

February 2023



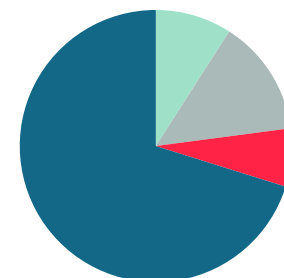
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	65	38	-41.54%
Pending Listings	57	58	1.75%
New Listings	66	81	22.73%
Average List Price	213,848	214,605	0.35%
Average Sale Price	207,093	201,043	-2.92%
Average Percent of Selling Price to List Price	95.65%	92.44%	-3.35%
Average Days on Market to Sale	44.15	63.18	43.10%
End of Month Inventory	282	294	4.26%
Months Supply of Inventory	3.69	4.50	21.94%



■ Closed (9.07%)
■ Pending (13.84%)
■ Other OffMarket (6.92%)
■ Active (70.17%)

Absorption: Last 12 months, an Average of 65 Sales/Month
Active Inventory as of February 28, 2023 = 294

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **4.26%** to 294 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **4.50** 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 **2.92%** in February 2023 to \$201,043 versus the previous year at \$207,093.

Average Days on Market Lengthens

The average number of **63.18** days that homes spent on the market before selling increased by 19.03 days or **43.10%** in February 2023 compared to last year's same month at **44.15** DOM.

Sales Success for February 2023 is Positive

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

There were 81 New Listings in February 2023, up **22.73%** from last year at 66. Furthermore, there were 38 Closed Listings this month versus last year at 65, a **-41.54%** decrease.

Closed versus Listed trends yielded a **46.9%** ratio, down from previous year's, February 2022, at **98.5%**, a **52.36%** downswing. This will certainly create pressure on an increasing 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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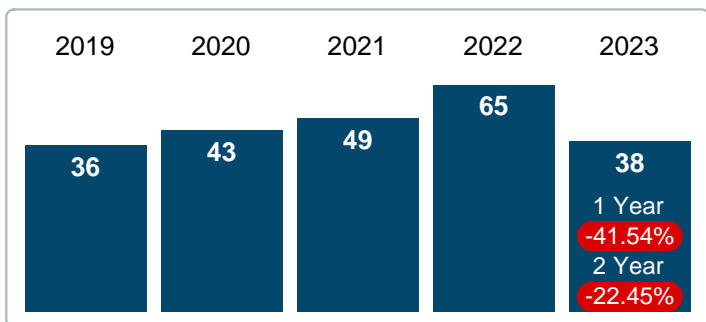
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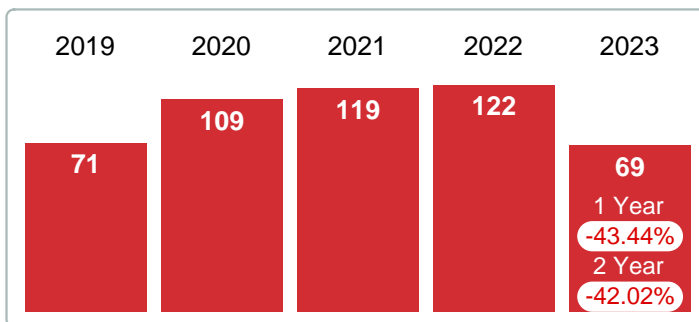
CLOSED LISTINGS

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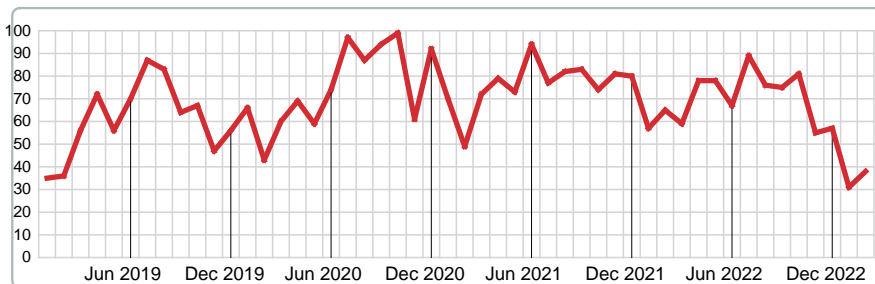
FEBRUARY



YEAR TO DATE (YTD)

