# October 2023

**RE DATUM**

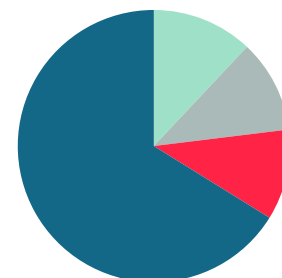Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type

**MLS technology | inc**

## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 15, 2023 for MLS Technology Inc.

| Compared | October | | |
|---|---|---|---|
| Metrics | 2022 | 2023 | +/-% |
| Closed Listings | 108 | 88 | -18.52% |
| Pending Listings | 100 | 81 | -19.00% |
| New Listings | 129 | 146 | 13.18% |
| Average List Price | 194,300 | 239,773 | 23.40% |
| Average Sale Price | 185,791 | 227,028 | 22.20% |
| Average Percent of Selling Price to List Price | 95.00% | 95.03% | 0.03% |
| Average Days on Market to Sale | 40.54 | 44.39 | 9.50% |
| End of Month Inventory | 470 | 485 | 3.19% |
| Months Supply of Inventory | 4.28 | 5.37 | 25.68% |

**Absorption:** Last 12 months, an Average of **90** Sales/Month
**Active Inventory** as of October 31, 2023 = **485**

- Closed (12.01%)
- Pending (11.05%)
- Other OffMarket (10.78%)
- Active (66.17%)

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **3.19%** to 485 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **5.37** 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 **22.20%** in October 2023 to $227,028 versus the previous year at $185,791.

### Average Days on Market Lengthens

The average number of **44.39** days that homes spent on the market before selling increased by 3.85 days or **9.50%** in October 2023 compared to last year's same month at **40.54** DOM.

### Sales Success for October 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 146 New Listings in October 2023, up **13.18%** from last year at 129. Furthermore, there were 88 Closed Listings this month versus last year at 108, a **-18.52%** decrease.

Closed versus Listed trends yielded a **60.3%** ratio, down from previous year's, October 2022, at **83.7%**, a **28.01%** downswing. This will certainly create pressure on an increasing Monthï¿½s Supply of Inventory (MSI) in the months to come.

## What's in this Issue

## 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
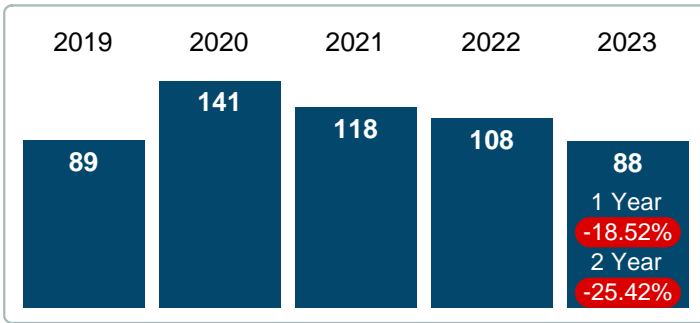**Email:** support@mlstechnology.com

**RE DATUM**

# October 2023

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

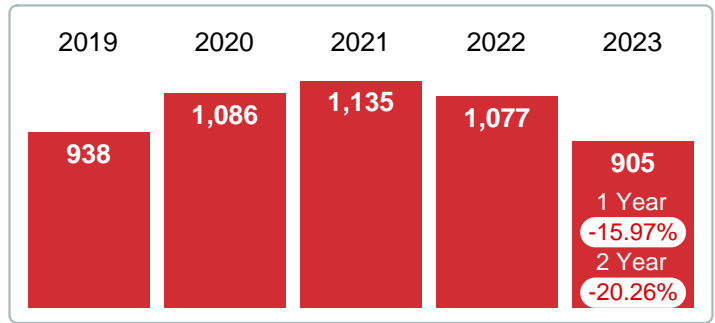**MLS** technology | inc

## CLOSED LISTINGS

Report produced on Nov 15, 2023 for MLS Technology Inc.

### OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 89 | 141 | 118 | 108 | 88 |

2023: 1 Year -18.52% | 2 Year -25.42%

### YEAR TO DATE (YTD)

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 938 | 1,086 | 1,135 | 1,077 | 905 |

2023: 1 Year -15.97% | 2 Year -20.26%

### 5 YEAR MARKET ACTIVITY TRENDS



Jun 2019  Dec 2019  Jun 2020  Dec 2020  Jun 2021  Dec 2021  Jun 2022  Dec 2022  Jun 2023

### 3 MONTHS          5 year OCT AVG = 109

| High Sep 2020 | 143 | Low Jan 2023 | 55 |

*Closed Listings* this month at **88**
below the 5 yr OCT average of **109**

| AUG | 103 | |
| SEP | 111 | 7.77% |
| OCT | 88 | -20.72% |
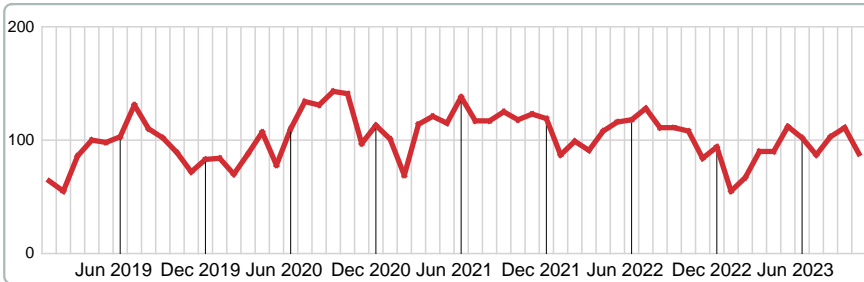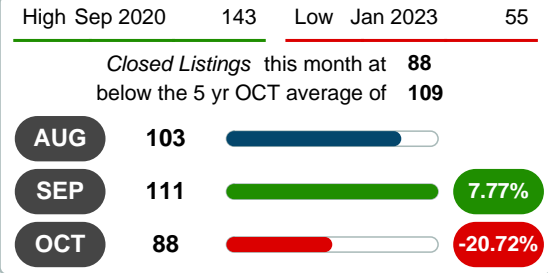
## CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|
| $50,000 and less | 3 | 3.41% | 53.3 | 1 | 2 | 0 | 0 |
| $50,001 $100,000 | 16 | 18.18% | 37.1 | 4 | 12 | 0 | 0 |
| $100,001 $125,000 | 9 | 10.23% | 24.6 | 4 | 4 | 1 | 0 |
| $125,001 $175,000 | 23 | 26.14% | 41.2 | 3 | 19 | 1 | 0 |
| $175,001 $275,000 | 16 | 18.18% | 43.3 | 2 | 12 | 1 | 1 |
| $275,001 $450,000 | 12 | 13.64% | 51.4 | 2 | 5 | 4 | 1 |
| $450,001 and up | 9 | 10.23% | 75.0 | 0 | 5 | 4 | 0 |
| Total Closed Units | 88 | | | 16 | 59 | 11 | 2 |
| Total Closed Volume | 19,978,500 | 100% | 44.4 | 2.41M | 11.84M | 5.20M | 534.00K |
| Average Closed Price | $227,028 | | | $150,744 | $200,636 | $472,282 | $267,000 |

