

## June 2023



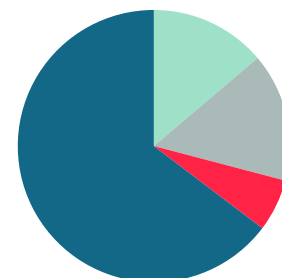
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	June 2023	+/-%
Closed Listings	118	102	-13.56%
Pending Listings	125	113	-9.60%
New Listings	183	177	-3.28%
Average List Price	218,406	256,539	17.46%
Average Sale Price	211,131	243,342	15.26%
Average Percent of Selling Price to List Price	95.52%	95.34%	-0.19%
Average Days on Market to Sale	33.88	51.49	51.97%
End of Month Inventory	403	478	18.61%
Months Supply of Inventory	3.61	4.98	37.76%



■ Closed (13.80%)  
■ Pending (15.29%)  
■ Other OffMarket (6.22%)  
■ Active (64.68%)

**Absorption:** Last 12 months, an Average of **96** Sales/Month  
**Active Inventory** as of June 30, 2023 = **478**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2023 rose **18.61%** to 478 existing homes available for sale. Over the last 12 months this area has had an average of 96 closed sales per month. This represents an unsold inventory index of **4.98** 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 **15.26%** in June 2023 to \$243,342 versus the previous year at \$211,131.

##### Average Days on Market Lengthens

The average number of **51.49** days that homes spent on the market before selling increased by 17.61 days or **51.97%** in June 2023 compared to last year's same month at **33.88** DOM.

##### Sales Success for June 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 177 New Listings in June 2023, down **3.28%** from last year at 183. Furthermore, there were 102 Closed Listings this month versus last year at 118, a **-13.56%** decrease.

Closed versus Listed trends yielded a **57.6%** ratio, down from previous year's, June 2022, at **64.5%**, a **10.63%** 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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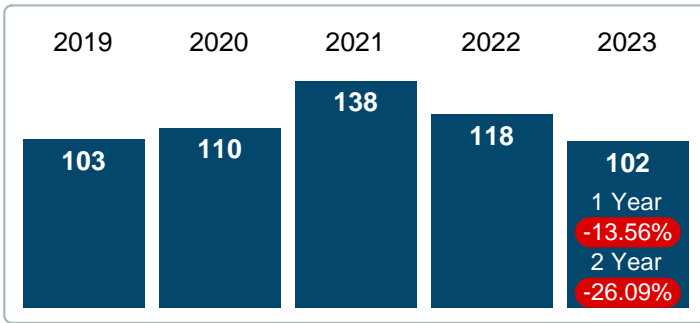
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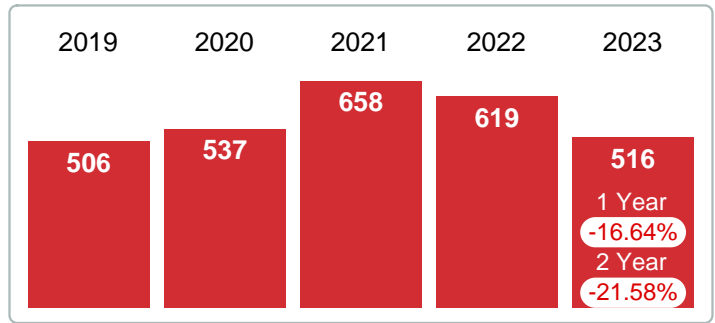
## CLOSED LISTINGS

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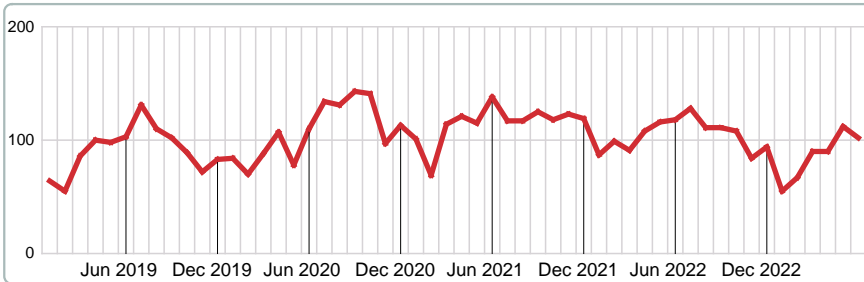
### JUNE



