

July 2022



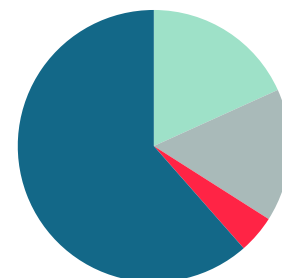
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



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%
Median List Price	149,900	170,000	13.41%
Median Sale Price	149,900	169,900	13.34%
Median Percent of Selling Price to List Price	100.00%	97.69%	-2.31%
Median Days on Market to Sale	15.00	16.00	6.67%
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.

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 **13.34%** in July 2022 to \$169,900 versus the previous year at \$149,900.

Median Days on Market Lengthens

The median number of **16.00** days that homes spent on the market before selling increased by 1.00 days or **6.67%** in July 2022 compared to last year's same month at **15.00** DOM.

Sales Success for July 2022 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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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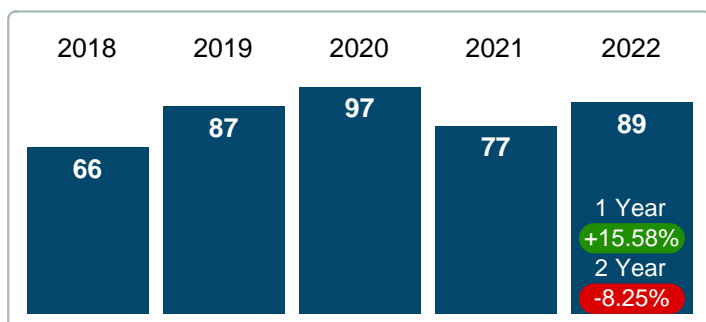
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



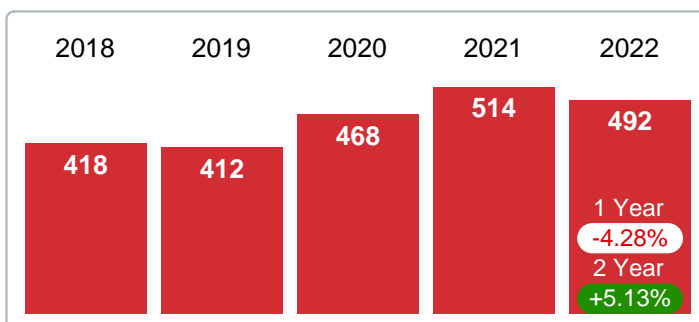
CLOSED LISTINGS

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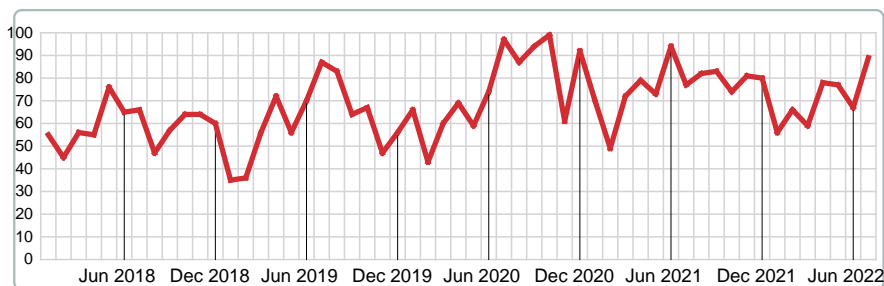
JULY



YEAR TO DATE (YTD)

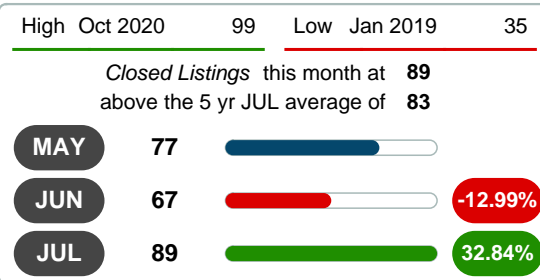


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	10.11%	23.0	2	6	0	1
\$75,001 - \$100,000	9	10.11%	40.0	4	5	0	0
\$100,001 - \$125,000	8	8.99%	7.0	2	6	0	0
\$125,001 - \$200,000	28	31.46%	14.0	1	20	6	1
\$200,001 - \$300,000	13	14.61%	12.0	1	10	2	0
\$300,001 - \$550,000	14	15.73%	20.0	1	7	4	2
\$550,001 and up	8	8.99%	26.5	1	5	1	1
Total Closed Units	89			12	59	13	5
Total Closed Volume	21,293,500	100%	16.0	2.17M	13.54M	4.12M	1.47M
Median Closed Price	\$169,900			\$102,500	\$163,000	\$268,000	\$320,000

