

March 2023



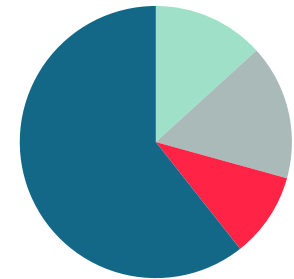
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	76	71	-6.58%
Pending Listings	91	86	-5.49%
New Listings	128	126	-1.56%
Median List Price	154,750	179,900	16.25%
Median Sale Price	154,750	159,600	3.13%
Median Percent of Selling Price to List Price	96.49%	96.49%	0.00%
Median Days on Market to Sale	25.00	38.00	52.00%
End of Month Inventory	231	325	40.69%
Months Supply of Inventory	2.59	4.30	66.13%



■ Closed (13.25%)
■ Pending (16.04%)
■ Other OffMarket (10.07%)
■ Active (60.63%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of March 31, 2023 = **325**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **40.69%** to 325 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **4.30** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.13%** in March 2023 to \$159,600 versus the previous year at \$154,750.

Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 13.00 days or **52.00%** in March 2023 compared to last year's same month at **25.00** DOM.

Sales Success for March 2023 is Positive

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

There were 126 New Listings in March 2023, down **1.56%** from last year at 128. Furthermore, there were 71 Closed Listings this month versus last year at 76, a **-6.58%** decrease.

Closed versus Listed trends yielded a **56.3%** ratio, down from previous year's, March 2022, at **59.4%**, a **5.10%** 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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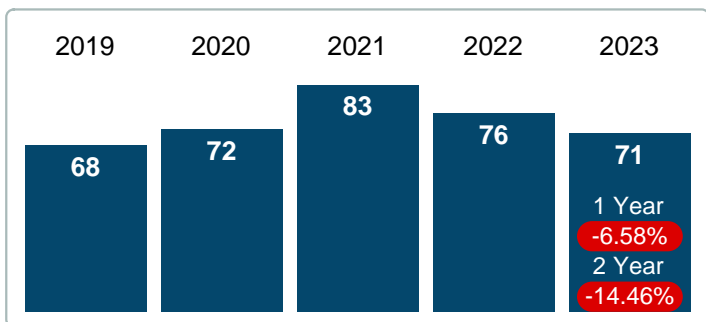
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



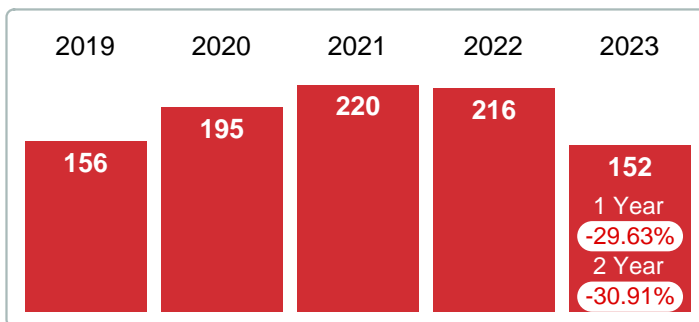
CLOSED LISTINGS

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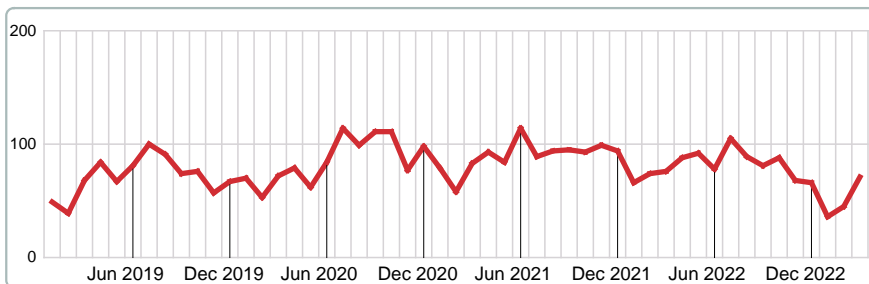
MARCH



YEAR TO DATE (YTD)

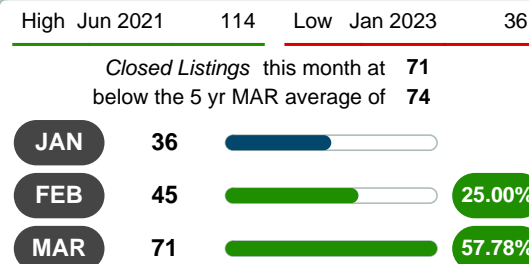


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.63%	27.0	4	0	0	0
\$25,001 - \$75,000	7	9.86%	19.0	4	3	0	0
\$75,001 - \$125,000	10	14.08%	41.0	4	6	0	0
\$125,001 - \$225,000	21	29.58%	37.0	1	19	0	1
\$225,001 - \$300,000	13	18.31%	60.0	0	11	2	0
\$300,001 - \$450,000	7	9.86%	13.0	1	5	1	0
\$450,001 and up	9	12.68%	54.0	1	3	5	0
Total Closed Units	71			15	47	8	1
Total Closed Volume	16,141,775	100%	38.0	1.57M	10.49M	3.88M	199.90K
Median Closed Price	\$159,600			\$74,000	\$175,000	\$517,500	\$199,900

