

March 2023



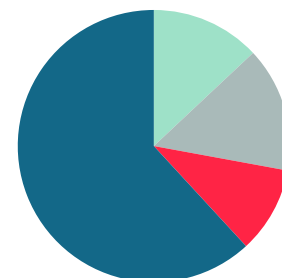
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	91	90	-1.10%
Pending Listings	116	103	-11.21%
New Listings	163	168	3.07%
Average List Price	217,286	252,414	16.17%
Average Sale Price	209,239	238,756	14.11%
Average Percent of Selling Price to List Price	97.75%	94.44%	-3.39%
Average Days on Market to Sale	49.64	54.90	10.60%
End of Month Inventory	296	428	44.59%
Months Supply of Inventory	2.59	4.32	66.47%



■ Closed (13.01%)
■ Pending (14.88%)
■ Other OffMarket (10.26%)
■ Active (61.85%)

Absorption: Last 12 months, an Average of **99** Sales/Month
Active Inventory as of March 31, 2023 = **428**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **44.59%** to 428 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **4.32** 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 **14.11%** in March 2023 to \$238,756 versus the previous year at \$209,239.

Average Days on Market Lengthens

The average number of **54.90** days that homes spent on the market before selling increased by 5.26 days or **10.60%** in March 2023 compared to last year's same month at **49.64** DOM.

Sales Success for March 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 168 New Listings in March 2023, up **3.07%** from last year at 163. Furthermore, there were 90 Closed Listings this month versus last year at 91, a **-1.10%** decrease.

Closed versus Listed trends yielded a **53.6%** ratio, down from previous year's, March 2022, at **55.8%**, a **4.04%** 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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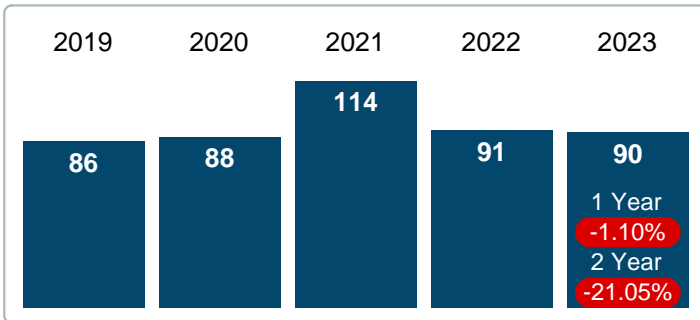
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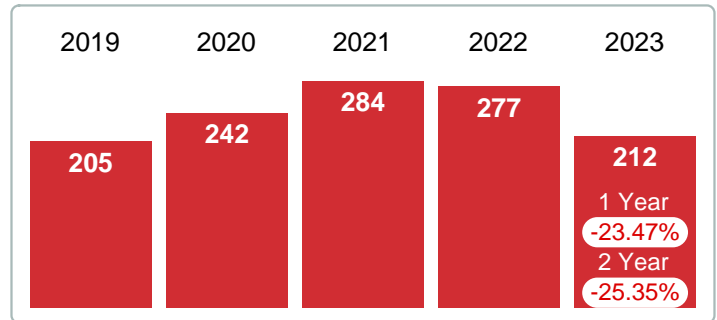
CLOSED LISTINGS

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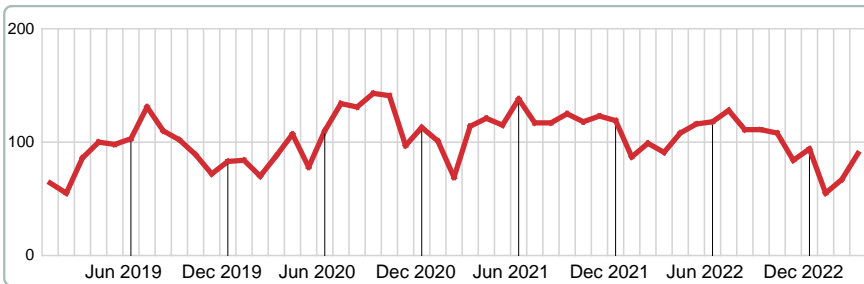
MARCH



YEAR TO DATE (YTD)

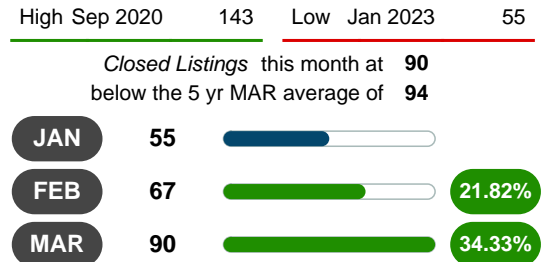


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 94



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	8	8.89%	51.8	6	2	0	0
\$50,001 - \$100,000	12	13.33%	46.8	7	5	0	0
\$100,001 - \$125,000	6	6.67%	43.0	2	3	1	0
\$125,001 - \$225,000	26	28.89%	59.3	2	23	0	1
\$225,001 - \$325,000	18	20.00%	65.1	0	14	4	0
\$325,001 - \$525,000	11	12.22%	46.7	3	7	1	0
\$525,001 and up	9	10.00%	53.3	0	5	4	0
Total Closed Units	90			20	59	10	1
Total Closed Volume	21,488,075	100%	54.9	2.43M	14.61M	4.25M	199.90K
Average Closed Price	\$238,756			\$121,461	\$247,575	\$425,200	\$199,900

