

## April 2023



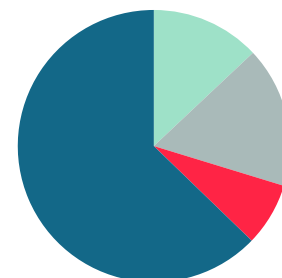
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Nov 16, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	108	90	-16.67%
Pending Listings	126	116	-7.94%
New Listings	171	171	0.00%
Average List Price	240,191	213,597	-11.07%
Average Sale Price	232,538	203,479	-12.50%
Average Percent of Selling Price to List Price	94.99%	94.90%	-0.10%
Average Days on Market to Sale	43.94	51.01	16.11%
End of Month Inventory	318	435	36.79%
Months Supply of Inventory	2.81	4.45	58.39%



■ Closed (12.99%)  
■ Pending (16.74%)  
■ Other OffMarket (7.50%)  
■ Active (62.77%)

**Absorption:** Last 12 months, an Average of **98** Sales/Month  
**Active Inventory** as of April 30, 2023 = **435**

#### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 rose **36.79%** to 435 existing homes available for sale. Over the last 12 months this area has had an average of 98 closed sales per month. This represents an unsold inventory index of **4.45** 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 **12.50%** in April 2023 to \$203,479 versus the previous year at \$232,538.

##### Average Days on Market Lengthens

The average number of **51.01** days that homes spent on the market before selling increased by 7.08 days or **16.11%** in April 2023 compared to last year's same month at **43.94** DOM.

##### Sales Success for April 2023 is Positive

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

There were 171 New Listings in April 2023, down **0.00%** from last year at 171. Furthermore, there were 90 Closed Listings this month versus last year at 108, a **-16.67%** decrease.

Closed versus Listed trends yielded a **52.6%** ratio, down from previous year's, April 2022, at **63.2%**, a **16.67%** downswing. This will certainly create pressure on an increasing 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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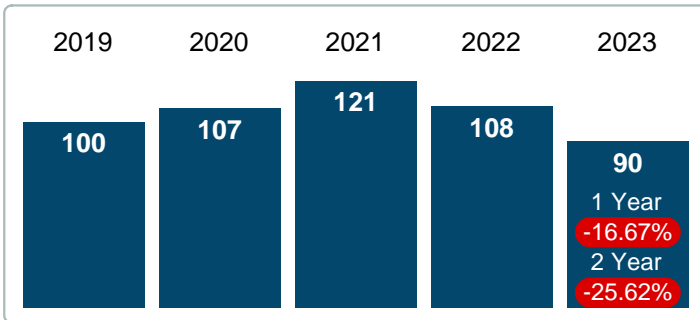
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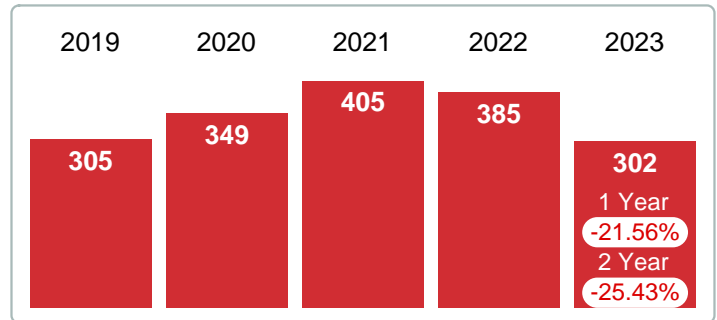
## CLOSED LISTINGS

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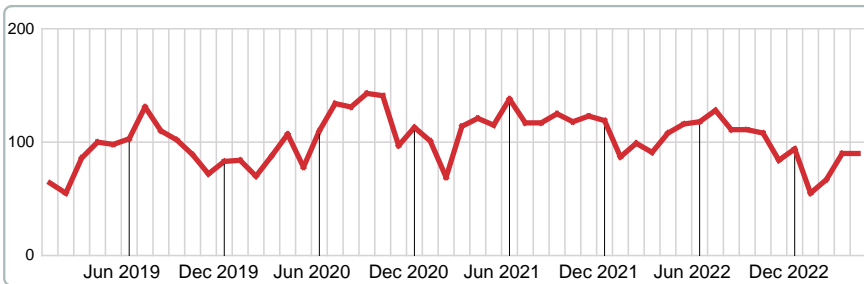
### APRIL



