

June 2023



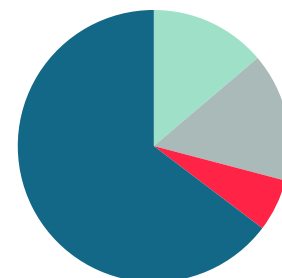
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	182,450	202,450	10.96%
Median Sale Price	175,250	204,500	16.69%
Median Percent of Selling Price to List Price	97.87%	97.14%	-0.74%
Median Days on Market to Sale	13.50	20.00	48.15%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **16.69%** in June 2023 to \$204,500 versus the previous year at \$175,250.

Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 6.50 days or **48.15%** in June 2023 compared to last year's same month at **13.50** DOM.

Sales Success for June 2023 is Positive

Overall, with Median 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.

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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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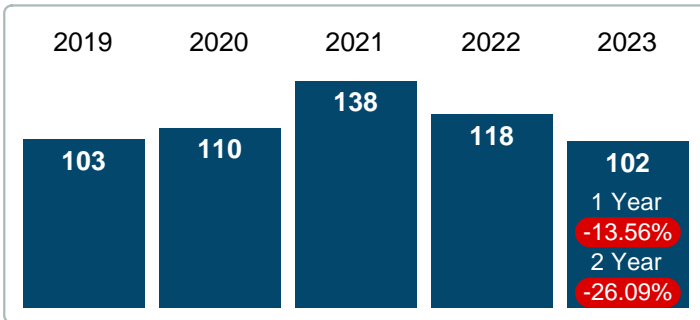
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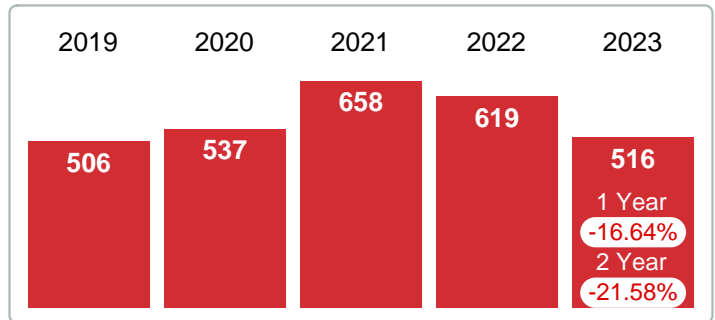
CLOSED LISTINGS

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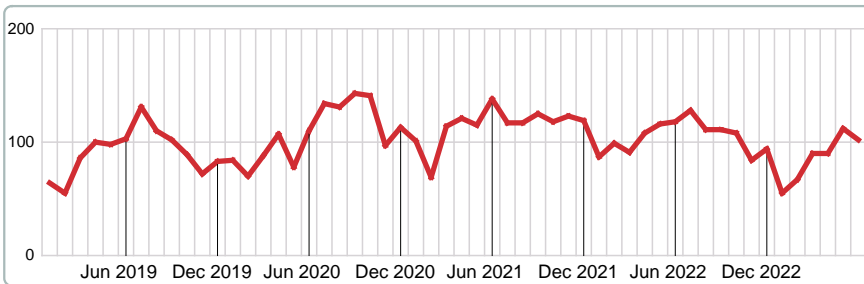
JUNE



YEAR TO DATE (YTD)

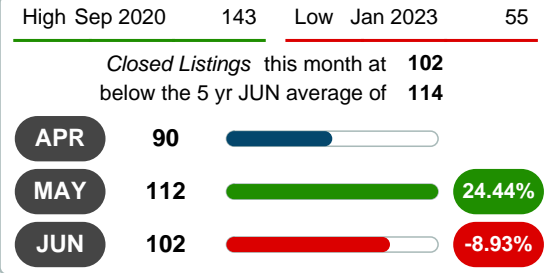


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 114



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	5.88%	39.5	1	4	1	0
\$50,001 - \$75,000	11	10.78%	8.0	7	4	0	0
\$75,001 - \$150,000	20	19.61%	16.5	8	10	2	0
\$150,001 - \$250,000	26	25.49%	14.5	5	18	3	0
\$250,001 - \$325,000	16	15.69%	37.0	0	10	5	1
\$325,001 - \$425,000	11	10.78%	18.0	2	8	1	0
\$425,001 and up	12	11.76%	69.5	2	4	3	3
Total Closed Units	102			25	58	15	4
Total Closed Volume	24,820,885	100%	20.0	4.65M	13.28M	4.66M	2.22M
Median Closed Price	\$204,500			\$117,500	\$202,500	\$257,500	\$542,500

