

## July 2023



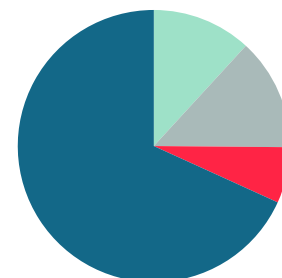
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	July 2023	+/-%
Closed Listings	128	87	-32.03%
Pending Listings	104	98	-5.77%
New Listings	184	166	-9.78%
Average List Price	254,537	233,679	-8.19%
Average Sale Price	247,810	223,999	-9.61%
Average Percent of Selling Price to List Price	99.88%	95.19%	-4.69%
Average Days on Market to Sale	42.15	57.07	35.40%
End of Month Inventory	453	502	10.82%
Months Supply of Inventory	4.03	5.42	34.56%



■ Closed (11.82%)  
■ Pending (13.32%)  
■ Other OffMarket (6.66%)  
■ Active (68.21%)

**Absorption:** Last 12 months, an Average of **93** Sales/Month  
**Active Inventory** as of July 31, 2023 = **502**

#### Analysis Wrap-Up

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

The total housing inventory at the end of July 2023 rose **10.82%** to 502 existing homes available for sale. Over the last 12 months this area has had an average of 93 closed sales per month. This represents an unsold inventory index of **5.42** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.61%** in July 2023 to \$223,999 versus the previous year at \$247,810.

##### Average Days on Market Lengthens

The average number of **57.07** days that homes spent on the market before selling increased by 14.92 days or **35.40%** in July 2023 compared to last year's same month at **42.15** DOM.

##### Sales Success for July 2023 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 166 New Listings in July 2023, down **9.78%** from last year at 184. Furthermore, there were 87 Closed Listings this month versus last year at 128, a **-32.03%** decrease.

Closed versus Listed trends yielded a **52.4%** ratio, down from previous year's, July 2022, at **69.6%**, a **24.66%** downswing. This will certainly create pressure on an increasing Monthly 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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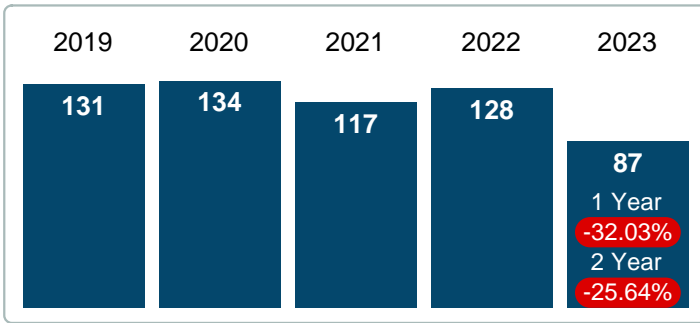
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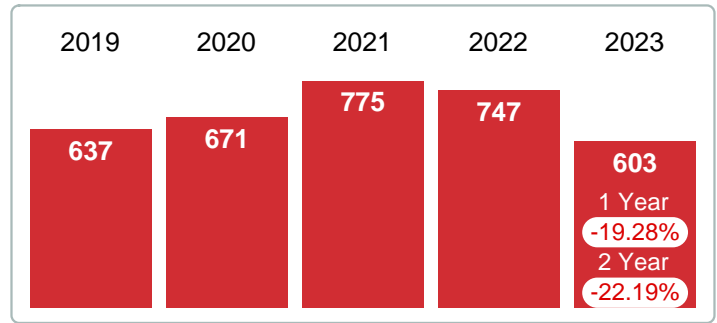
## CLOSED LISTINGS

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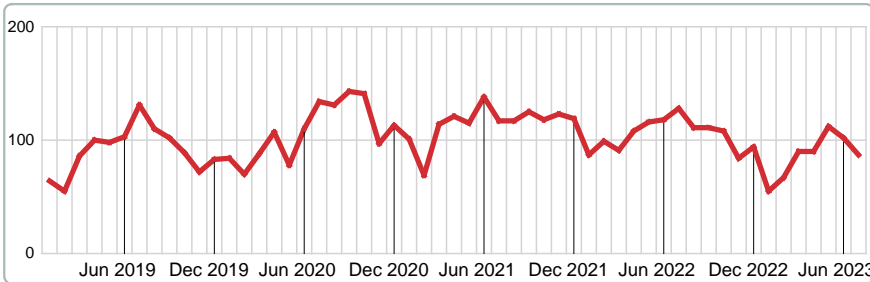
### JULY