### YEAR TO DATE (YTD)

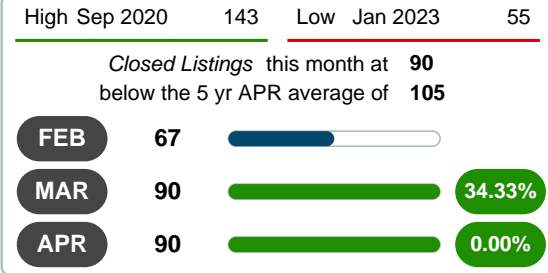


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 105



### 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	6	6.67%	27.8	2	4	0	0
\$50,001 - \$75,000	7	7.78%	46.9	3	4	0	0
\$75,001 - \$150,000	22	24.44%	36.2	2	15	5	0
\$150,001 - \$175,000	12	13.33%	88.7	2	8	2	0
\$175,001 - \$225,000	19	21.11%	41.8	1	13	5	0
\$225,001 - \$300,000	14	15.56%	52.5	0	9	5	0
\$300,001 and up	10	11.11%	70.5	1	4	5	0
<b>Total Closed Units</b>	<b>90</b>			<b>11</b>	<b>57</b>	<b>22</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>18,313,086</b>	<b>100%</b>	<b>51.0</b>	<b>1.36M</b>	<b>11.84M</b>	<b>5.11M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$203,479</b>			<b>\$123,991</b>	<b>\$207,763</b>	<b>\$232,121</b>	<b>\$0</b>

# April 2023



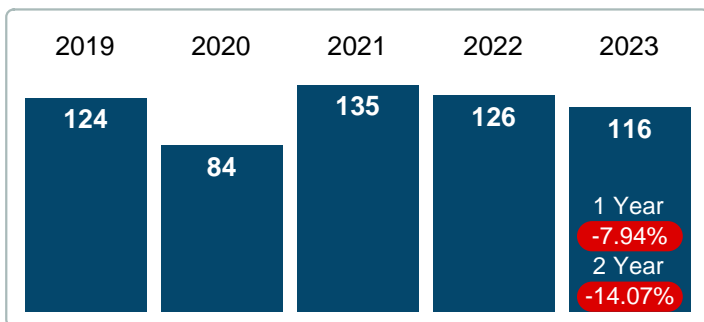
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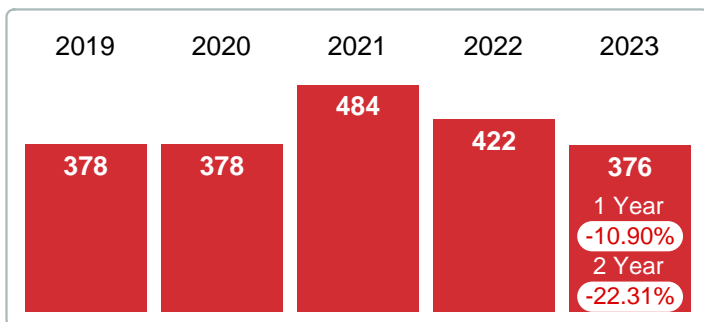
## PENDING LISTINGS

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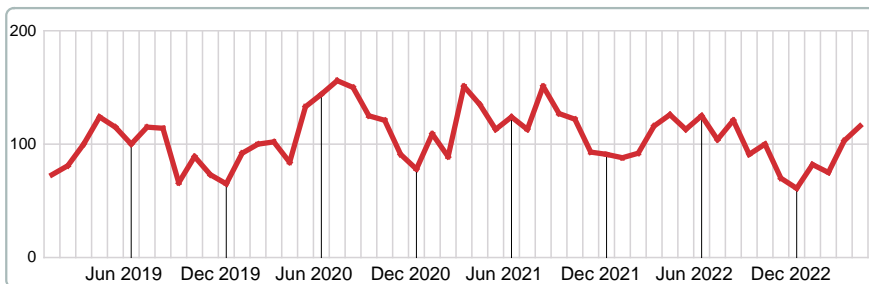
### APRIL



### YEAR TO DATE (YTD)

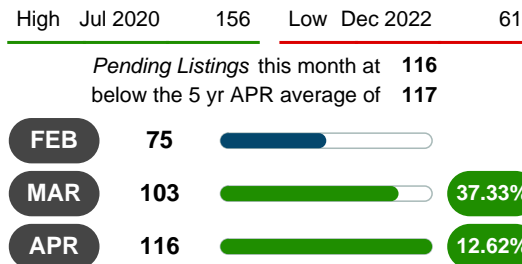


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 117



### 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	2.59%	113.0	0	2	1	0
\$50,001 - \$125,000	26	22.41%	54.1	10	16	0	0
\$125,001 - \$150,000	12	10.34%	45.4	3	9	0	0
\$150,001 - \$200,000	25	21.55%	56.5	4	17	4	0
\$200,001 - \$275,000	23	19.83%	36.9	2	15	6	0
\$275,001 - \$375,000	14	12.07%	56.7	2	6	6	0
\$375,001 and up	13	11.21%	46.1	2	8	2	1
<b>Total Pending Units</b>	<b>116</b>			<b>23</b>	<b>73</b>	<b>19</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>25,083,300</b>	<b>100%</b>	<b>49.8</b>	<b>3.83M</b>	<b>15.26M</b>	<b>5.12M</b>	<b>875.00K</b>
<b>Average Listing Price</b>	<b>\$216,886</b>			<b>\$166,574</b>	<b>\$209,038</b>	<b>\$269,332</b>	<b>\$875,000</b>

