

# October 2023



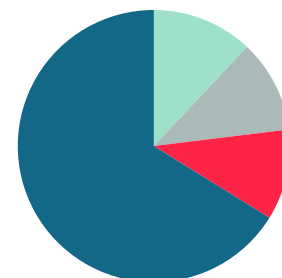
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	October 2023	+/-%
Closed Listings	108	88	-18.52%
Pending Listings	100	81	-19.00%
New Listings	129	146	13.18%
Median List Price	169,500	167,500	-1.18%
Median Sale Price	161,000	161,000	0.00%
Median Percent of Selling Price to List Price	96.04%	96.27%	0.25%
Median Days on Market to Sale	29.50	22.50	-23.73%
End of Month Inventory	470	485	3.19%
Months Supply of Inventory	4.28	5.37	25.68%



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

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

### 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.

#### Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in October 2023 to \$161,000 versus the previous year at \$161,000.

#### Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 7.00 days or **23.73%** in October 2023 compared to last year's same month at **29.50** DOM.

#### Sales Success for October 2023 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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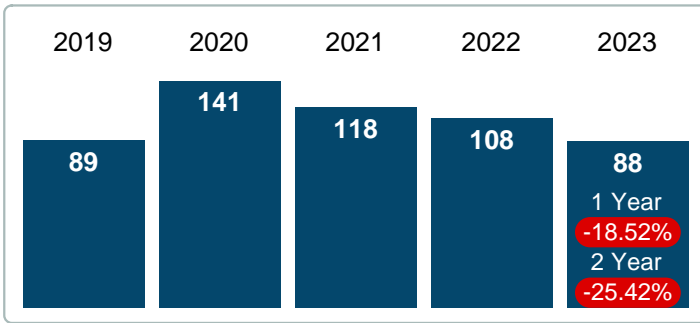
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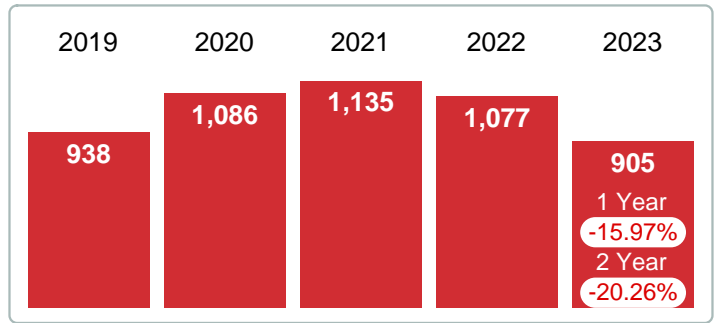
## CLOSED LISTINGS

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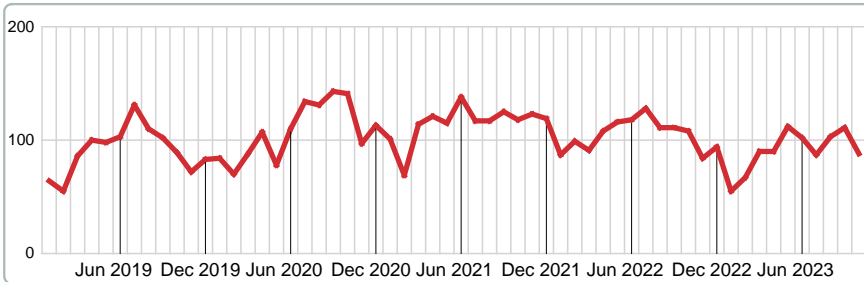
### OCTOBER



### YEAR TO DATE (YTD)

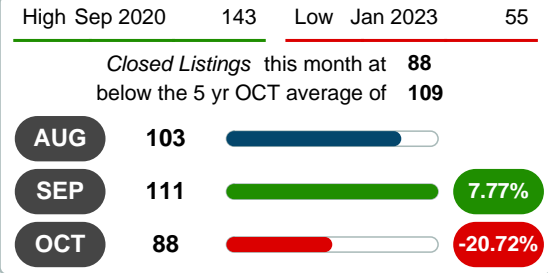


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 109



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3.41%	66.0	1	2	0	0
\$50,001 - \$100,000	16	18.18%	11.0	4	12	0	0
\$100,001 - \$125,000	9	10.23%	7.0	4	4	1	0
\$125,001 - \$175,000	23	26.14%	18.0	3	19	1	0
\$175,001 - \$275,000	16	18.18%	22.0	2	12	1	1
\$275,001 - \$450,000	12	13.64%	27.0	2	5	4	1
\$450,001 and up	9	10.23%	47.0	0	5	4	0
<b>Total Closed Units</b>	<b>88</b>			<b>16</b>	<b>59</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>19,978,500</b>	<b>100%</b>	<b>22.5</b>	<b>2.41M</b>	<b>11.84M</b>	<b>5.20M</b>	<b>534.00K</b>
<b>Median Closed Price</b>	<b>\$161,000</b>			<b>\$121,200</b>	<b>\$155,000</b>	<b>\$388,000</b>	<b>\$267,000</b>

