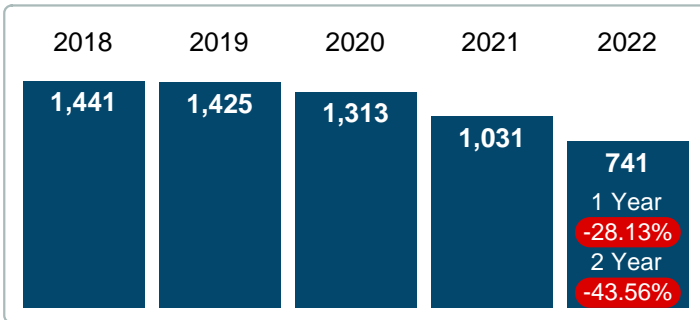
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



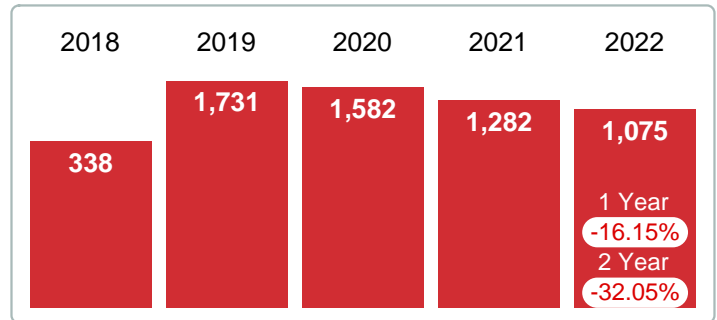
ACTIVE INVENTORY

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

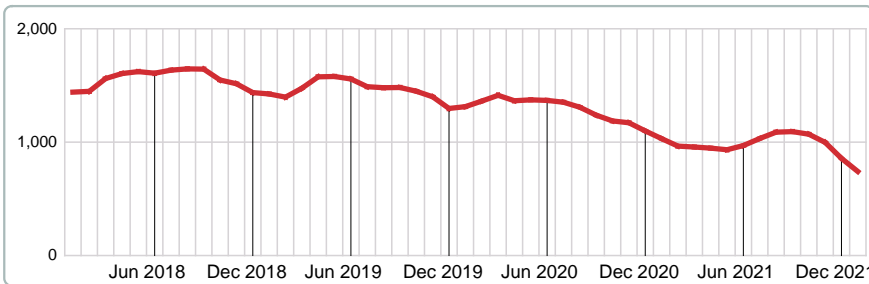
END OF JANUARY



ACTIVE DURING JANUARY

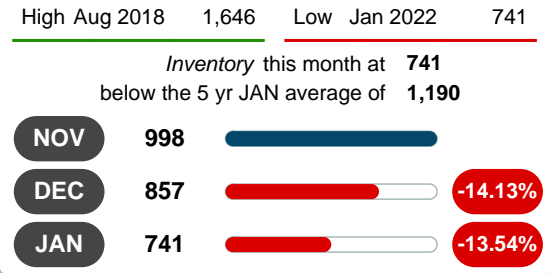


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,190



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	80	10.80%	120.9	77	3	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	189	25.51%	123.3	169	17	2	1
\$75,001 - \$175,000	177	23.89%	150.7	120	53	4	0
\$175,001 - \$275,000	117	15.79%	107.1	65	32	17	3
\$275,001 - \$475,000	102	13.77%	118.9	46	37	14	5
\$475,001 and up	76	10.26%	110.1	42	15	14	5
Total Active Inventory by Units	741			519	157	51	14
Total Active Inventory by Volume	183,812,968	100%	125.1	110.45M	45.99M	20.62M	6.75M
Average Active Inventory Listing Price	\$248,061			\$212,808	\$292,960	\$404,340	\$482,121

January 2022



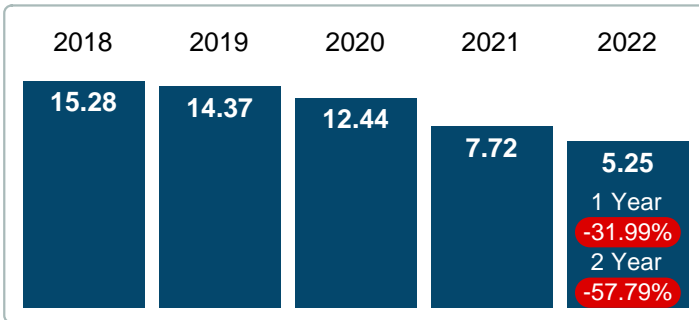
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



