

March 2022



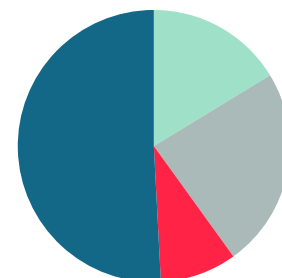
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	72	59	-18.06%
Pending Listings	97	86	-11.34%
New Listings	115	110	-4.35%
Average List Price	214,001	216,956	1.38%
Average Sale Price	205,772	207,777	0.97%
Average Percent of Selling Price to List Price	95.51%	97.28%	1.85%
Average Days on Market to Sale	52.32	48.97	-6.41%
End of Month Inventory	305	184	-39.67%
Months Supply of Inventory	3.97	2.44	-38.40%



■ Closed (16.30%)
■ Pending (23.76%)
■ Other OffMarket (9.12%)
■ Active (50.83%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of March 31, 2022 = **184**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **39.67%** to 184 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **2.44** 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 **0.97%** in March 2022 to \$207,777 versus the previous year at \$205,772.

Average Days on Market Shortens

The average number of **48.97** days that homes spent on the market before selling decreased by 3.35 days or **6.41%** in March 2022 compared to last year's same month at **52.32** DOM.

Sales Success for March 2022 is Positive

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

There were 110 New Listings in March 2022, down **4.35%** from last year at 115. Furthermore, there were 59 Closed Listings this month versus last year at 72, a **-18.06%** decrease.

Closed versus Listed trends yielded a **53.6%** ratio, down from previous year's, March 2021, at **62.6%**, a **14.33%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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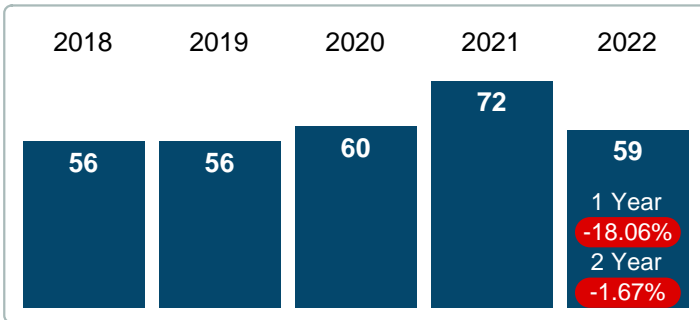
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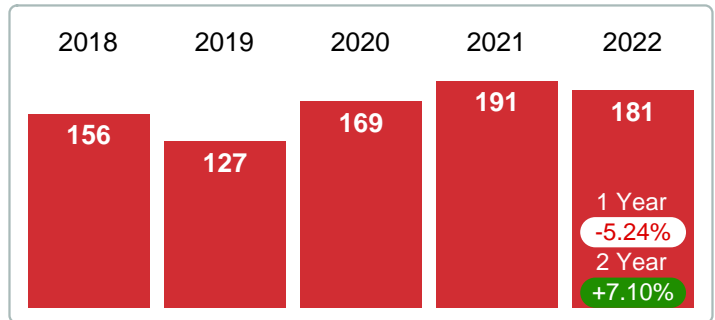
CLOSED LISTINGS

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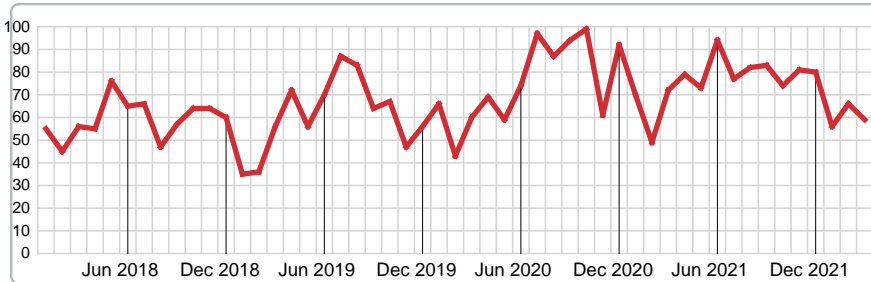
MARCH



YEAR TO DATE (YTD)

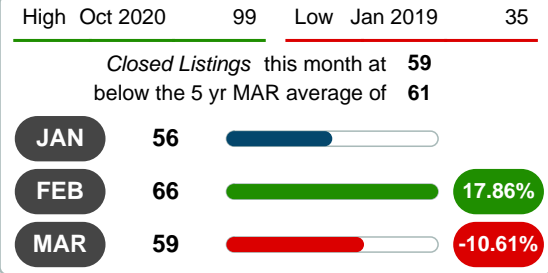


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 61



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.39%	15.0	2	0	0	0
\$25,001 - \$50,000	7	11.86%	56.7	4	3	0	0
\$50,001 - \$125,000	13	22.03%	55.3	5	6	2	0
\$125,001 - \$200,000	12	20.34%	42.4	2	6	2	2
\$200,001 - \$275,000	10	16.95%	38.7	0	8	1	1
\$275,001 - \$375,000	7	11.86%	68.6	0	6	0	1
\$375,001 and up	8	13.56%	45.9	0	4	3	1
Total Closed Units	59			13	33	8	5
Total Closed Volume	12,258,850	100%	49.0	890.50K	7.44M	1.86M	2.06M
Average Closed Price	\$207,777			\$68,500	\$225,423	\$233,063	\$412,980

