

January 2023



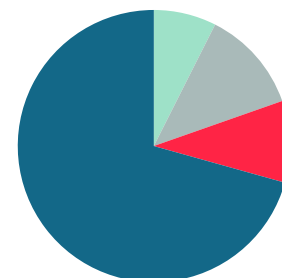
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	168,250	137,500	-18.28%
Median Sale Price	164,000	134,000	-18.29%
Median Percent of Selling Price to List Price	96.44%	95.74%	-0.72%
Median Days on Market to Sale	37.50	38.00	1.33%
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.

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 **18.29%** in January 2023 to \$134,000 versus the previous year at \$164,000.

Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 0.50 days or **1.33%** in January 2023 compared to last year's same month at **37.50** DOM.

Sales Success for January 2023 is Positive

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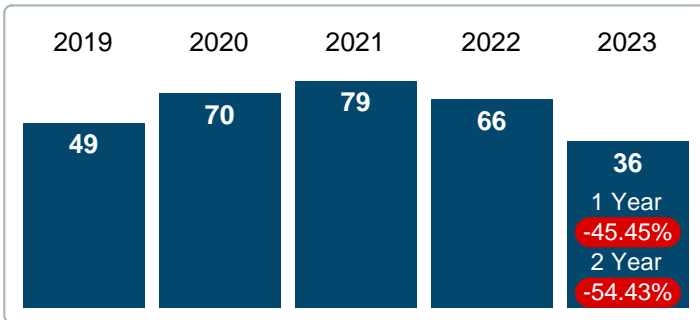
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



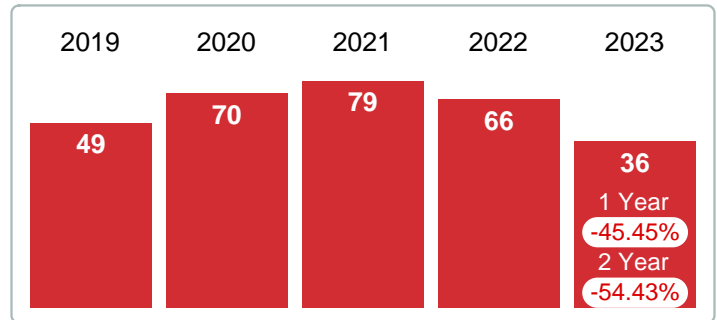
CLOSED LISTINGS

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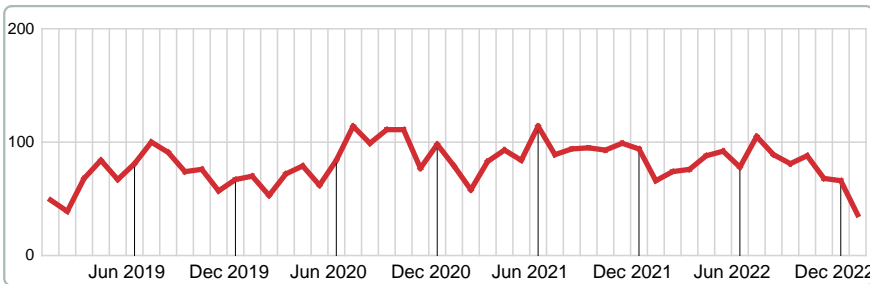
JANUARY



YEAR TO DATE (YTD)

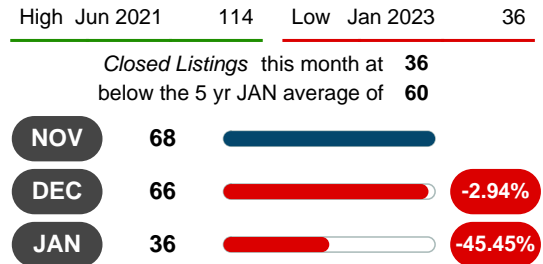


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	2.78%	163.0	0	1	0	0
\$30,001 - \$70,000	7	19.44%	13.0	5	1	1	0
\$70,001 - \$110,000	7	19.44%	33.0	1	5	1	0
\$110,001 - \$150,000	7	19.44%	27.0	0	7	0	0
\$150,001 - \$240,000	5	13.89%	101.0	1	3	1	0
\$240,001 - \$350,000	5	13.89%	20.0	1	1	2	1
\$350,001 and up	4	11.11%	72.5	0	1	3	0
Total Closed Units	36			8	19	8	1
Total Closed Volume	6,580,207	100%	38.0	719.01K	2.70M	2.91M	245.00K
Median Closed Price	\$134,000			\$52,504	\$132,000	\$295,500	\$245,000