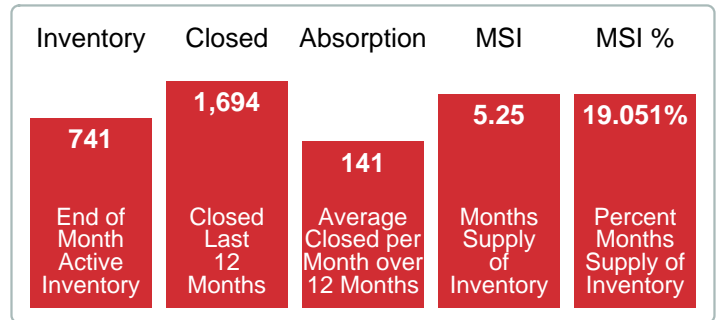
MONTHS SUPPLY of INVENTORY (MSI)

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

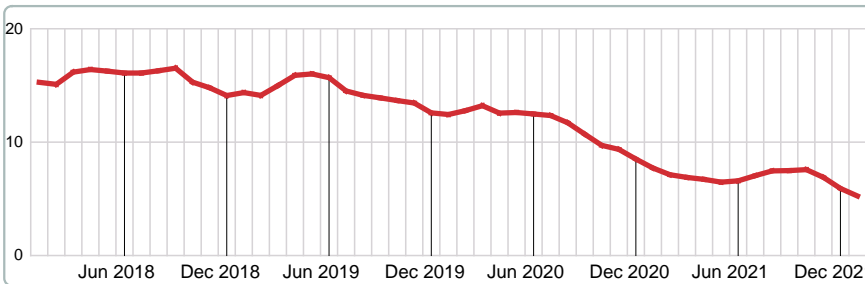
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

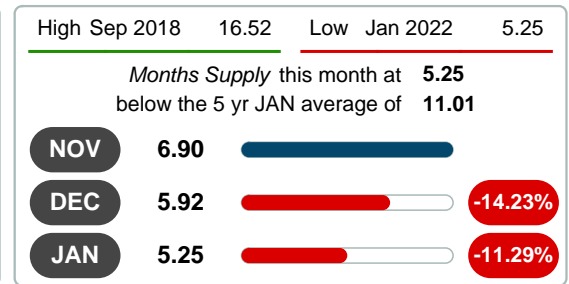


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 11.01



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	60	8.10%	5.11	5.90	0.63	0.00	0.00
\$20,001 - \$40,000	100	13.50%	7.74	9.22	1.71	0.00	0.00
\$40,001 - \$80,000	124	16.73%	6.23	8.47	2.67	2.18	12.00
\$80,001 - \$190,000	181	24.43%	3.37	7.03	1.83	1.43	0.00
\$190,001 - \$280,000	108	14.57%	5.89	13.85	3.19	3.75	5.14
\$280,001 - \$480,000	94	12.69%	5.81	14.27	4.22	3.12	3.75
\$480,001 and up	74	9.99%	8.79	30.75	4.39	5.57	3.75
Market Supply of Inventory (MSI)			5.25	8.97	2.53	2.96	3.57
Total Active Inventory by Units		100%	5.25	519	157	51	14

January 2022



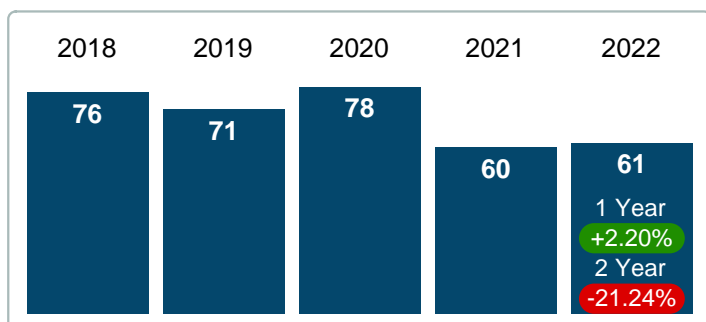
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