### YEAR TO DATE (YTD)

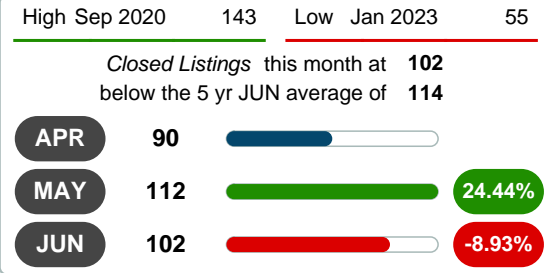


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 114



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	5.88%	75.5	1	4	1	0
\$50,001 - \$75,000	11	10.78%	28.6	7	4	0	0
\$75,001 - \$150,000	20	19.61%	54.1	8	10	2	0
\$150,001 - \$250,000	26	25.49%	42.1	5	18	3	0
\$250,001 - \$325,000	16	15.69%	58.2	0	10	5	1
\$325,001 - \$425,000	11	10.78%	17.5	2	8	1	0
\$425,001 and up	12	11.76%	98.8	2	4	3	3
<b>Total Closed Units</b>	<b>102</b>			<b>25</b>	<b>58</b>	<b>15</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>24,820,885</b>	<b>100%</b>	<b>51.5</b>	<b>4.65M</b>	<b>13.28M</b>	<b>4.66M</b>	<b>2.22M</b>
<b>Average Closed Price</b>	<b>\$243,342</b>			<b>\$186,026</b>	<b>\$229,044</b>	<b>\$310,780</b>	<b>\$556,000</b>

# June 2023



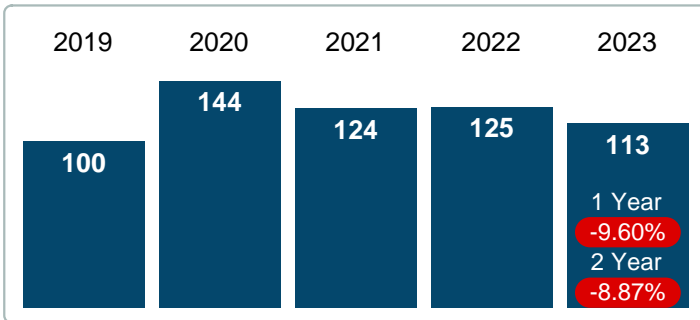
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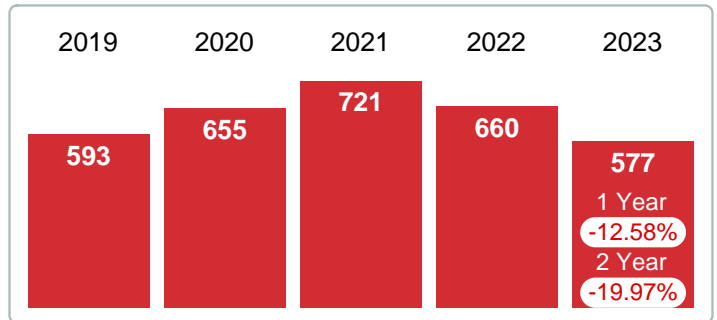
## PENDING LISTINGS

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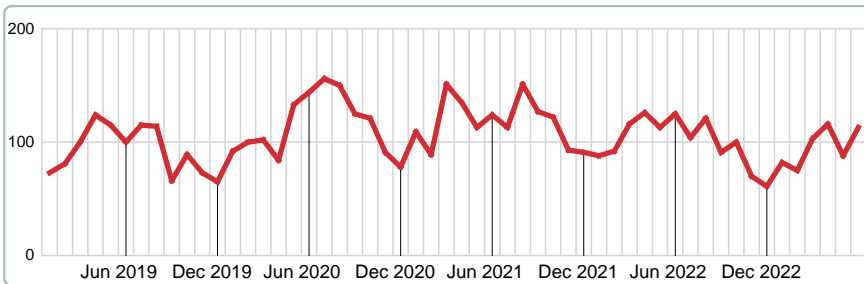
### JUNE



### YEAR TO DATE (YTD)

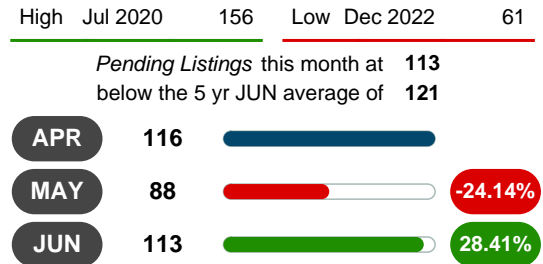


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 121



### 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	11	9.73%	54.9	3	8	0	0
\$75,001 - \$100,000	10	8.85%	24.0	2	8	0	0
\$100,001 - \$150,000	16	14.16%	59.6	4	12	0	0
\$150,001 - \$225,000	34	30.09%	64.7	9	19	5	1
\$225,001 - \$325,000	17	15.04%	65.6	1	11	5	0
\$325,001 - \$475,000	14	12.39%	72.8	1	7	6	0
\$475,001 and up	11	9.73%	64.8	0	7	3	1
<b>Total Pending Units</b>	<b>113</b>			<b>20</b>	<b>72</b>	<b>19</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>27,201,597</b>	<b>100%</b>	<b>54.2</b>	<b>3.28M</b>	<b>16.24M</b>	<b>6.85M</b>	<b>824.80K</b>
<b>Average Listing Price</b>	<b>\$239,462</b>			<b>\$164,155</b>	<b>\$225,574</b>	<b>\$360,653</b>	<b>\$412,400</b>