June 2023



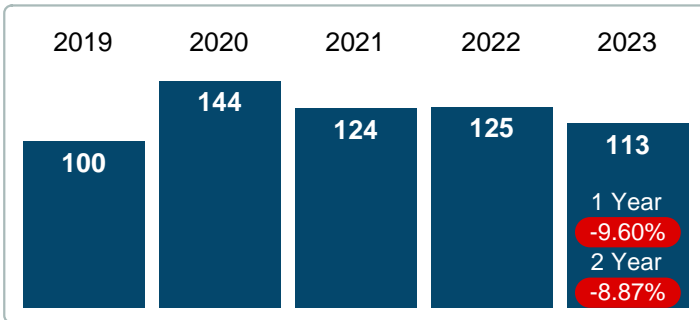
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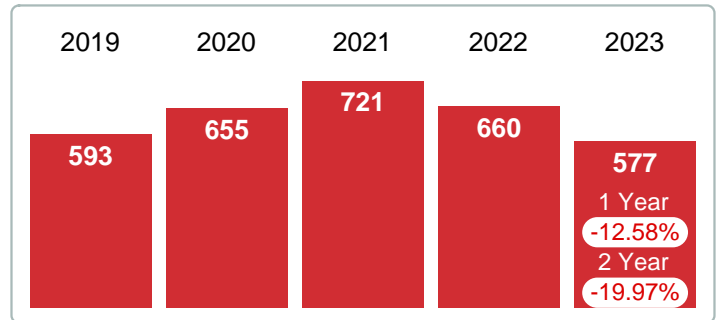
PENDING LISTINGS

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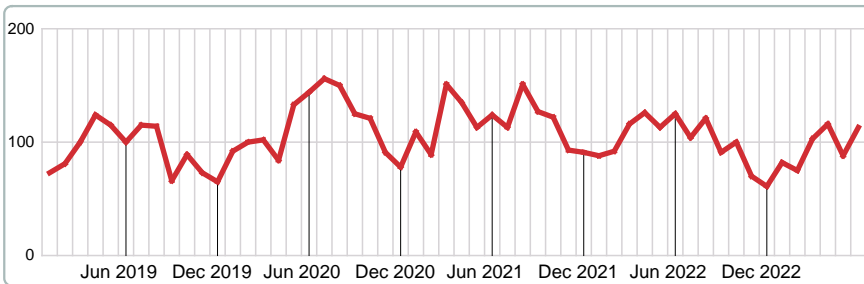
JUNE



YEAR TO DATE (YTD)

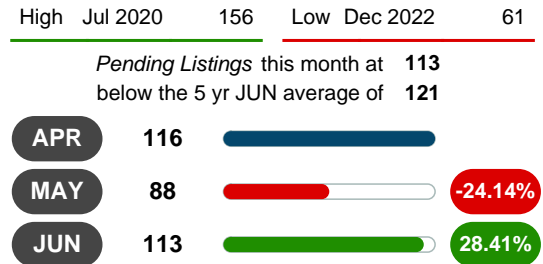


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 121



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	9.73%	18.0	3	8	0	0
\$75,001 - \$100,000	10	8.85%	14.5	2	8	0	0
\$100,001 - \$150,000	16	14.16%	35.5	4	12	0	0
\$150,001 - \$225,000	34	30.09%	33.0	9	19	5	1
\$225,001 - \$325,000	17	15.04%	47.0	1	11	5	0
\$325,001 - \$475,000	14	12.39%	57.0	1	7	6	0
\$475,001 and up	11	9.73%	74.0	0	7	3	1
Total Pending Units	113			20	72	19	2
Total Pending Volume	27,201,597	100%	35.0	3.28M	16.24M	6.85M	824.80K
Median Listing Price	\$183,900			\$155,000	\$169,900	\$300,000	\$412,400