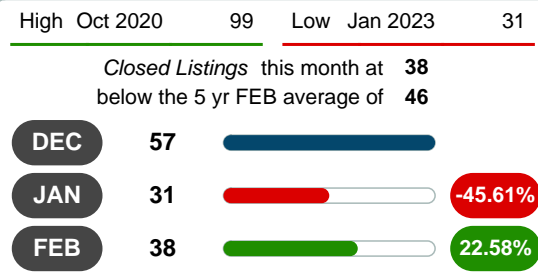


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



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	2	5.26%	36.5	1	1	0	0
\$50,001 - \$100,000	3	7.89%	33.7	1	2	0	0
\$100,001 - \$125,000	6	15.79%	64.0	2	3	1	0
\$125,001 - \$150,000	9	23.68%	64.6	1	6	2	0
\$150,001 - \$225,000	8	21.05%	69.5	1	6	1	0
\$225,001 - \$425,000	6	15.79%	70.8	0	6	0	0
\$425,001 and up	4	10.53%	70.3	0	2	2	0
Total Closed Units	38			6	26	6	0
Total Closed Volume	7,639,615	100%	63.2	604.85K	5.07M	1.97M	0.00B
Average Closed Price	\$201,043			\$100,808	\$194,876	\$328,000	\$0

February 2023



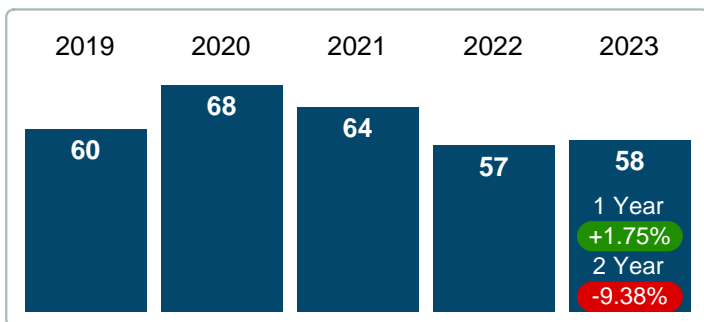
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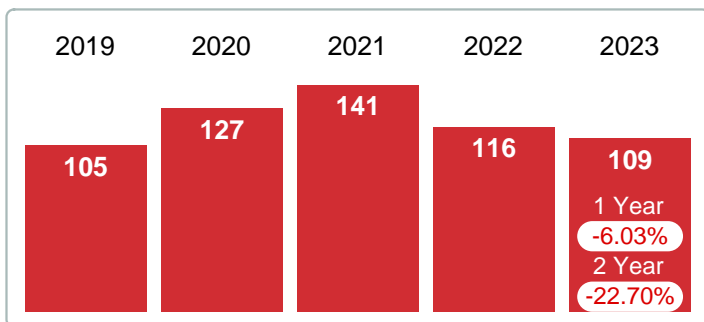
PENDING LISTINGS

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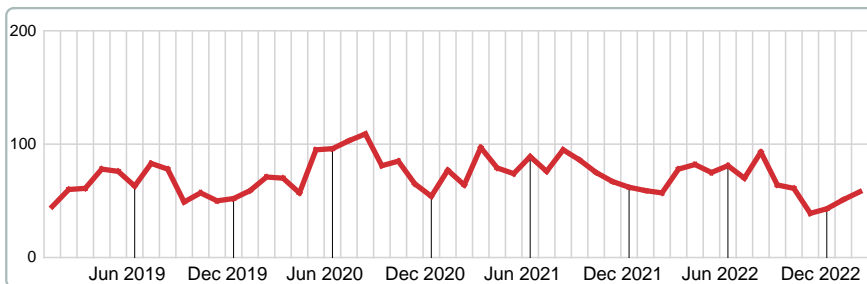
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

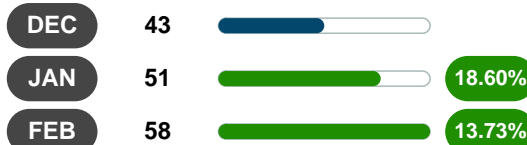


3 MONTHS

5 year FEB AVG = 61

High Aug 2020 109 Low Nov 2022 39

Pending Listings this month at 58 below the 5 yr FEB average of 61



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	2	3.45%	69.5	2	0	0	0
\$50,001 - \$100,000	10	17.24%	51.8	2	7	1	0
\$100,001 - \$150,000	8	13.79%	60.8	3	5	0	0
\$150,001 - \$250,000	16	27.59%	102.7	1	14	0	1
\$250,001 - \$300,000	8	13.79%	92.4	0	6	2	0
\$300,001 - \$450,000	8	13.79%	48.4	0	4	4	0
\$450,001 and up	6	10.34%	55.5	0	3	3	0
Total Pending Units	58			8	39	10	1
Total Pending Volume	14,385,499	100%	65.3	773.70K	9.48M	3.93M	199.90K
Average Listing Price	\$205,967			\$96,713	\$243,079	\$393,180	\$199,900

