

March 2023



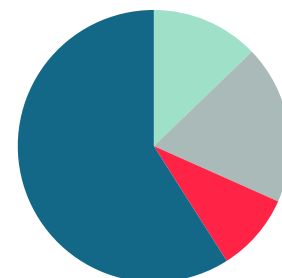
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	59	59	0.00%
Pending Listings	78	87	11.54%
New Listings	110	107	-2.73%
Average List Price	216,956	253,403	16.80%
Average Sale Price	207,777	239,723	15.38%
Average Percent of Selling Price to List Price	97.28%	94.20%	-3.17%
Average Days on Market to Sale	48.97	53.76	9.80%
End of Month Inventory	300	272	-9.33%
Months Supply of Inventory	3.98	4.16	4.54%



■ Closed (12.80%)
■ Pending (18.87%)
■ Other OffMarket (9.33%)
■ Active (59.00%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of March 31, 2023 = **272**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **9.33%** to 272 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 **4.16** 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 **15.38%** in March 2023 to \$239,723 versus the previous year at \$207,777.

Average Days on Market Lengthens

The average number of **53.76** days that homes spent on the market before selling increased by 4.80 days or **9.80%** in March 2023 compared to last year's same month at **48.97** DOM.

Sales Success for March 2023 is Positive

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

There were 107 New Listings in March 2023, down **2.73%** from last year at 110. Furthermore, there were 59 Closed Listings this month versus last year at 59, a **0.00%** decrease.

Closed versus Listed trends yielded a **55.1%** ratio, up from previous year's, March 2022, at **53.6%**, a **2.80%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

March 2023



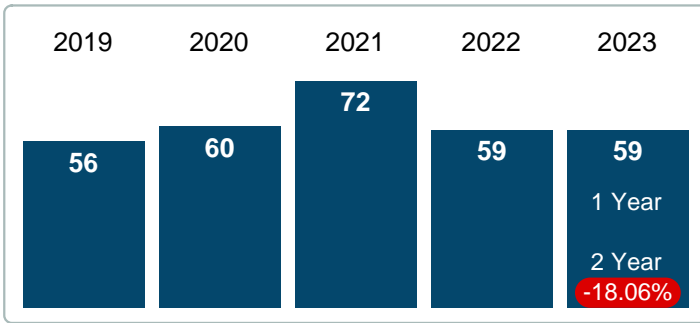
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



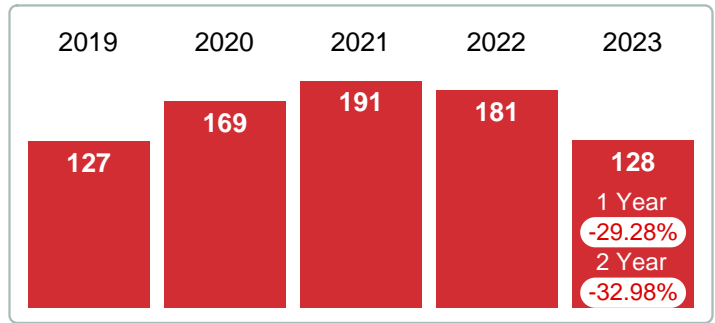
CLOSED LISTINGS

Report produced on Apr 11, 2023 for MLS Technology Inc.

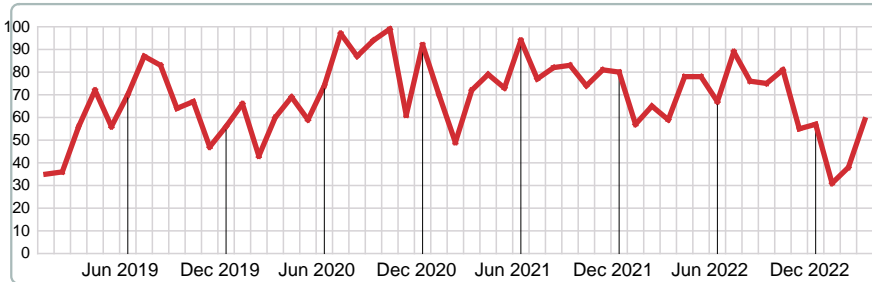
MARCH



YEAR TO DATE (YTD)

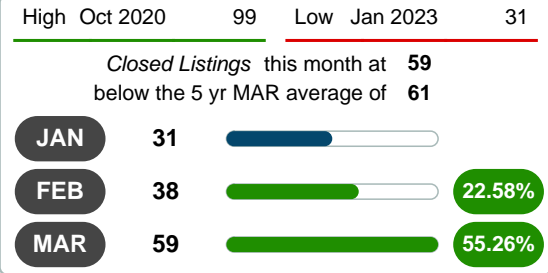


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 61



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	4	6.78%	32.8	4	0	0	0
\$25,001 - \$100,000	8	13.56%	60.3	4	4	0	0
\$100,001 - \$125,000	4	6.78%	44.0	1	3	0	0
\$125,001 - \$225,000	16	27.12%	48.9	0	15	0	1
\$225,001 - \$325,000	14	23.73%	74.9	0	11	3	0
\$325,001 - \$500,000	8	13.56%	45.8	2	5	1	0
\$500,001 and up	5	8.47%	37.2	0	2	3	0
Total Closed Units	59			11	40	7	1
Total Closed Volume	14,143,675	100%	53.8	1.18M	9.42M	3.34M	199.90K
Average Closed Price	\$239,723			\$107,166	\$235,624	\$477,143	\$199,900