# June 2023



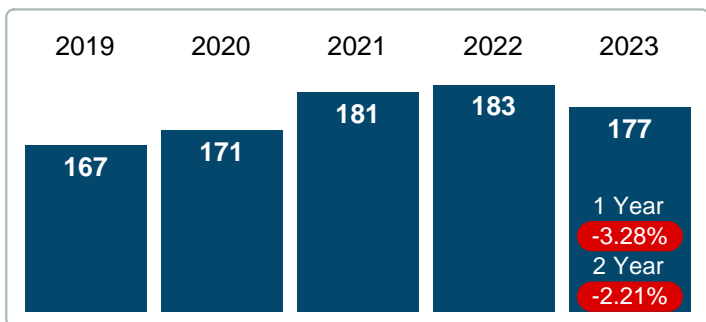
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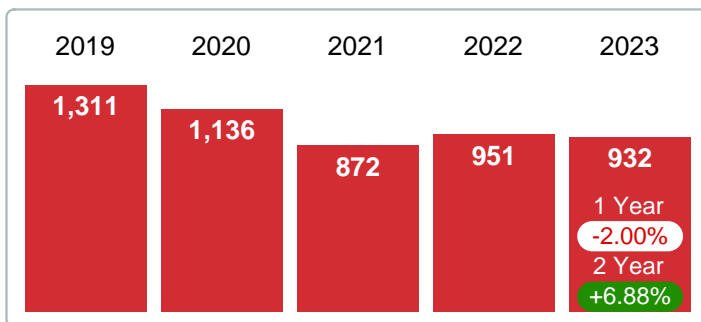
## NEW LISTINGS

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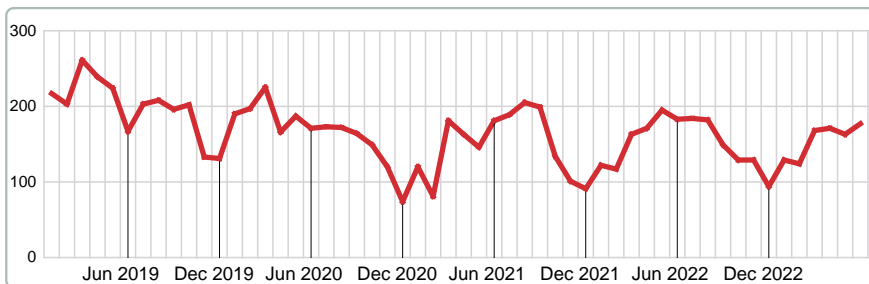
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 176

High Mar 2019 261 Low Dec 2020 74

New Listings this month at 177  
above the 5 yr JUN average of 176



### 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	9	5.08%	3	6	0	0
\$50,001 - \$125,000	30	16.95%	9	18	3	0
\$125,001 - \$150,000	14	7.91%	3	7	3	1
\$150,001 - \$275,000	56	31.64%	13	35	7	1
\$275,001 - \$375,000	25	14.12%	4	16	4	1
\$375,001 - \$700,000	24	13.56%	3	13	5	3
\$700,001 and up	19	10.73%	1	5	9	4
<b>Total New Listed Units</b>	<b>177</b>		<b>36</b>	<b>100</b>	<b>31</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>62,541,293</b>	<b>100%</b>	<b>8.24M</b>	<b>29.58M</b>	<b>16.84M</b>	<b>7.88M</b>
<b>Average New Listed Listing Price</b>	<b>\$245,530</b>		<b>\$228,972</b>	<b>\$295,785</b>	<b>\$543,229</b>	<b>\$787,970</b>

# June 2023



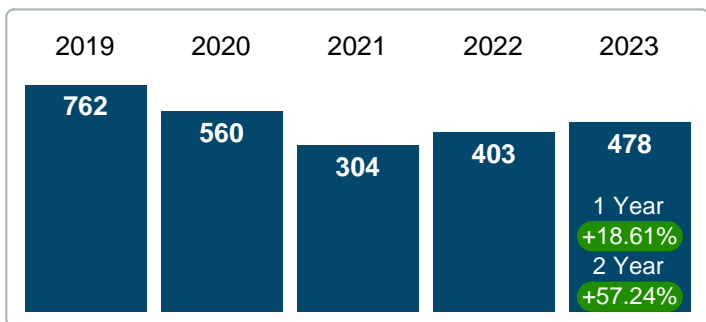
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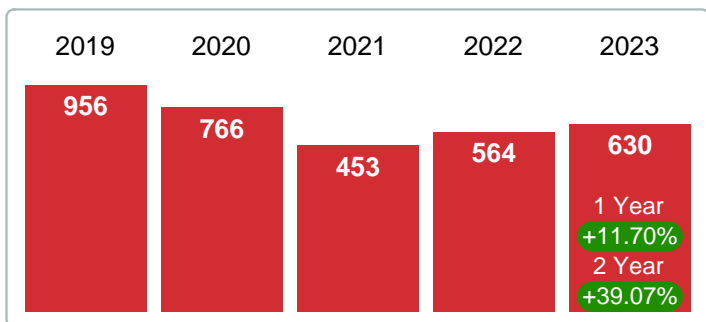
## ACTIVE INVENTORY