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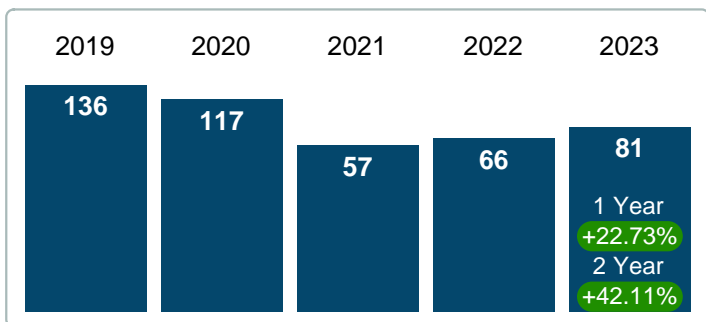
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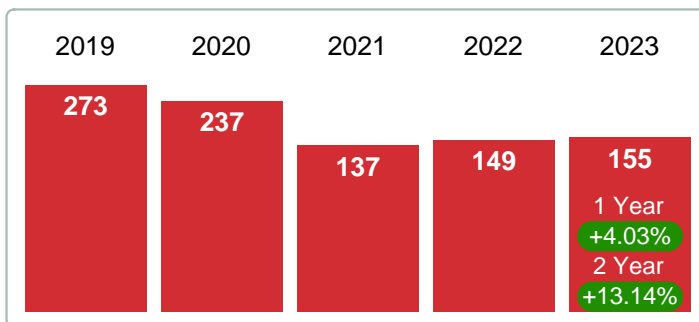
NEW LISTINGS

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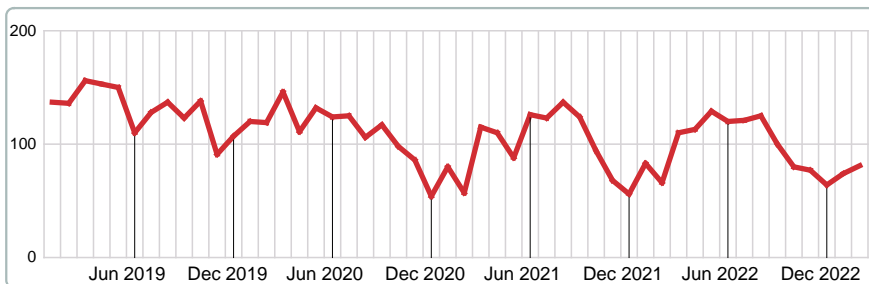
FEBRUARY



YEAR TO DATE (YTD)

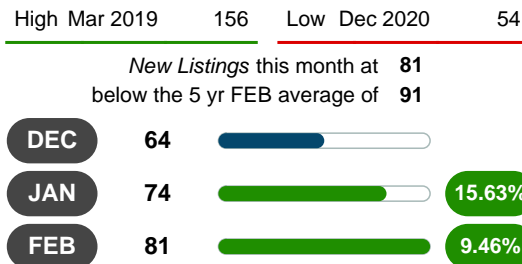


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 91



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	3	3.70%	2	1	0	0
\$50,001 - \$125,000	16	19.75%	4	12	0	0
\$125,001 - \$150,000	8	9.88%	2	6	0	0
\$150,001 - \$250,000	24	29.63%	3	16	5	0
\$250,001 - \$325,000	9	11.11%	0	5	4	0
\$325,001 - \$475,000	12	14.81%	1	8	2	1
\$475,001 and up	9	11.11%	0	4	2	3
Total New Listed Units	81		12	52	13	4
Total New Listed Volume	20,071,800	100%	1.64M	12.07M	4.36M	2.00M
Average New Listed Listing Price	\$299,000		\$136,400	\$232,119	\$335,569	\$500,600

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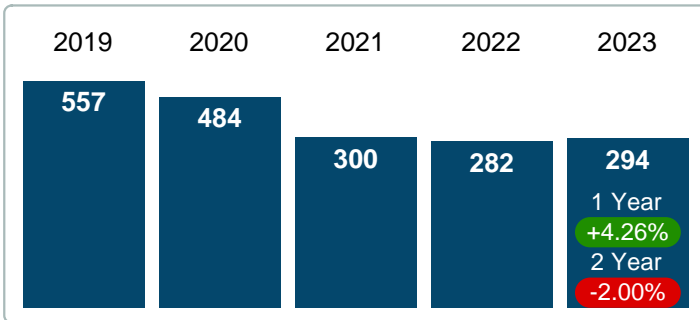
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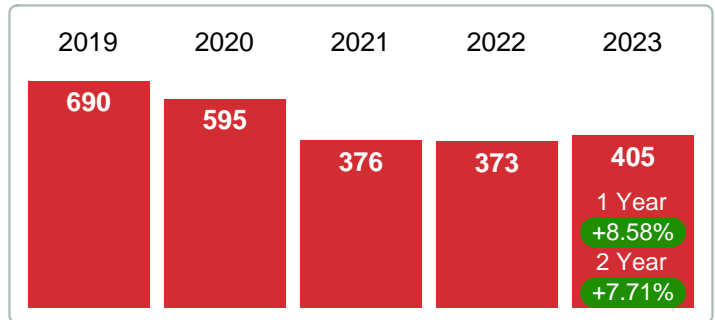
ACTIVE INVENTORY