### YEAR TO DATE (YTD)

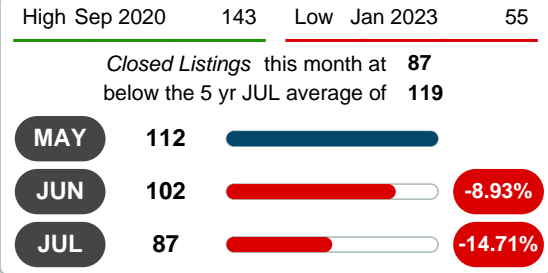


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 119



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.05%	50.7	1	6	0	0
\$75,001 - \$125,000	14	16.09%	44.5	3	9	2	0
\$125,001 - \$150,000	10	11.49%	60.3	4	5	1	0
\$150,001 - \$175,000	17	19.54%	62.8	6	9	2	0
\$175,001 - \$275,000	20	22.99%	51.8	5	11	4	0
\$275,001 - \$425,000	10	11.49%	67.2	0	5	5	0
\$425,001 and up	9	10.34%	67.7	1	6	2	0
<b>Total Closed Units</b>	<b>87</b>			<b>20</b>	<b>51</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>19,487,900</b>	<b>100%</b>	<b>57.1</b>	<b>3.35M</b>	<b>11.02M</b>	<b>5.12M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$223,999</b>			<b>\$167,420</b>	<b>\$216,049</b>	<b>\$320,063</b>	<b>\$0</b>

# July 2023



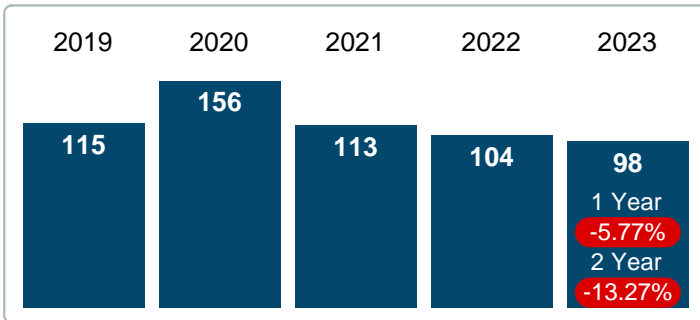
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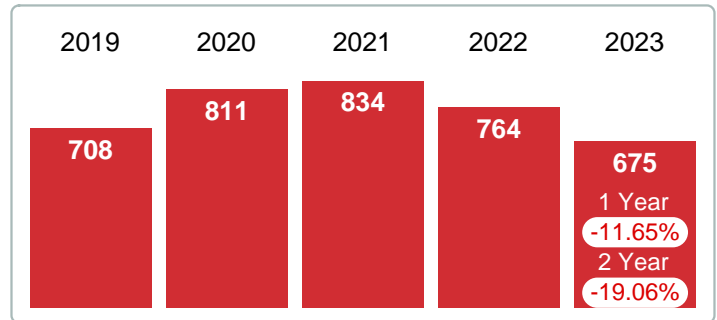
## PENDING LISTINGS

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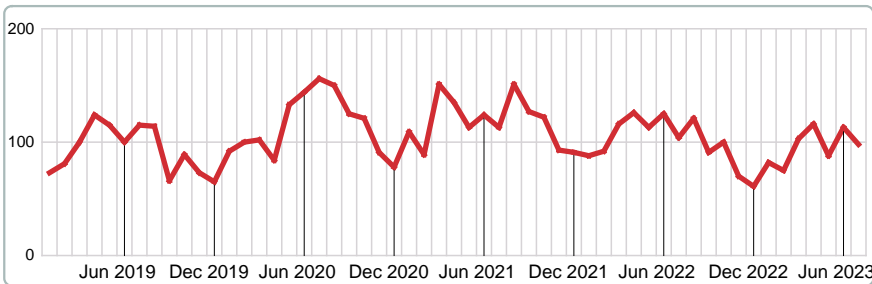
### JULY



### YEAR TO DATE (YTD)

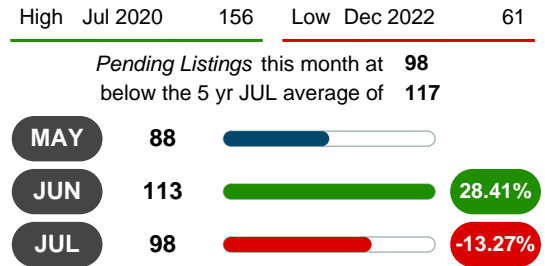


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 117



### 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	12	12.24%	44.1	7	5	0	0
\$75,001 - \$100,000	10	10.20%	59.4	6	4	0	0
\$100,001 - \$150,000	16	16.33%	42.3	6	8	2	0
\$150,001 - \$200,000	23	23.47%	56.0	8	12	3	0
\$200,001 - \$300,000	15	15.31%	45.3	1	7	5	2
\$300,001 - \$525,000	13	13.27%	76.9	2	8	2	1
\$525,001 and up	9	9.18%	109.2	1	6	1	1
<b>Total Pending Units</b>	<b>98</b>			<b>31</b>	<b>50</b>	<b>13</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>23,319,397</b>	<b>100%</b>	<b>54.4</b>	<b>4.58M</b>	<b>13.30M</b>	<b>3.83M</b>	<b>1.61M</b>
<b>Average Listing Price</b>	<b>\$231,626</b>			<b>\$147,742</b>	<b>\$266,082</b>	<b>\$294,262</b>	<b>\$402,475</b>

