

## June 2023



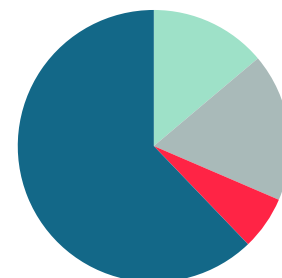
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,  
Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	78	74	-5.13%
Pending Listings	93	94	1.08%
New Listings	134	134	0.00%
Average List Price	200,565	248,884	24.09%
Average Sale Price	193,278	235,940	22.07%
Average Percent of Selling Price to List Price	94.35%	96.02%	1.77%
Average Days on Market to Sale	37.73	55.84	47.99%
End of Month Inventory	310	332	7.10%
Months Supply of Inventory	3.58	4.46	24.49%



■ Closed (13.86%)  
■ Pending (17.60%)  
■ Other OffMarket (6.37%)  
■ Active (62.17%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of June 30, 2023 = **332**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2023 rose **7.10%** to 332 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **4.46** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **22.07%** in June 2023 to \$235,940 versus the previous year at \$193,278.

##### Average Days on Market Lengthens

The average number of **55.84** days that homes spent on the market before selling increased by 18.11 days or **47.99%** in June 2023 compared to last year's same month at **37.73** DOM.

##### Sales Success for June 2023 is Positive

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

There were 134 New Listings in June 2023, down **0.00%** from last year at 134. Furthermore, there were 74 Closed Listings this month versus last year at 78, a **-5.13%** decrease.

Closed versus Listed trends yielded a **55.2%** ratio, down from previous year's, June 2022, at **58.2%**, a **5.13%** downswing. This will certainly create pressure on an increasing Month's 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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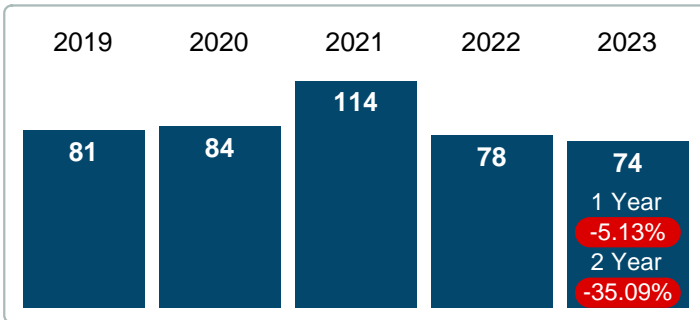
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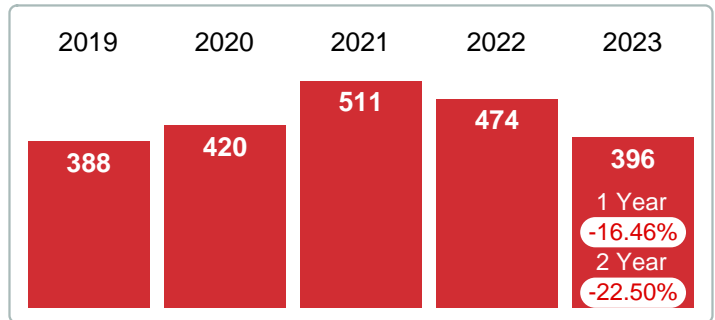
## CLOSED LISTINGS

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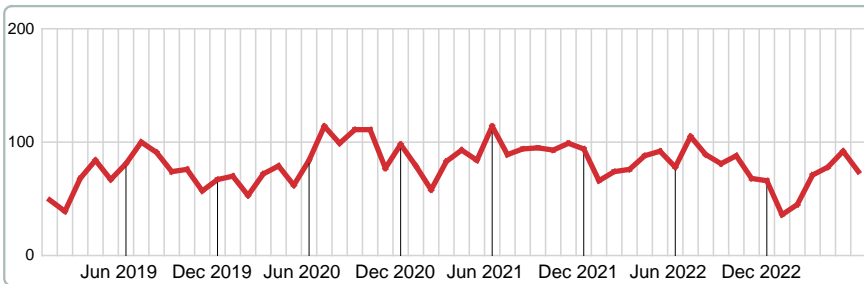
### JUNE



### YEAR TO DATE (YTD)

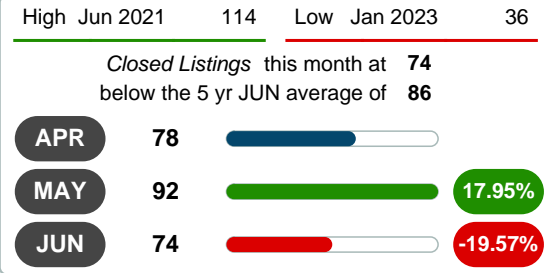


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 86



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.41%	80.3	1	2	1	0
\$50,001 - \$100,000	12	16.22%	47.7	6	5	1	0
\$100,001 - \$150,000	9	12.16%	80.9	3	5	1	0
\$150,001 - \$250,000	21	28.38%	47.6	3	16	2	0
\$250,001 - \$300,000	11	14.86%	58.3	0	7	4	0
\$300,001 - \$400,000	9	12.16%	19.1	1	6	2	0
\$400,001 and up	8	10.81%	87.3	3	2	2	1
<b>Total Closed Units</b>	<b>74</b>			<b>17</b>	<b>43</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>17,459,586</b>	<b>100%</b>	<b>55.8</b>	<b>3.76M</b>	<b>9.15M</b>	<b>3.96M</b>	<b>585.00K</b>
<b>Average Closed Price</b>	<b>\$235,940</b>			<b>\$221,427</b>	<b>\$212,852</b>	<b>\$304,438</b>	<b>\$585,000</b>