July 2022



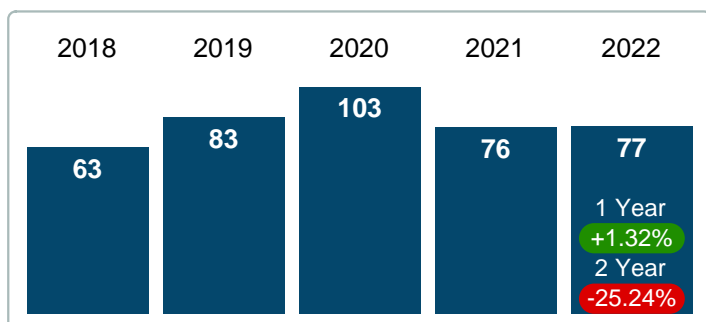
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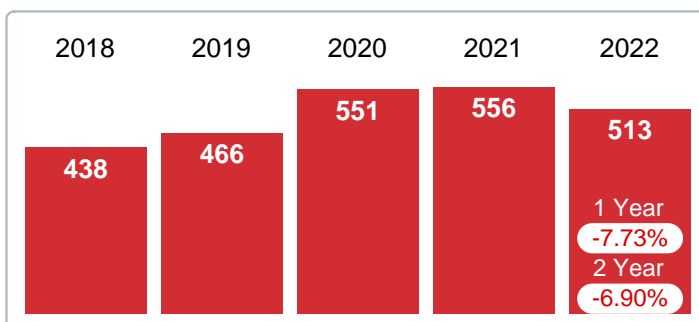
PENDING LISTINGS

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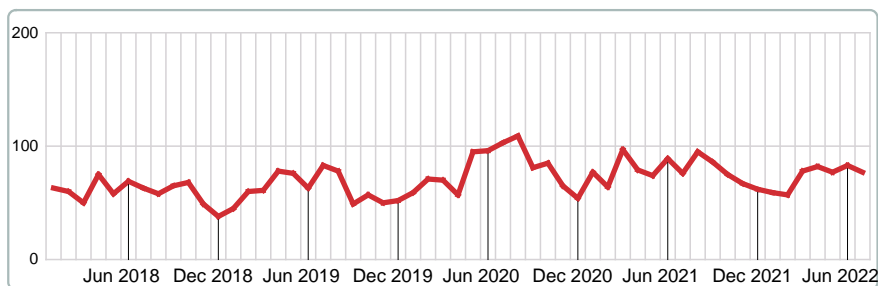
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

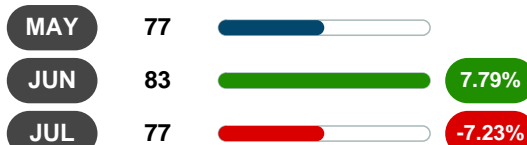


3 MONTHS

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		%	MDOM	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%	45.0	4	8	1	0
\$75,001 - \$125,000	10	12.99%	35.5	3	7	0	0
\$125,001 - \$175,000	18	23.38%	5.0	2	13	3	0
\$175,001 - \$275,000	14	18.18%	20.0	2	8	4	0
\$275,001 - \$475,000	12	15.58%	34.5	0	6	6	0
\$475,001 and up	9	11.69%	13.0	2	3	2	2
Total Pending Units	77			13	46	16	2
Total Pending Volume	16,559,098	100%	23.0	2.24M	8.42M	4.89M	1.01M
Median Listing Price	\$169,900			\$109,500	\$149,500	\$279,500	\$507,000

