

January 2023



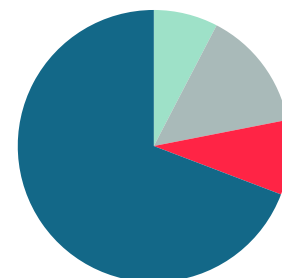
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	57	31	-45.61%
Pending Listings	59	58	-1.69%
New Listings	83	74	-10.84%
Average List Price	217,912	189,177	-13.19%
Average Sale Price	208,022	180,942	-13.02%
Average Percent of Selling Price to List Price	94.68%	97.08%	2.53%
Average Days on Market to Sale	47.70	68.16	42.89%
End of Month Inventory	307	281	-8.47%
Months Supply of Inventory	4.09	4.16	1.69%



■ Closed (7.64%)
■ Pending (14.29%)
■ Other OffMarket (8.87%)
■ Active (69.21%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of January 31, 2023 = **281**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2023 decreased **8.47%** to 281 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **4.16** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.02%** in January 2023 to \$180,942 versus the previous year at \$208,022.

Average Days on Market Lengthens

The average number of **68.16** days that homes spent on the market before selling increased by 20.46 days or **42.89%** in January 2023 compared to last year's same month at **47.70** DOM.

Sales Success for January 2023 is Positive

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

There were 74 New Listings in January 2023, down **10.84%** from last year at 83. Furthermore, there were 31 Closed Listings this month versus last year at 57, a **-45.61%** decrease.

Closed versus Listed trends yielded a **41.9%** ratio, down from previous year's, January 2022, at **68.7%**, a **39.00%** downswing. 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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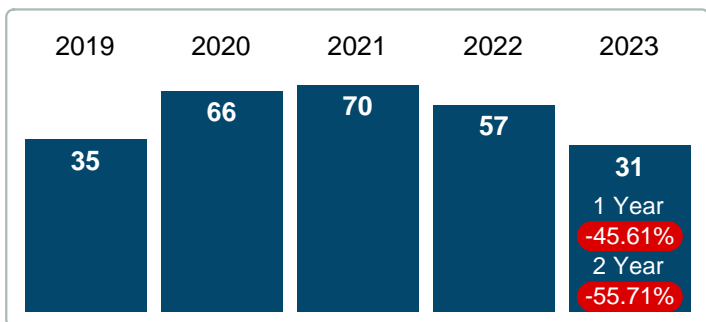
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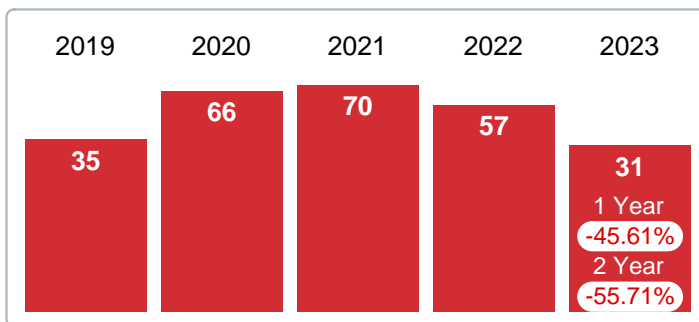
CLOSED LISTINGS

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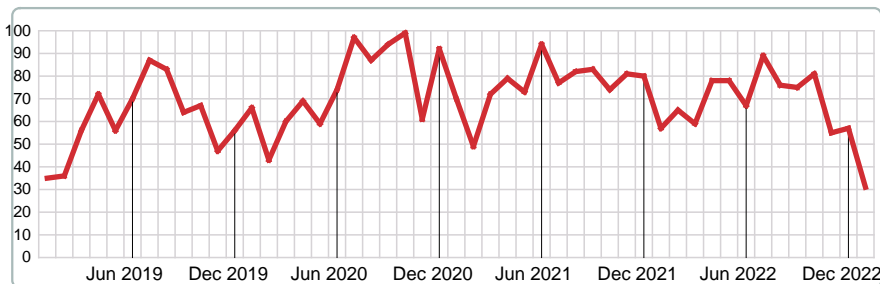
JANUARY



YEAR TO DATE (YTD)

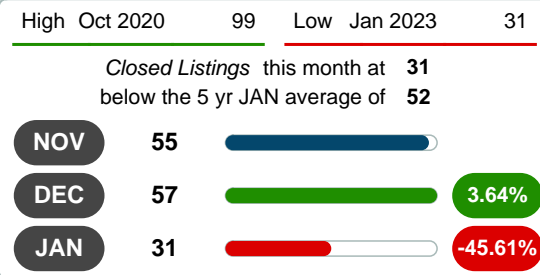


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	5	16.13%	85.6	3	1	1	0
\$50,001 - \$100,000	5	16.13%	57.2	2	2	1	0
\$100,001 - \$150,000	8	25.81%	38.3	0	8	0	0
\$150,001 - \$250,000	6	19.35%	91.3	1	3	1	1
\$250,001 - \$325,000	3	9.68%	12.0	1	1	1	0
\$325,001 and up	4	12.90%	127.3	0	1	3	0
Total Closed Units	31			7	16	7	1
Total Closed Volume	5,609,207	100%	68.2	683.01K	2.42M	2.26M	245.00K
Average Closed Price	\$180,942			\$97,572	\$151,181	\$323,186	\$245,000