# April 2023



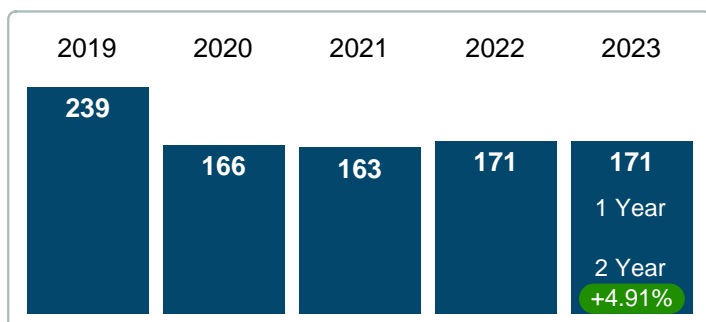
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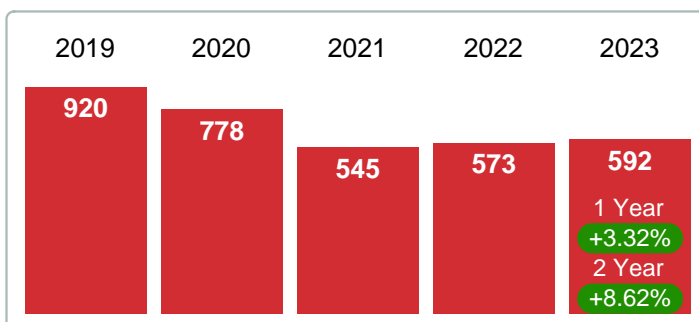
## NEW LISTINGS

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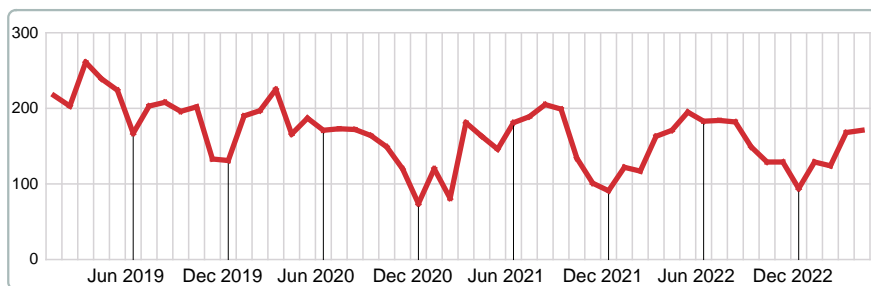
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

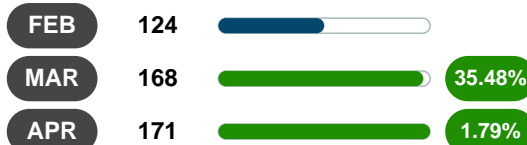


### 3 MONTHS

5 year APR AVG = 182

High Mar 2019 261 Low Dec 2020 74

New Listings this month at 171 below the 5 yr APR average of 182



### 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	5.26%	6	3	0	0
\$75,001 - \$125,000	21	12.28%	8	12	1	0
\$125,001 - \$175,000	36	21.05%	6	27	3	0
\$175,001 - \$250,000	34	19.88%	7	19	8	0
\$250,001 - \$375,000	30	17.54%	6	18	4	2
\$375,001 - \$575,000	23	13.45%	6	12	5	0
\$575,001 and up	18	10.53%	1	8	8	1
<b>Total New Listed Units</b>	<b>171</b>		<b>40</b>	<b>99</b>	<b>29</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>53,681,995</b>	<b>100%</b>	<b>10.37M</b>	<b>29.15M</b>	<b>12.82M</b>	<b>1.34M</b>
<b>Average New Listed Listing Price</b>	<b>\$235,656</b>		<b>\$259,240</b>	<b>\$294,434</b>	<b>\$442,190</b>	<b>\$446,633</b>

# April 2023



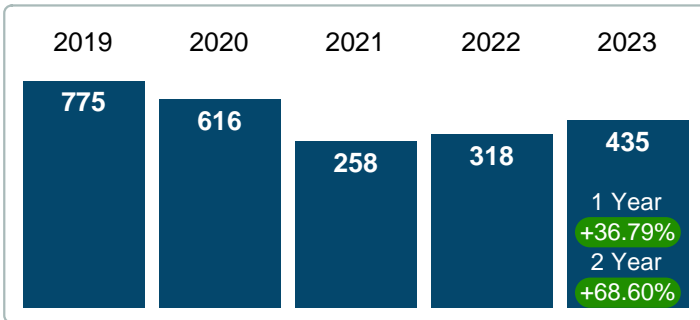
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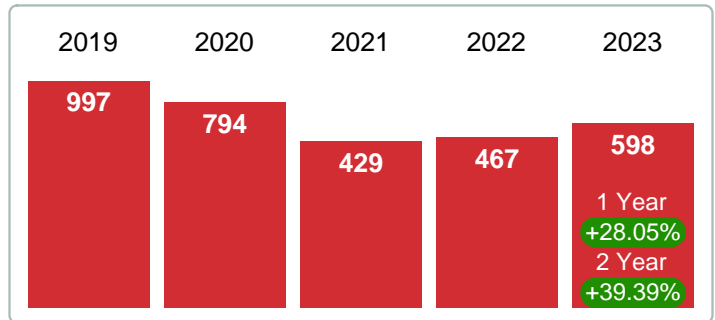
## ACTIVE INVENTORY