# October 2023



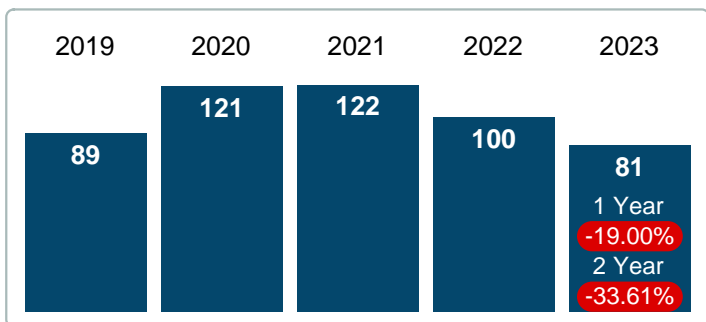
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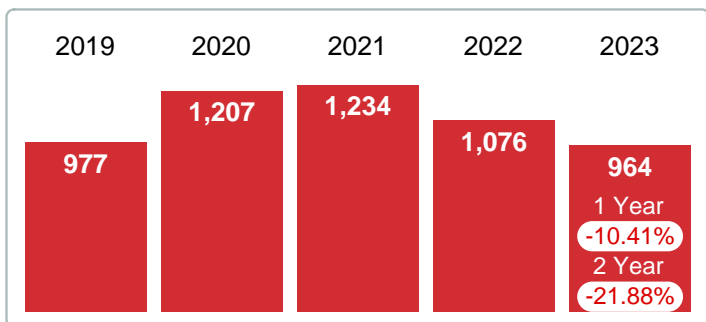
## PENDING LISTINGS

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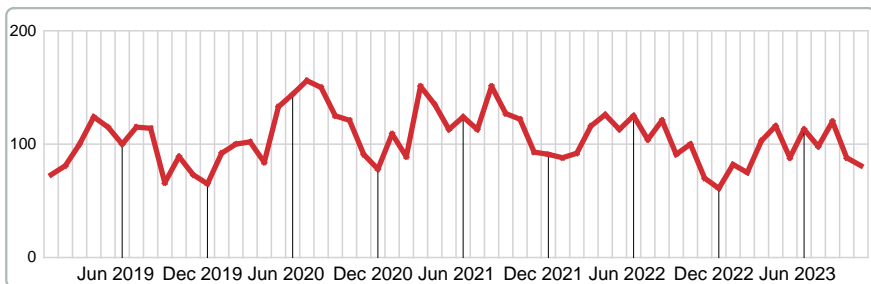
### OCTOBER



### YEAR TO DATE (YTD)

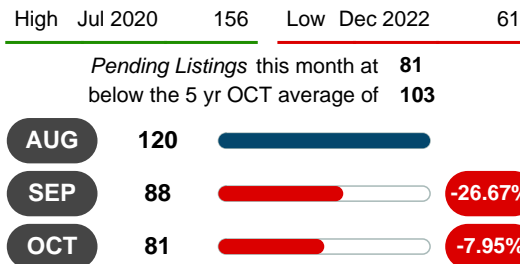


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 103



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	11.11%	96.0	1	7	1	0
\$75,001 - \$100,000	7	8.64%	38.0	1	6	0	0
\$100,001 - \$125,000	4	4.94%	32.0	0	3	1	0
\$125,001 - \$225,000	28	34.57%	41.0	7	17	4	0
\$225,001 - \$275,000	14	17.28%	13.0	1	11	1	1
\$275,001 - \$550,000	11	13.58%	68.0	3	5	2	1
\$550,001 and up	8	9.88%	96.5	0	3	4	1
<b>Total Pending Units</b>	<b>81</b>			<b>13</b>	<b>52</b>	<b>13</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>21,986,999</b>	<b>100%</b>	<b>54.0</b>	<b>2.60M</b>	<b>11.01M</b>	<b>6.96M</b>	<b>1.42M</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$175,000</b>	<b>\$169,250</b>	<b>\$239,000</b>	<b>\$425,000</b>