# June 2023



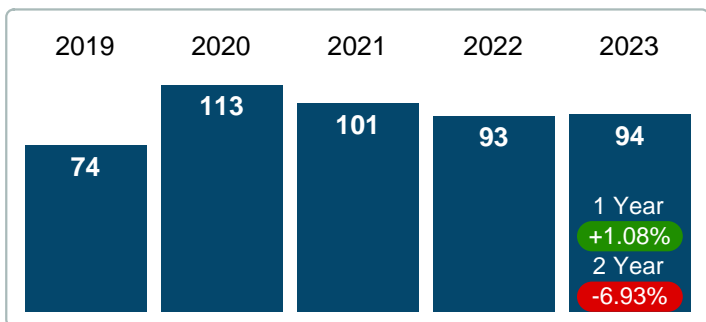
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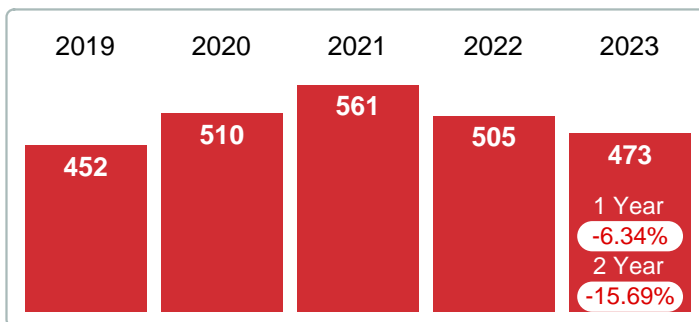
## PENDING LISTINGS

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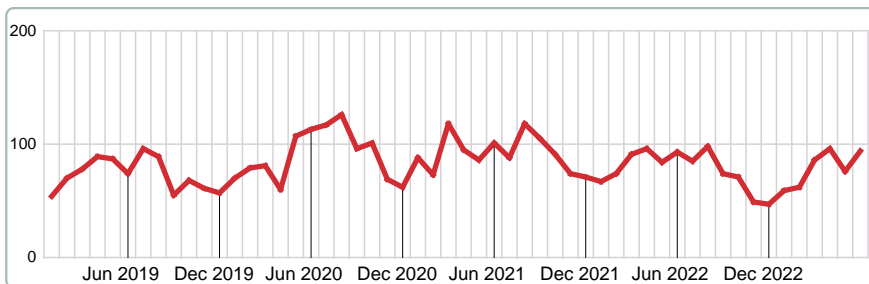
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 95

High Aug 2020 126 Low Dec 2022 47

Pending Listings this month at 94 below the 5 yr JUN average of 95



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.26%	26.3	1	3	0	0
\$50,001 - \$100,000	15	15.96%	45.2	3	12	0	0
\$100,001 - \$150,000	14	14.89%	48.8	3	11	0	0
\$150,001 - \$200,000	24	25.53%	67.1	4	15	5	0
\$200,001 - \$300,000	15	15.96%	77.1	2	7	5	1
\$300,001 - \$575,000	12	12.77%	59.9	0	9	3	0
\$575,001 and up	10	10.64%	59.5	0	6	2	2
<b>Total Pending Units</b>	<b>94</b>			<b>13</b>	<b>63</b>	<b>15</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>22,736,499</b>	<b>100%</b>	<b>32.3</b>	<b>1.74M</b>	<b>14.28M</b>	<b>5.14M</b>	<b>1.57M</b>
<b>Average Listing Price</b>	<b>\$223,971</b>			<b>\$134,085</b>	<b>\$226,686</b>	<b>\$342,500</b>	<b>\$524,900</b>

