

# September 2022



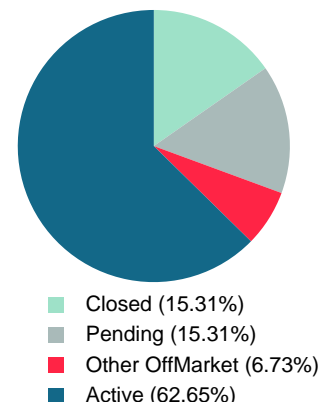
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	83	75	-9.64%
Pending Listings	86	75	-12.79%
New Listings	124	100	-19.35%
Average List Price	222,048	270,472	21.81%
Average Sale Price	216,994	255,722	17.85%
Average Percent of Selling Price to List Price	96.41%	95.71%	-0.73%
Average Days on Market to Sale	26.42	37.09	40.39%
End of Month Inventory	406	307	-24.38%
Months Supply of Inventory	5.23	4.19	-19.91%



**Absorption:** Last 12 months, an Average of **73 Sales/Month**  
**Active Inventory** as of September 30, 2022 = **307**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2022 decreased **24.38%** to 307 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **4.19** 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 **17.85%** in September 2022 to \$255,722 versus the previous year at \$216,994.

#### Average Days on Market Lengthens

The average number of **37.09** days that homes spent on the market before selling increased by 10.67 days or **40.39%** in September 2022 compared to last year's same month at **26.42** DOM.

#### Sales Success for September 2022 is Positive

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

There were 100 New Listings in September 2022, down **19.35%** from last year at 124. Furthermore, there were 75 Closed Listings this month versus last year at 83, a **-9.64%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, September 2021, at **66.9%**, a **12.05%** upswing. This will certainly create pressure on a decreasing

### 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

### **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](mailto:support@mlstechnology.com)

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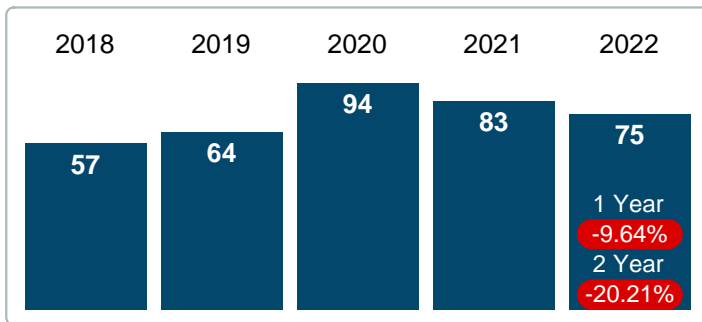
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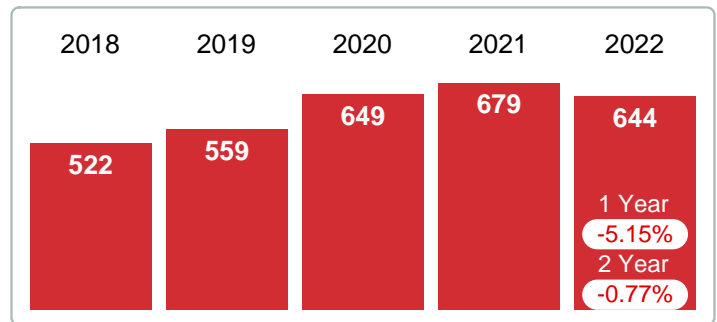
## CLOSED LISTINGS

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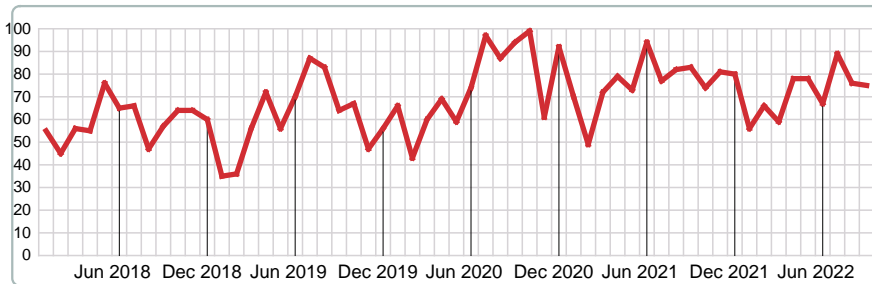
### SEPTEMBER



