

February 2023



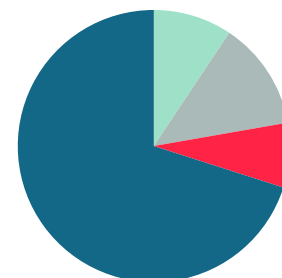
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	74	45	-39.19%
Pending Listings	74	62	-16.22%
New Listings	92	93	1.09%
Median List Price	159,900	169,900	6.25%
Median Sale Price	159,900	156,000	-2.44%
Median Percent of Selling Price to List Price	98.86%	94.41%	-4.51%
Median Days on Market to Sale	21.50	52.00	141.86%
End of Month Inventory	229	337	47.16%
Months Supply of Inventory	2.55	4.43	73.95%



■ Closed (9.36%)
■ Pending (12.89%)
■ Other OffMarket (7.69%)
■ Active (70.06%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of February 28, 2023 = **337**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **47.16%** to 337 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **4.43** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.44%** in February 2023 to \$156,000 versus the previous year at \$159,900.

Median Days on Market Lengthens

The median number of **52.00** days that homes spent on the market before selling increased by 30.50 days or **141.86%** in February 2023 compared to last year's same month at **21.50** DOM.

Sales Success for February 2023 is Positive

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

There were 93 New Listings in February 2023, up **1.09%** from last year at 92. Furthermore, there were 45 Closed Listings this month versus last year at 74, a **-39.19%** decrease.

Closed versus Listed trends yielded a **48.4%** ratio, down from previous year's, February 2022, at **80.4%**, a **39.84%** 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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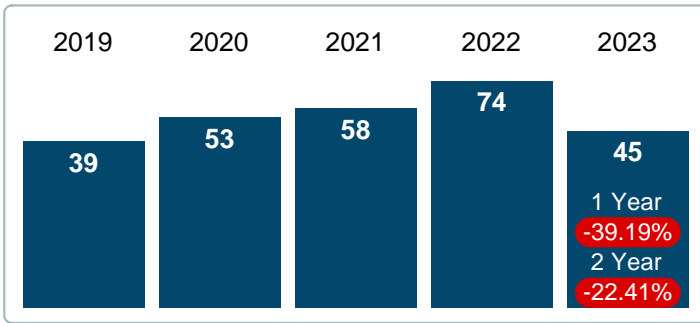
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



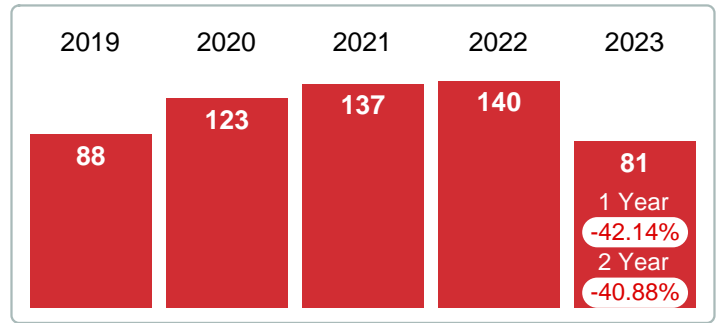
CLOSED LISTINGS

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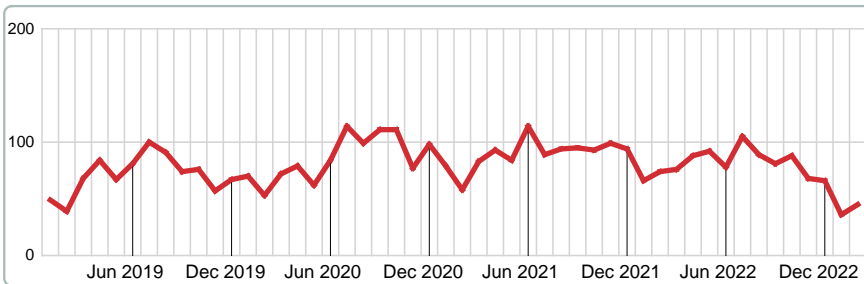
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 54

High Jun 2021 114 Low Jan 2023 36

Closed Listings this month at 45
below the 5 yr FEB average of 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	22.5	2	2	0	0
\$75,001 - \$100,000	1	2.22%	77.0	0	1	0	0
\$100,001 - \$125,000	6	13.33%	28.0	2	3	1	0
\$125,001 - \$200,000	18	40.00%	60.0	2	12	4	0
\$200,001 - \$250,000	4	8.89%	90.5	1	2	1	0
\$250,001 - \$425,000	7	15.56%	38.0	0	5	2	0
\$425,001 and up	5	11.11%	67.0	0	3	2	0
Total Closed Units	45			7	28	10	0
Total Closed Volume	10,503,115	100%	52.0	829.85K	6.74M	2.93M	0.00B
Median Closed Price	\$156,000			\$111,850	\$170,783	\$189,250	\$0