# June 2023



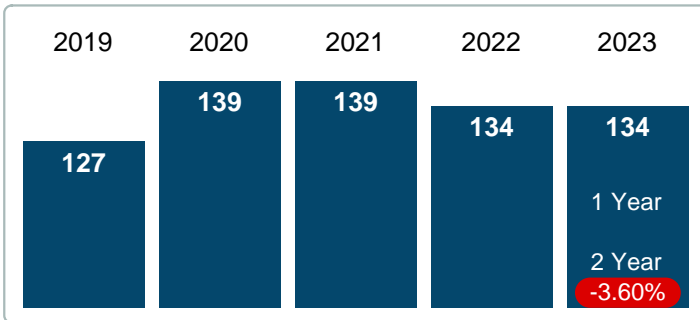
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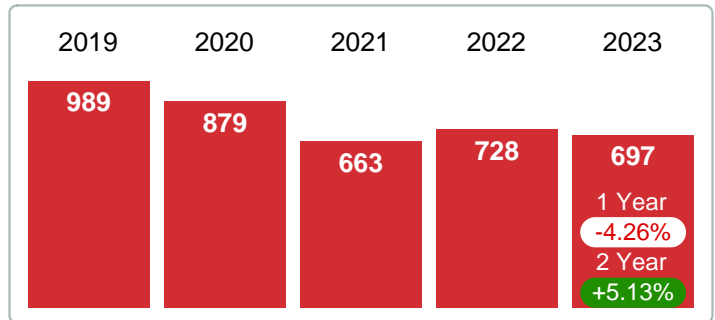
## NEW LISTINGS

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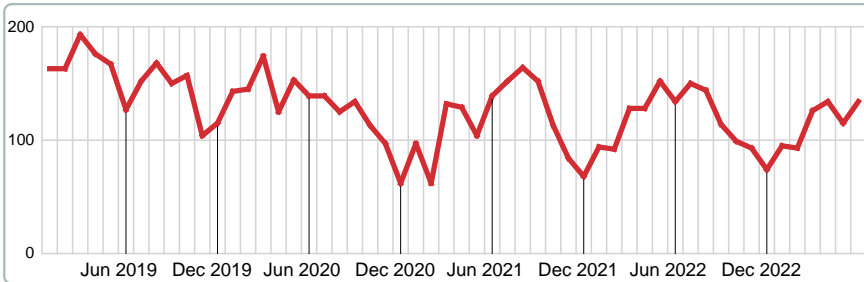
### JUNE



### YEAR TO DATE (YTD)

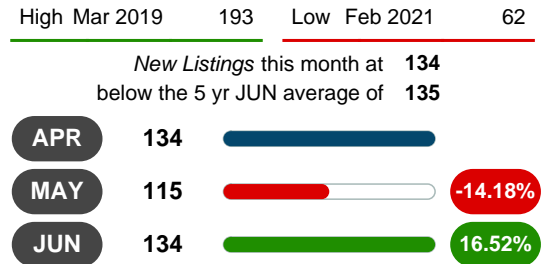


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 135



### 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	12	8.96%	4	8	0	0
\$75,001 - \$125,000	16	11.94%	4	10	2	0
\$125,001 - \$150,000	9	6.72%	3	6	0	0
\$150,001 - \$275,000	43	32.09%	6	27	8	2
\$275,001 - \$475,000	24	17.91%	4	15	4	1
\$475,001 - \$950,000	17	12.69%	3	7	4	3
\$950,001 and up	13	9.70%	1	3	6	3
<b>Total New Listed Units</b>	<b>134</b>		<b>25</b>	<b>76</b>	<b>24</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>53,003,773</b>	<b>100%</b>	<b>6.64M</b>	<b>24.46M</b>	<b>14.22M</b>	<b>7.69M</b>
<b>Average New Listed Listing Price</b>	<b>\$260,633</b>		<b>\$265,488</b>	<b>\$321,899</b>	<b>\$592,383</b>	<b>\$853,897</b>

# June 2023



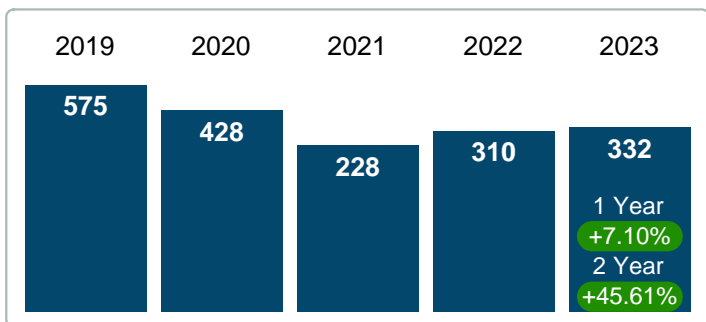
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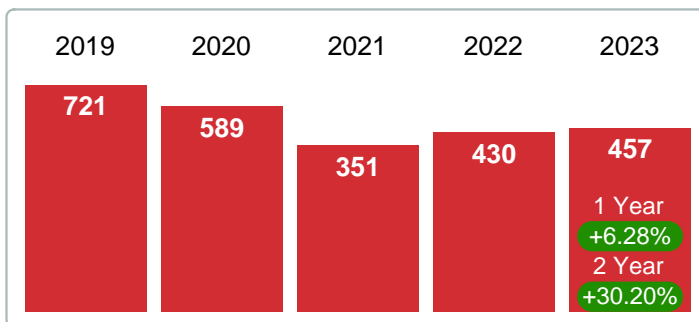
## ACTIVE INVENTORY