March 2023



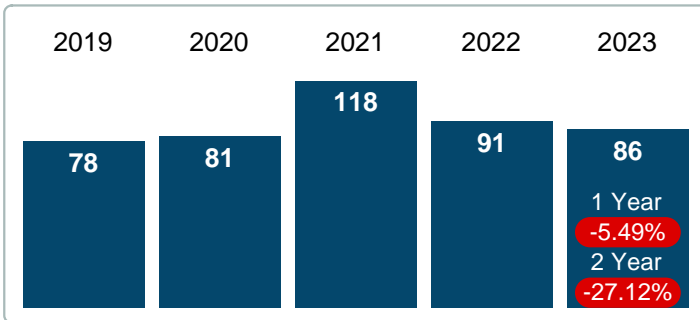
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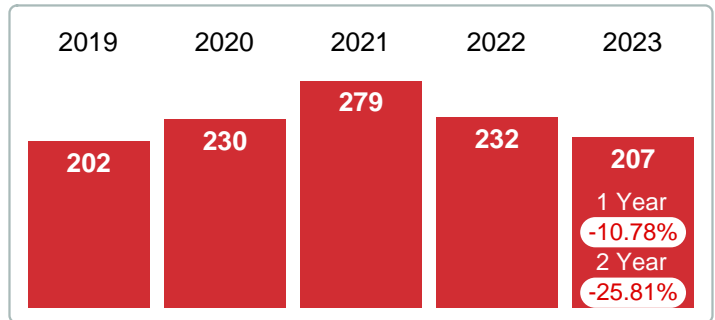
PENDING LISTINGS

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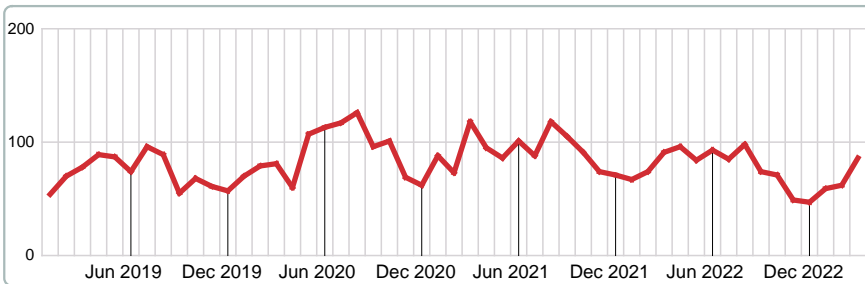
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

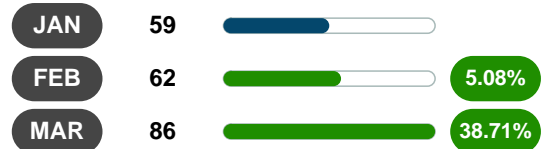


3 MONTHS

5 year MAR AVG = 91

High Aug 2020 126 Low Dec 2022 47

Pending Listings this month at **86**
below the 5 yr MAR average of **91**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.30%	12.0	3	5	0	0
\$50,001 - \$75,000	4	4.65%	44.5	3	1	0	0
\$75,001 - \$125,000	15	17.44%	50.0	4	9	1	1
\$125,001 - \$200,000	25	29.07%	25.0	2	18	5	0
\$200,001 - \$275,000	10	11.63%	26.5	1	8	1	0
\$275,001 - \$425,000	15	17.44%	22.0	2	7	6	0
\$425,001 and up	9	10.47%	144.0	1	3	4	1
Total Pending Units	86			16	51	17	2
Total Pending Volume	19,829,398	100%	35.5	2.38M	11.85M	4.97M	623.80K
Median Listing Price	\$174,700			\$107,250	\$170,000	\$285,000	\$311,900

