

## February 2023



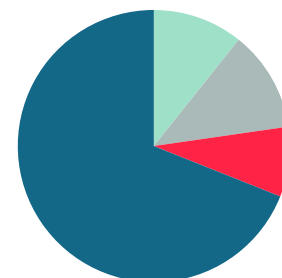
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	February 2023	+/-%
Closed Listings	99	67	-32.32%
Pending Listings	92	75	-18.48%
New Listings	117	124	5.98%
Median List Price	164,900	189,000	14.61%
Median Sale Price	159,900	175,725	9.90%
Median Percent of Selling Price to List Price	97.50%	94.41%	-3.17%
Median Days on Market to Sale	21.00	47.00	123.81%
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.

##### 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 **9.90%** in February 2023 to \$175,725 versus the previous year at \$159,900.

##### Median Days on Market Lengthens

The median number of **47.00** days that homes spent on the market before selling increased by 26.00 days or **123.81%** in February 2023 compared to last year's same month at **21.00** DOM.

##### Sales Success for February 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# February 2023



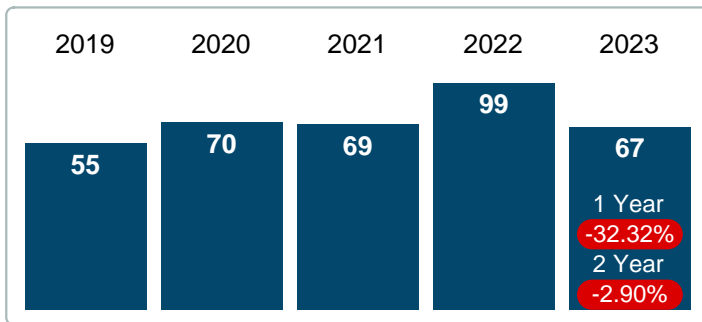
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



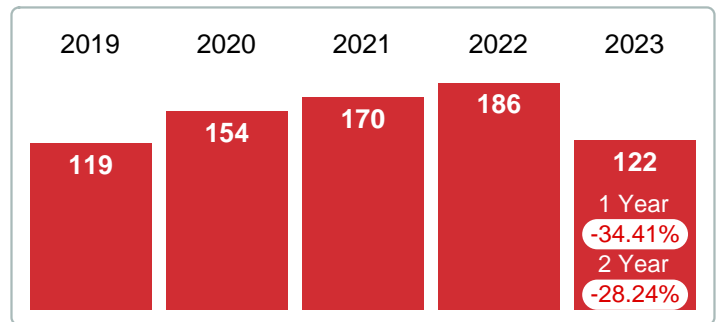
## CLOSED LISTINGS

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

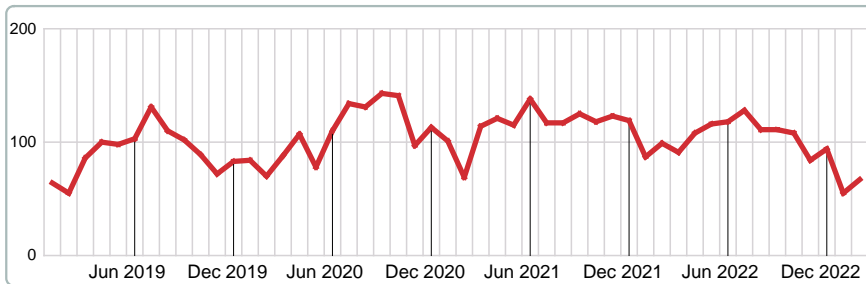
### FEBRUARY



### YEAR TO DATE (YTD)

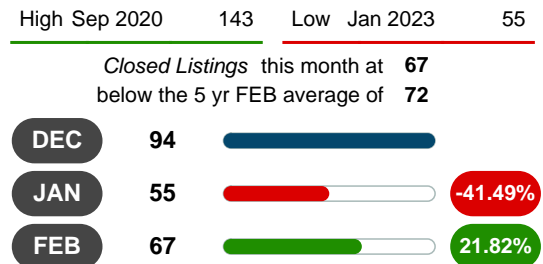


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 72



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.97%	36.0	1	3	0	0
\$50,001 - \$100,000	6	8.96%	30.5	3	3	0	0
\$100,001 - \$150,000	17	25.37%	60.0	3	11	3	0
\$150,001 - \$225,000	14	20.90%	41.0	2	9	3	0
\$225,001 - \$275,000	8	11.94%	49.5	0	6	1	1
\$275,001 - \$450,000	11	16.42%	53.0	0	9	2	0
\$450,001 and up	7	10.45%	40.0	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>47.0</b>	<b>1.45M</b>	<b>10.24M</b>	<b>3.38M</b>	<b>950.00K</b>
<b>Median Closed Price</b>	<b>\$175,725</b>			<b>\$108,425</b>	<b>\$187,283</b>	<b>\$215,000</b>	<b>\$475,000</b>