### YEAR TO DATE (YTD)

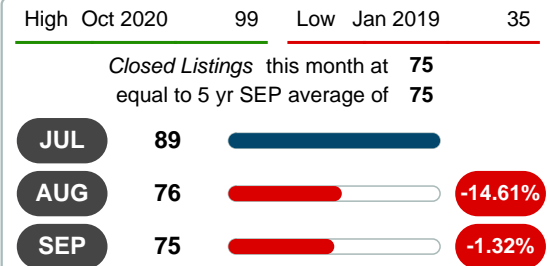


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.00%	68.3	2	4	0	0
\$50,001 - \$100,000	7	9.33%	34.9	1	4	2	0
\$100,001 - \$150,000	14	18.67%	37.0	3	10	1	0
\$150,001 - \$250,000	18	24.00%	31.2	3	11	4	0
\$250,001 - \$325,000	13	17.33%	31.8	1	7	5	0
\$325,001 - \$500,000	10	13.33%	15.9	1	3	5	1
\$500,001 and up	7	9.33%	68.0	0	2	5	0
<b>Total Closed Units</b>	<b>75</b>			<b>11</b>	<b>41</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>19,179,177</b>	<b>100%</b>	<b>37.1</b>	<b>1.81M</b>	<b>8.25M</b>	<b>8.63M</b>	<b>500.00K</b>
<b>Average Closed Price</b>	<b>\$255,722</b>			<b>\$164,143</b>	<b>\$201,137</b>	<b>\$392,136</b>	<b>\$500,000</b>

# September 2022



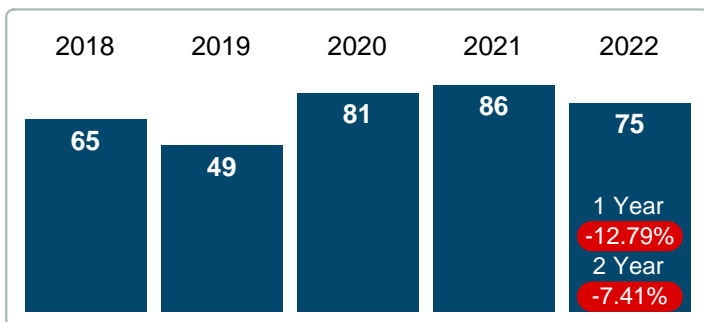
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



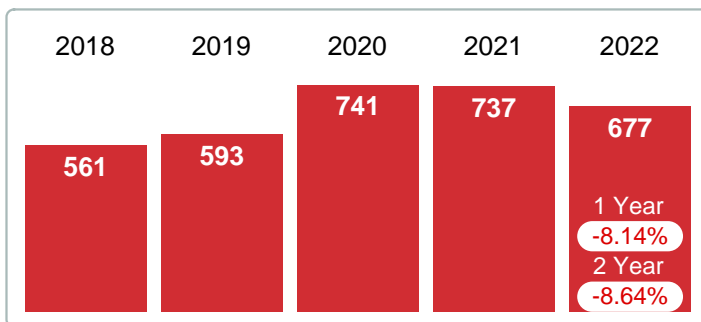
## PENDING LISTINGS

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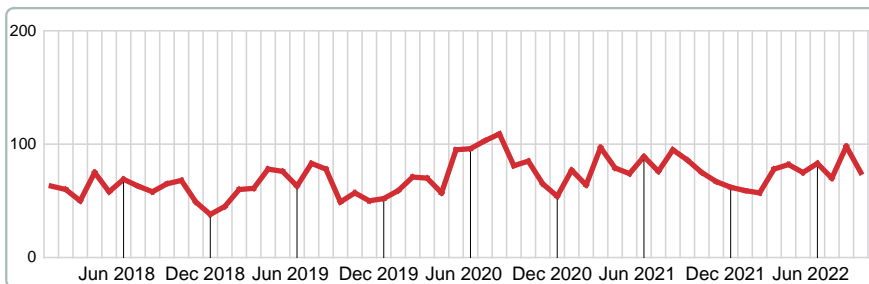
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 71

High Aug 2020 109 Low Dec 2018 38

Pending Listings this month at 75 above the 5 yr SEP average of 71



### 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	5	6.67%	48.4	4	0	0	1
\$50,001 - \$75,000	7	9.33%	26.1	0	7	0	0
\$75,001 - \$100,000	9	12.00%	37.0	5	4	0	0
\$100,001 - \$175,000	23	30.67%	47.9	6	14	3	0
\$175,001 - \$225,000	10	13.33%	59.9	3	4	3	0
\$225,001 - \$325,000	13	17.33%	39.7	1	7	5	0
\$325,001 and up	8	10.67%	57.5	1	2	4	1
<b>Total Pending Units</b>	<b>75</b>			<b>20</b>	<b>38</b>	<b>15</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>14,621,475</b>	<b>100%</b>	<b>28.8</b>	<b>2.67M</b>	<b>6.72M</b>	<b>4.83M</b>	<b>403.50K</b>
<b>Average Listing Price</b>	<b>\$360,725</b>			<b>\$133,259</b>	<b>\$176,892</b>	<b>\$322,060</b>	<b>\$201,750</b>

