

May 2023



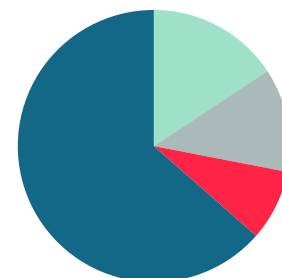
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	211,950	174,700	-17.57%
Median Sale Price	200,000	166,500	-16.75%
Median Percent of Selling Price to List Price	96.91%	98.04%	1.17%
Median Days on Market to Sale	17.50	25.00	42.86%
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.

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 **16.75%** in May 2023 to \$166,500 versus the previous year at \$200,000.

Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 7.50 days or **42.86%** in May 2023 compared to last year's same month at **17.50** DOM.

Sales Success for May 2023 is Positive

Overall, with Median 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.

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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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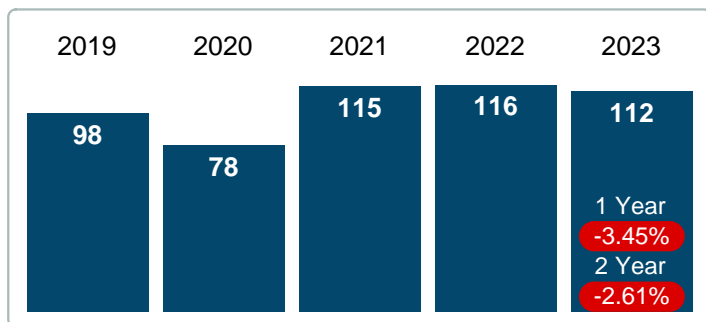
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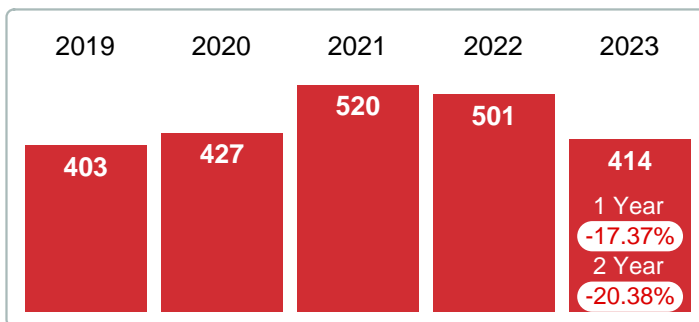
CLOSED LISTINGS

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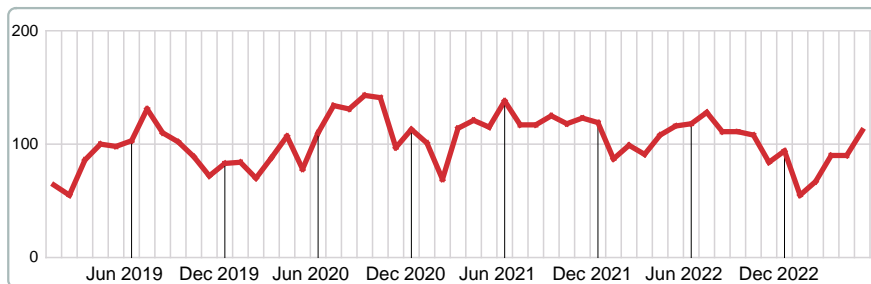
MAY



YEAR TO DATE (YTD)

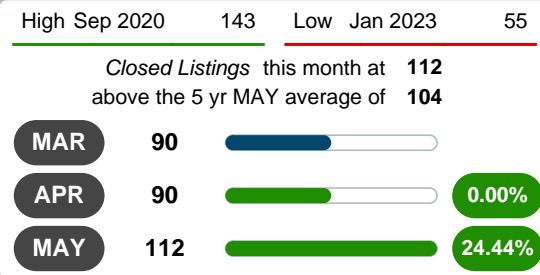


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 104



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	10.71%	12.5	6	5	0	1
\$75,001 - \$100,000	13	11.61%	42.0	4	8	1	0
\$100,001 - \$125,000	9	8.04%	26.0	4	5	0	0
\$125,001 - \$175,000	28	25.00%	19.0	5	21	2	0
\$175,001 - \$250,000	23	20.54%	52.0	6	12	5	0
\$250,001 - \$400,000	16	14.29%	22.0	2	7	7	0
\$400,001 and up	11	9.82%	33.0	0	7	2	2
Total Closed Units	112			27	65	17	3
Total Closed Volume	22,717,514	100%	25.0	3.76M	13.14M	4.45M	1.37M
Median Closed Price	\$166,500			\$125,000	\$163,000	\$256,900	\$475,000