# February 2023



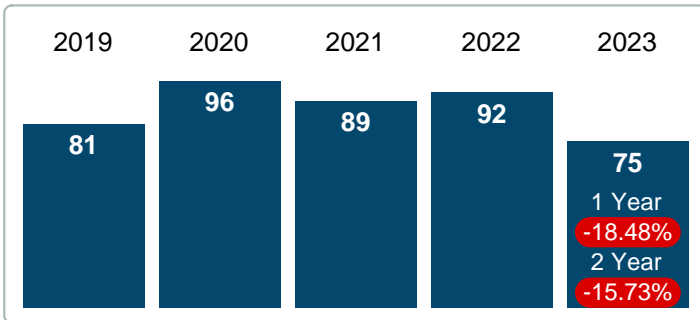
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



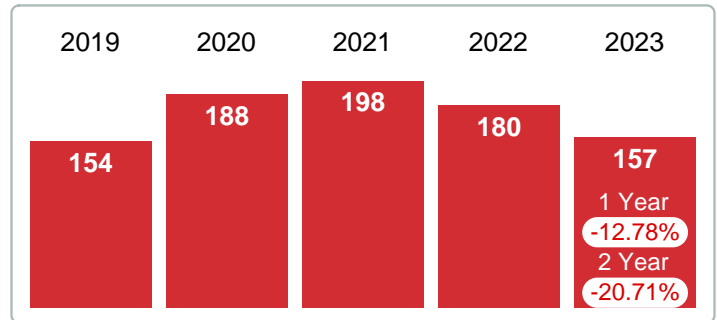
## PENDING LISTINGS

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

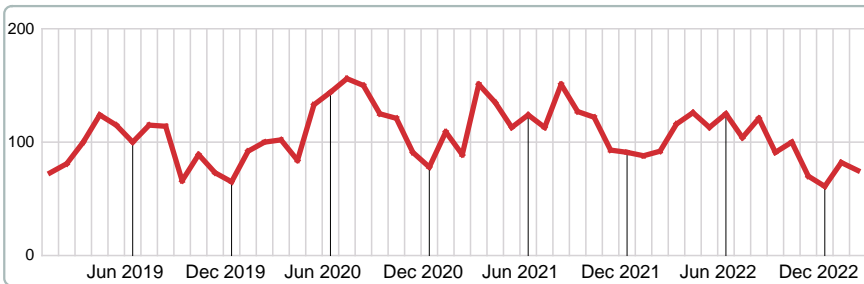
### FEBRUARY



### YEAR TO DATE (YTD)

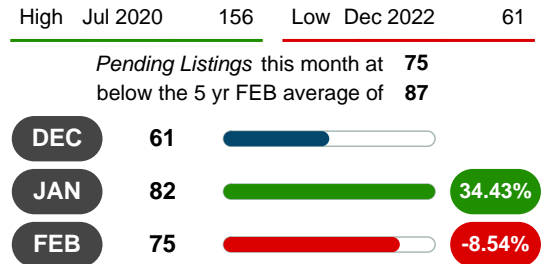


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 87



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.33%	19.0	3	4	0	0
\$75,001 - \$75,000	0	0.00%	19.0	0	0	0	0
\$75,001 - \$150,000	22	29.33%	36.0	9	10	3	0
\$150,001 - \$225,000	15	20.00%	35.0	1	12	1	1
\$225,001 - \$275,000	12	16.00%	55.0	0	11	1	0
\$275,001 - \$425,000	11	14.67%	41.0	1	5	5	0
\$425,001 and up	8	10.67%	73.0	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>40.0</b>	<b>1.76M</b>	<b>11.32M</b>	<b>4.35M</b>	<b>199.90K</b>
<b>Median Listing Price</b>	<b>\$194,900</b>			<b>\$116,250</b>	<b>\$199,500</b>	<b>\$309,000</b>	<b>\$199,900</b>

