

January 2023



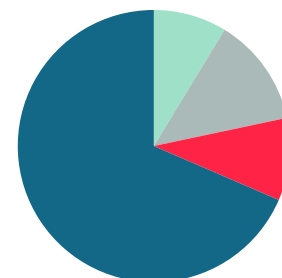
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	87	55	-36.78%
Pending Listings	88	82	-6.82%
New Listings	122	129	5.74%
Median List Price	160,000	150,000	-6.25%
Median Sale Price	158,000	153,000	-3.16%
Median Percent of Selling Price to List Price	96.41%	94.48%	-2.01%
Median Days on Market to Sale	30.00	37.00	23.33%
End of Month Inventory	308	433	40.58%
Months Supply of Inventory	2.71	4.25	56.68%



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

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

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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.16%** in January 2023 to \$153,000 versus the previous year at \$158,000.

Median Days on Market Lengthens

The median number of **37.00** days that homes spent on the market before selling increased by 7.00 days or **23.33%** in January 2023 compared to last year's same month at **30.00** DOM.

Sales Success for January 2023 is Positive

Overall, with Median Prices falling 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 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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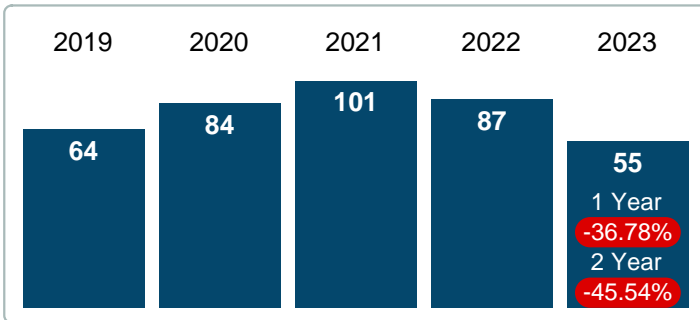
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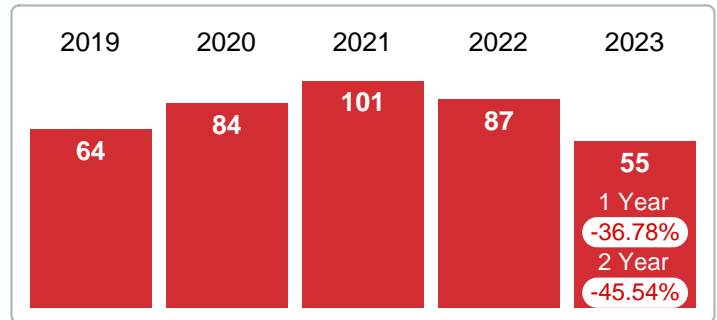
CLOSED LISTINGS

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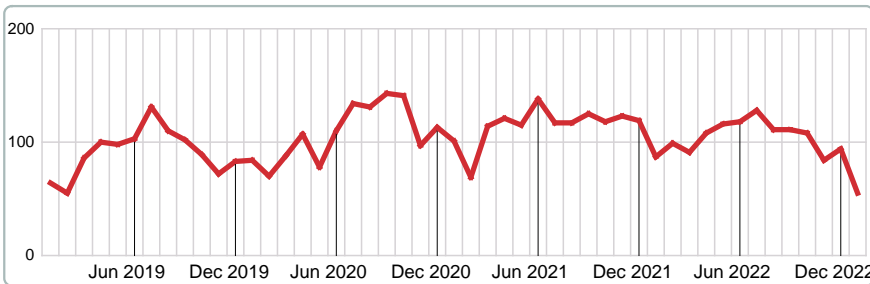
JANUARY



YEAR TO DATE (YTD)

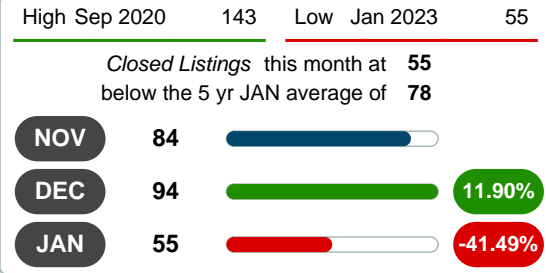


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	48.0	9	3	1	0
\$75,001 - \$125,000	8	14.55%	25.0	1	6	1	0
\$125,001 - \$175,000	12	21.82%	32.0	1	11	0	0
\$175,001 - \$275,000	10	18.18%	27.5	2	5	2	1
\$275,001 - \$400,000	6	10.91%	36.0	1	2	1	2
\$400,001 and up	6	10.91%	72.5	0	1	5	0
Total Closed Units	55			14	28	10	3
Total Closed Volume	10,831,507	100%	37.0	1.37M	4.65M	3.81M	1.01M
Median Closed Price	\$153,000			\$69,400	\$149,950	\$387,500	\$365,000

