

## March 2020



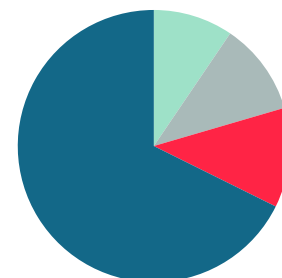
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                              | 2019    | March 2020 | +/-%    |
|---|---------|------------|---------|
| Closed Listings                               | 86      | 88         | 2.33%   |
| Pending Listings                              | 100     | 102        | 2.00%   |
| New Listings                                  | 261     | 225        | -13.79% |
| Median List Price                             | 104,500 | 119,000    | 13.88%  |
| Median Sale Price                             | 104,250 | 117,000    | 12.23%  |
| Median Percent of Selling Price to List Price | 95.55%  | 95.97%     | 0.44%   |
| Median Days on Market to Sale                 | 54.00   | 59.50      | 10.19%  |
| End of Month Inventory                        | 758     | 628        | -17.15% |
| Months Supply of Inventory                    | 8.97    | 6.67       | -25.66% |



■ Closed (9.48%)  
■ Pending (10.99%)  
■ Other OffMarket (11.85%)  
■ Active (67.67%)

**Absorption:** Last 12 months, an Average of **94** Sales/Month  
**Active Inventory** as of March 31, 2020 = **628**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2020 decreased **17.15%** to 628 existing homes available for sale. Over the last 12 months this area has had an average of 94 closed sales per month. This represents an unsold inventory index of **6.67** 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 **12.23%** in March 2020 to \$117,000 versus the previous year at \$104,250.

##### Median Days on Market Lengthens

The median number of **59.50** days that homes spent on the market before selling increased by 5.50 days or **10.19%** in March 2020 compared to last year's same month at **54.00** DOM.

##### Sales Success for March 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 225 New Listings in March 2020, down **13.79%** from last year at 261. Furthermore, there were 88 Closed Listings this month versus last year at 86, a **2.33%** increase.

Closed versus Listed trends yielded a **39.1%** ratio, up from previous year's, March 2019, at **33.0%**, a **18.70%** upswing. This will certainly create pressure on a decreasing 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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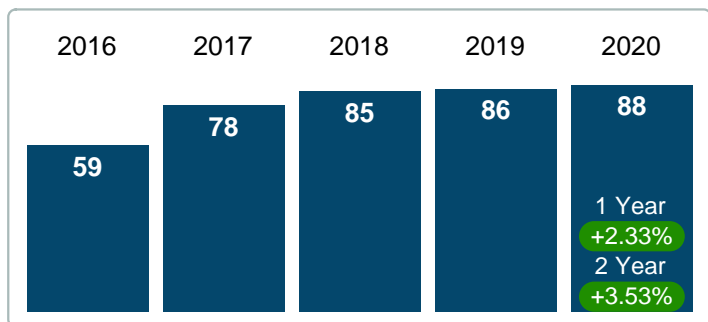
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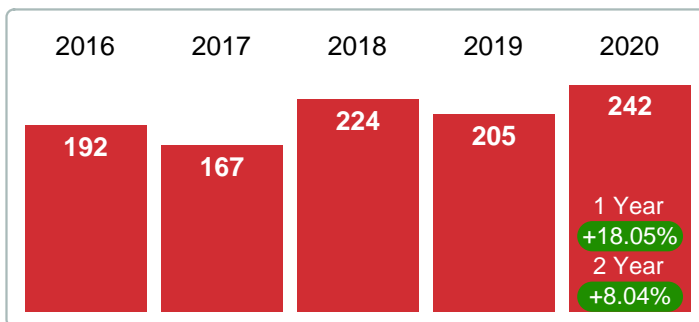
## CLOSED LISTINGS

