

May 2023



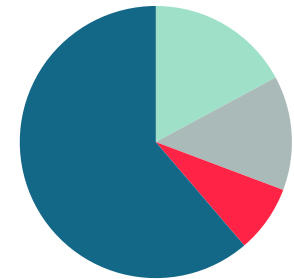
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg,
Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	92	92	0.00%
Pending Listings	84	73	-13.10%
New Listings	152	115	-24.34%
Average List Price	247,133	196,728	-20.40%
Average Sale Price	236,766	190,514	-19.53%
Average Percent of Selling Price to List Price	95.20%	96.88%	1.76%
Average Days on Market to Sale	40.20	48.79	21.39%
End of Month Inventory	296	329	11.15%
Months Supply of Inventory	3.31	4.40	33.08%



■ Closed (17.13%)
■ Pending (13.59%)
■ Other OffMarket (8.01%)
■ Active (61.27%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of May 31, 2023 = **329**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **11.15%** to 329 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **4.40** 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 **19.53%** in May 2023 to \$190,514 versus the previous year at \$236,766.

Average Days on Market Lengthens

The average number of **48.79** days that homes spent on the market before selling increased by 8.60 days or **21.39%** in May 2023 compared to last year's same month at **40.20** DOM.

Sales Success for May 2023 is Positive

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

There were 115 New Listings in May 2023, down **24.34%** from last year at 152. Furthermore, there were 92 Closed Listings this month versus last year at 92, a **0.00%** decrease.

Closed versus Listed trends yielded a **80.0%** ratio, up from previous year's, May 2022, at **60.5%**, a **32.17%** upswing. 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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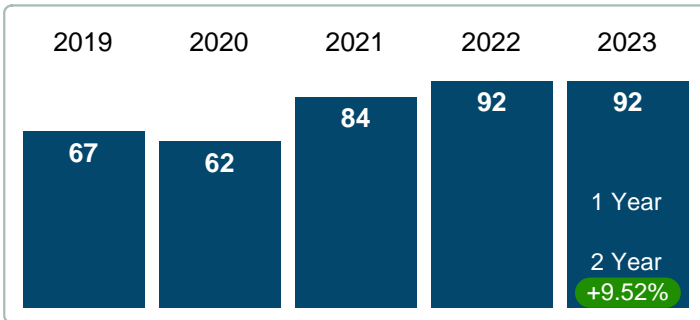
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



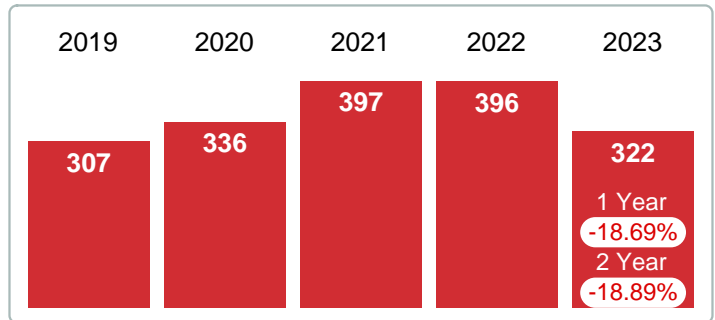
CLOSED LISTINGS

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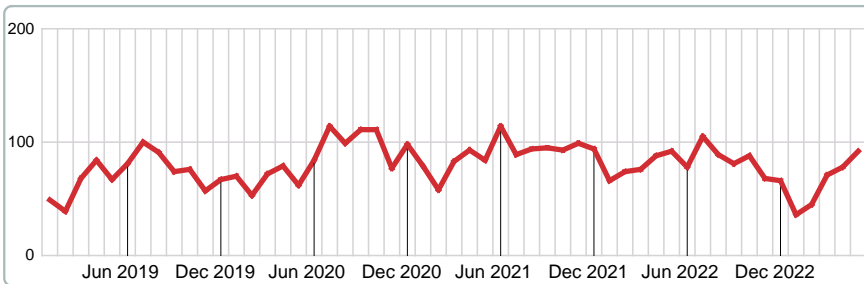
MAY



YEAR TO DATE (YTD)

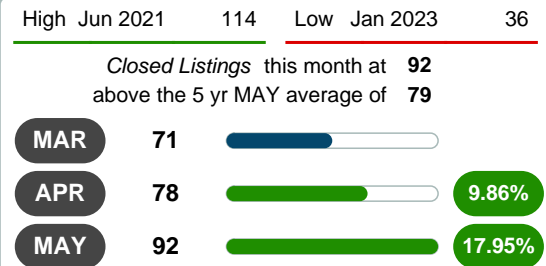


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 79



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	4.35%	18.0	2	2	0	0
\$50,001 - \$75,000	7	7.61%	16.9	3	3	0	1
\$75,001 - \$125,000	19	20.65%	54.4	6	12	1	0
\$125,001 - \$175,000	25	27.17%	35.5	4	19	2	0
\$175,001 - \$225,000	14	15.22%	84.9	4	7	3	0
\$225,001 - \$325,000	13	14.13%	66.5	2	5	6	0
\$325,001 and up	10	10.87%	32.4	1	4	3	2
Total Closed Units	92			22	52	15	3
Total Closed Volume	17,527,314	100%	48.8	3.04M	9.10M	4.02M	1.37M
Average Closed Price	\$190,514			\$138,314	\$174,906	\$267,953	\$456,667

