

# November 2023



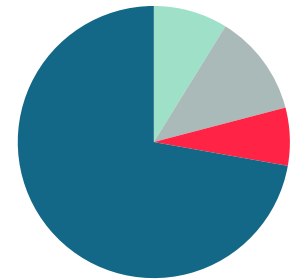
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	84	59	-29.76%
Pending Listings	70	81	15.71%
New Listings	129	113	-12.40%
Average List Price	225,188	253,309	12.49%
Average Sale Price	214,942	247,218	15.02%
Average Percent of Selling Price to List Price	95.61%	96.80%	1.25%
Average Days on Market to Sale	45.12	45.27	0.34%
End of Month Inventory	473	483	2.11%
Months Supply of Inventory	4.43	5.48	23.54%



■ Closed (8.82%)  
■ Pending (12.11%)  
■ Other OffMarket (6.88%)  
■ Active (72.20%)

**Absorption:** Last 12 months, an Average of **88** Sales/Month  
**Active Inventory** as of November 30, 2023 = **483**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **2.11%** to 483 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **5.48** 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 **15.02%** in November 2023 to \$247,218 versus the previous year at \$214,942.

#### Average Days on Market Lengthens

The average number of **45.27** days that homes spent on the market before selling increased by 0.15 days or **0.34%** in November 2023 compared to last year's same month at **45.12** DOM.

#### Sales Success for November 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 113 New Listings in November 2023, down **12.40%** from last year at 129. Furthermore, there were 59 Closed Listings this month versus last year at 84, a **-29.76%** decrease.

Closed versus Listed trends yielded a **52.2%** ratio, down from previous year's, November 2022, at **65.1%**, a **19.82%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# November 2023



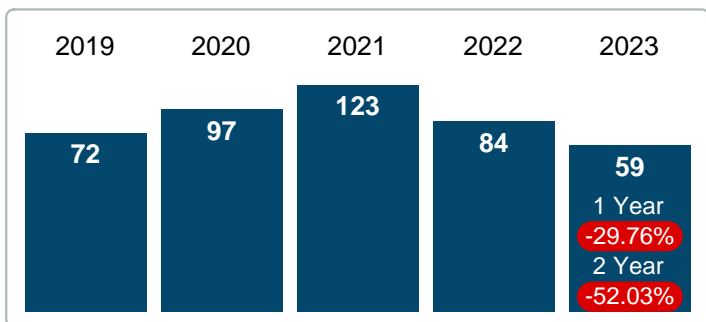
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



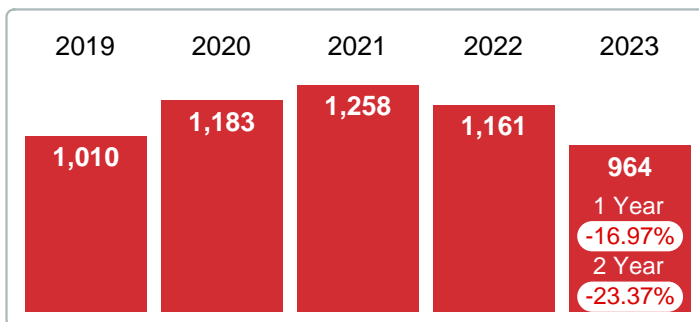
## CLOSED LISTINGS

Report produced on Dec 11, 2023 for MLS Technology Inc.

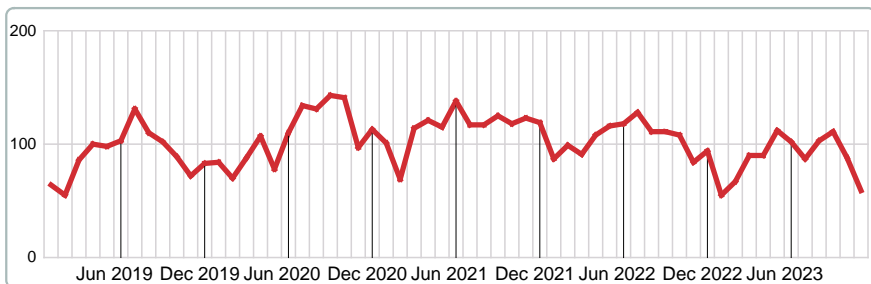
### NOVEMBER



### YEAR TO DATE (YTD)

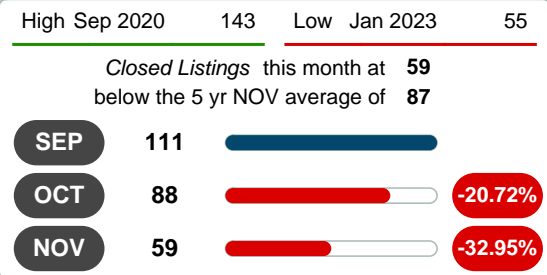


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 87



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.08%	35.7	1	2	0	0
\$75,001 - \$125,000	6	10.17%	15.2	2	4	0	0
\$125,001 - \$150,000	10	16.95%	28.3	3	4	3	0
\$150,001 - \$200,000	15	25.42%	60.5	1	13	1	0
\$200,001 - \$250,000	7	11.86%	27.9	1	4	2	0
\$250,001 - \$375,000	12	20.34%	58.5	3	5	4	0
\$375,001 and up	6	10.17%	64.3	1	1	4	0
<b>Total Closed Units</b>	<b>59</b>			<b>12</b>	<b>33</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>14,585,833</b>	<b>100%</b>	<b>45.3</b>	<b>2.31M</b>	<b>6.28M</b>	<b>6.00M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$247,218</b>			<b>\$192,175</b>	<b>\$190,239</b>	<b>\$428,702</b>	<b>\$0</b>

