

April 2023



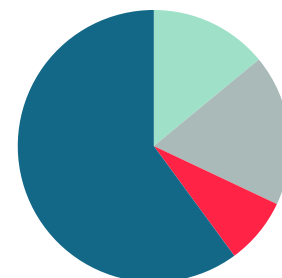
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	88	78	-11.36%
Pending Listings	96	100	4.17%
New Listings	128	134	4.69%
Average List Price	234,048	223,233	-4.62%
Average Sale Price	226,680	212,340	-6.33%
Average Percent of Selling Price to List Price	94.94%	94.84%	-0.11%
Average Days on Market to Sale	41.11	53.53	30.19%
End of Month Inventory	383	334	-12.79%
Months Supply of Inventory	4.31	4.47	3.64%



■ Closed (14.03%)
■ Pending (17.99%)
■ Other OffMarket (7.91%)
■ Active (60.07%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of April 30, 2023 = **334**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **12.79%** to 334 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **4.47** 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 **6.33%** in April 2023 to \$212,340 versus the previous year at \$226,680.

Average Days on Market Lengthens

The average number of **53.53** days that homes spent on the market before selling increased by 12.41 days or **30.19%** in April 2023 compared to last year's same month at **41.11** DOM.

Sales Success for April 2023 is Positive

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

There were 134 New Listings in April 2023, up **4.69%** from last year at 128. Furthermore, there were 78 Closed Listings this month versus last year at 88, a **-11.36%** decrease.

Closed versus Listed trends yielded a **58.2%** ratio, down from previous year's, April 2022, at **68.8%**, a **15.33%** downswing. This will certainly create pressure on a decreasing Monthly 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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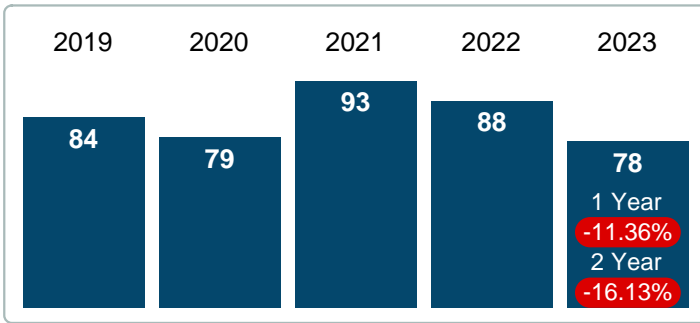
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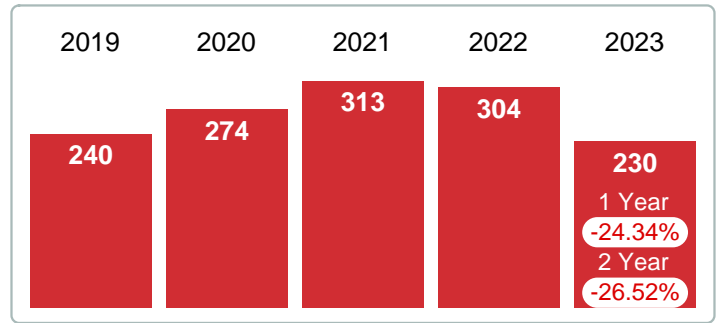
CLOSED LISTINGS

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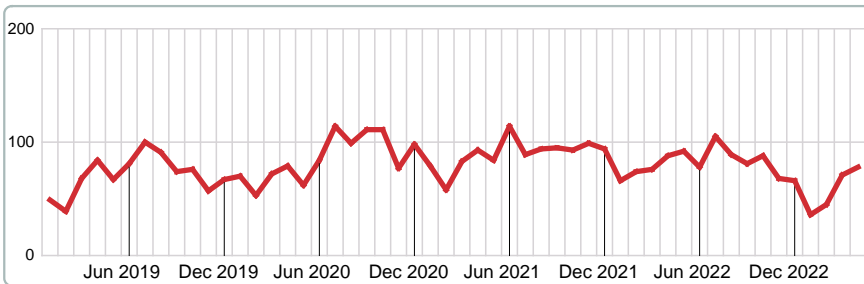
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

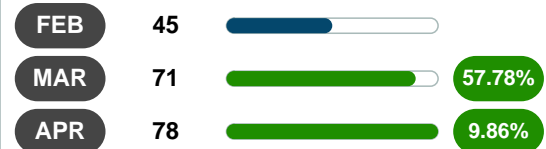


3 MONTHS

5 year APR AVG = 84

High Jun 2021 114 Low Jan 2023 36

Closed Listings this month at 78
 below the 5 yr APR average of 84



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	7.69%	27.8	2	4	0	0
\$50,001 - \$100,000	11	14.10%	43.5	2	8	1	0
\$100,001 - \$150,000	12	15.38%	34.7	2	8	2	0
\$150,001 - \$200,000	22	28.21%	68.1	2	15	5	0
\$200,001 - \$250,000	8	10.26%	53.0	0	7	1	0
\$250,001 - \$325,000	13	16.67%	62.2	0	7	6	0
\$325,001 and up	6	7.69%	63.8	1	2	3	0
Total Closed Units	78			9	51	18	0
Total Closed Volume	16,562,518	100%	53.5	1.14M	10.94M	4.49M	0.00B
Average Closed Price	\$212,340			\$126,222	\$214,540	\$249,167	\$0

