

September 2023



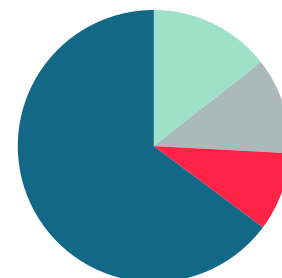
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	111	111	0.00%
Pending Listings	91	88	-3.30%
New Listings	149	144	-3.36%
Average List Price	261,738	226,971	-13.28%
Average Sale Price	248,727	215,733	-13.27%
Average Percent of Selling Price to List Price	95.26%	95.26%	0.00%
Average Days on Market to Sale	41.27	45.59	10.48%
End of Month Inventory	477	499	4.61%
Months Supply of Inventory	4.31	5.43	26.05%



■ Closed (14.42%)
■ Pending (11.43%)
■ Other OffMarket (9.35%)
■ Active (64.81%)

Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of September 30, 2023 = **499**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **4.61%** to 499 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **5.43** 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 **13.27%** in September 2023 to \$215,733 versus the previous year at \$248,727.

Average Days on Market Lengthens

The average number of **45.59** days that homes spent on the market before selling increased by 4.32 days or **10.48%** in September 2023 compared to last year's same month at **41.27** DOM.

Sales Success for September 2023 is Positive

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

There were 144 New Listings in September 2023, down **3.36%** from last year at 149. Furthermore, there were 111 Closed Listings this month versus last year at 111, a **0.00%** decrease.

Closed versus Listed trends yielded a **77.1%** ratio, up from previous year's, September 2022, at **74.5%**, a **3.47%** 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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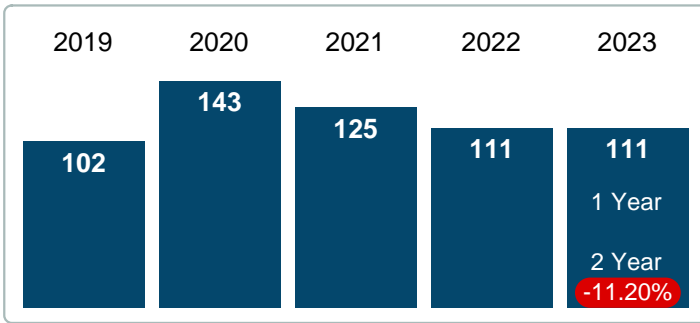
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



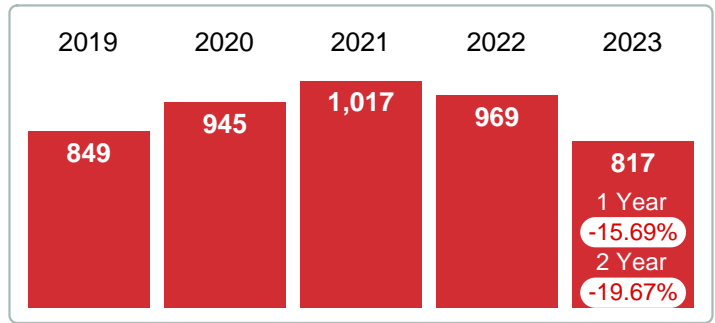
CLOSED LISTINGS

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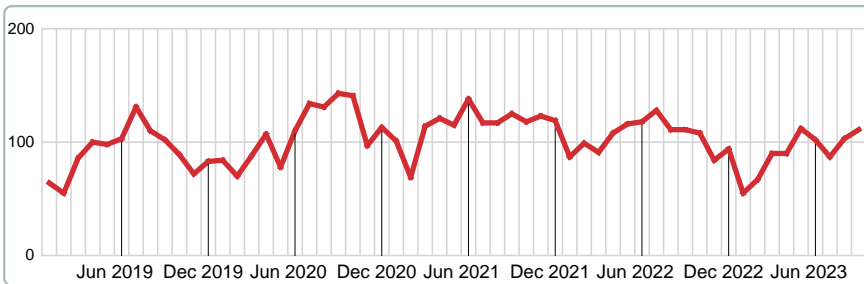
SEPTEMBER



YEAR TO DATE (YTD)

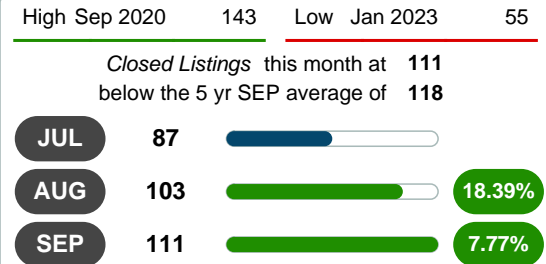


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 118



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	5	4.50%	22.4	3	2	0	0
\$50,001 - \$100,000	21	18.92%	48.8	12	7	0	2
\$100,001 - \$125,000	7	6.31%	33.6	4	3	0	0
\$125,001 - \$200,000	39	35.14%	43.7	6	28	5	0
\$200,001 - \$275,000	14	12.61%	35.5	1	9	3	1
\$275,001 - \$375,000	12	10.81%	86.3	1	9	2	0
\$375,001 and up	13	11.71%	34.9	1	8	1	3
Total Closed Units	111			28	66	11	6
Total Closed Volume	23,946,322	100%	45.6	3.32M	14.88M	2.56M	3.19M
Average Closed Price	\$215,733			\$118,553	\$225,422	\$232,636	\$531,667

