

# July 2023



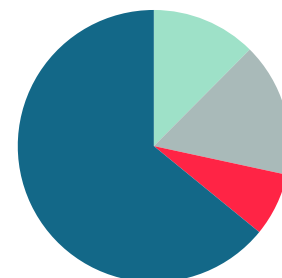
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

| Compared Metrics                               | 2022    | July 2023 | +/-%    |
|--|---------|-----------|---------|
| Closed Listings                                | 105     | 68        | -35.24% |
| Pending Listings                               | 85      | 87        | 2.35%   |
| New Listings                                   | 150     | 127       | -15.33% |
| Average List Price                             | 250,399 | 236,675   | -5.48%  |
| Average Sale Price                             | 244,465 | 227,793   | -6.82%  |
| Average Percent of Selling Price to List Price | 100.96% | 95.39%    | -5.51%  |
| Average Days on Market to Sale                 | 36.77   | 55.75     | 51.61%  |
| End of Month Inventory                         | 351     | 350       | -0.28%  |
| Months Supply of Inventory                     | 4.00    | 4.90      | 22.64%  |



■ Closed (12.45%)  
■ Pending (15.93%)  
■ Other OffMarket (7.51%)  
■ Active (64.10%)

**Absorption:** Last 12 months, an Average of **71** Sales/Month  
**Active Inventory** as of July 31, 2023 = **350**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2023 decreased **0.28%** to 350 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **4.90** 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 **6.82%** in July 2023 to \$227,793 versus the previous year at \$244,465.

#### Average Days on Market Lengthens

The average number of **55.75** days that homes spent on the market before selling increased by 18.98 days or **51.61%** in July 2023 compared to last year's same month at **36.77** DOM.

#### Sales Success for July 2023 is Positive

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

There were 127 New Listings in July 2023, down **15.33%** from last year at 150. Furthermore, there were 68 Closed Listings this month versus last year at 105, a **-35.24%** decrease.

Closed versus Listed trends yielded a **53.5%** ratio, down from previous year's, July 2022, at **70.0%**, a **23.51%** downswing. This will certainly create pressure on a decreasing 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>Average Days on Market to Sale</b>                 | <b>7</b>  |
| <b>Average List Price at Closing</b>                  | <b>8</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>9</b>  |
| <b>Average 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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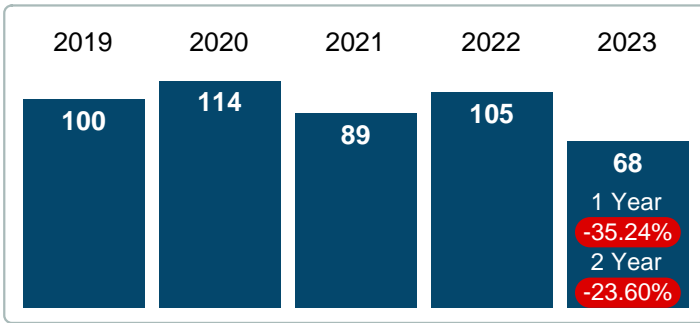
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



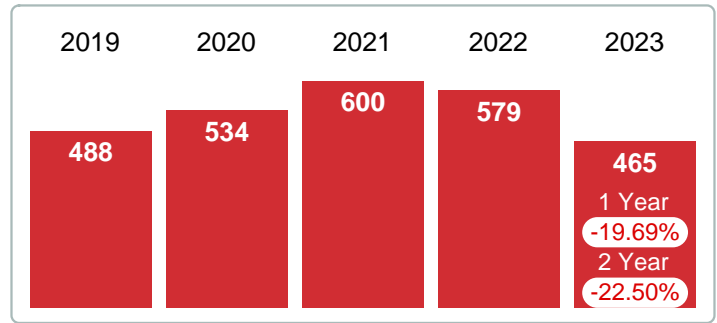
## CLOSED LISTINGS

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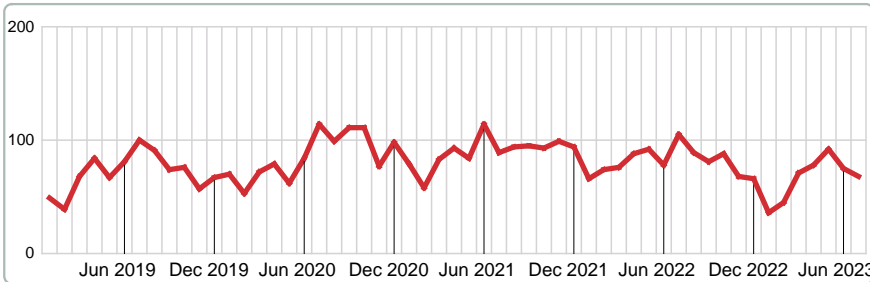
### JULY



