

August 2023



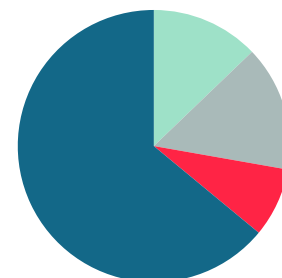
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	159,900	175,000	9.44%
Median Sale Price	157,000	172,500	9.87%
Median Percent of Selling Price to List Price	97.42%	97.44%	0.02%
Median Days on Market to Sale	20.00	28.00	40.00%
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.

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 **9.87%** in August 2023 to \$172,500 versus the previous year at \$157,000.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 8.00 days or **40.00%** in August 2023 compared to last year's same month at **20.00** DOM.

Sales Success for August 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 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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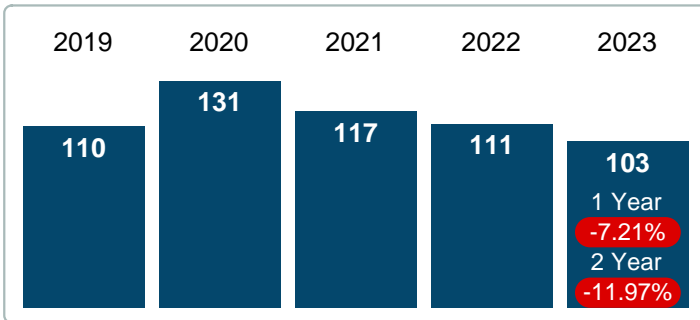
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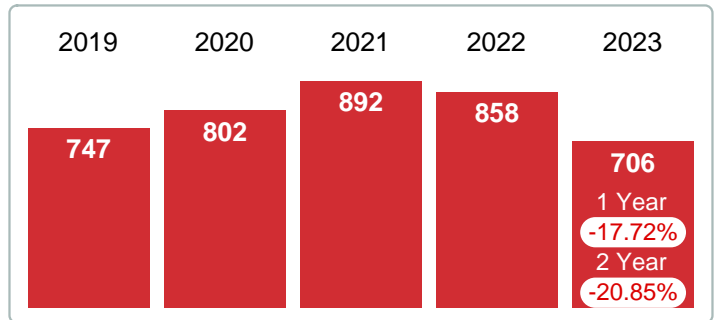
CLOSED LISTINGS

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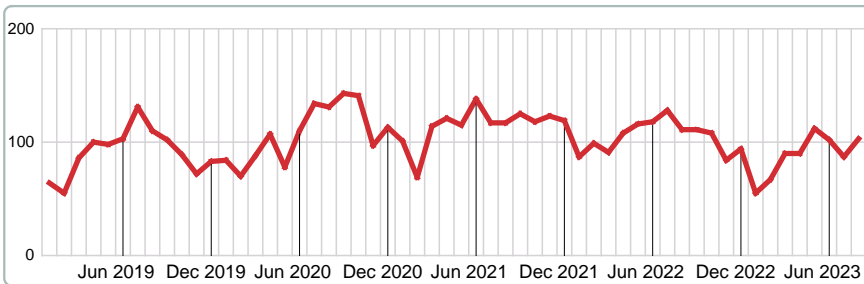
AUGUST



YEAR TO DATE (YTD)

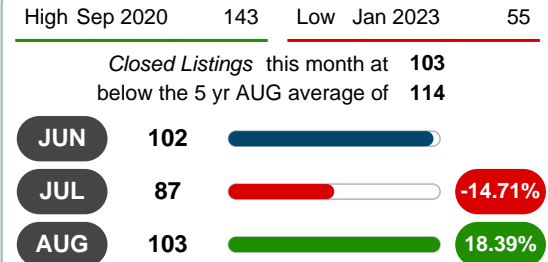


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 114



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.74%	18.0	5	3	1	0
\$50,001 - \$100,000	14	13.59%	17.0	3	11	0	0
\$100,001 - \$125,000	6	5.83%	38.0	3	3	0	0
\$125,001 - \$200,000	37	35.92%	28.0	8	22	7	0
\$200,001 - \$275,000	12	11.65%	46.5	0	6	5	1
\$275,001 - \$500,000	14	13.59%	31.5	2	8	4	0
\$500,001 and up	11	10.68%	43.0	0	7	2	2
Total Closed Units	103			21	60	19	3
Total Closed Volume	24,725,150	100%	28.0	2.71M	13.25M	6.92M	1.85M
Median Closed Price	\$172,500			\$115,000	\$167,750	\$235,000	\$730,000

