

July 2023



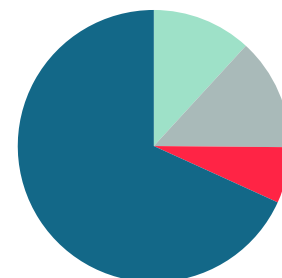
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	199,450	169,900	-14.82%
Median Sale Price	192,500	165,000	-14.29%
Median Percent of Selling Price to List Price	97.15%	97.06%	-0.10%
Median Days on Market to Sale	21.00	39.00	85.71%
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.

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 **14.29%** in July 2023 to \$165,000 versus the previous year at \$192,500.

Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 18.00 days or **85.71%** in July 2023 compared to last year's same month at **21.00** DOM.

Sales Success for July 2023 is Positive

Overall, with Median 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.

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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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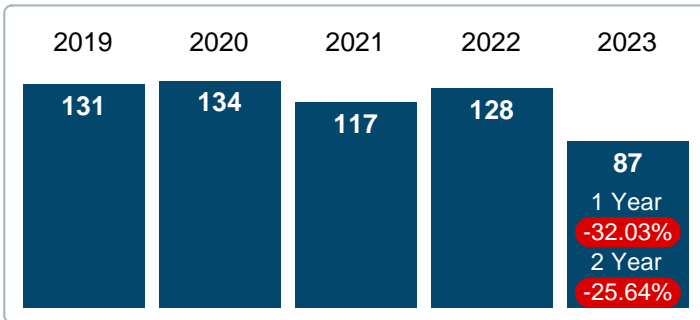
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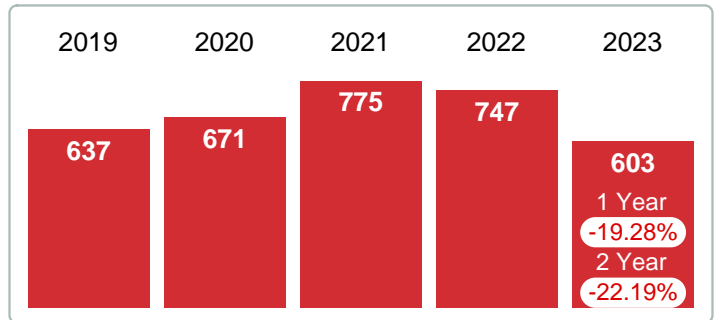
CLOSED LISTINGS

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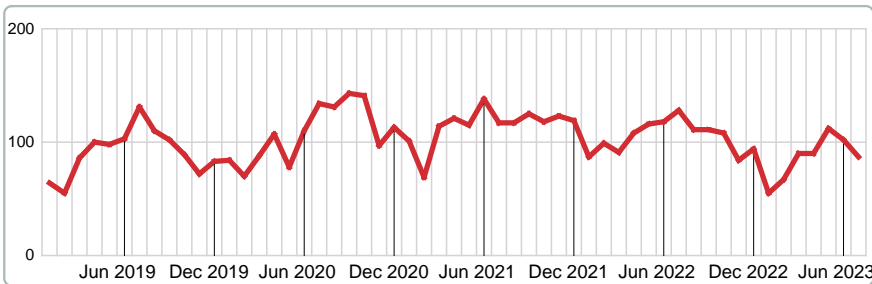
JULY



YEAR TO DATE (YTD)

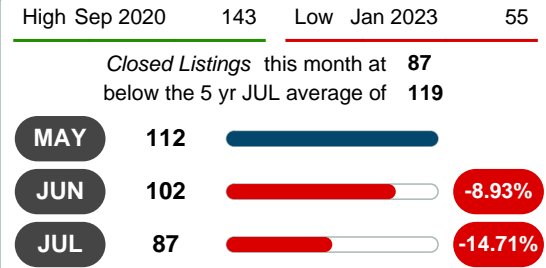


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 119



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.05%	63.0	1	6	0	0
\$75,001 - \$125,000	14	16.09%	30.0	3	9	2	0
\$125,001 - \$150,000	10	11.49%	33.5	4	5	1	0
\$150,001 - \$175,000	17	19.54%	51.0	6	9	2	0
\$175,001 - \$275,000	20	22.99%	19.0	5	11	4	0
\$275,001 - \$425,000	10	11.49%	39.5	0	5	5	0
\$425,001 and up	9	10.34%	58.0	1	6	2	0
Total Closed Units	87			20	51	16	0
Total Closed Volume	19,487,900	100%	39.0	3.35M	11.02M	5.12M	0.00B
Median Closed Price	\$165,000			\$155,000	\$162,000	\$257,500	\$0

