

January 2023



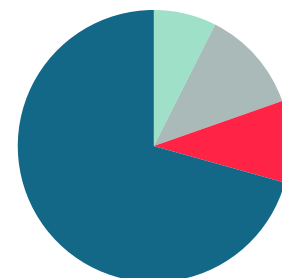
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	66	36	-45.45%
Pending Listings	67	59	-11.94%
New Listings	94	95	1.06%
Average List Price	210,638	191,772	-8.96%
Average Sale Price	201,166	182,784	-9.14%
Average Percent of Selling Price to List Price	94.61%	96.49%	1.99%
Average Days on Market to Sale	47.42	62.92	32.67%
End of Month Inventory	239	342	43.10%
Months Supply of Inventory	2.70	4.36	61.50%



■ Closed (7.44%)
■ Pending (12.19%)
■ Other OffMarket (9.71%)
■ Active (70.66%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of January 31, 2023 = **342**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **43.10%** to 342 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **4.36** 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 **9.14%** in January 2023 to \$182,784 versus the previous year at \$201,166.

Average Days on Market Lengthens

The average number of **62.92** days that homes spent on the market before selling increased by 15.49 days or **32.67%** in January 2023 compared to last year's same month at **47.42** DOM.

Sales Success for January 2023 is Positive

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

There were 95 New Listings in January 2023, up **1.06%** from last year at 94. Furthermore, there were 36 Closed Listings this month versus last year at 66, a **-45.45%** decrease.

Closed versus Listed trends yielded a **37.9%** ratio, down from previous year's, January 2022, at **70.2%**, a **46.03%** 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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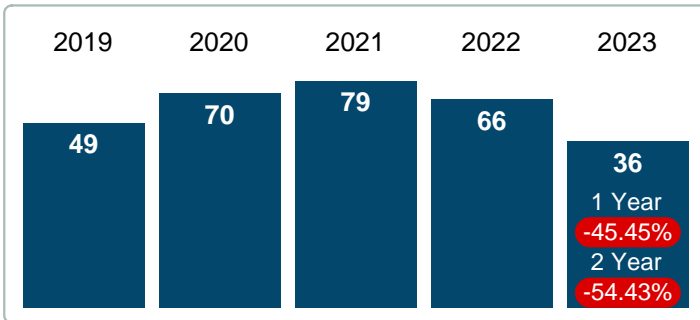
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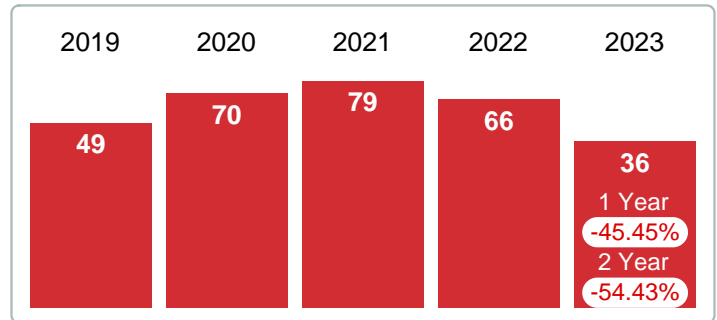
CLOSED LISTINGS

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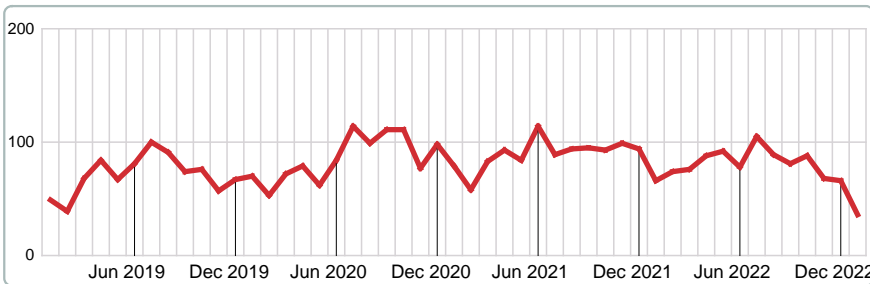
JANUARY



YEAR TO DATE (YTD)

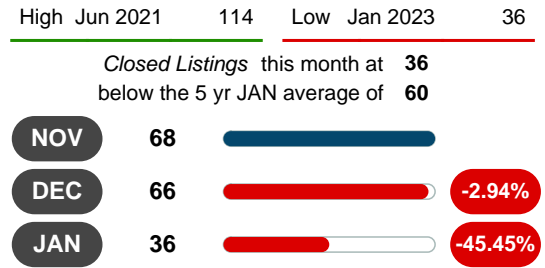


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	6	16.67%	72.5	4	1	1	0
\$50,001 - \$100,000	6	16.67%	49.5	2	3	1	0
\$100,001 - \$150,000	10	27.78%	39.6	0	10	0	0
\$150,001 - \$225,000	5	13.89%	72.0	1	3	1	0
\$225,001 - \$350,000	5	13.89%	78.8	1	1	2	1
\$350,001 and up	4	11.11%	95.8	0	1	3	0
Total Closed Units	36			8	19	8	1
Total Closed Volume	6,580,207	100%	62.9	719.01K	2.70M	2.91M	245.00K
Average Closed Price	\$182,784			\$89,876	\$142,311	\$364,038	\$245,000

