

July 2022



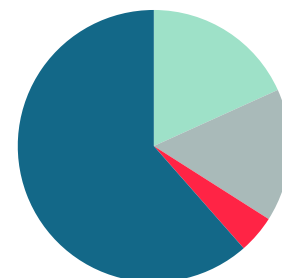
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	77	89	15.58%
Pending Listings	76	77	1.32%
New Listings	123	121	-1.63%
Average List Price	206,617	250,073	21.03%
Average Sale Price	202,475	239,253	18.16%
Average Percent of Selling Price to List Price	98.13%	96.19%	-1.97%
Average Days on Market to Sale	42.97	33.82	-21.30%
End of Month Inventory	358	300	-16.20%
Months Supply of Inventory	4.54	4.04	-11.03%



■ Closed (18.24%)
■ Pending (15.78%)
■ Other OffMarket (4.51%)
■ Active (61.48%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of July 31, 2022 = **300**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2022 decreased **16.20%** to 300 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 **4.04** 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 **18.16%** in July 2022 to \$239,253 versus the previous year at \$202,475.

Average Days on Market Shortens

The average number of **33.82** days that homes spent on the market before selling decreased by 9.15 days or **21.30%** in July 2022 compared to last year's same month at **42.97** DOM.

Sales Success for July 2022 is Positive

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

There were 121 New Listings in July 2022, down **1.63%** from last year at 123. Furthermore, there were 89 Closed Listings this month versus last year at 77, a **15.58%** increase.

Closed versus Listed trends yielded a **73.6%** ratio, up from previous year's, July 2021, at **62.6%**, a **17.49%** upswing. 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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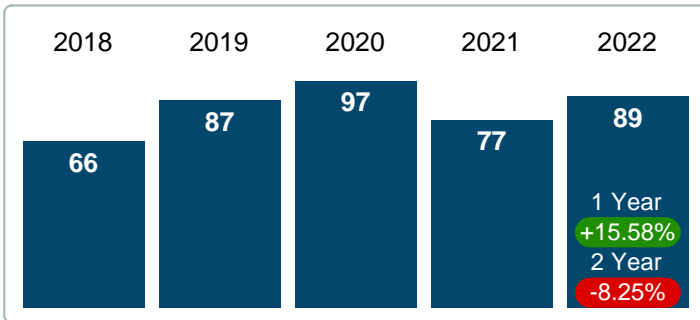
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



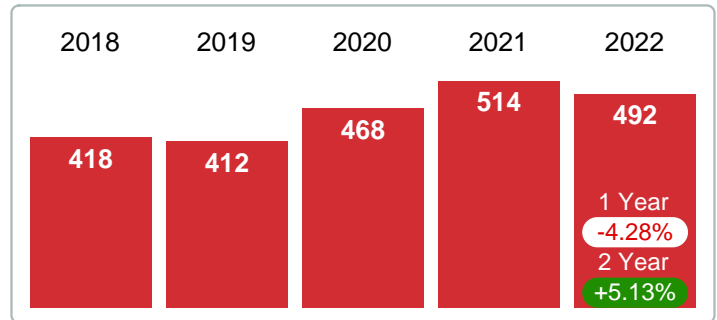
CLOSED LISTINGS

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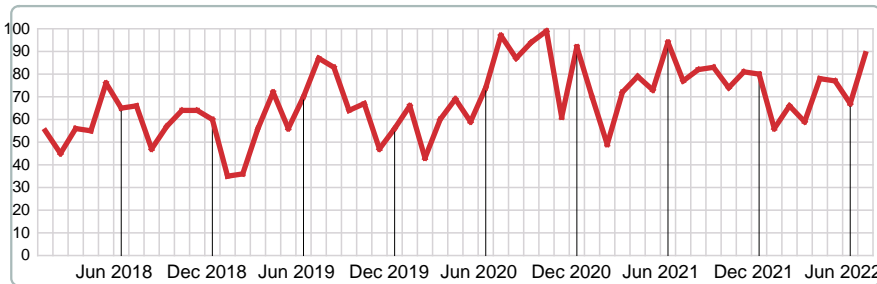
JULY



YEAR TO DATE (YTD)

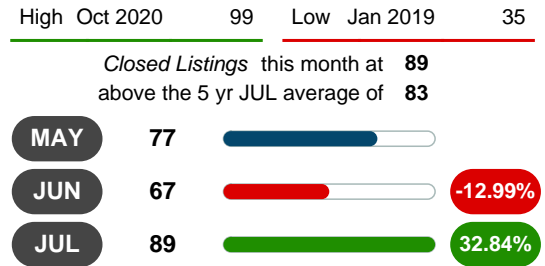


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	10.11%	57.9	2	6	0	1
\$75,001 - \$100,000	9	10.11%	46.3	4	5	0	0
\$100,001 - \$125,000	8	8.99%	13.5	2	6	0	0
\$125,001 - \$200,000	28	31.46%	28.8	1	20	6	1
\$200,001 - \$300,000	13	14.61%	17.8	1	10	2	0
\$300,001 - \$550,000	14	15.73%	42.9	1	7	4	2
\$550,001 and up	8	8.99%	40.8	1	5	1	1
Total Closed Units	89			12	59	13	5
Total Closed Volume	21,293,500	100%	33.8	2.17M	13.54M	4.12M	1.47M
Average Closed Price	\$239,253			\$180,542	\$229,512	\$316,985	\$293,000

