

## February 2023



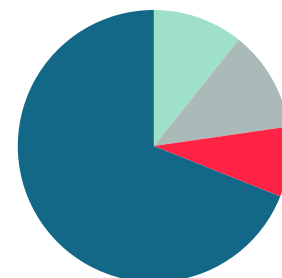
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	99	67	-32.32%
Pending Listings	92	75	-18.48%
New Listings	117	124	5.98%
Average List Price	213,620	255,649	19.67%
Average Sale Price	205,775	239,072	16.18%
Average Percent of Selling Price to List Price	94.81%	92.49%	-2.44%
Average Days on Market to Sale	44.69	57.15	27.89%
End of Month Inventory	293	431	47.10%
Months Supply of Inventory	2.52	4.34	72.05%



■ Closed (10.72%)  
■ Pending (12.00%)  
■ Other OffMarket (8.32%)  
■ Active (68.96%)

**Absorption:** Last 12 months, an Average of **99** Sales/Month  
**Active Inventory** as of February 28, 2023 = **431**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2023 rose **47.10%** to 431 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **4.34** 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 **16.18%** in February 2023 to \$239,072 versus the previous year at \$205,775.

##### Average Days on Market Lengthens

The average number of **57.15** days that homes spent on the market before selling increased by 12.46 days or **27.89%** in February 2023 compared to last year's same month at **44.69** DOM.

##### Sales Success for February 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 124 New Listings in February 2023, up **5.98%** from last year at 117. Furthermore, there were 67 Closed Listings this month versus last year at 99, a **-32.32%** decrease.

Closed versus Listed trends yielded a **54.0%** ratio, down from previous year's, February 2022, at **84.6%**, a **36.14%** downswing. This will certainly create pressure on an increasing Month's 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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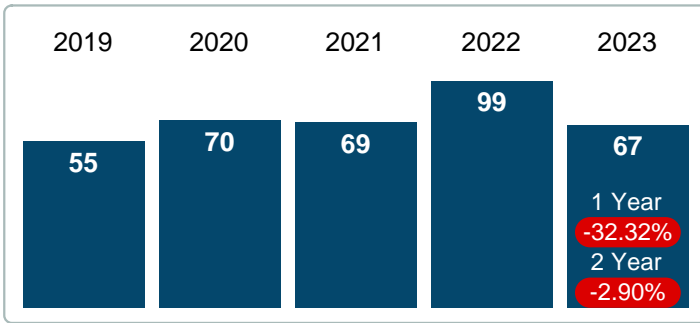
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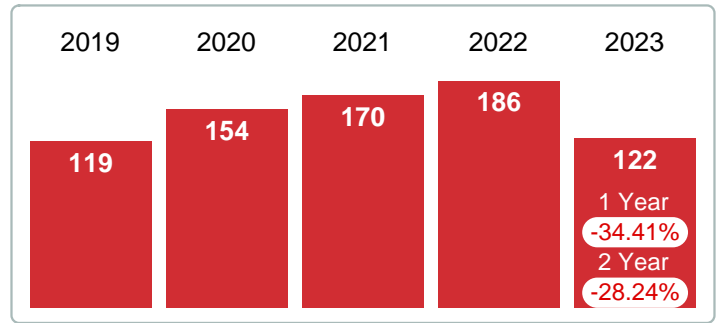
## CLOSED LISTINGS

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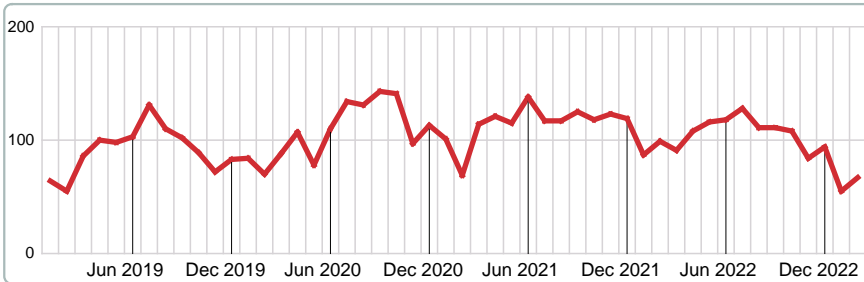
### FEBRUARY