# October 2023



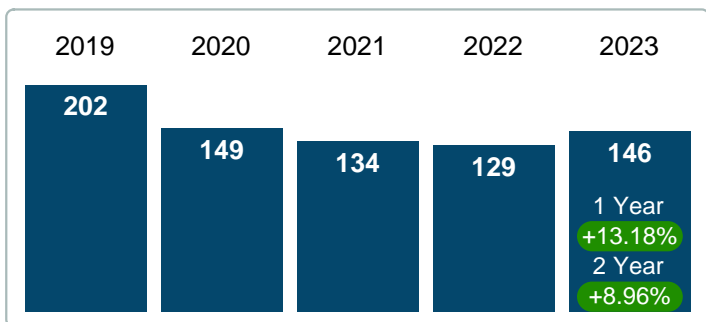
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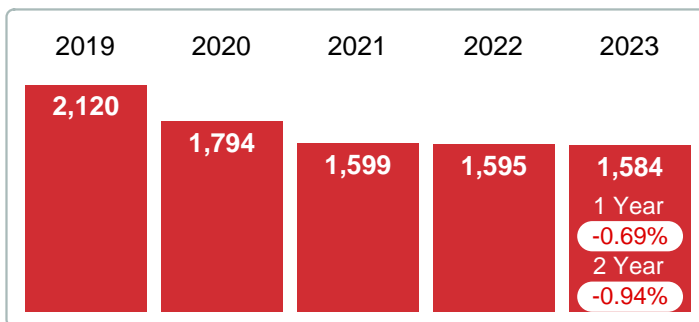
## NEW LISTINGS

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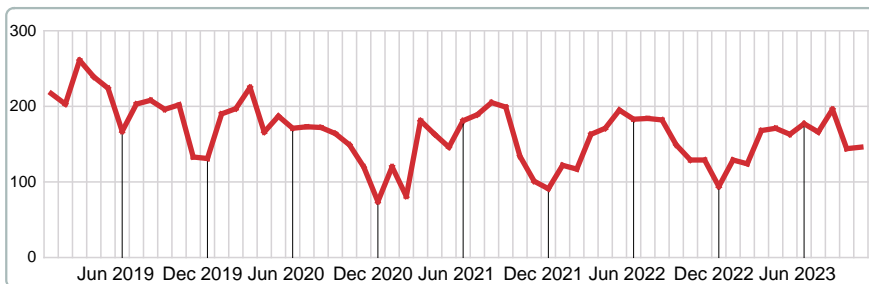
### OCTOBER



### YEAR TO DATE (YTD)

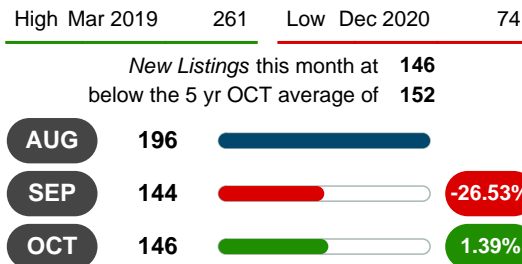


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 152



### 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
<b>Total New Listed Units</b>	<b>146</b>		<b>23</b>	<b>91</b>	<b>23</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>40,959,198</b>	<b>100%</b>	<b>3.16M</b>	<b>22.05M</b>	<b>10.83M</b>	<b>4.91M</b>
<b>Median New Listed Listing Price</b>	<b>\$199,000</b>		<b>\$137,000</b>	<b>\$195,500</b>	<b>\$399,000</b>	<b>\$365,000</b>

# October 2023



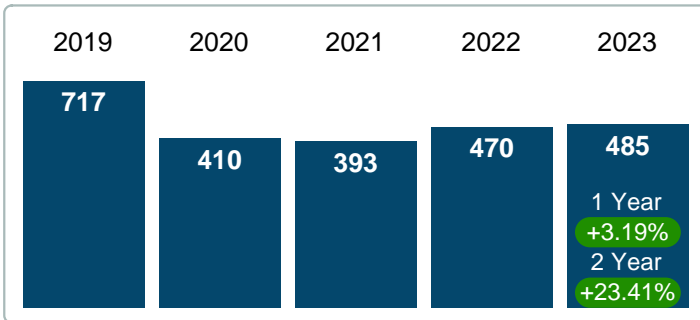
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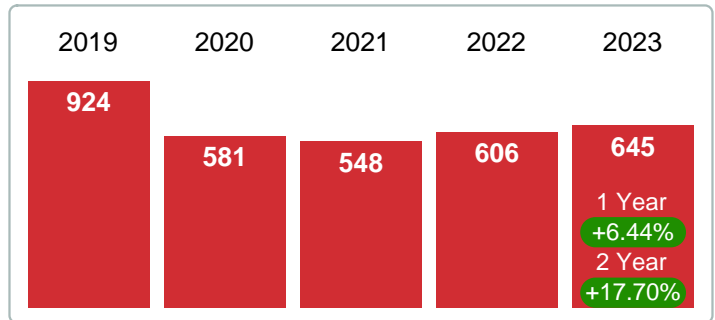
## ACTIVE INVENTORY