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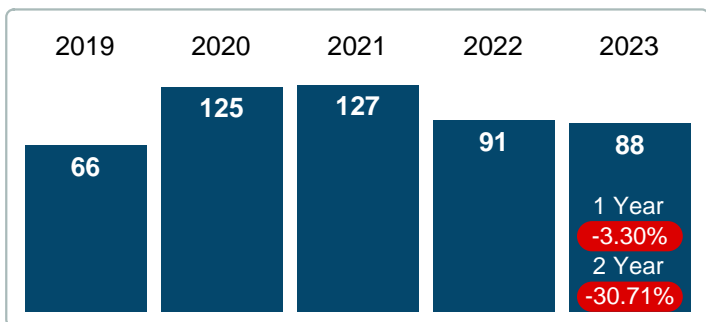
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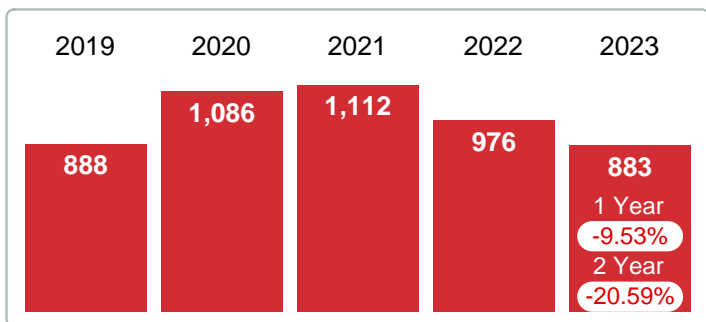
PENDING LISTINGS

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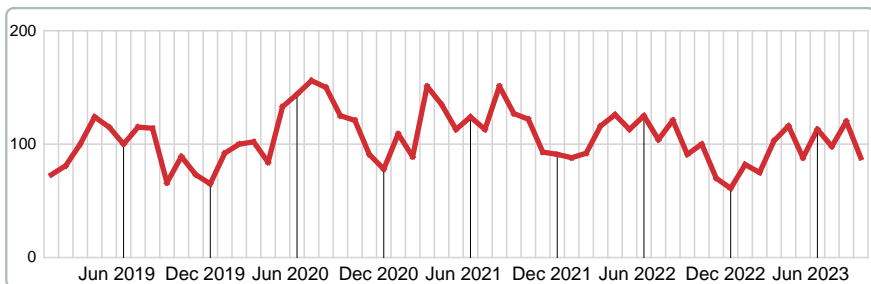
SEPTEMBER



YEAR TO DATE (YTD)

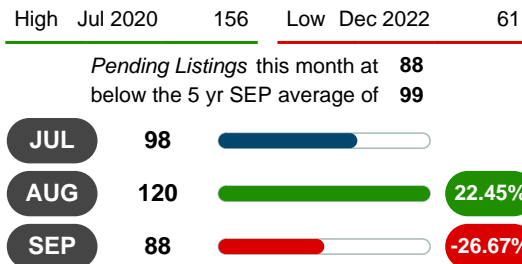


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99



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	2	2.27%	6.0	2	0	0	0
\$50,001 - \$100,000	20	22.73%	22.2	6	9	3	2
\$100,001 - \$125,000	7	7.95%	38.9	3	4	0	0
\$125,001 - \$200,000	27	30.68%	57.2	6	19	1	1
\$200,001 - \$275,000	10	11.36%	77.6	1	9	0	0
\$275,001 - \$475,000	13	14.77%	50.5	2	4	6	1
\$475,001 and up	9	10.23%	74.6	1	5	1	2
Total Pending Units	88			21	50	11	6
Total Pending Volume	19,341,048	100%	45.7	3.30M	10.68M	3.21M	2.16M
Average Listing Price	\$220,917			\$157,048	\$213,579	\$291,400	\$359,783

