January 2023
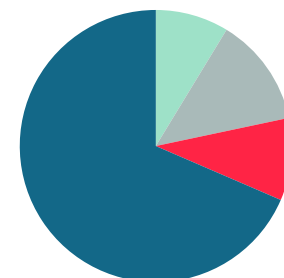
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type

RE DATUM

MLS technology | INC

MONTHLY INVENTORY ANALYSIS

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

| Compared | | January | | |
Metrics	2022	2023	+/-%
Closed Listings	87	55	-36.78%
Pending Listings	88	82	-6.82%
New Listings	122	129	5.74%
Average List Price	206,608	210,147	1.71%
Average Sale Price	196,408	196,936	0.27%
Average Percent of Selling Price to List Price	94.24%	94.96%	0.77%
Average Days on Market to Sale	45.33	57.80	27.50%
End of Month Inventory	308	433	40.58%
Months Supply of Inventory	2.71	4.25	56.68%

Absorption: Last 12 months, an Average of **102** Sales/Month
Active Inventory as of January 31, 2023 = **433**

- Closed (8.70%)
- Pending (12.97%)
- Other OffMarket (9.81%)
- Active (68.51%)

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **40.58%** to 433 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **4.25** 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 **0.27%** in January 2023 to $196,936 versus the previous year at $196,408.

Average Days on Market Lengthens

The average number of **57.80** days that homes spent on the market before selling increased by 12.47 days or **27.50%** in January 2023 compared to last year's same month at **45.33** DOM.

Sales Success for January 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 129 New Listings in January 2023, up **5.74%** from last year at 122. Furthermore, there were 55 Closed Listings this month versus last year at 87, a **-36.78%** decrease.

Closed versus Listed trends yielded a **42.6%** ratio, down from previous year's, January 2022, at **71.3%**, a **40.21%** downswing. This will certainly create pressure on an increasing Monthï¿½s Supply of Inventory (MSI) in the months to come.

What's in this Issue

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
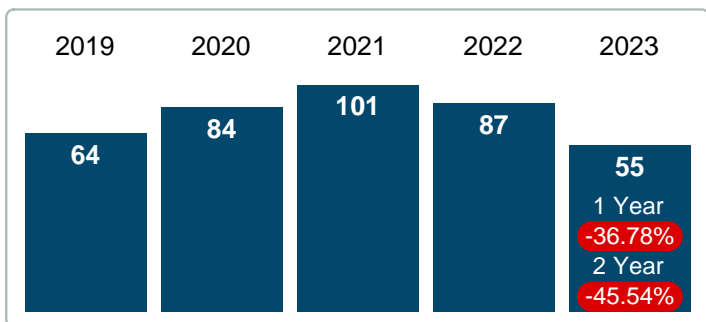**Email:** support@mlstechnology.com

January 2023

RE DATUM

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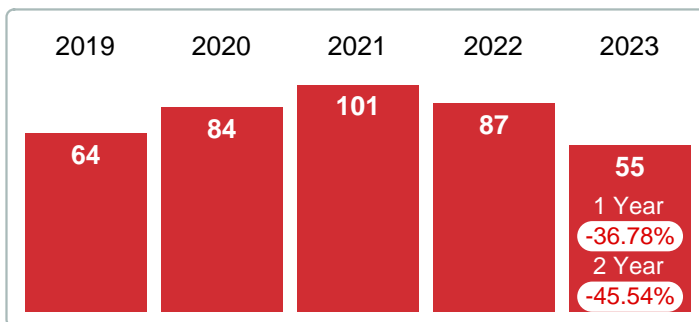
MLS technology | INC

CLOSED LISTINGS

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

JANUARY

2019	2020	2021	2022	2023
64	84	101	87	55
				1 Year -36.78%
				2 Year -45.54%

YEAR TO DATE (YTD)

2019	2020	2021	2022	2023
64	84	101	87	55
				1 Year -36.78%
				2 Year -45.54%

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 78

High Sep 2020	143	Low Jan 2023	55

Closed Listings this month at **55**
below the 5 yr JAN average of **78**

NOV	84	
DEC	94	11.90%
JAN	55	-41.49%
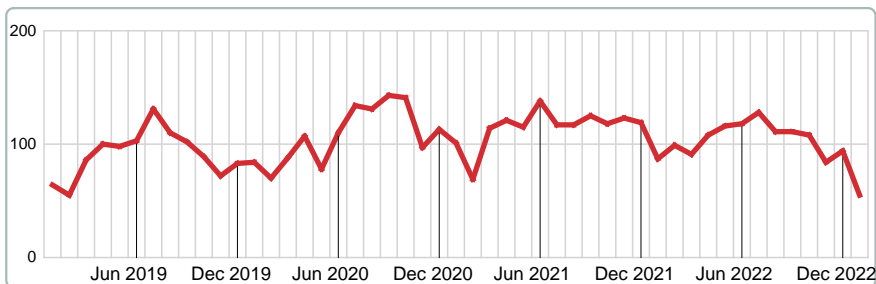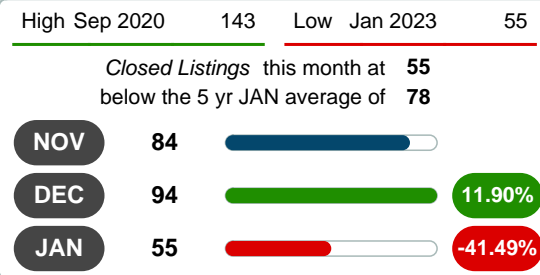
CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