July 2022



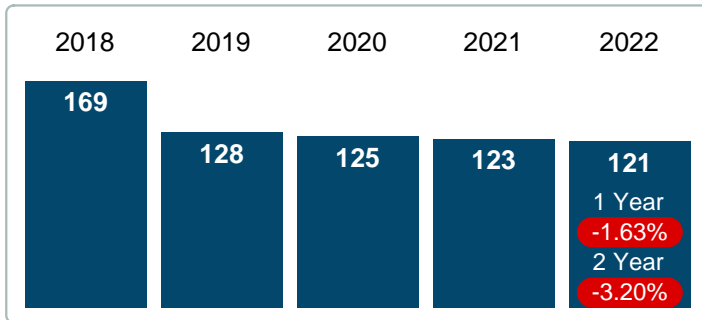
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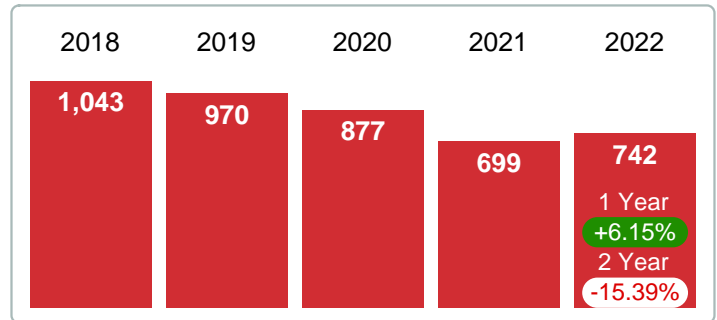
NEW LISTINGS

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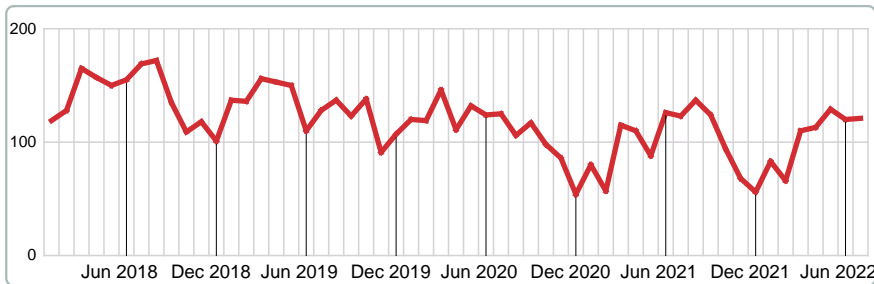
JULY



YEAR TO DATE (YTD)

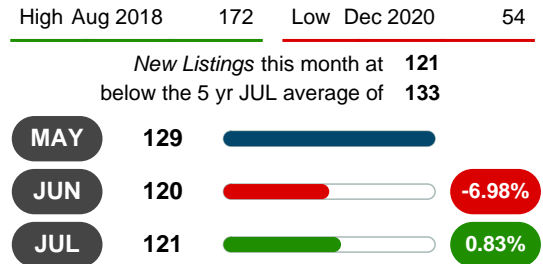


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$224,500		\$163,750	\$199,000	\$295,000	\$398,500

July 2022



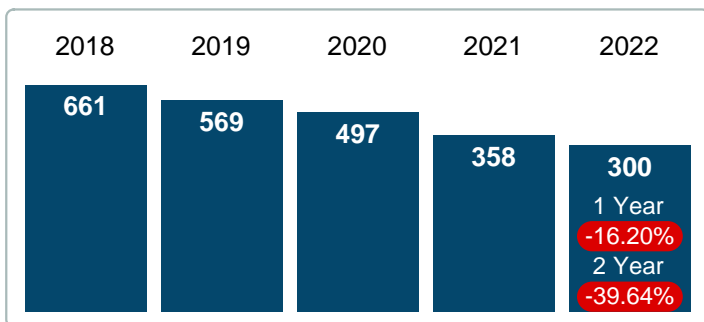
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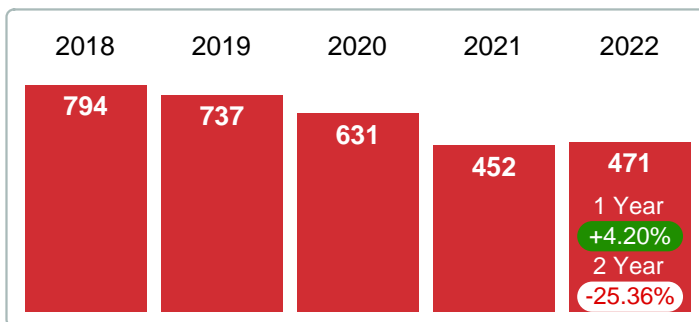
ACTIVE INVENTORY

