

## October 2022



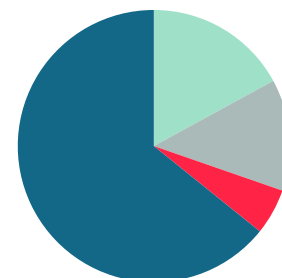
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	74	81	9.46%
Pending Listings	75	63	-16.00%
New Listings	94	80	-14.89%
Median List Price	158,450	162,000	2.24%
Median Sale Price	158,250	155,000	-2.05%
Median Percent of Selling Price to List Price	98.85%	96.94%	-1.94%
Median Days on Market to Sale	17.50	28.00	60.00%
End of Month Inventory	399	305	-23.56%
Months Supply of Inventory	5.28	4.13	-21.83%



■ Closed (17.05%)  
■ Pending (13.26%)  
■ Other OffMarket (5.47%)  
■ Active (64.21%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of October 31, 2022 = **305**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **23.56%** to 305 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 **4.13** MSI for this period.

##### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.05%** in October 2022 to \$155,000 versus the previous year at \$158,250.

##### Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 10.50 days or **60.00%** in October 2022 compared to last year's same month at **17.50** DOM.

##### Sales Success for October 2022 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 80 New Listings in October 2022, down **14.89%** from last year at 94. Furthermore, there were 81 Closed Listings this month versus last year at 74, a **9.46%** increase.

Closed versus Listed trends yielded a **101.3%** ratio, up from previous year's, October 2021, at **78.7%**, a **28.61%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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

# October 2022



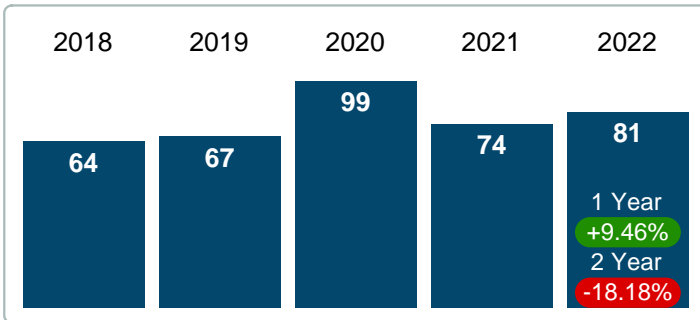
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



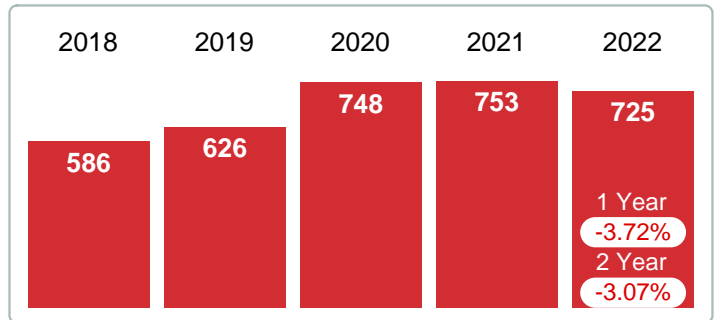
## CLOSED LISTINGS

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

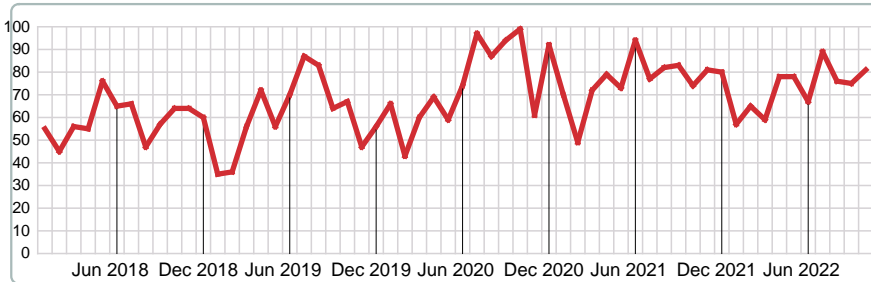
### OCTOBER



### YEAR TO DATE (YTD)

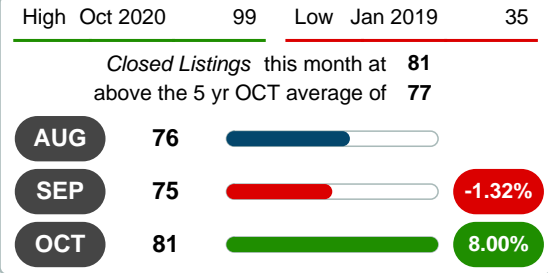


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 77



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.64%	13.0	5	2	0	0
\$50,001 - \$100,000	11	13.58%	24.0	4	7	0	0
\$100,001 - \$125,000	6	7.41%	21.0	3	3	0	0
\$125,001 - \$175,000	21	25.93%	44.0	1	17	3	0
\$175,001 - \$225,000	15	18.52%	23.0	2	8	5	0
\$225,001 - \$275,000	12	14.81%	9.5	1	10	1	0
\$275,001 and up	9	11.11%	32.0	0	5	3	1
<b>Total Closed Units</b>	<b>81</b>			<b>16</b>	<b>52</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,613,697</b>	<b>100%</b>	<b>28.0</b>	<b>1.61M</b>	<b>10.07M</b>	<b>2.65M</b>	<b>280.00K</b>
<b>Median Closed Price</b>	<b>\$155,000</b>			<b>\$79,950</b>	<b>\$170,000</b>	<b>\$211,500</b>	<b>\$280,000</b>