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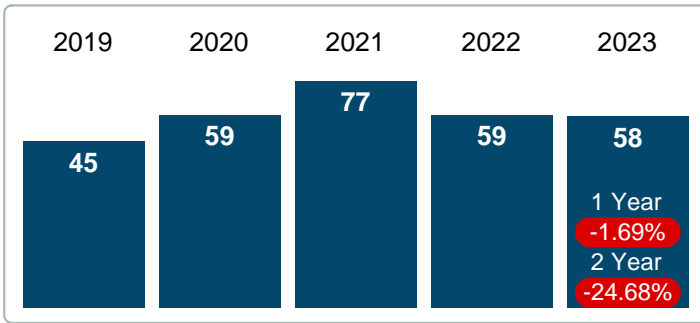
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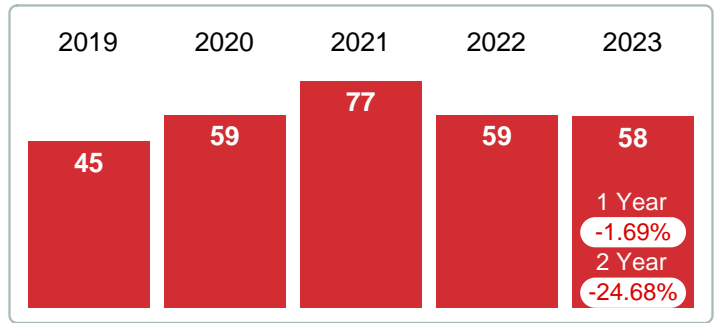
PENDING LISTINGS

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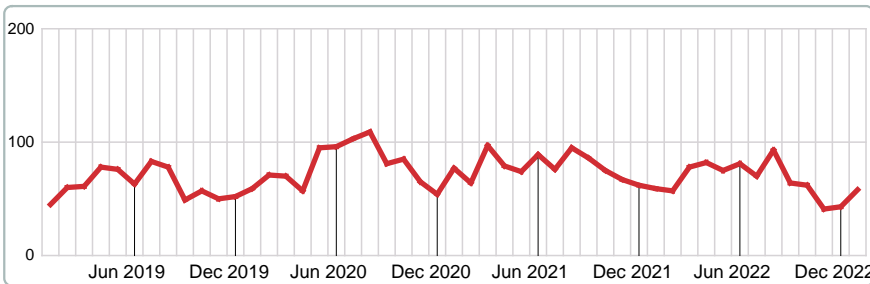
JANUARY



YEAR TO DATE (YTD)

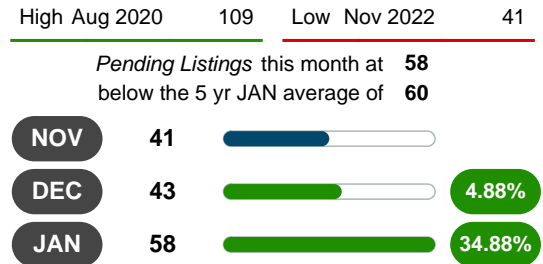


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



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	<div style="width: 6.9%;"></div> 4	6.90%	58.0	3	1	0	0
\$50,001 - \$110,000	<div style="width: 15.52%;"></div> 9	15.52%	43.1	1	8	0	0
\$110,001 - \$130,000	<div style="width: 8.62%;"></div> 5	8.62%	70.2	1	3	1	0
\$130,001 - \$190,000	<div style="width: 32.76%;"></div> 19	32.76%	50.8	2	13	4	0
\$190,001 - \$240,000	<div style="width: 10.34%;"></div> 6	10.34%	83.7	0	5	1	0
\$240,001 - \$450,000	<div style="width: 15.52%;"></div> 9	15.52%	116.4	0	7	1	1
\$450,001 and up	<div style="width: 10.34%;"></div> 6	10.34%	50.8	1	3	2	0
Total Pending Units	58			8	40	9	1
Total Pending Volume	11,957,874	100%	90.3	1.05M	7.82M	2.84M	249.00K
Average Listing Price	\$125,950			\$131,578	\$195,389	\$315,633	\$249,000