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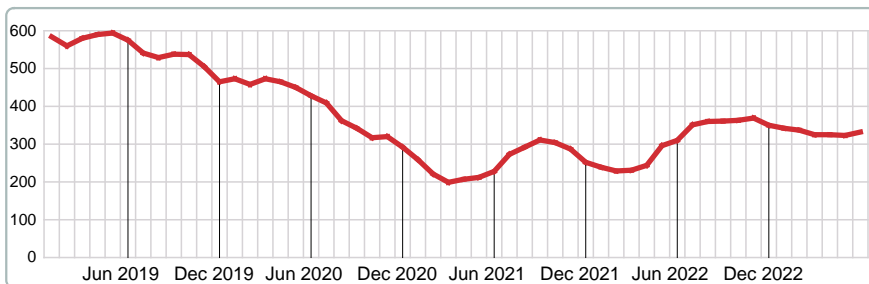
### END OF JUNE



### ACTIVE DURING JUNE

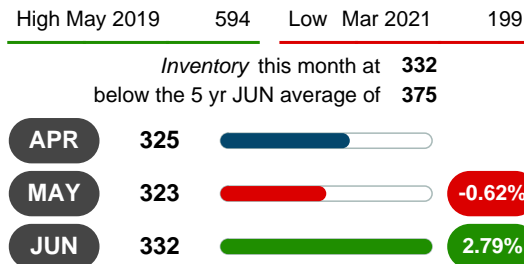


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 375



### 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	<b>26</b>	7.83%	83.8	13	13	0	0
\$75,001 - \$125,000	<b>37</b>	11.14%	85.7	11	21	3	2
\$125,001 - \$175,000	<b>61</b>	18.37%	82.5	15	37	7	2
\$175,001 - \$300,000	<b>79</b>	23.80%	72.6	9	48	21	1
\$300,001 - \$475,000	<b>52</b>	15.66%	72.8	7	28	11	6
\$475,001 - \$925,000	<b>42</b>	12.65%	83.0	7	17	12	6
\$925,001 and up	<b>35</b>	10.54%	74.2	3	4	20	8
Total Active Inventory by Units			332	65	168	74	25
Total Active Inventory by Volume			135,103,214	19.43M	51.16M	45.23M	19.28M
Average Active Inventory Listing Price			\$406,937	\$298,900	\$304,516	\$611,281	\$771,251

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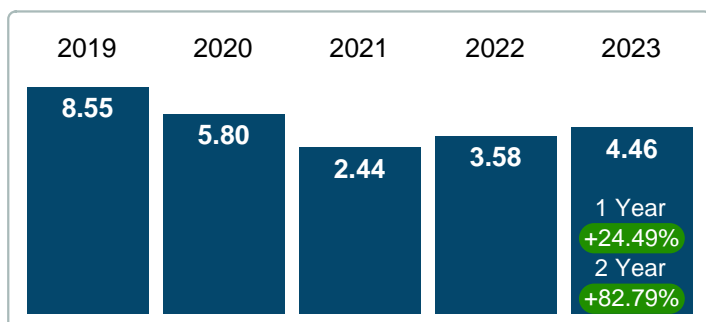
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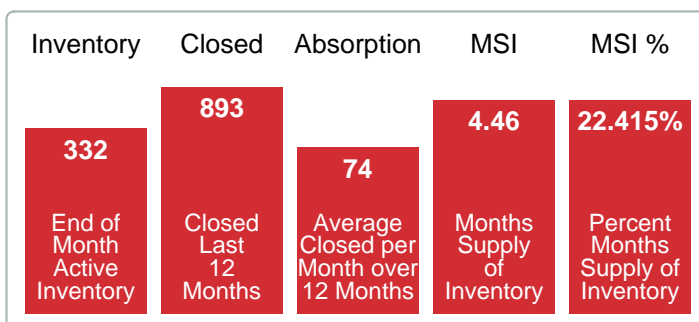
## MONTHS SUPPLY of INVENTORY (MSI)

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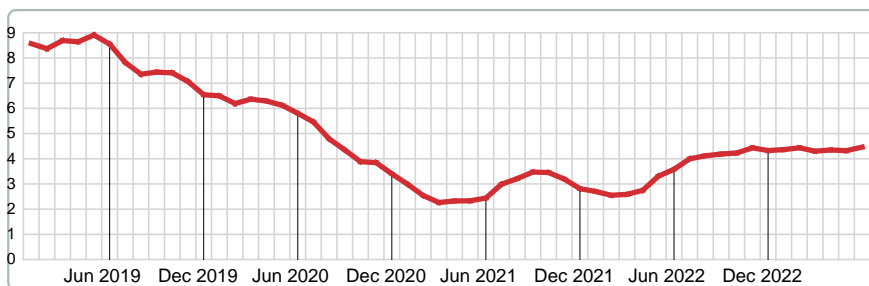
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