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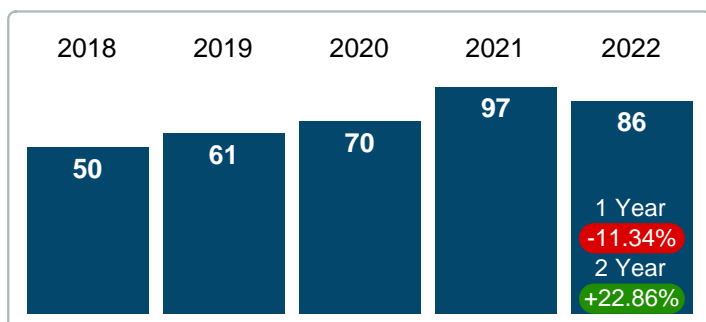
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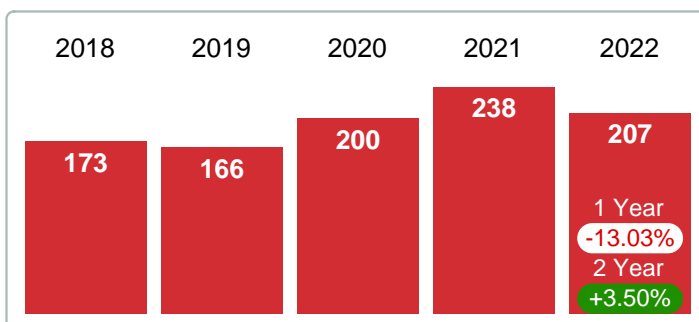
PENDING LISTINGS

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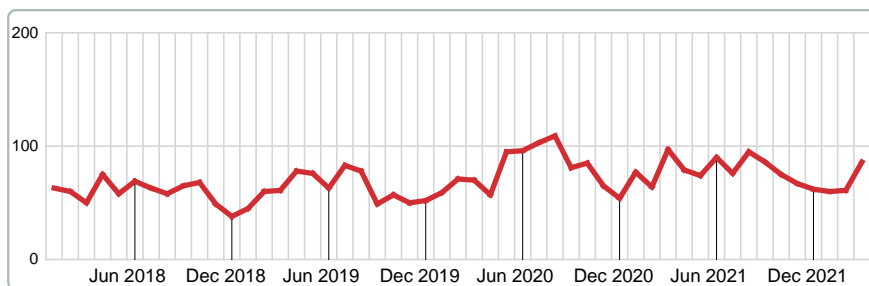
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

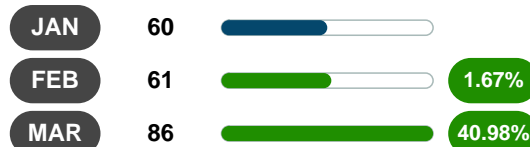


3 MONTHS

5 year MAR AVG = 73

High Aug 2020 109 Low Dec 2018 38

Pending Listings this month at **86**
above the 5 yr MAR average of **73**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.14%	69.0	3	3	1	0
\$50,001 - \$80,000	12	13.95%	39.9	5	6	0	1
\$80,001 - \$130,000	13	15.12%	62.6	5	7	1	0
\$130,001 - \$220,000	20	23.26%	35.1	2	15	3	0
\$220,001 - \$320,000	14	16.28%	69.1	0	10	4	0
\$320,001 - \$540,000	12	13.95%	36.9	0	5	4	3
\$540,001 and up	8	9.30%	37.8	1	4	2	1
Total Pending Units	86			16	50	15	5
Total Pending Volume	20,156,699	100%	60.5	1.82M	11.07M	5.16M	2.11M
Average Listing Price	\$142,764			\$113,900	\$221,358	\$343,967	\$421,380

