

April 2023



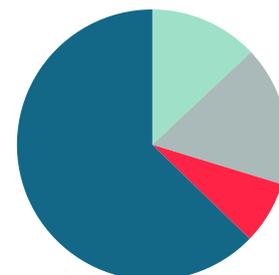
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	179,900	179,500	-0.22%
Median Sale Price	175,500	175,000	-0.28%
Median Percent of Selling Price to List Price	96.95%	95.56%	-1.43%
Median Days on Market to Sale	17.50	28.50	62.86%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.28%** in April 2023 to \$175,000 versus the previous year at \$175,500.

Median Days on Market Lengthens

The median number of **28.50** days that homes spent on the market before selling increased by 11.00 days or **62.86%** in April 2023 compared to last year's same month at **17.50** DOM.

Sales Success for April 2023 is Positive

Overall, with Median 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

April 2023



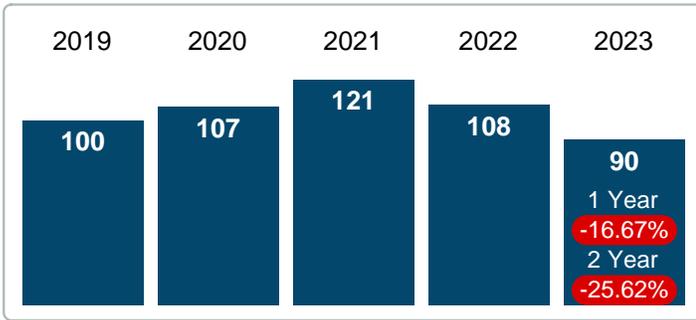
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



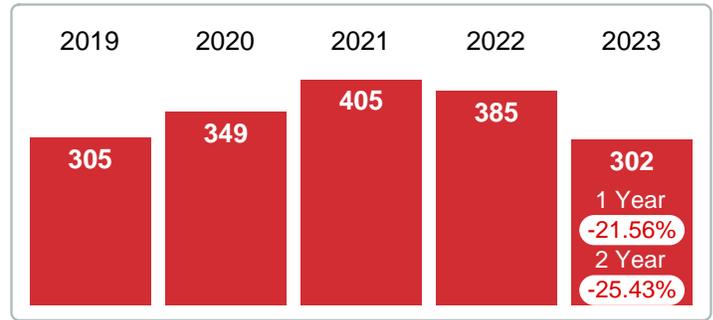
CLOSED LISTINGS

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

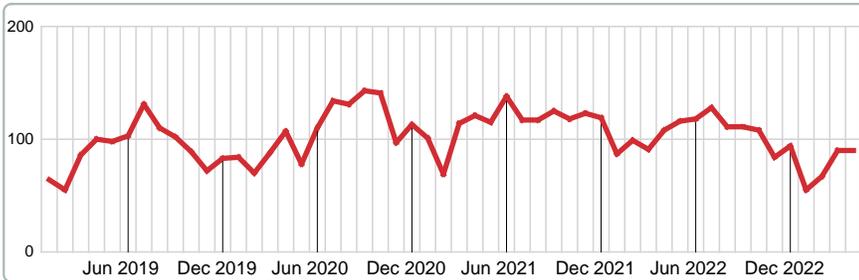
APRIL



YEAR TO DATE (YTD)

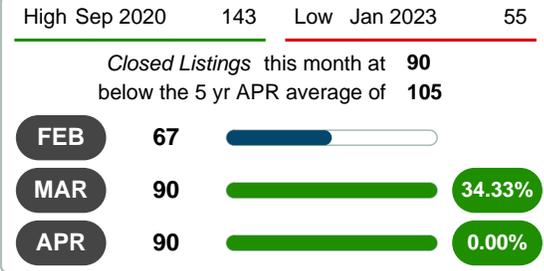


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 105



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.67%	19.0	2	4	0	0
\$50,001 - \$75,000	7	7.78%	15.0	3	4	0	0
\$75,001 - \$150,000	22	24.44%	22.0	2	15	5	0
\$150,001 - \$175,000	12	13.33%	56.5	2	8	2	0
\$175,001 - \$225,000	19	21.11%	30.0	1	13	5	0
\$225,001 - \$300,000	14	15.56%	28.0	0	9	5	0
\$300,001 and up	10	11.11%	89.0	1	4	5	0
Total Closed Units	90			11	57	22	0
Total Closed Volume	18,313,086	100%	28.5	1.36M	11.84M	5.11M	0.00B
Median Closed Price	\$175,000			\$106,000	\$172,900	\$202,500	\$0