# July 2023



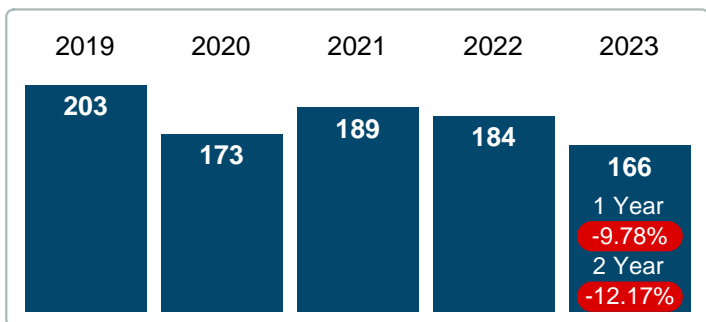
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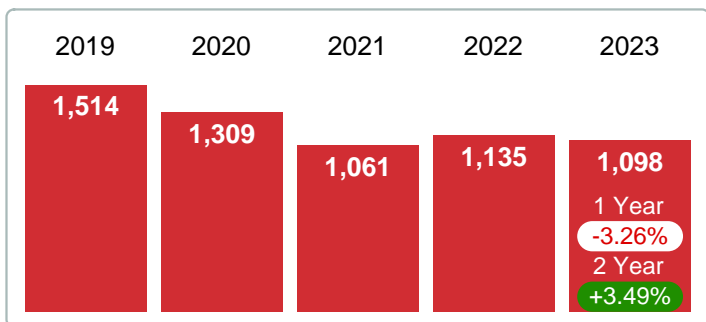
## NEW LISTINGS

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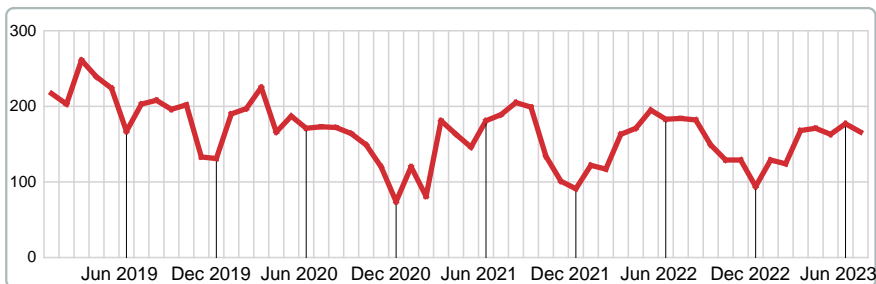
### JULY



### YEAR TO DATE (YTD)

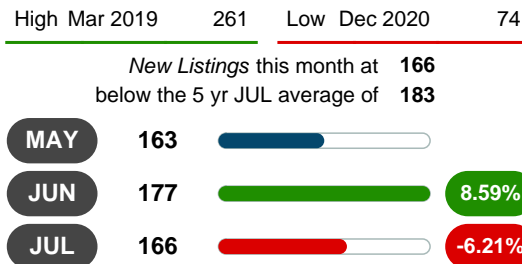


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 183



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	10.24%	10	5	2	0
\$75,001 - \$100,000	14	8.43%	4	10	0	0
\$100,001 - \$150,000	26	15.66%	8	17	1	0
\$150,001 - \$250,000	43	25.90%	8	26	6	3
\$250,001 - \$375,000	29	17.47%	1	18	7	3
\$375,001 - \$575,000	18	10.84%	5	11	1	1
\$575,001 and up	19	11.45%	1	8	8	2
<b>Total New Listed Units</b>	<b>166</b>		<b>37</b>	<b>95</b>	<b>25</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>45,544,998</b>	<b>100%</b>	<b>6.49M</b>	<b>25.27M</b>	<b>9.37M</b>	<b>4.42M</b>
<b>Average New Listed Listing Price</b>	<b>\$195,388</b>		<b>\$175,349</b>	<b>\$266,028</b>	<b>\$374,684</b>	<b>\$490,811</b>

# July 2023



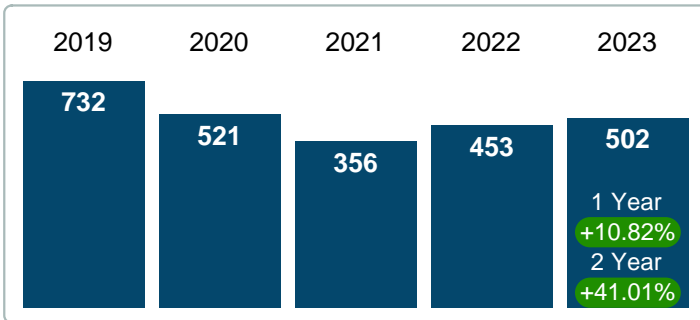
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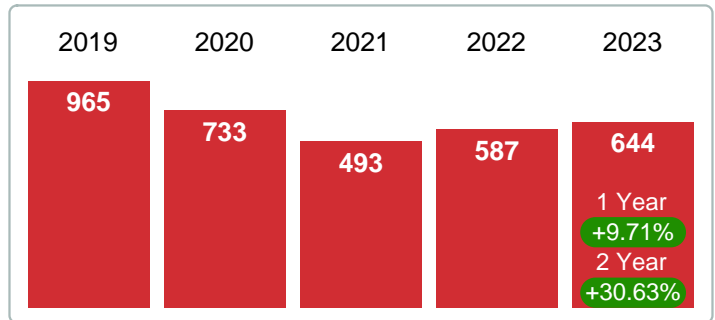
## ACTIVE INVENTORY