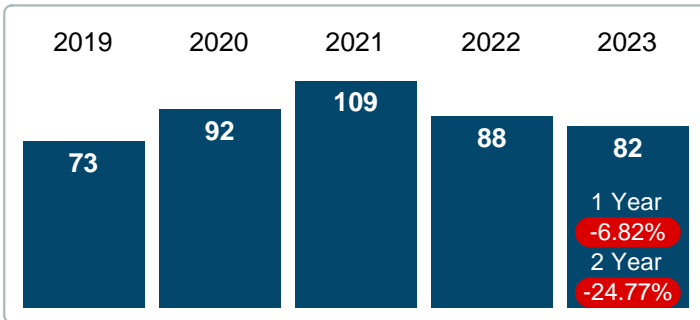| Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$25,000 and less	0	0.00%	0.0	0	0	0	0
$25,001 $75,000	13	23.64%	69.5	9	3	1	0
$75,001 $125,000	8	14.55%	37.1	1	6	1	0
$125,001 $175,000	12	21.82%	44.5	1	11	0	0
$175,001 $275,000	10	18.18%	55.3	2	5	2	1
$275,001 $400,000	6	10.91%	67.0	1	2	1	2
$400,001 and up	6	10.91%	81.7	0	1	5	0
Total Closed Units	55			14	28	10	3
Total Closed Volume	10,831,507	100%	57.8	1.37M	4.65M	3.81M	1.01M
Average Closed Price	$196,936			$97,701	$165,979	$380,630	$336,667

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com

January 2023

RE DATUM

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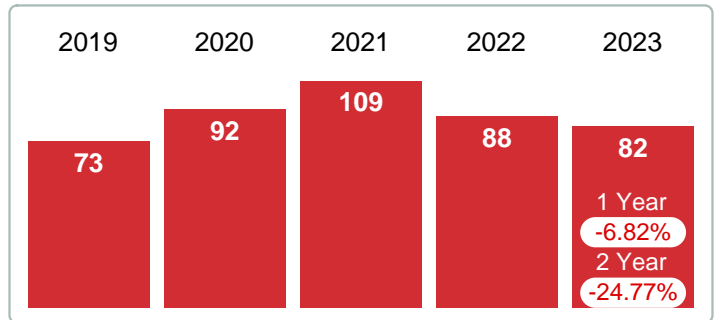
MLS technology | INC

PENDING LISTINGS

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

JANUARY

2019	2020	2021	2022	2023
73	92	109	88	82

2023:
1 Year -6.82%
2 Year -24.77%

YEAR TO DATE (YTD)

2019	2020	2021	2022	2023
73	92	109	88	82

2023:
1 Year -6.82%
2 Year -24.77%

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 89

High Jul 2020 156   Low Dec 2022 61

Pending Listings this month at **82**
below the 5 yr JAN average of **89**

NOV	70	
DEC	61	-12.86%
JAN	82	34.43%
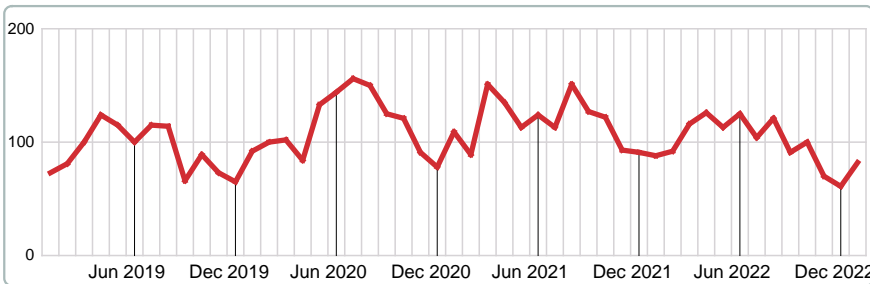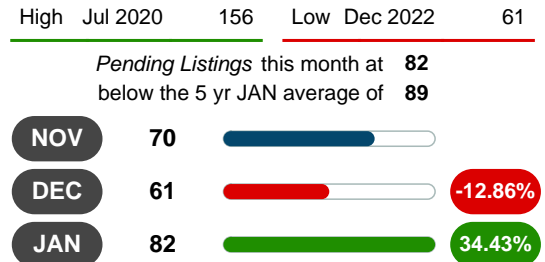
PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	3	3.66%	71.3	2	1	0	0
$50,001 $100,000	14	17.07%	35.1	6	8	0	0
$100,001 $125,000	3	3.66%	63.7	1	1	1	0
$125,001 $225,000	28	34.15%	52.9	1	22	5	0
$225,001 $325,000	15	18.29%	85.8	0	11	3	1
$325,001 $475,000	11	13.41%	65.7	1	7	2	1
$475,001 and up	8	9.76%	24.0	1	5	2	0
Total Pending Units	82			12	55	13	2
Total Pending Volume	20,699,759	100%	55.4	1.71M	14.09M	4.23M	674.00K
Average Listing Price	$256,003			$142,093	$256,165	$325,508	$337,000

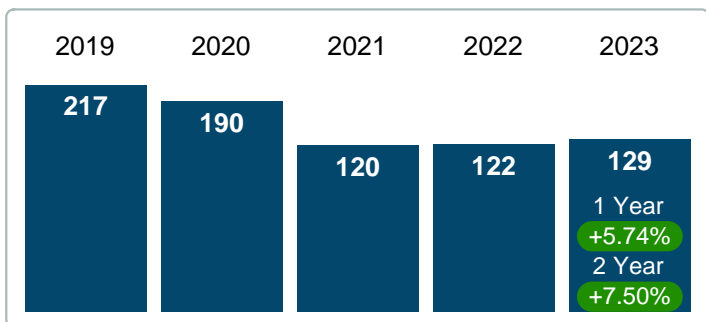**Contact: MLS Technology Inc.**   Phone: 918-663-7500   Email: support@mlstechnology.com