April 2023



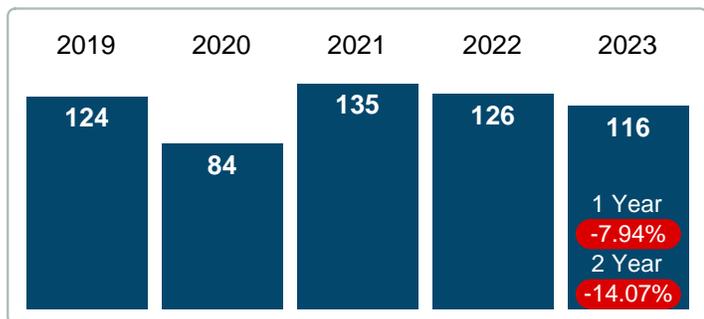
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



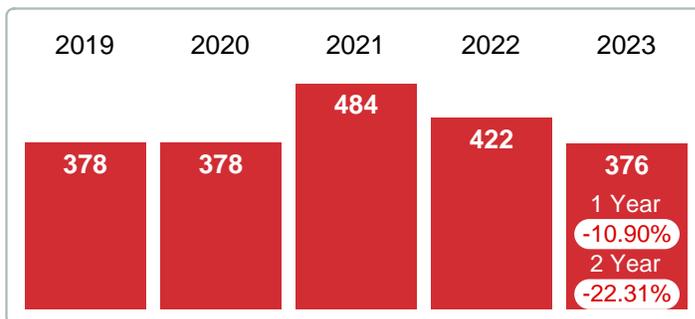
PENDING LISTINGS

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

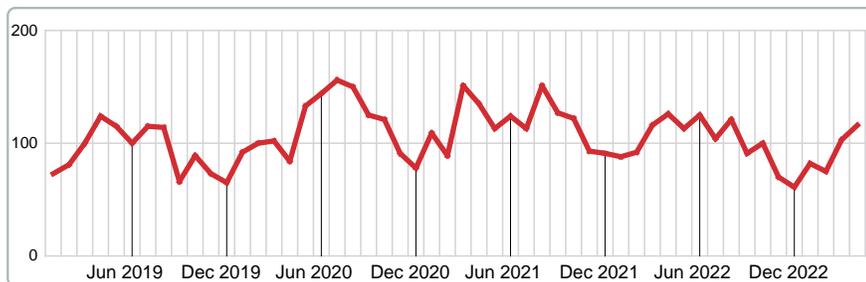
APRIL



YEAR TO DATE (YTD)

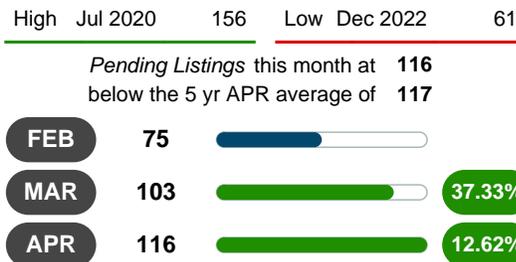


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 117



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	3	2.59%	55.0	0	2	1	0
\$50,001 - \$125,000	26	22.41%	24.0	10	16	0	0
\$125,001 - \$150,000	12	10.34%	17.0	3	9	0	0
\$150,001 - \$200,000	25	21.55%	20.0	4	17	4	0
\$200,001 - \$275,000	23	19.83%	16.0	2	15	6	0
\$275,001 - \$375,000	14	12.07%	23.5	2	6	6	0
\$375,001 and up	13	11.21%	20.0	2	8	2	1
Total Pending Units	116			23	73	19	1
Total Pending Volume	25,083,300	100%	20.5	3.83M	15.26M	5.12M	875.00K
Median Listing Price	\$194,000			\$139,500	\$185,000	\$254,900	\$875,000