January 2023



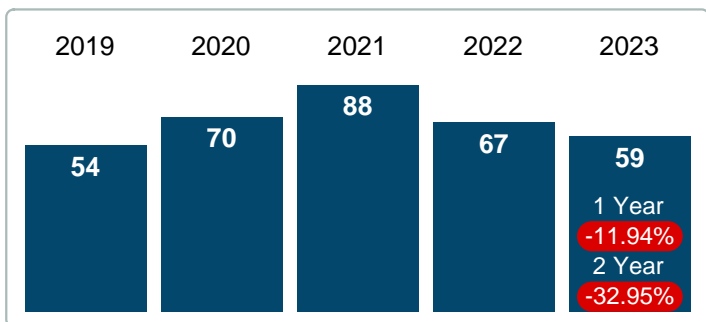
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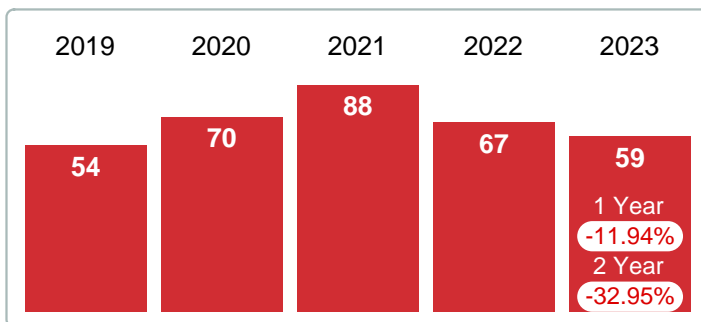
PENDING LISTINGS

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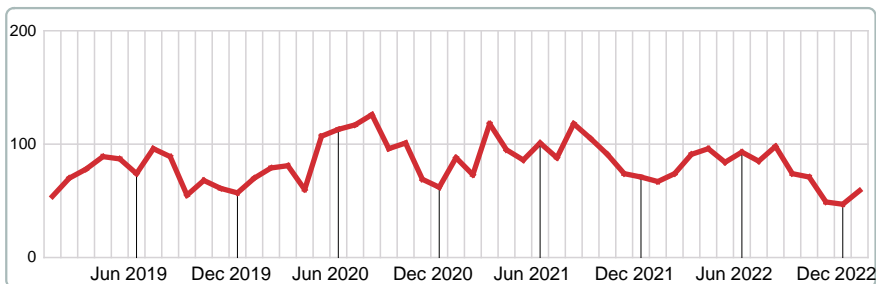
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 68

High Aug 2020 126 Low Dec 2022 47

Pending Listings this month at 59 below the 5 yr JAN average of 68



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	7	11.86%	64.1	3	4	0	0
\$75,001 - \$100,000	4	6.78%	13.3	2	2	0	0
\$100,001 - \$125,000	3	5.08%	63.7	1	1	1	0
\$125,001 - \$175,000	20	33.90%	55.9	1	16	3	0
\$175,001 - \$250,000	11	18.64%	89.5	0	8	2	1
\$250,001 - \$450,000	7	11.86%	72.3	0	4	3	0
\$450,001 and up	7	11.86%	54.1	1	4	2	0
Total Pending Units	59			8	39	11	1
Total Pending Volume	13,829,874	100%	62.1	1.03M	9.07M	3.48M	249.00K
Average Listing Price	\$238,471			\$129,078	\$232,581	\$316,145	\$249,000

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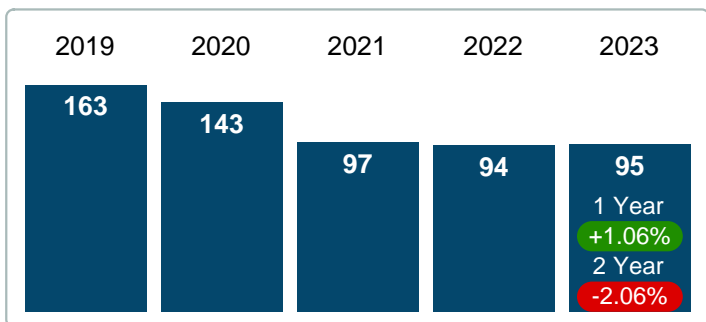
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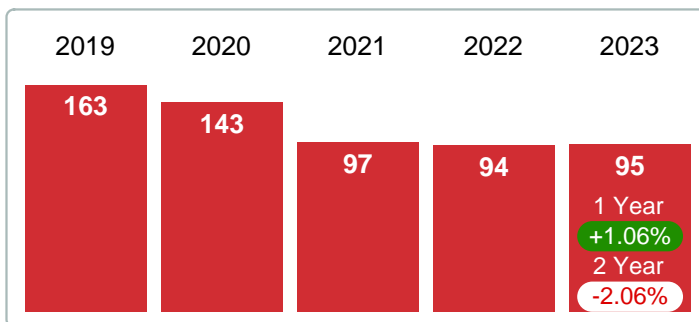
NEW LISTINGS