# November 2023



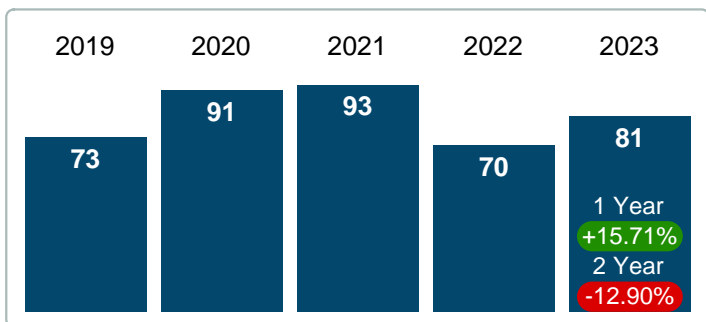
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



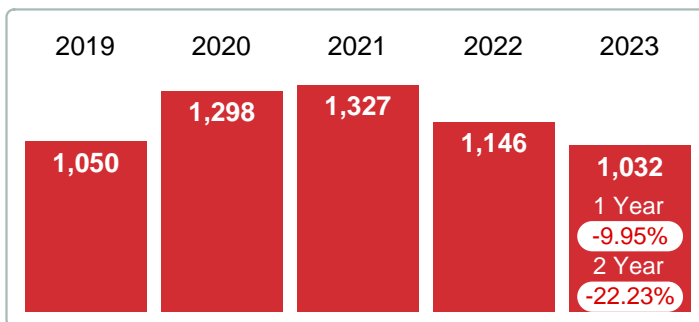
## PENDING LISTINGS

Report produced on Dec 11, 2023 for MLS Technology Inc.

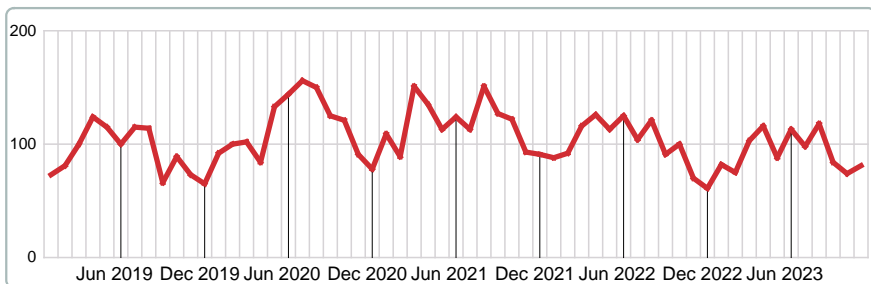
### NOVEMBER



### YEAR TO DATE (YTD)

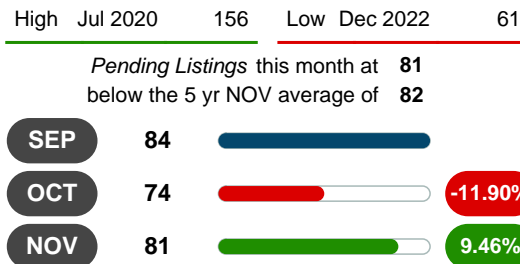


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 82



### 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	7	8.64%	19.7	4	2	1	0
\$75,001 - \$125,000	10	12.35%	43.0	1	8	0	1
\$125,001 - \$150,000	14	17.28%	47.6	5	8	1	0
\$150,001 - \$175,000	14	17.28%	90.9	2	8	3	1
\$175,001 - \$250,000	16	19.75%	67.5	2	14	0	0
\$250,001 - \$350,000	9	11.11%	95.1	2	6	1	0
\$350,001 and up	11	13.58%	77.8	1	3	4	3
<b>Total Pending Units</b>	<b>81</b>			<b>17</b>	<b>49</b>	<b>10</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>17,202,548</b>	<b>100%</b>	<b>93.2</b>	<b>2.76M</b>	<b>9.19M</b>	<b>3.90M</b>	<b>1.36M</b>
<b>Average Listing Price</b>	<b>\$202,311</b>			<b>\$162,153</b>	<b>\$187,563</b>	<b>\$389,550</b>	<b>\$271,970</b>