July 2022



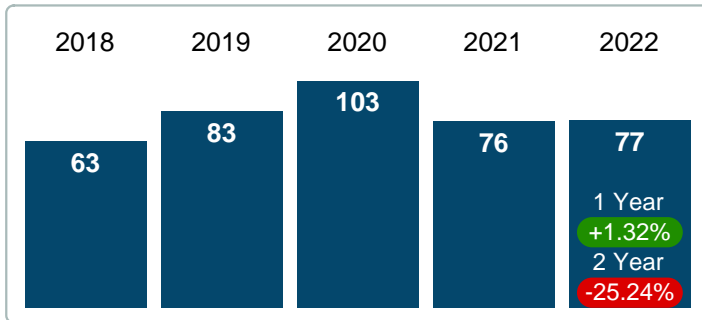
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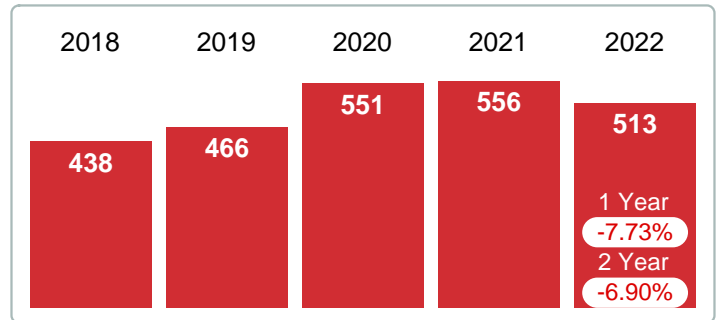
PENDING LISTINGS

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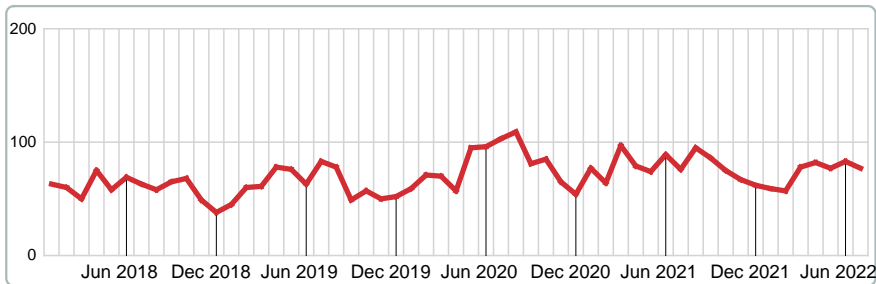
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

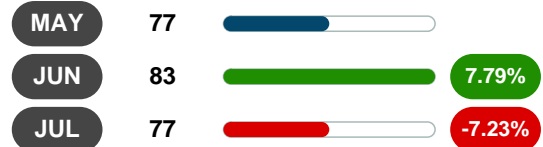


3 MONTHS

5 year JUL AVG = 80

High Aug 2020 109 Low Dec 2018 38

Pending Listings this month at 77
below the 5 yr JUL average of 80



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	1	1.30%	25.0	0	1	0	0
\$25,001 - \$75,000	13	16.88%	53.3	4	8	1	0
\$75,001 - \$125,000	10	12.99%	48.1	3	7	0	0
\$125,001 - \$175,000	18	23.38%	21.6	2	13	3	0
\$175,001 - \$275,000	14	18.18%	33.3	2	8	4	0
\$275,001 - \$475,000	12	15.58%	44.2	0	6	6	0
\$475,001 and up	9	11.69%	43.0	2	3	2	2
Total Pending Units	77			13	46	16	2
Total Pending Volume	16,559,098	100%	48.4	2.24M	8.42M	4.89M	1.01M
Average Listing Price	\$192,822			\$171,977	\$182,983	\$305,763	\$507,000