June 2023



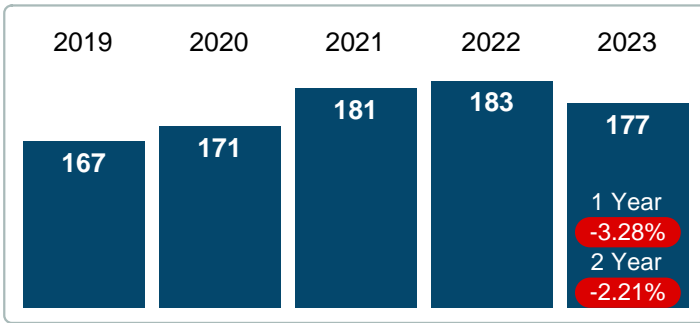
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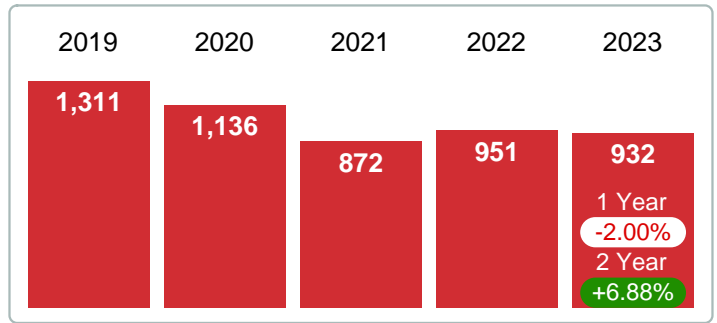
NEW LISTINGS

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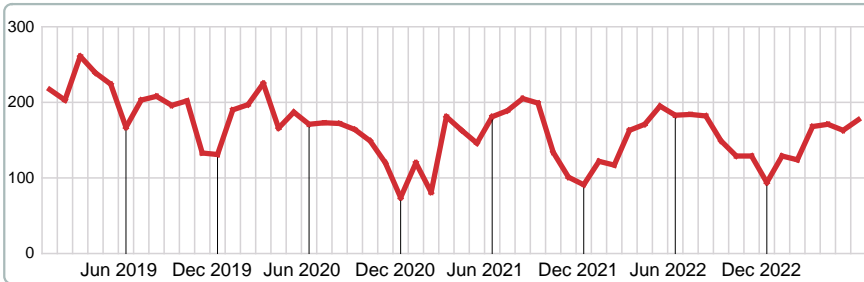
JUNE



YEAR TO DATE (YTD)

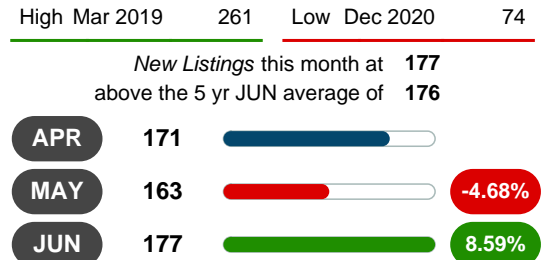


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 176



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
Total New Listed Units	177		36	100	31	10
Total New Listed Volume	62,541,293	100%	8.24M	29.58M	16.84M	7.88M
Median New Listed Listing Price	\$193,900		\$162,450	\$187,000	\$325,000	\$642,450

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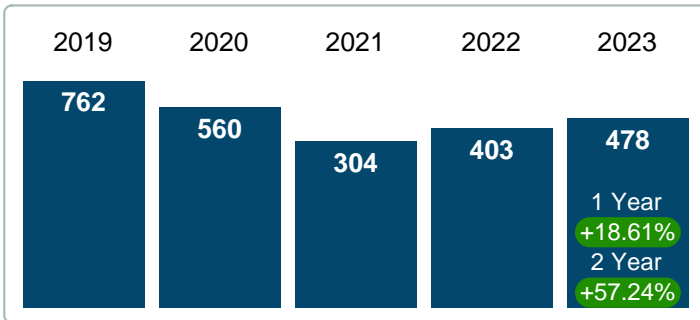
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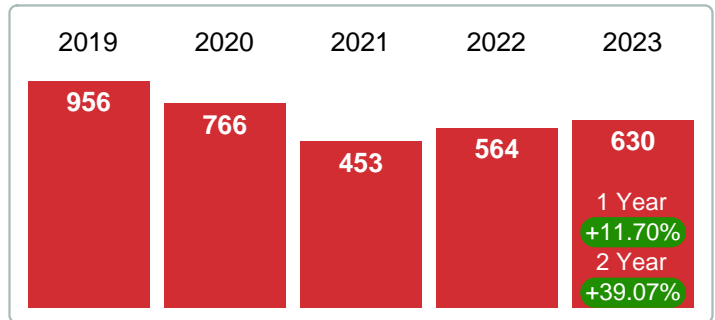
ACTIVE INVENTORY