# October 2022



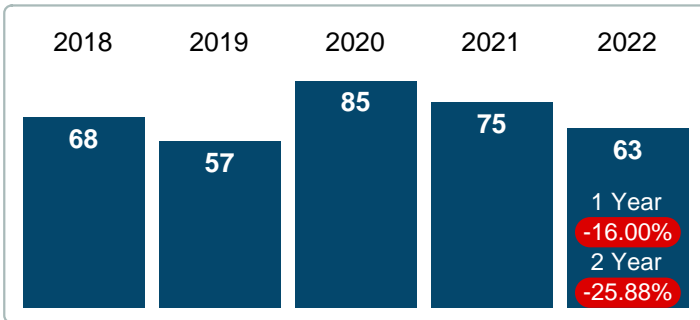
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



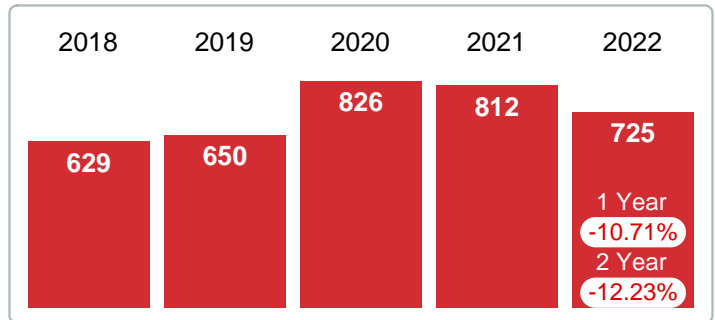
## PENDING LISTINGS

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

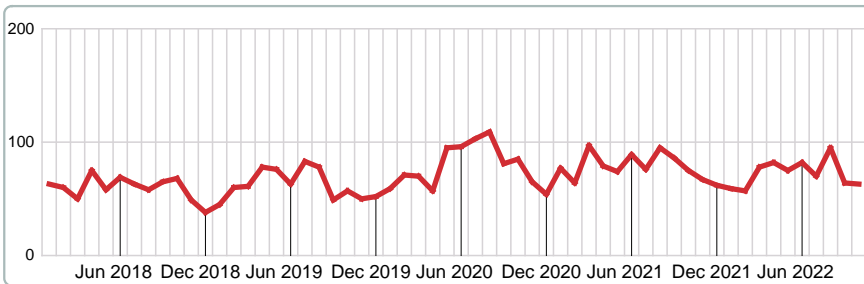
### OCTOBER



### YEAR TO DATE (YTD)

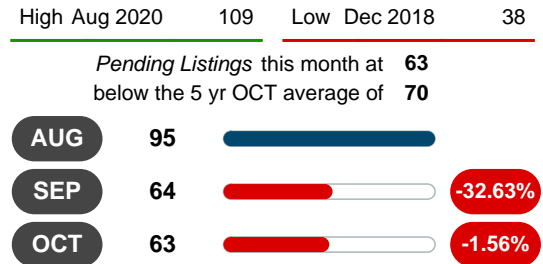


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 70



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.52%	14.5	3	3	0	0
\$75,001 - \$125,000	9	14.29%	14.0	3	4	2	0
\$125,001 - \$150,000	8	12.70%	31.0	3	3	2	0
\$150,001 - \$200,000	17	26.98%	37.0	3	11	3	0
\$200,001 - \$250,000	10	15.87%	69.0	1	6	3	0
\$250,001 - \$375,000	6	9.52%	43.0	0	1	5	0
\$375,001 and up	7	11.11%	99.0	1	3	2	1
<b>Total Pending Units</b>	<b>63</b>			<b>14</b>	<b>31</b>	<b>17</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,105,999</b>	<b>100%</b>	<b>37.0</b>	<b>2.02M</b>	<b>6.03M</b>	<b>4.41M</b>	<b>639.90K</b>
<b>Median Listing Price</b>	<b>\$178,000</b>			<b>\$132,200</b>	<b>\$175,000</b>	<b>\$239,000</b>	<b>\$639,900</b>

# October 2022



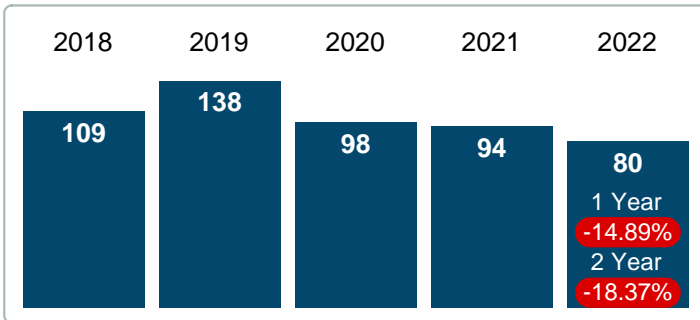
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