March 2023



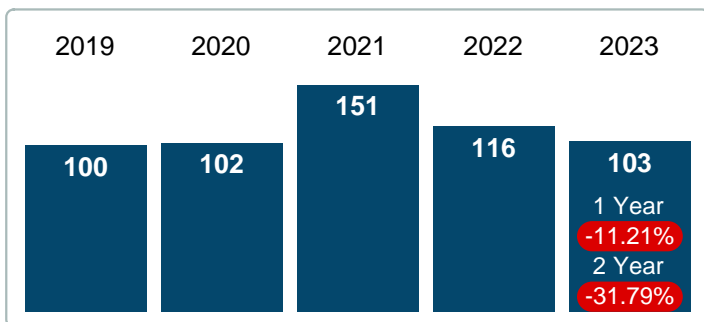
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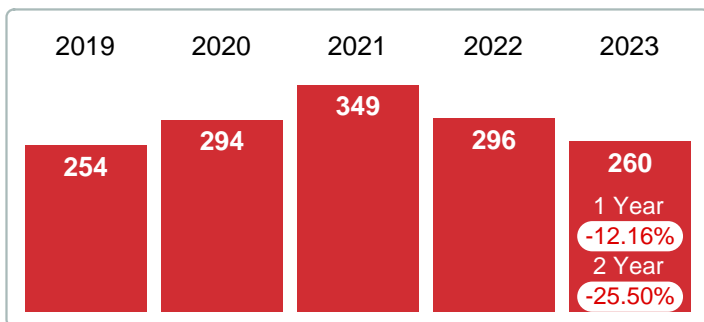
PENDING LISTINGS

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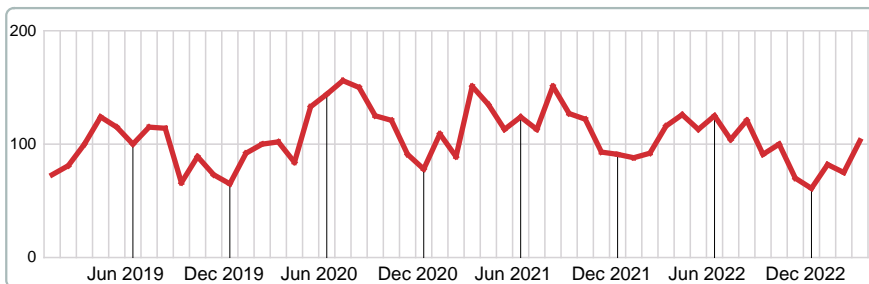
MARCH



YEAR TO DATE (YTD)

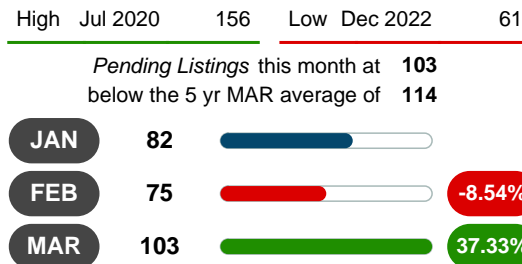


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 114



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	6.80%	34.6	3	4	0	0
\$50,001 - \$75,000	7	6.80%	34.6	5	2	0	0
\$75,001 - \$125,000	18	17.48%	61.9	6	10	1	1
\$125,001 - \$175,000	24	23.30%	53.0	3	16	5	0
\$175,001 - \$275,000	21	20.39%	68.8	2	16	3	0
\$275,001 - \$425,000	16	15.53%	44.8	2	8	6	0
\$425,001 and up	10	9.71%	122.5	1	4	4	1
Total Pending Units	103			22	60	19	2
Total Pending Volume	23,002,998	100%	61.0	3.03M	14.09M	5.29M	584.90K
Average Listing Price	\$227,190			\$137,877	\$234,913	\$278,421	\$292,450