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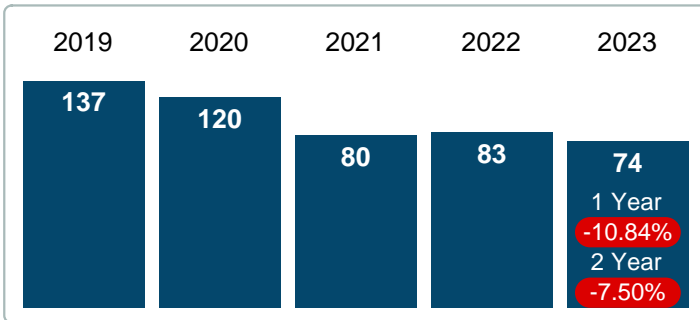
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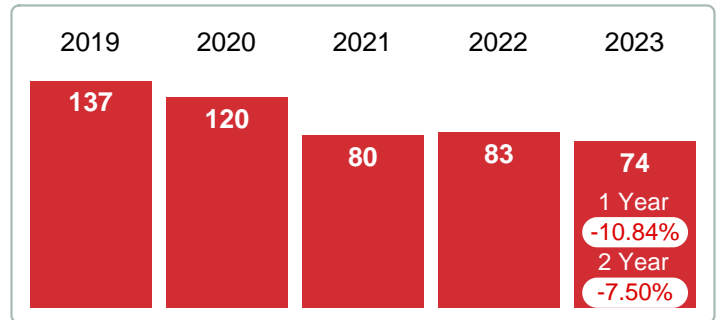
NEW LISTINGS

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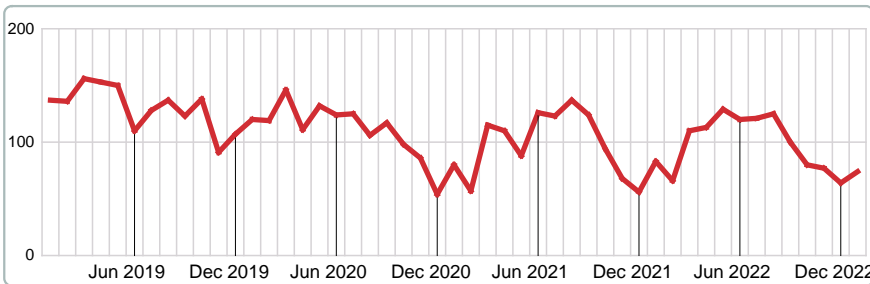
JANUARY



YEAR TO DATE (YTD)

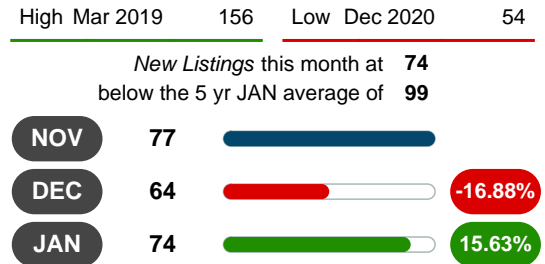


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99



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	7	9.46%	3	4	0	0
\$60,001 - \$90,000	9	12.16%	4	4	0	1
\$90,001 - \$160,000	11	14.86%	2	6	1	2
\$160,001 - \$240,000	19	25.68%	3	13	1	2
\$240,001 - \$310,000	12	16.22%	2	7	3	0
\$310,001 - \$650,000	8	10.81%	1	3	4	0
\$650,001 and up	8	10.81%	0	2	5	1
Total New Listed Units	74		15	39	14	6
Total New Listed Volume	21,625,720	100%	2.22M	8.85M	7.67M	2.89M
Average New Listed Listing Price	\$0		\$147,835	\$226,877	\$547,585	\$482,300

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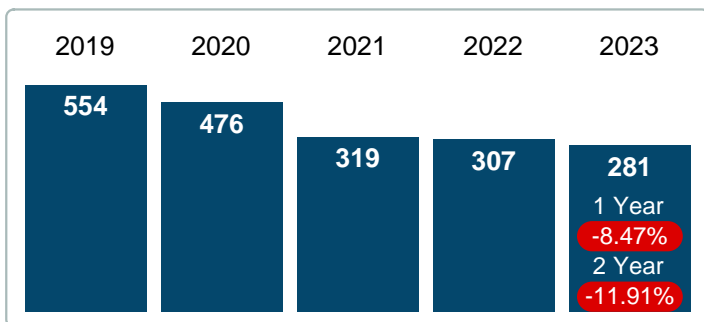
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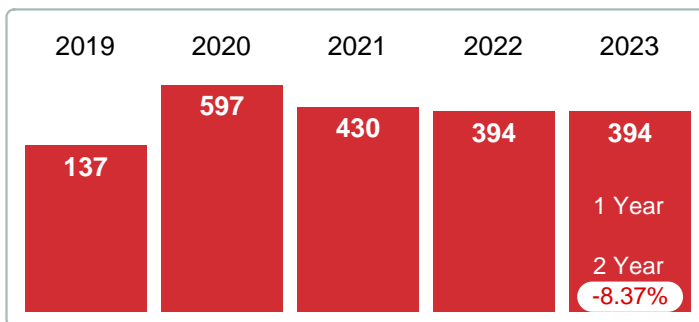
ACTIVE INVENTORY