March 2023



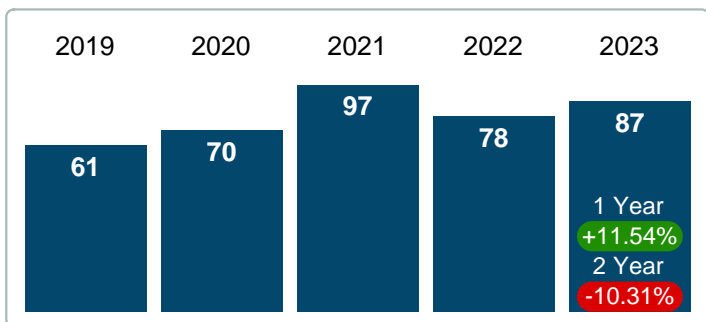
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



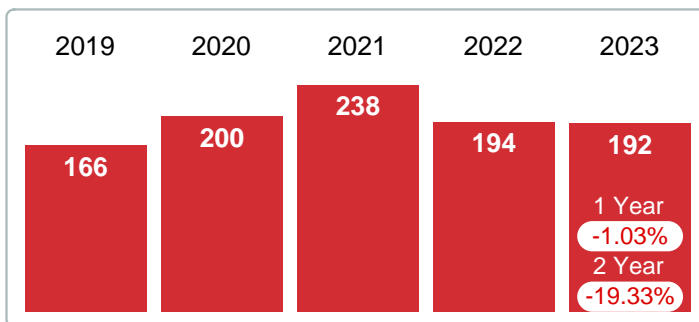
PENDING LISTINGS

Report produced on Apr 11, 2023 for MLS Technology Inc.

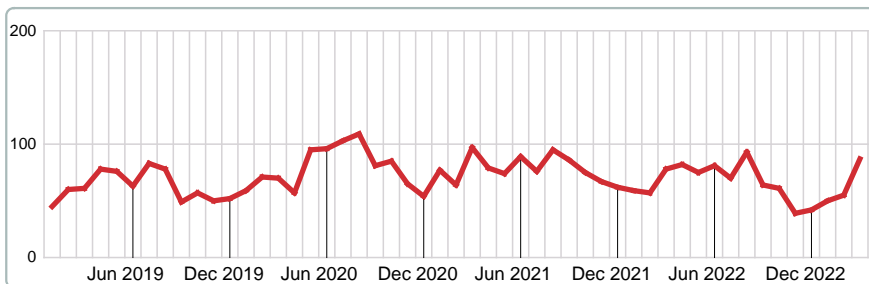
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

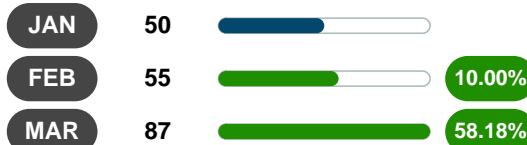


3 MONTHS

5 year MAR AVG = 79

High Aug 2020 109 Low Nov 2022 39

Pending Listings this month at **87**
above the 5 yr MAR average of **79**



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	9	10.34%	60.0	3	5	1	0
\$50,001 - \$75,000	3	3.45%	65.7	2	1	0	0
\$75,001 - \$125,000	15	17.24%	66.9	3	10	1	1
\$125,001 - \$200,000	24	27.59%	61.6	2	17	5	0
\$200,001 - \$275,000	13	14.94%	71.9	1	11	1	0
\$275,001 - \$425,000	14	16.09%	44.7	2	6	6	0
\$425,001 and up	9	10.34%	110.4	1	3	4	1
Total Pending Units	87			14	53	18	2
Total Pending Volume	19,956,098	100%	66.0	2.24M	12.19M	4.90M	623.80K
Average Listing Price	\$185,100			\$159,986	\$230,008	\$272,339	\$311,900

March 2023



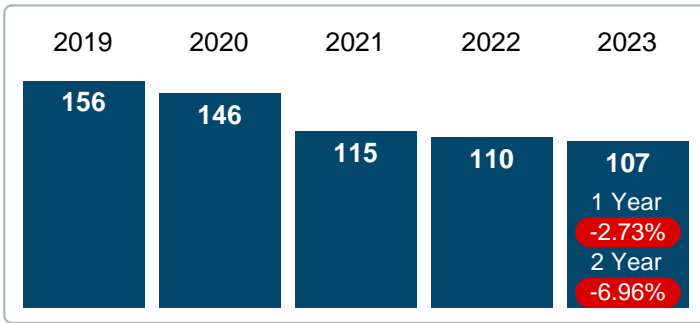
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