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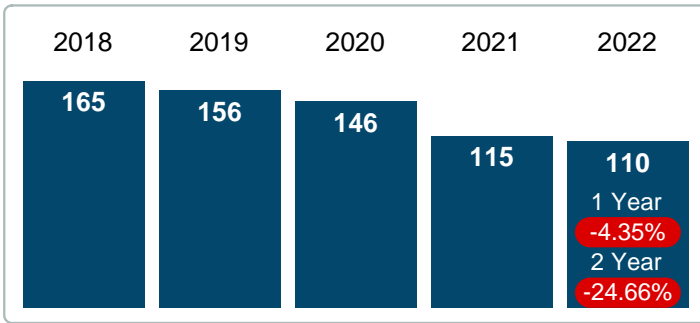
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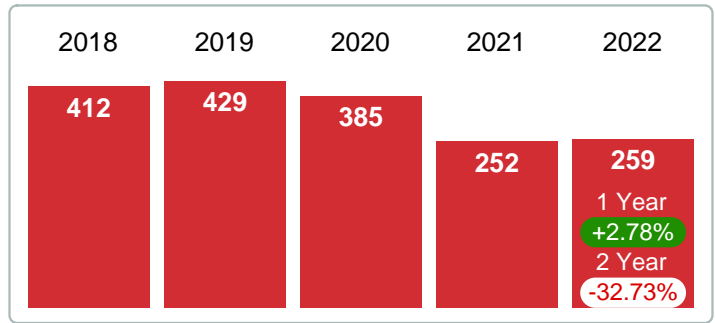
NEW LISTINGS

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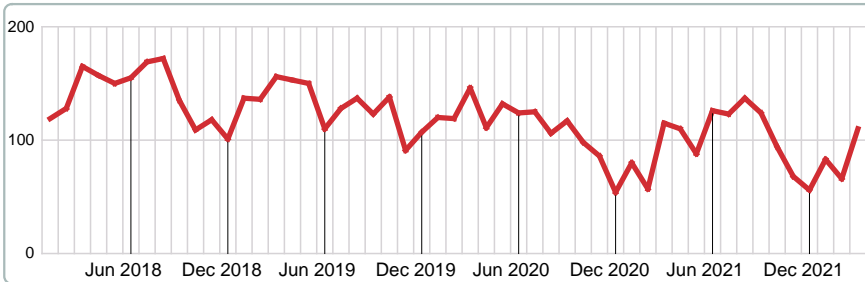
MARCH



YEAR TO DATE (YTD)

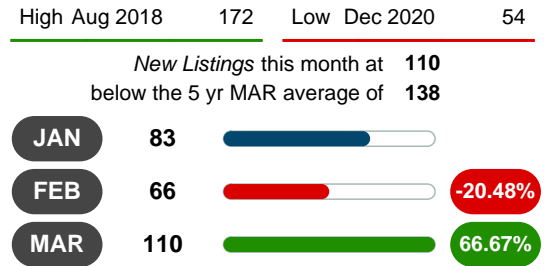


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 138



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	12	10.91%	7	3	1	1
\$80,001 - \$110,000	10	9.09%	4	6	0	0
\$110,001 - \$170,000	19	17.27%	2	14	2	1
\$170,001 - \$270,000	27	24.55%	4	15	6	2
\$270,001 - \$380,000	16	14.55%	2	8	6	0
\$380,001 - \$750,000	16	14.55%	1	10	4	1
\$750,001 and up	10	9.09%	1	5	3	1
Total New Listed Units	110		21	61	22	6
Total New Listed Volume	36,775,275	100%	3.99M	19.01M	8.39M	5.38M
Average New Listed Listing Price	\$47,450		\$190,100	\$311,662	\$381,227	\$897,467

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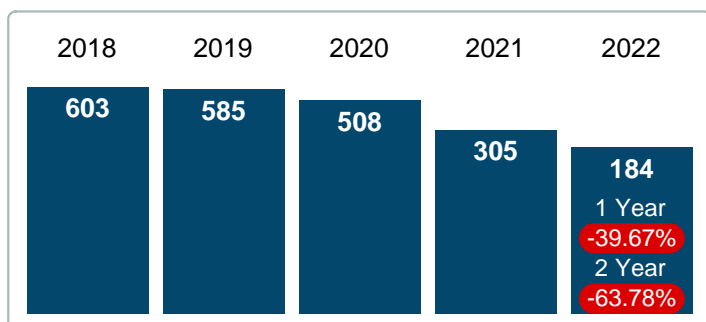
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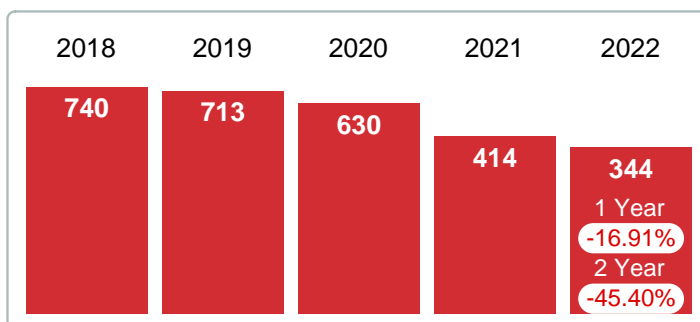
ACTIVE INVENTORY