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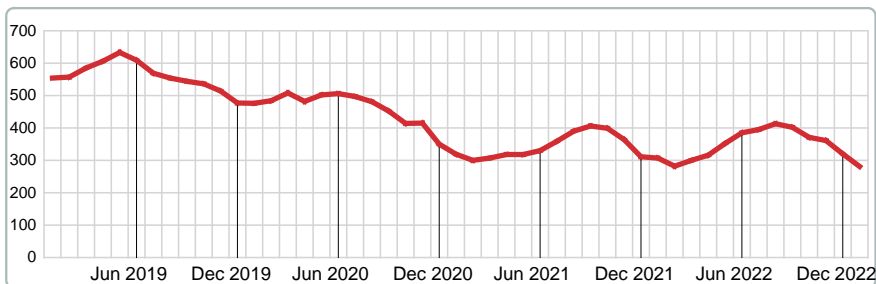
END OF JANUARY



ACTIVE DURING JANUARY

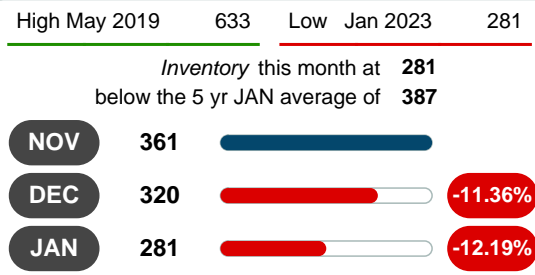


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 387



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	24	8.54%	73.4	11	12	1	0
\$75,001 - \$125,000	35	12.46%	81.4	10	19	2	4
\$125,001 - \$175,000	47	16.73%	184.5	10	30	6	1
\$175,001 - \$250,000	66	23.49%	105.0	13	39	9	5
\$250,001 - \$375,000	41	14.59%	71.7	1	21	19	0
\$375,001 - \$750,000	40	14.23%	115.8	5	24	8	3
\$750,001 and up	28	9.96%	135.8	2	11	10	5
Total Active Inventory by Units	281			52	156	55	18
Total Active Inventory by Volume	111,154,889	100%	112.4	11.96M	48.97M	27.46M	22.77M
Average Active Inventory Listing Price	\$395,569			\$230,031	\$313,891	\$499,289	\$1,264,744

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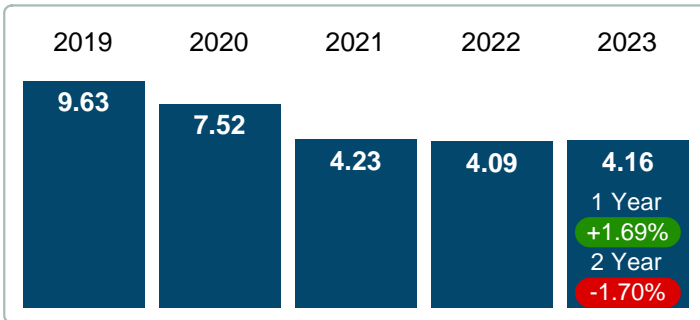
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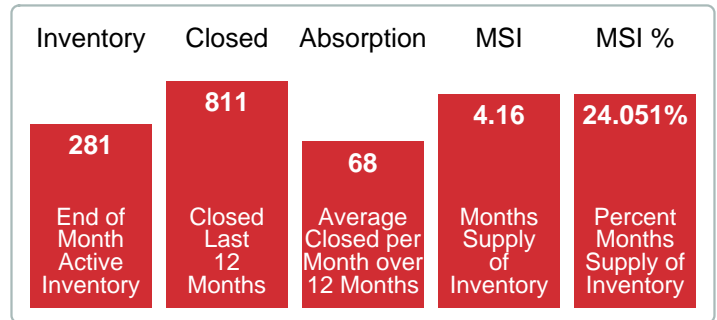
MONTHS SUPPLY of INVENTORY (MSI)

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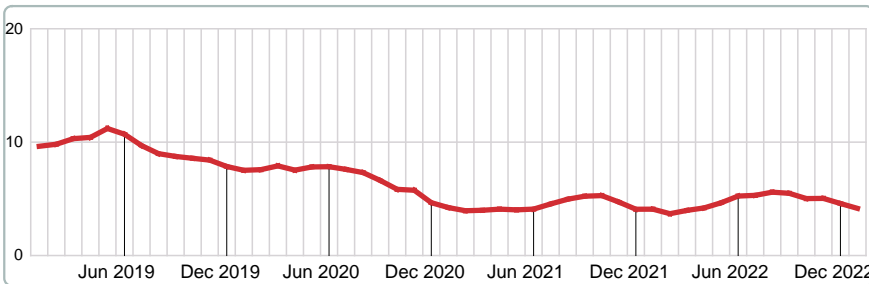
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