# February 2023



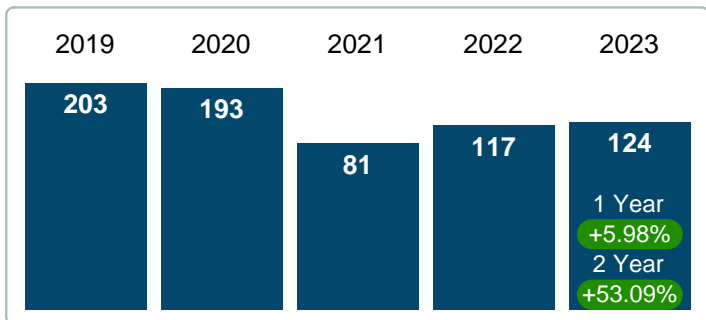
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



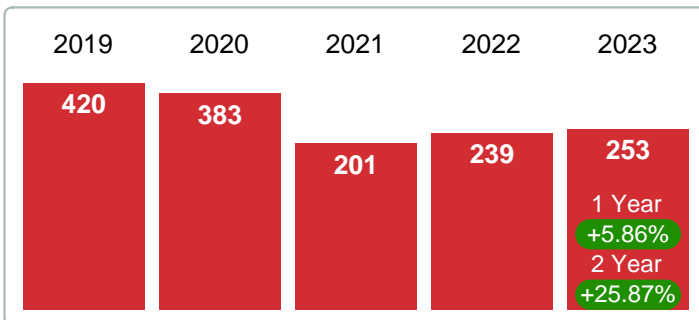
## NEW LISTINGS

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

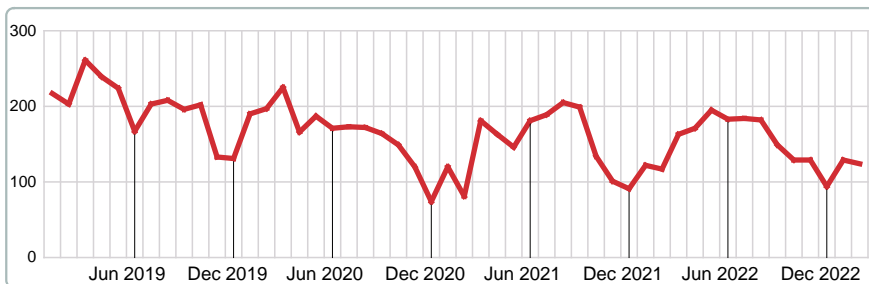
### FEBRUARY



### 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>Median New Listed Listing Price</b>	<b>\$199,000</b>		<b>\$102,450</b>	<b>\$189,900</b>	<b>\$285,000</b>	<b>\$532,000</b>

# February 2023



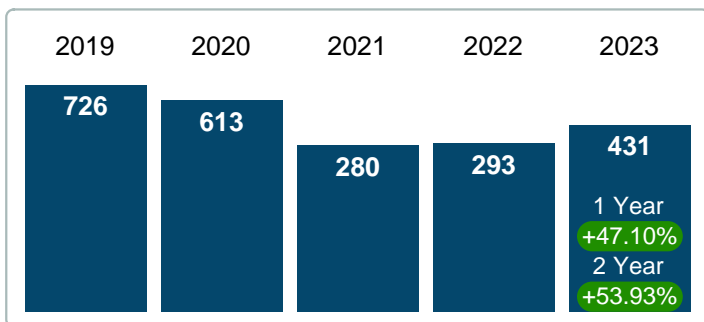
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



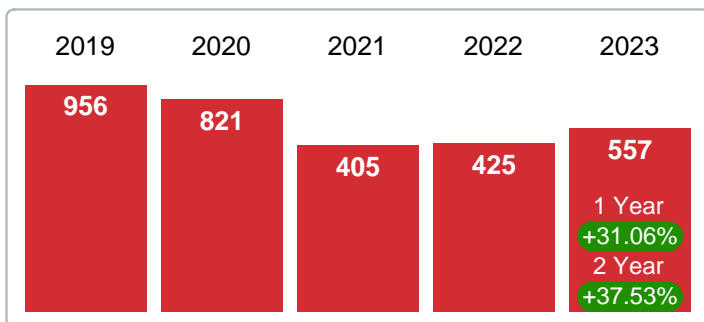
## ACTIVE INVENTORY

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

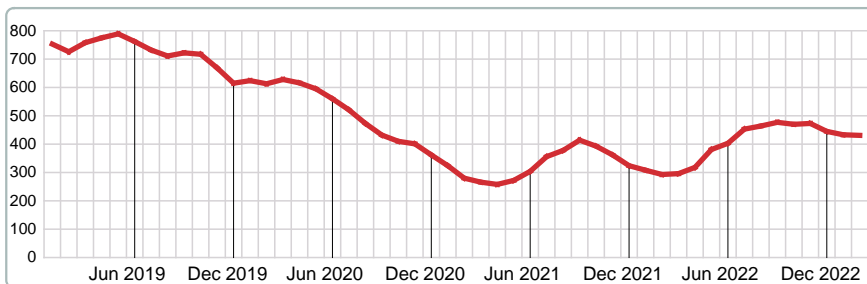
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

