

March 2022



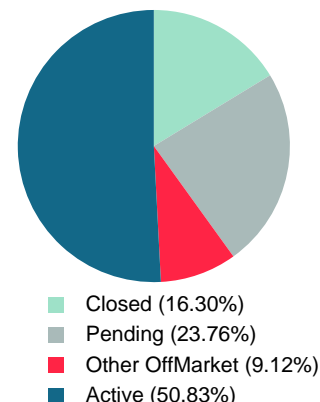
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



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% |
| Median List Price | 149,450 | 159,900 | 6.99% |
| Median Sale Price | 142,750 | 160,000 | 12.08% |
| Median Percent of Selling Price to List Price | 96.75% | 96.32% | -0.44% |
| Median Days on Market to Sale | 36.00 | 33.00 | -8.33% |
| End of Month Inventory | 305 | 184 | -39.67% |
| Months Supply of Inventory | 3.97 | 2.44 | -38.40% |



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.

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 **12.08%** in March 2022 to \$160,000 versus the previous year at \$142,750.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 3.00 days or **8.33%** in March 2022 compared to last year's same month at **36.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median 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.

What's in this Issue

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

Real Estate is Local

Consumers Should Consult with a REALTOR®

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

Identify a Professional to Manage the Procedure

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

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

March 2022



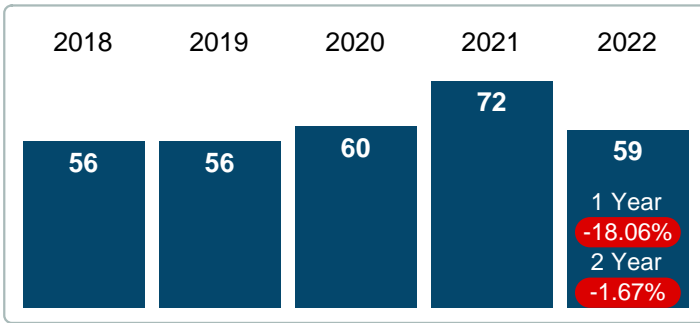
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



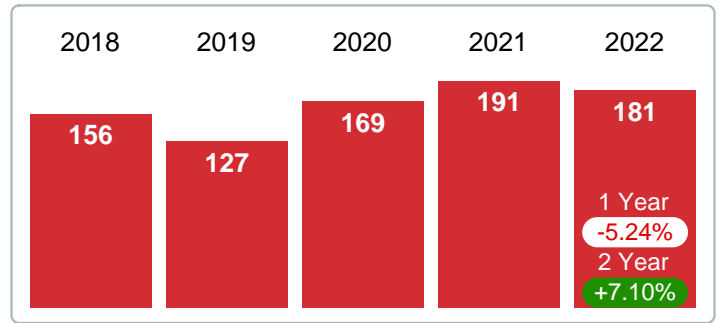
CLOSED LISTINGS

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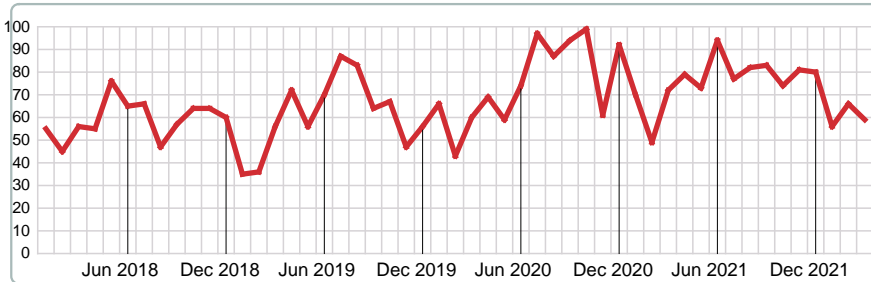
MARCH



YEAR TO DATE (YTD)

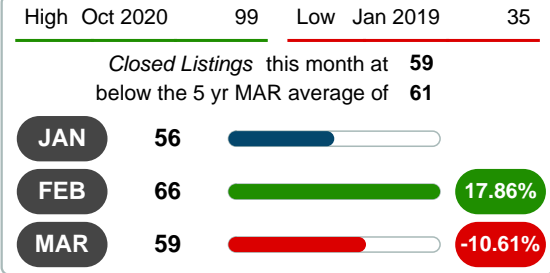


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 61



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 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% | 47.0 | 4 | 3 | 0 | 0 |
| \$50,001 - \$125,000 | 13 | 22.03% | 35.0 | 5 | 6 | 2 | 0 |
| \$125,001 - \$200,000 | 12 | 20.34% | 28.5 | 2 | 6 | 2 | 2 |
| \$200,001 - \$275,000 | 10 | 16.95% | 23.0 | 0 | 8 | 1 | 1 |
| \$275,001 - \$375,000 | 7 | 11.86% | 71.0 | 0 | 6 | 0 | 1 |
| \$375,001 and up | 8 | 13.56% | 31.5 | 0 | 4 | 3 | 1 |
| Total Closed Units | 59 | | | 13 | 33 | 8 | 5 |
| Total Closed Volume | 12,258,850 | 100% | 33.0 | 890.50K | 7.44M | 1.86M | 2.06M |
| Median Closed Price | \$160,000 | | | \$55,000 | \$210,000 | \$201,250 | \$240,000 |