July 2022



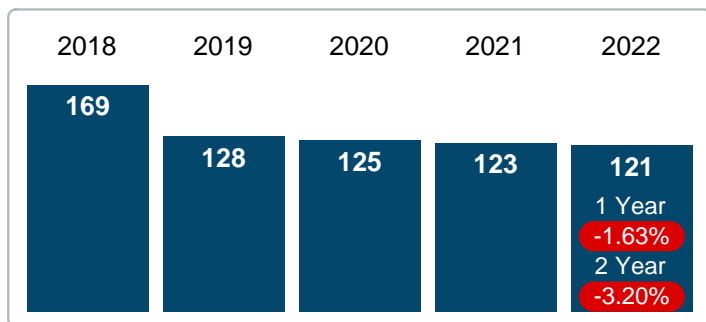
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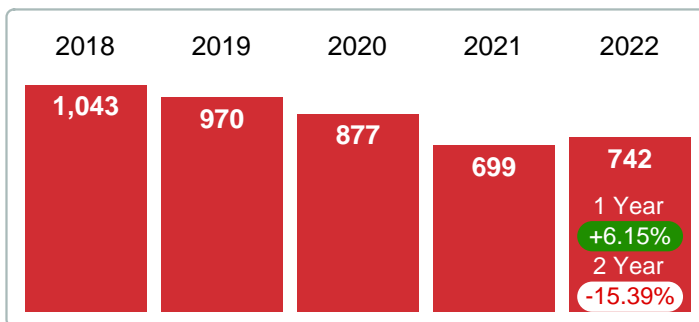
NEW LISTINGS

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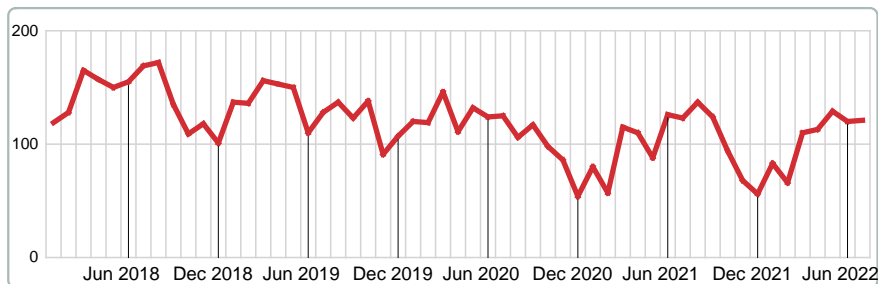
JULY



YEAR TO DATE (YTD)

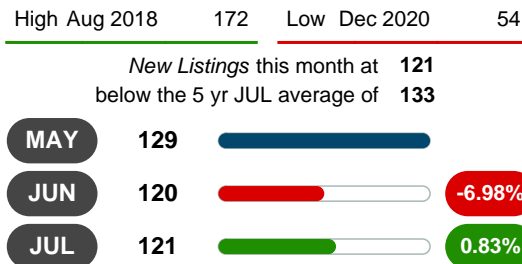


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 133



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	9	7.44%	1	7	1	0
\$50,001 - \$125,000	13	10.74%	9	4	0	0
\$125,001 - \$150,000	14	11.57%	2	8	4	0
\$150,001 - \$250,000	39	32.23%	8	19	10	2
\$250,001 - \$325,000	18	14.88%	3	10	5	0
\$325,001 - \$600,000	16	13.22%	2	6	6	2
\$600,001 and up	12	9.92%	1	3	7	1
Total New Listed Units	121		26	57	33	5
Total New Listed Volume	46,041,736	100%	7.50M	15.66M	19.37M	3.50M
Average New Listed Listing Price	\$156,267		\$288,484	\$274,824	\$587,053	\$700,680

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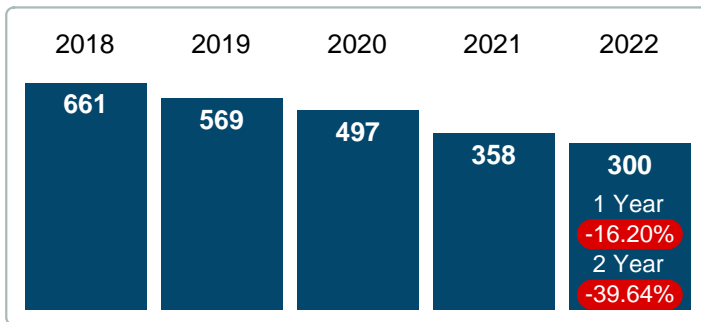
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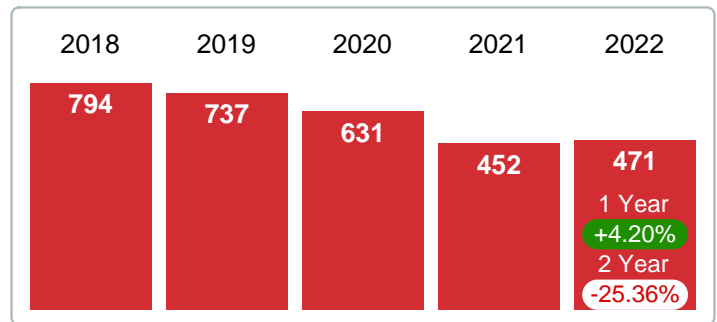
ACTIVE INVENTORY

