

# September 2023



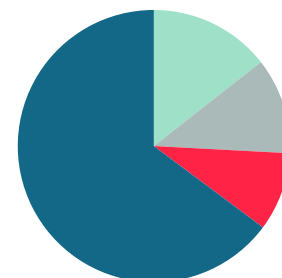
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## 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%
Median List Price	190,000	170,000	-10.53%
Median Sale Price	192,000	169,000	-11.98%
Median Percent of Selling Price to List Price	97.26%	96.94%	-0.33%
Median Days on Market to Sale	25.00	24.00	-4.00%
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.

#### 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 **11.98%** in September 2023 to \$169,000 versus the previous year at \$192,000.

#### Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 1.00 days or **4.00%** in September 2023 compared to last year's same month at **25.00** DOM.

#### Sales Success for September 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

### 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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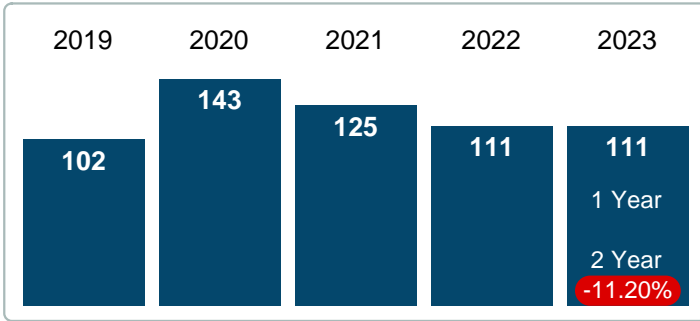
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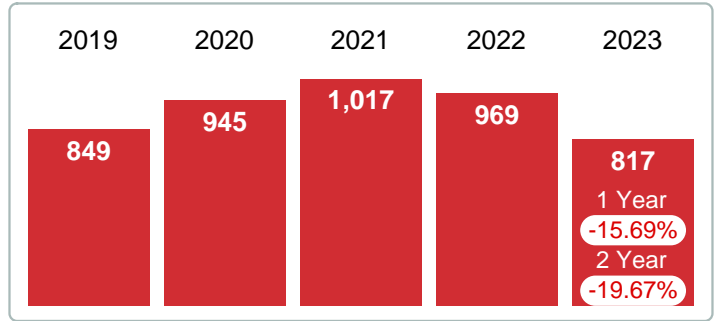
## CLOSED LISTINGS

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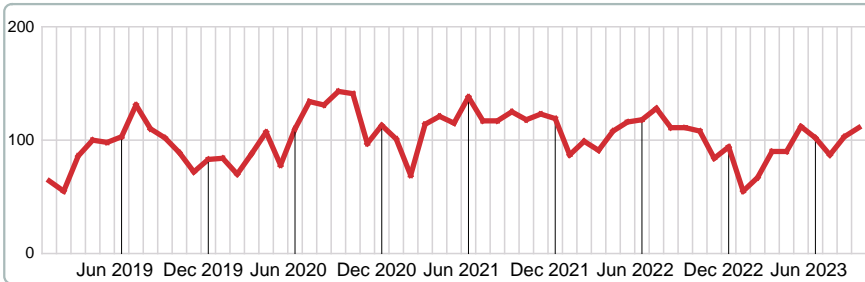
### SEPTEMBER



### YEAR TO DATE (YTD)

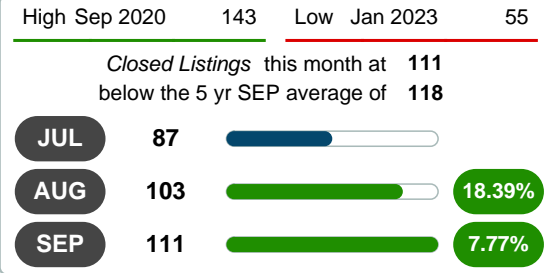


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 118



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.50%	9.0	3	2	0	0
\$50,001 - \$100,000	21	18.92%	28.0	12	7	0	2
\$100,001 - \$125,000	7	6.31%	16.0	4	3	0	0
\$125,001 - \$200,000	39	35.14%	22.0	6	28	5	0
\$200,001 - \$275,000	14	12.61%	21.5	1	9	3	1
\$275,001 - \$375,000	12	10.81%	72.5	1	9	2	0
\$375,001 and up	13	11.71%	31.0	1	8	1	3
<b>Total Closed Units</b>	<b>111</b>			<b>28</b>	<b>66</b>	<b>11</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>23,946,322</b>	<b>100%</b>	<b>24.0</b>	<b>3.32M</b>	<b>14.88M</b>	<b>2.56M</b>	<b>3.19M</b>
<b>Median Closed Price</b>	<b>\$169,000</b>			<b>\$84,000</b>	<b>\$184,100</b>	<b>\$207,000</b>	<b>\$387,500</b>

