

April 2023



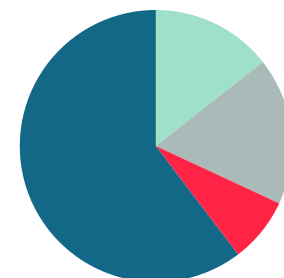
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

| Compared Metrics | 2022 | April 2023 | +/-% |
|--|---------|------------|---------|
| Closed Listings | 88 | 78 | -11.36% |
| Pending Listings | 96 | 95 | -1.04% |
| 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 | 244 | 327 | 34.02% |
| Months Supply of Inventory | 2.75 | 4.37 | 59.27% |



■ Closed (14.39%)
■ Pending (17.53%)
■ Other OffMarket (7.75%)
■ Active (60.33%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of April 30, 2023 = **327**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **34.02%** to 327 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 **4.37** 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 an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| 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

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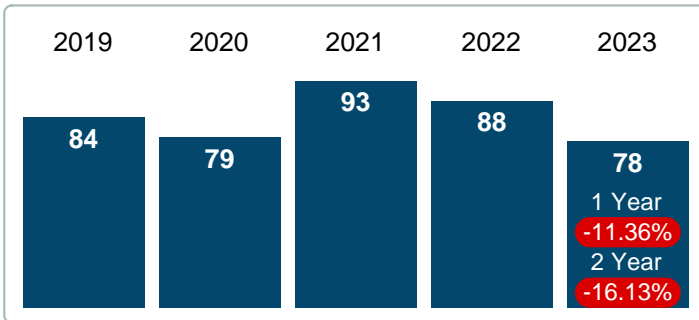
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



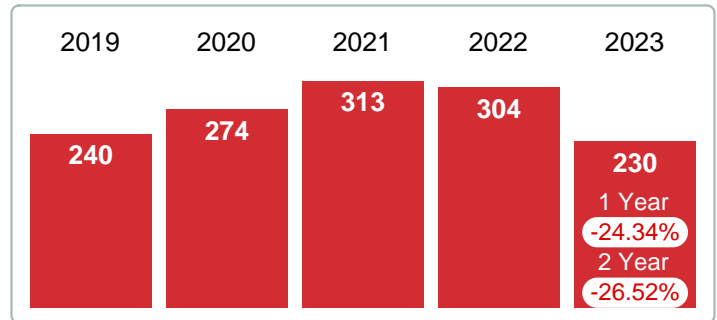
CLOSED LISTINGS

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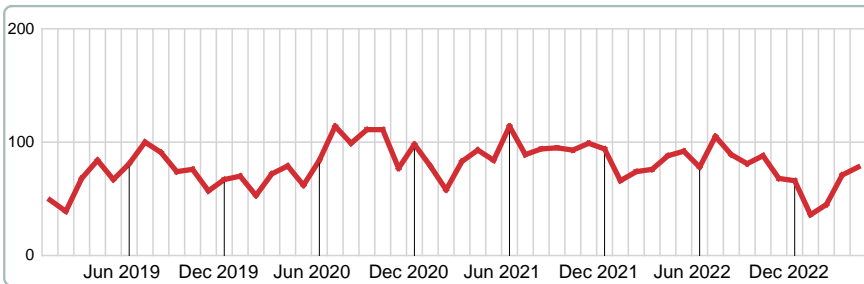
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