May 2023



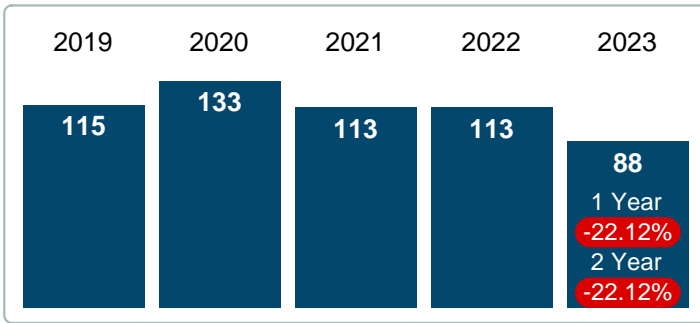
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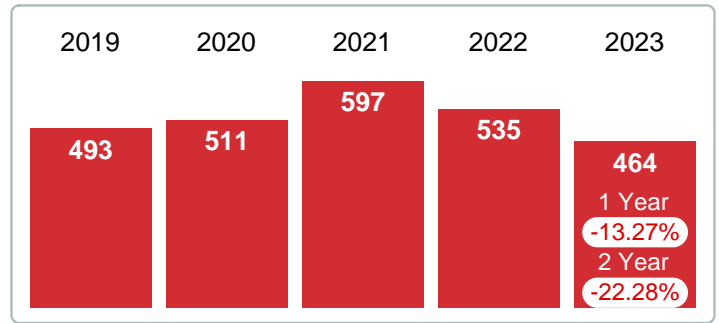
PENDING LISTINGS

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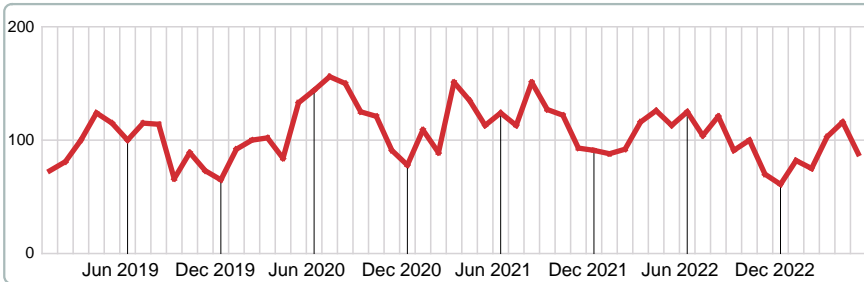
MAY



YEAR TO DATE (YTD)

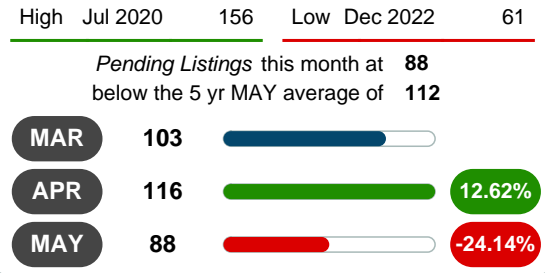


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 112



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.55%	24.5	1	3	0	0
\$50,001 - \$75,000	9	10.23%	8.0	4	5	0	0
\$75,001 - \$125,000	17	19.32%	41.0	8	7	2	0
\$125,001 - \$175,000	17	19.32%	23.0	4	10	3	0
\$175,001 - \$275,000	20	22.73%	33.0	3	13	4	0
\$275,001 - \$475,000	12	13.64%	48.0	0	8	3	1
\$475,001 and up	9	10.23%	62.0	1	3	3	2
Total Pending Units	88			21	49	15	3
Total Pending Volume	21,633,100	100%	36.0	2.79M	10.74M	6.38M	1.72M
Median Listing Price	\$169,900			\$99,000	\$169,900	\$258,900	\$544,000