August 2023



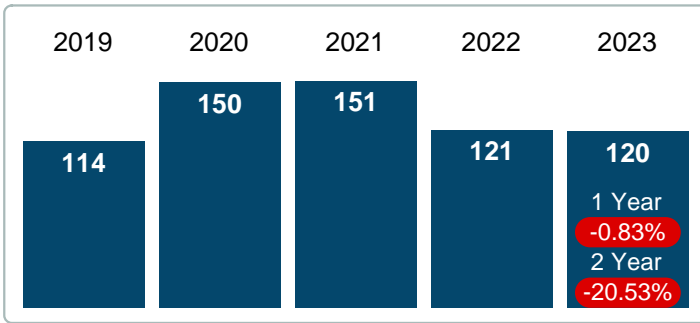
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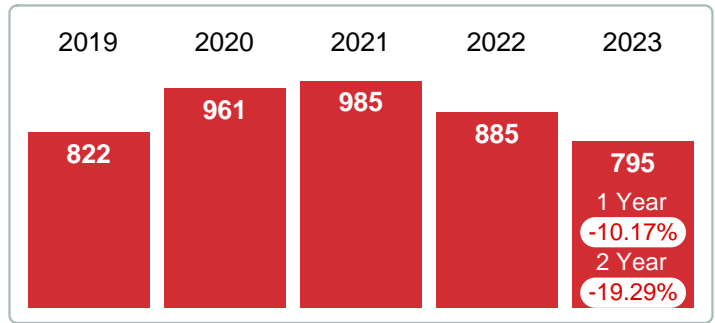
PENDING LISTINGS

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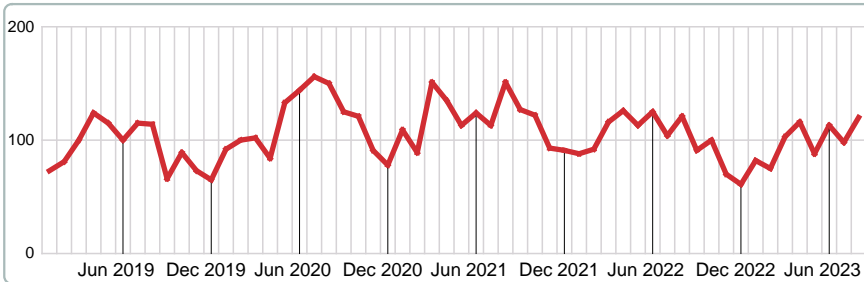
AUGUST



YEAR TO DATE (YTD)

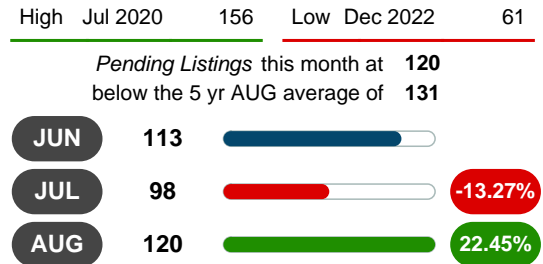


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 131



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	6.67%	44.0	4	3	1	0
\$50,001 - \$125,000	20	16.67%	24.5	11	9	0	0
\$125,001 - \$150,000	13	10.83%	14.0	1	10	2	0
\$150,001 - \$225,000	31	25.83%	23.0	6	21	4	0
\$225,001 - \$325,000	21	17.50%	55.0	1	15	5	0
\$325,001 - \$450,000	16	13.33%	62.5	2	11	3	0
\$450,001 and up	11	9.17%	13.0	0	3	5	3
Total Pending Units	120			25	72	20	3
Total Pending Volume	30,242,699	100%	32.0	3.39M	16.13M	7.31M	3.42M
Median Listing Price	\$189,750			\$119,900	\$189,750	\$289,450	\$1,096,000

