

September 2022



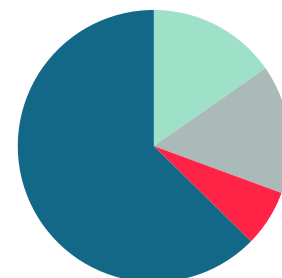
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



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%
Median List Price	174,900	194,500	11.21%
Median Sale Price	170,000	206,500	21.47%
Median Percent of Selling Price to List Price	98.46%	97.58%	-0.89%
Median Days on Market to Sale	9.00	20.00	122.22%
End of Month Inventory	406	307	-24.38%
Months Supply of Inventory	5.23	4.19	-19.91%



■ Closed (15.31%)
■ Pending (15.31%)
■ Other OffMarket (6.73%)
■ Active (62.65%)

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.

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 **21.47%** in September 2022 to \$206,500 versus the previous year at \$170,000.

Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 11.00 days or **122.22%** in September 2022 compared to last year's same month at **9.00** DOM.

Sales Success for September 2022 is Positive

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

There were 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 Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

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

Identify a Professional to Manage the Procedure

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

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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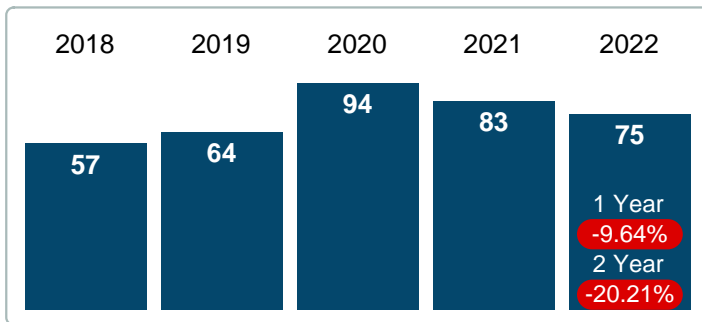
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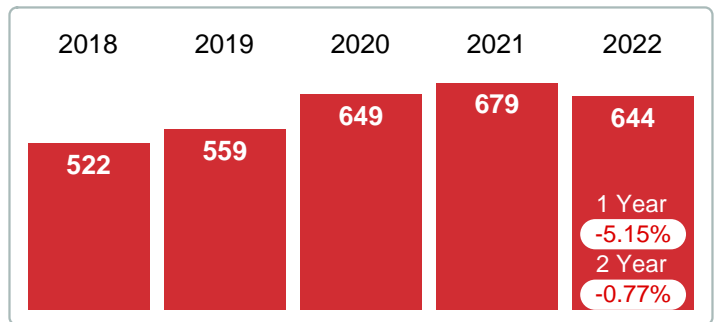
CLOSED LISTINGS

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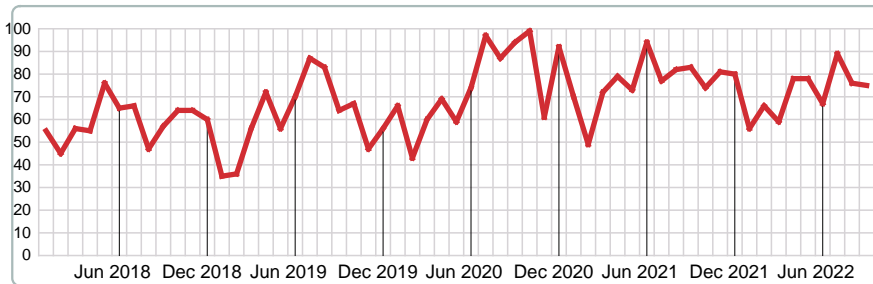
SEPTEMBER



YEAR TO DATE (YTD)

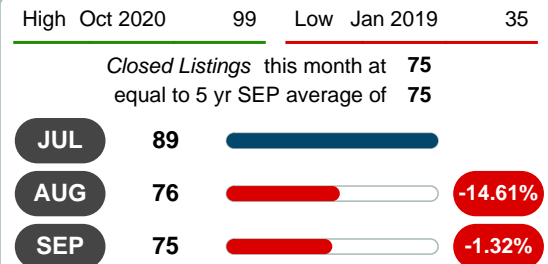


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 75



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.00%	61.5	2	4	0	0
\$50,001 - \$100,000	7	9.33%	42.0	1	4	2	0
\$100,001 - \$150,000	14	18.67%	21.0	3	10	1	0
\$150,001 - \$250,000	18	24.00%	14.5	3	11	4	0
\$250,001 - \$325,000	13	17.33%	20.0	1	7	5	0
\$325,001 - \$500,000	10	13.33%	13.0	1	3	5	1
\$500,001 and up	7	9.33%	67.0	0	2	5	0
Total Closed Units	75			11	41	22	1
Total Closed Volume	19,179,177	100%	20.0	1.81M	8.25M	8.63M	500.00K
Median Closed Price	\$206,500			\$150,000	\$163,000	\$310,000	\$500,000