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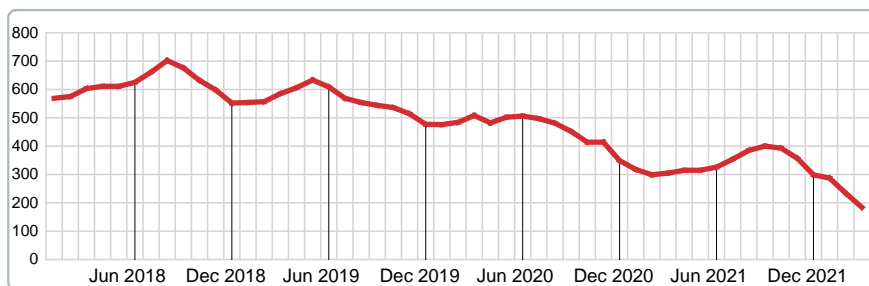
END OF MARCH



ACTIVE DURING MARCH

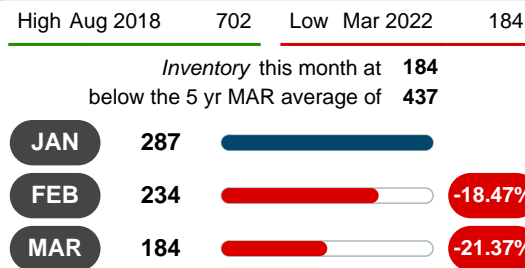


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 437



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	19	10.33%	89.8	9	10	0	0
\$75,001 - \$100,000	18	9.78%	75.6	8	10	0	0
\$100,001 - \$150,000	29	15.76%	168.4	4	23	2	0
\$150,001 - \$250,000	47	25.54%	64.2	6	29	10	2
\$250,001 - \$375,000	28	15.22%	79.3	5	13	8	2
\$375,001 - \$750,000	25	13.59%	72.3	0	15	10	0
\$750,001 and up	18	9.78%	68.3	1	8	8	1
Total Active Inventory by Units	184			33	108	38	5
Total Active Inventory by Volume	64,117,854	100%	88.2	5.27M	34.74M	18.94M	5.16M
Average Active Inventory Listing Price	\$348,467			\$159,682	\$321,684	\$498,489	\$1,032,780

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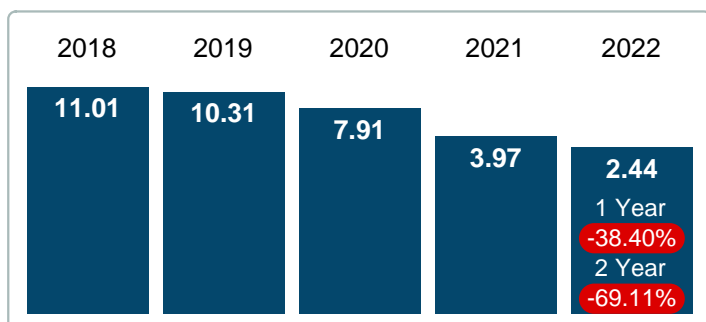
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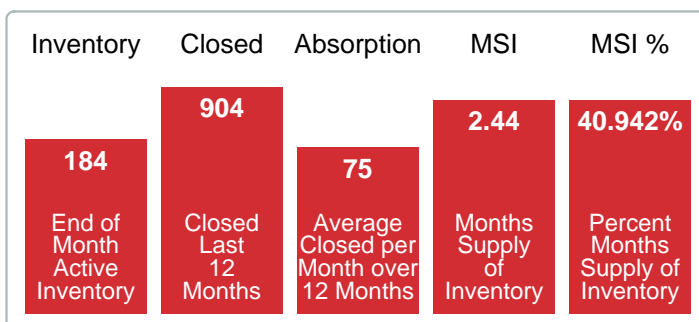
MONTHS SUPPLY of INVENTORY (MSI)

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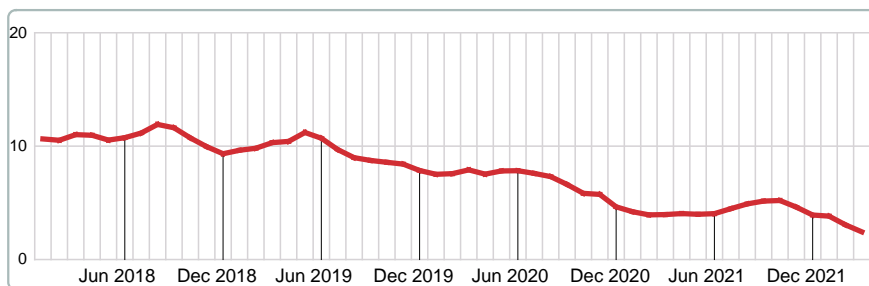
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