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**

# October 2023

**RE DATUM**

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

**MLS technology | INC**

## PENDING LISTINGS

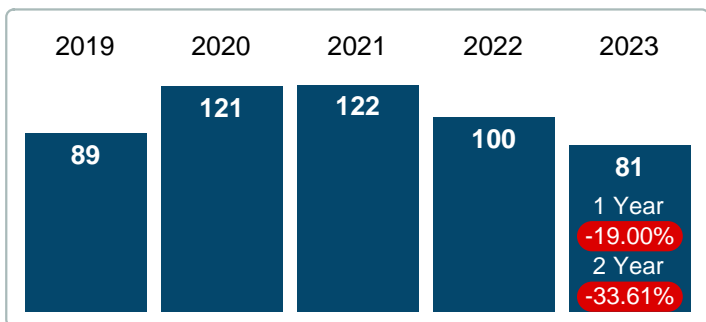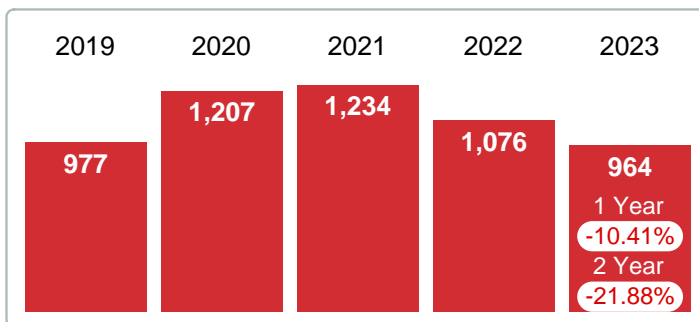Report produced on Nov 15, 2023 for MLS Technology Inc.

### OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 89 | 121 | 122 | 100 | 81 |

2023: 1 Year -19.00%  2 Year -33.61%

### YEAR TO DATE (YTD)

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 977 | 1,207 | 1,234 | 1,076 | 964 |

2023: 1 Year -10.41%  2 Year -21.88%

### 5 YEAR MARKET ACTIVITY TRENDS



Jun 2019   Dec 2019   Jun 2020   Dec 2020   Jun 2021   Dec 2021   Jun 2022   Dec 2022   Jun 2023

### 3 MONTHS

**5 year OCT AVG = 103**

| High | Jul 2020 | 156 | Low | Dec 2022 | 61 |

*Pending Listings* this month at **81**
below the 5 yr OCT average of **103**

| AUG | 120 | |
| SEP | 88 | -26.67% |
| OCT | 81 | -7.95% |
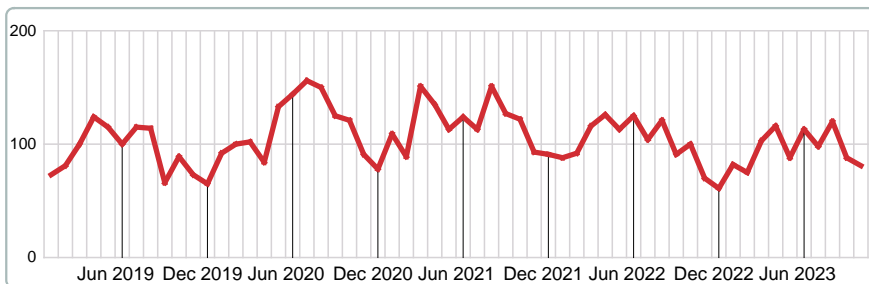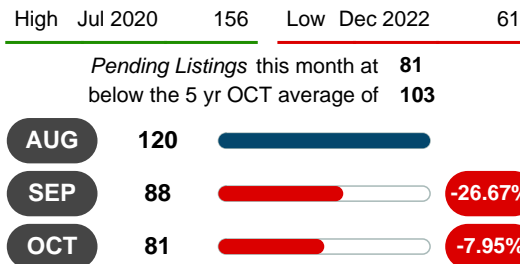
## PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|---|
| $75,000 and less | 9 | 11.11% | 111.7 | 1 | 7 | 1 | 0 |
| $75,001 $100,000 | 7 | 8.64% | 49.4 | 1 | 6 | 0 | 0 |
| $100,001 $125,000 | 4 | 4.94% | 35.3 | 0 | 3 | 1 | 0 |
| $125,001 $225,000 | 28 | 34.57% | 57.9 | 7 | 17 | 4 | 0 |
| $225,001 $275,000 | 14 | 17.28% | 48.5 | 1 | 11 | 1 | 1 |
| $275,001 $550,000 | 11 | 13.58% | 53.5 | 3 | 5 | 2 | 1 |
| $550,001 and up | 8 | 9.88% | 95.1 | 0 | 3 | 4 | 1 |
| Total Pending Units | 81 | | | 13 | 52 | 13 | 3 |
| Total Pending Volume | 21,986,999 | 100% | 69.2 | 2.60M | 11.01M | 6.96M | 1.42M |
| Average Listing Price | $273,960 | | | $200,231 | $211,754 | $535,215 | $471,667 |

