

November 2023



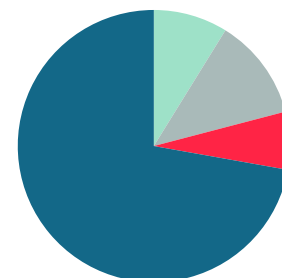
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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% |
| Median List Price | 166,500 | 189,950 | 14.08% |
| Median Sale Price | 158,250 | 175,000 | 10.58% |
| Median Percent of Selling Price to List Price | 97.25% | 97.73% | 0.49% |
| Median Days on Market to Sale | 28.00 | 28.00 | 0.00% |
| 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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **10.58%** in November 2023 to \$175,000 versus the previous year at \$158,250.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in November 2023 compared to last year's same month at **28.00** DOM.

Sales Success for November 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 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

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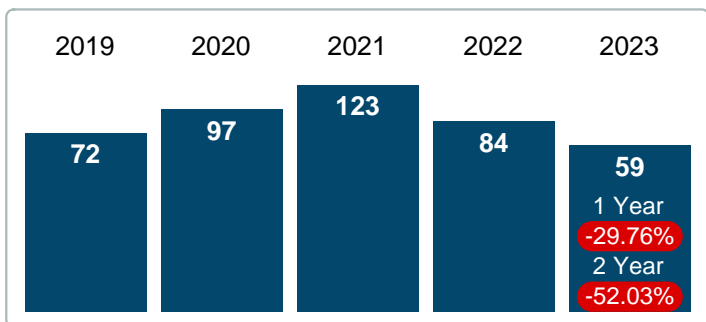
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



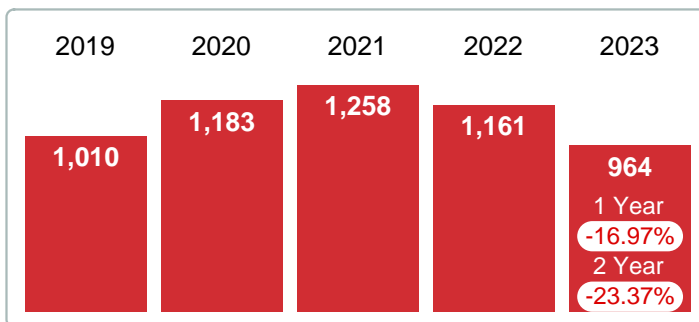
CLOSED LISTINGS

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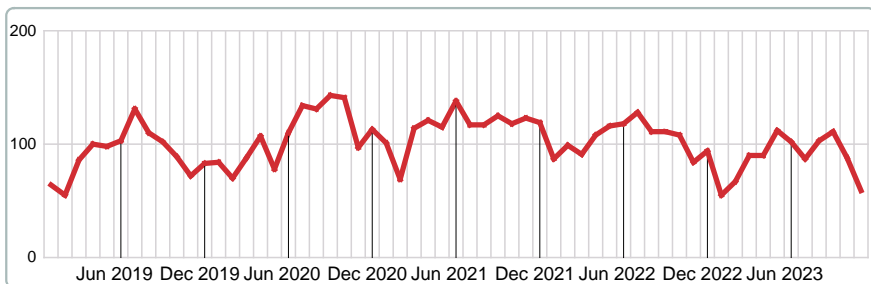
NOVEMBER



YEAR TO DATE (YTD)

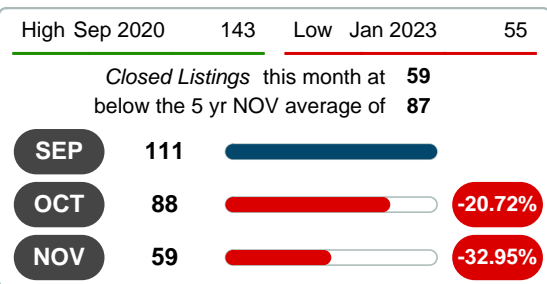


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 87



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$75,000 and less | 3 | 5.08% | 39.0 | 1 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 6 | 10.17% | 14.5 | 2 | 4 | 0 | 0 |
| \$125,001 - \$150,000 | 10 | 16.95% | 13.0 | 3 | 4 | 3 | 0 |
| \$150,001 - \$200,000 | 15 | 25.42% | 35.0 | 1 | 13 | 1 | 0 |
| \$200,001 - \$250,000 | 7 | 11.86% | 15.0 | 1 | 4 | 2 | 0 |
| \$250,001 - \$375,000 | 12 | 20.34% | 45.0 | 3 | 5 | 4 | 0 |
| \$375,001 and up | 6 | 10.17% | 40.5 | 1 | 1 | 4 | 0 |
| Total Closed Units | 59 | | | 12 | 33 | 14 | 0 |
| Total Closed Volume | 14,585,833 | 100% | 28.0 | 2.31M | 6.28M | 6.00M | 0.00B |
| Median Closed Price | \$175,000 | | | \$156,000 | \$173,000 | \$273,500 | \$0 |