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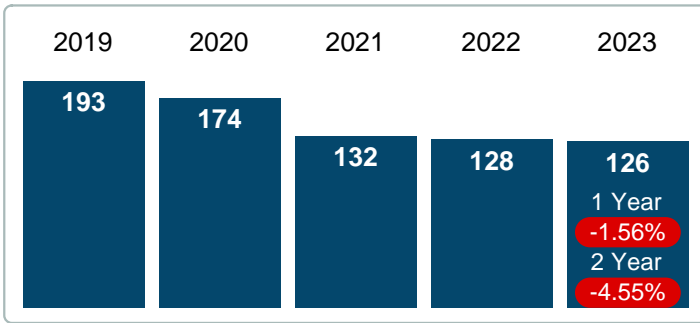
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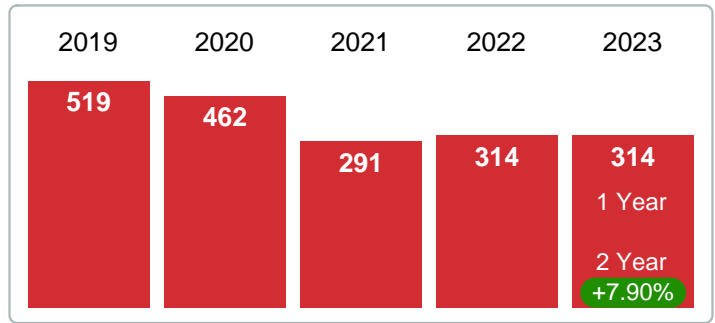
NEW LISTINGS

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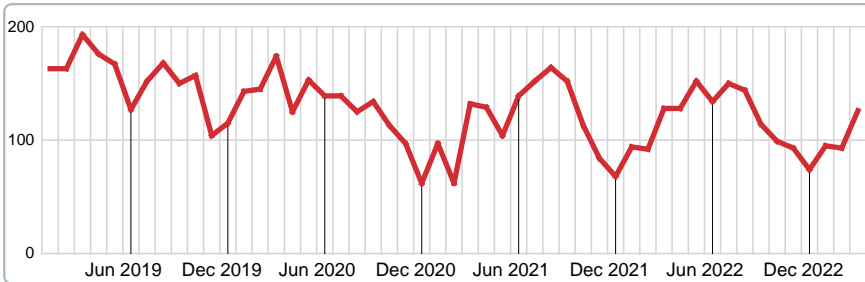
MARCH



YEAR TO DATE (YTD)

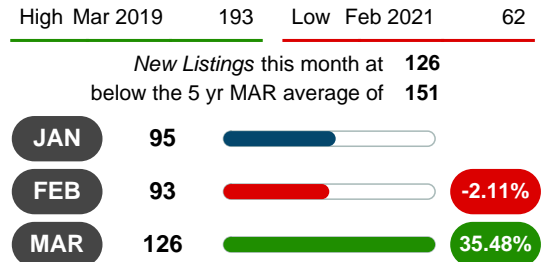


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 151



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	8	6.35%	2	6	0	0
\$50,001 - \$100,000	18	14.29%	11	6	1	0
\$100,001 - \$150,000	20	15.87%	5	15	0	0
\$150,001 - \$225,000	29	23.02%	4	18	6	1
\$225,001 - \$325,000	20	15.87%	2	11	7	0
\$325,001 - \$625,000	17	13.49%	1	10	6	0
\$625,001 and up	14	11.11%	1	3	4	6
Total New Listed Units	126		26	69	24	7
Total New Listed Volume	38,851,388	100%	6.04M	15.29M	9.75M	7.77M
Median New Listed Listing Price	\$195,250		\$104,500	\$195,000	\$304,450	\$1,150,000

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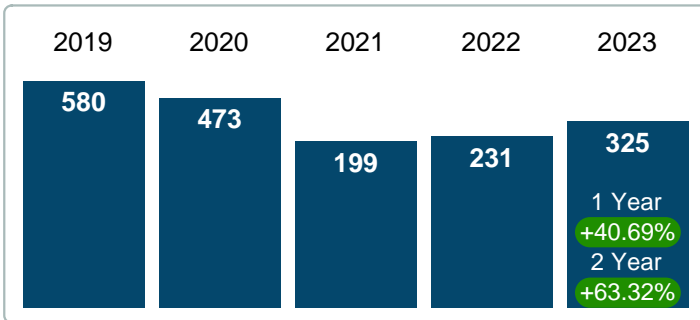
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



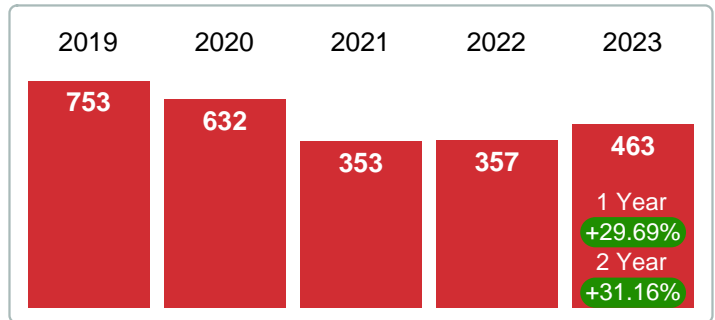
ACTIVE INVENTORY

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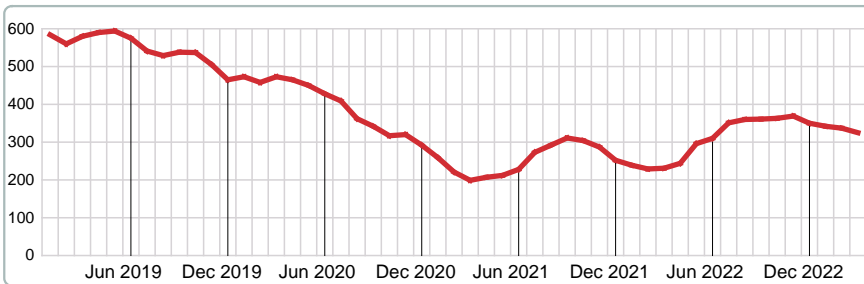
END OF MARCH