# September 2023



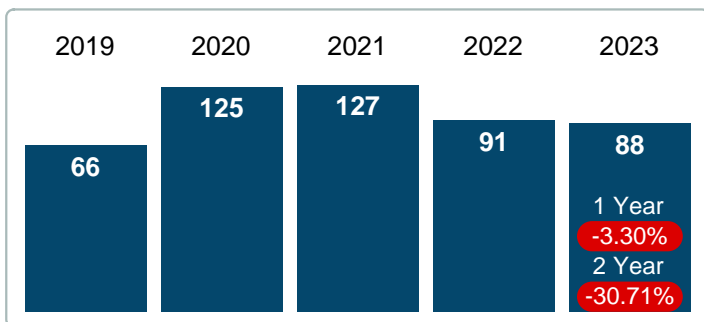
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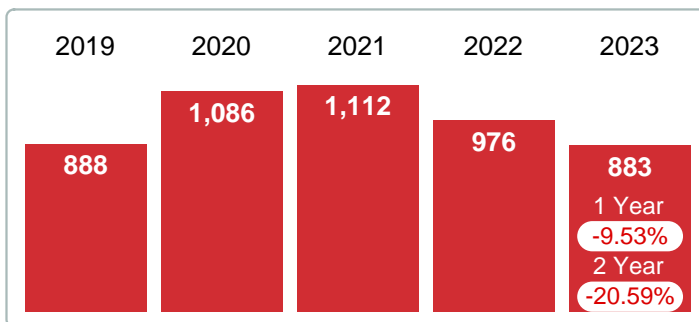
## PENDING LISTINGS

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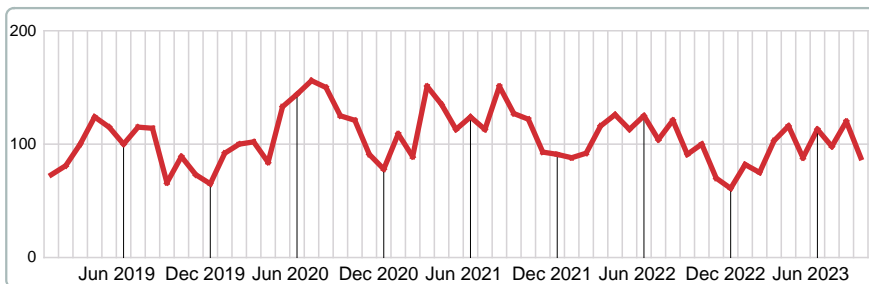
### SEPTEMBER



### YEAR TO DATE (YTD)

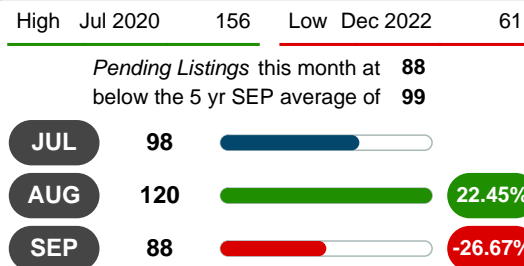


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>2</b>	2.27%	6.0	2	0	0	0
\$50,001 - \$100,000	<b>20</b>	22.73%	10.5	6	9	3	2
\$100,001 - \$125,000	<b>7</b>	7.95%	7.0	3	4	0	0
\$125,001 - \$200,000	<b>27</b>	30.68%	38.0	6	19	1	1
\$200,001 - \$275,000	<b>10</b>	11.36%	56.5	1	9	0	0
\$275,001 - \$475,000	<b>13</b>	14.77%	36.0	2	4	6	1
\$475,001 and up	<b>9</b>	10.23%	47.0	1	5	1	2
<b>Total Pending Units</b>	<b>88</b>			<b>21</b>	<b>50</b>	<b>11</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>19,341,048</b>	<b>100%</b>	<b>32.0</b>	<b>3.30M</b>	<b>10.68M</b>	<b>3.21M</b>	<b>2.16M</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$119,900</b>	<b>\$177,450</b>	<b>\$295,000</b>	<b>\$279,450</b>