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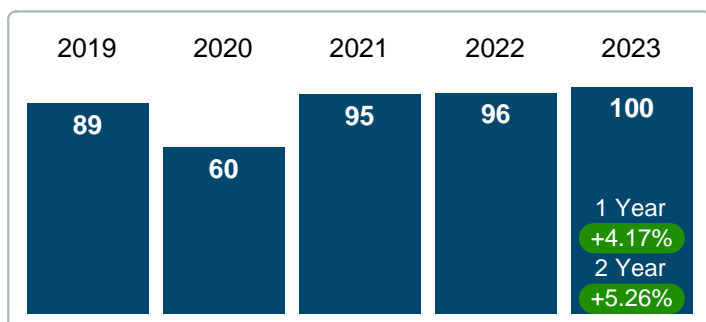
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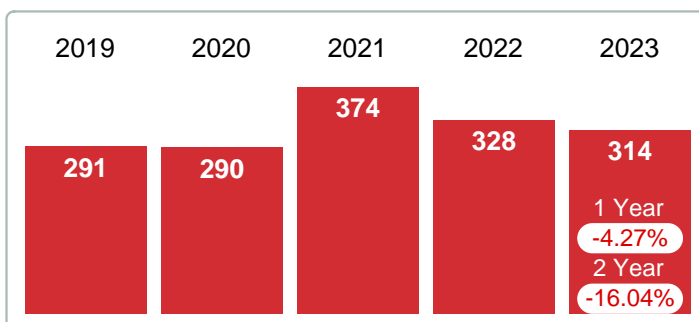
PENDING LISTINGS

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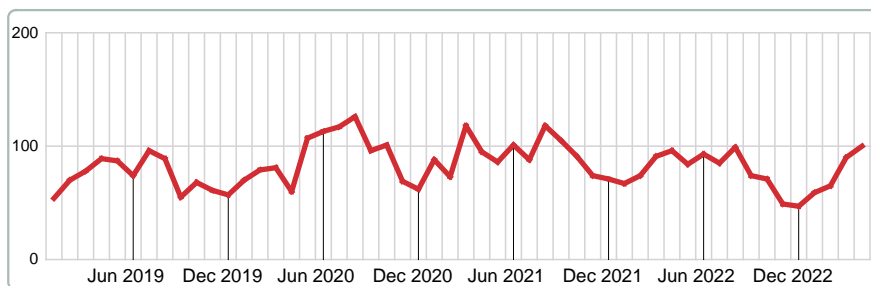
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

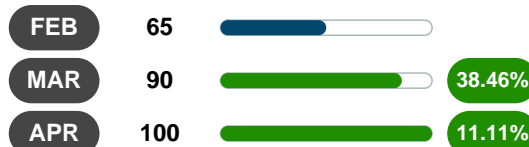


3 MONTHS

5 year APR AVG = 88

High Aug 2020 126 Low Dec 2022 47

Pending Listings this month at 100 above the 5 yr APR average of 88



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	10.00%	55.9	4	5	1	0
\$75,001 - \$100,000	10	10.00%	87.4	3	7	0	0
\$100,001 - \$150,000	17	17.00%	34.4	5	12	0	0
\$150,001 - \$200,000	23	23.00%	61.2	4	17	2	0
\$200,001 - \$250,000	15	15.00%	41.4	1	11	3	0
\$250,001 - \$375,000	15	15.00%	60.4	0	5	10	0
\$375,001 and up	10	10.00%	38.0	2	5	2	1
Total Pending Units	100			19	62	18	1
Total Pending Volume	21,161,800	100%	49.7	2.95M	12.24M	5.10M	875.00K
Average Listing Price	\$192,245			\$155,247	\$197,450	\$283,067	\$875,000