July 2023



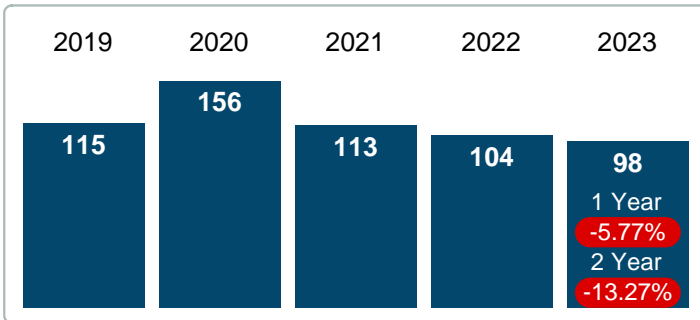
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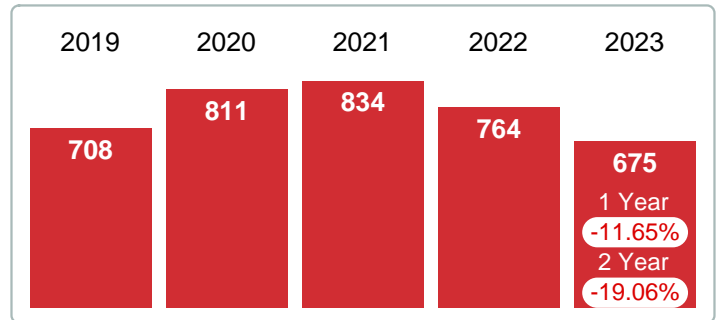
PENDING LISTINGS

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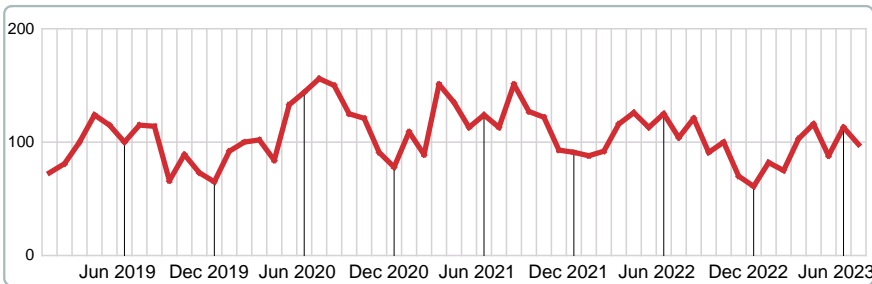
JULY



YEAR TO DATE (YTD)

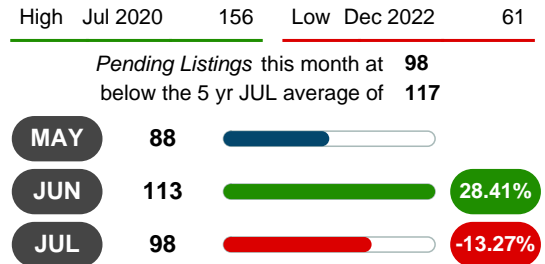


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 117



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	12.24%	24.5	7	5	0	0
\$75,001 - \$100,000	10	10.20%	21.0	6	4	0	0
\$100,001 - \$150,000	16	16.33%	12.0	6	8	2	0
\$150,001 - \$200,000	23	23.47%	25.0	8	12	3	0
\$200,001 - \$300,000	15	15.31%	38.0	1	7	5	2
\$300,001 - \$525,000	13	13.27%	25.0	2	8	2	1
\$525,001 and up	9	9.18%	43.0	1	6	1	1
Total Pending Units	98			31	50	13	4
Total Pending Volume	23,319,397	100%	32.0	4.58M	13.30M	3.83M	1.61M
Median Listing Price	\$169,900			\$125,000	\$184,900	\$229,000	\$307,450