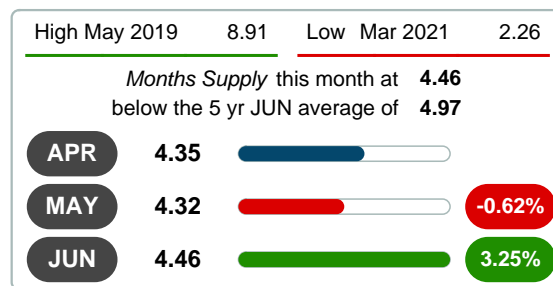


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 4.97



### 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	26	7.83%	2.24	2.44	2.29	0.00	0.00
\$75,001 - \$125,000	37	11.14%	3.10	2.93	2.86	3.60	0.00
\$125,001 - \$175,000	61	18.37%	3.89	7.20	3.15	4.00	24.00
\$175,001 - \$300,000	79	23.80%	3.63	3.38	3.56	4.00	3.00
\$300,001 - \$475,000	52	15.66%	6.12	7.00	7.64	3.22	14.40
\$475,001 - \$925,000	42	12.65%	10.50	21.00	10.74	6.86	18.00
\$925,001 and up	35	10.54%	35.00	36.00	8.00	60.00	96.00
Market Supply of Inventory (MSI)			4.46	4.26	3.82	5.41	16.67
Total Active Inventory by Units		100%	4.46	65	168	74	25

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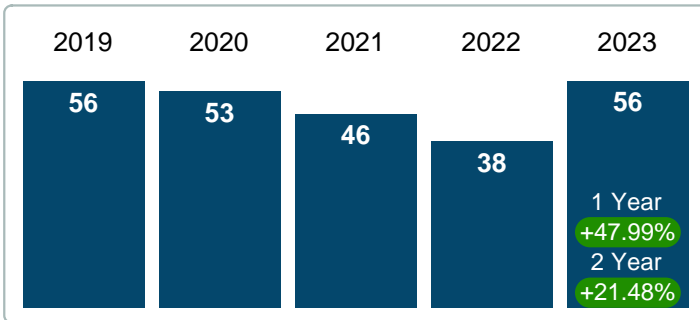
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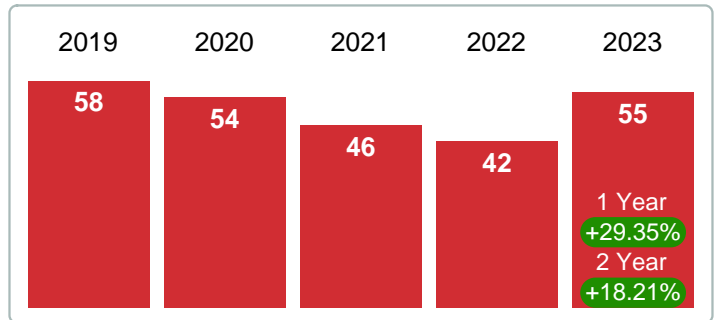
## AVERAGE DAYS ON MARKET TO SALE

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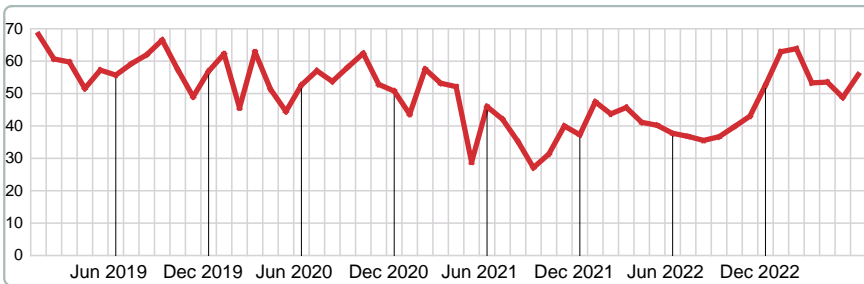
### JUNE



### YEAR TO DATE (YTD)

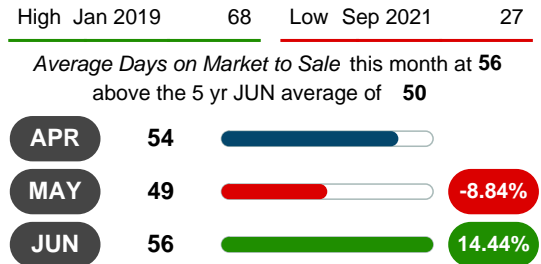


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 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
\$50,000 and less	5.41%	80	63	8	242	0
\$50,001 - \$100,000	16.22%	48	54	44	27	0
\$100,001 - \$150,000	12.16%	81	27	103	131	0
\$150,001 - \$250,000	28.38%	48	124	34	39	0
\$250,001 - \$300,000	14.86%	58	0	68	41	0
\$300,001 - \$400,000	12.16%	19	7	19	26	0
\$400,001 and up	10.81%	87	94	128	35	92
<b>Average Closed DOM</b>		<b>56</b>	<b>66</b>	<b>50</b>	<b>59</b>	<b>92</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>56</b>	<b>17</b>	<b>43</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>17,459,586</b>	<b>3.76M</b>	<b>9.15M</b>	<b>3.96M</b>	<b>585.00K</b>