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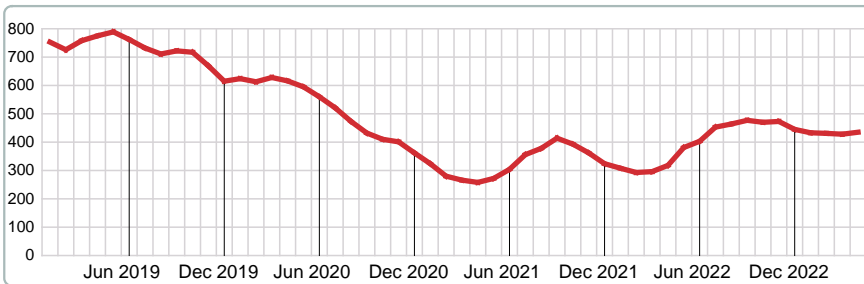
### END OF APRIL



### ACTIVE DURING APRIL

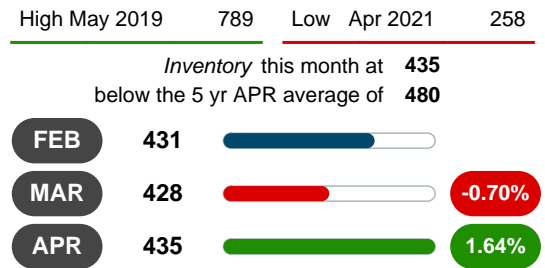


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 480



### 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	32	7.36%	86.6	16	16	0	0	
\$75,001 - \$125,000	48	11.03%	74.3	16	27	3	2	
\$125,001 - \$175,000	72	16.55%	79.3	14	47	10	1	
\$175,001 - \$275,000	102	23.45%	89.4	19	53	26	4	
\$275,001 - \$450,000	85	19.54%	79.3	10	52	18	5	
\$450,001 - \$725,000	52	11.95%	86.0	6	29	11	6	
\$725,001 and up	44	10.11%	122.9	2	10	24	8	
Total Active Inventory by Units		435		83	234	92	26	
Total Active Inventory by Volume		172,511,979	100%	86.9	20.51M	71.44M	55.13M	25.43M
Average Active Inventory Listing Price		\$396,579			\$247,165	\$305,281	\$599,263	\$978,054

# April 2023



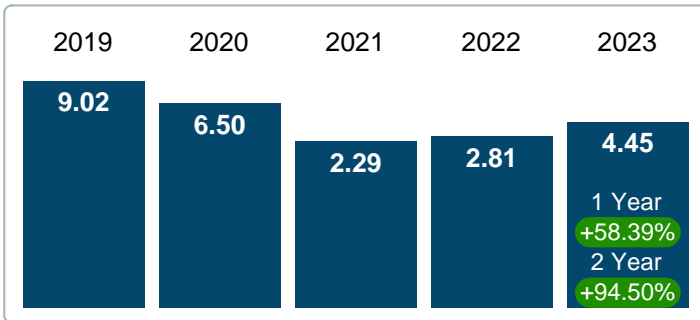
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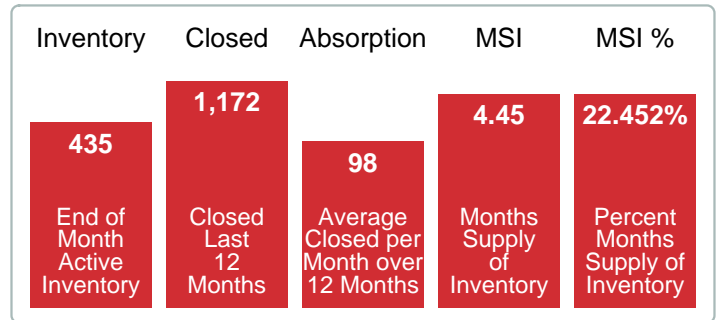
## MONTHS SUPPLY of INVENTORY (MSI)

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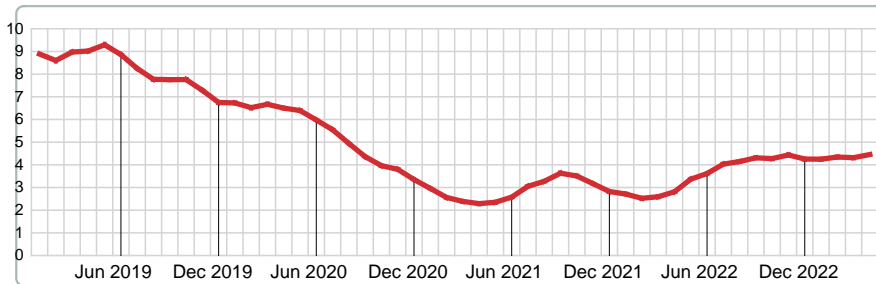
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.02