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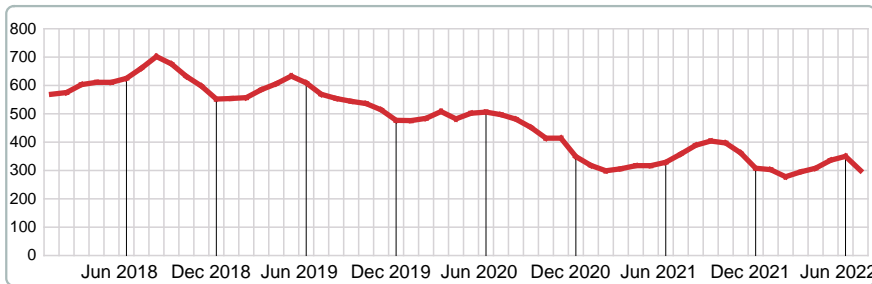
END OF JULY



ACTIVE DURING JULY

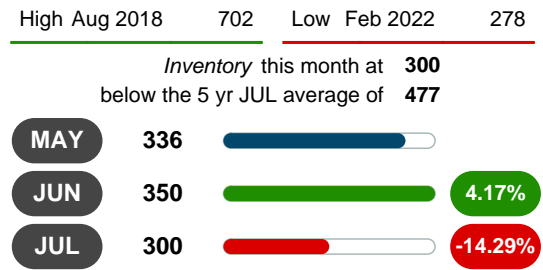


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 477



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	16	5.33%	52.4	7	7	2	0
\$50,001 - \$100,000	45	15.00%	74.8	20	24	1	0
\$100,001 - \$150,000	34	11.33%	149.0	8	20	6	0
\$150,001 - \$275,000	93	31.00%	64.2	18	50	22	3
\$275,001 - \$375,000	44	14.67%	68.9	3	19	19	3
\$375,001 - \$875,000	36	12.00%	79.7	3	18	13	2
\$875,001 and up	32	10.67%	70.4	1	7	17	7
Total Active Inventory by Units	300			60	145	80	15
Total Active Inventory by Volume	126,602,486	100%	78.0	11.70M	42.12M	46.12M	26.66M
Average Active Inventory Listing Price	\$422,008			\$194,951	\$290,478	\$576,561	\$1,777,413

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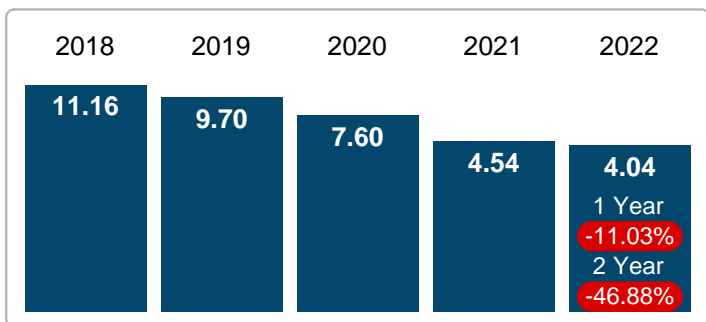
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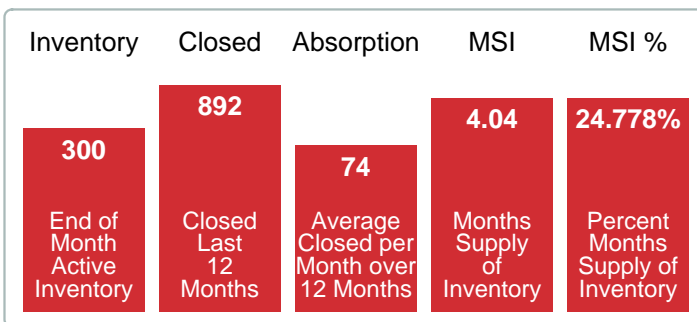
MONTHS SUPPLY of INVENTORY (MSI)

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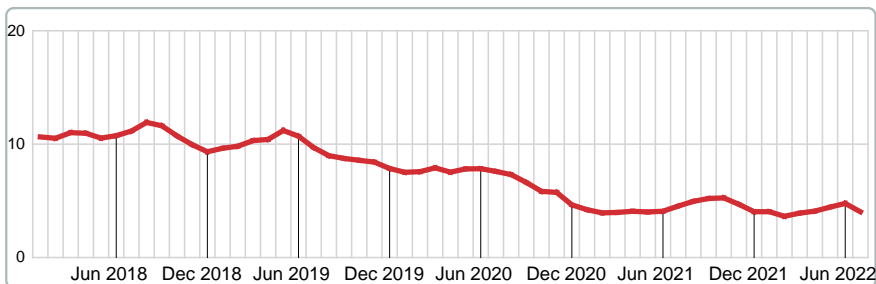
MSI FOR JULY