March 2023



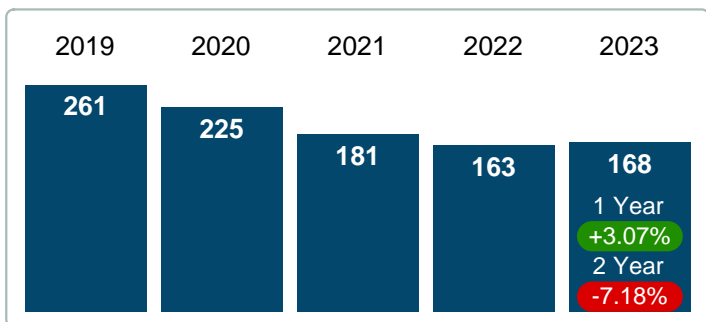
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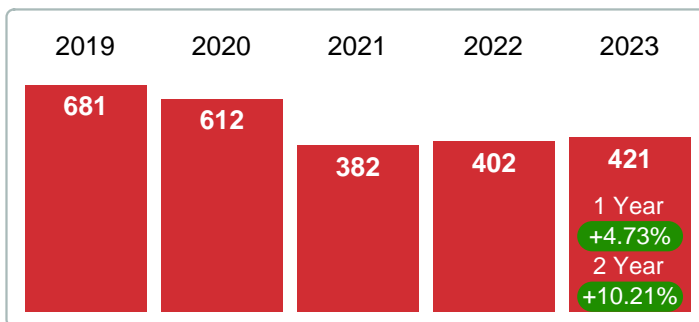
NEW LISTINGS

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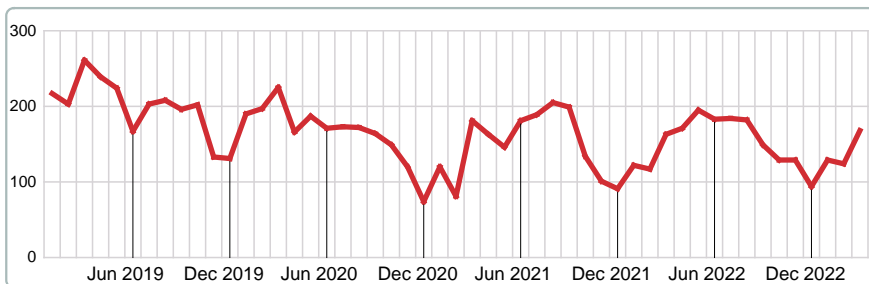
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 200

High Mar 2019 261 | Low Dec 2020 74

New Listings this month at **168**
below the 5 yr MAR average of **200**

Month	New Listings	% Change
JAN	129	
FEB	124	-3.88%
MAR	168	35.48%

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	5.36%	3	6	0	0
\$50,001 - \$100,000	26	15.48%	14	11	1	0
\$100,001 - \$150,000	21	12.50%	7	14	0	0
\$150,001 - \$250,000	50	29.76%	10	30	9	1
\$250,001 - \$375,000	23	13.69%	2	14	7	0
\$375,001 - \$600,000	22	13.10%	1	15	6	0
\$600,001 and up	17	10.12%	1	4	6	6
Total New Listed Units	168		38	94	29	7
Total New Listed Volume	51,123,386	100%	7.97M	22.95M	12.78M	7.42M
Average New Listed Listing Price	\$231,465		\$209,789	\$244,149	\$440,741	\$1,059,986

March 2023



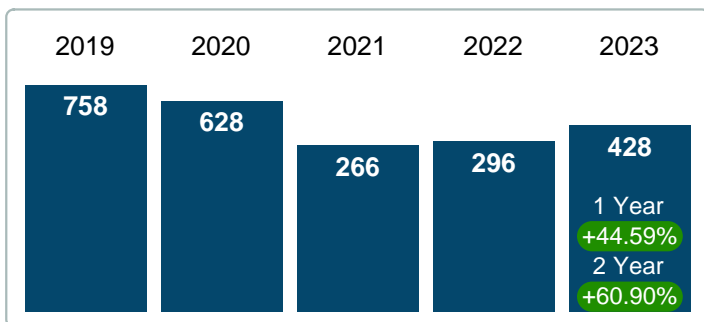
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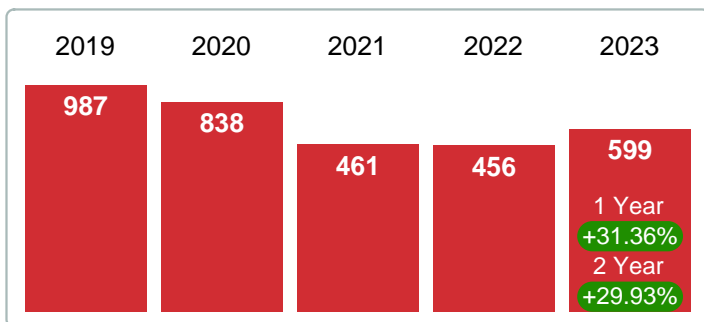
ACTIVE INVENTORY