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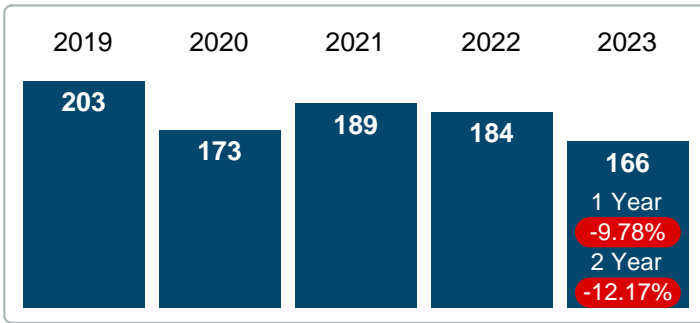
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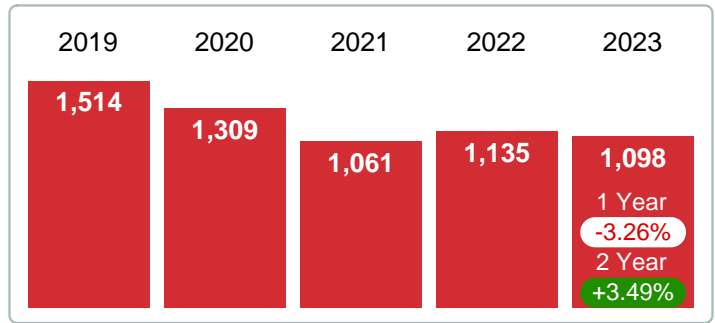
NEW LISTINGS

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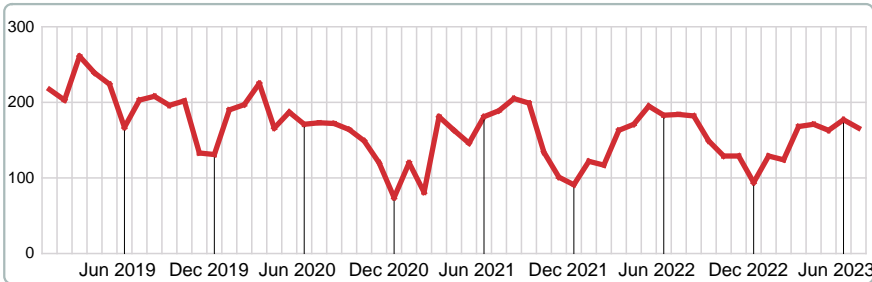
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 183

High Mar 2019 261 Low Dec 2020 74

New Listings this month at 166
 below the 5 yr JUL average of 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
Total New Listed Units	166		37	95	25	9
Total New Listed Volume	45,544,998	100%	6.49M	25.27M	9.37M	4.42M
Median New Listed Listing Price	\$205,000		\$129,900	\$217,000	\$329,000	\$372,500

July 2023



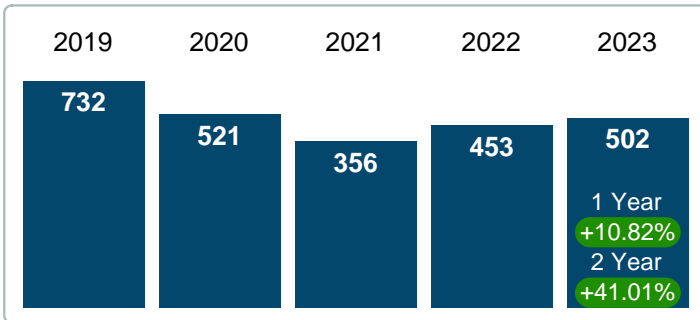
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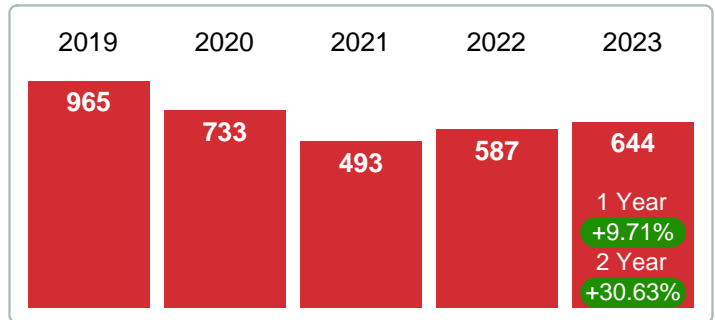
ACTIVE INVENTORY

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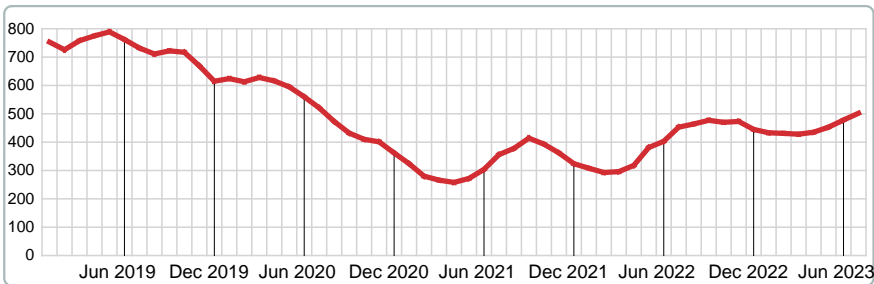
END OF JULY