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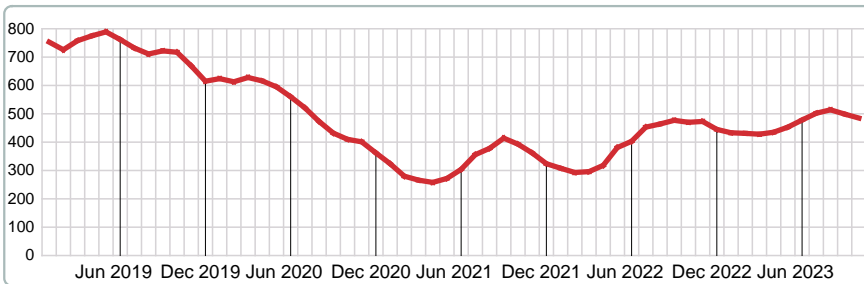
### END OF OCTOBER



### ACTIVE DURING OCTOBER

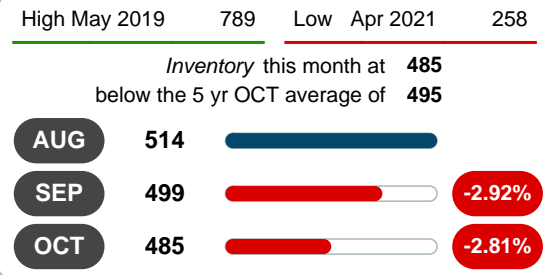


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 495



### 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	30	6.19%	59.5	16	13	0	1
\$75,001 - \$125,000	50	10.31%	73.0	10	37	2	1
\$125,001 - \$175,000	86	17.73%	62.0	20	48	14	4
\$175,001 - \$300,000	135	27.84%	59.0	23	89	18	5
\$300,001 - \$475,000	72	14.85%	81.0	7	32	23	10
\$475,001 - \$725,000	61	12.58%	95.0	8	24	24	5
\$725,001 and up	51	10.52%	112.0	4	9	29	9
<b>Total Active Inventory by Units</b>	<b>485</b>			<b>88</b>	<b>252</b>	<b>110</b>	<b>35</b>
<b>Total Active Inventory by Volume</b>	<b>189,951,286</b>	<b>100%</b>	<b>71.0</b>	<b>24.46M</b>	<b>73.14M</b>	<b>71.13M</b>	<b>21.21M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$242,000</b>			<b>\$173,750</b>	<b>\$217,000</b>	<b>\$450,000</b>	<b>\$409,900</b>

# October 2023



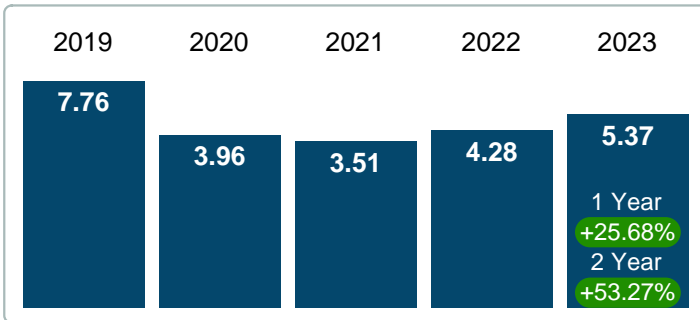
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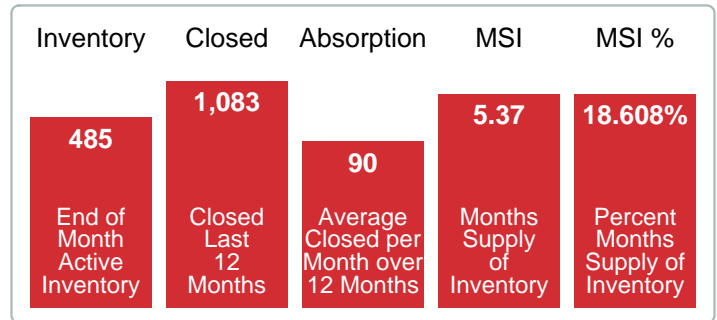
## MONTHS SUPPLY of INVENTORY (MSI)

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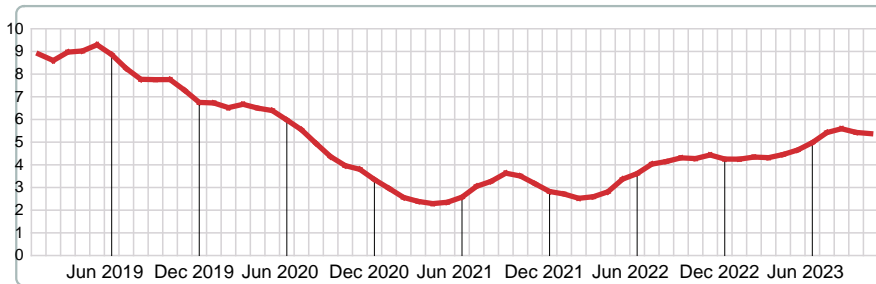
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2023