### YEAR TO DATE (YTD)

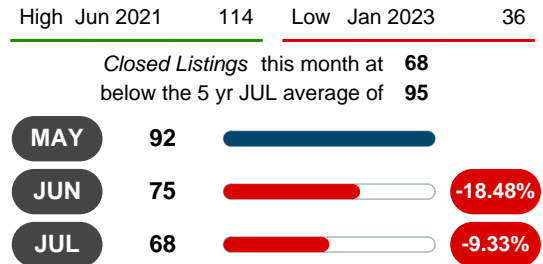


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 95



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                   | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds      |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$75,000 and less                              | 5                 | 7.35%       | 55.6        | 0                | 5                | 0                | 0            |
| \$75,001 - \$100,000                           | 6                 | 8.82%       | 27.5        | 2                | 3                | 1                | 0            |
| \$100,001 - \$150,000                          | 16                | 23.53%      | 49.4        | 4                | 10               | 2                | 0            |
| \$150,001 - \$175,000                          | 12                | 17.65%      | 74.1        | 3                | 7                | 2                | 0            |
| \$175,001 - \$250,000                          | 11                | 16.18%      | 35.4        | 2                | 7                | 2                | 0            |
| \$250,001 - \$475,000                          | 11                | 16.18%      | 86.5        | 0                | 6                | 5                | 0            |
| \$475,001 and up                               | 7                 | 10.29%      | 46.9        | 0                | 5                | 2                | 0            |
| <b>Total Closed Units</b>                      | <b>68</b>         |             |             | <b>11</b>        | <b>43</b>        | <b>14</b>        | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>15,489,900</b> | <b>100%</b> | <b>55.8</b> | <b>1.58M</b>     | <b>9.55M</b>     | <b>4.36M</b>     | <b>0.00B</b> |
| <b>Average Closed Price</b>                    | <b>\$227,793</b>  |             |             | <b>\$143,945</b> | <b>\$222,105</b> | <b>\$311,143</b> | <b>\$0</b>   |

# July 2023



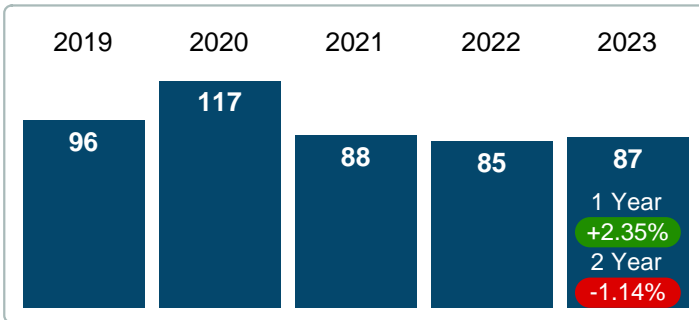
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



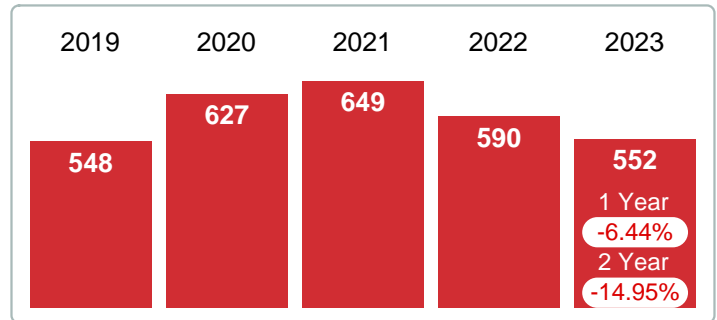
## PENDING LISTINGS

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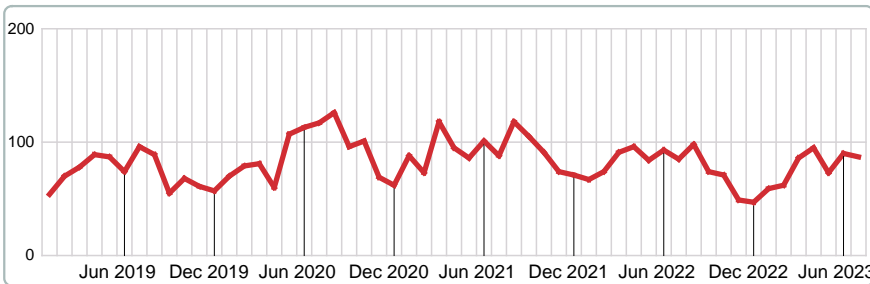
### JULY



### YEAR TO DATE (YTD)

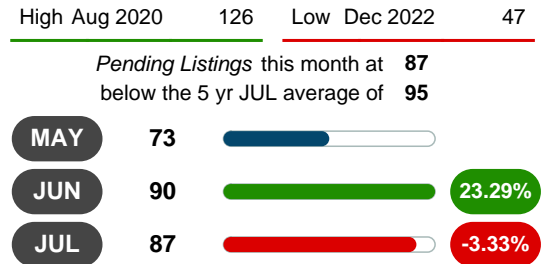


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 95



### 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                | 11.49%      | 51.6        | 6                | 4                | 0                | 0                |
| \$75,001 - \$100,000                            | 8                 | 9.20%       | 58.4        | 4                | 4                | 0                | 0                |
| \$100,001 - \$150,000                           | 14                | 16.09%      | 39.4        | 4                | 8                | 2                | 0                |
| \$150,001 - \$225,000                           | 20                | 22.99%      | 49.2        | 5                | 13               | 2                | 0                |
| \$225,001 - \$325,000                           | 16                | 18.39%      | 45.4        | 0                | 7                | 7                | 2                |
| \$325,001 - \$575,000                           | 10                | 11.49%      | 64.5        | 0                | 8                | 1                | 1                |
| \$575,001 and up                                | 9                 | 10.34%      | 102.3       | 1                | 5                | 2                | 1                |
| <b>Total Pending Units</b>                      | <b>87</b>         |             |             | <b>20</b>        | <b>49</b>        | <b>14</b>        | <b>4</b>         |
| <b>Total Pending Volume</b>                     | <b>22,502,498</b> | <b>100%</b> | <b>71.0</b> | <b>2.76M</b>     | <b>12.73M</b>    | <b>5.41M</b>     | <b>1.61M</b>     |
| <b>Average Listing Price</b>                    | <b>\$199,500</b>  |             |             | <b>\$137,760</b> | <b>\$259,827</b> | <b>\$386,136</b> | <b>\$402,475</b> |

