

August 2023



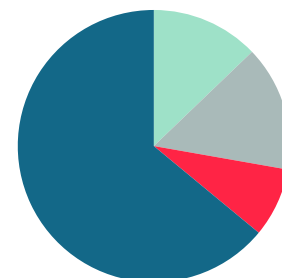
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	August 2023	+/-%
Closed Listings	111	103	-7.21%
Pending Listings	121	120	-0.83%
New Listings	182	196	7.69%
Average List Price	242,889	253,153	4.23%
Average Sale Price	233,911	240,050	2.62%
Average Percent of Selling Price to List Price	95.49%	95.10%	-0.41%
Average Days on Market to Sale	36.61	44.41	21.29%
End of Month Inventory	464	514	10.78%
Months Supply of Inventory	4.15	5.59	34.88%



■ Closed (12.83%)
■ Pending (14.94%)
■ Other OffMarket (8.22%)
■ Active (64.01%)

Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of August 31, 2023 = **514**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **10.78%** to 514 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **5.59** 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 **2.62%** in August 2023 to \$240,050 versus the previous year at \$233,911.

Average Days on Market Lengthens

The average number of **44.41** days that homes spent on the market before selling increased by 7.80 days or **21.29%** in August 2023 compared to last year's same month at **36.61** DOM.

Sales Success for August 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 196 New Listings in August 2023, up **7.69%** from last year at 182. Furthermore, there were 103 Closed Listings this month versus last year at 111, a **-7.21%** decrease.

Closed versus Listed trends yielded a **52.6%** ratio, down from previous year's, August 2022, at **61.0%**, a **13.84%** 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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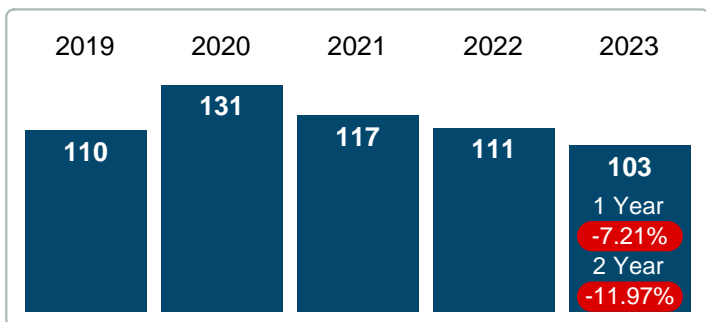
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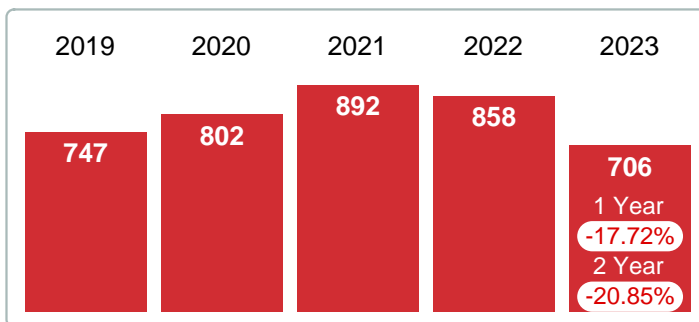
CLOSED LISTINGS

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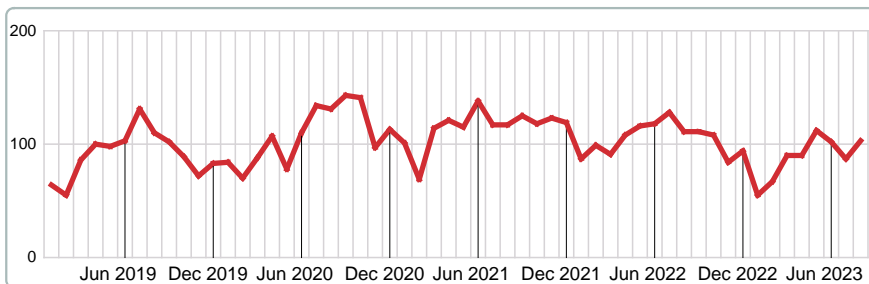
AUGUST



YEAR TO DATE (YTD)