### YEAR TO DATE (YTD)

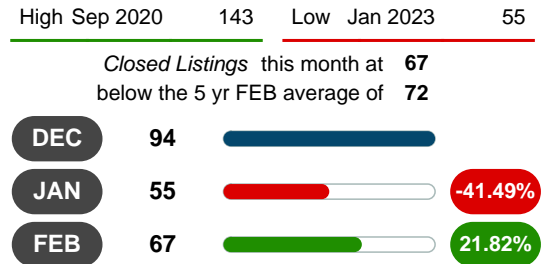


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 72



### 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	5.97%	36.3	1	3	0	0
\$50,001 - \$100,000	6	8.96%	35.3	3	3	0	0
\$100,001 - \$150,000	17	25.37%	62.4	3	11	3	0
\$150,001 - \$225,000	14	20.90%	56.3	2	9	3	0
\$225,001 - \$275,000	8	11.94%	76.6	0	6	1	1
\$275,001 - \$450,000	11	16.42%	55.5	0	9	2	0
\$450,001 and up	7	10.45%	57.1	1	3	2	1
<b>Total Closed Units</b>	<b>67</b>			<b>10</b>	<b>44</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>16,017,840</b>	<b>100%</b>	<b>57.1</b>	<b>1.45M</b>	<b>10.24M</b>	<b>3.38M</b>	<b>950.00K</b>
<b>Average Closed Price</b>	<b>\$239,072</b>			<b>\$144,585</b>	<b>\$232,738</b>	<b>\$307,409</b>	<b>\$475,000</b>

# February 2023



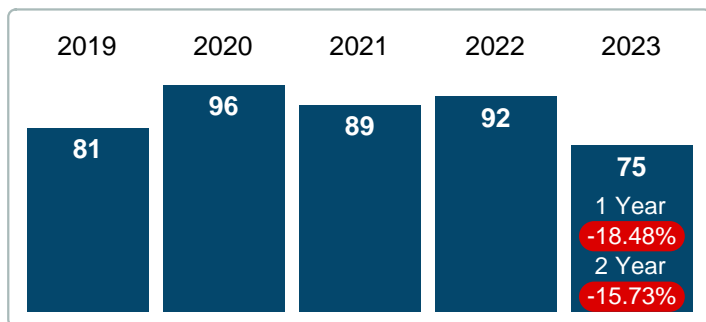
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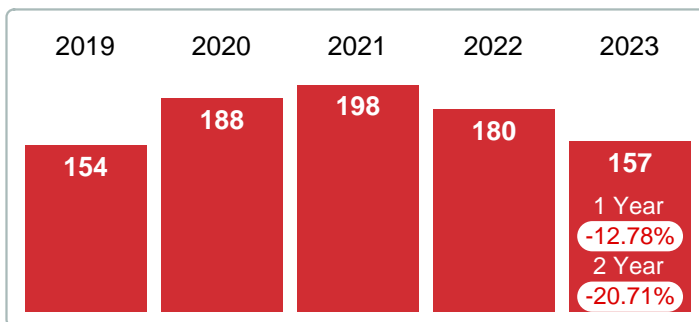
## PENDING LISTINGS

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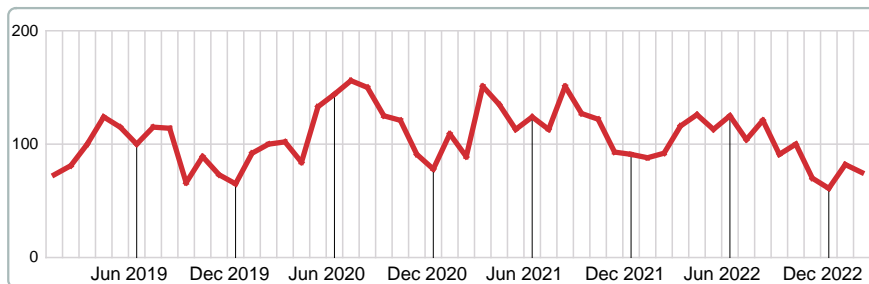
### FEBRUARY



### YEAR TO DATE (YTD)

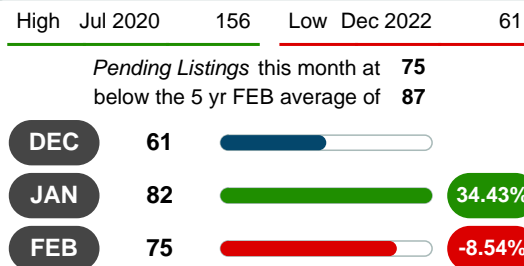


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB 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
\$75,000 and less	7	9.33%	41.7	3	4	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	22	29.33%	57.2	9	10	3	0
\$150,001 - \$225,000	15	20.00%	71.3	1	12	1	1
\$225,001 - \$275,000	12	16.00%	70.2	0	11	1	0
\$275,001 - \$425,000	11	14.67%	78.1	1	5	5	0
\$425,001 and up	8	10.67%	65.3	0	5	3	0
<b>Total Pending Units</b>	<b>75</b>			<b>14</b>	<b>47</b>	<b>13</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>17,621,024</b>	<b>100%</b>	<b>63.9</b>	<b>1.76M</b>	<b>11.32M</b>	<b>4.35M</b>	<b>199.90K</b>
<b>Average Listing Price</b>	<b>\$237,925</b>			<b>\$125,479</b>	<b>\$240,801</b>	<b>\$334,369</b>	<b>\$199,900</b>