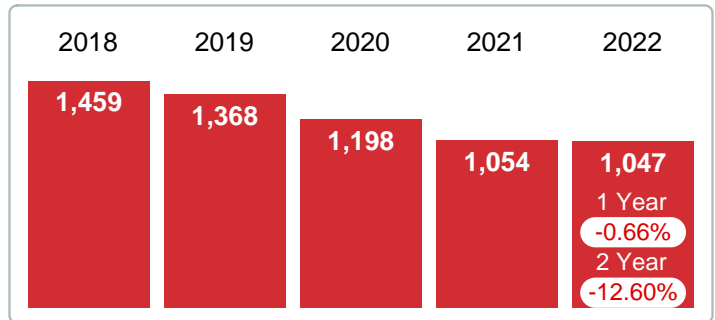
## NEW LISTINGS

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

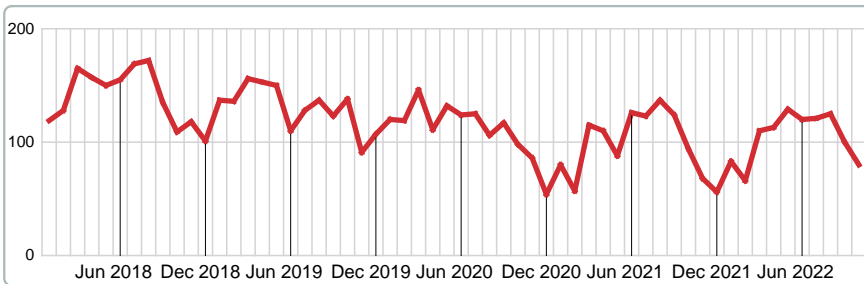
### OCTOBER



### YEAR TO DATE (YTD)

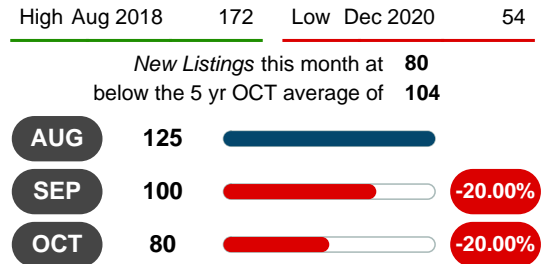


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 104



### 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	9	11.25%	5	4	0	0
\$75,001 - \$100,000	6	7.50%	1	3	2	0
\$100,001 - \$150,000	15	18.75%	1	11	1	2
\$150,001 - \$225,000	18	22.50%	0	13	5	0
\$225,001 - \$300,000	15	18.75%	0	9	5	1
\$300,001 - \$575,000	9	11.25%	1	5	3	0
\$575,001 and up	8	10.00%	1	4	3	0
<b>Total New Listed Units</b>	<b>80</b>		<b>9</b>	<b>49</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>19,662,600</b>	<b>100%</b>	<b>1.67M</b>	<b>11.52M</b>	<b>5.98M</b>	<b>489.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$177,500</b>		<b>\$75,000</b>	<b>\$174,900</b>	<b>\$279,500</b>	<b>\$135,000</b>

# October 2022



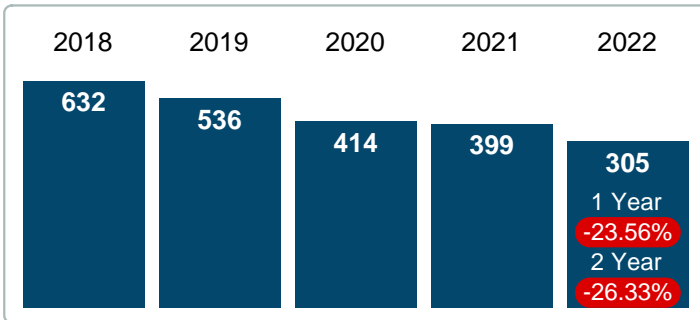
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