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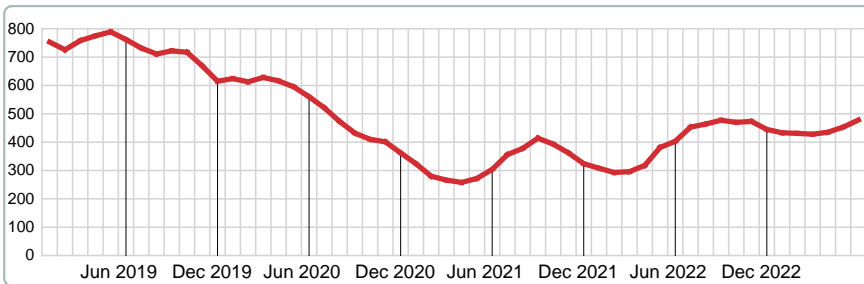
END OF JUNE



ACTIVE DURING JUNE

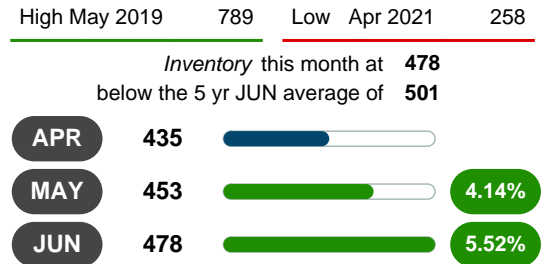


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 501



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	40	8.37%	54.5	16	23	1	0
\$75,001 - \$125,000	54	11.30%	61.5	19	30	3	2
\$125,001 - \$175,000	87	18.20%	53.0	23	49	13	2
\$175,001 - \$300,000	115	24.06%	71.0	21	64	27	3
\$300,001 - \$475,000	74	15.48%	59.5	9	39	17	9
\$475,001 - \$750,000	61	12.76%	72.0	7	29	16	9
\$750,001 and up	47	9.83%	63.0	4	7	26	10
Total Active Inventory by Units	478			99	241	103	35
Total Active Inventory by Volume	181,257,071	100%	60.5	26.46M	71.98M	59.06M	23.76M
Median Active Inventory Listing Price	\$229,000			\$169,900	\$199,900	\$339,000	\$685,000

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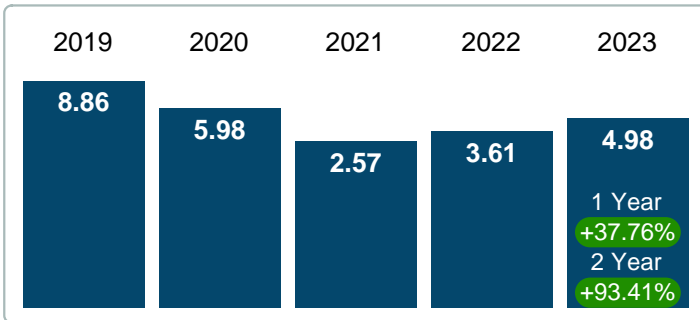
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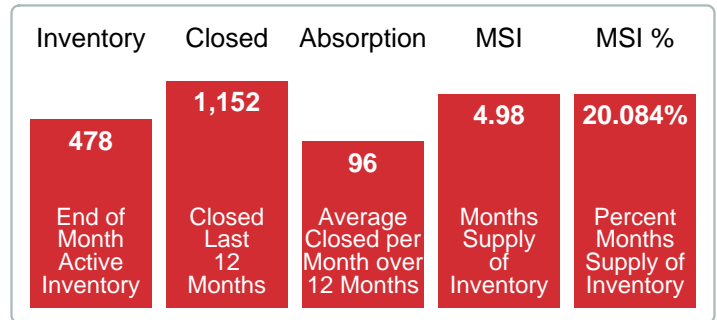
MONTHS SUPPLY of INVENTORY (MSI)

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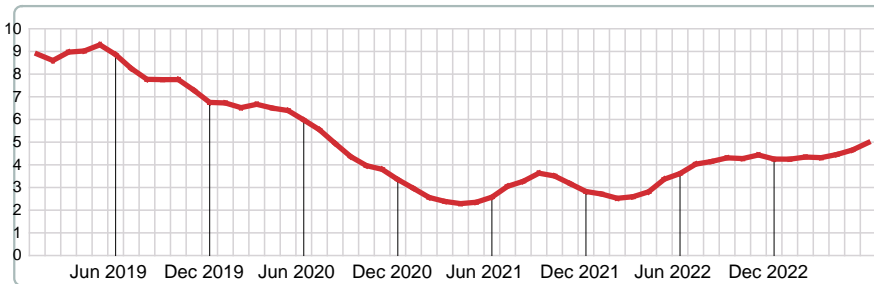
MSI FOR JUNE