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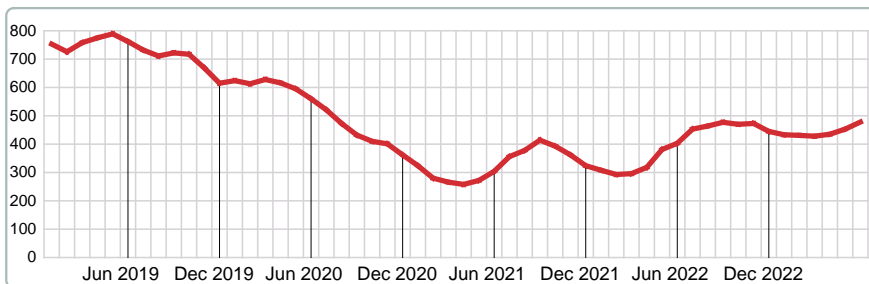
### END OF JUNE



### ACTIVE DURING JUNE

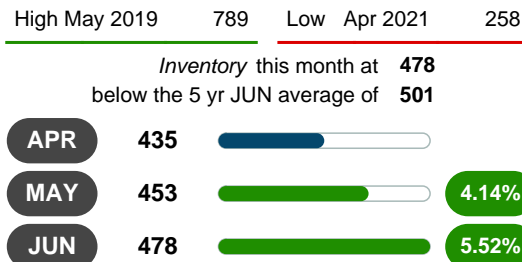


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 501



### 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	40	8.37%	80.6	16	23	1	0
\$75,001 - \$125,000	54	11.30%	88.7	19	30	3	2
\$125,001 - \$175,000	87	18.20%	73.4	23	49	13	2
\$175,001 - \$300,000	115	24.06%	77.5	21	64	27	3
\$300,001 - \$475,000	74	15.48%	75.4	9	39	17	9
\$475,001 - \$750,000	61	12.76%	78.5	7	29	16	9
\$750,001 and up	47	9.83%	87.2	4	7	26	10
<b>Total Active Inventory by Units</b>	<b>478</b>			<b>99</b>	<b>241</b>	<b>103</b>	<b>35</b>
<b>Total Active Inventory by Volume</b>	<b>181,257,071</b>	<b>100%</b>	<b>79.1</b>	<b>26.46M</b>	<b>71.98M</b>	<b>59.06M</b>	<b>23.76M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$379,199</b>			<b>\$267,243</b>	<b>\$298,663</b>	<b>\$573,384</b>	<b>\$678,957</b>

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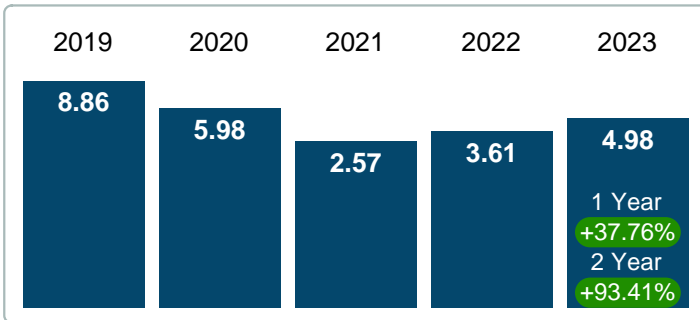
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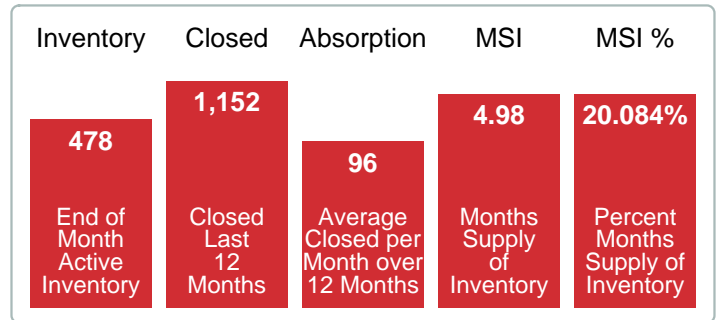
## MONTHS SUPPLY of INVENTORY (MSI)

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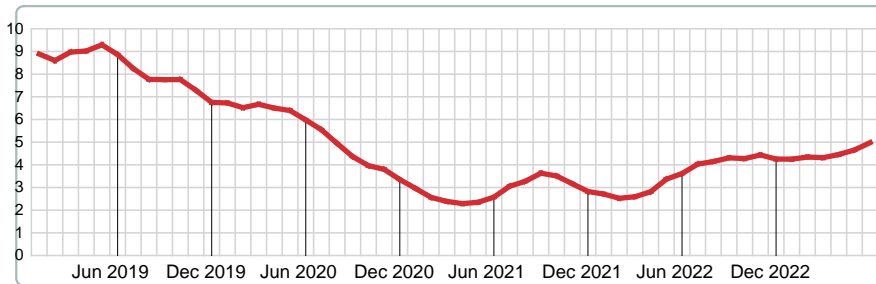
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