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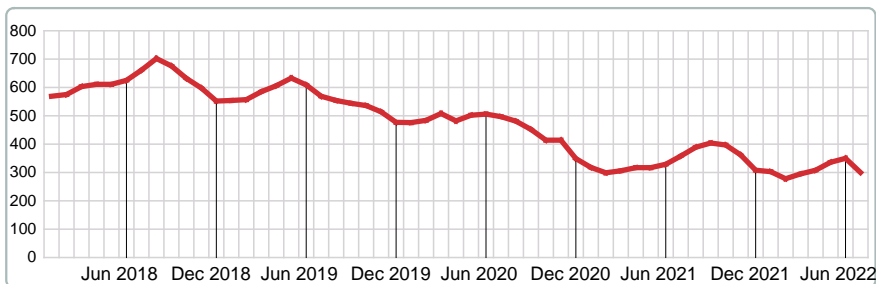
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

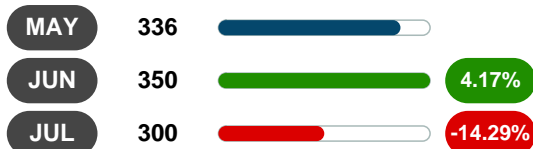


3 MONTHS

5 year JUL AVG = 477

High Aug 2018 702 Low Feb 2022 278

Inventory this month at 300 below the 5 yr JUL average of 477



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	5.33%	51.0	7	7	2	0
\$50,001 - \$100,000	45	15.00%	66.0	20	24	1	0
\$100,001 - \$150,000	34	11.33%	40.0	8	20	6	0
\$150,001 - \$275,000	93	31.00%	60.0	18	50	22	3
\$275,001 - \$375,000	44	14.67%	54.5	3	19	19	3
\$375,001 - \$875,000	36	12.00%	45.5	3	18	13	2
\$875,001 and up	32	10.67%	73.5	1	7	17	7
Total Active Inventory by Units	300			60	145	80	15
Total Active Inventory by Volume	126,602,486	100%	55.0	11.70M	42.12M	46.12M	26.66M
Median Active Inventory Listing Price	\$225,000			\$121,950	\$200,000	\$304,450	\$649,900

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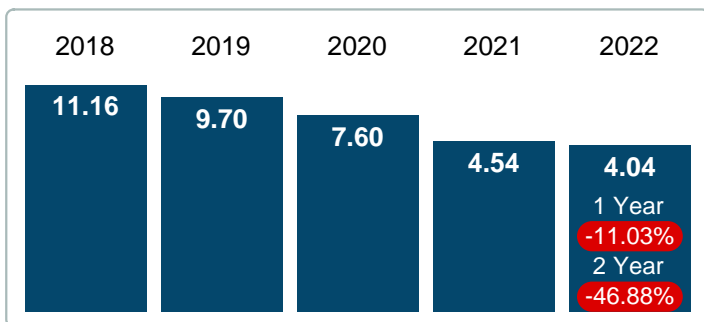
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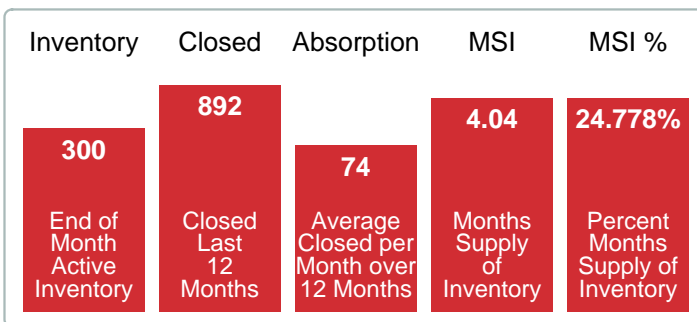
MONTHS SUPPLY of INVENTORY (MSI)

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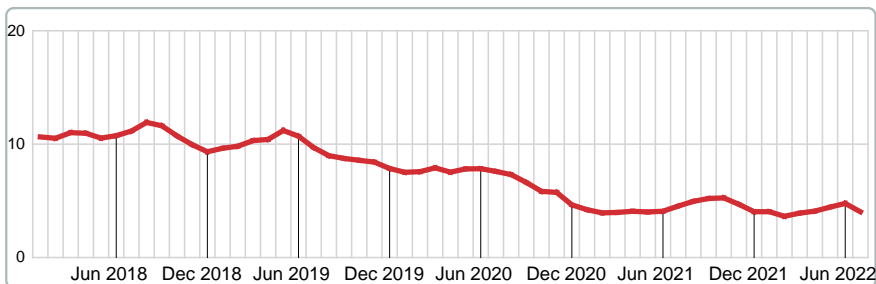
MSI FOR JULY



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		4.04	4.74	3.15	6.36	4.86
Total Active Inventory by Units	300	100%	4.04	60	145	80	15