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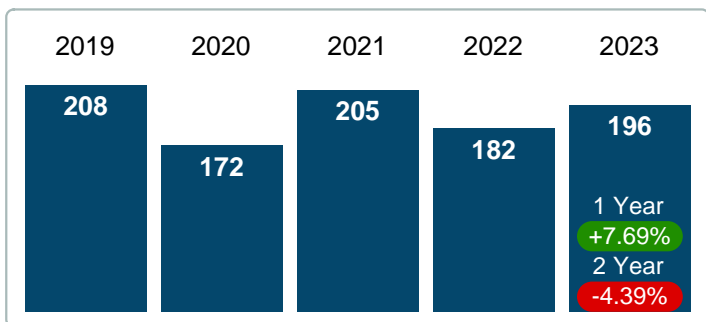
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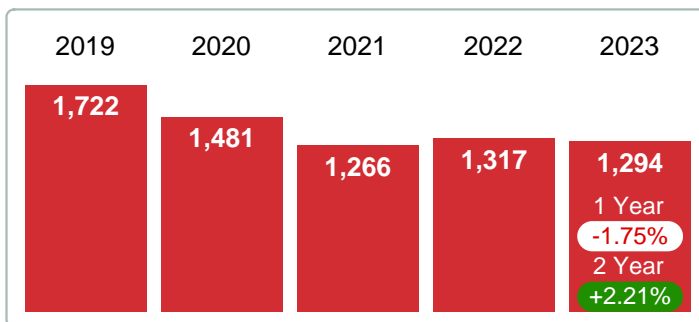
NEW LISTINGS

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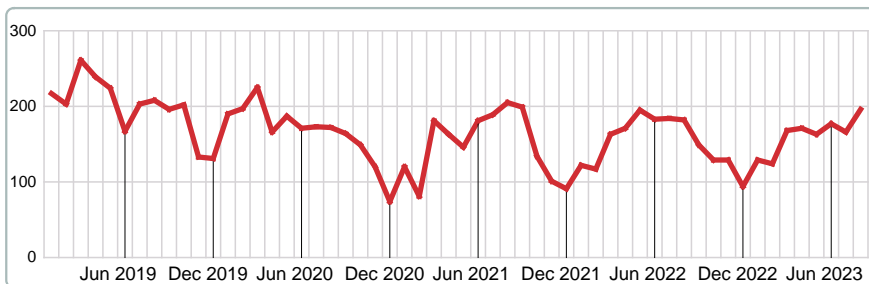
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 193

High Mar 2019 261 Low Dec 2020 74

New Listings this month at 196
above the 5 yr AUG average of 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
Median New Listed Listing Price	\$199,900		\$145,900	\$195,000	\$399,900	\$399,900

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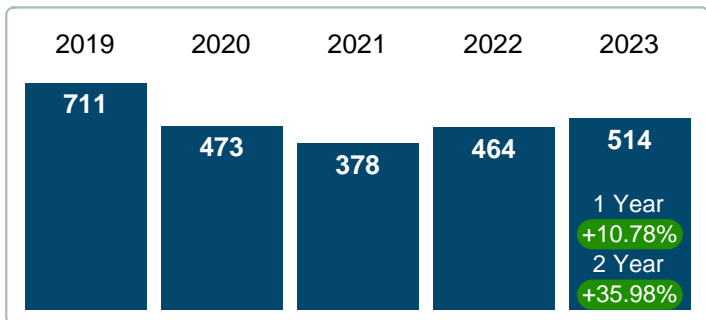
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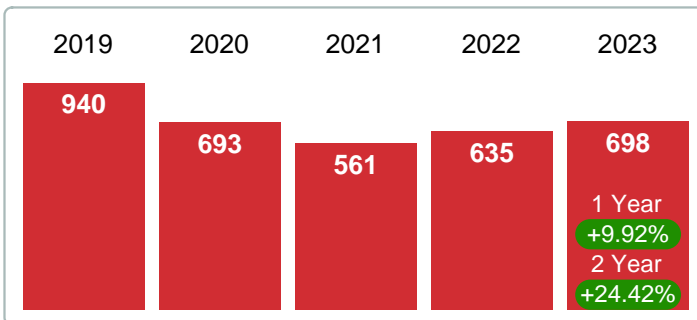
ACTIVE INVENTORY