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**
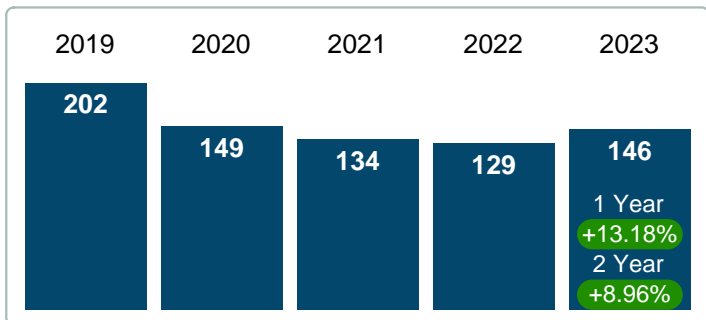
**RE DATUM**

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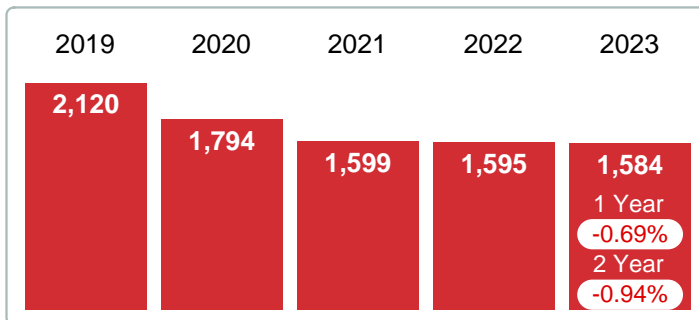**MLS technology | INC**

## NEW LISTINGS

Report produced on Nov 15, 2023 for MLS Technology Inc.

### OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 202 | 149 | 134 | 129 | 146 |

2023:
1 Year +13.18%
2 Year +8.96%

### YEAR TO DATE (YTD)

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 2,120 | 1,794 | 1,599 | 1,595 | 1,584 |

2023:
1 Year -0.69%
2 Year -0.94%

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS          5 year OCT AVG = 152

| High Mar 2019 | 261 | Low Dec 2020 | 74 |
|---|---|---|---|

*New Listings* this month at **146**
below the 5 yr OCT average of **152**

| AUG | 196 | |
| SEP | 144 | -26.53% |
| OCT | 146 | 1.39% |
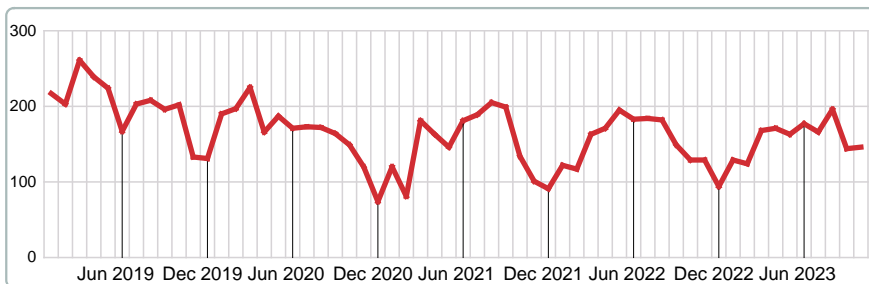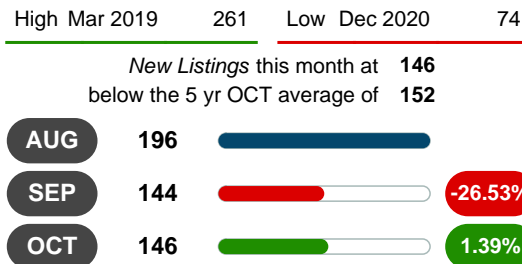
### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|
| $75,000 and less | 14 | 9.59% | 6 | 8 | 0 | 0 |
| $75,001 $125,000 | 16 | 10.96% | 2 | 14 | 0 | 0 |
| $125,001 $150,000 | 15 | 10.27% | 4 | 10 | 1 | 0 |
| $150,001 $250,000 | 49 | 33.56% | 10 | 31 | 6 | 2 |
| $250,001 $325,000 | 19 | 13.01% | 1 | 12 | 4 | 2 |
| $325,001 $550,000 | 19 | 13.01% | 0 | 11 | 6 | 2 |
| $550,001 and up | 14 | 9.59% | 0 | 5 | 6 | 3 |
| Total New Listed Units | 146 | | 23 | 91 | 23 | 9 |
| Total New Listed Volume | 40,959,198 | 100% | 3.16M | 22.05M | 10.83M | 4.91M |
| Average New Listed Listing Price | $227,800 | | $137,461 | $242,318 | $470,956 | $546,078 |

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**
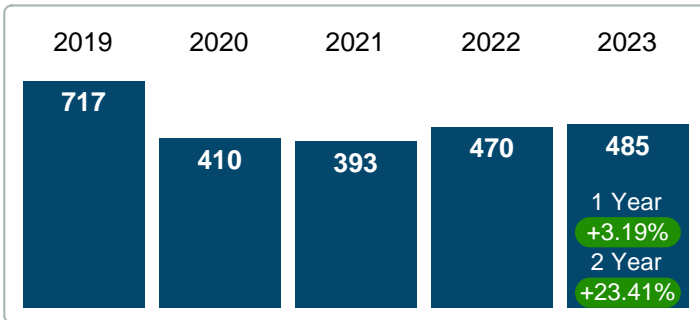
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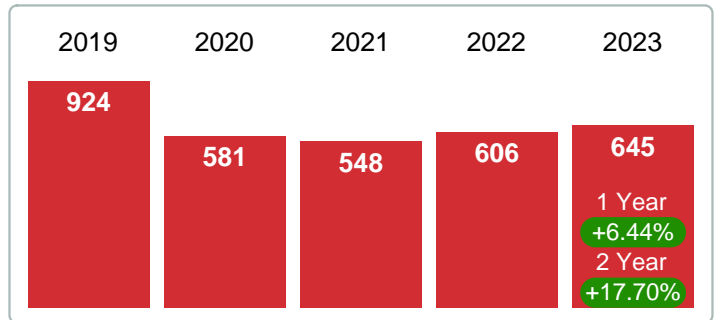
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## ACTIVE INVENTORY

Report produced on Nov 15, 2023 for MLS Technology Inc.