ACTIVE DURING MARCH

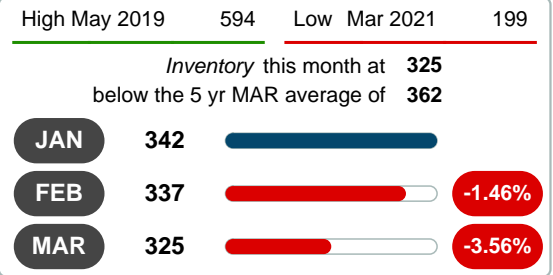


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 362



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	31	9.54%	35.0	15	15	1	0	
\$75,001 - \$125,000	43	13.23%	70.0	12	27	2	2	
\$125,001 - \$150,000	28	8.62%	61.5	9	17	1	1	
\$150,001 - \$250,000	99	30.46%	72.0	16	59	21	3	
\$250,001 - \$375,000	47	14.46%	70.0	1	24	20	2	
\$375,001 - \$725,000	44	13.54%	66.0	7	26	5	6	
\$725,001 and up	33	10.15%	113.0	2	7	18	6	
Total Active Inventory by Units		325		62	175	68	20	
Total Active Inventory by Volume		124,197,136	100%	70.0	14.36M	49.45M	37.86M	22.52M
Median Active Inventory Listing Price		\$200,000			\$137,250	\$195,000	\$282,450	\$532,000

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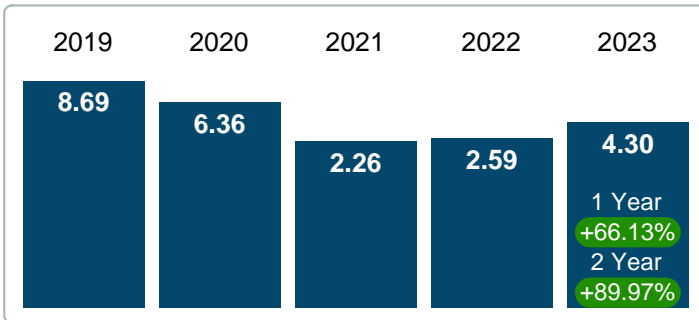
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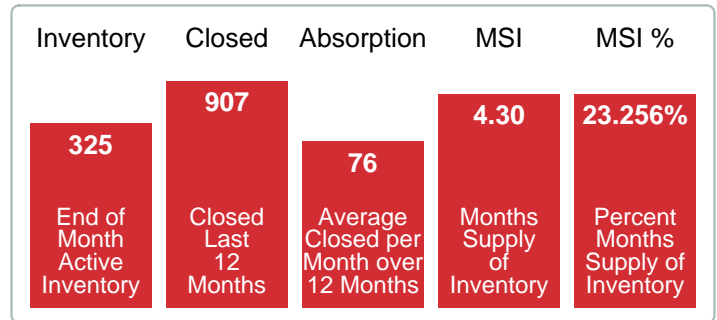
MONTHS SUPPLY of INVENTORY (MSI)

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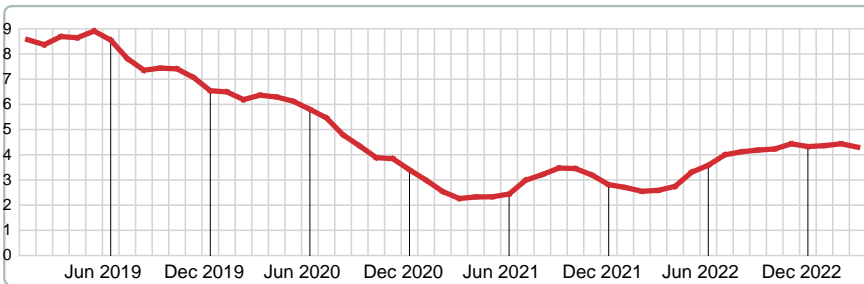
MSI FOR MARCH