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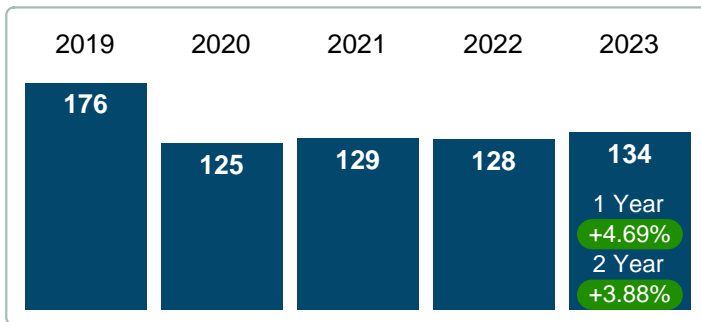
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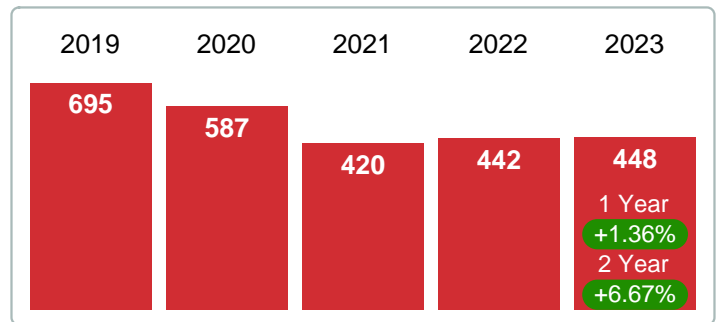
NEW LISTINGS

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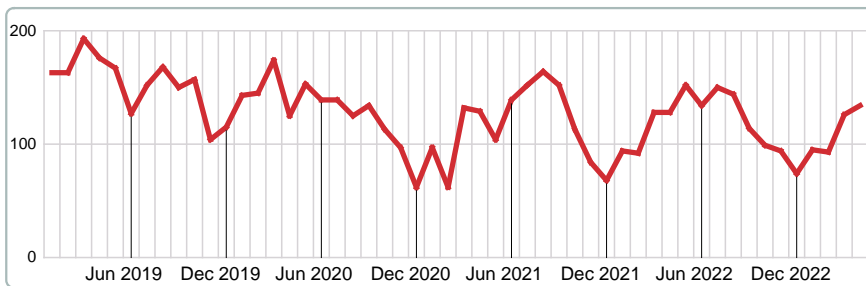
APRIL



YEAR TO DATE (YTD)

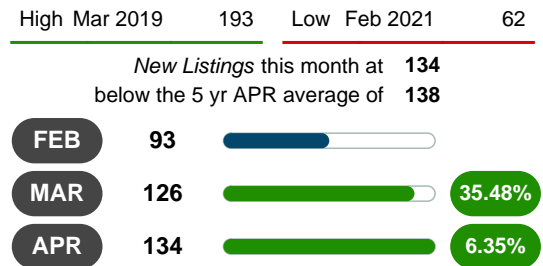


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 138



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	9	6.72%	6	3	0	0
\$80,001 - \$130,000	18	13.43%	7	10	1	0
\$130,001 - \$160,000	21	15.67%	3	17	1	0
\$160,001 - \$250,000	33	24.63%	6	22	5	0
\$250,001 - \$380,000	21	15.67%	1	17	3	0
\$380,001 - \$650,000	19	14.18%	5	8	5	1
\$650,001 and up	13	9.70%	1	5	6	1
Total New Listed Units	134		29	82	21	2
Total New Listed Volume	42,868,799	100%	7.59M	23.32M	10.84M	1.12M
Average New Listed Listing Price	\$109,000		\$261,583	\$284,383	\$516,124	\$562,450

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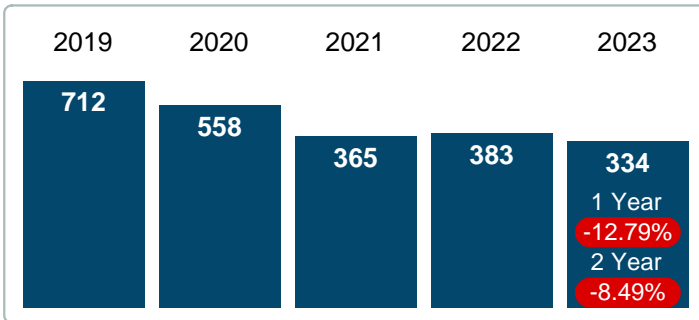
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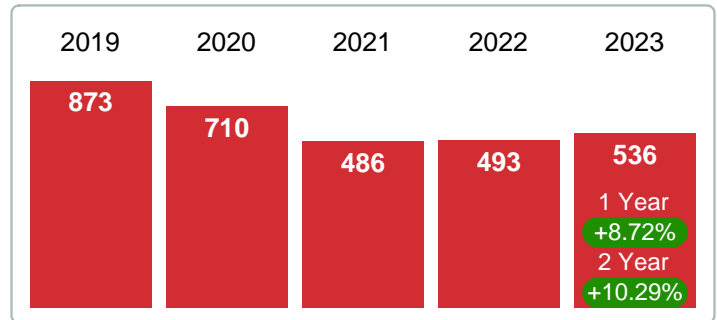
ACTIVE INVENTORY