# September 2023



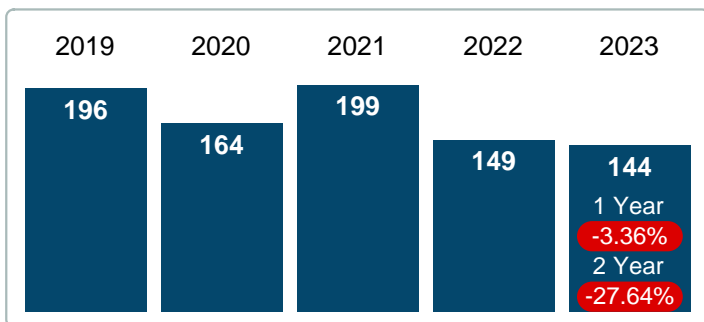
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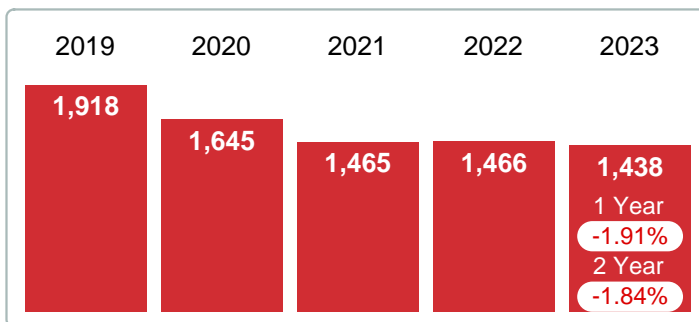
## NEW LISTINGS

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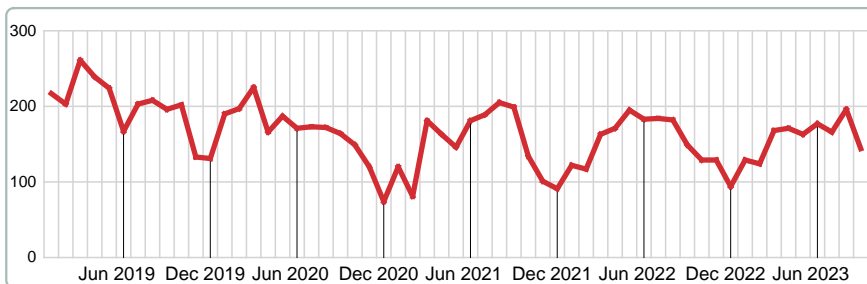
### SEPTEMBER



### YEAR TO DATE (YTD)

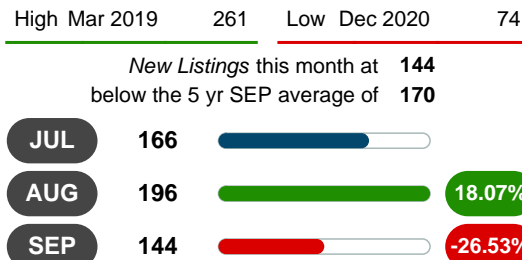


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$75,000 and less	14	9.72%	8	5	0	1
\$75,001 - \$100,000	16	11.11%	2	11	1	2
\$100,001 - \$150,000	19	13.19%	3	13	3	0
\$150,001 - \$225,000	32	22.22%	8	18	5	1
\$225,001 - \$325,000	28	19.44%	4	18	6	0
\$325,001 - \$625,000	20	13.89%	4	7	7	2
\$625,001 and up	15	10.42%	1	1	12	1
<b>Total New Listed Units</b>	<b>144</b>		<b>30</b>	<b>73</b>	<b>34</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>49,893,197</b>	<b>100%</b>	<b>6.21M</b>	<b>14.72M</b>	<b>26.79M</b>	<b>2.17M</b>
<b>Median New Listed Listing Price</b>	<b>\$196,250</b>		<b>\$172,500</b>	<b>\$169,900</b>	<b>\$399,250</b>	<b>\$164,500</b>

# September 2023



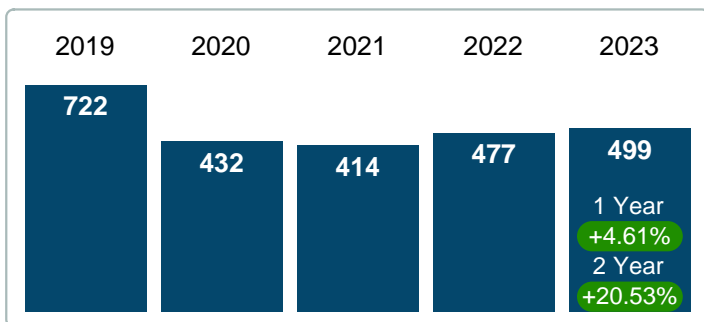
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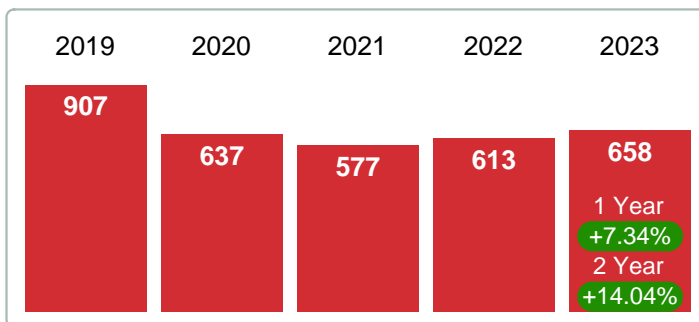
## ACTIVE INVENTORY