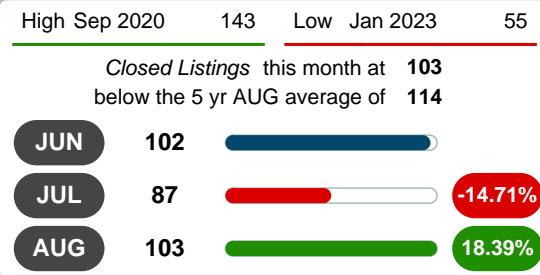


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 114



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	9	8.74%	23.7	5	3	1	0
\$50,001 - \$100,000	14	13.59%	23.4	3	11	0	0
\$100,001 - \$125,000	6	5.83%	48.7	3	3	0	0
\$125,001 - \$200,000	37	35.92%	41.4	8	22	7	0
\$200,001 - \$275,000	12	11.65%	48.7	0	6	5	1
\$275,001 - \$500,000	14	13.59%	55.9	2	8	4	0
\$500,001 and up	11	10.68%	76.6	0	7	2	2
Total Closed Units	103			21	60	19	3
Total Closed Volume	24,725,150	100%	44.4	2.71M	13.25M	6.92M	1.85M
Average Closed Price	\$240,050			\$128,948	\$220,789	\$364,205	\$616,667

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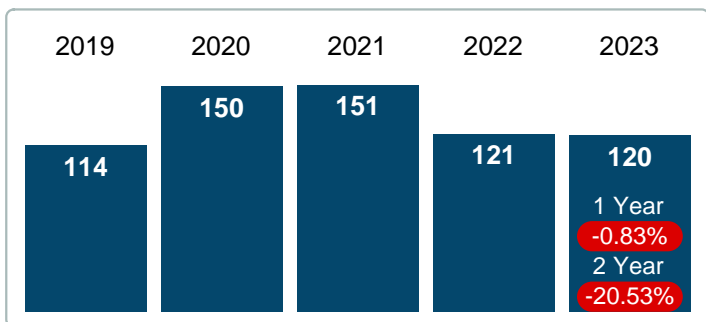
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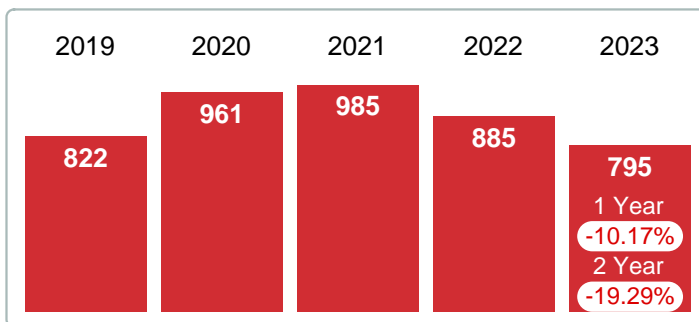
PENDING LISTINGS

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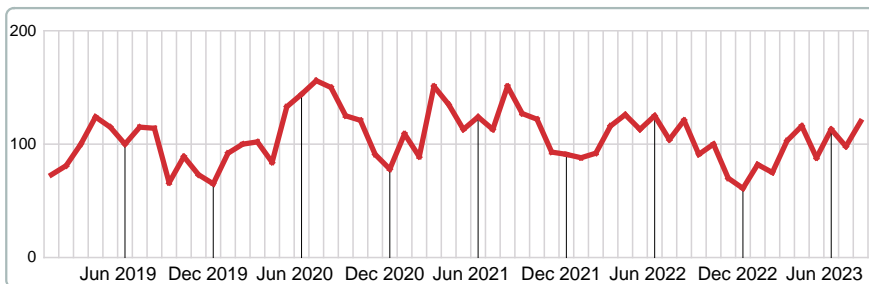
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 131

High Jul 2020 156 Low Dec 2022 61

Pending Listings this month at 120 below the 5 yr AUG average of 131



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	8	6.67%	43.6	4	3	1	0
\$50,001 - \$125,000	20	16.67%	44.2	11	9	0	0
\$125,001 - \$150,000	13	10.83%	45.3	1	10	2	0
\$150,001 - \$225,000	31	25.83%	33.9	6	21	4	0
\$225,001 - \$325,000	21	17.50%	61.6	1	15	5	0
\$325,001 - \$450,000	16	13.33%	75.8	2	11	3	0
\$450,001 and up	11	9.17%	38.2	0	3	5	3
Total Pending Units	120			25	72	20	3
Total Pending Volume	30,242,699	100%	46.8	3.39M	16.13M	7.31M	3.42M
Average Listing Price	\$240,966			\$135,632	\$223,969	\$365,255	\$1,140,333