INDICATORS FOR JUNE 2023

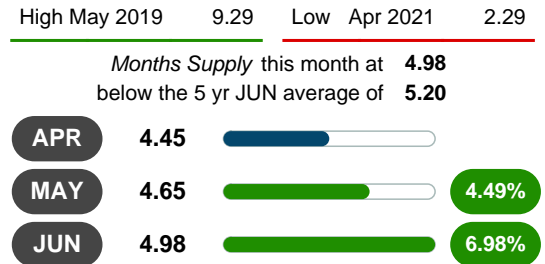


5 YEAR MARKET ACTIVITY TRENDS



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	478	100%	4.98	99	241	103	35

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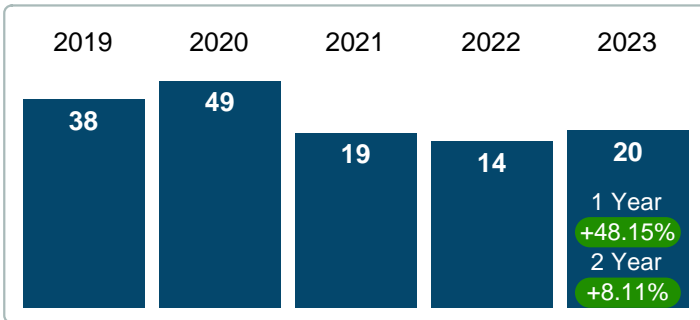
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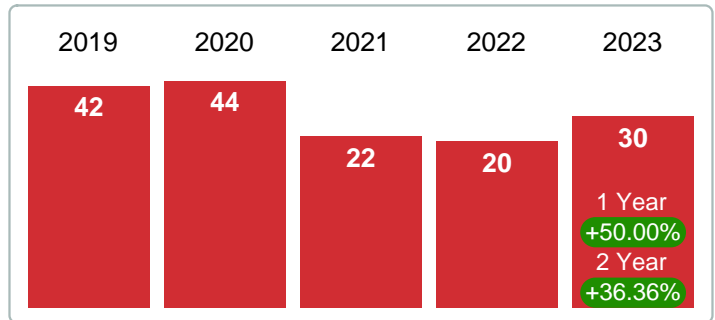
MEDIAN DAYS ON MARKET TO SALE

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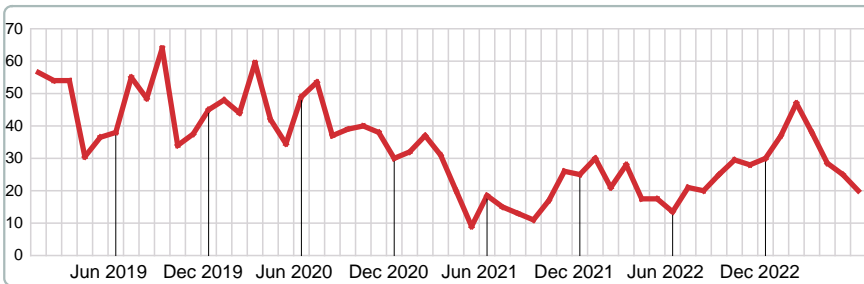
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

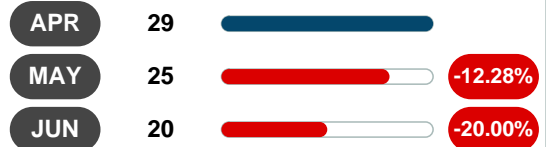


3 MONTHS

5 year JUN AVG = 28

High Sep 2019 64 Low May 2021 9

Median Days on Market to Sale this month at 20 below the 5 yr JUN average of 28



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
\$50,000 and less	5.88%	40	63	16	242	0
\$50,001 - \$75,000	10.78%	8	8	9	0	0
\$75,001 - \$150,000	19.61%	17	8	35	79	0
\$150,001 - \$250,000	25.49%	15	6	15	36	0
\$250,001 - \$325,000	15.69%	37	0	36	35	129
\$325,001 - \$425,000	10.78%	18	15	19	12	0
\$425,001 and up	11.76%	70	130	111	56	92
Median Closed DOM		20	8	19	36	111
Total Closed Units	100%	20.0	25	58	15	4
Total Closed Volume		24,820,885	4.65M	13.28M	4.66M	2.22M