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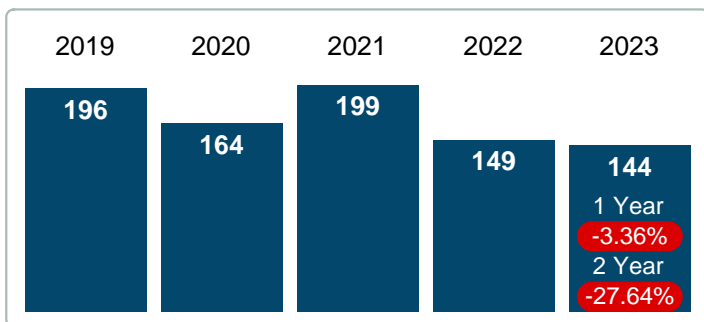
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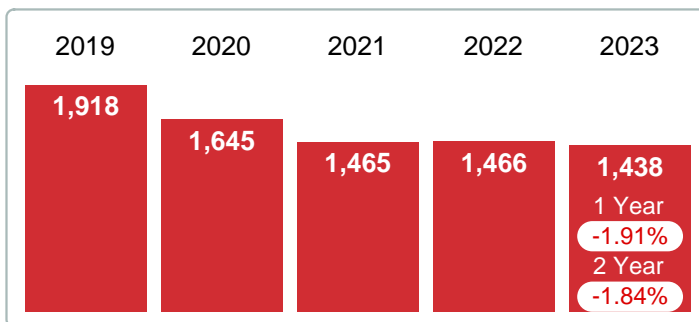
NEW LISTINGS

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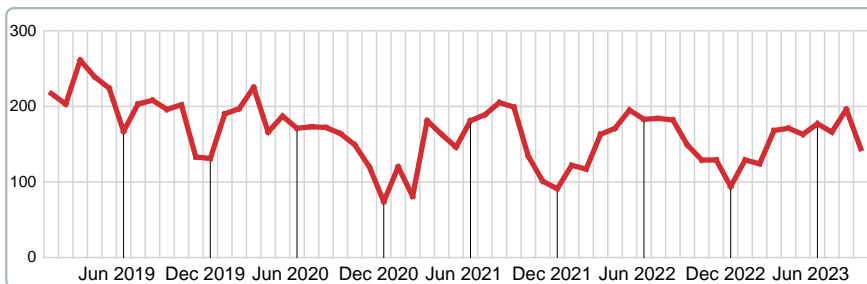
SEPTEMBER



YEAR TO DATE (YTD)

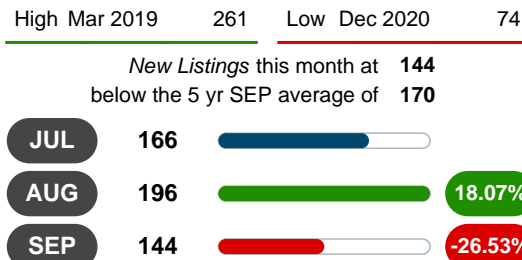


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 170



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	12	8.33%	8	3	0	1
\$70,001 - \$110,000	20	13.89%	2	15	1	2
\$110,001 - \$160,000	22	15.28%	4	15	3	0
\$160,001 - \$240,000	33	22.92%	7	20	5	1
\$240,001 - \$340,000	23	15.97%	4	13	6	0
\$340,001 - \$640,000	19	13.19%	4	6	7	2
\$640,001 and up	15	10.42%	1	1	12	1
Total New Listed Units	144		30	73	34	7
Total New Listed Volume	49,893,197	100%	6.21M	14.72M	26.79M	2.17M
Average New Listed Listing Price	\$97,188		\$206,903	\$201,710	\$788,000	\$309,900

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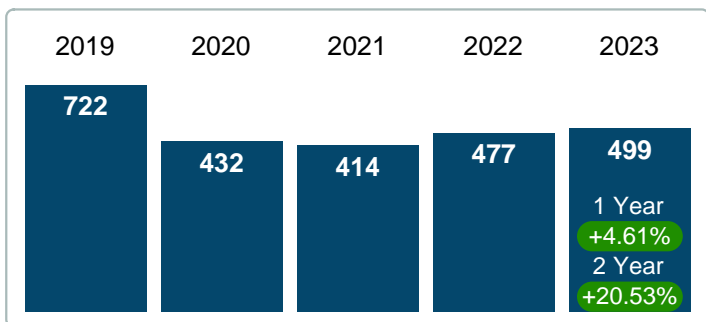
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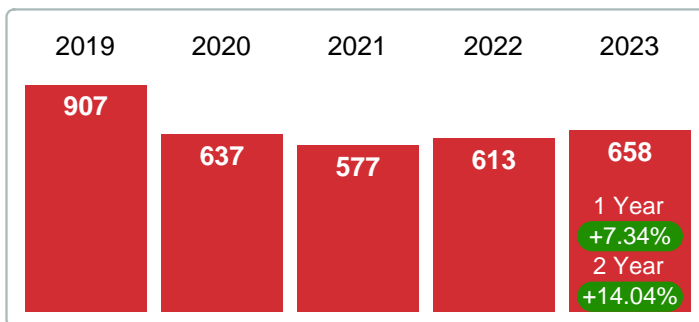
ACTIVE INVENTORY

