

## April 2023



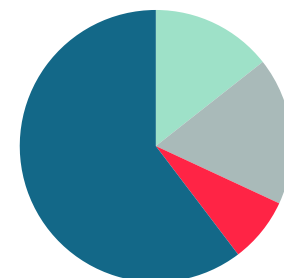
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



### 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%
Median List Price	177,300	185,000	4.34%
Median Sale Price	167,500	175,000	4.48%
Median Percent of Selling Price to List Price	96.90%	95.51%	-1.44%
Median Days on Market to Sale	17.50	31.50	80.00%
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.

##### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.48%** in April 2023 to \$175,000 versus the previous year at \$167,500.

##### Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 14.00 days or **80.00%** in April 2023 compared to last year's same month at **17.50** DOM.

##### Sales Success for April 2023 is Positive

Overall, with Median Prices going up 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

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

#### 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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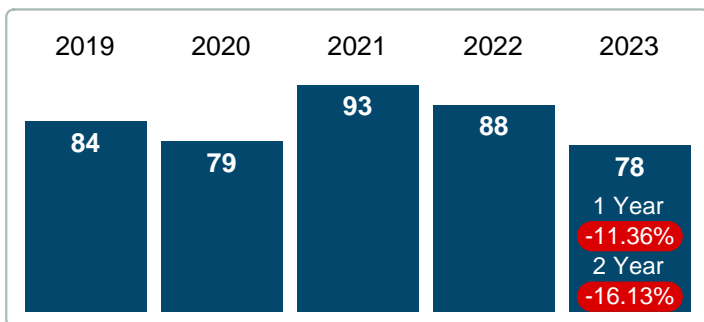
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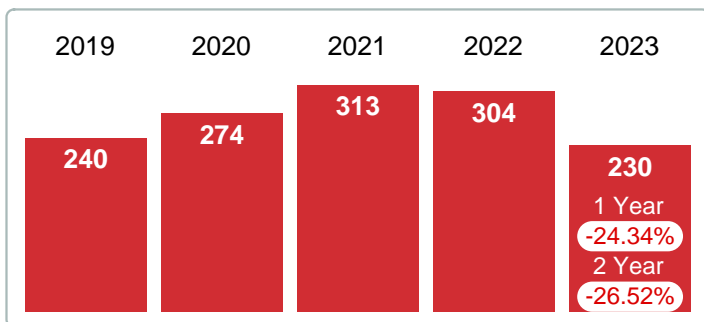
## CLOSED LISTINGS

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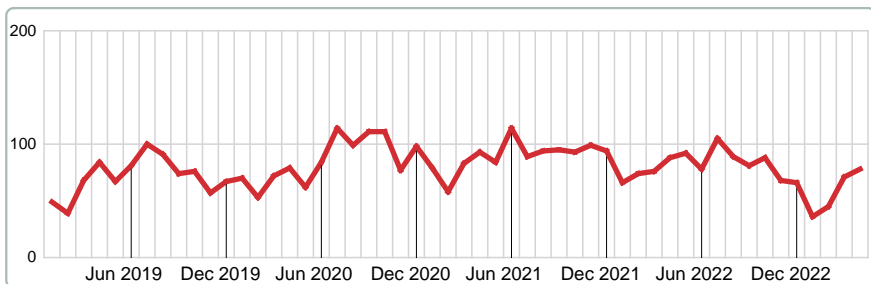
### APRIL



### 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**

- FEB: 45
- MAR: 71 (57.78%)
- APR: 78 (9.86%)

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	19.0	2	4	0	0
\$50,001 - \$100,000	11	14.10%	27.0	2	8	1	0
\$100,001 - \$150,000	12	15.38%	20.5	2	8	2	0
\$150,001 - \$200,000	22	28.21%	44.0	2	15	5	0
\$200,001 - \$250,000	8	10.26%	22.0	0	7	1	0
\$250,001 - \$325,000	13	16.67%	57.0	0	7	6	0
\$325,001 and up	6	7.69%	67.0	1	2	3	0
<b>Total Closed Units</b>	<b>78</b>			<b>9</b>	<b>51</b>	<b>18</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>16,562,518</b>	<b>100%</b>	<b>31.5</b>	<b>1.14M</b>	<b>10.94M</b>	<b>4.49M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$106,000</b>	<b>\$172,900</b>	<b>\$230,750</b>	<b>\$0</b>