January 2023



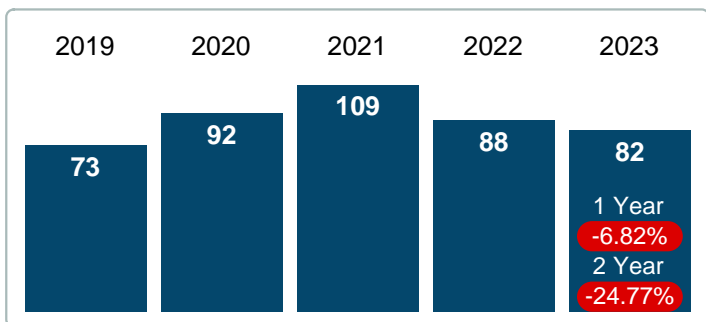
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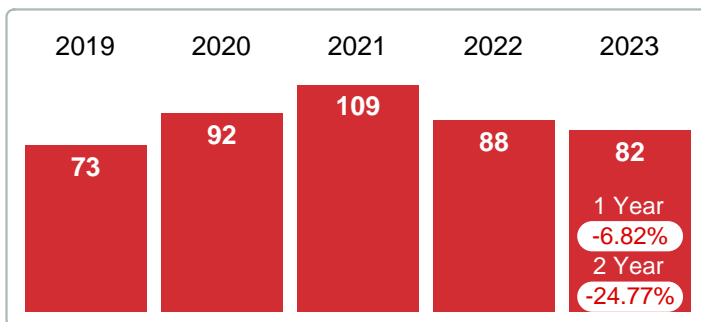
PENDING LISTINGS

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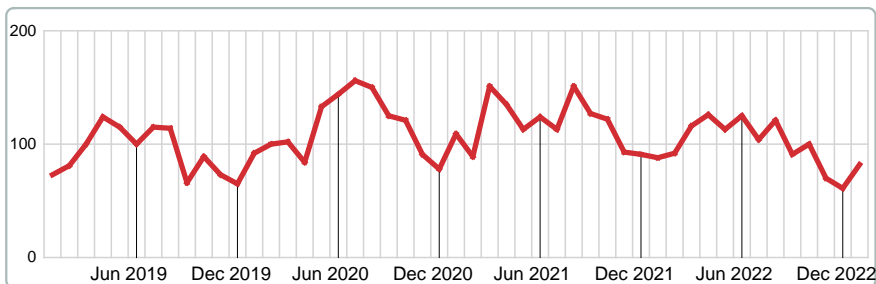
JANUARY



YEAR TO DATE (YTD)

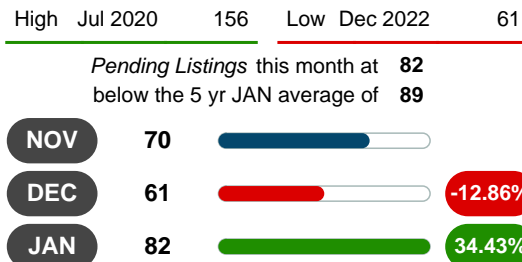


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 89



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	3	3.66%	26.0	2	1	0	0
\$50,001 - \$100,000	14	17.07%	21.0	6	8	0	0
\$100,001 - \$125,000	3	3.66%	50.0	1	1	1	0
\$125,001 - \$225,000	28	34.15%	45.5	1	22	5	0
\$225,001 - \$325,000	15	18.29%	79.0	0	11	3	1
\$325,001 - \$475,000	11	13.41%	68.0	1	7	2	1
\$475,001 and up	8	9.76%	8.0	1	5	2	0
Total Pending Units	82			12	55	13	2
Total Pending Volume	20,699,759	100%	43.0	1.71M	14.09M	4.23M	674.00K
Median Listing Price	\$172,400			\$80,000	\$169,900	\$260,000	\$337,000