June 2023



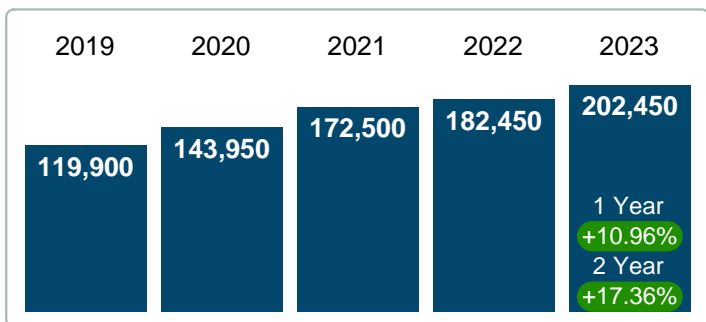
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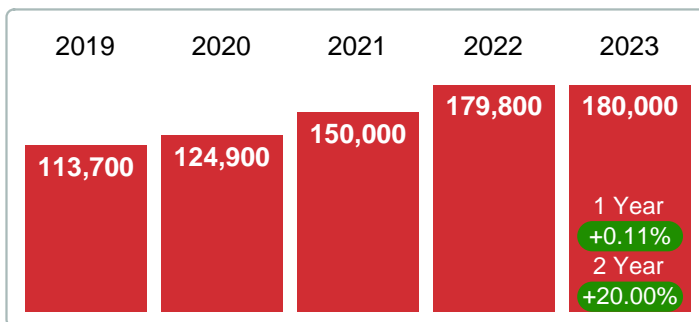
MEDIAN LIST PRICE AT CLOSING

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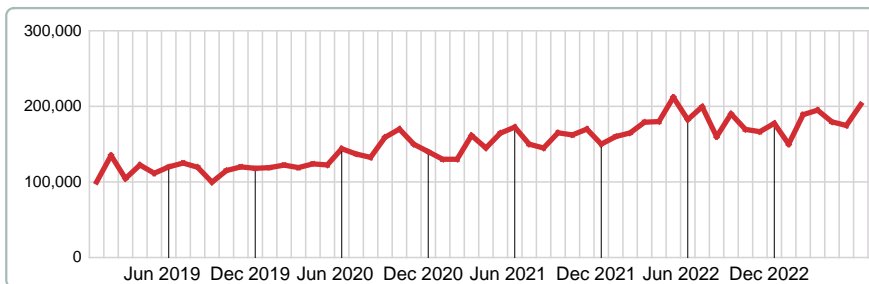
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 164,250

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

Median List Price at Closing this month at **202,450**
above the 5 yr JUN average of **164,250**

- APR 179,500
- MAY 174,700 (-2.67%)
- JUN 202,450 (15.88%)

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
\$50,000 and less	5	4.90%	45,000	0	47,450	45,000	0
\$50,001 - \$75,000	9	8.82%	65,000	69,000	62,450	0	0
\$75,001 - \$150,000	20	19.61%	91,950	89,000	120,000	78,900	0
\$150,001 - \$250,000	29	28.43%	199,000	212,450	199,000	187,000	0
\$250,001 - \$325,000	15	14.71%	299,000	0	295,000	299,000	299,000
\$325,001 - \$425,000	11	10.78%	375,000	417,500	369,900	0	0
\$425,001 and up	13	12.75%	544,000	964,500	528,950	562,450	544,000
Median List Price			202,450	119,900	205,000	279,900	522,000
Total Closed Units		100%	202,450	25	58	15	4
Total Closed Volume			26,166,999	5.31M	13.90M	4.74M	2.22M

June 2023



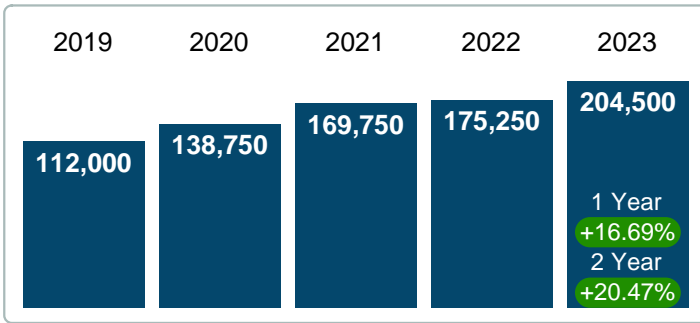
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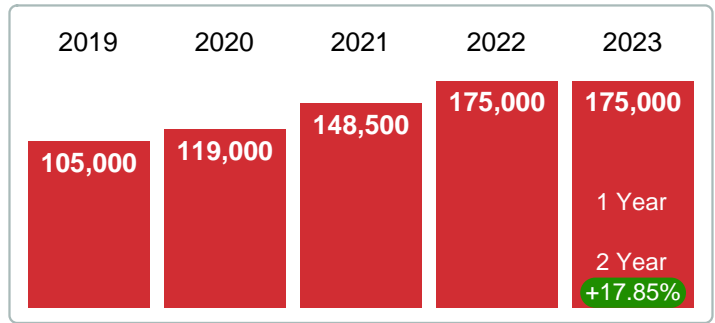
MEDIAN SOLD PRICE AT CLOSING