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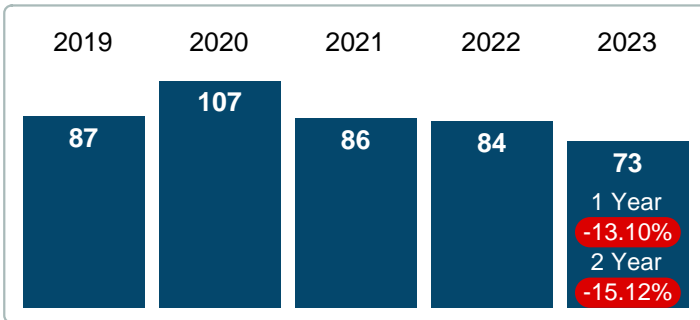
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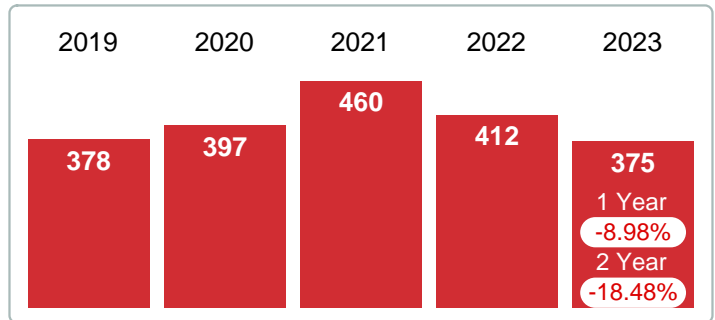
PENDING LISTINGS

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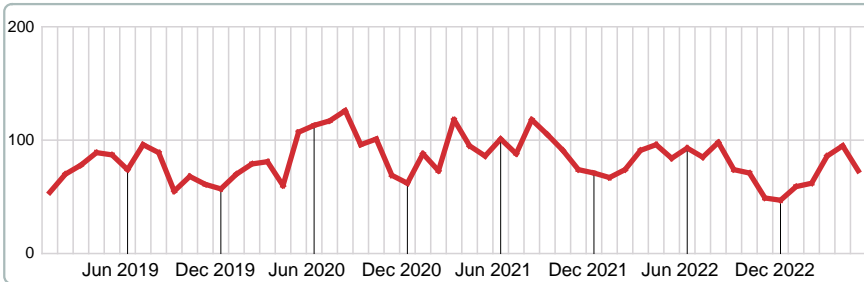
MAY



YEAR TO DATE (YTD)

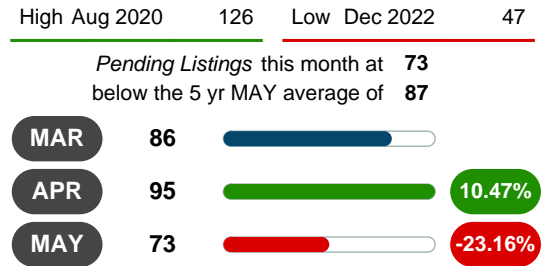


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 87



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	3	4.11%	38.3	1	2	0	0
\$50,001 - \$75,000	8	10.96%	38.8	3	5	0	0
\$75,001 - \$125,000	15	20.55%	44.7	6	7	2	0
\$125,001 - \$175,000	14	19.18%	52.5	2	9	3	0
\$175,001 - \$250,000	15	20.55%	68.7	3	10	2	0
\$250,001 - \$375,000	10	13.70%	64.6	0	6	4	0
\$375,001 and up	8	10.96%	68.6	1	3	3	1
Total Pending Units	73			16	42	14	1
Total Pending Volume	14,889,900	100%	58.7	2.22M	7.94M	4.18M	544.00K
Average Listing Price	\$202,409			\$138,881	\$189,036	\$298,879	\$544,000