# April 2023



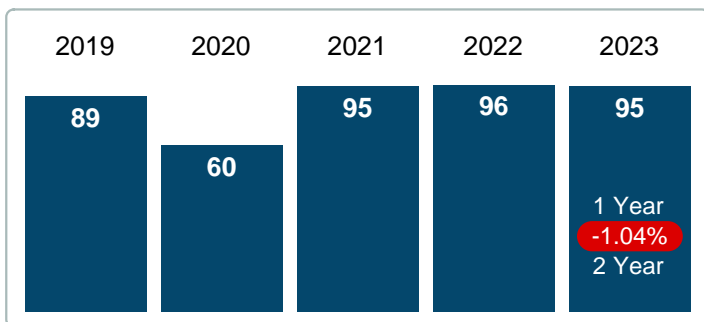
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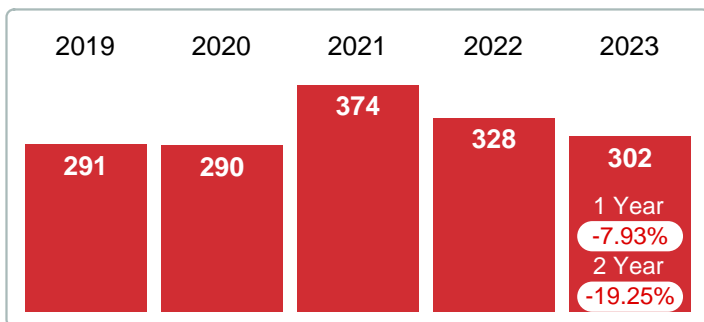
## PENDING LISTINGS

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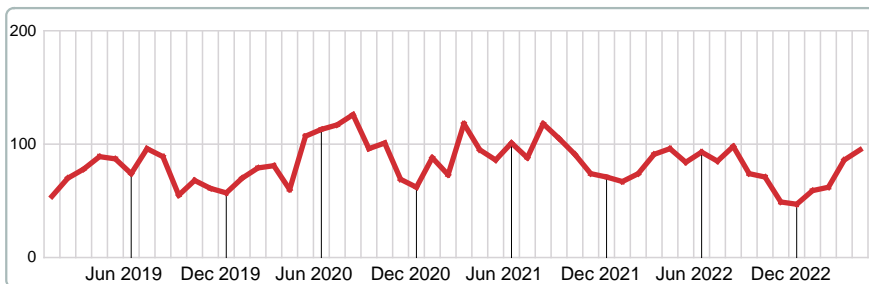
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

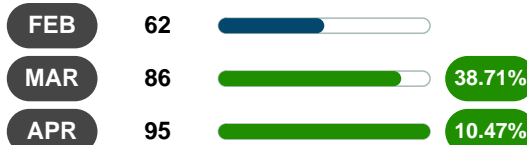


### 3 MONTHS

5 year APR AVG = 87

High Aug 2020 126 Low Dec 2022 47

Pending Listings this month at 95 above the 5 yr APR average of 87



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	10.53%	24.0	4	5	1	0
\$75,001 - \$100,000	9	9.47%	41.0	2	7	0	0
\$100,001 - \$125,000	7	7.37%	15.0	2	5	0	0
\$125,001 - \$200,000	33	34.74%	20.0	7	24	2	0
\$200,001 - \$250,000	14	14.74%	17.5	1	10	3	0
\$250,001 - \$325,000	10	10.53%	39.5	0	3	7	0
\$325,001 and up	12	12.63%	14.0	2	6	3	1
<b>Total Pending Units</b>	<b>95</b>			<b>18</b>	<b>60</b>	<b>16</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>19,633,400</b>	<b>100%</b>	<b>22.0</b>	<b>2.86M</b>	<b>11.38M</b>	<b>4.51M</b>	<b>875.00K</b>
<b>Median Listing Price</b>	<b>\$185,000</b>			<b>\$134,750</b>	<b>\$174,950</b>	<b>\$276,450</b>	<b>\$875,000</b>

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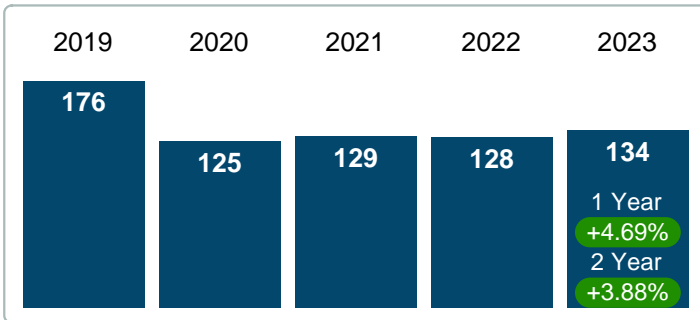
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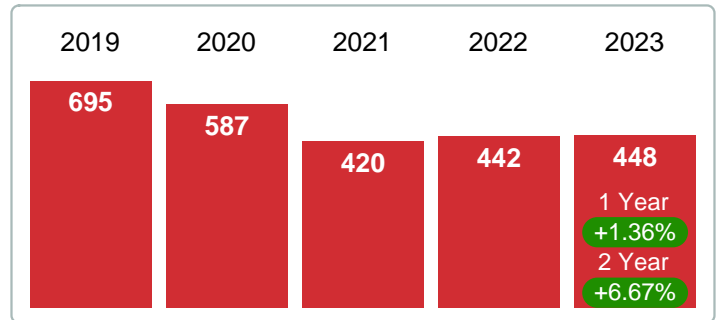
## NEW LISTINGS