INDICATORS FOR JULY 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.40

High Aug 2018 11.92 Low Feb 2022 3.64

Months Supply this month at 4.04 below the 5 yr JUL average of 7.40



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	16	5.33%	2.13	2.15	1.87	6.00	0.00
\$50,001 - \$100,000	45	15.00%	3.40	4.07	3.27	1.20	0.00
\$100,001 - \$150,000	34	11.33%	2.43	3.43	1.98	4.24	0.00
\$150,001 - \$275,000	93	31.00%	4.28	14.40	3.35	4.47	4.50
\$275,001 - \$375,000	44	14.67%	5.68	9.00	4.38	8.14	4.00
\$375,001 - \$875,000	36	12.00%	3.96	5.14	3.43	5.57	2.18
\$875,001 and up	32	10.67%	32.00	0.00	21.00	40.80	28.00
Market Supply of Inventory (MSI)	4.04	100%	4.04	4.74	3.15	6.36	4.86
Total Active Inventory by Units	300			60	145	80	15

July 2022



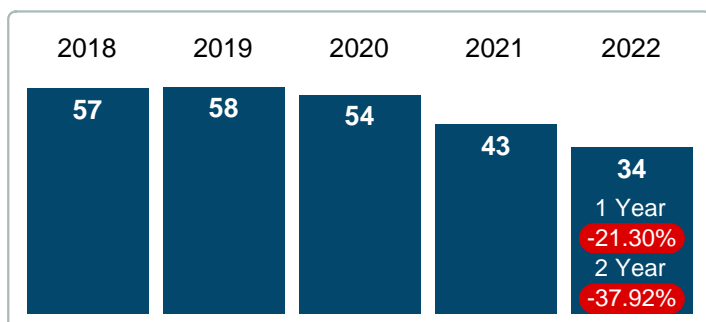
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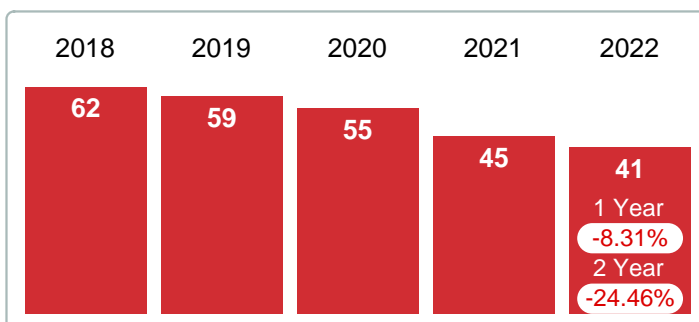
AVERAGE DAYS ON MARKET TO SALE

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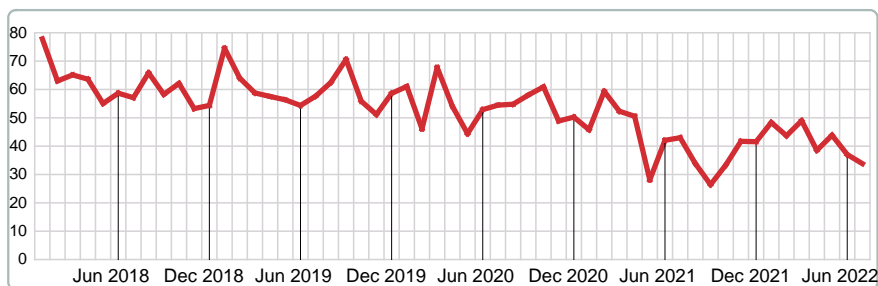
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

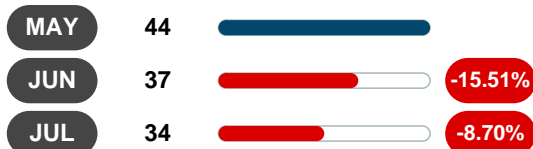


3 MONTHS

5 year JUL AVG = 49

High Jan 2018 78 Low Sep 2021 26

Average Days on Market to Sale this month at 34 below the 5 yr JUL average of 49



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
\$75,000 and less	10.11%	58	130	42	0	8
\$75,001 - \$100,000	10.11%	46	34	56	0	0
\$100,001 - \$125,000	8.99%	14	6	16	0	0
\$125,001 - \$200,000	31.46%	29	10	30	20	68
\$200,001 - \$300,000	14.61%	18	21	18	18	0
\$300,001 - \$550,000	15.73%	43	1	31	85	21
\$550,001 and up	8.99%	41	52	38	61	22
Average Closed DOM		34	41	31	43	28
Total Closed Units	100%	89	12	59	13	5
Total Closed Volume		21,293,500	2.17M	13.54M	4.12M	1.47M