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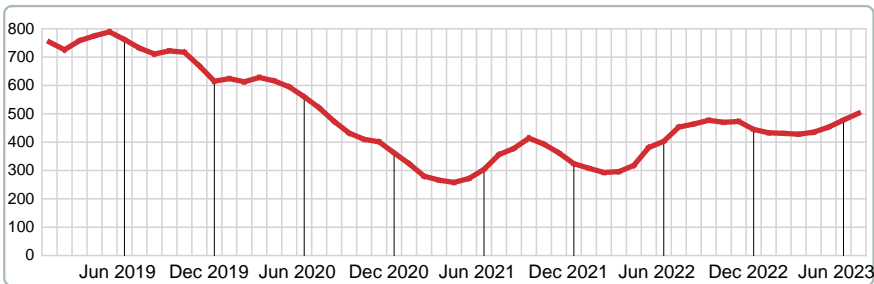
### END OF JULY



### ACTIVE DURING JULY

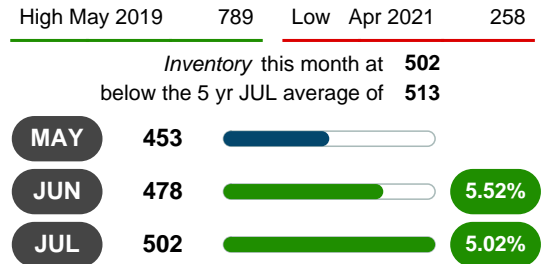


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 513



### 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	39	7.77%	76.3	18	18	3	0
\$75,001 - \$125,000	54	10.76%	83.2	16	36	1	1
\$125,001 - \$175,000	87	17.33%	80.6	23	49	13	2
\$175,001 - \$300,000	124	24.70%	78.4	22	77	21	4
\$300,001 - \$475,000	82	16.33%	74.0	9	44	18	11
\$475,001 - \$725,000	61	12.15%	78.3	9	27	18	7
\$725,001 and up	55	10.96%	98.2	4	12	27	12
<b>Total Active Inventory by Units</b>	<b>502</b>			<b>101</b>	<b>263</b>	<b>101</b>	<b>37</b>
<b>Total Active Inventory by Volume</b>	<b>188,625,972</b>	<b>100%</b>	<b>80.6</b>	<b>27.67M</b>	<b>80.11M</b>	<b>55.55M</b>	<b>25.30M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$375,749</b>			<b>\$273,944</b>	<b>\$304,587</b>	<b>\$549,988</b>	<b>\$683,849</b>

# July 2023



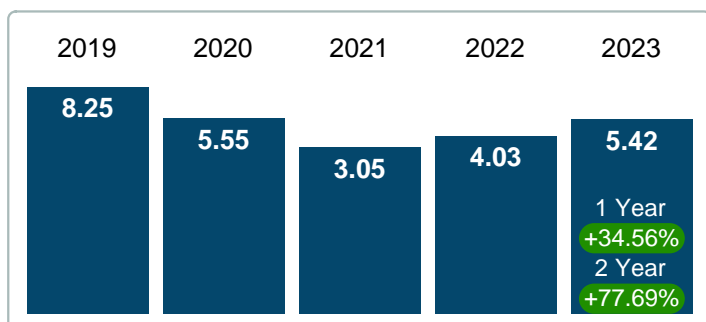
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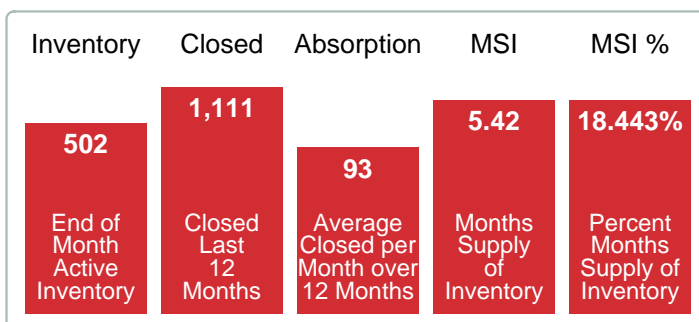
## MONTHS SUPPLY of INVENTORY (MSI)

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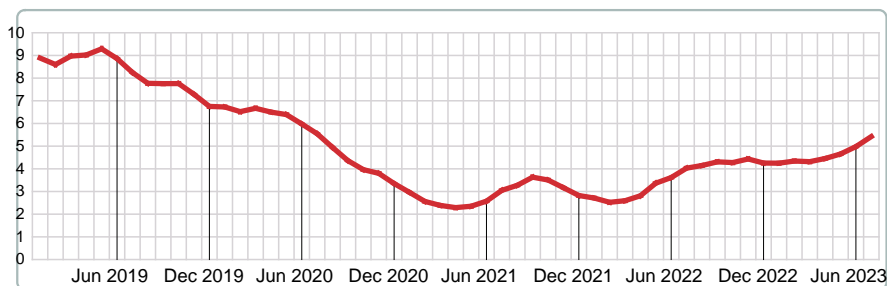
### MSI FOR JULY