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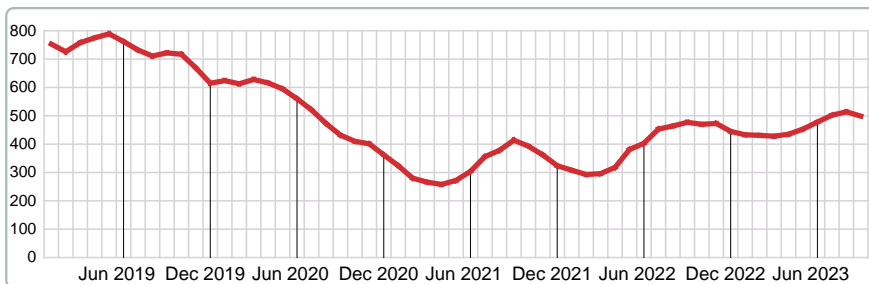
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

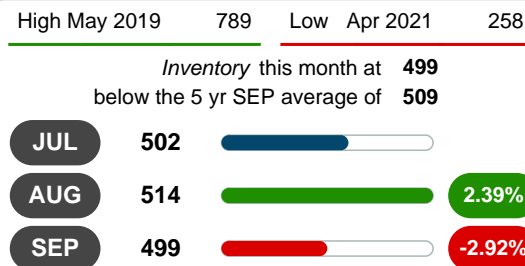


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 509



### 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	6.01%	71.0	15	13	1	1
\$75,001 - \$125,000	54	10.82%	58.0	14	36	3	1
\$125,001 - \$175,000	87	17.43%	57.0	19	52	13	3
\$175,001 - \$325,000	143	28.66%	51.0	28	86	25	4
\$325,001 - \$475,000	64	12.83%	76.0	5	28	20	11
\$475,001 - \$750,000	73	14.63%	92.0	11	30	25	7
\$750,001 and up	48	9.62%	94.5	4	8	28	8
<b>Total Active Inventory by Units</b>	<b>499</b>			<b>96</b>	<b>253</b>	<b>115</b>	<b>35</b>
<b>Total Active Inventory by Volume</b>	<b>199,672,887</b>	<b>100%</b>	<b>67.0</b>	<b>28.10M</b>	<b>76.22M</b>	<b>73.67M</b>	<b>21.69M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$249,900</b>			<b>\$176,250</b>	<b>\$229,000</b>	<b>\$449,900</b>	<b>\$425,000</b>

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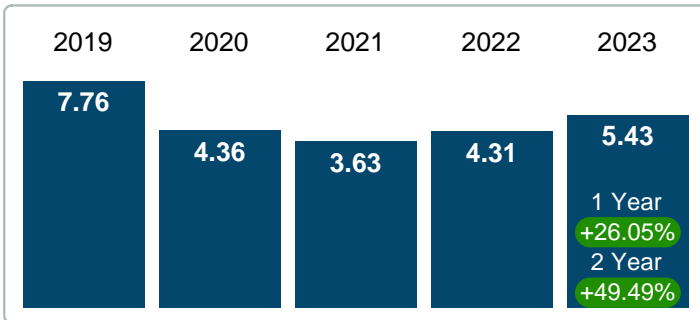
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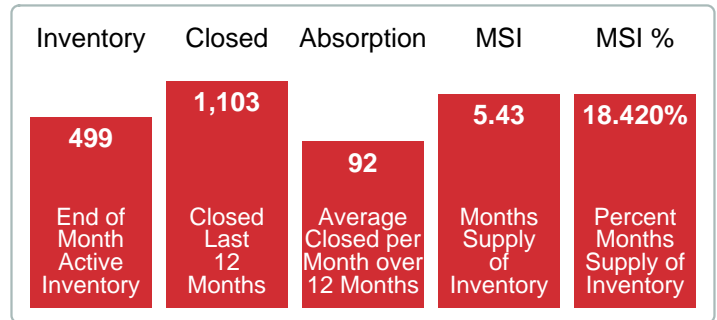
## MONTHS SUPPLY of INVENTORY (MSI)

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

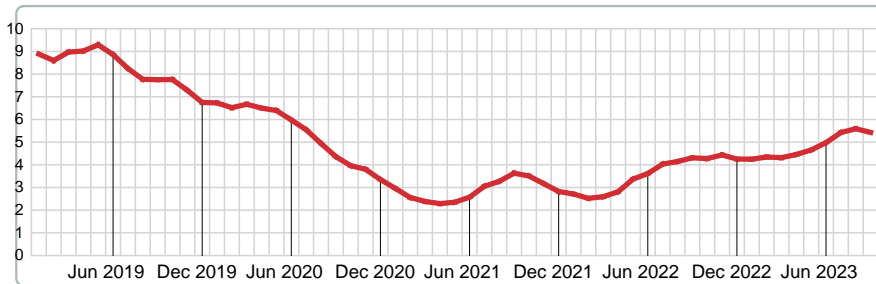
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023