March 2022



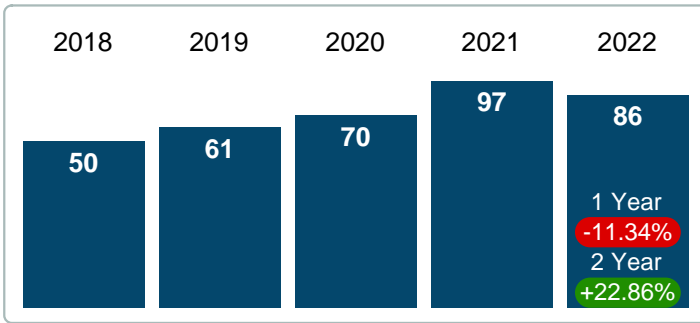
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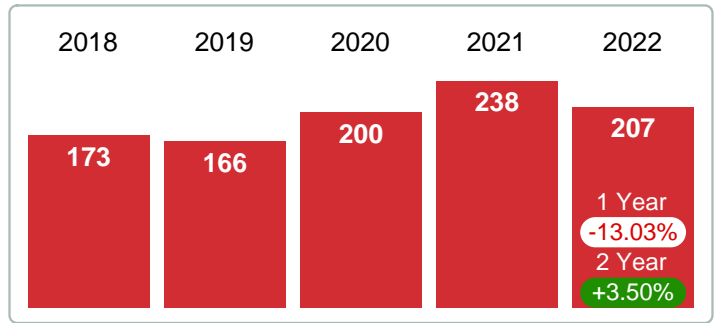
PENDING LISTINGS

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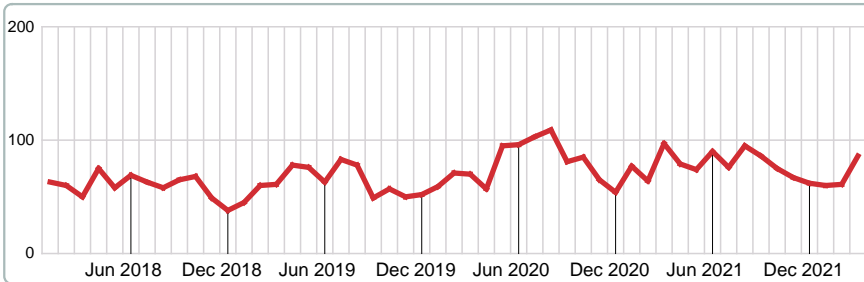
MARCH



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 7 | 8.14% | 18.0 | 3 | 3 | 1 | 0 |
| \$50,001 - \$75,000 | 9 | 10.47% | 44.0 | 4 | 4 | 0 | 1 |
| \$75,001 - \$125,000 | 14 | 16.28% | 44.0 | 6 | 7 | 1 | 0 |
| \$125,001 - \$225,000 | 23 | 26.74% | 10.0 | 2 | 17 | 4 | 0 |
| \$225,001 - \$325,000 | 13 | 15.12% | 30.0 | 0 | 10 | 3 | 0 |
| \$325,001 - \$525,000 | 11 | 12.79% | 15.0 | 0 | 5 | 3 | 3 |
| \$525,001 and up | 9 | 10.47% | 2.0 | 1 | 4 | 3 | 1 |
| Total Pending Units | 86 | | | 16 | 50 | 15 | 5 |
| Total Pending Volume | 20,156,699 | 100% | 19.0 | 1.82M | 11.07M | 5.16M | 2.11M |
| Median Listing Price | \$182,450 | | | \$82,400 | \$182,450 | \$280,000 | \$348,000 |