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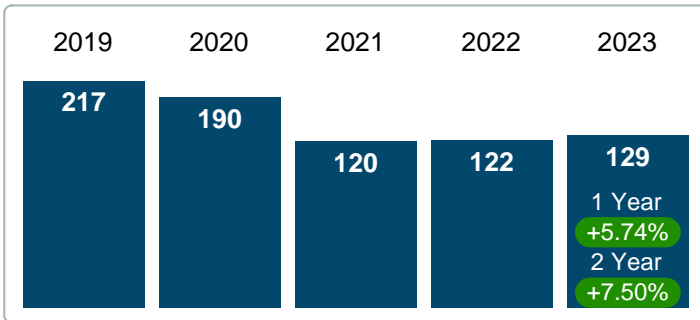
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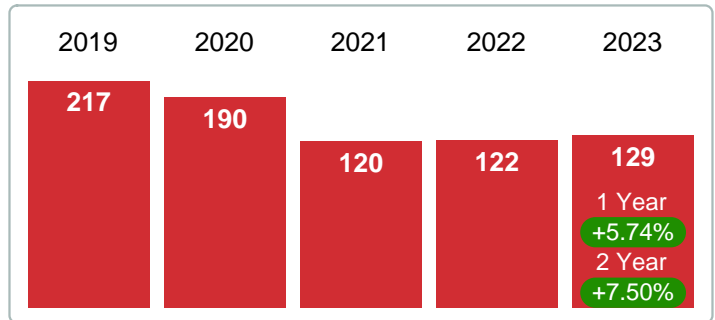
NEW LISTINGS

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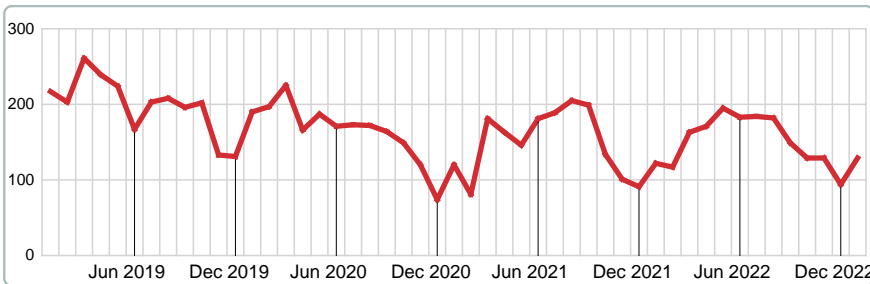
JANUARY



YEAR TO DATE (YTD)

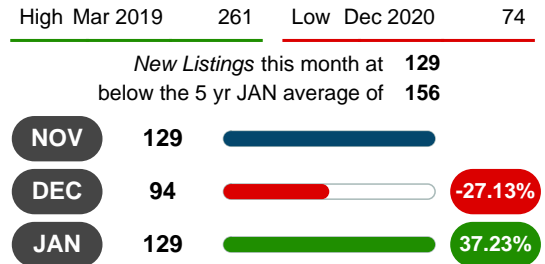


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 156



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
Median New Listed Listing Price	\$192,000		\$134,750	\$190,000	\$285,000	\$199,450

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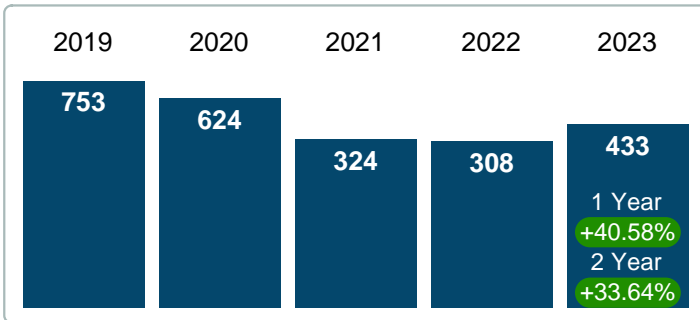
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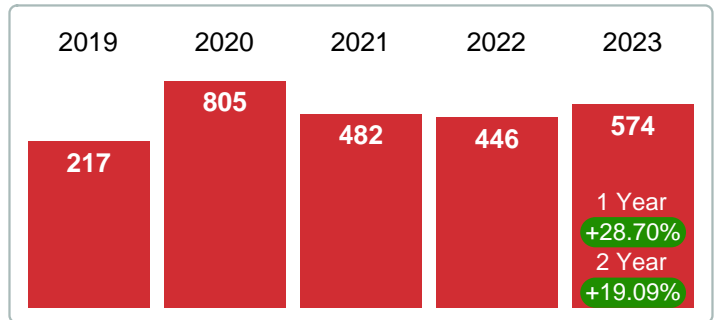
ACTIVE INVENTORY

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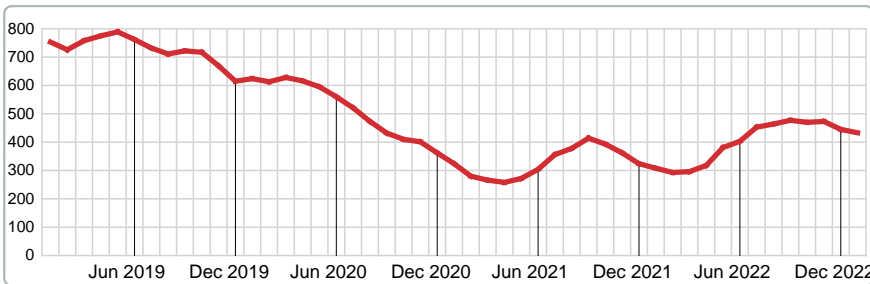
END OF JANUARY