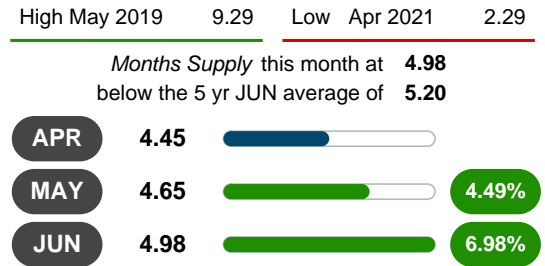


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 5.20



### 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	40	8.37%	2.86	2.40	3.41	3.00	0.00
\$75,001 - \$125,000	54	11.30%	3.50	3.68	3.30	2.57	0.00
\$125,001 - \$175,000	87	18.20%	4.48	6.27	3.56	6.78	24.00
\$175,001 - \$300,000	115	24.06%	4.05	5.48	3.61	4.32	5.14
\$300,001 - \$475,000	74	15.48%	6.30	7.20	7.31	3.85	12.00
\$475,001 - \$750,000	61	12.76%	12.41	16.80	12.43	9.14	21.60
\$750,001 and up	47	9.83%	22.56	48.00	8.40	31.20	30.00
Market Supply of Inventory (MSI)			4.98	4.70	4.32	6.18	14.48
Total Active Inventory by Units		100%	478	99	241	103	35

# June 2023



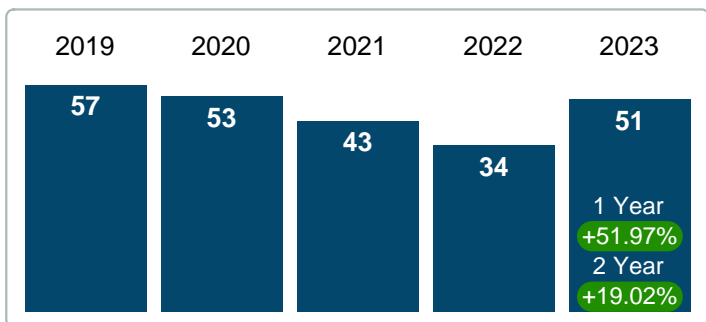
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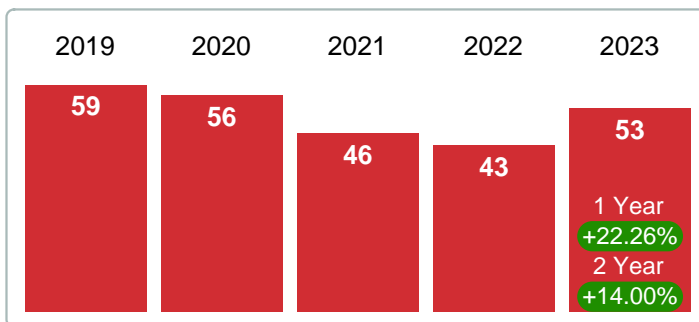
## AVERAGE DAYS ON MARKET TO SALE

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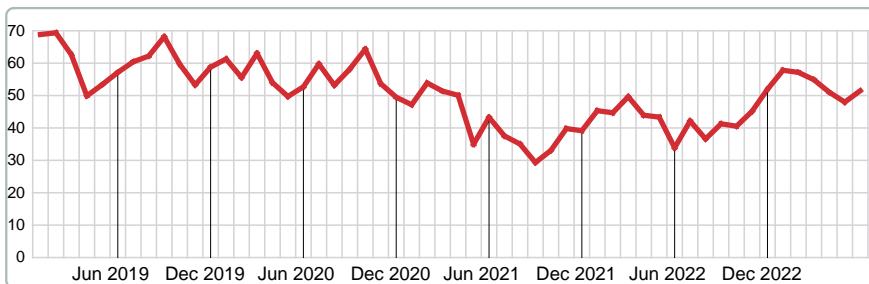
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 48

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at 51 above the 5 yr JUN average of 48



### 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	
\$50,000 and less	5.88%	76	63	37	242	0	
\$50,001 - \$75,000	10.78%	29	37	15	0	0	
\$75,001 - \$150,000	19.61%	54	21	75	79	0	
\$150,001 - \$250,000	25.49%	42	77	35	27	0	
\$250,001 - \$325,000	15.69%	58	0	60	41	129	
\$325,001 - \$425,000	10.78%	18	15	19	12	0	
\$425,001 and up	11.76%	99	130	105	42	127	
<b>Average Closed DOM</b>		<b>51</b>	<b>46</b>	<b>48</b>	<b>55</b>	<b>128</b>	
<b>Total Closed Units</b>	<b>102</b>	<b>100%</b>	<b>51</b>	<b>25</b>	<b>58</b>	<b>15</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>24,820,885</b>			<b>4.65M</b>	<b>13.28M</b>	<b>4.66M</b>	<b>2.22M</b>