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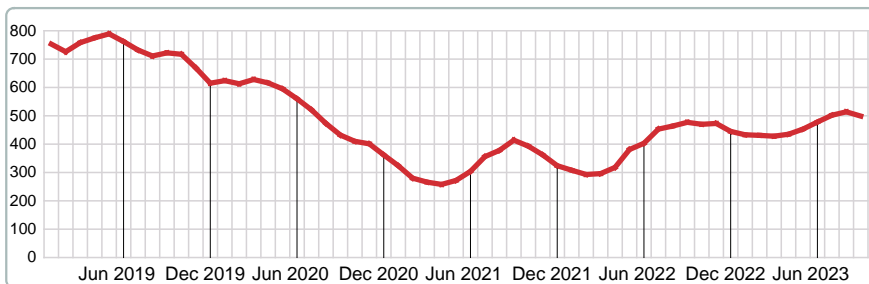
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 509

High May 2019 789 Low Apr 2021 258

Inventory this month at **499**
below the 5 yr SEP average of **509**

- JUL** 502
- AUG** 514 **2.39%**
- SEP** 499 **-2.92%**

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	6.01%	93.4	15	13	1	1
\$75,001 - \$125,000	54	10.82%	65.6	14	36	3	1
\$125,001 - \$175,000	87	17.43%	78.6	19	52	13	3
\$175,001 - \$325,000	143	28.66%	75.3	28	86	25	4
\$325,001 - \$475,000	64	12.83%	85.2	5	28	20	11
\$475,001 - \$750,000	73	14.63%	99.2	11	30	25	7
\$750,001 and up	48	9.62%	93.9	4	8	28	8
Total Active Inventory by Units	499			96	253	115	35
Total Active Inventory by Volume	199,672,887	100%	82.5	28.10M	76.22M	73.67M	21.69M
Average Active Inventory Listing Price	\$400,146			\$292,659	\$301,250	\$640,630	\$619,684

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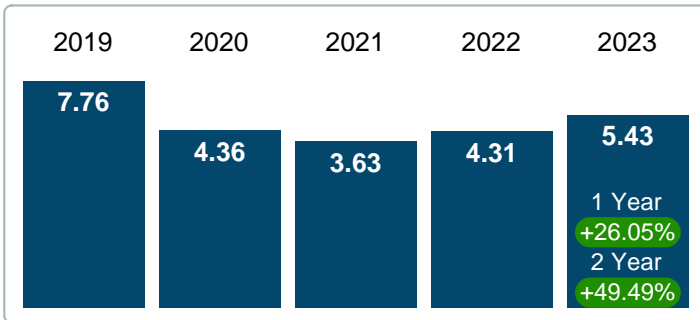
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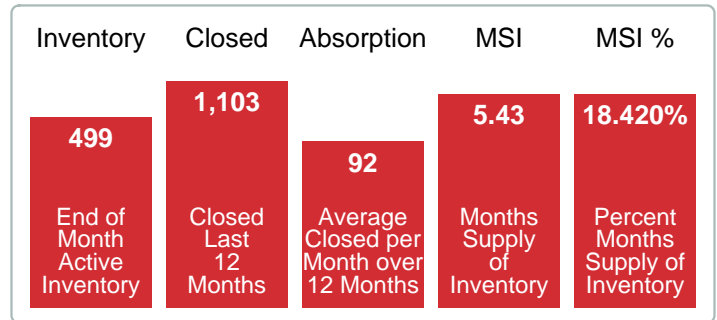
MONTHS SUPPLY of INVENTORY (MSI)

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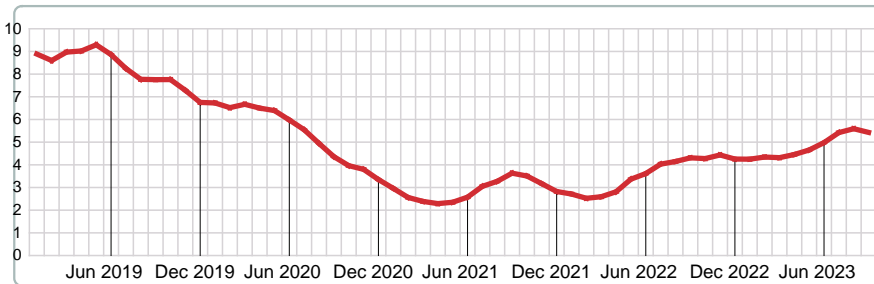
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