May 2023



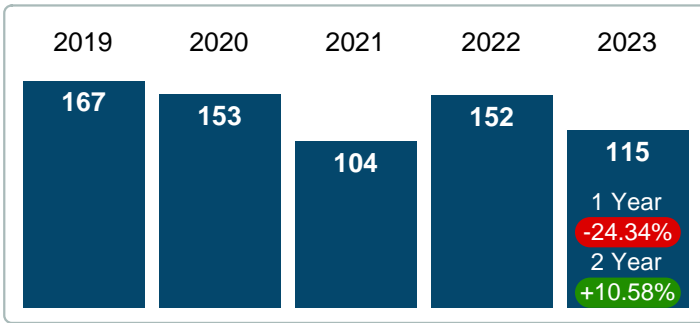
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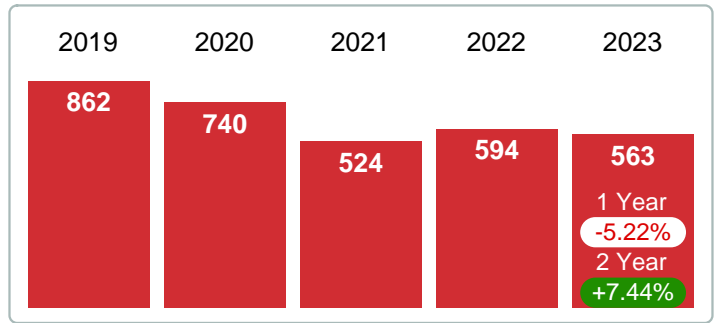
NEW LISTINGS

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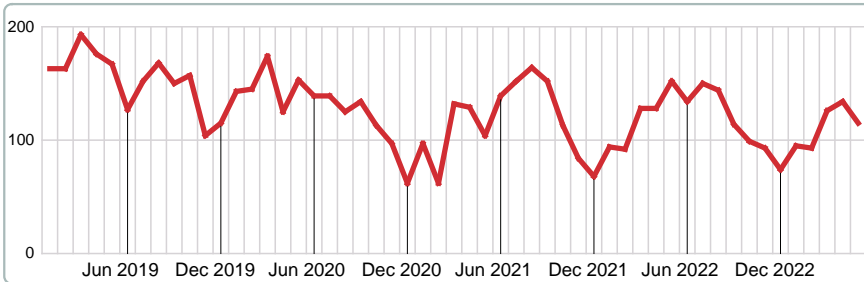
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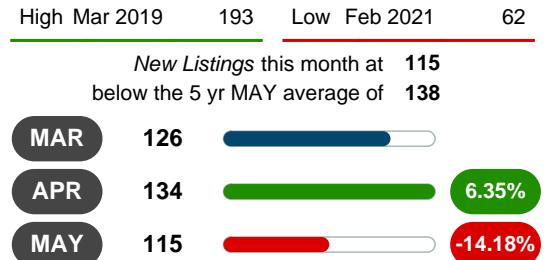


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 138



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	5	4.35%	3	2	0	0
\$50,001 - \$100,000	19	16.52%	6	13	0	0
\$100,001 - \$150,000	22	19.13%	6	14	2	0
\$150,001 - \$200,000	22	19.13%	5	13	4	0
\$200,001 - \$300,000	20	17.39%	3	10	7	0
\$300,001 - \$575,000	15	13.04%	2	7	5	1
\$575,001 and up	12	10.43%	0	2	5	5
Total New Listed Units	115		25	61	23	6
Total New Listed Volume	30,358,695	100%	3.84M	11.71M	9.67M	5.13M
Average New Listed Listing Price	\$193,364		\$153,756	\$191,992	\$420,495	\$855,317

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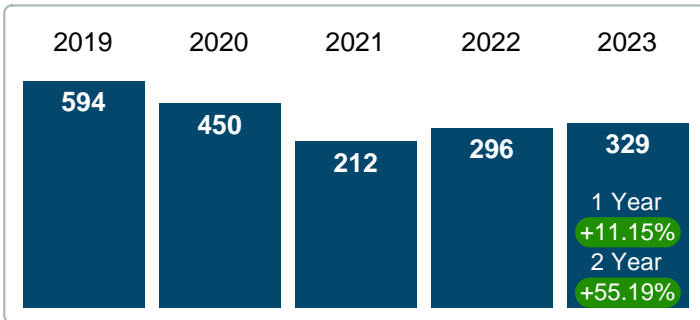
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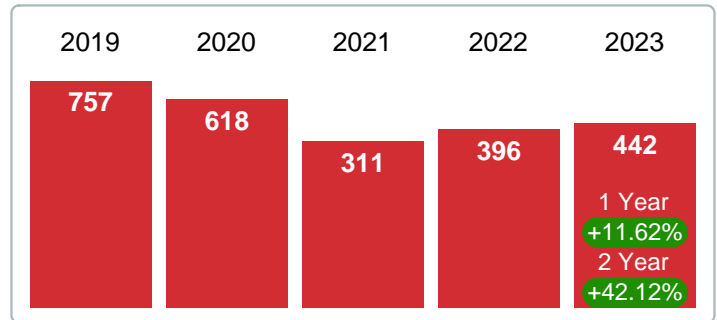
ACTIVE INVENTORY