INDICATORS FOR MARCH 2023

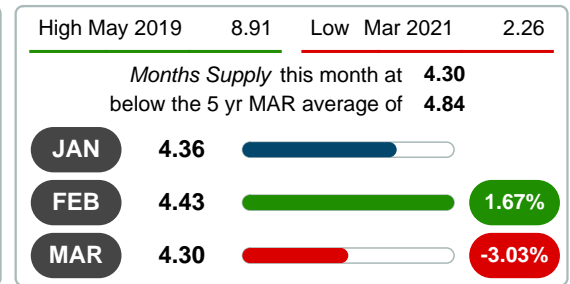


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.84



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	31	9.54%	2.38	2.54	2.34	3.00	0.00
\$75,001 - \$125,000	43	13.23%	3.49	2.77	3.64	3.43	0.00
\$125,001 - \$150,000	28	8.62%	3.14	9.00	2.43	1.20	12.00
\$150,001 - \$250,000	99	30.46%	4.93	5.82	4.29	6.30	12.00
\$250,001 - \$375,000	47	14.46%	4.03	1.20	4.11	4.62	3.00
\$375,001 - \$725,000	44	13.54%	6.14	10.50	6.93	2.22	12.00
\$725,001 and up	33	10.15%	13.66	0.00	6.00	18.00	24.00
Market Supply of Inventory (MSI)			4.30	4.00	3.86	5.37	9.60
Total Active Inventory by Units		100%	4.30	62	175	68	20

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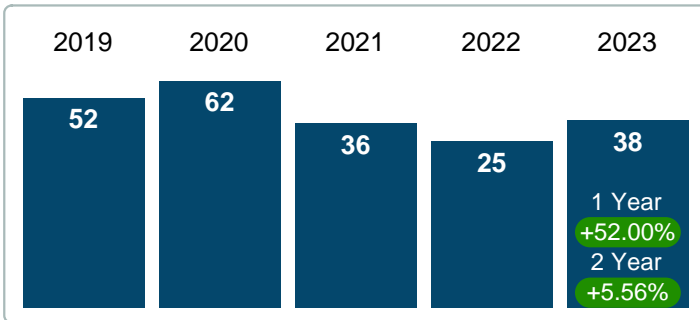
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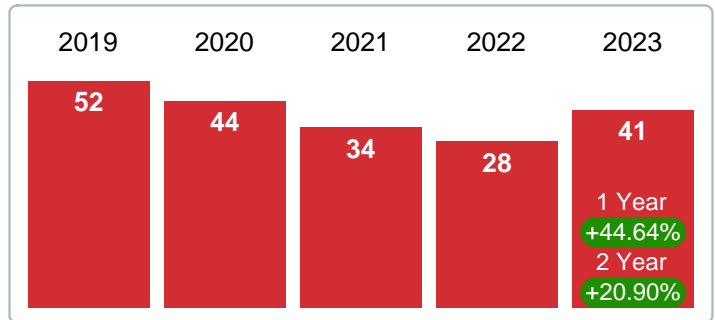
MEDIAN DAYS ON MARKET TO SALE

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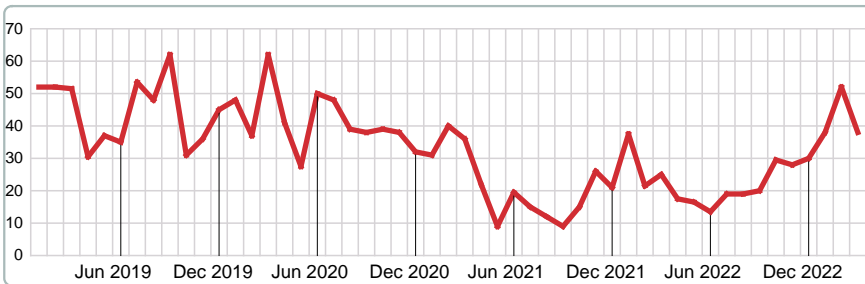
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

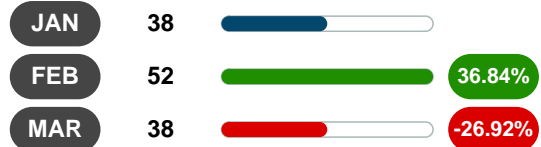


3 MONTHS

5 year MAR AVG = 43

High Mar 2020 62 Low Sep 2021 9

Median Days on Market to Sale this month at 38 below the 5 yr MAR average of 43



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
\$25,000 and less	5.63%	27	27	0	0	0
\$25,001 - \$75,000	9.86%	19	13	19	0	0
\$75,001 - \$125,000	14.08%	41	39	41	0	0
\$125,001 - \$225,000	29.58%	37	24	39	0	27
\$225,001 - \$300,000	18.31%	60	0	60	60	0
\$300,001 - \$450,000	9.86%	13	74	13	10	0
\$450,001 and up	12.68%	54	9	54	121	0
Median Closed DOM		38	21	38	60	27
Total Closed Units	100%	71	15	47	8	1
Total Closed Volume		16,141,775	1.57M	10.49M	3.88M	199.90K