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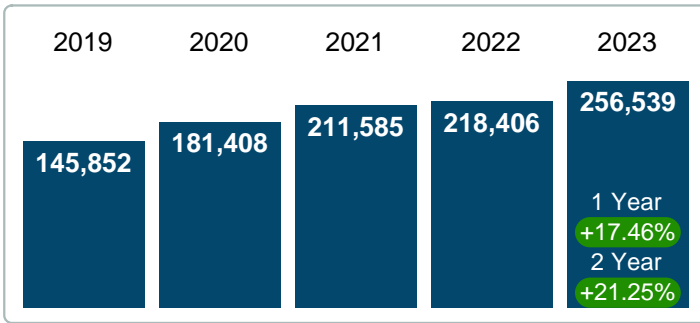
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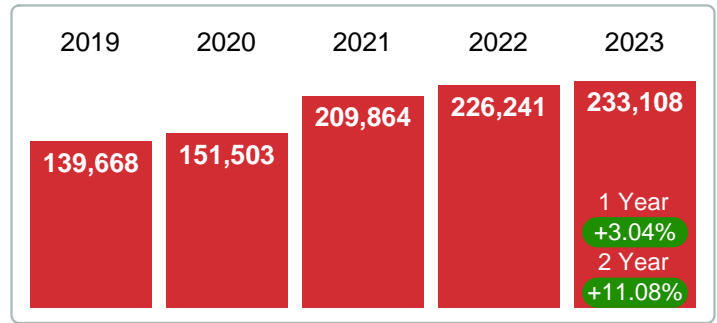
## AVERAGE LIST PRICE AT CLOSING

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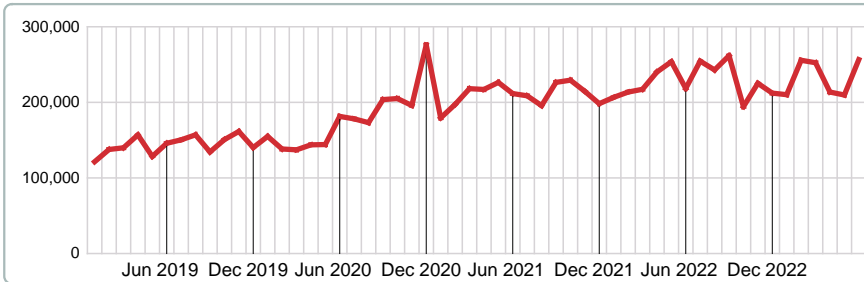
### JUNE



### YEAR TO DATE (YTD)

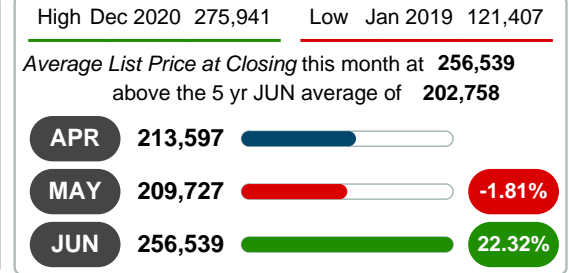


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 202,758



### 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
\$50,000 and less	4.90%	42,980	55,000	42,475	45,000	0
\$50,001 - \$75,000	8.82%	63,989	76,286	62,475	0	0
\$75,001 - \$150,000	19.61%	105,915	112,838	120,360	116,950	0
\$150,001 - \$250,000	28.43%	195,590	209,960	197,417	194,633	0
\$250,001 - \$325,000	14.71%	290,700	0	298,470	289,340	299,000
\$325,001 - \$425,000	10.78%	376,418	417,500	366,962	429,000	0
\$425,001 and up	12.75%	698,823	964,500	700,725	666,633	641,300
<b>Average List Price</b>		<b>256,539</b>	<b>212,220</b>	<b>239,659</b>	<b>315,893</b>	<b>555,725</b>
<b>Total Closed Units</b>	100%	<b>256,539</b>	<b>25</b>	<b>58</b>	<b>15</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>26,166,999</b>	<b>5.31M</b>	<b>13.90M</b>	<b>4.74M</b>	<b>2.22M</b>



# June 2023



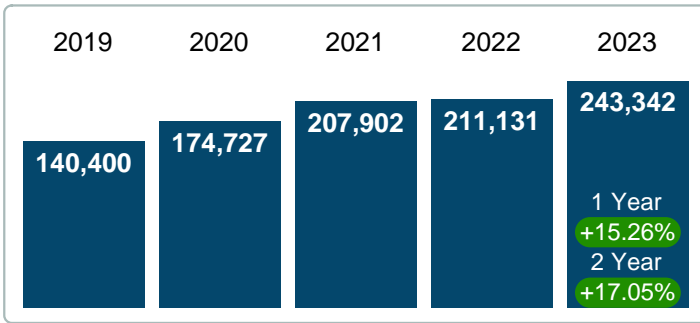
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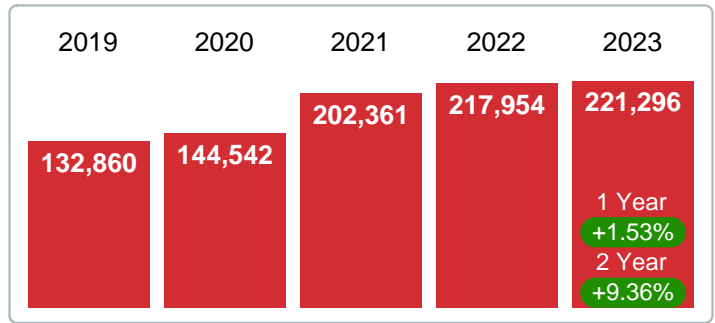
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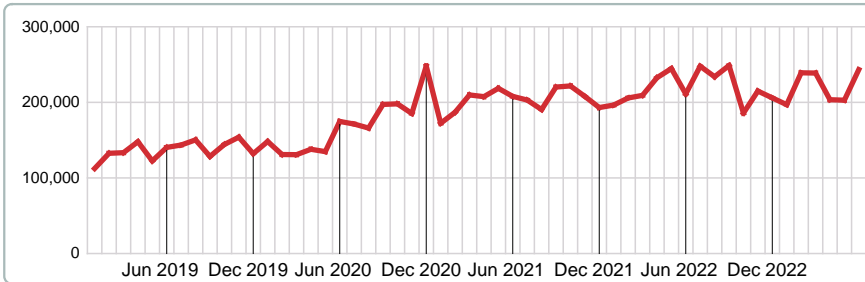
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