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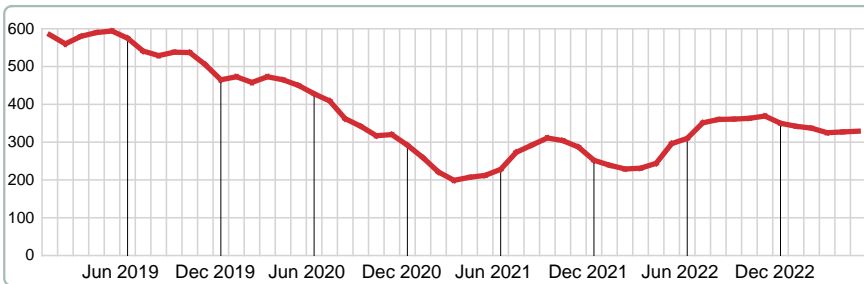
END OF MAY



ACTIVE DURING MAY

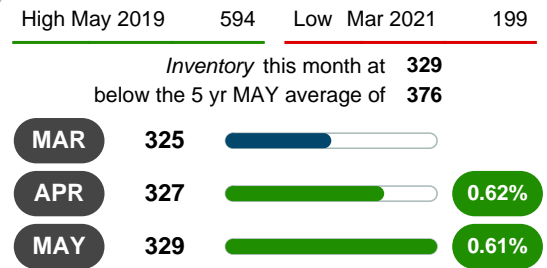


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 376



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	30	9.12%	80.9	15	15	0	0
\$75,001 - \$125,000	42	12.77%	78.5	13	25	2	2
\$125,001 - \$150,000	28	8.51%	60.1	6	20	2	0
\$150,001 - \$250,000	92	27.96%	92.3	17	49	24	2
\$250,001 - \$400,000	61	18.54%	83.0	5	38	14	4
\$400,001 - \$725,000	41	12.46%	79.9	6	22	6	7
\$725,001 and up	35	10.64%	90.8	2	6	21	6
Total Active Inventory by Units	329			64	175	69	21
Total Active Inventory by Volume	113,088,329	100%	83.3	16.05M	46.39M	36.88M	13.78M
Average Active Inventory Listing Price	\$343,734			\$250,708	\$265,069	\$534,422	\$656,233

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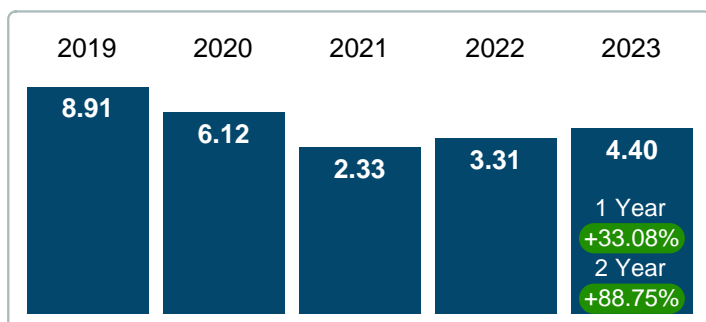
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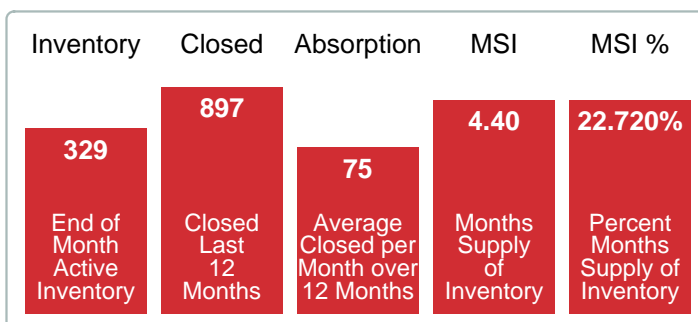
MONTHS SUPPLY of INVENTORY (MSI)

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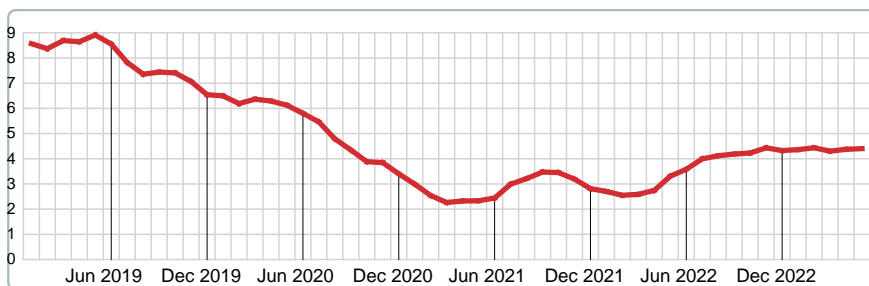
MSI FOR MAY