### INDICATORS FOR JULY 2023

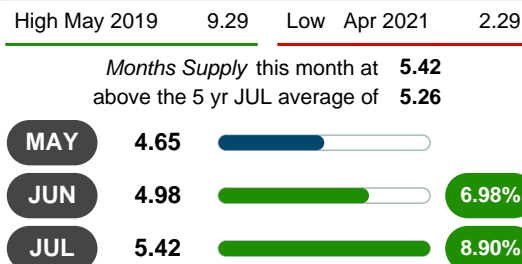


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.26



### 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	39	7.77%	2.82	2.73	2.67	9.00	0.00
\$75,001 - \$125,000	54	10.76%	3.70	3.43	4.11	0.86	0.00
\$125,001 - \$175,000	87	17.33%	4.41	5.41	3.63	6.50	0.00
\$175,001 - \$300,000	124	24.70%	4.58	5.62	4.62	3.55	6.86
\$300,001 - \$475,000	82	16.33%	7.45	7.71	8.80	4.15	22.00
\$475,001 - \$725,000	61	12.15%	14.35	36.00	12.00	12.71	21.00
\$725,001 and up	55	10.96%	26.40	48.00	18.00	24.92	48.00
Market Supply of Inventory (MSI)			5.42	4.83	4.91	6.22	20.18
Total Active Inventory by Units		100%	5.42	101	263	101	37

# July 2023



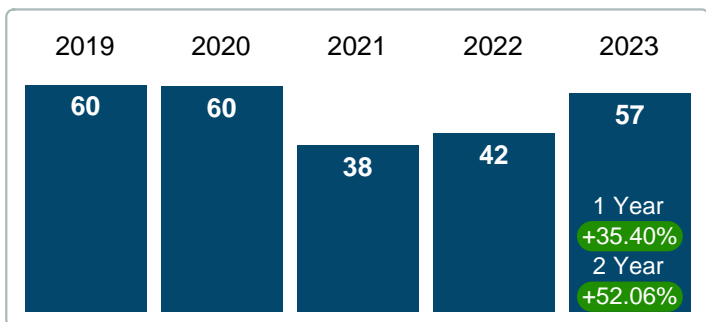
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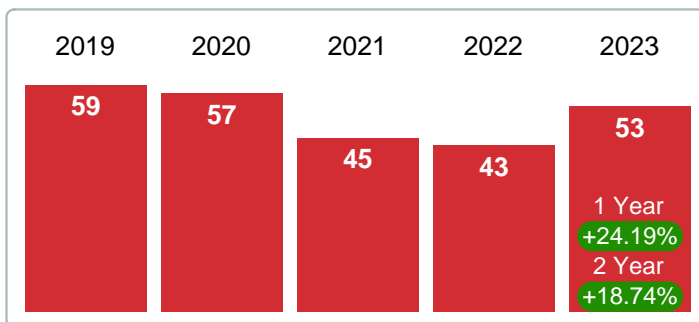
## AVERAGE DAYS ON MARKET TO SALE

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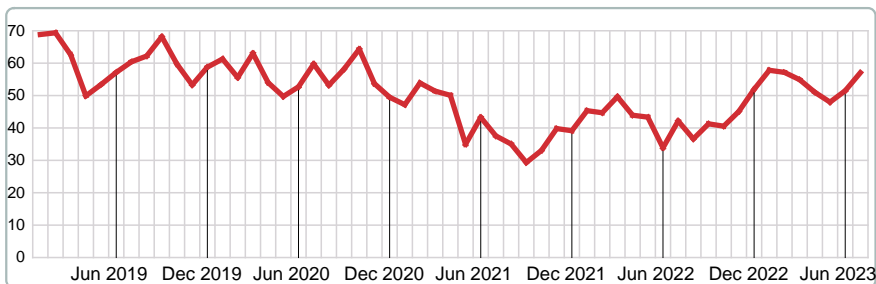
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

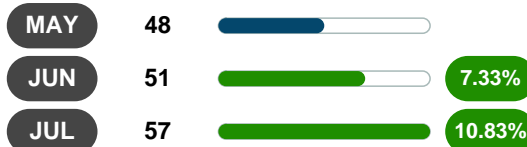


### 3 MONTHS

5 year JUL AVG = 51

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at 57 above the 5 yr JUL average of 51



### 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
\$75,000 and less	8.05%	51	12	57	0	0
\$75,001 - \$125,000	16.09%	45	53	43	36	0
\$125,001 - \$150,000	11.49%	60	80	47	49	0
\$150,001 - \$175,000	19.54%	63	68	68	23	0
\$175,001 - \$275,000	22.99%	52	60	44	63	0
\$275,001 - \$425,000	11.49%	67	0	55	80	0
\$425,001 and up	10.34%	68	77	70	57	0
<b>Average Closed DOM</b>		<b>57</b>	<b>64</b>	<b>54</b>	<b>58</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>87</b>	<b>20</b>	<b>51</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>19,487,900</b>	<b>3.35M</b>	<b>11.02M</b>	<b>5.12M</b>	<b>0.00B</b>