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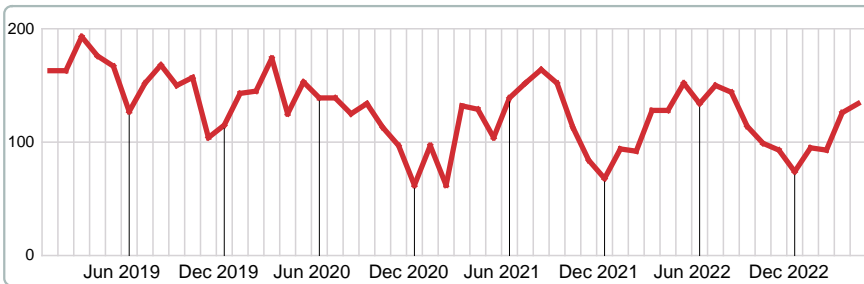
### APRIL



### YEAR TO DATE (YTD)

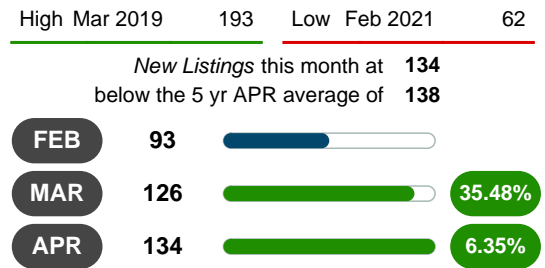


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$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
<b>Total New Listed Units</b>	<b>134</b>		<b>29</b>	<b>81</b>	<b>21</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>41,719,297</b>	<b>100%</b>	<b>7.47M</b>	<b>22.35M</b>	<b>10.51M</b>	<b>1.39M</b>
<b>Median New Listed Listing Price</b>	<b>\$192,250</b>		<b>\$140,000</b>	<b>\$185,000</b>	<b>\$385,000</b>	<b>\$425,000</b>

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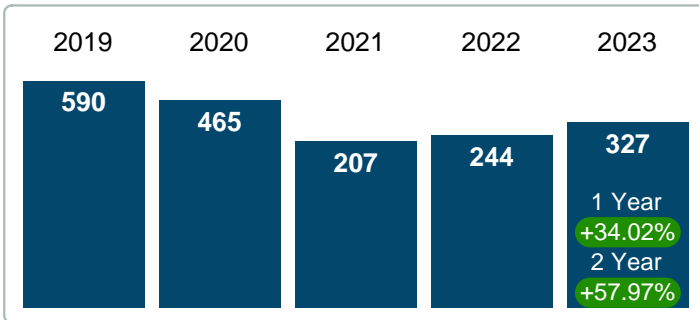
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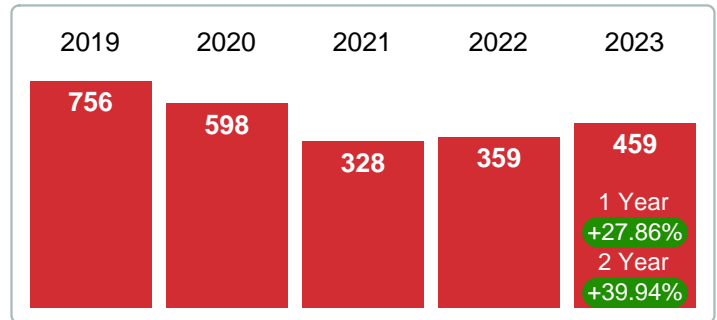
## ACTIVE INVENTORY