# February 2023



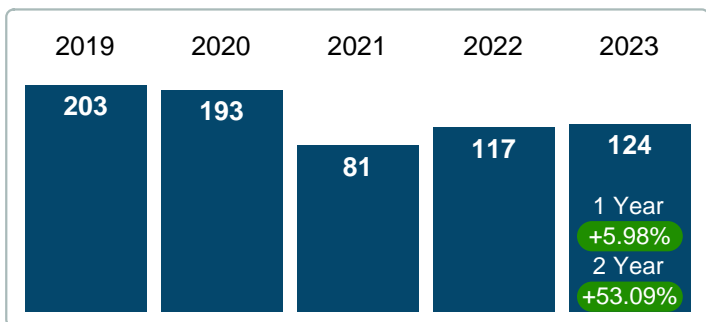
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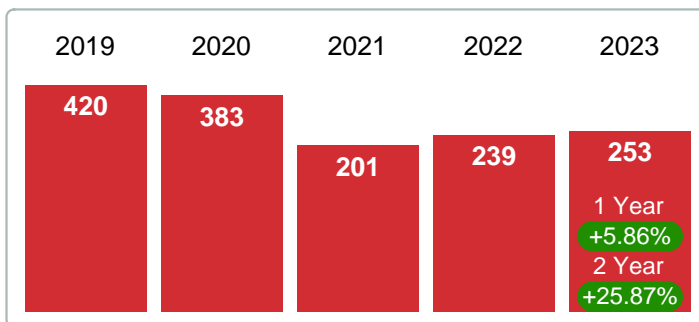
## NEW LISTINGS

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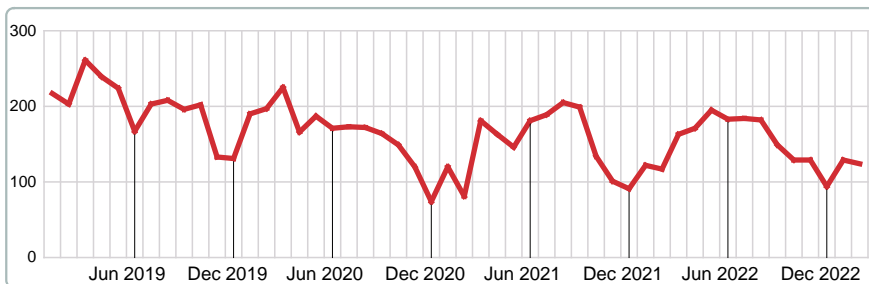
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

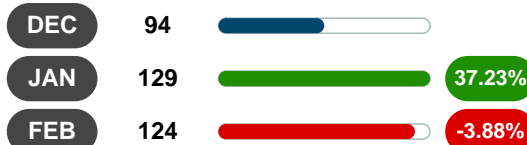


### 3 MONTHS

5 year FEB AVG = 144

High Mar 2019 261 Low Dec 2020 74

New Listings this month at 124  
below the 5 yr FEB average of 144



### 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	4	3.23%	3	1	0	0
\$50,001 - \$125,000	23	18.55%	8	15	0	0
\$125,001 - \$150,000	17	13.71%	2	13	2	0
\$150,001 - \$250,000	33	26.61%	5	23	5	0
\$250,001 - \$325,000	16	12.90%	1	10	5	0
\$325,001 - \$500,000	18	14.52%	1	11	4	2
\$500,001 and up	13	10.48%	0	6	3	4
<b>Total New Listed Units</b>	<b>124</b>		<b>20</b>	<b>79</b>	<b>19</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>32,014,999</b>	<b>100%</b>	<b>2.57M</b>	<b>18.64M</b>	<b>7.32M</b>	<b>3.49M</b>
<b>Average New Listed Listing Price</b>	<b>\$208,168</b>		<b>\$128,630</b>	<b>\$235,940</b>	<b>\$385,089</b>	<b>\$581,067</b>

# February 2023



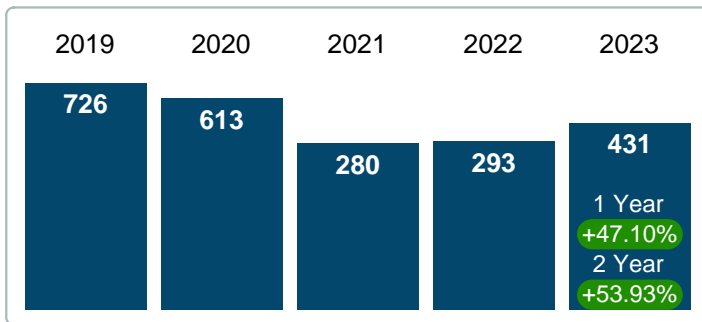
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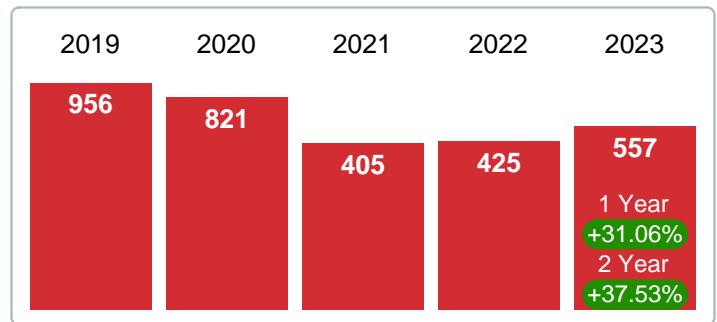
## ACTIVE INVENTORY