# September 2022



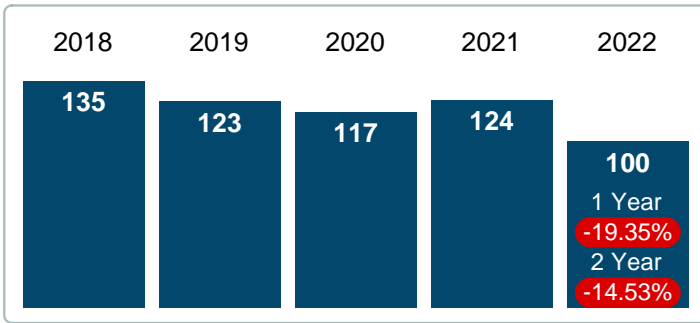
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
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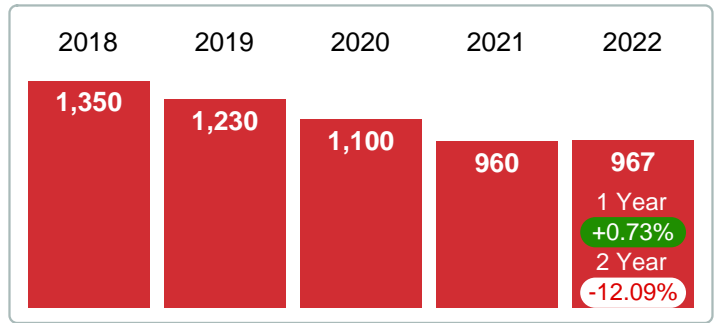
## NEW LISTINGS

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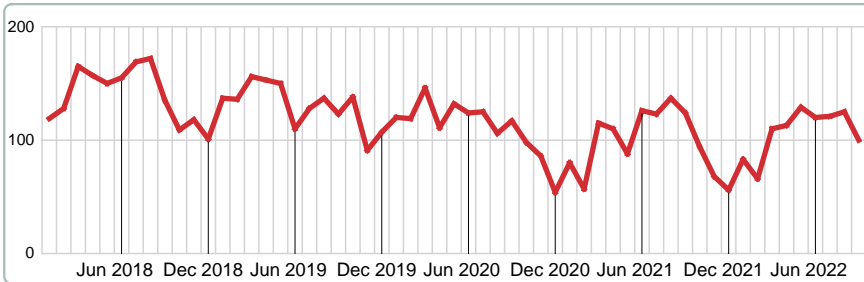
### SEPTEMBER



### YEAR TO DATE (YTD)

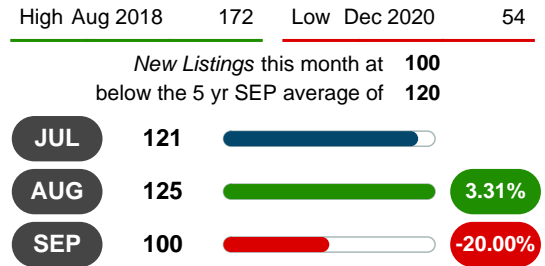


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 120



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	10	10.00%	4	5	0	1
\$60,001 - \$100,000	12	12.00%	7	5	0	0
\$100,001 - \$140,000	15	15.00%	7	8	0	0
\$140,001 - \$210,000	26	26.00%	6	14	6	0
\$210,001 - \$310,000	15	15.00%	1	10	4	0
\$310,001 - \$490,000	12	12.00%	2	5	5	0
\$490,001 and up	10	10.00%	1	3	4	2
<b>Total New Listed Units</b>	<b>100</b>		<b>28</b>	<b>50</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>25,340,398</b>	<b>100%</b>	<b>4.57M</b>	<b>10.25M</b>	<b>7.91M</b>	<b>2.61M</b>
<b>Average New Listed Listing Price</b>	<b>\$119,000</b>		<b>\$163,221</b>	<b>\$204,992</b>	<b>\$416,089</b>	<b>\$871,633</b>

# September 2022



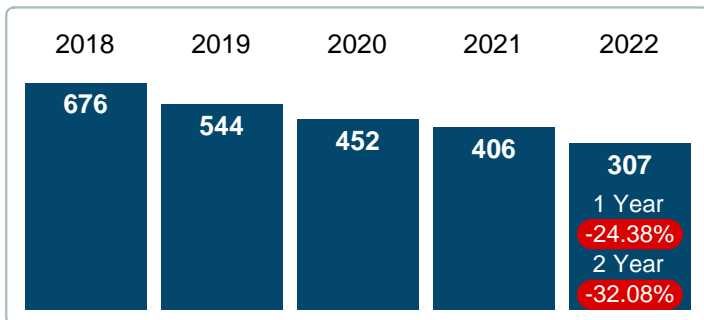
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
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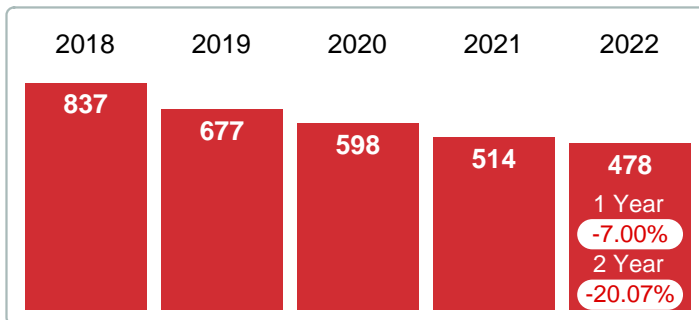
## ACTIVE INVENTORY