April 2023



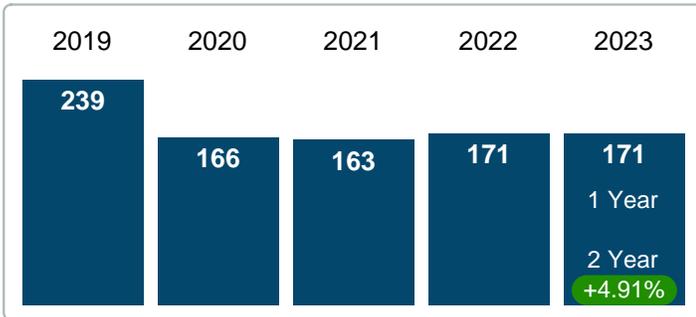
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



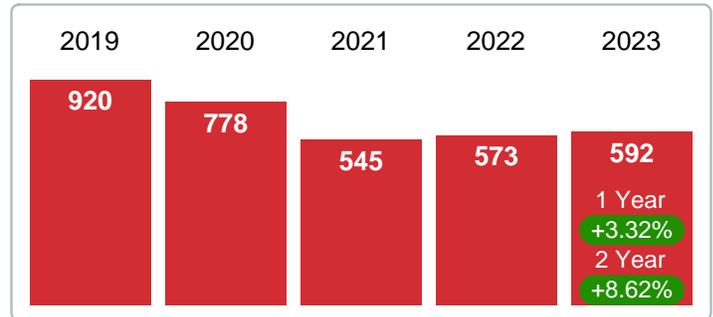
NEW LISTINGS

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

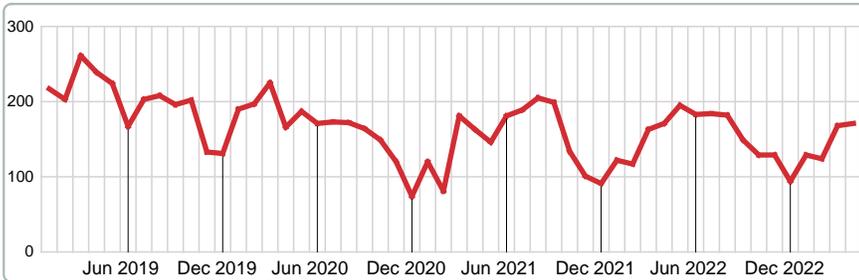
APRIL



YEAR TO DATE (YTD)

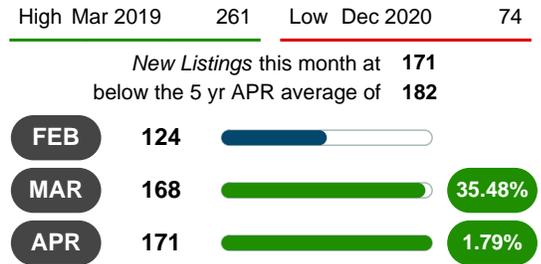


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 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
Total New Listed Units	171		40	99	29	3
Total New Listed Volume	53,681,995	100%	10.37M	29.15M	12.82M	1.34M
Median New Listed Listing Price	\$215,000		\$175,400	\$205,000	\$299,000	\$375,000

April 2023



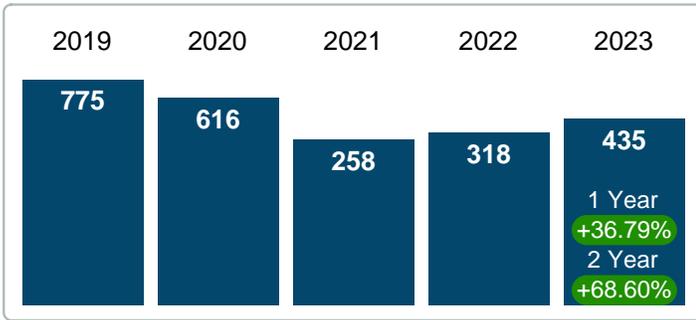
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