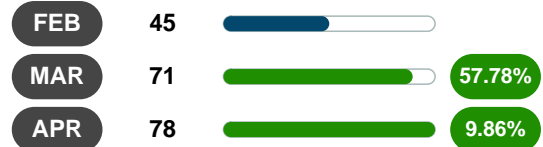


3 MONTHS

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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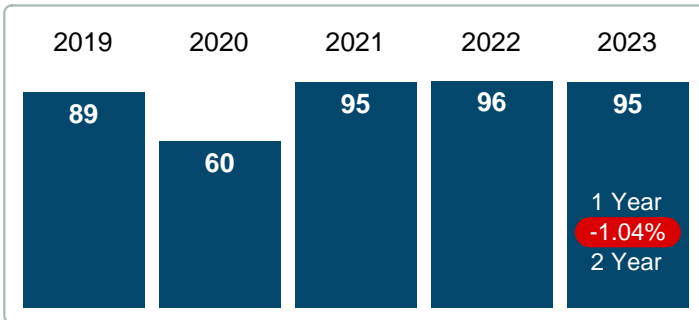
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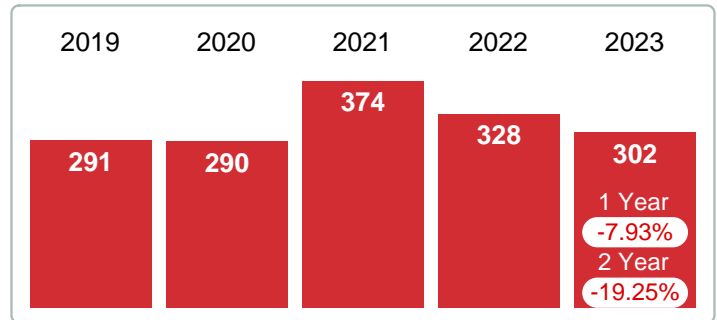
PENDING LISTINGS

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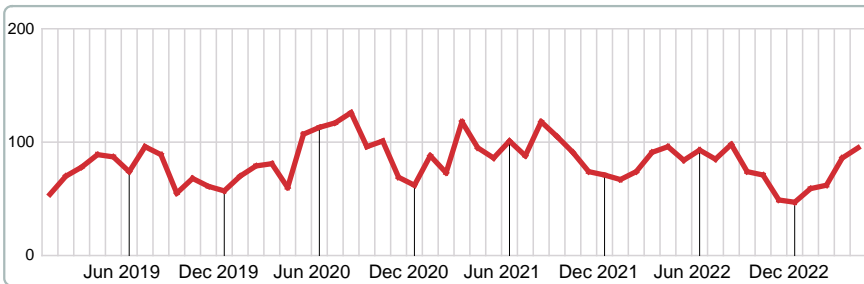
APRIL



YEAR TO DATE (YTD)

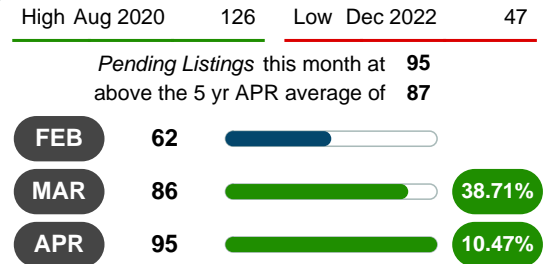


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 87



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 | 10.53% | 55.9 | 4 | 5 | 1 | 0 |
| \$75,001 - \$100,000 | 9 | 9.47% | 94.9 | 2 | 7 | 0 | 0 |
| \$100,001 - \$125,000 | 7 | 7.37% | 35.3 | 2 | 5 | 0 | 0 |
| \$125,001 - \$200,000 | 33 | 34.74% | 52.8 | 7 | 24 | 2 | 0 |
| \$200,001 - \$250,000 | 14 | 14.74% | 44.4 | 1 | 10 | 3 | 0 |
| \$250,001 - \$325,000 | 10 | 10.53% | 78.9 | 0 | 3 | 7 | 0 |
| \$325,001 and up | 12 | 12.63% | 32.9 | 2 | 6 | 3 | 1 |
| Total Pending Units | 95 | | | 18 | 60 | 16 | 1 |
| Total Pending Volume | 19,633,400 | 100% | 53.9 | 2.86M | 11.38M | 4.51M | 875.00K |
| Average Listing Price | \$208,597 | | | \$159,150 | \$189,723 | \$281,894 | \$875,000 |

April 2023



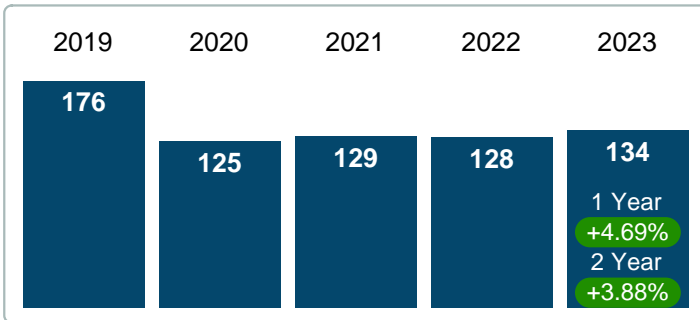
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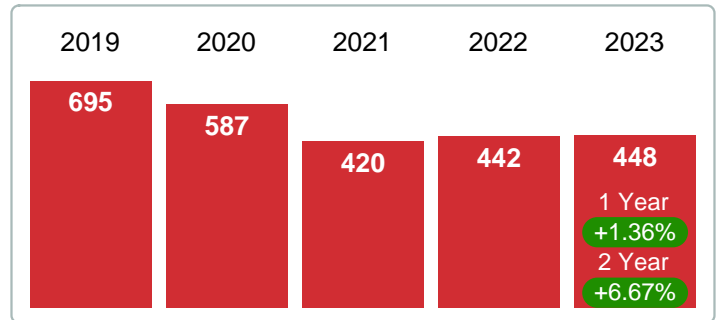
NEW LISTINGS