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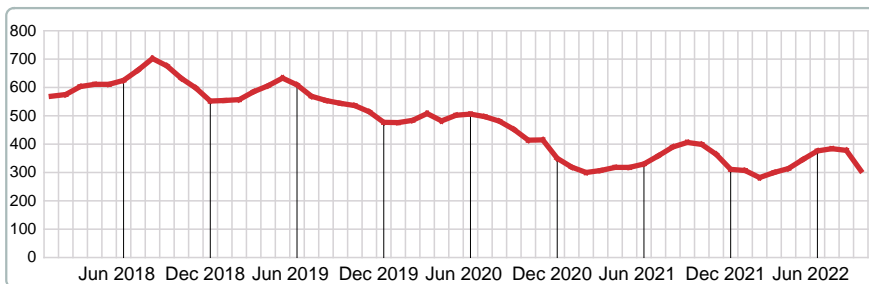
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

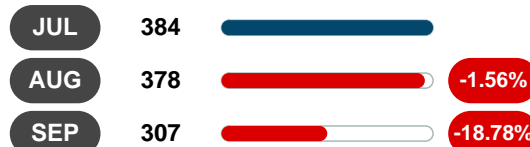


### 3 MONTHS

5 year SEP AVG = 477

High Aug 2018 702 Low Feb 2022 282

Inventory this month at 307  
below the 5 yr SEP average of 477



### 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	30	9.77%	71.8	18	11	1	0
\$75,001 - \$125,000	29	9.45%	70.2	13	15	1	0
\$125,001 - \$175,000	55	17.92%	114.1	13	32	10	0
\$175,001 - \$250,000	74	24.10%	75.6	12	42	16	4
\$250,001 - \$400,000	48	15.64%	89.7	3	26	16	3
\$400,001 - \$825,000	40	13.03%	77.7	5	19	13	3
\$825,001 and up	31	10.10%	105.1	1	7	16	7
<b>Total Active Inventory by Units</b>	<b>307</b>			<b>65</b>	<b>152</b>	<b>73</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>127,864,125</b>	<b>100%</b>	<b>87.1</b>	<b>13.16M</b>	<b>45.88M</b>	<b>42.84M</b>	<b>25.98M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$416,496</b>			<b>\$202,504</b>	<b>\$301,855</b>	<b>\$586,888</b>	<b>\$1,528,035</b>

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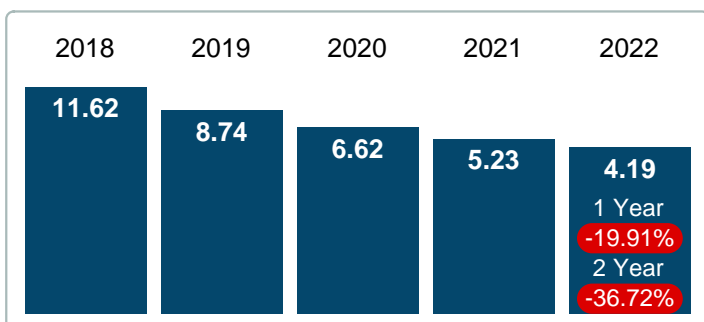
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



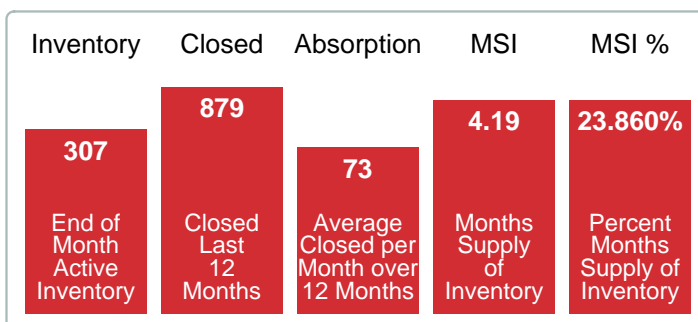
## MONTHS SUPPLY of INVENTORY (MSI)

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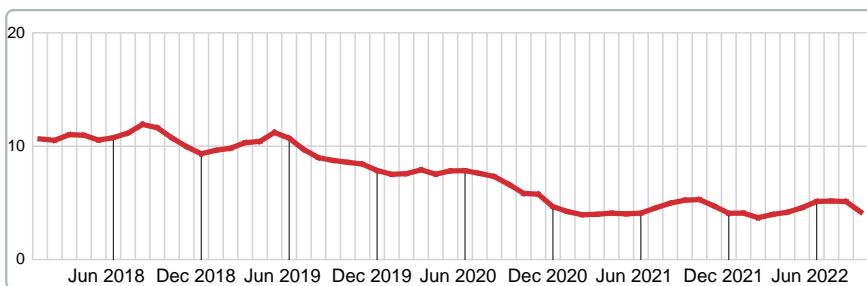
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