February 2023



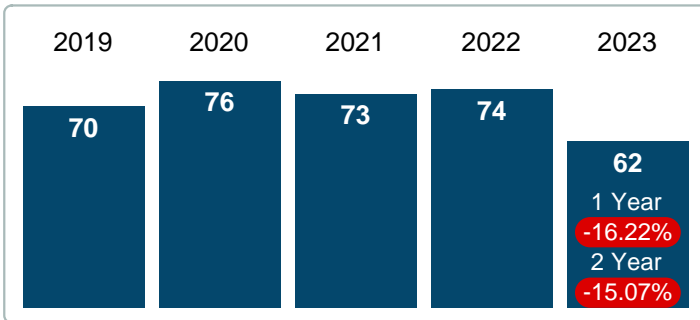
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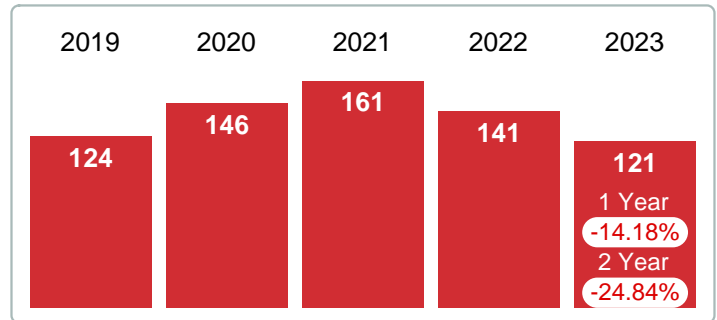
PENDING LISTINGS

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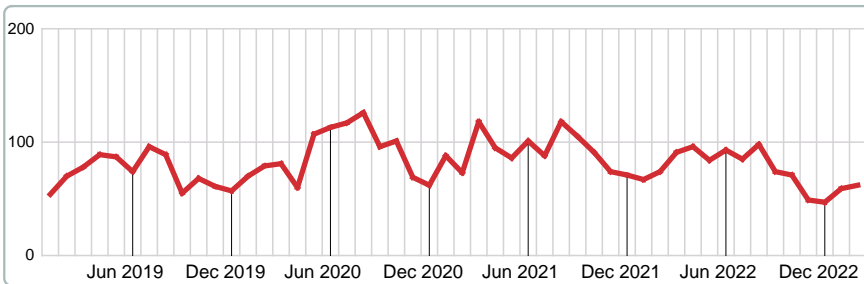
FEBRUARY



YEAR TO DATE (YTD)

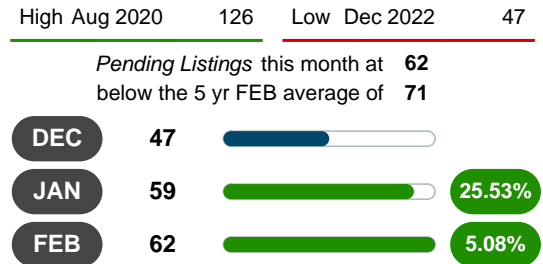


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 71



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	6	9.68%	17.0	3	3	0	0
\$75,001 - \$75,000	0	0.00%	17.0	0	0	0	0
\$75,001 - \$150,000	17	27.42%	27.0	6	10	1	0
\$150,001 - \$225,000	13	20.97%	39.0	1	10	1	1
\$225,001 - \$300,000	12	19.35%	74.0	0	11	1	0
\$300,001 - \$425,000	7	11.29%	38.0	0	3	4	0
\$425,001 and up	7	11.29%	54.0	0	4	3	0
Total Pending Units	62			10	41	10	1
Total Pending Volume	14,806,499	100%	39.5	1.01M	9.71M	3.89M	199.90K
Median Listing Price	\$197,200			\$98,750	\$194,900	\$329,450	\$199,900