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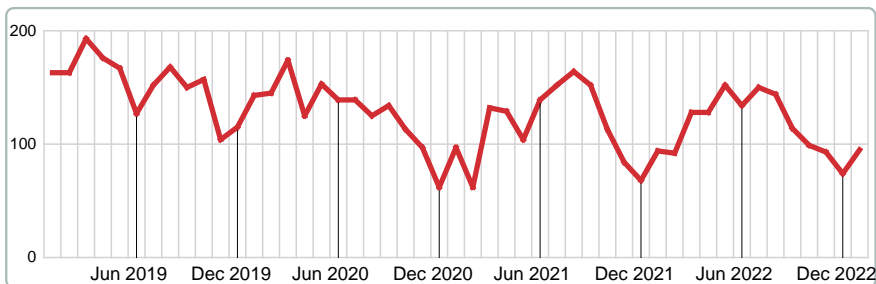
JANUARY



YEAR TO DATE (YTD)

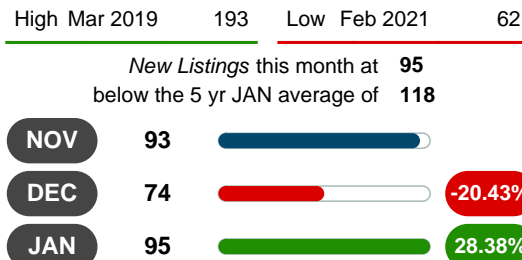


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 118



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	7.37%	4	3	0	0
\$50,001 - \$75,000	5	5.26%	1	4	0	0
\$75,001 - \$125,000	19	20.00%	6	8	2	3
\$125,001 - \$200,000	26	27.37%	7	16	1	2
\$200,001 - \$250,000	15	15.79%	2	10	3	0
\$250,001 - \$550,000	14	14.74%	1	6	7	0
\$550,001 and up	9	9.47%	0	3	5	1
Total New Listed Units	95		21	50	18	6
Total New Listed Volume	24,625,775	100%	2.99M	10.50M	8.26M	2.88M
Average New Listed Listing Price	\$198,515		\$142,192	\$209,991	\$458,967	\$479,800

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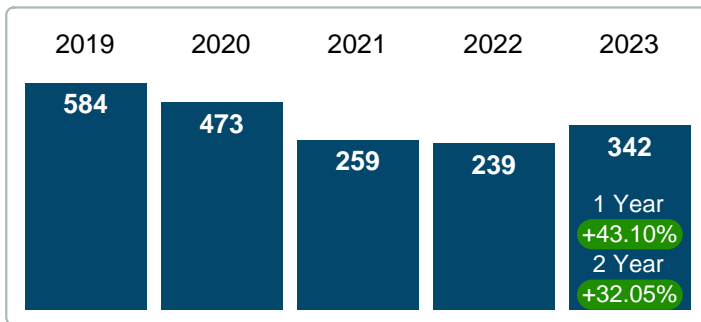
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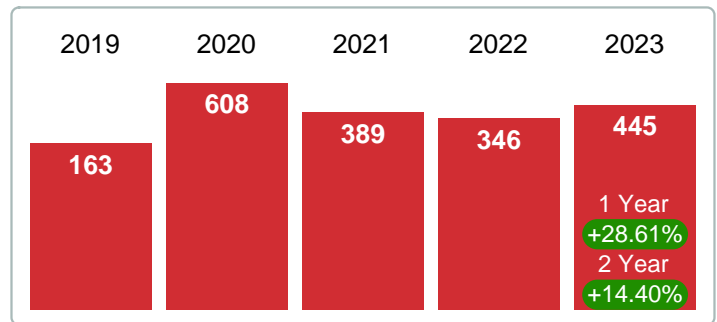
ACTIVE INVENTORY