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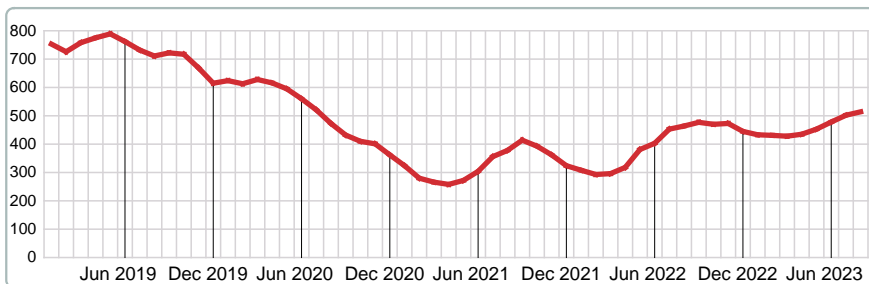
END OF AUGUST



ACTIVE DURING AUGUST

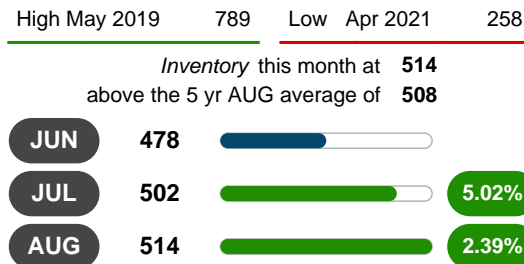


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 508



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	6.03%	62.0	16	13	2	0
\$75,001 - \$125,000	62	12.06%	43.5	19	37	4	2
\$125,001 - \$175,000	90	17.51%	58.0	21	55	11	3
\$175,001 - \$300,000	131	25.49%	57.0	23	82	20	6
\$300,001 - \$475,000	83	16.15%	54.0	9	36	26	12
\$475,001 - \$725,000	66	12.84%	64.0	9	29	21	7
\$725,001 and up	51	9.92%	98.0	4	12	26	9
Total Active Inventory by Units	514			101	264	110	39
Total Active Inventory by Volume	190,526,926	100%	62.5	27.58M	80.17M	59.50M	23.28M
Median Active Inventory Listing Price	\$240,000			\$169,900	\$216,000	\$427,500	\$409,900

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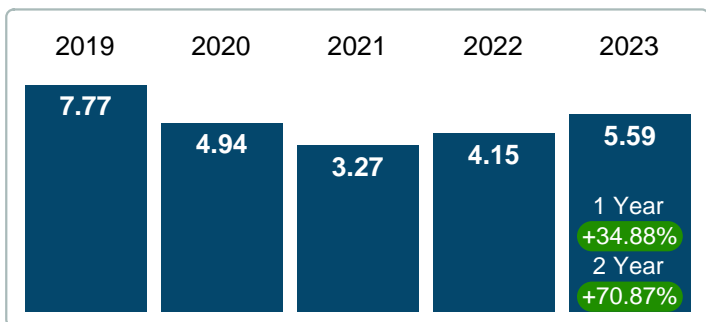
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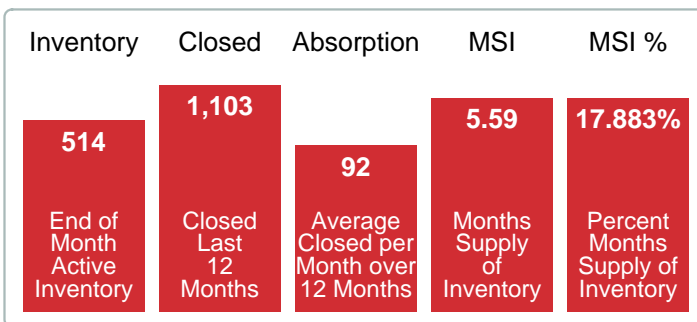
MONTHS SUPPLY of INVENTORY (MSI)

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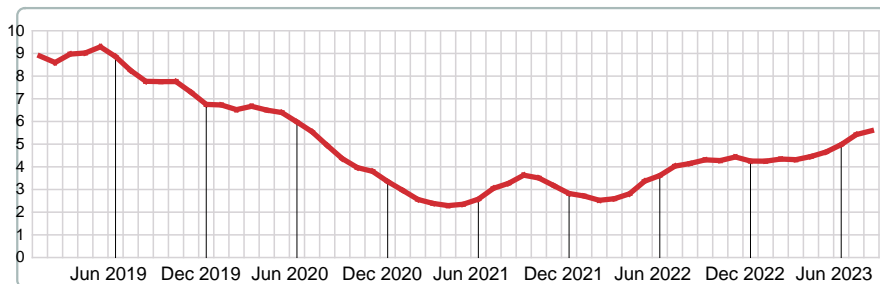
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS

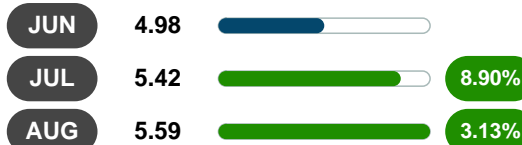


3 MONTHS

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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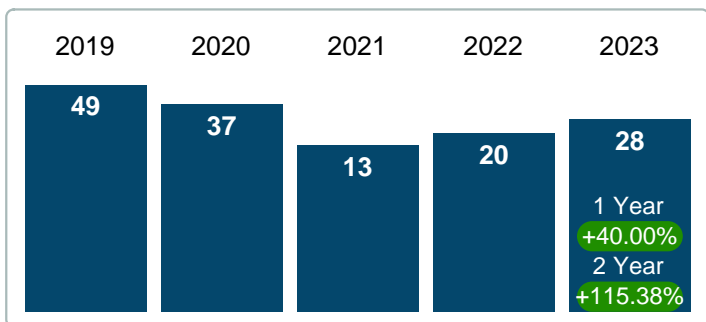
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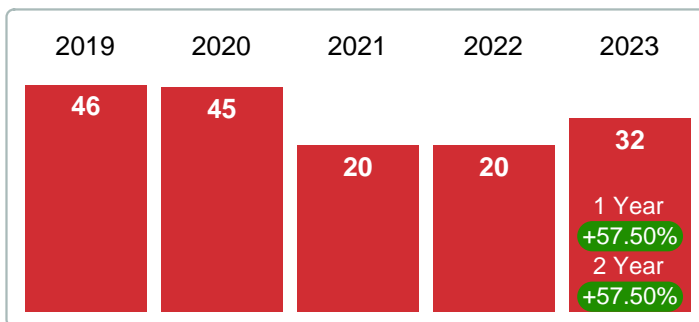
MEDIAN DAYS ON MARKET TO SALE

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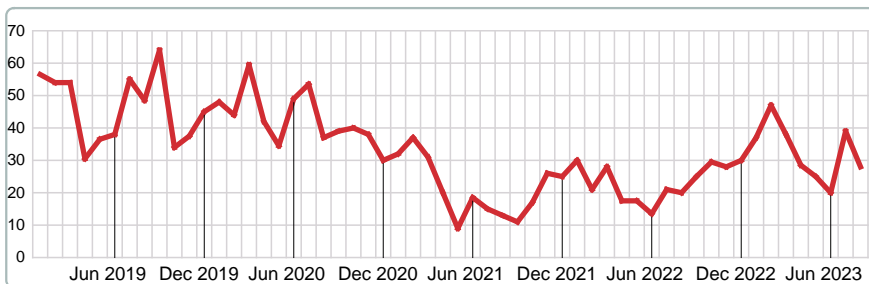
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 29

High Sep 2019 64 Low May 2021 9

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



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	8.74%	18	32	7	1	0
\$50,001 - \$100,000	13.59%	17	12	17	0	0
\$100,001 - \$125,000	5.83%	38	56	20	0	0
\$125,001 - \$200,000	35.92%	28	28	24	71	0
\$200,001 - \$275,000	11.65%	47	0	39	35	77
\$275,001 - \$500,000	13.59%	32	77	22	99	0
\$500,001 and up	10.68%	43	0	74	109	23
Median Closed DOM		28	32	21	41	43
Total Closed Units	100%	28.0	21	60	19	3
Total Closed Volume		24,725,150	2.71M	13.25M	6.92M	1.85M