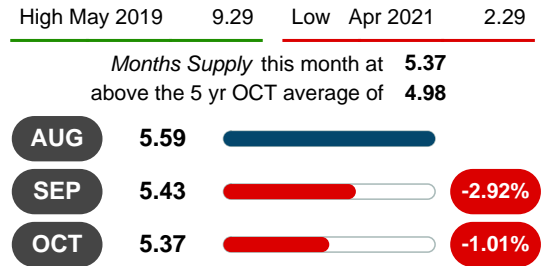


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4.98



### 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
Market Supply of Inventory (MSI)			5.37	4.40	4.71	7.67	14.48
Total Active Inventory by Units		100%	5.37	88	252	110	35

# October 2023



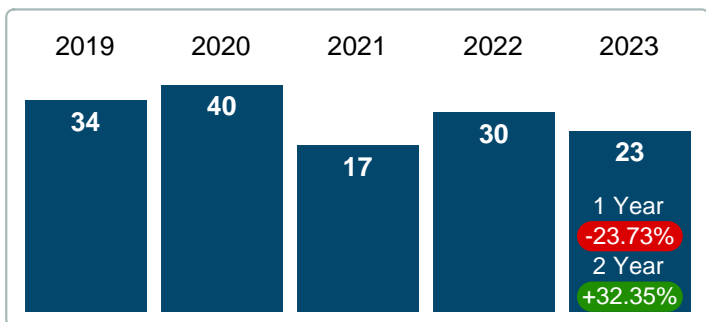
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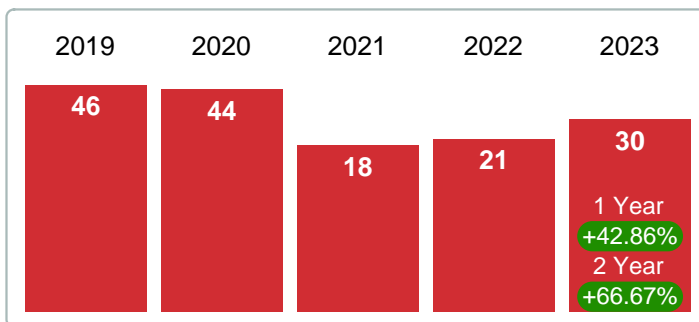
## MEDIAN DAYS ON MARKET TO SALE

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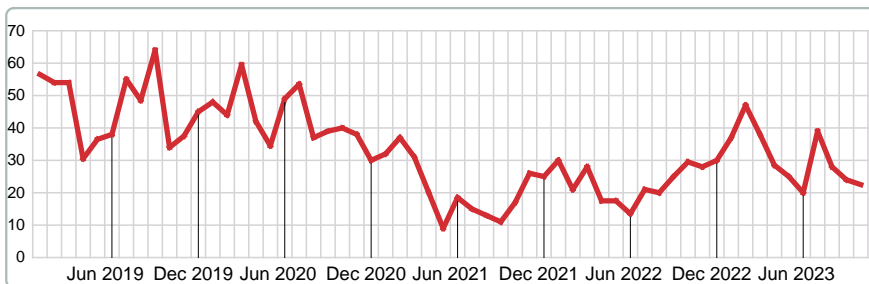
### OCTOBER



### YEAR TO DATE (YTD)

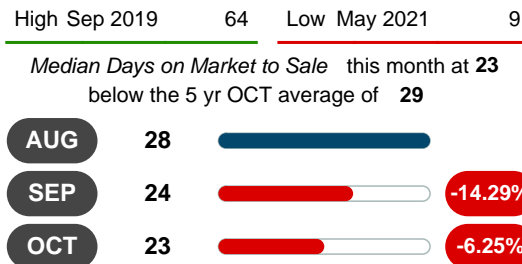


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 29



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3.41%	66	9	76	0	0
\$50,001 - \$100,000	18.18%	11	10	29	0	0
\$100,001 - \$125,000	10.23%	7	15	19	7	0
\$125,001 - \$175,000	26.14%	18	38	16	49	0
\$175,001 - \$275,000	18.18%	22	10	42	14	17
\$275,001 - \$450,000	13.64%	27	38	30	23	56
\$450,001 and up	10.23%	47	0	74	30	0
Median Closed DOM		23	16	33	22	37
Total Closed Units	100%	88	16	59	11	2
Total Closed Volume		19,978,500	2.41M	11.84M	5.20M	534.00K