ACTIVE DURING JULY

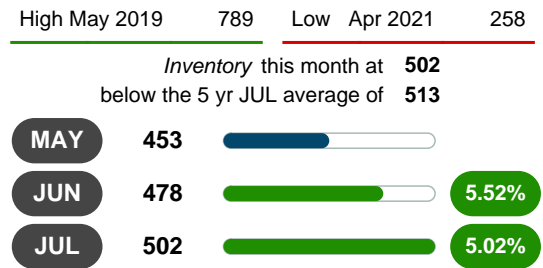


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 513



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	39	7.77%	49.0	18	18	3	0
\$75,001 - \$125,000	54	10.76%	61.0	16	36	1	1
\$125,001 - \$175,000	87	17.33%	55.0	23	49	13	2
\$175,001 - \$300,000	124	24.70%	63.5	22	77	21	4
\$300,001 - \$475,000	82	16.33%	60.5	9	44	18	11
\$475,001 - \$725,000	61	12.15%	62.0	9	27	18	7
\$725,001 and up	55	10.96%	80.0	4	12	27	12
Total Active Inventory by Units	502			101	263	101	37
Total Active Inventory by Volume	188,625,972	100%	60.5	27.67M	80.11M	55.55M	25.30M
Median Active Inventory Listing Price	\$241,000			\$170,000	\$219,000	\$399,900	\$498,900

July 2023



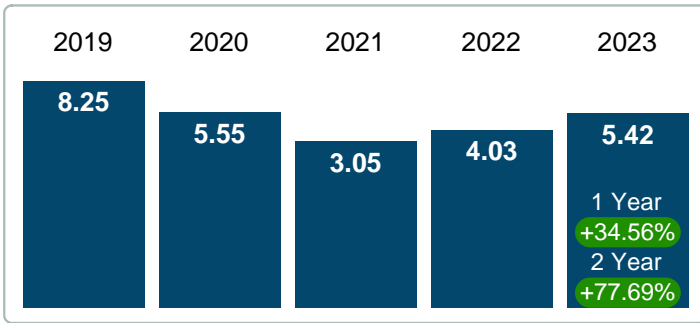
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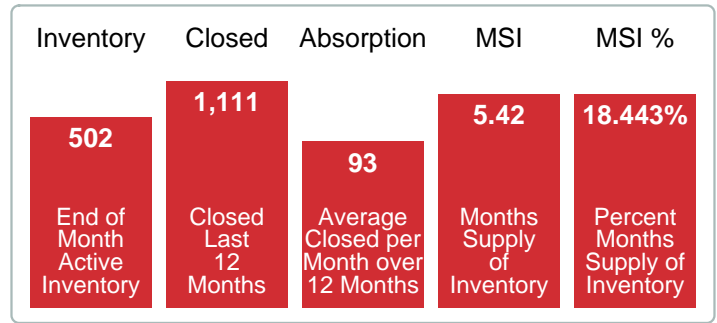
MONTHS SUPPLY of INVENTORY (MSI)

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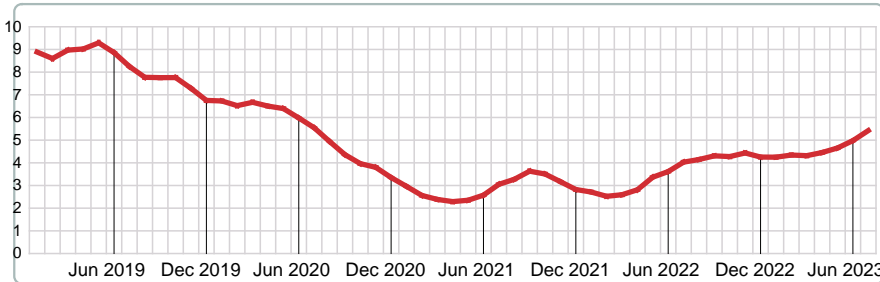
MSI FOR JULY