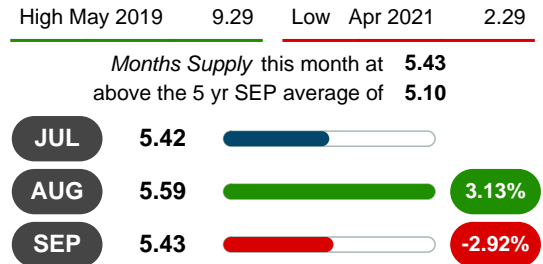


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2023



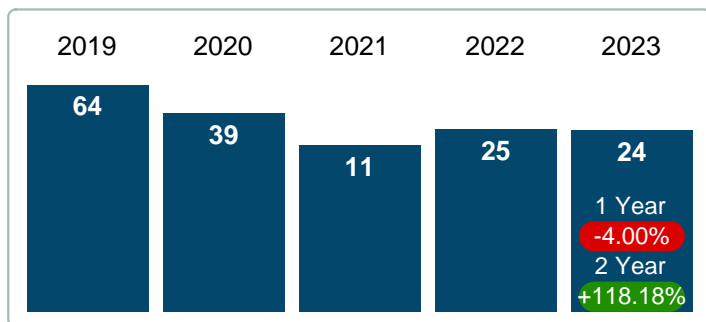
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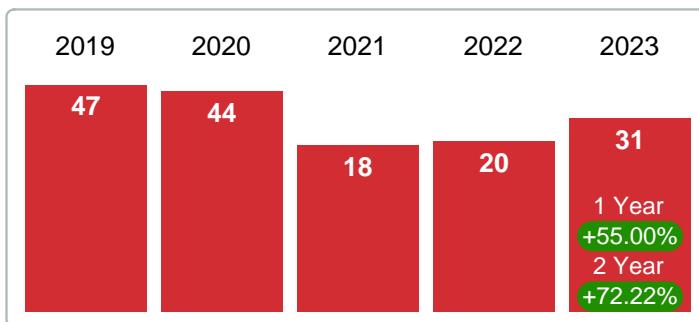
## MEDIAN DAYS ON MARKET TO SALE

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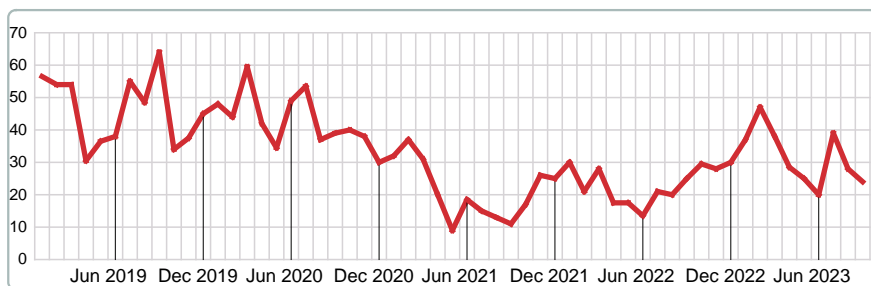
### SEPTEMBER



### YEAR TO DATE (YTD)

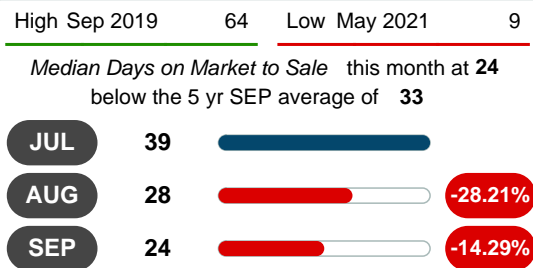


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 33



### 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	4.50%	9	9	30	0	0
\$50,001 - \$100,000	18.92%	28	50	19	0	1
\$100,001 - \$125,000	6.31%	16	38	1	0	0
\$125,001 - \$200,000	35.14%	22	29	23	18	0
\$200,001 - \$275,000	12.61%	22	120	24	10	24
\$275,001 - \$375,000	10.81%	73	12	53	130	0
\$375,001 and up	11.71%	31	18	25	63	51
Median Closed DOM		24	34	27	18	13
Total Closed Units	100%	24.0	28	66	11	6
Total Closed Volume		23,946,322	3.32M	14.88M	2.56M	3.19M