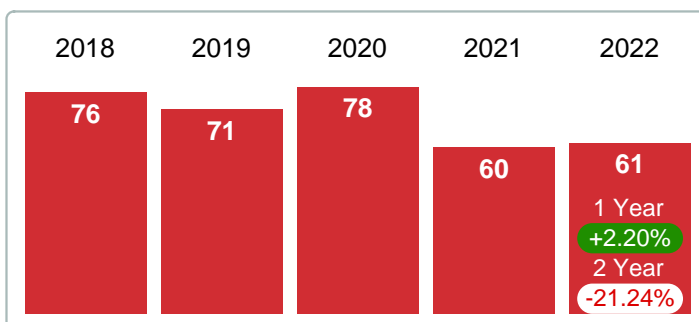
AVERAGE DAYS ON MARKET TO SALE

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

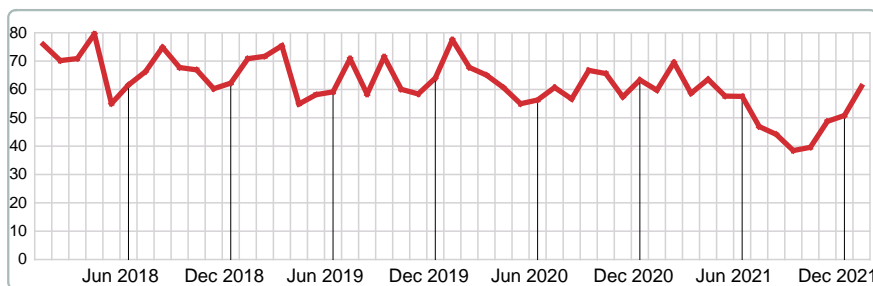
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

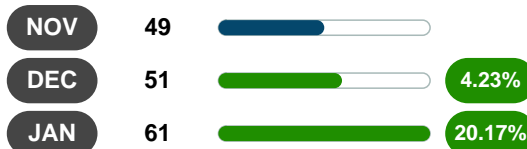


3 MONTHS

5 year JAN AVG = 69

High Apr 2018 80 Low Sep 2021 38

Average Days on Market to Sale this month at 61 below the 5 yr JAN average of 69



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	20	19.05%	98	102	20	0	0
\$50,001 \$100,000	11	10.48%	61	52	91	1	0
\$100,001 \$175,000	35	33.33%	37	55	21	31	154
\$175,001 \$225,000	14	13.33%	64	131	26	42	93
\$225,001 \$325,000	13	12.38%	68	81	53	71	56
\$325,001 and up	12	11.43%	58	6	47	34	149
Average Closed DOM	61			82	36	46	120
Total Closed Units	105	100%	61	44	39	17	5
Total Closed Volume	17,830,202			4.46M	7.75M	3.95M	1.67M

January 2022



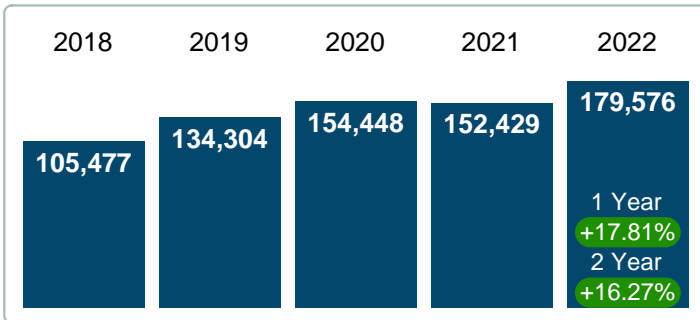
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