INDICATORS FOR JULY 2023

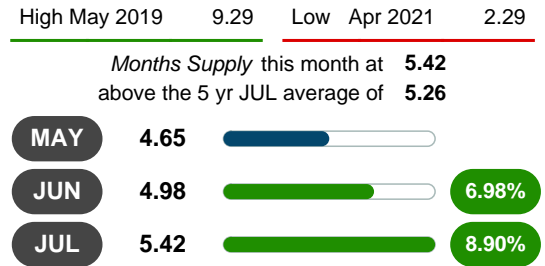


5 YEAR MARKET ACTIVITY TRENDS



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%	502	101	263	101	37

July 2023



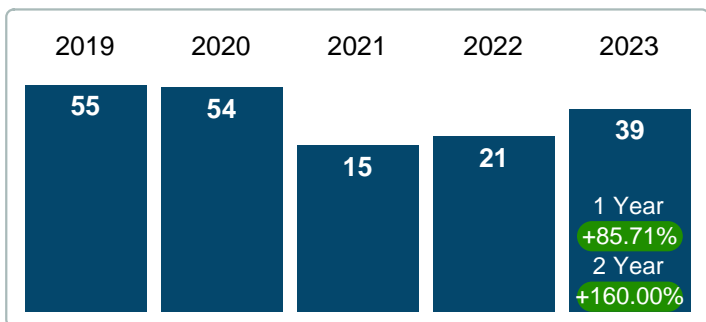
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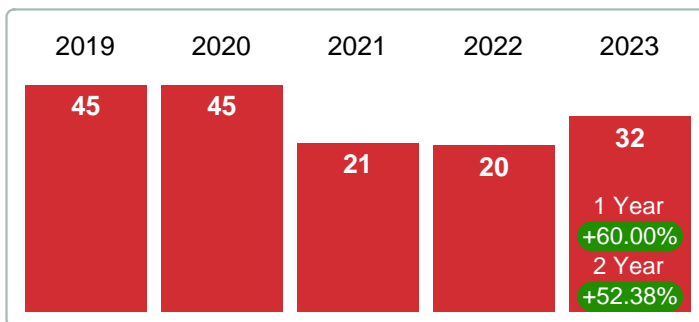
MEDIAN DAYS ON MARKET TO SALE

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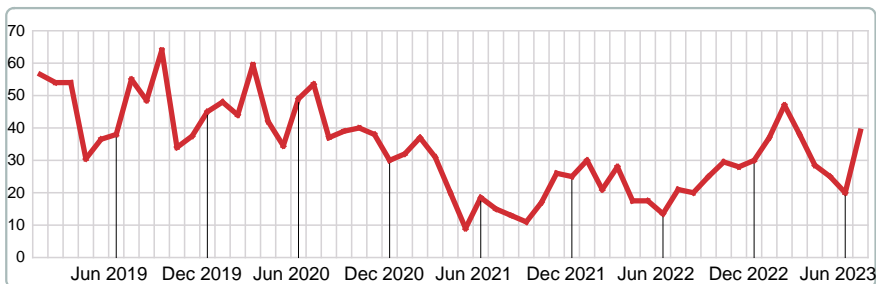
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 37

High Sep 2019 64 Low May 2021 9

Median Days on Market to Sale this month at 39 above the 5 yr JUL average of 37



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
\$75,000 and less	8.05%	63	12	64	0	0
\$75,001 - \$125,000	16.09%	30	44	15	36	0
\$125,001 - \$150,000	11.49%	34	79	28	49	0
\$150,001 - \$175,000	19.54%	51	40	56	23	0
\$175,001 - \$275,000	22.99%	19	47	18	62	0
\$275,001 - \$425,000	11.49%	40	0	9	47	0
\$425,001 and up	10.34%	58	77	46	57	0
Median Closed DOM		39	46	33	43	0
Total Closed Units	100%	87	20	51	16	0
Total Closed Volume		19,487,900	3.35M	11.02M	5.12M	0.00B

