

January 2022



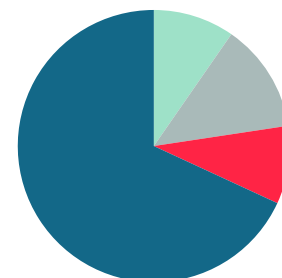
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



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%
Median List Price	104,990	150,000	42.87%
Median Sale Price	98,000	145,000	47.96%
Median Percent of Selling Price to List Price	95.51%	96.45%	0.98%
Median Days on Market to Sale	35.00	45.00	28.57%
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.

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 **47.96%** in January 2022 to \$145,000 versus the previous year at \$98,000.

Median Days on Market Lengthens

The median number of **45.00** days that homes spent on the market before selling increased by 10.00 days or **28.57%** in January 2022 compared to last year's same month at **35.00** DOM.

Sales Success for January 2022 is Positive

Overall, with Median 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.

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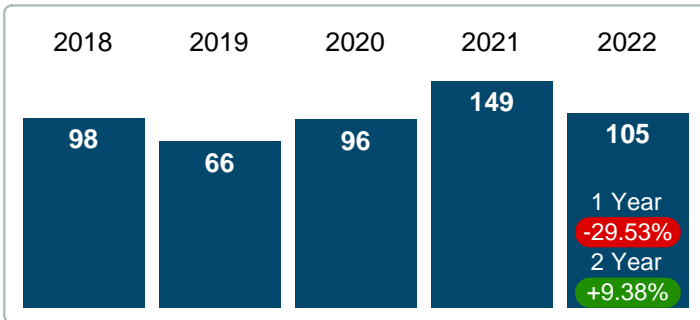
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



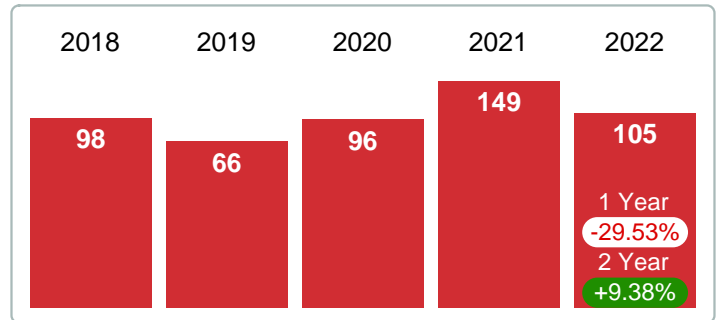
CLOSED LISTINGS

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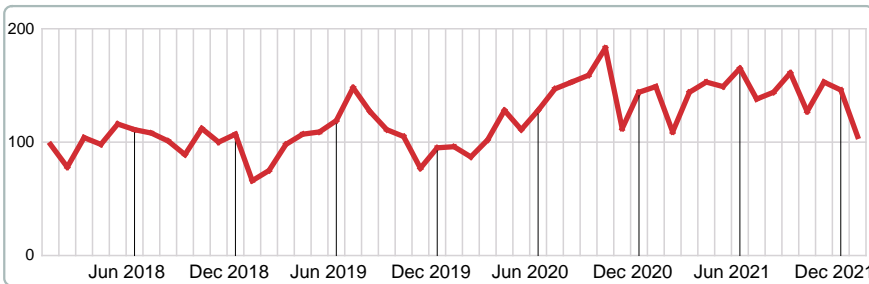
JANUARY



YEAR TO DATE (YTD)

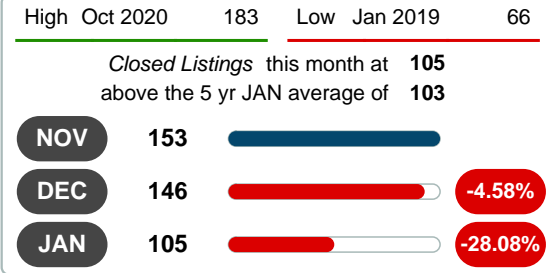


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 103



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	10.48%	34.0	10	1	0	0
\$20,001 - \$60,000	13	12.38%	60.0	10	3	0	0
\$60,001 - \$120,000	17	16.19%	28.0	6	10	1	0
\$120,001 - \$170,000	24	22.86%	13.5	10	8	5	1
\$170,001 - \$240,000	17	16.19%	50.0	5	7	4	1
\$240,001 - \$340,000	12	11.43%	75.0	2	3	5	2
\$340,001 and up	11	10.48%	48.0	1	7	2	1
Total Closed Units	105			44	39	17	5
Total Closed Volume	17,830,202	100%	45.0	4.46M	7.75M	3.95M	1.67M
Median Closed Price	\$145,000			\$82,500	\$159,000	\$200,000	\$310,000