### END OF OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 717 | 410 | 393 | 470 | 485 |

2023: 1 Year +3.19% | 2 Year +23.41%

### ACTIVE DURING OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 924 | 581 | 548 | 606 | 645 |

2023: 1 Year +6.44% | 2 Year +17.70%

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

**5 year OCT AVG = 495**

High May 2019   789     Low   Apr 2021   258

*Inventory* this month at **485**
below the 5 yr OCT average of **495**

| AUG | 514 | |
| SEP | 499 | -2.92% |
| OCT | 485 | -2.81% |
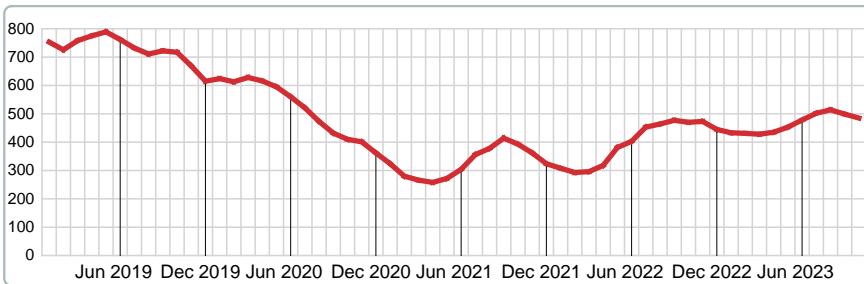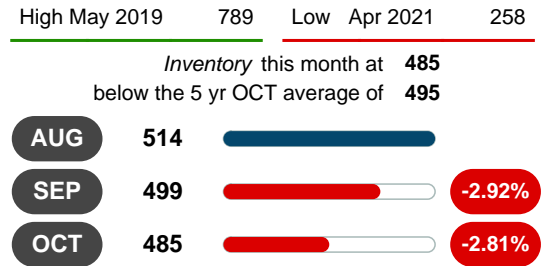
## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|---|
| $75,000 and less | 30 | 6.19% | 80.7 | 16 | 13 | 0 | 1 |
| $75,001 $125,000 | 50 | 10.31% | 73.1 | 10 | 37 | 2 | 1 |
| $125,001 $175,000 | 86 | 17.73% | 73.7 | 20 | 48 | 14 | 4 |
| $175,001 $300,000 | 135 | 27.84% | 72.0 | 23 | 89 | 18 | 5 |
| $300,001 $475,000 | 72 | 14.85% | 89.6 | 7 | 32 | 23 | 10 |
| $475,001 $725,000 | 61 | 12.58% | 96.6 | 8 | 24 | 24 | 5 |
| $725,001 and up | 51 | 10.52% | 107.4 | 4 | 9 | 29 | 9 |
| Total Active Inventory by Units | 485 | | | 88 | 252 | 110 | 35 |
| Total Active Inventory by Volume | 189,951,286 | 100% | 82.4 | 24.46M | 73.14M | 71.13M | 21.21M |
| Average Active Inventory Listing Price | $391,652 | | | $277,951 | $290,256 | $646,672 | $606,090 |

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**

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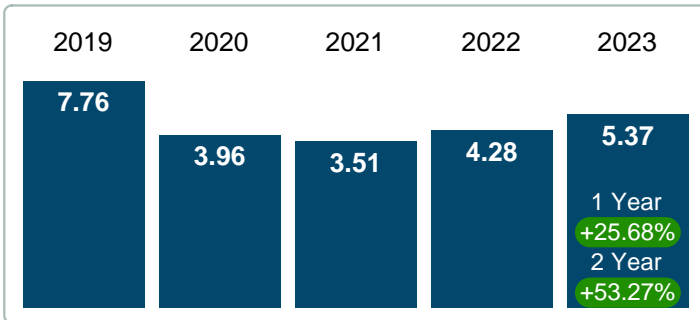
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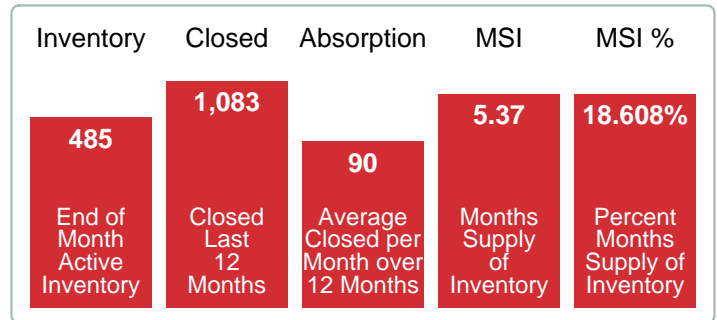
**MLS technology | INC**

## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 15, 2023 for MLS Technology Inc.

### MSI FOR OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 7.76 | 3.96 | 3.51 | 4.28 | 5.37 |

2023:
- 1 Year +25.68%
- 2 Year +53.27%

### INDICATORS FOR OCTOBER 2023

| Inventory | Closed | Absorption | MSI | MSI % |
|-----------|--------|------------|-----|-------|
| 485 | 1,083 | 90 | 5.37 | 18.608% |
| End of Month Active Inventory | Closed Last 12 Months | Average Closed per Month over 12 Months | Months Supply of Inventory | Percent Months Supply of Inventory |