July 2023



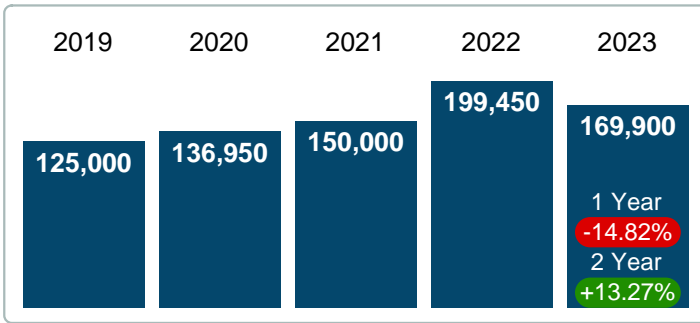
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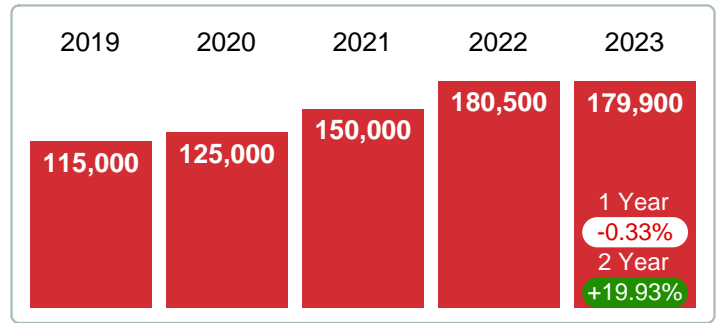
MEDIAN LIST PRICE AT CLOSING

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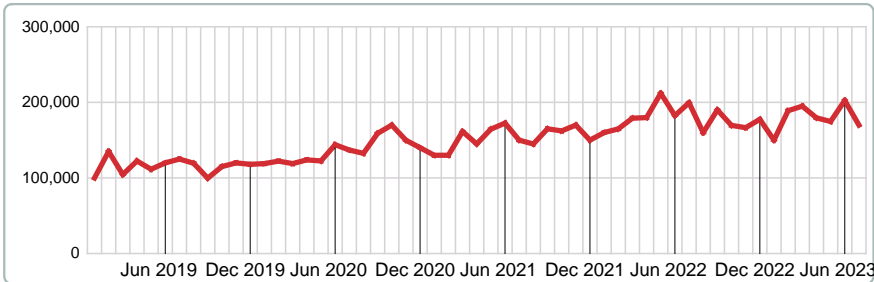
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

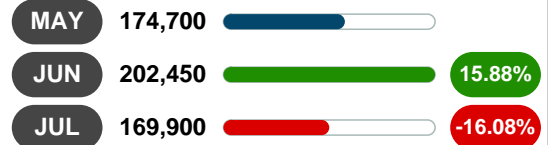


3 MONTHS

5 year JUL AVG = 156,260

High May 2022 211,950 Low Sep 2019 99,750

Median List Price at Closing this month at **169,900**
 above the 5 yr JUL average of **156,260**



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
\$75,000 and less	5	5.75%	60,000	60,000	62,950	0	0
\$75,001 - \$125,000	13	14.94%	109,500	99,000	115,000	85,000	0
\$125,001 - \$150,000	11	12.64%	139,900	139,900	145,000	139,900	0
\$150,001 - \$175,000	16	18.39%	164,050	162,450	163,000	165,000	0
\$175,001 - \$275,000	21	24.14%	200,000	220,000	195,000	259,450	0
\$275,001 - \$425,000	11	12.64%	329,900	289,000	327,450	389,950	0
\$425,001 and up	10	11.49%	609,500	439,900	609,500	719,900	0
Median List Price			169,900	162,450	169,900	272,000	0
Total Closed Units		100%	169,900	20	51	16	
Total Closed Volume			20,330,100	3.52M	11.46M	5.35M	0.00B

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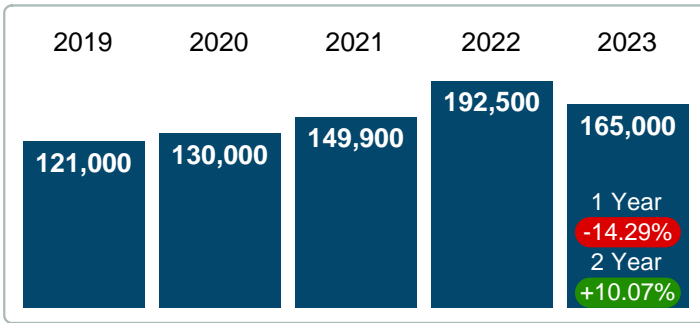
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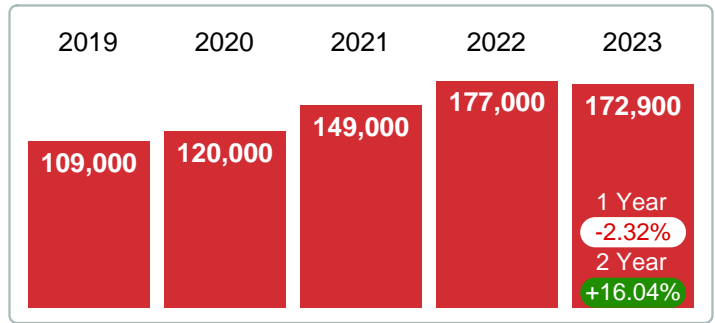
MEDIAN SOLD PRICE AT CLOSING