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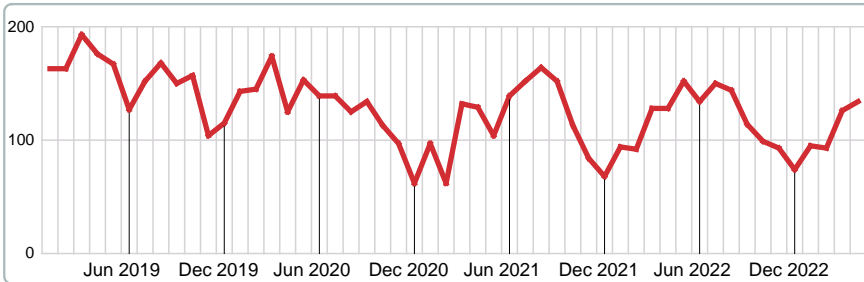
APRIL



YEAR TO DATE (YTD)

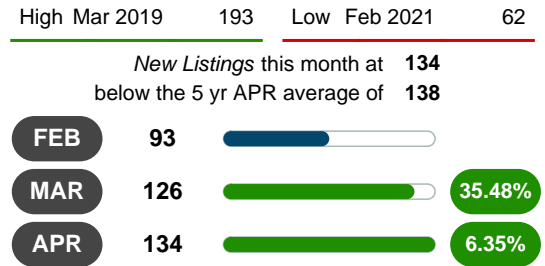


5 YEAR MARKET ACTIVITY TRENDS



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 |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 8 | 5.97% | 5 | 3 | 0 | 0 |
| \$75,001 - \$125,000 | 20 | 14.93% | 8 | 11 | 1 | 0 |
| \$125,001 - \$150,000 | 14 | 10.45% | 2 | 11 | 1 | 0 |
| \$150,001 - \$250,000 | 41 | 30.60% | 7 | 29 | 5 | 0 |
| \$250,001 - \$375,000 | 19 | 14.18% | 1 | 14 | 3 | 1 |
| \$375,001 - \$625,000 | 18 | 13.43% | 5 | 8 | 4 | 1 |
| \$625,001 and up | 14 | 10.45% | 1 | 5 | 7 | 1 |
| Total New Listed Units | 134 | | 29 | 81 | 21 | 3 |
| Total New Listed Volume | 41,719,297 | 100% | 7.47M | 22.35M | 10.51M | 1.39M |
| Average New Listed Listing Price | \$205,896 | | \$257,734 | \$275,889 | \$500,386 | \$463,300 |

April 2023



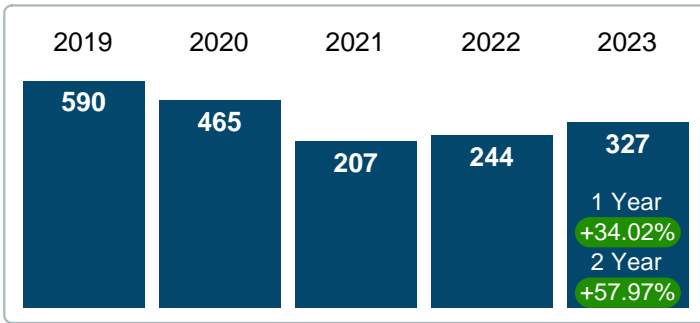
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