# November 2023



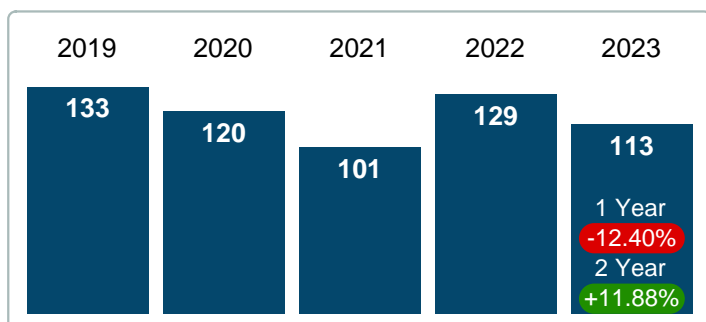
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



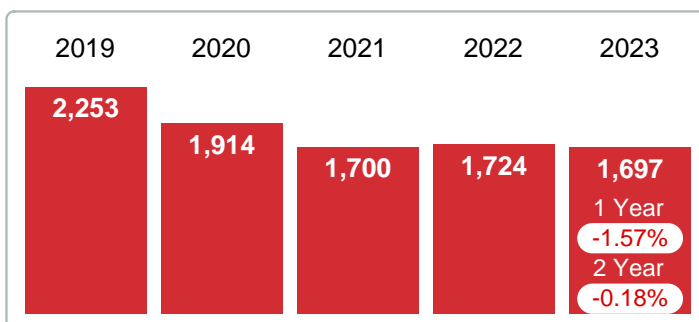
## NEW LISTINGS

Report produced on Dec 11, 2023 for MLS Technology Inc.

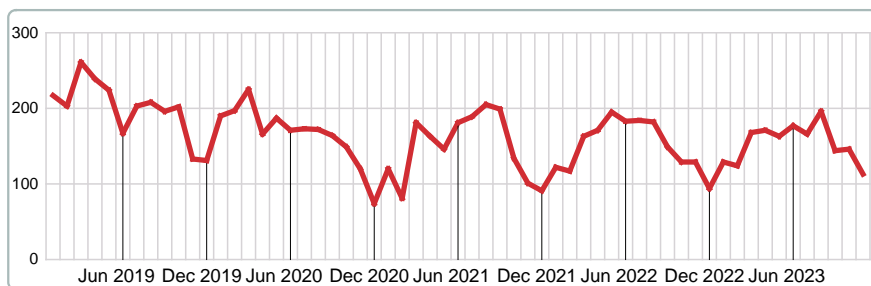
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

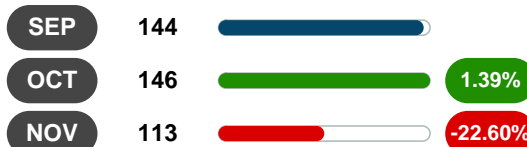


### 3 MONTHS

5 year NOV AVG = 119

High Mar 2019 261 Low Dec 2020 74

New Listings this month at 113  
below the 5 yr NOV average of 119



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	10	8.85%	5	4	1	0
\$90,001 - \$130,000	14	12.39%	3	10	1	0
\$130,001 - \$170,000	15	13.27%	6	6	2	1
\$170,001 - \$250,000	32	28.32%	8	22	2	0
\$250,001 - \$350,000	16	14.16%	2	8	3	3
\$350,001 - \$670,000	14	12.39%	1	9	3	1
\$670,001 and up	12	10.62%	0	5	4	3
<b>Total New Listed Units</b>	<b>113</b>		<b>25</b>	<b>64</b>	<b>16</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>41,387,198</b>	<b>100%</b>	<b>4.33M</b>	<b>23.74M</b>	<b>7.15M</b>	<b>6.17M</b>
<b>Average New Listed Listing Price</b>	<b>\$140,000</b>		<b>\$173,224</b>	<b>\$370,905</b>	<b>\$446,987</b>	<b>\$770,863</b>

# November 2023



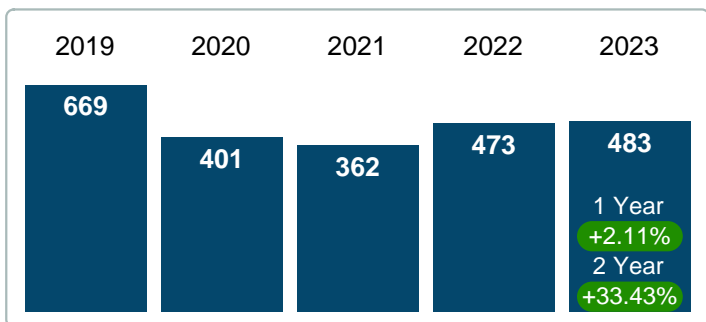
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



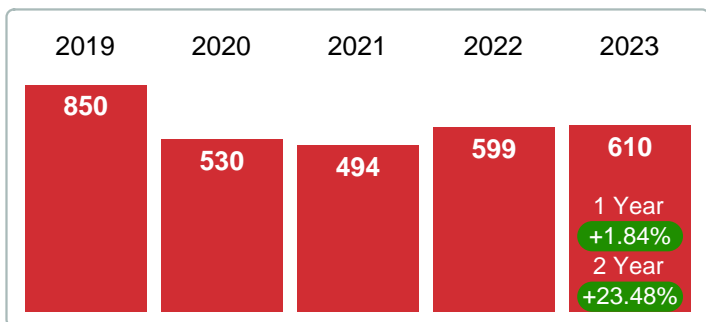
## ACTIVE INVENTORY

Report produced on Dec 11, 2023 for MLS Technology Inc.