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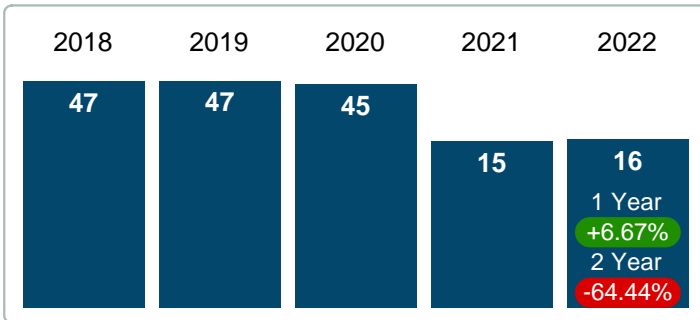
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



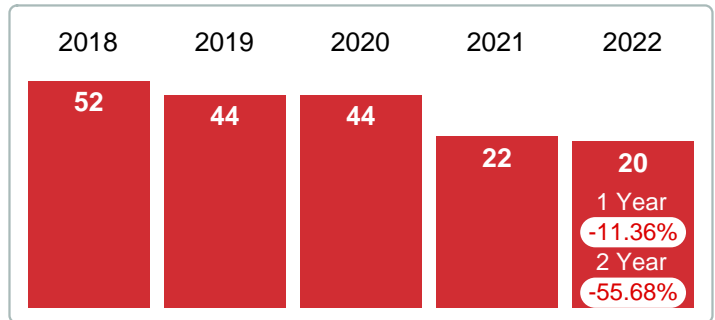
MEDIAN DAYS ON MARKET TO SALE

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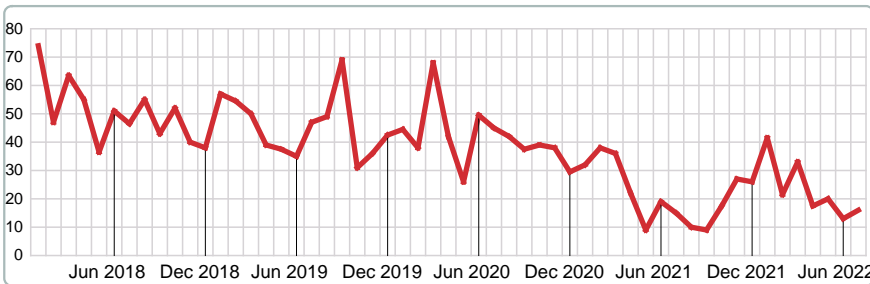
JULY



YEAR TO DATE (YTD)

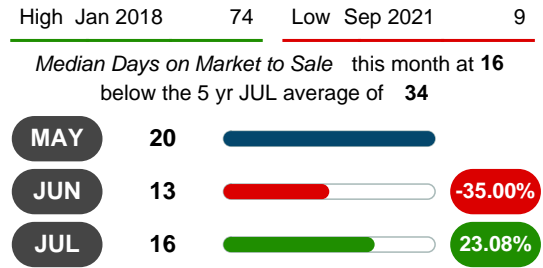


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 34



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
\$75,000 and less	10.11%	23	130	39	0	8
\$75,001 - \$100,000	10.11%	40	40	40	0	0
\$100,001 - \$125,000	8.99%	7	6	8	0	0
\$125,001 - \$200,000	31.46%	14	10	13	20	68
\$200,001 - \$300,000	14.61%	12	21	12	18	0
\$300,001 - \$550,000	15.73%	20	1	12	53	21
\$550,001 and up	8.99%	27	52	22	61	22
Median Closed DOM		16	16	12	34	22
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



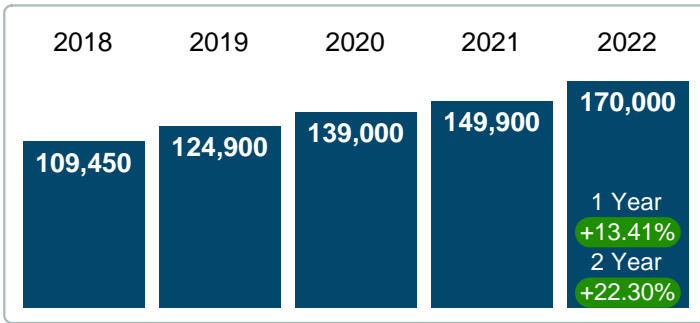
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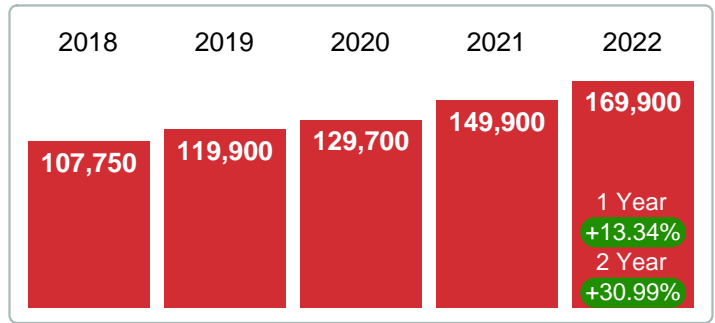
MEDIAN LIST PRICE AT CLOSING