# July 2023



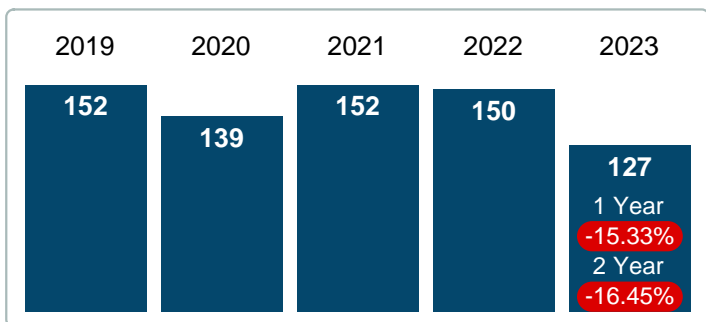
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



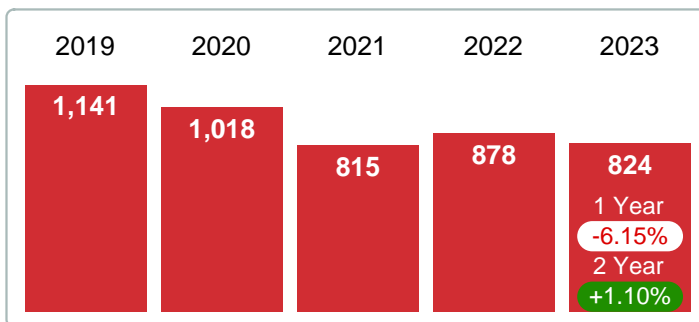
## NEW LISTINGS

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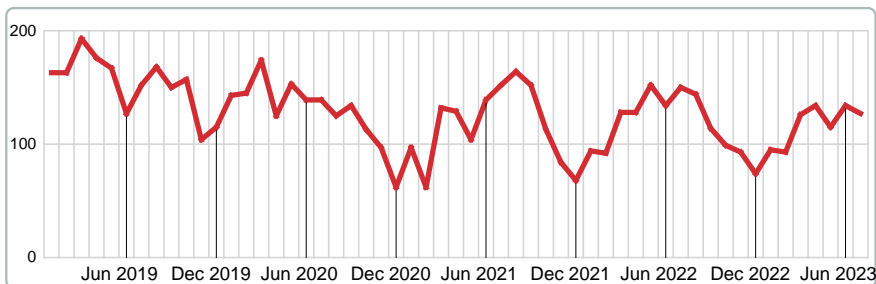
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 144

High Mar 2019 193 Low Feb 2021 62

New Listings this month at 127 below the 5 yr JUL average of 144

- MAY 115
- JUN 134 +16.52%
- JUL 127 -5.22%

### 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                           | 9                 | 7.09%       | 4                | 4                | 1                | 0                |
| \$75,001 - \$125,000                        | 19                | 14.96%      | 7                | 12               | 0                | 0                |
| \$125,001 - \$150,000                       | 12                | 9.45%       | 3                | 8                | 1                | 0                |
| \$150,001 - \$250,000                       | 34                | 26.77%      | 6                | 22               | 5                | 1                |
| \$250,001 - \$375,000                       | 24                | 18.90%      | 1                | 13               | 6                | 4                |
| \$375,001 - \$575,000                       | 15                | 11.81%      | 4                | 10               | 0                | 1                |
| \$575,001 and up                            | 14                | 11.02%      | 1                | 5                | 7                | 1                |
| <b>Total New Listed Units</b>               | <b>127</b>        |             | <b>26</b>        | <b>74</b>        | <b>20</b>        | <b>7</b>         |
| <b>Total New Listed Volume</b>              | <b>36,162,900</b> | <b>100%</b> | <b>5.26M</b>     | <b>19.46M</b>    | <b>7.76M</b>     | <b>3.68M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$270,000</b>  |             | <b>\$202,250</b> | <b>\$263,012</b> | <b>\$387,860</b> | <b>\$526,329</b> |

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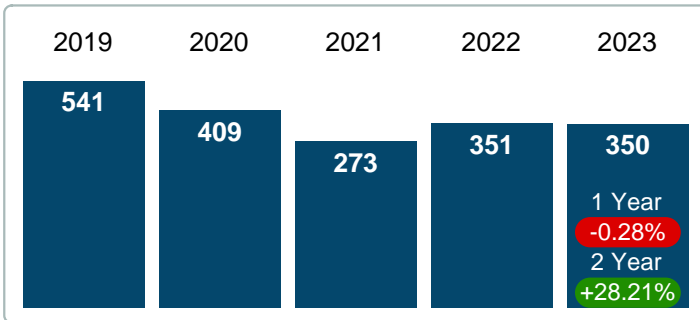
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



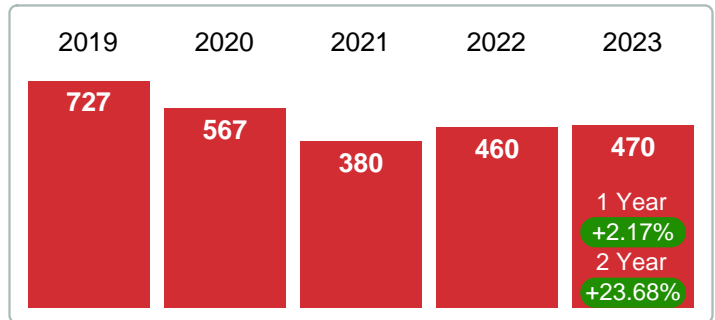
## ACTIVE INVENTORY

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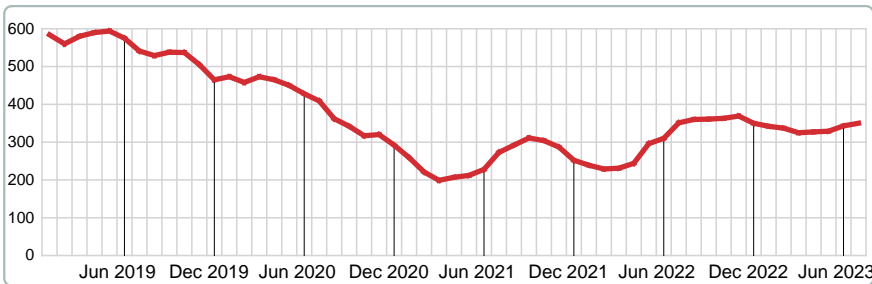
### END OF JULY