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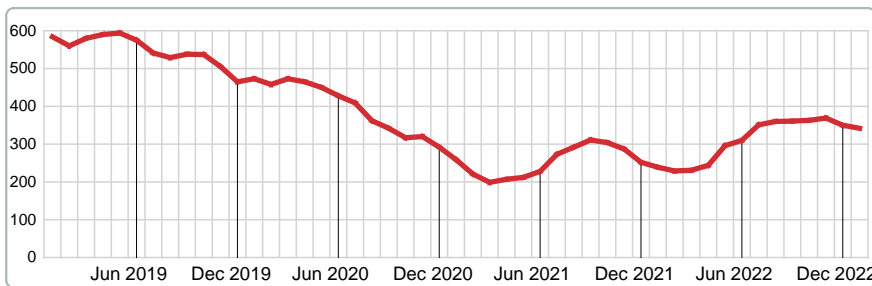
END OF JANUARY



ACTIVE DURING JANUARY

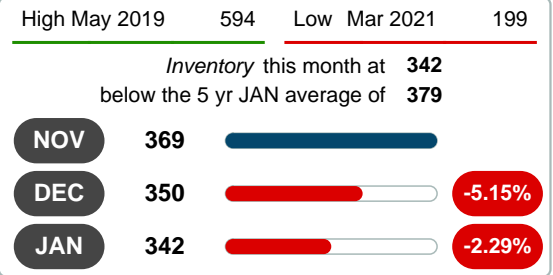


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 379



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	29	8.48%	98.9	14	14	1	0
\$75,001 - \$100,000	34	9.94%	78.4	9	18	4	3
\$100,001 - \$150,000	42	12.28%	96.6	13	26	1	2
\$150,001 - \$250,000	109	31.87%	100.5	21	64	19	5
\$250,001 - \$375,000	48	14.04%	92.9	2	24	21	1
\$375,001 - \$675,000	41	11.99%	121.7	7	24	7	3
\$675,001 and up	39	11.40%	141.6	2	15	16	6
Total Active Inventory by Units	342			68	185	69	20
Total Active Inventory by Volume	132,307,743	100%	103.9	15.40M	56.86M	36.34M	23.71M
Average Active Inventory Listing Price	\$386,865			\$226,443	\$307,351	\$526,659	\$1,185,515

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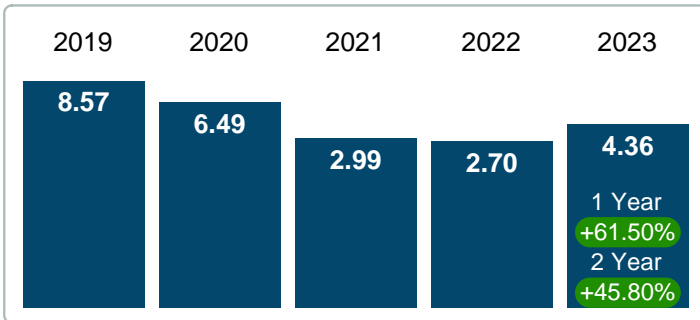
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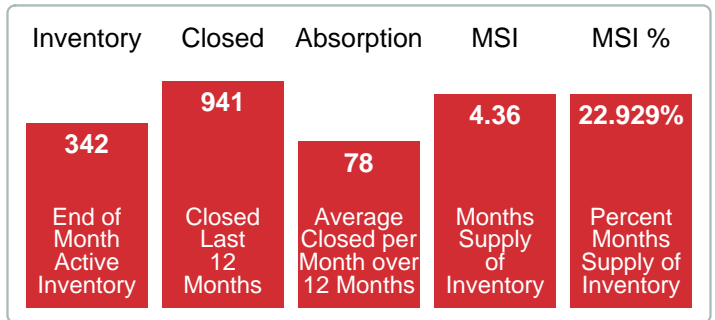
MONTHS SUPPLY of INVENTORY (MSI)

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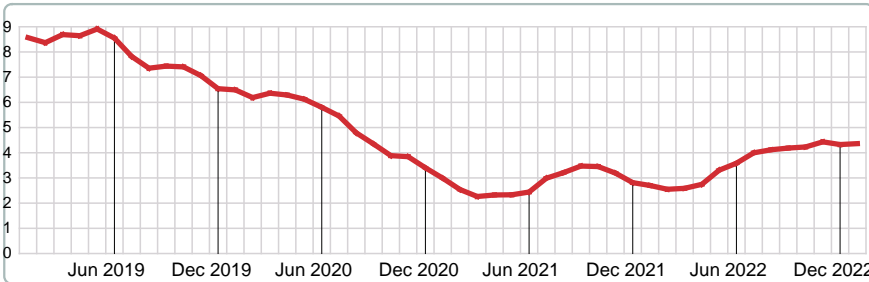
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