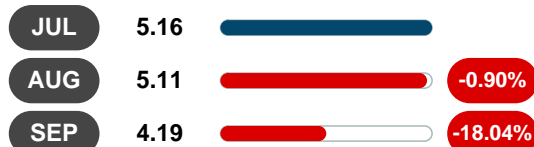


### 3 MONTHS

5 year SEP AVG = 7.28

High Aug 2018 11.92 Low Feb 2022 3.69

Months Supply this month at **4.19**  
below the 5 yr SEP average of **7.28**



### 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	9.77%	2.22	2.92	1.69	1.71	0.00
\$75,001 - \$125,000	29	9.45%	2.25	3.71	1.71	1.50	0.00
\$125,001 - \$175,000	55	17.92%	4.26	8.67	3.46	5.71	0.00
\$175,001 - \$250,000	74	24.10%	6.34	12.00	5.66	5.33	16.00
\$250,001 - \$400,000	48	15.64%	3.67	5.14	3.71	3.56	3.00
\$400,001 - \$825,000	40	13.03%	5.00	6.67	4.47	6.00	3.60
\$825,001 and up	31	10.10%	26.57	0.00	28.00	27.43	21.00
Market Supply of Inventory (MSI)	4.19			4.81	3.50	5.51	5.51
Total Active Inventory by Units	307	100%	4.19	65	152	73	17

# September 2022



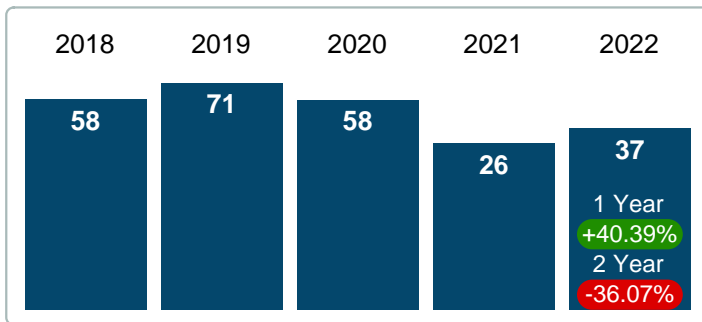
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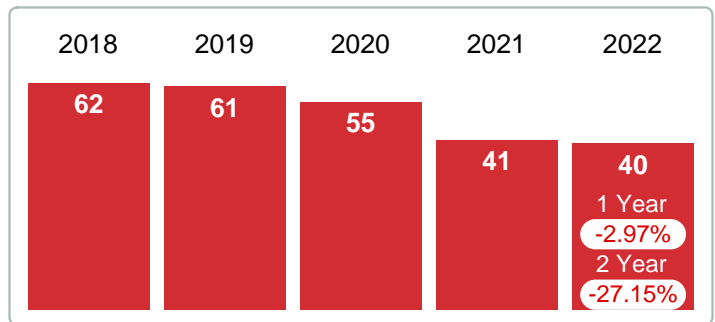
## AVERAGE DAYS ON MARKET TO SALE

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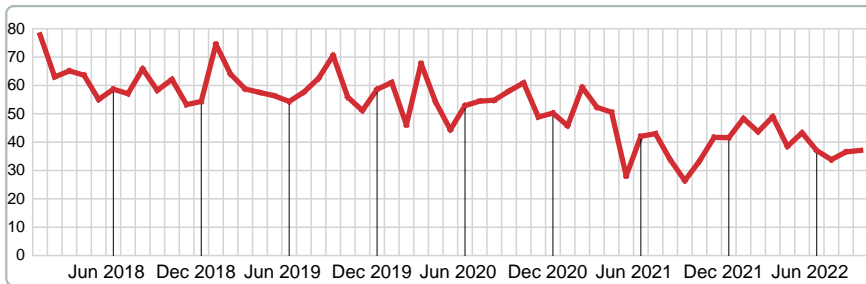
### SEPTEMBER



### YEAR TO DATE (YTD)

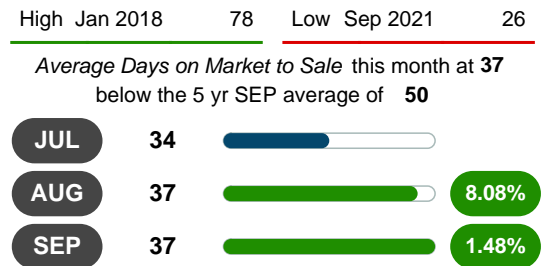


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 50



### 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
\$50,000 and less	8.00%	68	41	82	0	0
\$50,001 - \$100,000	9.33%	35	42	48	6	0
\$100,001 - \$150,000	18.67%	37	35	36	55	0
\$150,001 - \$250,000	24.00%	31	2	38	34	0
\$250,001 - \$325,000	17.33%	32	19	29	39	0
\$325,001 - \$500,000	13.33%	16	17	6	22	13
\$500,001 and up	9.33%	68	0	1	95	0
<b>Average Closed DOM</b>		<b>37</b>	<b>25</b>	<b>37</b>	<b>45</b>	<b>13</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>75</b>	<b>11</b>	<b>41</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>19,179,177</b>	<b>1.81M</b>	<b>8.25M</b>	<b>8.63M</b>	<b>500.00K</b>