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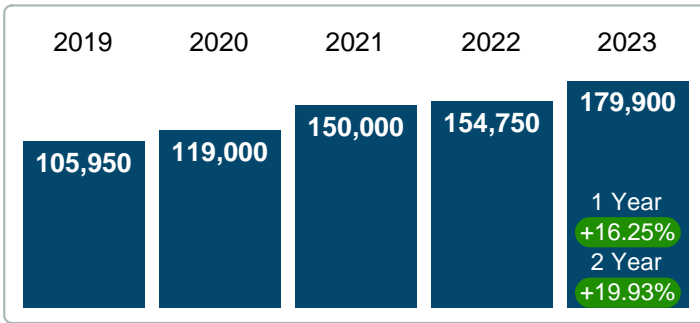
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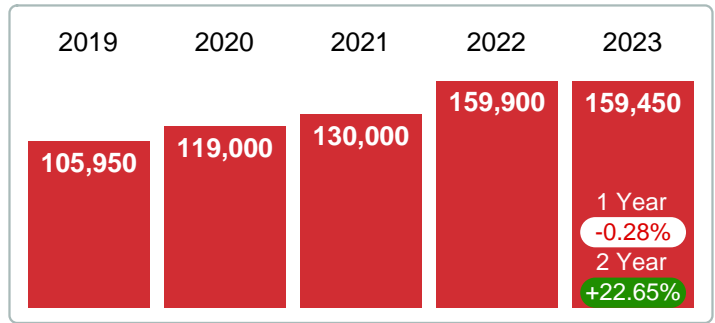
MEDIAN LIST PRICE AT CLOSING

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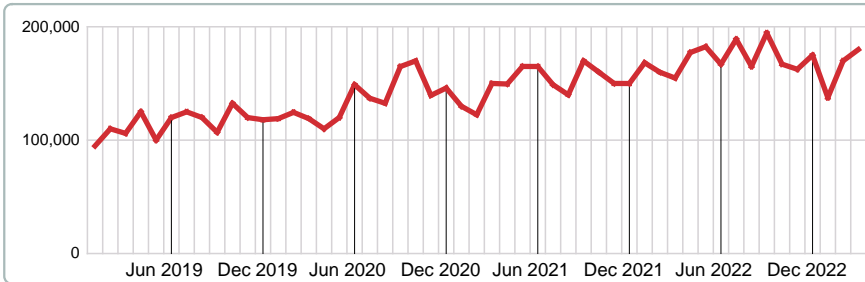
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

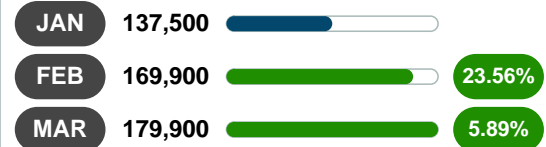


3 MONTHS

5 year MAR AVG = 141,920

High Sep 2022 194,500 Low Jan 2019 94,900

Median List Price at Closing this month at **179,900** above the 5 yr MAR average of **141,920**



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
\$25,000 and less	3	4.23%	20,000	20,000	0	0	0
\$25,001 - \$75,000	6	8.45%	46,000	39,950	58,450	0	0
\$75,001 - \$125,000	13	18.31%	99,500	85,000	102,425	0	0
\$125,001 - \$225,000	19	26.76%	159,900	149,000	159,900	0	199,900
\$225,001 - \$300,000	13	18.31%	250,000	0	250,000	260,000	0
\$300,001 - \$450,000	7	9.86%	350,000	0	375,000	319,000	0
\$450,001 and up	10	14.08%	634,000	507,000	835,000	699,000	0
Median List Price			179,900	79,900	183,000	549,500	199,900
Total Closed Units		100%	179,900	15	47	8	1
Total Closed Volume			17,095,675	1.85M	10.87M	4.18M	199.90K

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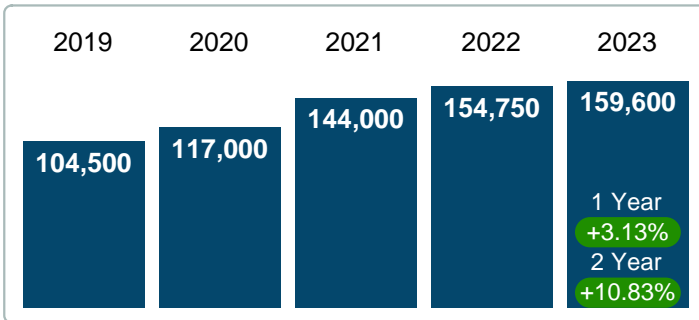
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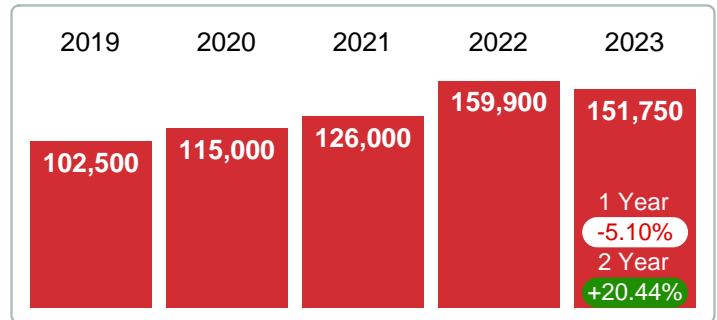
MEDIAN SOLD PRICE AT CLOSING