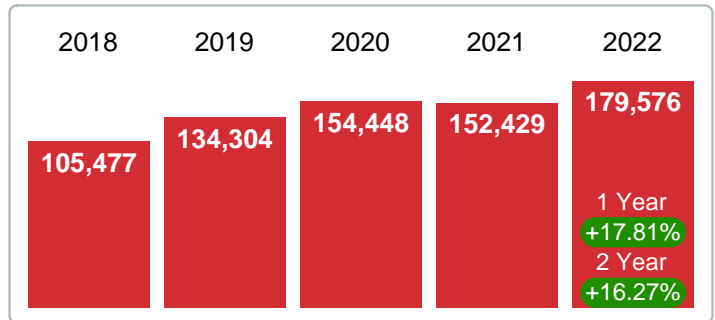
AVERAGE LIST PRICE AT CLOSING

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

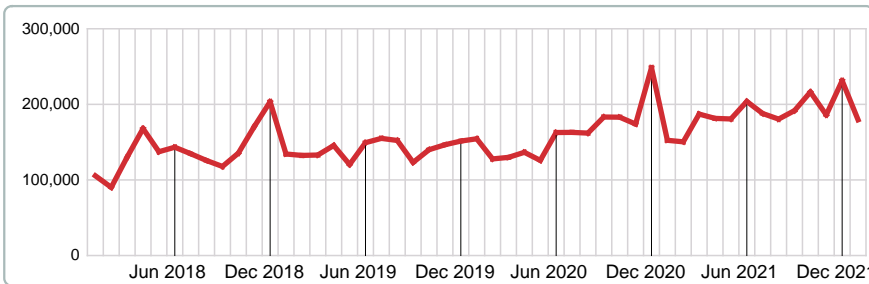
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

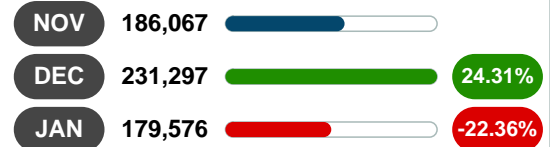


3 MONTHS

5 year JAN AVG = 145,247

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

Average List Price at Closing this month at **179,576** above the 5 yr JAN average of **145,247**



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	19	18.10%	21,571	24,671	1,100	0	0
\$50,001-\$100,000	12	11.43%	80,933	87,283	80,600	85,000	0
\$100,001-\$175,000	33	31.43%	140,370	140,109	141,917	150,200	167,500
\$175,001-\$225,000	13	12.38%	201,877	222,500	204,500	195,167	269,900
\$225,001-\$325,000	11	10.48%	278,755	292,500	361,667	296,467	349,000
\$325,001 and up	17	16.19%	420,676	425,000	433,971	437,400	520,000
Average List Price			179,576	107,412	210,969	239,712	365,280
Total Closed Units		100%	179,576	44	39	17	5
Total Closed Volume			18,855,443	4.73M	8.23M	4.08M	1.83M

January 2022



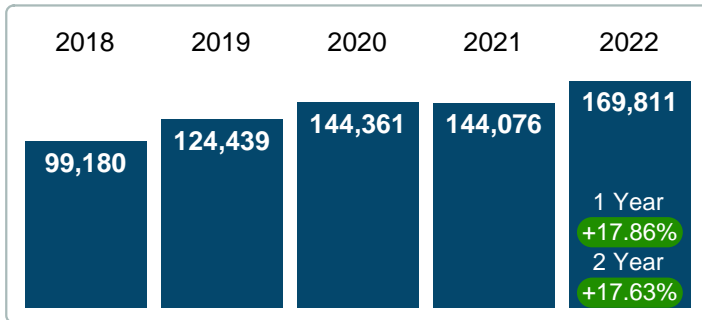
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



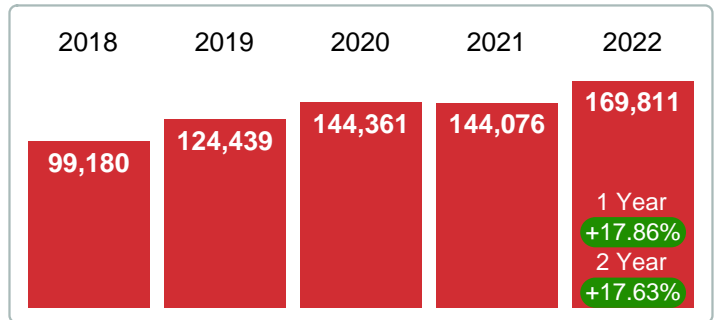
AVERAGE SOLD PRICE AT CLOSING

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

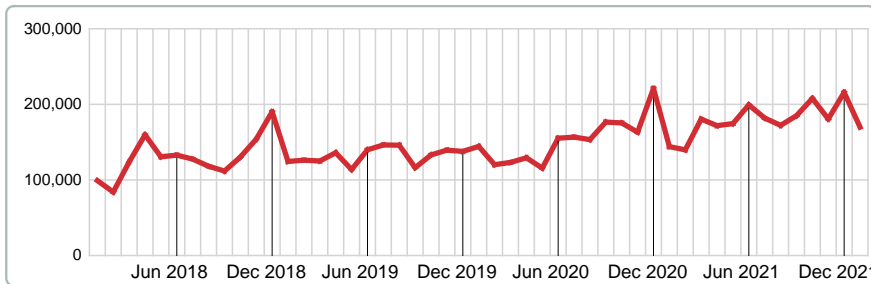
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