# September 2023



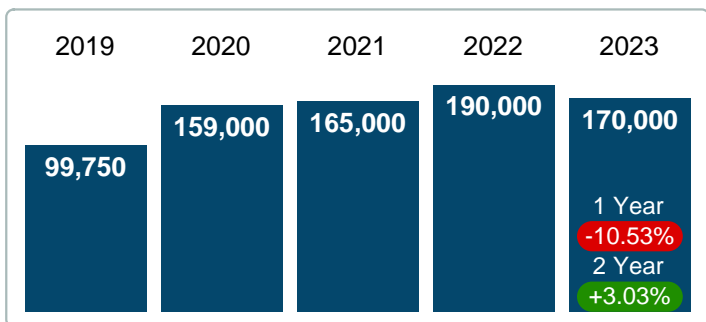
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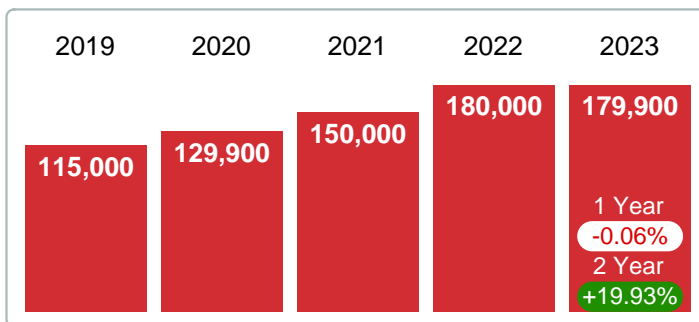
## MEDIAN LIST PRICE AT CLOSING

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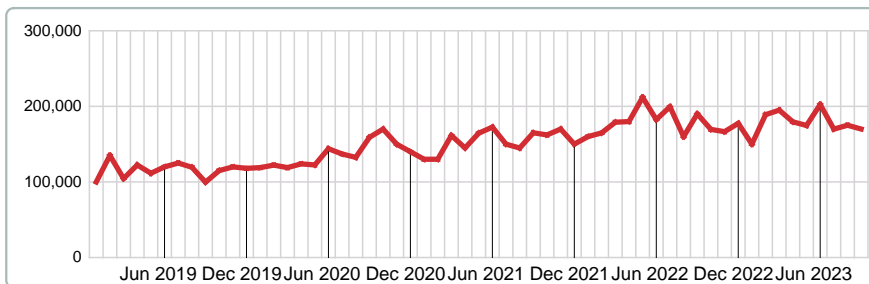
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

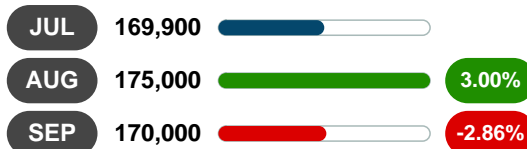


### 3 MONTHS

5 year SEP AVG = 156,750

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

Median List Price at Closing this month at **170,000** above the 5 yr SEP average of **156,750**



### 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	3.60%	30,000	35,000	20,000	0	0
\$50,001 - \$100,000	20.72%	74,200	69,950	74,200	0	100,000
\$100,001 - \$125,000	6.31%	120,000	122,400	111,000	0	0
\$125,001 - \$200,000	31.53%	169,000	167,500	169,900	144,500	0
\$200,001 - \$275,000	12.61%	247,000	0	252,500	225,000	245,000
\$275,001 - \$375,000	12.61%	312,000	306,500	320,000	309,000	0
\$375,001 and up	12.61%	537,500	450,000	495,000	525,000	1,096,000
Median List Price		170,000	87,450	190,450	225,000	422,450
Total Closed Units	100%	170,000	28	66	11	6
Total Closed Volume		25,193,797	3.56M	15.37M	2.77M	3.49M



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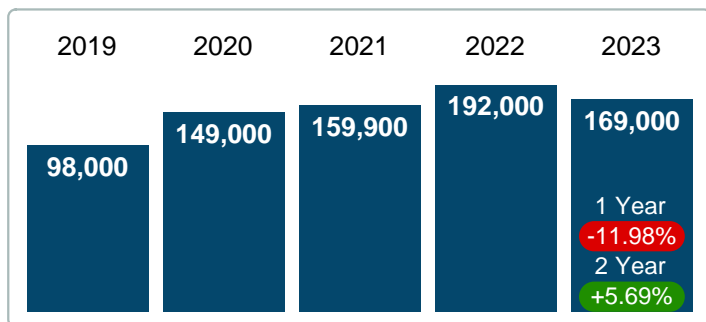
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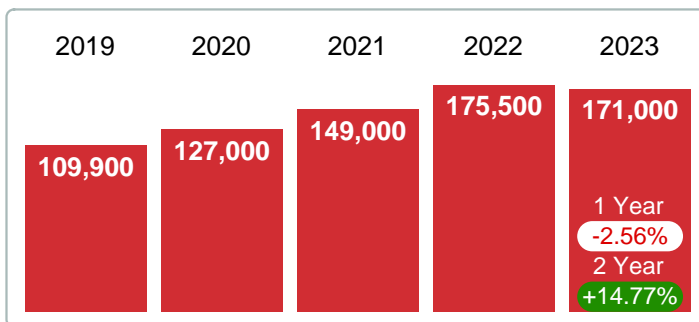
## MEDIAN SOLD PRICE AT CLOSING