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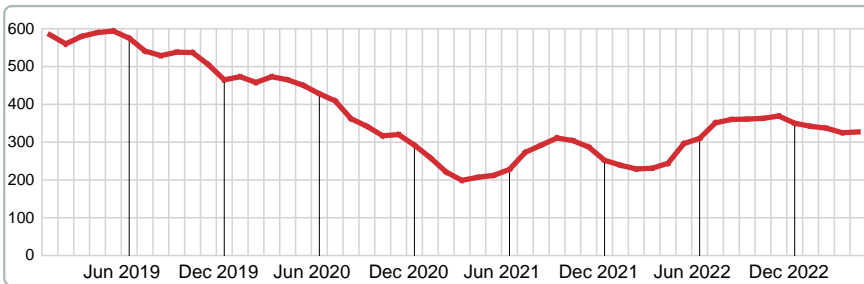
### END OF APRIL



### ACTIVE DURING APRIL

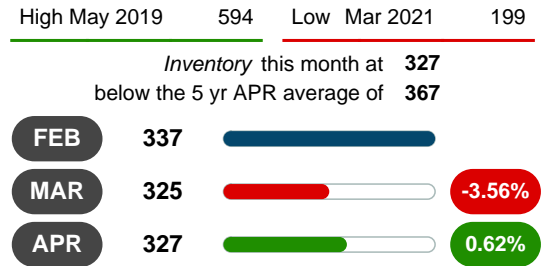


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 367



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	27	8.26%	59.0	14	13	0	0
\$75,001 - \$125,000	41	12.54%	55.0	13	23	3	2
\$125,001 - \$175,000	59	18.04%	54.0	12	37	9	1
\$175,001 - \$250,000	62	18.96%	77.0	9	37	14	2
\$250,001 - \$425,000	64	19.57%	59.5	4	39	16	5
\$425,001 - \$750,000	40	12.23%	67.5	6	22	7	5
\$750,001 and up	34	10.40%	51.0	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
Median Active Inventory Listing Price			\$224,900	\$143,750	\$199,900	\$280,000	\$472,500

# April 2023



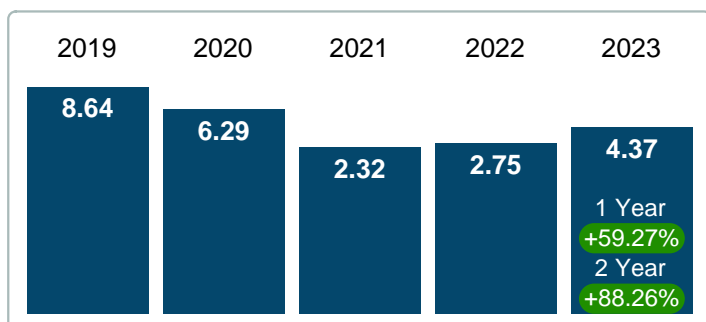
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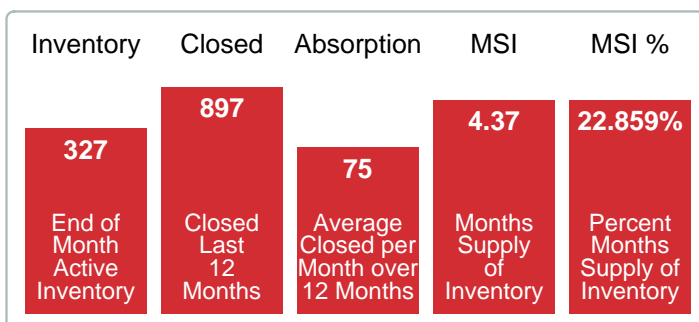
## MONTHS SUPPLY of INVENTORY (MSI)

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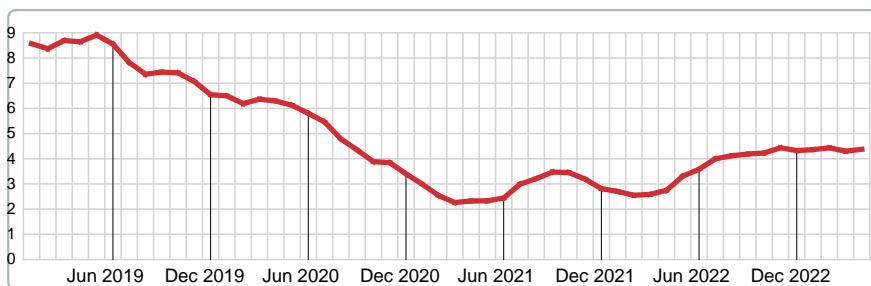
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

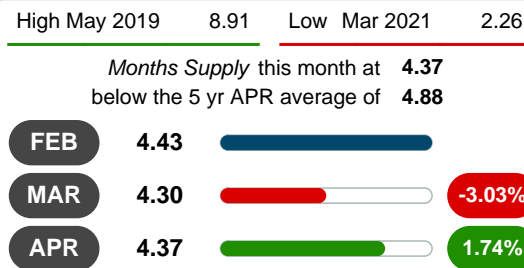


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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