March 2022



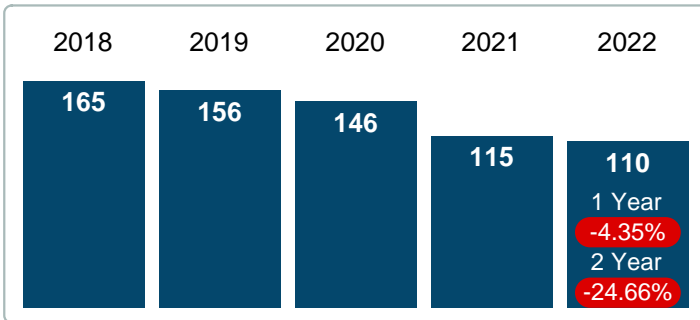
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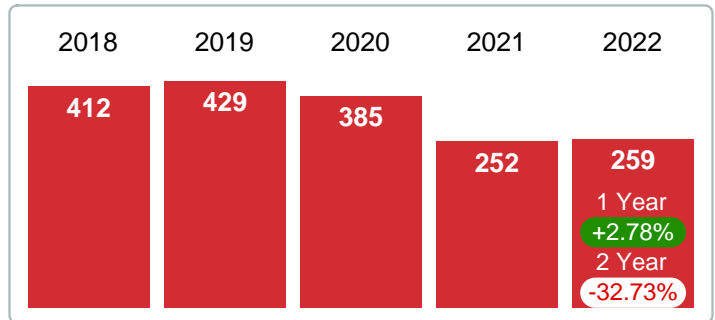
NEW LISTINGS

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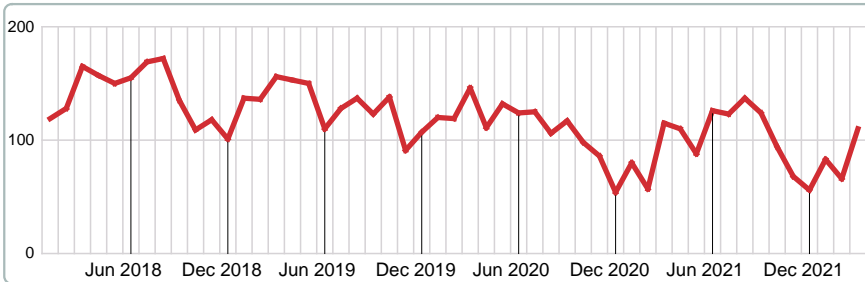
MARCH



YEAR TO DATE (YTD)

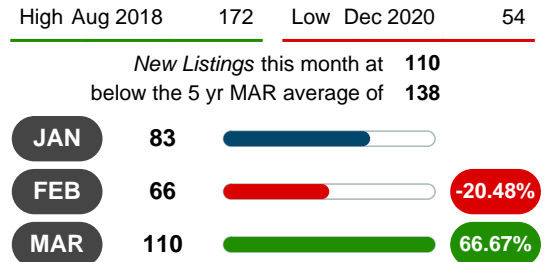


5 YEAR MARKET ACTIVITY TRENDS



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 | | | |
|---|-------------------|-------------|--------------------------------------|------------------|------------------|------------------|
| \$75,000 and less | 10 | 9.09% | 6 | 2 | 1 | 1 |
| \$75,001 - \$100,000 | 10 | 9.09% | 4 | 6 | 0 | 0 |
| \$100,001 - \$150,000 | 14 | 12.73% | 2 | 10 | 2 | 0 |
| \$150,001 - \$275,000 | 35 | 31.82% | 5 | 21 | 6 | 3 |
| \$275,001 - \$375,000 | 15 | 13.64% | 2 | 7 | 6 | 0 |
| \$375,001 - \$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 |
| Median New Listed Listing Price | \$199,950 | | \$105,000 | \$192,000 | \$297,000 | \$254,450 |

March 2022



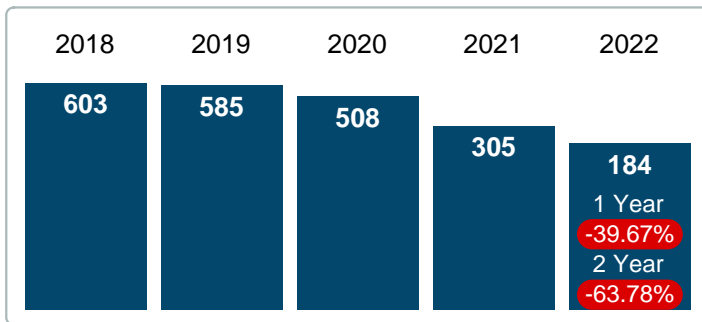
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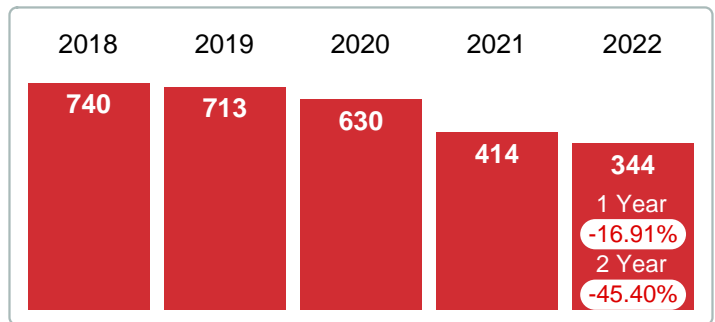
ACTIVE INVENTORY