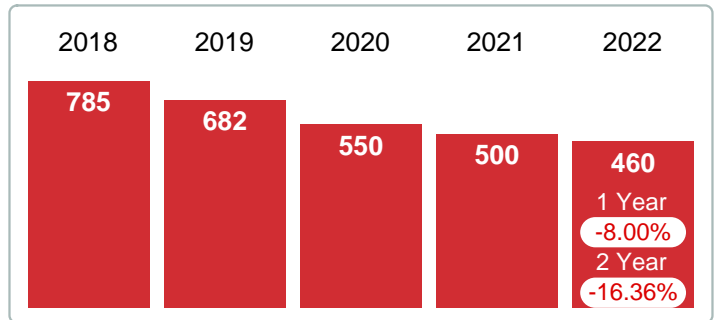
## ACTIVE INVENTORY

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

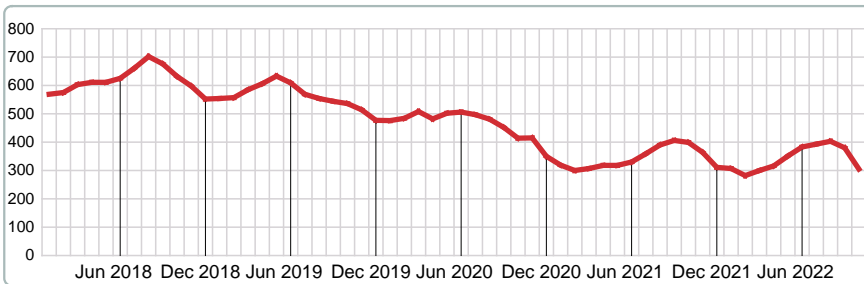
### END OF OCTOBER



### ACTIVE DURING OCTOBER

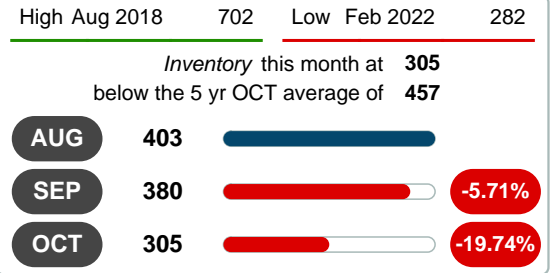


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 457



### 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	30	9.84%	86.0	17	12	1	0	
\$75,001 - \$125,000	31	10.16%	60.0	12	16	2	1	
\$125,001 - \$150,000	31	10.16%	63.0	5	21	4	1	
\$150,001 - \$275,000	99	32.46%	80.0	14	60	19	6	
\$275,001 - \$450,000	48	15.74%	88.5	3	28	15	2	
\$450,001 - \$775,000	34	11.15%	60.0	5	15	12	2	
\$775,001 and up	32	10.49%	135.0	2	7	16	7	
Total Active Inventory by Units		305		58	159	69	19	
Total Active Inventory by Volume		126,855,914	100%	82.0	12.81M	48.12M	40.13M	25.80M
Median Active Inventory Listing Price		\$219,900			\$127,250	\$215,000	\$320,000	\$399,500

# October 2022



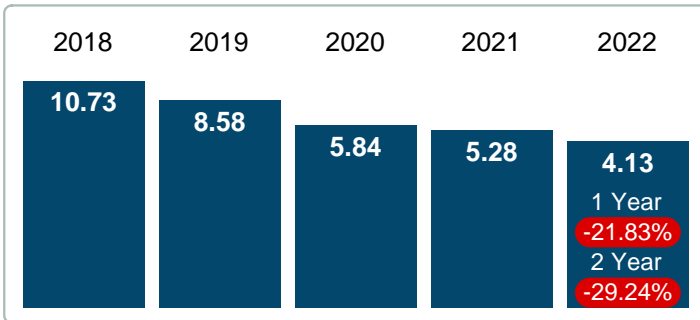
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



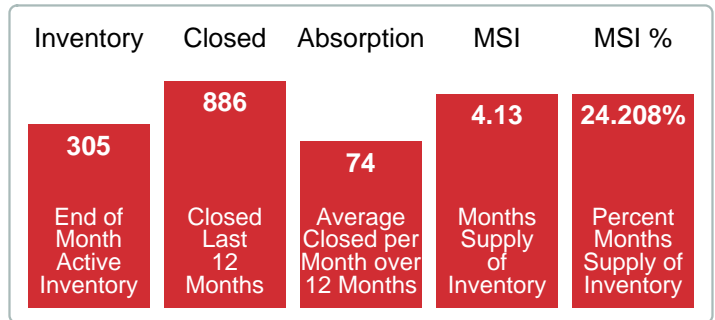
## MONTHS SUPPLY of INVENTORY (MSI)

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

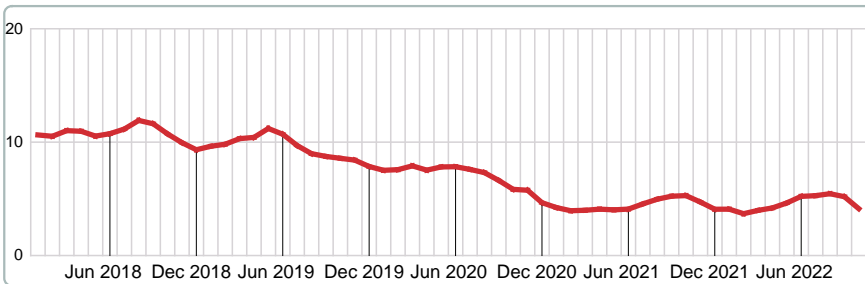
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