# April 2023



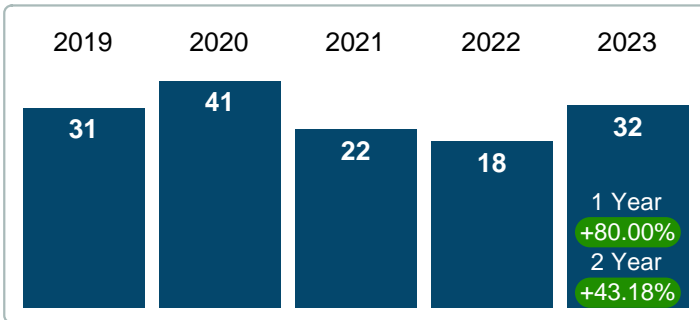
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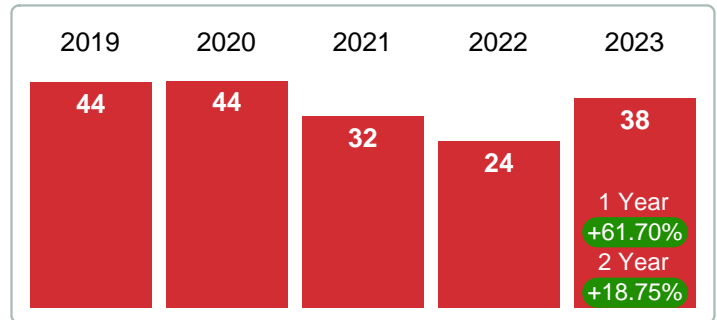
## MEDIAN DAYS ON MARKET TO SALE

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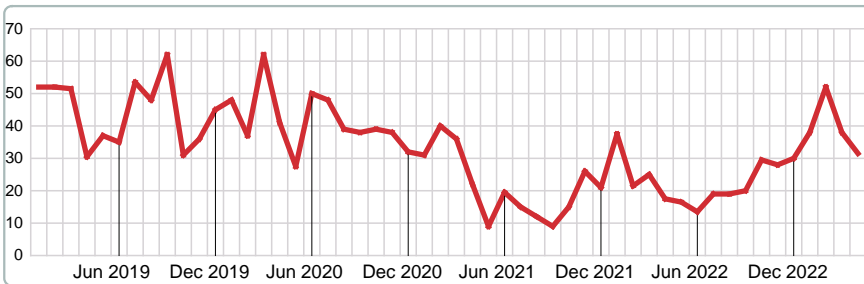
### APRIL



### YEAR TO DATE (YTD)

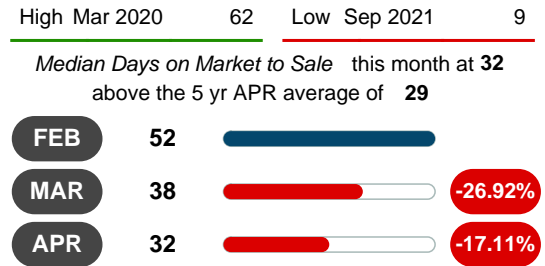


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 29



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7.69%	19	18	35	0	0
\$50,001 - \$100,000	14.10%	27	42	33	27	0
\$100,001 - \$150,000	15.38%	21	10	22	48	0
\$150,001 - \$200,000	28.21%	44	135	33	74	0
\$200,001 - \$250,000	10.26%	22	0	30	14	0
\$250,001 - \$325,000	16.67%	57	0	33	106	0
\$325,001 and up	7.69%	67	141	67	4	0
Median Closed DOM		32	19	30	62	0
Total Closed Units	100%	78	9	51	18	
Total Closed Volume		16,562,518	1.14M	10.94M	4.49M	0.00B