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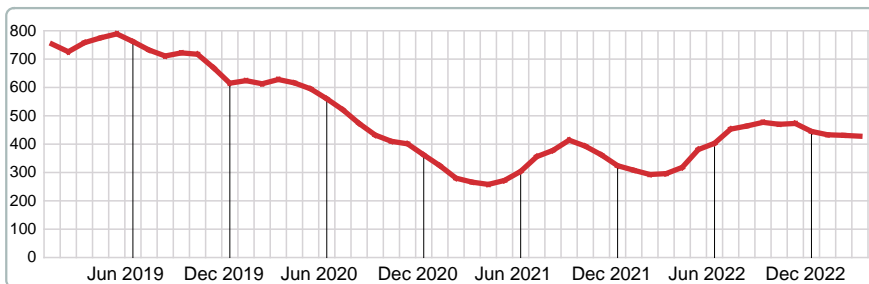
END OF MARCH



ACTIVE DURING MARCH

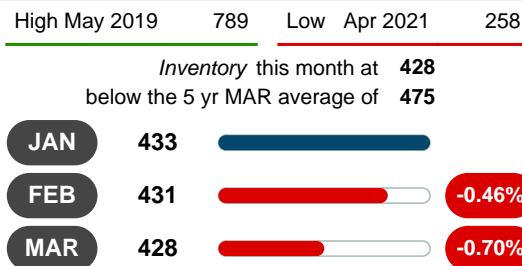


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 475



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	41	9.58%	75.7	20	19	2	0
\$75,001 - \$125,000	49	11.45%	92.2	15	30	2	2
\$125,001 - \$175,000	68	15.89%	97.2	16	43	7	2
\$175,001 - \$275,000	104	24.30%	82.2	20	55	26	3
\$275,001 - \$375,000	54	12.62%	83.3	3	31	17	3
\$375,001 - \$675,000	66	15.42%	91.2	7	41	13	5
\$675,001 and up	46	10.75%	128.4	2	10	23	11
Total Active Inventory by Units	428			83	229	90	26
Total Active Inventory by Volume	162,513,484	100%	91.6	17.90M	66.55M	52.26M	25.80M
Average Active Inventory Listing Price	\$379,704			\$215,664	\$290,611	\$580,711	\$992,285

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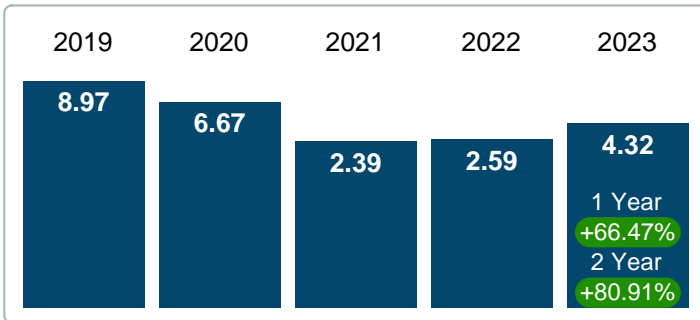
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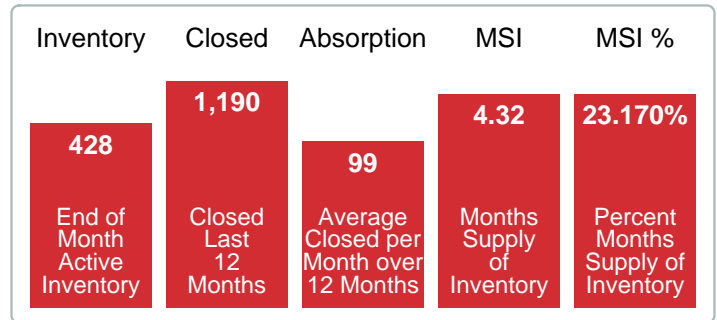
MONTHS SUPPLY of INVENTORY (MSI)

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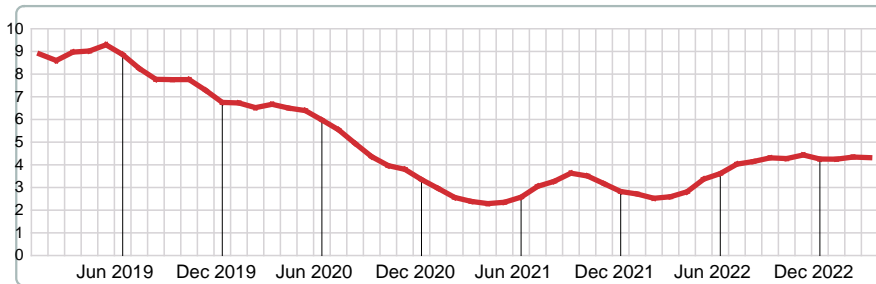
MSI FOR MARCH