# September 2022



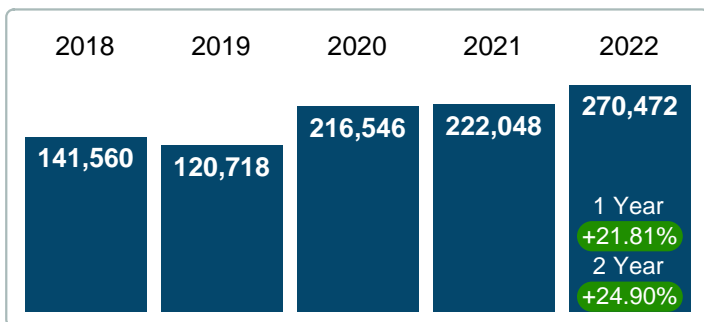
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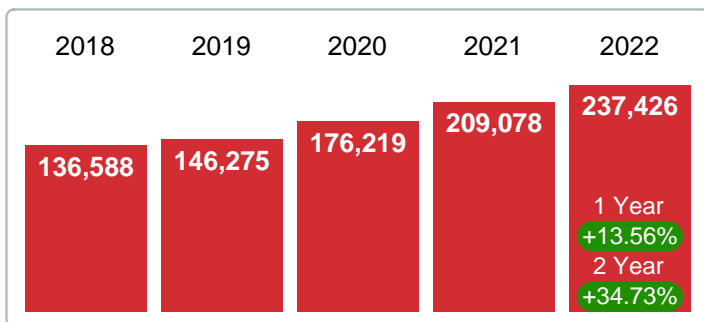
## AVERAGE LIST PRICE AT CLOSING

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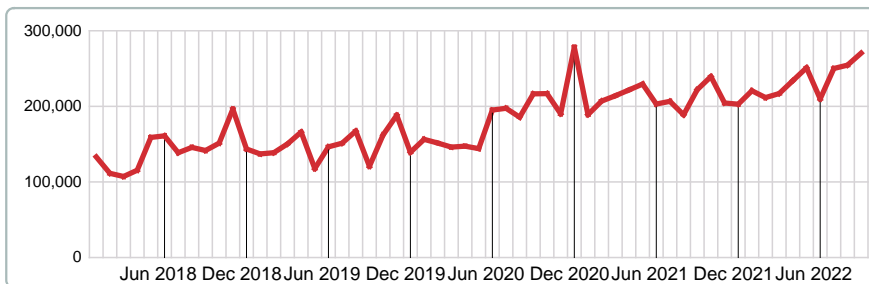
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 194,269

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

Average List Price at Closing this month at **270,472**  
above the 5 yr SEP average of **194,269**

- JUL 250,073
- AUG 254,529 1.78%
- SEP 270,472 6.26%

### 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
\$50,000 and less	9.33%	40,971	36,950	43,725	0	0
\$50,001 - \$100,000	8.00%	77,967	84,900	70,875	68,700	0
\$100,001 - \$150,000	16.00%	129,717	141,633	130,870	141,500	0
\$150,001 - \$250,000	25.33%	192,926	220,833	192,664	211,200	0
\$250,001 - \$325,000	17.33%	291,692	299,900	286,271	311,540	0
\$325,001 - \$500,000	13.33%	391,360	350,000	403,267	400,960	515,000
\$500,001 and up	10.67%	825,375	0	692,000	940,800	0
<b>Average List Price</b>		<b>270,472</b>	<b>172,373</b>	<b>206,929</b>	<b>426,827</b>	<b>515,000</b>
<b>Total Closed Units</b>	100%	<b>270,472</b>	<b>11</b>	<b>41</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,285,399</b>	<b>1.90M</b>	<b>8.48M</b>	<b>9.39M</b>	<b>515.00K</b>

# September 2022



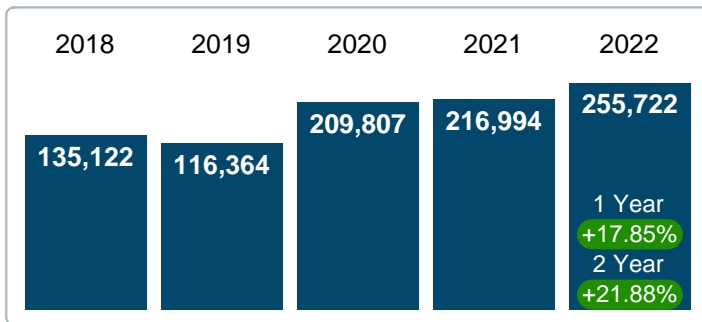
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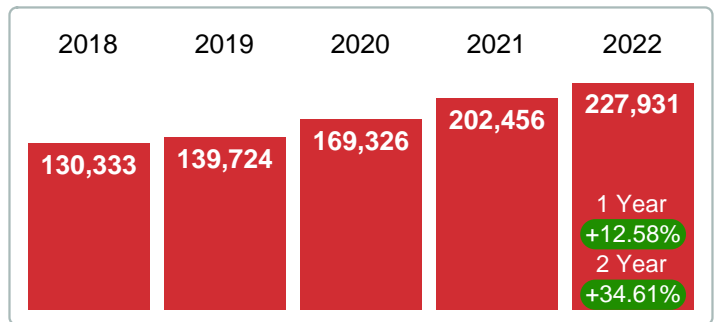
## AVERAGE SOLD PRICE AT CLOSING