# July 2023



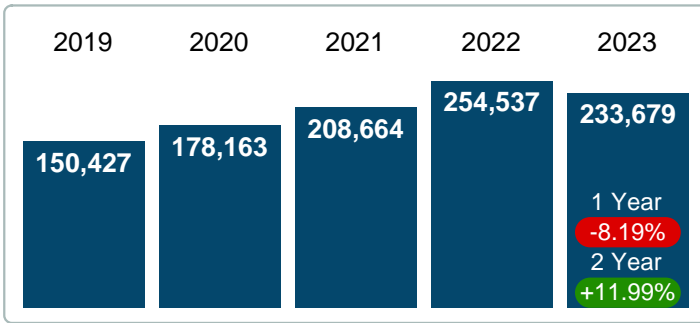
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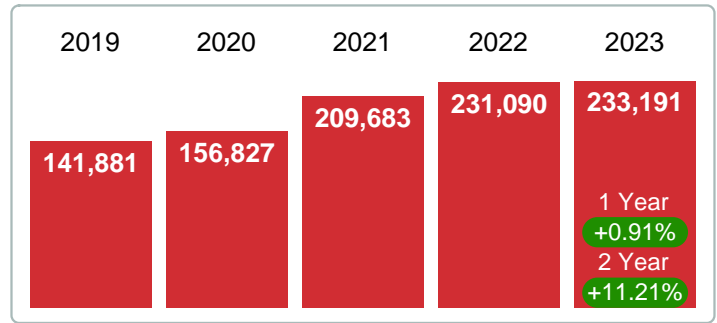
## AVERAGE LIST PRICE AT CLOSING

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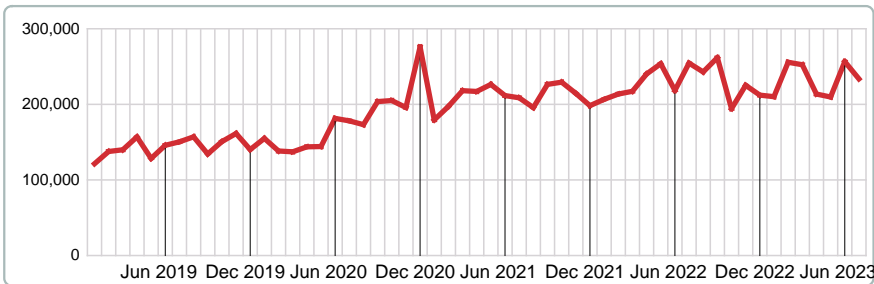
### JULY



### YEAR TO DATE (YTD)

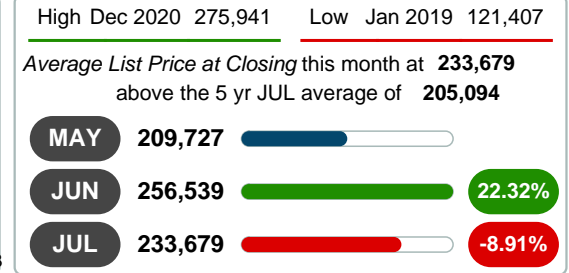


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 205,094



### 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
\$75,000 and less	5.75%	61,160	60,000	73,450	0	0
\$75,001 - \$125,000	14.94%	105,815	99,167	118,356	125,000	0
\$125,001 - \$150,000	12.64%	140,745	142,600	150,960	139,900	0
\$150,001 - \$175,000	18.39%	163,688	167,450	168,922	167,400	0
\$175,001 - \$275,000	24.14%	215,114	228,800	221,255	244,725	0
\$275,001 - \$425,000	12.64%	346,245	0	337,960	387,980	0
\$425,001 and up	11.49%	615,540	439,900	592,767	854,450	0
<b>Average List Price</b>		<b>233,679</b>	<b>175,825</b>	<b>224,729</b>	<b>334,525</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>233,679</b>	<b>20</b>	<b>51</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>20,330,100</b>	<b>3.52M</b>	<b>11.46M</b>	<b>5.35M</b>	<b>0.00B</b>



# July 2023



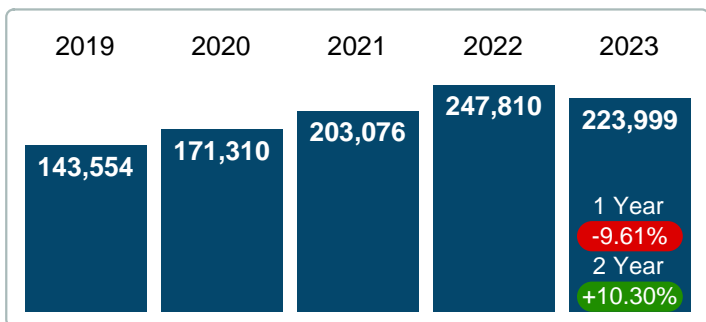
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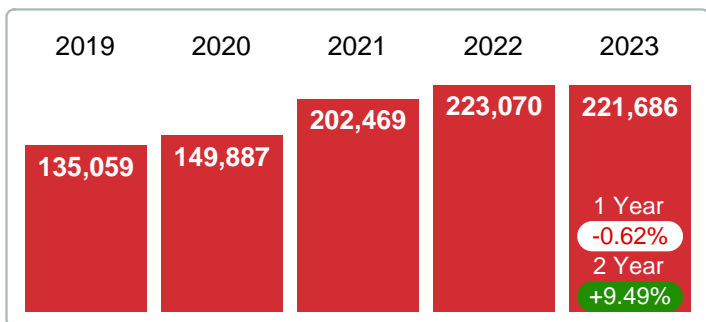
## AVERAGE SOLD PRICE AT CLOSING