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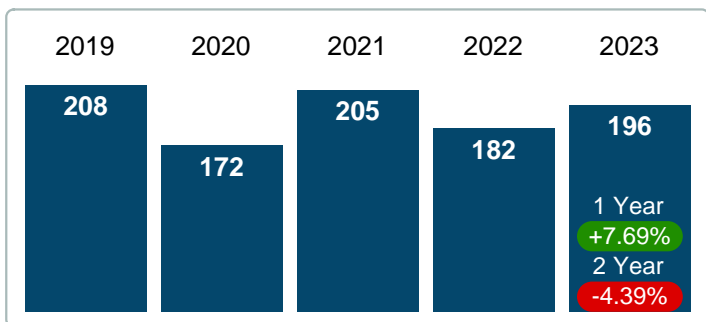
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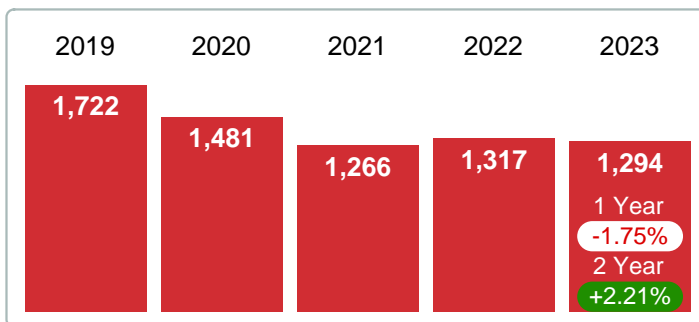
NEW LISTINGS

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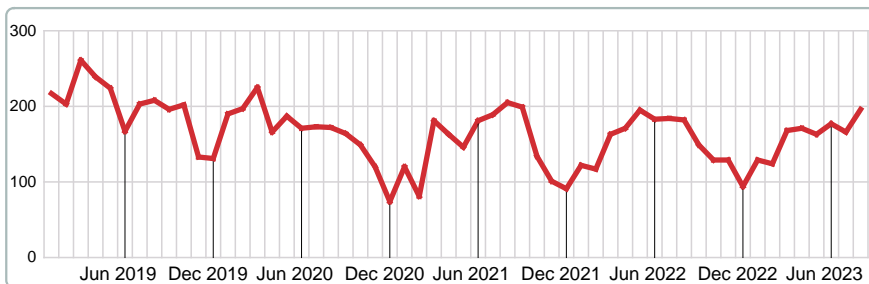
AUGUST



YEAR TO DATE (YTD)

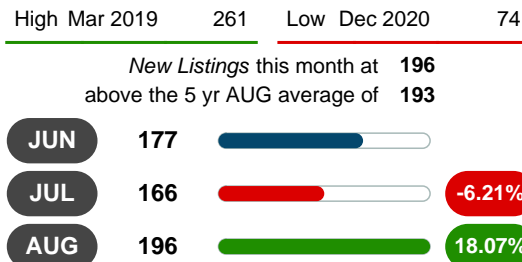


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 193



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	6.12%	8	3	1	0
\$75,001 - \$125,000	26	13.27%	9	13	3	1
\$125,001 - \$150,000	23	11.73%	4	15	3	1
\$150,001 - \$225,000	49	25.00%	8	34	6	1
\$225,001 - \$375,000	41	20.92%	6	28	6	1
\$375,001 - \$500,000	25	12.76%	2	9	12	2
\$500,001 and up	20	10.20%	0	7	10	3
Total New Listed Units	196		37	109	41	9
Total New Listed Volume	54,535,447	100%	5.94M	26.06M	17.62M	4.92M
Average New Listed Listing Price	\$253,118		\$160,441	\$239,095	\$429,661	\$546,850

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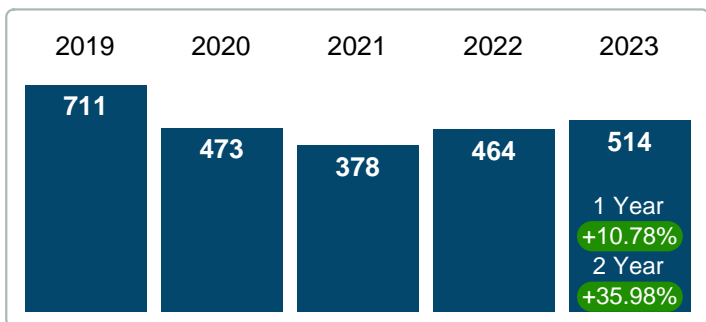
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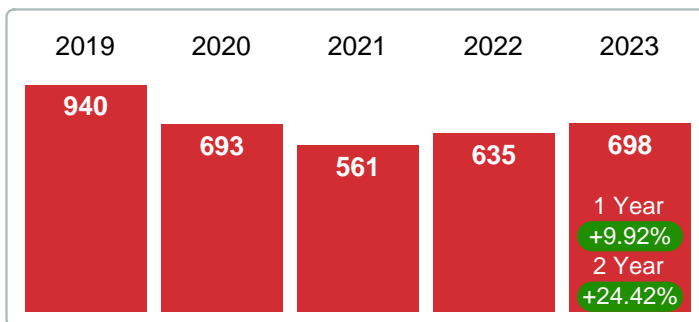
ACTIVE INVENTORY