November 2023



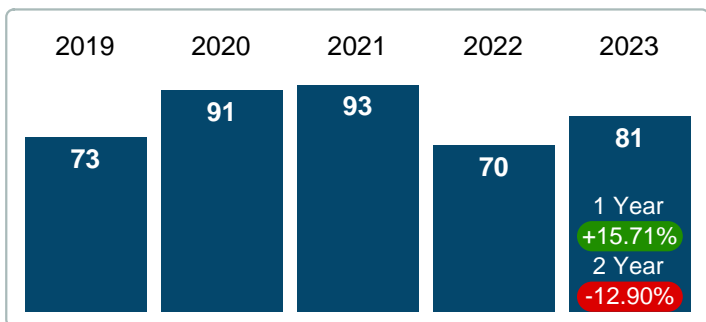
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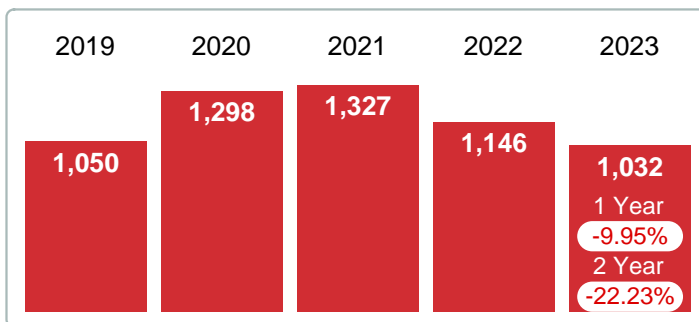
PENDING LISTINGS

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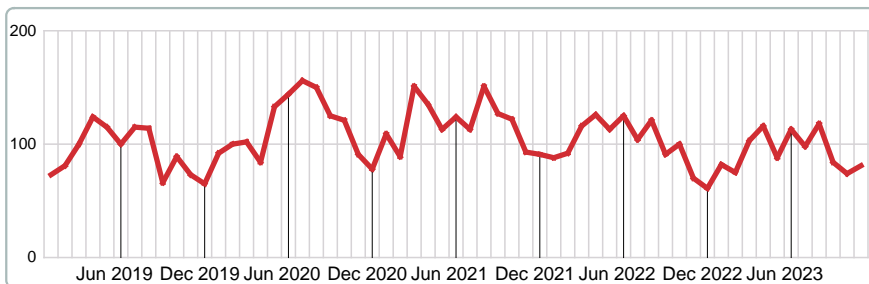
NOVEMBER



YEAR TO DATE (YTD)

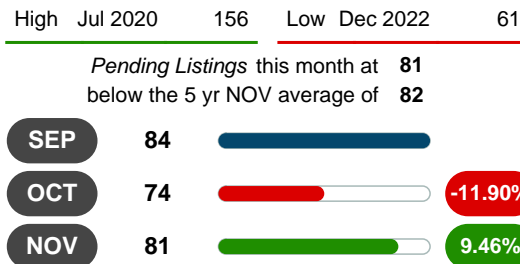


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 7 | 8.64% | 22.0 | 4 | 2 | 1 | 0 |
| \$75,001 - \$125,000 | 10 | 12.35% | 45.0 | 1 | 8 | 0 | 1 |
| \$125,001 - \$150,000 | 14 | 17.28% | 25.0 | 5 | 8 | 1 | 0 |
| \$150,001 - \$175,000 | 14 | 17.28% | 53.5 | 2 | 8 | 3 | 1 |
| \$175,001 - \$250,000 | 16 | 19.75% | 67.0 | 2 | 14 | 0 | 0 |
| \$250,001 - \$350,000 | 9 | 11.11% | 75.0 | 2 | 6 | 1 | 0 |
| \$350,001 and up | 11 | 13.58% | 89.0 | 1 | 3 | 4 | 3 |
| Total Pending Units | 81 | | | 17 | 49 | 10 | 5 |
| Total Pending Volume | 17,202,548 | 100% | 46.0 | 2.76M | 9.19M | 3.90M | 1.36M |
| Median Listing Price | \$165,000 | | | \$140,000 | \$169,900 | \$262,000 | \$359,900 |