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

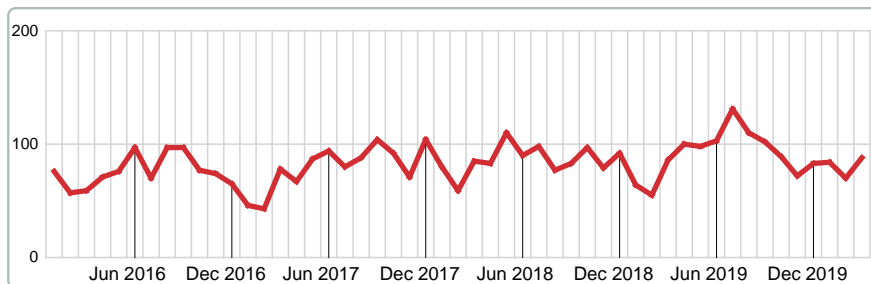
### MARCH



### YEAR TO DATE (YTD)

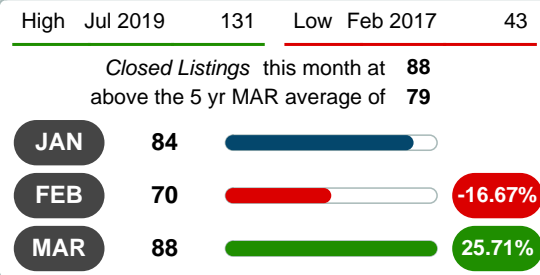


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 79



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                   | %           | MDOM        | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$20,000 and less                              | 7                 | 7.95%       | 20.0        | 3               | 4                | 0                | 0                |
| \$20,001 - \$50,000                            | 10                | 11.36%      | 84.5        | 2               | 7                | 1                | 0                |
| \$50,001 - \$70,000                            | 10                | 11.36%      | 52.0        | 5               | 3                | 2                | 0                |
| \$70,001 - \$140,000                           | 25                | 28.41%      | 44.0        | 4               | 19               | 2                | 0                |
| \$140,001 - \$190,000                          | 16                | 18.18%      | 66.0        | 0               | 13               | 3                | 0                |
| \$190,001 - \$230,000                          | 10                | 11.36%      | 97.5        | 1               | 5                | 4                | 0                |
| \$230,001 and up                               | 10                | 11.36%      | 55.0        | 0               | 8                | 1                | 1                |
| <b>Total Closed Units</b>                      | <b>88</b>         |             |             | <b>15</b>       | <b>59</b>        | <b>13</b>        | <b>1</b>         |
| <b>Total Closed Volume</b>                     | <b>11,508,461</b> | <b>100%</b> | <b>59.5</b> | <b>989.40K</b>  | <b>8.10M</b>     | <b>2.12M</b>     | <b>300.00K</b>   |
| <b>Median Closed Price</b>                     | <b>\$117,000</b>  |             |             | <b>\$58,000</b> | <b>\$125,000</b> | <b>\$155,000</b> | <b>\$300,000</b> |

# March 2020



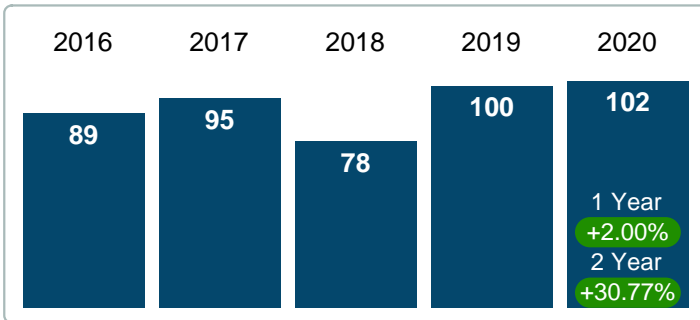
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