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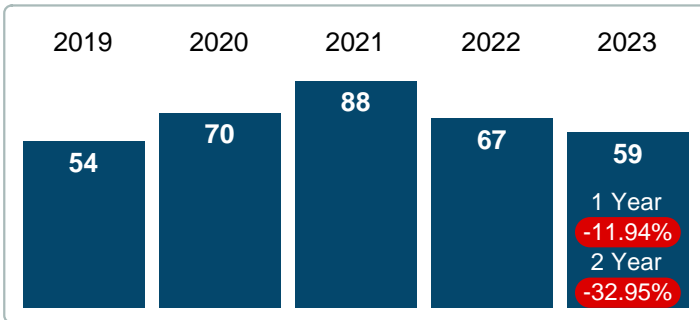
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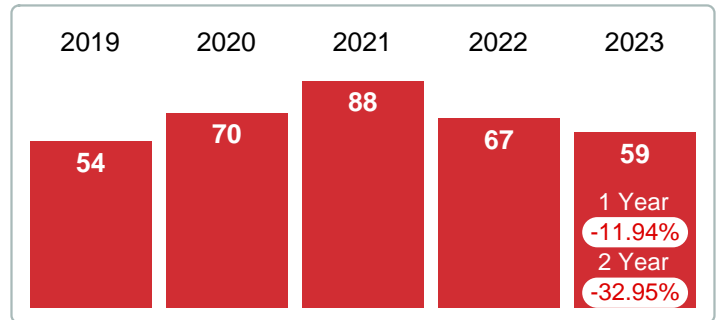
PENDING LISTINGS

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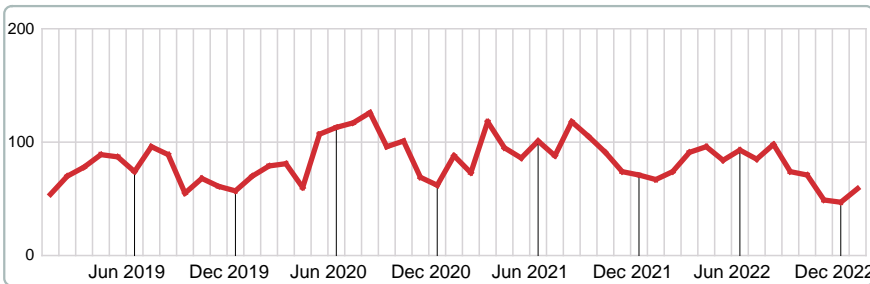
JANUARY



YEAR TO DATE (YTD)

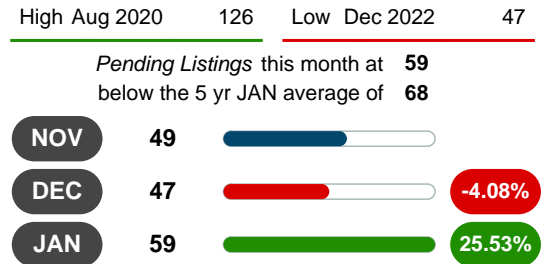


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 68



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	7	11.86%	26.0	3	4	0	0
\$75,001 - \$100,000	4	6.78%	12.5	2	2	0	0
\$100,001 - \$125,000	3	5.08%	50.0	1	1	1	0
\$125,001 - \$175,000	20	33.90%	49.5	1	16	3	0
\$175,001 - \$250,000	11	18.64%	81.0	0	8	2	1
\$250,001 - \$450,000	7	11.86%	70.0	0	4	3	0
\$450,001 and up	7	11.86%	9.0	1	4	2	0
Total Pending Units	59			8	39	11	1
Total Pending Volume	13,829,874	100%	48.0	1.03M	9.07M	3.48M	249.00K
Median Listing Price	\$154,000			\$88,000	\$154,000	\$199,900	\$249,000

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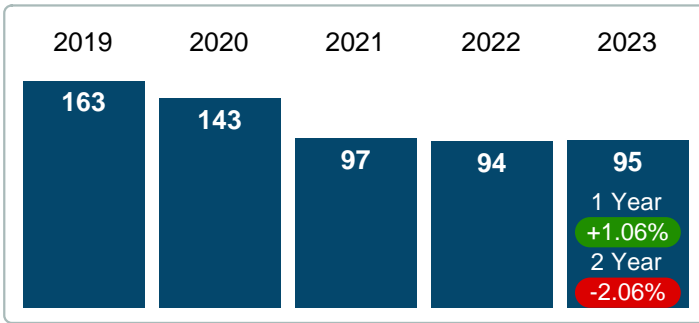
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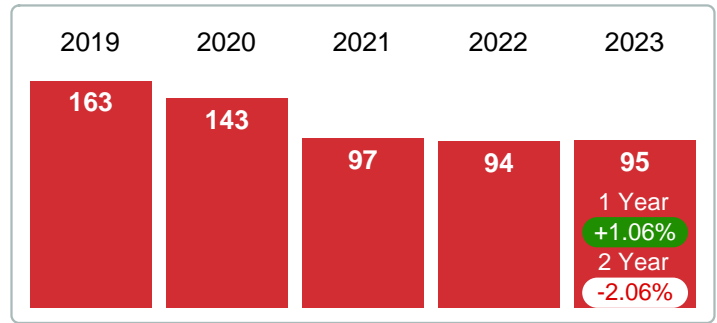
NEW LISTINGS