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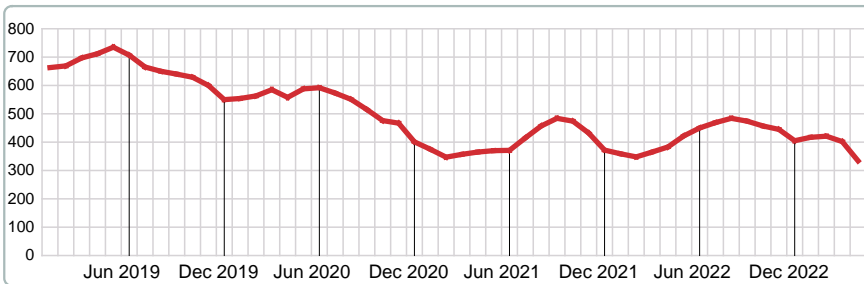
END OF APRIL



ACTIVE DURING APRIL

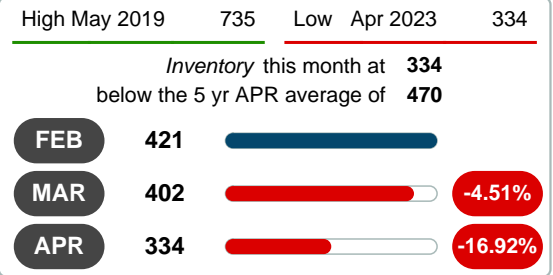


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 470



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	7.19%	64.6	13	11	0	0
\$75,001 - \$125,000	45	13.47%	86.5	16	24	4	1
\$125,001 - \$150,000	27	8.08%	190.5	4	22	1	0
\$150,001 - \$275,000	114	34.13%	94.6	18	67	26	3
\$275,001 - \$425,000	46	13.77%	73.9	3	30	9	4
\$425,001 - \$750,000	45	13.47%	97.3	7	26	6	6
\$750,001 and up	33	9.88%	124.1	2	8	18	5
Total Active Inventory by Units			334	63	188	64	19
Total Active Inventory by Volume			134,963,897	16.20M	56.52M	37.97M	24.27M
Average Active Inventory Listing Price			\$404,084	\$257,119	\$300,644	\$593,316	\$1,277,479

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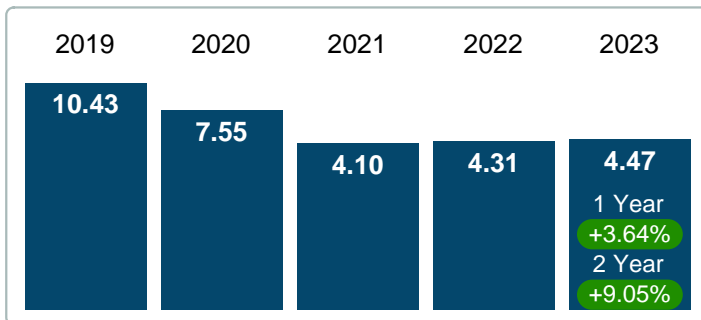
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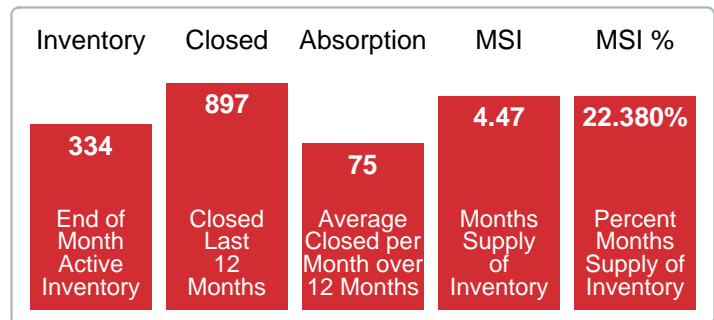
MONTHS SUPPLY of INVENTORY (MSI)

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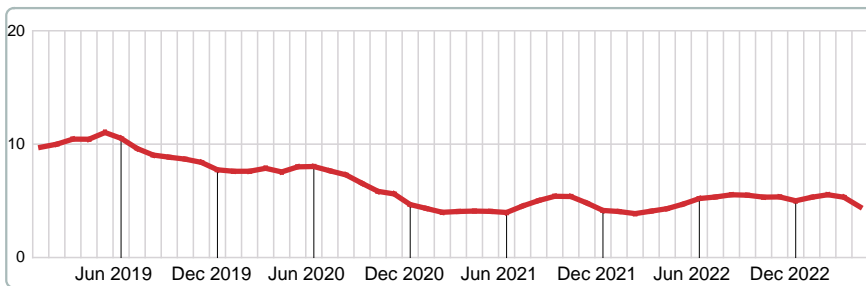
MSI FOR APRIL