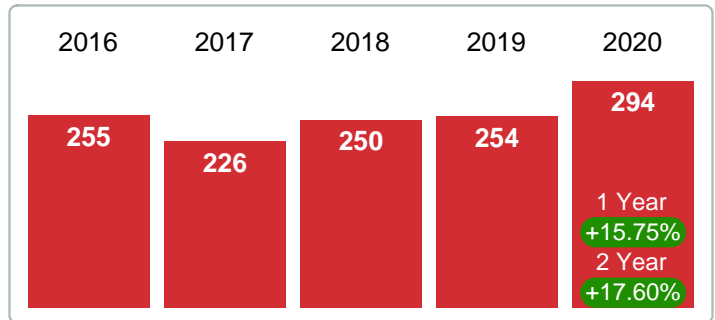
## PENDING LISTINGS

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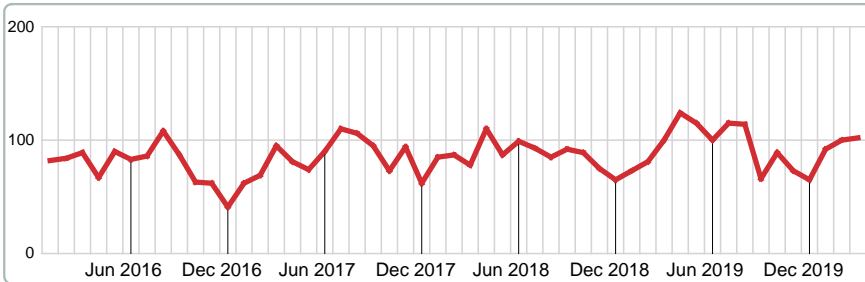
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

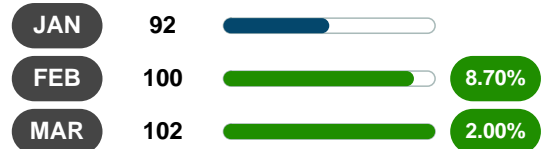


### 3 MONTHS

5 year MAR AVG = 93

High Apr 2019 124 Low Dec 2016 41

Pending Listings this month at **102**  
above the 5 yr MAR average of **93**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                   | %           | MDOM        | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less                               | 10                | 9.80%       | 8.0         | 6               | 3                | 0                | 1                |
| \$30,001 - \$60,000                             | 13                | 12.75%      | 44.0        | 3               | 10               | 0                | 0                |
| \$60,001 - \$90,000                             | 16                | 15.69%      | 39.5        | 3               | 11               | 2                | 0                |
| \$90,001 - \$140,000                            | 23                | 22.55%      | 35.0        | 7               | 10               | 6                | 0                |
| \$140,001 - \$180,000                           | 15                | 14.71%      | 42.0        | 0               | 13               | 2                | 0                |
| \$180,001 - \$250,000                           | 13                | 12.75%      | 101.0       | 3               | 7                | 2                | 1                |
| \$250,001 and up                                | 12                | 11.76%      | 55.0        | 0               | 9                | 2                | 1                |
| <b>Total Pending Units</b>                      | <b>102</b>        |             |             | <b>22</b>       | <b>63</b>        | <b>14</b>        | <b>3</b>         |
| <b>Total Pending Volume</b>                     | <b>14,579,314</b> | <b>100%</b> | <b>42.5</b> | <b>1.93M</b>    | <b>9.91M</b>     | <b>2.24M</b>     | <b>504.00K</b>   |
| <b>Median Listing Price</b>                     | <b>\$121,950</b>  |             |             | <b>\$85,950</b> | <b>\$125,000</b> | <b>\$134,750</b> | <b>\$215,000</b> |

# March 2020



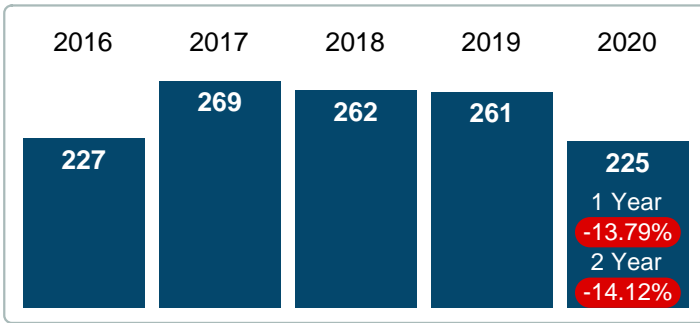
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