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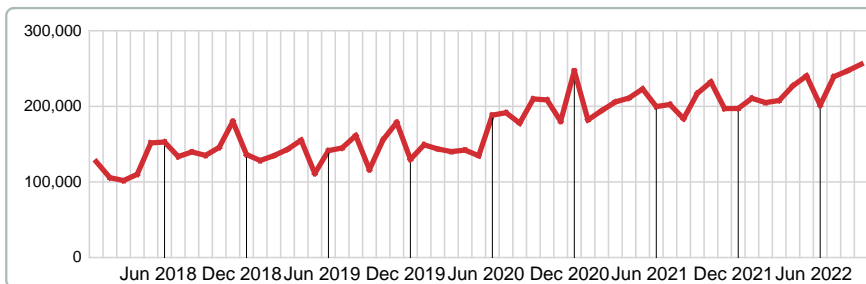
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

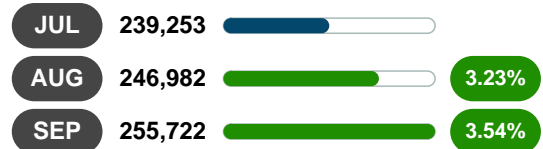


### 3 MONTHS

5 year SEP AVG = 186,802

High Sep 2022 255,722 Low Mar 2018 101,828

Average Sold Price at Closing this month at **255,722**  
above the 5 yr SEP average of **186,802**



### 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
\$50,000 and less	8.00%	35,113	37,839	33,750	0	0
\$50,001 - \$100,000	9.33%	70,286	85,000	67,250	69,000	0
\$100,001 - \$150,000	18.67%	128,521	134,967	125,740	137,000	0
\$150,001 - \$250,000	24.00%	196,689	206,667	190,491	206,250	0
\$250,001 - \$325,000	17.33%	280,615	270,000	272,286	294,400	0
\$325,001 - \$500,000	13.33%	397,480	350,000	399,933	385,000	500,000
\$500,001 and up	9.33%	787,714	0	692,000	826,000	0
<b>Average Sold Price</b>		<b>255,722</b>	<b>164,143</b>	<b>201,137</b>	<b>392,136</b>	<b>500,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>255,722</b>	<b>11</b>	<b>41</b>	<b>22</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>19,179,177</b>	<b>1.81M</b>	<b>8.25M</b>	<b>8.63M</b>	<b>500.00K</b>

# September 2022



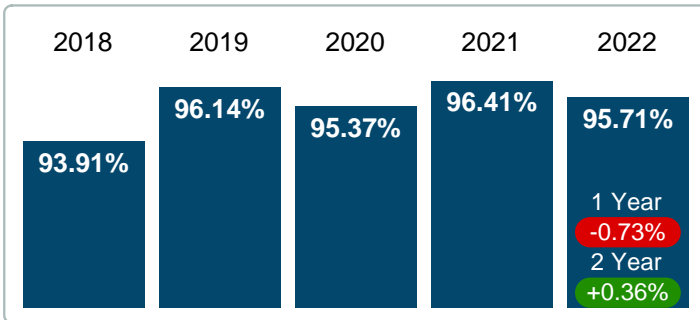
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



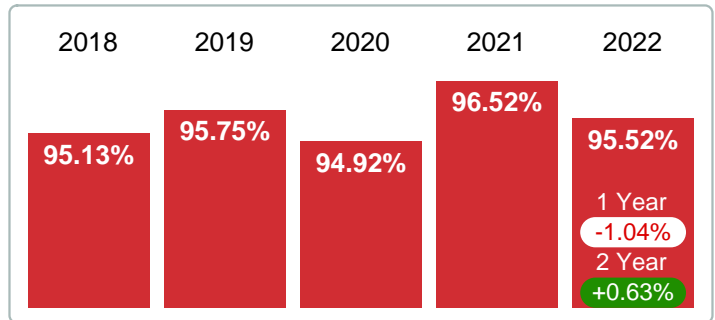
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