INDICATORS FOR MARCH 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.99

High May 2019 9.29 Low Apr 2021 2.29

Months Supply this month at **4.32**
below the 5 yr MAR average of **4.99**



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	41	9.58%	2.70	2.76	2.62	6.00	0.00
\$75,001 - \$125,000	49	11.45%	3.06	2.57	3.24	2.18	0.00
\$125,001 - \$175,000	68	15.89%	3.63	4.80	3.20	3.65	24.00
\$175,001 - \$275,000	104	24.30%	4.29	5.71	3.47	6.12	4.50
\$275,001 - \$375,000	54	12.62%	4.70	3.00	5.81	3.71	5.14
\$375,001 - \$675,000	66	15.42%	6.55	7.00	7.69	4.33	6.67
\$675,001 and up	46	10.75%	13.46	0.00	6.00	17.25	26.40
Market Supply of Inventory (MSI)			4.32	3.79	3.94	5.51	9.18
Total Active Inventory by Units		100%	428	83	229	90	26

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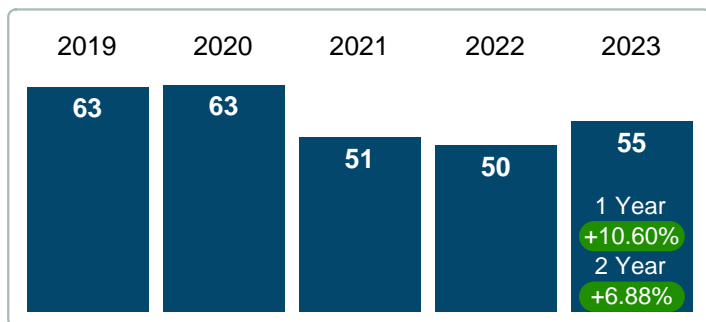
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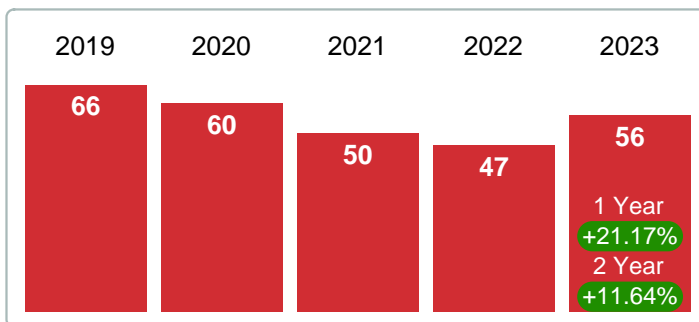
AVERAGE DAYS ON MARKET TO SALE

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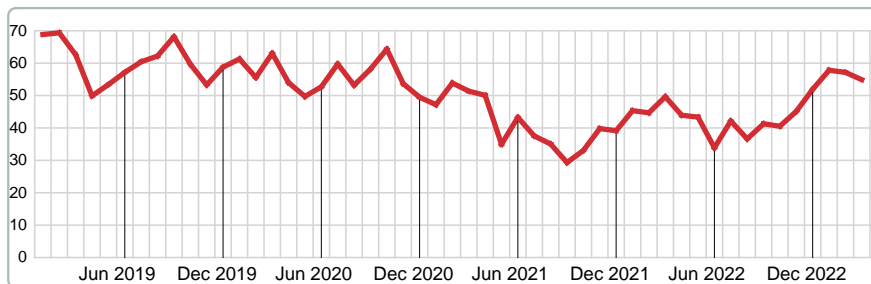
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

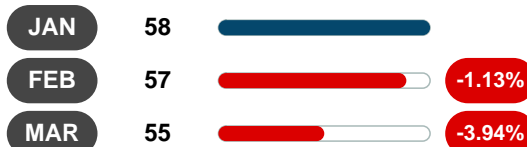


3 MONTHS

5 year MAR AVG = 56

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at 55 below the 5 yr MAR average of 56



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	8.89%	52	39	90	0	0
\$50,001 - \$100,000	13.33%	47	40	57	0	0
\$100,001 - \$125,000	6.67%	43	65	28	45	0
\$125,001 - \$225,000	28.89%	59	18	64	0	27
\$225,001 - \$325,000	20.00%	65	0	74	35	0
\$325,001 - \$525,000	12.22%	47	47	36	122	0
\$525,001 and up	10.00%	53	0	37	74	0
Average Closed DOM		55	41	59	60	27
Total Closed Units	100%	55	20	59	10	1
Total Closed Volume		21,488,075	2.43M	14.61M	4.25M	199.90K