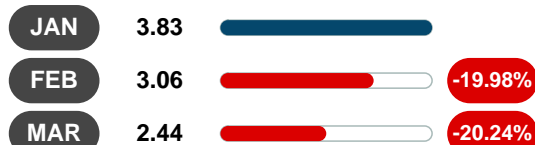


3 MONTHS

5 year MAR AVG = 7.13

High Aug 2018 11.92 Low Mar 2022 2.44

Months Supply this month at 2.44
below the 5 yr MAR average of 7.13



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
\$75,000 and less	19	10.33%	1.43	1.42	1.69	0.00	0.00
\$75,001 - \$100,000	18	9.78%	2.25	4.80	1.82	0.00	0.00
\$100,001 - \$150,000	29	15.76%	1.96	2.00	2.08	1.26	0.00
\$150,001 - \$250,000	47	25.54%	2.37	5.14	2.13	2.35	2.40
\$250,001 - \$375,000	28	15.22%	2.85	7.50	2.40	2.53	3.43
\$375,001 - \$750,000	25	13.59%	3.00	0.00	3.10	4.14	0.00
\$750,001 and up	18	9.78%	14.40	12.00	32.00	19.20	2.00
Market Supply of Inventory (MSI)			2.44	2.68	2.32	2.81	1.71
Total Active Inventory by Units		100%	2.44	33	108	38	5

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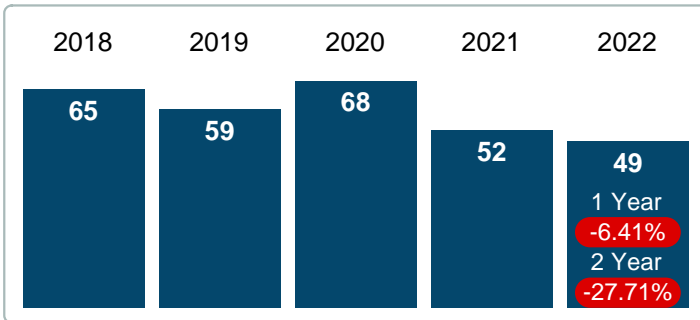
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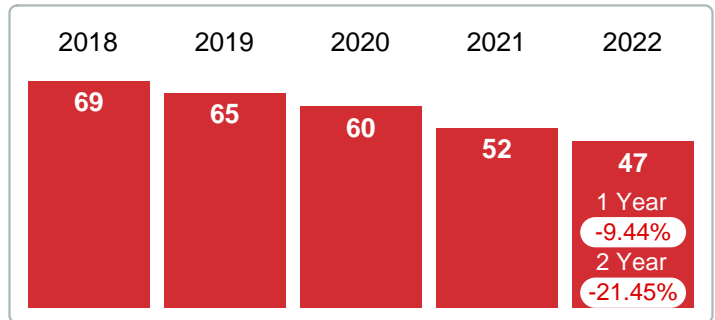
AVERAGE DAYS ON MARKET TO SALE

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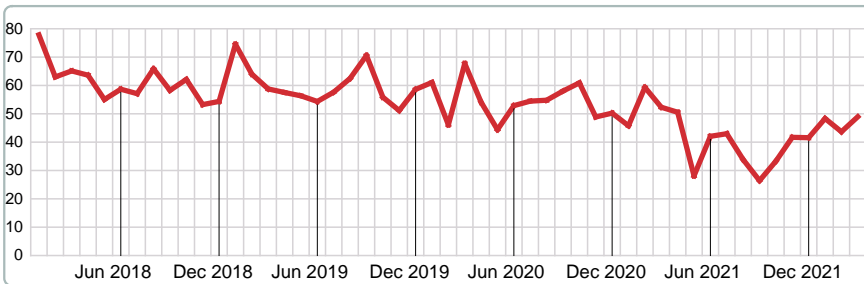
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59

High Jan 2018 78 Low Sep 2021 26

Average Days on Market to Sale this month at 49 below the 5 yr MAR average of 59



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
\$25,000 and less	3.39%	15	15	0	0	0
\$25,001 - \$50,000	11.86%	57	54	60	0	0
\$50,001 - \$125,000	22.03%	55	78	44	31	0
\$125,001 - \$200,000	20.34%	42	4	48	44	63
\$200,001 - \$275,000	16.95%	39	0	37	36	56
\$275,001 - \$375,000	11.86%	69	0	52	0	169
\$375,001 and up	13.56%	46	0	36	73	5
Average Closed DOM		49				
Total Closed Units	100%	49	13	33	8	5
Total Closed Volume		12,258,850	890.50K	7.44M	1.86M	2.06M