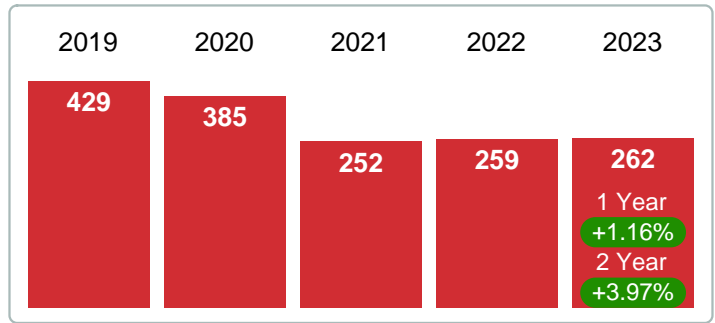
NEW LISTINGS

Report produced on Apr 11, 2023 for MLS Technology Inc.

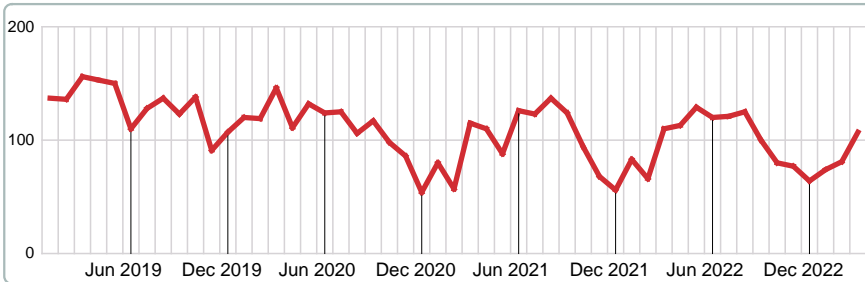
MARCH



YEAR TO DATE (YTD)

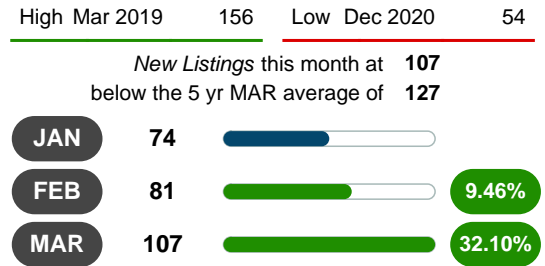


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 127



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	6.54%	1	6	0	0
\$50,001 - \$120,000	16	14.95%	10	5	1	0
\$120,001 - \$160,000	14	13.08%	2	11	1	0
\$160,001 - \$240,000	28	26.17%	5	17	5	1
\$240,001 - \$380,000	17	15.89%	1	10	6	0
\$380,001 - \$650,000	15	14.02%	1	9	4	1
\$650,001 and up	10	9.35%	1	1	3	5
Total New Listed Units	107		21	59	20	7
Total New Listed Volume	37,315,099	100%	5.63M	13.79M	8.24M	9.65M
Average New Listed Listing Price	\$0		\$268,014	\$233,778	\$412,195	\$1,378,571

March 2023



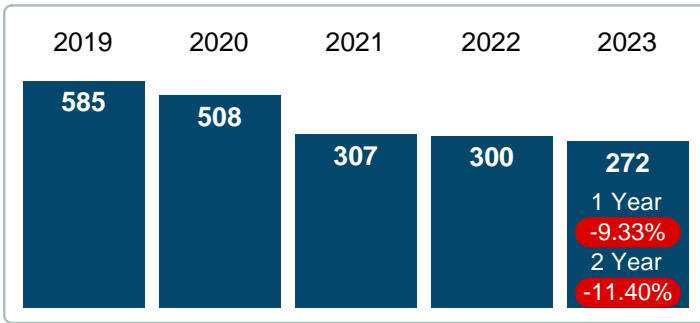
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



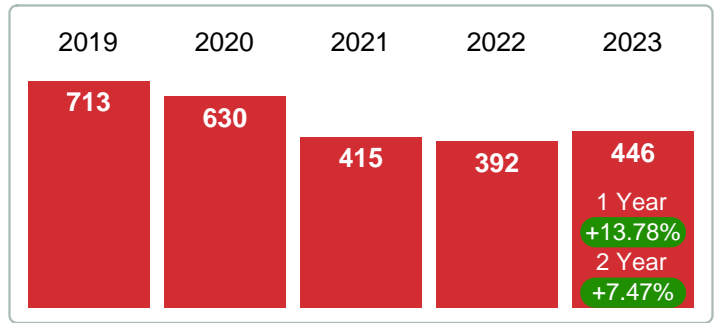
ACTIVE INVENTORY

Report produced on Apr 11, 2023 for MLS Technology Inc.