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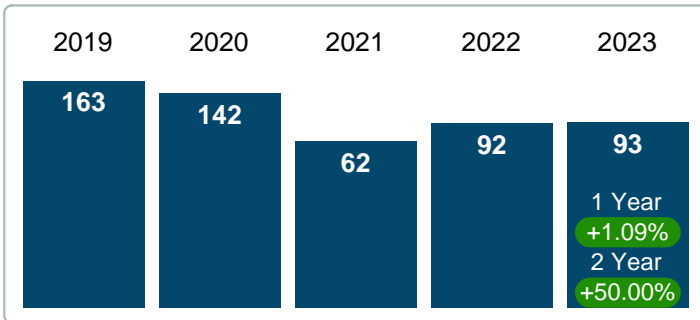
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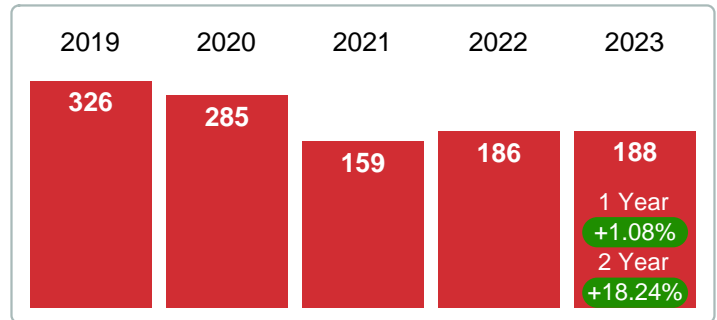
NEW LISTINGS

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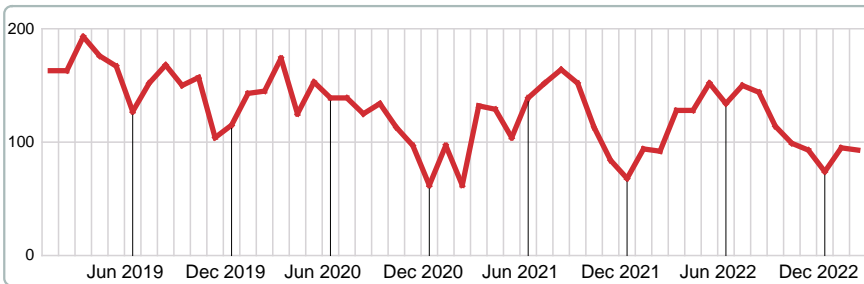
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 110

High Mar 2019 193 Low Feb 2021 62

New Listings this month at 93
below the 5 yr FEB average of 110



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	4	4.30%	3	1	0	0
\$50,001 - \$100,000	15	16.13%	5	10	0	0
\$100,001 - \$125,000	5	5.38%	0	5	0	0
\$125,001 - \$225,000	34	36.56%	4	25	5	0
\$225,001 - \$325,000	15	16.13%	0	10	5	0
\$325,001 - \$450,000	10	10.75%	1	6	2	1
\$450,001 and up	10	10.75%	0	5	2	3
Total New Listed Units	93		13	62	14	4
Total New Listed Volume	21,441,550	100%	1.47M	13.39M	4.61M	1.98M
Median New Listed Listing Price	\$189,900		\$70,000	\$174,700	\$277,000	\$529,450

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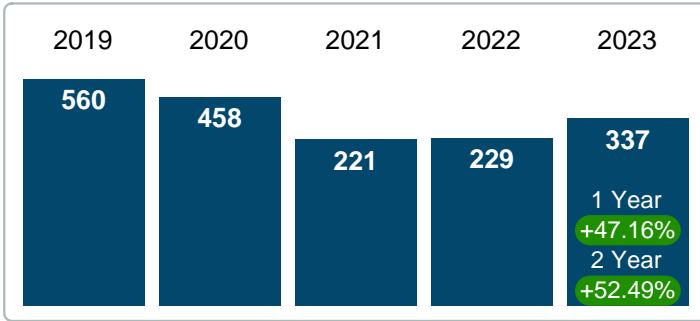
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



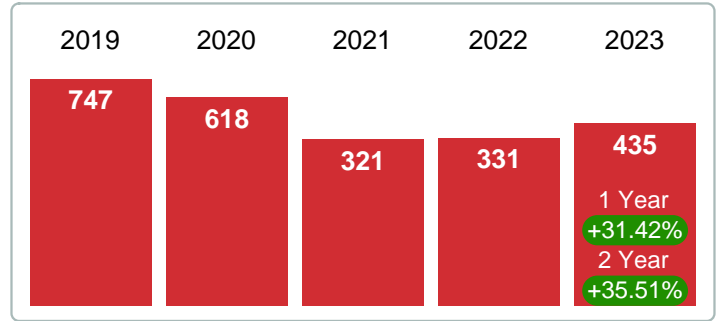
ACTIVE INVENTORY

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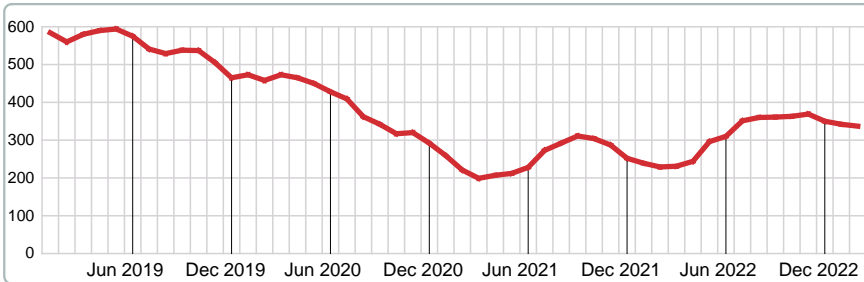
END OF FEBRUARY