High May 2019 9.29 Low Apr 2021 2.29

Months Supply this month at 4.45 below the 5 yr APR average of 5.02



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	32	7.36%	2.17	2.26	2.23	0.00	0.00
\$75,001 - \$125,000	48	11.03%	3.03	2.91	2.92	2.77	0.00
\$125,001 - \$175,000	72	16.55%	3.84	4.20	3.50	5.22	12.00
\$175,001 - \$275,000	102	23.45%	4.07	5.43	3.28	5.47	6.00
\$275,001 - \$450,000	85	19.54%	5.96	8.57	7.61	3.43	5.00
\$450,001 - \$725,000	52	11.95%	8.10	9.00	8.92	5.08	18.00
\$725,001 and up	44	10.11%	17.03	0.00	8.00	22.15	32.00
Market Supply of Inventory (MSI)			4.45	3.91	4.08	5.55	10.40
Total Active Inventory by Units		100%	4.45	83	234	92	26

# April 2023



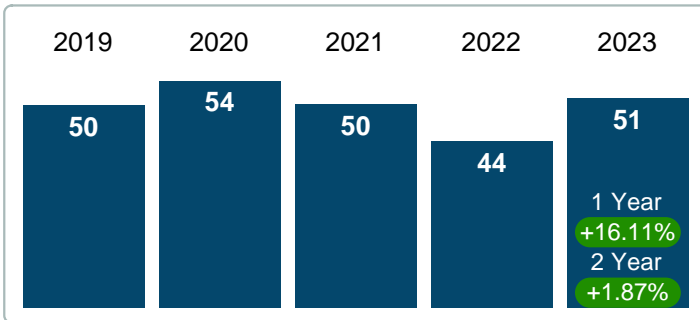
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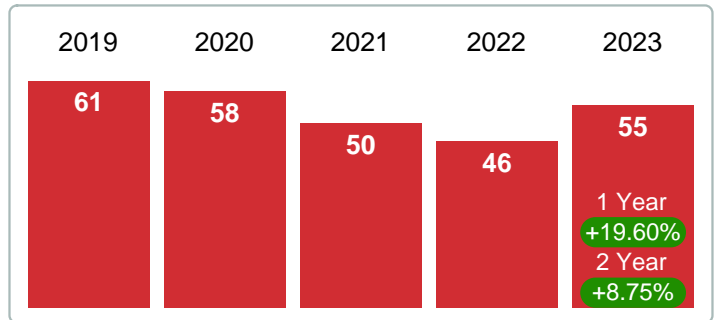
## AVERAGE DAYS ON MARKET TO SALE

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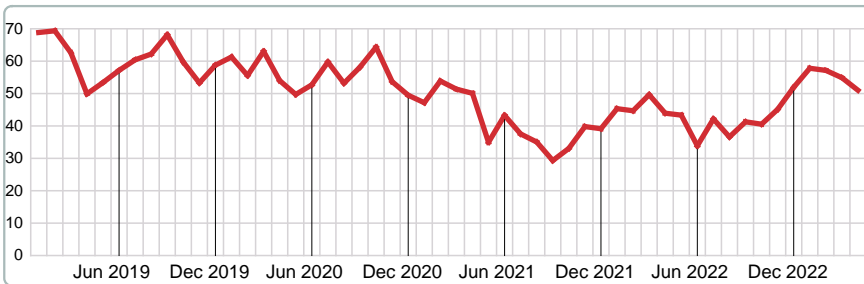
### APRIL



### YEAR TO DATE (YTD)

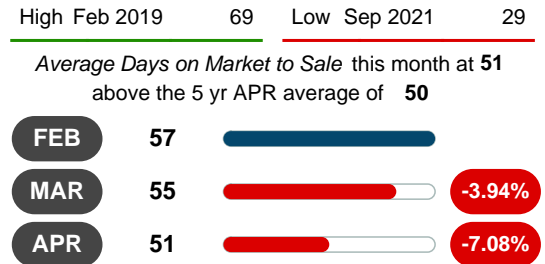


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR 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	6.67%	28	18	33	0	0
\$50,001 - \$75,000	7.78%	47	63	35	0	0
\$75,001 - \$150,000	24.44%	36	10	40	34	0
\$150,001 - \$175,000	13.33%	89	133	57	170	0
\$175,001 - \$225,000	21.11%	42	9	39	55	0
\$225,001 - \$300,000	15.56%	53	0	48	60	0
\$300,001 and up	11.11%	71	141	60	65	0
<b>Average Closed DOM</b>		<b>51</b>	<b>60</b>	<b>44</b>	<b>64</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>51</b>	<b>11</b>	<b>57</b>	<b>22</b>	<b></b>
<b>Total Closed Volume</b>		<b>18,313,086</b>	<b>1.36M</b>	<b>11.84M</b>	<b>5.11M</b>	<b>0.00B</b>