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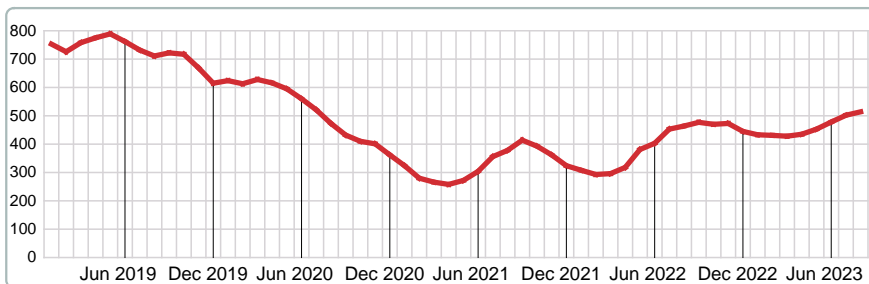
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 508

High May 2019 789 Low Apr 2021 258

Inventory this month at 514 above the 5 yr AUG average of 508



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	31	6.03%	93.7	16	13	2	0
\$75,001 - \$125,000	62	12.06%	83.9	19	37	4	2
\$125,001 - \$175,000	90	17.51%	77.1	21	55	11	3
\$175,001 - \$300,000	131	25.49%	78.4	23	82	20	6
\$300,001 - \$475,000	83	16.15%	71.1	9	36	26	12
\$475,001 - \$725,000	66	12.84%	82.8	9	29	21	7
\$725,001 and up	51	9.92%	102.5	4	12	26	9
Total Active Inventory by Units	514			101	264	110	39
Total Active Inventory by Volume	190,526,926	100%	81.6	27.58M	80.17M	59.50M	23.28M
Average Active Inventory Listing Price	\$370,675			\$273,097	\$303,662	\$540,901	\$596,876

August 2023



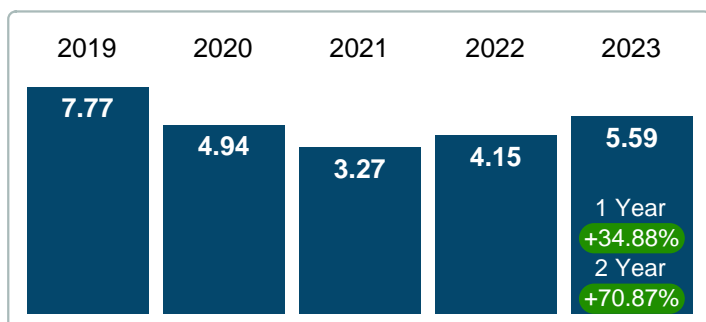
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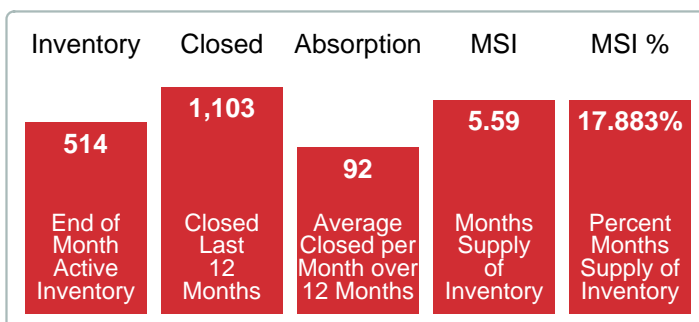
MONTHS SUPPLY of INVENTORY (MSI)

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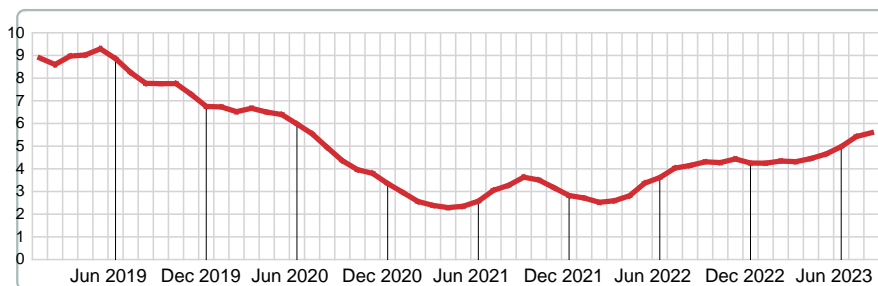
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.15

