

## May 2023



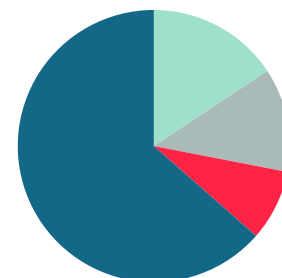
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	116	112	-3.45%
Pending Listings	113	88	-22.12%
New Listings	195	163	-16.41%
Average List Price	253,746	209,727	-17.35%
Average Sale Price	244,707	202,835	-17.11%
Average Percent of Selling Price to List Price	95.95%	96.57%	0.65%
Average Days on Market to Sale	43.34	47.97	10.70%
End of Month Inventory	381	453	18.90%
Months Supply of Inventory	3.37	4.65	38.24%



■ Closed (15.71%)  
■ Pending (12.34%)  
■ Other OffMarket (8.42%)  
■ Active (63.53%)

**Absorption:** Last 12 months, an Average of **97** Sales/Month  
**Active Inventory** as of May 31, 2023 = **453**

#### Analysis Wrap-Up

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

The total housing inventory at the end of May 2023 rose **18.90%** to 453 existing homes available for sale. Over the last 12 months this area has had an average of 97 closed sales per month. This represents an unsold inventory index of **4.65** 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 **17.11%** in May 2023 to \$202,835 versus the previous year at \$244,707.

##### Average Days on Market Lengthens

The average number of **47.97** days that homes spent on the market before selling increased by 4.64 days or **10.70%** in May 2023 compared to last year's same month at **43.34** DOM.

##### Sales Success for May 2023 is Positive

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

There were 163 New Listings in May 2023, down **16.41%** from last year at 195. Furthermore, there were 112 Closed Listings this month versus last year at 116, a **-3.45%** decrease.

Closed versus Listed trends yielded a **68.7%** ratio, up from previous year's, May 2022, at **59.5%**, a **15.51%** upswing. This will certainly create pressure on an increasing Month's 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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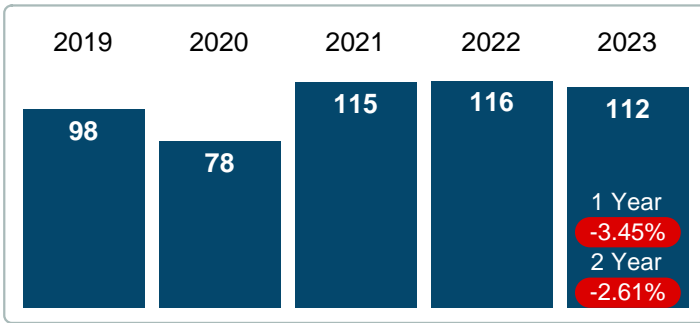
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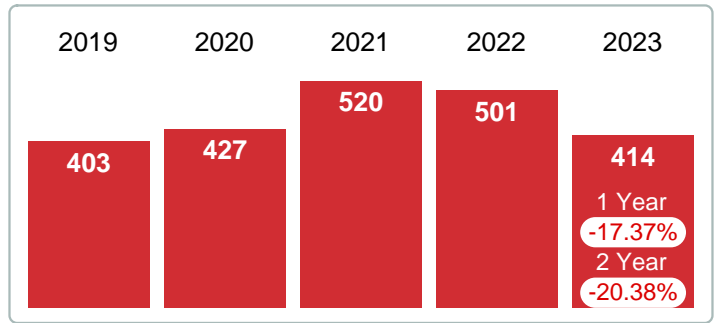
## CLOSED LISTINGS

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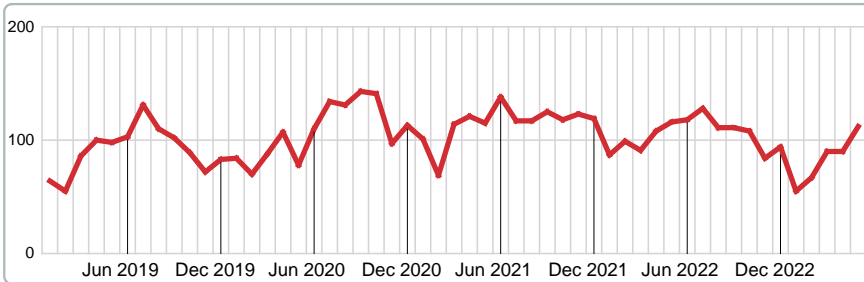
### MAY