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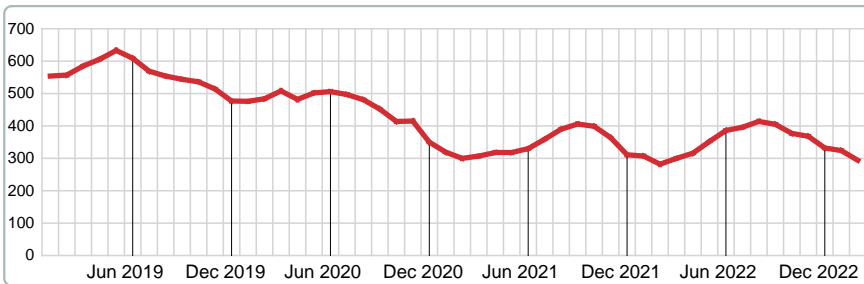
END OF FEBRUARY



ACTIVE DURING FEBRUARY

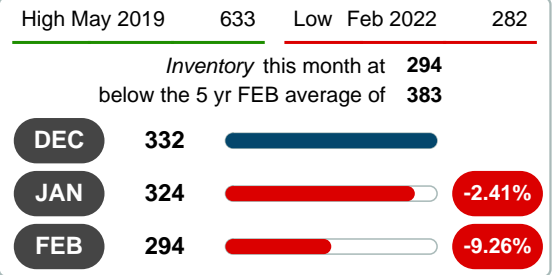


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 383



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	27	9.18%	73.9	13	13	1	0
\$75,001 - \$125,000	35	11.90%	96.7	10	21	1	3
\$125,001 - \$150,000	24	8.16%	224.8	5	17	1	1
\$150,001 - \$250,000	97	32.99%	104.6	16	60	18	3
\$250,001 - \$375,000	42	14.29%	78.9	1	25	16	0
\$375,001 - \$675,000	37	12.59%	104.9	6	19	5	7
\$675,001 and up	32	10.88%	158.2	1	13	13	5
Total Active Inventory by Units	294			52	168	55	19
Total Active Inventory by Volume	109,390,141	100%	112.9	9.65M	50.01M	27.09M	22.64M
Average Active Inventory Listing Price	\$372,075			\$185,637	\$297,707	\$492,478	\$1,191,363

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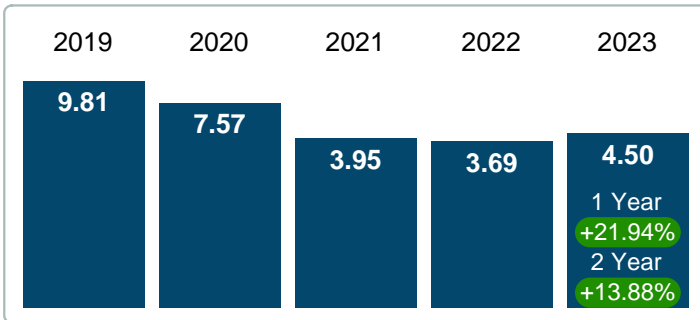
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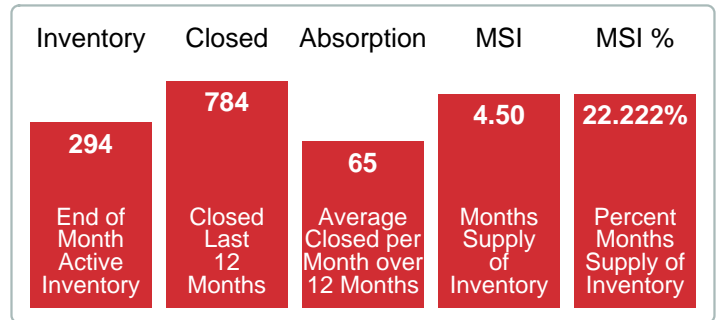
MONTHS SUPPLY of INVENTORY (MSI)

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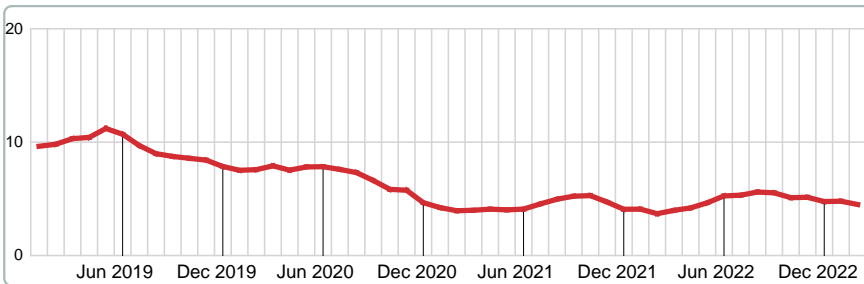
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