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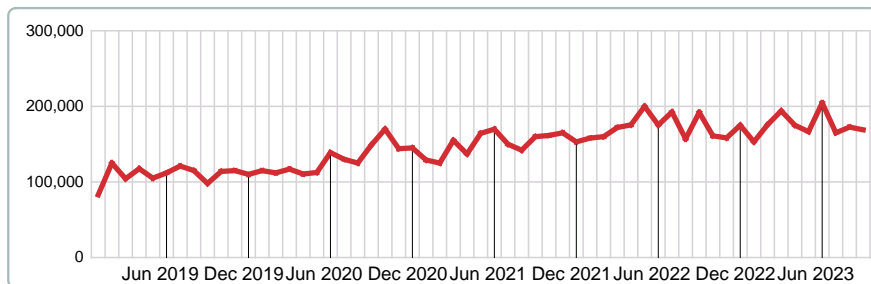
### SEPTEMBER



### YEAR TO DATE (YTD)

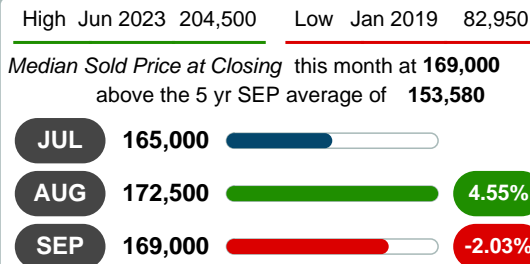


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 153,580



### 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	4.50%	35,000	35,000	34,500	0	0
\$50,001 - \$100,000	18.92%	68,000	64,540	68,999	0	100,000
\$100,001 - \$125,000	6.31%	108,000	111,500	103,000	0	0
\$125,001 - \$200,000	35.14%	157,500	150,500	164,500	149,000	0
\$200,001 - \$275,000	12.61%	246,250	260,000	253,500	225,000	235,000
\$275,001 - \$375,000	10.81%	310,000	310,000	312,000	304,500	0
\$375,001 and up	11.71%	510,000	420,000	502,500	495,000	965,000
Median Sold Price		169,000	84,000	184,100	207,000	387,500
Total Closed Units	100%	169,000	28	66	11	6
Total Closed Volume		23,946,322	3.32M	14.88M	2.56M	3.19M

# September 2023



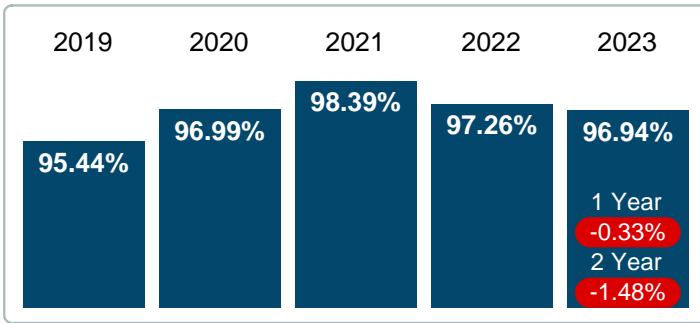
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



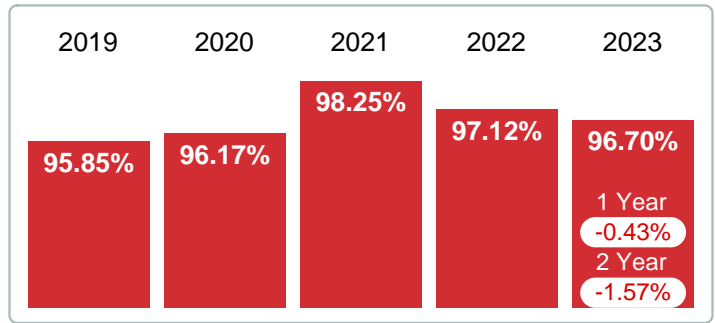
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