### ACTIVE DURING JULY

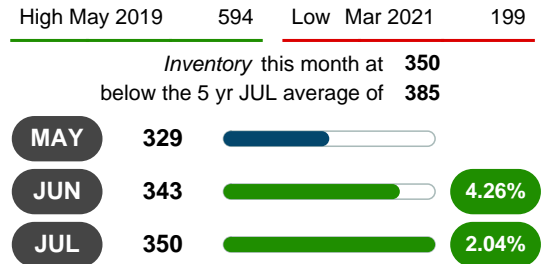


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 385



### 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                             | 23                 | 6.57%       | 66.5        | 11               | 11               | 1                | 0                |
| \$75,001 - \$125,000                          | 38                 | 10.86%      | 81.5        | 13               | 23               | 1                | 1                |
| \$125,001 - \$175,000                         | 68                 | 19.43%      | 82.4        | 18               | 39               | 9                | 2                |
| \$175,001 - \$325,000                         | 90                 | 25.71%      | 80.0        | 10               | 60               | 19               | 1                |
| \$325,001 - \$475,000                         | 47                 | 13.43%      | 63.6        | 7                | 24               | 7                | 9                |
| \$475,001 - \$775,000                         | 48                 | 13.71%      | 72.1        | 9                | 17               | 16               | 6                |
| \$775,001 and up                              | 36                 | 10.29%      | 95.8        | 3                | 7                | 17               | 9                |
| <b>Total Active Inventory by Units</b>        | <b>350</b>         |             |             | <b>71</b>        | <b>181</b>       | <b>70</b>        | <b>28</b>        |
| <b>Total Active Inventory by Volume</b>       | <b>138,360,079</b> | <b>100%</b> | <b>78.1</b> | <b>21.62M</b>    | <b>56.10M</b>    | <b>39.20M</b>    | <b>21.44M</b>    |
| <b>Average Active Inventory Listing Price</b> | <b>\$395,315</b>   |             |             | <b>\$304,577</b> | <b>\$309,963</b> | <b>\$559,944</b> | <b>\$765,564</b> |

# July 2023



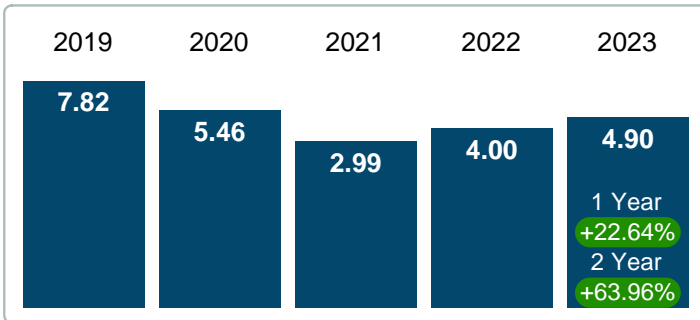
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



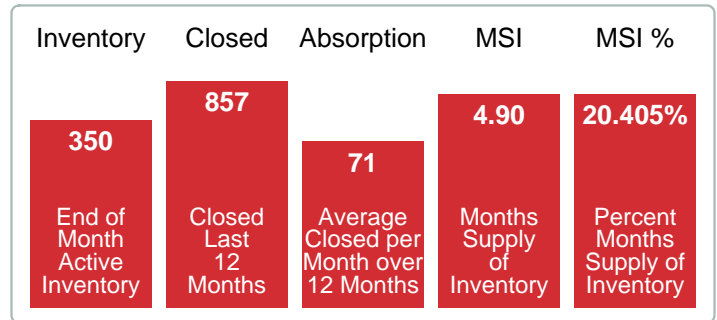
## MONTHS SUPPLY of INVENTORY (MSI)

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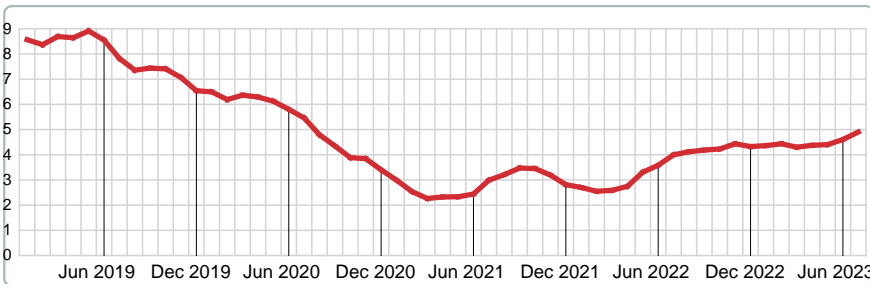
### MSI FOR JULY