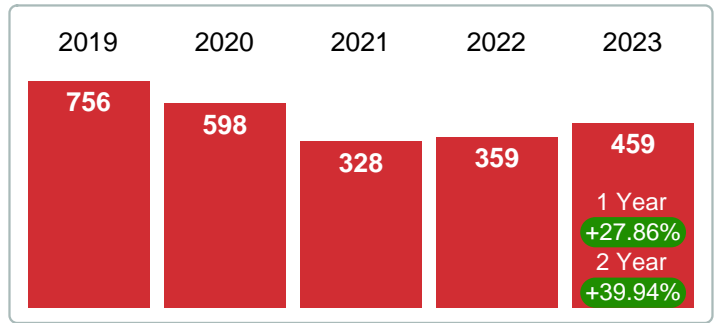
ACTIVE INVENTORY

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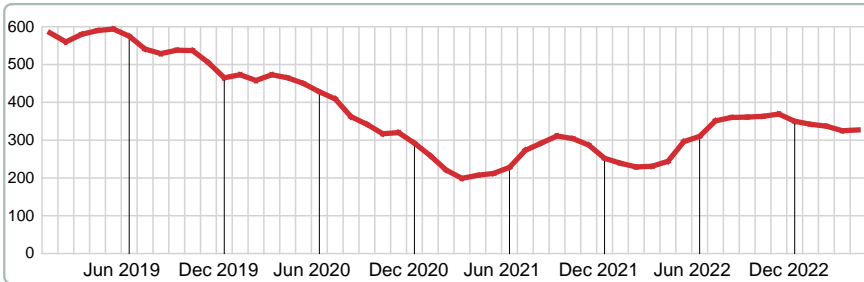
END OF APRIL



ACTIVE DURING APRIL

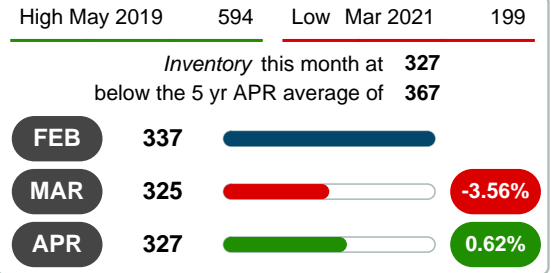


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 367



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 | 8.26% | 83.4 | 14 | 13 | 0 | 0 |
| \$75,001 - \$125,000 | 41 | 12.54% | 72.1 | 13 | 23 | 3 | 2 |
| \$125,001 - \$175,000 | 59 | 18.04% | 80.9 | 12 | 37 | 9 | 1 |
| \$175,001 - \$250,000 | 62 | 18.96% | 98.9 | 9 | 37 | 14 | 2 |
| \$250,001 - \$425,000 | 64 | 19.57% | 77.9 | 4 | 39 | 16 | 5 |
| \$425,001 - \$750,000 | 40 | 12.23% | 91.9 | 6 | 22 | 7 | 5 |
| \$750,001 and up | 34 | 10.40% | 128.2 | 2 | 8 | 19 | 5 |
| Total Active Inventory by Units | | | 327 | 60 | 179 | 68 | 20 |
| Total Active Inventory by Volume | | | 130,427,833 | 15.54M | 52.77M | 39.91M | 22.20M |
| Average Active Inventory Listing Price | | | \$398,862 | \$259,023 | \$294,832 | \$586,890 | \$1,110,150 |

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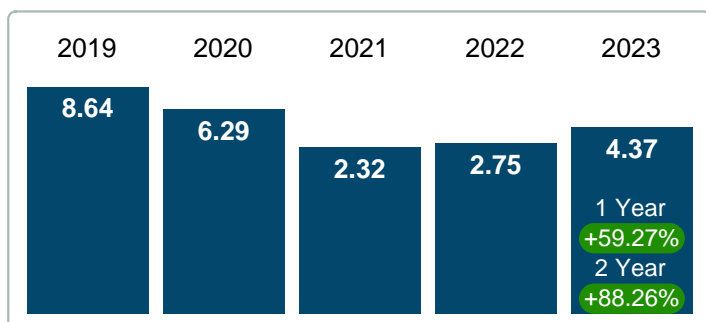
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



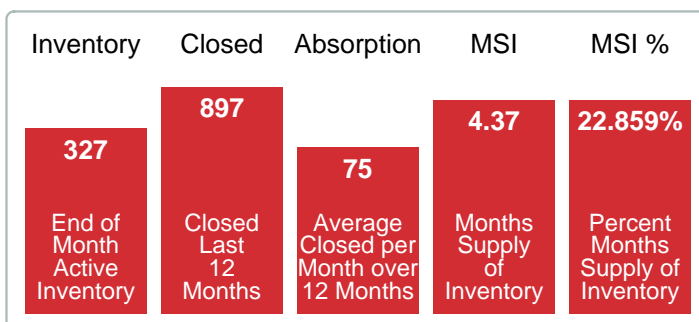
MONTHS SUPPLY of INVENTORY (MSI)