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January 2023

RE DATUM

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

MLS technology | INC

NEW LISTINGS

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

JANUARY

2019	2020	2021	2022	2023
217	190	120	122	129

1 Year +5.74%
2 Year +7.50%

YEAR TO DATE (YTD)

2019	2020	2021	2022	2023
217	190	120	122	129

1 Year +5.74%
2 Year +7.50%

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 156

High Mar 2019	261	Low Dec 2020	74

New Listings this month at **129**
below the 5 yr JAN average of **156**

NOV	129	
DEC	94	-27.13%
JAN	129	37.23%
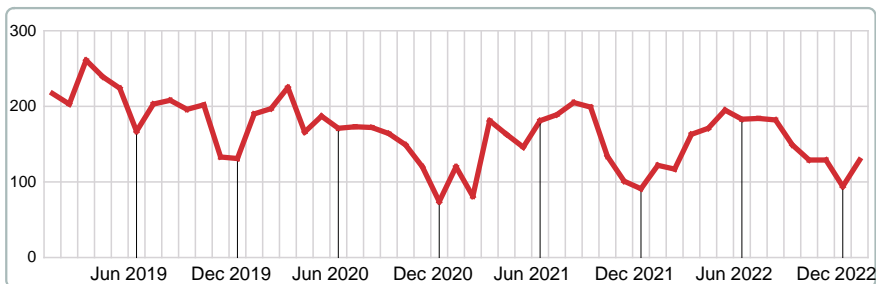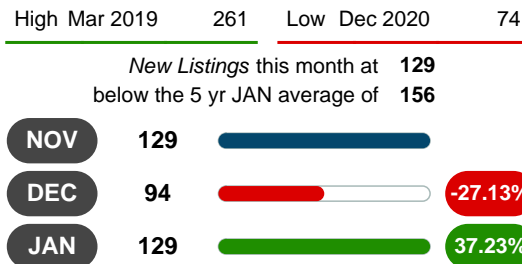
NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	8	6.20%	5	3	0	0
$50,001 $75,000	7	5.43%	2	4	1	0
$75,001 $150,000	32	24.81%	11	13	5	3
$150,001 $225,000	30	23.26%	5	21	2	2
$225,001 $275,000	15	11.63%	2	8	5	0
$275,001 $575,000	24	18.60%	3	11	9	1
$575,001 and up	13	10.08%	0	5	6	2

Total New Listed Units	129		28	65	28	8
Total New Listed Volume	37,262,599	100%	4.34M	15.46M	13.18M	4.28M
Average New Listed Listing Price	$223,968		$155,033	$237,917	$470,689	$534,725

Contact: MLS Technology Inc.   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

RE DATUM

January 2023

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

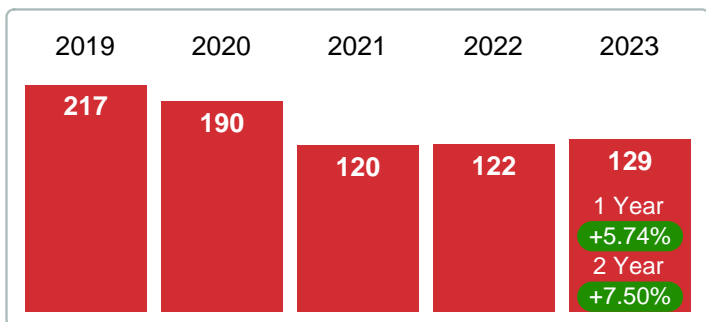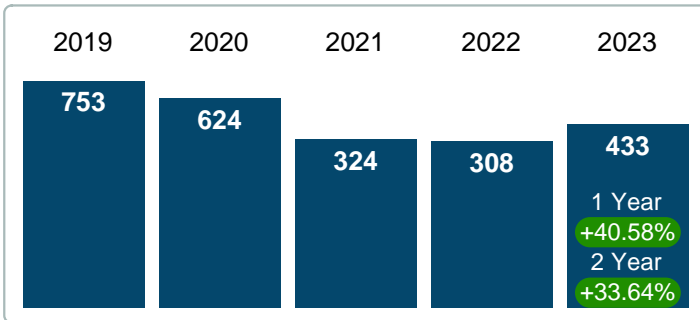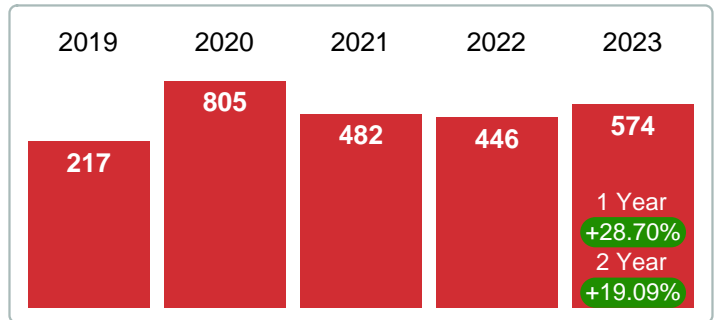**MLS** technology | INC