ACTIVE DURING JANUARY

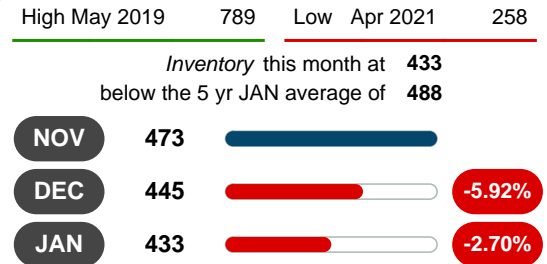


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 488



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	34	7.85%	63.5	16	16	2	0	
\$75,001 - \$125,000	58	13.39%	82.5	20	28	6	4	
\$125,001 - \$175,000	71	16.40%	113.0	16	44	10	1	
\$175,001 - \$275,000	109	25.17%	57.0	21	61	21	6	
\$275,001 - \$375,000	51	11.78%	85.0	5	23	21	2	
\$375,001 - \$675,000	64	14.78%	106.0	10	37	13	4	
\$675,001 and up	46	10.62%	135.5	2	16	19	9	
Total Active Inventory by Units		433		90	225	92	26	
Total Active Inventory by Volume		165,624,466	100%	90.0	19.82M	69.80M	48.76M	27.24M
Median Active Inventory Listing Price		\$219,900			\$150,000	\$209,500	\$299,950	\$374,900

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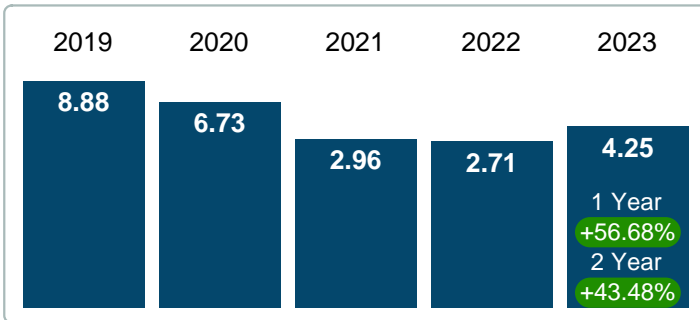
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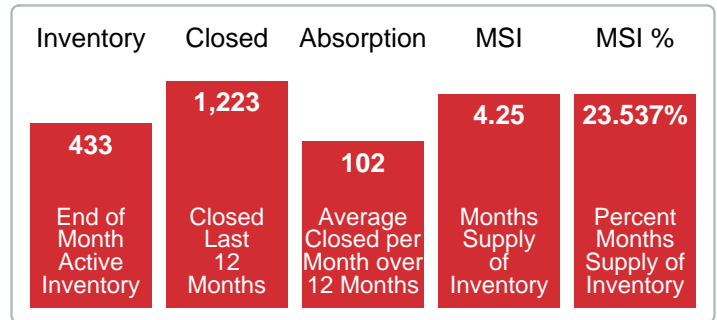
MONTHS SUPPLY of INVENTORY (MSI)

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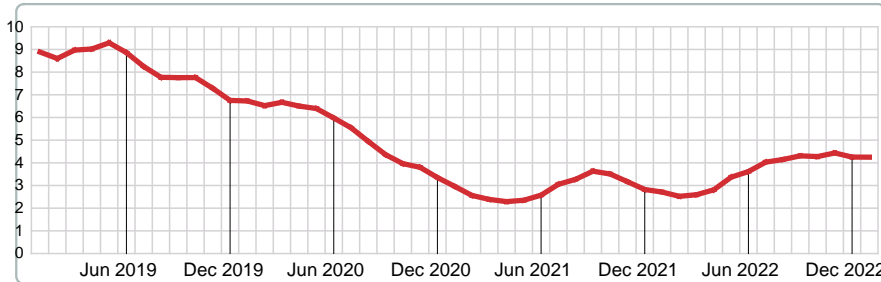
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

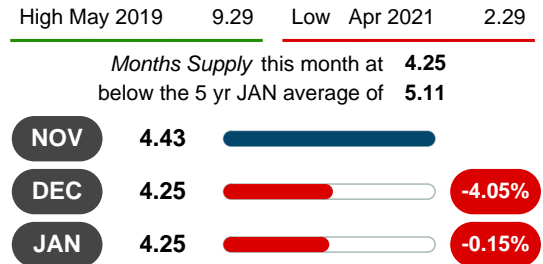


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.11



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
Market Supply of Inventory (MSI)			4.25	3.93	3.84	5.44	7.61
Total Active Inventory by Units		100%	433	90	225	92	26