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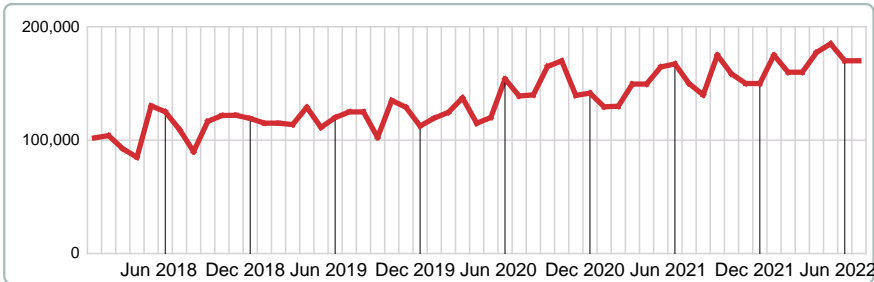
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

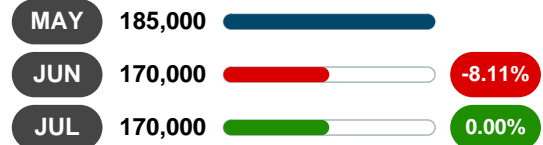


3 MONTHS

5 year JUL AVG = 138,650

High May 2022 185,000 Low Apr 2018 84,900

Median List Price at Closing this month at 170,000
above the 5 yr JUL average of 138,650



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
\$75,000 and less	8.99%	44,000	59,250	43,000	0	15,000
\$75,001 - \$100,000	11.24%	97,000	97,000	96,450	0	0
\$100,001 - \$125,000	7.87%	120,000	122,500	119,000	0	0
\$125,001 - \$200,000	33.71%	164,750	174,450	159,000	189,450	135,000
\$200,001 - \$300,000	13.48%	269,900	0	264,950	269,900	0
\$300,001 - \$550,000	14.61%	359,900	0	350,000	359,950	367,250
\$550,001 and up	10.11%	699,000	649,500	825,000	1,150,000	620,000
Median List Price		170,000	109,950	169,900	269,900	349,500
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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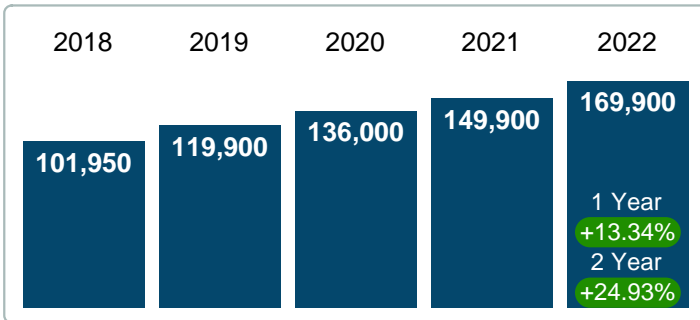
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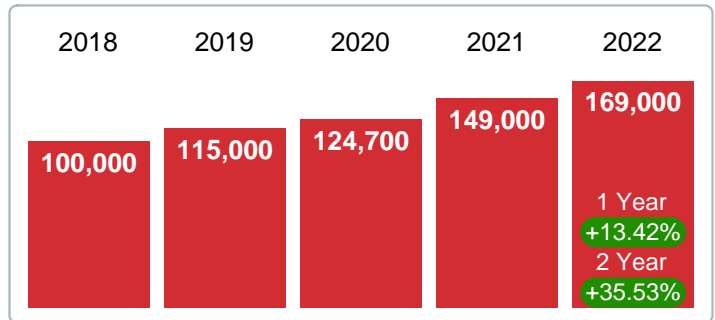
MEDIAN SOLD PRICE AT CLOSING