September 2022



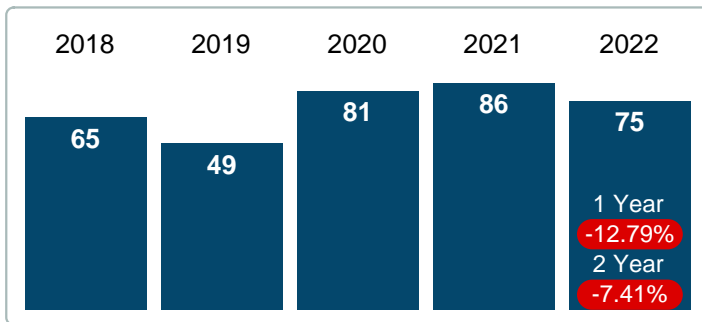
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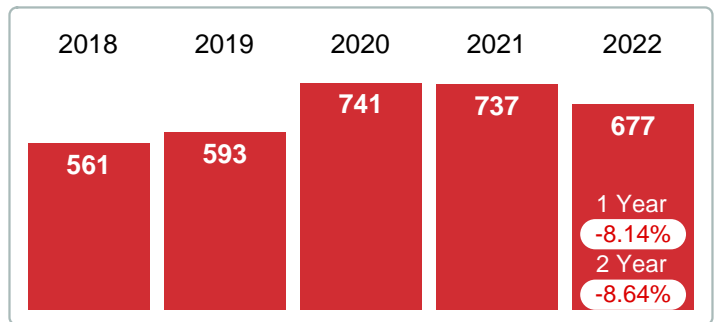
PENDING LISTINGS

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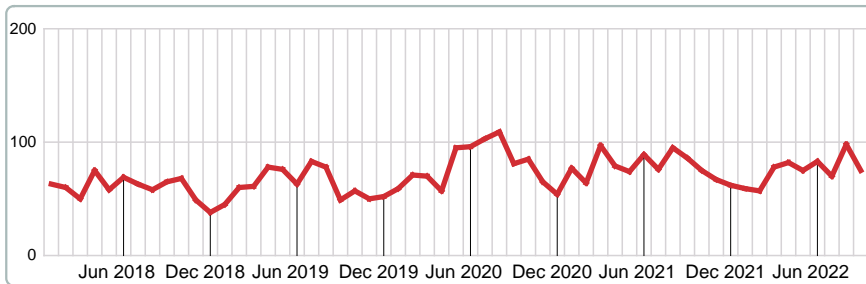
SEPTEMBER



YEAR TO DATE (YTD)

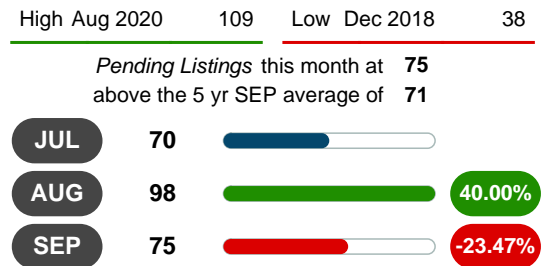


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	10	13.33%	21.5	4	5	0	1
\$60,001 - \$80,000	6	8.00%	15.5	2	4	0	0
\$80,001 - \$120,000	12	16.00%	21.0	5	7	0	0
\$120,001 - \$180,000	16	21.33%	56.5	4	9	3	0
\$180,001 - \$230,000	11	14.67%	30.0	3	5	3	0
\$230,001 - \$340,000	12	16.00%	31.0	1	6	5	0
\$340,001 and up	8	10.67%	38.0	1	2	4	1
Total Pending Units	75			20	38	15	2
Total Pending Volume	14,621,475	100%	33.0	2.67M	6.72M	4.83M	403.50K
Median Listing Price	\$149,900			\$103,750	\$149,450	\$249,900	\$201,750

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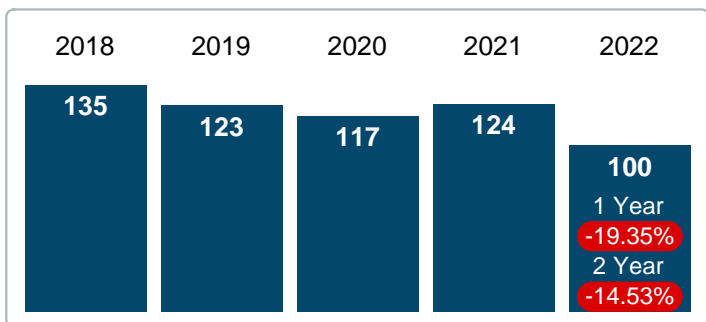
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