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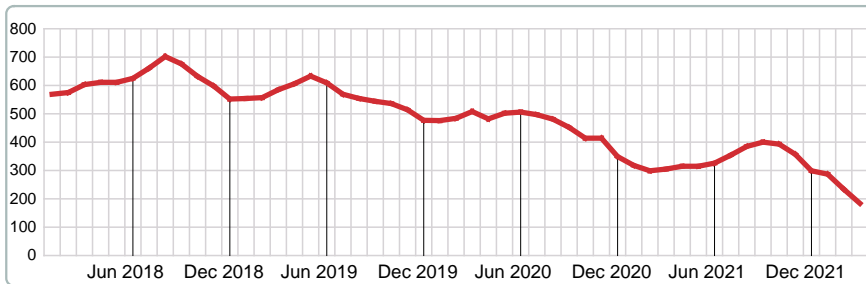
END OF MARCH



ACTIVE DURING MARCH

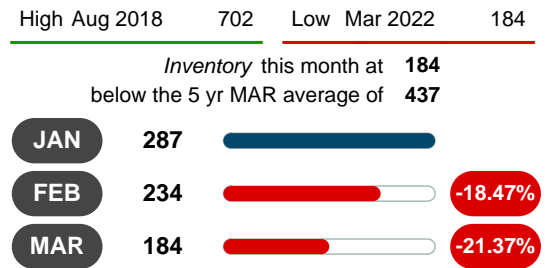


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 437



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 19 | 10.33% | 80.0 | 9 | 10 | 0 | 0 |
| \$75,001 - \$100,000 | 18 | 9.78% | 84.5 | 8 | 10 | 0 | 0 |
| \$100,001 - \$150,000 | 29 | 15.76% | 32.0 | 4 | 23 | 2 | 0 |
| \$150,001 - \$250,000 | 47 | 25.54% | 41.0 | 6 | 29 | 10 | 2 |
| \$250,001 - \$375,000 | 28 | 15.22% | 40.5 | 5 | 13 | 8 | 2 |
| \$375,001 - \$750,000 | 25 | 13.59% | 48.0 | 0 | 15 | 10 | 0 |
| \$750,001 and up | 18 | 9.78% | 43.5 | 1 | 8 | 8 | 1 |
| Total Active Inventory by Units | 184 | | | 33 | 108 | 38 | 5 |
| Total Active Inventory by Volume | 64,117,854 | 100% | 48.0 | 5.27M | 34.74M | 18.94M | 5.16M |
| Median Active Inventory Listing Price | \$199,900 | | | \$100,000 | \$184,950 | \$354,450 | \$269,000 |

March 2022



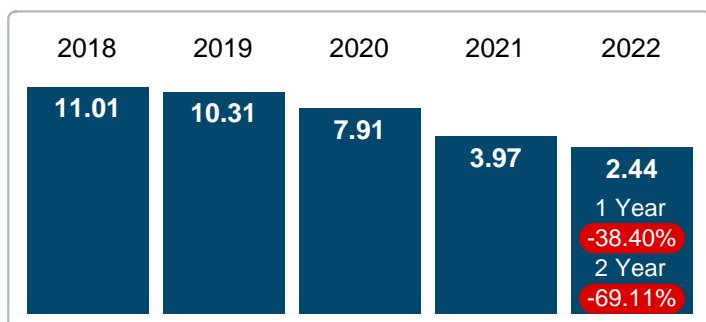
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



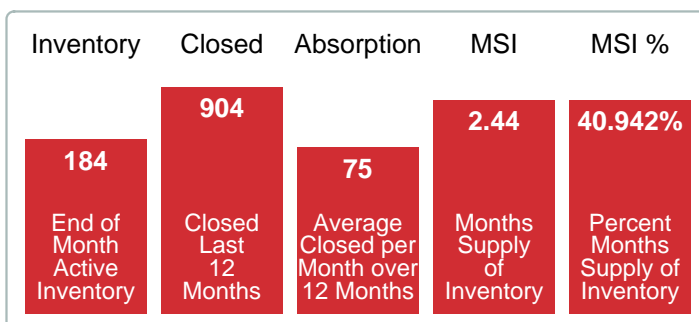
MONTHS SUPPLY of INVENTORY (MSI)

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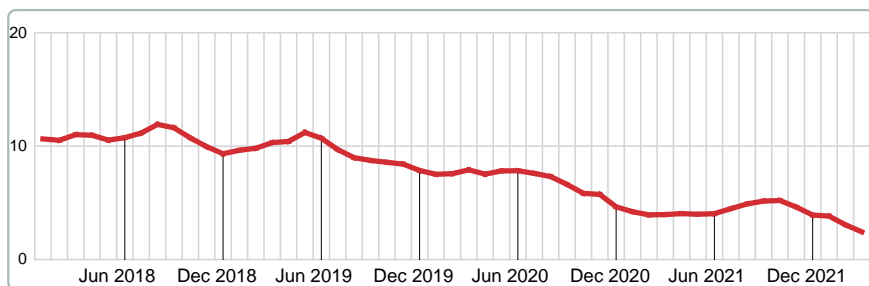
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