High May 2019 9.29 Low Apr 2021 2.29

Months Supply this month at **5.59**
above the 5 yr AUG average of **5.15**



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	6.03%	2.34	2.63	1.95	6.00	0.00
\$75,001 - \$125,000	62	12.06%	4.43	4.07	4.48	3.69	0.00
\$125,001 - \$175,000	90	17.51%	4.43	5.14	3.91	5.08	0.00
\$175,001 - \$300,000	131	25.49%	4.79	6.00	4.94	3.20	9.00
\$300,001 - \$475,000	83	16.15%	7.78	7.71	7.45	6.12	28.80
\$475,001 - \$725,000	66	12.84%	16.85	108.00	12.43	18.00	21.00
\$725,001 and up	51	9.92%	21.10	48.00	14.40	22.29	27.00
Market Supply of Inventory (MSI)			5.59	5.05	4.93	6.70	20.35
Total Active Inventory by Units		100%	514	101	264	110	39

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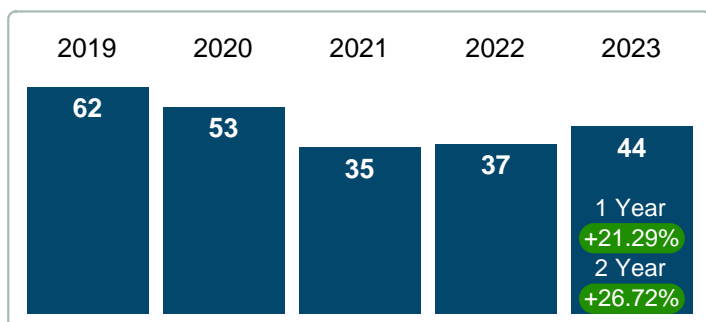
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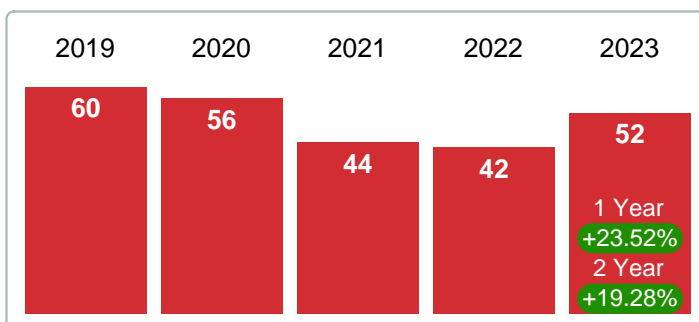
AVERAGE DAYS ON MARKET TO SALE

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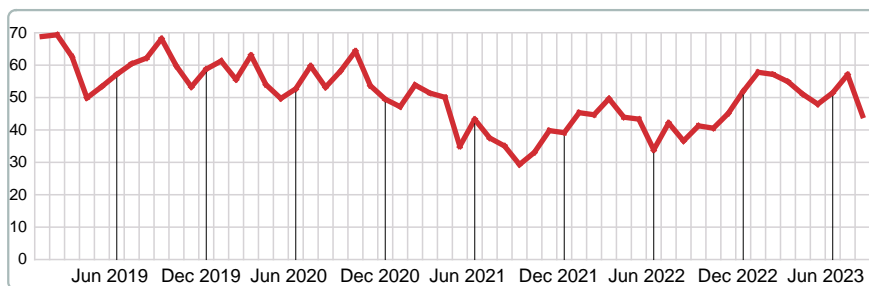
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

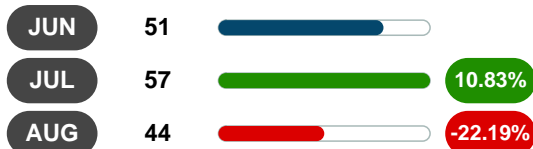


3 MONTHS

5 year AUG AVG = 46

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at 44 below the 5 yr AUG average of 46



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	8.74%	24	28	25	1	0
\$50,001 - \$100,000	13.59%	23	18	25	0	0
\$100,001 - \$125,000	5.83%	49	63	34	0	0
\$125,001 - \$200,000	35.92%	41	35	40	55	0
\$200,001 - \$275,000	11.65%	49	0	51	41	77
\$275,001 - \$500,000	13.59%	56	77	33	92	0
\$500,001 and up	10.68%	77	0	83	109	23
Average Closed DOM		44	39	41	62	41
Total Closed Units	100%	44	21	60	19	3
Total Closed Volume			2.71M	13.25M	6.92M	1.85M