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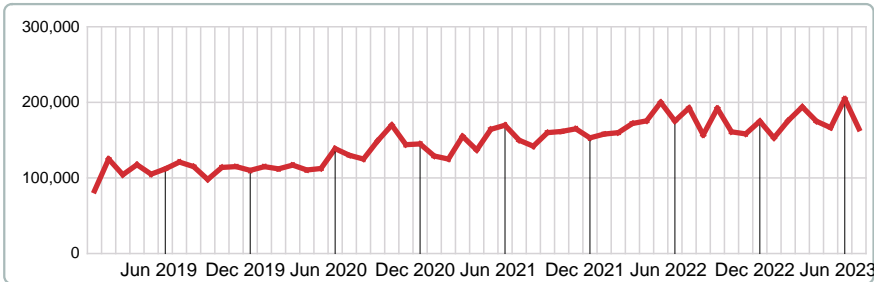
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

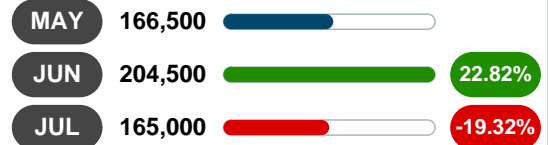


3 MONTHS

5 year JUL AVG = 151,680

High Jun 2023 204,500 Low Jan 2019 82,950

Median Sold Price at Closing this month at 165,000 above the 5 yr JUL average of 151,680



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
\$75,000 and less	8.05%	60,000	60,000	60,000	0	0
\$75,001 - \$125,000	16.09%	107,500	96,000	112,000	107,500	0
\$125,001 - \$150,000	11.49%	141,000	138,500	149,900	134,000	0
\$150,001 - \$175,000	19.54%	162,000	160,000	160,000	163,450	0
\$175,001 - \$275,000	22.99%	215,000	215,000	195,000	247,500	0
\$275,001 - \$425,000	11.49%	337,500	0	315,000	375,000	0
\$425,001 and up	10.34%	620,000	439,000	615,000	840,000	0
Median Sold Price		165,000	155,000	162,000	257,500	0
Total Closed Units	100%	87	20	51	16	
Total Closed Volume		19,487,900	3.35M	11.02M	5.12M	0.00B

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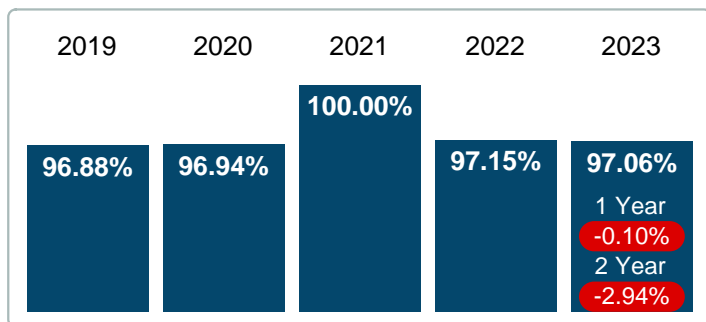
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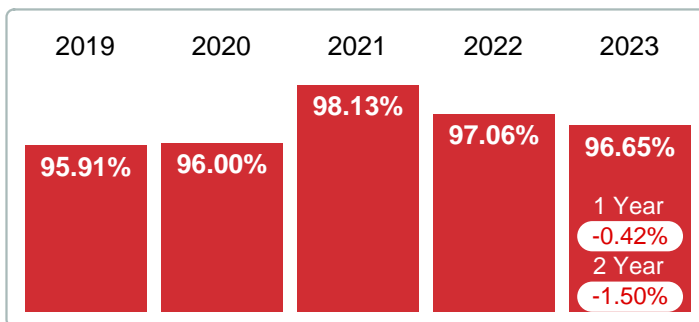
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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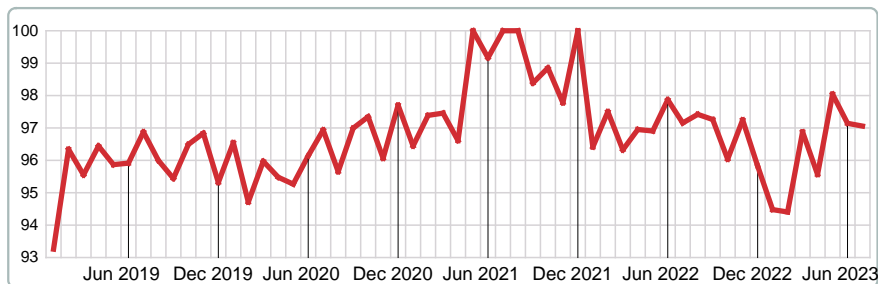
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