November 2023



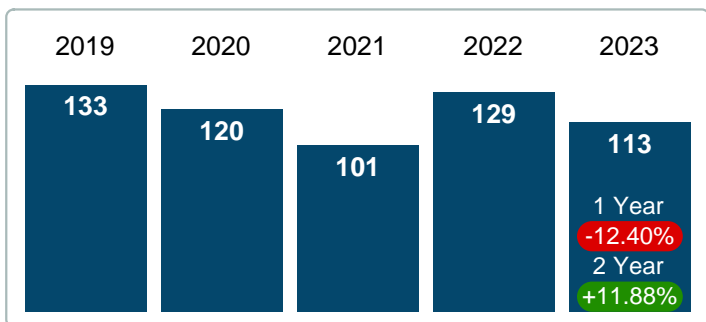
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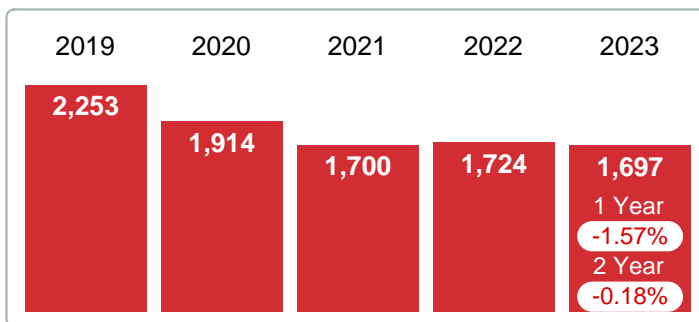
NEW LISTINGS

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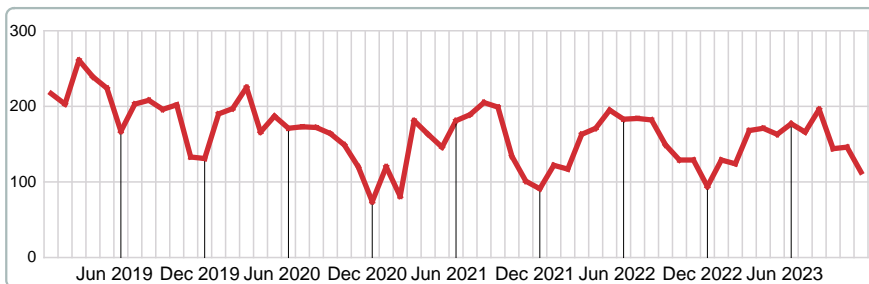
NOVEMBER



YEAR TO DATE (YTD)

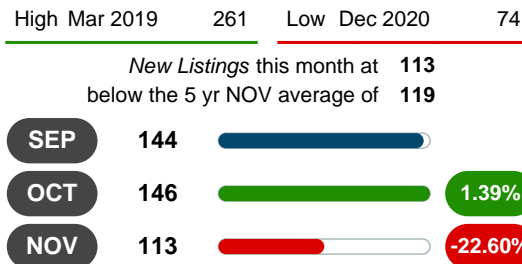


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 119



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 | 8 | 7.08% | 5 | 2 | 1 | 0 |
| \$75,001 - \$125,000 | 11 | 9.73% | 2 | 9 | 0 | 0 |
| \$125,001 - \$175,000 | 22 | 19.47% | 7 | 10 | 4 | 1 |
| \$175,001 - \$250,000 | 30 | 26.55% | 8 | 21 | 1 | 0 |
| \$250,001 - \$350,000 | 16 | 14.16% | 2 | 8 | 3 | 3 |
| \$350,001 - \$675,000 | 15 | 13.27% | 1 | 10 | 3 | 1 |
| \$675,001 and up | 11 | 9.73% | 0 | 4 | 4 | 3 |
| Total New Listed Units | 113 | | 25 | 64 | 16 | 8 |
| Total New Listed Volume | 41,387,198 | 100% | 4.33M | 23.74M | 7.15M | 6.17M |
| Median New Listed Listing Price | \$205,000 | | \$150,000 | \$210,000 | \$317,500 | \$347,000 |

November 2023



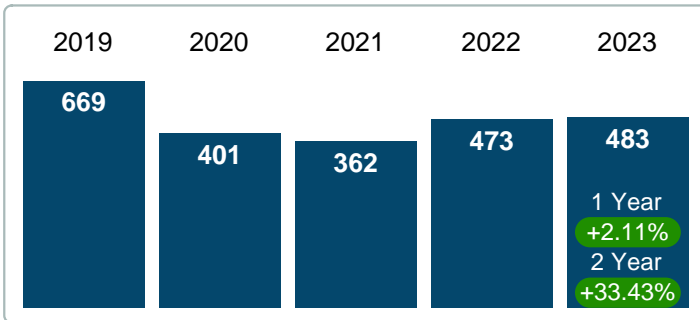
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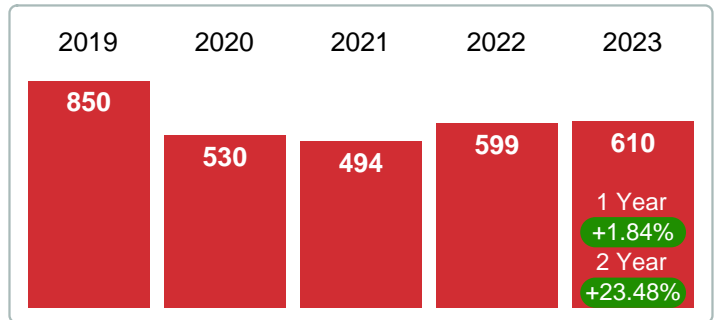
ACTIVE INVENTORY