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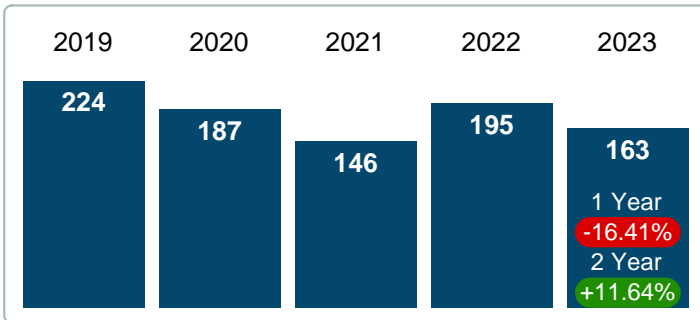
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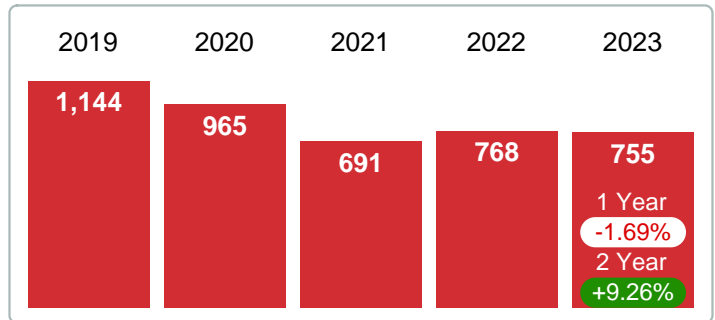
NEW LISTINGS

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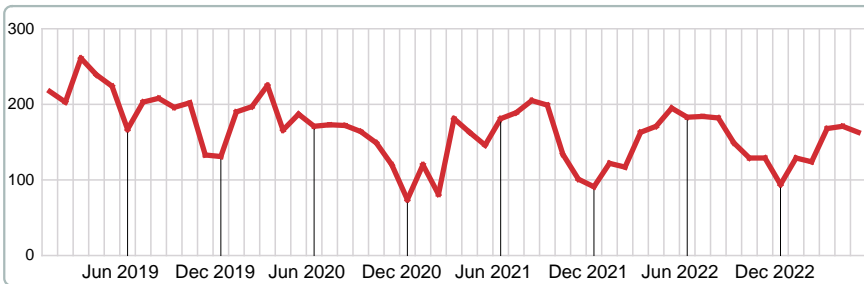
MAY



YEAR TO DATE (YTD)

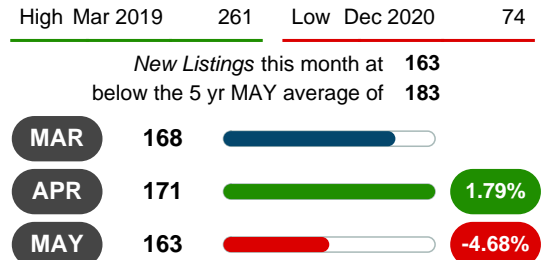


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	163		39	82	33	9
Total New Listed Volume	45,911,795	100%	7.13M	18.19M	14.10M	6.49M
Median New Listed Listing Price	\$195,000		\$130,000	\$179,900	\$300,000	\$699,900

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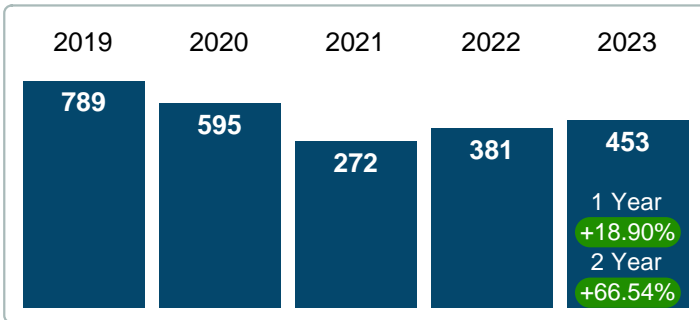
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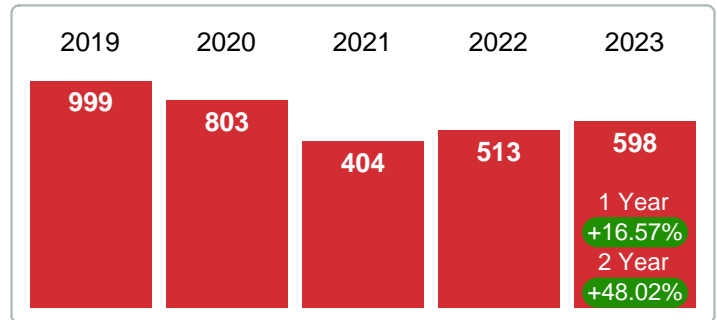
ACTIVE INVENTORY

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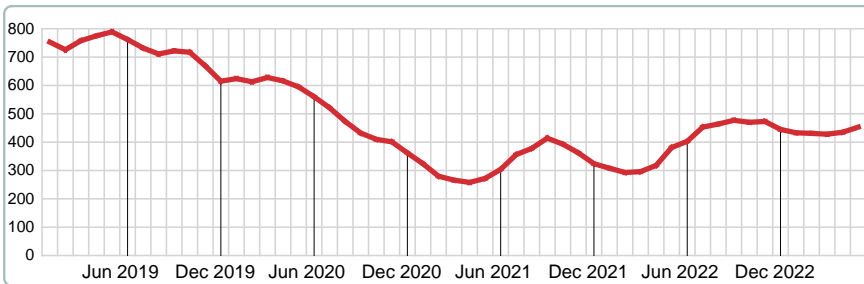
END OF MAY