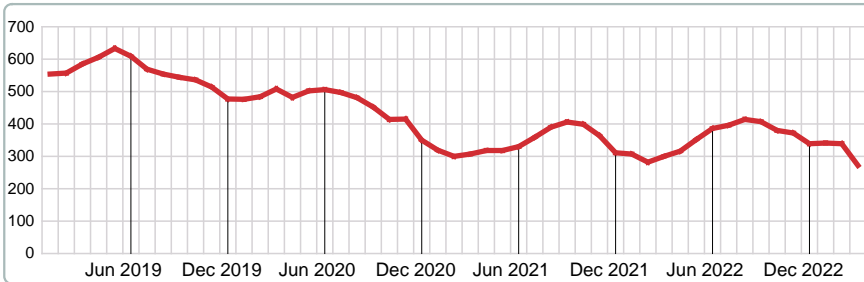
END OF MARCH



ACTIVE DURING MARCH

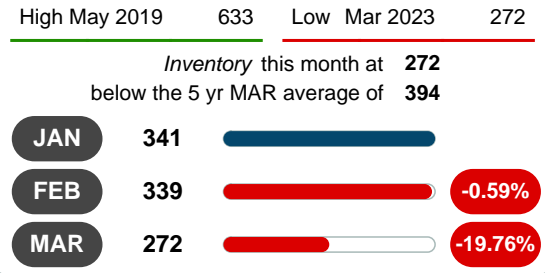


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 394



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	23	8.46%	51.2	10	13	0	0
\$75,001 - \$125,000	32	11.76%	106.4	10	19	2	1
\$125,001 - \$175,000	45	16.54%	169.7	9	29	6	1
\$175,001 - \$250,000	64	23.53%	96.9	10	35	16	3
\$250,001 - \$400,000	47	17.28%	80.5	1	26	18	2
\$400,001 - \$725,000	33	12.13%	97.3	7	19	2	5
\$725,001 and up	28	10.29%	130.7	1	6	15	6
Total Active Inventory by Units	272			48	147	59	18
Total Active Inventory by Volume	107,774,193	100%	106.9	11.62M	42.31M	29.86M	23.98M
Average Active Inventory Listing Price	\$396,229			\$242,129	\$287,818	\$506,093	\$1,332,400

March 2023



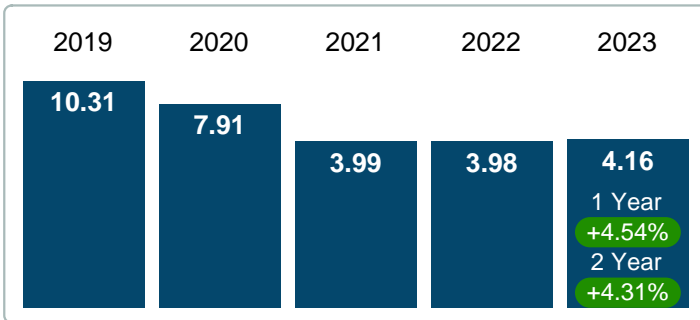
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



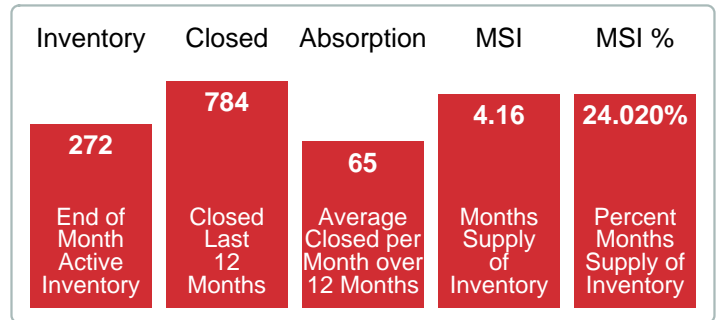
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 11, 2023 for MLS Technology Inc.