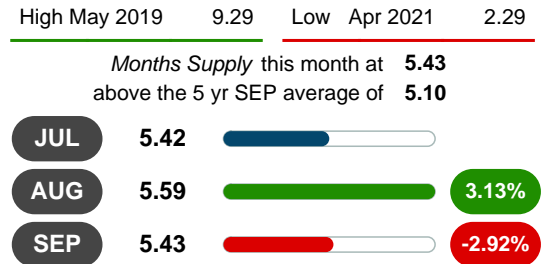


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.10



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	6.01%	2.14	2.17	1.95	4.00	6.00
\$75,001 - \$125,000	54	10.82%	3.98	3.11	4.55	3.00	6.00
\$125,001 - \$175,000	87	17.43%	4.24	4.65	3.67	5.78	0.00
\$175,001 - \$325,000	143	28.66%	4.70	7.64	4.63	3.37	5.33
\$325,001 - \$475,000	64	12.83%	8.73	4.62	7.30	10.00	26.40
\$475,001 - \$750,000	73	14.63%	17.52	132.00	12.41	20.00	16.80
\$750,001 and up	48	9.62%	25.04	48.00	10.67	42.00	19.20
Market Supply of Inventory (MSI)			5.43	4.70	4.66	7.75	15.00
Total Active Inventory by Units		100%	5.43	96	253	115	35

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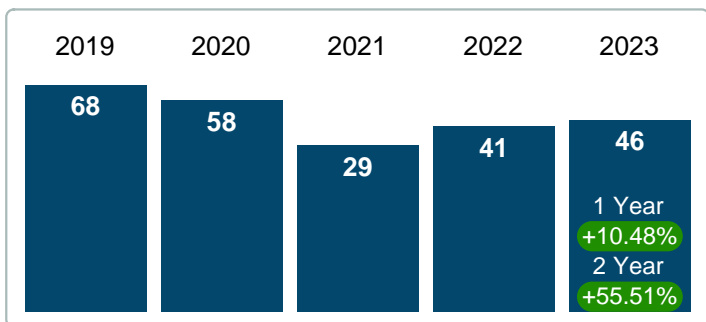
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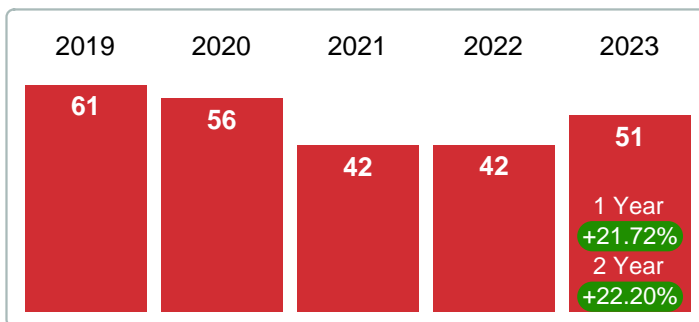
AVERAGE DAYS ON MARKET TO SALE

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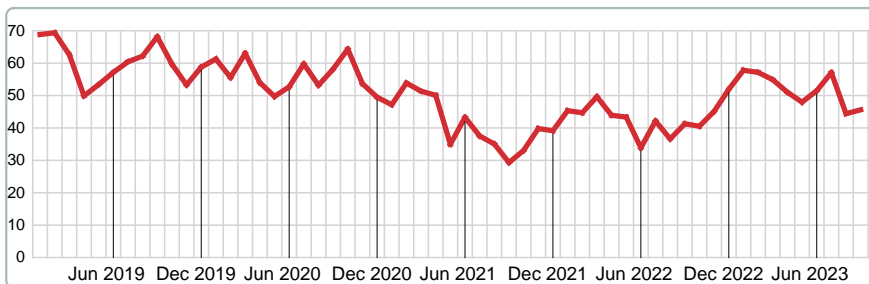
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at **46**
below the 5 yr SEP average of **48**

- JUL** 57
- AUG** 44 **-22.19%**
- SEP** 46 **2.67%**

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 5	4.50%	22	18	30	0	0
\$50,001 - \$100,000 21	18.92%	49	68	29	0	1
\$100,001 - \$125,000 7	6.31%	34	50	12	0	0
\$125,001 - \$200,000 39	35.14%	44	28	41	78	0
\$200,001 - \$275,000 14	12.61%	36	120	36	9	24
\$275,001 - \$375,000 12	10.81%	86	12	85	130	0
\$375,001 and up 13	11.71%	35	18	32	63	40
Average Closed DOM		46	50	42	67	25
Total Closed Units	100%	46	28	66	11	6
Total Closed Volume		23,946,322	3.32M	14.88M	2.56M	3.19M