### YEAR TO DATE (YTD)

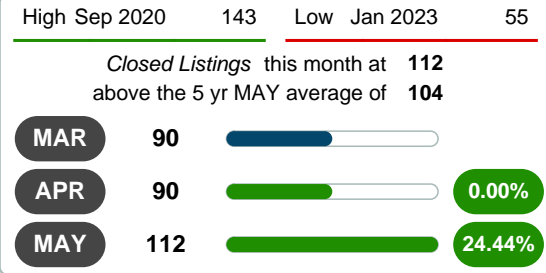


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 104



### 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	12	10.71%	19.4	6	5	0	1
\$75,001 - \$100,000	13	11.61%	75.4	4	8	1	0
\$100,001 - \$125,000	9	8.04%	24.9	4	5	0	0
\$125,001 - \$175,000	28	25.00%	34.7	5	21	2	0
\$175,001 - \$250,000	23	20.54%	74.8	6	12	5	0
\$250,001 - \$400,000	16	14.29%	44.0	2	7	7	0
\$400,001 and up	11	9.82%	49.0	0	7	2	2
<b>Total Closed Units</b>	<b>112</b>			<b>27</b>	<b>65</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>22,717,514</b>	<b>100%</b>	<b>48.0</b>	<b>3.76M</b>	<b>13.14M</b>	<b>4.45M</b>	<b>1.37M</b>
<b>Average Closed Price</b>	<b>\$202,835</b>			<b>\$139,385</b>	<b>\$202,097</b>	<b>\$261,635</b>	<b>\$456,667</b>

# May 2023



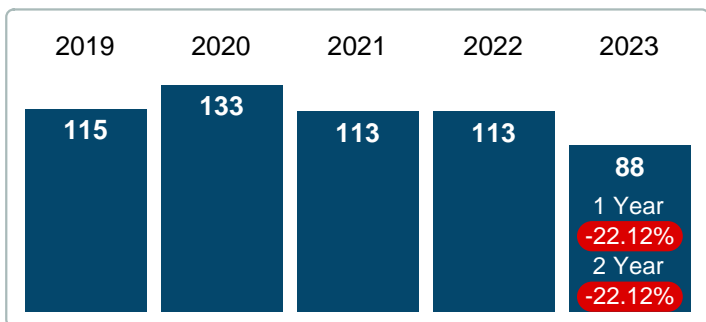
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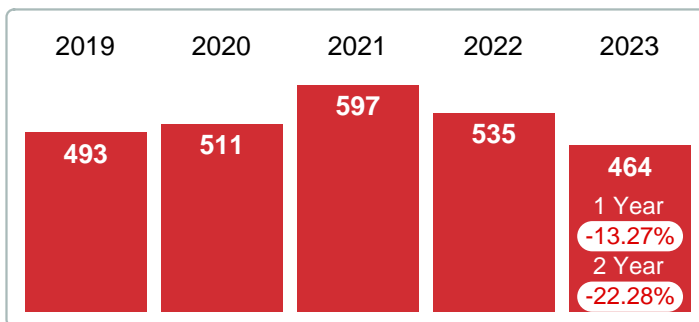
## PENDING LISTINGS

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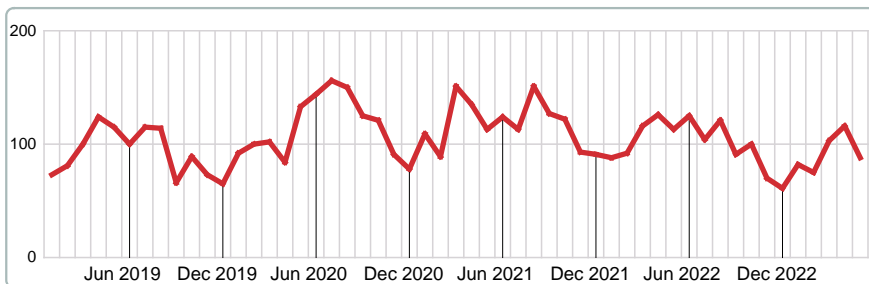
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 112

High Jul 2020 156 Low Dec 2022 61

Pending Listings this month at **88**  
below the 5 yr MAY average of **112**



### 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	4	4.55%	32.8	1	3	0	0
\$50,001 - \$75,000	9	10.23%	34.4	4	5	0	0
\$75,001 - \$125,000	17	19.32%	41.2	8	7	2	0
\$125,001 - \$175,000	17	19.32%	44.9	4	10	3	0
\$175,001 - \$275,000	20	22.73%	61.0	3	13	4	0
\$275,001 - \$475,000	12	13.64%	70.5	0	8	3	1
\$475,001 and up	9	10.23%	93.6	1	3	3	2
<b>Total Pending Units</b>	<b>88</b>			<b>21</b>	<b>49</b>	<b>15</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>21,633,100</b>	<b>100%</b>	<b>56.5</b>	<b>2.79M</b>	<b>10.74M</b>	<b>6.38M</b>	<b>1.72M</b>
<b>Average Listing Price</b>	<b>\$245,519</b>			<b>\$132,738</b>	<b>\$219,151</b>	<b>\$425,620</b>	<b>\$574,300</b>