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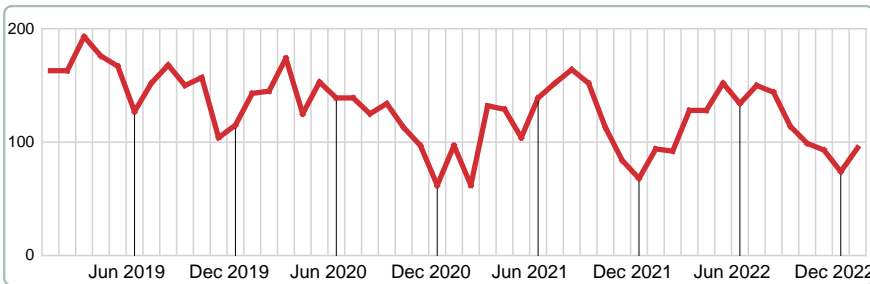
JANUARY



YEAR TO DATE (YTD)

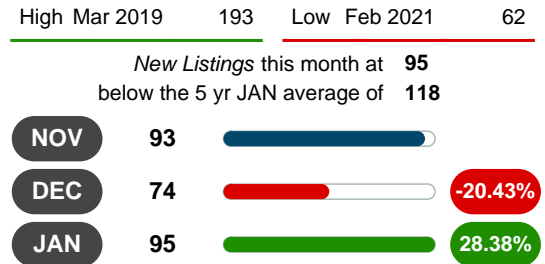


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$185,000		\$124,900	\$185,000	\$292,000	\$149,500

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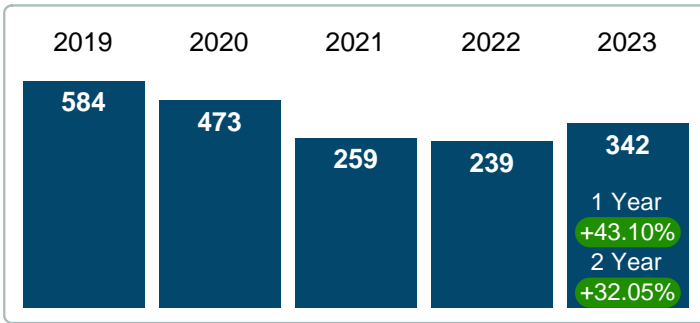
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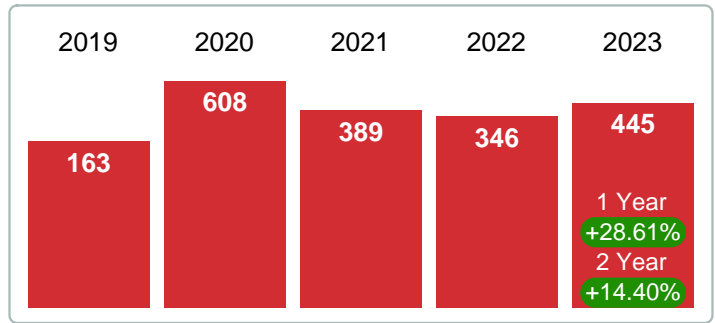
ACTIVE INVENTORY

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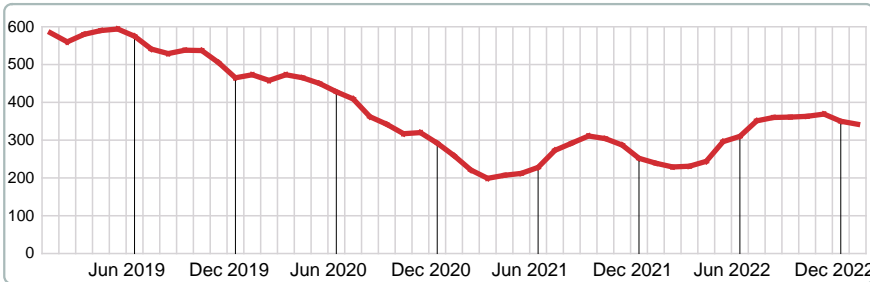
END OF JANUARY