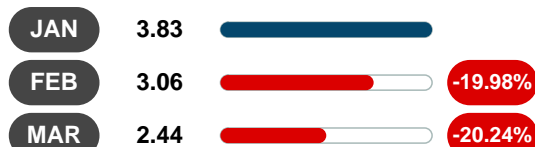


3 MONTHS

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 |

March 2022



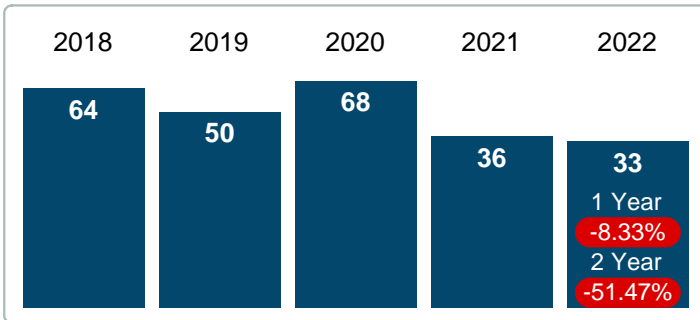
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- Residential Property Type



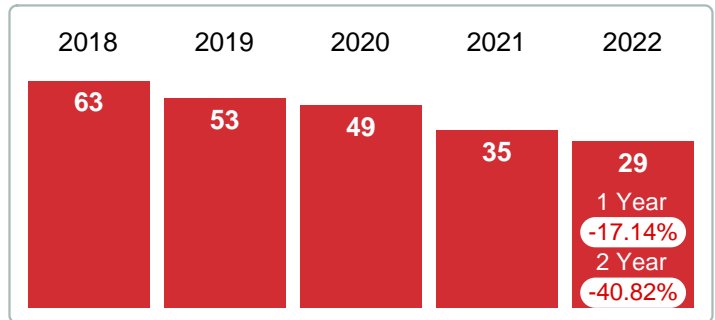
MEDIAN DAYS ON MARKET TO SALE

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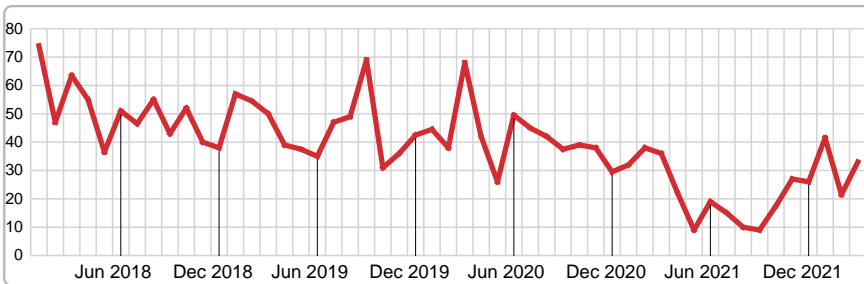
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 50

High Jan 2018 74 Low Sep 2021 9

Median Days on Market to Sale this month at 33
below the 5 yr MAR average of 50



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 |
|--|--------|------------|----------|--------|--------|---------|
| \$25,000 and less | 3.39% | 15 | 15 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 11.86% | 47 | 55 | 47 | 0 | 0 |
| \$50,001 - \$125,000 | 22.03% | 35 | 14 | 36 | 31 | 0 |
| \$125,001 - \$200,000 | 20.34% | 29 | 4 | 41 | 44 | 63 |
| \$200,001 - \$275,000 | 16.95% | 23 | 0 | 15 | 36 | 56 |
| \$275,001 - \$375,000 | 11.86% | 71 | 0 | 47 | 0 | 169 |
| \$375,001 and up | 13.56% | 32 | 0 | 16 | 64 | 5 |
| Median Closed DOM | | 33 | 15 | 28 | 50 | 56 |
| Total Closed Units | 100% | 59 | 13 | 33 | 8 | 5 |
| Total Closed Volume | | 12,258,850 | 890.50K | 7.44M | 1.86M | 2.06M |