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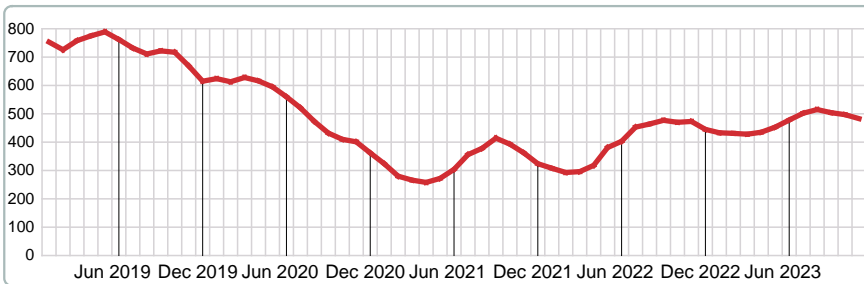
END OF NOVEMBER



ACTIVE DURING NOVEMBER

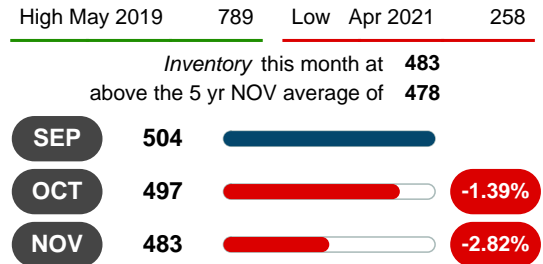


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 478



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 | 32 | 6.63% | 100.0 | 16 | 14 | 1 | 1 |
| \$75,001 - \$125,000 | 49 | 10.14% | 85.0 | 10 | 37 | 2 | 0 |
| \$125,001 - \$175,000 | 77 | 15.94% | 66.0 | 17 | 42 | 14 | 4 |
| \$175,001 - \$300,000 | 144 | 29.81% | 65.0 | 28 | 88 | 19 | 9 |
| \$300,001 - \$475,000 | 72 | 14.91% | 85.5 | 10 | 35 | 23 | 4 |
| \$475,001 - \$750,000 | 62 | 12.84% | 121.0 | 6 | 25 | 27 | 4 |
| \$750,001 and up | 47 | 9.73% | 90.0 | 2 | 10 | 25 | 10 |
| Total Active Inventory by Units | 483 | | | 89 | 251 | 111 | 32 |
| Total Active Inventory by Volume | 194,841,361 | 100% | 84.0 | 22.50M | 81.48M | 70.63M | 20.23M |
| Median Active Inventory Listing Price | \$242,000 | | | \$178,000 | \$219,000 | \$450,000 | \$404,450 |

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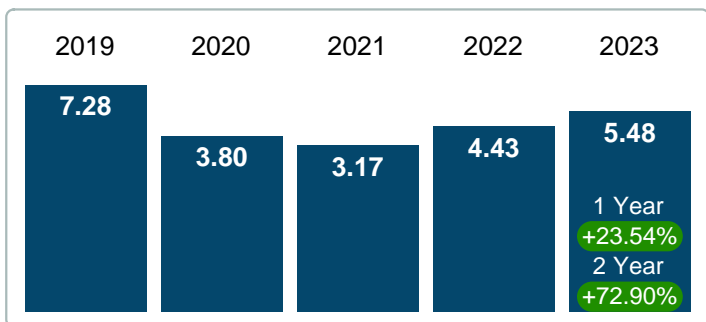
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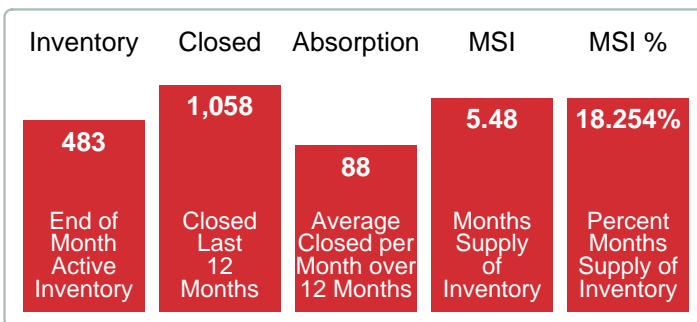
MONTHS SUPPLY of INVENTORY (MSI)

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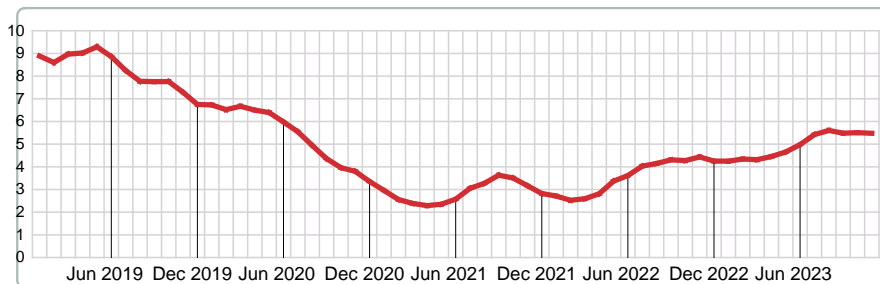
MSI FOR NOVEMBER