ACTIVE DURING JANUARY

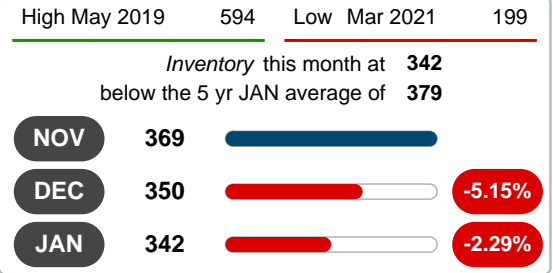


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 379



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	29	8.48%	63.0	14	14	1	0	
\$75,001 - \$100,000	34	9.94%	74.5	9	18	4	3	
\$100,001 - \$150,000	42	12.28%	93.5	13	26	1	2	
\$150,001 - \$250,000	109	31.87%	101.0	21	64	19	5	
\$250,001 - \$375,000	48	14.04%	73.5	2	24	21	1	
\$375,001 - \$675,000	41	11.99%	120.0	7	24	7	3	
\$675,001 and up	39	11.40%	138.0	2	15	16	6	
Total Active Inventory by Units		342		68	185	69	20	
Total Active Inventory by Volume		132,307,743	100%	92.0	15.40M	56.86M	36.34M	23.71M
Median Active Inventory Listing Price		\$212,150			\$149,500	\$199,900	\$295,000	\$299,450

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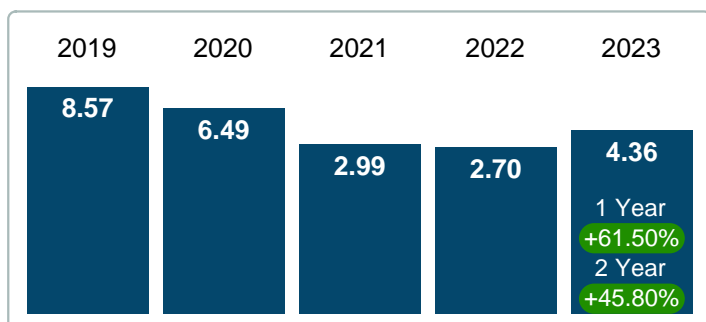
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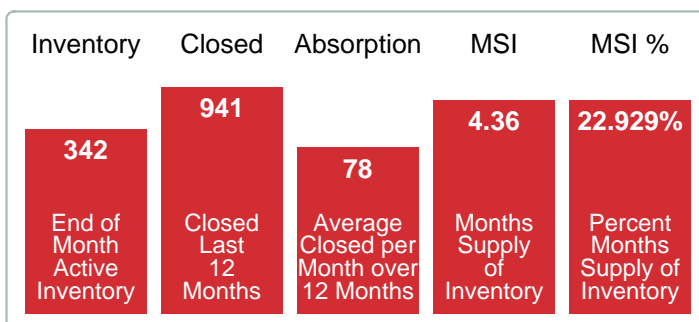
MONTHS SUPPLY of INVENTORY (MSI)

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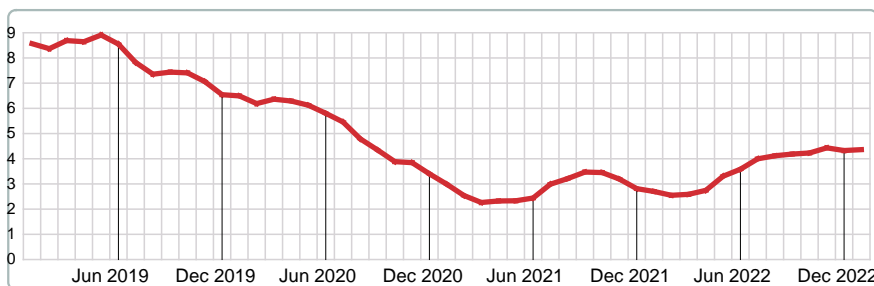
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