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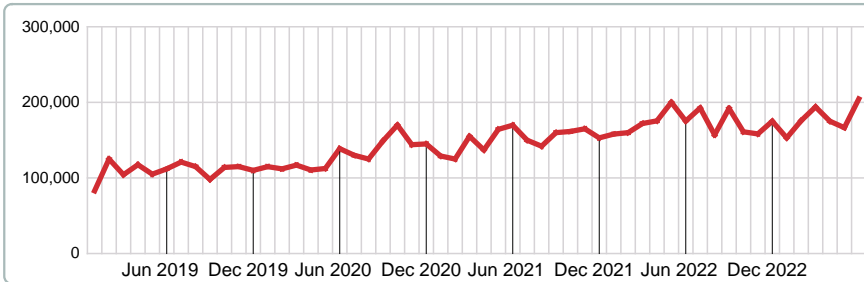
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

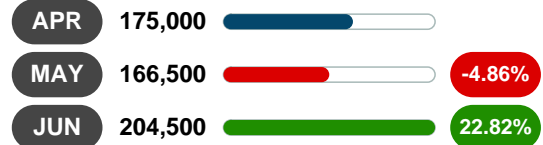


3 MONTHS

5 year JUN AVG = 160,050

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

Median Sold Price at Closing this month at **204,500** above the 5 yr JUN average of **160,050**



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
\$50,000 and less	6	5.88%	38,000	50,000	32,000	42,000	0
\$50,001 - \$75,000	11	10.78%	62,500	69,000	59,000	0	0
\$75,001 - \$150,000	20	19.61%	111,250	108,250	115,000	118,500	0
\$150,001 - \$250,000	26	25.49%	201,000	210,000	189,000	209,000	0
\$250,001 - \$325,000	16	15.69%	280,950	0	283,000	279,900	299,000
\$325,001 - \$425,000	11	10.78%	360,000	407,500	355,000	393,000	0
\$425,001 and up	12	11.76%	570,000	722,500	502,500	599,900	585,000
Median Sold Price			204,500	117,500	202,500	257,500	542,500
Total Closed Units		100%	204,500	25	58	15	4
Total Closed Volume			24,820,885	4.65M	13.28M	4.66M	2.22M

June 2023



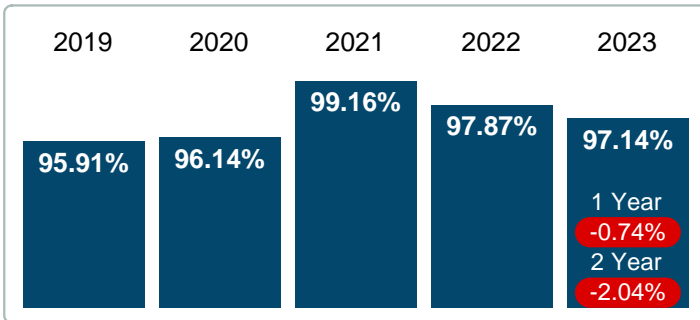
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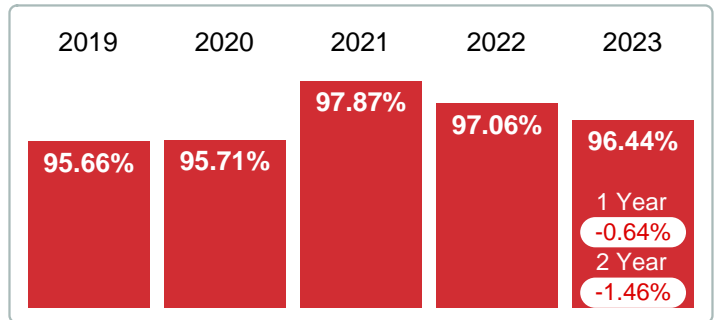
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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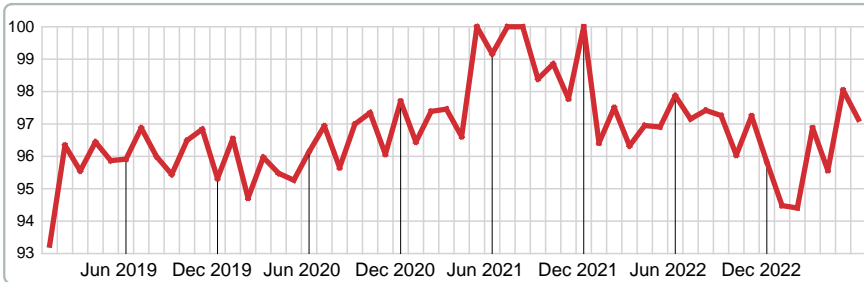
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