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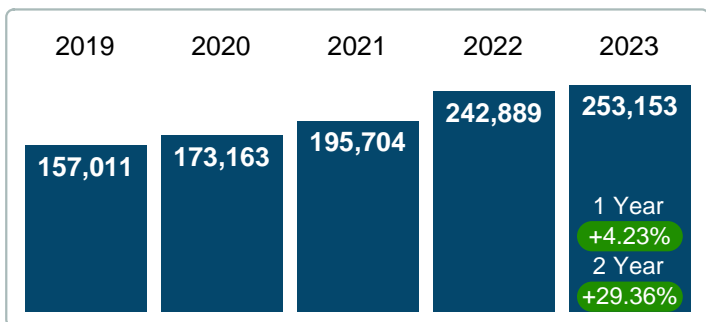
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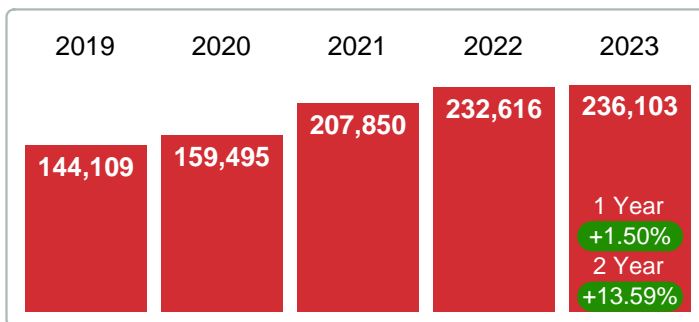
AVERAGE LIST PRICE AT CLOSING

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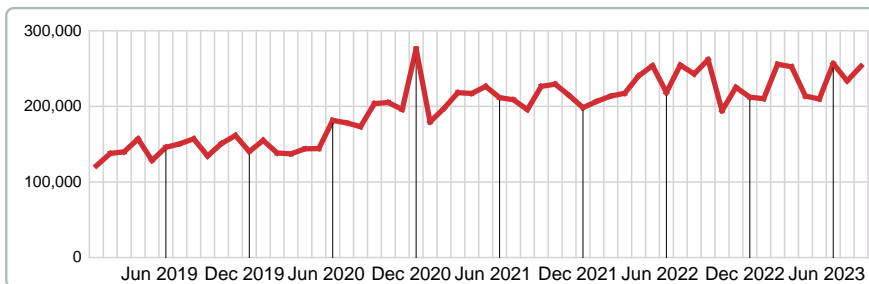
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 204,384

High Dec 2020 275,941 Low Jan 2019 121,407

Average List Price at Closing this month at **253,153**
above the 5 yr AUG average of **204,384**

- JUN** 256,539
- JUL** 233,679 -8.91%
- AUG** 253,153 8.33%

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	8.74%	30,622	35,340	24,300	26,000	0
\$50,001 - \$100,000	12.62%	81,131	86,300	82,345	0	0
\$100,001 - \$125,000	4.85%	117,580	128,300	134,633	0	0
\$125,001 - \$200,000	34.95%	168,022	169,213	171,286	182,129	0
\$200,001 - \$275,000	12.62%	245,746	0	257,133	263,480	265,000
\$275,001 - \$500,000	15.53%	343,256	345,000	358,463	348,725	0
\$500,001 and up	10.68%	856,455	0	620,857	1,650,000	862,500
Average List Price		253,153	136,390	231,790	384,905	663,333
Total Closed Units	100%	253,153	21	60	19	3
Total Closed Volume		26,074,799	2.86M	13.91M	7.31M	1.99M

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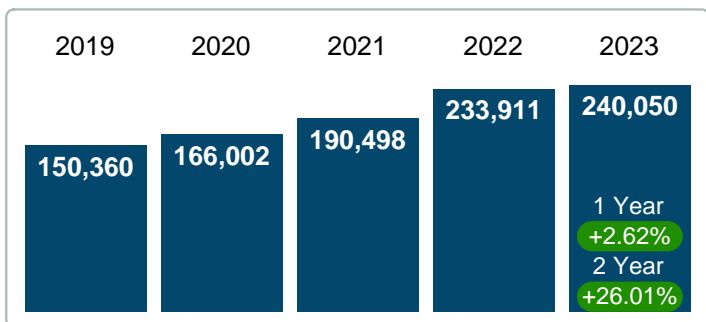
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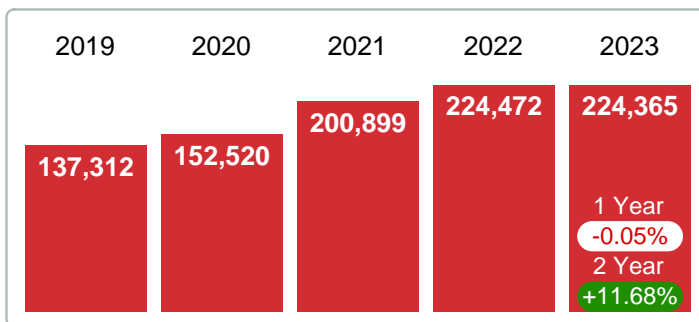
AVERAGE SOLD PRICE AT CLOSING