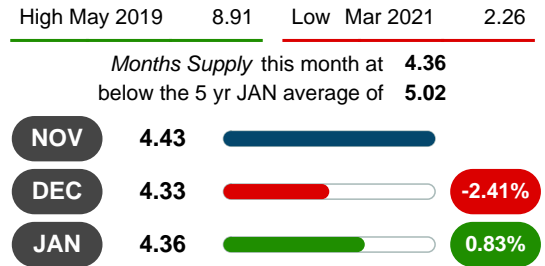


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.02



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	29	8.48%	2.00	2.13	2.00	1.71	0.00
\$75,001 - \$100,000	34	9.94%	5.23	3.72	4.80	12.00	0.00
\$100,001 - \$150,000	42	12.28%	2.82	4.33	2.46	0.86	12.00
\$150,001 - \$250,000	109	31.87%	5.30	7.64	4.60	5.30	15.00
\$250,001 - \$375,000	48	14.04%	4.06	2.67	4.11	4.85	1.09
\$375,001 - \$675,000	41	11.99%	5.53	8.40	6.40	3.23	4.50
\$675,001 and up	39	11.40%	14.63	0.00	11.25	16.00	18.00
Market Supply of Inventory (MSI)			4.36	4.16	4.01	5.24	7.27
Total Active Inventory by Units		100%	342	68	185	69	20

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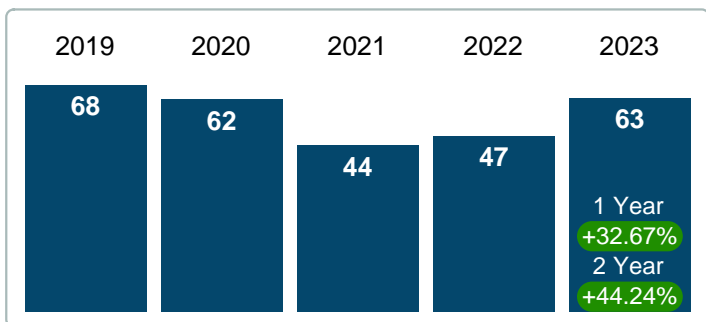
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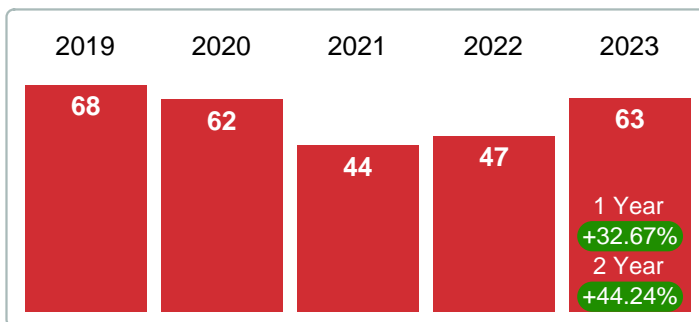
AVERAGE DAYS ON MARKET TO SALE

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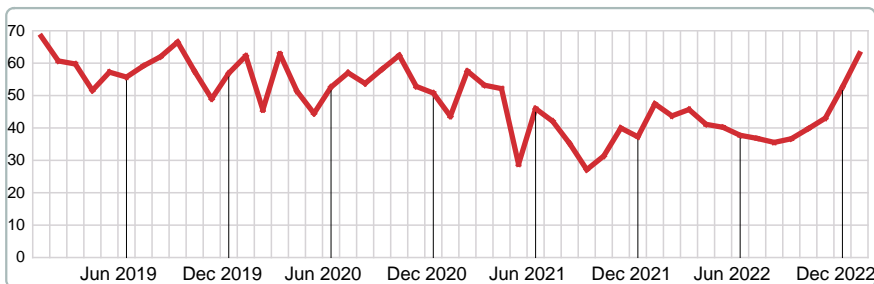
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

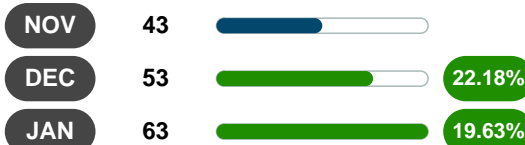


3 MONTHS

5 year JAN AVG = 57

High Jan 2019 68 Low Sep 2021 27

Average Days on Market to Sale this month at 63 above the 5 yr JAN average of 57



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	0	0.00%	0	0	0	0	
\$25,001 - \$50,000	6	16.67%	73	66	163	7	
\$50,001 - \$100,000	6	16.67%	50	106	24	14	
\$100,001 - \$150,000	10	27.78%	40	0	40	0	
\$150,001 - \$225,000	5	13.89%	72	115	47	105	
\$225,001 - \$350,000	5	13.89%	79	5	20	91	
\$350,001 and up	4	11.11%	96	0	29	118	
Average Closed DOM	63			75	43	83	188
Total Closed Units	36	100%	63	8	19	8	1
Total Closed Volume	6,580,207			719.01K	2.70M	2.91M	245.00K