INDICATORS FOR APRIL 2023

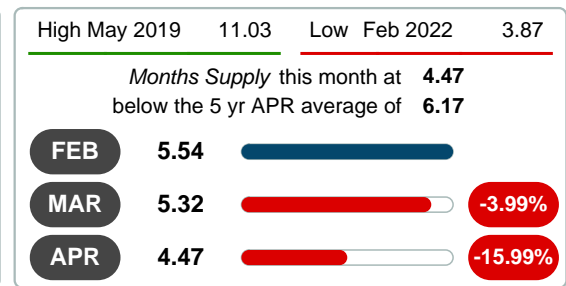


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.17



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	7.19%	1.91	2.26	1.74	0.00	0.00
\$75,001 - \$125,000	45	13.47%	3.72	3.92	3.27	6.00	0.00
\$125,001 - \$150,000	27	8.08%	3.15	4.00	3.26	1.33	0.00
\$150,001 - \$275,000	114	34.13%	4.59	5.84	4.02	5.67	6.00
\$275,001 - \$425,000	46	13.77%	4.88	4.50	6.79	2.35	8.00
\$425,001 - \$750,000	45	13.47%	8.71	12.00	11.56	3.00	18.00
\$750,001 and up	33	9.88%	15.84	0.00	6.86	24.00	30.00
Market Supply of Inventory (MSI)	4.47			4.15	4.19	4.95	10.86
Total Active Inventory by Units	334	100%	4.47	63	188	64	19

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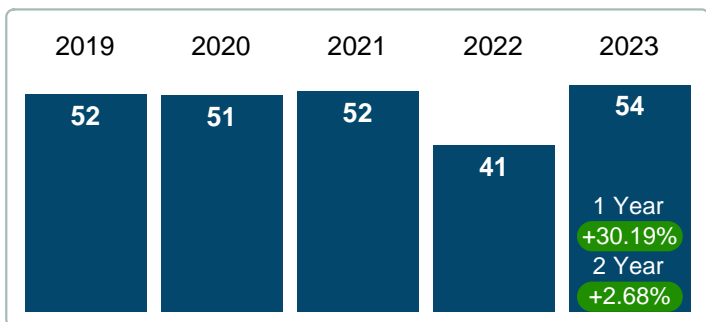
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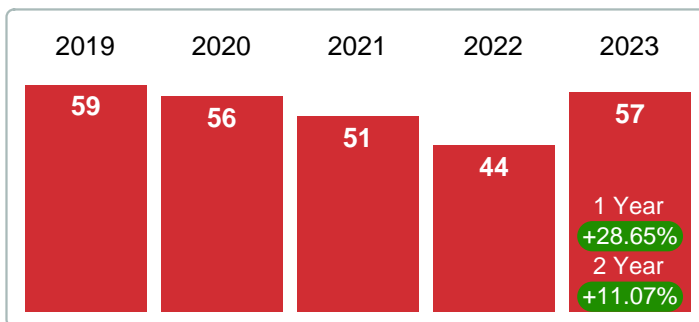
AVERAGE DAYS ON MARKET TO SALE

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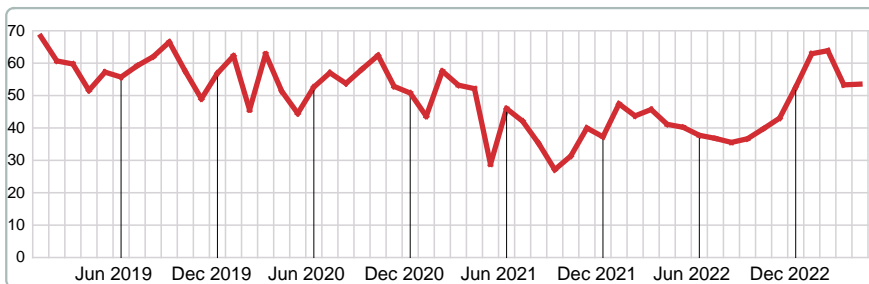
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

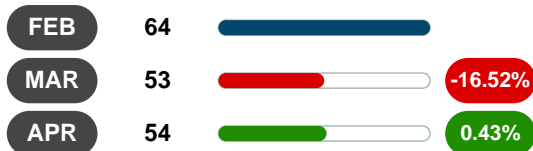


3 MONTHS

5 year APR AVG = 50

High Jan 2019 68 Low Sep 2021 27

Average Days on Market to Sale this month at 54 above the 5 yr APR average of 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	7.69%	28	18	33	0	0
\$50,001 - \$100,000	14.10%	43	42	46	27	0
\$100,001 - \$150,000	15.38%	35	10	38	48	0
\$150,001 - \$200,000	28.21%	68	135	48	101	0
\$200,001 - \$250,000	10.26%	53	0	59	14	0
\$250,001 - \$325,000	16.67%	62	0	45	82	0
\$325,001 and up	7.69%	64	141	67	36	0
Average Closed DOM		54	61	47	69	0
Total Closed Units	100%	54	9	51	18	
Total Closed Volume		16,562,518	1.14M	10.94M	4.49M	0.00B