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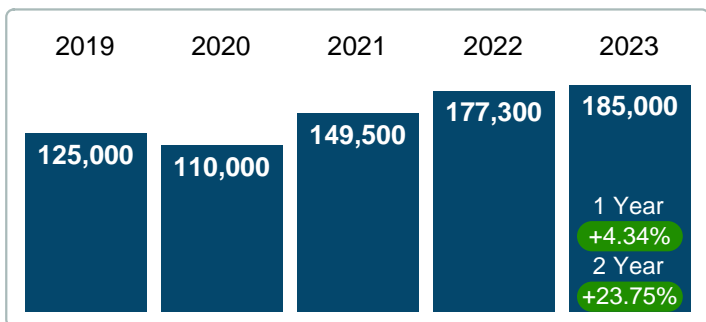
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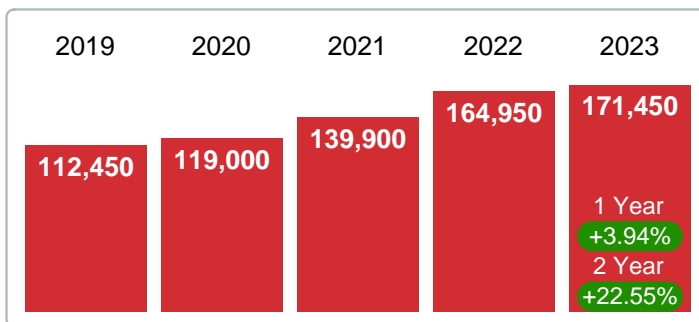
## MEDIAN LIST PRICE AT CLOSING

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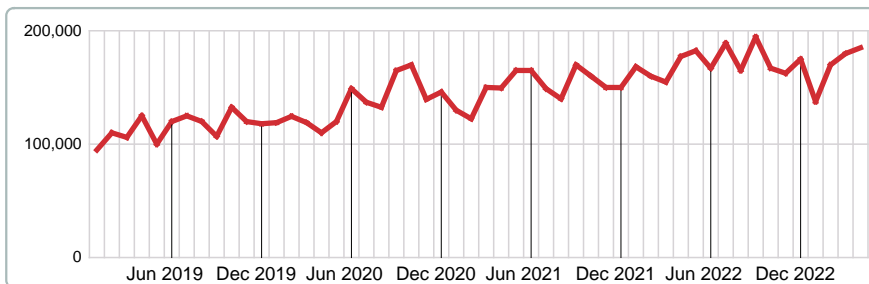
### APRIL



### YEAR TO DATE (YTD)

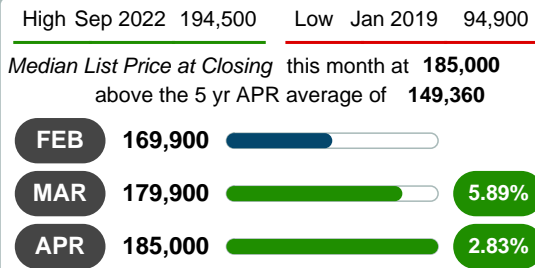


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 149,360



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.13%	31,000	37,000	25,000	0	0
\$50,001 - \$100,000	13	16.67%	78,900	65,000	85,000	89,900	0
\$100,001 - \$150,000	11	14.10%	129,900	114,450	135,450	114,900	0
\$150,001 - \$200,000	19	24.36%	179,000	190,000	185,000	175,000	0
\$200,001 - \$250,000	10	12.82%	217,500	209,000	225,000	214,800	0
\$250,001 - \$325,000	10	12.82%	285,000	0	285,000	285,000	0
\$325,001 and up	11	14.10%	399,900	450,000	399,900	340,000	0
Median List Price			185,000	109,000	175,000	276,000	0
Total Closed Units		100%	185,000	9	51	18	
Total Closed Volume			17,412,197	1.31M	11.41M	4.68M	0.00B



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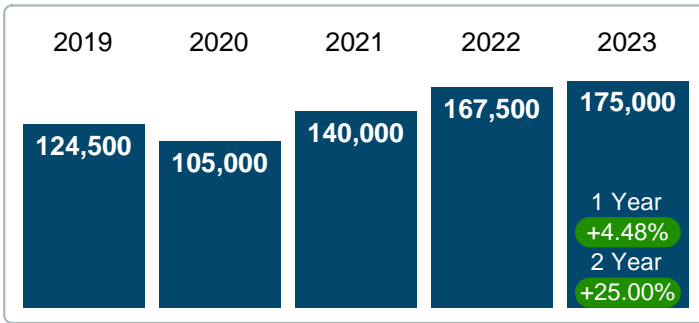
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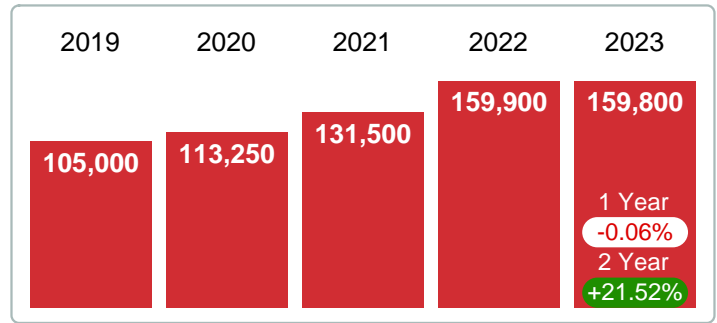
## MEDIAN SOLD PRICE AT CLOSING