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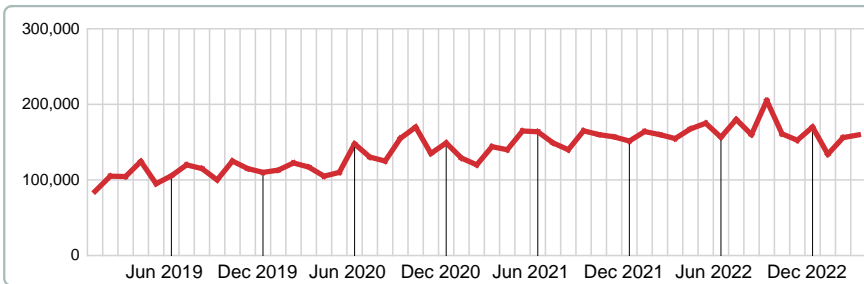
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

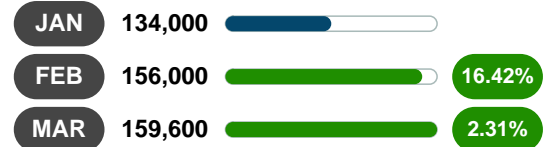


3 MONTHS

5 year MAR AVG = 135,970

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

Median Sold Price at Closing this month at **159,600** above the 5 yr MAR average of **135,970**



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
\$25,000 and less	5.63%	17,913	17,913	0	0	0
\$25,001 - \$75,000	9.86%	49,000	46,000	49,000	0	0
\$75,001 - \$125,000	14.08%	94,475	85,150	104,475	0	0
\$125,001 - \$225,000	29.58%	150,000	146,000	150,000	0	199,900
\$225,001 - \$300,000	18.31%	250,000	0	239,500	280,000	0
\$300,001 - \$450,000	9.86%	350,000	340,000	375,000	325,000	0
\$450,001 and up	12.68%	600,000	455,000	805,000	600,000	0
Median Sold Price		159,600	74,000	175,000	517,500	199,900
Total Closed Units	100%	159,600	15	47	8	1
Total Closed Volume		16,141,775	1.57M	10.49M	3.88M	199.90K

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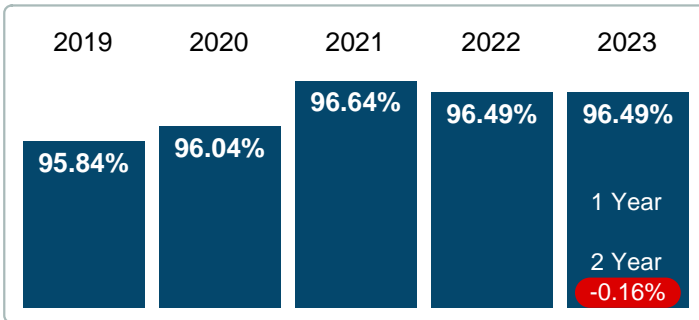
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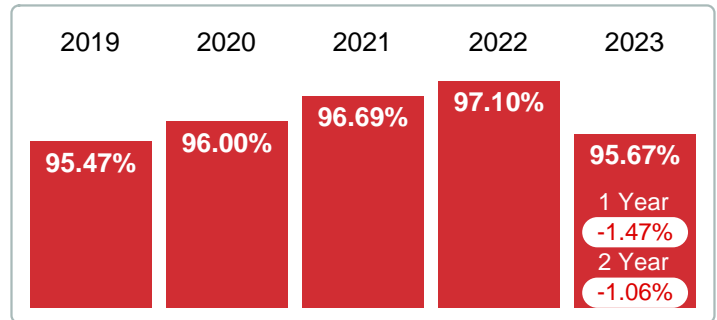
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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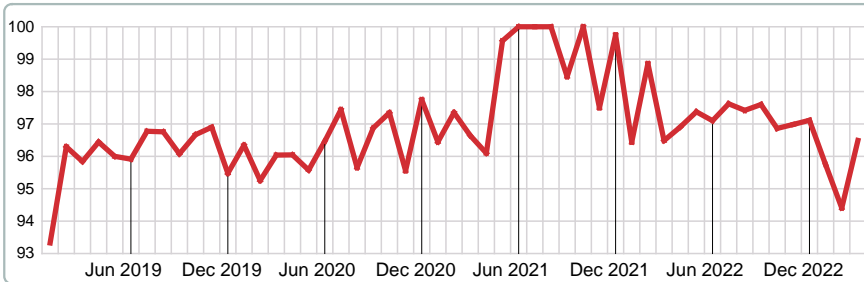
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