ACTIVE DURING MAY

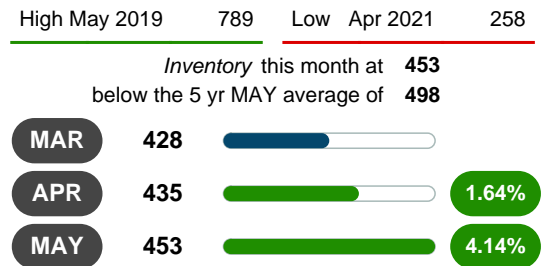


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 498



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	36	7.95%	61.5	17	18	1	0	
\$75,001 - \$125,000	54	11.92%	43.5	17	33	2	2	
\$125,001 - \$175,000	76	16.78%	53.5	19	44	12	1	
\$175,001 - \$275,000	102	22.52%	63.0	21	52	27	2	
\$275,001 - \$450,000	88	19.43%	63.5	11	48	22	7	
\$450,001 - \$675,000	45	9.93%	72.0	5	29	9	2	
\$675,001 and up	52	11.48%	56.0	3	9	27	13	
Total Active Inventory by Units		453		93	233	100	27	
Total Active Inventory by Volume		159,067,875	100%	58.0	23.16M	65.41M	53.49M	17.00M
Median Active Inventory Listing Price		\$229,500			\$169,000	\$215,000	\$327,000	\$520,000

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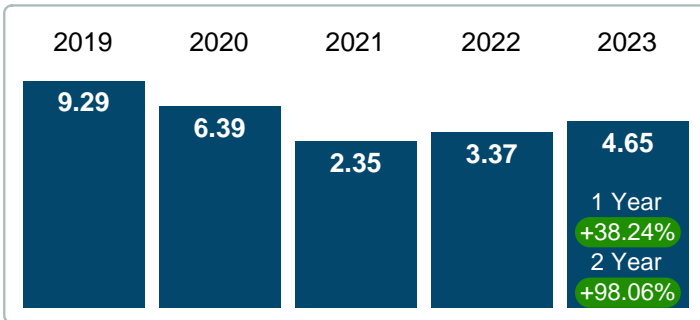
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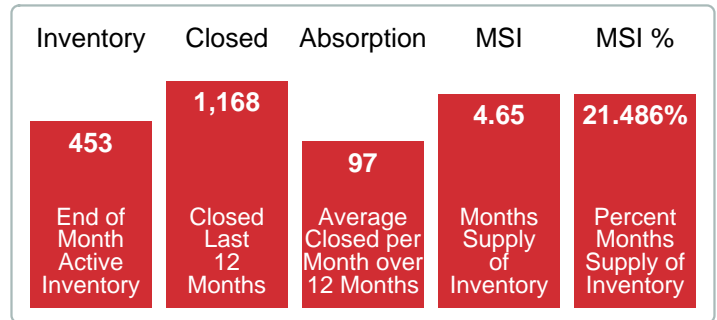
MONTHS SUPPLY of INVENTORY (MSI)

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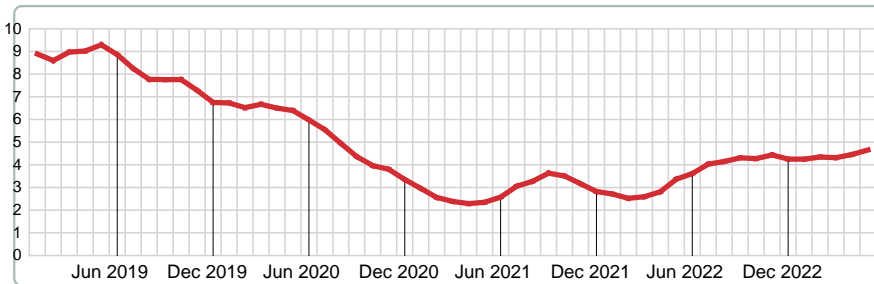
MSI FOR MAY