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 |

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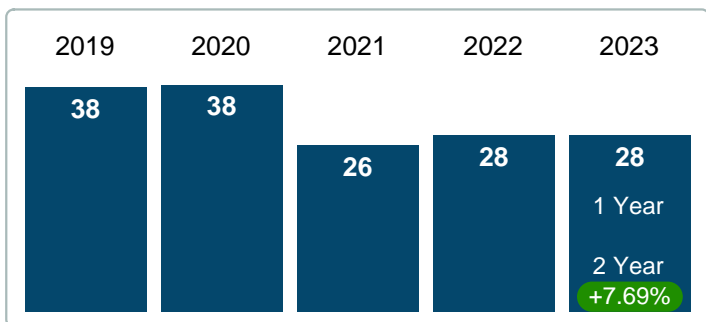
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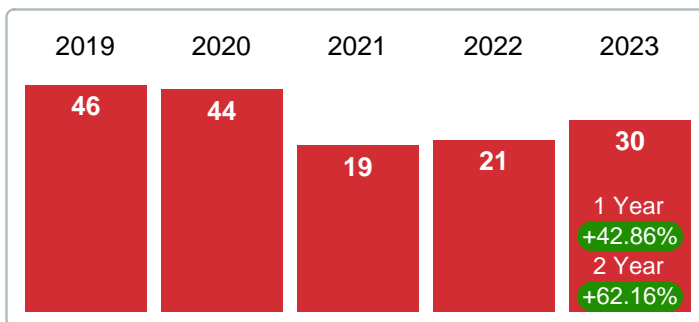
MEDIAN DAYS ON MARKET TO SALE

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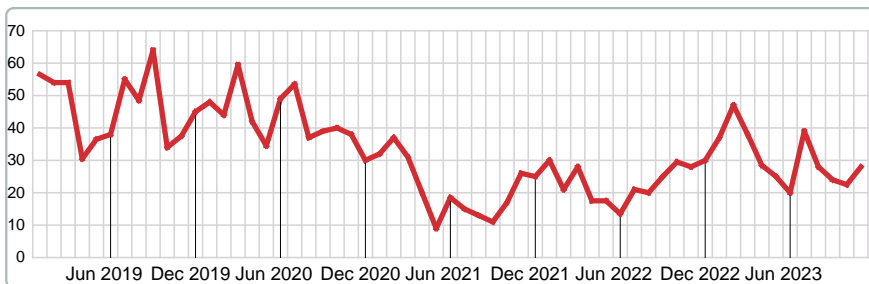
NOVEMBER



YEAR TO DATE (YTD)

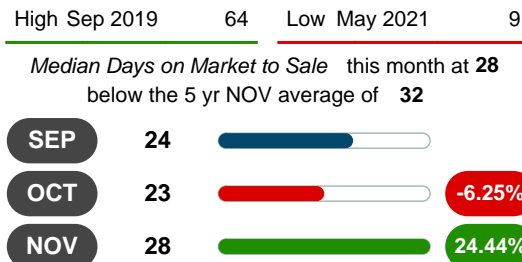


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32



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 |
|--|----|--------|------------|----------|--------|--------|---------|
| \$75,000 and less | 3 | 5.08% | 39 | 39 | 34 | 0 | 0 |
| \$75,001 - \$125,000 | 6 | 10.17% | 15 | 17 | 15 | 0 | 0 |
| \$125,001 - \$150,000 | 10 | 16.95% | 13 | 3 | 20 | 48 | 0 |
| \$150,001 - \$200,000 | 15 | 25.42% | 35 | 13 | 35 | 161 | 0 |
| \$200,001 - \$250,000 | 7 | 11.86% | 15 | 75 | 13 | 38 | 0 |
| \$250,001 - \$375,000 | 12 | 20.34% | 45 | 23 | 36 | 70 | 0 |
| \$375,001 and up | 6 | 10.17% | 41 | 32 | 35 | 77 | 0 |
| Median Closed DOM | | | 28 | 18 | 21 | 58 | 0 |
| Total Closed Units | | 100% | 28.0 | 12 | 33 | 14 | |
| Total Closed Volume | | | 14,585,833 | 2.31M | 6.28M | 6.00M | 0.00B |