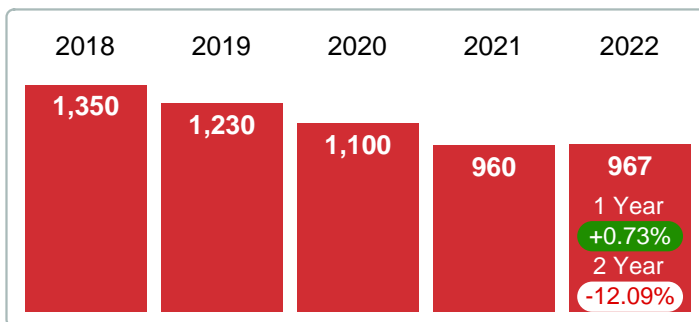
NEW LISTINGS

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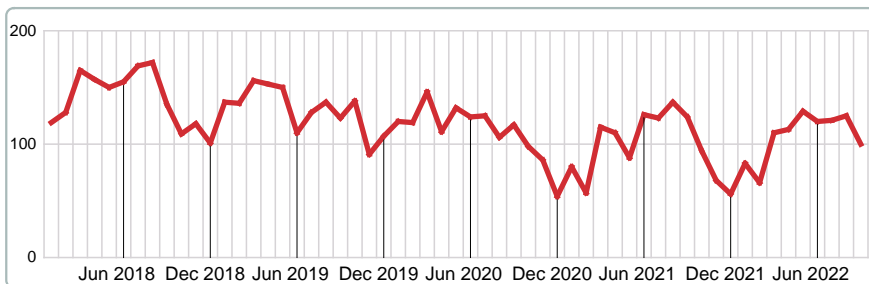
SEPTEMBER



YEAR TO DATE (YTD)

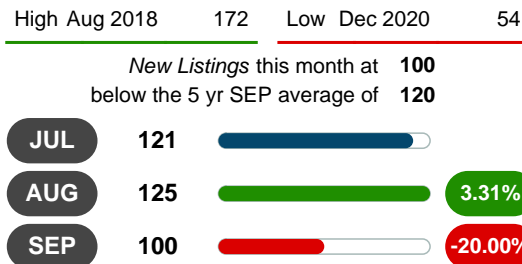


5 YEAR MARKET ACTIVITY TRENDS



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
\$50,000 and less	7	7.00%	4	2	0	1
\$50,001 - \$100,000	15	15.00%	7	8	0	0
\$100,001 - \$125,000	11	11.00%	5	6	0	0
\$125,001 - \$200,000	28	28.00%	7	15	6	0
\$200,001 - \$300,000	16	16.00%	2	11	3	0
\$300,001 - \$475,000	12	12.00%	1	5	6	0
\$475,001 and up	11	11.00%	2	3	4	2
Total New Listed Units	100		28	50	19	3
Total New Listed Volume	25,340,398	100%	4.57M	10.25M	7.91M	2.61M
Median New Listed Listing Price	\$172,500		\$124,240	\$172,500	\$310,000	\$699,900

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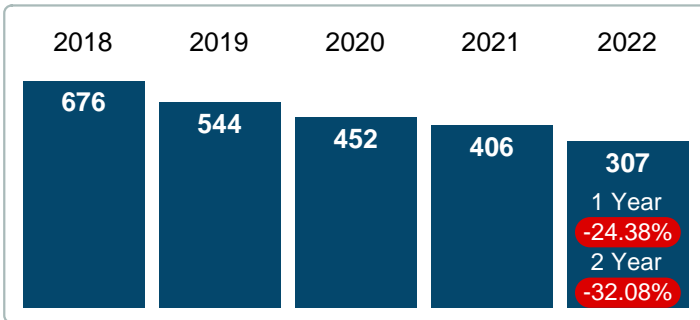
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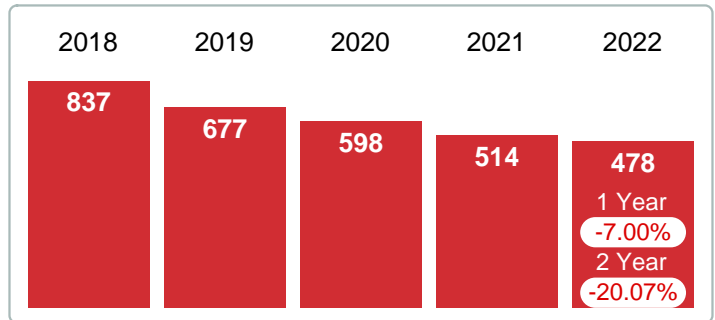
ACTIVE INVENTORY