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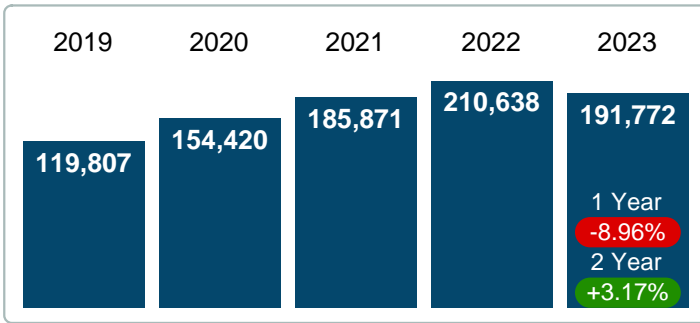
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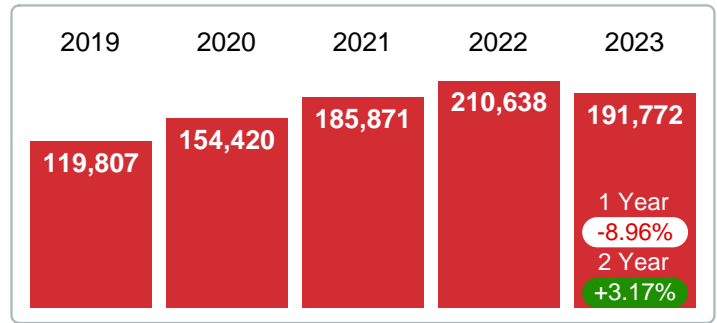
AVERAGE LIST PRICE AT CLOSING

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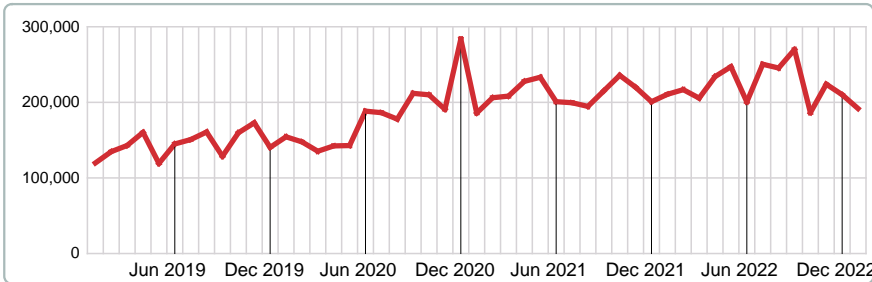
JANUARY



YEAR TO DATE (YTD)

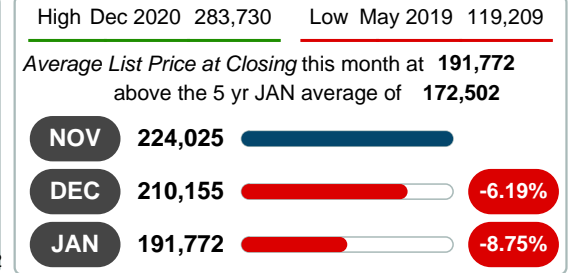


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 172,502



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	2.78%	25,000	0	0	0	0
\$25,001 - \$50,000	13.89%	36,920	37,425	34,900	25,000	0
\$50,001 - \$100,000	11.11%	72,425	72,400	99,967	79,900	0
\$100,001 - \$150,000	36.11%	131,392	0	132,730	0	0
\$150,001 - \$225,000	11.11%	185,700	158,000	176,933	199,900	0
\$225,001 - \$350,000	13.89%	293,960	280,000	324,900	302,950	259,000
\$350,001 and up	11.11%	620,950	0	359,900	707,967	0
Average List Price		191,772	91,563	151,458	379,325	259,000
Total Closed Units	100%	191,772	8	19	8	1
Total Closed Volume		6,903,800	732.50K	2.88M	3.03M	259.00K

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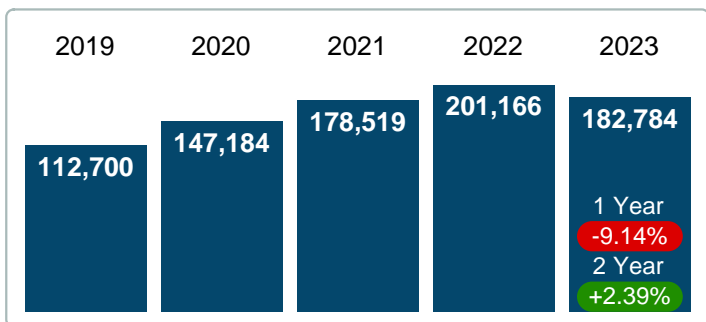
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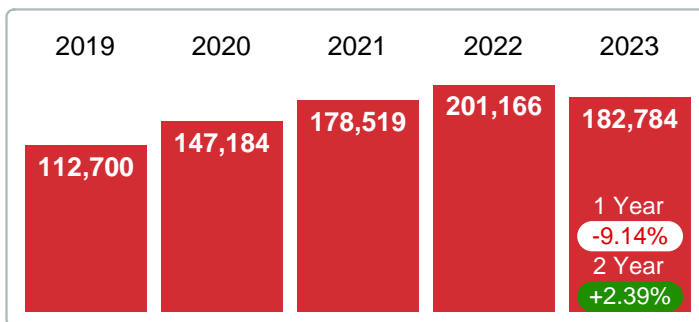
AVERAGE SOLD PRICE AT CLOSING