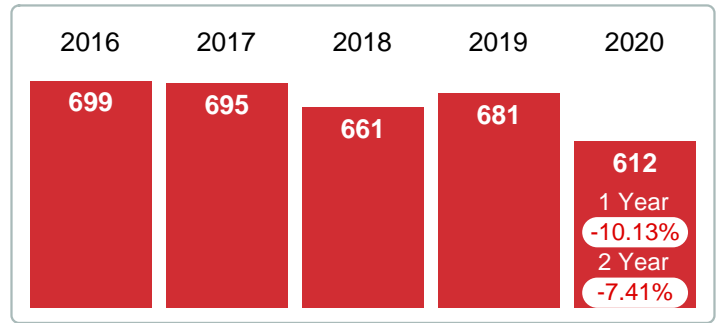
## NEW LISTINGS

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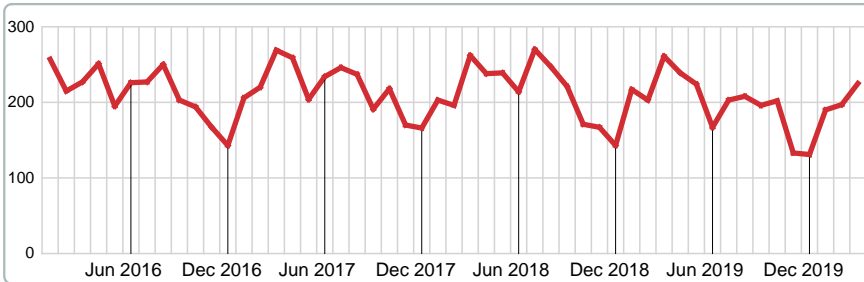
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

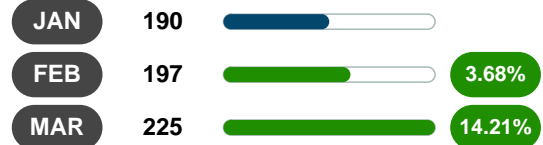


### 3 MONTHS

5 year MAR AVG = 249

High Jul 2018 270 Low Dec 2019 131

New Listings this month at **225**  
below the 5 yr MAR average of **249**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less                           | 22                | 9.78%       | 9               | 12               | 0                | 1                |
| \$40,001 - \$70,000                         | 25                | 11.11%      | 8               | 17               | 0                | 0                |
| \$70,001 - \$90,000                         | 24                | 10.67%      | 6               | 15               | 3                | 0                |
| \$90,001 - \$180,000                        | 66                | 29.33%      | 8               | 49               | 7                | 2                |
| \$180,001 - \$260,000                       | 37                | 16.44%      | 4               | 21               | 10               | 2                |
| \$260,001 - \$370,000                       | 27                | 12.00%      | 5               | 15               | 6                | 1                |
| \$370,001 and up                            | 24                | 10.67%      | 0               | 8                | 13               | 3                |
| <b>Total New Listed Units</b>               | <b>225</b>        |             | <b>40</b>       | <b>137</b>       | <b>39</b>        | <b>9</b>         |
| <b>Total New Listed Volume</b>              | <b>43,040,614</b> | <b>100%</b> | <b>4.72M</b>    | <b>23.48M</b>    | <b>12.18M</b>    | <b>2.66M</b>     |
| <b>Median New Listed Listing Price</b>      | <b>\$147,900</b>  |             | <b>\$83,450</b> | <b>\$132,000</b> | <b>\$260,000</b> | <b>\$259,000</b> |

# March 2020



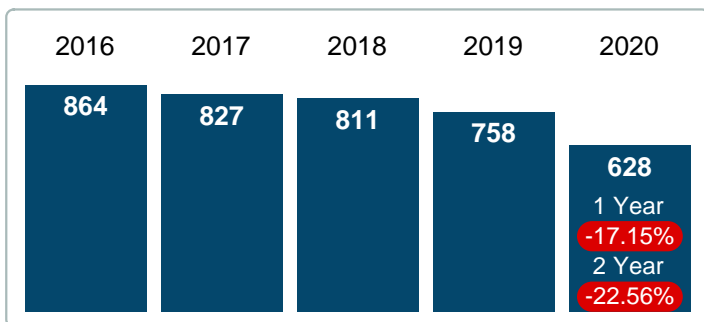
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