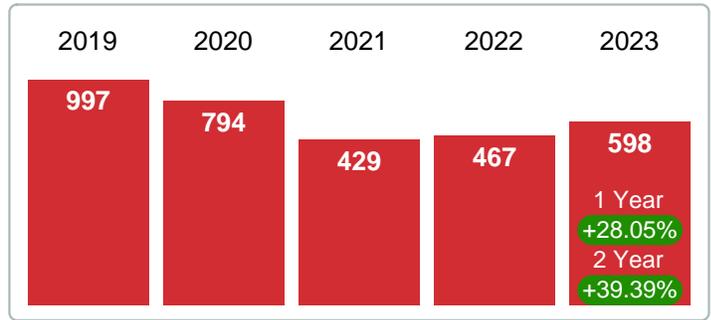
ACTIVE INVENTORY

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

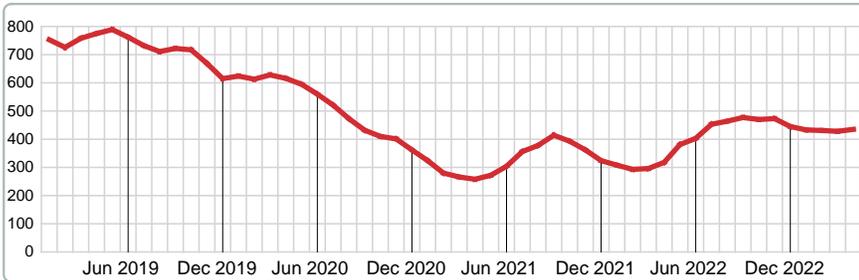
END OF APRIL



ACTIVE DURING APRIL

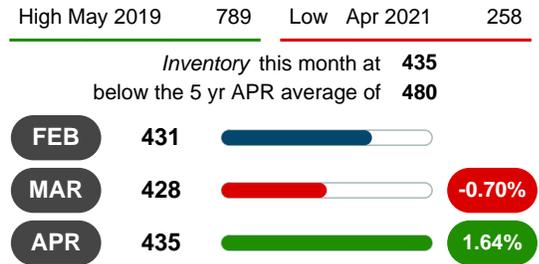


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 480



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	32	7.36%	63.5	16	16	0	0
\$75,001 - \$125,000	48	11.03%	48.5	16	27	3	2
\$125,001 - \$175,000	72	16.55%	54.0	14	47	10	1
\$175,001 - \$275,000	102	23.45%	73.0	19	53	26	4
\$275,001 - \$450,000	85	19.54%	60.0	10	52	18	5
\$450,001 - \$725,000	52	11.95%	60.0	6	29	11	6
\$725,001 and up	44	10.11%	75.5	2	10	24	8
Total Active Inventory by Units		435		83	234	92	26
Total Active Inventory by Volume		172,511,979	100%	20.51M	71.44M	55.13M	25.43M
Median Active Inventory Listing Price		\$239,000		\$159,900	\$227,250	\$332,000	\$509,450

April 2023



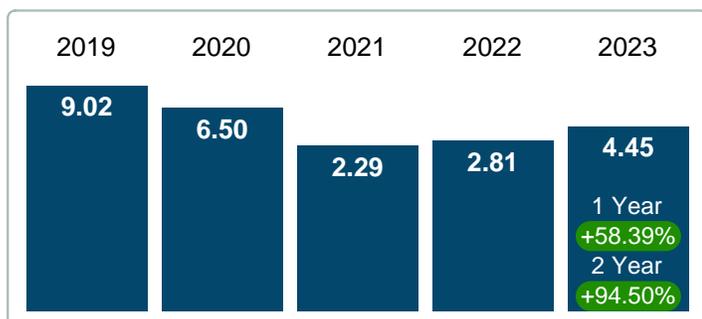
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



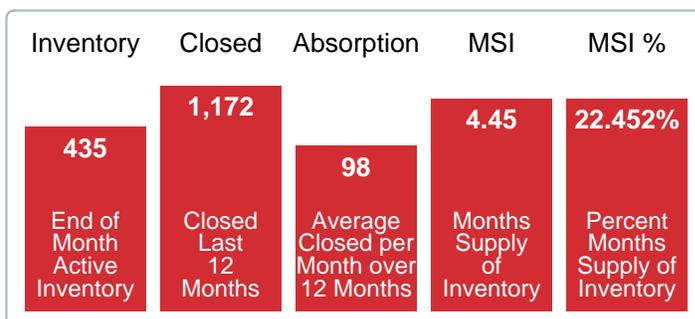
MONTHS SUPPLY of INVENTORY (MSI)