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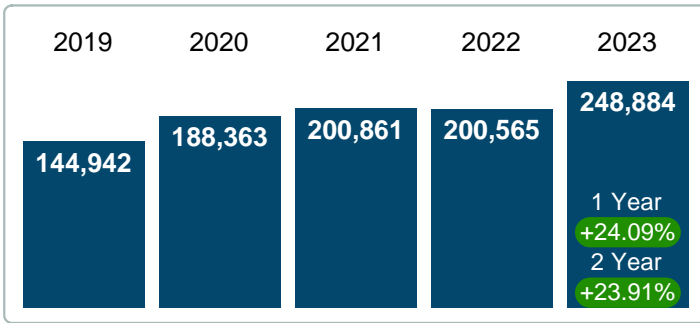
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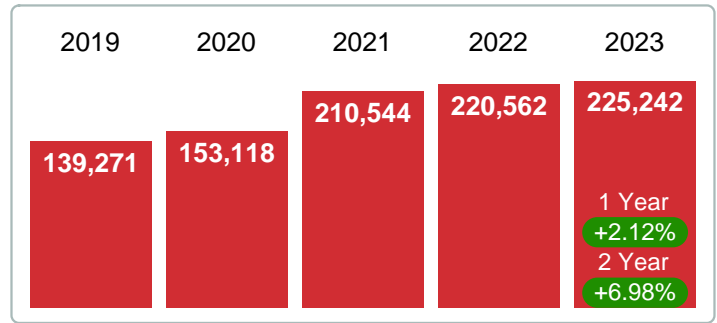
## AVERAGE LIST PRICE AT CLOSING

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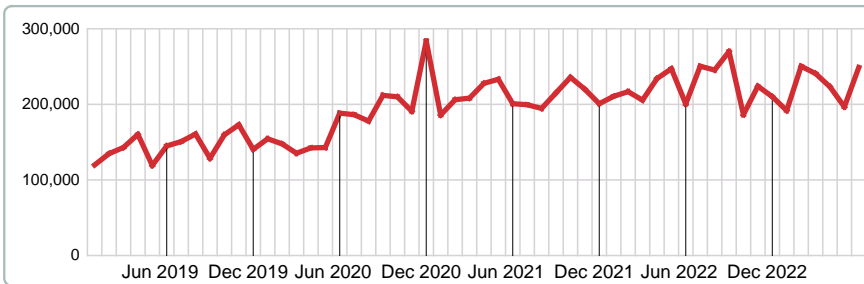
### JUNE



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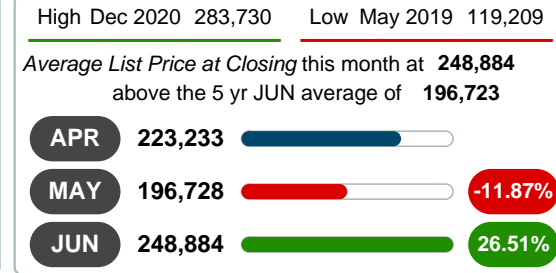


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 196,723



### 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		
\$50,000 and less	3	4.05%	39,967	55,000	37,450	45,000	0	
\$50,001 - \$100,000	13	17.57%	74,669	77,833	73,960	78,900	0	
\$100,001 - \$150,000	7	9.46%	134,243	139,933	138,960	155,000	0	
\$150,001 - \$250,000	23	31.08%	196,657	218,267	195,844	202,450	0	
\$250,001 - \$300,000	11	14.86%	284,327	0	284,400	284,200	0	
\$300,001 - \$400,000	6	8.11%	341,933	410,000	359,450	369,450	0	
\$400,001 and up	11	14.86%	607,709	784,667	528,950	737,450	544,000	
Average List Price		248,884		256,506	220,428	310,338	544,000	
Total Closed Units		74	100%	248,884	17	43	13	1
Total Closed Volume		18,417,400			4.36M	9.48M	4.03M	544.00K



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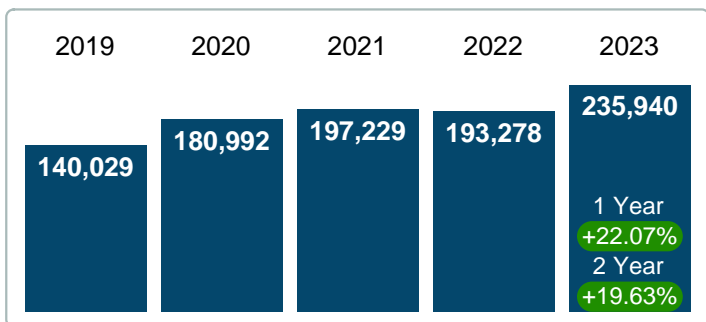
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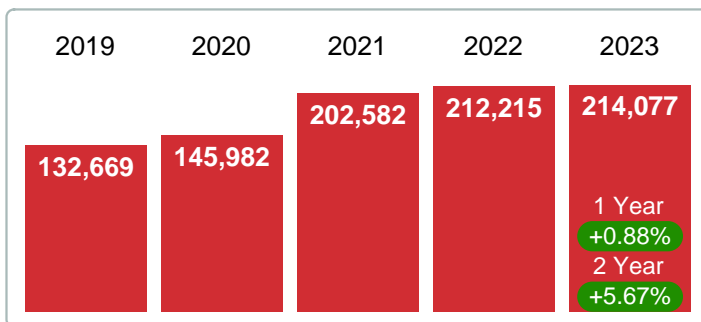
## AVERAGE SOLD PRICE AT CLOSING