# October 2023



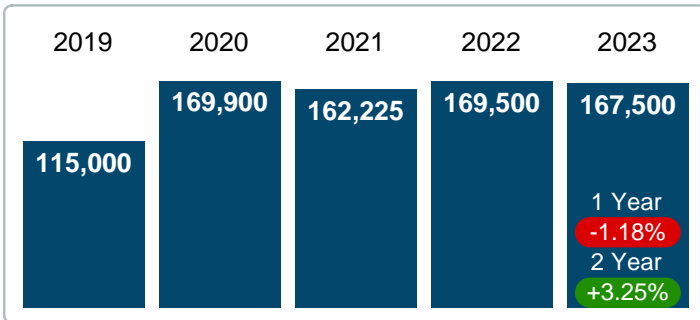
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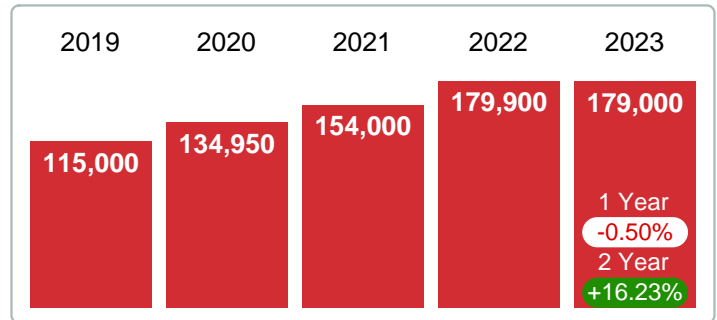
## MEDIAN LIST PRICE AT CLOSING

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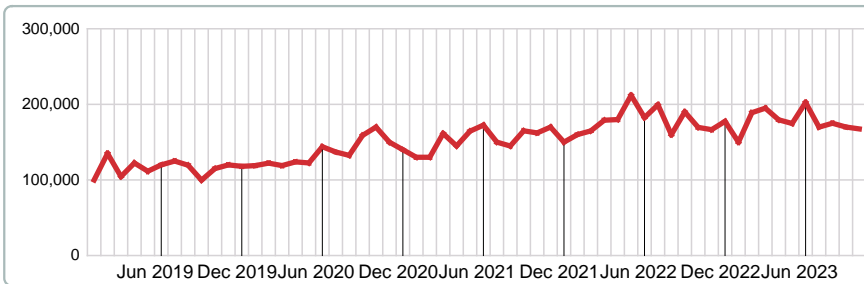
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

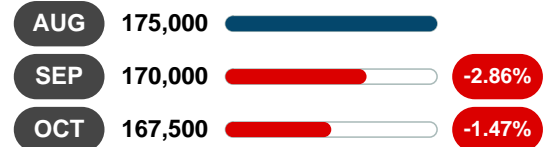


### 3 MONTHS

5 year OCT AVG = 156,825

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

Median List Price at Closing this month at **167,500**  
above the 5 yr OCT average of **156,825**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2.27%	33,400	0	33,400	0	0
\$50,001 - \$100,000	19.32%	79,900	68,500	89,900	90,000	0
\$100,001 - \$125,000	10.23%	119,000	119,000	118,250	0	0
\$125,001 - \$175,000	21.59%	150,000	165,000	149,900	165,000	0
\$175,001 - \$275,000	22.73%	210,000	190,950	212,500	239,900	189,000
\$275,001 - \$450,000	12.50%	355,000	349,000	355,000	353,250	369,900
\$450,001 and up	11.36%	647,000	0	587,500	797,000	0
Median List Price		167,500	124,900	156,999	397,500	279,450
Total Closed Units	100%	167,500	16	59	11	2
Total Closed Volume		21,099,997	2.56M	12.49M	5.50M	558.90K



# October 2023



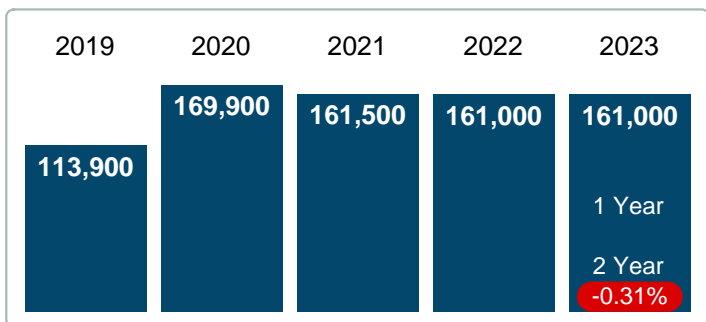
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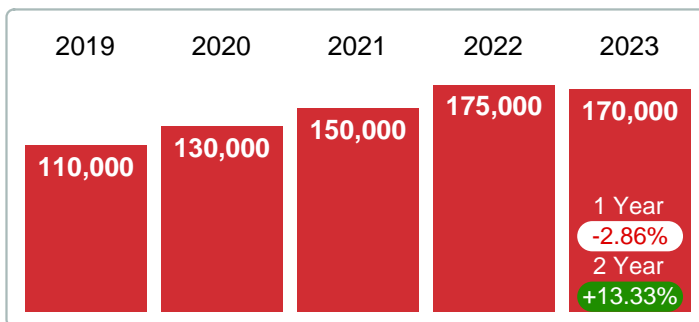
## MEDIAN SOLD PRICE AT CLOSING