March 2022



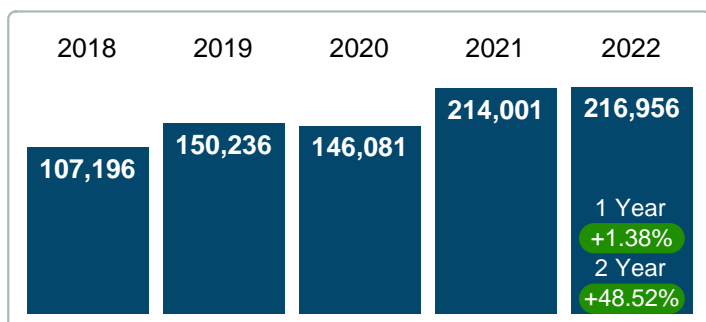
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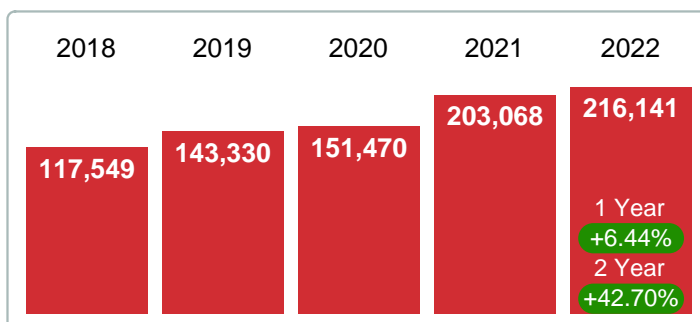
AVERAGE LIST PRICE AT CLOSING

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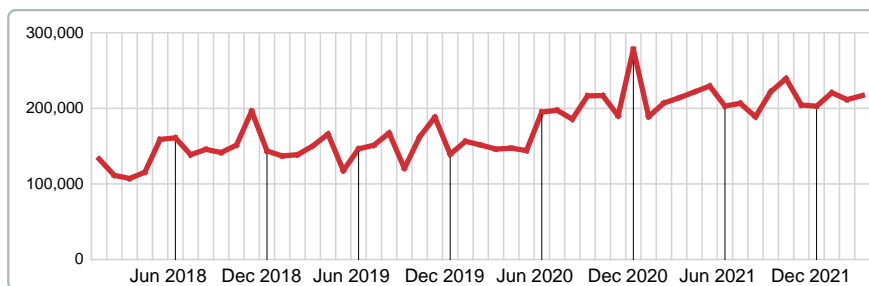
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 166,894

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

Average List Price at Closing this month at **216,956**
above the 5 yr MAR average of **166,894**

- JAN 220,643
- FEB 211,593 (-4.10%)
- MAR 216,956 (2.53%)

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
\$25,000 and less	3.39%	7,450	7,450	0	0	0
\$25,001 - \$50,000	8.47%	42,100	40,125	54,333	0	0
\$50,001 - \$125,000	20.34%	75,650	89,280	101,200	70,000	0
\$125,001 - \$200,000	25.42%	153,353	159,500	156,717	166,200	154,900
\$200,001 - \$275,000	16.95%	240,490	0	241,375	225,000	248,900
\$275,001 - \$375,000	10.17%	320,533	0	337,050	0	299,900
\$375,001 and up	15.25%	559,867	0	518,475	410,967	1,333,000
Average List Price		216,956	72,369	234,476	241,288	438,320
Total Closed Units	100%	216,956	13	33	8	5
Total Closed Volume		12,800,400	940.80K	7.74M	1.93M	2.19M

March 2022



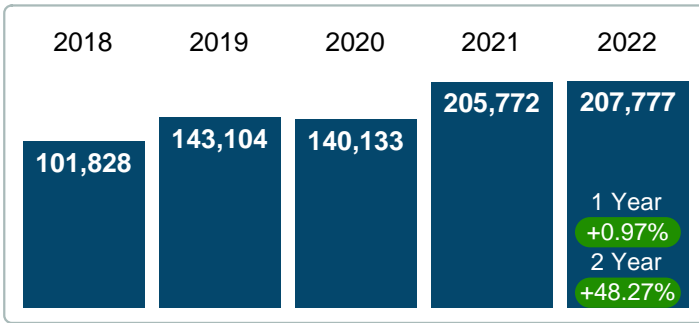
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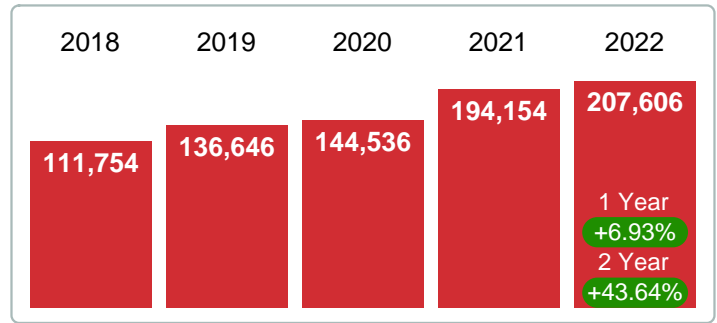
AVERAGE SOLD PRICE AT CLOSING