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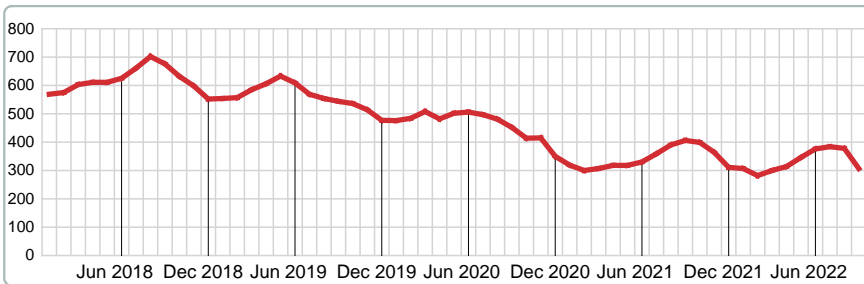
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

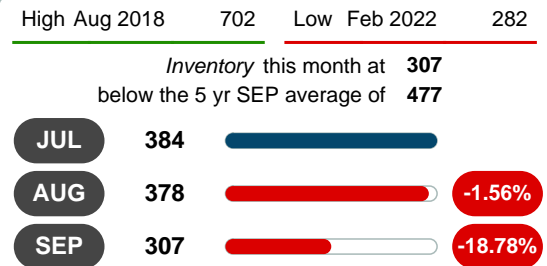


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 477



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	9.77%	80.5	18	11	1	0
\$75,001 - \$125,000	29	9.45%	60.0	13	15	1	0
\$125,001 - \$175,000	55	17.92%	50.0	13	32	10	0
\$175,001 - \$250,000	74	24.10%	64.5	12	42	16	4
\$250,001 - \$400,000	48	15.64%	78.0	3	26	16	3
\$400,001 - \$825,000	40	13.03%	74.0	5	19	13	3
\$825,001 and up	31	10.10%	114.0	1	7	16	7
Total Active Inventory by Units	307			65	152	73	17
Total Active Inventory by Volume	127,864,125	100%	70.0	13.16M	45.88M	42.84M	25.98M
Median Active Inventory Listing Price	\$219,000			\$130,000	\$217,000	\$320,000	\$650,000

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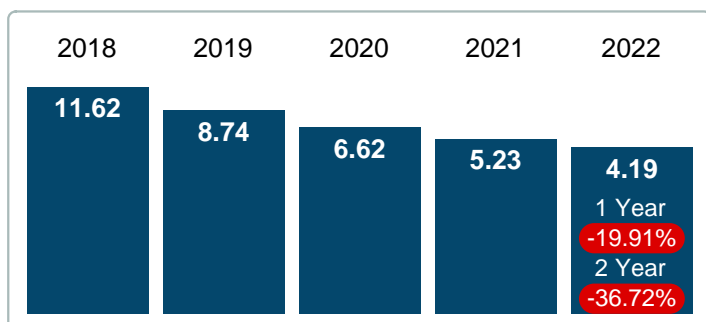
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
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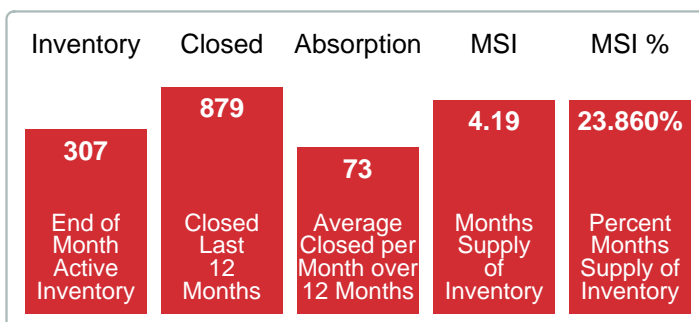
MONTHS SUPPLY of INVENTORY (MSI)

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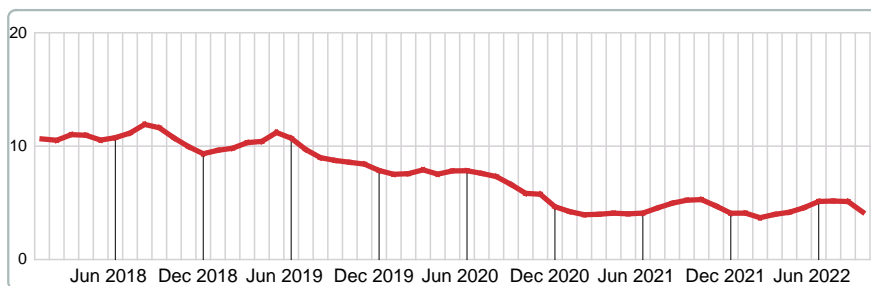
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