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

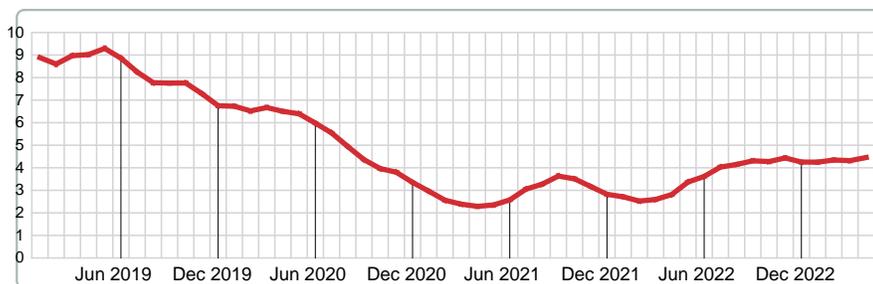
MSI FOR APRIL



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



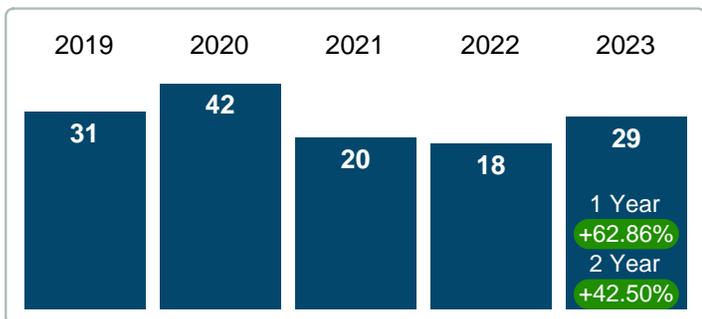
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



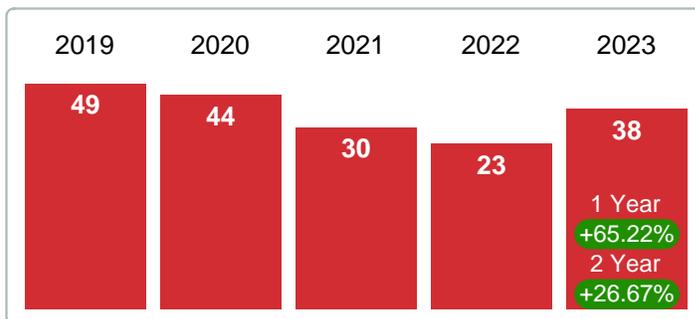
MEDIAN DAYS ON MARKET TO SALE

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

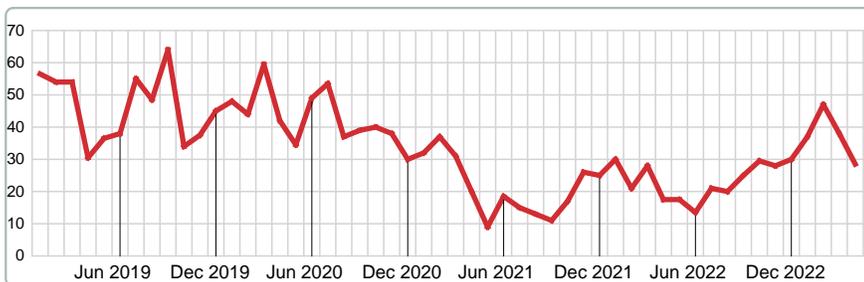
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

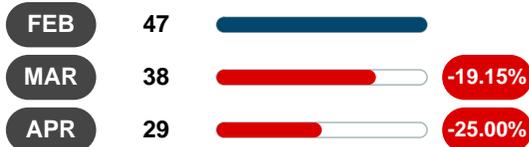


3 MONTHS

5 year APR AVG = 28

High Sep 2019 64 Low May 2021 9

Median Days on Market to Sale this month at 29 above the 5 yr APR average of 28



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
\$50,000 and less	6.67%	19	18	35	0	0
\$50,001 - \$75,000	7.78%	15	73	13	0	0
\$75,001 - \$150,000	24.44%	22	10	23	27	0
\$150,001 - \$175,000	13.33%	57	133	39	170	0
\$175,001 - \$225,000	21.11%	30	9	25	50	0
\$225,001 - \$300,000	15.56%	28	0	33	23	0
\$300,001 and up	11.11%	89	141	57	100	0
Median Closed DOM		29	19	27	47	0
Total Closed Units	100%	90	11	57	22	
Total Closed Volume		18,313,086	1.36M	11.84M	5.11M	0.00B