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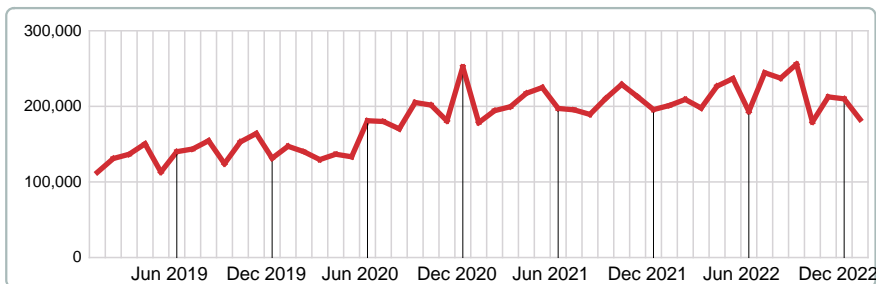
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

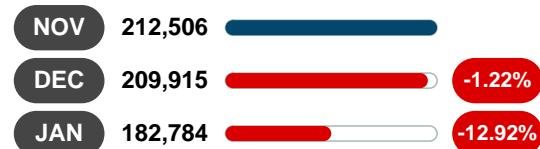


3 MONTHS

5 year JAN AVG = 164,470

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

Average Sold Price at Closing this month at **182,784** above the 5 yr JAN average of **164,470**



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	0.00%	0	0	0	0	0
\$25,001 - \$50,000	16.67%	35,501	35,752	30,000	40,000	0
\$50,001 - \$100,000	16.67%	74,650	71,000	75,000	80,900	0
\$100,001 - \$150,000	27.78%	128,590	0	128,590	0	0
\$150,001 - \$225,000	13.89%	167,600	154,000	168,000	180,000	0
\$225,001 - \$350,000	13.89%	283,200	280,000	300,000	295,500	245,000
\$350,001 and up	11.11%	594,850	0	359,000	673,467	0
Average Sold Price		182,784	89,876	142,311	364,038	245,000
Total Closed Units	100%	182,784	8	19	8	1
Total Closed Volume		6,580,207	719.01K	2.70M	2.91M	245.00K

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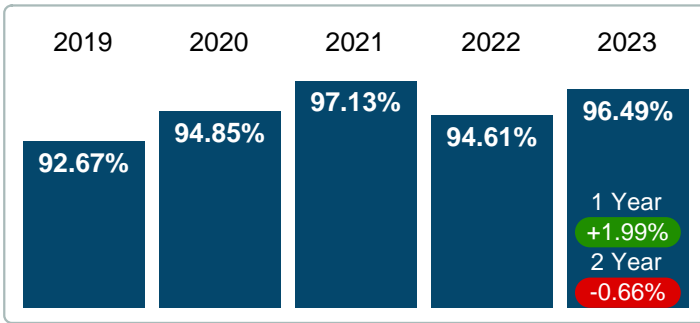
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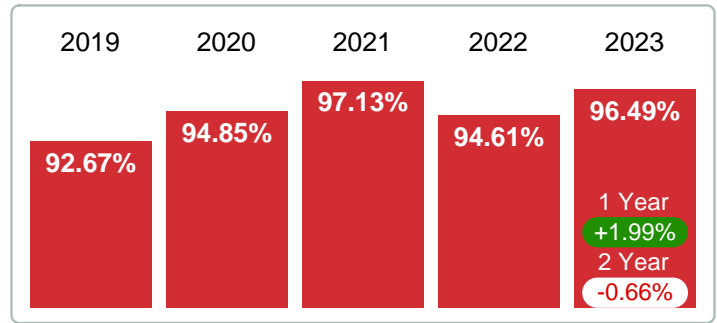
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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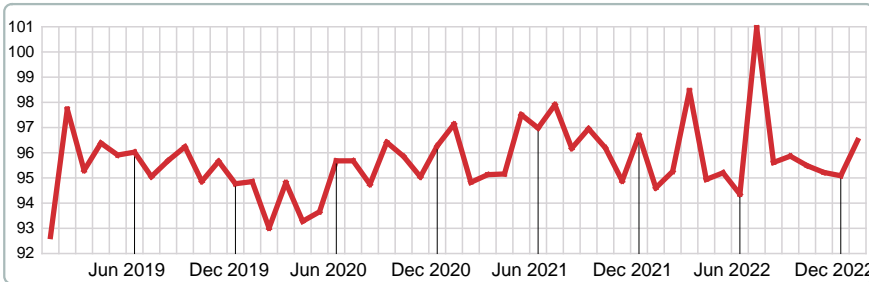
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