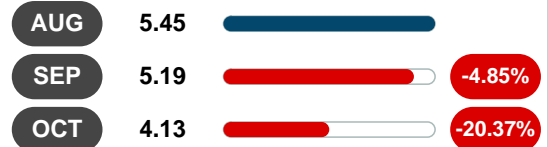


### 3 MONTHS

5 year OCT AVG = 6.91

High Aug 2018 11.92 Low Feb 2022 3.69

Months Supply this month at 4.13  
below the 5 yr OCT average of 6.91



### 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	30	9.84%	2.25	2.65	1.95	2.00	0.00
\$75,001 - \$125,000	31	10.16%	2.46	3.13	1.92	4.80	0.00
\$125,001 - \$150,000	31	10.16%	4.04	5.00	3.88	3.69	6.00
\$150,001 - \$275,000	99	32.46%	4.45	7.30	4.16	3.56	10.29
\$275,001 - \$450,000	48	15.74%	4.20	5.14	4.94	3.60	2.00
\$450,001 - \$775,000	34	11.15%	6.58	12.00	5.29	9.00	3.43
\$775,001 and up	32	10.49%	22.59	0.00	12.00	27.43	28.00
Market Supply of Inventory (MSI)	4.13		4.13	4.09	3.66	5.14	6.71
Total Active Inventory by Units	305	100%	4.13	58	159	69	19

# October 2022



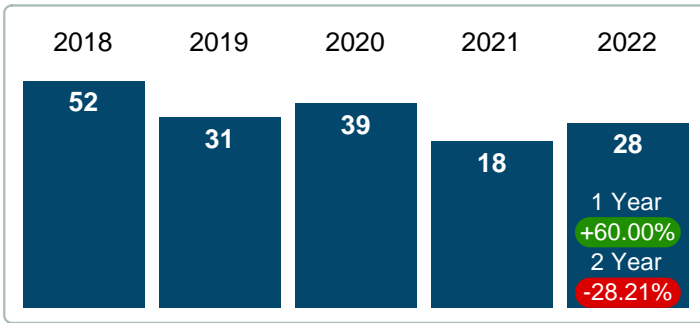
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



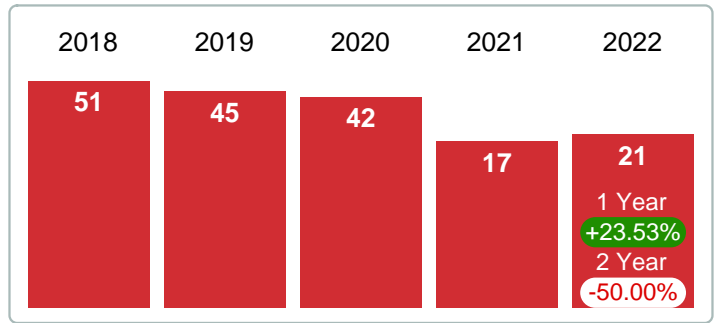
## MEDIAN DAYS ON MARKET TO SALE

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

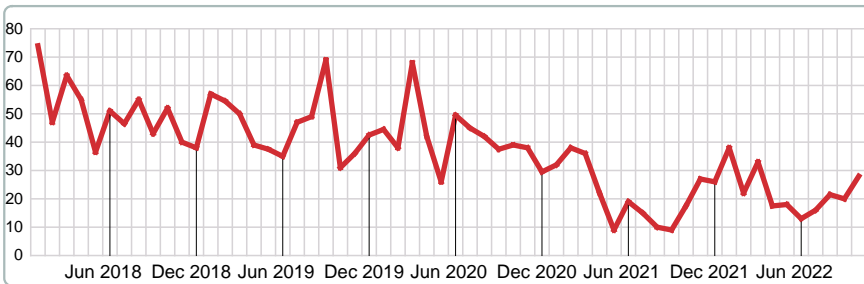
### OCTOBER



### YEAR TO DATE (YTD)

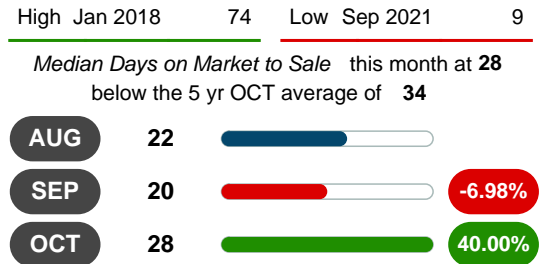


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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
\$50,000 and less	8.64%	13	13	35	0	0
\$50,001 - \$100,000	13.58%	24	24	24	0	0
\$100,001 - \$125,000	7.41%	21	28	14	0	0
\$125,001 - \$175,000	25.93%	44	83	44	21	0
\$175,001 - \$225,000	18.52%	23	18	33	10	0
\$225,001 - \$275,000	14.81%	10	7	9	37	0
\$275,001 and up	11.11%	32	0	44	8	106
Median Closed DOM		28	20	33	20	106
Total Closed Units	100%	81	16	52	12	1
Total Closed Volume		14,613,697	1.61M	10.07M	2.65M	280.00K