April 2023



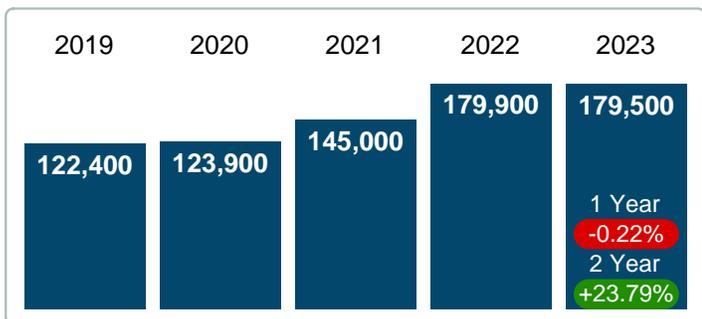
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



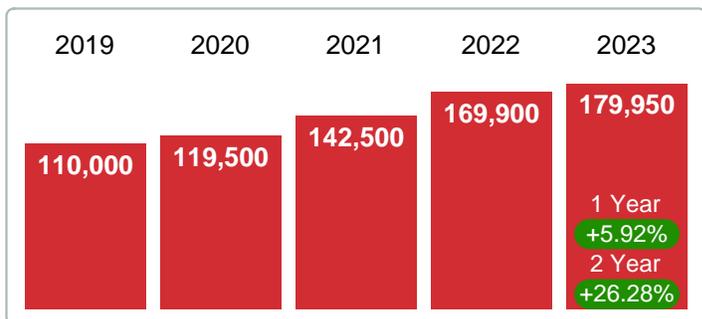
MEDIAN LIST PRICE AT CLOSING

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

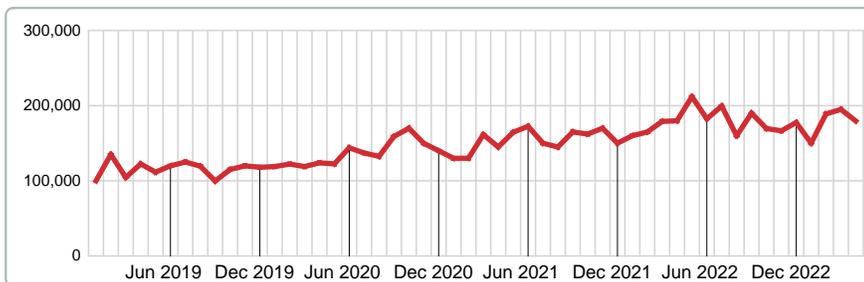
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 150,140



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
\$50,000 and less	4	4.44%	31,000	37,000	25,000	0	0
\$50,001 - \$75,000	7	7.78%	62,500	65,000	61,250	0	0
\$75,001 - \$150,000	23	25.56%	109,900	109,000	109,950	104,950	0
\$150,001 - \$175,000	10	11.11%	171,450	152,600	171,450	174,900	0
\$175,001 - \$225,000	19	21.11%	199,000	199,500	199,500	182,500	0
\$225,001 - \$300,000	16	17.78%	268,950	0	252,500	282,000	0
\$300,001 and up	11	12.22%	399,900	450,000	399,900	340,000	0
Median List Price			179,500	109,000	175,000	227,400	0
Total Closed Units		100%	179,500	11	57	22	
Total Closed Volume			19,223,697	1.55M	12.34M	5.34M	0.00B

April 2023



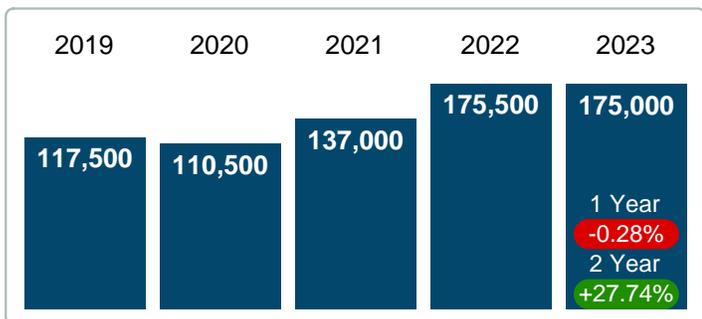
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