### INDICATORS FOR JULY 2023

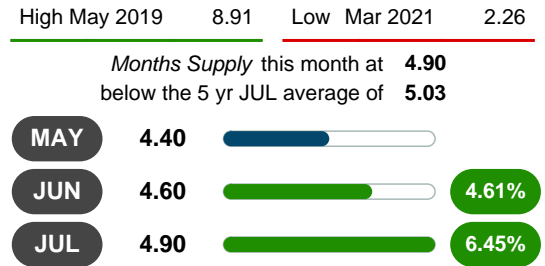


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.03



### 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                                       | 23 | 6.57%  | 2.04  | 2.13     | 1.97   | 3.00   | 0.00    |
| \$75,001 - \$125,000                                    | 38 | 10.86% | 3.30  | 3.80     | 3.25   | 1.00   | 0.00    |
| \$125,001 - \$175,000                                   | 68 | 19.43% | 4.34  | 7.20     | 3.44   | 4.91   | 0.00    |
| \$175,001 - \$325,000                                   | 90 | 25.71% | 3.94  | 4.00     | 4.42   | 3.00   | 2.40    |
| \$325,001 - \$475,000                                   | 47 | 13.43% | 8.42  | 7.64     | 9.00   | 3.82   | 54.00   |
| \$475,001 - \$775,000                                   | 48 | 13.71% | 15.57 | 54.00    | 11.33  | 12.80  | 36.00   |
| \$775,001 and up  | 36 | 10.29% | 24.00 | 36.00    | 14.00  | 22.67  | 54.00   |
| Market Supply of Inventory (MSI)                        |    |        | 4.90  | 4.81     | 4.28   | 5.25   | 25.85   |
| Total Active Inventory by Units                         |    | 100%   | 4.90  | 71       | 181    | 70     | 28      |

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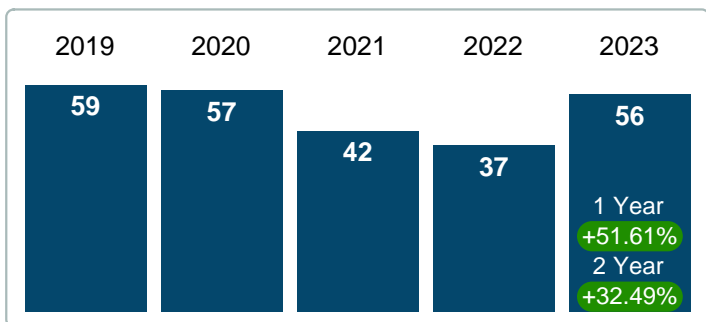
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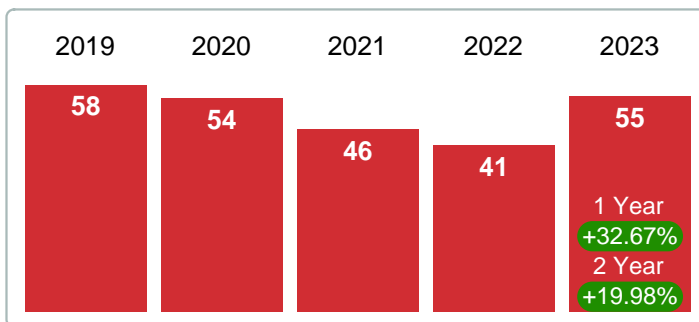
## AVERAGE DAYS ON MARKET TO SALE

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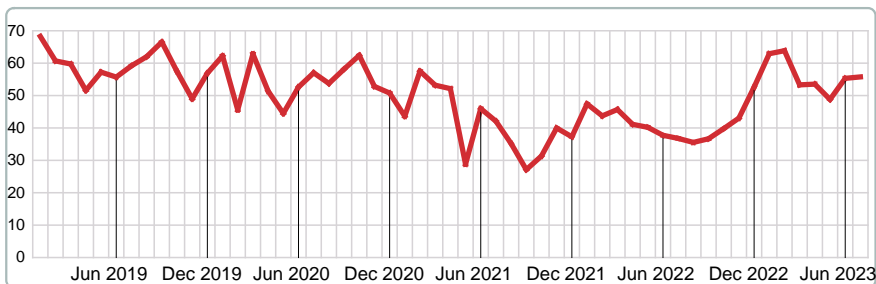
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

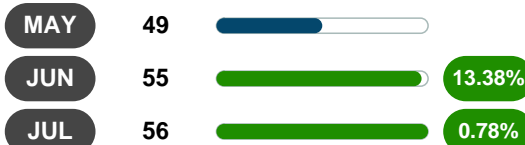


### 3 MONTHS

5 year JUL AVG = 50

High Jan 2019 68 Low Sep 2021 27

Average Days on Market to Sale this month at 56 above the 5 yr JUL average of 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      |
|---|-------------|-------------------|--------------|--------------|--------------|--------------|
| \$75,000 and less   | 7.35%       | 56                | 0            | 56           | 0            | 0            |
| \$75,001 - \$100,000  | 8.82%       | 28                | 34           | 18           | 45           | 0            |
| \$100,001 - \$150,000   | 23.53%      | 49                | 66           | 45           | 38           | 0            |
| \$150,001 - \$175,000   | 17.65%      | 74                | 100          | 78           | 23           | 0            |
| \$175,001 - \$250,000   | 16.18%      | 35                | 39           | 44           | 4            | 0            |
| \$250,001 - \$475,000   | 16.18%      | 86                | 0            | 101          | 69           | 0            |
| \$475,001 and up  | 10.29%      | 47                | 0            | 43           | 57           | 0            |
| <b>Average Closed DOM</b>                                     |             | <b>56</b>         | <b>64</b>    | <b>57</b>    | <b>45</b>    | <b>0</b>     |
| <b>Total Closed Units</b>                                     | <b>100%</b> | <b>56</b>         | <b>11</b>    | <b>43</b>    | <b>14</b>    | <b>0</b>     |
| <b>Total Closed Volume</b>                                    |             | <b>15,489,900</b> | <b>1.58M</b> | <b>9.55M</b> | <b>4.36M</b> | <b>0.00B</b> |