March 2022



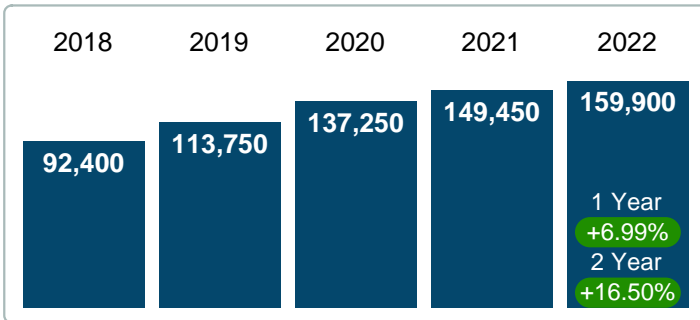
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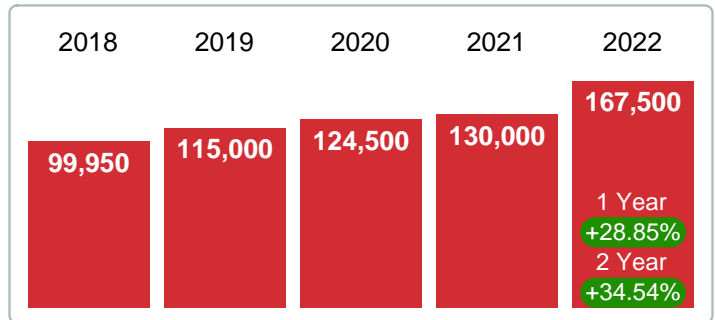
MEDIAN LIST PRICE AT CLOSING

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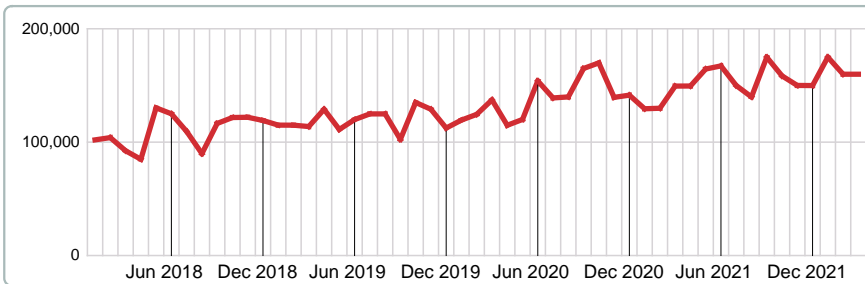
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

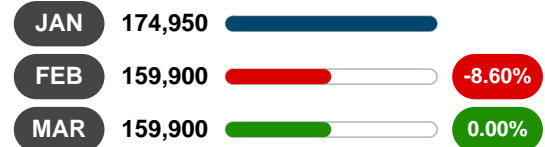


3 MONTHS

5 year MAR AVG = 130,550

High Jan 2022 174,950 Low Apr 2018 84,900

Median List Price at Closing this month at **159,900** above the 5 yr MAR average of **130,550**



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 |
|---|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$25,000 and less | 3.39% | 7,450 | 7,450 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 8.47% | 50,000 | 42,250 | 50,000 | 0 | 0 |
| \$50,001 - \$125,000 | 20.34% | 75,000 | 80,000 | 69,250 | 70,000 | 0 |
| \$125,001 - \$200,000 | 25.42% | 149,900 | 134,900 | 149,500 | 166,200 | 154,900 |
| \$200,001 - \$275,000 | 16.95% | 243,500 | 0 | 243,500 | 225,000 | 248,900 |
| \$275,001 - \$375,000 | 10.17% | 314,950 | 0 | 330,000 | 0 | 299,900 |
| \$375,001 and up | 15.25% | 425,000 | 0 | 425,000 | 419,900 | 333,000 |
| Median List Price | | 159,900 | 62,500 | 220,000 | 207,450 | 248,900 |
| Total Closed Units | 100% | 159,900 | 13 | 33 | 8 | 5 |
| Total Closed Volume | | 12,800,400 | 940.80K | 7.74M | 1.93M | 2.19M |

March 2022



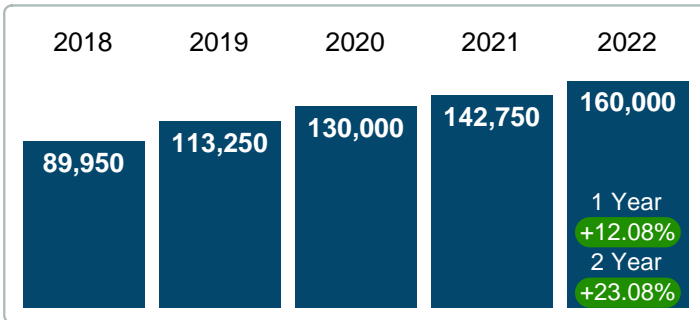
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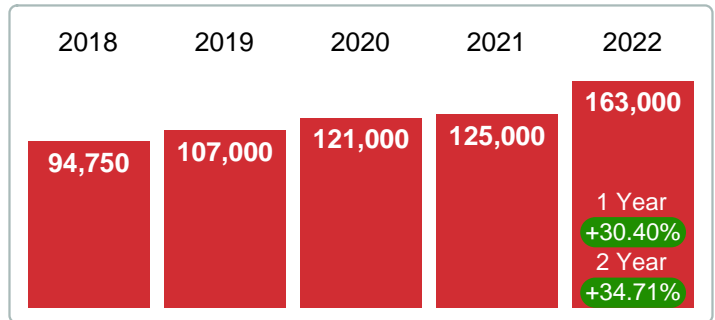
MEDIAN SOLD PRICE AT CLOSING