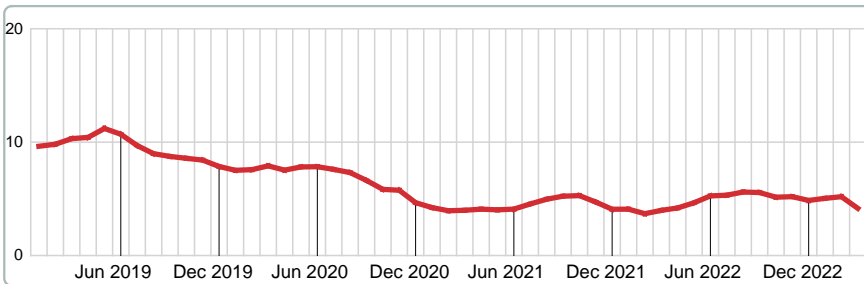
MSI FOR MARCH



INDICATORS FOR MARCH 2023



5 YEAR MARKET ACTIVITY TRENDS

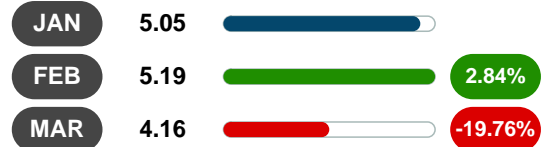


3 MONTHS

5 year MAR AVG = 6.07

High May 2019 11.20 Low Feb 2022 3.69

Months Supply this month at **4.16**
below the 5 yr MAR average of **6.07**



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	23	8.46%	1.96	1.82	2.33	0.00	0.00
\$75,001 - \$125,000	32	11.76%	3.20	3.00	3.08	4.00	0.00
\$125,001 - \$175,000	45	16.54%	3.60	6.75	2.97	4.50	12.00
\$175,001 - \$250,000	64	23.53%	5.12	7.50	4.04	7.11	12.00
\$250,001 - \$400,000	47	17.28%	4.34	2.40	4.59	4.50	2.67
\$400,001 - \$725,000	33	12.13%	6.09	10.50	7.13	1.20	12.00
\$725,001 and up	28	10.29%	12.00	0.00	5.54	15.00	24.00
Market Supply of Inventory (MSI)	4.16			3.81	3.71	5.32	8.64
Total Active Inventory by Units	272	100%	4.16	48	147	59	18

March 2023



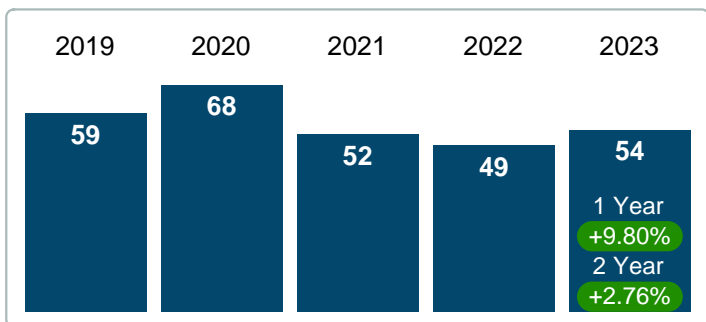
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



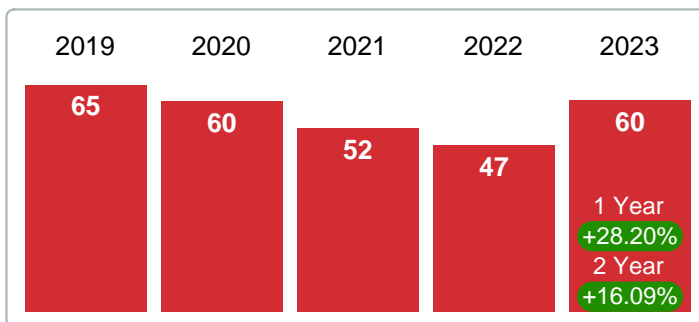
AVERAGE DAYS ON MARKET TO SALE

Report produced on Apr 11, 2023 for MLS Technology Inc.

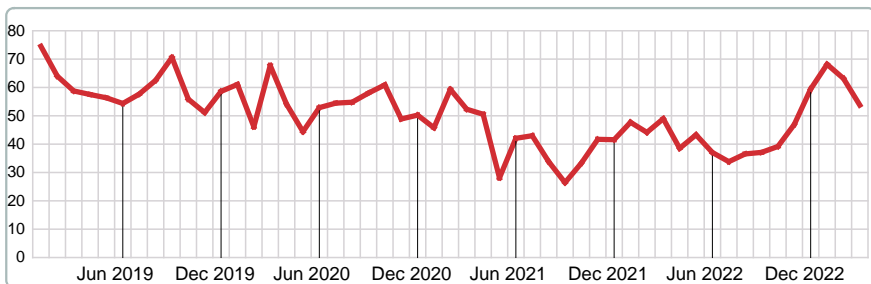
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56

High Jan 2019 75 Low Sep 2021 26

Average Days on Market to Sale this month at 54 below the 5 yr MAR average of 56



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	6.78%	33	33	0	0	0
\$25,001 - \$100,000	13.56%	60	32	89	0	0
\$100,001 - \$125,000	6.78%	44	92	28	0	0
\$125,001 - \$225,000	27.12%	49	0	50	0	27
\$225,001 - \$325,000	23.73%	75	0	83	43	0
\$325,001 - \$500,000	13.56%	46	42	32	122	0
\$500,001 and up	8.47%	37	0	29	43	0
Average Closed DOM		54	39	58	54	27
Total Closed Units	100%	54	11	40	7	1
Total Closed Volume		14,143,675	1.18M	9.42M	3.34M	199.90K