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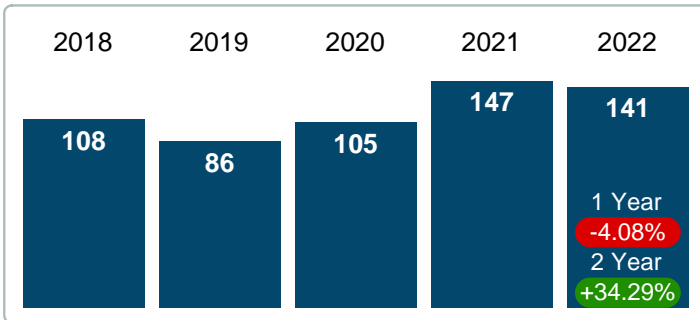
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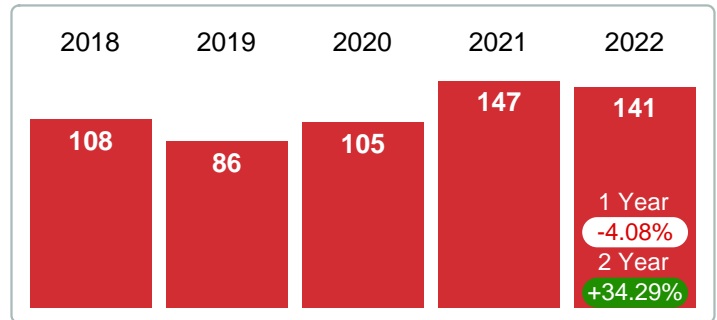
PENDING LISTINGS

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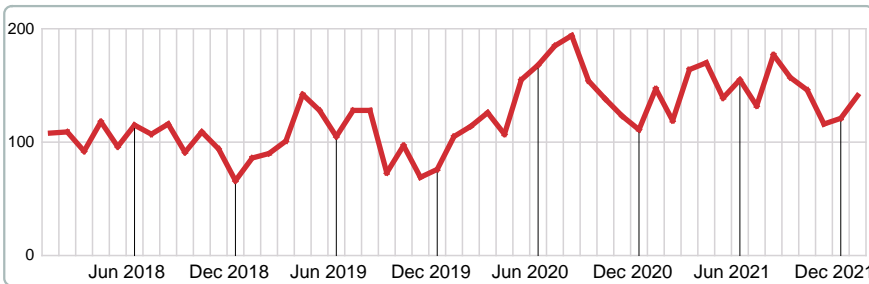
JANUARY



YEAR TO DATE (YTD)

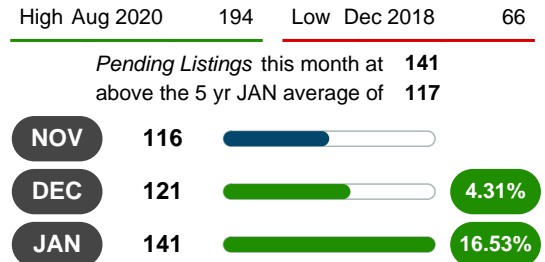


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 117



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	8.51%	39.5	10	2	0	0
\$30,001 - \$60,000	19	13.48%	54.0	12	5	2	0
\$60,001 - \$100,000	21	14.89%	44.0	15	6	0	0
\$100,001 - \$180,000	34	24.11%	28.5	13	16	3	2
\$180,001 - \$270,000	23	16.31%	22.0	8	10	5	0
\$270,001 - \$380,000	16	11.35%	30.0	6	6	2	2
\$380,001 and up	16	11.35%	20.0	2	6	6	2
Total Pending Units	141			66	51	18	6
Total Pending Volume	26,064,329	100%	28.0	8.39M	10.02M	5.29M	2.37M
Median Listing Price	\$142,500			\$89,450	\$169,900	\$229,750	\$366,950