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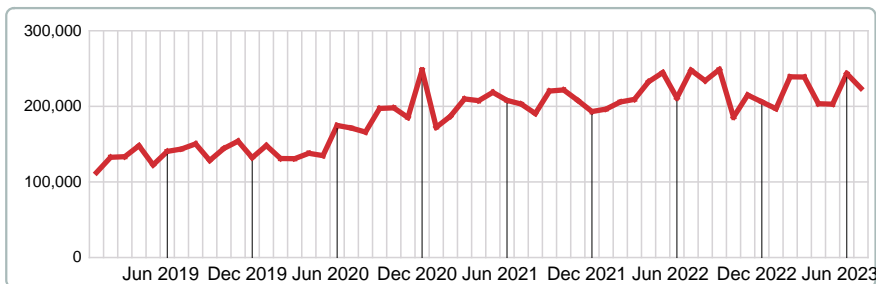
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

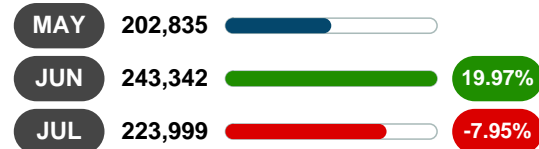


### 3 MONTHS

5 year JUL AVG = 197,950

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

Average Sold Price at Closing this month at **223,999** above the 5 yr JUL average of **197,950**



### 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
\$75,000 and less	8.05%	59,714	60,000	59,667	0	0
\$75,001 - \$125,000	16.09%	106,414	96,667	109,411	107,550	0
\$125,001 - \$150,000	11.49%	141,240	137,125	145,980	134,000	0
\$150,001 - \$175,000	19.54%	160,871	160,317	160,667	163,450	0
\$175,001 - \$275,000	22.99%	217,350	209,800	214,364	235,000	0
\$275,001 - \$425,000	11.49%	348,290	0	331,580	365,000	0
\$425,001 and up	10.34%	622,556	439,000	580,667	840,000	0
<b>Average Sold Price</b>		<b>223,999</b>	<b>167,420</b>	<b>216,049</b>	<b>320,063</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,999</b>	<b>20</b>	<b>51</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>19,487,900</b>	<b>3.35M</b>	<b>11.02M</b>	<b>5.12M</b>	<b>0.00B</b>

# July 2023



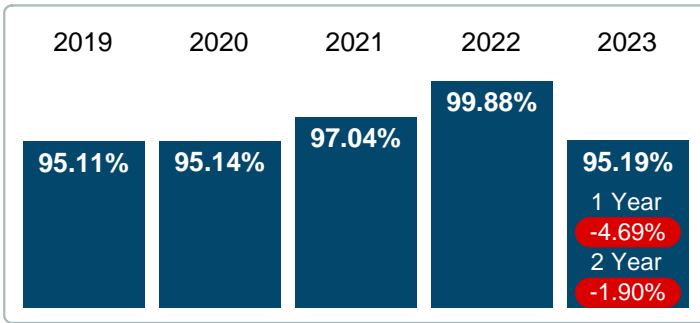
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



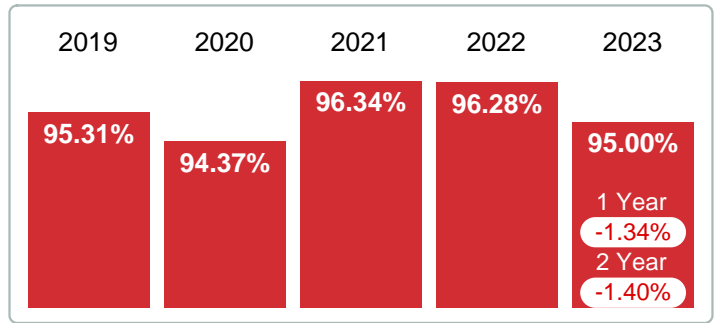
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

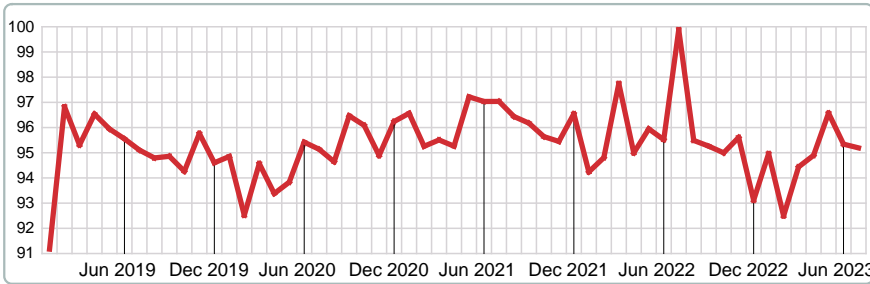
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