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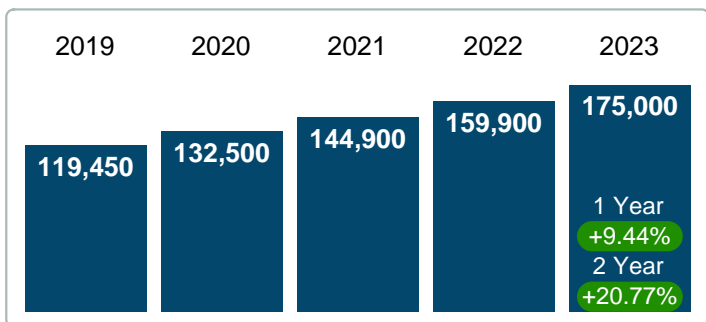
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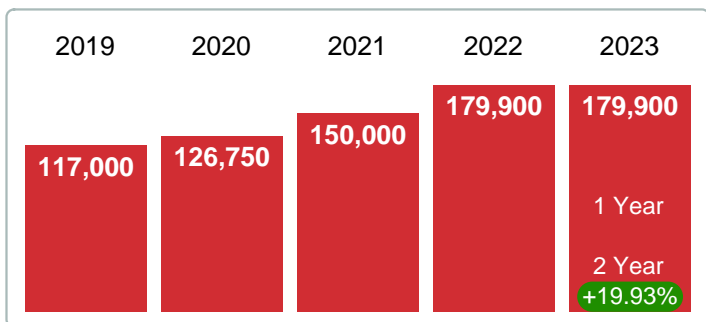
MEDIAN LIST PRICE AT CLOSING

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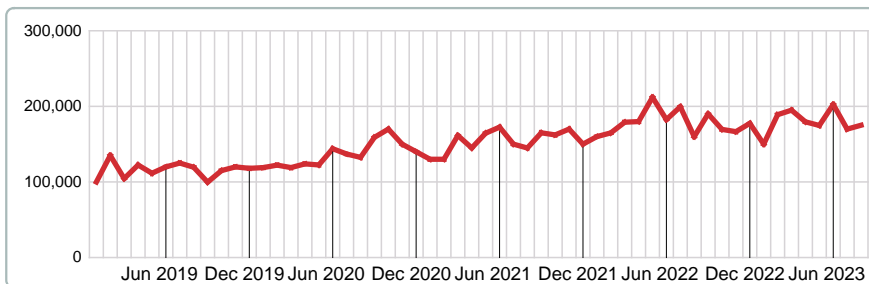
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

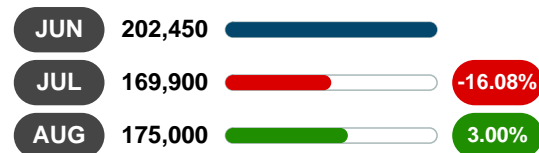


3 MONTHS

5 year AUG AVG = 146,350

High May 2022 211,950 Low Sep 2019 99,750

Median List Price at Closing this month at **175,000** above the 5 yr AUG average of **146,350**



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	8.74%	28,000	32,999	25,000	26,000	0
\$50,001 - \$100,000	12.62%	82,500	89,000	80,250	0	0
\$100,001 - \$125,000	4.85%	119,900	122,450	113,000	0	0
\$125,001 - \$200,000	34.95%	169,250	157,500	169,700	183,500	0
\$200,001 - \$275,000	12.62%	249,900	205,000	247,450	264,000	265,000
\$275,001 - \$500,000	15.53%	331,950	345,000	334,900	325,000	0
\$500,001 and up	10.68%	750,000	0	599,000	1,650,000	862,500
Median List Price		175,000	135,000	169,950	264,000	750,000
Total Closed Units	103	100%	21	60	19	3
Total Closed Volume	26,074,799		2.86M	13.91M	7.31M	1.99M

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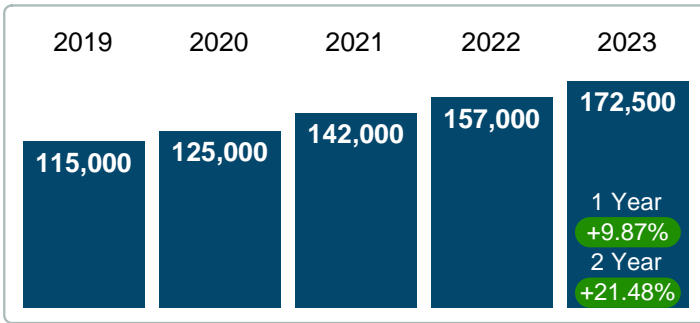
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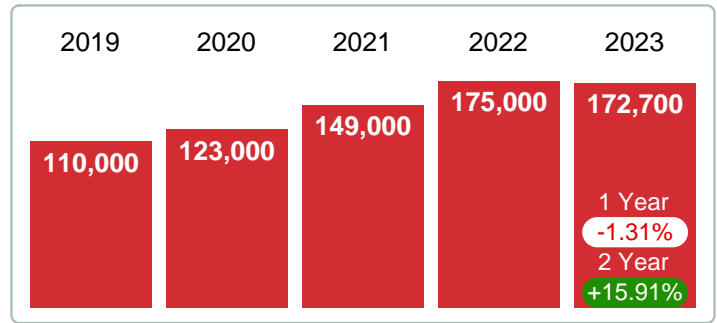
MEDIAN SOLD PRICE AT CLOSING