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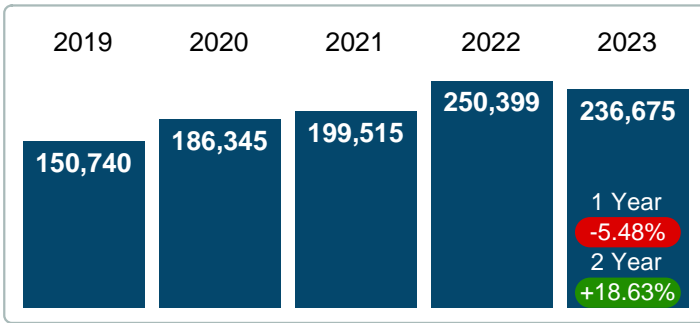
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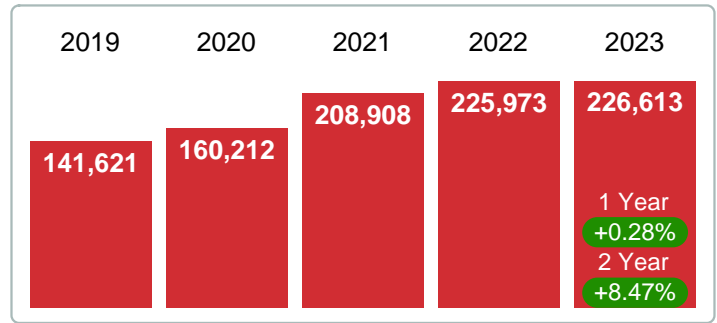
## AVERAGE LIST PRICE AT CLOSING

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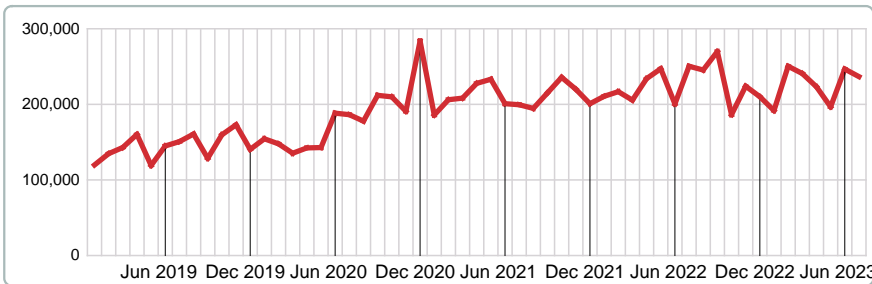
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

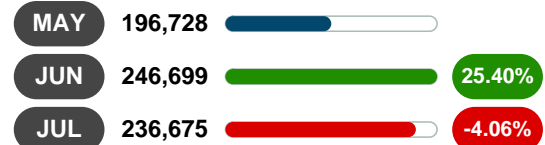


### 3 MONTHS

5 year JUL AVG = 204,735

High Dec 2020 283,730 Low May 2019 119,209

Average List Price at Closing this month at **236,675** above the 5 yr JUL average of **204,735**



### 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        |              |
|--|----|-------------------|-------------|----------------|----------------|----------------|--------------|
| \$75,000 and less  | 4  | 5.88%             | 61,450      | 0              | 69,140         | 0              |              |
| \$75,001 - \$100,000   | 5  | 7.35%             | 94,540      | 94,000         | 109,733        | 85,000         |              |
| \$100,001 - \$150,000  | 16 | 23.53%            | 129,756     | 134,475        | 135,280        | 152,450        |              |
| \$150,001 - \$175,000  | 12 | 17.65%            | 163,467     | 168,267        | 168,257        | 167,400        |              |
| \$175,001 - \$250,000  | 12 | 17.65%            | 204,450     | 222,500        | 203,400        | 217,450        |              |
| \$250,001 - \$475,000  | 12 | 17.65%            | 339,067     | 0              | 363,300        | 326,800        |              |
| \$475,001 and up   | 7  | 10.29%            | 687,929     | 0              | 621,320        | 854,450        |              |
| <b>Average List Price</b>                                    |    | <b>236,675</b>    |             | <b>152,336</b> | <b>230,598</b> | <b>321,607</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                    |    | <b>68</b>         | <b>100%</b> | <b>236,675</b> | <b>11</b>      | <b>43</b>      | <b>14</b>    |
| <b>Total Closed Volume</b>                                   |    | <b>16,093,900</b> |             |                | <b>1.68M</b>   | <b>9.92M</b>   | <b>4.50M</b> |
|  |    |                   |             |                |                | <b>0.00B</b>   |              |



# July 2023



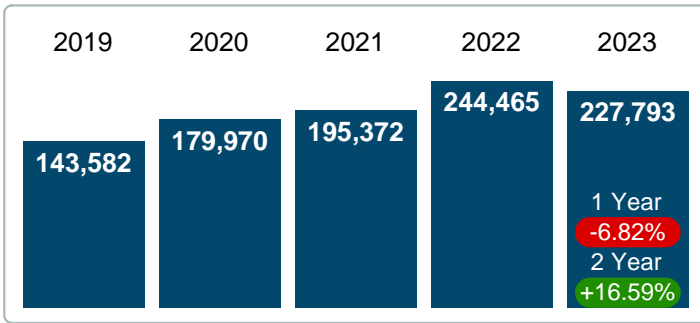
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



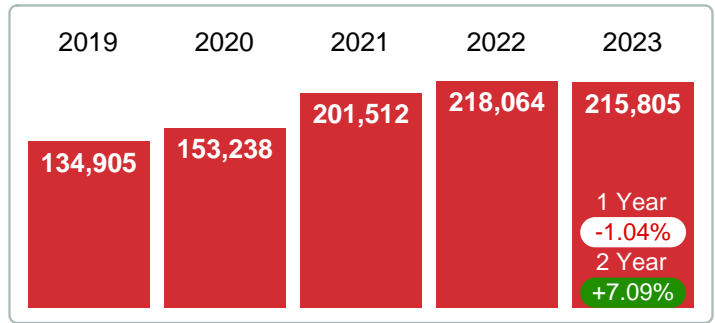
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 11, 2023 for MLS Technology Inc.