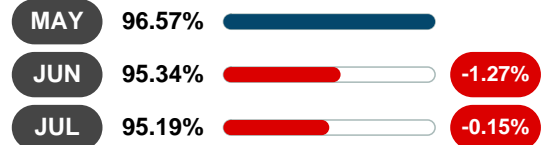


### 3 MONTHS

5 year JUL AVG = 96.47%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.19%** below the 5 yr JUL average of **96.47%**



## 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
\$75,000 and less	7	8.05%	85.32%	100.00%	82.88%	0.00%	0.00%
\$75,001 - \$125,000	14	16.09%	93.58%	97.62%	92.84%	90.88%	0.00%
\$125,001 - \$150,000	10	11.49%	96.67%	96.49%	96.99%	95.78%	0.00%
\$150,001 - \$175,000	17	19.54%	95.80%	96.01%	95.25%	97.65%	0.00%
\$175,001 - \$275,000	20	22.99%	96.77%	92.73%	98.76%	96.35%	0.00%
\$275,001 - \$425,000	10	11.49%	96.11%	0.00%	98.02%	94.20%	0.00%
\$425,001 and up	9	10.34%	98.07%	99.80%	97.77%	98.09%	0.00%
Average Sold/List Ratio		95.20%		95.92%	94.87%	95.34%	0.00%
Total Closed Units		87	100%	20	51	16	
Total Closed Volume		19,487,900		3.35M	11.02M	5.12M	0.00B

# July 2023



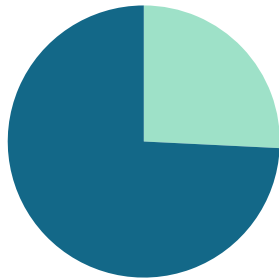
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

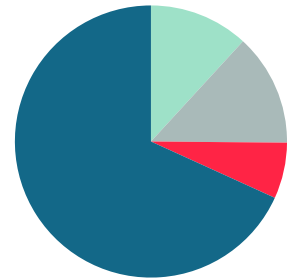


**Inventory**  
 New Listings  
**166 = 25.78%**  
 Start Inventory  
**478**  
 Total Inventory Units  
**644**  
 Volume  
**\$226,802,069**

### Market Activity

Closed Sales  
**87 = 11.82%**  
 Pending Sales  
**98 = 13.32%**  
 Other Off Market  
**49 = 6.66%**  
 Active Inventory  
**502 = 68.21%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	128	87	-32.03%	747	603	-19.28%
Pending Sales	104	98	-5.77%	764	675	-11.65%
New Listings	184	166	-9.78%	1,135	1,098	-3.26%
Average List Price	254,537	233,679	-8.19%	231,090	233,191	0.91%
Average Sale Price	247,810	223,999	-9.61%	223,070	221,686	-0.62%
Average Percent of Selling Price to List Price	99.88%	95.19%	-4.69%	96.28%	95.00%	-1.34%
Average Days on Market to Sale	42.15	57.07	35.40%	42.91	53.28	24.19%
Monthly Inventory	453	502	10.82%	453	502	10.82%
Months Supply of Inventory	4.03	5.42	34.56%	4.03	5.42	34.56%

**Absorption:** Last 12 months, an Average of **93** Sales/Month

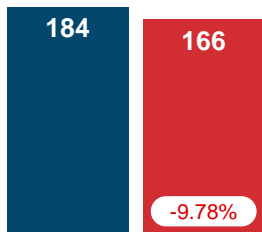
**Inventory** on July 31, 2023 = **502**

**2022** **2023**

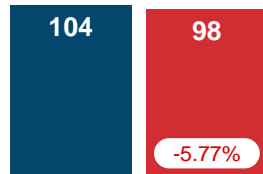
### JULY MARKET

### AVERAGE PRICES

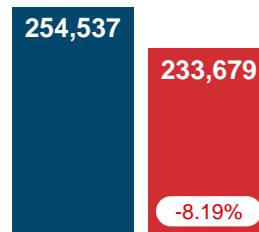
#### New Listings



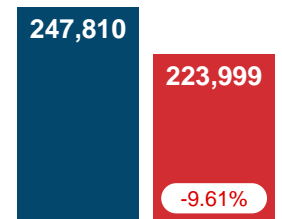
#### Pending Listings



#### List Price



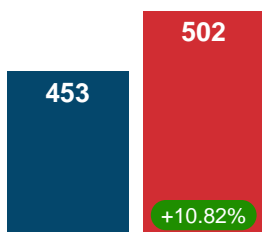
#### Sale Price



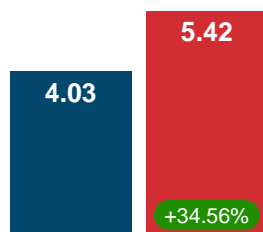
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

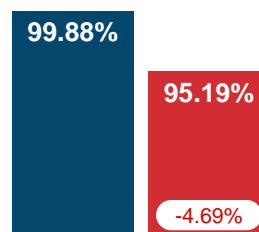
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