ACTIVE DURING FEBRUARY

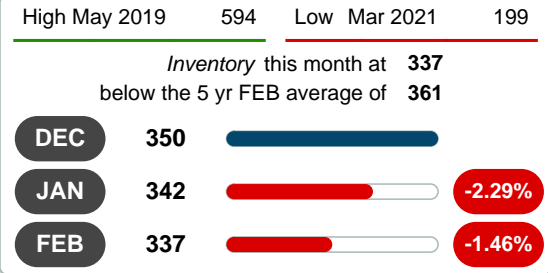


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 361



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	30	8.90%	57.5	14	15	1	0	
\$75,001 - \$125,000	45	13.35%	75.0	13	26	3	3	
\$125,001 - \$150,000	30	8.90%	63.5	7	20	2	1	
\$150,001 - \$250,000	105	31.16%	75.0	19	63	20	3	
\$250,001 - \$375,000	51	15.13%	78.0	2	27	20	2	
\$375,001 - \$675,000	42	12.46%	129.0	8	21	7	6	
\$675,001 and up	34	10.09%	173.0	1	12	16	5	
Total Active Inventory by Units		337		64	184	69	20	
Total Active Inventory by Volume		126,102,044	100%	84.0	12.74M	54.35M	36.09M	22.93M
Median Active Inventory Listing Price		\$199,999			\$145,000	\$189,900	\$285,000	\$459,950

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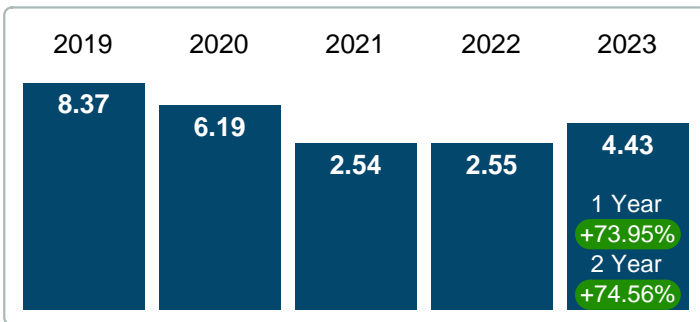
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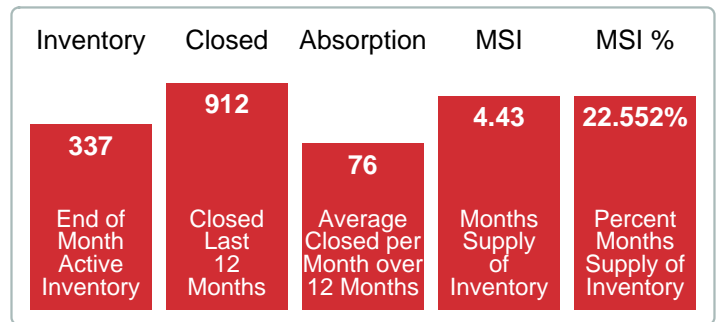
MONTHS SUPPLY of INVENTORY (MSI)

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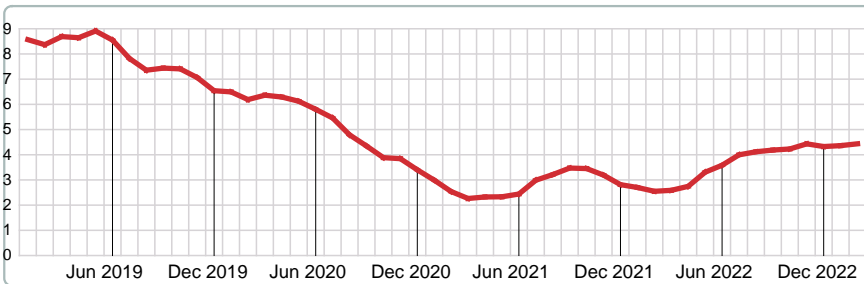
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.82