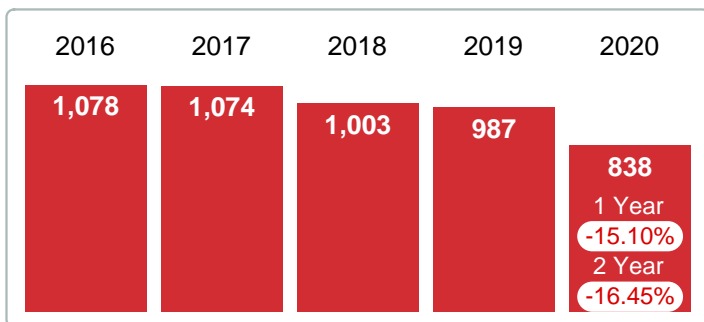
## ACTIVE INVENTORY

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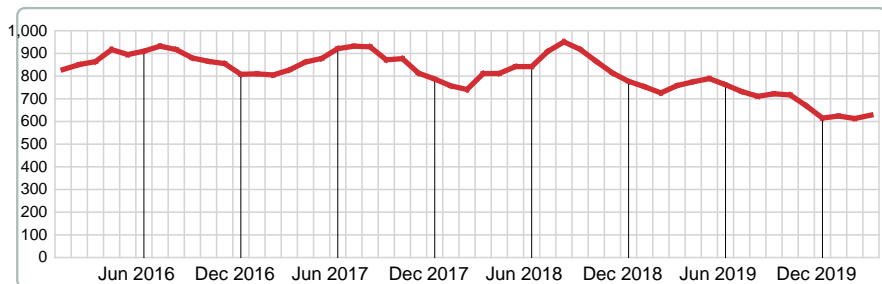
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 778

High Aug 2018 951    Low Feb 2020 613

Inventory this month at **628**  
 below the 5 yr MAR average of **778**

| Month | Inventory | Change |
|-------|-----------|--------|
| JAN   | 624       |        |
| FEB   | 613       | -1.76% |
| MAR   | 628       | 2.45%  |

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |     | %           | MDOM | 1-2 Beds | 3 Beds    | 4 Beds    | 5+ Beds   |
|--|-----|-------------|------|----------|-----------|-----------|-----------|
| \$50,000 and less                        | 59  | 9.39%       | 73.0 | 28       | 27        | 3         | 1         |
| \$50,001 - \$75,000                      | 66  | 10.51%      | 57.0 | 23       | 40        | 3         | 0         |
| \$75,001 - \$100,000                     | 70  | 11.15%      | 39.0 | 15       | 47        | 7         | 1         |
| \$100,001 - \$200,000                    | 184 | 29.30%      | 51.0 | 27       | 120       | 33        | 4         |
| \$200,001 - \$275,000                    | 82  | 13.06%      | 41.0 | 16       | 49        | 14        | 3         |
| \$275,001 - \$475,000                    | 105 | 16.72%      | 61.0 | 11       | 53        | 33        | 8         |
| \$475,001 and up                         | 62  | 9.87%       | 68.5 | 4        | 18        | 32        | 8         |
| Total Active Inventory by Units          |     | 628         |      | 124      | 354       | 125       | 25        |
| Total Active Inventory by Volume         |     | 146,173,776 | 100% | 17.54M   | 71.16M    | 43.17M    | 14.30M    |
| Median Active Inventory Listing Price    |     | \$165,000   |      | \$91,200 | \$149,950 | \$284,999 | \$395,000 |