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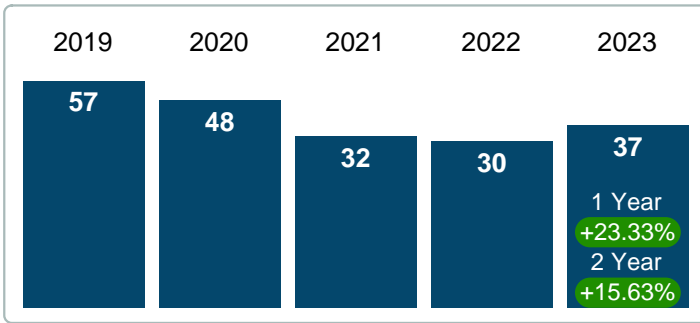
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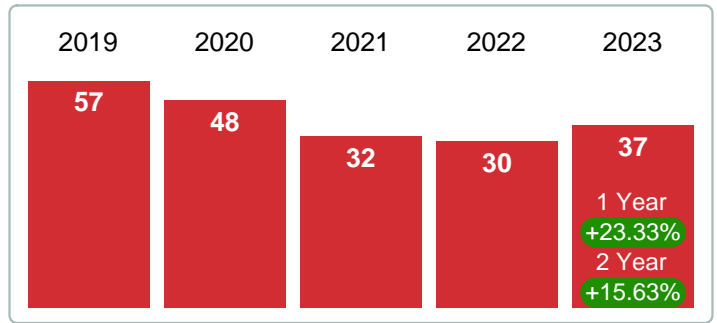
MEDIAN DAYS ON MARKET TO SALE

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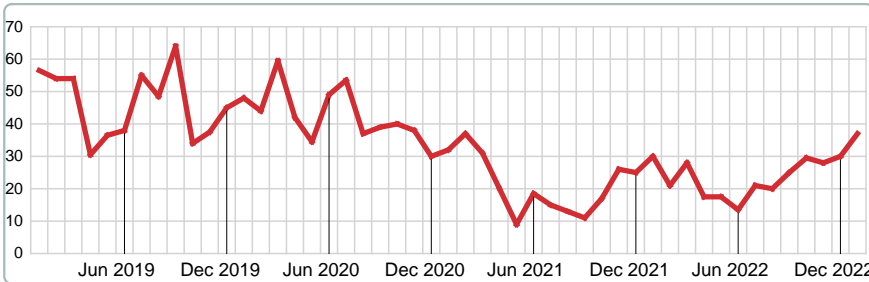
JANUARY



YEAR TO DATE (YTD)

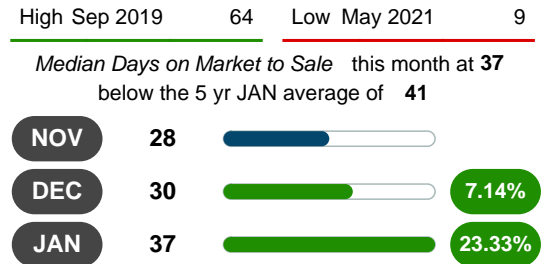


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$25,000 and less	0.00%	136	0	0	0	0
\$25,001 - \$75,000	23.64%	48	68	43	7	0
\$75,001 - \$125,000	14.55%	25	12	44	14	0
\$125,001 - \$175,000	21.82%	32	115	27	0	0
\$175,001 - \$275,000	18.18%	28	28	22	58	188
\$275,001 - \$400,000	10.91%	36	5	25	170	89
\$400,001 and up	10.91%	73	0	31	101	0
Median Closed DOM		37	48	30	73	135
Total Closed Units	100%	55	14	28	10	3
Total Closed Volume		10,831,507	1.37M	4.65M	3.81M	1.01M