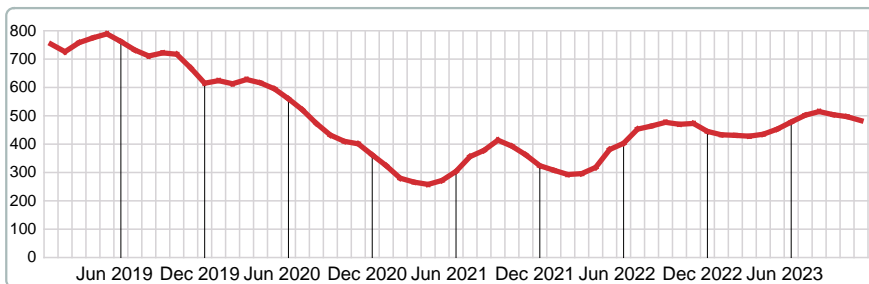
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

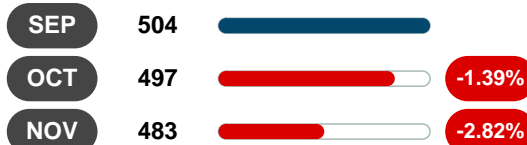


### 3 MONTHS

5 year NOV AVG = 478

High May 2019 789 Low Apr 2021 258

Inventory this month at **483**  
above the 5 yr NOV average of **478**



### 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	32	6.63%	108.2	16	14	1	1
\$75,001 - \$125,000	49	10.14%	82.3	10	37	2	0
\$125,001 - \$175,000	77	15.94%	84.1	17	42	14	4
\$175,001 - \$300,000	144	29.81%	77.3	28	88	19	9
\$300,001 - \$475,000	72	14.91%	93.4	10	35	23	4
\$475,001 - \$750,000	62	12.84%	117.8	6	25	27	4
\$750,001 and up	47	9.73%	108.7	2	10	25	10
Total Active Inventory by Units			483	89	251	111	32
Total Active Inventory by Volume			194,841,361	22.50M	81.48M	70.63M	20.23M
Average Active Inventory Listing Price			\$403,398	\$252,844	\$324,633	\$636,269	\$632,175

# November 2023



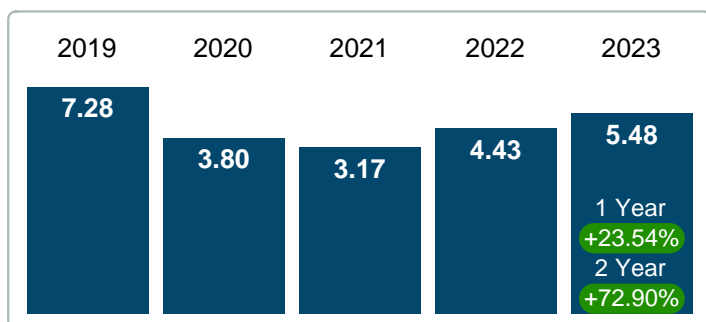
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



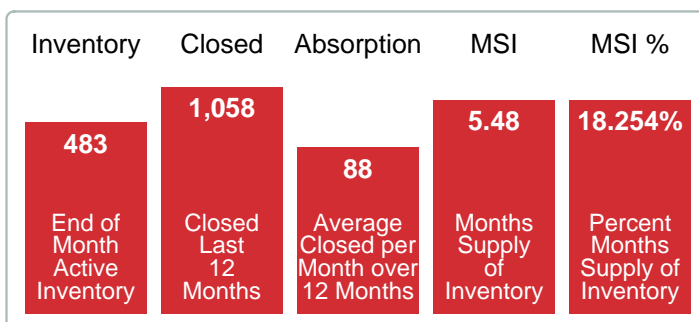
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Dec 11, 2023 for MLS Technology Inc.

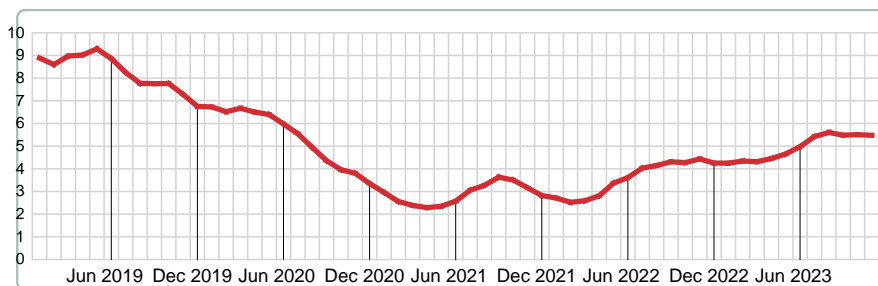
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS