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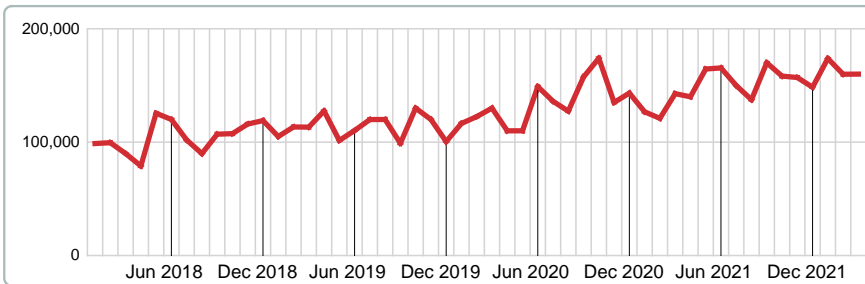
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

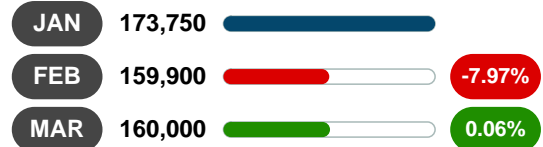


3 MONTHS

5 year MAR AVG = 127,190

High Oct 2020 174,000 Low Apr 2018 79,000

Median Sold Price at Closing this month at **160,000** above the 5 yr MAR average of **127,190**



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 |
|---|--------|------------|----------|---------|---------|-----------|
| \$25,000 and less | 3.39% | 9,250 | 9,250 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 11.86% | 46,000 | 37,000 | 48,500 | 0 | 0 |
| \$50,001 - \$125,000 | 22.03% | 85,000 | 85,000 | 102,500 | 62,500 | 0 |
| \$125,001 - \$200,000 | 20.34% | 154,750 | 154,500 | 154,250 | 163,750 | 154,950 |
| \$200,001 - \$275,000 | 16.95% | 232,500 | 0 | 231,250 | 225,000 | 240,000 |
| \$275,001 - \$375,000 | 11.86% | 292,000 | 0 | 313,500 | 0 | 290,000 |
| \$375,001 and up | 13.56% | 417,500 | 0 | 500,000 | 399,000 | 1,225,000 |
| Median Sold Price | | 160,000 | 55,000 | 210,000 | 201,250 | 240,000 |
| Total Closed Units | 100% | 160,000 | 13 | 33 | 8 | 5 |
| Total Closed Volume | | 12,258,850 | 890.50K | 7.44M | 1.86M | 2.06M |

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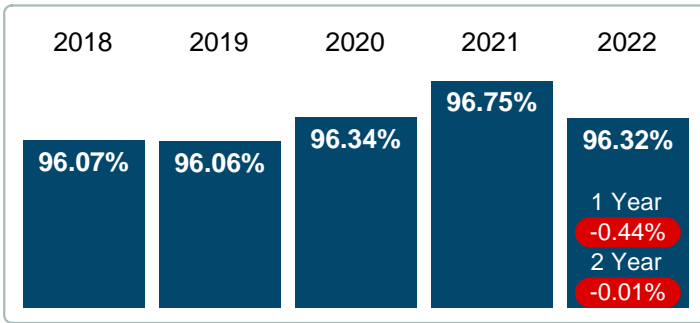
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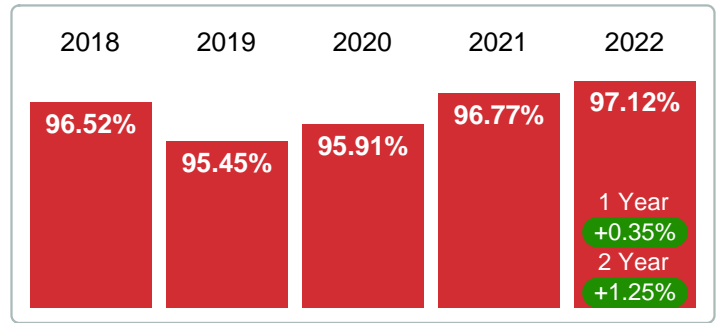
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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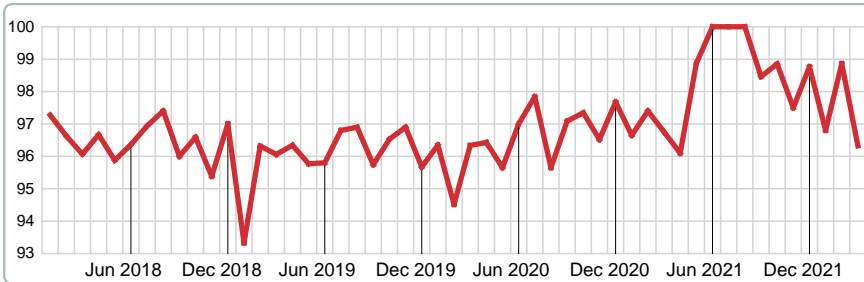
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