# October 2022



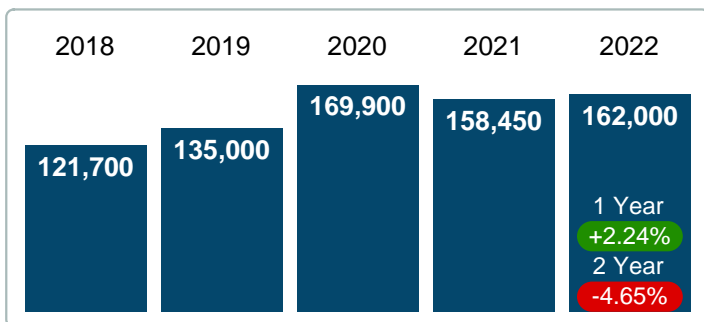
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



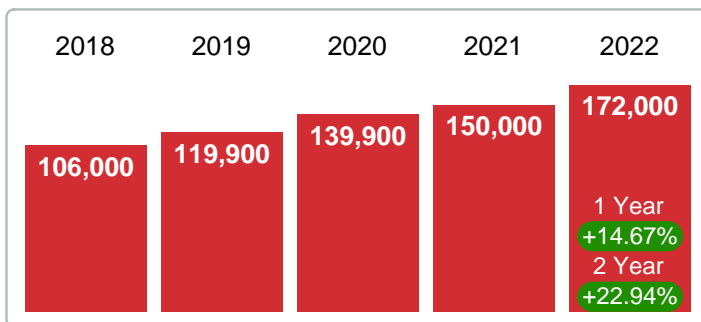
## MEDIAN LIST PRICE AT CLOSING

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

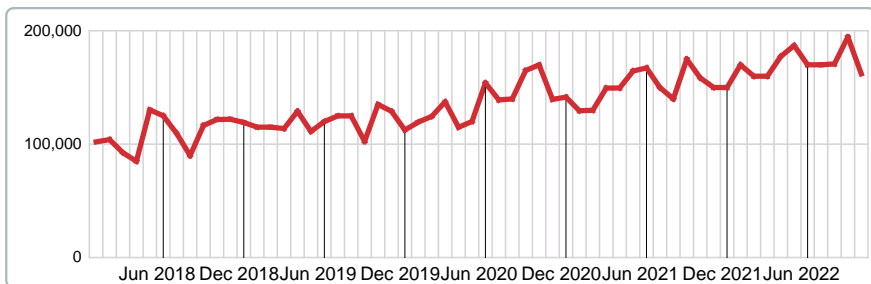
### OCTOBER



### YEAR TO DATE (YTD)

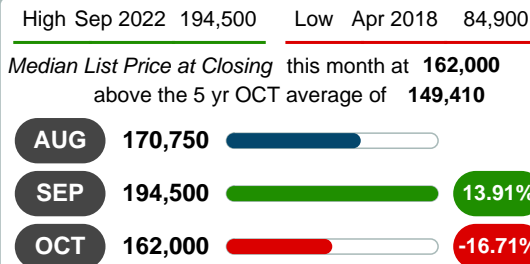


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 149,410



### 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
\$50,000 and less	7	8.64%	42,000	44,500	22,450	0	0
\$50,001 - \$100,000	9	11.11%	79,900	79,950	75,000	0	0
\$100,001 - \$125,000	6	7.41%	112,450	114,500	112,450	0	0
\$125,001 - \$175,000	21	25.93%	149,000	137,450	149,700	147,500	0
\$175,001 - \$225,000	16	19.75%	199,250	219,500	197,250	195,000	0
\$225,001 - \$275,000	13	16.05%	249,900	0	249,450	249,900	0
\$275,001 and up	9	11.11%	364,500	0	469,000	329,900	285,000
Median List Price			162,000	80,000	173,250	226,950	285,000
Total Closed Units		100%	162,000	16	52	12	1
Total Closed Volume			15,179,200	1.69M	10.43M	2.77M	285.00K



# October 2022



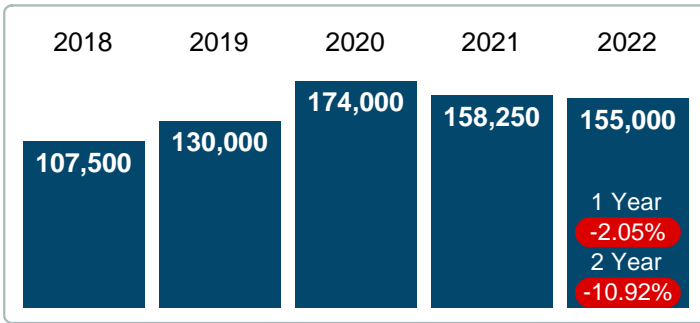
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