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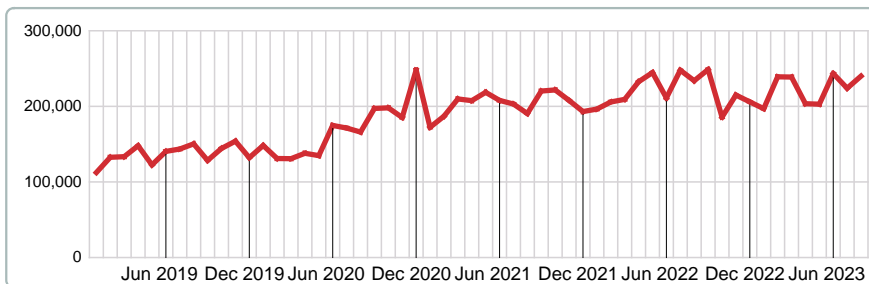
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

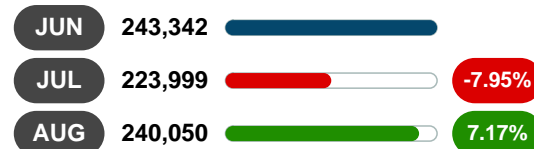


3 MONTHS

5 year AUG AVG = 196,164

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

Average Sold Price at Closing this month at **240,050** above the 5 yr AUG average of **196,164**



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	8.74%	28,211	30,480	25,167	26,000	0
\$50,001 - \$100,000	13.59%	78,304	83,000	77,023	0	0
\$100,001 - \$125,000	5.83%	113,250	109,500	117,000	0	0
\$125,001 - \$200,000	35.92%	165,627	164,750	162,423	176,700	0
\$200,001 - \$275,000	11.65%	245,742	0	241,150	251,400	245,000
\$275,001 - \$500,000	13.59%	341,671	330,000	339,175	352,500	0
\$500,001 and up	10.68%	803,182	0	605,714	495,000	802,500
Average Sold Price		240,050	128,948	220,789	364,205	616,667
Total Closed Units	100%	240,050	21	60	19	3
Total Closed Volume		24,725,150	2.71M	13.25M	6.92M	1.85M

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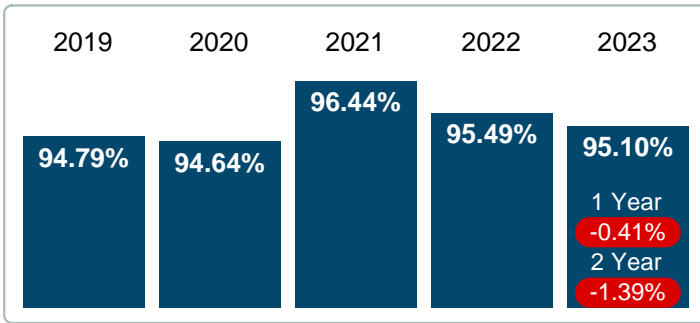
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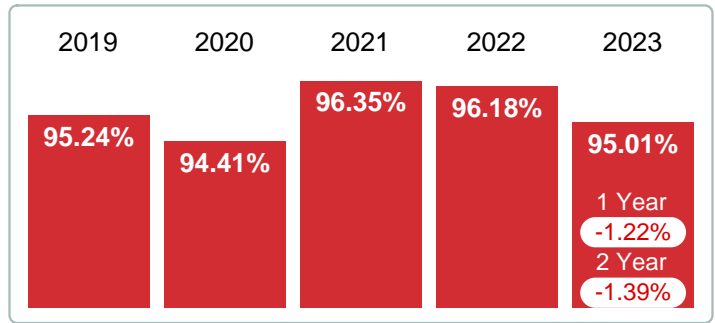
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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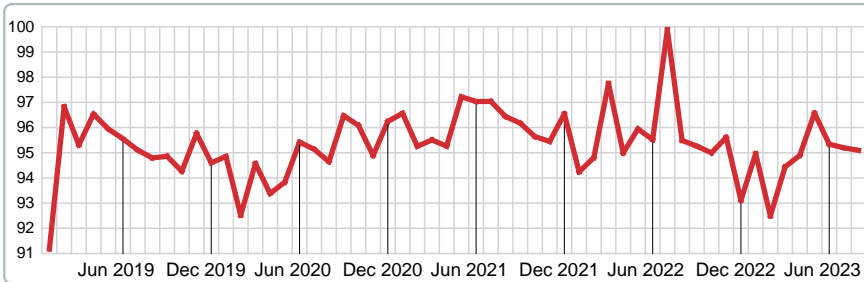
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