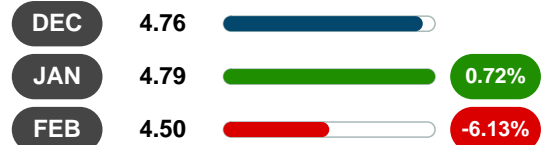


3 MONTHS

5 year FEB AVG = 5.91

High May 2019 11.20 Low Feb 2022 3.69

Months Supply this month at **4.50**
below the 5 yr FEB average of **5.91**



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	27	9.18%	2.23	2.36	2.26	2.00	0.00
\$75,001 - \$125,000	35	11.90%	3.44	2.86	3.41	2.00	0.00
\$125,001 - \$150,000	24	8.16%	3.27	6.00	3.09	1.20	6.00
\$150,001 - \$250,000	97	32.99%	5.57	8.00	4.97	6.00	9.00
\$250,001 - \$375,000	42	14.29%	4.31	3.00	5.00	4.36	0.00
\$375,001 - \$675,000	37	12.59%	6.17	10.29	5.85	3.00	14.00
\$675,001 and up	32	10.88%	12.39	0.00	10.40	13.00	15.00
Market Supply of Inventory (MSI)			4.50	4.08	4.31	4.93	7.86
Total Active Inventory by Units		100%	4.50	52	168	55	19

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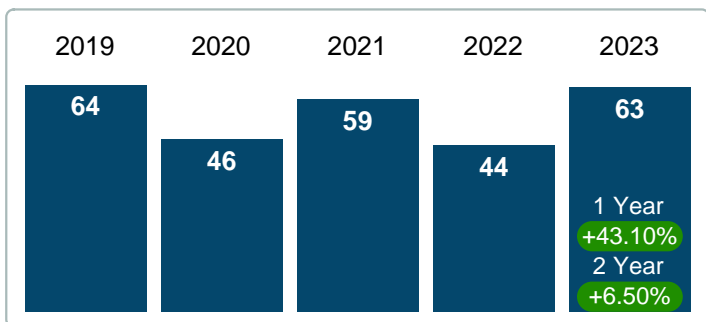
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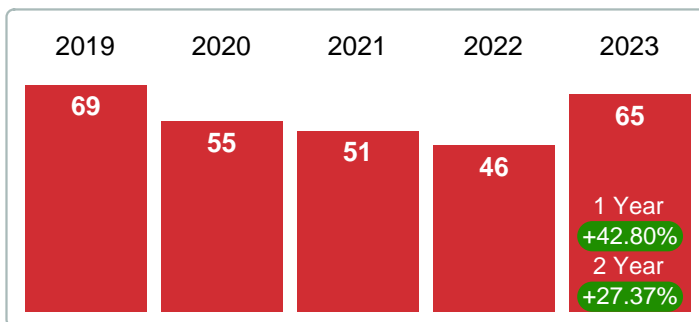
AVERAGE DAYS ON MARKET TO SALE

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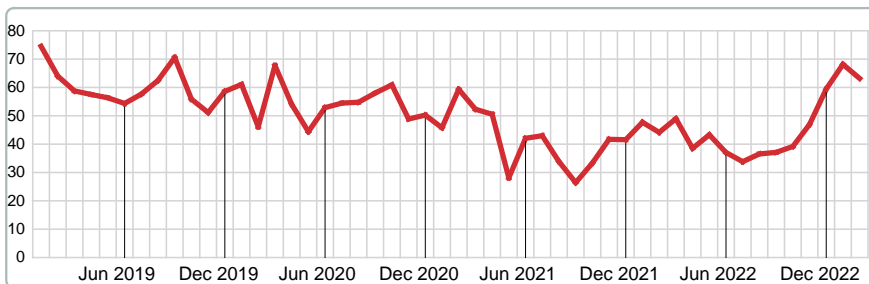
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 55

High Jan 2019 75 Low Sep 2021 26

Average Days on Market to Sale this month at 63 above the 5 yr FEB average of 55



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	5.26%	37	26	47	0	0
\$50,001 - \$100,000	7.89%	34	19	41	0	0
\$100,001 - \$125,000	15.79%	64	27	51	177	0
\$125,001 - \$150,000	23.68%	65	20	69	75	0
\$150,001 - \$225,000	21.05%	70	36	70	98	0
\$225,001 - \$425,000	15.79%	71	0	71	0	0
\$425,001 and up	10.53%	70	0	101	40	0
Average Closed DOM		63				
Total Closed Units	100%	63	6	26	6	0
Total Closed Volume		7,639,615	604.85K	5.07M	1.97M	0.00B