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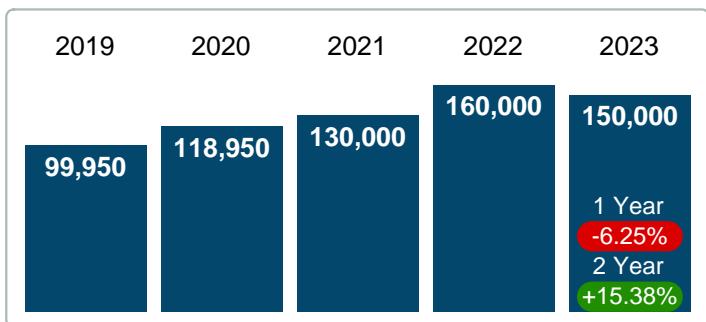
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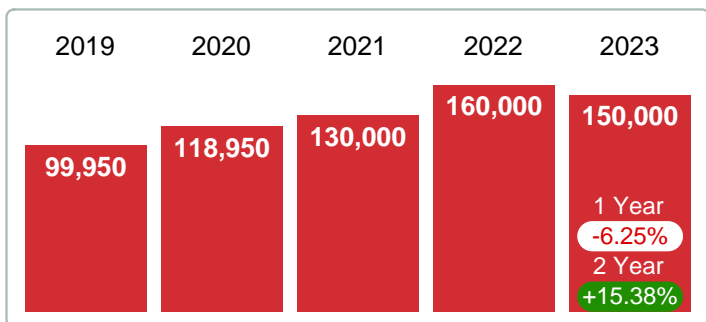
MEDIAN LIST PRICE AT CLOSING

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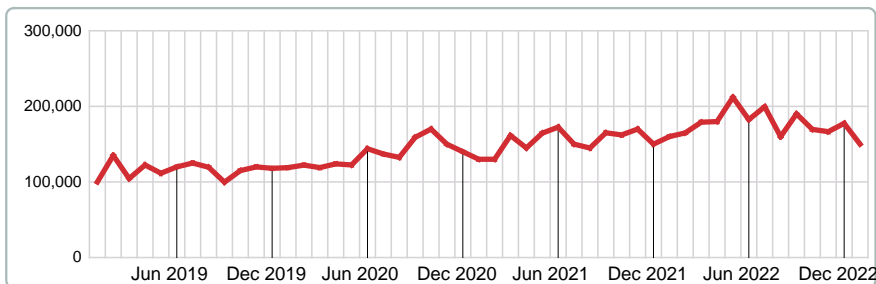
JANUARY



YEAR TO DATE (YTD)

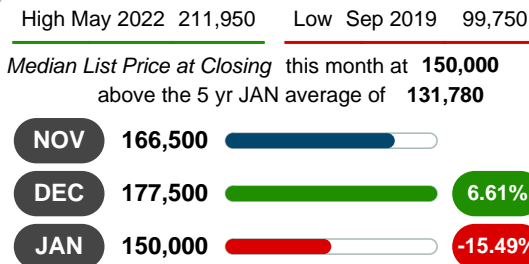


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 131,780



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
\$40,000 and less	10.91%	36,350	38,400	34,900	25,000	0
\$40,001 - \$70,000	7.27%	62,950	61,000	65,000	0	0
\$70,001 - \$120,000	14.55%	107,500	79,900	114,500	79,900	0
\$120,001 - \$180,000	25.45%	147,450	158,000	145,900	0	0
\$180,001 - \$270,000	14.55%	212,450	212,500	199,900	234,900	259,000
\$270,001 - \$400,000	12.73%	290,000	280,000	290,000	336,000	0
\$400,001 and up	14.55%	464,000	0	419,900	485,000	427,500
Median List Price		150,000	69,950	149,450	397,500	425,000
Total Closed Units	100%	150,000	14	28	10	3
Total Closed Volume		11,558,100	1.47M	4.99M	3.99M	1.11M

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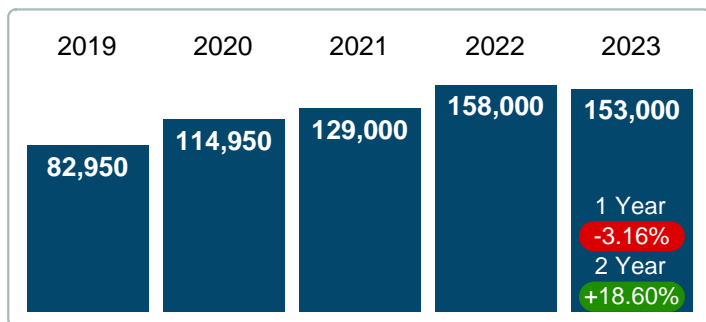
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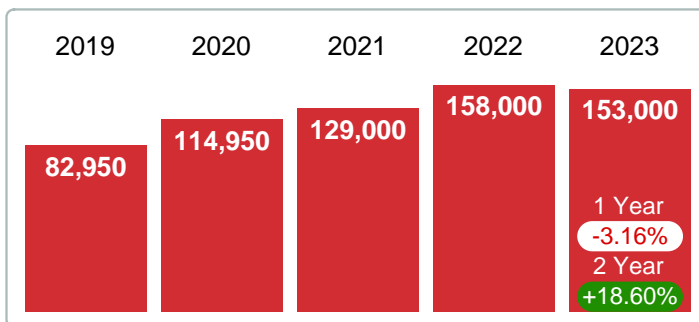
MEDIAN SOLD PRICE AT CLOSING