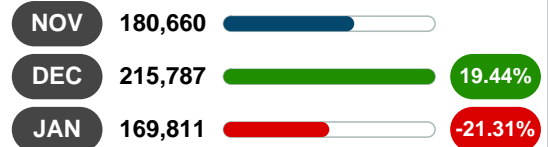


3 MONTHS

5 year JAN AVG = 136,374

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

Average Sold Price at Closing this month at **169,811** above the 5 yr JAN average of **136,374**



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 \$50,000	20	19.05%	18,860	19,794	1,100	0	0
\$50,001 \$100,000	11	10.48%	75,782	80,500	66,401	85,000	0
\$100,001 \$175,000	35	33.33%	138,183	137,182	134,883	146,400	167,500
\$175,001 \$225,000	14	13.33%	199,459	201,457	202,767	188,333	205,000
\$225,001 \$325,000	13	12.38%	287,192	271,667	303,667	282,917	310,000
\$325,001 and up	12	11.43%	438,090	475,000	417,882	433,450	495,000
Average Sold Price			169,811	101,453	198,651	232,141	334,500
Total Closed Units		100%	105	44	39	17	5
Total Closed Volume			17,830,202	4.46M	7.75M	3.95M	1.67M

January 2022



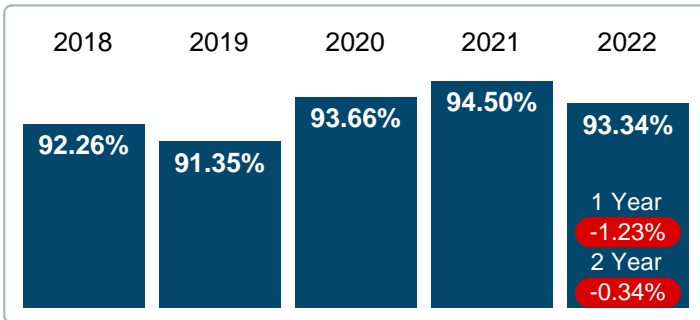
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



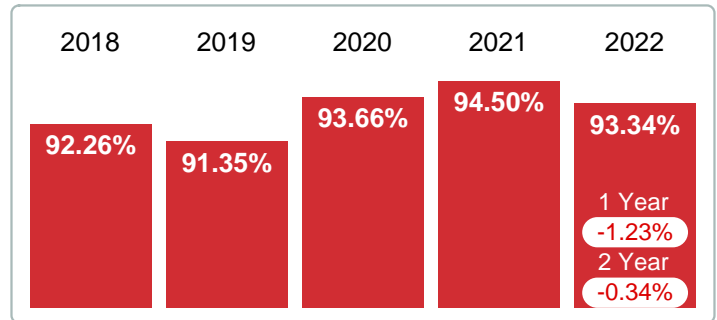
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

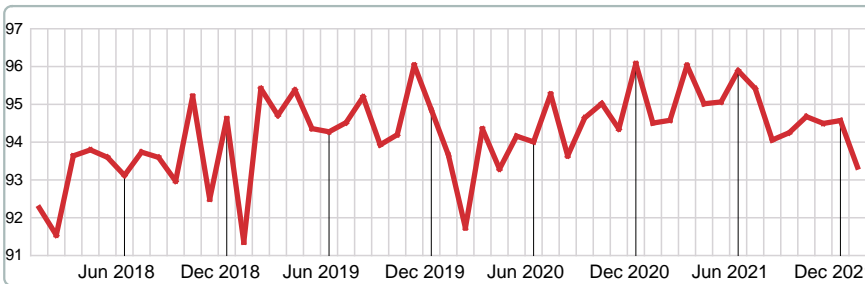
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

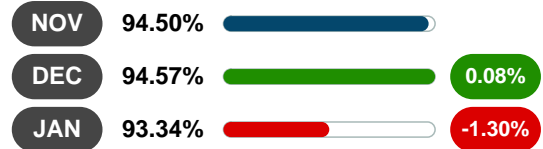


3 MONTHS

5 year JAN AVG = 93.02%

High Dec 2020 96.08% Low Jan 2019 91.35%

Average Sold/List Ratio this month at **93.34%**
equal to 5 yr JAN average of **93.02%**