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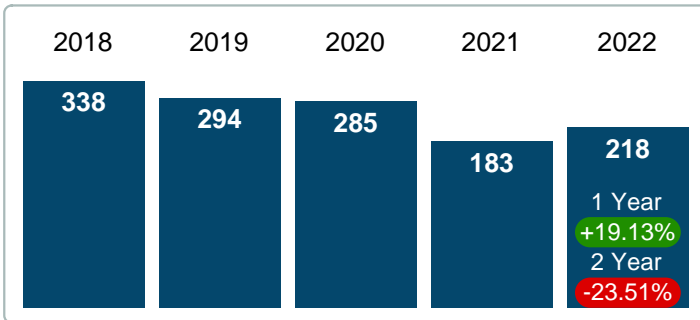
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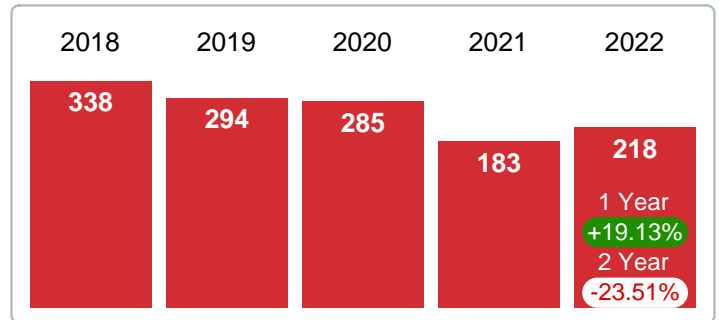
NEW LISTINGS

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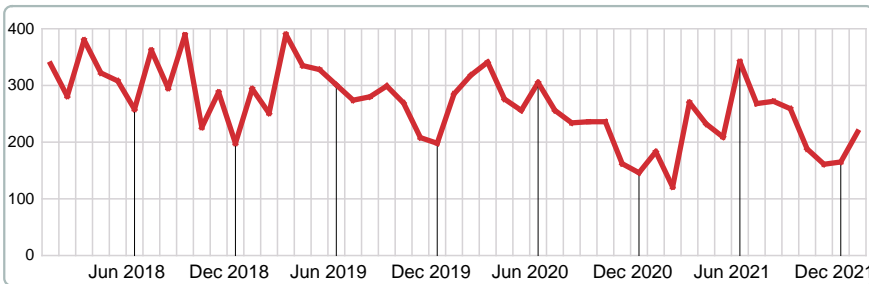
JANUARY



YEAR TO DATE (YTD)

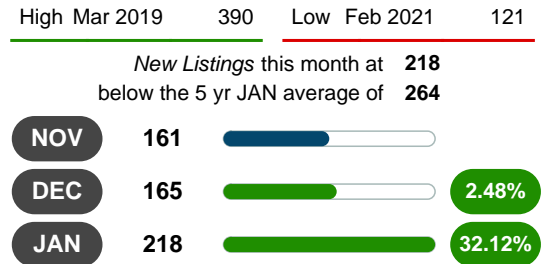


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$139,500		\$80,000	\$217,200	\$479,000	\$550,000

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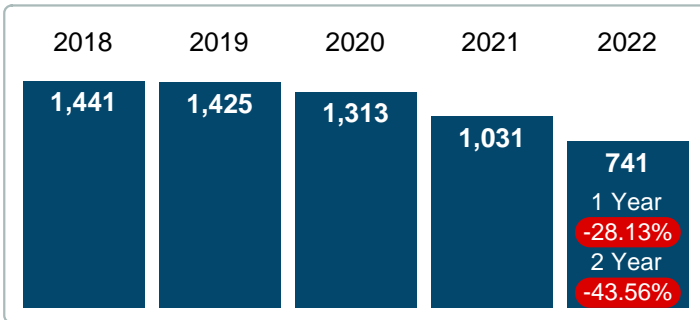
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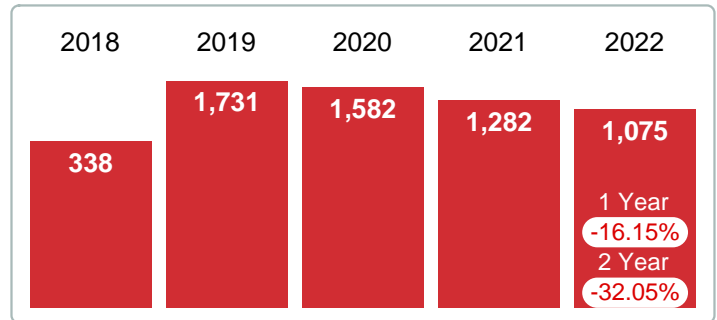
ACTIVE INVENTORY

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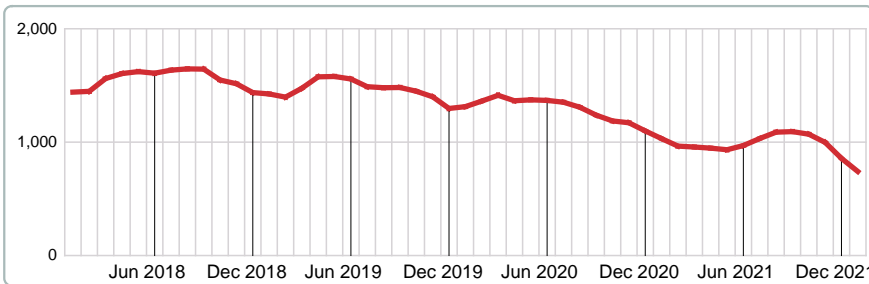
END OF JANUARY