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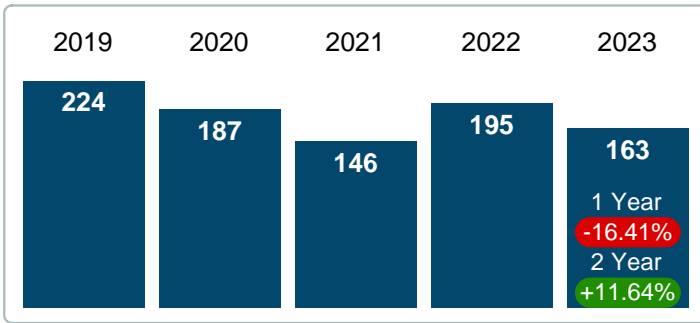
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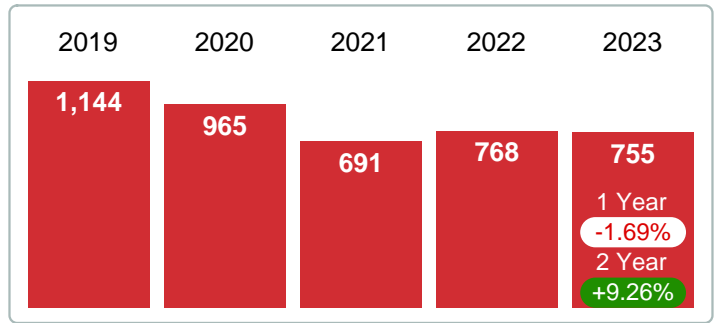
## NEW LISTINGS

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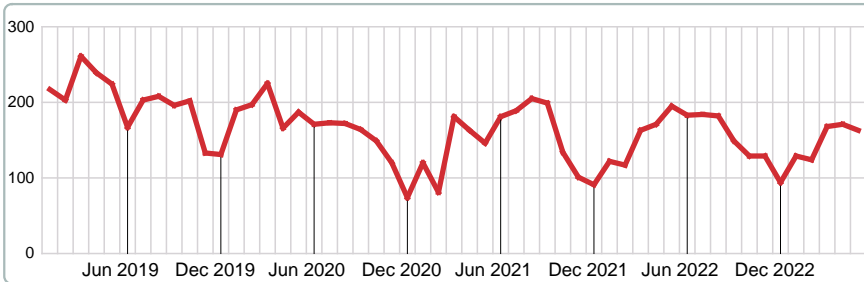
### MAY



### YEAR TO DATE (YTD)

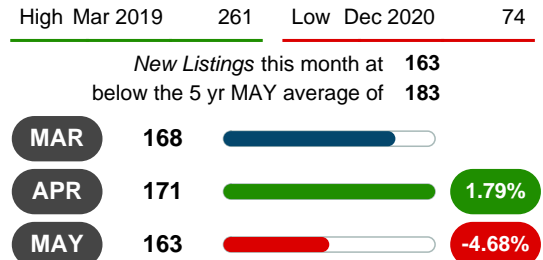


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 183



### 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	6	3.68%	3	3	0	0
\$50,001 - \$100,000	25	15.34%	11	13	1	0
\$100,001 - \$150,000	27	16.56%	6	18	3	0
\$150,001 - \$225,000	42	25.77%	14	19	9	0
\$225,001 - \$350,000	26	15.95%	2	17	6	1
\$350,001 - \$675,000	21	12.88%	2	11	6	2
\$675,001 and up	16	9.82%	1	1	8	6
<b>Total New Listed Units</b>	<b>163</b>		<b>39</b>	<b>82</b>	<b>33</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>45,911,795</b>	<b>100%</b>	<b>7.13M</b>	<b>18.19M</b>	<b>14.10M</b>	<b>6.49M</b>
<b>Average New Listed Listing Price</b>	<b>\$223,400</b>		<b>\$182,797</b>	<b>\$221,863</b>	<b>\$427,370</b>	<b>\$720,744</b>

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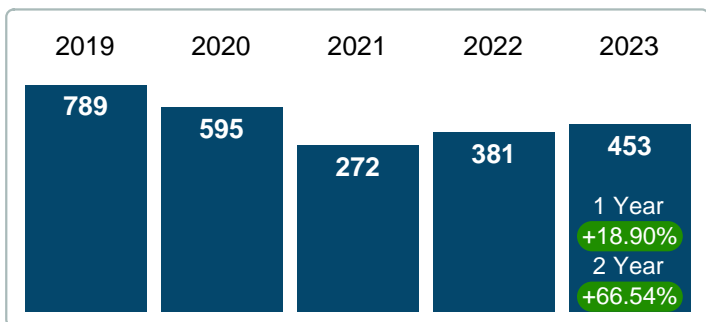
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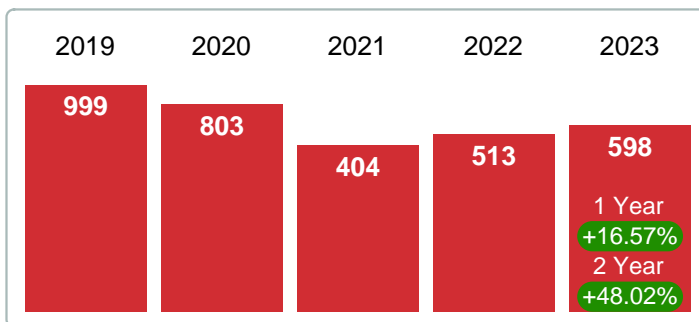
## ACTIVE INVENTORY