March 2023



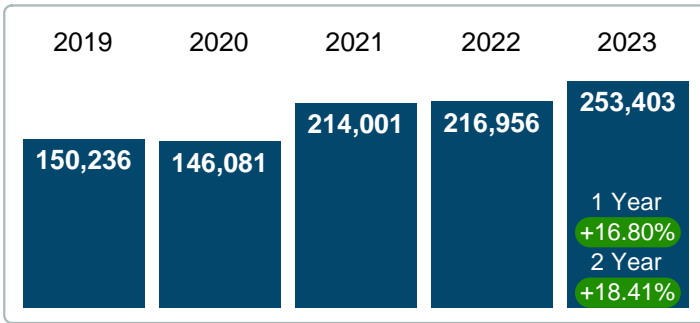
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



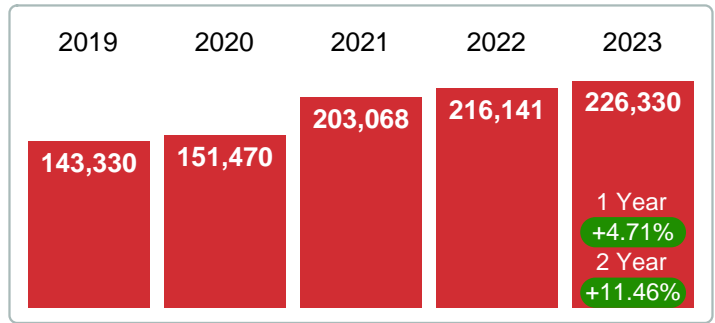
AVERAGE LIST PRICE AT CLOSING

Report produced on Apr 11, 2023 for MLS Technology Inc.

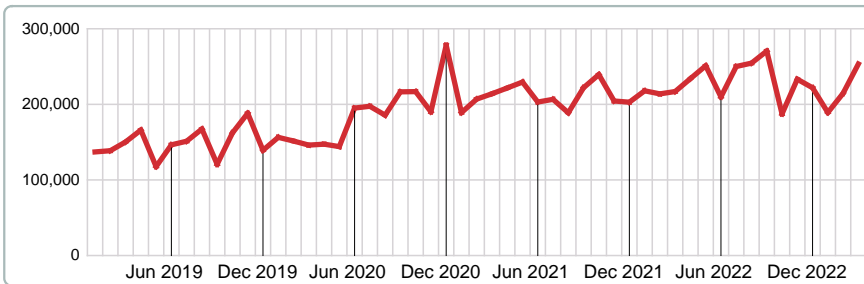
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

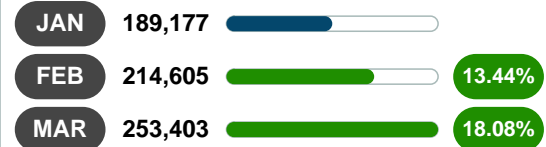


3 MONTHS

5 year MAR AVG = 196,135

High Dec 2020 278,181 Low May 2019 117,705

Average List Price at Closing this month at **253,403** above the 5 yr MAR average of **196,135**



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	5.08%	18,442	23,581	0	0	0
\$25,001 - \$100,000	15.25%	63,339	53,675	79,088	0	0
\$100,001 - \$125,000	8.47%	115,080	112,500	112,633	0	0
\$125,001 - \$225,000	23.73%	167,300	0	166,820	0	199,900
\$225,001 - \$325,000	23.73%	258,293	0	255,645	299,333	0
\$325,001 - \$500,000	11.86%	402,100	507,000	404,140	530,000	0
\$500,001 and up	11.86%	711,000	0	857,000	728,000	0
Average List Price		253,403	130,502	242,584	516,000	199,900
Total Closed Units	100%	253,403	11	40	7	1
Total Closed Volume		14,950,775	1.44M	9.70M	3.61M	199.90K

March 2023



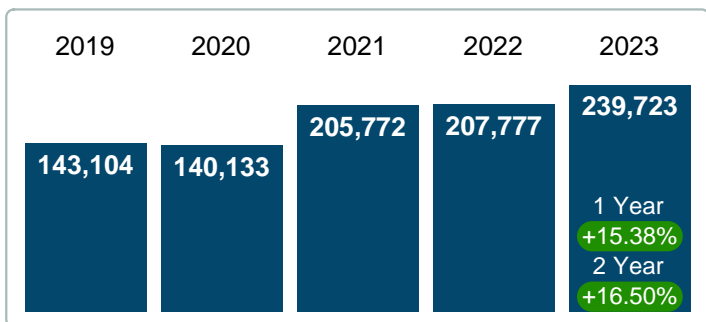
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



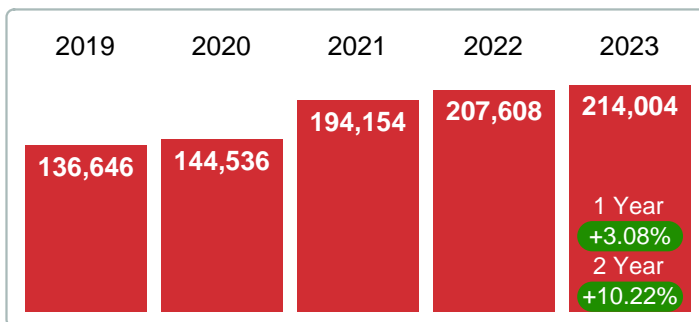
AVERAGE SOLD PRICE AT CLOSING

Report produced on Apr 11, 2023 for MLS Technology Inc.