November 2023



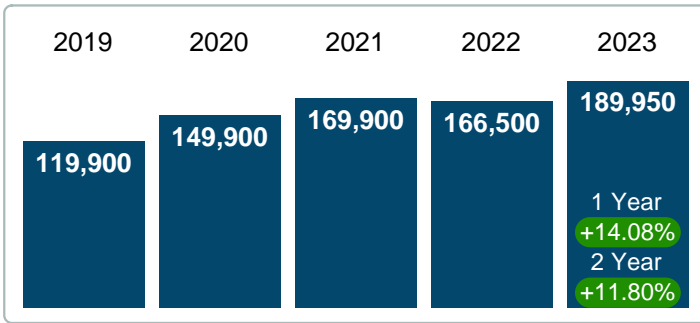
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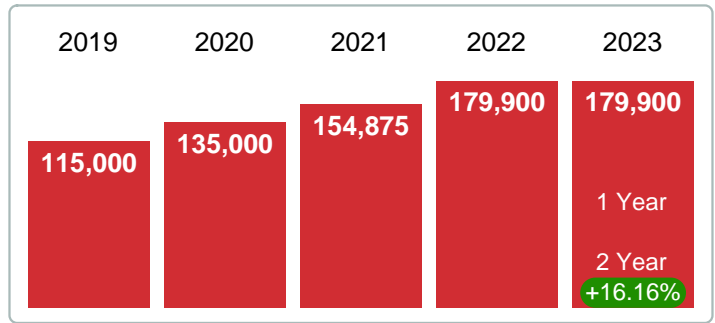
MEDIAN LIST PRICE AT CLOSING

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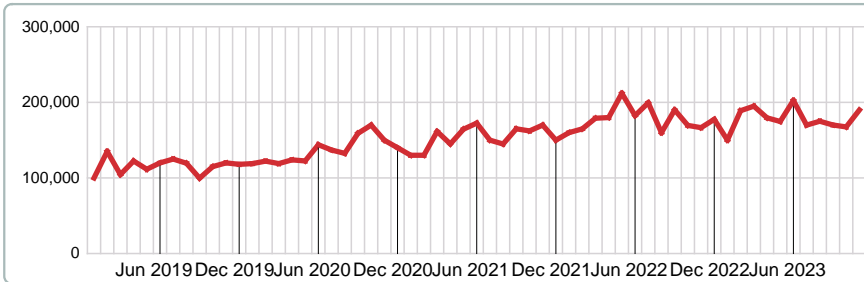
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

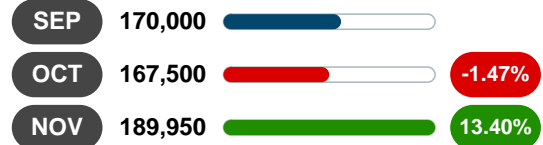


3 MONTHS

5 year NOV AVG = 159,230

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

Median List Price at Closing this month at **189,950** above the 5 yr NOV average of **159,230**



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 |
|---|-------------|-------------------|----------------|----------------|----------------|--------------|
| \$75,000 and less | 3.39% | 63,450 | 60,000 | 66,900 | 0 | 0 |
| \$75,001 - \$125,000 | 15.25% | 99,500 | 99,500 | 99,750 | 0 | 0 |
| \$125,001 - \$150,000 | 13.56% | 137,500 | 134,750 | 135,000 | 145,000 | 0 |
| \$150,001 - \$200,000 | 23.73% | 171,200 | 175,000 | 171,200 | 162,500 | 0 |
| \$200,001 - \$250,000 | 11.86% | 235,000 | 0 | 235,000 | 232,000 | 0 |
| \$250,001 - \$375,000 | 22.03% | 282,000 | 280,950 | 275,000 | 317,000 | 0 |
| \$375,001 and up | 10.17% | 789,000 | 399,900 | 649,000 | 1,014,500 | 0 |
| Median List Price | | 189,950 | 157,500 | 172,500 | 290,000 | 0 |
| Total Closed Units | 100% | 189,950 | 12 | 33 | 14 | 0 |
| Total Closed Volume | | 14,945,250 | 2.34M | 6.54M | 6.06M | 0.00B |

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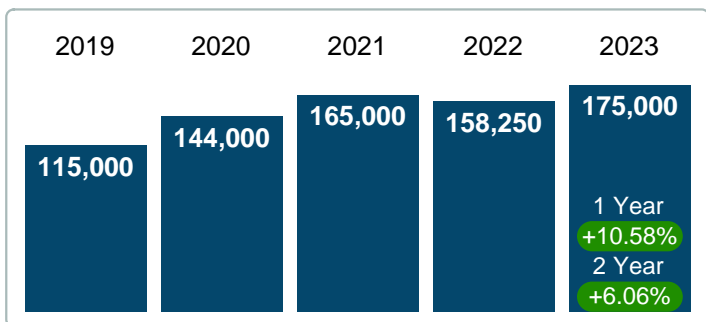
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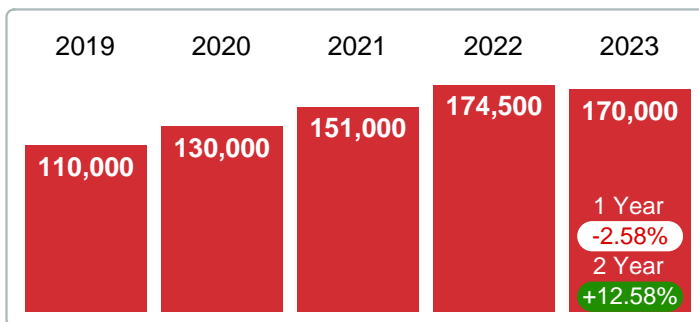
MEDIAN SOLD PRICE AT CLOSING