# March 2020



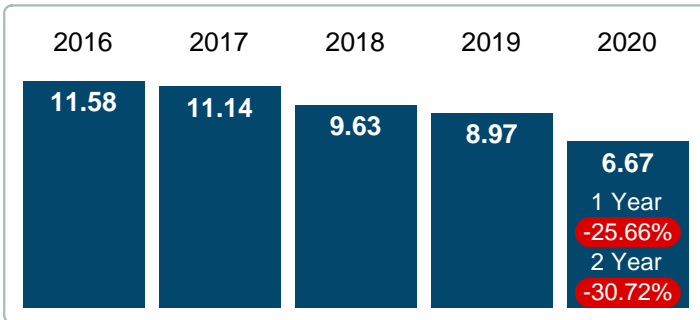
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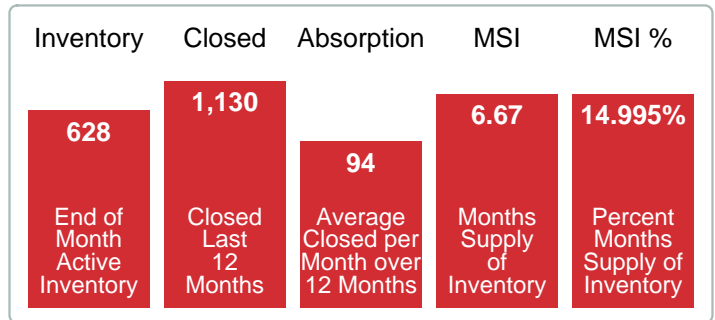
## MONTHS SUPPLY of INVENTORY (MSI)

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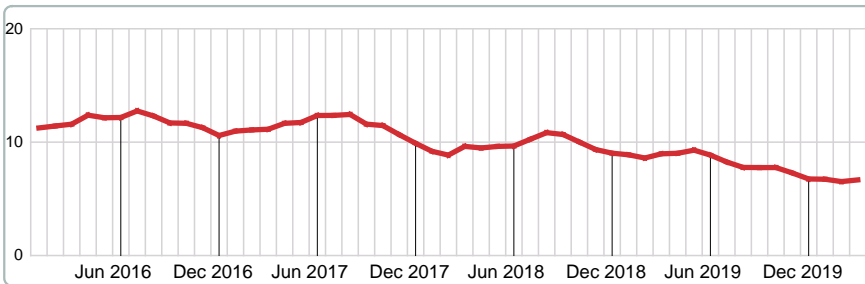
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 9.60

High Jul 2016 12.75 Low Feb 2020 6.52

Months Supply this month at **6.67**  
below the 5 yr MAR average of **9.60**



### 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 |
|---|------|--------|-------|----------|--------|--------|---------|
| \$50,000 and less                                       | 59   | 9.39%  | 3.26  | 4.10     | 2.70   | 2.40   | 0.00    |
| \$50,001 - \$75,000                                     | 66   | 10.51% | 5.58  | 5.87     | 5.58   | 4.50   | 0.00    |
| \$75,001 - \$100,000                                    | 70   | 11.15% | 5.53  | 4.50     | 6.13   | 5.25   | 3.00    |
| \$100,001 - \$200,000                                   | 184  | 29.30% | 5.71  | 10.13    | 5.05   | 6.39   | 6.00    |
| \$200,001 - \$275,000                                   | 82   | 13.06% | 8.34  | 19.20    | 8.40   | 4.67   | 18.00   |
| \$275,001 - \$475,000                                   | 105  | 16.72% | 12.99 | 26.40    | 12.23  | 11.65  | 16.00   |
| \$475,001 and up  | 62   | 9.87%  | 43.76 | 0.00     | 54.00  | 54.86  | 16.00   |
| Market Supply of Inventory (MSI)                        | 6.67 |        |       | 6.89     | 5.99   | 8.43   | 11.11   |
| Total Active Inventory by Units                         | 628  | 100%   | 6.67  | 124      | 354    | 125    | 25      |