High May 2019 8.91 Low Mar 2021 2.26

Months Supply this month at **4.43**
below the 5 yr FEB average of **4.82**



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	30	8.90%	2.20	2.27	2.25	2.00	0.00
\$75,001 - \$125,000	45	13.35%	3.58	2.94	3.43	5.14	0.00
\$125,001 - \$150,000	30	8.90%	3.56	7.00	3.16	2.18	6.00
\$150,001 - \$250,000	105	31.16%	5.19	6.71	4.67	5.58	9.00
\$250,001 - \$375,000	51	15.13%	4.40	2.67	4.56	4.80	2.67
\$375,001 - \$675,000	42	12.46%	6.22	12.00	6.00	3.36	12.00
\$675,001 and up	34	10.09%	12.36	0.00	8.47	16.00	15.00
Market Supply of Inventory (MSI)			4.43	4.04	4.10	5.38	8.28
Total Active Inventory by Units		100%	4.43	64	184	69	20

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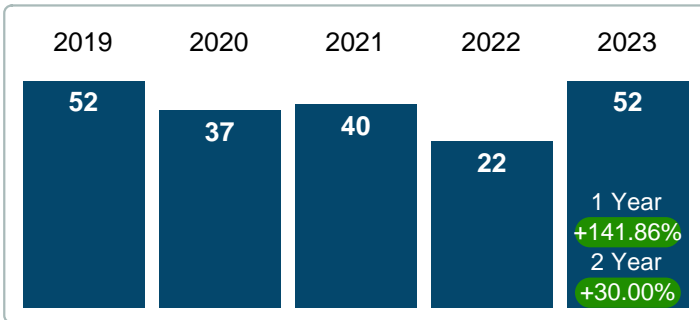
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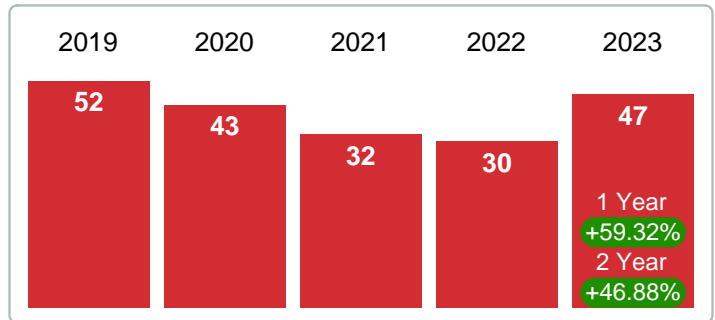
MEDIAN DAYS ON MARKET TO SALE

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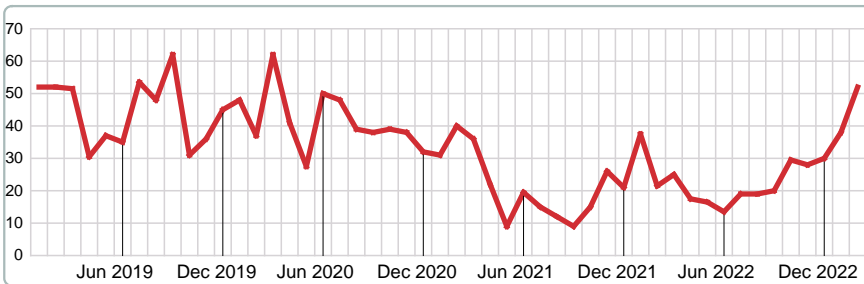
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

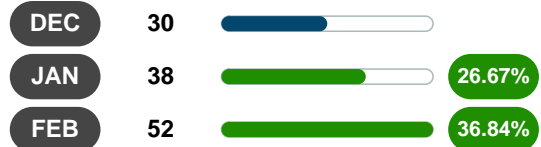


3 MONTHS

5 year FEB AVG = 41

High Mar 2020 62 Low Sep 2021 9

Median Days on Market to Sale this month at 52 above the 5 yr FEB average of 41



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
\$75,000 and less	8.89%	23	23	26	0	0
\$75,001 - \$100,000	2.22%	77	0	77	0	0
\$100,001 - \$125,000	13.33%	28	27	9	177	0
\$125,001 - \$200,000	40.00%	60	28	61	75	0
\$200,001 - \$250,000	8.89%	91	13	143	80	0
\$250,001 - \$425,000	15.56%	38	0	37	102	0
\$425,001 and up	11.11%	67	0	74	40	0
Median Closed DOM		52	20	61	74	0
Total Closed Units	100%	45	7	28	10	
Total Closed Volume		10,503,115	829.85K	6.74M	2.93M	0.00B