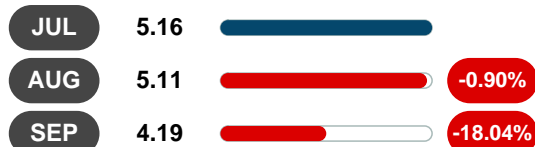


3 MONTHS

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	100%	4.19	4.81	3.50	5.51	5.51
Total Active Inventory by Units	307			65	152	73	17

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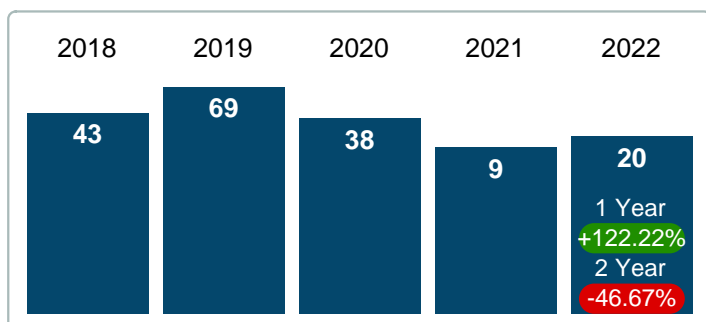
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
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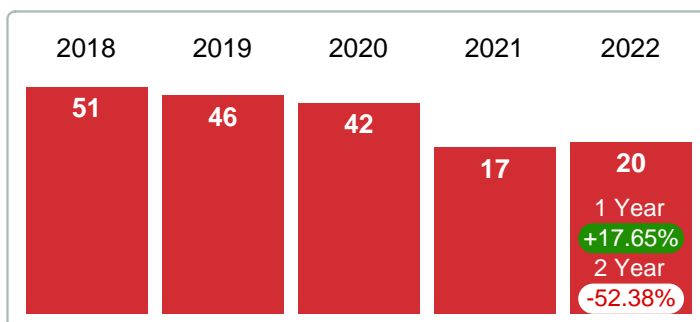
MEDIAN DAYS ON MARKET TO SALE

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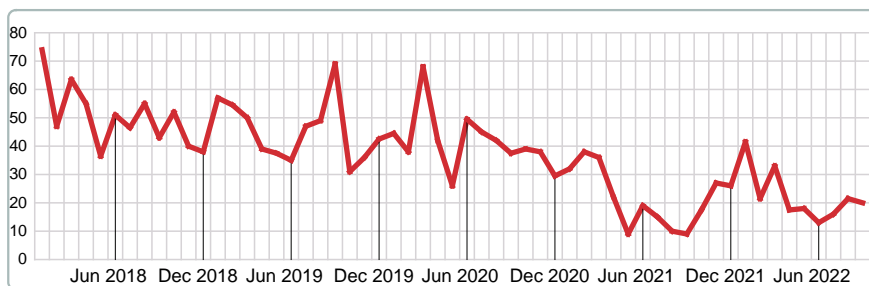
SEPTEMBER



YEAR TO DATE (YTD)

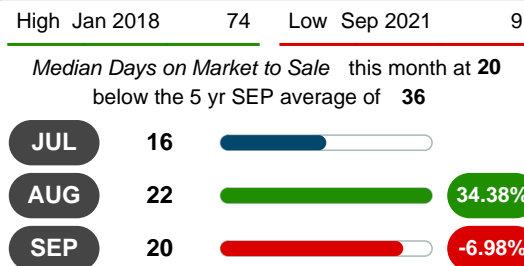


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 36



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	8.00%	62	41	72	0	0
\$50,001 - \$100,000	9.33%	42	42	44	6	0
\$100,001 - \$150,000	18.67%	21	29	9	55	0
\$150,001 - \$250,000	24.00%	15	2	39	17	0
\$250,001 - \$325,000	17.33%	20	19	29	20	0
\$325,001 - \$500,000	13.33%	13	17	8	27	13
\$500,001 and up	9.33%	67	0	1	82	0
Median Closed DOM		20	19	29	24	13
Total Closed Units	100%	75	11	41	22	1
Total Closed Volume		19,179,177	1.81M	8.25M	8.63M	500.00K