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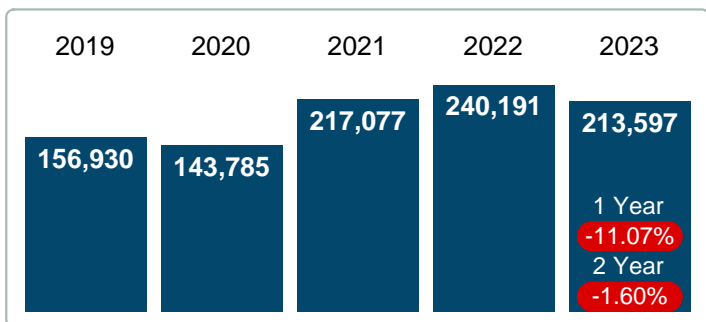
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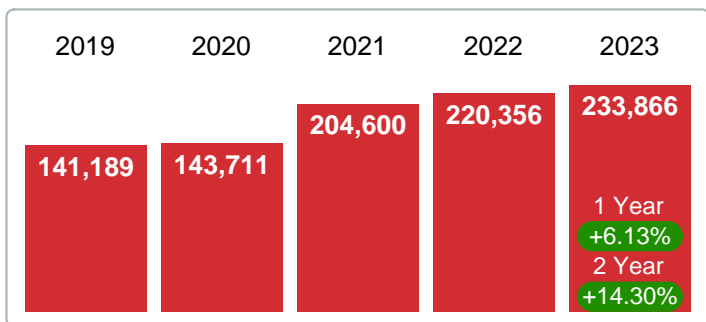
## AVERAGE LIST PRICE AT CLOSING

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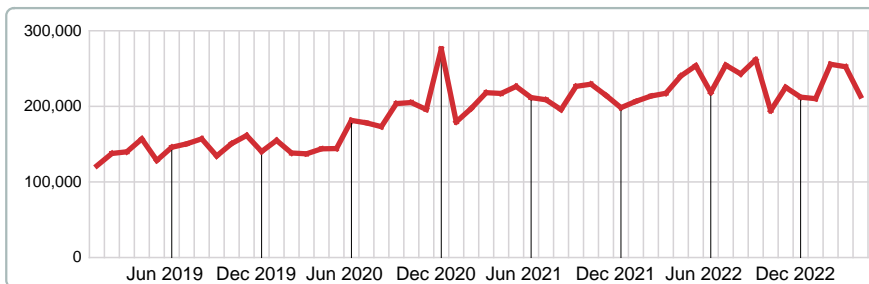
### APRIL



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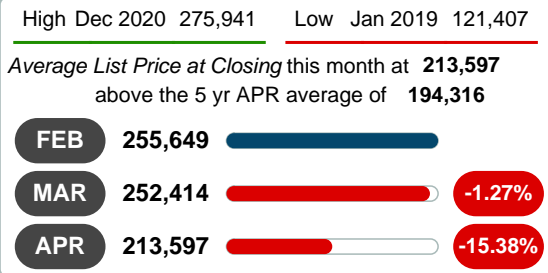


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 194,316



### 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	4.44%	33,750	51,000	42,725	0	0
\$50,001 - \$75,000	7	7.78%	63,629	71,667	62,850	0	0
\$75,001 - \$150,000	23	25.56%	111,113	114,450	115,207	118,720	0
\$150,001 - \$175,000	10	11.11%	166,560	180,800	172,513	177,000	0
\$175,001 - \$225,000	19	21.11%	197,826	190,000	208,385	205,540	0
\$225,001 - \$300,000	16	17.78%	268,100	0	281,511	280,780	0
\$300,001 and up	11	12.22%	579,436	450,000	891,000	391,980	0
Average List Price			213,597	140,682	216,440	242,686	0
Total Closed Units		100%	213,597	11	57	22	0
Total Closed Volume			19,223,697	1.55M	12.34M	5.34M	0.00B



# April 2023



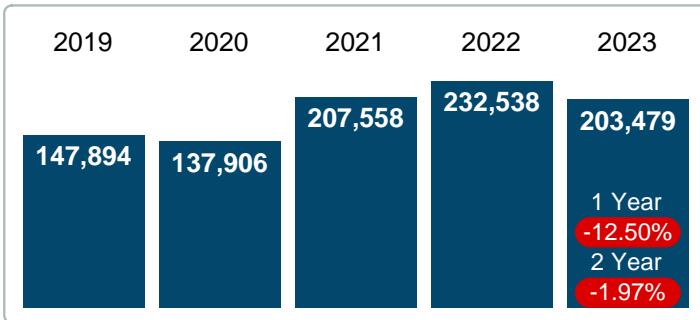
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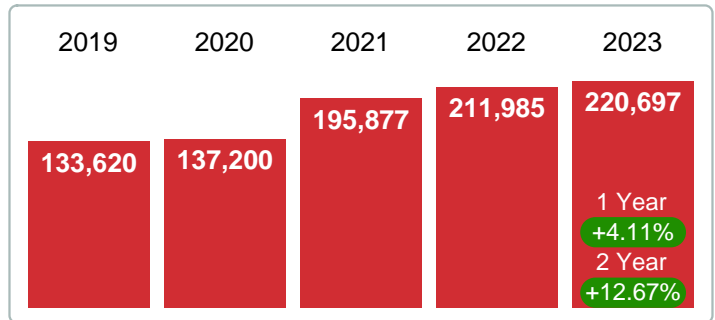
## AVERAGE SOLD PRICE AT CLOSING