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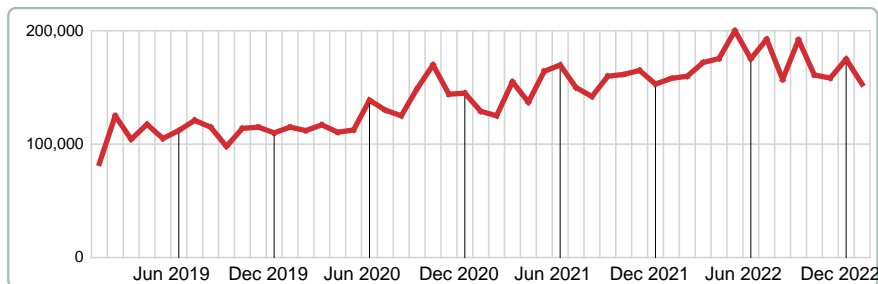
JANUARY



YEAR TO DATE (YTD)

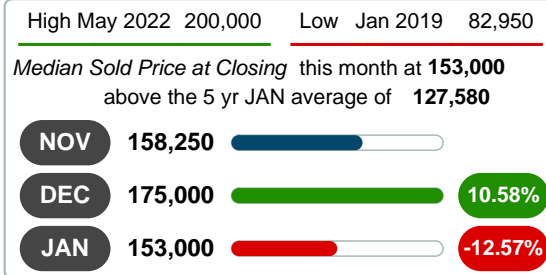


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 127,580



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
\$25,000 and less	0	0.00%	464,000	0	0	0	0
\$25,001 - \$75,000	13	23.64%	52,000	52,000	55,000	40,000	0
\$75,001 - \$125,000	8	14.55%	107,500	90,000	110,000	80,900	0
\$125,001 - \$175,000	12	21.82%	151,500	154,000	150,000	0	0
\$175,001 - \$275,000	10	18.18%	197,000	187,500	200,000	217,500	245,000
\$275,001 - \$400,000	6	10.91%	347,500	280,000	329,500	336,000	382,500
\$400,001 and up	6	10.91%	457,000	0	405,000	459,000	0
Median Sold Price			153,000	69,400	149,950	387,500	365,000
Total Closed Units		100%	55	14	28	10	3
Total Closed Volume			10,831,507	1.37M	4.65M	3.81M	1.01M

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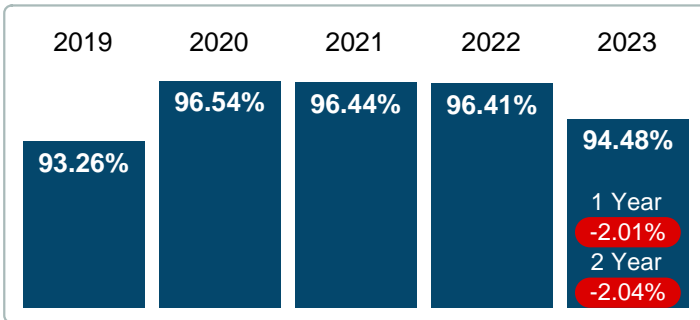
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



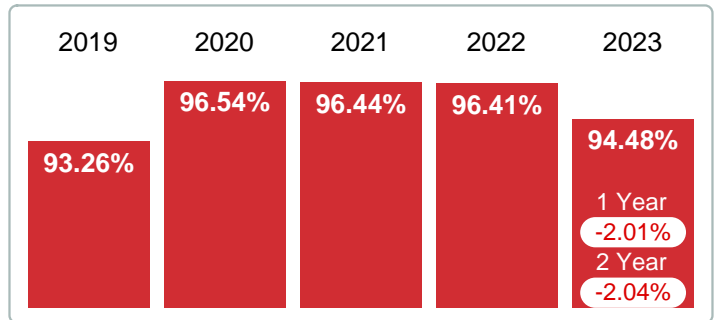
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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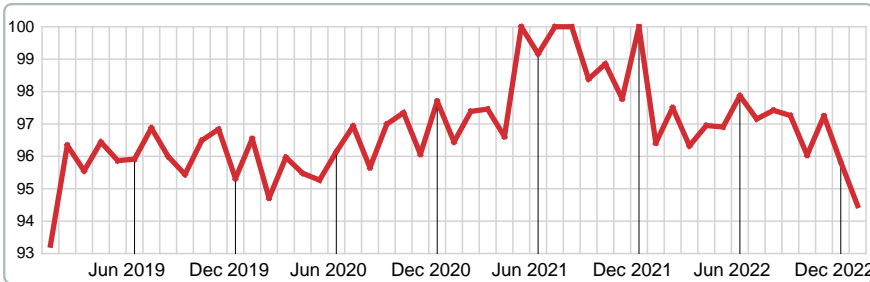
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