INDICATORS FOR MAY 2023

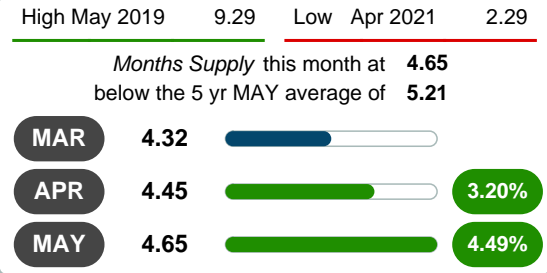


5 YEAR MARKET ACTIVITY TRENDS



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

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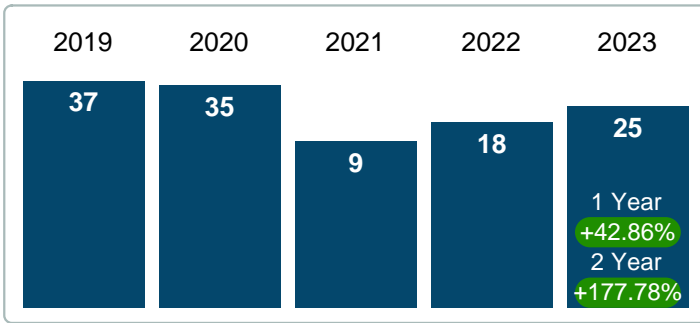
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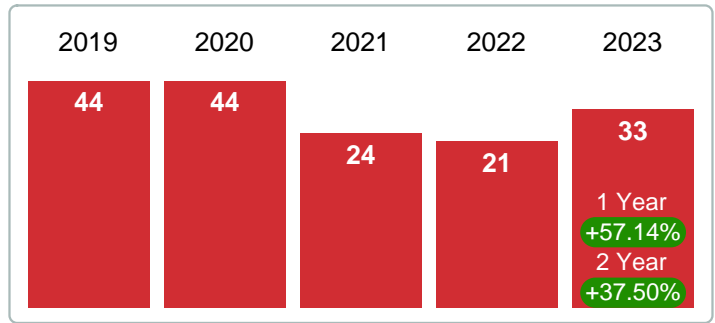
MEDIAN DAYS ON MARKET TO SALE

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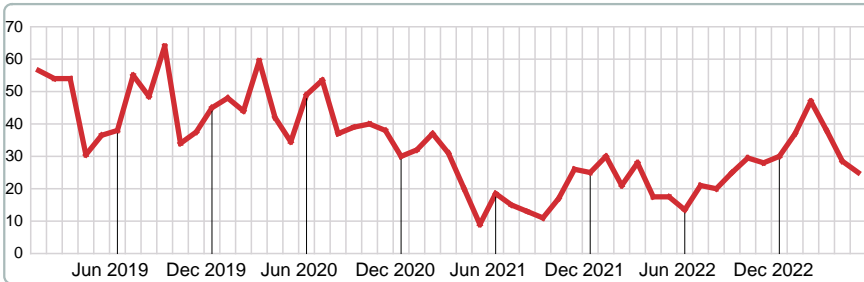
MAY



YEAR TO DATE (YTD)

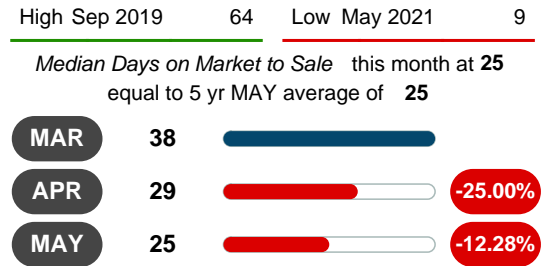


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 25



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	12	10.71%	13	21	8	0	53
\$75,001 - \$100,000	13	11.61%	42	26	37	85	0
\$100,001 - \$125,000	9	8.04%	26	26	26	0	0
\$125,001 - \$175,000	28	25.00%	19	30	14	21	0
\$175,001 - \$250,000	23	20.54%	52	76	51	11	0
\$250,001 - \$400,000	16	14.29%	22	4	21	45	0
\$400,001 and up	11	9.82%	33	0	33	20	43
Median Closed DOM			25	27	21	38	53
Total Closed Units		100%	25.0	27	65	17	3
Total Closed Volume			22,717,514	3.76M	13.14M	4.45M	1.37M