ACTIVE INVENTORY

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

END OF JANUARY

2019	2020	2021	2022	2023
753	624	324	308	433

2023:
1 Year +40.58%
2 Year +33.64%

ACTIVE DURING JANUARY

2019	2020	2021	2022	2023
217	805	482	446	574

2023:
1 Year +28.70%
2 Year +19.09%

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 488

High May 2019	789	Low Apr 2021	258

Inventory this month at **433**
below the 5 yr JAN average of **488**

NOV	473	
DEC	445	-5.92%
JAN	433	-2.70%
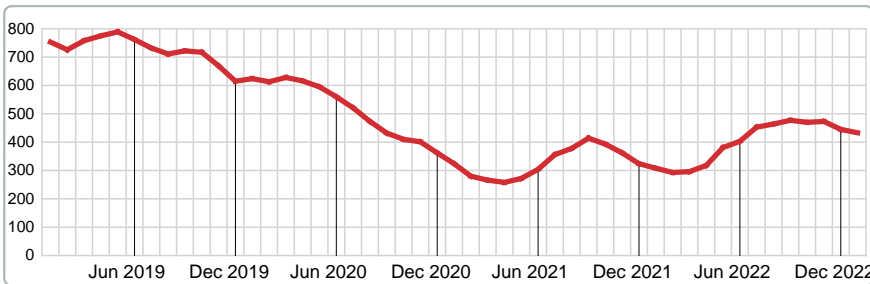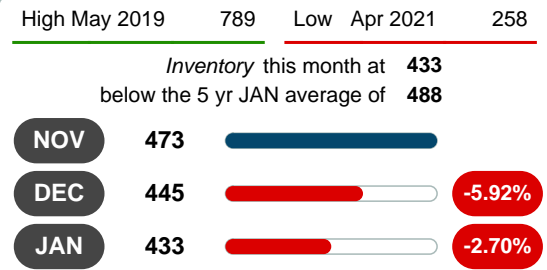
INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$75,000 and less	34	7.85%	96.1	16	16	2	0
$75,001 $125,000	58	13.39%	82.3	20	28	6	4
$125,001 $175,000	71	16.40%	105.5	16	44	10	1
$175,001 $275,000	109	25.17%	84.0	21	61	21	6
$275,001 $375,000	51	11.78%	100.7	5	23	21	2
$375,001 $675,000	64	14.78%	114.7	10	37	13	4
$675,001 and up	46	10.62%	134.0	2	16	19	9
Total Active Inventory by Units	433			90	225	92	26
Total Active Inventory by Volume	165,624,466	100%	100.1	19.82M	69.80M	48.76M	27.24M
Average Active Inventory Listing Price	$382,505			$220,238	$310,222	$530,015	$1,047,762

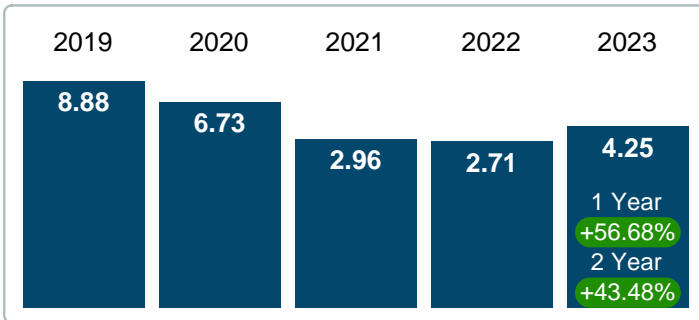**Contact: MLS Technology Inc.**   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

January 2023

RE DATUM

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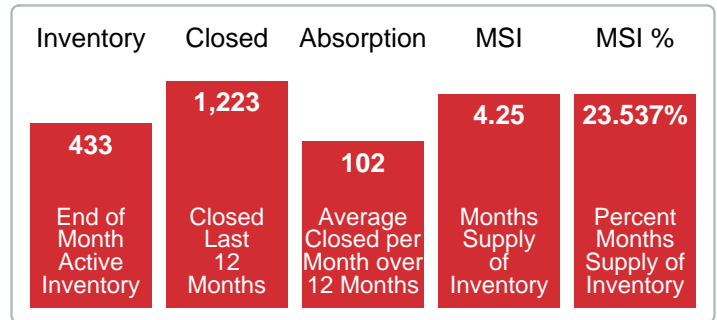
MLS technology | inc

MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JANUARY

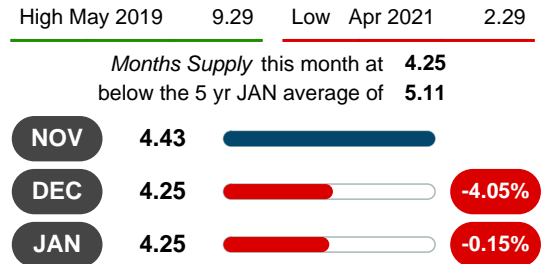| 2019	2020	2021	2022	2023
8.88	6.73	2.96	2.71	4.25

2023:
1 Year **+56.68%**
2 Year **+43.48%**

INDICATORS FOR JANUARY 2023

Inventory	Closed	Absorption	MSI	MSI %
433	1,223	102	4.25	23.537%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

Months on x-axis: Jun 2019, Dec 2019, Jun 2020, Dec 2020, Jun 2021, Dec 2021, Jun 2022, Dec 2022