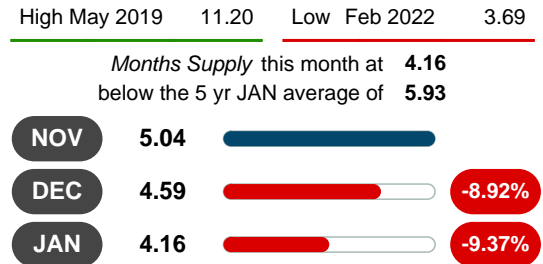


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.93



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	24	8.54%	1.87	1.89	1.97	1.71	0.00
\$75,001 - \$125,000	35	12.46%	3.28	2.86	2.89	3.43	0.00
\$125,001 - \$175,000	47	16.73%	3.86	7.06	3.27	4.50	4.00
\$175,001 - \$250,000	66	23.49%	5.21	9.18	4.63	3.48	20.00
\$250,001 - \$375,000	41	14.59%	4.00	3.00	4.20	4.75	0.00
\$375,001 - \$750,000	40	14.23%	5.65	7.50	6.40	4.00	4.50
\$750,001 and up	28	9.96%	14.61	0.00	13.20	13.33	15.00
Market Supply of Inventory (MSI)			4.16	3.95	3.92	4.65	6.55
Total Active Inventory by Units		100%	4.16	52	156	55	18

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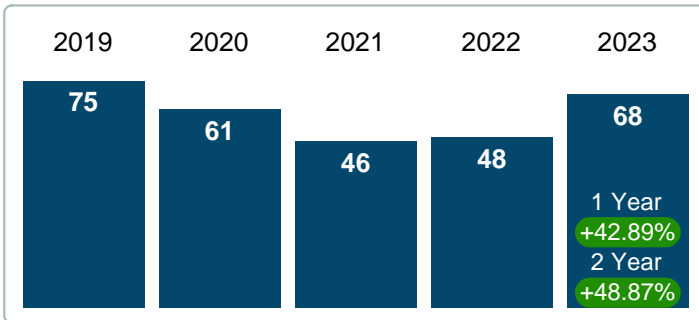
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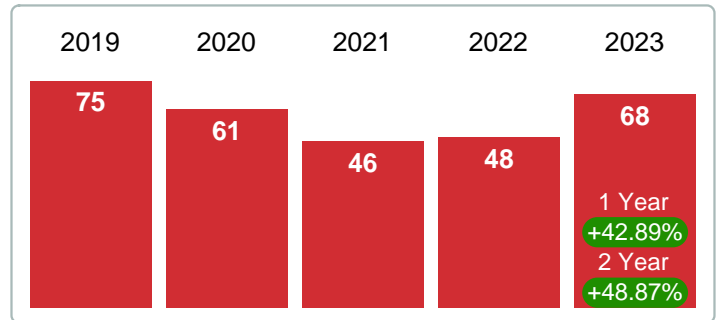
AVERAGE DAYS ON MARKET TO SALE

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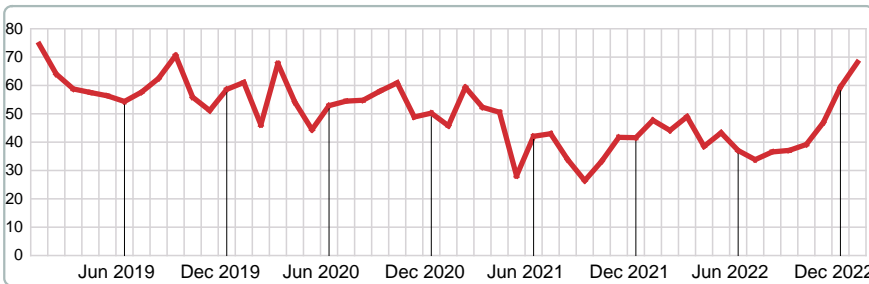
JANUARY



YEAR TO DATE (YTD)

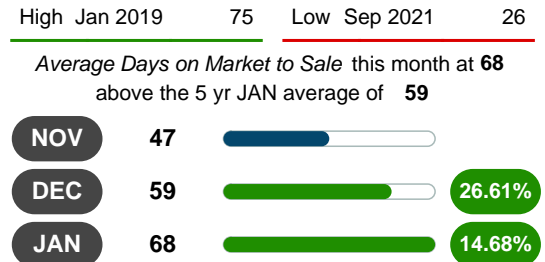


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 59



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$50,000	16.13%	86	86	163	7	0
\$50,001 - \$100,000	16.13%	57	106	30	14	0
\$100,001 - \$150,000	25.81%	38	0	38	0	0
\$150,001 - \$250,000	19.35%	91	115	47	105	188
\$250,001 - \$325,000	9.68%	12	5	20	11	0
\$325,001 and up	12.90%	127	0	29	160	0
Average Closed DOM		68	84	45	88	188
Total Closed Units	100%	68	7	16	7	1
Total Closed Volume		5,609,207	683.01K	2.42M	2.26M	245.00K