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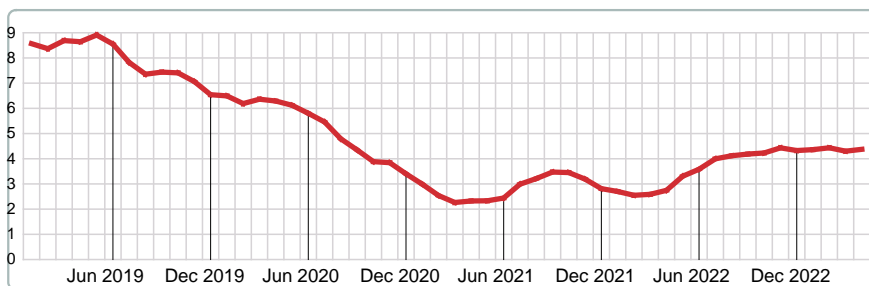
MSI FOR APRIL



INDICATORS FOR APRIL 2023

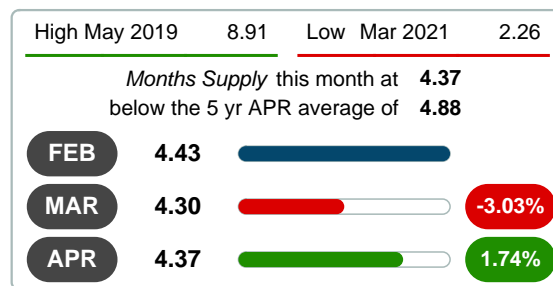


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.88



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 | 8.26% | 2.15 | 2.43 | 2.05 | 0.00 | 0.00 |
| \$75,001 - \$125,000 | 41 | 12.54% | 3.39 | 3.18 | 3.14 | 4.50 | 0.00 |
| \$125,001 - \$175,000 | 59 | 18.04% | 3.96 | 6.55 | 3.26 | 5.40 | 12.00 |
| \$175,001 - \$250,000 | 62 | 18.96% | 4.13 | 4.32 | 3.73 | 5.09 | 8.00 |
| \$250,001 - \$425,000 | 64 | 19.57% | 4.95 | 4.80 | 5.92 | 3.37 | 6.67 |
| \$425,001 - \$750,000 | 40 | 12.23% | 7.74 | 10.29 | 9.78 | 3.50 | 15.00 |
| \$750,001 and up | 34 | 10.40% | 16.32 | 0.00 | 6.86 | 25.33 | 30.00 |
| Market Supply of Inventory (MSI) | 4.37 | | | 3.96 | 3.99 | 5.26 | 11.43 |
| Total Active Inventory by Units | 327 | 100% | 4.37 | 60 | 179 | 68 | 20 |

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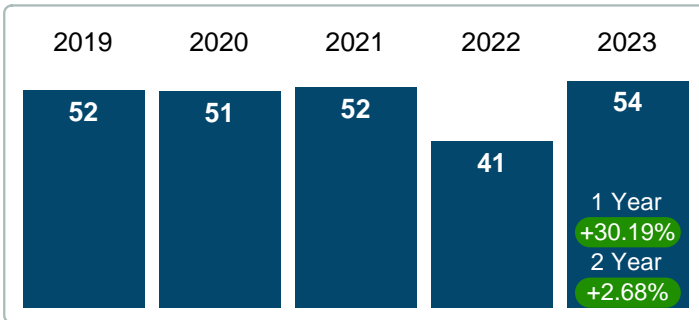
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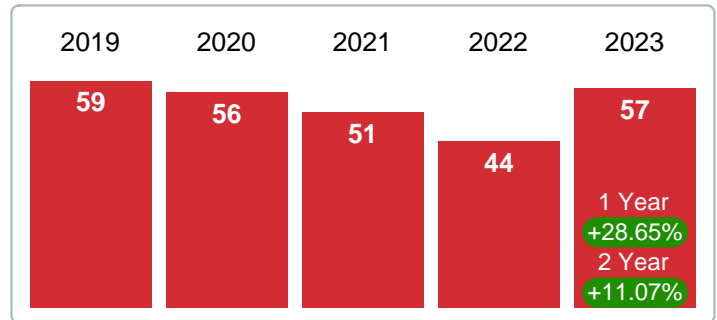
AVERAGE DAYS ON MARKET TO SALE