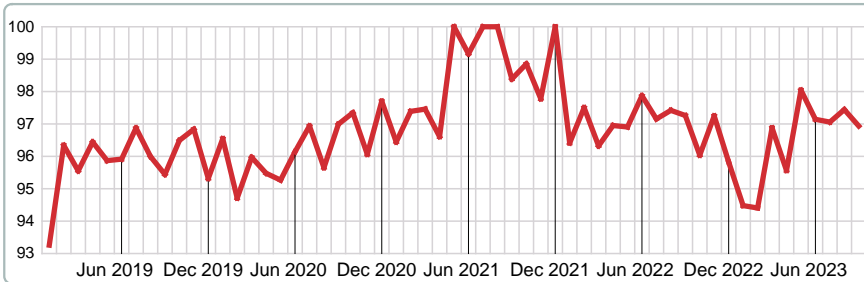
### SEPTEMBER



### YEAR TO DATE (YTD)

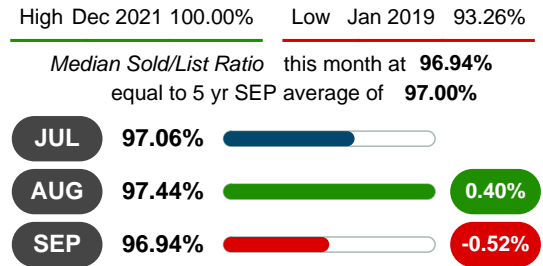


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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	5	4.50%	95.00%	100.00%	83.21%	0.00%	0.00%
\$50,001 - \$100,000	21	18.92%	93.46%	92.61%	100.00%	0.00%	100.00%
\$100,001 - \$125,000	7	6.31%	96.28%	91.19%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	39	35.14%	98.04%	94.47%	98.70%	100.00%	0.00%
\$200,001 - \$275,000	14	12.61%	97.09%	87.25%	98.07%	92.00%	95.92%
\$275,001 - \$375,000	12	10.81%	97.21%	98.41%	97.06%	90.00%	0.00%
\$375,001 and up	13	11.71%	94.29%	93.33%	97.74%	94.29%	90.02%
Median Sold/List Ratio		96.94%		93.12%	97.58%	94.29%	94.26%
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



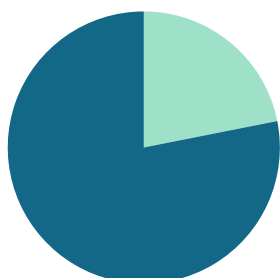
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

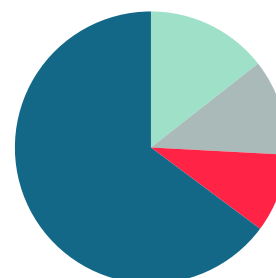


**Inventory**  
 New Listings  
**144 = 21.88%**  
 Start Inventory  
**514**  
 Total Inventory Units  
**658**  
 Volume  
**\$240,420,123**

### 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%
Median List Price	190,000	170,000	-10.53%	180,000	179,900	-0.06%
Median Sale Price	192,000	169,000	-11.98%	175,500	171,000	-2.56%
Median Percent of Selling Price to List Price	97.26%	96.94%	-0.33%	97.12%	96.70%	-0.43%
Median Days on Market to Sale	25.00	24.00	-4.00%	20.00	31.00	55.00%
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

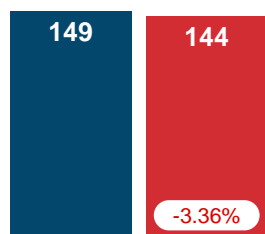
**Inventory** on September 30, 2023 = **499**

**2022** **2023**

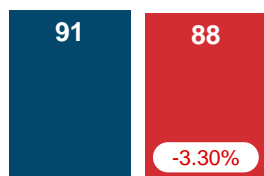
### SEPTEMBER MARKET

### MEDIAN PRICES

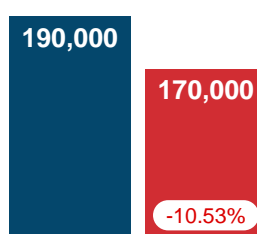
#### New Listings



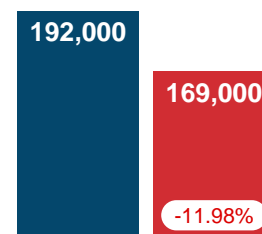
#### Pending Listings



#### List Price



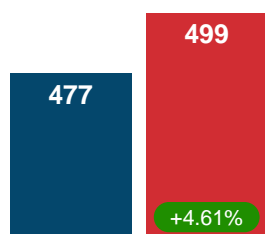
#### Sale Price



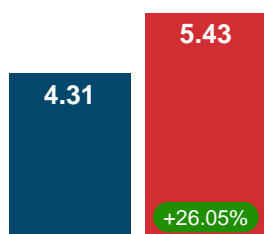
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

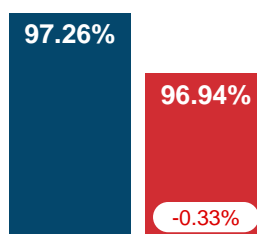
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