# March 2020



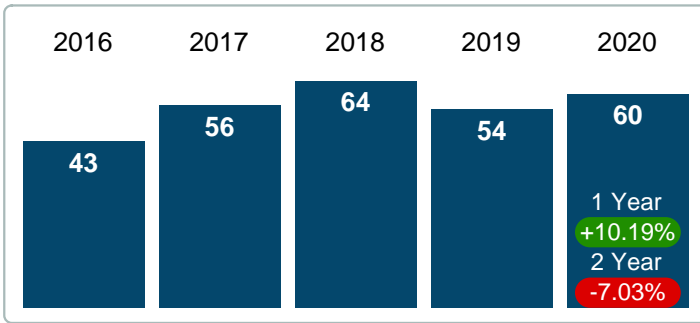
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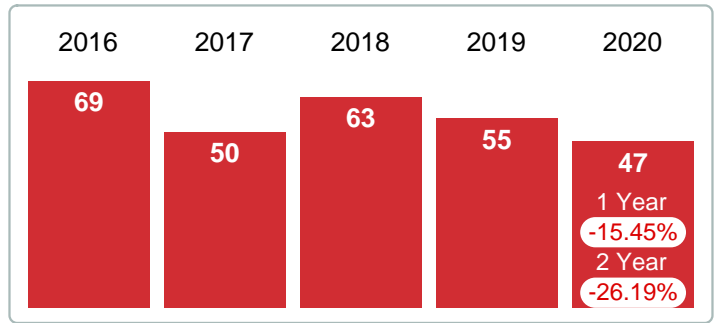
## MEDIAN DAYS ON MARKET TO SALE

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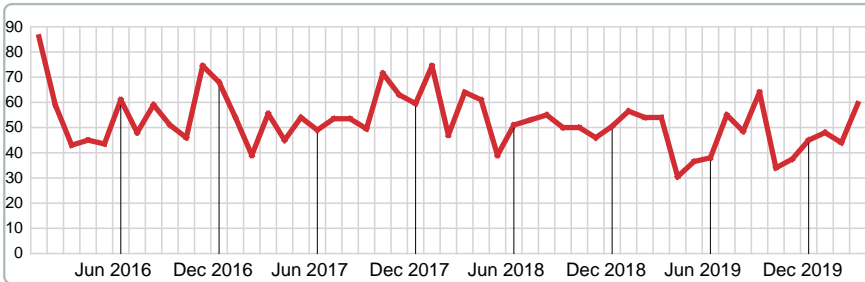
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 55

High Jan 2016 86 Low Apr 2019 31

Median Days on Market to Sale this month at 60 above the 5 yr MAR average of 55



### 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 |
|--|--------|------------|----------|--------|--------|---------|
| \$20,000 and less  | 7.95%  | 20         | 5        | 63     | 0      | 0       |
| \$20,001 \$50,000  | 11.36% | 85         | 53       | 84     | 121    | 0       |
| \$50,001 \$70,000  | 11.36% | 52         | 101      | 24     | 55     | 0       |
| \$70,001 \$140,000   | 28.41% | 44         | 114      | 31     | 26     | 0       |
| \$140,001 \$190,000  | 18.18% | 66         | 0        | 38     | 123    | 0       |
| \$190,001 \$230,000  | 11.36% | 98         | 83       | 112    | 90     | 0       |
| \$230,001 and up   | 11.36% | 55         | 0        | 42     | 78     | 44      |
| Median Closed DOM  |        | 60         | 83       | 42     | 93     | 44      |
| Total Closed Units   | 100%   | 88         | 15       | 59     | 13     | 1       |
| Total Closed Volume  |        | 11,508,461 | 989.40K  | 8.10M  | 2.12M  | 300.00K |