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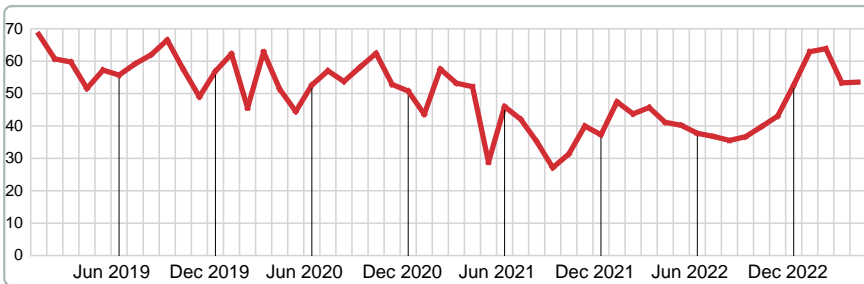
APRIL



YEAR TO DATE (YTD)

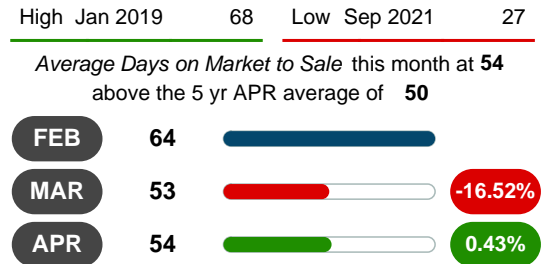


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 50



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 |

April 2023



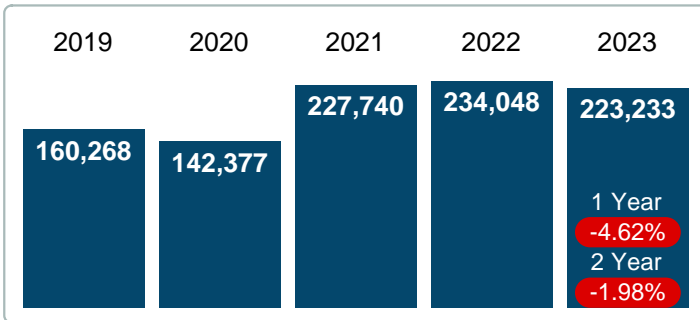
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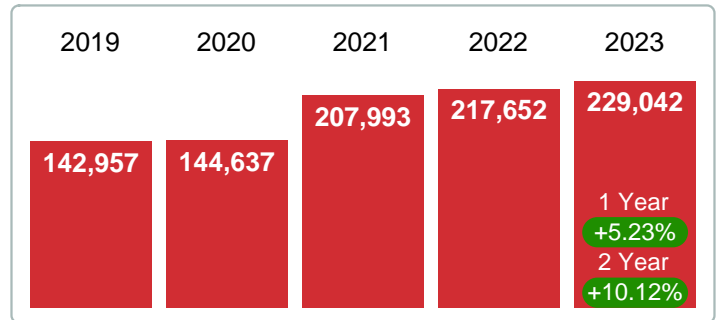
AVERAGE LIST PRICE AT CLOSING

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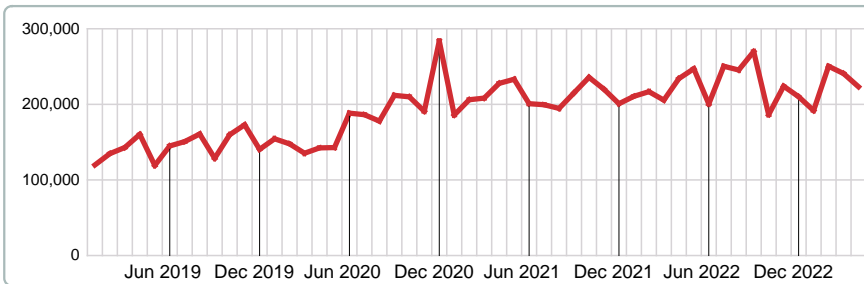
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