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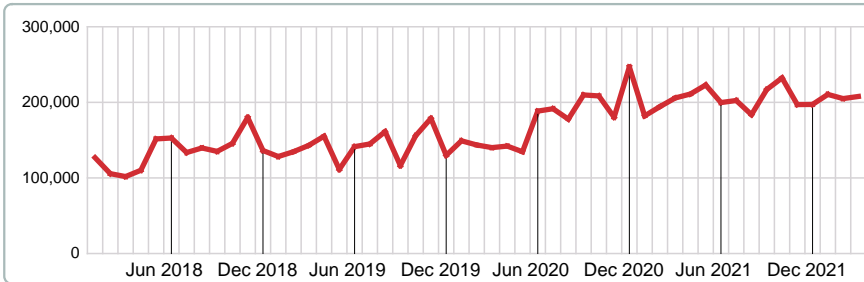
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

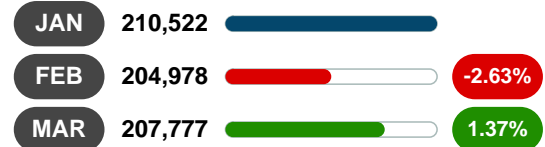


3 MONTHS

5 year MAR AVG = 159,723

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

Average Sold Price at Closing this month at **207,777** above the 5 yr MAR average of **159,723**



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
\$25,000 and less	3.39%	9,250	9,250	0	0	0
\$25,001 - \$50,000	11.86%	42,214	37,750	48,167	0	0
\$50,001 - \$125,000	22.03%	85,765	82,400	96,325	62,500	0
\$125,001 - \$200,000	20.34%	155,575	154,500	153,417	163,750	154,950
\$200,001 - \$275,000	16.95%	231,950	0	231,813	225,000	240,000
\$275,001 - \$375,000	11.86%	315,214	0	319,417	0	290,000
\$375,001 and up	13.56%	554,625	0	506,250	395,667	1,225,000
Average Sold Price		207,777	68,500	225,423	233,063	412,980
Total Closed Units	100%	207,777	13	33	8	5
Total Closed Volume		12,258,850	890.50K	7.44M	1.86M	2.06M

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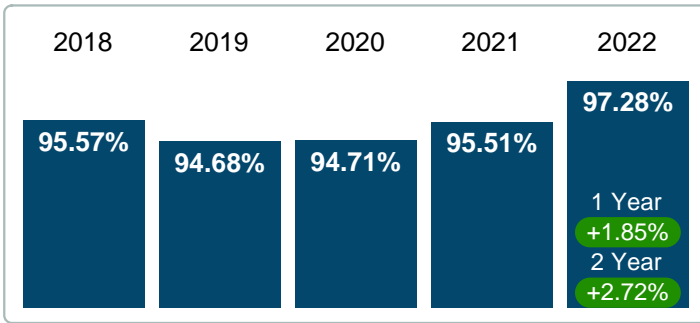
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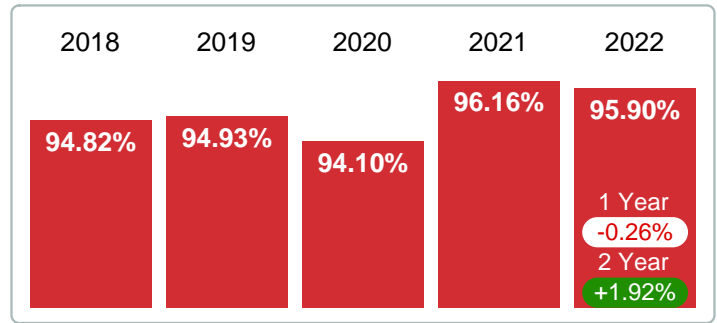
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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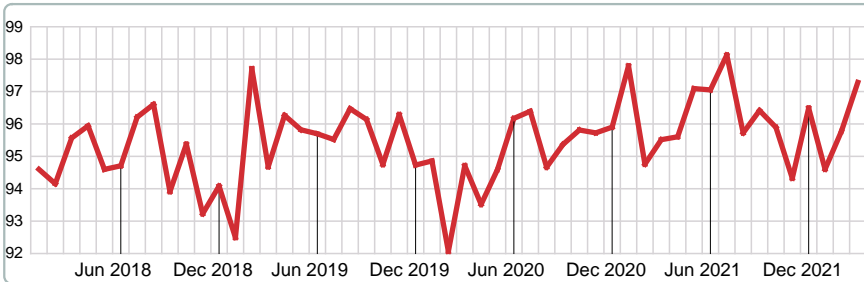
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