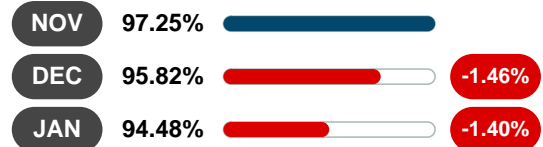


3 MONTHS

5 year JAN AVG = 95.43%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **94.48%**
below the 5 yr JAN average of **95.43%**



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
\$25,000 and less	0	0.00%	97.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	13	23.64%	92.59%	92.62%	84.62%	160.00%	0.00%
\$75,001 - \$125,000	8	14.55%	94.13%	75.63%	94.13%	101.25%	0.00%
\$125,001 - \$175,000	12	21.82%	100.00%	97.47%	100.00%	0.00%	0.00%
\$175,001 - \$275,000	10	18.18%	92.69%	89.58%	90.91%	92.26%	94.59%
\$275,001 - \$400,000	6	10.91%	96.93%	100.00%	96.04%	100.00%	89.50%
\$400,001 and up	6	10.91%	94.13%	0.00%	96.45%	93.81%	0.00%
Median Sold/List Ratio		94.48%		93.51%	95.71%	94.46%	94.12%
Total Closed Units		55	100%	14	28	10	3
Total Closed Volume		10,831,507		1.37M	4.65M	3.81M	1.01M

January 2023



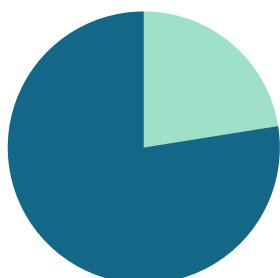
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

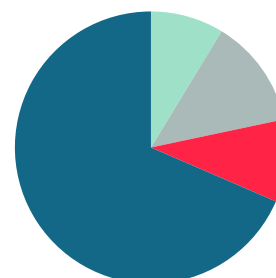


Inventory
 New Listings
129 = 22.47%
 Start Inventory
445
 Total Inventory Units
574
 Volume
\$210,092,295

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 Metrics	January			Year to Date		
	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%
Median List Price	160,000	150,000	-6.25%	160,000	150,000	-6.25%
Median Sale Price	158,000	153,000	-3.16%	158,000	153,000	-3.16%
Median Percent of Selling Price to List Price	96.41%	94.48%	-2.01%	96.41%	94.48%	-2.01%
Median Days on Market to Sale	30.00	37.00	23.33%	30.00	37.00	23.33%
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

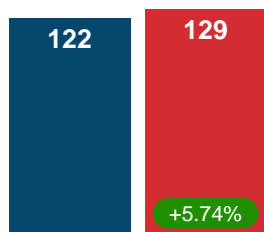
Inventory on January 31, 2023 = **433**

2022 **2023**

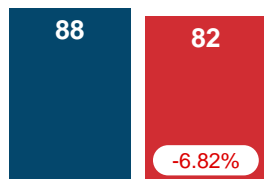
JANUARY MARKET

MEDIAN PRICES

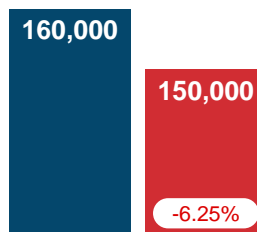
New Listings



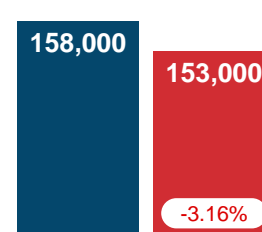
Pending Listings



List Price



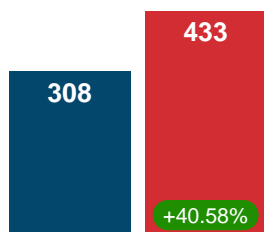
Sale Price



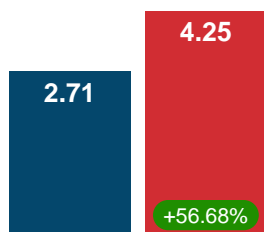
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

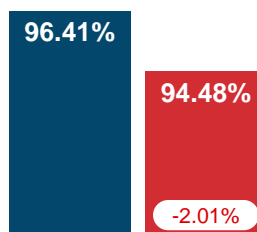
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