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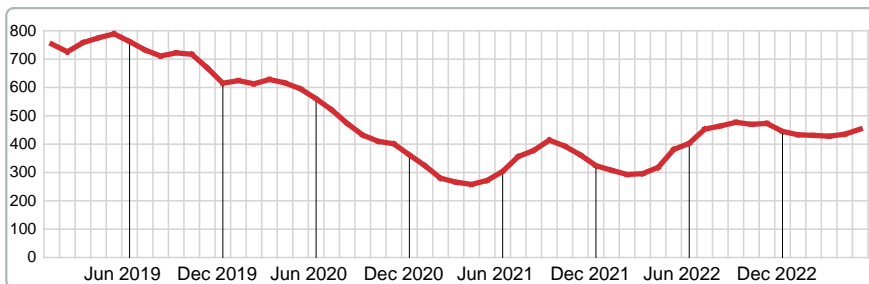
### END OF MAY



### ACTIVE DURING MAY

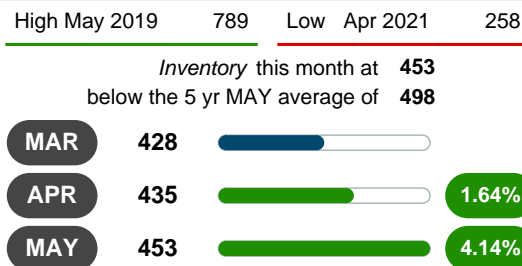


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 498



### 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	36	7.95%	86.8	17	18	1	0
\$75,001 - \$125,000	54	11.92%	76.9	17	33	2	2
\$125,001 - \$175,000	76	16.78%	77.4	19	44	12	1
\$175,001 - \$275,000	102	22.52%	82.1	21	52	27	2
\$275,001 - \$450,000	88	19.43%	80.1	11	48	22	7
\$450,001 - \$675,000	45	9.93%	86.3	5	29	9	2
\$675,001 and up	52	11.48%	82.3	3	9	27	13
Total Active Inventory by Units			453	93	233	100	27
Total Active Inventory by Volume			159,067,875	23.16M	65.41M	53.49M	17.00M
Average Active Inventory Listing Price			\$351,143	\$249,010	\$280,743	\$534,931	\$629,767

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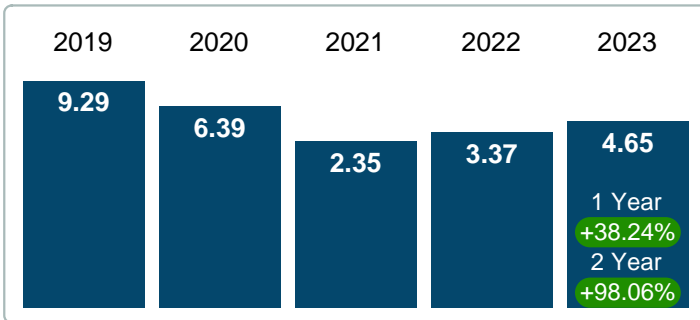
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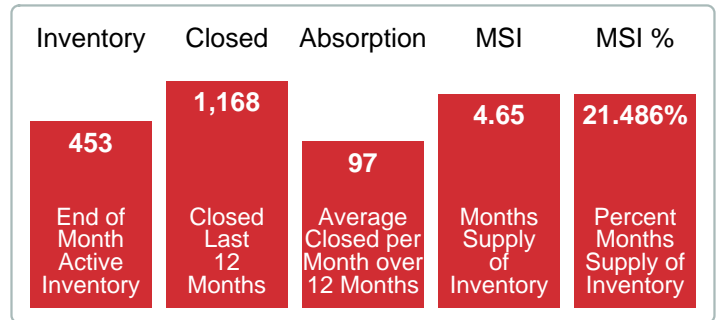
## MONTHS SUPPLY of INVENTORY (MSI)

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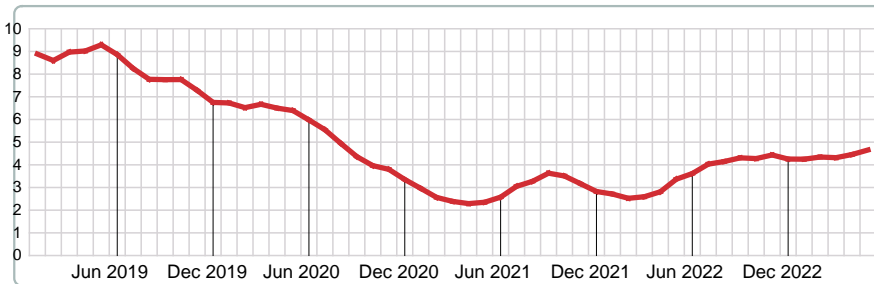
### MSI FOR MAY