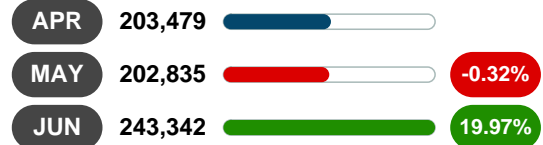


### 3 MONTHS

5 year JUN AVG = 195,500

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

Average Sold Price at Closing this month at **243,342** above the 5 yr JUN average of **195,500**



### 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		
\$50,000 and less	6	5.88%	37,333	50,000	33,000	42,000	0	
\$50,001 - \$75,000	11	10.78%	63,909	66,286	59,750	0	0	
\$75,001 - \$150,000	20	19.61%	112,299	109,458	113,332	118,500	0	
\$150,001 - \$250,000	26	25.49%	195,089	200,200	192,128	204,333	0	
\$250,001 - \$325,000	16	15.69%	283,519	0	285,300	276,860	299,000	
\$325,001 - \$425,000	11	10.78%	369,264	407,500	356,737	393,000	0	
\$425,001 and up	12	11.76%	664,783	722,500	653,750	664,133	641,667	
<b>Average Sold Price</b>		<b>243,342</b>		<b>186,026</b>	<b>229,044</b>	<b>310,780</b>	<b>556,000</b>	
<b>Total Closed Units</b>		<b>102</b>	<b>100%</b>	<b>243,342</b>	<b>25</b>	<b>58</b>	<b>15</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>24,820,885</b>			<b>4.65M</b>	<b>13.28M</b>	<b>4.66M</b>	<b>2.22M</b>

# June 2023



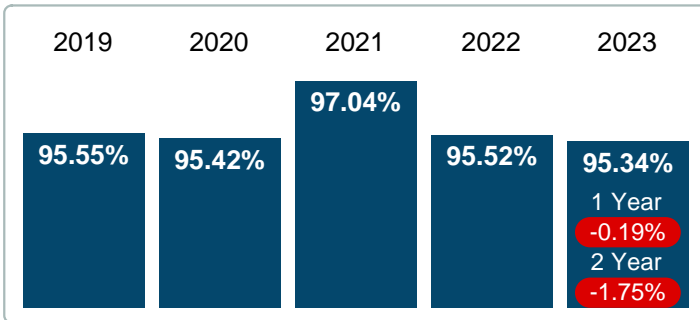
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



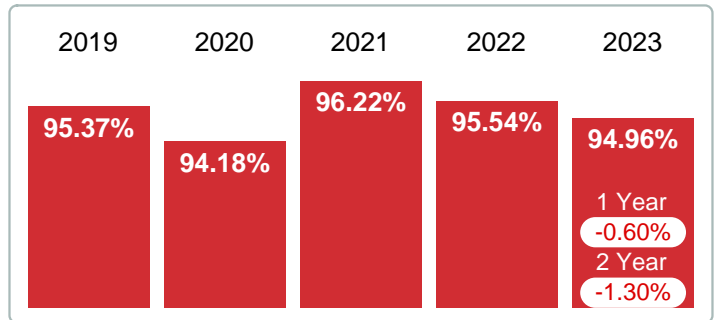
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

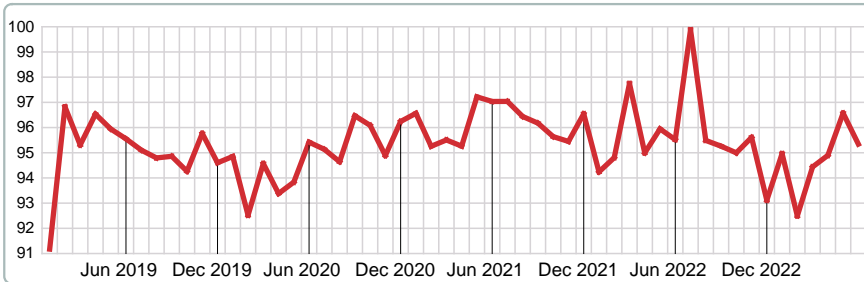
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