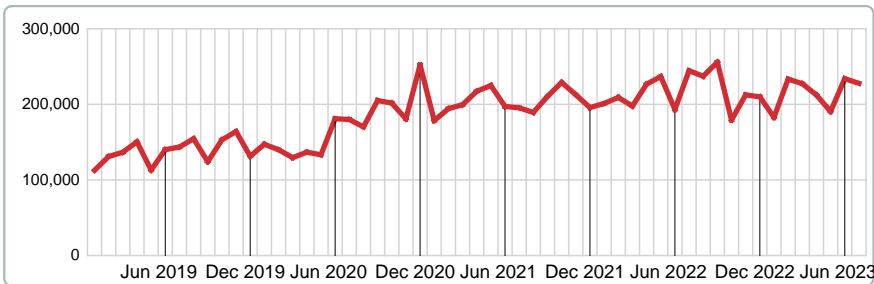
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

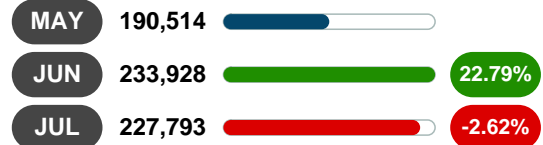


### 3 MONTHS

5 year JUL AVG = 198,236

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

Average Sold Price at Closing this month at **227,793** above the 5 yr JUL average of **198,236**



## 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      |
|--|-------------|-------------------|----------------|----------------|----------------|--------------|
| \$75,000 and less  | 7.35%       | 56,600            | 0              | 56,600         | 0              | 0            |
| \$75,001 - \$100,000   | 8.82%       | 93,400            | 92,500         | 95,100         | 90,100         | 0            |
| \$100,001 - \$150,000  | 23.53%      | 130,300           | 127,875        | 131,430        | 129,500        | 0            |
| \$150,001 - \$175,000  | 17.65%      | 160,150           | 158,967        | 159,714        | 163,450        | 0            |
| \$175,001 - \$250,000  | 16.18%      | 206,636           | 205,000        | 205,429        | 212,500        | 0            |
| \$250,001 - \$475,000  | 16.18%      | 330,173           | 0              | 342,817        | 315,000        | 0            |
| \$475,001 and up   | 10.29%      | 676,429           | 0              | 611,000        | 840,000        | 0            |
| <b>Average Sold Price</b>                                    |             | <b>227,793</b>    | <b>143,945</b> | <b>222,105</b> | <b>311,143</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>227,793</b>    | <b>11</b>      | <b>43</b>      | <b>14</b>      | <b>0</b>     |
| <b>Total Closed Volume</b>                                   |             | <b>15,489,900</b> | <b>1.58M</b>   | <b>9.55M</b>   | <b>4.36M</b>   | <b>0.00B</b> |

# July 2023



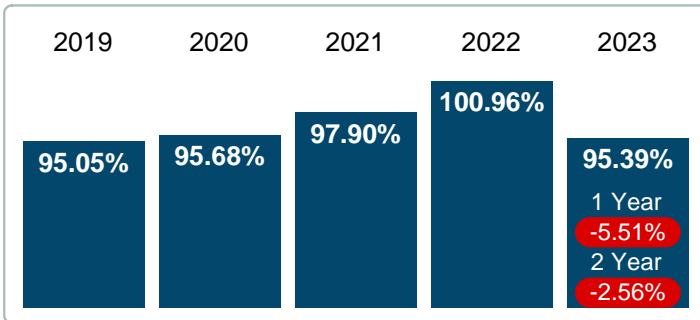
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



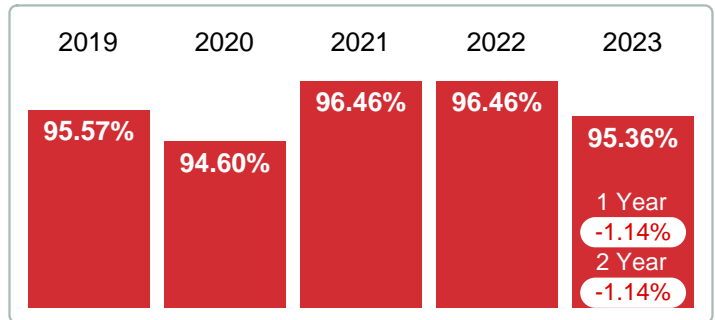
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2023 for MLS Technology Inc.

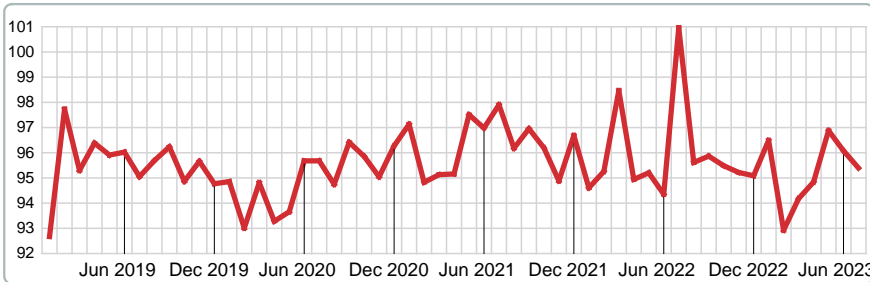
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