May 2023



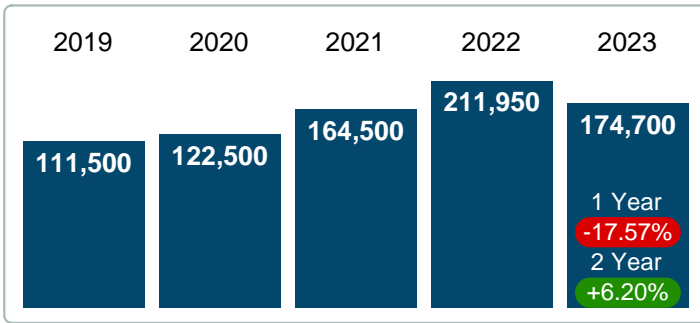
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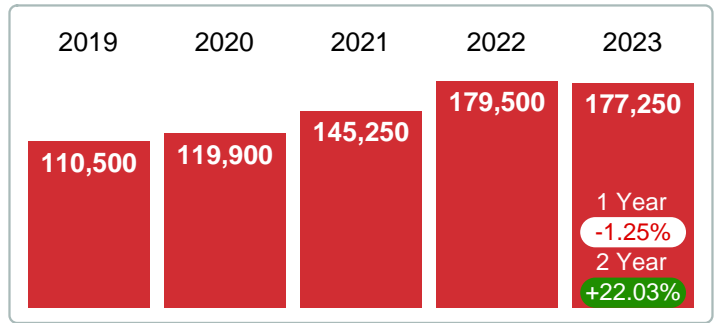
MEDIAN LIST PRICE AT CLOSING

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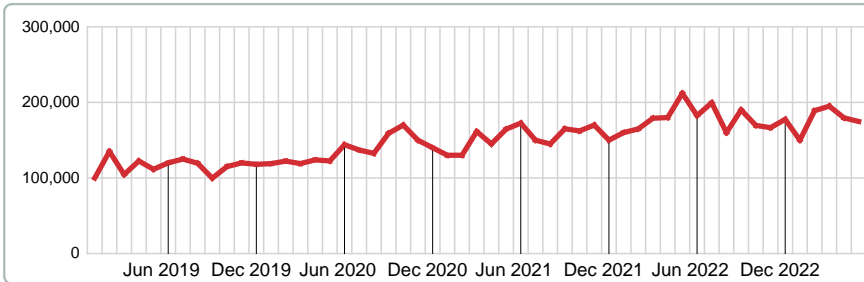
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

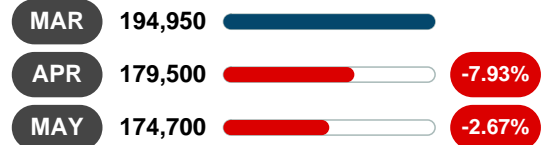


3 MONTHS

5 year MAY AVG = 157,030

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

Median List Price at Closing this month at **174,700**
above the 5 yr MAY average of **157,030**



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	10.71%	58,500	55,000	67,400	0	0
\$75,001 - \$100,000	12.50%	90,000	90,000	90,900	87,500	84,900
\$100,001 - \$125,000	8.04%	124,900	124,900	119,950	0	0
\$125,001 - \$175,000	20.54%	149,000	139,500	152,000	155,500	0
\$175,001 - \$250,000	23.21%	199,900	199,000	199,900	220,000	0
\$250,001 - \$400,000	16.96%	314,900	297,000	300,000	319,900	0
\$400,001 and up	8.04%	599,900	0	599,900	0	687,000
Median List Price		174,700	125,000	169,900	254,900	499,000
Total Closed Units	100%	174,700	27	65	17	3
Total Closed Volume		23,489,400	3.86M	13.69M	4.48M	1.46M

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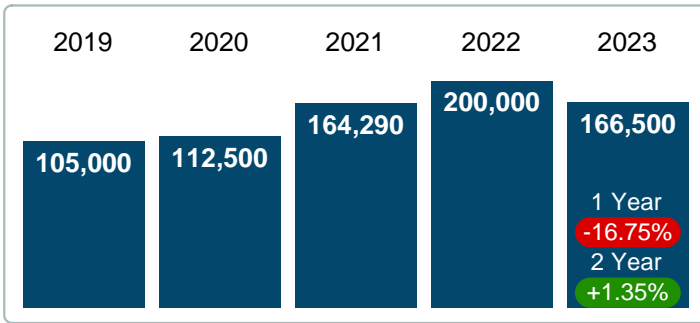
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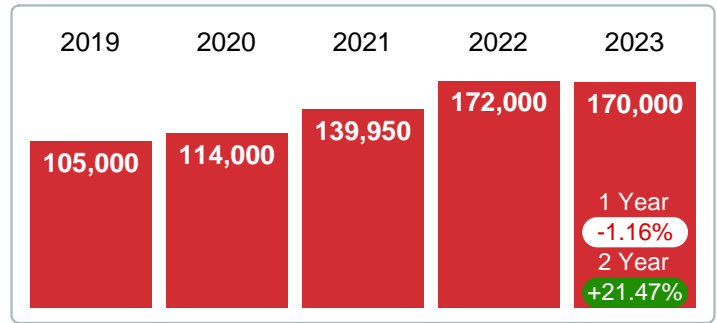
MEDIAN SOLD PRICE AT CLOSING