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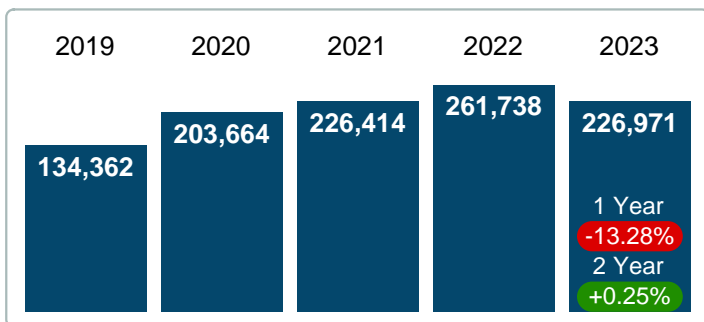
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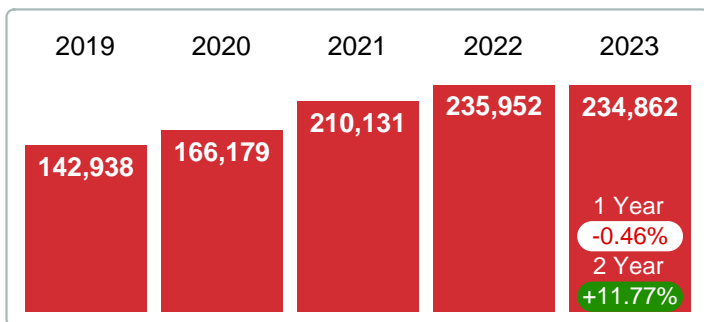
AVERAGE LIST PRICE AT CLOSING

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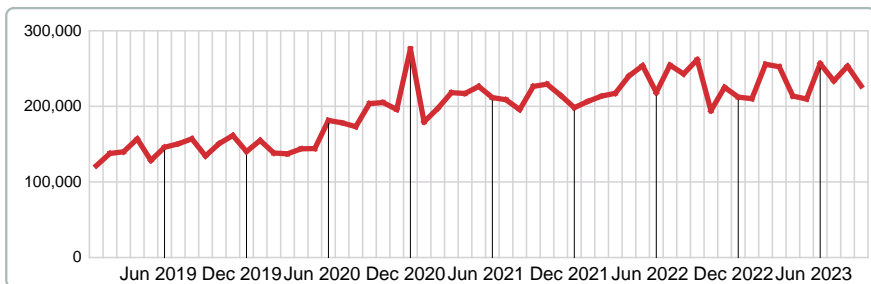
SEPTEMBER



YEAR TO DATE (YTD)

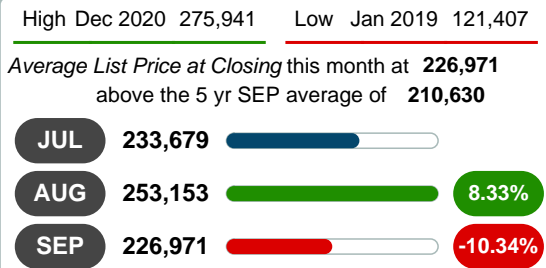


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 210,630



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	4	3.60%	32,475	36,633	45,000	0	
\$50,001 - \$100,000	23	20.72%	77,156	72,058	77,271	0	
\$100,001 - \$125,000	7	6.31%	118,171	121,575	104,967	0	
\$125,001 - \$200,000	35	31.53%	166,414	172,300	168,632	167,780	
\$200,001 - \$275,000	14	12.61%	241,100	298,000	257,678	241,133	
\$275,001 - \$375,000	14	12.61%	314,771	315,000	327,978	342,000	
\$375,001 and up	14	12.61%	632,529	450,000	554,438	525,000	
Average List Price		226,971		127,061	232,938	251,936	581,817
Total Closed Units		111	100%	226,971	28	66	11
Total Closed Volume		25,193,797			3.56M	15.37M	2.77M

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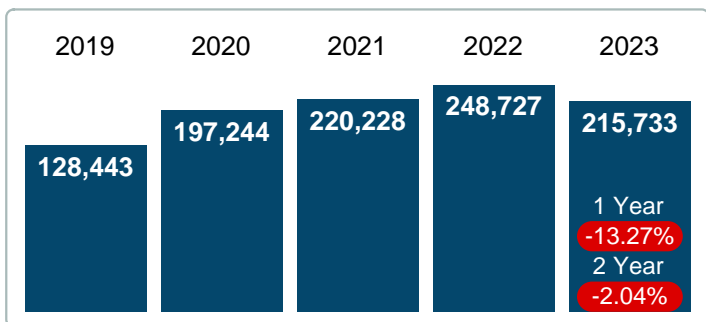
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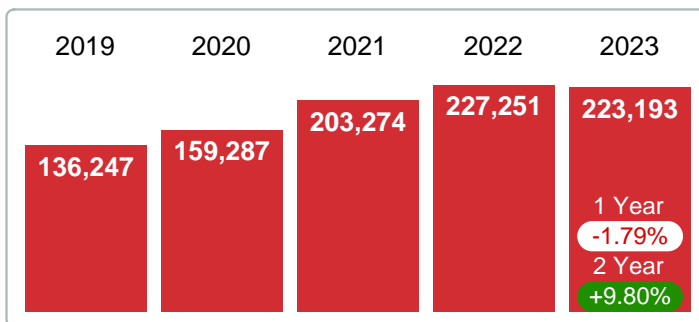
AVERAGE SOLD PRICE AT CLOSING