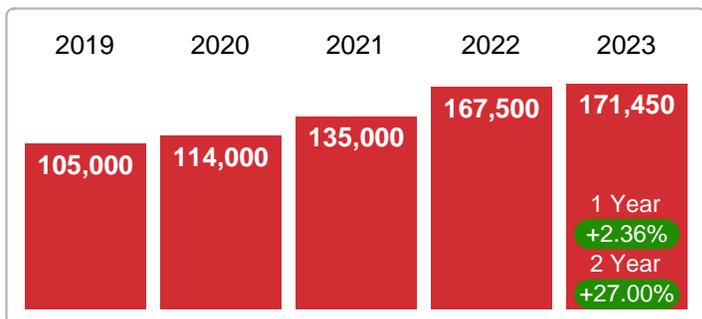
MEDIAN SOLD PRICE AT CLOSING

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

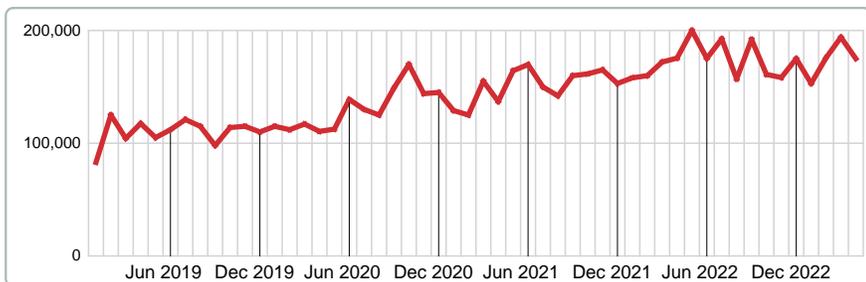
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 143,100



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
\$50,000 and less	6	6.67%	39,000	41,500	35,000	0	0
\$50,001 - \$75,000	7	7.78%	63,000	63,000	61,500	0	0
\$75,001 - \$150,000	22	24.44%	113,000	107,500	118,000	117,000	0
\$150,001 - \$175,000	12	13.33%	170,000	161,450	167,750	172,500	0
\$175,001 - \$225,000	19	21.11%	198,000	190,000	200,000	189,000	0
\$225,001 - \$300,000	14	15.56%	267,500	0	265,000	275,000	0
\$300,001 and up	10	11.11%	333,500	360,000	331,000	330,000	0
Median Sold Price			175,000	106,000	172,900	202,500	0
Total Closed Units		100%	175,000	11	57	22	
Total Closed Volume			18,313,086	1.36M	11.84M	5.11M	0.00B

April 2023



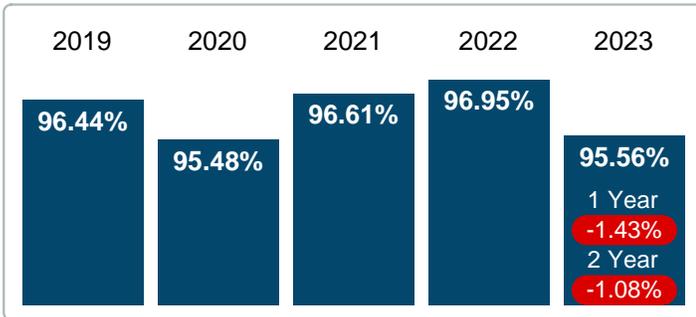
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



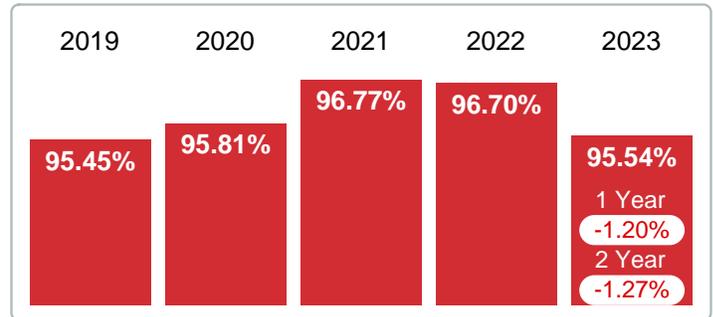
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