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

**5 year OCT AVG = 4.98**

| High May 2019 | 9.29 | Low Apr 2021 | 2.29 |
|---|---|---|---|

*Months Supply* this month at **5.37**
above the 5 yr OCT average of **4.98**

| AUG | 5.59 | |
| SEP | 5.43 | -2.92% |
| OCT | 5.37 | -1.01% |
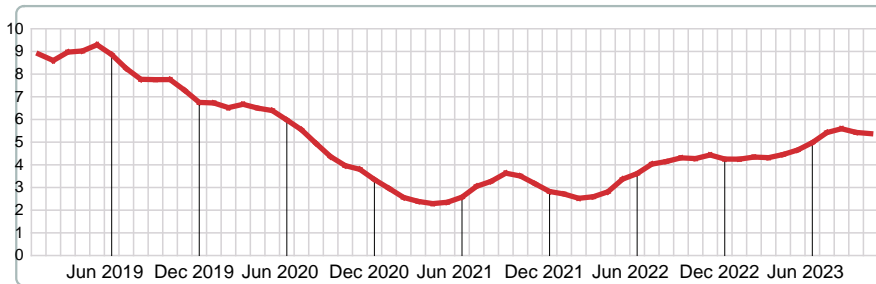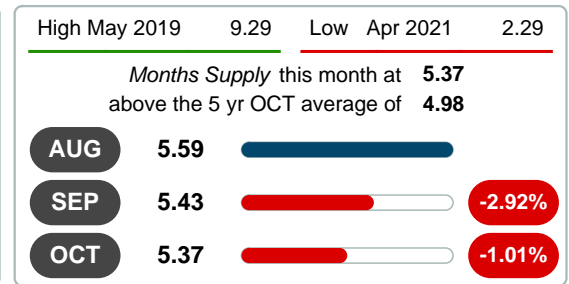
## MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|---|
| $75,000 and less | 30 | 6.19% | 2.18 | 2.37 | 1.97 | 0.00 | 6.00 |
| $75,001 $125,000 | 50 | 10.31% | 3.70 | 2.31 | 4.67 | 1.85 | 6.00 |
| $125,001 $175,000 | 86 | 17.73% | 4.32 | 5.00 | 3.47 | 6.72 | 0.00 |
| $175,001 $300,000 | 135 | 27.84% | 5.21 | 6.90 | 5.45 | 3.27 | 6.67 |
| $300,001 $475,000 | 72 | 14.85% | 6.80 | 4.94 | 5.91 | 7.08 | 20.00 |
| $475,001 $725,000 | 61 | 12.58% | 14.94 | 96.00 | 9.60 | 20.57 | 15.00 |
| $725,001 and up | 51 | 10.52% | 20.40 | 48.00 | 9.82 | 29.00 | 18.00 |

| | | | | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|---|
| Market Supply of Inventory (MSI) | 5.37 | 100% | 5.37 | 4.40 | 4.71 | 7.67 | 14.48 |
| Total Active Inventory by Units | 485 | | | 88 | 252 | 110 | 35 |

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email:  support@mlstechnology.com**

# October 2023

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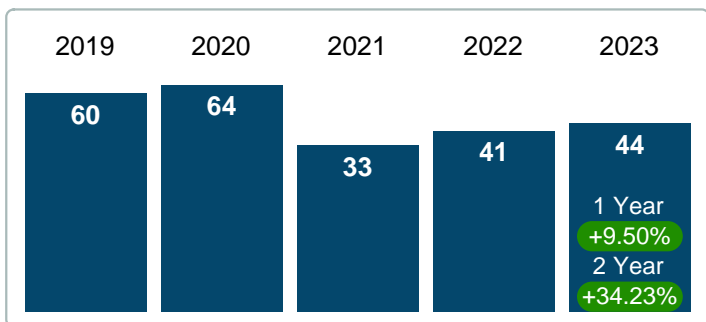
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type
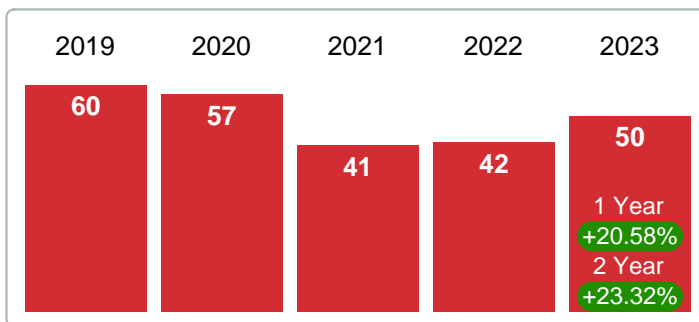
**MLS** technology | INC

## AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 15, 2023 for MLS Technology Inc.

### OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 60 | 64 | 33 | 41 | 44 |

2023: 1 Year +9.50%  2 Year +34.23%

### YEAR TO DATE (YTD)

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 60 | 57 | 41 | 42 | 50 |

2023: 1 Year +20.58%  2 Year +23.32%

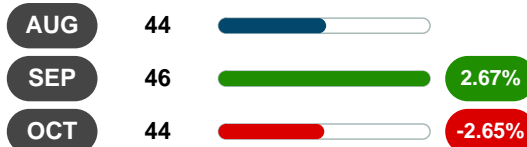### 5 YEAR MARKET ACTIVITY TRENDS
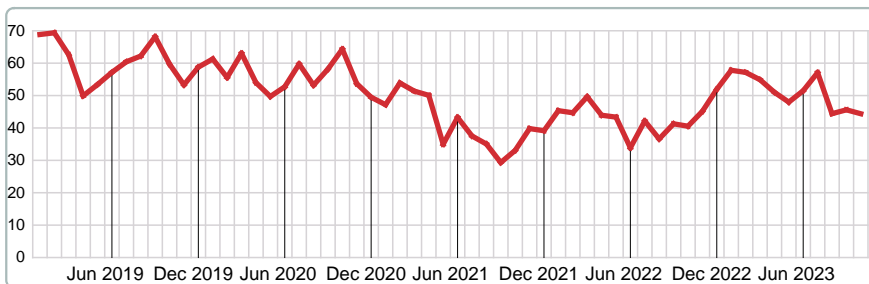


### 3 MONTHS

**5 year OCT AVG = 48**

| High Feb 2019 | 69 | Low Sep 2021 | 29 |

*Average Days on Market to Sale* this month at **44** below the 5 yr OCT average of **48**

| AUG | 44 | |
| SEP | 46 | 2.67% |
| OCT | 44 | -2.65% |

### 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 | 3 | 3.41% | 53 | 9 | 76 | 0 | 0 |
| $50,001 $100,000 | 16 | 18.18% | 37 | 26 | 41 | 0 | 0 |
| $100,001 $125,000 | 9 | 10.23% | 25 | 24 | 29 | 7 | 0 |
| $125,001 $175,000 | 23 | 26.14% | 41 | 40 | 41 | 49 | 0 |
| $175,001 $275,000 | 16 | 18.18% | 43 | 10 | 54 | 14 | 17 |
| $275,001 $450,000 | 12 | 13.64% | 51 | 38 | 68 | 36 | 56 |
| $450,001 and up | 9 | 10.23% | 75 | 0 | 100 | 44 | 0 |
| Average Closed DOM | 44 | | | 27 | 51 | 35 | 37 |
| Total Closed Units | 88 | 100% | 44 | 16 | 59 | 11 | 2 |
| Total Closed Volume | 19,978,500 | | | 2.41M | 11.84M | 5.20M | 534.00K |