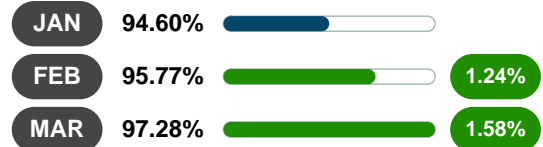


3 MONTHS

5 year MAR AVG = 95.55%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **97.28%**
above the 5 yr MAR average of **95.55%**



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
\$25,000 and less	2	3.39%	145.40%	145.40%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	7	11.86%	91.84%	94.25%	88.63%	0.00%	0.00%
\$50,001 - \$125,000	13	22.03%	93.82%	91.60%	96.94%	90.00%	0.00%
\$125,001 - \$200,000	12	20.34%	98.37%	97.35%	97.82%	99.37%	100.03%
\$200,001 - \$275,000	10	16.95%	96.50%	0.00%	96.08%	100.00%	96.42%
\$275,001 - \$375,000	7	11.86%	95.18%	0.00%	94.93%	0.00%	96.70%
\$375,001 and up	8	13.56%	96.84%	0.00%	98.44%	96.36%	91.90%
Average Sold/List Ratio		97.30%		101.58%	95.95%	95.97%	97.02%
Total Closed Units		59	100%	13	33	8	5
Total Closed Volume		12,258,850		890.50K	7.44M	1.86M	2.06M

March 2022



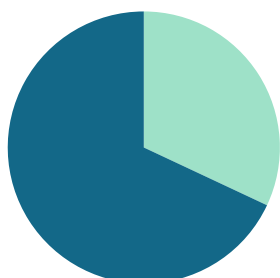
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



MARKET SUMMARY

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

INVENTORY

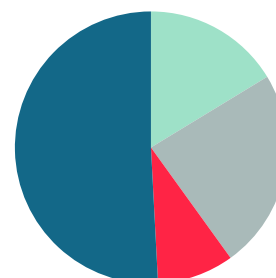


Inventory
 New Listings
110 = 31.98%
 Start Inventory
234
 Total Inventory Units
344
 Volume
\$103,819,052

Market Activity

Closed Sales
59 = 16.30%
 Pending Sales
86 = 23.76%
 Other Off Market
33 = 9.12%
 Active Inventory
184 = 50.83%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	72	59	-18.06%	191	181	-5.24%
Pending Sales	97	86	-11.34%	238	207	-13.03%
New Listings	115	110	-4.35%	252	259	2.78%
Average List Price	214,001	216,956	1.38%	203,068	216,141	6.44%
Average Sale Price	205,772	207,777	0.97%	194,154	207,606	6.93%
Average Percent of Selling Price to List Price	95.51%	97.28%	1.85%	96.16%	95.90%	-0.26%
Average Days on Market to Sale	52.32	48.97	-6.41%	51.72	46.84	-9.44%
Monthly Inventory	305	184	-39.67%	305	184	-39.67%
Months Supply of Inventory	3.97	2.44	-38.40%	3.97	2.44	-38.40%

Absorption: Last 12 months, an Average of **75** Sales/Month

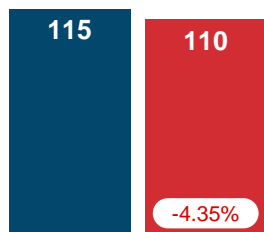
Inventory on March 31, 2022 = **184**

2021 **2022**

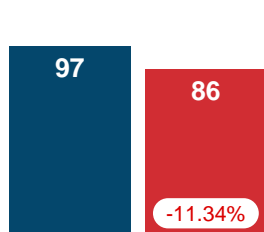
MARCH MARKET

AVERAGE PRICES

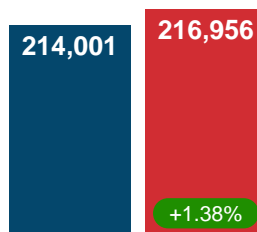
New Listings



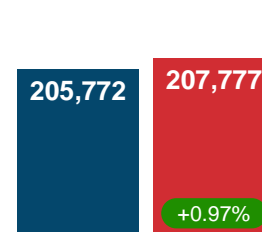
Pending Listings



List Price



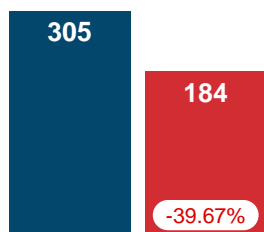
Sale Price



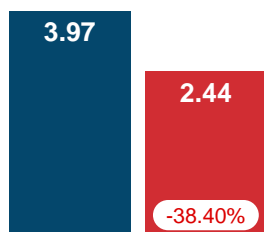
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

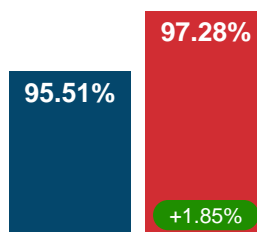
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