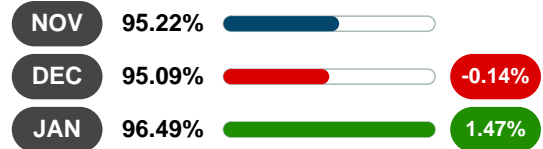


3 MONTHS

5 year JAN AVG = 95.15%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **96.49%** above the 5 yr JAN average of **95.15%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$25,001 - \$50,000	6	16.67%	105.11%	96.18%	85.96%	160.00%	0.00%	
\$50,001 - \$100,000	6	16.67%	88.28%	98.70%	77.01%	101.25%	0.00%	
\$100,001 - \$150,000	10	27.78%	96.78%	0.00%	96.78%	0.00%	0.00%	
\$150,001 - \$225,000	5	13.89%	95.38%	97.47%	96.46%	90.05%	0.00%	
\$225,001 - \$350,000	5	13.89%	96.28%	100.00%	92.34%	97.24%	94.59%	
\$350,001 and up	4	11.11%	96.77%	0.00%	99.75%	95.77%	0.00%	
Average Sold/List Ratio		96.50%		97.45%	92.96%	104.14%	94.59%	
Total Closed Units		36	100%	96.50%	8	19	8	1
Total Closed Volume		6,580,207			719.01K	2.70M	2.91M	245.00K

January 2023



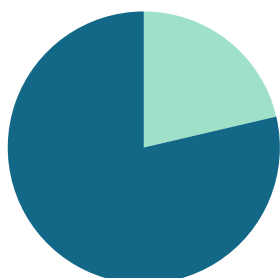
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

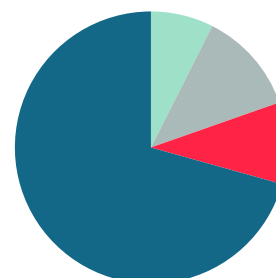


Inventory
 New Listings **95 = 21.35%**
 Start Inventory **350**
 Total Inventory Units **445**
 Volume **\$161,235,547**

Market Activity

Closed Sales **36 = 7.44%**
 Pending Sales **59 = 12.19%**
 Other Off Market **47 = 9.71%**
 Active Inventory **342 = 70.66%**

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	66	36	-45.45%	66	36	-45.45%
Pending Sales	67	59	-11.94%	67	59	-11.94%
New Listings	94	95	1.06%	94	95	1.06%
Average List Price	210,638	191,772	-8.96%	210,638	191,772	-8.96%
Average Sale Price	201,166	182,784	-9.14%	201,166	182,784	-9.14%
Average Percent of Selling Price to List Price	94.61%	96.49%	1.99%	94.61%	96.49%	1.99%
Average Days on Market to Sale	47.42	62.92	32.67%	47.42	62.92	32.67%
Monthly Inventory	239	342	43.10%	239	342	43.10%
Months Supply of Inventory	2.70	4.36	61.50%	2.70	4.36	61.50%

Absorption: Last 12 months, an Average of **78** Sales/Month

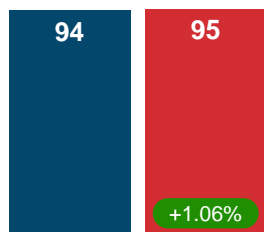
Inventory on January 31, 2023 = **342**

2022 **2023**

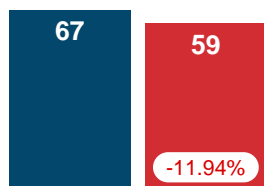
JANUARY MARKET

AVERAGE PRICES

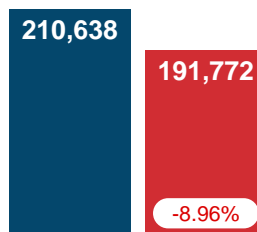
New Listings



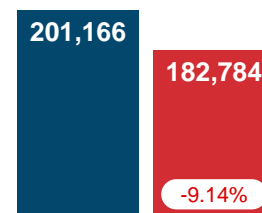
Pending Listings



List Price



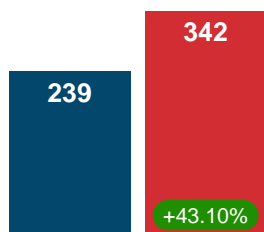
Sale Price



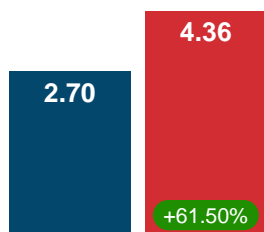
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

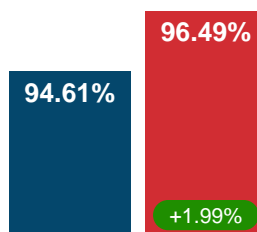
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