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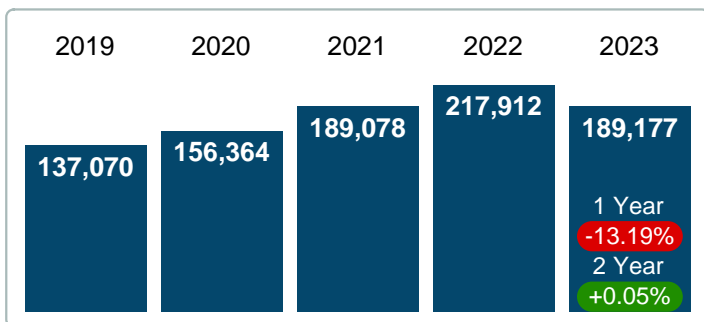
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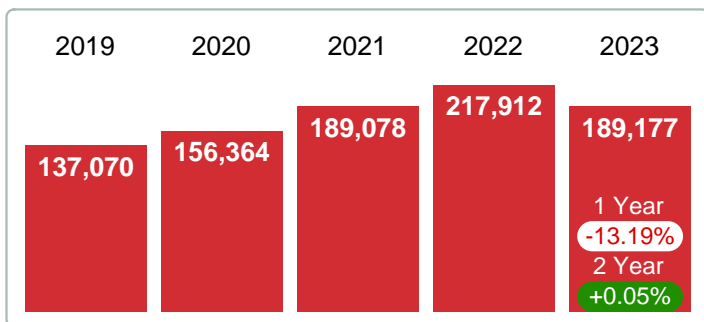
AVERAGE LIST PRICE AT CLOSING

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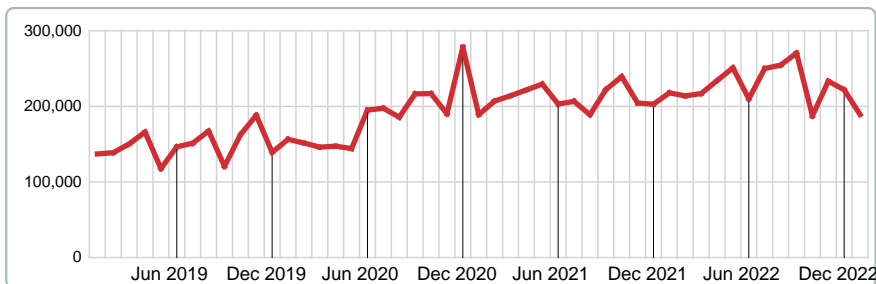
JANUARY



YEAR TO DATE (YTD)

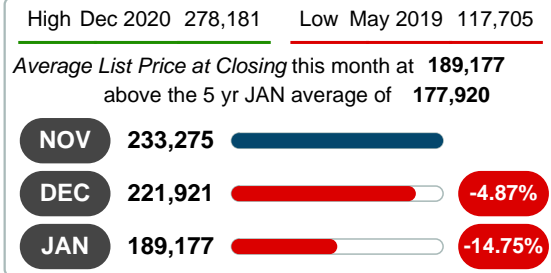


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 177,920



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3.23%	25,000	0	0	0	0
\$25,001 - \$50,000	12.90%	36,175	36,600	34,900	25,000	0
\$50,001 - \$100,000	9.68%	74,900	72,400	117,450	79,900	0
\$100,001 - \$150,000	35.48%	133,964	0	136,600	0	0
\$150,001 - \$250,000	12.90%	185,700	158,000	176,933	199,900	259,000
\$250,001 - \$325,000	12.90%	283,450	280,000	324,900	269,900	0
\$325,001 and up	12.90%	529,975	0	359,900	586,667	0
Average List Price		189,177	98,943	161,138	333,529	259,000
Total Closed Units	100%	189,177	7	16	7	1
Total Closed Volume		5,864,500	692.60K	2.58M	2.33M	259.00K