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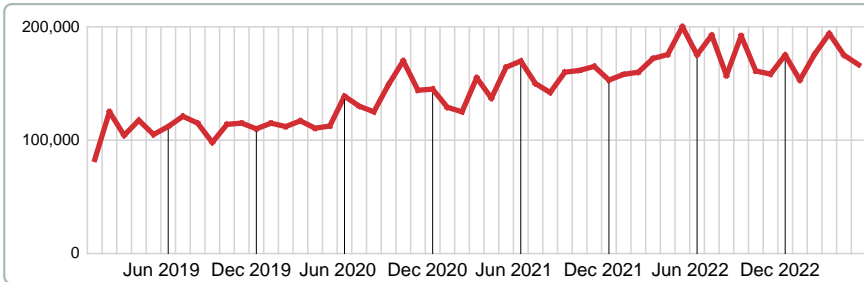
MAY



YEAR TO DATE (YTD)

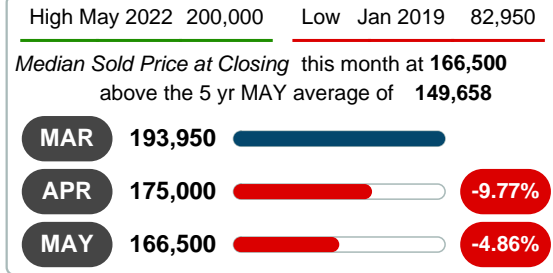


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 149,658



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	12	10.71%	55,500	45,500	60,000	0	70,000
\$75,001 - \$100,000	13	11.61%	85,000	84,050	87,450	87,500	0
\$100,001 - \$125,000	9	8.04%	106,350	114,250	106,350	0	0
\$125,001 - \$175,000	28	25.00%	149,500	147,000	149,000	153,000	0
\$175,001 - \$250,000	23	20.54%	205,000	201,000	201,000	215,000	0
\$250,001 - \$400,000	16	14.29%	297,500	339,500	280,000	304,900	0
\$400,001 and up	11	9.82%	549,000	0	580,000	420,000	650,000
Median Sold Price			166,500	125,000	163,000	256,900	475,000
Total Closed Units		100%	112	27	65	17	3
Total Closed Volume			22,717,514	3.76M	13.14M	4.45M	1.37M

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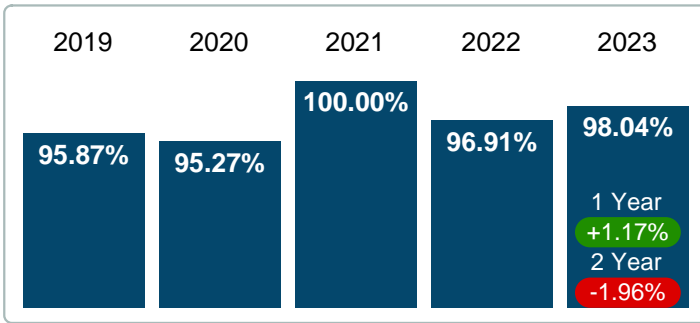
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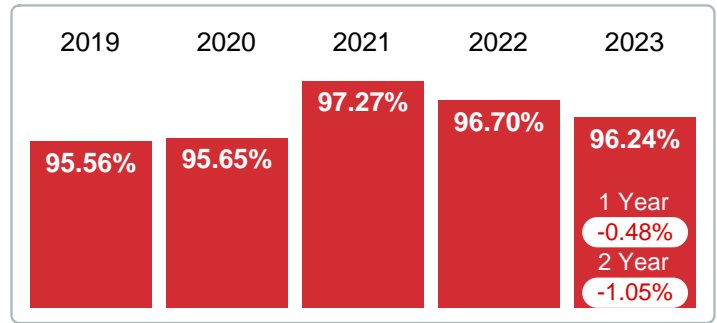
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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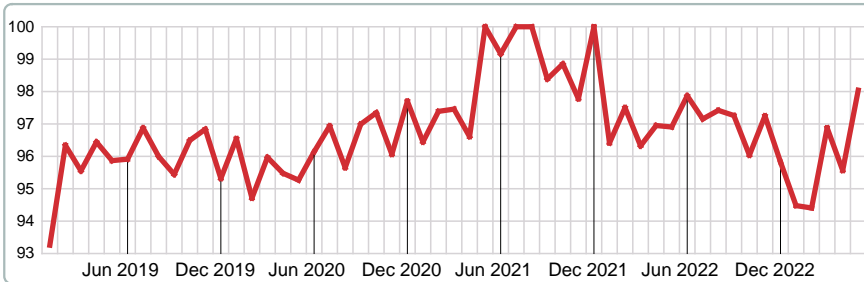
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