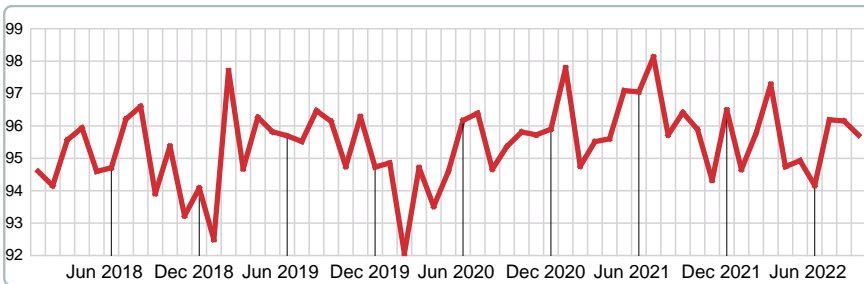
### SEPTEMBER



### YEAR TO DATE (YTD)

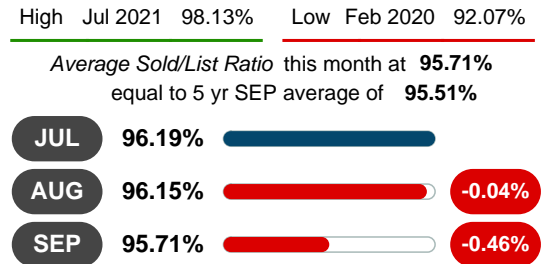


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 95.51%



## 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
\$50,000 and less	6	8.00%	86.41%	103.90%	77.67%	0.00%	0.00%
\$50,001 - \$100,000	7	9.33%	99.90%	100.12%	98.51%	102.57%	0.00%
\$100,001 - \$150,000	14	18.67%	96.64%	95.70%	96.91%	96.82%	0.00%
\$150,001 - \$250,000	18	24.00%	97.98%	94.72%	98.95%	97.73%	0.00%
\$250,001 - \$325,000	13	17.33%	94.68%	90.03%	95.30%	94.76%	0.00%
\$325,001 - \$500,000	10	13.33%	97.56%	100.00%	99.32%	96.12%	97.09%
\$500,001 and up	7	9.33%	91.09%	0.00%	100.00%	87.53%	0.00%
Average Sold/List Ratio		95.70%		97.20%	95.79%	94.77%	97.09%
Total Closed Units		75	100%	11	41	22	1
Total Closed Volume		19,179,177		1.81M	8.25M	8.63M	500.00K

# September 2022



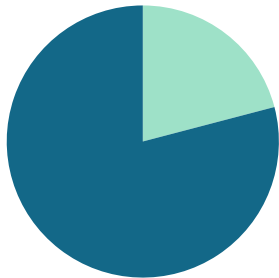
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha  
- Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

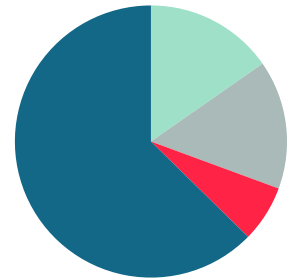


**Inventory**  
 New Listings  
**100 = 20.92%**  
 Start Inventory  
**378**  
 Total Inventory Units  
**478**  
 Volume  
**\$172,168,772**

### Market Activity

Closed Sales  
**75 = 15.31%**  
 Pending Sales  
**75 = 15.31%**  
 Other Off Market  
**33 = 6.73%**  
 Active Inventory  
**307 = 62.65%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	83	75	-9.64%	679	644	-5.15%
Pending Sales	86	75	-12.79%	737	677	-8.14%
New Listings	124	100	-19.35%	960	967	0.73%
Average List Price	222,048	270,472	21.81%	209,078	237,426	13.56%
Average Sale Price	216,994	255,722	17.85%	202,456	227,931	12.58%
Average Percent of Selling Price to List Price	96.41%	95.71%	-0.73%	96.52%	95.52%	-1.04%
Average Days on Market to Sale	26.42	37.09	40.39%	41.47	40.24	-2.97%
Monthly Inventory	406	307	-24.38%	406	307	-24.38%
Months Supply of Inventory	5.23	4.19	-19.91%	5.23	4.19	-19.91%

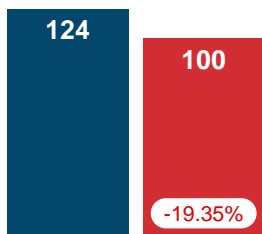
**Absorption:** Last 12 months, an Average of **73** Sales/Month

**Inventory** on September 30, 2022 = **307** 2021 2022

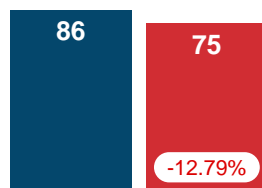
### SEPTEMBER MARKET

### AVERAGE PRICES

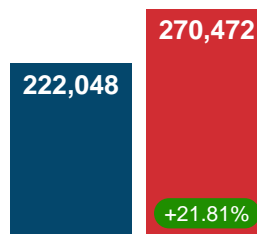
#### New Listings



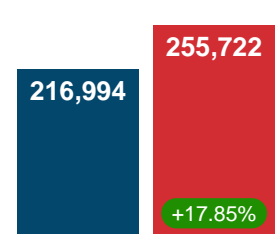
#### Pending Listings



#### List Price



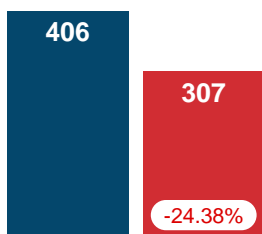
#### Sale Price



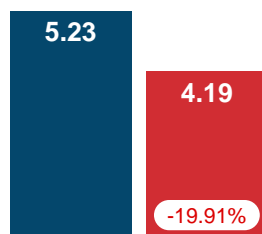
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

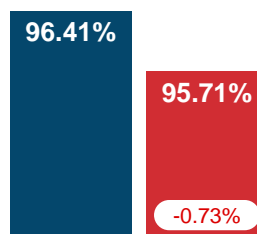
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