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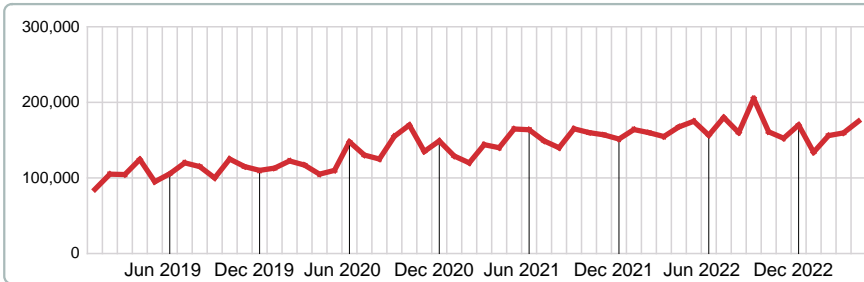
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

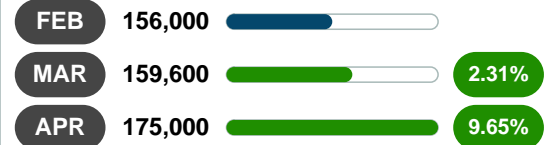


### 3 MONTHS

5 year APR AVG = 142,400

High Sep 2022 205,000 Low Jan 2019 84,900

Median Sold Price at Closing this month at **175,000** above the 5 yr APR average of **142,400**



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	39,000	41,500	35,000	0	0
\$50,001 - \$100,000	11	14.10%	77,000	59,000	77,650	85,000	0
\$100,001 - \$150,000	12	15.38%	126,935	107,500	131,900	133,500	0
\$150,001 - \$200,000	22	28.21%	177,250	180,000	175,000	179,500	0
\$200,001 - \$250,000	8	10.26%	217,500	0	220,000	205,000	0
\$250,001 - \$325,000	13	16.67%	292,000	0	292,000	290,000	0
\$325,001 and up	6	7.69%	407,500	360,000	1,418,500	455,000	0
Median Sold Price			175,000	106,000	172,900	230,750	0
Total Closed Units		100%	175,000	9	51	18	
Total Closed Volume			16,562,518	1.14M	10.94M	4.49M	0.00B

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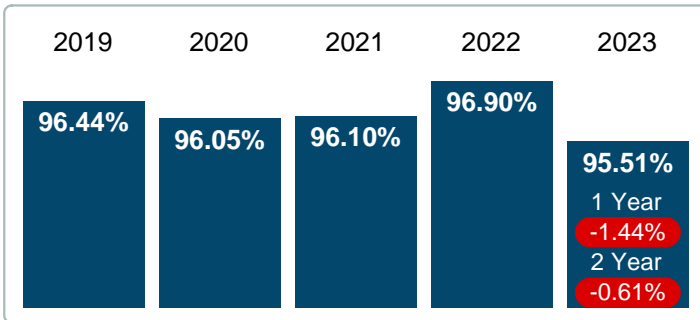
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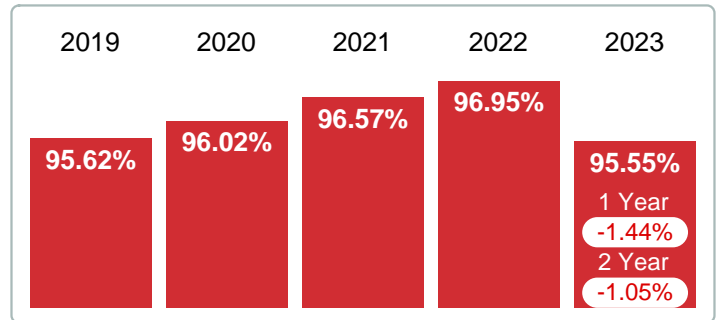
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

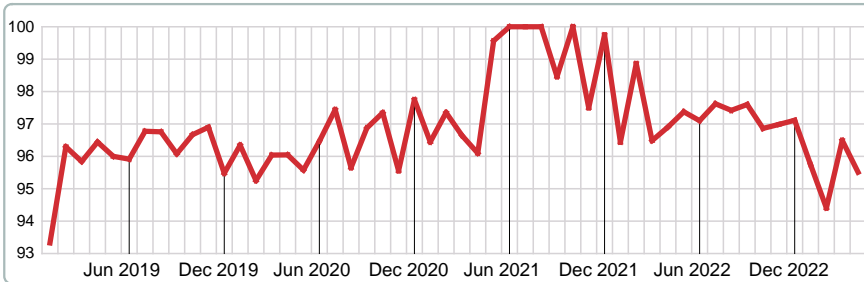
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