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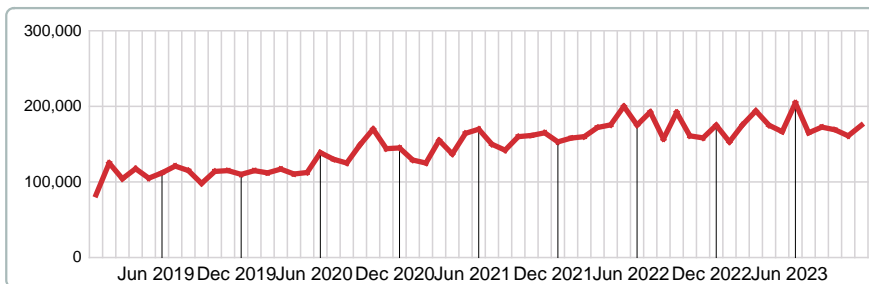
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

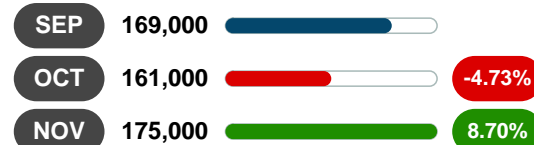


3 MONTHS

5 year NOV AVG = 151,450

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

Median Sold Price at Closing this month at 175,000 above the 5 yr NOV average of 151,450



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 |
|---|-------------|-------------------|----------------|----------------|----------------|--------------|
| \$75,000 and less | 5.08% | 60,000 | 53,000 | 67,500 | 0 | 0 |
| \$75,001 - \$125,000 | 10.17% | 93,750 | 88,000 | 96,250 | 0 | 0 |
| \$125,001 - \$150,000 | 16.95% | 137,750 | 135,500 | 138,500 | 140,000 | 0 |
| \$150,001 - \$200,000 | 25.42% | 170,000 | 170,000 | 173,000 | 159,000 | 0 |
| \$200,001 - \$250,000 | 11.86% | 225,000 | 250,000 | 230,000 | 214,250 | 0 |
| \$250,001 - \$375,000 | 20.34% | 273,500 | 280,000 | 268,900 | 307,000 | 0 |
| \$375,001 and up | 10.17% | 746,667 | 390,100 | 635,000 | 916,667 | 0 |
| Median Sold Price | | 175,000 | 156,000 | 173,000 | 273,500 | 0 |
| Total Closed Units | 100% | 175,000 | 12 | 33 | 14 | 0 |
| Total Closed Volume | | 14,585,833 | 2.31M | 6.28M | 6.00M | 0.00B |

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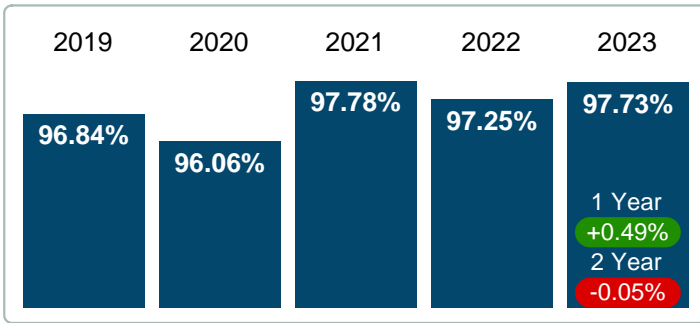
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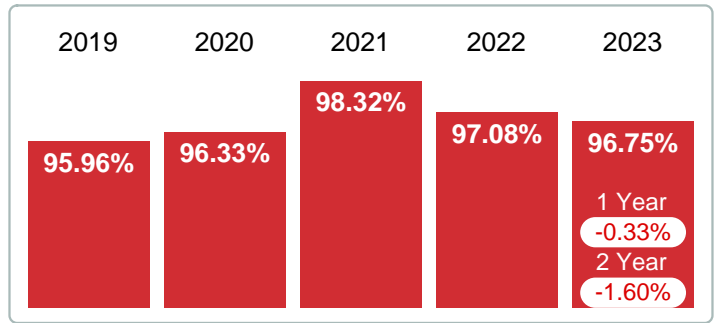
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