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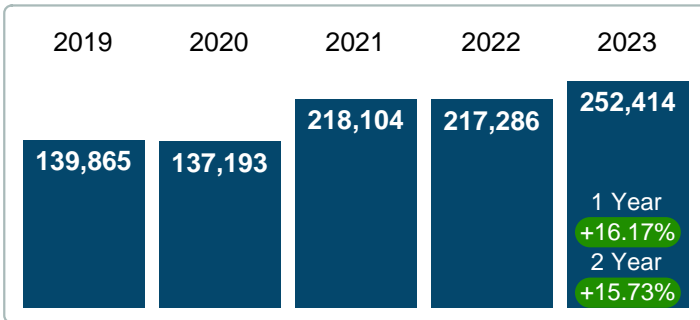
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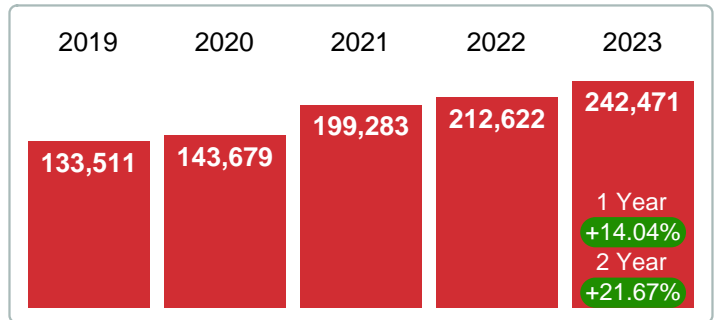
AVERAGE LIST PRICE AT CLOSING

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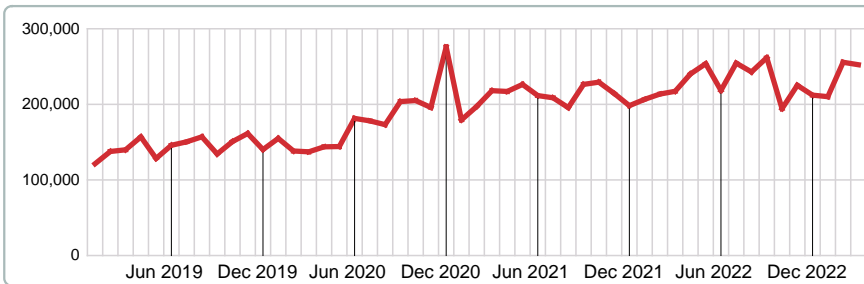
MARCH



YEAR TO DATE (YTD)

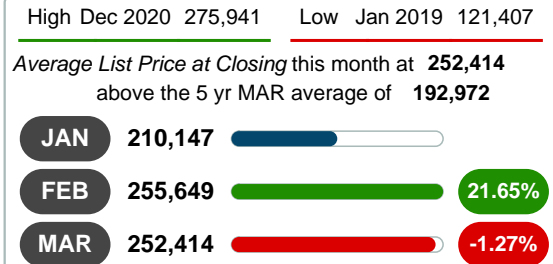


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 192,972



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	6.67%	29,038	29,038	58,450	0	0
\$50,001 - \$100,000	14.44%	80,012	81,543	94,490	0	0
\$100,001 - \$125,000	8.89%	116,913	116,200	112,633	120,000	0
\$125,001 - \$225,000	25.56%	169,913	149,500	176,704	0	199,900
\$225,001 - \$325,000	20.00%	261,394	0	262,214	295,750	0
\$325,001 - \$525,000	12.22%	405,791	471,000	417,243	530,000	0
\$525,001 and up	12.22%	680,982	0	731,760	688,250	0
Average List Price		252,414	134,471	258,338	458,600	199,900
Total Closed Units		90	20	59	10	1
Total Closed Volume		22,717,275	2.69M	15.24M	4.59M	199.90K

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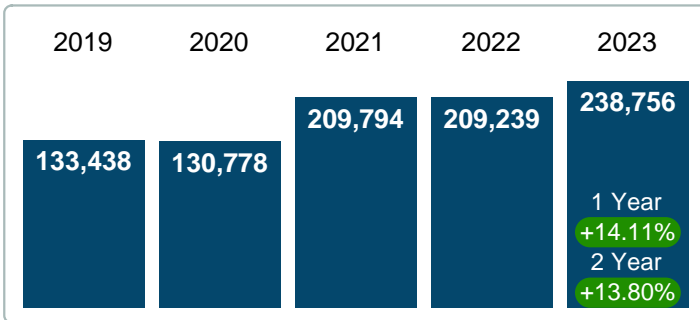
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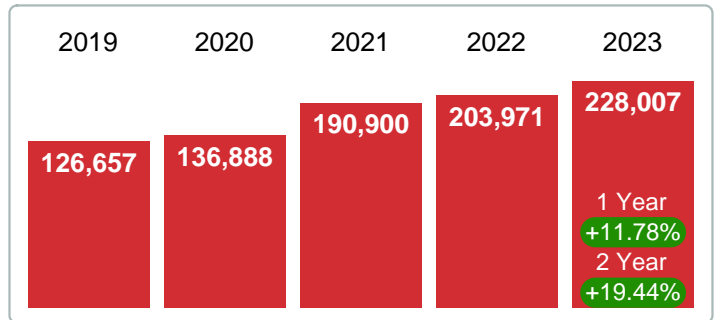
AVERAGE SOLD PRICE AT CLOSING