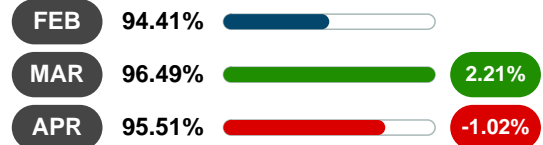


### 3 MONTHS

5 year APR AVG = 96.20%

High Oct 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **95.51%**  
equal to 5 yr APR average of **96.20%**



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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	85.58%	83.06%	86.64%	0.00%	0.00%
\$50,001 - \$100,000	11	14.10%	92.80%	87.83%	94.05%	94.55%	0.00%
\$100,001 - \$150,000	12	15.38%	96.88%	94.20%	96.19%	99.65%	0.00%
\$150,001 - \$200,000	22	28.21%	95.36%	90.67%	95.24%	97.03%	0.00%
\$200,001 - \$250,000	8	10.26%	94.06%	0.00%	94.12%	75.09%	0.00%
\$250,001 - \$325,000	13	16.67%	96.39%	0.00%	97.26%	95.99%	0.00%
\$325,001 and up	6	7.69%	98.53%	80.00%	100.30%	97.06%	0.00%
Median Sold/List Ratio		95.51%		88.41%	95.48%	96.44%	0.00%
Total Closed Units		78	100%	95.51%	9	51	18
Total Closed Volume		16,562,518			1.14M	10.94M	4.49M

# April 2023



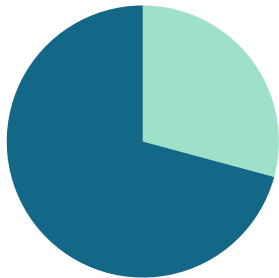
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

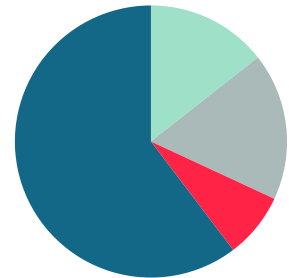


**Inventory**  
 New Listings  
**134 = 29.19%**  
 Start Inventory  
**325**  
 Total Inventory Units  
**459**  
 Volume  
**\$165,916,433**

### 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%
Median List Price	177,300	185,000	4.34%	164,950	171,450	3.94%
Median Sale Price	167,500	175,000	4.48%	159,900	159,800	-0.06%
Median Percent of Selling Price to List Price	96.90%	95.51%	-1.44%	96.95%	95.55%	-1.44%
Median Days on Market to Sale	17.50	31.50	80.00%	23.50	38.00	61.70%
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

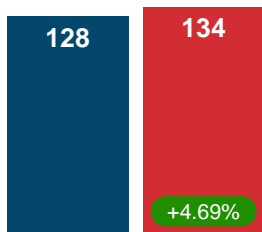
**Inventory** on April 30, 2023 = **327**

**2022** **2023**

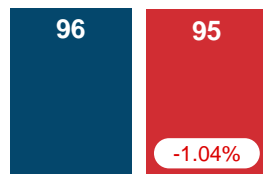
### APRIL MARKET

### MEDIAN PRICES

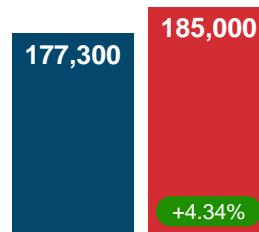
#### New Listings



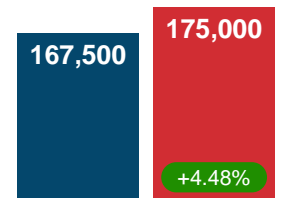
#### Pending Listings



#### List Price



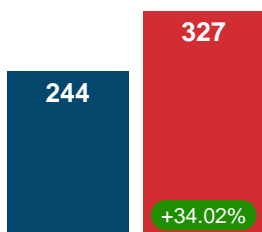
#### Sale Price



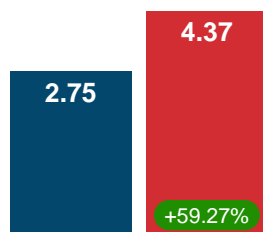
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

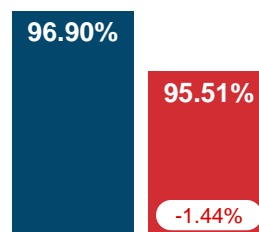
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