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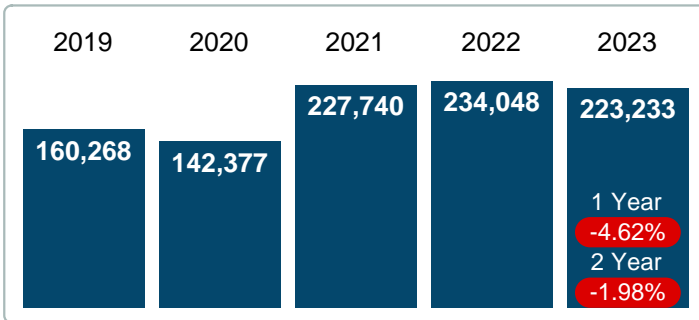
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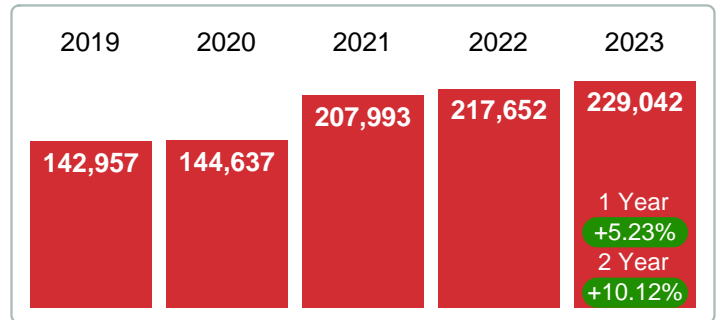
AVERAGE LIST PRICE AT CLOSING

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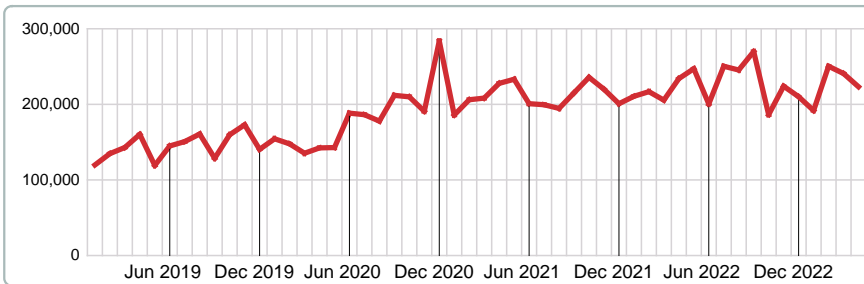
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

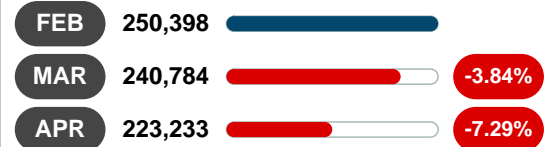


3 MONTHS

5 year APR AVG = 197,533

High Dec 2020 283,730 Low May 2019 119,209

Average List Price at Closing this month at **223,233**
above the 5 yr APR average of **197,533**



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	4	5.13%	33,750	51,000	42,725	0	0
\$50,001 - \$100,000	13	16.67%	76,938	67,500	79,675	89,900	0
\$100,001 - \$150,000	11	14.10%	127,718	114,450	132,638	134,400	0
\$150,001 - \$200,000	19	24.36%	179,732	199,500	186,407	185,740	0
\$200,001 - \$250,000	10	12.82%	225,180	0	234,857	273,000	0
\$250,001 - \$325,000	10	12.82%	283,160	0	324,086	305,633	0
\$325,001 and up	11	14.10%	579,436	450,000	1,417,500	430,000	0
Average List Price			223,233	146,100	223,786	260,233	0
Total Closed Units		100%	223,233	9	51	18	
Total Closed Volume			17,412,197	1.31M	11.41M	4.68M	0.00B

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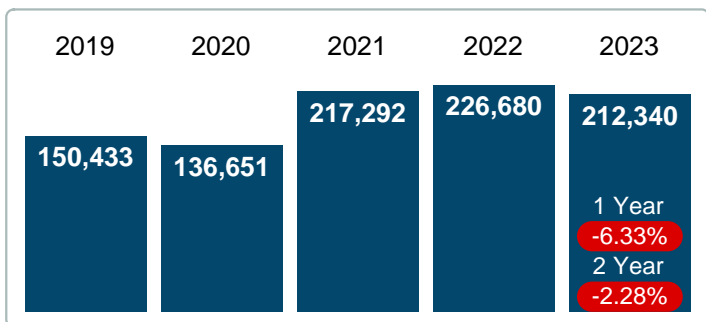
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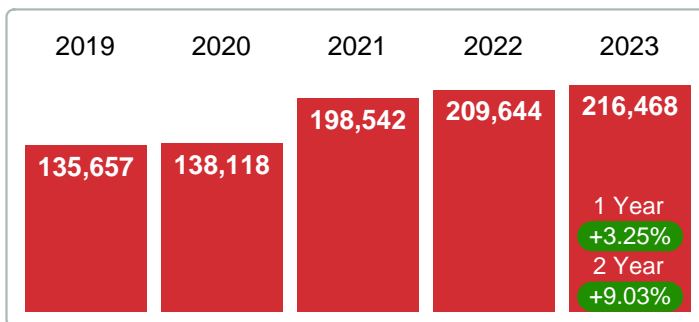
AVERAGE SOLD PRICE AT CLOSING