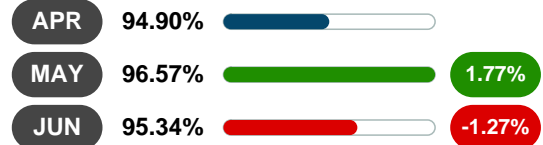


### 3 MONTHS

5 year JUN AVG = 95.77%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.34%**  
below the 5 yr JUN average of **95.77%**



### 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
\$50,000 and less	6	5.88%	82.00%	90.91%	76.94%	93.33%	0.00%
\$50,001 - \$75,000	11	10.78%	91.01%	88.24%	95.86%	0.00%	0.00%
\$75,001 - \$150,000	20	19.61%	97.01%	97.85%	95.04%	103.52%	0.00%
\$150,001 - \$250,000	26	25.49%	97.96%	95.45%	97.49%	104.99%	0.00%
\$250,001 - \$325,000	16	15.69%	96.10%	0.00%	95.85%	95.81%	100.00%
\$325,001 - \$425,000	11	10.78%	96.84%	97.60%	97.30%	91.61%	0.00%
\$425,001 and up	12	11.76%	95.14%	80.93%	94.41%	99.71%	101.00%
Average Sold/List Ratio		95.30%		93.03%	95.02%	99.01%	100.75%
Total Closed Units		102	100%	25	58	15	4
Total Closed Volume		24,820,885		4.65M	13.28M	4.66M	2.22M

# June 2023



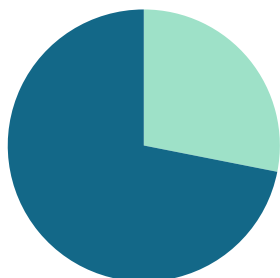
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

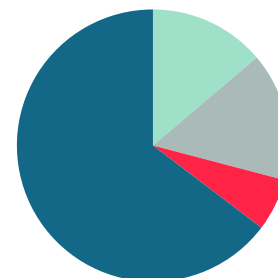


**Inventory**  
 New Listings  
**177 = 28.10%**  
 Start Inventory  
**453**  
 Total Inventory Units  
**630**  
 Volume  
**\$221,609,168**

### Market Activity

Closed Sales  
**102 = 13.80%**  
 Pending Sales  
**113 = 15.29%**  
 Other Off Market  
**46 = 6.22%**  
 Active Inventory  
**478 = 64.68%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	118	102	-13.56%	619	516	-16.64%
Pending Sales	125	113	-9.60%	660	577	-12.58%
New Listings	183	177	-3.28%	951	932	-2.00%
Average List Price	218,406	256,539	17.46%	226,241	233,108	3.04%
Average Sale Price	211,131	243,342	15.26%	217,954	221,296	1.53%
Average Percent of Selling Price to List Price	95.52%	95.34%	-0.19%	95.54%	94.96%	-0.60%
Average Days on Market to Sale	33.88	51.49	51.97%	43.06	52.65	22.26%
Monthly Inventory	403	478	18.61%	403	478	18.61%
Months Supply of Inventory	3.61	4.98	37.76%	3.61	4.98	37.76%

**Absorption:** Last 12 months, an Average of **96** Sales/Month

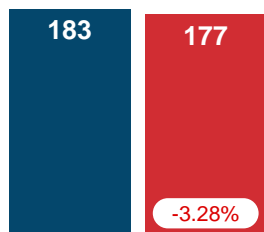
**Inventory** on June 30, 2023 = **478**

**2022** **2023**

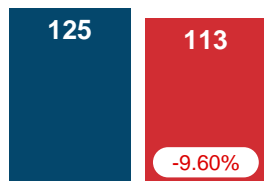
### JUNE MARKET

### AVERAGE PRICES

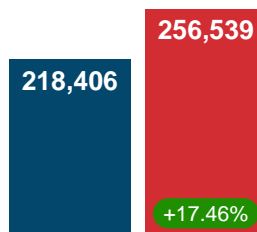
#### New Listings



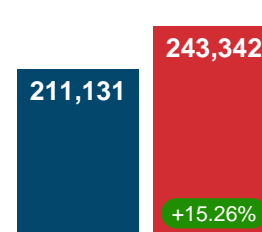
#### Pending Listings



#### List Price



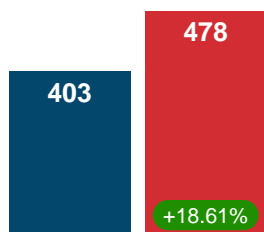
#### Sale Price



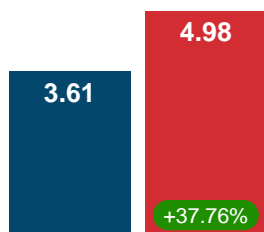
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

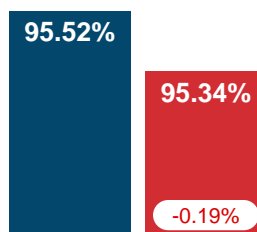
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