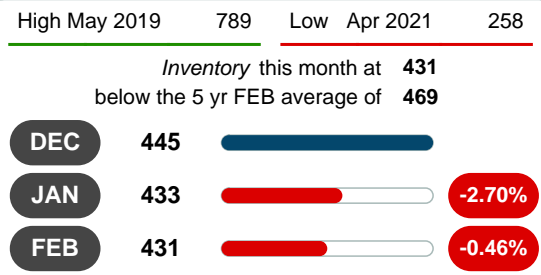


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 469



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	36	8.35%	51.5	17	17	2	0	
\$75,001 - \$125,000	50	11.60%	102.5	16	28	3	3	
\$125,001 - \$150,000	43	9.98%	59.0	9	28	5	1	
\$150,001 - \$275,000	140	32.48%	66.0	27	79	30	4	
\$275,001 - \$375,000	55	12.76%	77.0	4	31	17	3	
\$375,001 - \$650,000	62	14.39%	100.5	10	31	14	7	
\$650,001 and up	45	10.44%	161.0	1	14	21	9	
Total Active Inventory by Units		431		84	228	92	27	
Total Active Inventory by Volume		161,751,892	100%	80.0	16.60M	67.90M	50.06M	27.19M
Median Active Inventory Listing Price		\$214,900			\$151,300	\$199,900	\$299,900	\$500,000

# February 2023



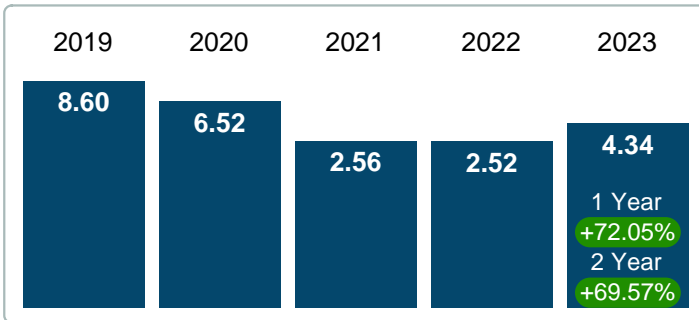
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



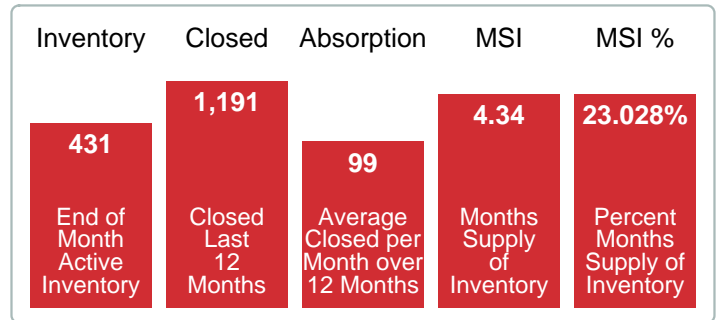
## MONTHS SUPPLY of INVENTORY (MSI)

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

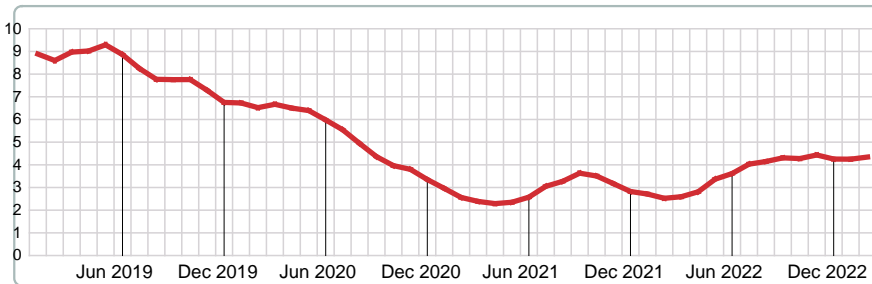
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023