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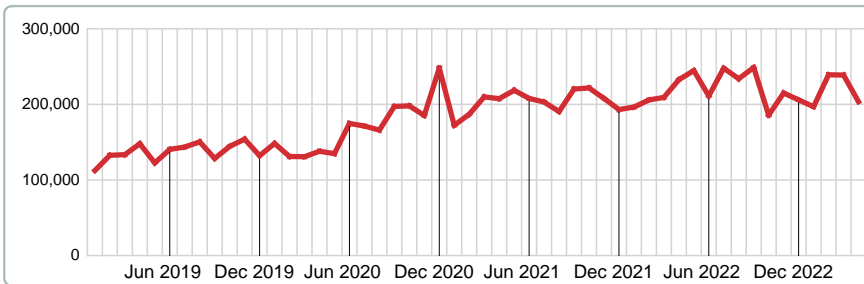
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

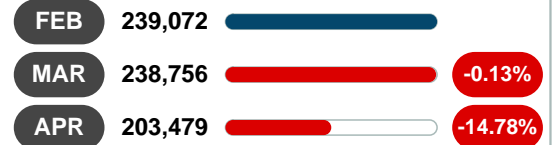


### 3 MONTHS

5 year APR AVG = 185,875

High Sep 2022 248,727 Low Jan 2019 112,425

Average Sold Price at Closing this month at **203,479** above the 5 yr APR average of **185,875**



### 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	6.67%	36,500	41,500	34,000	0	0
\$50,001 - \$75,000	7.78%	62,571	64,333	61,250	0	0
\$75,001 - \$150,000	24.44%	111,483	107,500	111,715	112,380	0
\$150,001 - \$175,000	13.33%	166,733	161,450	166,613	172,500	0
\$175,001 - \$225,000	21.11%	196,974	190,000	199,923	190,700	0
\$225,001 - \$300,000	15.56%	265,369	0	263,544	268,654	0
\$300,001 and up	11.11%	574,500	360,000	870,500	380,600	0
<b>Average Sold Price</b>		<b>203,479</b>	<b>123,991</b>	<b>207,763</b>	<b>232,121</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>203,479</b>	<b>11</b>	<b>57</b>	<b>22</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>18,313,086</b>	<b>1.36M</b>	<b>11.84M</b>	<b>5.11M</b>	<b>0.00B</b>

# April 2023



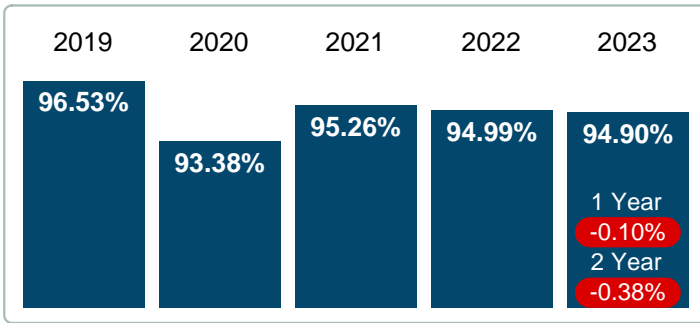
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



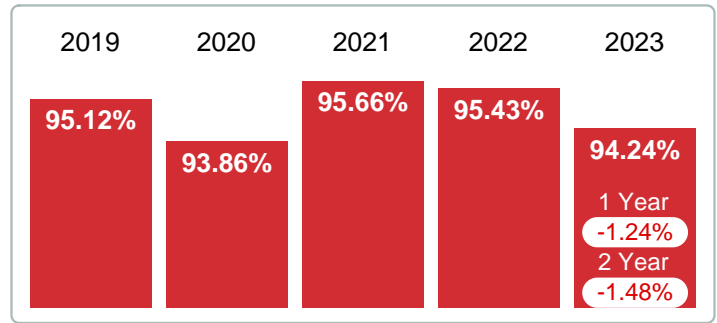
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 16, 2023 for MLS Technology Inc.

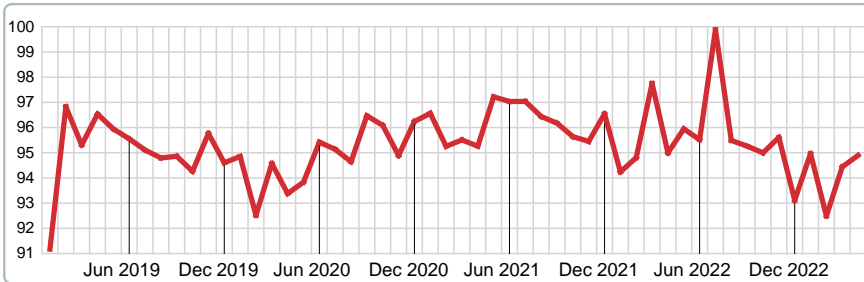
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