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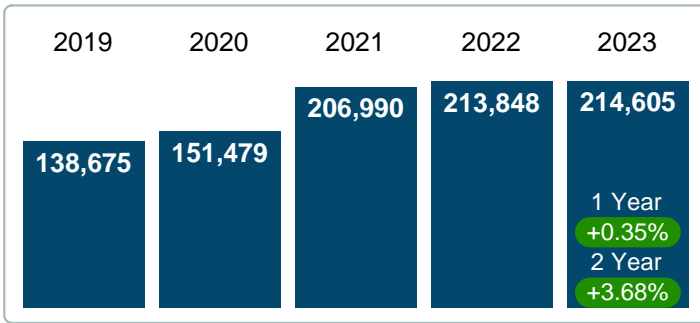
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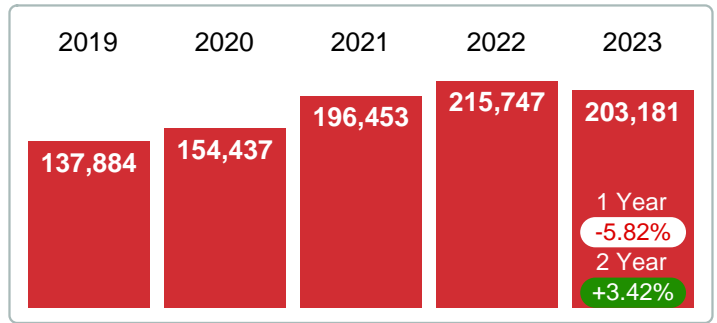
AVERAGE LIST PRICE AT CLOSING

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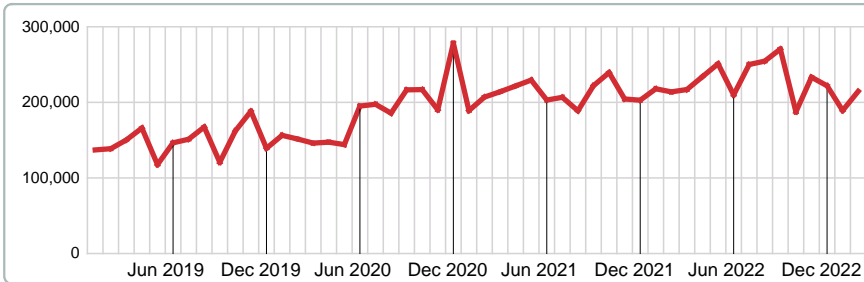
FEBRUARY



YEAR TO DATE (YTD)

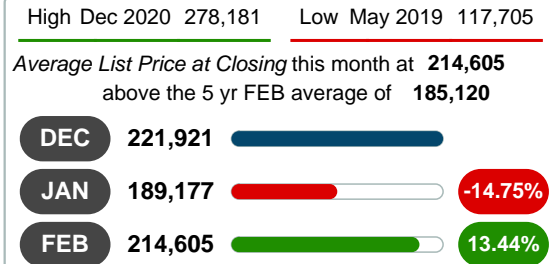


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 185,120



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	2.63%	39,500	39,500	59,000	0	0
\$50,001 - \$100,000	10.53%	72,225	75,000	77,450	0	0
\$100,001 - \$125,000	10.53%	118,725	122,450	121,500	139,000	0
\$125,001 - \$150,000	26.32%	140,010	134,900	142,117	146,500	0
\$150,001 - \$225,000	18.42%	175,400	159,000	204,633	176,000	0
\$225,001 - \$425,000	21.05%	288,613	0	303,317	0	0
\$425,001 and up	10.53%	603,725	0	464,450	743,000	0
Average List Price		214,605	108,883	207,988	349,000	0
Total Closed Units	100%	214,605	6	26	6	0
Total Closed Volume		8,154,999	653.30K	5.41M	2.09M	0.00B

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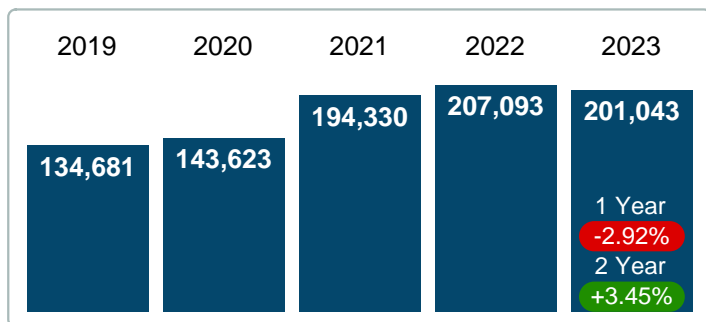
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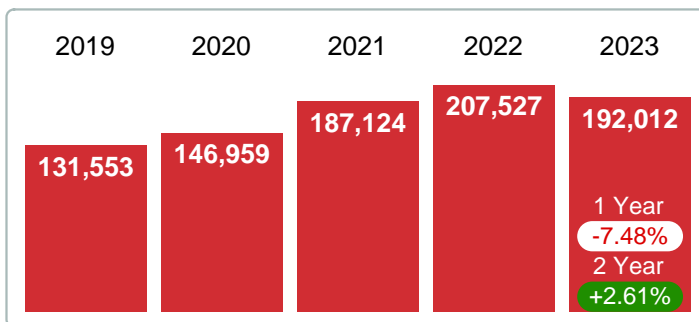
AVERAGE SOLD PRICE AT CLOSING