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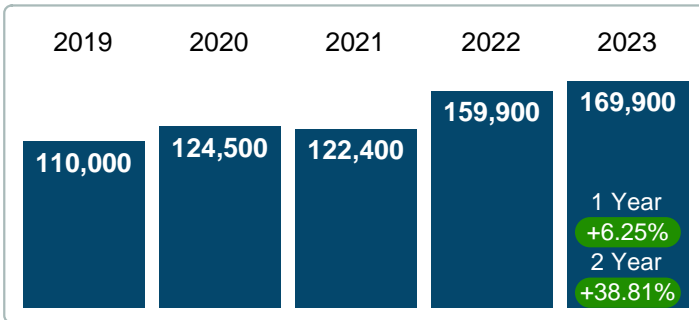
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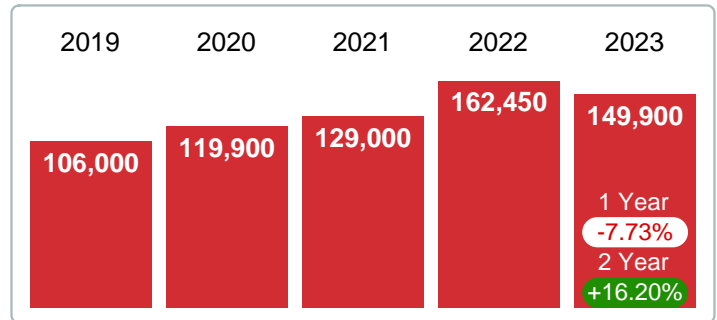
MEDIAN LIST PRICE AT CLOSING

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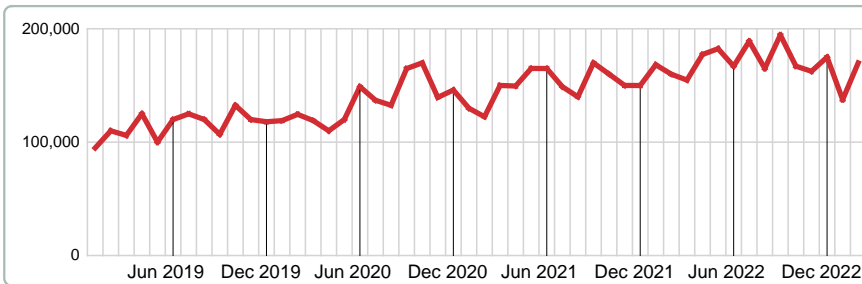
FEBRUARY



YEAR TO DATE (YTD)

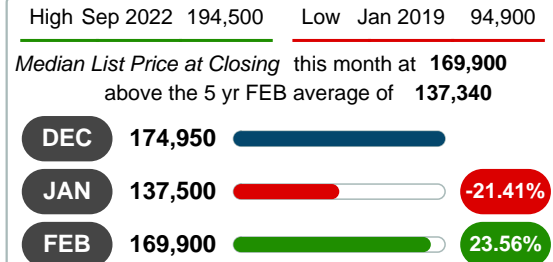


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 137,340



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
\$75,000 and less	4	8.89%	67,000	57,250	67,000	0	0
\$75,001 - \$100,000	1	2.22%	79,900	0	79,900	0	0
\$100,001 - \$125,000	4	8.89%	122,450	122,450	115,000	0	0
\$125,001 - \$200,000	18	40.00%	149,900	146,950	149,900	149,900	0
\$200,001 - \$250,000	6	13.33%	243,950	225,000	248,950	225,000	0
\$250,001 - \$425,000	7	15.56%	325,000	0	325,000	319,000	0
\$425,001 and up	5	11.11%	605,000	0	469,900	743,000	0
Median List Price			169,900	125,000	184,500	200,500	0
Total Closed Units		100%	169,900	7	28	10	
Total Closed Volume			11,267,899	878.30K	7.28M	3.11M	0.00B

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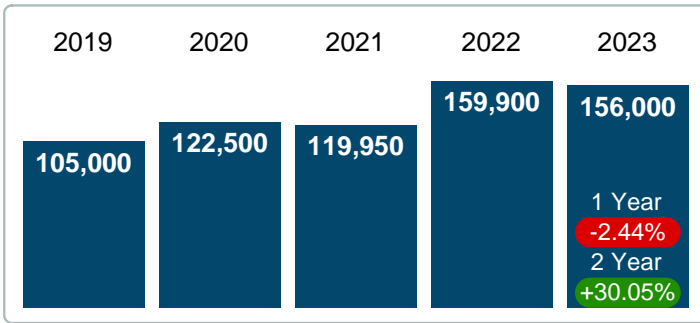
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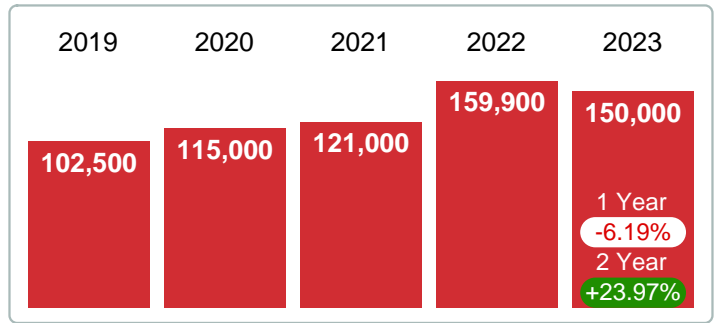
MEDIAN SOLD PRICE AT CLOSING