### INDICATORS FOR MAY 2023

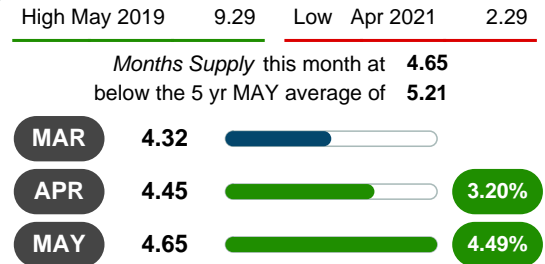


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 5.21



### 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	36	7.95%	2.53	2.49	2.63	3.00	0.00
\$75,001 - \$125,000	54	11.92%	3.36	3.19	3.44	1.71	0.00
\$125,001 - \$175,000	76	16.78%	3.85	5.30	3.12	6.00	12.00
\$175,001 - \$275,000	102	22.52%	4.09	5.73	3.25	5.68	4.00
\$275,001 - \$450,000	88	19.43%	6.32	8.25	8.00	3.88	7.64
\$450,001 - \$675,000	45	9.93%	8.06	7.50	10.55	4.91	6.00
\$675,001 and up	52	11.48%	18.35	0.00	6.75	23.14	39.00
Market Supply of Inventory (MSI)			4.65	4.34	4.12	5.91	11.17
Total Active Inventory by Units		100%	465	93	233	100	27

# May 2023



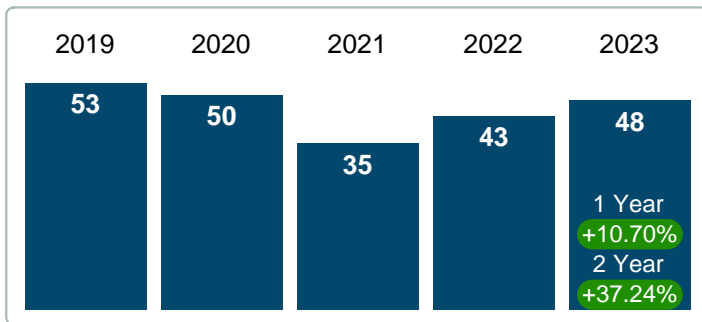
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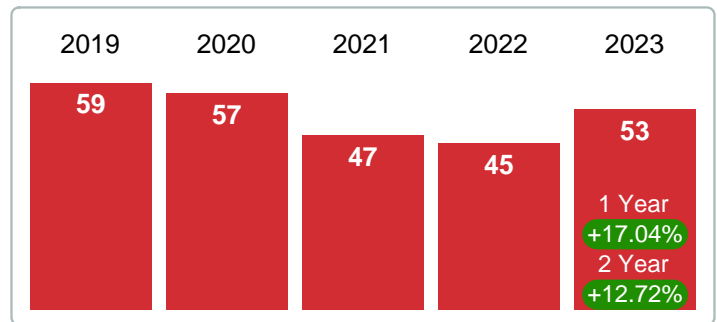
## AVERAGE DAYS ON MARKET TO SALE

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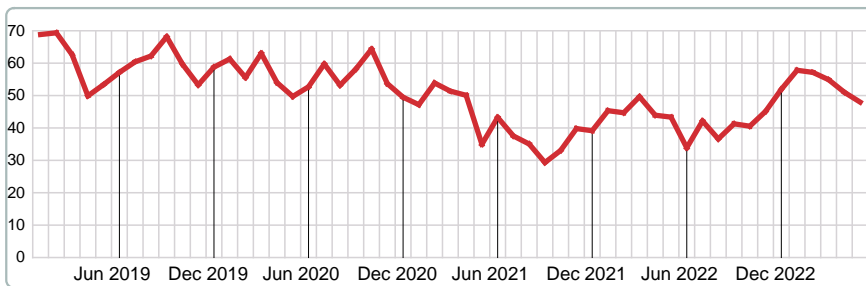
### MAY



### YEAR TO DATE (YTD)

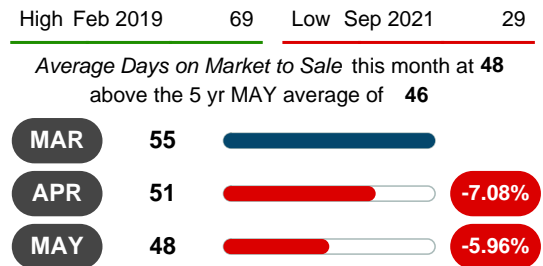


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 46



### 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	10.71%	19	22	9	0	53
\$75,001 - \$100,000	11.61%	75	48	88	85	0
\$100,001 - \$125,000	8.04%	25	22	27	0	0
\$125,001 - \$175,000	25.00%	35	34	36	21	0
\$175,001 - \$250,000	20.54%	75	81	91	29	0
\$250,001 - \$400,000	14.29%	44	4	21	79	0
\$400,001 and up	9.82%	49	0	59	20	43
Average Closed DOM		48	40	51	51	46
Total Closed Units	100%	48	27	65	17	3
Total Closed Volume		22,717,514	3.76M	13.14M	4.45M	1.37M