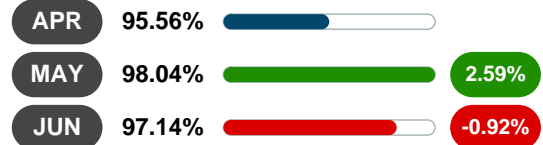


3 MONTHS

5 year JUN AVG = 97.25%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.14%**
equal to 5 yr JUN average of **97.25%**



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
\$50,000 and less	6	5.88%	83.23%	90.91%	73.78%	93.33%	0.00%
\$50,001 - \$75,000	11	10.78%	94.29%	90.58%	95.56%	0.00%	0.00%
\$75,001 - \$150,000	20	19.61%	97.39%	99.00%	95.78%	103.52%	0.00%
\$150,001 - \$250,000	26	25.49%	97.83%	94.12%	97.83%	100.00%	0.00%
\$250,001 - \$325,000	16	15.69%	99.16%	0.00%	97.78%	99.46%	100.00%
\$325,001 - \$425,000	11	10.78%	97.17%	97.60%	96.67%	91.61%	0.00%
\$425,001 and up	12	11.76%	98.17%	80.93%	94.33%	100.00%	100.00%
Median Sold/List Ratio		97.14%		95.29%	96.97%	99.57%	100.00%
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



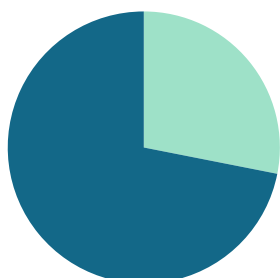
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

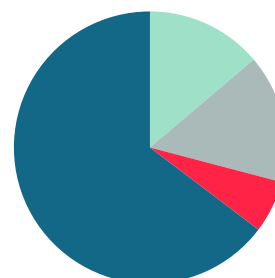


Inventory
 New Listings
177 = 28.10%
 Start Inventory
453
 Total Inventory Units
630
 Volume
\$221,609,168

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%
Median List Price	182,450	202,450	10.96%	179,800	180,000	0.11%
Median Sale Price	175,250	204,500	16.69%	175,000	175,000	0.00%
Median Percent of Selling Price to List Price	97.87%	97.14%	-0.74%	97.06%	96.44%	-0.64%
Median Days on Market to Sale	13.50	20.00	48.15%	20.00	30.00	50.00%
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

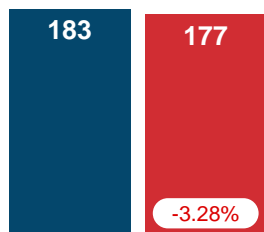
Inventory on June 30, 2023 = **478**

2022 **2023**

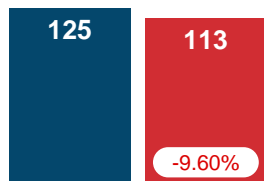
JUNE MARKET

MEDIAN PRICES

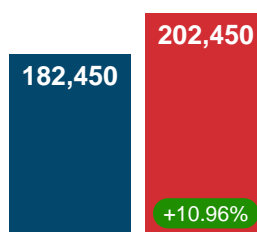
New Listings



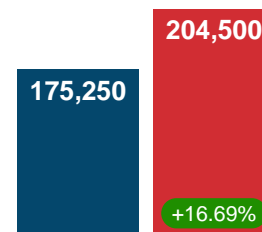
Pending Listings



List Price



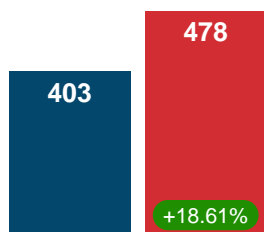
Sale Price



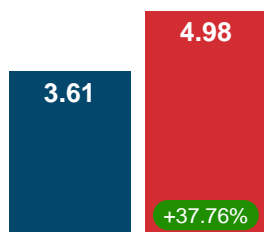
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

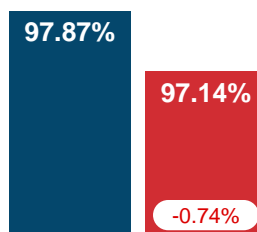
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