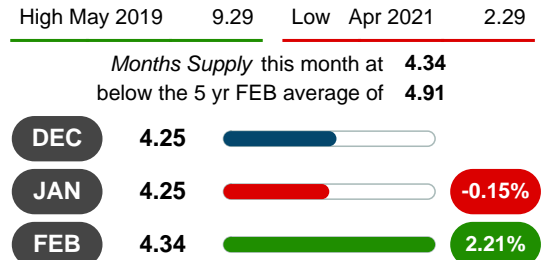


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



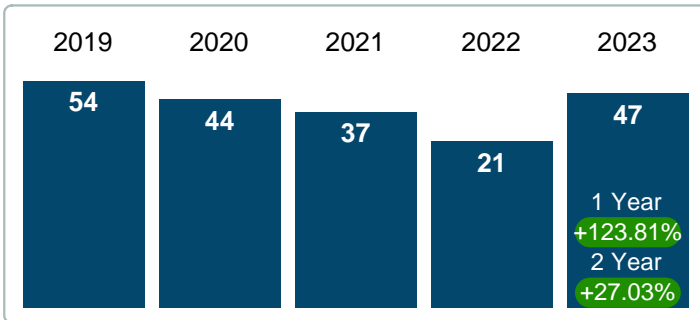
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



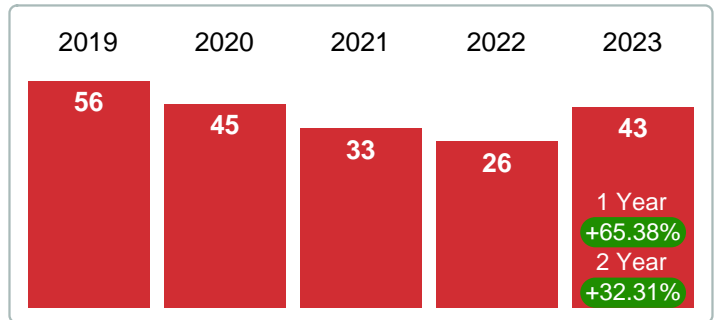
## MEDIAN DAYS ON MARKET TO SALE

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

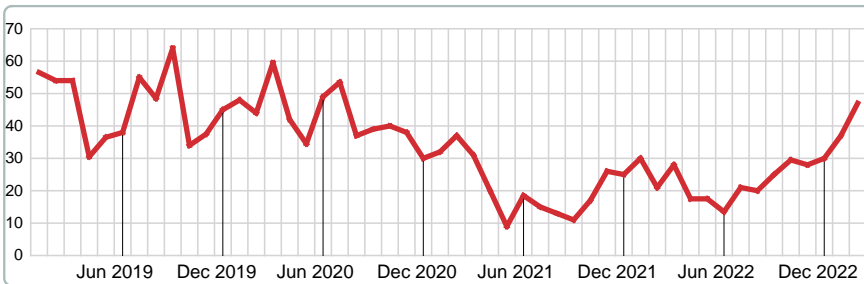
### FEBRUARY



### YEAR TO DATE (YTD)

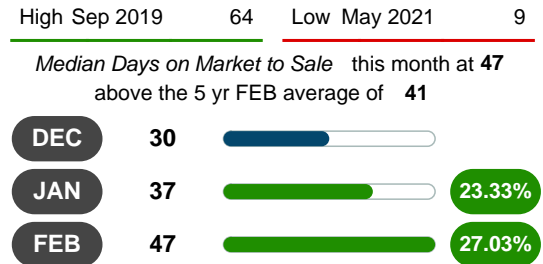


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 41



### 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	5.97%	36	26	39	0	0
\$50,001 - \$100,000	8.96%	31	20	41	0	0
\$100,001 - \$150,000	25.37%	60	20	60	98	0
\$150,001 - \$225,000	20.90%	41	25	46	80	0
\$225,001 - \$275,000	11.94%	50	0	45	166	40
\$275,001 - \$450,000	16.42%	53	0	53	83	0
\$450,001 and up	10.45%	40	8	74	40	40
Median Closed DOM		47	20	51	80	40
Total Closed Units	100%	67	10	44	11	2
Total Closed Volume		16,017,840	1.45M	10.24M	3.38M	950.00K

# February 2023



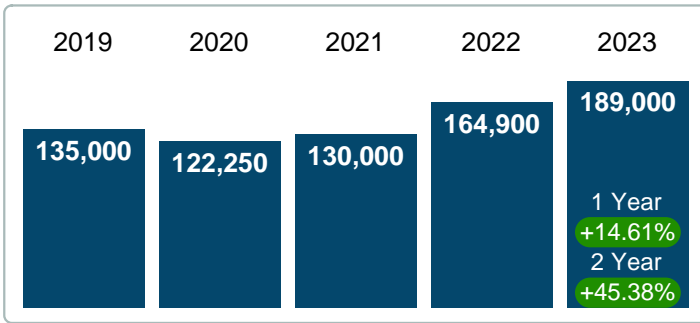
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