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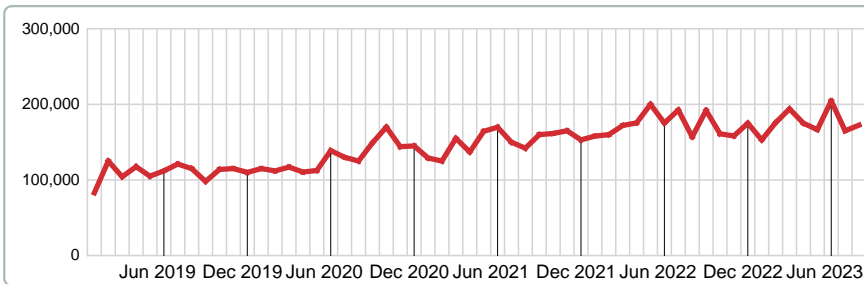
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 142,300

High Jun 2023 204,500 Low Jan 2019 82,950

Median Sold Price at Closing this month at 172,500 above the 5 yr AUG average of 142,300



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	8.74%	28,500	30,000	27,000	26,000	0
\$50,001 - \$100,000	13.59%	77,500	80,000	75,000	0	0
\$100,001 - \$125,000	5.83%	114,000	113,000	118,000	0	0
\$125,001 - \$200,000	35.92%	165,000	162,000	157,750	180,000	0
\$200,001 - \$275,000	11.65%	243,500	0	241,000	263,000	245,000
\$275,001 - \$500,000	13.59%	327,000	330,000	324,500	330,000	0
\$500,001 and up	10.68%	730,000	0	540,000	1,495,000	802,500
Median Sold Price		172,500	115,000	167,750	235,000	730,000
Total Closed Units	100%	172,500	21	60	19	3
Total Closed Volume		24,725,150	2.71M	13.25M	6.92M	1.85M

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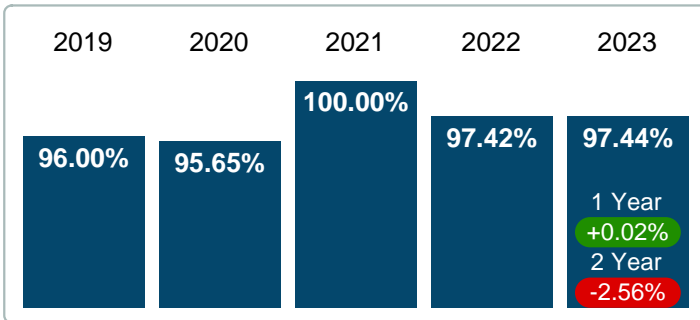
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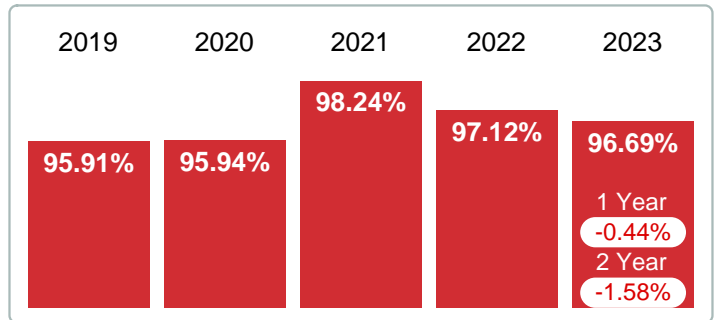
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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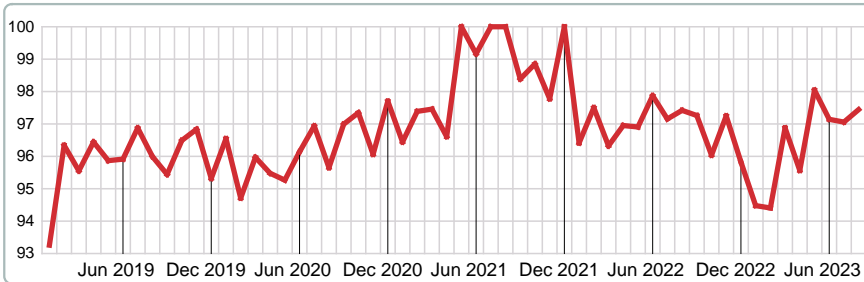
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