ACTIVE DURING JANUARY

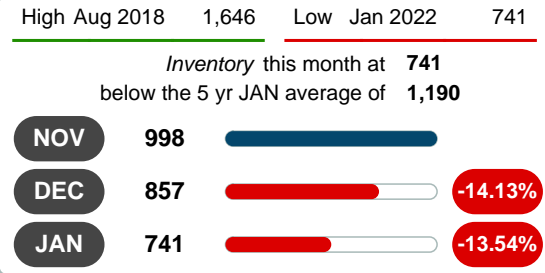


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,190



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	60	8.10%	113.0	59	1	0	0
\$20,001 - \$40,000	100	13.50%	91.5	96	4	0	0
\$40,001 - \$80,000	124	16.73%	145.5	103	18	2	1
\$80,001 - \$190,000	181	24.43%	87.0	116	57	8	0
\$190,001 - \$280,000	108	14.57%	104.0	60	30	15	3
\$280,001 - \$480,000	94	12.69%	116.5	44	32	13	5
\$480,001 and up	74	9.99%	105.0	41	15	13	5
Total Active Inventory by Units		741		519	157	51	14
Total Active Inventory by Volume		183,812,968	100%	110.45M	45.99M	20.62M	6.75M
Median Active Inventory Listing Price		\$129,900		\$84,000	\$190,000	\$295,000	\$350,000

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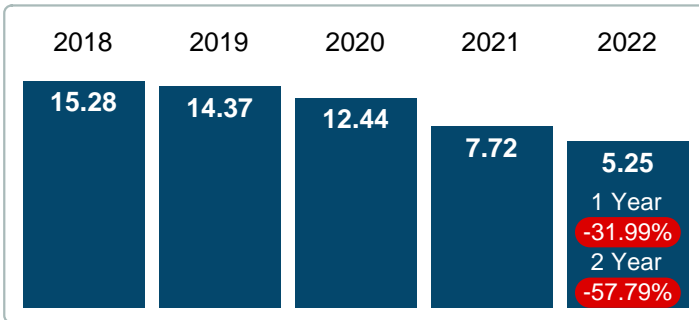
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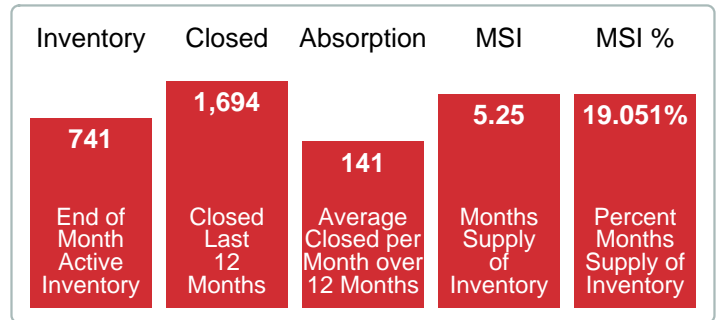
MONTHS SUPPLY of INVENTORY (MSI)

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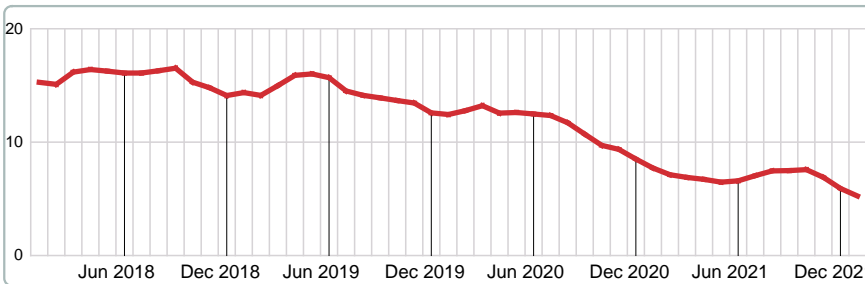
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