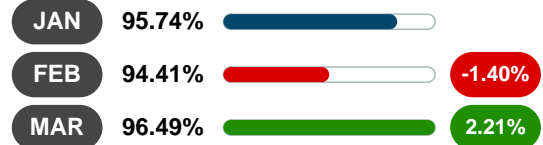


3 MONTHS

5 year MAR AVG = 96.30%

High Oct 2021 100.00% Low Jan 2019 93.33%

Median Sold/List Ratio this month at **96.49%**
equal to 5 yr MAR average of **96.30%**



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
\$25,000 and less	4	5.63%	79.90%	79.90%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	7	9.86%	88.24%	90.06%	88.24%	0.00%	0.00%
\$75,001 - \$125,000	10	14.08%	98.25%	96.87%	98.25%	0.00%	0.00%
\$125,001 - \$225,000	21	29.58%	96.37%	97.99%	95.77%	0.00%	100.00%
\$225,001 - \$300,000	13	18.31%	98.96%	0.00%	98.96%	98.54%	0.00%
\$300,001 - \$450,000	7	9.86%	98.78%	61.93%	100.00%	98.78%	0.00%
\$450,001 and up	9	12.68%	96.41%	97.85%	97.50%	94.02%	0.00%
Median Sold/List Ratio		96.49%		93.18%	96.67%	95.71%	100.00%
Total Closed Units		71	100%	15	47	8	1
Total Closed Volume		16,141,775		1.57M	10.49M	3.88M	199.90K

March 2023



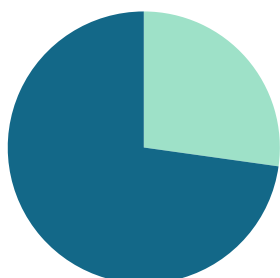
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

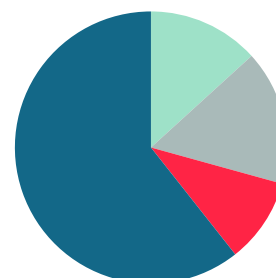


Inventory
 New Listings
126 = 27.21%
 Start Inventory
337
 Total Inventory Units
463
 Volume
\$164,953,432

Market Activity

Closed Sales
71 = 13.25%
 Pending Sales
86 = 16.04%
 Other Off Market
54 = 10.07%
 Active Inventory
325 = 60.63%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	76	71	-6.58%	216	152	-29.63%
Pending Sales	91	86	-5.49%	232	207	-10.78%
New Listings	128	126	-1.56%	314	314	0.00%
Median List Price	154,750	179,900	16.25%	159,900	159,450	-0.28%
Median Sale Price	154,750	159,600	3.13%	159,900	151,750	-5.10%
Median Percent of Selling Price to List Price	96.49%	96.49%	0.00%	97.10%	95.67%	-1.47%
Median Days on Market to Sale	25.00	38.00	52.00%	28.00	40.50	44.64%
Monthly Inventory	231	325	40.69%	231	325	40.69%
Months Supply of Inventory	2.59	4.30	66.13%	2.59	4.30	66.13%

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

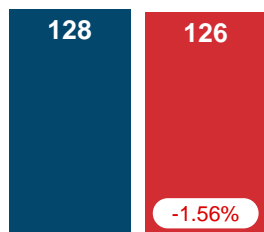
Inventory on March 31, 2023 = **325**

2022 **2023**

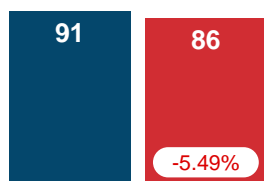
MARCH MARKET

MEDIAN PRICES

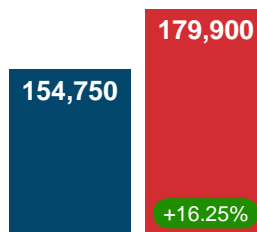
New Listings



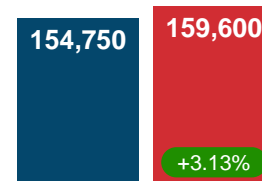
Pending Listings



List Price



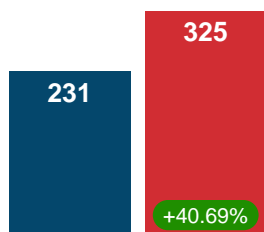
Sale Price



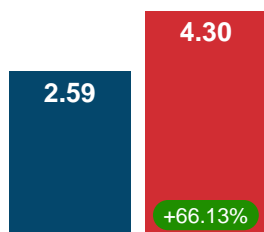
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

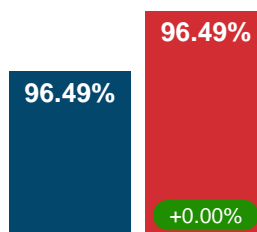
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