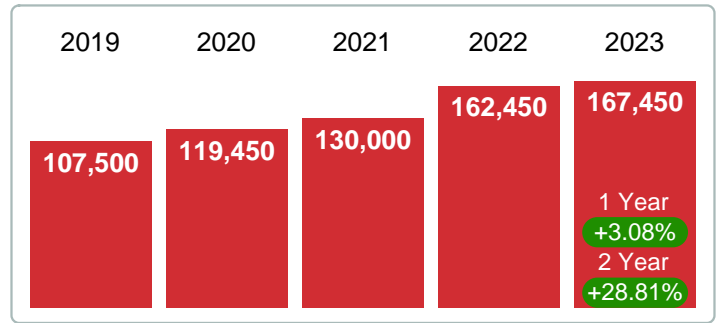
## MEDIAN LIST PRICE AT CLOSING

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

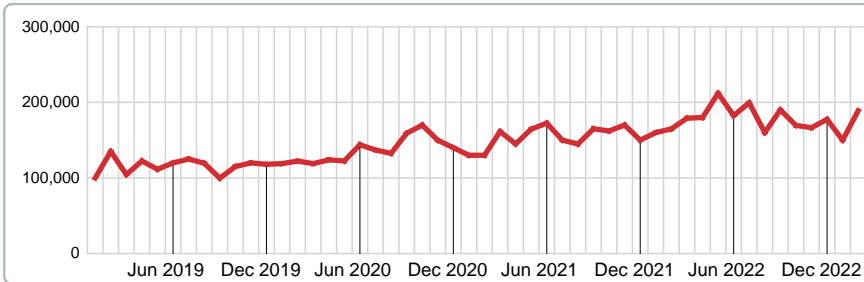
### FEBRUARY



### YEAR TO DATE (YTD)

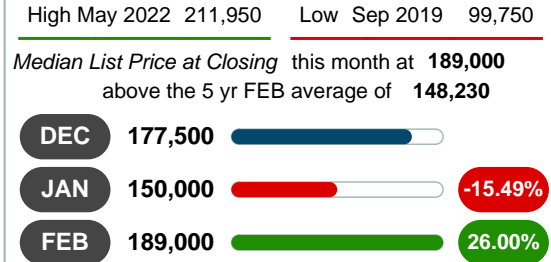


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 148,230



### 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	1	39,500	39,500	0	0	0
\$50,001 - \$100,000	9	75,000	75,000	69,950	0	0
\$100,001 - \$150,000	17	139,000	125,000	137,250	146,450	0
\$150,001 - \$225,000	11	180,000	192,000	180,000	200,500	0
\$225,001 - \$275,000	7	249,000	0	248,950	0	269,900
\$275,001 - \$450,000	13	299,000	0	299,000	319,000	0
\$450,001 and up	9	599,000	500,000	534,450	605,000	750,000
<b>Median List Price</b>		<b>189,000</b>	<b>122,450</b>	<b>194,950</b>	<b>225,000</b>	<b>509,950</b>
<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>17,128,464</b>	<b>1.52M</b>	<b>11.02M</b>	<b>3.57M</b>	<b>1.02M</b>



# February 2023



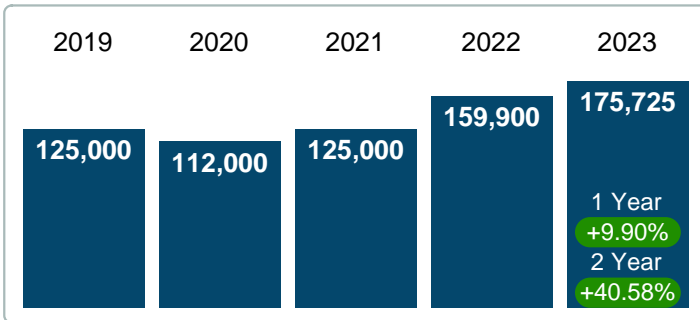
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