INDICATORS FOR MAY 2023

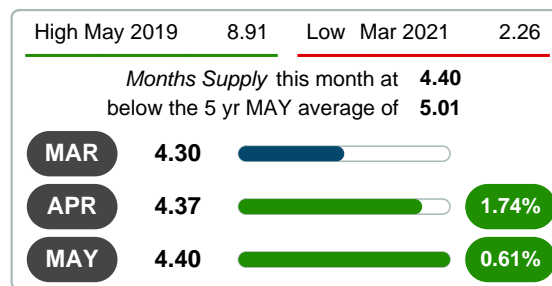


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.01



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	30	9.12%	2.47	2.69	2.50	0.00	0.00
\$75,001 - \$125,000	42	12.77%	3.41	3.32	3.26	2.67	0.00
\$125,001 - \$150,000	28	8.51%	3.14	4.80	2.96	2.40	0.00
\$150,001 - \$250,000	92	27.96%	4.15	5.37	3.25	6.40	12.00
\$250,001 - \$400,000	61	18.54%	5.08	6.00	6.61	2.90	6.86
\$400,001 - \$725,000	41	12.46%	7.81	10.29	10.15	2.88	16.80
\$725,001 and up	35	10.64%	18.26	0.00	6.55	25.20	36.00
Market Supply of Inventory (MSI)			4.40	4.17	3.95	5.14	12.60
Total Active Inventory by Units		100%	4.40	64	175	69	21

May 2023



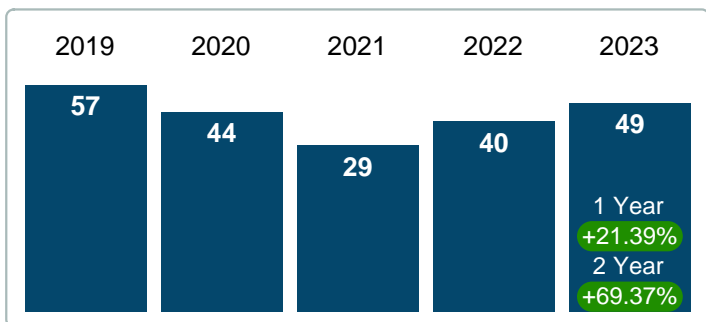
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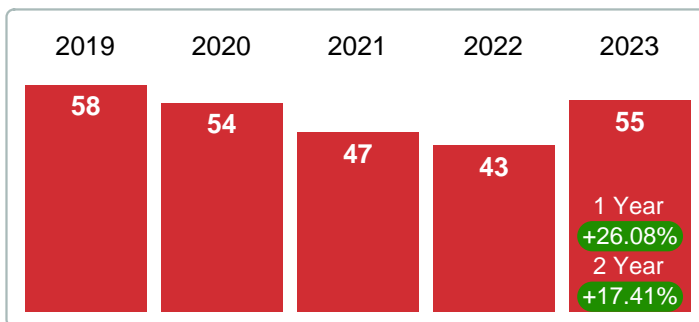
AVERAGE DAYS ON MARKET TO SALE

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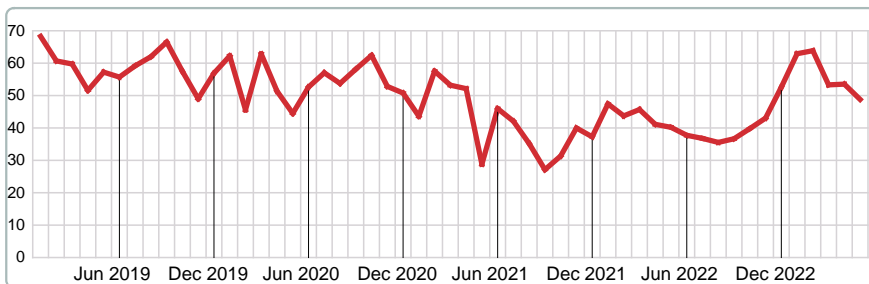
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

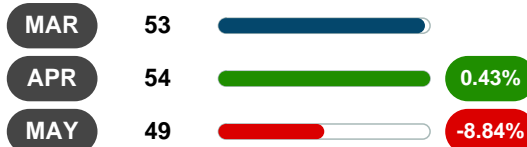


3 MONTHS

5 year MAY AVG = 44

High Jan 2019 68 Low Sep 2021 27

Average Days on Market to Sale this month at 49 above the 5 yr MAY average of 44



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	4.35%	18	30	6	0	0
\$50,001 - \$75,000	7.61%	17	10	11	0	53
\$75,001 - \$125,000	20.65%	54	19	70	85	0
\$125,001 - \$175,000	27.17%	36	38	37	21	0
\$175,001 - \$225,000	15.22%	85	93	98	44	0
\$225,001 - \$325,000	14.13%	66	57	40	91	0
\$325,001 and up	10.87%	32	2	49	14	43
Average Closed DOM		49	38	51	57	46
Total Closed Units	100%	49	22	52	15	3
Total Closed Volume		17,527,314	3.04M	9.10M	4.02M	1.37M