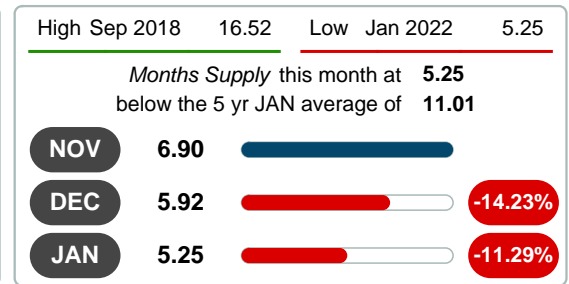


5 YEAR MARKET ACTIVITY TRENDS



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

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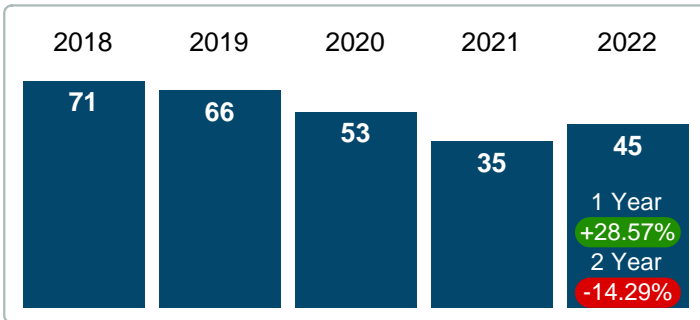
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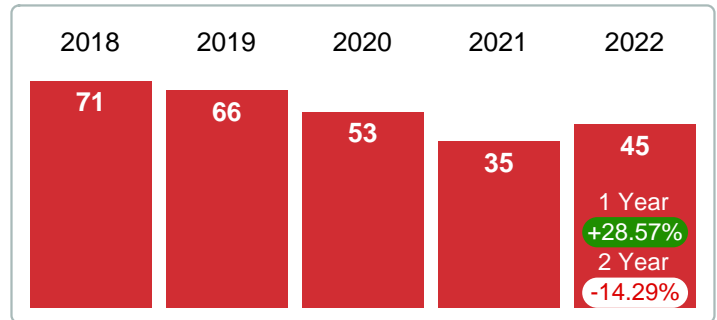
MEDIAN DAYS ON MARKET TO SALE

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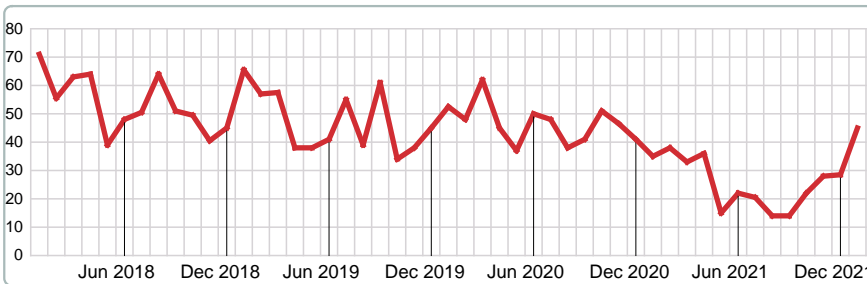
JANUARY



YEAR TO DATE (YTD)

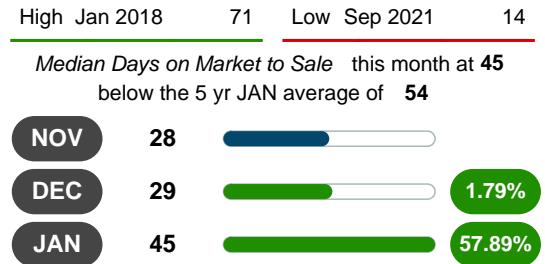


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



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	10.48%	34	48	20	0	0
\$20,001 - \$60,000	12.38%	60	55	86	0	0
\$60,001 - \$120,000	16.19%	28	58	12	1	0
\$120,001 - \$170,000	22.86%	14	18	6	15	154
\$170,001 - \$240,000	16.19%	50	139	27	46	93
\$240,001 - \$340,000	11.43%	75	52	71	82	98
\$340,001 and up	10.48%	48	6	48	34	158
Median Closed DOM		45				
Total Closed Units		105				
Total Closed Volume		17,830,202				
			4.46M	7.75M	3.95M	1.67M