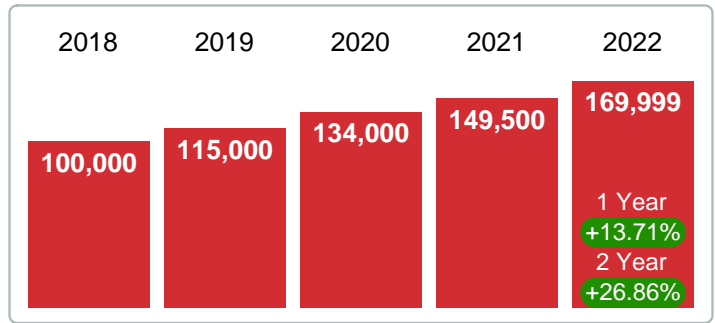
## MEDIAN SOLD PRICE AT CLOSING

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

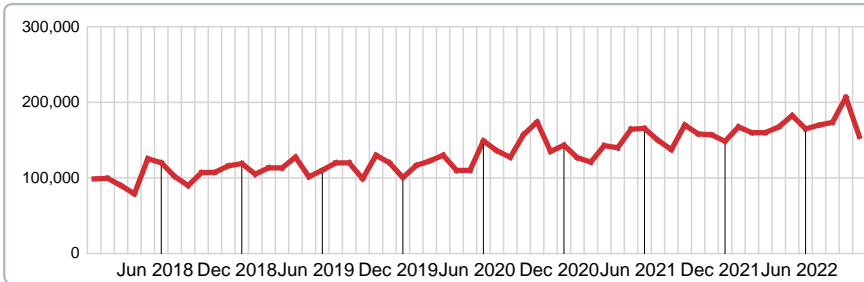
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 144,950

High Sep 2022 206,500 Low Apr 2018 79,000

Median Sold Price at Closing this month at 155,000  
above the 5 yr OCT average of 144,950



### 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
\$50,000 and less	7	8.64%	38,500	42,000	19,000	0	0
\$50,001 - \$100,000	11	13.58%	75,000	77,450	75,000	0	0
\$100,001 - \$125,000	6	7.41%	108,750	110,000	107,500	0	0
\$125,001 - \$175,000	21	25.93%	141,200	132,000	141,200	147,000	0
\$175,001 - \$225,000	15	18.52%	199,000	200,000	197,250	208,000	0
\$225,001 - \$275,000	12	14.81%	242,250	234,000	244,750	230,000	0
\$275,001 and up	9	11.11%	364,500	0	469,000	305,000	280,000
Median Sold Price			155,000	79,950	170,000	211,500	280,000
Total Closed Units		100%	155,000	16	52	12	1
Total Closed Volume			14,613,697	1.61M	10.07M	2.65M	280.00K

# October 2022



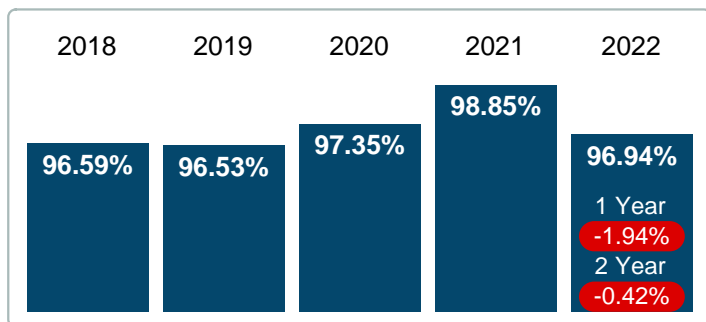
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



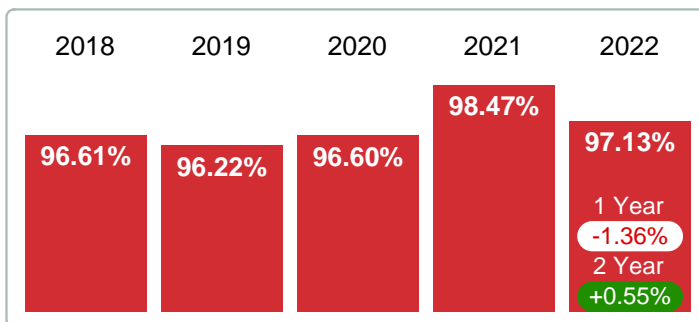
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

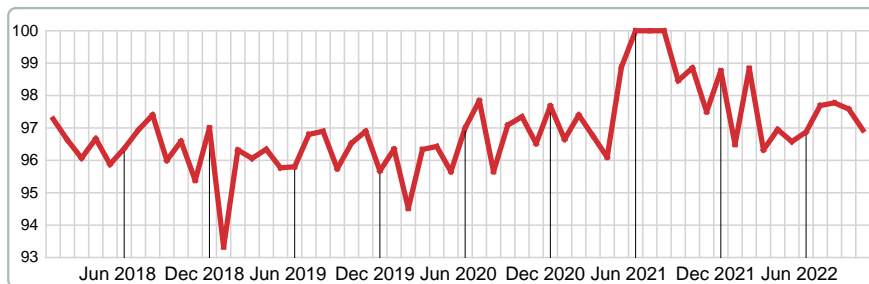
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