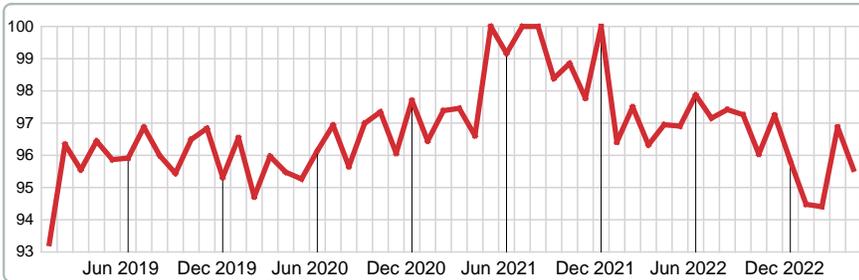
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 96.21%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **95.56%** equal to 5 yr APR average of **96.21%**



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
\$50,000 and less	6	6.67%	85.58%	83.06%	86.64%	0.00%	0.00%
\$50,001 - \$75,000	7	7.78%	91.67%	91.67%	89.73%	0.00%	0.00%
\$75,001 - \$150,000	22	24.44%	95.81%	94.20%	96.09%	94.55%	0.00%
\$150,001 - \$175,000	12	13.33%	94.80%	90.77%	94.61%	97.49%	0.00%
\$175,001 - \$225,000	19	21.11%	97.03%	100.00%	96.30%	97.03%	0.00%
\$225,001 - \$300,000	14	15.56%	96.36%	0.00%	96.23%	96.49%	0.00%
\$300,001 and up	10	11.11%	96.73%	80.00%	98.63%	96.39%	0.00%
Median Sold/List Ratio		95.56%		89.19%	95.54%	96.44%	0.00%
Total Closed Units		90	100%	11	57	22	
Total Closed Volume		18,313,086		1.36M	11.84M	5.11M	0.00B

April 2023



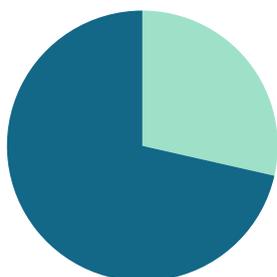
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

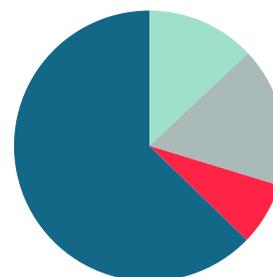


Inventory
 New Listings
171 = 28.55%
 Start Inventory
428
 Total Inventory Units
599
 Volume
\$216,195,479

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%
Median List Price	179,900	179,500	-0.22%	169,900	179,950	5.92%
Median Sale Price	175,500	175,000	-0.28%	167,500	171,450	2.36%
Median Percent of Selling Price to List Price	96.95%	95.56%	-1.43%	96.70%	95.54%	-1.20%
Median Days on Market to Sale	17.50	28.50	62.86%	23.00	38.00	65.22%
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**

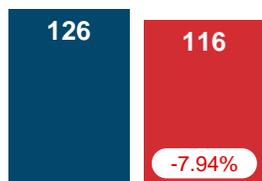
APRIL MARKET

MEDIAN PRICES

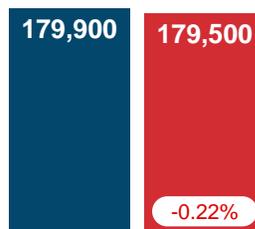
New Listings



Pending Listings



List Price



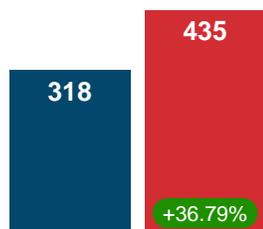
Sale Price



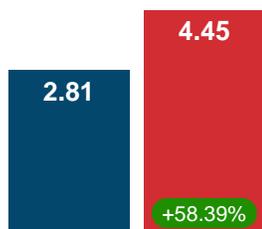
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

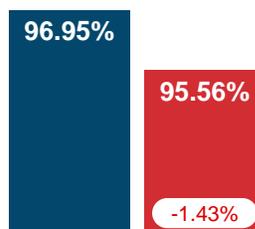
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