3 MONTHS   5 year JAN AVG = 5.11

High May 2019	9.29	Low Apr 2021	2.29

Months Supply this month at **4.25**
below the 5 yr JAN average of **5.11**

NOV	4.43	
DEC	4.25	-4.05%
JAN	4.25	-0.15%

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	34	7.85%	2.01	1.94	2.09	3.00	0.00
$75,001 $125,000	58	13.39%	3.45	3.48	2.75	6.55	0.00
$125,001 $175,000	71	16.40%	3.91	4.80	3.45	5.45	4.00
$175,001 $275,000	109	25.17%	4.51	5.73	3.94	4.75	10.29
$275,001 $375,000	51	11.78%	4.16	5.45	4.06	4.34	2.40
$375,001 $675,000	64	14.78%	6.10	10.00	6.63	4.33	4.36
$675,001 and up	46	10.62%	14.92	0.00	12.00	15.20	18.00

				1-2 Beds	3 Beds	4 Beds	5+ Beds
Market Supply of Inventory (MSI)	4.25	100%	4.25	3.93	3.84	5.44	7.61
Total Active Inventory by Units	433			90	225	92	26

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com

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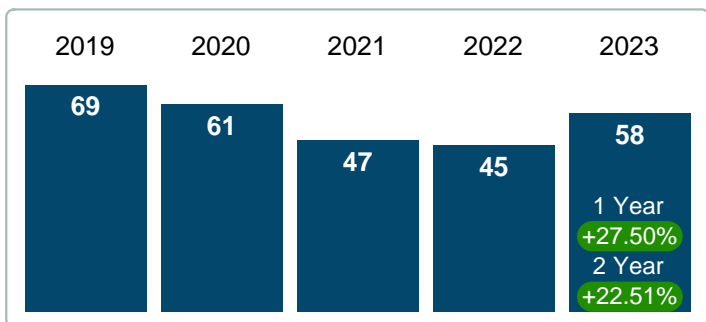
January 2023

RE DATUM

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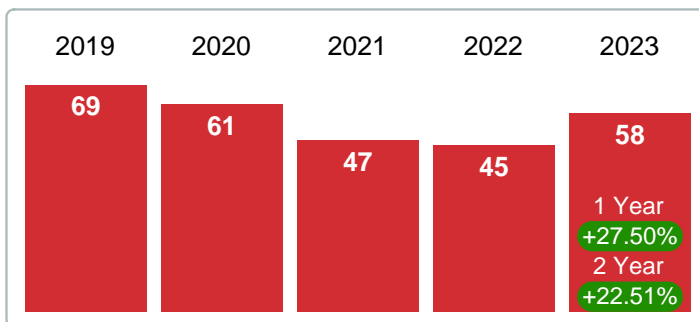
MLS technology | INC

AVERAGE DAYS ON MARKET TO SALE

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

JANUARY

2019	2020	2021	2022	2023
69	61	47	45	58

2023:
1 Year +27.50%
2 Year +22.51%

YEAR TO DATE (YTD)

2019	2020	2021	2022	2023
69	61	47	45	58

2023:
1 Year +27.50%
2 Year +22.51%

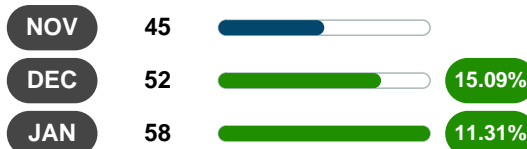### 5 YEAR MARKET ACTIVITY TRENDS
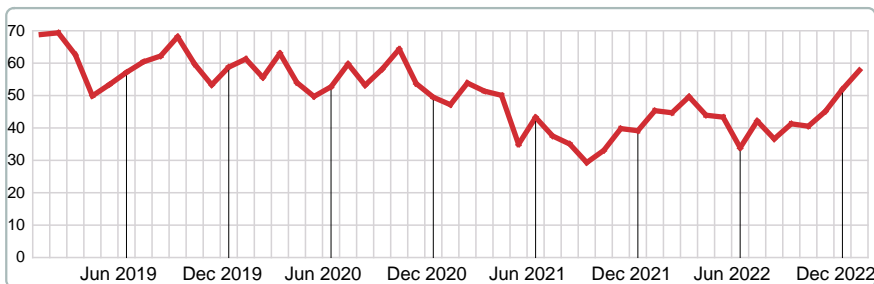
3 MONTHS

5 year JAN AVG = 56

| High Feb 2019 | 69 | Low Sep 2021 | 29 |

Average Days on Market to Sale this month at **58** above the 5 yr JAN average of **56**

NOV	45	
DEC	52	15.09%
JAN	58	11.31%

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

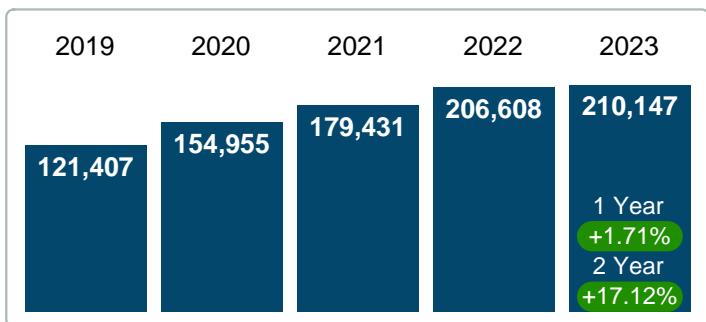| Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$25,000 and less	0	0.00%	0	0	0	0	0
$25,001 $75,000	13	23.64%	69	75	72	7	0
$75,001 $125,000	8	14.55%	37	12	45	14	0
$125,001 $175,000	12	21.82%	45	115	38	0	0
$175,001 $275,000	10	18.18%	55	28	39	58	188
$275,001 $400,000	6	10.91%	67	5	25	170	89
$400,001 and up	6	10.91%	82	0	31	92	0
Average Closed DOM	58			62	42	77	122
Total Closed Units	55	100%	58	14	28	10	3
Total Closed Volume	10,831,507			1.37M	4.65M	3.81M	1.01M