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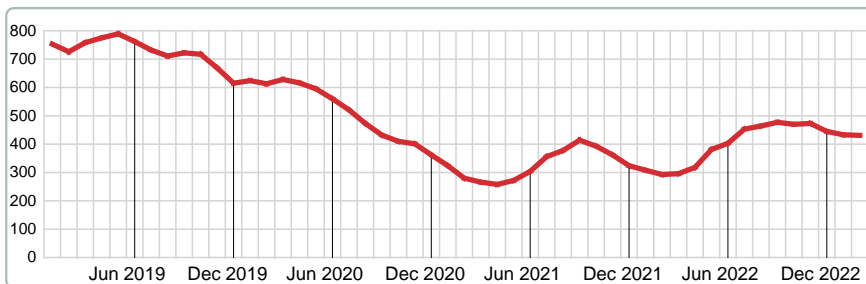
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

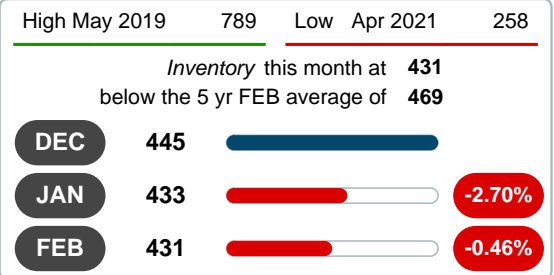


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 469



### 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	36	8.35%	83.4	17	17	2	0
\$75,001 - \$125,000	50	11.60%	99.5	16	28	3	3
\$125,001 - \$150,000	43	9.98%	77.5	9	28	5	1
\$150,001 - \$275,000	140	32.48%	94.2	27	79	30	4
\$275,001 - \$375,000	55	12.76%	87.4	4	31	17	3
\$375,001 - \$650,000	62	14.39%	103.1	10	31	14	7
\$650,001 and up	45	10.44%	158.4	1	14	21	9
Total Active Inventory by Units			431	84	228	92	27
Total Active Inventory by Volume			161,751,892	16.60M	67.90M	50.06M	27.19M
Average Active Inventory Listing Price			\$375,294	\$197,630	\$297,786	\$544,179	\$1,007,089

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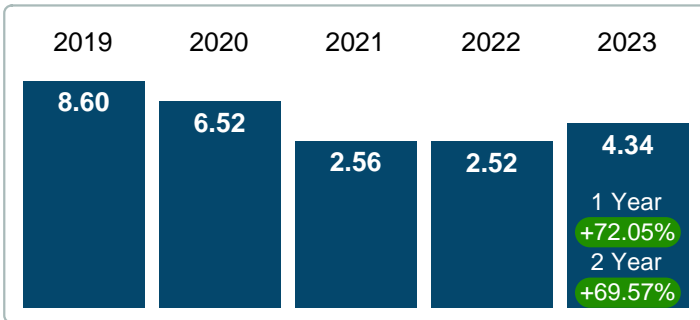
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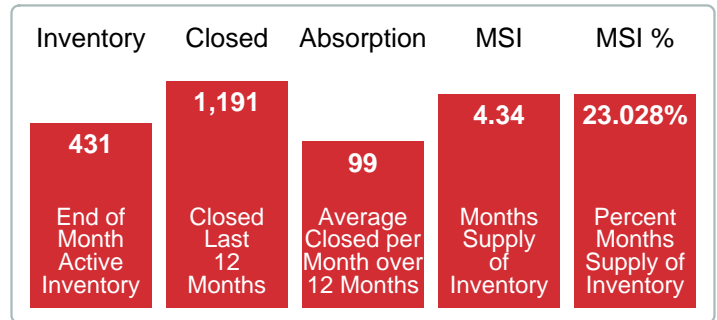
## MONTHS SUPPLY of INVENTORY (MSI)

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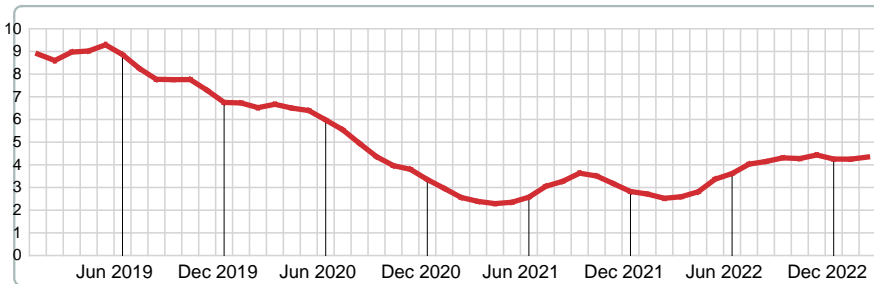
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023