May 2023



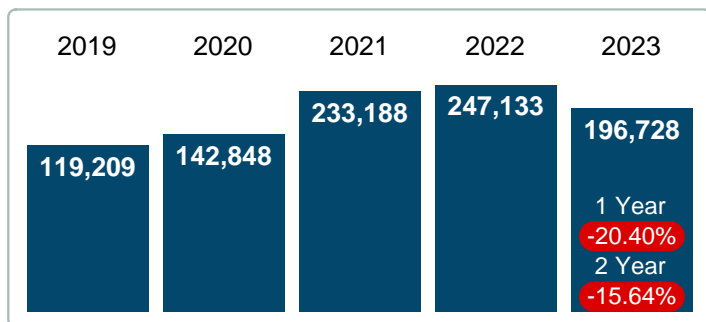
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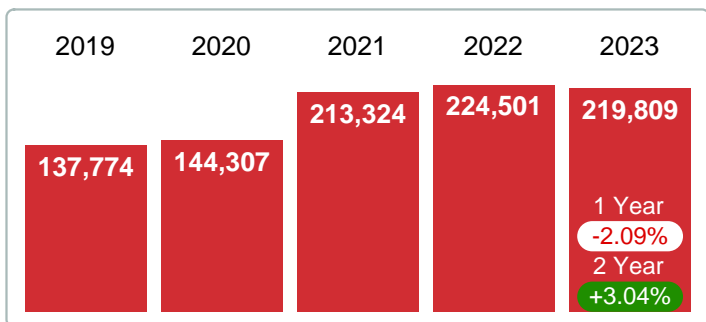
AVERAGE LIST PRICE AT CLOSING

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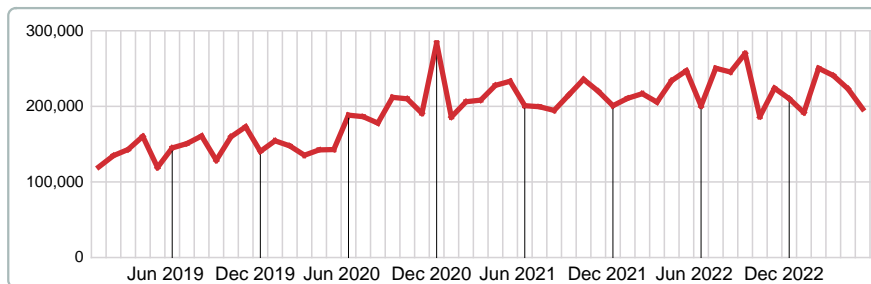
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 187,821

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

Average List Price at Closing this month at **196,728**
 above the 5 yr MAY average of **187,821**

MAR	240,784	
APR	223,233	-7.29%
MAY	196,728	-11.87%

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	4	43,075	37,200	48,950	0	0
\$50,001 - \$75,000	7	66,529	60,667	69,567	0	84,900
\$75,001 - \$125,000	20	101,245	98,833	101,217	87,500	0
\$125,001 - \$175,000	20	148,965	138,600	155,911	155,500	0
\$175,001 - \$225,000	16	197,200	200,975	206,114	214,667	0
\$225,001 - \$325,000	14	273,307	261,950	270,760	304,933	0
\$325,001 and up	11	497,755	385,000	547,350	393,967	687,000
Average List Price		196,728	141,664	182,106	270,267	486,300
Total Closed Units		92	22	52	15	3
Total Closed Volume		18,099,000	3.12M	9.47M	4.05M	1.46M

May 2023



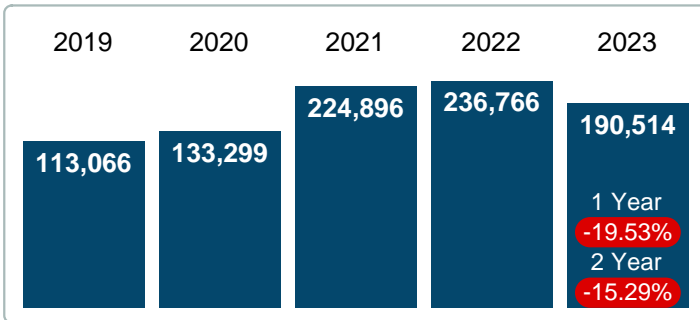
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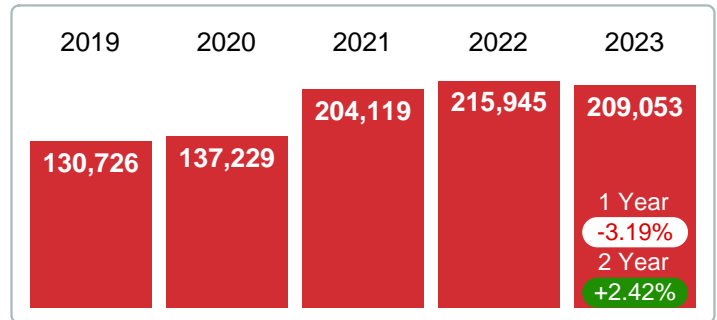
AVERAGE SOLD PRICE AT CLOSING