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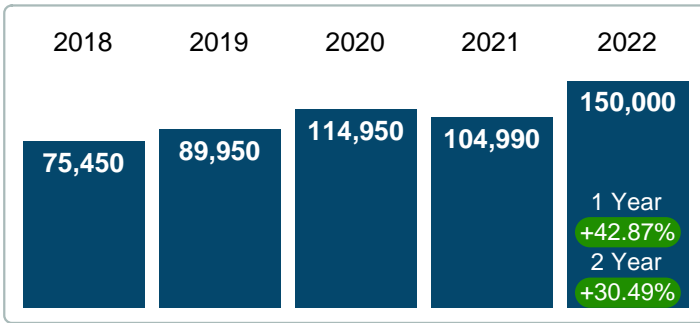
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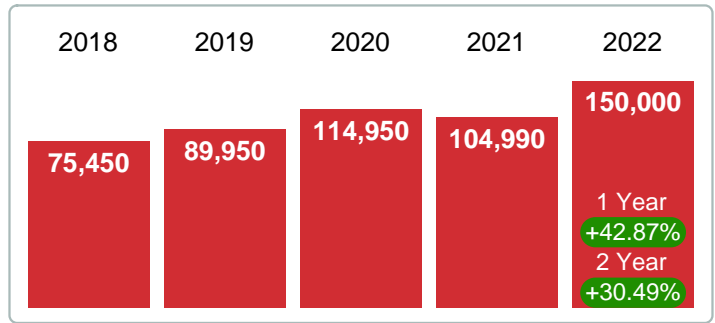
MEDIAN LIST PRICE AT CLOSING

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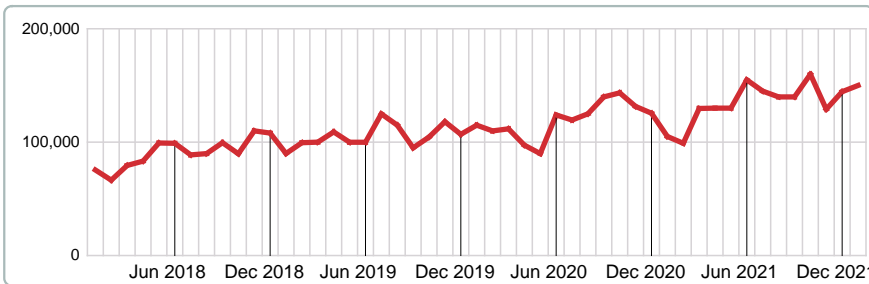
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

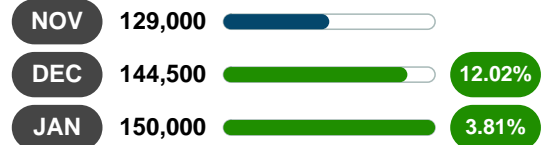


3 MONTHS

5 year JAN AVG = 107,068

High Oct 2021 159,900 Low Feb 2018 66,500

Median List Price at Closing this month at **150,000** above the 5 yr JAN average of **107,068**



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	6.67%	1,100	2,438	1,100	0	0
\$20,001 - \$60,000	13.33%	31,000	29,500	59,500	0	0
\$60,001 - \$120,000	14.29%	96,000	89,950	110,950	85,000	0
\$120,001 - \$170,000	25.71%	145,000	131,950	145,500	155,000	167,500
\$170,001 - \$240,000	14.29%	205,000	210,000	207,000	195,500	0
\$240,001 - \$340,000	10.48%	285,000	282,000	0	292,000	269,900
\$340,001 and up	15.24%	394,500	425,000	394,450	437,400	390,000
Median List Price		150,000	89,950	169,000	210,000	349,000
Total Closed Units	105	100%	44	39	17	5
Total Closed Volume	18,855,443		4.73M	8.23M	4.08M	1.83M

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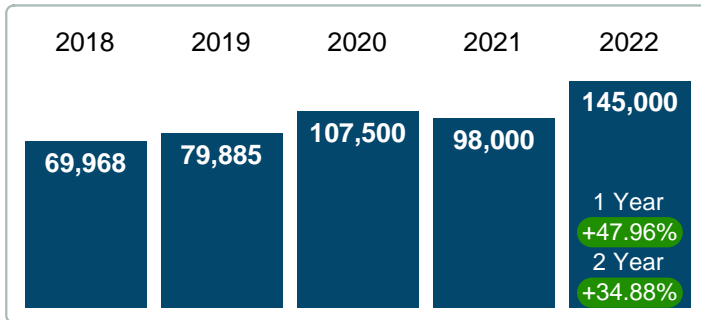
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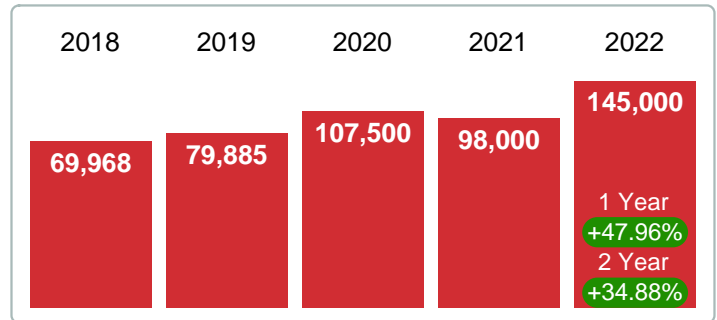
MEDIAN SOLD PRICE AT CLOSING