# May 2023



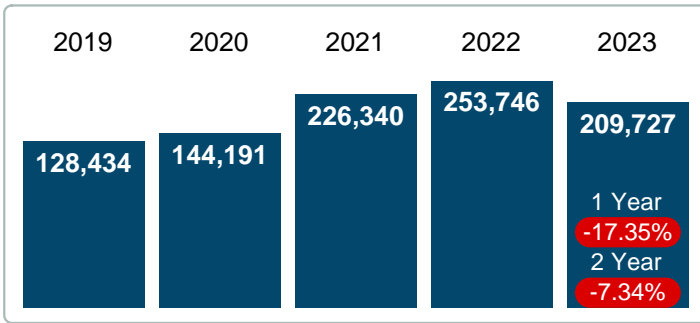
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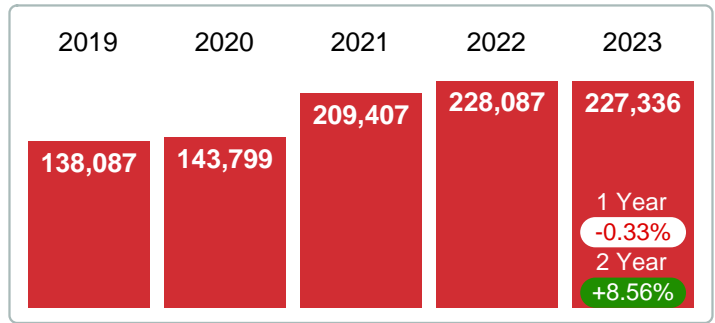
## AVERAGE LIST PRICE AT CLOSING

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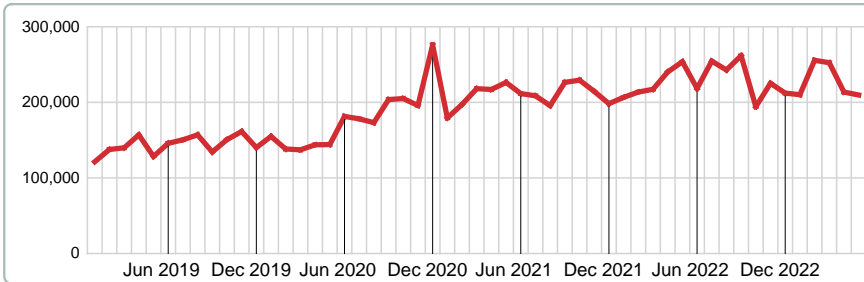
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

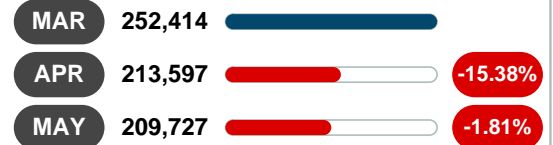


### 3 MONTHS

5 year MAY AVG = 192,487

High Dec 2020 275,941 Low Jan 2019 121,407

Average List Price at Closing this month at **209,727** above the 5 yr MAY average of **192,487**



### 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	10.71%	57,750	51,900	61,320	0	84,900
\$75,001 - \$100,000	12.50%	90,364	85,875	91,338	87,500	0
\$100,001 - \$125,000	8.04%	118,311	117,375	113,780	0	0
\$125,001 - \$175,000	20.54%	150,057	144,480	155,538	155,500	0
\$175,001 - \$250,000	23.21%	210,535	221,300	219,475	214,400	0
\$250,001 - \$400,000	16.96%	322,021	341,000	305,257	316,371	0
\$400,001 and up	8.04%	602,544	0	578,414	398,450	687,000
<b>Average List Price</b>		<b>209,727</b>	<b>142,837</b>	<b>210,645</b>	<b>263,647</b>	<b>486,300</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>209,727</b>	<b>27</b>	<b>65</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>23,489,400</b>	<b>3.86M</b>	<b>13.69M</b>	<b>4.48M</b>	<b>1.46M</b>



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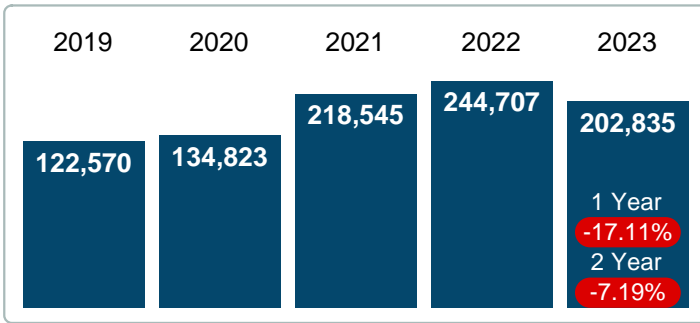
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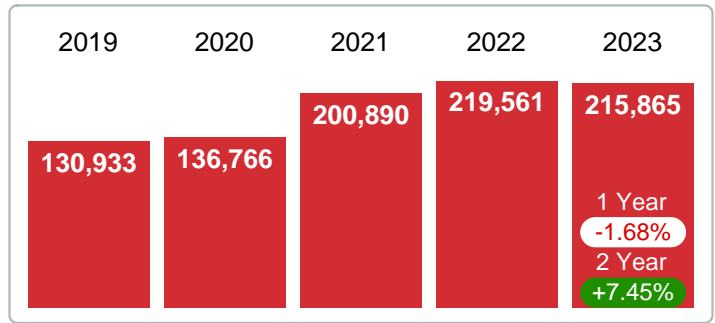
## AVERAGE SOLD PRICE AT CLOSING