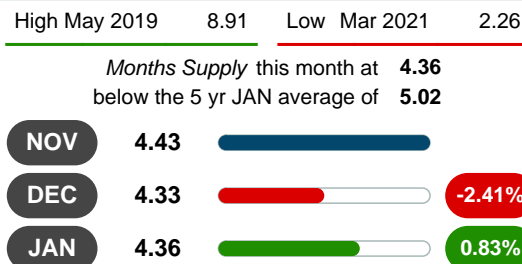


5 YEAR MARKET ACTIVITY TRENDS



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	8.48%	2.00	2.13	2.00	1.71	0.00
\$75,001 - \$100,000	9.94%	5.23	3.72	4.80	12.00	0.00
\$100,001 - \$150,000	12.28%	2.82	4.33	2.46	0.86	12.00
\$150,001 - \$250,000	31.87%	5.30	7.64	4.60	5.30	15.00
\$250,001 - \$375,000	14.04%	4.06	2.67	4.11	4.85	1.09
\$375,001 - \$675,000	11.99%	5.53	8.40	6.40	3.23	4.50
\$675,001 and up	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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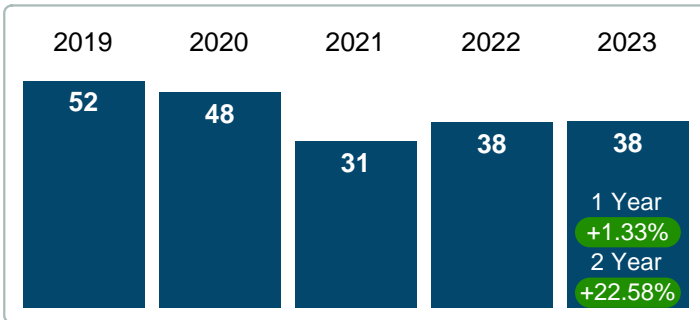
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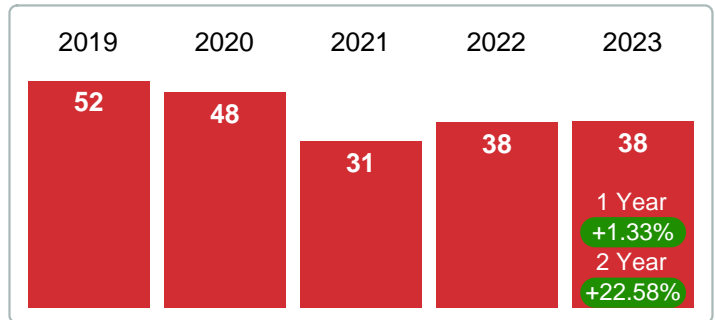
MEDIAN DAYS ON MARKET TO SALE

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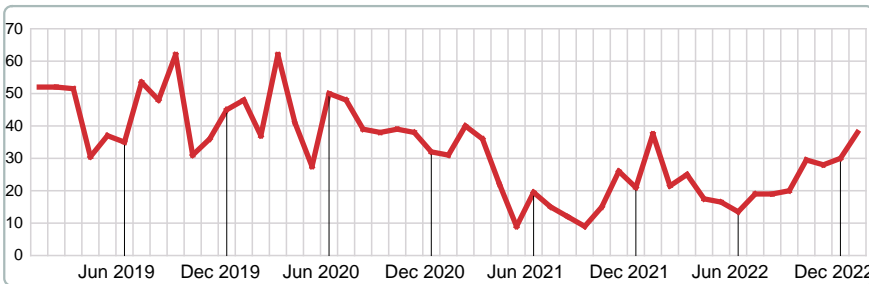
JANUARY



YEAR TO DATE (YTD)

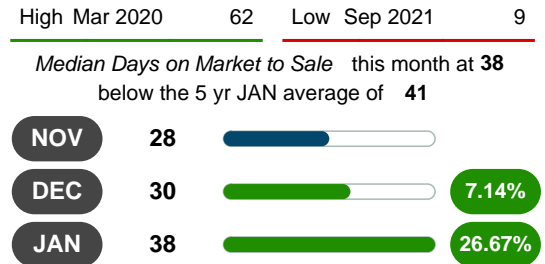


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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
\$30,000 and less	2.78%	163	0	163	0	0
\$30,001 - \$70,000	19.44%	13	68	11	7	0
\$70,001 - \$110,000	19.44%	33	144	33	14	0
\$110,001 - \$150,000	19.44%	27	0	27	0	0
\$150,001 - \$240,000	13.89%	101	115	33	105	0
\$240,001 - \$350,000	13.89%	20	5	20	91	188
\$350,001 and up	11.11%	73	0	29	101	0
Median Closed DOM		38	71	29	73	188
Total Closed Units	100%	36	8	19	8	1
Total Closed Volume		6,580,207	719.01K	2.70M	2.91M	245.00K