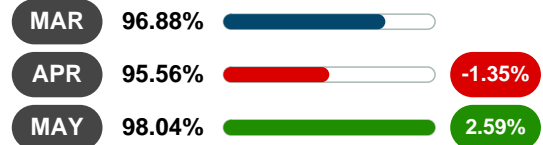


3 MONTHS

5 year MAY AVG = 97.22%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **98.04%** above the 5 yr MAY average of **97.22%**



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	12	10.71%	92.86%	96.36%	92.99%	0.00%	82.45%
\$75,001 - \$100,000	13	11.61%	100.00%	100.31%	94.07%	100.00%	0.00%
\$100,001 - \$125,000	9	8.04%	98.80%	97.48%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	28	25.00%	100.00%	100.00%	100.00%	99.64%	0.00%
\$175,001 - \$250,000	23	20.54%	97.05%	96.69%	95.85%	100.00%	0.00%
\$250,001 - \$400,000	16	14.29%	98.72%	99.49%	95.79%	100.00%	0.00%
\$400,001 and up	11	9.82%	97.27%	0.00%	97.27%	105.40%	94.74%
Median Sold/List Ratio		98.04%		100.00%	97.22%	100.00%	94.29%
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



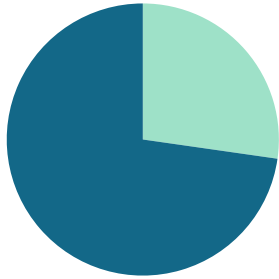
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

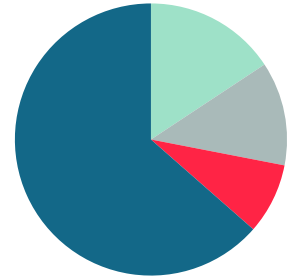


Inventory
 New Listings
163 = 27.26%
 Start Inventory
435
 Total Inventory Units
598
 Volume
\$218,423,774

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%
Median List Price	211,950	174,700	-17.57%	179,500	177,250	-1.25%
Median Sale Price	200,000	166,500	-16.75%	172,000	170,000	-1.16%
Median Percent of Selling Price to List Price	96.91%	98.04%	1.17%	96.70%	96.24%	-0.48%
Median Days on Market to Sale	17.50	25.00	42.86%	21.00	33.00	57.14%
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

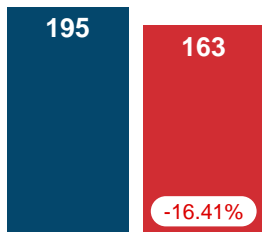
Inventory on May 31, 2023 = **453**

2022 **2023**

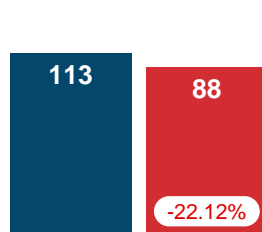
MAY MARKET

MEDIAN PRICES

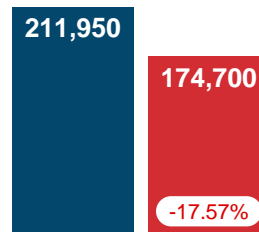
New Listings



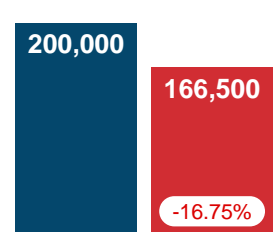
Pending Listings



List Price



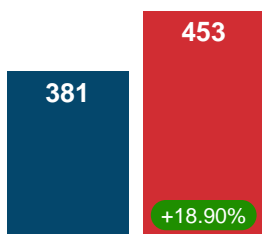
Sale Price



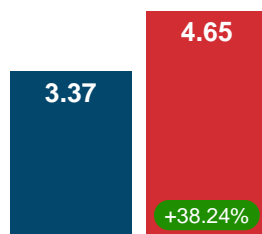
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

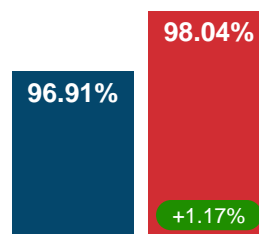
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