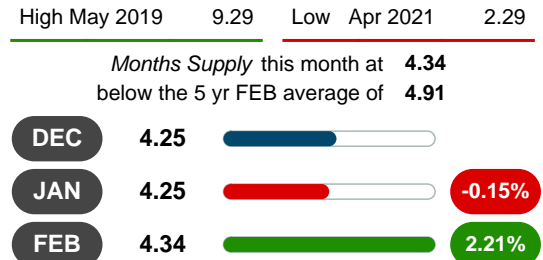


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 4.91



### 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	36	8.35%	2.26	2.27	2.27	3.43	0.00
\$75,001 - \$125,000	50	11.60%	3.13	2.78	2.97	3.60	0.00
\$125,001 - \$150,000	43	9.98%	4.16	5.14	3.86	4.29	6.00
\$150,001 - \$275,000	140	32.48%	4.38	5.23	3.78	5.81	5.33
\$275,001 - \$375,000	55	12.76%	4.62	4.36	5.39	3.71	4.50
\$375,001 - \$650,000	62	14.39%	6.47	10.91	6.00	4.94	10.50
\$650,001 and up	45	10.44%	12.86	0.00	9.88	14.82	13.50
Market Supply of Inventory (MSI)			4.34	3.82	3.97	5.55	8.31
Total Active Inventory by Units		100%	434	84	228	92	27

# February 2023



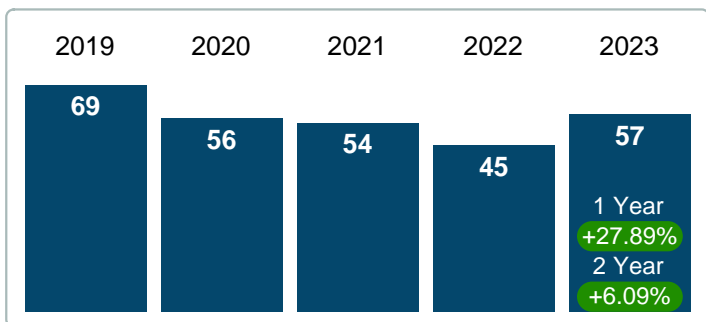
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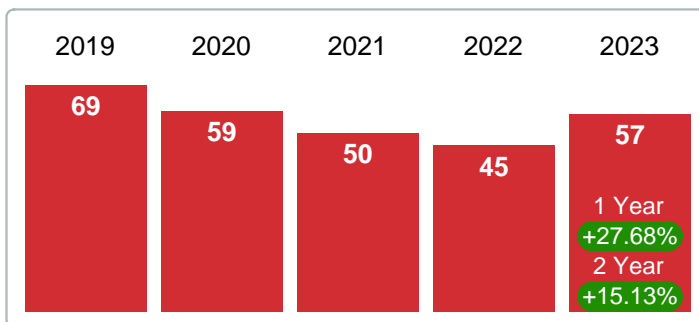
## AVERAGE DAYS ON MARKET TO SALE

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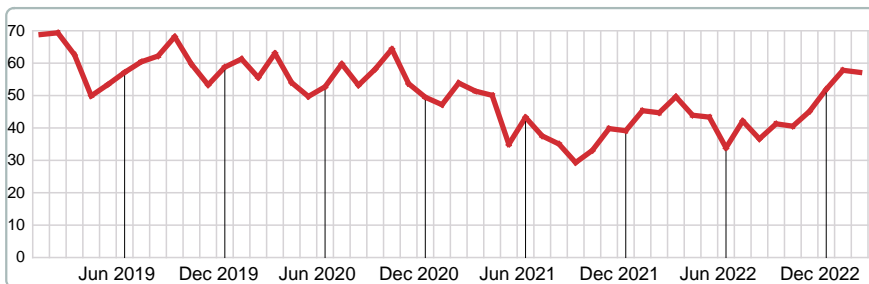
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 56

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at 57 above the 5 yr FEB average of 56



### 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	5.97%	36	26	40	0		
\$50,001 - \$100,000	6	8.96%	35	30	41	0		
\$100,001 - \$150,000	17	25.37%	62	24	60	109		
\$150,001 - \$225,000	14	20.90%	56	25	62	60		
\$225,001 - \$275,000	8	11.94%	77	0	68	166		
\$275,001 - \$450,000	11	16.42%	56	0	50	83		
\$450,001 and up	7	10.45%	57	8	91	40		
Average Closed DOM		57		25	59	84	40	
Total Closed Units		67	100%	57	10	44	11	2
Total Closed Volume		16,017,840		1.45M	10.24M	3.38M	950.00K	