July 2022



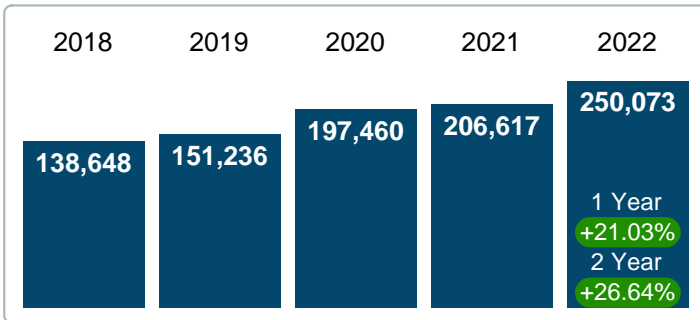
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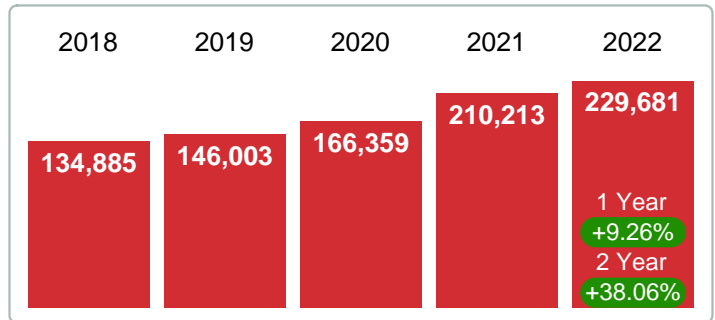
AVERAGE LIST PRICE AT CLOSING

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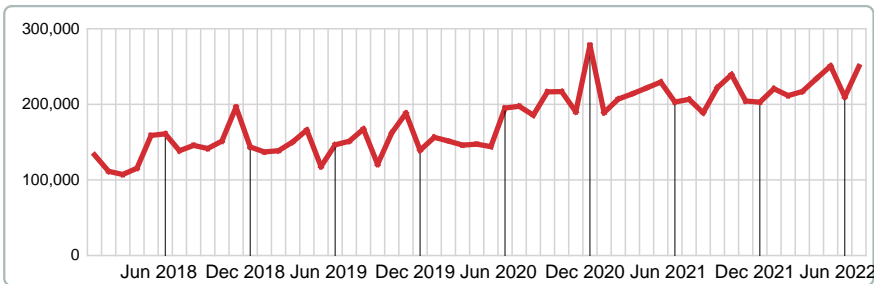
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

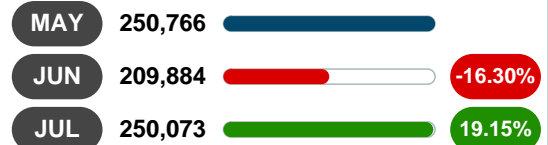


3 MONTHS

5 year JUL AVG = 188,807

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

Average List Price at Closing this month at **250,073** above the 5 yr JUL average of **188,807**



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
\$75,000 and less	8.99%	43,313	59,250	48,817	0	15,000
\$75,001 - \$100,000	11.24%	93,150	99,950	98,380	0	0
\$100,001 - \$125,000	7.87%	118,271	109,500	117,817	0	0
\$125,001 - \$200,000	33.71%	164,250	149,900	160,095	183,933	135,000
\$200,001 - \$300,000	13.48%	259,100	199,000	256,940	269,900	0
\$300,001 - \$550,000	14.61%	368,838	600,000	367,943	371,200	367,250
\$550,001 and up	10.11%	813,222	699,000	850,000	1,150,000	620,000
Average List Price		250,073	198,767	238,790	329,092	300,900
Total Closed Units		89	12	59	13	5
Total Closed Volume		22,256,500	2.39M	14.09M	4.28M	1.50M

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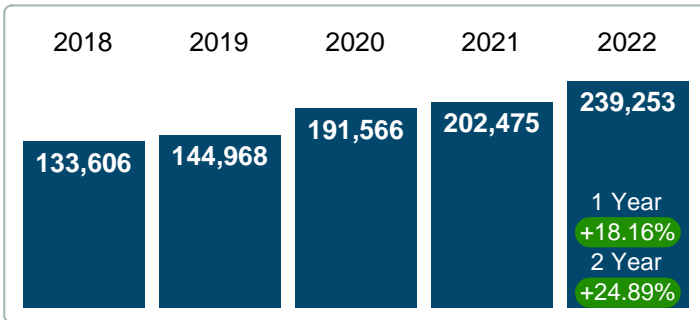
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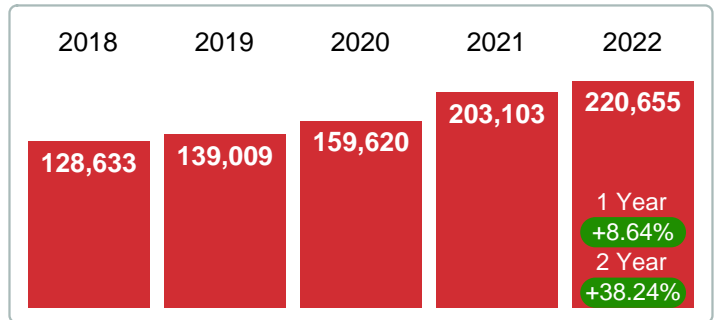
AVERAGE SOLD PRICE AT CLOSING