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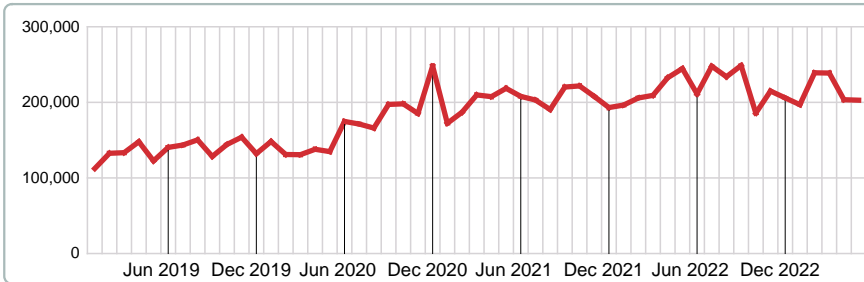
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

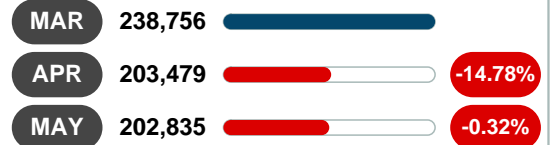


### 3 MONTHS

5 year MAY AVG = 184,696

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

Average Sold Price at Closing this month at **202,835** above the 5 yr MAY average of **184,696**



## 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	10.71%	53,733	48,817	56,380	0	70,000
\$75,001 - \$100,000	11.61%	85,954	85,775	85,850	87,500	0
\$100,001 - \$125,000	8.04%	113,317	114,625	112,270	0	0
\$125,001 - \$175,000	25.00%	149,652	146,400	150,108	153,000	0
\$175,001 - \$250,000	20.54%	209,926	209,650	209,408	211,500	0
\$250,001 - \$400,000	14.29%	305,806	339,500	293,871	308,114	0
\$400,001 and up	9.82%	547,636	0	554,857	420,000	650,000
<b>Average Sold Price</b>		<b>202,835</b>	<b>139,385</b>	<b>202,097</b>	<b>261,635</b>	<b>456,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>202,835</b>	<b>27</b>	<b>65</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>22,717,514</b>	<b>3.76M</b>	<b>13.14M</b>	<b>4.45M</b>	<b>1.37M</b>

# May 2023



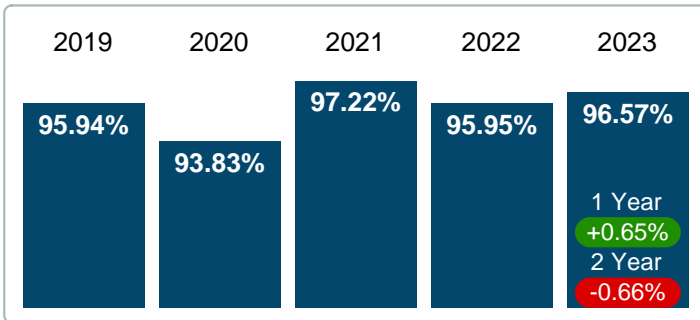
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



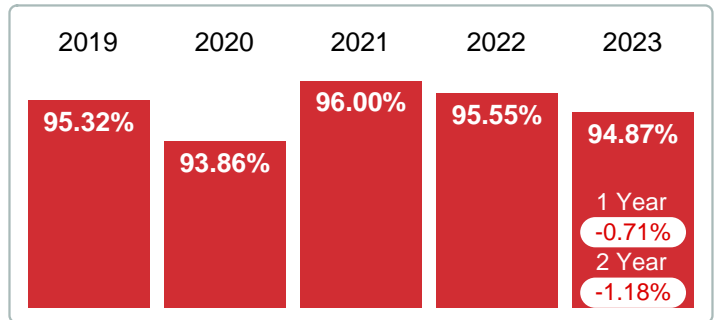
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

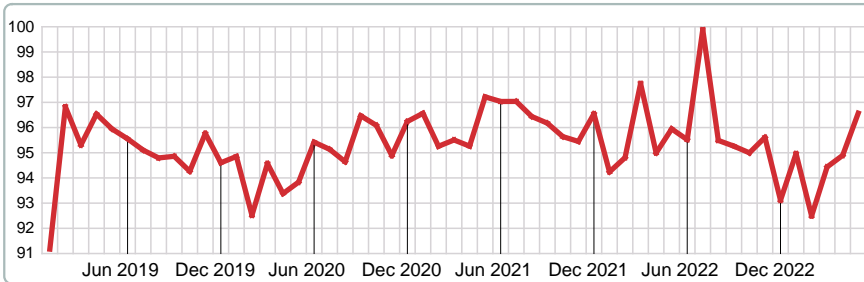
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