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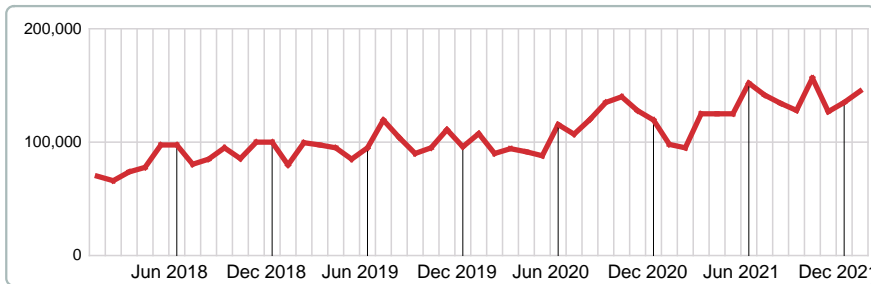
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

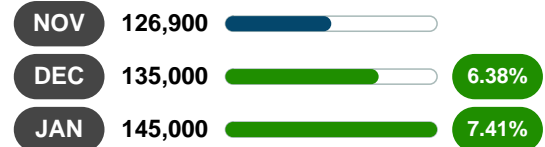


3 MONTHS

5 year JAN AVG = 100,071

High Oct 2021 156,500 Low Feb 2018 66,000

Median Sold Price at Closing this month at **145,000** above the 5 yr JAN average of **100,071**



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	10.48%	11,000	11,250	1,100	0	0
\$20,001 - \$60,000	12.38%	35,000	29,000	56,000	0	0
\$60,001 - \$120,000	16.19%	110,000	92,500	116,500	85,000	0
\$120,001 - \$170,000	22.86%	145,000	141,000	151,500	158,000	167,500
\$170,001 - \$240,000	16.19%	200,000	204,000	197,000	192,500	205,000
\$240,001 - \$340,000	11.43%	299,500	287,500	310,000	298,600	325,000
\$340,001 and up	10.48%	420,000	475,000	400,000	433,450	649,999
Median Sold Price		145,000	82,500	159,000	200,000	310,000
Total Closed Units	100%	145,000	44	39	17	5
Total Closed Volume		17,830,202	4.46M	7.75M	3.95M	1.67M

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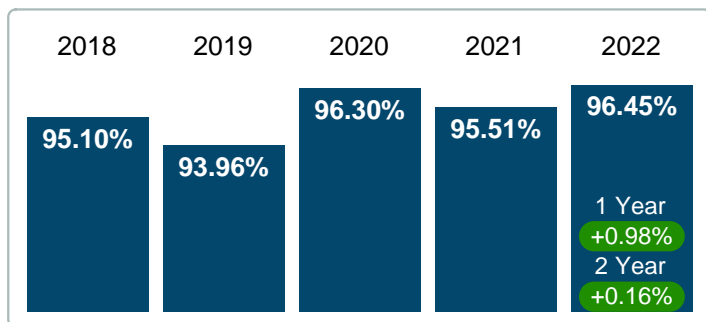
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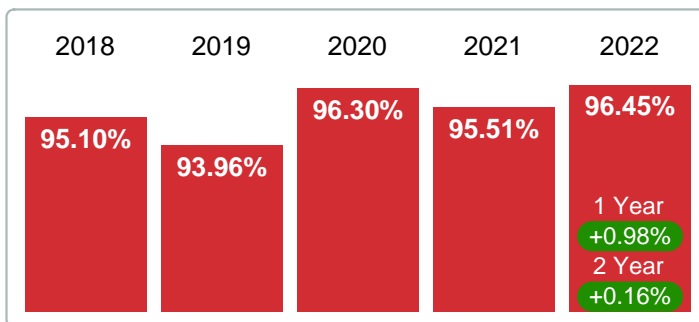
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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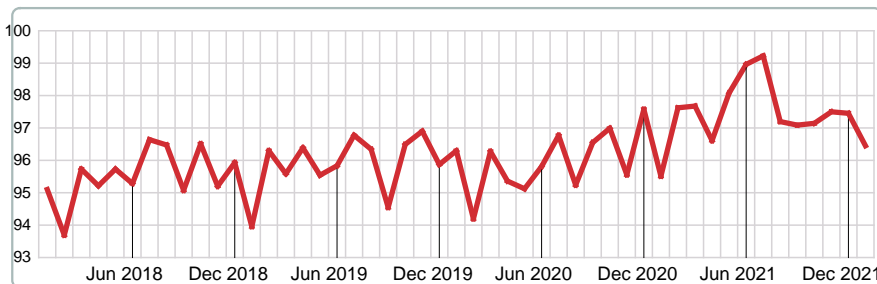
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