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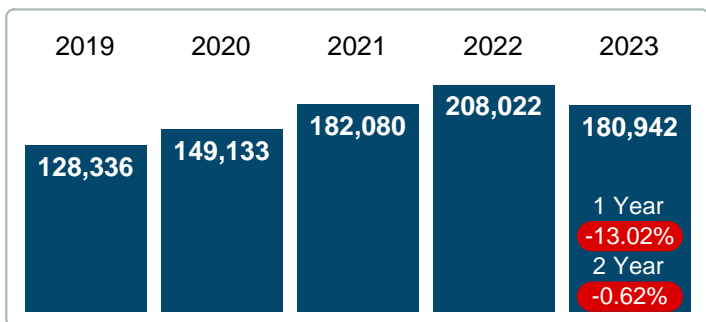
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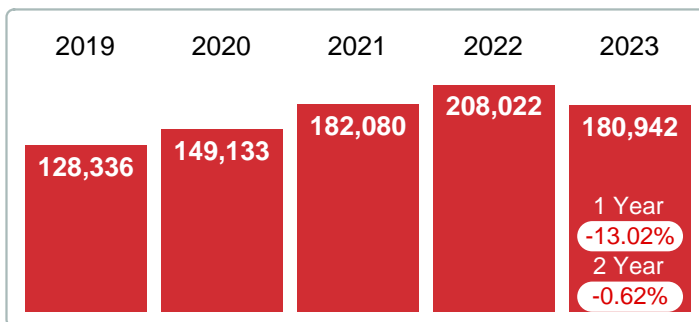
AVERAGE SOLD PRICE AT CLOSING

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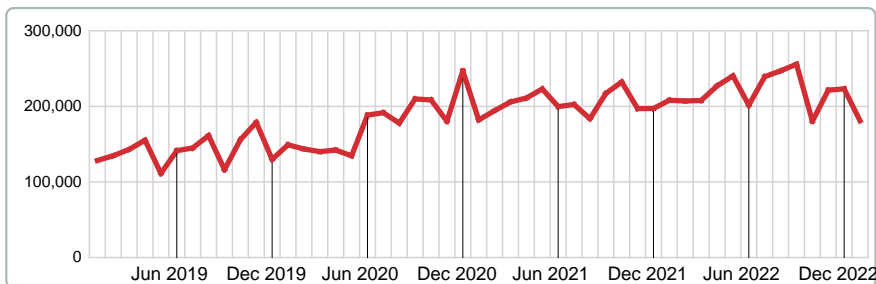
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 169,703

High Sep 2022 255,722 Low May 2019 111,321

Average Sold Price at Closing this month at **180,942**
above the 5 yr JAN average of **169,703**

NOV	221,444	<div style="width: 80%;"></div>
DEC	223,120	<div style="width: 90%;"></div> 0.76%
JAN	180,942	<div style="width: 50%;"></div> -18.90%

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	0	0.00%	0	0	0	0	
\$25,001 - \$50,000	5	16.13%	35,401	35,669	30,000	40,000	
\$50,001 - \$100,000	5	16.13%	78,580	71,000	85,000	80,900	
\$100,001 - \$150,000	8	25.81%	131,988	0	131,988	0	
\$150,001 - \$250,000	6	19.35%	180,500	154,000	168,000	180,000	
\$250,001 - \$325,000	3	9.68%	278,333	280,000	300,000	255,000	
\$325,001 and up	4	12.90%	516,350	0	359,000	568,800	
Average Sold Price		180,942		97,572	151,181	323,186	245,000
Total Closed Units		31	100%	180,942	7	16	7
Total Closed Volume		5,609,207		683.01K	2.42M	2.26M	245.00K

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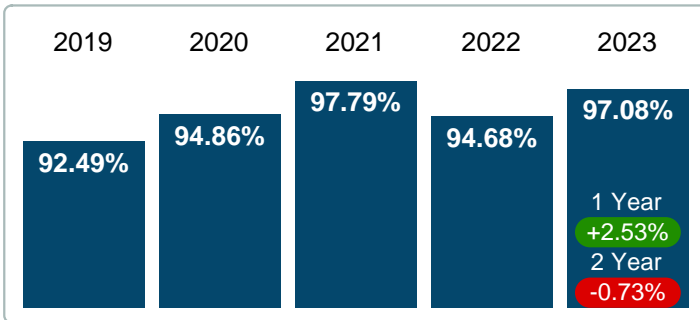
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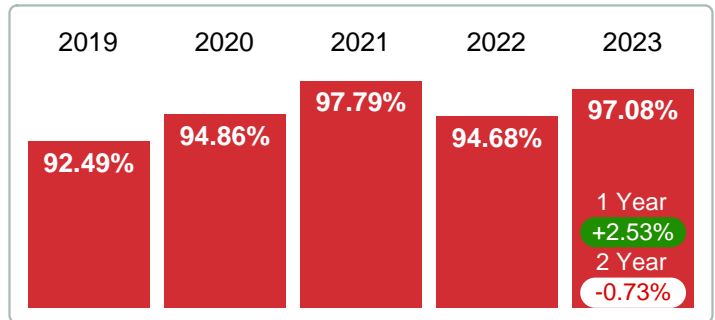
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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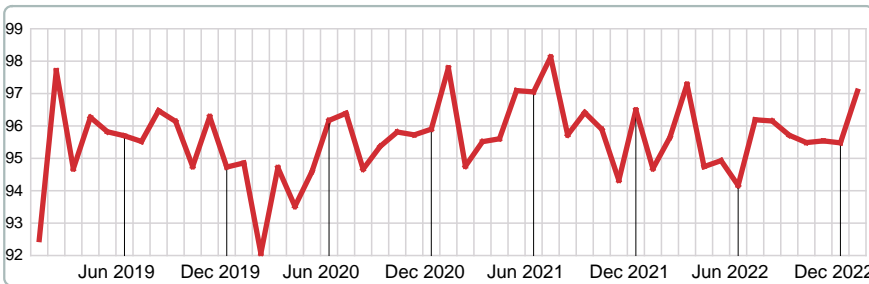
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95.38%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **97.08%**
above the 5 yr JAN average of **95.38%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	16.13%	108.09%	98.16%	85.96%	160.00%	0.00%
\$50,001 - \$100,000	5	16.13%	89.01%	98.70%	73.21%	101.25%	0.00%
\$100,001 - \$150,000	8	25.81%	96.42%	0.00%	96.42%	0.00%	0.00%
\$150,001 - \$250,000	6	19.35%	95.25%	97.47%	96.46%	90.05%	94.59%
\$250,001 - \$325,000	3	9.68%	95.61%	100.00%	92.34%	94.48%	0.00%
\$325,001 and up	4	12.90%	98.55%	0.00%	99.75%	98.15%	0.00%
Average Sold/List Ratio		97.10%		98.48%	92.82%	105.75%	94.59%
Total Closed Units		31	100%	7	16	7	1
Total Closed Volume		5,609,207		683.01K	2.42M	2.26M	245.00K