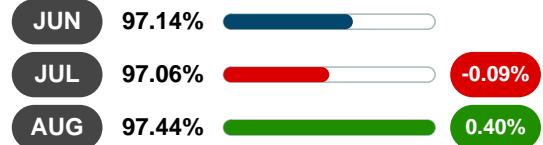


3 MONTHS

5 year AUG AVG = 97.30%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.44%**
equal to 5 yr AUG average of **97.30%**



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
\$50,000 and less	9	8.74%	100.00%	86.74%	101.79%	100.00%	0.00%
\$50,001 - \$100,000	14	13.59%	96.16%	98.80%	95.66%	0.00%	0.00%
\$100,001 - \$125,000	6	5.83%	88.31%	80.71%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	37	35.92%	98.06%	97.85%	98.94%	95.69%	0.00%
\$200,001 - \$275,000	12	11.65%	95.74%	0.00%	96.25%	97.44%	92.45%
\$275,001 - \$500,000	14	13.59%	99.23%	95.89%	95.11%	100.00%	0.00%
\$500,001 and up	11	10.68%	96.71%	0.00%	98.27%	90.45%	93.54%
Median Sold/List Ratio		97.44%		95.91%	98.30%	98.25%	92.45%
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



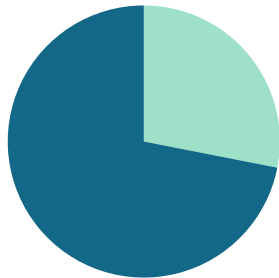
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

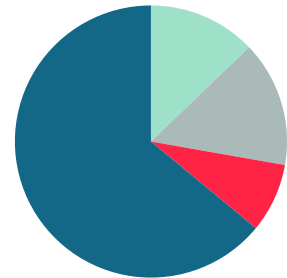


Inventory
 New Listings
196 = 28.08%
 Start Inventory
502
 Total Inventory Units
698
 Volume
\$243,161,419

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%
Median List Price	159,900	175,000	9.44%	179,900	179,900	0.00%
Median Sale Price	157,000	172,500	9.87%	175,000	172,700	-1.31%
Median Percent of Selling Price to List Price	97.42%	97.44%	0.02%	97.12%	96.69%	-0.44%
Median Days on Market to Sale	20.00	28.00	40.00%	20.00	31.50	57.50%
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

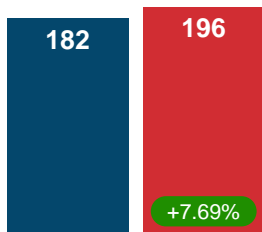
Inventory on August 31, 2023 = **514**

2022 **2023**

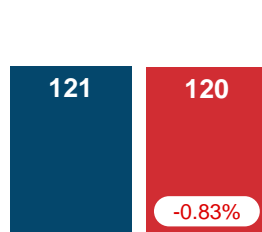
AUGUST MARKET

MEDIAN PRICES

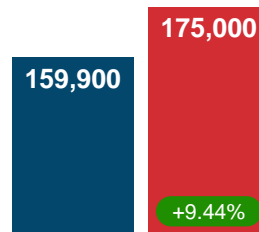
New Listings



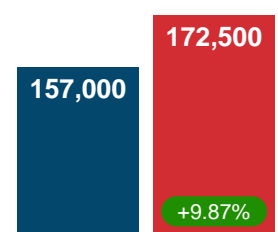
Pending Listings



List Price



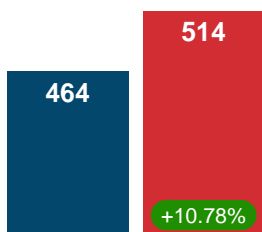
Sale Price



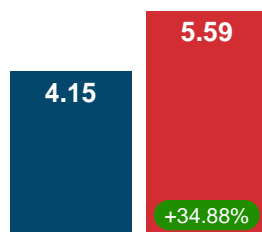
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

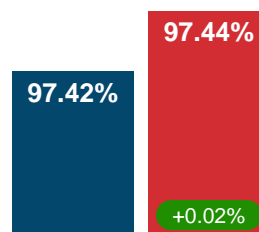
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