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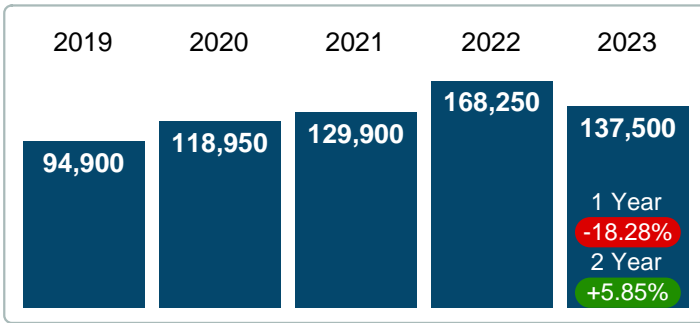
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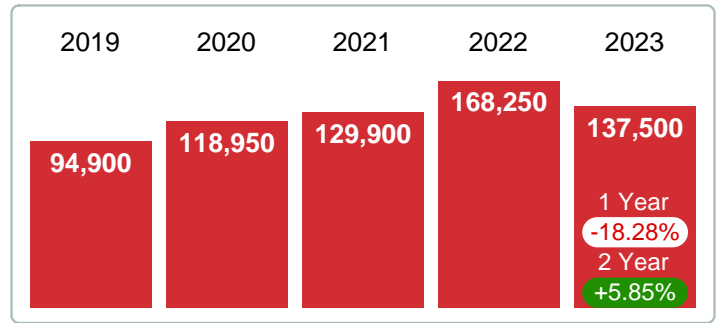
MEDIAN LIST PRICE AT CLOSING

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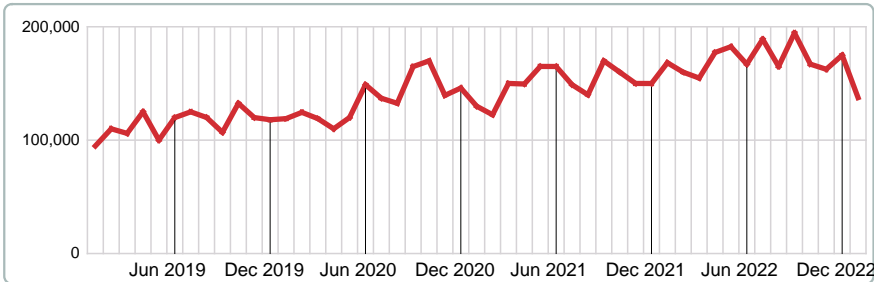
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YEAR TO DATE (YTD)

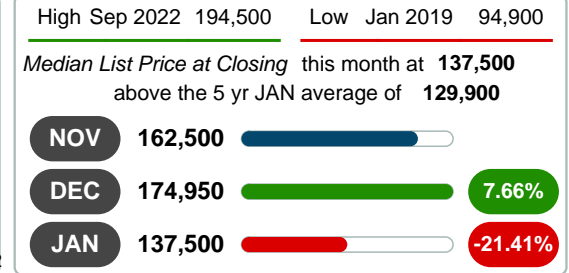


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 129,900



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
\$30,000 and less	1	2.78%	25,000	0	0	25,000	0
\$30,001 - \$70,000	7	19.44%	39,000	39,000	49,950	0	0
\$70,001 - \$110,000	4	11.11%	92,450	79,900	107,500	79,900	0
\$110,001 - \$150,000	11	30.56%	136,000	0	136,000	0	0
\$150,001 - \$240,000	4	11.11%	179,900	158,000	192,450	199,900	0
\$240,001 - \$350,000	5	13.89%	280,000	280,000	324,900	302,950	259,000
\$350,001 and up	4	11.11%	579,450	0	359,900	699,900	0
Median List Price			137,500	52,400	136,000	302,950	259,000
Total Closed Units		100%	137,500	8	19	8	1
Total Closed Volume			6,903,800	732.50K	2.88M	3.03M	259.00K

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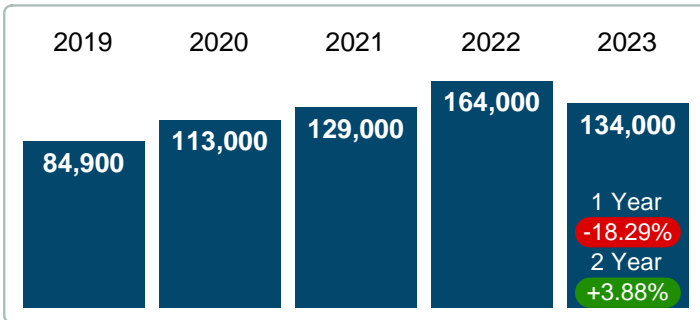
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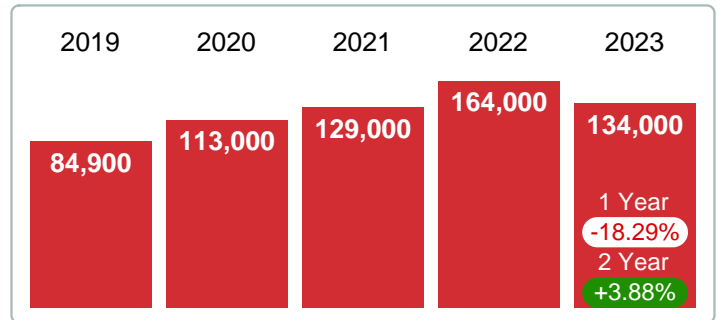
MEDIAN SOLD PRICE AT CLOSING