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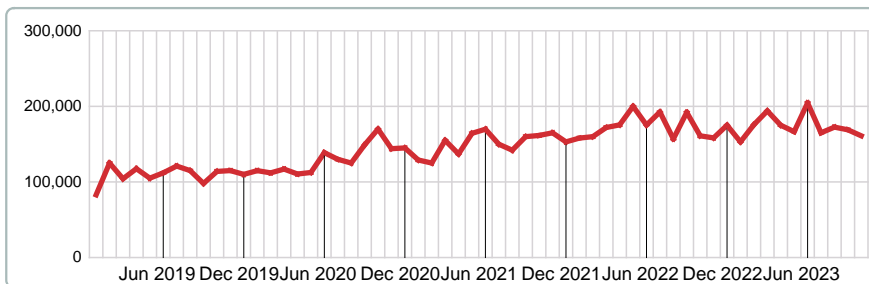
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

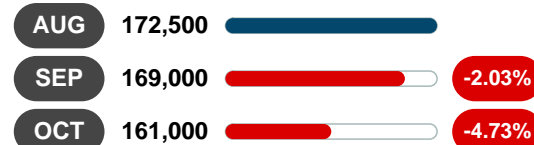


### 3 MONTHS

5 year OCT AVG = 153,460

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

Median Sold Price at Closing this month at 161,000 above the 5 yr OCT average of 153,460



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3.41%	30,200	44,000	29,600	0	0
\$50,001 - \$100,000	16	18.18%	73,750	66,250	81,000	0	0
\$100,001 - \$125,000	9	10.23%	112,500	119,450	111,250	105,100	0
\$125,001 - \$175,000	23	26.14%	155,000	162,000	146,500	166,000	0
\$175,001 - \$275,000	16	18.18%	198,000	220,000	198,000	237,000	189,000
\$275,001 - \$450,000	12	13.64%	340,000	352,500	335,000	341,500	345,000
\$450,001 and up	9	10.23%	649,000	0	600,000	767,000	0
Median Sold Price			161,000	121,200	155,000	388,000	267,000
Total Closed Units		100%	161,000	16	59	11	2
Total Closed Volume			19,978,500	2.41M	11.84M	5.20M	534.00K

# October 2023



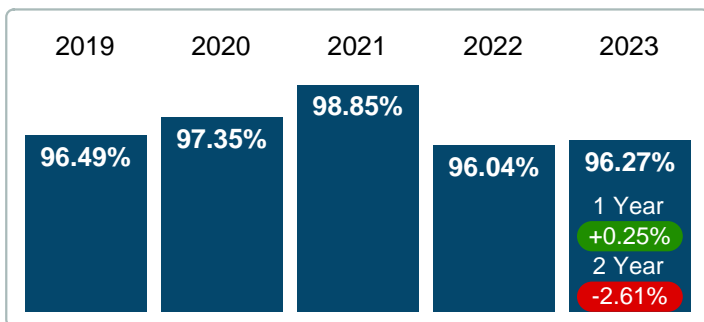
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



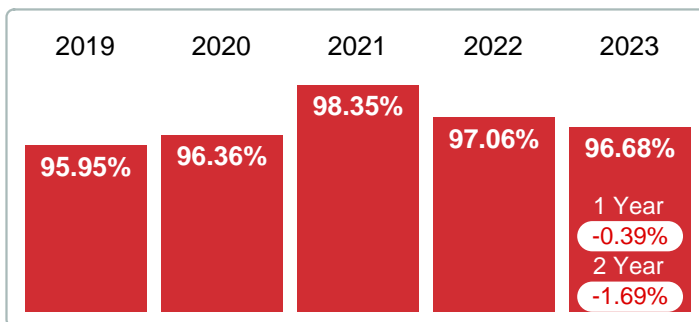
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

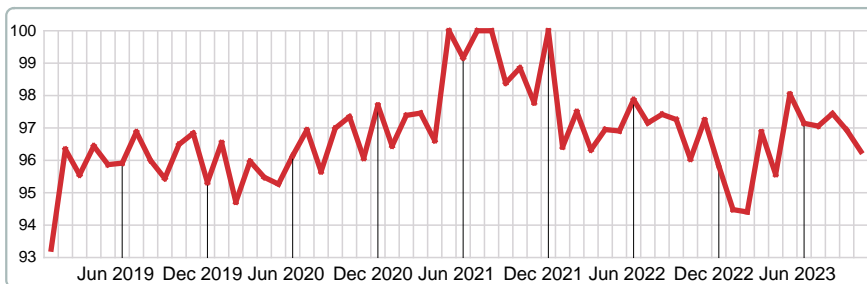
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