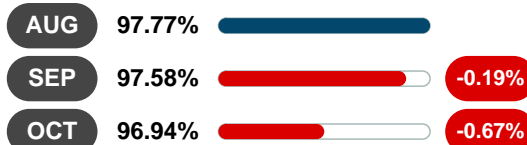


### 3 MONTHS

5 year OCT AVG = 97.25%

High Aug 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **96.94%**  
equal to 5 yr OCT average of **97.25%**



## 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
\$50,000 and less	7	8.64%	100.00%	100.00%	85.14%	0.00%	0.00%
\$50,001 - \$100,000	11	13.58%	93.87%	96.93%	92.78%	0.00%	0.00%
\$100,001 - \$125,000	6	7.41%	90.52%	94.35%	87.56%	0.00%	0.00%
\$125,001 - \$175,000	21	25.93%	96.94%	94.35%	96.94%	99.66%	0.00%
\$175,001 - \$225,000	15	18.52%	96.79%	95.25%	96.60%	96.79%	0.00%
\$225,001 - \$275,000	12	14.81%	100.00%	104.46%	100.00%	96.23%	0.00%
\$275,001 and up	9	11.11%	98.25%	0.00%	98.45%	96.77%	98.25%
Median Sold/List Ratio		96.94%		98.97%	96.65%	96.78%	98.25%
Total Closed Units		81	100%	16	52	12	1
Total Closed Volume		14,613,697		1.61M	10.07M	2.65M	280.00K

# October 2022



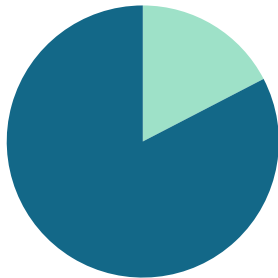
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

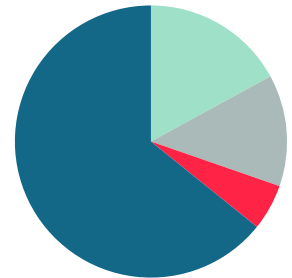


**Inventory**  
 New Listings  
**80 = 17.39%**  
 Start Inventory  
**380**  
 Total Inventory Units  
**460**  
 Volume  
**\$159,656,688**

### Market Activity

Closed Sales  
**81 = 17.05%**  
 Pending Sales  
**63 = 13.26%**  
 Other Off Market  
**26 = 5.47%**  
 Active Inventory  
**305 = 64.21%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	74	81	9.46%	753	725	-3.72%
Pending Sales	75	63	-16.00%	812	725	-10.71%
New Listings	94	80	-14.89%	1,054	1,047	-0.66%
Median List Price	158,450	162,000	2.24%	150,000	172,000	14.67%
Median Sale Price	158,250	155,000	-2.05%	149,500	169,999	13.71%
Median Percent of Selling Price to List Price	98.85%	96.94%	-1.94%	98.47%	97.13%	-1.36%
Median Days on Market to Sale	17.50	28.00	60.00%	17.00	21.00	23.53%
Monthly Inventory	399	305	-23.56%	399	305	-23.56%
Months Supply of Inventory	5.28	4.13	-21.83%	5.28	4.13	-21.83%

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

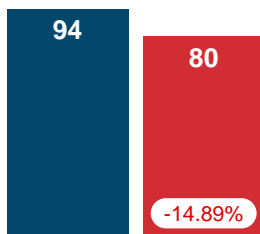
**Inventory** on October 31, 2022 = **305**

**2021** **2022**

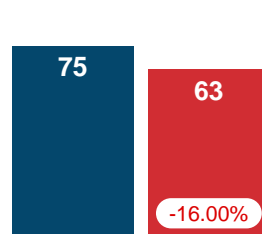
### OCTOBER MARKET

### MEDIAN PRICES

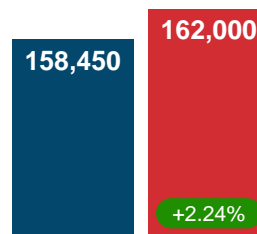
#### New Listings



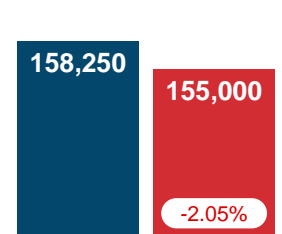
#### Pending Listings



#### List Price



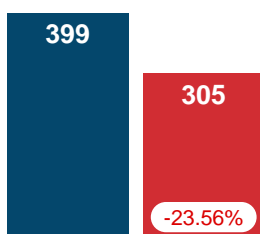
#### Sale Price



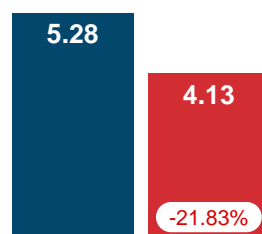
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

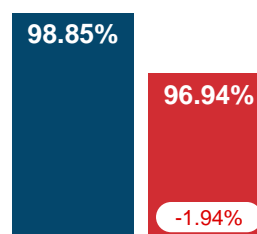
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