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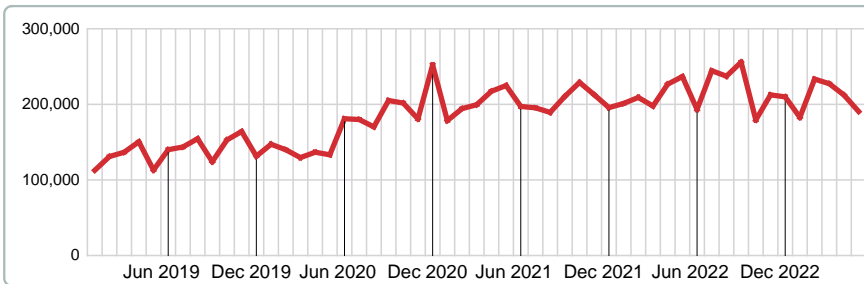
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

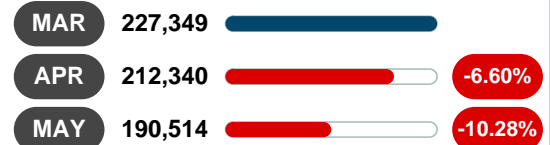


3 MONTHS

5 year MAY AVG = 179,709

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

Average Sold Price at Closing this month at **190,514** above the 5 yr MAY average of **179,709**



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	4.35%	36,225	30,950	41,500	0	0
\$50,001 - \$75,000	7.61%	65,700	63,667	66,300	0	70,000
\$75,001 - \$125,000	20.65%	96,882	97,183	97,512	87,500	0
\$125,001 - \$175,000	27.17%	150,131	141,000	151,751	153,000	0
\$175,001 - \$225,000	15.22%	198,136	195,000	194,986	209,667	0
\$225,001 - \$325,000	14.13%	273,431	238,950	263,980	292,800	0
\$325,001 and up	10.87%	500,000	385,000	518,750	413,333	650,000
Average Sold Price		190,514	138,314	174,906	267,953	456,667
Total Closed Units	100%	190,514	22	52	15	3
Total Closed Volume		17,527,314	3.04M	9.10M	4.02M	1.37M

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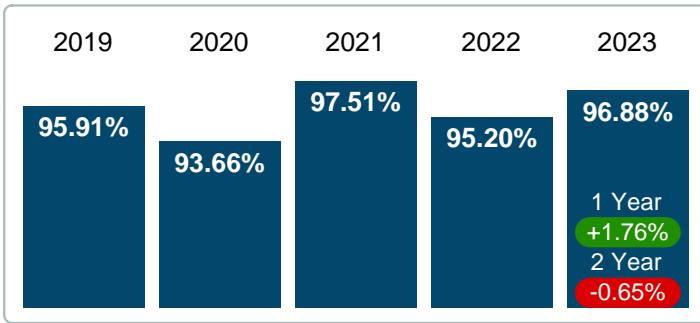
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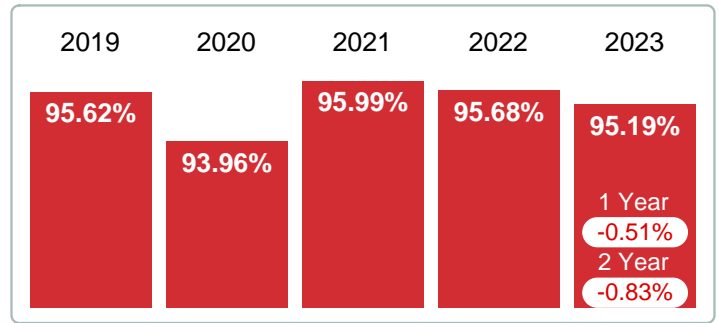
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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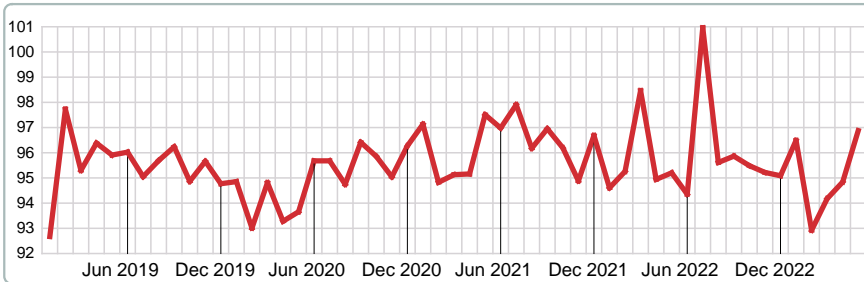
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