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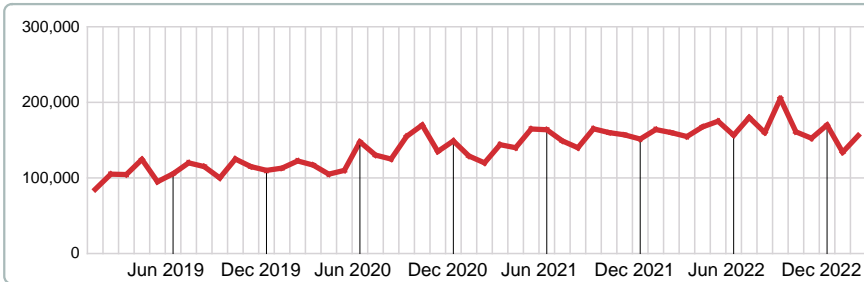
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 132,670

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

Median Sold Price at Closing this month at **156,000** above the 5 yr FEB average of **132,670**



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
\$75,000 and less	8.89%	52,500	46,500	52,500	0	0
\$75,001 - \$100,000	2.22%	79,900	0	79,900	0	0
\$100,001 - \$125,000	13.33%	110,925	108,425	110,000	120,000	0
\$125,001 - \$200,000	40.00%	150,500	147,500	150,500	155,000	0
\$200,001 - \$250,000	8.89%	236,950	225,000	248,950	215,000	0
\$250,001 - \$425,000	15.56%	300,000	0	300,000	292,500	0
\$425,001 and up	11.11%	578,000	0	459,000	701,500	0
Median Sold Price		156,000	111,850	170,783	189,250	0
Total Closed Units		45	7	28	10	0
Total Closed Volume		10,503,115	829.85K	6.74M	2.93M	0.00B

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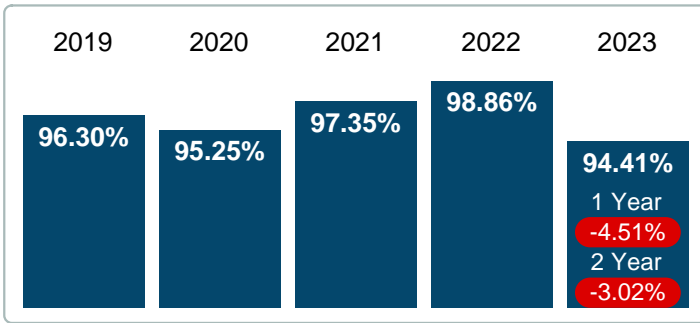
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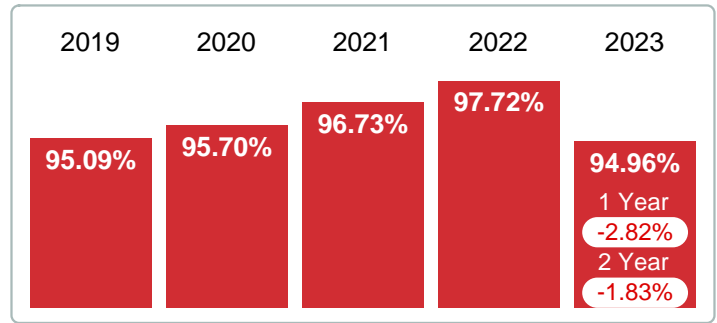
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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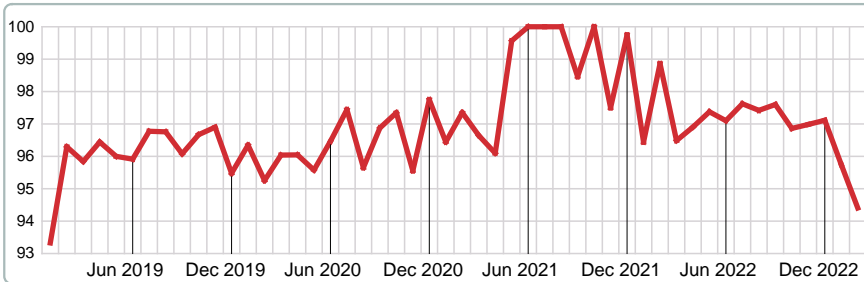
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