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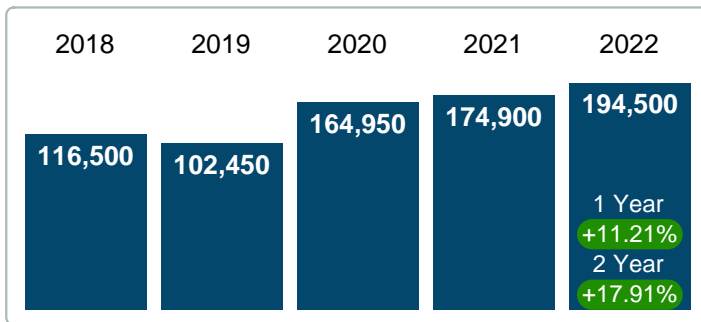
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



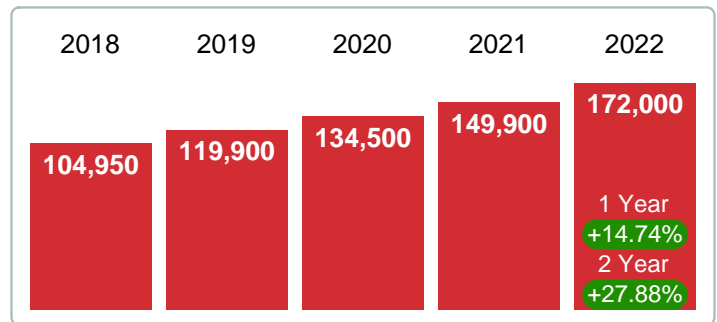
MEDIAN LIST PRICE AT CLOSING

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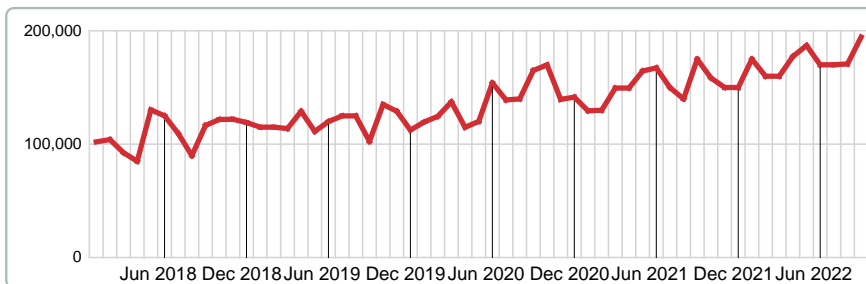
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

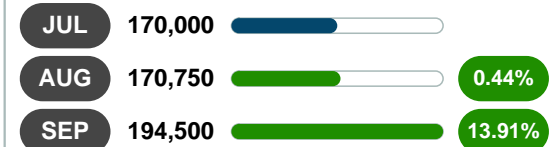


3 MONTHS

5 year SEP AVG = 150,660

High Sep 2022 194,500 Low Apr 2018 84,900

Median List Price at Closing this month at **194,500**
above the 5 yr SEP average of **150,660**



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	9.33%	45,000	36,950	45,250	47,500	0
\$50,001 - \$100,000	6	8.00%	86,950	84,900	74,000	89,900	0
\$100,001 - \$150,000	12	16.00%	132,450	134,950	129,900	141,500	0
\$150,001 - \$250,000	19	25.33%	179,900	157,500	177,450	212,450	0
\$250,001 - \$325,000	13	17.33%	295,000	289,700	295,000	299,450	0
\$325,001 - \$500,000	10	13.33%	372,450	350,000	379,900	387,450	0
\$500,001 and up	8	10.67%	805,000	0	692,000	899,000	515,000
Median List Price			194,500	155,000	169,999	334,450	515,000
Total Closed Units		100%	194,500	11	41	22	1
Total Closed Volume			20,285,399	1.90M	8.48M	9.39M	515.00K

September 2022



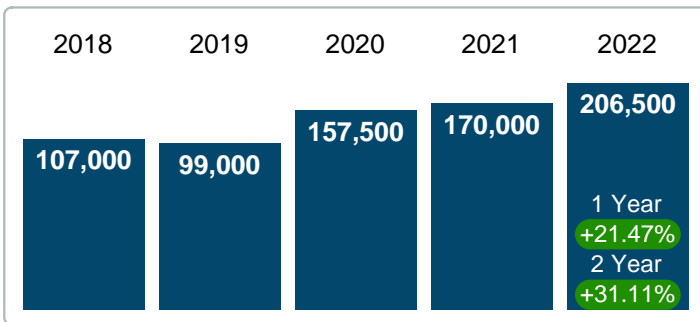
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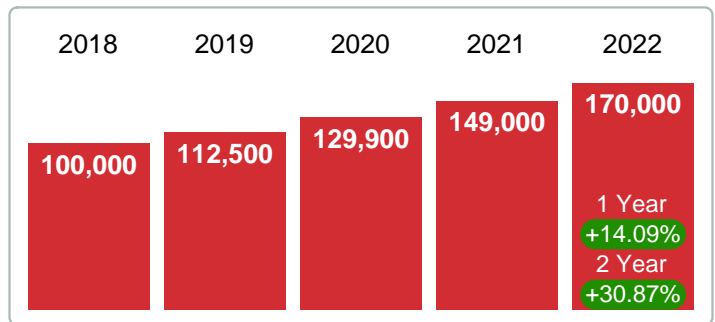
MEDIAN SOLD PRICE AT CLOSING