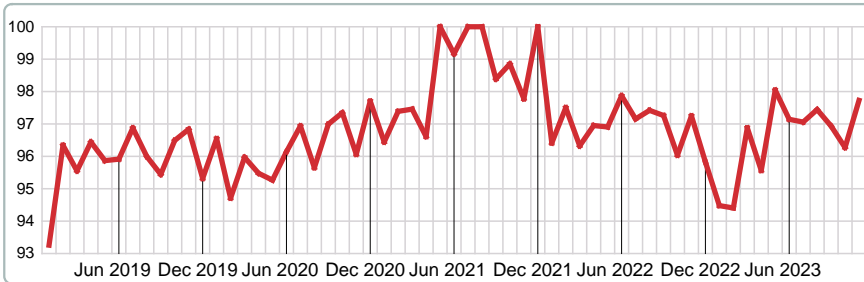
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

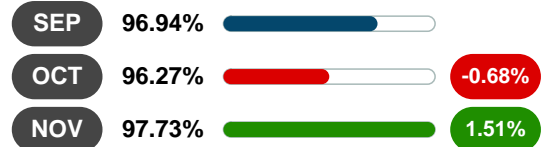


3 MONTHS

5 year NOV AVG = 97.13%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **97.73%**
above the 5 yr NOV average of **97.13%**



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 |
|--|----|------------|---------|----------|---------|--------|---------|
| \$75,000 and less | 3 | 5.08% | 88.33% | 88.33% | 82.34% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 6 | 10.17% | 96.31% | 95.56% | 97.49% | 0.00% | 0.00% |
| \$125,001 - \$150,000 | 10 | 16.95% | 100.00% | 100.00% | 101.21% | 99.38% | 0.00% |
| \$150,001 - \$200,000 | 15 | 25.42% | 97.85% | 97.14% | 97.87% | 97.85% | 0.00% |
| \$200,001 - \$250,000 | 7 | 11.86% | 95.64% | 90.91% | 96.68% | 92.55% | 0.00% |
| \$250,001 - \$375,000 | 12 | 20.34% | 97.89% | 99.29% | 93.19% | 98.25% | 0.00% |
| \$375,001 and up | 6 | 10.17% | 97.70% | 97.55% | 97.84% | 95.17% | 0.00% |
| Median Sold/List Ratio | | 97.73% | | 97.35% | 97.84% | 97.90% | 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



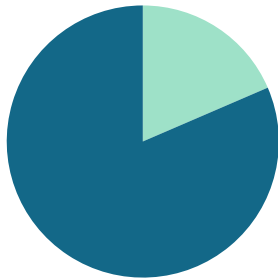
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

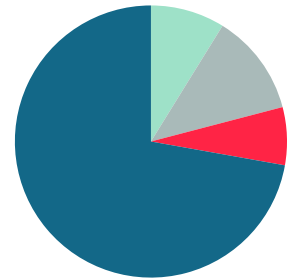


Inventory
 New Listings
113 = 18.52%
 Start Inventory
497
 Total Inventory Units
610
 Volume
\$231,961,509

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% |
| Median List Price | 166,500 | 189,950 | 14.08% | 179,900 | 179,900 | 0.00% |
| Median Sale Price | 158,250 | 175,000 | 10.58% | 174,500 | 170,000 | -2.58% |
| Median Percent of Selling Price to List Price | 97.25% | 97.73% | 0.49% | 97.08% | 96.75% | -0.33% |
| Median Days on Market to Sale | 28.00 | 28.00 | 0.00% | 21.00 | 30.00 | 42.86% |
| 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% |

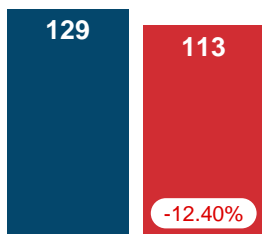
Absorption: Last 12 months, an Average of **88** Sales/Month

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

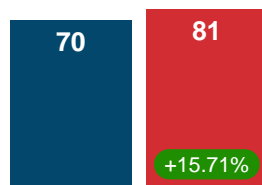
NOVEMBER MARKET

MEDIAN PRICES

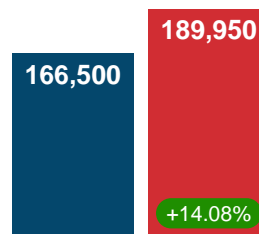
New Listings



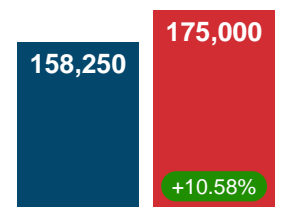
Pending Listings



List Price



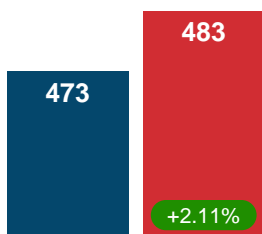
Sale Price



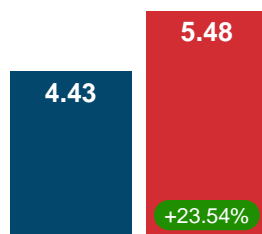
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

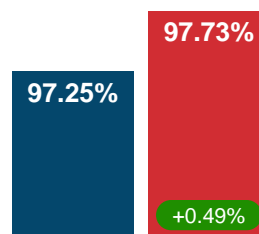
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

+0.00%