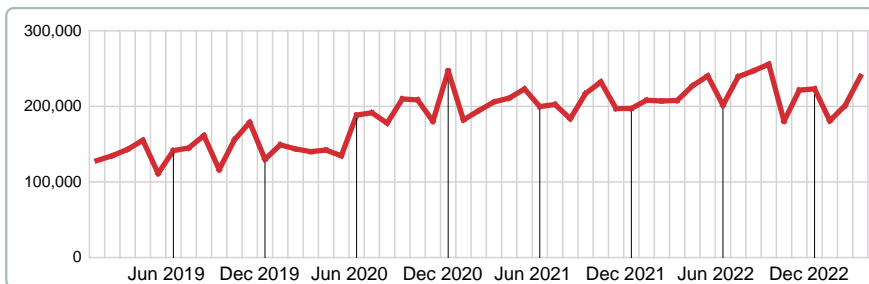
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

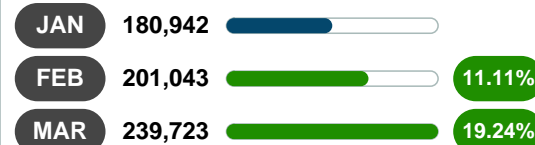


3 MONTHS

5 year MAR AVG = 187,302

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

Average Sold Price at Closing this month at **239,723** above the 5 yr MAR average of **187,302**



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	6.78%	18,206	18,206	0	0	0
\$25,001 - \$100,000	13.56%	59,744	49,000	70,488	0	0
\$100,001 - \$125,000	6.78%	111,000	115,000	109,667	0	0
\$125,001 - \$225,000	27.12%	163,694	0	161,280	0	199,900
\$225,001 - \$325,000	23.73%	256,636	0	246,173	295,000	0
\$325,001 - \$500,000	13.56%	414,988	397,500	404,980	500,000	0
\$500,001 and up	8.47%	723,400	0	831,000	651,667	0
Average Sold Price		239,723	107,166	235,624	477,143	199,900
Total Closed Units	100%	239,723	11	40	7	1
Total Closed Volume		14,143,675	1.18M	9.42M	3.34M	199.90K

March 2023



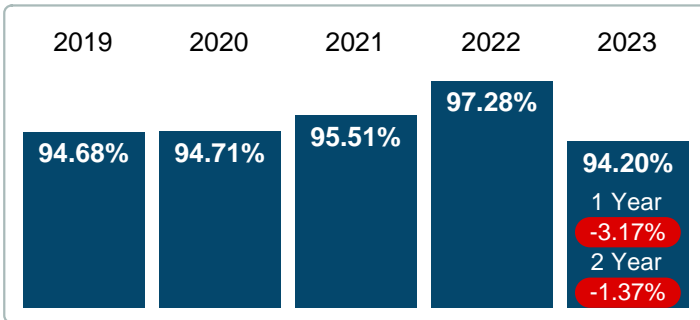
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha
- Residential Property Type



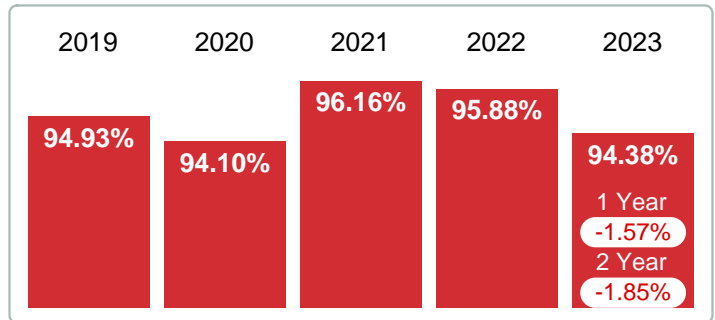
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 11, 2023 for MLS Technology Inc.

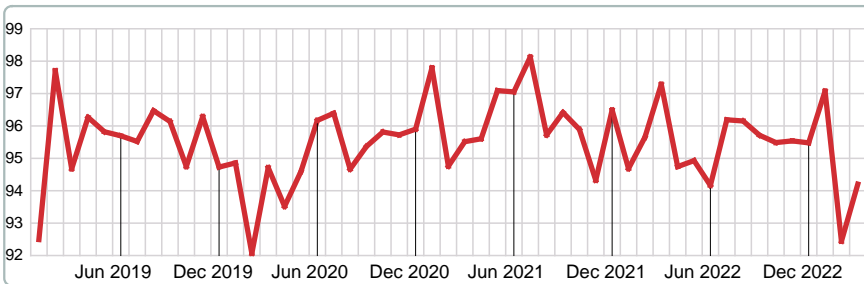
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