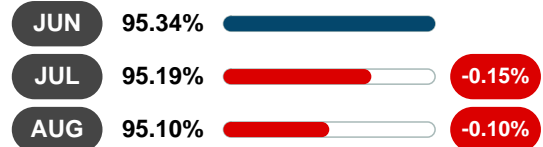


3 MONTHS

5 year AUG AVG = 95.29%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.10%**
equal to 5 yr AUG average of **95.29%**



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	9	8.74%	93.43%	86.12%	103.43%	100.00%	0.00%
\$50,001 - \$100,000	14	13.59%	94.74%	96.23%	94.33%	0.00%	0.00%
\$100,001 - \$125,000	6	5.83%	87.68%	85.68%	89.68%	0.00%	0.00%
\$125,001 - \$200,000	37	35.92%	96.10%	97.49%	95.25%	97.15%	0.00%
\$200,001 - \$275,000	12	11.65%	94.67%	0.00%	94.32%	95.53%	92.45%
\$275,001 - \$500,000	14	13.59%	96.89%	95.89%	94.94%	101.29%	0.00%
\$500,001 and up	11	10.68%	95.78%	0.00%	97.94%	90.45%	93.54%
Average Sold/List Ratio		95.10%		92.76%	95.39%	97.04%	93.18%
Total Closed Units		103	100%	21	60	19	3
Total Closed Volume		24,725,150		2.71M	13.25M	6.92M	1.85M

August 2023



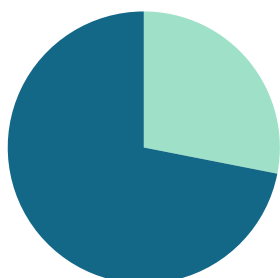
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

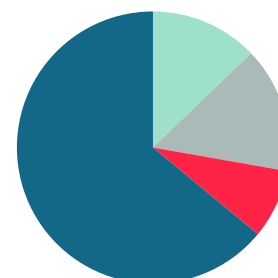


Inventory
 New Listings
196 = 28.08%
 Start Inventory
502
 Total Inventory Units
698
 Volume
\$243,161,419

Market Activity

Closed Sales
103 = 12.83%
 Pending Sales
120 = 14.94%
 Other Off Market
66 = 8.22%
 Active Inventory
514 = 64.01%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	111	103	-7.21%	858	706	-17.72%
Pending Sales	121	120	-0.83%	885	795	-10.17%
New Listings	182	196	7.69%	1,317	1,294	-1.75%
Average List Price	242,889	253,153	4.23%	232,616	236,103	1.50%
Average Sale Price	233,911	240,050	2.62%	224,472	224,365	-0.05%
Average Percent of Selling Price to List Price	95.49%	95.10%	-0.41%	96.18%	95.01%	-1.22%
Average Days on Market to Sale	36.61	44.41	21.29%	42.09	51.99	23.52%
Monthly Inventory	464	514	10.78%	464	514	10.78%
Months Supply of Inventory	4.15	5.59	34.88%	4.15	5.59	34.88%

Absorption: Last 12 months, an Average of **92** Sales/Month

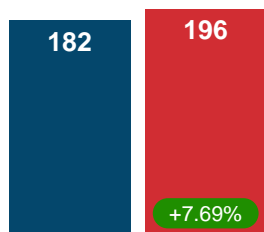
Inventory on August 31, 2023 = **514**

2022 **2023**

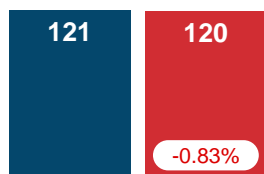
AUGUST MARKET

AVERAGE PRICES

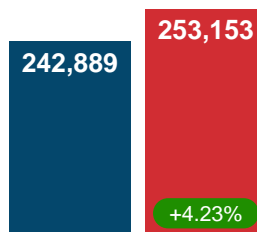
New Listings



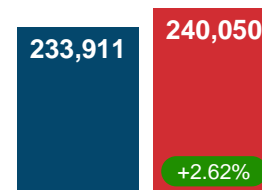
Pending Listings



List Price



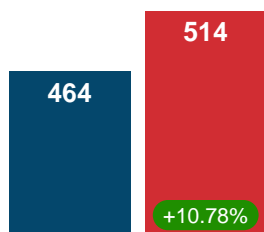
Sale Price



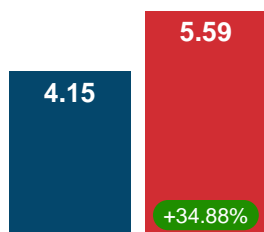
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

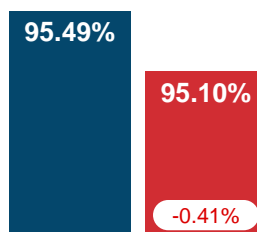
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