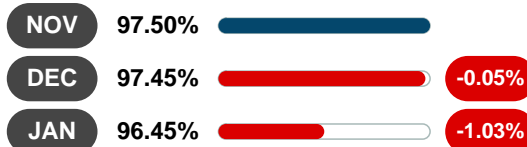


3 MONTHS

5 year JAN AVG = 95.46%

High Jul 2021 99.22% Low Feb 2018 93.69%

Median Sold/List Ratio this month at **96.45%**
above the 5 yr JAN average of **95.46%**



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	11	10.48%	80.00%	76.67%	100.00%	0.00%	0.00%
\$20,001 - \$60,000	13	12.38%	95.00%	97.50%	80.11%	0.00%	0.00%
\$60,001 - \$120,000	17	16.19%	95.10%	94.38%	96.95%	100.00%	0.00%
\$120,001 - \$170,000	24	22.86%	99.83%	100.00%	96.78%	100.00%	100.00%
\$170,001 - \$240,000	17	16.19%	95.00%	91.84%	100.00%	96.60%	75.95%
\$240,001 - \$340,000	12	11.43%	89.55%	96.49%	86.11%	96.49%	88.00%
\$340,001 and up	11	10.48%	99.00%	111.76%	98.85%	98.97%	100.00%
Median Sold/List Ratio		96.45%		95.00%	96.45%	100.00%	88.83%
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



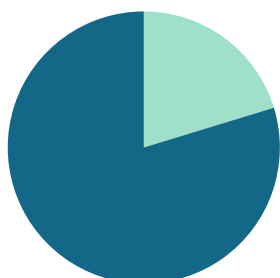
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

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

INVENTORY

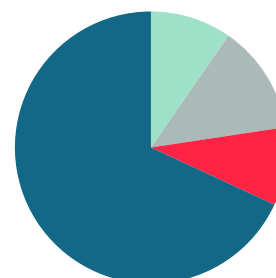


Inventory
 New Listings
218 = 20.28%
 Start Inventory
857
 Total Inventory Units
1,075
 Volume
\$259,540,008

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%
Median List Price	104,990	150,000	42.87%	104,990	150,000	42.87%
Median Sale Price	98,000	145,000	47.96%	98,000	145,000	47.96%
Median Percent of Selling Price to List Price	95.51%	96.45%	0.98%	95.51%	96.45%	0.98%
Median Days on Market to Sale	35.00	45.00	28.57%	35.00	45.00	28.57%
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

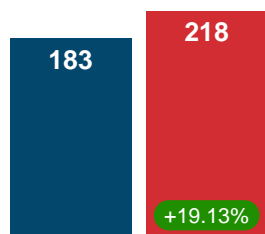
Inventory on January 31, 2022 = **741**

2021 **2022**

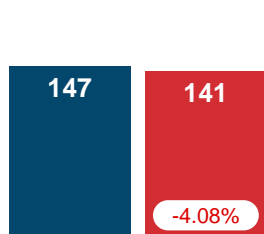
JANUARY MARKET

MEDIAN PRICES

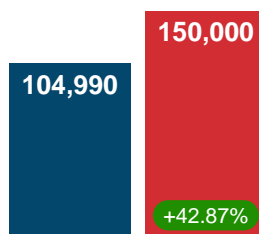
New Listings



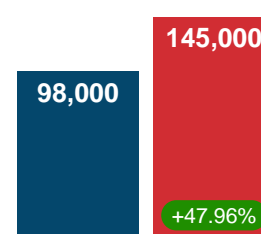
Pending Listings



List Price



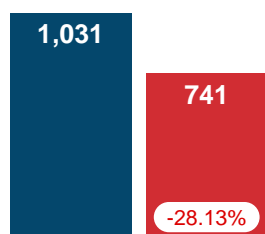
Sale Price



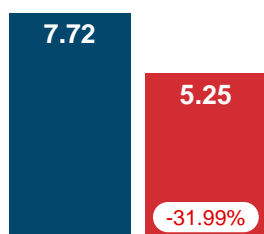
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

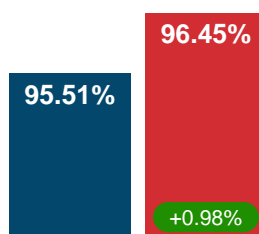
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