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	20	19.05%	86.16%	85.43%	100.00%	0.00%	0.00%
\$50,001-\$100,000	11	10.48%	89.47%	91.98%	83.08%	100.00%	0.00%
\$100,001-\$175,000	35	33.33%	97.13%	98.40%	96.06%	97.64%	100.00%
\$175,001-\$225,000	14	13.33%	94.64%	90.65%	99.42%	96.62%	75.95%
\$225,001-\$325,000	13	12.38%	91.88%	93.00%	84.00%	95.76%	88.83%
\$325,001 and up	12	11.43%	97.85%	111.76%	96.76%	98.97%	93.59%
Average Sold/List Ratio		93.30%		91.15%	94.54%	97.09%	90.39%
Total Closed Units		105	100%	44	39	17	5
Total Closed Volume		17,830,202		4.46M	7.75M	3.95M	1.67M

January 2022



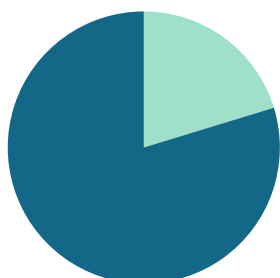
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

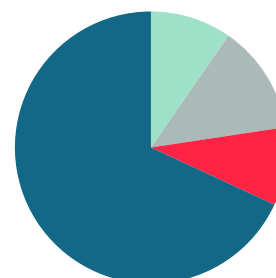


Inventory
 New Listings
218 = 20.28%
 Start Inventory
857
 Total Inventory Units
1,075
 Volume
\$259,540,008

Market Activity

Closed Sales
105 = 9.65%
 Pending Sales
141 = 12.96%
 Other Off Market
101 = 9.28%
 Active Inventory
741 = 68.11%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	149	105	-29.53%	149	105	-29.53%
Pending Sales	147	141	-4.08%	147	141	-4.08%
New Listings	183	218	19.13%	183	218	19.13%
Average List Price	152,429	179,576	17.81%	152,429	179,576	17.81%
Average Sale Price	144,076	169,811	17.86%	144,076	169,811	17.86%
Average Percent of Selling Price to List Price	94.50%	93.34%	-1.23%	94.50%	93.34%	-1.23%
Average Days on Market to Sale	59.75	61.06	2.20%	59.75	61.06	2.20%
Monthly Inventory	1,031	741	-28.13%	1,031	741	-28.13%
Months Supply of Inventory	7.72	5.25	-31.99%	7.72	5.25	-31.99%

Absorption: Last 12 months, an Average of **141** Sales/Month

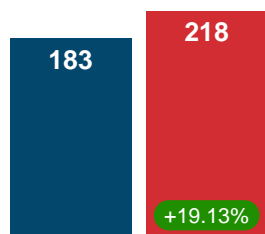
Inventory on January 31, 2022 = **741**

2021 **2022**

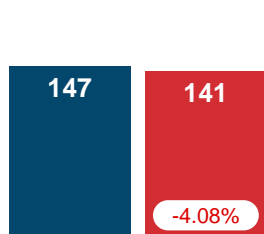
JANUARY MARKET

AVERAGE PRICES

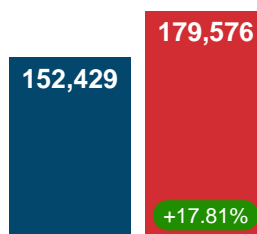
New Listings



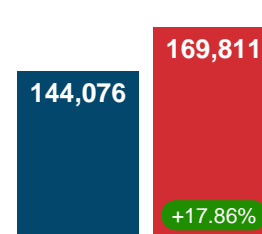
Pending Listings



List Price



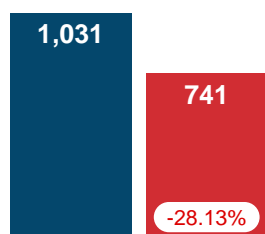
Sale Price



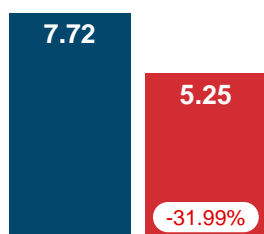
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

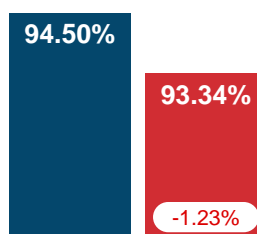
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