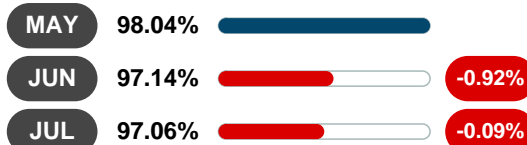


3 MONTHS

5 year JUL AVG = 97.60%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.06%**
below the 5 yr JUL average of **97.60%**



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
\$75,000 and less	7	8.05%	82.41%	100.00%	81.20%	0.00%	0.00%
\$75,001 - \$125,000	14	16.09%	97.18%	96.97%	97.39%	90.88%	0.00%
\$125,001 - \$150,000	10	11.49%	98.96%	98.96%	100.00%	95.78%	0.00%
\$150,001 - \$175,000	17	19.54%	96.87%	98.44%	93.58%	97.65%	0.00%
\$175,001 - \$275,000	20	22.99%	97.58%	97.73%	99.60%	96.35%	0.00%
\$275,001 - \$425,000	10	11.49%	97.17%	0.00%	98.33%	95.00%	0.00%
\$425,001 and up	9	10.34%	98.57%	99.80%	97.27%	98.09%	0.00%
Median Sold/List Ratio		97.06%		98.86%	96.77%	96.67%	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



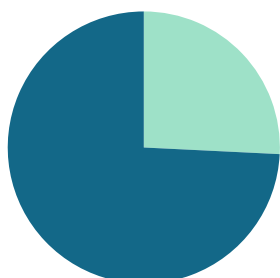
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

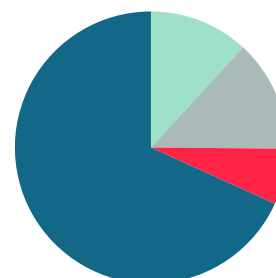


Inventory
 New Listings
166 = 25.78%
 Start Inventory
478
 Total Inventory Units
644
 Volume
\$226,802,069

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%
Median List Price	199,450	169,900	-14.82%	180,500	179,900	-0.33%
Median Sale Price	192,500	165,000	-14.29%	177,000	172,900	-2.32%
Median Percent of Selling Price to List Price	97.15%	97.06%	-0.10%	97.06%	96.65%	-0.42%
Median Days on Market to Sale	21.00	39.00	85.71%	20.00	32.00	60.00%
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

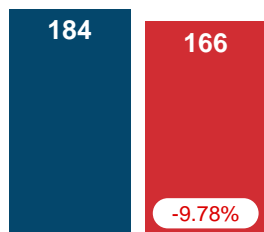
Inventory on July 31, 2023 = **502**

2022 **2023**

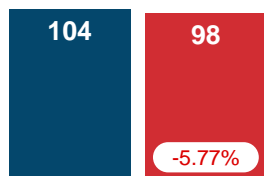
JULY MARKET

MEDIAN PRICES

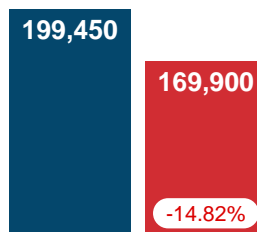
New Listings



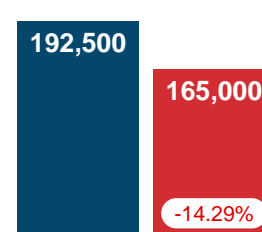
Pending Listings



List Price



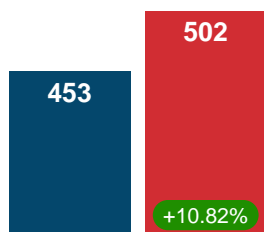
Sale Price



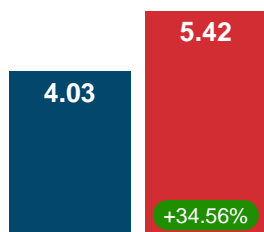
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

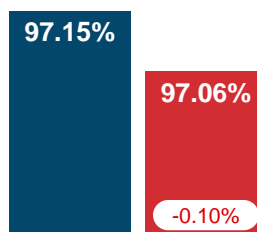
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