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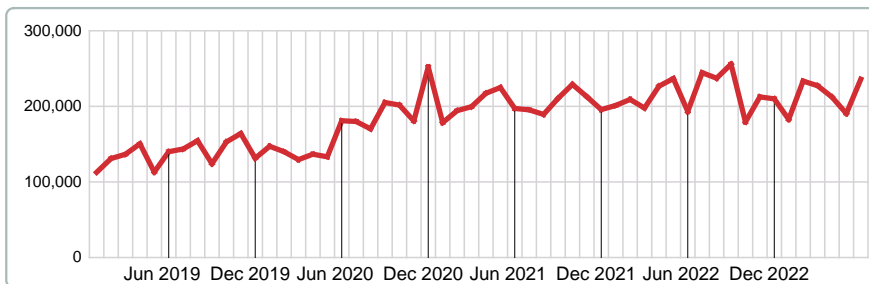
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

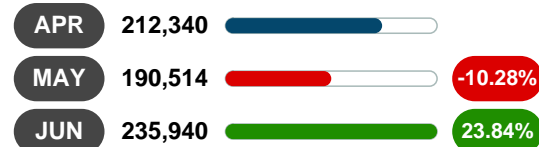


### 3 MONTHS

5 year JUN AVG = 189,494

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

Average Sold Price at Closing this month at **235,940** above the 5 yr JUN average of **189,494**



### 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
\$50,000 and less	5.41%	40,000	50,000	34,000	42,000	0
\$50,001 - \$100,000	16.22%	73,083	73,167	70,200	87,000	0
\$100,001 - \$150,000	12.16%	131,409	130,753	128,083	150,000	0
\$150,001 - \$250,000	28.38%	196,300	207,667	191,582	217,000	0
\$250,001 - \$300,000	14.86%	272,582	0	274,857	268,600	0
\$300,001 - \$400,000	12.16%	355,756	400,000	349,817	351,450	0
\$400,001 and up	10.81%	614,675	620,000	502,500	733,700	585,000
<b>Average Sold Price</b>		<b>235,940</b>	<b>221,427</b>	<b>212,852</b>	<b>304,438</b>	<b>585,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>235,940</b>	<b>17</b>	<b>43</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>17,459,586</b>	<b>3.76M</b>	<b>9.15M</b>	<b>3.96M</b>	<b>585.00K</b>

# June 2023

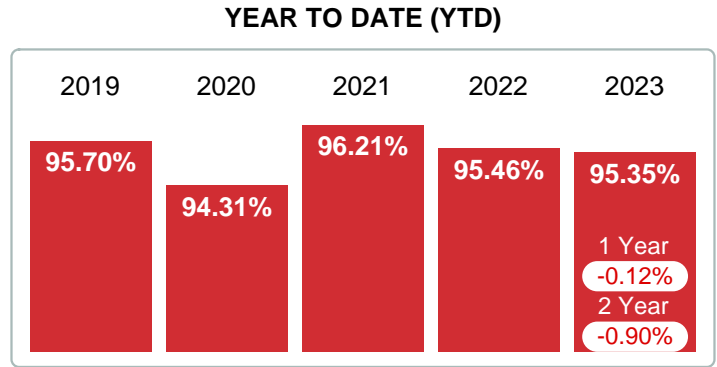
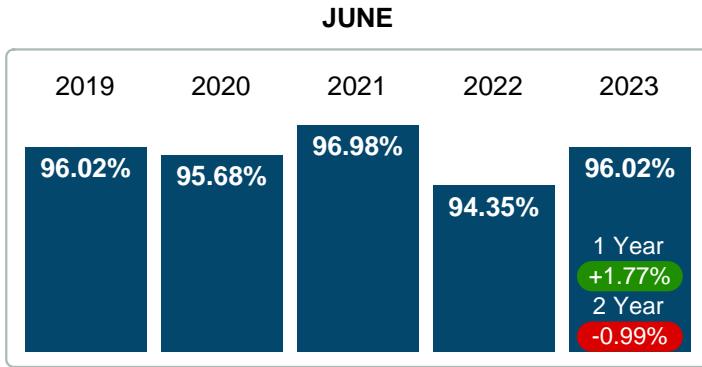


Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type

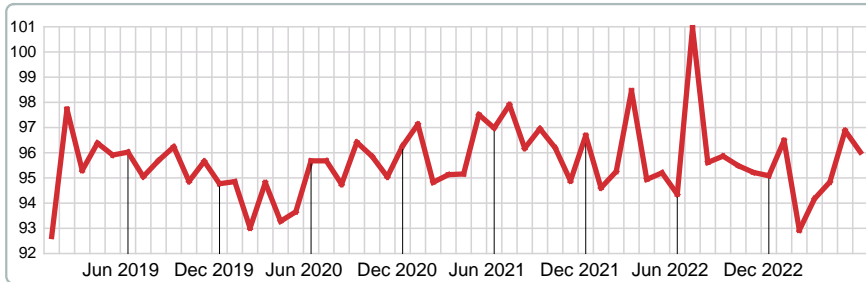


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 13, 2023 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

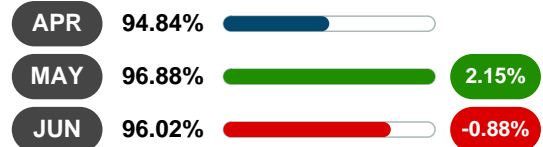


### 3 MONTHS

5 year JUN AVG = 95.81%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **96.02%** equal to 5 yr JUN average of **95.81%**



## 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
\$50,000 and less	4	5.41%	89.11%	90.91%	86.10%	93.33%	0.00%
\$50,001 - \$100,000	12	16.22%	95.99%	94.33%	95.13%	110.27%	0.00%
\$100,001 - \$150,000	9	12.16%	93.61%	94.09%	92.68%	96.77%	0.00%
\$150,001 - \$250,000	21	28.38%	98.52%	95.41%	97.99%	107.48%	0.00%
\$250,001 - \$300,000	11	14.86%	96.04%	0.00%	96.76%	94.76%	0.00%
\$300,001 - \$400,000	9	12.16%	97.10%	97.56%	97.46%	95.80%	0.00%
\$400,001 and up	8	10.81%	94.46%	86.50%	94.75%	99.57%	107.54%
Average Sold/List Ratio		96.00%		93.09%	96.06%	98.86%	107.54%
Total Closed Units		74	100%	17	43	13	1
Total Closed Volume		17,459,586		3.76M	9.15M	3.96M	585.00K

# June 2023



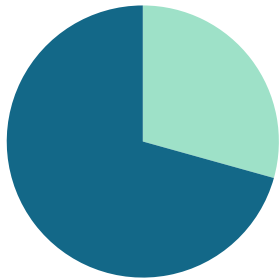
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

### INVENTORY

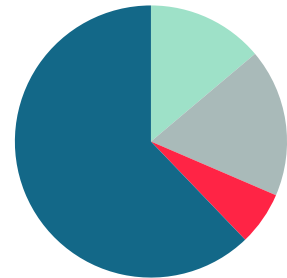


**Inventory**  
 New Listings  
**134 = 29.32%**  
 Start Inventory  
**323**  
 Total Inventory Units  
**457**  
 Volume  
**\$166,150,113**

### Market Activity

Closed Sales  
**74 = 13.86%**  
 Pending Sales  
**94 = 17.60%**  
 Other Off Market  
**34 = 6.37%**  
 Active Inventory  
**332 = 62.17%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	78	74	-5.13%	474	396	-16.46%
Pending Sales	93	94	1.08%	505	473	-6.34%
New Listings	134	134	0.00%	728	697	-4.26%
Average List Price	200,565	248,884	24.09%	220,562	225,242	2.12%
Average Sale Price	193,278	235,940	22.07%	212,215	214,077	0.88%
Average Percent of Selling Price to List Price	94.35%	96.02%	1.77%	95.46%	95.35%	-0.12%
Average Days on Market to Sale	37.73	55.84	47.99%	42.40	54.84	29.35%
Monthly Inventory	310	332	7.10%	310	332	7.10%
Months Supply of Inventory	3.58	4.46	24.49%	3.58	4.46	24.49%

**Absorption:** Last 12 months, an Average of **74** Sales/Month

**Inventory** on June 30, 2023 = **332**

**2022** **2023**

### JUNE MARKET

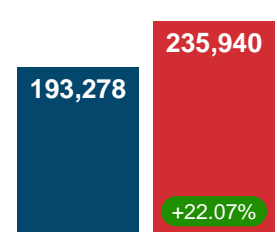
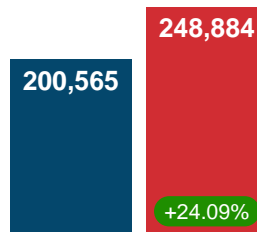
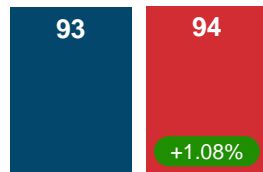
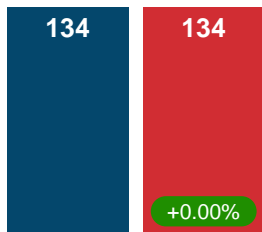
### AVERAGE PRICES

#### 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