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com

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January 2023

RE DATUM

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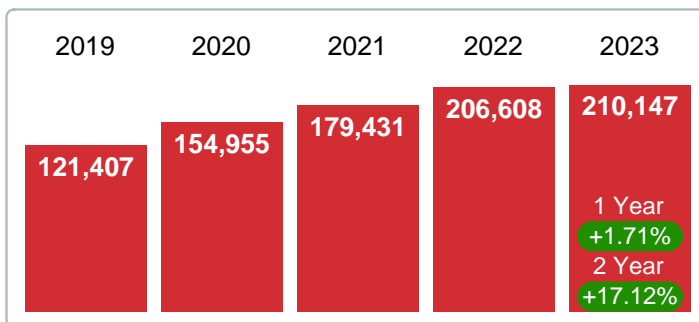
MLS technology | INC

AVERAGE LIST PRICE AT CLOSING

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

JANUARY

2019	2020	2021	2022	2023
121,407	154,955	179,431	206,608	210,147

1 Year **+1.71%**
2 Year **+17.12%**

YEAR TO DATE (YTD)

2019	2020	2021	2022	2023
121,407	154,955	179,431	206,608	210,147

1 Year **+1.71%**
2 Year **+17.12%**

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 174,509

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

Average List Price at Closing this month at **210,147**
above the 5 yr JAN average of **174,509**

NOV	225,188	
DEC	212,196	-5.77%
JAN	210,147	-0.97%
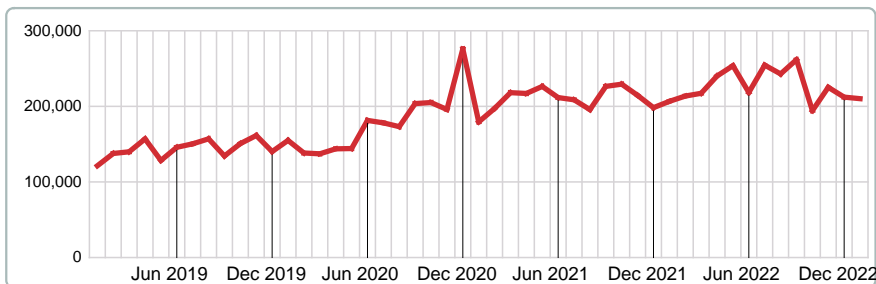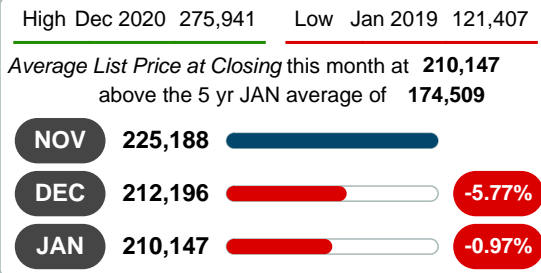
AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

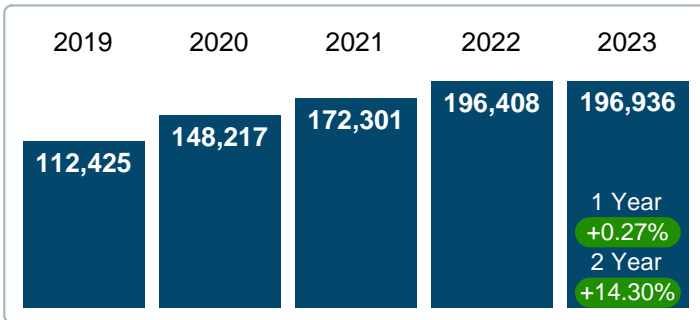| Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
$25,000 and less — 1	1.82%	25,000	0	0	0	0
$25,001 $75,000 — 10	18.18%	50,800	54,222	74,933	25,000	0
$75,001 $125,000 — 8	14.55%	107,200	119,000	118,900	79,900	0
$125,001 $175,000 — 13	23.64%	145,938	158,000	151,609	0	0
$175,001 $275,000 — 9	16.36%	226,856	212,500	254,980	234,900	259,000
$275,001 $400,000 — 6	10.91%	312,633	280,000	342,400	336,000	427,500
$400,001 and up — 8	14.55%	544,100	0	419,900	615,580	0
Average List Price	210,147		105,000	178,054	398,860	371,333
Total Closed Units	55	100%	210,147	14	28	10	3
Total Closed Volume	11,558,100			1.47M	4.99M	3.99M	1.11M

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com

RE DATUM

January 2023

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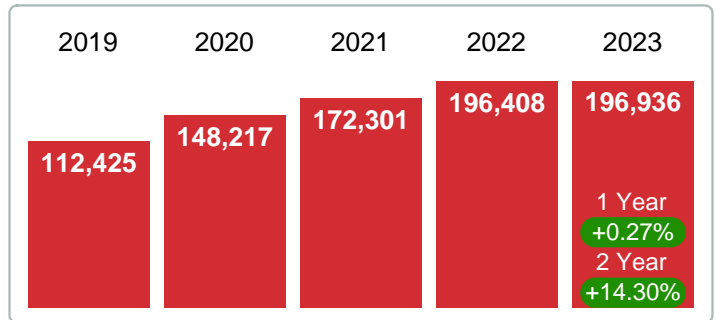
MLS technology | INC