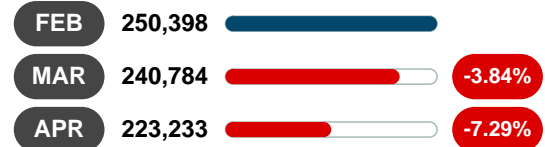


3 MONTHS

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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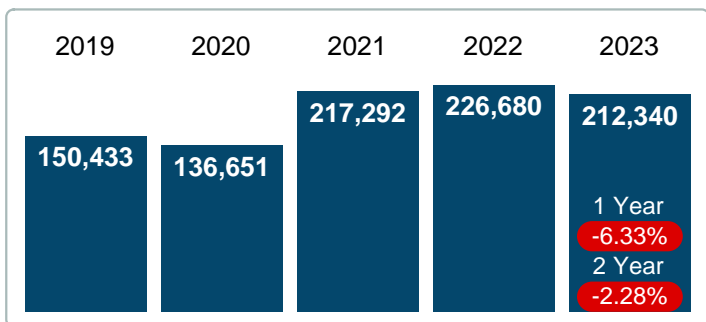
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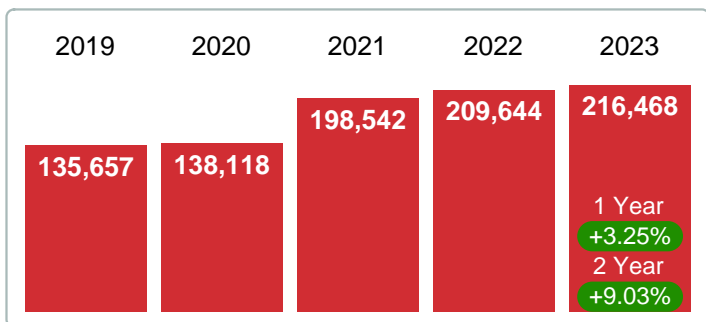
AVERAGE SOLD PRICE AT CLOSING

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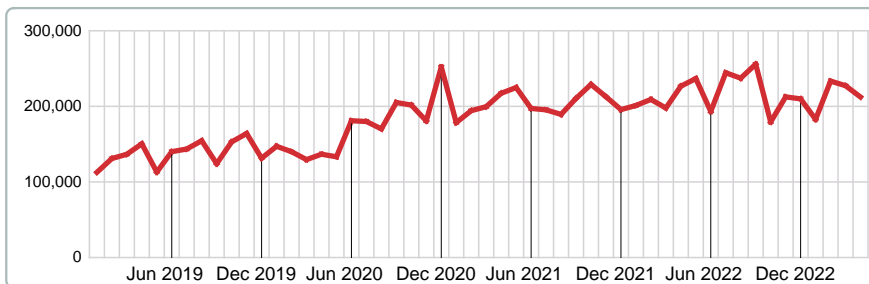
APRIL



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**

| | | |
|-----|---------|--------|
| FEB | 233,403 | |
| MAR | 227,349 | -2.59% |
| APR | 212,340 | -6.60% |

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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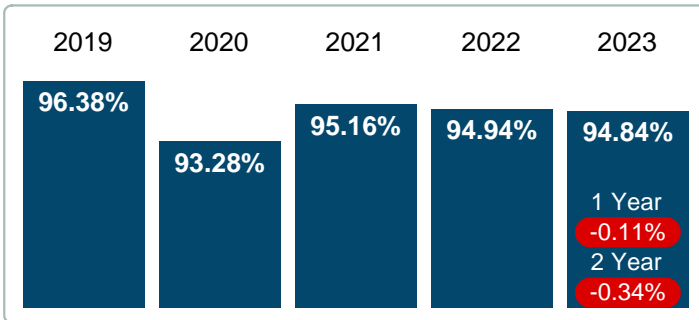
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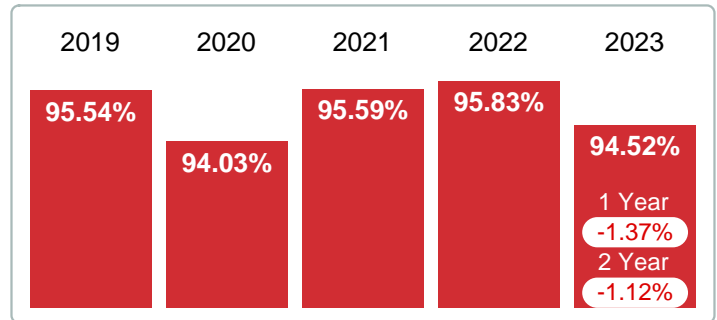
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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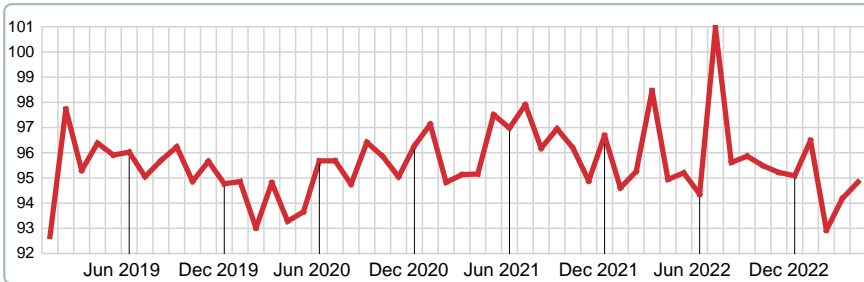
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