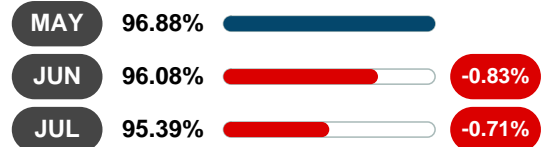


### 3 MONTHS

5 year JUL AVG = 97.00%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **95.39%** below the 5 yr JUL average of **97.00%**



## 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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$75,000 and less                              | 5  | 7.35%      | 83.66%  | 0.00%    | 83.66%  | 0.00%   | 0.00%   |
| \$75,001 - \$100,000                           | 6  | 8.82%      | 94.25%  | 98.48%   | 87.51%  | 106.00% | 0.00%   |
| \$100,001 - \$150,000                          | 16 | 23.53%     | 95.50%  | 95.47%   | 97.46%  | 85.77%  | 0.00%   |
| \$150,001 - \$175,000                          | 12 | 17.65%     | 95.45%  | 94.94%   | 95.04%  | 97.65%  | 0.00%   |
| \$175,001 - \$250,000                          | 11 | 16.18%     | 99.67%  | 92.20%   | 102.28% | 98.02%  | 0.00%   |
| \$250,001 - \$475,000                          | 11 | 16.18%     | 95.06%  | 0.00%    | 94.18%  | 96.13%  | 0.00%   |
| \$475,001 and up                               | 7  | 10.29%     | 98.21%  | 0.00%    | 98.26%  | 98.09%  | 0.00%   |
| Average Sold/List Ratio                        |    | 95.40%     |         | 95.28%   | 95.19%  | 96.12%  | 0.00%   |
| Total Closed Units                             |    | 68         | 100%    | 11       | 43      | 14      |         |
| Total Closed Volume                            |    | 15,489,900 |         | 1.58M    | 9.55M   | 4.36M   | 0.00B   |

# July 2023



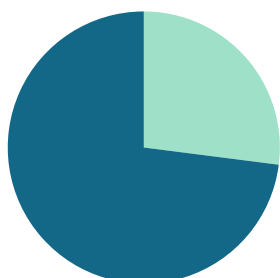
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

### INVENTORY

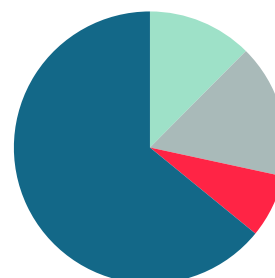


**Inventory**  
 New Listings  
**127 = 27.02%**  
 Start Inventory  
**343**  
 Total Inventory Units  
**470**  
 Volume  
**\$171,552,676**

### Market Activity

Closed Sales  
**68 = 12.45%**  
 Pending Sales  
**87 = 15.93%**  
 Other Off Market  
**41 = 7.51%**  
 Active Inventory  
**350 = 64.10%**

### MARKET ACTIVITY



| Compared Metrics                               | July    |         |         | Year to Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2022    | 2023    | +/-%    | 2022         | 2023    | +/-%    |
| Closed Sales                                   | 105     | 68      | -35.24% | 579          | 465     | -19.69% |
| Pending Sales                                  | 85      | 87      | 2.35%   | 590          | 552     | -6.44%  |
| New Listings                                   | 150     | 127     | -15.33% | 878          | 824     | -6.15%  |
| Average List Price                             | 250,399 | 236,675 | -5.48%  | 225,973      | 226,613 | 0.28%   |
| Average Sale Price                             | 244,465 | 227,793 | -6.82%  | 218,064      | 215,805 | -1.04%  |
| Average Percent of Selling Price to List Price | 100.96% | 95.39%  | -5.51%  | 96.46%       | 95.36%  | -1.14%  |
| Average Days on Market to Sale                 | 36.77   | 55.75   | 51.61%  | 41.38        | 54.89   | 32.67%  |
| Monthly Inventory                              | 351     | 350     | -0.28%  | 351          | 350     | -0.28%  |
| Months Supply of Inventory                     | 4.00    | 4.90    | 22.64%  | 4.00         | 4.90    | 22.64%  |

**Absorption:** Last 12 months, an Average of 71 Sales/Month

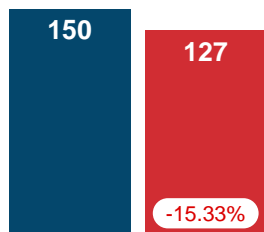
**Inventory on July 31, 2023 = 350**

2022 2023

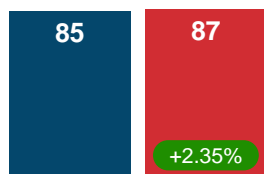
### JULY MARKET

### AVERAGE PRICES

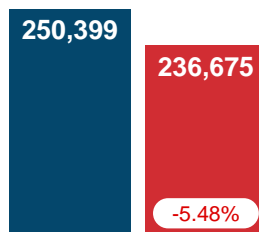
#### New Listings



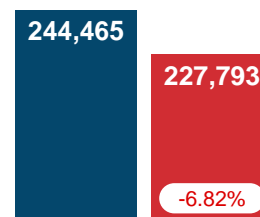
#### Pending Listings



#### List Price



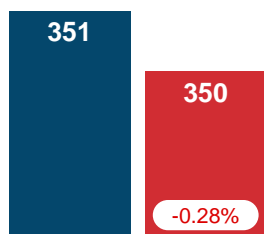
#### Sale Price



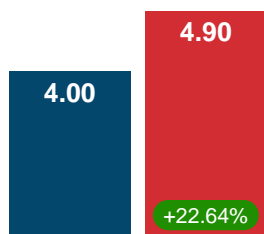
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

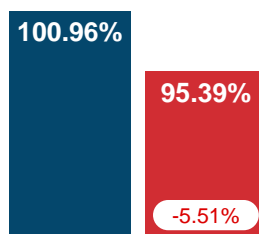
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