January 2023



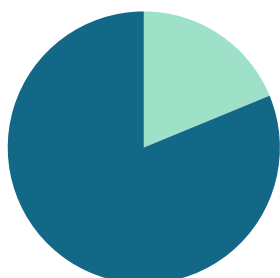
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

INVENTORY

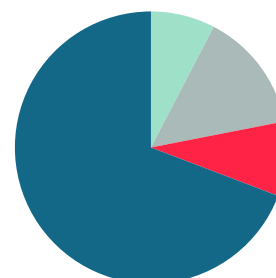


Inventory
 New Listings
74 = 18.78%
 Start Inventory
320
 Total Inventory Units
394
 Volume
\$139,476,794

Market Activity

Closed Sales
31 = 7.64%
 Pending Sales
58 = 14.29%
 Other Off Market
36 = 8.87%
 Active Inventory
281 = 69.21%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	57	31	-45.61%	57	31	-45.61%
Pending Sales	59	58	-1.69%	59	58	-1.69%
New Listings	83	74	-10.84%	83	74	-10.84%
Average List Price	217,912	189,177	-13.19%	217,912	189,177	-13.19%
Average Sale Price	208,022	180,942	-13.02%	208,022	180,942	-13.02%
Average Percent of Selling Price to List Price	94.68%	97.08%	2.53%	94.68%	97.08%	2.53%
Average Days on Market to Sale	47.70	68.16	42.89%	47.70	68.16	42.89%
Monthly Inventory	307	281	-8.47%	307	281	-8.47%
Months Supply of Inventory	4.09	4.16	1.69%	4.09	4.16	1.69%

Absorption: Last 12 months, an Average of **68** Sales/Month

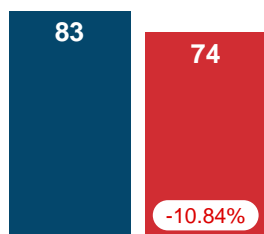
Inventory on January 31, 2023 = **281**

2022 **2023**

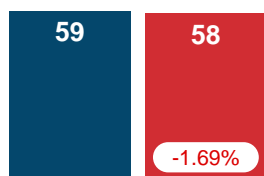
JANUARY MARKET

AVERAGE PRICES

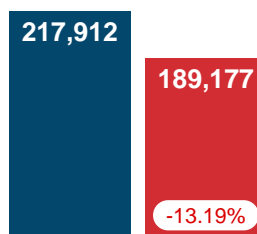
New Listings



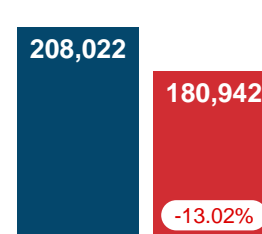
Pending Listings



List Price



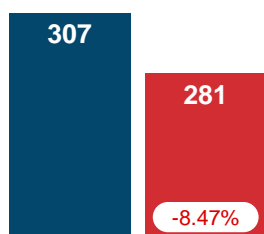
Sale Price



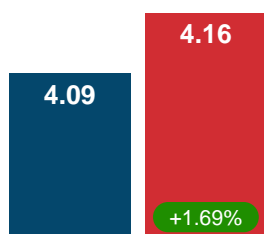
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

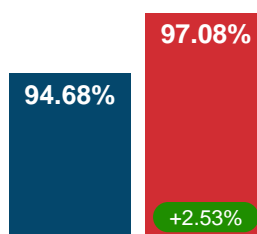
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