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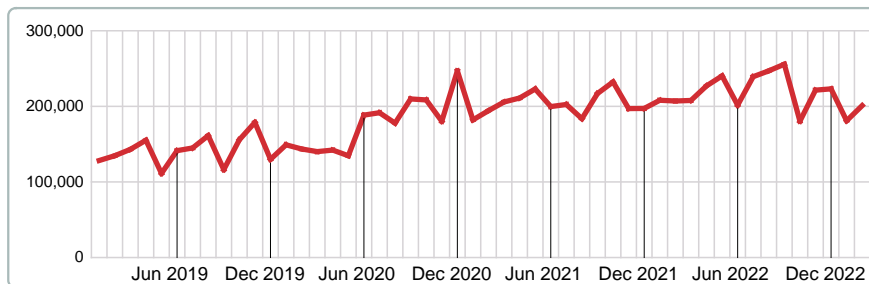
FEBRUARY



YEAR TO DATE (YTD)

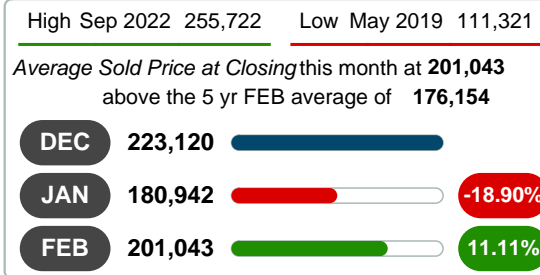


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 176,154



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	5.26%	35,000	25,000	45,000	0	0
\$50,001 - \$100,000	7.89%	69,300	68,000	69,950	0	0
\$100,001 - \$125,000	15.79%	111,142	108,425	110,000	120,000	0
\$125,001 - \$150,000	23.68%	140,656	140,000	140,150	142,500	0
\$150,001 - \$225,000	21.05%	174,571	155,000	180,261	160,000	0
\$225,001 - \$425,000	15.79%	290,317	0	290,317	0	0
\$425,001 and up	10.53%	572,625	0	443,750	701,500	0
Average Sold Price		201,043	100,808	194,876	328,000	0
Total Closed Units	100%	201,043	6	26	6	0
Total Closed Volume		7,639,615	604.85K	5.07M	1.97M	0.00B

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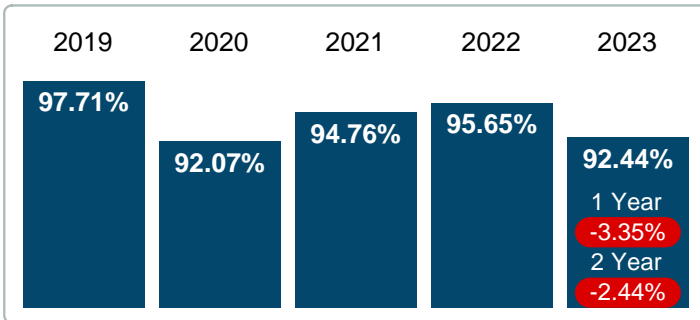
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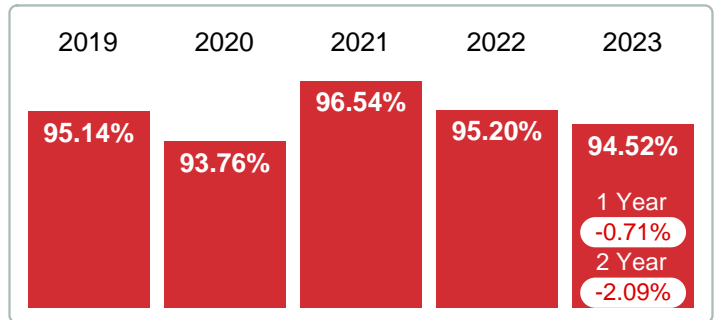
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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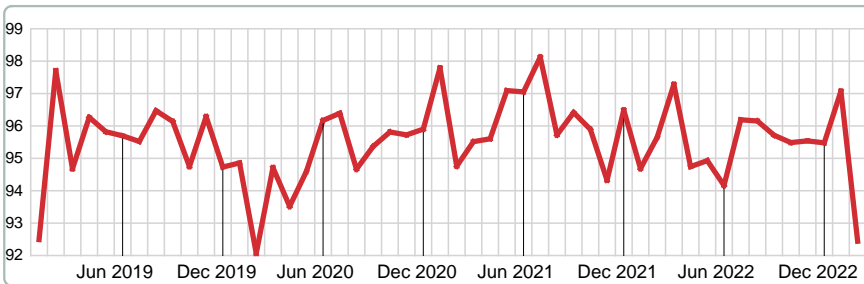
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