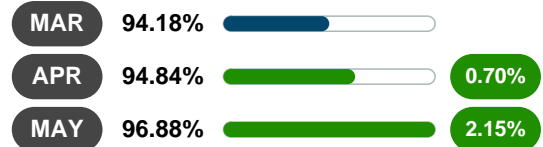


3 MONTHS

5 year MAY AVG = 95.83%

High Jul 2022 100.96% Low Jan 2019 92.67%

Average Sold/List Ratio this month at **96.88%** above the 5 yr MAY average of **95.83%**



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	4.35%	84.62%	84.18%	85.07%	0.00%	0.00%
\$50,001 - \$75,000	7	7.61%	97.37%	104.57%	95.15%	0.00%	82.45%
\$75,001 - \$125,000	19	20.65%	97.39%	98.87%	96.43%	100.00%	0.00%
\$125,001 - \$175,000	25	27.17%	98.45%	101.76%	97.63%	99.64%	0.00%
\$175,001 - \$225,000	14	15.22%	96.11%	97.05%	94.90%	97.68%	0.00%
\$225,001 - \$325,000	13	14.13%	96.21%	91.76%	97.79%	96.39%	0.00%
\$325,001 and up	10	10.87%	98.47%	100.00%	95.13%	104.90%	94.74%
Average Sold/List Ratio		96.90%		97.91%	96.18%	99.02%	90.64%
Total Closed Units		92	100%	22	52	15	3
Total Closed Volume		17,527,314		3.04M	9.10M	4.02M	1.37M

May 2023



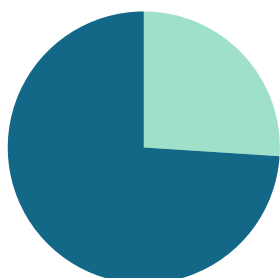
Area Delimited by Counties Haskell, Latimer, Leflore, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

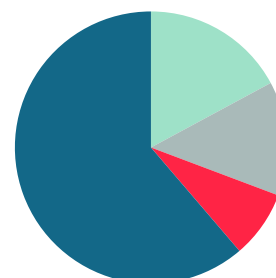


Inventory
 New Listings
115 = 26.02%
 Start Inventory
327
 Total Inventory Units
442
 Volume
\$160,786,528

Market Activity

Closed Sales
92 = 17.13%
 Pending Sales
73 = 13.59%
 Other Off Market
43 = 8.01%
 Active Inventory
329 = 61.27%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	92	92	0.00%	396	322	-18.69%
Pending Sales	84	73	-13.10%	412	375	-8.98%
New Listings	152	115	-24.34%	594	563	-5.22%
Average List Price	247,133	196,728	-20.40%	224,501	219,809	-2.09%
Average Sale Price	236,766	190,514	-19.53%	215,945	209,053	-3.19%
Average Percent of Selling Price to List Price	95.20%	96.88%	1.76%	95.68%	95.19%	-0.51%
Average Days on Market to Sale	40.20	48.79	21.39%	43.32	54.61	26.08%
Monthly Inventory	296	329	11.15%	296	329	11.15%
Months Supply of Inventory	3.31	4.40	33.08%	3.31	4.40	33.08%

Absorption: Last 12 months, an Average of **75** Sales/Month

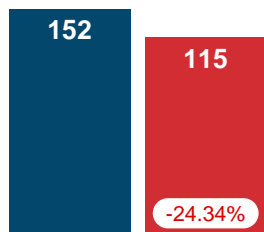
Inventory on May 31, 2023 = **329**

2022 **2023**

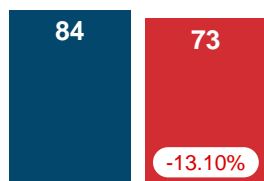
MAY MARKET

AVERAGE PRICES

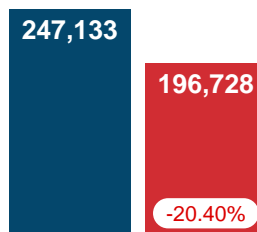
New Listings



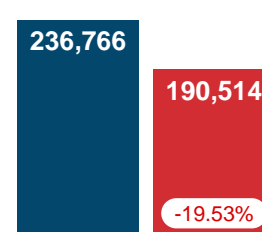
Pending Listings



List Price



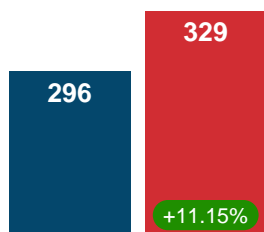
Sale Price



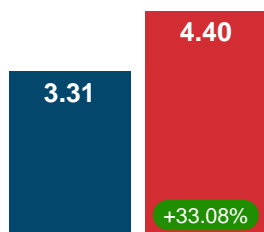
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

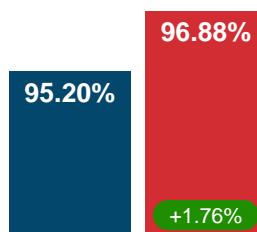
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