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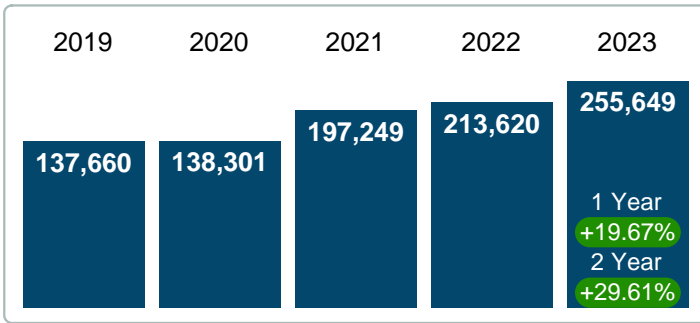
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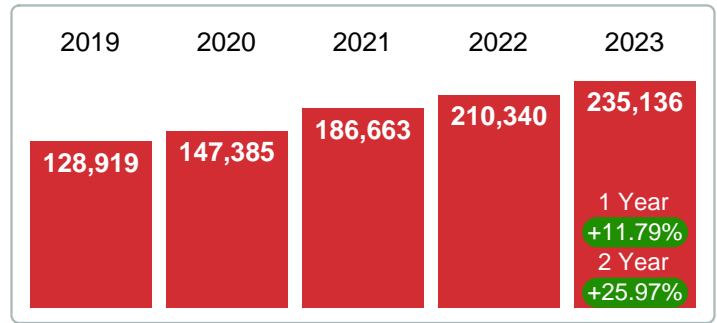
## AVERAGE LIST PRICE AT CLOSING

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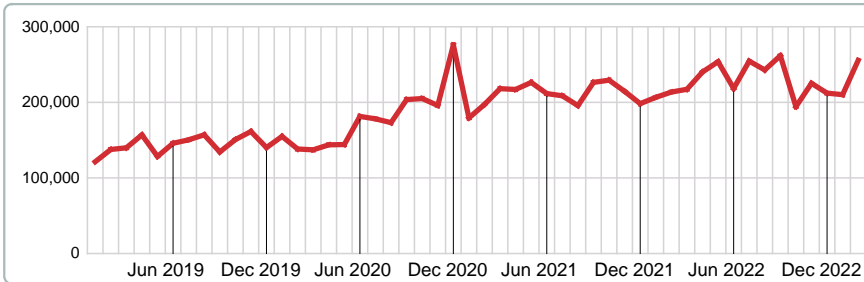
### FEBRUARY



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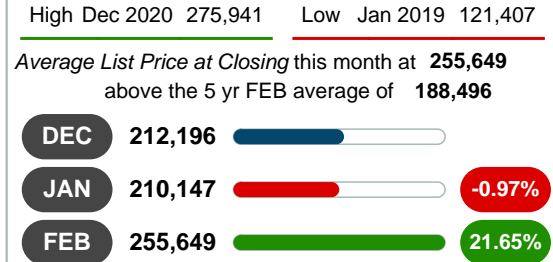


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 188,496



### 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	1	1.49%	39,500	39,500	62,133	0	0
\$50,001 - \$100,000	9	13.43%	73,316	73,180	84,633	0	0
\$100,001 - \$150,000	17	25.37%	135,582	126,600	136,109	144,000	0
\$150,001 - \$225,000	11	16.42%	185,775	192,000	204,836	183,633	0
\$225,001 - \$275,000	7	10.45%	248,971	0	268,483	299,000	269,900
\$275,001 - \$450,000	13	19.40%	314,615	0	338,322	399,000	0
\$450,001 and up	9	13.43%	694,211	500,000	861,000	743,000	750,000
Average List Price			255,649	152,284	250,451	324,173	509,950
Total Closed Units		100%	255,649	10	44	11	2
Total Closed Volume			17,128,464	1.52M	11.02M	3.57M	1.02M



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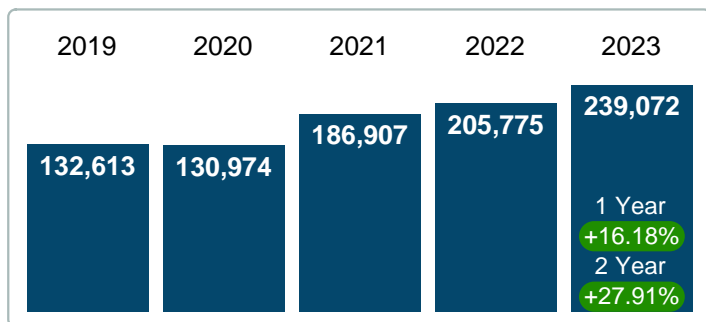
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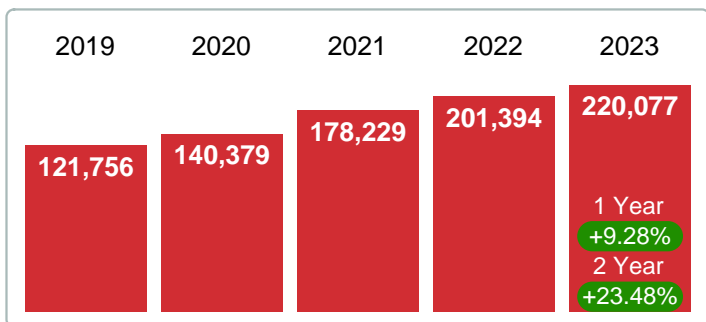
## AVERAGE SOLD PRICE AT CLOSING