**Contact: MLS Technology Inc.**          Phone: 918-663-7500          Email: support@mlstechnology.com
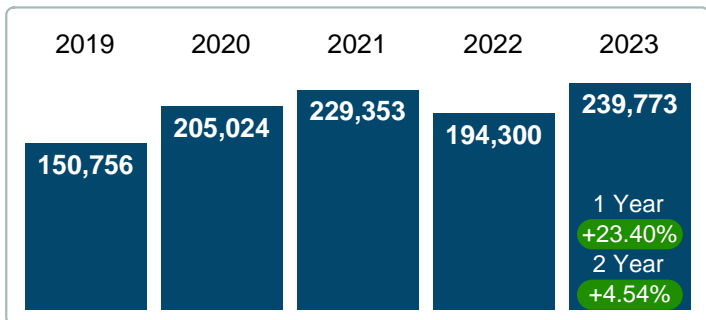
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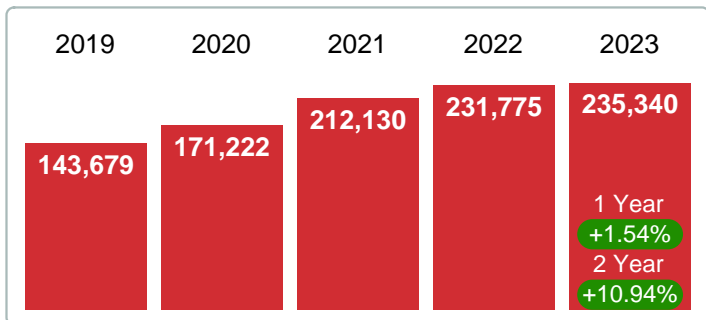
**MLS** technology | inc

## AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 15, 2023 for MLS Technology Inc.

### OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 150,756 | 205,024 | 229,353 | 194,300 | 239,773 |

1 Year +23.40%
2 Year +4.54%

### YEAR TO DATE (YTD)

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 143,679 | 171,222 | 212,130 | 231,775 | 235,340 |

1 Year +1.54%
2 Year +10.94%

### 5 YEAR MARKET ACTIVITY TRENDS
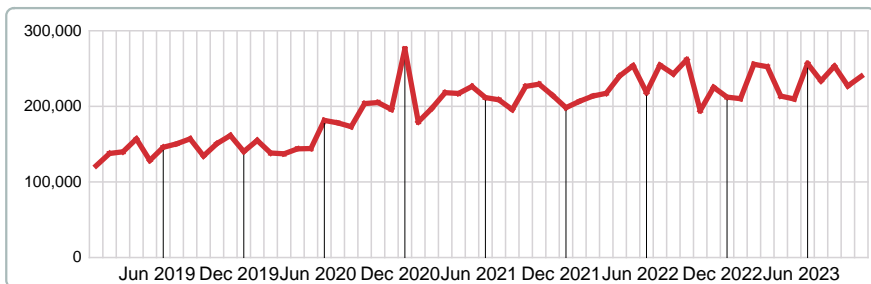
**3 MONTHS**    5 year OCT AVG = 203,841



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

*Average List Price at Closing* this month at **239,773** above the 5 yr OCT average of **203,841**

| AUG | 253,153 | |
| SEP | 226,971 | -10.34% |
| OCT | 239,773 | 5.64% |

## 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 | 2 | 2.27% | 33,400 | 54,000 | 33,400 | 0 | 0 |
| $50,001 $100,000 | 17 | 19.32% | 79,582 | 70,250 | 86,483 | 0 | 0 |
| $100,001 $125,000 | 9 | 10.23% | 117,811 | 120,950 | 117,875 | 90,000 | 0 |
| $125,001 $175,000 | 19 | 21.59% | 151,663 | 174,300 | 156,932 | 165,000 | 0 |
| $175,001 $275,000 | 20 | 22.73% | 217,300 | 239,500 | 220,850 | 239,900 | 189,000 |
| $275,001 $450,000 | 11 | 12.50% | 358,582 | 369,000 | 377,000 | 357,875 | 369,900 |
| $450,001 and up | 10 | 11.36% | 744,800 | 0 | 678,800 | 892,250 | 0 |
| Average List Price | 239,773 | | | 159,919 | 211,644 | 499,582 | 279,450 |
| Total Closed Units | 88 | 100% | 239,773 | 16 | 59 | 11 | 2 |
| Total Closed Volume | 21,099,997 | | | 2.56M | 12.49M | 5.50M | 558.90K |

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.          **Page 8 of 11**
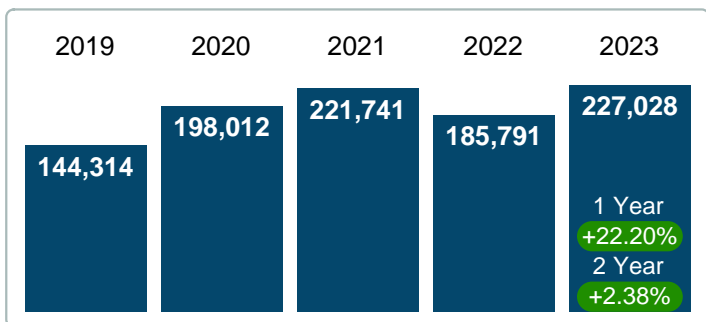
# October 2023

**RE DATUM**

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type
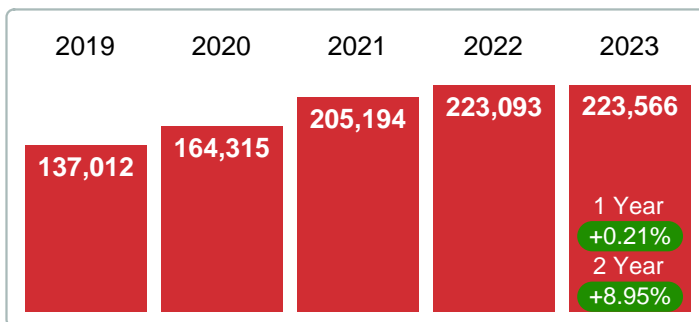
**MLS** technology | INC