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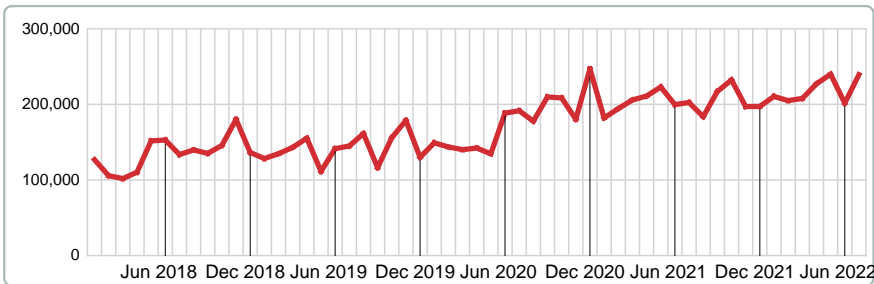
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

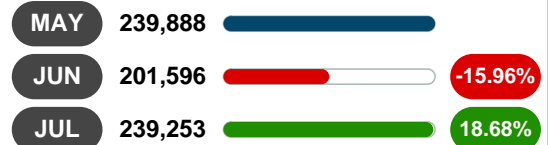


3 MONTHS

5 year JUL AVG = 182,374

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

Average Sold Price at Closing this month at **239,253** above the 5 yr JUL average of **182,374**



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
\$75,000 and less	10.11%	43,778	55,500	44,667	0	15,000
\$75,001 - \$100,000	10.11%	90,889	90,750	91,000	0	0
\$100,001 - \$125,000	8.99%	114,363	110,000	115,817	0	0
\$125,001 - \$200,000	31.46%	161,068	142,500	158,500	177,067	135,000
\$200,001 - \$300,000	14.61%	245,069	215,000	243,390	268,500	0
\$300,001 - \$550,000	15.73%	375,414	550,000	368,486	355,350	352,500
\$550,001 and up	8.99%	776,875	565,000	788,000	1,100,000	610,000
Average Sold Price		239,253	180,542	229,512	316,985	293,000
Total Closed Units	100%	239,253	12	59	13	5
Total Closed Volume		21,293,500	2.17M	13.54M	4.12M	1.47M

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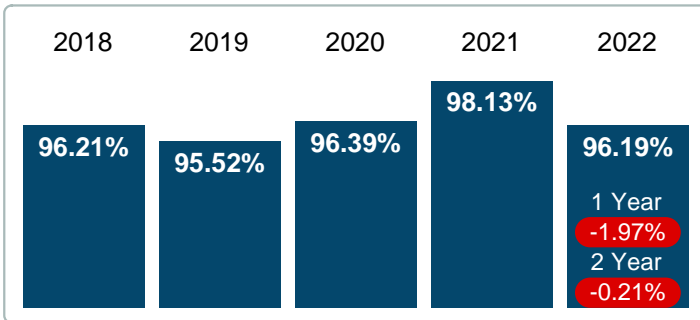
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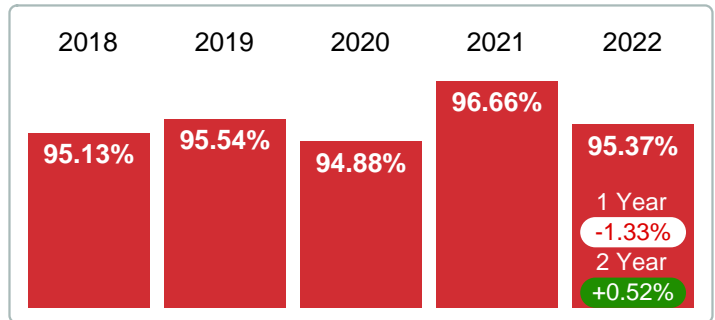
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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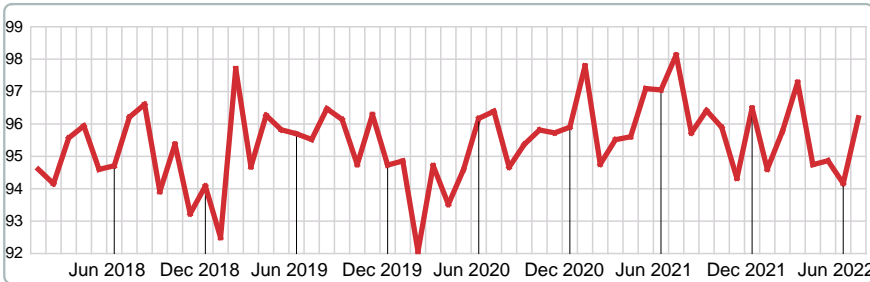
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