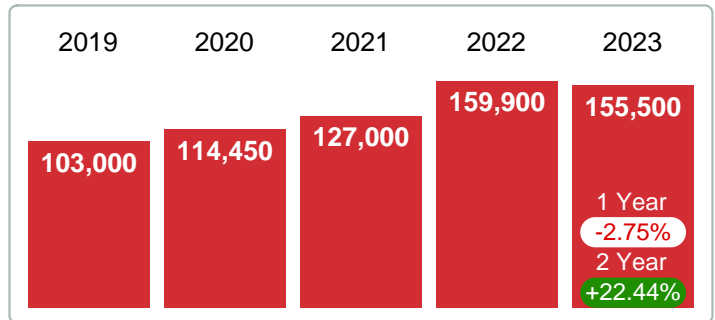
## MEDIAN SOLD PRICE AT CLOSING

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

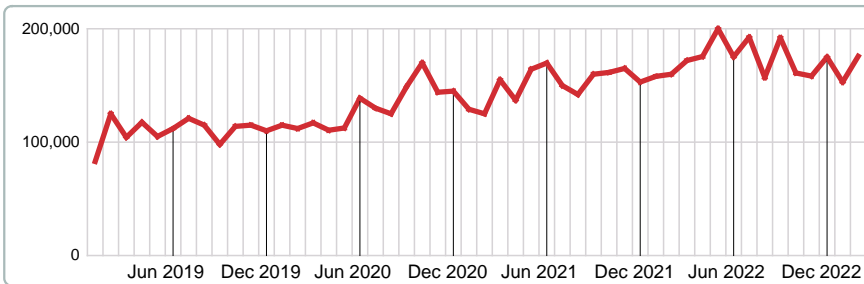
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 139,525

High May 2022 200,000 Low Jan 2019 82,950

Median Sold Price at Closing this month at 175,725 above the 5 yr FEB average of 139,525



### 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	5.97%	45,000	25,000	45,000	0	0
\$50,001 - \$100,000	8.96%	73,500	68,000	79,900	0	0
\$100,001 - \$150,000	25.37%	129,900	111,850	129,900	135,000	0
\$150,001 - \$225,000	20.90%	180,645	190,000	185,565	163,500	0
\$225,001 - \$275,000	11.94%	249,500	0	248,950	260,000	250,000
\$275,001 - \$450,000	16.42%	312,000	0	300,000	387,500	0
\$450,001 and up	10.45%	605,000	480,000	605,000	701,500	700,000
<b>Median Sold Price</b>		<b>175,725</b>	<b>108,425</b>	<b>187,283</b>	<b>215,000</b>	<b>475,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>175,725</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



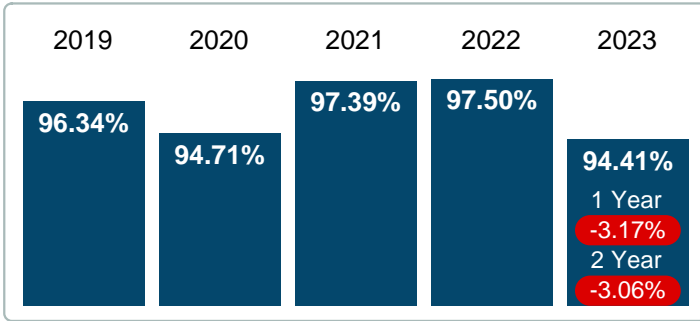
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



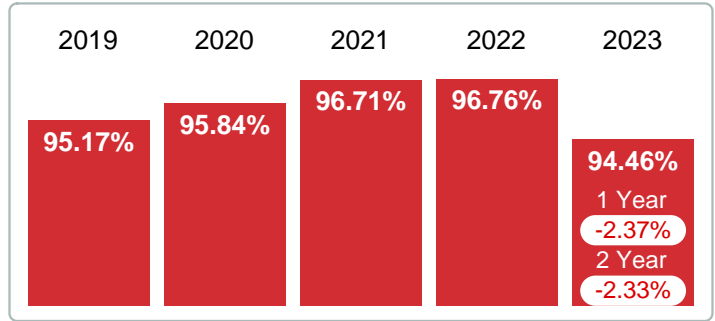
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

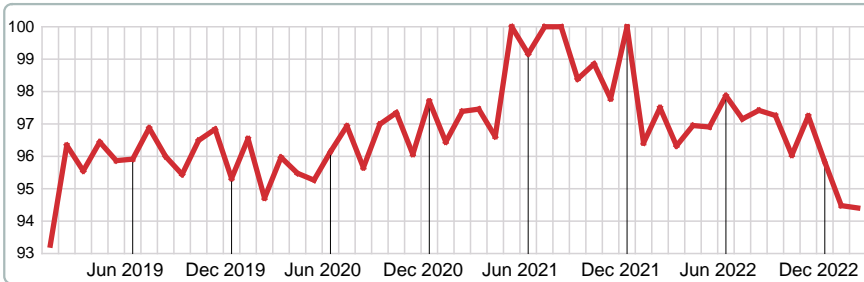
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