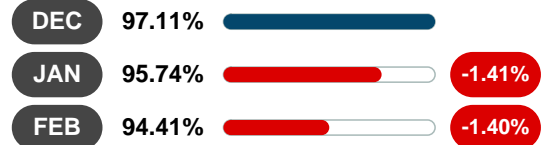


3 MONTHS

5 year FEB AVG = 96.43%

High Oct 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **94.41%**
below the 5 yr FEB average of **96.43%**



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
\$75,000 and less	4	8.89%	78.14%	76.98%	78.14%	0.00%	0.00%
\$75,001 - \$100,000	1	2.22%	100.00%	0.00%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	6	13.33%	87.17%	88.64%	88.00%	86.33%	0.00%
\$125,001 - \$200,000	18	40.00%	97.05%	100.63%	96.36%	97.20%	0.00%
\$200,001 - \$250,000	4	8.89%	100.00%	100.00%	100.00%	95.56%	0.00%
\$250,001 - \$425,000	7	15.56%	92.86%	0.00%	92.86%	91.41%	0.00%
\$425,001 and up	5	11.11%	93.64%	0.00%	91.19%	94.59%	0.00%
Median Sold/List Ratio		94.41%		93.29%	93.92%	94.97%	0.00%
Total Closed Units		45	100%	7	28	10	
Total Closed Volume		10,503,115		829.85K	6.74M	2.93M	0.00B

February 2023



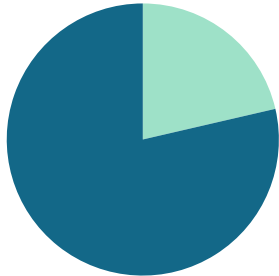
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

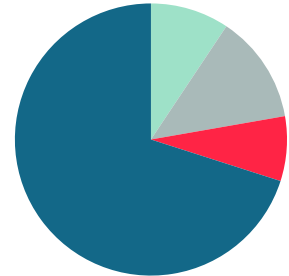


Inventory
 New Listings
93 = 21.38%
 Start Inventory
342
 Total Inventory Units
435
 Volume
\$153,749,293

Market Activity

Closed Sales
45 = 9.36%
 Pending Sales
62 = 12.89%
 Other Off Market
37 = 7.69%
 Active Inventory
337 = 70.06%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	74	45	-39.19%	140	81	-42.14%
Pending Sales	74	62	-16.22%	141	121	-14.18%
New Listings	92	93	1.09%	186	188	1.08%
Median List Price	159,900	169,900	6.25%	162,450	149,900	-7.73%
Median Sale Price	159,900	156,000	-2.44%	159,900	150,000	-6.19%
Median Percent of Selling Price to List Price	98.86%	94.41%	-4.51%	97.72%	94.96%	-2.82%
Median Days on Market to Sale	21.50	52.00	141.86%	29.50	47.00	59.32%
Monthly Inventory	229	337	47.16%	229	337	47.16%
Months Supply of Inventory	2.55	4.43	73.95%	2.55	4.43	73.95%

Absorption: Last 12 months, an Average of **76** Sales/Month

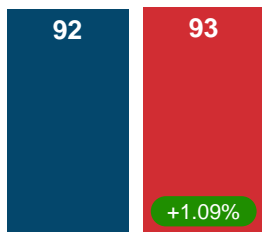
Inventory on February 28, 2023 = **337**

2022 **2023**

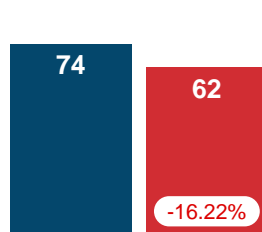
FEBRUARY MARKET

MEDIAN PRICES

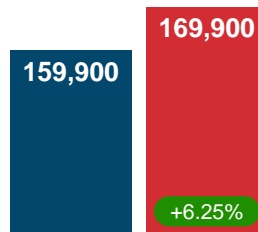
New Listings



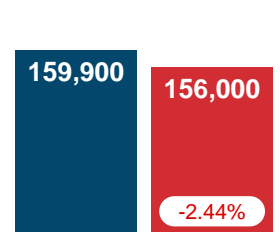
Pending Listings



List Price



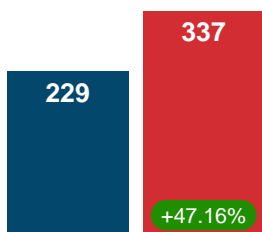
Sale Price



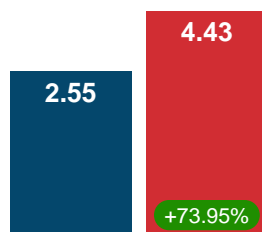
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

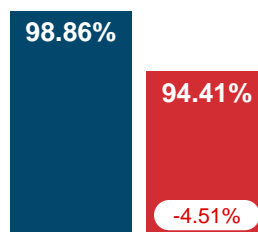
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