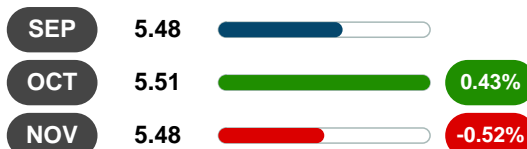


### 3 MONTHS

5 year NOV AVG = 4.83

High May 2019 9.29 Low Apr 2021 2.29

Months Supply this month at **5.48**  
above the 5 yr NOV average of **4.83**



### 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	32	6.63%	2.48	2.46	2.30	4.00	12.00
\$75,001 - \$125,000	49	10.14%	3.89	2.55	4.88	2.18	0.00
\$125,001 - \$175,000	77	15.94%	3.77	4.25	2.96	6.22	0.00
\$175,001 - \$300,000	144	29.81%	5.70	8.84	5.53	3.51	12.00
\$300,001 - \$475,000	72	14.91%	6.86	6.67	6.56	7.26	8.00
\$475,001 - \$750,000	62	12.84%	14.59	72.00	9.68	23.14	9.60
\$750,001 and up	47	9.73%	20.89	24.00	13.33	25.00	24.00
Market Supply of Inventory (MSI)			5.48	4.62	4.79	7.84	13.71
Total Active Inventory by Units		100%	5.48	89	251	111	32

# November 2023



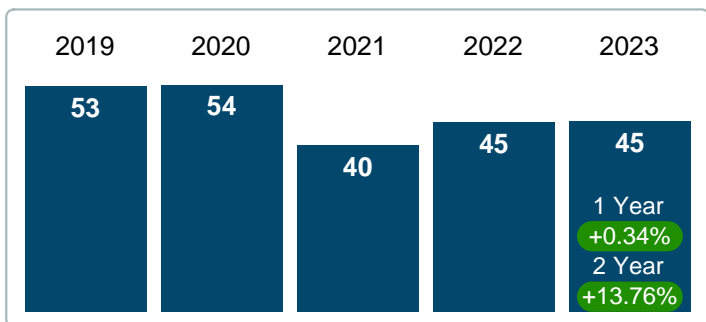
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



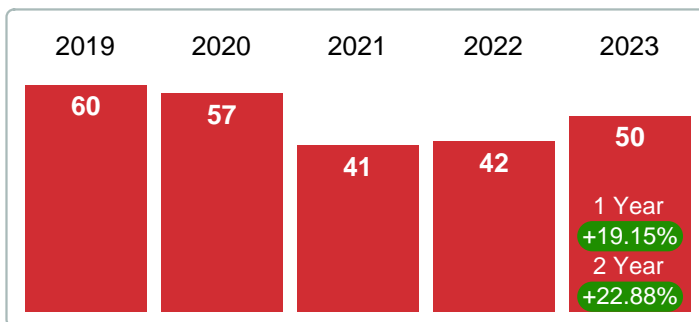
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Dec 11, 2023 for MLS Technology Inc.

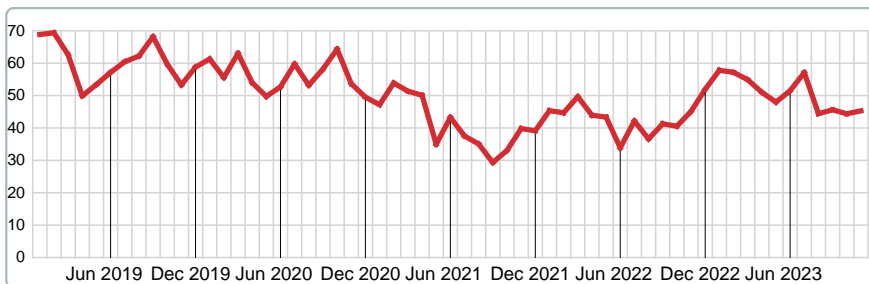
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 47

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at 45 below the 5 yr NOV average of 47



### 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
\$75,000 and less	5.08%	36	39	34	0	0
\$75,001 - \$125,000	10.17%	15	17	15	0	0
\$125,001 - \$150,000	16.95%	28	4	21	62	0
\$150,001 - \$200,000	25.42%	60	13	56	161	0
\$200,001 - \$250,000	11.86%	28	75	11	38	0
\$250,001 - \$375,000	20.34%	59	58	45	76	0
\$375,001 and up	10.17%	64	32	35	80	0
<b>Average Closed DOM</b>		<b>45</b>	<b>31</b>	<b>38</b>	<b>75</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>12</b>	<b>33</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>14,585,833</b>	<b>2.31M</b>	<b>6.28M</b>	<b>6.00M</b>	<b>0.00B</b>

# November 2023



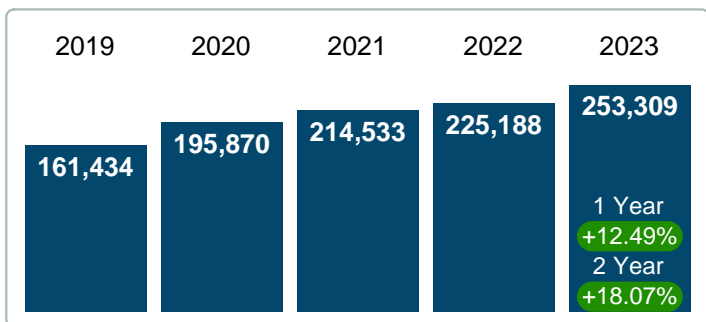
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