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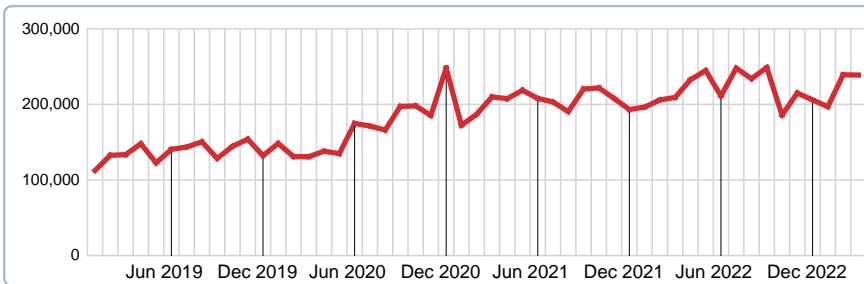
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

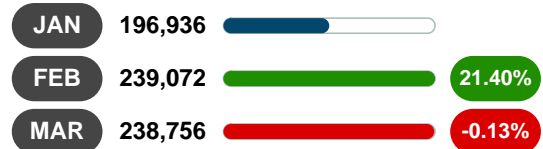


3 MONTHS

5 year MAR AVG = 184,401

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

Average Sold Price at Closing this month at **238,756** above the 5 yr MAR average of **184,401**



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	8.89%	29,353	22,971	48,500	0	0
\$50,001 - \$100,000	13.33%	82,871	78,071	89,590	0	0
\$100,001 - \$125,000	6.67%	113,483	117,450	109,667	117,000	0
\$125,001 - \$225,000	28.89%	164,258	150,000	163,948	0	199,900
\$225,001 - \$325,000	20.00%	259,017	0	251,236	286,250	0
\$325,001 - \$525,000	12.22%	419,809	403,333	415,414	500,000	0
\$525,001 and up	10.00%	669,667	0	707,400	622,500	0
Average Sold Price		238,756	121,461	247,575	425,200	199,900
Total Closed Units	100%	238,756	20	59	10	1
Total Closed Volume		21,488,075	2.43M	14.61M	4.25M	199.90K

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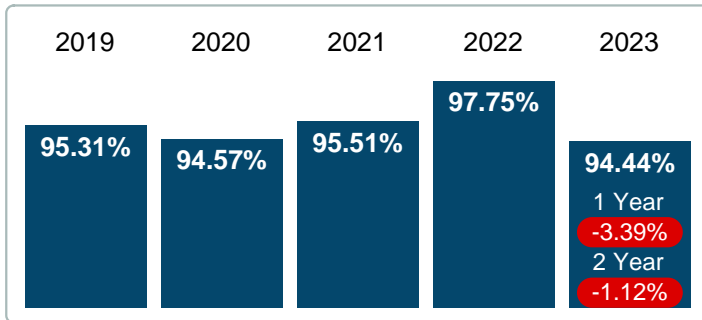
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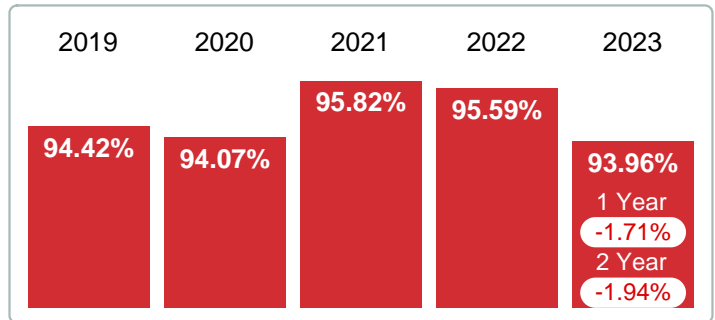
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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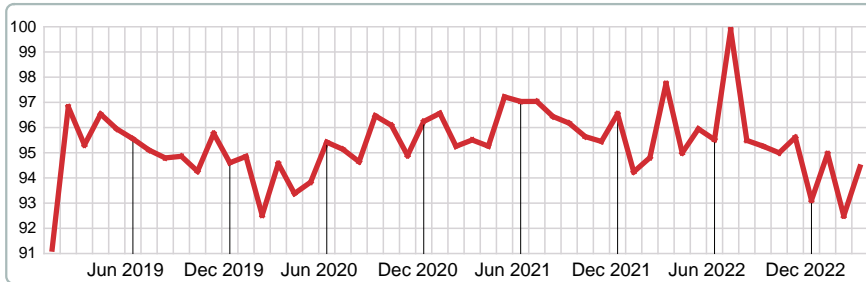
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