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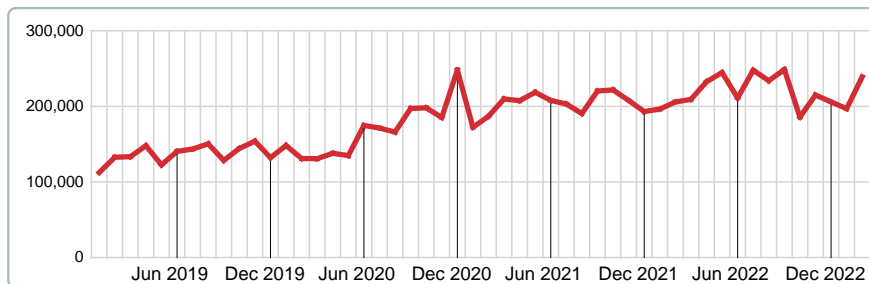
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

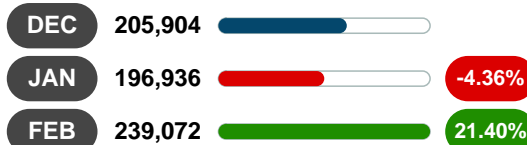


### 3 MONTHS

5 year FEB AVG = 179,068

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

Average Sold Price at Closing this month at **239,072** above the 5 yr FEB average of **179,068**



### 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	5.97%	41,000	25,000	46,333	0	0
\$50,001 - \$100,000	8.96%	71,067	68,000	74,133	0	0
\$100,001 - \$150,000	25.37%	128,397	118,950	129,173	135,000	0
\$150,001 - \$225,000	20.90%	182,199	190,000	181,366	179,500	0
\$225,001 - \$275,000	11.94%	249,425	0	247,567	260,000	250,000
\$275,001 - \$450,000	16.42%	336,500	0	325,167	387,500	0
\$450,001 and up	10.45%	713,857	480,000	804,667	701,500	700,000
<b>Average Sold Price</b>		<b>239,072</b>	<b>144,585</b>	<b>232,738</b>	<b>307,409</b>	<b>475,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>239,072</b>	<b>10</b>	<b>44</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,017,840</b>	<b>1.45M</b>	<b>10.24M</b>	<b>3.38M</b>	<b>950.00K</b>

# February 2023



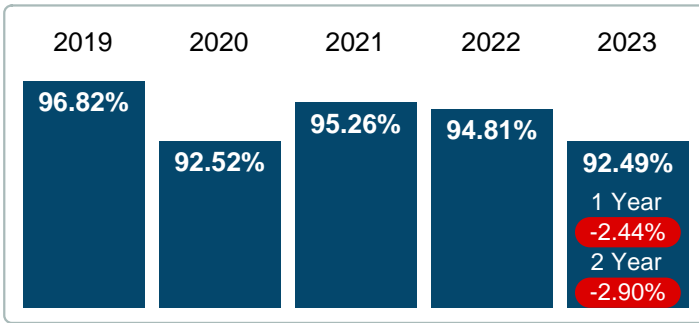
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



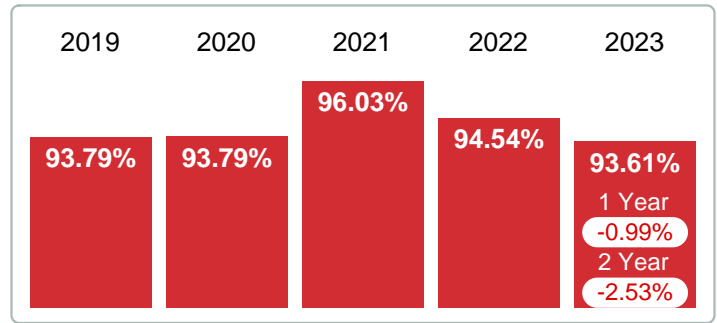
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

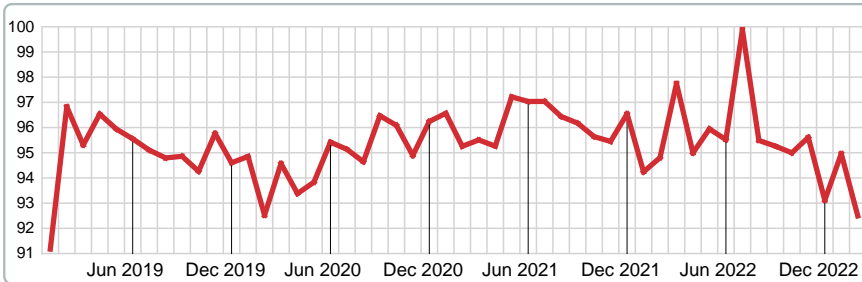
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