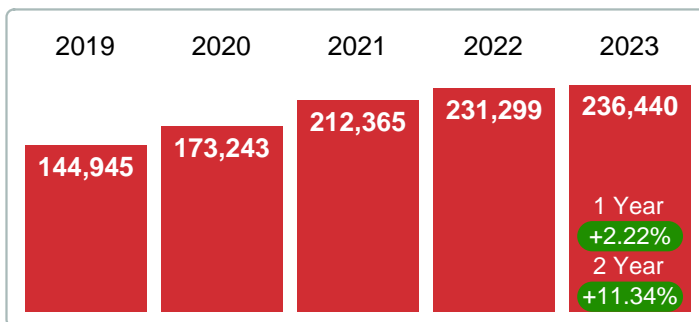
## AVERAGE LIST PRICE AT CLOSING

Report produced on Dec 11, 2023 for MLS Technology Inc.

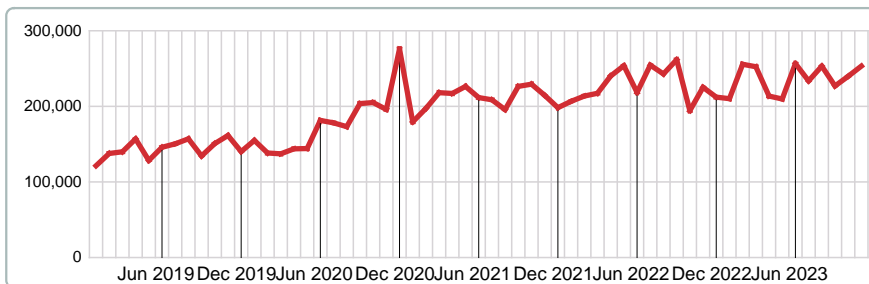
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 210,067

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

Average List Price at Closing this month at **253,309**  
above the 5 yr NOV average of **210,067**

SEP	226,971	<div style="width: 80%;"></div>
OCT	239,773	<div style="width: 90%;"></div> 5.64%
NOV	253,309	<div style="width: 95%;"></div> 5.65%

### 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
\$75,000 and less	3.39%	63,450	60,000	83,450	0	0
\$75,001 - \$125,000	15.25%	105,111	92,250	104,375	0	0
\$125,001 - \$150,000	13.56%	138,150	129,833	134,700	140,300	0
\$150,001 - \$200,000	23.73%	176,754	175,000	181,312	162,500	0
\$200,001 - \$250,000	11.86%	232,557	275,000	235,975	232,000	0
\$250,001 - \$375,000	22.03%	297,523	286,967	292,580	317,250	0
\$375,001 and up	10.17%	799,483	399,900	649,000	937,000	0
<b>Average List Price</b>		<b>253,309</b>	<b>195,400</b>	<b>198,062</b>	<b>433,171</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>253,309</b>	<b>12</b>	<b>33</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>14,945,250</b>	<b>2.34M</b>	<b>6.54M</b>	<b>6.06M</b>	<b>0.00B</b>



# November 2023



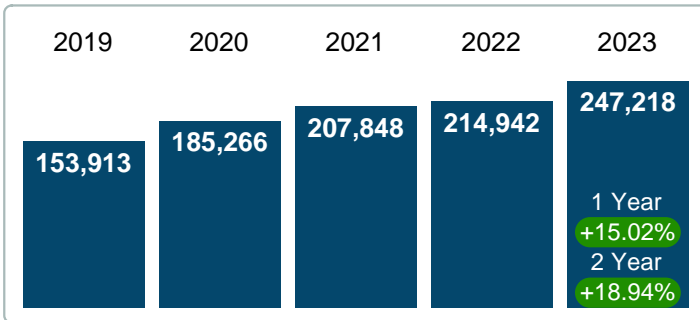
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



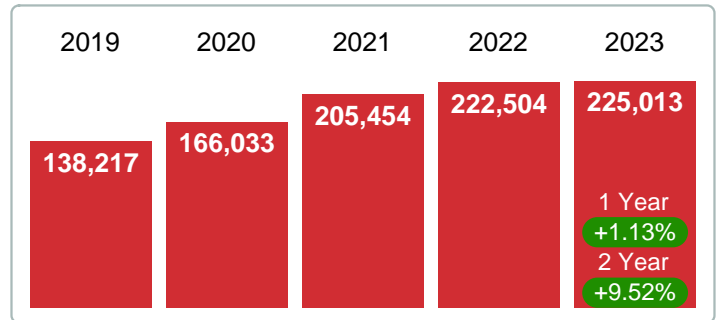
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Dec 11, 2023 for MLS Technology Inc.