AVERAGE SOLD PRICE AT CLOSING

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

JANUARY

2019	2020	2021	2022	2023
112,425	148,217	172,301	196,408	196,936

2023: 1 Year +0.27% 2 Year +14.30%

YEAR TO DATE (YTD)

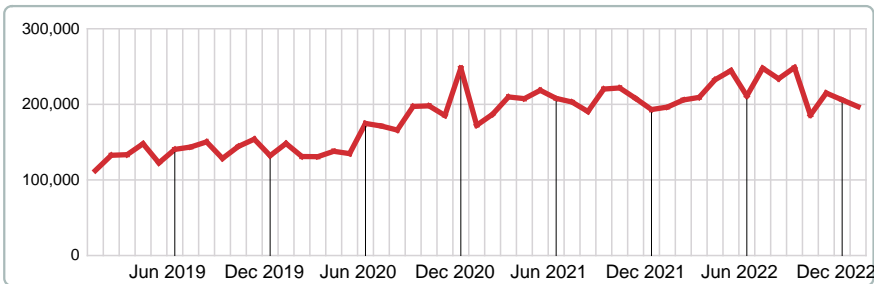| 2019	2020	2021	2022	2023
112,425	148,217	172,301	196,408	196,936

2023: 1 Year +0.27% 2 Year +14.30%

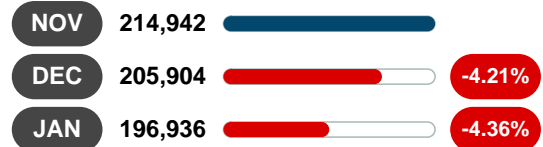### 5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS   5 year JAN AVG = 165,257

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

Average Sold Price at Closing this month at **196,936** above the 5 yr JAN average of **165,257**

NOV	214,942	
DEC	205,904	-4.21%
JAN	196,936	-4.36%

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
$25,000 and less	0	0.00%	0	0	0	0	0
$25,001 $75,000	13	23.64%	51,447	52,090	53,333	40,000	0
$75,001 $125,000	8	14.55%	104,363	90,000	110,667	80,900	0
$125,001 $175,000	12	21.82%	150,617	154,000	150,309	0	0
$175,001 $275,000	10	18.18%	216,100	187,500	221,200	217,500	245,000
$275,001 $400,000	6	10.91%	340,000	280,000	329,500	336,000	382,500
$400,001 and up	6	10.91%	553,233	0	405,000	582,880	0

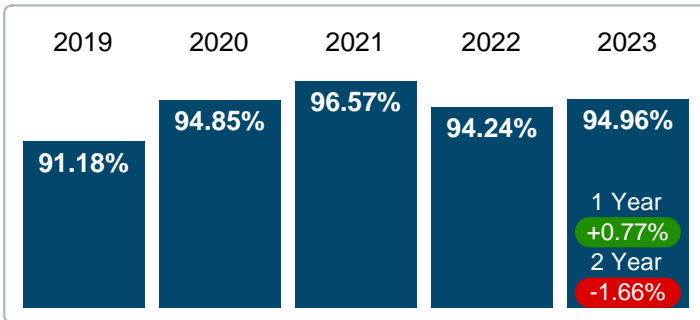|				1-2 Beds	3 Beds	4 Beds	5+ Beds
Average Sold Price	196,936			97,701	165,979	380,630	336,667
Total Closed Units	55	100%	196,936	14	28	10	3
Total Closed Volume	10,831,507			1.37M	4.65M	3.81M	1.01M

Contact: MLS Technology Inc.   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.   **Page 9 of 11**

January 2023

RE DATUM

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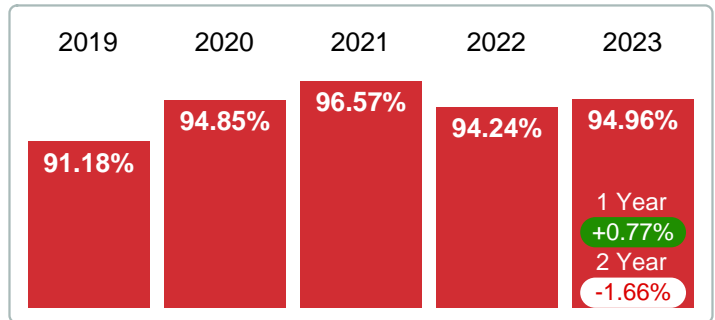Pushmataha, Sequoyah - Residential Property Type

MLS technology | INC

AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

JANUARY

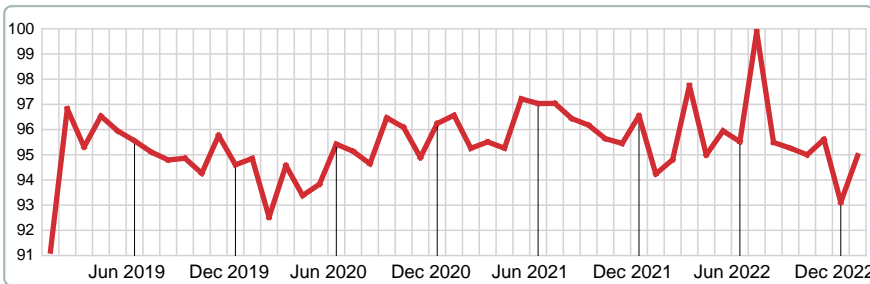| 2019	2020	2021	2022	2023
91.18%	94.85%	96.57%	94.24%	94.96%