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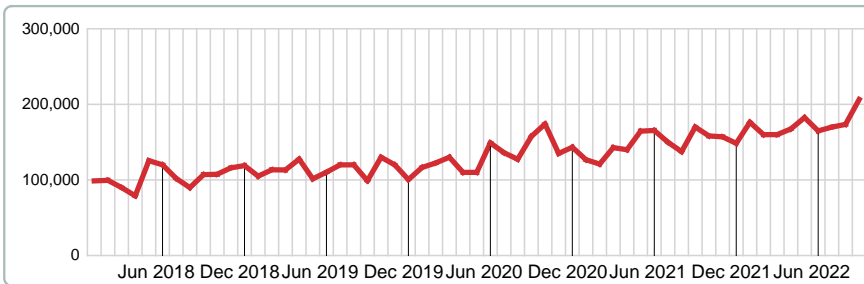
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

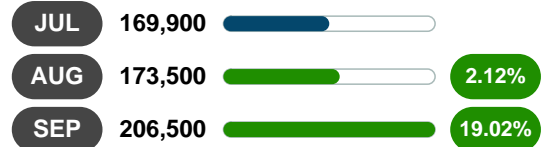


3 MONTHS

5 year SEP AVG = 148,000

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

Median Sold Price at Closing this month at **206,500** above the 5 yr SEP average of **148,000**



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	8.00%	37,500	37,839	37,500	0	0
\$50,001 - \$100,000	9.33%	75,000	85,000	67,000	69,000	0
\$100,001 - \$150,000	18.67%	130,000	135,000	127,500	137,000	0
\$150,001 - \$250,000	24.00%	191,000	210,000	179,900	208,000	0
\$250,001 - \$325,000	17.33%	285,000	270,000	273,000	297,000	0
\$325,001 - \$500,000	13.33%	389,950	350,000	379,900	400,000	500,000
\$500,001 and up	9.33%	700,000	0	692,000	825,000	0
Median Sold Price		206,500	150,000	163,000	310,000	500,000
Total Closed Units	100%	206,500	11	41	22	1
Total Closed Volume		19,179,177	1.81M	8.25M	8.63M	500.00K

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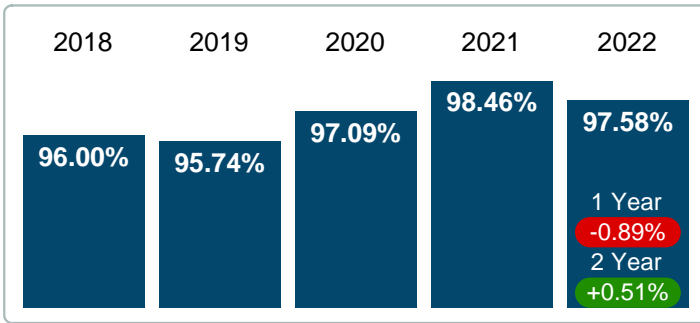
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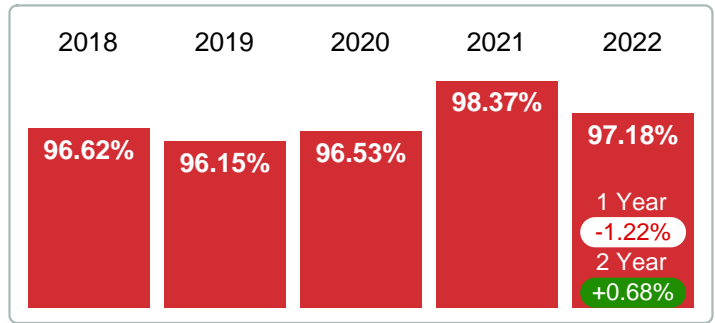
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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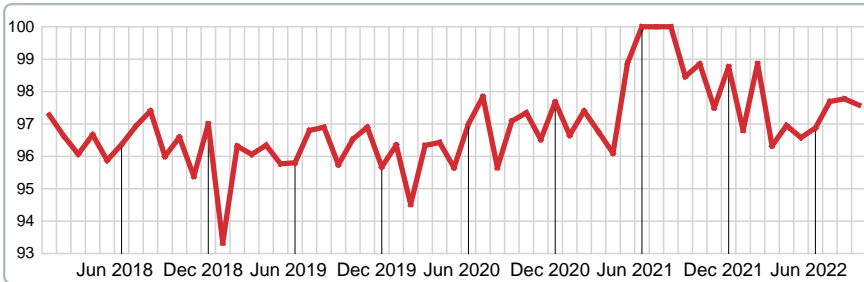
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