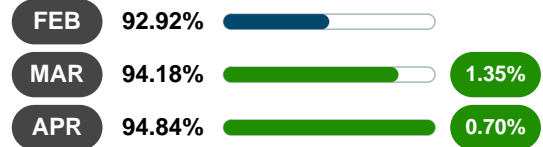


3 MONTHS

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 | 0.00B |

April 2023



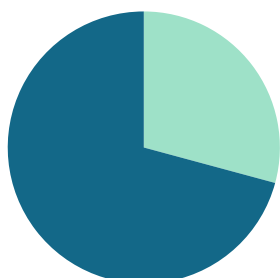
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

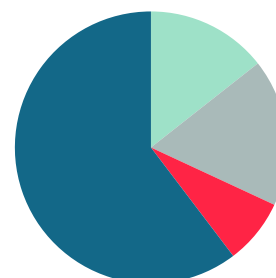


Inventory
 New Listings
134 = 29.19%
 Start Inventory
325
 Total Inventory Units
459
 Volume
\$165,916,433

Market Activity

Closed Sales
78 = 14.39%
 Pending Sales
95 = 17.53%
 Other Off Market
42 = 7.75%
 Active Inventory
327 = 60.33%

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 | 95 | -1.04% | 328 | 302 | -7.93% |
| 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 | 244 | 327 | 34.02% | 244 | 327 | 34.02% |
| Months Supply of Inventory | 2.75 | 4.37 | 59.27% | 2.75 | 4.37 | 59.27% |

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

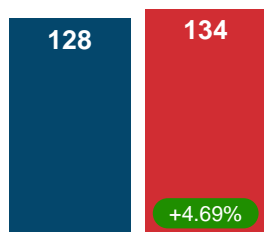
Inventory on April 30, 2023 = **327**

2022 **2023**

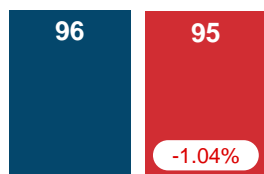
APRIL MARKET

AVERAGE PRICES

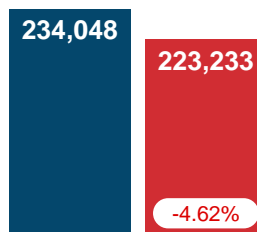
New Listings



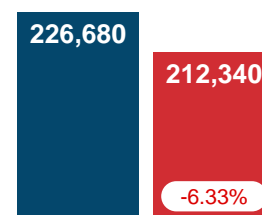
Pending Listings



List Price



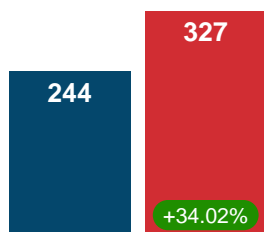
Sale Price



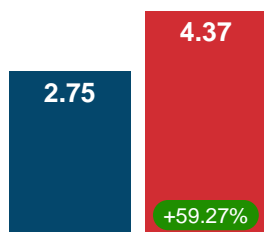
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

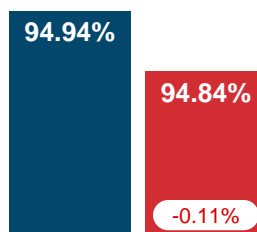
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