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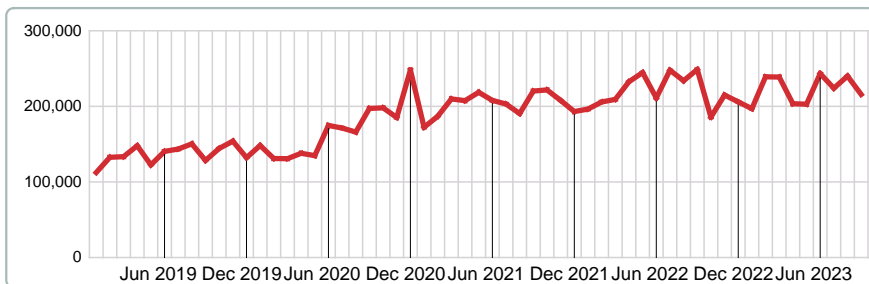
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 202,075

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

Average Sold Price at Closing this month at **215,733** above the 5 yr SEP average of **202,075**

- JUL 223,999
- AUG 240,050 +7.17%
- SEP 215,733 -10.13%

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	5	4.50%	34,800	35,000	34,500	0	0
\$50,001 - \$100,000	21	18.92%	71,085	66,840	70,100	0	100,000
\$100,001 - \$125,000	7	6.31%	108,786	111,625	105,000	0	0
\$125,001 - \$200,000	39	35.14%	162,193	162,650	162,916	157,600	0
\$200,001 - \$275,000	14	12.61%	245,957	260,000	253,489	222,333	235,000
\$275,001 - \$375,000	12	10.81%	313,500	310,000	315,889	304,500	0
\$375,001 and up	13	11.71%	614,392	420,000	539,638	495,000	918,333
Average Sold Price			215,733	118,553	225,422	232,636	531,667
Total Closed Units		100%	215,733	28	66	11	6
Total Closed Volume			23,946,322	3.32M	14.88M	2.56M	3.19M

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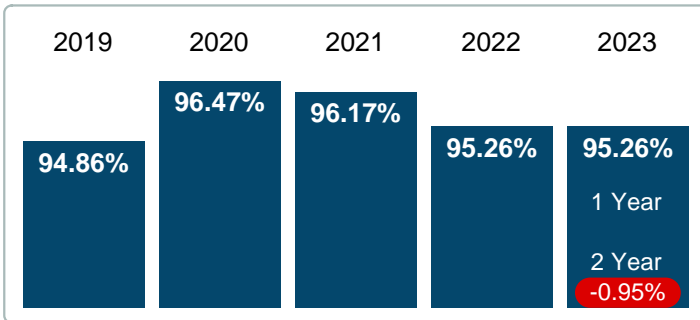
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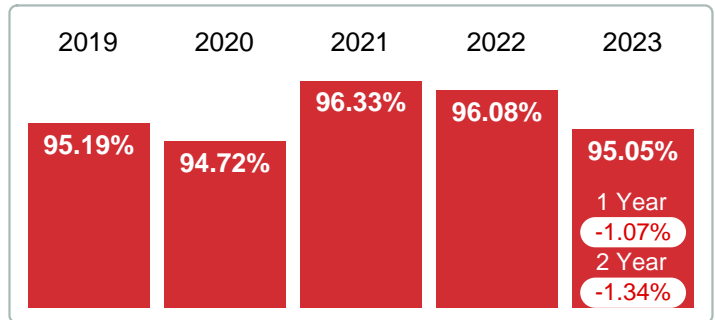
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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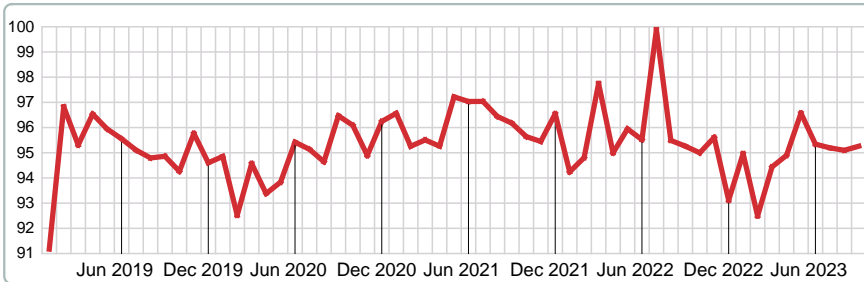
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