2023: 1 Year +0.77% 2 Year -1.66%

YEAR TO DATE (YTD)

2019	2020	2021	2022	2023
91.18%	94.85%	96.57%	94.24%	94.96%

2023: 1 Year +0.77% 2 Year -1.66%

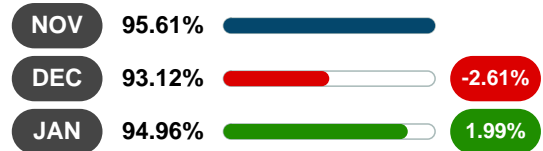### 5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 94.36%

High   Jul 2022   99.88%   Low   Jan 2019   91.18%

Average Sold/List Ratio this month at **94.96%**
above the 5 yr JAN average of **94.36%**

NOV	95.61%		
DEC	93.12%		-2.61%
JAN	94.96%		1.99%

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
$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
$25,001 $75,000	13	23.64%	96.73%	96.33%	76.87%	160.00%	0.00%
$75,001 $125,000	8	14.55%	92.02%	75.63%	93.21%	101.25%	0.00%
$125,001 $175,000	12	21.82%	99.26%	97.47%	99.43%	0.00%	0.00%
$175,001 $275,000	10	18.18%	89.59%	89.58%	87.52%	92.26%	94.59%
$275,001 $400,000	6	10.91%	95.18%	100.00%	96.04%	100.00%	89.50%
$400,001 and up	6	10.91%	95.20%	0.00%	96.45%	94.95%	0.00%
Average Sold/List Ratio	95.00%			94.23%	93.20%	102.05%	91.20%
Total Closed Units	55	100%	95.00%	14	28	10	3
Total Closed Volume	10,831,507			1.37M	4.65M	3.81M	1.01M

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com
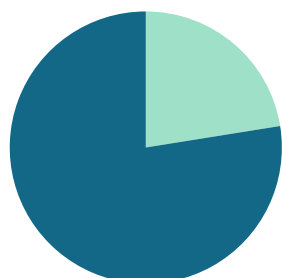
January 2023

RE DATUM

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

MLS technology | INC

MARKET SUMMARY

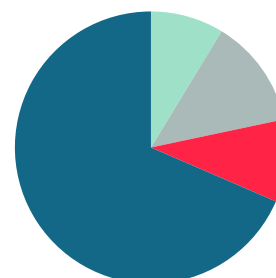Report produced on Nov 16, 2023 for MLS Technology Inc.

INVENTORY

Inventory

New Listings
129 = 22.47%

Start Inventory
445

Total Inventory Units
574

Volume
$210,092,295

Market Activity

Closed Sales
55 = 8.70%

Pending Sales
82 = 12.97%

Other Off Market
62 = 9.81%

Active Inventory
433 = 68.51%

MARKET ACTIVITY

Compared	January			Year to Date		
Metrics	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	87	55	-36.78%	87	55	-36.78%
Pending Sales	88	82	-6.82%	88	82	-6.82%
New Listings	122	129	5.74%	122	129	5.74%
Average List Price	206,608	210,147	1.71%	206,608	210,147	1.71%
Average Sale Price	196,408	196,936	0.27%	196,408	196,936	0.27%
Average Percent of Selling Price to List Price	94.24%	94.96%	0.77%	94.24%	94.96%	0.77%
Average Days on Market to Sale	45.33	57.80	27.50%	45.33	57.80	27.50%
Monthly Inventory	308	433	40.58%	308	433	40.58%
Months Supply of Inventory	2.71	4.25	56.68%	2.71	4.25	56.68%

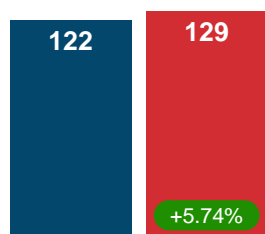**Absorption:** Last 12 months, an Average of **102** Sales/Month

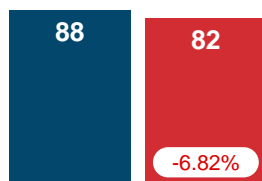**Inventory** on January 31, 2023 = **433**

2022 **2023**

JANUARY MARKET

New Listings
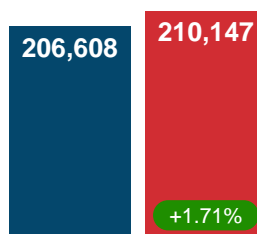
122 | **129** +5.74%

Pending Listings

88 | **82** -6.82%

AVERAGE PRICES

List Price

206,608 | **210,147** +1.71%

Sale Price

196,408 | **196,936** +0.27%

INVENTORY

Active Inventory

308 | **433** +40.58%
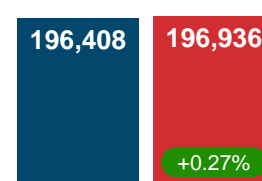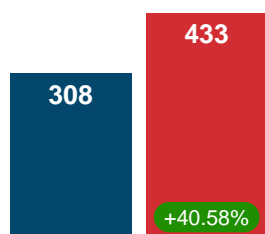
Monthly Supply of Inventory

2.71 | **4.25** +56.68%

AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio

94.24% | **94.96%** +0.77%

Days on Market

45.33 | **57.80** +27.50%