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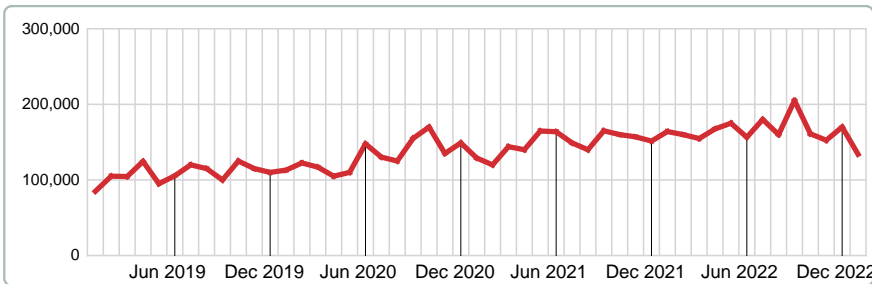
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

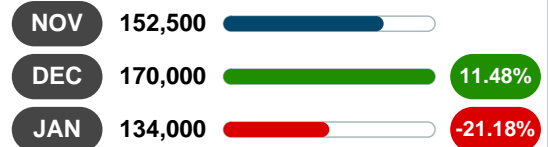


3 MONTHS

5 year JAN AVG = 124,980

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

Median Sold Price at Closing this month at 134,000 above the 5 yr JAN average of 124,980



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
\$30,000 and less	2.78%	30,000	0	30,000	0	0
\$30,001 - \$70,000	19.44%	37,007	36,000	55,000	40,000	0
\$70,001 - \$110,000	19.44%	95,000	74,000	105,000	80,900	0
\$110,001 - \$150,000	19.44%	136,000	0	136,000	0	0
\$150,001 - \$240,000	13.89%	155,000	154,000	155,000	180,000	0
\$240,001 - \$350,000	13.89%	280,000	280,000	300,000	295,500	245,000
\$350,001 and up	11.11%	554,500	0	359,000	650,000	0
Median Sold Price		134,000	52,504	132,000	295,500	245,000
Total Closed Units	100%	36	8	19	8	1
Total Closed Volume		6,580,207	719.01K	2.70M	2.91M	245.00K

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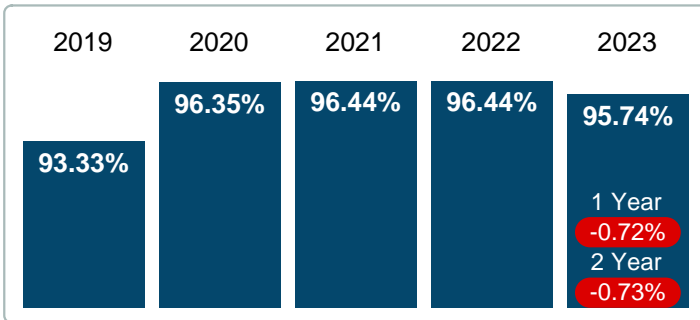
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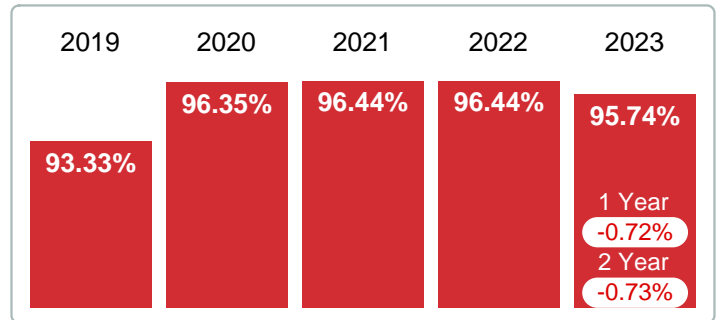
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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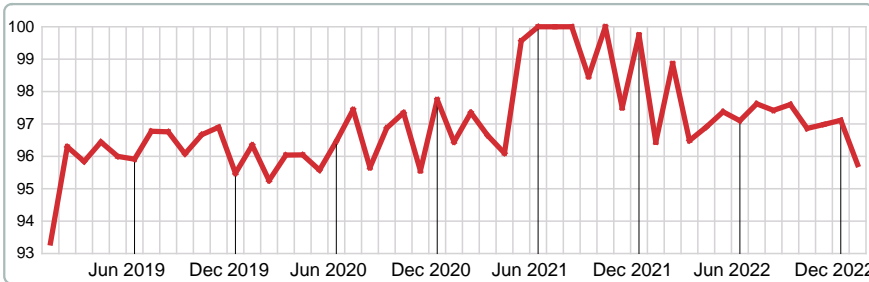
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