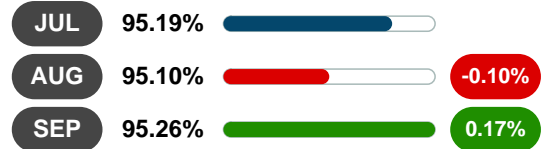


3 MONTHS

5 year SEP AVG = 95.60%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.26%** below the 5 yr SEP average of **95.60%**



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	5	4.50%	91.32%	96.73%	83.21%	0.00%	0.00%
\$50,001 - \$100,000	21	18.92%	93.32%	92.66%	92.53%	0.00%	100.00%
\$100,001 - \$125,000	7	6.31%	95.47%	91.99%	100.11%	0.00%	0.00%
\$125,001 - \$200,000	39	35.14%	96.36%	94.21%	97.01%	95.30%	0.00%
\$200,001 - \$275,000	14	12.61%	96.24%	87.25%	98.38%	92.93%	95.92%
\$275,001 - \$375,000	12	10.81%	95.61%	98.41%	96.55%	90.00%	0.00%
\$375,001 and up	13	11.71%	95.13%	93.33%	97.29%	94.29%	90.22%
Average Sold/List Ratio		95.30%		93.37%	96.42%	93.60%	94.43%
Total Closed Units		111	100%	28	66	11	6
Total Closed Volume		23,946,322		3.32M	14.88M	2.56M	3.19M

September 2023



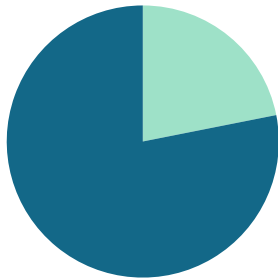
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

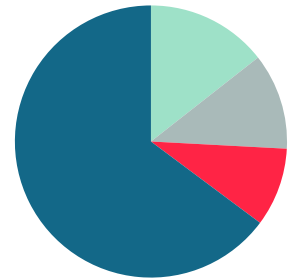


Inventory
 New Listings
144 = 21.88%
 Start Inventory
514
 Total Inventory Units
658
 Volume
\$240,420,123

Market Activity

Closed Sales
111 = 14.42%
 Pending Sales
88 = 11.43%
 Other Off Market
72 = 9.35%
 Active Inventory
499 = 64.81%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	111	111	0.00%	969	817	-15.69%
Pending Sales	91	88	-3.30%	976	883	-9.53%
New Listings	149	144	-3.36%	1,466	1,438	-1.91%
Average List Price	261,738	226,971	-13.28%	235,952	234,862	-0.46%
Average Sale Price	248,727	215,733	-13.27%	227,251	223,193	-1.79%
Average Percent of Selling Price to List Price	95.26%	95.26%	0.00%	96.08%	95.05%	-1.07%
Average Days on Market to Sale	41.27	45.59	10.48%	42.00	51.12	21.72%
Monthly Inventory	477	499	4.61%	477	499	4.61%
Months Supply of Inventory	4.31	5.43	26.05%	4.31	5.43	26.05%

Absorption: Last 12 months, an Average of **92** Sales/Month

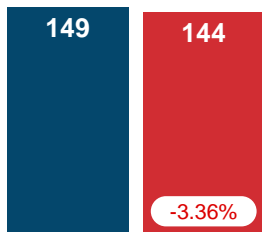
Inventory on September 30, 2023 = **499**

2022 **2023**

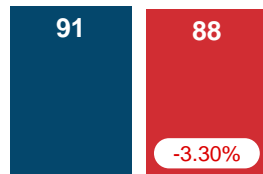
SEPTEMBER MARKET

AVERAGE PRICES

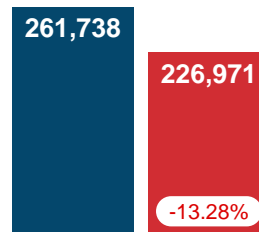
New Listings



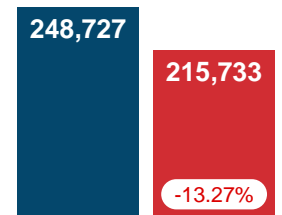
Pending Listings



List Price



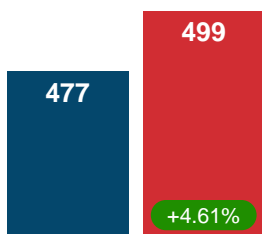
Sale Price



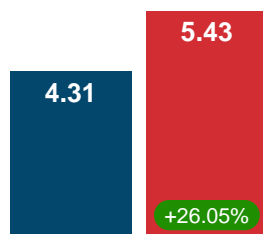
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

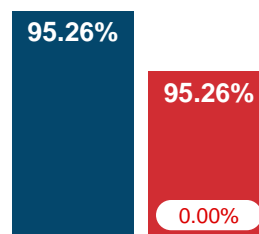
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