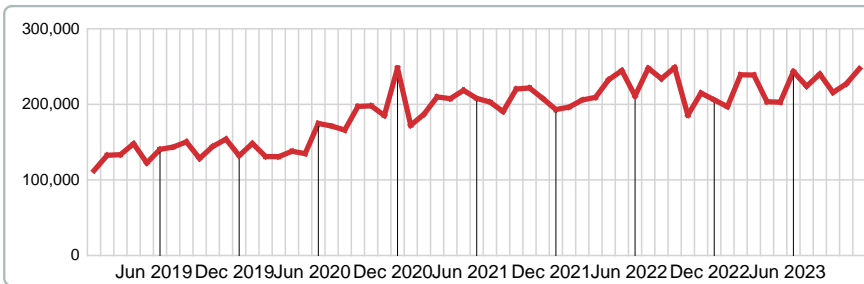
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

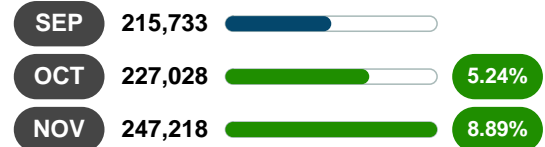


### 3 MONTHS

5 year NOV AVG = 201,837

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

Average Sold Price at Closing this month at **247,218**  
above the 5 yr NOV average of **201,837**



### 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	
\$75,000 and less	3	5.08%	62,667	53,000	67,500	0	
\$75,001 - \$125,000	6	10.17%	96,250	88,000	100,375	0	
\$125,001 - \$150,000	10	16.95%	137,590	135,667	138,475	138,333	
\$150,001 - \$200,000	15	25.42%	171,540	170,000	172,623	159,000	
\$200,001 - \$250,000	7	11.86%	227,500	250,000	228,500	214,250	
\$250,001 - \$375,000	12	20.34%	290,867	286,667	278,880	309,000	
\$375,001 and up	6	10.17%	798,072	390,100	635,000	940,833	
<b>Average Sold Price</b>		<b>247,218</b>		<b>192,175</b>	<b>190,239</b>	<b>428,702</b>	<b>0</b>
<b>Total Closed Units</b>		<b>59</b>	<b>100%</b>	<b>247,218</b>	<b>12</b>	<b>33</b>	<b>14</b>
<b>Total Closed Volume</b>		<b>14,585,833</b>			<b>2.31M</b>	<b>6.28M</b>	<b>6.00M</b>

# November 2023



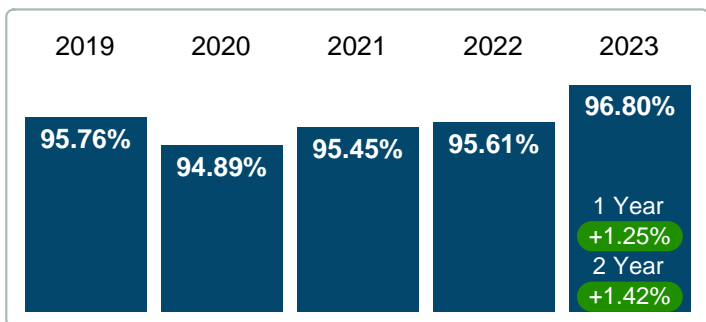
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



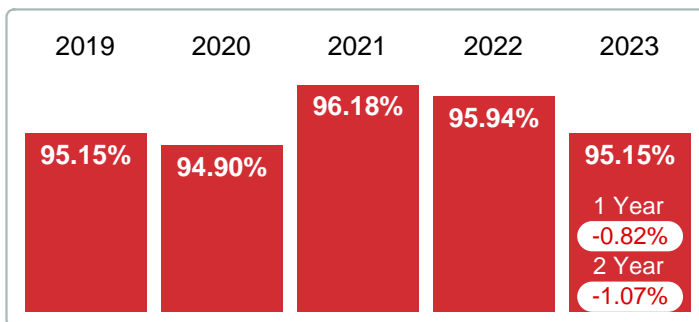
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 11, 2023 for MLS Technology Inc.

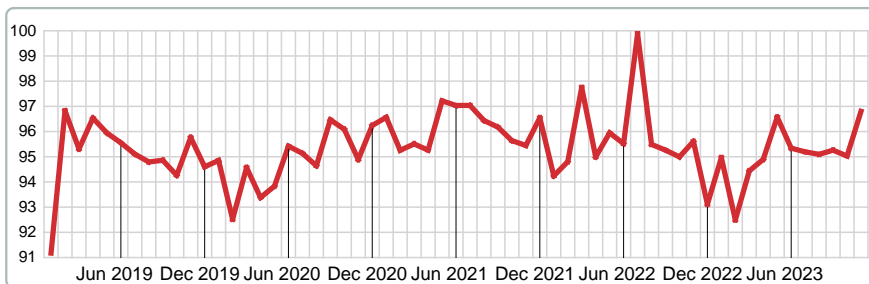
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

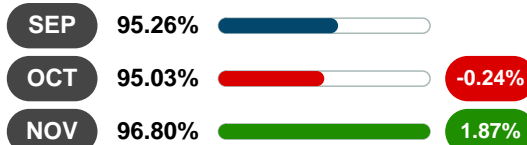


### 3 MONTHS

5 year NOV AVG = 95.70%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **96.80%**  
above the 5 yr NOV average of **95.70%**