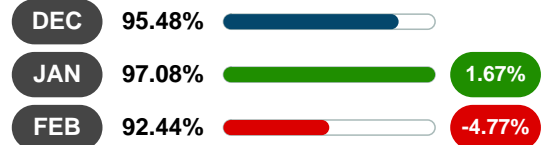


3 MONTHS

5 year FEB AVG = 94.52%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **92.44%**
below the 5 yr FEB average of **94.52%**



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	2	5.26%	69.78%	63.29%	76.27%	0.00%	0.00%
\$50,001 - \$100,000	3	7.89%	90.22%	90.67%	90.00%	0.00%	0.00%
\$100,001 - \$125,000	6	15.79%	89.52%	88.64%	91.17%	86.33%	0.00%
\$125,001 - \$150,000	9	23.68%	98.91%	103.78%	98.67%	97.20%	0.00%
\$150,001 - \$225,000	8	21.05%	90.08%	97.48%	88.70%	90.91%	0.00%
\$225,001 - \$425,000	6	15.79%	95.71%	0.00%	95.71%	0.00%	0.00%
\$425,001 and up	4	10.53%	95.09%	0.00%	95.59%	94.59%	0.00%
Average Sold/List Ratio		92.40%		88.75%	93.06%	93.47%	0.00%
Total Closed Units		38	100%	6	26	6	
Total Closed Volume		7,639,615		604.85K	5.07M	1.97M	0.00B

February 2023



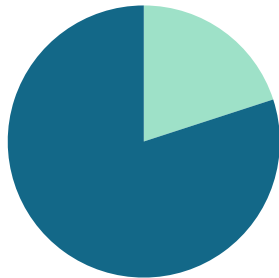
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



MARKET SUMMARY

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

INVENTORY

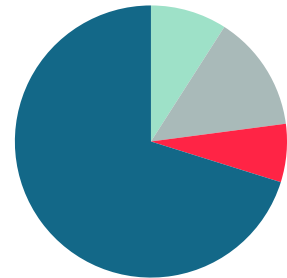


Inventory
 New Listings **81 = 20.00%**
 Start Inventory **324**
 Total Inventory Units **405**
 Volume **\$139,881,089**

Market Activity

Closed Sales **38 = 9.07%**
 Pending Sales **58 = 13.84%**
 Other Off Market **29 = 6.92%**
 Active Inventory **294 = 70.17%**

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	65	38	-41.54%	122	69	-43.44%
Pending Sales	57	58	1.75%	116	109	-6.03%
New Listings	66	81	22.73%	149	155	4.03%
Average List Price	213,848	214,605	0.35%	215,747	203,181	-5.82%
Average Sale Price	207,093	201,043	-2.92%	207,527	192,012	-7.48%
Average Percent of Selling Price to List Price	95.65%	92.44%	-3.35%	95.20%	94.52%	-0.71%
Average Days on Market to Sale	44.15	63.18	43.10%	45.81	65.42	42.80%
Monthly Inventory	282	294	4.26%	282	294	4.26%
Months Supply of Inventory	3.69	4.50	21.94%	3.69	4.50	21.94%

Absorption: Last 12 months, an Average of **65** Sales/Month

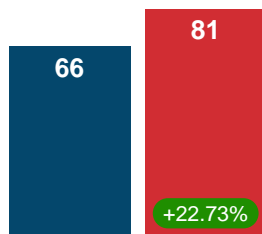
Inventory on February 28, 2023 = **294**

2022 **2023**

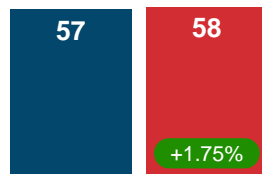
FEBRUARY MARKET

AVERAGE PRICES

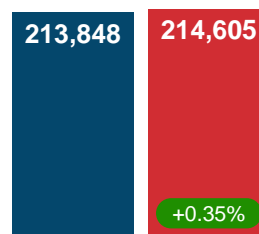
New Listings



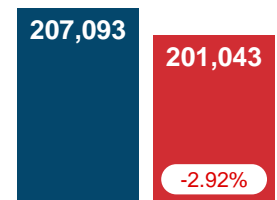
Pending Listings



List Price



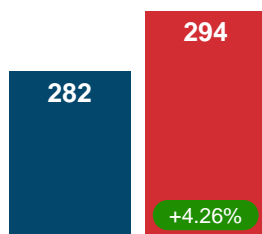
Sale Price



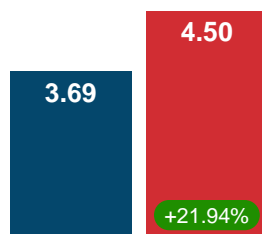
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

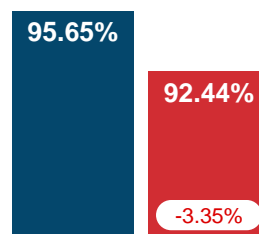
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