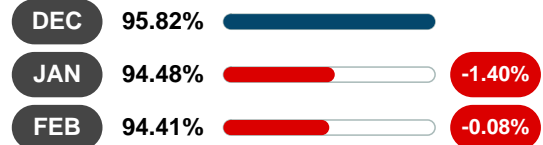


### 3 MONTHS

5 year FEB AVG = 96.07%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **94.41%**  
below the 5 yr FEB average of **96.07%**



## 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	4	5.97%	73.75%	63.29%	75.50%	0.00%	0.00%
\$50,001 - \$100,000	6	8.96%	92.05%	93.43%	83.33%	0.00%	0.00%
\$100,001 - \$150,000	17	25.37%	96.10%	93.29%	96.62%	94.41%	0.00%
\$150,001 - \$225,000	14	20.90%	92.32%	98.74%	87.20%	95.56%	0.00%
\$225,001 - \$275,000	8	11.94%	93.80%	0.00%	97.49%	86.96%	92.63%
\$275,001 - \$450,000	11	16.42%	97.50%	0.00%	97.50%	96.95%	0.00%
\$450,001 and up	7	10.45%	95.54%	96.00%	100.00%	94.59%	93.33%
Median Sold/List Ratio		94.41%		94.23%	94.63%	95.54%	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



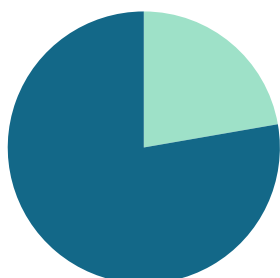
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

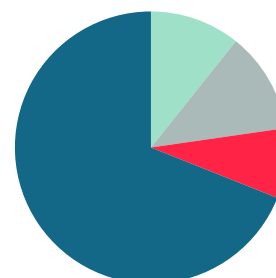


**Inventory**  
 New Listings  
**124 = 22.26%**  
 Start Inventory  
**433**  
 Total Inventory Units  
**557**  
 Volume  
**\$197,639,465**

### 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%
Median List Price	164,900	189,000	14.61%	162,450	167,450	3.08%
Median Sale Price	159,900	175,725	9.90%	159,900	155,500	-2.75%
Median Percent of Selling Price to List Price	97.50%	94.41%	-3.17%	96.76%	94.46%	-2.37%
Median Days on Market to Sale	21.00	47.00	123.81%	26.00	43.00	65.38%
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

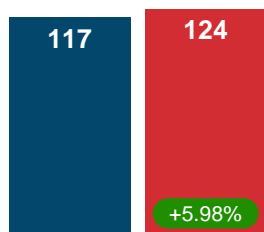
**Inventory** on February 28, 2023 = **431**

**2022** **2023**

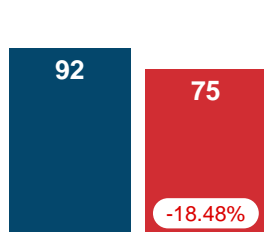
### FEBRUARY MARKET

### MEDIAN PRICES

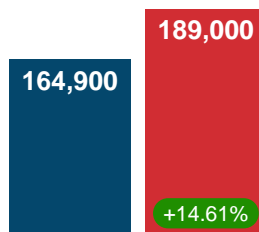
#### New Listings



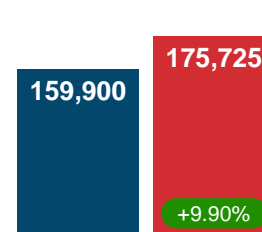
#### Pending Listings



#### List Price



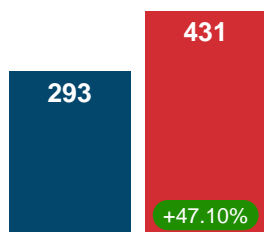
#### Sale Price



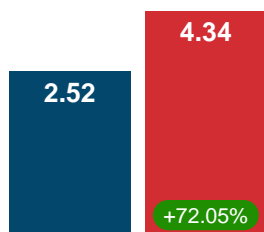
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

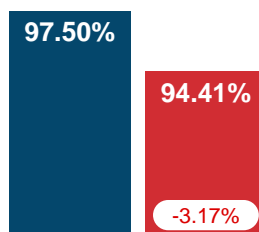
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