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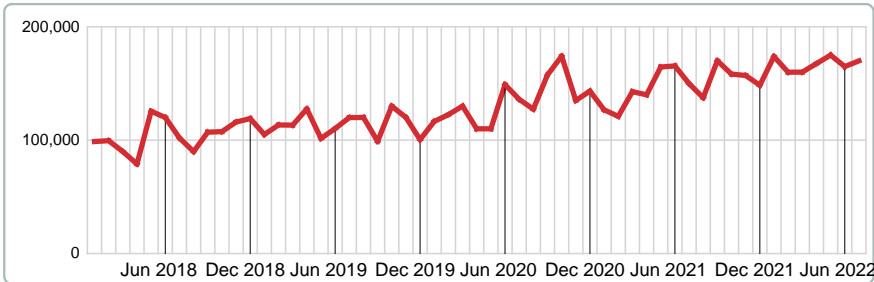
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

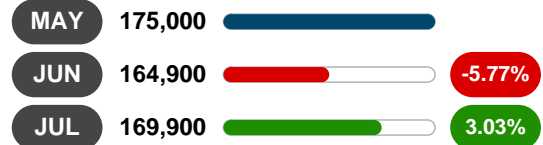


3 MONTHS

5 year JUL AVG = 135,530

High May 2022 175,000 Low Apr 2018 79,000

Median Sold Price at Closing this month at **169,900**
above the 5 yr JUL average of **135,530**



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
\$75,000 and less	9	10.11%	43,000	55,500	44,000	0	15,000
\$75,001 - \$100,000	9	10.11%	89,000	92,500	89,000	0	0
\$100,001 - \$125,000	8	8.99%	115,000	110,000	117,500	0	0
\$125,001 - \$200,000	28	31.46%	160,500	142,500	157,750	180,000	135,000
\$200,001 - \$300,000	13	14.61%	251,000	215,000	248,000	268,500	0
\$300,001 - \$550,000	14	15.73%	351,250	550,000	352,500	337,500	352,500
\$550,001 and up	8	8.99%	705,000	565,000	800,000	1,100,000	610,000
Median Sold Price			169,900	102,500	163,000	268,000	320,000
Total Closed Units		100%	169,900	12	59	13	5
Total Closed Volume			21,293,500	2.17M	13.54M	4.12M	1.47M

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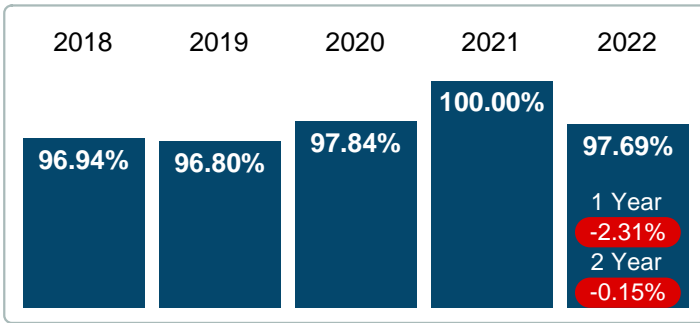
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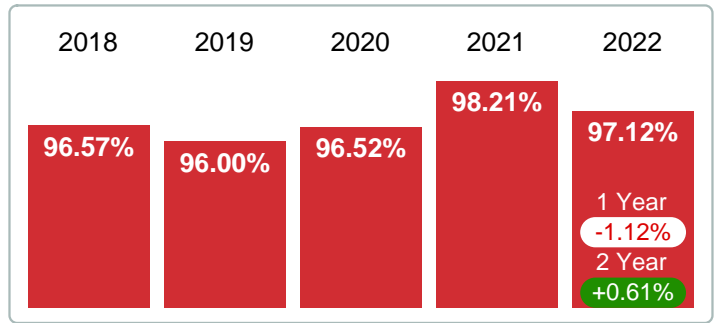
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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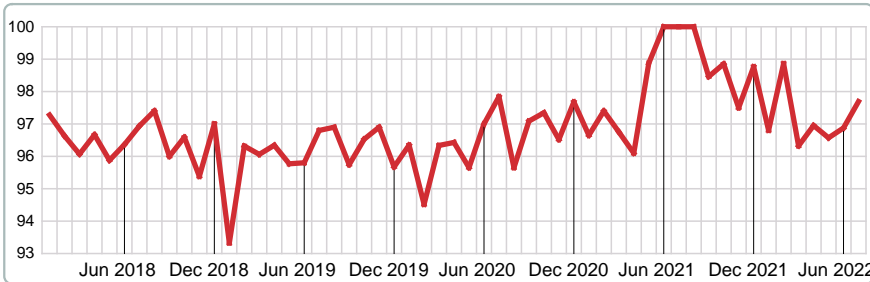
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