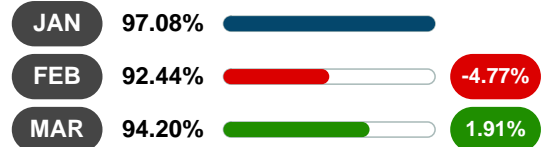


3 MONTHS

5 year MAR AVG = 95.28%

High Jul 2021 98.13% Low Feb 2020 92.07%

Average Sold/List Ratio this month at **94.20%**
below the 5 yr MAR average of **95.28%**



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	4	6.78%	80.98%	80.98%	0.00%	0.00%	0.00%	
\$25,001 - \$100,000	8	13.56%	89.09%	89.78%	88.40%	0.00%	0.00%	
\$100,001 - \$125,000	4	6.78%	98.76%	102.22%	97.61%	0.00%	0.00%	
\$125,001 - \$225,000	16	27.12%	97.05%	0.00%	96.85%	0.00%	100.00%	
\$225,001 - \$325,000	14	23.73%	96.85%	0.00%	96.37%	98.62%	0.00%	
\$325,001 - \$500,000	8	13.56%	94.40%	79.89%	100.22%	94.34%	0.00%	
\$500,001 and up	5	8.47%	92.48%	0.00%	96.95%	89.50%	0.00%	
Average Sold/List Ratio		94.20%		85.91%	96.36%	94.10%	100.00%	
Total Closed Units		59	100%	94.20%	11	40	7	1
Total Closed Volume		14,143,675			1.18M	9.42M	3.34M	199.90K

March 2023



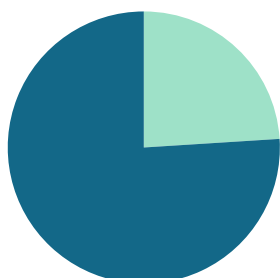
Area Delimited by Counties Haskell, Latimer, LeFlore, Pittsburg, Pushmataha - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

INVENTORY

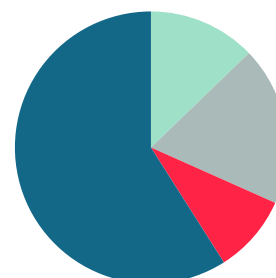


Inventory
 New Listings
107 = 23.99%
 Start Inventory
339
 Total Inventory Units
446
 Volume
\$157,238,864

Market Activity

Closed Sales
59 = 12.80%
 Pending Sales
87 = 18.87%
 Other Off Market
43 = 9.33%
 Active Inventory
272 = 59.00%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	59	59	0.00%	181	128	-29.28%
Pending Sales	78	87	11.54%	194	192	-1.03%
New Listings	110	107	-2.73%	259	262	1.16%
Average List Price	216,956	253,403	16.80%	216,141	226,330	4.71%
Average Sale Price	207,777	239,723	15.38%	207,608	214,004	3.08%
Average Percent of Selling Price to List Price	97.28%	94.20%	-3.17%	95.88%	94.38%	-1.57%
Average Days on Market to Sale	48.97	53.76	9.80%	46.84	60.05	28.20%
Monthly Inventory	300	272	-9.33%	300	272	-9.33%
Months Supply of Inventory	3.98	4.16	4.54%	3.98	4.16	4.54%

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

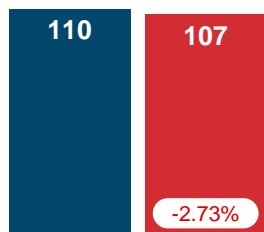
Inventory on March 31, 2023 = **272**

2022 **2023**

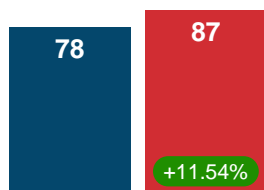
MARCH MARKET

AVERAGE PRICES

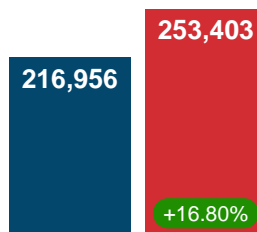
New Listings



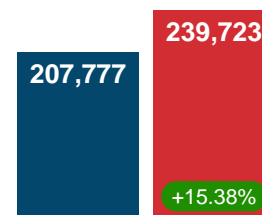
Pending Listings



List Price



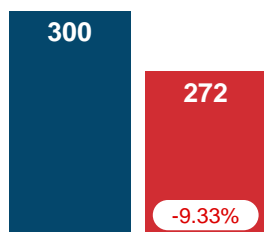
Sale Price



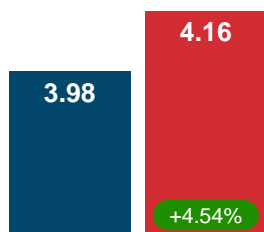
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

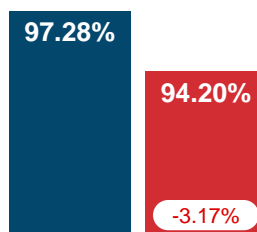
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