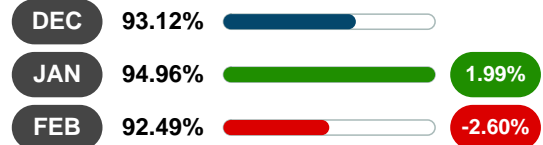


### 3 MONTHS

5 year FEB AVG = 94.38%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **92.49%**  
below the 5 yr FEB average of **94.38%**



## 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	5.97%	71.77%	63.29%	74.59%	0.00%	0.00%
\$50,001 - \$100,000	6	8.96%	90.41%	93.04%	87.78%	0.00%	0.00%
\$100,001 - \$150,000	17	25.37%	94.46%	93.69%	94.92%	93.58%	0.00%
\$150,001 - \$225,000	14	20.90%	92.51%	98.74%	89.12%	98.51%	0.00%
\$225,001 - \$275,000	8	11.94%	92.16%	0.00%	92.95%	86.96%	92.63%
\$275,001 - \$450,000	11	16.42%	96.49%	0.00%	96.38%	96.95%	0.00%
\$450,001 and up	7	10.45%	95.43%	96.00%	96.51%	94.59%	93.33%
Average Sold/List Ratio		92.50%		91.70%	92.00%	95.12%	92.98%
Total Closed Units		67	100%	10	44	11	2
Total Closed Volume		16,017,840		1.45M	10.24M	3.38M	950.00K

# February 2023



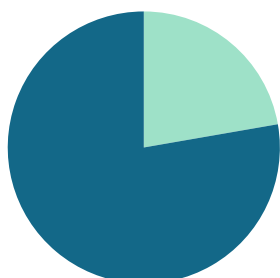
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

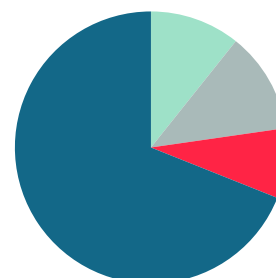


**Inventory**  
 New Listings  
**124 = 22.26%**  
 Start Inventory  
**433**  
 Total Inventory Units  
**557**  
 Volume  
**\$197,639,465**

### Market Activity

Closed Sales  
**67 = 10.72%**  
 Pending Sales  
**75 = 12.00%**  
 Other Off Market  
**52 = 8.32%**  
 Active Inventory  
**431 = 68.96%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	99	67	-32.32%	186	122	-34.41%
Pending Sales	92	75	-18.48%	180	157	-12.78%
New Listings	117	124	5.98%	239	253	5.86%
Average List Price	213,620	255,649	19.67%	210,340	235,136	11.79%
Average Sale Price	205,775	239,072	16.18%	201,394	220,077	9.28%
Average Percent of Selling Price to List Price	94.81%	92.49%	-2.44%	94.54%	93.61%	-0.99%
Average Days on Market to Sale	44.69	57.15	27.89%	44.99	57.44	27.68%
Monthly Inventory	293	431	47.10%	293	431	47.10%
Months Supply of Inventory	2.52	4.34	72.05%	2.52	4.34	72.05%

**Absorption:** Last 12 months, an Average of **99** Sales/Month

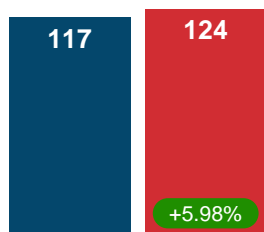
**Inventory** on February 28, 2023 = **431**

**2022** **2023**

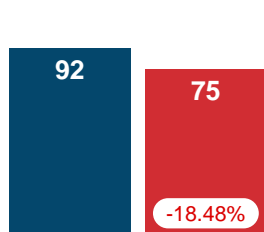
### FEBRUARY MARKET

### AVERAGE PRICES

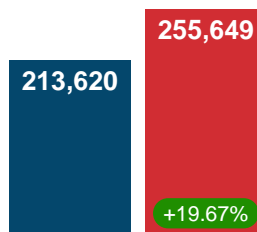
#### New Listings



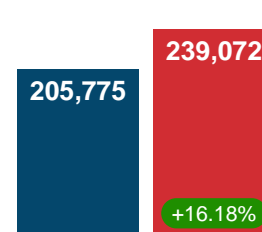
#### Pending Listings



#### List Price



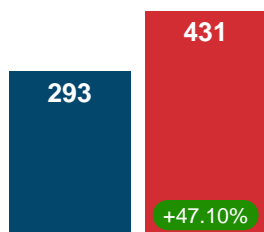
#### Sale Price



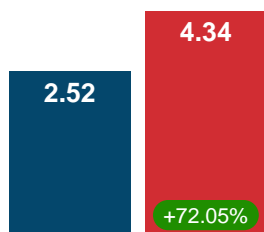
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

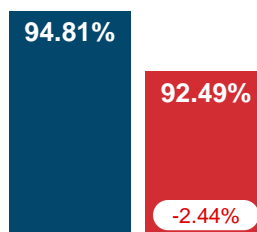
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