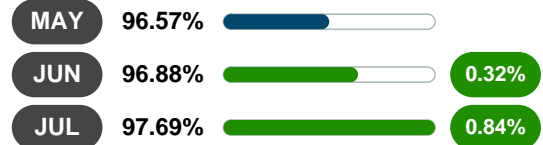


3 MONTHS

5 year JUL AVG = 97.85%

High Aug 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **97.69%**
 equal to 5 yr JUL average of **97.85%**



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
\$75,000 and less	9	10.11%	100.00%	92.02%	96.93%	0.00%	100.00%
\$75,001 - \$100,000	9	10.11%	94.78%	93.55%	94.78%	0.00%	0.00%
\$100,001 - \$125,000	8	8.99%	98.45%	100.95%	98.45%	0.00%	0.00%
\$125,001 - \$200,000	28	31.46%	100.00%	95.06%	100.00%	95.20%	100.00%
\$200,001 - \$300,000	13	14.61%	96.46%	108.04%	95.64%	99.48%	0.00%
\$300,001 - \$550,000	14	15.73%	97.94%	91.67%	99.85%	96.57%	95.78%
\$550,001 and up	8	8.99%	96.06%	80.83%	96.48%	95.65%	98.39%
Median Sold/List Ratio		97.69%		95.45%	99.36%	95.89%	100.00%
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



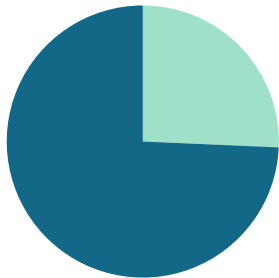
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MARKET SUMMARY

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

INVENTORY

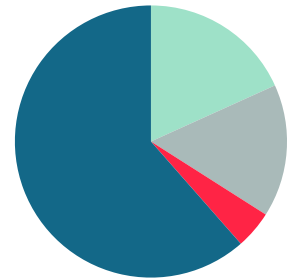


Inventory
 New Listings
121 = 25.69%
 Start Inventory
350
 Total Inventory Units
471
 Volume
\$171,534,283

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%
Median List Price	149,900	170,000	13.41%	149,900	169,900	13.34%
Median Sale Price	149,900	169,900	13.34%	149,000	169,000	13.42%
Median Percent of Selling Price to List Price	100.00%	97.69%	-2.31%	98.21%	97.12%	-1.12%
Median Days on Market to Sale	15.00	16.00	6.67%	22.00	19.50	-11.36%
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

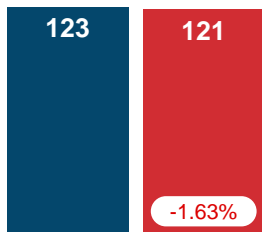
Inventory on July 31, 2022 = **300**

2021 **2022**

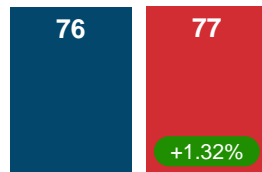
JULY MARKET

MEDIAN PRICES

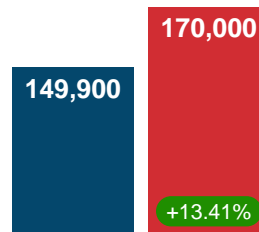
New Listings



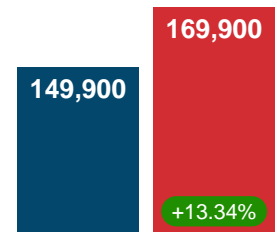
Pending Listings



List Price



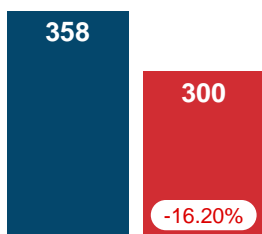
Sale Price



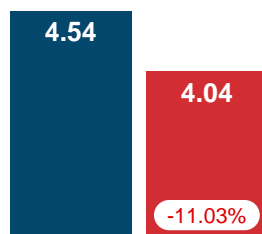
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

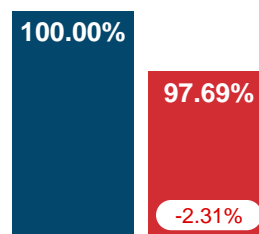
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