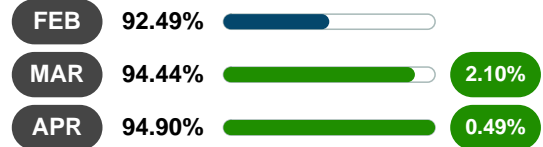


### 3 MONTHS

5 year APR AVG = 95.01%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **94.90%**  
equal to 5 yr APR average of **95.01%**



## 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	6	6.67%	84.26%	83.06%	84.86%	0.00%	0.00%
\$50,001 - \$75,000	7	7.78%	95.90%	89.81%	100.46%	0.00%	0.00%
\$75,001 - \$150,000	22	24.44%	96.09%	94.20%	96.93%	94.32%	0.00%
\$150,001 - \$175,000	12	13.33%	95.95%	90.77%	96.86%	97.49%	0.00%
\$175,001 - \$225,000	19	21.11%	96.04%	100.00%	96.27%	94.66%	0.00%
\$225,001 - \$300,000	14	15.56%	94.99%	0.00%	94.61%	95.67%	0.00%
\$300,001 and up	10	11.11%	94.39%	80.00%	94.78%	96.97%	0.00%
<b>Average Sold/List Ratio</b>			<b>94.90%</b>	<b>89.59%</b>	<b>95.65%</b>	<b>95.59%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>94.90%</b>	<b>11</b>	<b>57</b>	<b>22</b>	
<b>Total Closed Volume</b>				<b>1.36M</b>	<b>11.84M</b>	<b>5.11M</b>	<b>0.00B</b>

# April 2023



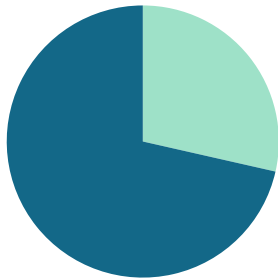
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 16, 2023 for MLS Technology Inc.

### INVENTORY

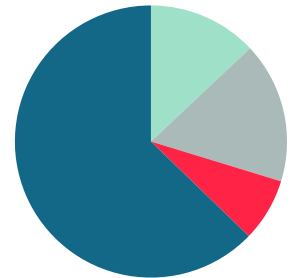


**Inventory**  
 New Listings  
**171 = 28.55%**  
 Start Inventory  
**428**  
 Total Inventory Units  
**599**  
 Volume  
**\$216,195,479**

### Market Activity

Closed Sales  
**90 = 12.99%**  
 Pending Sales  
**116 = 16.74%**  
 Other Off Market  
**52 = 7.50%**  
 Active Inventory  
**435 = 62.77%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	108	90	-16.67%	385	302	-21.56%
Pending Sales	126	116	-7.94%	422	376	-10.90%
New Listings	171	171	0.00%	573	592	3.32%
Average List Price	240,191	213,597	-11.07%	220,356	233,866	6.13%
Average Sale Price	232,538	203,479	-12.50%	211,985	220,697	4.11%
Average Percent of Selling Price to List Price	94.99%	94.90%	-0.10%	95.43%	94.24%	-1.24%
Average Days on Market to Sale	43.94	51.01	16.11%	45.79	54.77	19.60%
Monthly Inventory	318	435	36.79%	318	435	36.79%
Months Supply of Inventory	2.81	4.45	58.39%	2.81	4.45	58.39%

**Absorption:** Last 12 months, an Average of **98** Sales/Month

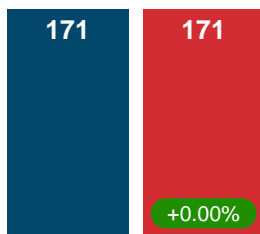
**Inventory** on April 30, 2023 = **435**

**2022** **2023**

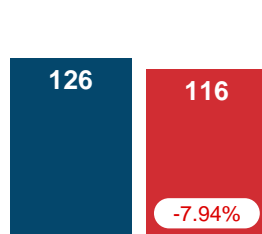
### APRIL MARKET

### AVERAGE PRICES

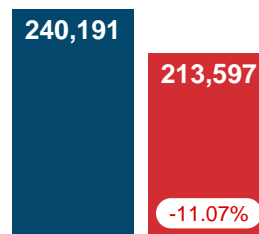
#### New Listings



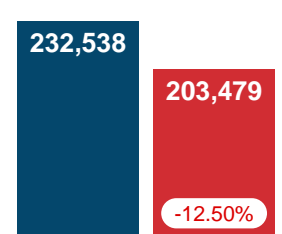
#### Pending Listings



#### List Price



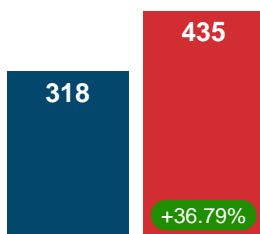
#### Sale Price



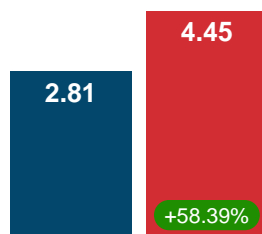
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

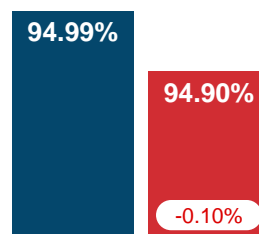
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