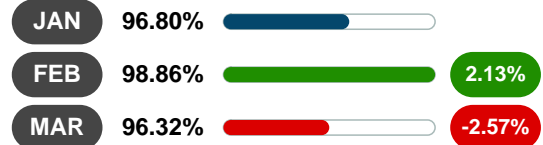


3 MONTHS

5 year MAR AVG = 96.31%

High Aug 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **96.32%**
equal to 5 yr MAR average of **96.31%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$25,000 and less | 2 | 3.39% | 145.40% | 145.40% | 0.00% | 0.00% | 0.00% |
| \$25,001 - \$50,000 | 7 | 11.86% | 90.91% | 96.00% | 88.18% | 0.00% | 0.00% |
| \$50,001 - \$125,000 | 13 | 22.03% | 92.66% | 92.66% | 92.58% | 90.00% | 0.00% |
| \$125,001 - \$200,000 | 12 | 20.34% | 100.00% | 97.35% | 98.56% | 99.37% | 100.03% |
| \$200,001 - \$275,000 | 10 | 16.95% | 96.37% | 0.00% | 95.94% | 100.00% | 96.42% |
| \$275,001 - \$375,000 | 7 | 11.86% | 95.16% | 0.00% | 94.89% | 0.00% | 96.70% |
| \$375,001 and up | 8 | 13.56% | 97.02% | 0.00% | 100.00% | 95.35% | 91.90% |
| Median Sold/List Ratio | | 96.32% | | 94.71% | 95.56% | 97.02% | 96.70% |
| 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



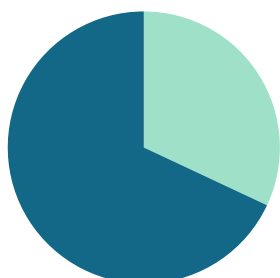
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MARKET SUMMARY

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

INVENTORY

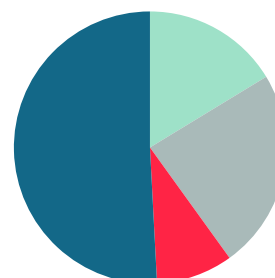


Inventory
 New Listings
110 = 31.98%
 Start Inventory
234
 Total Inventory Units
344
 Volume
\$103,819,052

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% |
| Median List Price | 149,450 | 159,900 | 6.99% | 130,000 | 167,500 | 28.85% |
| Median Sale Price | 142,750 | 160,000 | 12.08% | 125,000 | 163,000 | 30.40% |
| Median Percent of Selling Price to List Price | 96.75% | 96.32% | -0.44% | 96.77% | 97.12% | 0.35% |
| Median Days on Market to Sale | 36.00 | 33.00 | -8.33% | 35.00 | 29.00 | -17.14% |
| 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

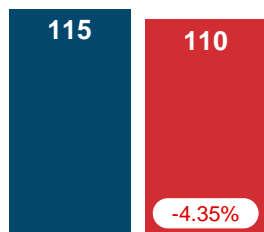
Inventory on March 31, 2022 = **184**

2021 **2022**

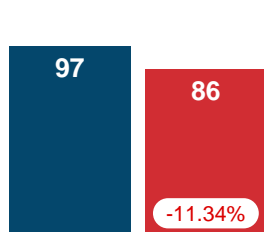
MARCH MARKET

MEDIAN PRICES

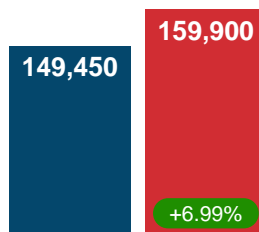
New Listings



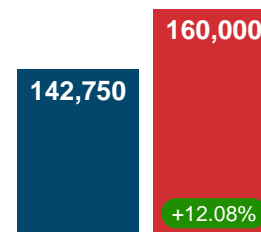
Pending Listings



List Price



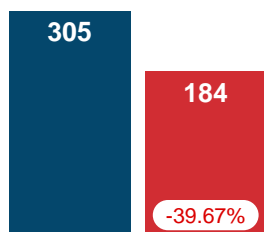
Sale Price



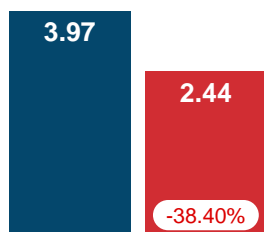
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

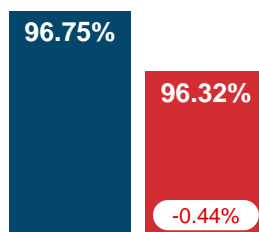
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