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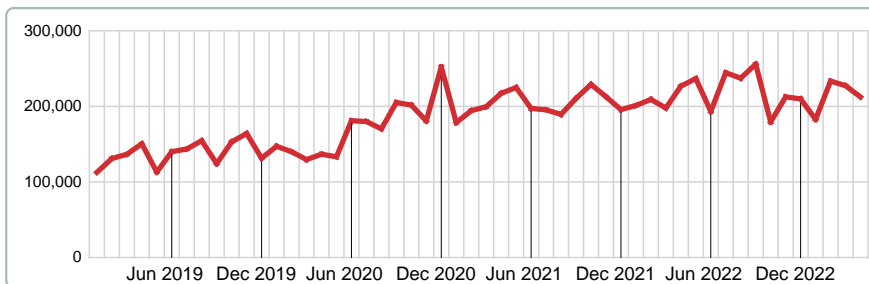
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

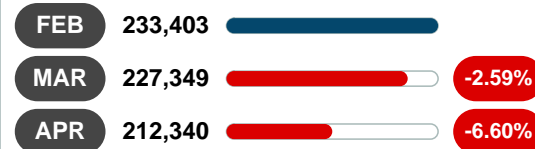


3 MONTHS

5 year APR AVG = 188,679

High Sep 2022 255,786 Low Jan 2019 112,700

Average Sold Price at Closing this month at **212,340** above the 5 yr APR average of **188,679**



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	7.69%	36,500	41,500	34,000	0	0
\$50,001 - \$100,000	14.10%	75,186	59,000	78,006	85,000	0
\$100,001 - \$150,000	15.38%	125,973	107,500	128,709	133,500	0
\$150,001 - \$200,000	28.21%	179,836	180,000	178,860	182,700	0
\$200,001 - \$250,000	10.26%	221,875	0	224,286	205,000	0
\$250,001 - \$325,000	16.67%	293,569	0	294,557	292,417	0
\$325,001 and up	7.69%	742,833	360,000	1,418,500	420,000	0
Average Sold Price		212,340	126,222	214,540	249,167	0
Total Closed Units	100%	212,340	9	51	18	0
Total Closed Volume		16,562,518	1.14M	10.94M	4.49M	0.00B

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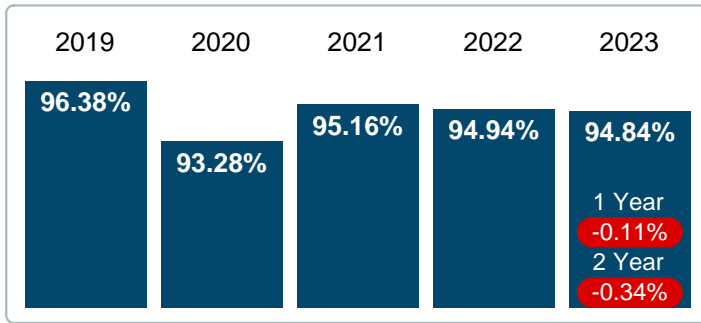
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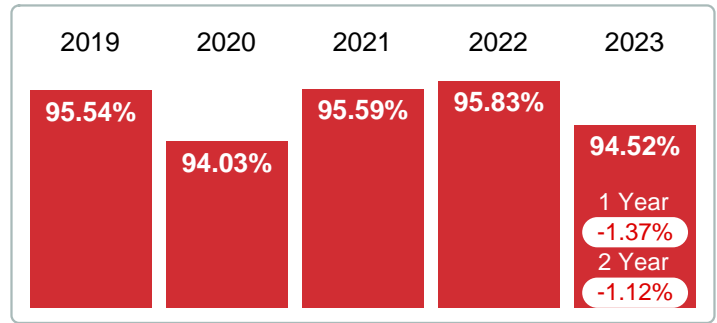
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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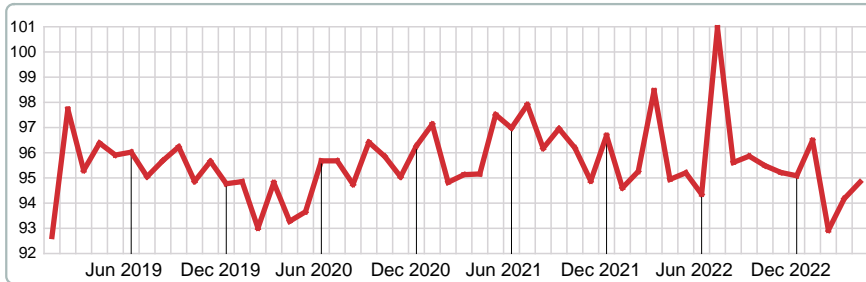
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