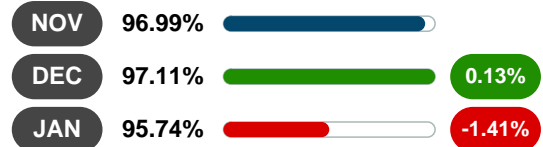


3 MONTHS

5 year JAN AVG = 95.66%

High Oct 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **95.74%**
equal to 5 yr JAN average of **95.66%**



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	
\$30,000 and less	1	2.78%	85.96%	0.00%	85.96%	0.00%	0.00%	
\$30,001 - \$70,000	7	19.44%	92.59%	92.59%	84.62%	160.00%	0.00%	
\$70,001 - \$110,000	7	19.44%	91.74%	92.62%	86.36%	101.25%	0.00%	
\$110,001 - \$150,000	7	19.44%	100.00%	0.00%	100.00%	0.00%	0.00%	
\$150,001 - \$240,000	5	13.89%	96.94%	97.47%	96.94%	90.05%	0.00%	
\$240,001 - \$350,000	5	13.89%	94.59%	100.00%	92.34%	97.24%	94.59%	
\$350,001 and up	4	11.11%	97.10%	0.00%	99.75%	94.45%	0.00%	
Median Sold/List Ratio		95.74%		95.04%	96.53%	97.24%	94.59%	
Total Closed Units		36	100%	95.74%	8	19	8	1
Total Closed Volume		6,580,207			719.01K	2.70M	2.91M	245.00K

January 2023



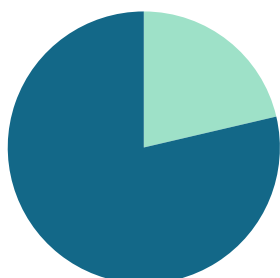
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

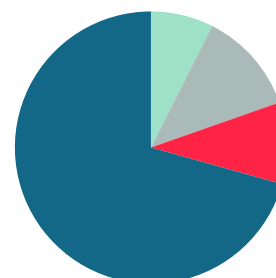


Inventory
 New Listings **95 = 21.35%**
 Start Inventory **350**
 Total Inventory Units **445**
 Volume **\$161,235,547**

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%
Median List Price	168,250	137,500	-18.28%	168,250	137,500	-18.28%
Median Sale Price	164,000	134,000	-18.29%	164,000	134,000	-18.29%
Median Percent of Selling Price to List Price	96.44%	95.74%	-0.72%	96.44%	95.74%	-0.72%
Median Days on Market to Sale	37.50	38.00	1.33%	37.50	38.00	1.33%
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

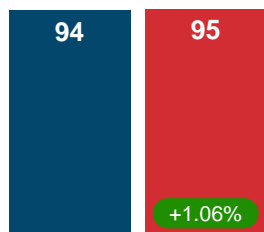
Inventory on January 31, 2023 = **342**

2022 **2023**

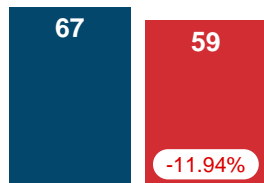
JANUARY MARKET

MEDIAN PRICES

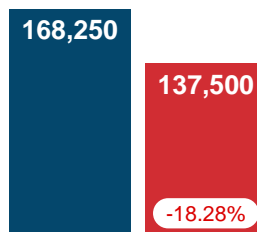
New Listings



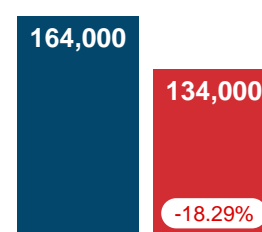
Pending Listings



List Price



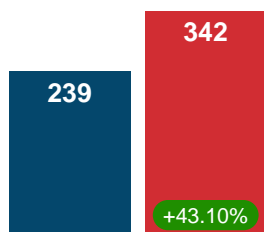
Sale Price



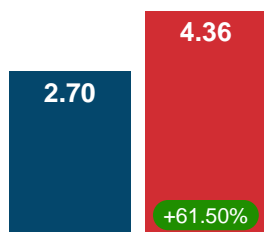
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

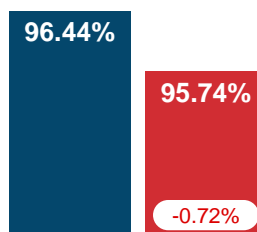
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