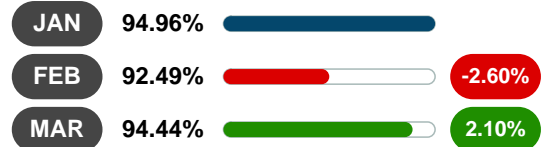


3 MONTHS

5 year MAR AVG = 95.51%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **94.44%** below the 5 yr MAR average of **95.51%**



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	8	8.89%	81.85%	81.10%	84.10%	0.00%	0.00%
\$50,001 - \$100,000	12	13.33%	96.70%	98.10%	94.73%	0.00%	0.00%
\$100,001 - \$125,000	6	6.67%	98.76%	101.11%	97.61%	97.50%	0.00%
\$125,001 - \$225,000	26	28.89%	94.48%	100.33%	93.73%	0.00%	100.00%
\$225,001 - \$325,000	18	20.00%	96.35%	0.00%	96.23%	96.77%	0.00%
\$325,001 - \$525,000	11	12.22%	95.97%	87.93%	99.65%	94.34%	0.00%
\$525,001 and up	9	10.00%	93.93%	0.00%	96.57%	90.63%	0.00%
Average Sold/List Ratio		94.40%		92.00%	95.22%	94.15%	100.00%
Total Closed Units		90	100%	20	59	10	1
Total Closed Volume		21,488,075		2.43M	14.61M	4.25M	199.90K

March 2023



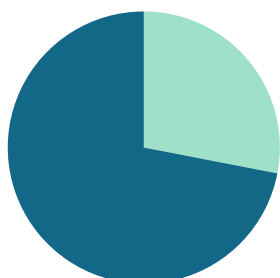
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

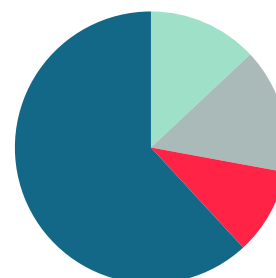


Inventory
 New Listings
168 = 28.05%
 Start Inventory
431
 Total Inventory Units
599
 Volume
\$212,875,278

Market Activity

Closed Sales
90 = 13.01%
 Pending Sales
103 = 14.88%
 Other Off Market
71 = 10.26%
 Active Inventory
428 = 61.85%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	91	90	-1.10%	277	212	-23.47%
Pending Sales	116	103	-11.21%	296	260	-12.16%
New Listings	163	168	3.07%	402	421	4.73%
Average List Price	217,286	252,414	16.17%	212,622	242,471	14.04%
Average Sale Price	209,239	238,756	14.11%	203,971	228,007	11.78%
Average Percent of Selling Price to List Price	97.75%	94.44%	-3.39%	95.59%	93.96%	-1.71%
Average Days on Market to Sale	49.64	54.90	10.60%	46.52	56.36	21.17%
Monthly Inventory	296	428	44.59%	296	428	44.59%
Months Supply of Inventory	2.59	4.32	66.47%	2.59	4.32	66.47%

Absorption: Last 12 months, an Average of **99** Sales/Month

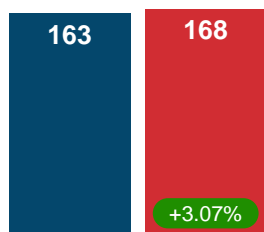
Inventory on March 31, 2023 = **428**

2022 **2023**

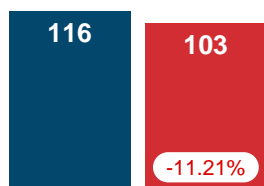
MARCH MARKET

AVERAGE PRICES

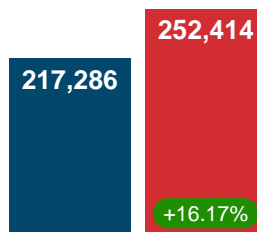
New Listings



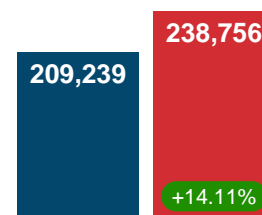
Pending Listings



List Price



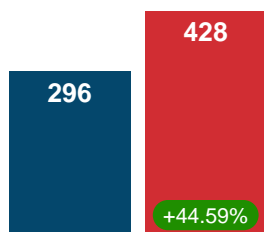
Sale Price



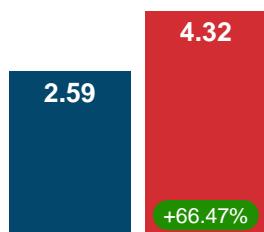
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

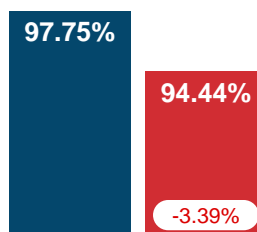
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