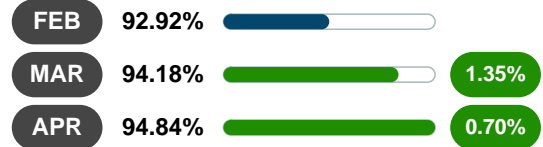


3 MONTHS

5 year APR AVG = 94.92%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **94.84%**
equal to 5 yr APR average of **94.92%**



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	7.69%	84.26%	83.06%	84.86%	0.00%	0.00%
\$50,001 - \$100,000	11	14.10%	97.04%	87.83%	99.65%	94.55%	0.00%
\$100,001 - \$150,000	12	15.38%	97.29%	94.20%	97.47%	99.65%	0.00%
\$150,001 - \$200,000	22	28.21%	96.23%	90.67%	96.18%	98.63%	0.00%
\$200,001 - \$250,000	8	10.26%	93.36%	0.00%	95.97%	75.09%	0.00%
\$250,001 - \$325,000	13	16.67%	93.80%	0.00%	92.24%	95.63%	0.00%
\$325,001 and up	6	7.69%	95.57%	80.00%	100.30%	97.62%	0.00%
Average Sold/List Ratio		94.80%		87.95%	95.63%	96.04%	0.00%
Total Closed Units		78	100%	94.80%	9	51	18
Total Closed Volume		16,562,518			1.14M	10.94M	4.49M

April 2023



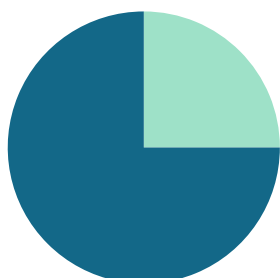
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

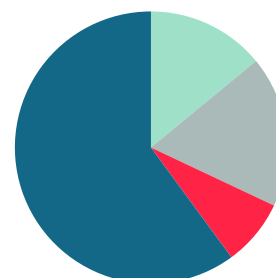


Inventory
 New Listings
134 = 25.00%
 Start Inventory
402
 Total Inventory Units
536
 Volume
\$187,343,394

Market Activity

Closed Sales
78 = 14.03%
 Pending Sales
100 = 17.99%
 Other Off Market
44 = 7.91%
 Active Inventory
334 = 60.07%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	88	78	-11.36%	304	230	-24.34%
Pending Sales	96	100	4.17%	328	314	-4.27%
New Listings	128	134	4.69%	442	448	1.36%
Average List Price	234,048	223,233	-4.62%	217,652	229,042	5.23%
Average Sale Price	226,680	212,340	-6.33%	209,644	216,468	3.25%
Average Percent of Selling Price to List Price	94.94%	94.84%	-0.11%	95.83%	94.52%	-1.37%
Average Days on Market to Sale	41.11	53.53	30.19%	44.26	56.94	28.65%
Monthly Inventory	383	334	-12.79%	383	334	-12.79%
Months Supply of Inventory	4.31	4.47	3.64%	4.31	4.47	3.64%

Absorption: Last 12 months, an Average of **75** Sales/Month

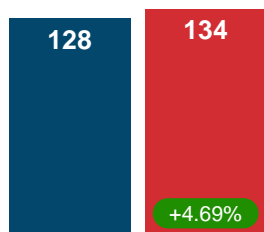
Inventory on April 30, 2023 = **334**

2022 **2023**

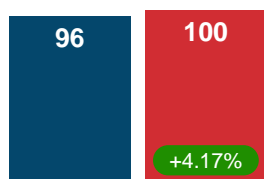
APRIL MARKET

AVERAGE PRICES

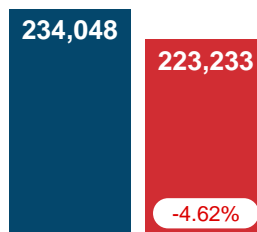
New Listings



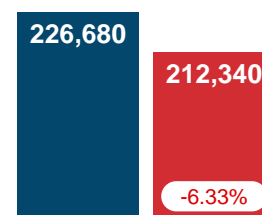
Pending Listings



List Price



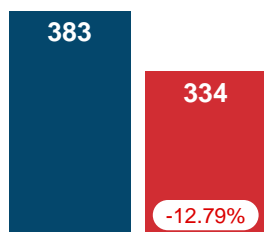
Sale Price



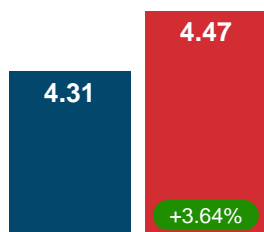
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

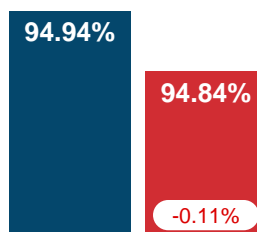
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