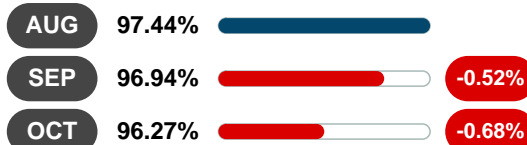


### 3 MONTHS

5 year OCT AVG = 97.00%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **96.27%**  
below the 5 yr OCT average of **97.00%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3.41%	88.15%	81.48%	88.62%	0.00%	0.00%
\$50,001 - \$100,000	16	18.18%	91.97%	93.34%	91.97%	0.00%	0.00%
\$100,001 - \$125,000	9	10.23%	100.00%	97.83%	97.87%	116.78%	0.00%
\$125,001 - \$175,000	23	26.14%	100.00%	95.76%	100.00%	100.61%	0.00%
\$175,001 - \$275,000	16	18.18%	98.42%	92.38%	98.52%	98.79%	100.00%
\$275,001 - \$450,000	12	13.64%	95.99%	95.39%	94.37%	96.56%	93.27%
\$450,001 and up	9	10.23%	95.68%	0.00%	96.00%	93.13%	0.00%
Median Sold/List Ratio		96.27%		95.56%	96.97%	96.61%	96.63%
Total Closed Units		88	100%	16	59	11	2
Total Closed Volume		19,978,500		2.41M	11.84M	5.20M	534.00K

# October 2023



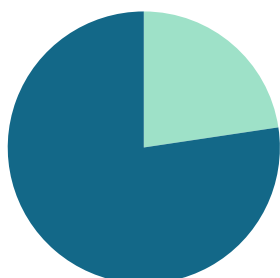
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

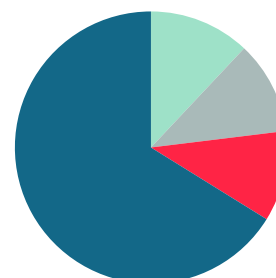


**Inventory**  
 New Listings  
**146 = 22.64%**  
 Start Inventory  
**499**  
 Total Inventory Units  
**645**  
 Volume  
**\$240,666,085**

### 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 Metrics	October			Year to Date		
	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%
Median List Price	169,500	167,500	-1.18%	179,900	179,000	-0.50%
Median Sale Price	161,000	161,000	0.00%	175,000	170,000	-2.86%
Median Percent of Selling Price to List Price	96.04%	96.27%	0.25%	97.06%	96.68%	-0.39%
Median Days on Market to Sale	29.50	22.50	-23.73%	21.00	30.00	42.86%
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

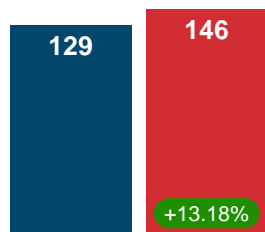
**Inventory** on October 31, 2023 = **485**

**2022** **2023**

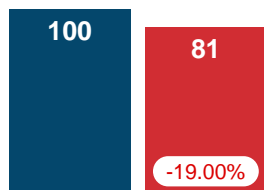
### OCTOBER MARKET

### MEDIAN PRICES

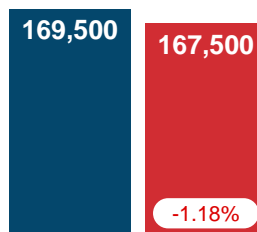
#### New Listings



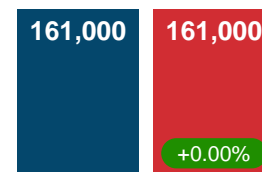
#### Pending Listings



#### List Price



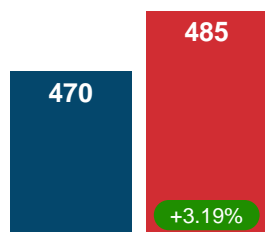
#### Sale Price



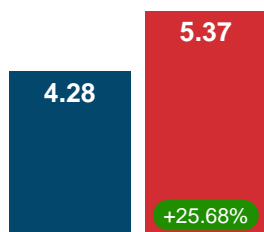
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

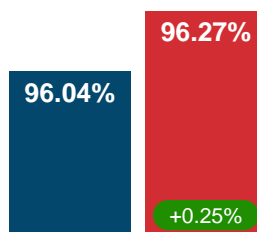
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