## AVERAGE SOLD PRICE AT CLOSING
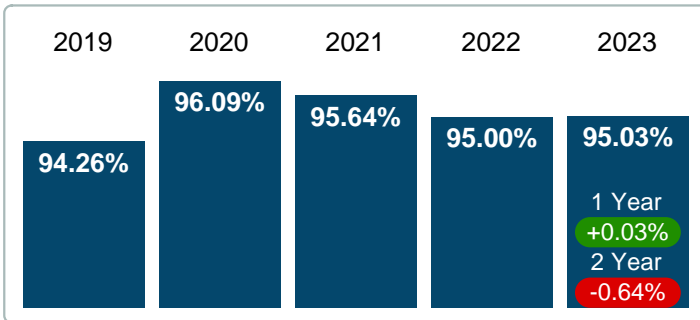
Report produced on Nov 15, 2023 for MLS Technology Inc.

### OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 144,314 | 198,012 | 221,741 | 185,791 | 227,028 |

2023: 1 Year +22.20%  2 Year +2.38%

### YEAR TO DATE (YTD)

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 137,012 | 164,315 | 205,194 | 223,093 | 223,566 |

2023: 1 Year +0.21%  2 Year +8.95%

## 5 YEAR MARKET ACTIVITY TRENDS
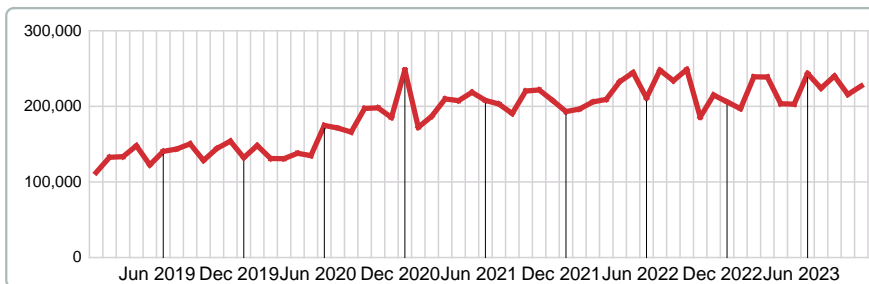


### 3 MONTHS

**5 year OCT AVG = 195,377**

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

*Average Sold Price at Closing* this month at **227,028** above the 5 yr OCT average of **195,377**

| | | | |
|------|---------|---|--------|
| AUG | 240,050 | | |
| SEP | 215,733 | | -10.13% |
| OCT | 227,028 | | 5.24% |
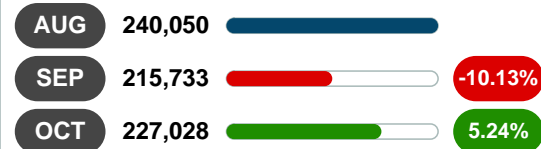
## AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| 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 | 3 | 3.41% | 34,400 | 44,000 | 29,600 | 0 | 0 |
| $50,001 $100,000 | 16 | 18.18% | 75,750 | 65,375 | 79,208 | 0 | 0 |
| $100,001 $125,000 | 9 | 10.23% | 114,444 | 117,850 | 113,375 | 105,100 | 0 |
| $125,001 $175,000 | 23 | 26.14% | 151,230 | 163,333 | 148,542 | 166,000 | 0 |
| $175,001 $275,000 | 16 | 18.18% | 213,938 | 220,000 | 213,083 | 237,000 | 189,000 |
| $275,001 $450,000 | 12 | 13.64% | 352,167 | 352,500 | 358,600 | 345,750 | 345,000 |
| $450,001 and up | 9 | 10.23% | 722,889 | 0 | 640,400 | 826,000 | 0 |
| Average Sold Price | 227,028 | | | 150,744 | 200,636 | 472,282 | 267,000 |
| Total Closed Units | 88 | 100% | 227,028 | 16 | 59 | 11 | 2 |
| Total Closed Volume | 19,978,500 | | | 2.41M | 11.84M | 5.20M | 534.00K |

# October 2023

**RE DATUM**

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type
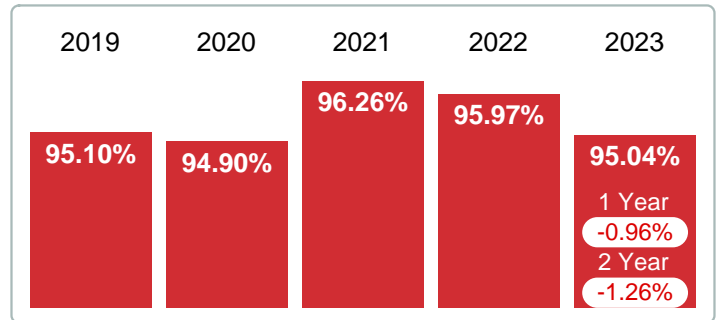
**MLS** technology | INC

## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 15, 2023 for MLS Technology Inc.

### OCTOBER

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 94.26% | 96.09% | 95.64% | 95.00% | 95.03% |

2023:
1 Year +0.03%
2 Year -0.64%

### YEAR TO DATE (YTD)

| 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|
| 95.10% | 94.90% | 96.26% | 95.97% | 95.04% |