### 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
\$75,000 and less	<div style="width: 5.08%; background-color: blue;"></div> 3	5.08%	84.34%	88.33%	82.34%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 10.17%; background-color: blue;"></div> 6	10.17%	95.75%	95.56%	95.85%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 16.95%; background-color: blue;"></div> 10	16.95%	102.28%	105.04%	102.93%	98.64%	0.00%
\$150,001 - \$200,000	<div style="width: 25.42%; background-color: blue;"></div> 15	25.42%	95.95%	97.14%	95.72%	97.85%	0.00%
\$200,001 - \$250,000	<div style="width: 11.86%; background-color: blue;"></div> 7	11.86%	94.79%	90.91%	96.88%	92.55%	0.00%
\$250,001 - \$375,000	<div style="width: 20.34%; background-color: blue;"></div> 12	20.34%	97.22%	99.81%	95.70%	97.17%	0.00%
\$375,001 and up	<div style="width: 10.17%; background-color: blue;"></div> 6	10.17%	98.59%	97.55%	97.84%	99.04%	0.00%
Average Sold/List Ratio		96.80%		98.30%	96.00%	97.41%	0.00%
Total Closed Units		59	100%	12	33	14	
Total Closed Volume		14,585,833		2.31M	6.28M	6.00M	0.00B

# November 2023



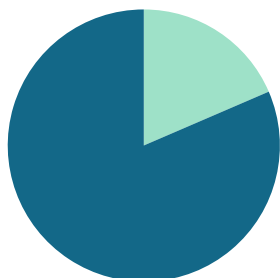
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 11, 2023 for MLS Technology Inc.

### INVENTORY

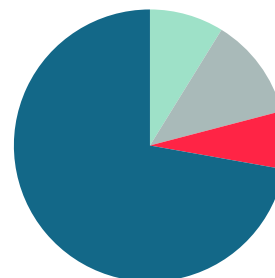


**Inventory**  
 New Listings  
**113 = 18.52%**  
 Start Inventory  
**497**  
 Total Inventory Units  
**610**  
 Volume  
**\$231,961,509**

### Market Activity

Closed Sales  
**59 = 8.82%**  
 Pending Sales  
**81 = 12.11%**  
 Other Off Market  
**46 = 6.88%**  
 Active Inventory  
**483 = 72.20%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	84	59	-29.76%	1,161	964	-16.97%
Pending Sales	70	81	15.71%	1,146	1,032	-9.95%
New Listings	129	113	-12.40%	1,724	1,697	-1.57%
Average List Price	225,188	253,309	12.49%	231,299	236,440	2.22%
Average Sale Price	214,942	247,218	15.02%	222,504	225,013	1.13%
Average Percent of Selling Price to List Price	95.61%	96.80%	1.25%	95.94%	95.15%	-0.82%
Average Days on Market to Sale	45.12	45.27	0.34%	42.09	50.15	19.15%
Monthly Inventory	473	483	2.11%	473	483	2.11%
Months Supply of Inventory	4.43	5.48	23.54%	4.43	5.48	23.54%

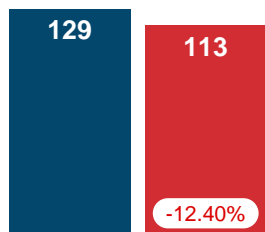
**Absorption:** Last 12 months, an Average of **88** Sales/Month

**Inventory** on November 30, 2023 = **483** 2022 2023

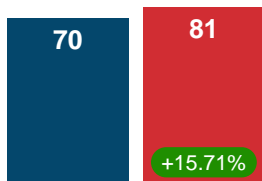
### NOVEMBER MARKET

### AVERAGE PRICES

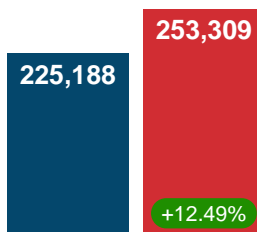
#### New Listings



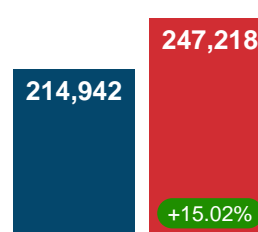
#### Pending Listings



#### List Price



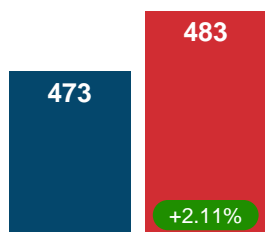
#### Sale Price



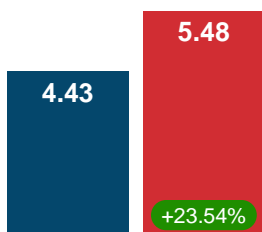
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

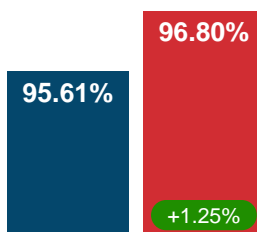
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