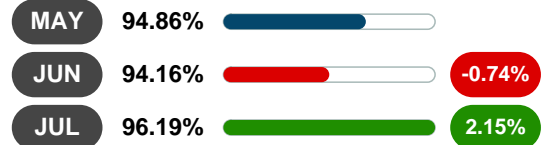


3 MONTHS

5 year JUL AVG = 96.49%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **96.19%**
equal to 5 yr JUL average of **96.49%**



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
\$75,000 and less	9	10.11%	89.93%	92.02%	87.55%	0.00%	100.00%
\$75,001 - \$100,000	9	10.11%	92.49%	91.80%	93.04%	0.00%	0.00%
\$100,001 - \$125,000	8	8.99%	99.22%	100.95%	98.64%	0.00%	0.00%
\$125,001 - \$200,000	28	31.46%	98.44%	95.06%	99.18%	96.30%	100.00%
\$200,001 - \$300,000	13	14.61%	96.66%	108.04%	94.95%	99.48%	0.00%
\$300,001 - \$550,000	14	15.73%	97.73%	91.67%	100.23%	95.85%	95.78%
\$550,001 and up	8	8.99%	93.03%	80.83%	93.87%	95.65%	98.39%
Average Sold/List Ratio		96.20%		94.06%	96.38%	96.60%	97.99%
Total Closed Units		89	100%	12	59	13	5
Total Closed Volume		21,293,500		2.17M	13.54M	4.12M	1.47M

July 2022



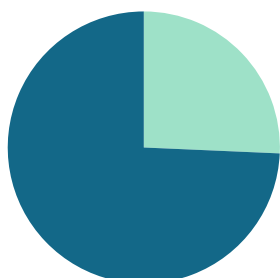
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MARKET SUMMARY

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

INVENTORY

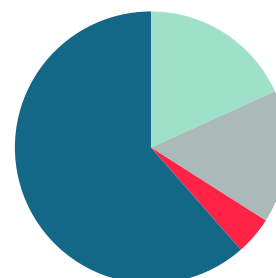


Inventory
 New Listings
121 = 25.69%
 Start Inventory
350
 Total Inventory Units
471
 Volume
\$171,534,283

Market Activity

Closed Sales
89 = 18.24%
 Pending Sales
77 = 15.78%
 Other Off Market
22 = 4.51%
 Active Inventory
300 = 61.48%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	77	89	15.58%	514	492	-4.28%
Pending Sales	76	77	1.32%	556	513	-7.73%
New Listings	123	121	-1.63%	699	742	6.15%
Average List Price	206,617	250,073	21.03%	210,213	229,681	9.26%
Average Sale Price	202,475	239,253	18.16%	203,103	220,655	8.64%
Average Percent of Selling Price to List Price	98.13%	96.19%	-1.97%	96.66%	95.37%	-1.33%
Average Days on Market to Sale	42.97	33.82	-21.30%	45.11	41.36	-8.31%
Monthly Inventory	358	300	-16.20%	358	300	-16.20%
Months Supply of Inventory	4.54	4.04	-11.03%	4.54	4.04	-11.03%

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

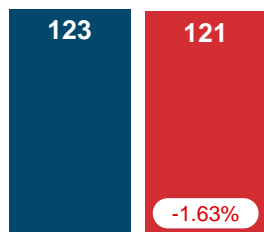
Inventory on July 31, 2022 = **300**

2021 **2022**

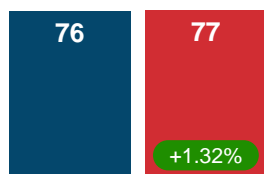
JULY MARKET

AVERAGE PRICES

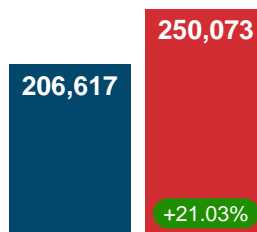
New Listings



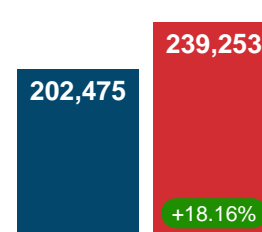
Pending Listings



List Price



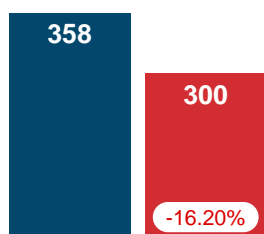
Sale Price



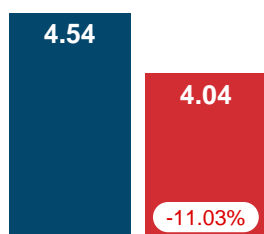
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

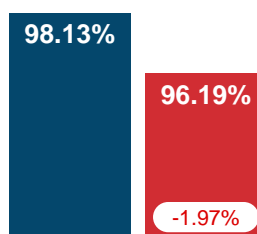
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