2023:
1 Year -0.96%
2 Year -1.26%

### 5 YEAR MARKET ACTIVITY TRENDS
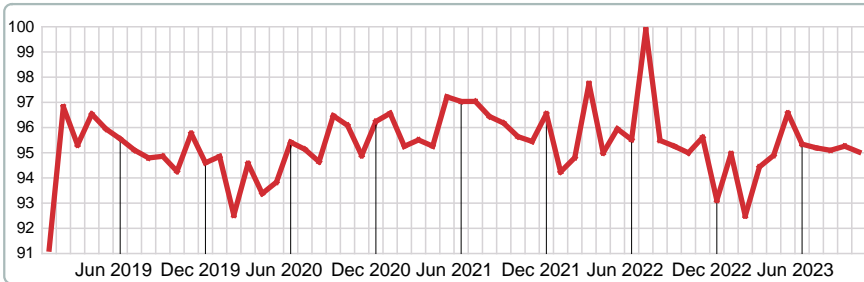


### 3 MONTHS          5 year OCT AVG = 95.20%

High Jul 2022 99.88%    Low Jan 2019 91.18%

*Average Sold/List Ratio* this month at **95.03%** equal to 5 yr OCT average of **95.20%**

| AUG | 95.10% | |
|-----|--------|--|
| SEP | 95.26% | 0.17% |
| OCT | 95.03% | -0.24% |
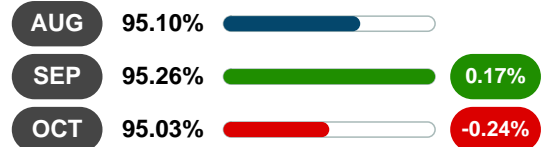
## AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | AV S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|---|
| $50,000 and less | 3 | 3.41% | 86.24% | 81.48% | 88.62% | 0.00% | 0.00% |
| $50,001 $100,000 | 16 | 18.18% | 92.03% | 93.51% | 91.54% | 0.00% | 0.00% |
| $100,001 $125,000 | 9 | 10.23% | 99.06% | 97.49% | 96.21% | 116.78% | 0.00% |
| $125,001 $175,000 | 23 | 26.14% | 95.58% | 93.82% | 95.59% | 100.61% | 0.00% |
| $175,001 $275,000 | 16 | 18.18% | 96.37% | 92.38% | 96.53% | 98.79% | 100.00% |
| $275,001 $450,000 | 12 | 13.64% | 96.07% | 95.39% | 96.53% | 96.55% | 93.27% |
| $450,001 and up | 9 | 10.23% | 94.07% | 0.00% | 95.20% | 92.67% | 0.00% |
| Average Sold/List Ratio | 95.00% | | | 93.90% | 94.81% | 97.55% | 96.63% |
| Total Closed Units | 88 | 100% | 95.00% | 16 | 59 | 11 | 2 |
| Total Closed Volume | 19,978,500 | | | 2.41M | 11.84M | 5.20M | 534.00K |

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**
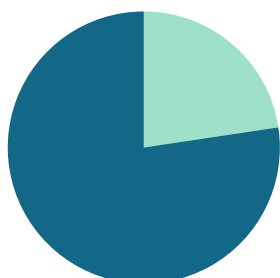
# October 2023

**RE DATUM**

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

**MLS technology | INC**

## MARKET SUMMARY

Report produced on Nov 15, 2023 for MLS Technology Inc.
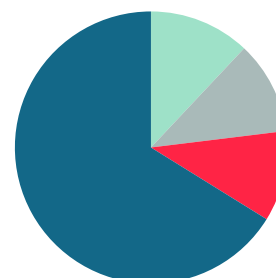
**INVENTORY**

**Inventory**

- New Listings **146 = 22.64%**
- Start Inventory **499**
- Total Inventory Units **645**
- Volume **$240,666,085**

**Market Activity**

- Closed Sales **88 = 12.01%**
- Pending Sales **81 = 11.05%**
- Other Off Market **79 = 10.78%**
- Active Inventory **485 = 66.17%**

**MARKET ACTIVITY**

| Compared | October | | | Year to Date | | |
|---|---|---|---|---|---|---|
| Metrics | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 108 | 88 | -18.52% | 1,077 | 905 | -15.97% |
| Pending Sales | 100 | 81 | -19.00% | 1,076 | 964 | -10.41% |
| New Listings | 129 | 146 | 13.18% | 1,595 | 1,584 | -0.69% |
| Average List Price | 194,300 | 239,773 | 23.40% | 231,775 | 235,340 | 1.54% |
| Average Sale Price | 185,791 | 227,028 | 22.20% | 223,093 | 223,566 | 0.21% |
| Average Percent of Selling Price to List Price | 95.00% | 95.03% | 0.03% | 95.97% | 95.04% | -0.96% |
| Average Days on Market to Sale | 40.54 | 44.39 | 9.50% | 41.85 | 50.47 | 20.58% |
| Monthly Inventory | 470 | 485 | 3.19% | 470 | 485 | 3.19% |
| Months Supply of Inventory | 4.28 | 5.37 | 25.68% | 4.28 | 5.37 | 25.68% |

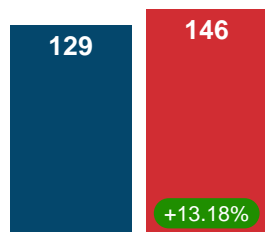**Absorption:** Last 12 months, an Average of **90** Sales/Month     **Inventory** on October 31, 2023 = **485**     **2022** **2023**
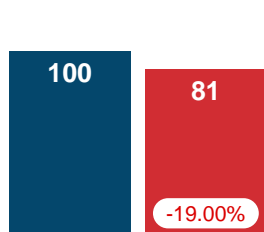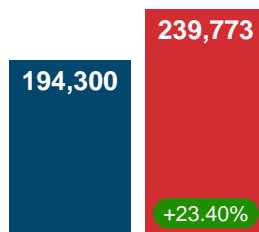
## OCTOBER MARKET

### New Listings

129 | 146 **+13.18%**

### Pending Listings

100 | 81 **-19.00%**

## AVERAGE PRICES

### List Price

194,300 | 239,773 **+23.40%**

### Sale Price

185,791 | 227,028 **+22.20%**

## INVENTORY

### Active Inventory

470 | 485 **+3.19%**
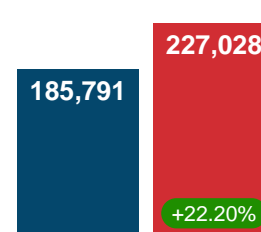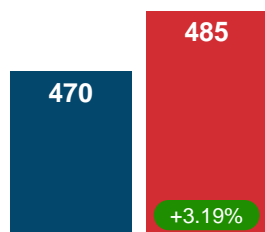
### Monthly Supply of Inventory

4.28 | 5.37 **+25.68%**

## AVERAGE SOLD/LIST RATIO & DOM

### Sale/List Ratio

95.00% | 95.03% **+0.03%**

### Days on Market

40.54 | 44.39 **+9.50%**

**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**