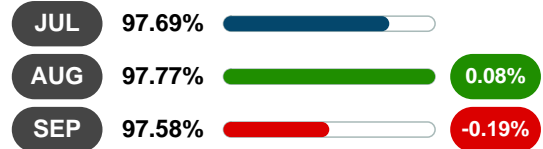


3 MONTHS

5 year SEP AVG = 96.98%

High Aug 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **97.58%** above the 5 yr SEP average of **96.98%**



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	6	8.00%	78.89%	103.90%	78.89%	0.00%	0.00%
\$50,001 - \$100,000	7	9.33%	100.00%	100.12%	94.44%	102.57%	0.00%
\$100,001 - \$150,000	14	18.67%	99.62%	100.00%	99.62%	96.82%	0.00%
\$150,001 - \$250,000	18	24.00%	98.72%	93.13%	100.00%	97.36%	0.00%
\$250,001 - \$325,000	13	17.33%	96.61%	90.03%	96.61%	99.33%	0.00%
\$325,001 - \$500,000	10	13.33%	97.60%	100.00%	100.00%	97.26%	97.09%
\$500,001 and up	7	9.33%	91.77%	0.00%	100.00%	87.50%	0.00%
Median Sold/List Ratio		97.58%		100.00%	98.31%	96.50%	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



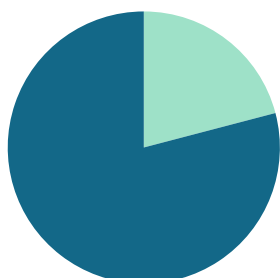
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MARKET SUMMARY

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

INVENTORY

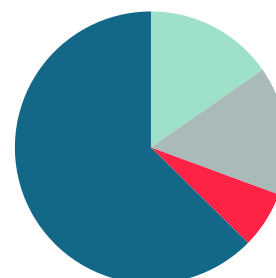


Inventory
 New Listings
100 = 20.92%
 Start Inventory
378
 Total Inventory Units
478
 Volume
\$172,168,772

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%
Median List Price	174,900	194,500	11.21%	149,900	172,000	14.74%
Median Sale Price	170,000	206,500	21.47%	149,000	170,000	14.09%
Median Percent of Selling Price to List Price	98.46%	97.58%	-0.89%	98.37%	97.18%	-1.22%
Median Days on Market to Sale	9.00	20.00	122.22%	17.00	20.00	17.65%
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%

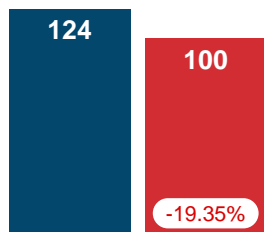
Absorption: Last 12 months, an Average of **73** Sales/Month

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

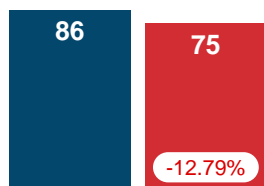
SEPTEMBER MARKET

MEDIAN PRICES

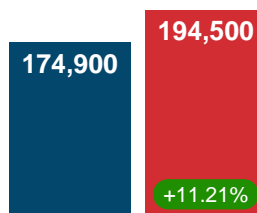
New Listings



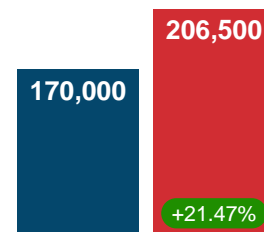
Pending Listings



List Price



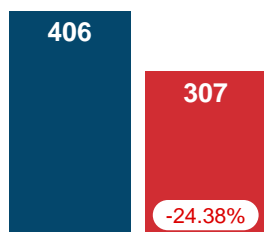
Sale Price



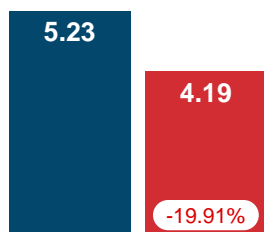
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

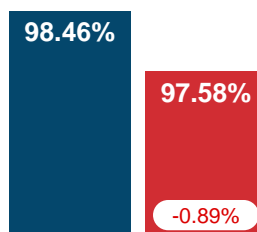
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