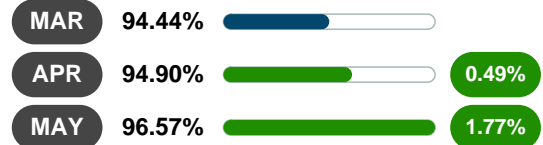


### 3 MONTHS

5 year MAY AVG = 95.90%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.57%** above the 5 yr MAY average of **95.90%**



## 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	12	10.71%	91.07%	92.46%	91.12%	0.00%	82.45%
\$75,001 - \$100,000	13	11.61%	96.58%	100.07%	94.41%	100.00%	0.00%
\$100,001 - \$125,000	9	8.04%	98.39%	97.95%	98.74%	0.00%	0.00%
\$125,001 - \$175,000	28	25.00%	97.91%	101.41%	96.91%	99.64%	0.00%
\$175,001 - \$250,000	23	20.54%	96.11%	95.29%	95.47%	98.66%	0.00%
\$250,001 - \$400,000	16	14.29%	97.32%	99.49%	96.57%	97.46%	0.00%
\$400,001 and up	11	9.82%	97.55%	0.00%	96.11%	105.40%	94.74%
Average Sold/List Ratio		96.60%		97.21%	95.91%	99.15%	90.64%
Total Closed Units		112	100%	27	65	17	3
Total Closed Volume		22,717,514		3.76M	13.14M	4.45M	1.37M

# May 2023



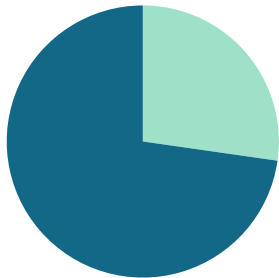
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

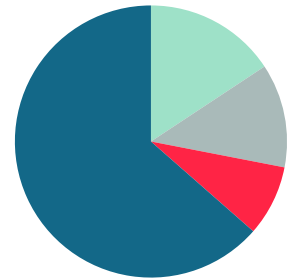


**Inventory**  
 New Listings  
**163 = 27.26%**  
 Start Inventory  
**435**  
 Total Inventory Units  
**598**  
 Volume  
**\$218,423,774**

### Market Activity

Closed Sales  
**112 = 15.71%**  
 Pending Sales  
**88 = 12.34%**  
 Other Off Market  
**60 = 8.42%**  
 Active Inventory  
**453 = 63.53%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	116	112	-3.45%	501	414	-17.37%
Pending Sales	113	88	-22.12%	535	464	-13.27%
New Listings	195	163	-16.41%	768	755	-1.69%
Average List Price	253,746	209,727	-17.35%	228,087	227,336	-0.33%
Average Sale Price	244,707	202,835	-17.11%	219,561	215,865	-1.68%
Average Percent of Selling Price to List Price	95.95%	96.57%	0.65%	95.55%	94.87%	-0.71%
Average Days on Market to Sale	43.34	47.97	10.70%	45.22	52.93	17.04%
Monthly Inventory	381	453	18.90%	381	453	18.90%
Months Supply of Inventory	3.37	4.65	38.24%	3.37	4.65	38.24%

**Absorption:** Last 12 months, an Average of **97** Sales/Month

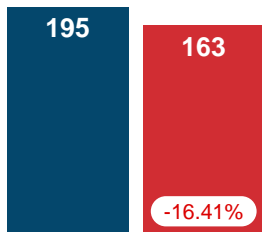
**Inventory** on May 31, 2023 = **453**

**2022** **2023**

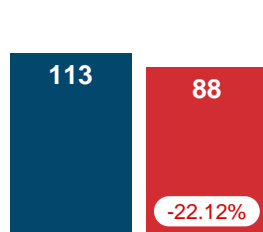
### MAY MARKET

### AVERAGE PRICES

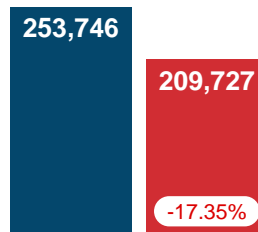
#### New Listings



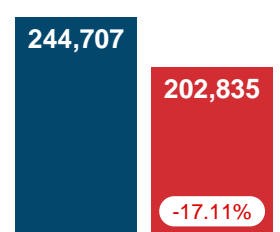
#### Pending Listings



#### List Price



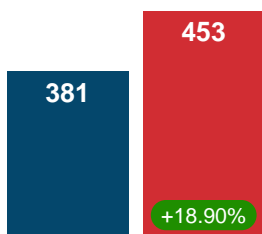
#### Sale Price



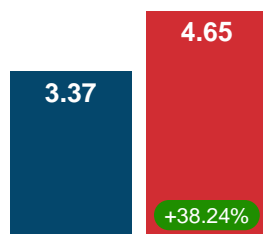
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

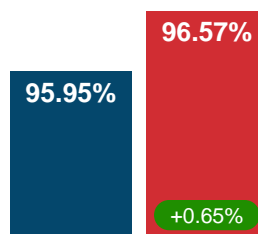
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