# March 2020



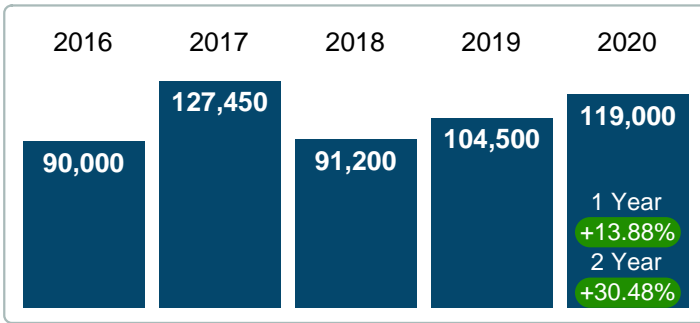
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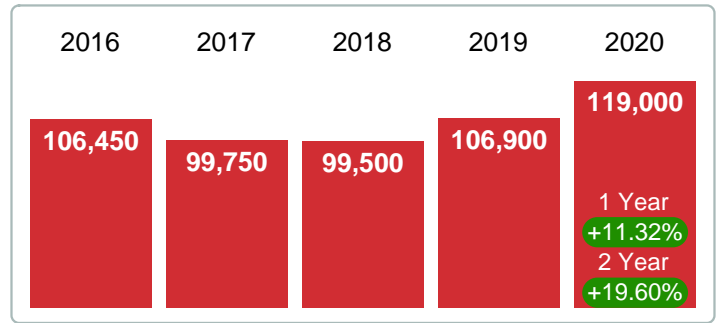
## MEDIAN LIST PRICE AT CLOSING

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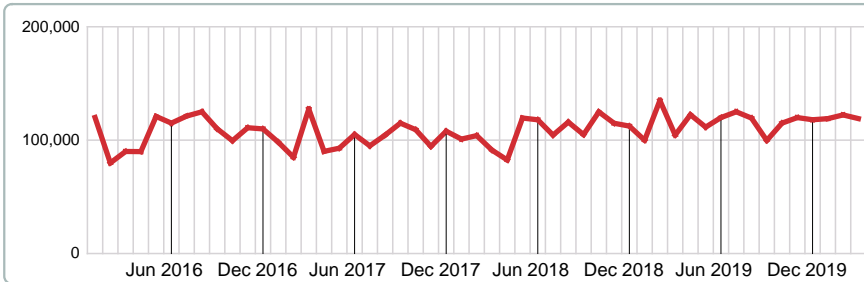
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

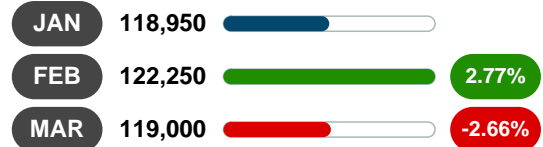


### 3 MONTHS

5 year MAR AVG = 106,430

High Feb 2019 135,000 Low Feb 2016 79,900

Median List Price at Closing this month at **119,000**  
above the 5 yr MAR average of **106,430**



### 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        |
|---|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$20,000 and less   | 7.95%       | 14,000            | 15,000        | 13,000         | 0              | 0              |
| \$20,001 - \$50,000   | 9.09%       | 35,300            | 30,000        | 37,350         | 35,600         | 0              |
| \$50,001 - \$70,000   | 10.23%      | 61,200            | 64,000        | 58,900         | 65,000         | 0              |
| \$70,001 - \$140,000  | 29.55%      | 92,400            | 80,000        | 97,400         | 119,000        | 0              |
| \$140,001 - \$190,000                                       | 18.18%      | 158,900           | 0             | 158,800        | 164,900        | 0              |
| \$190,001 - \$230,000                                       | 11.36%      | 213,250           | 214,000       | 205,000        | 222,450        | 0              |
| \$230,001 and up  | 13.64%      | 312,500           | 0             | 330,000        | 249,000        | 320,000        |
| <b>Median List Price</b>                                    |             | <b>119,000</b>    | <b>64,900</b> | <b>140,000</b> | <b>164,900</b> | <b>320,000</b> |
| <b>Total Closed Units</b>                                   | <b>100%</b> | <b>119,000</b>    | <b>15</b>     | <b>59</b>      | <b>13</b>      | <b>1</b>       |
| <b>Total Closed Volume</b>                                  |             | <b>12,072,947</b> | <b>1.05M</b>  | <b>8.48M</b>   | <b>2.22M</b>   | <b>320.00K</b> |



# March 2020



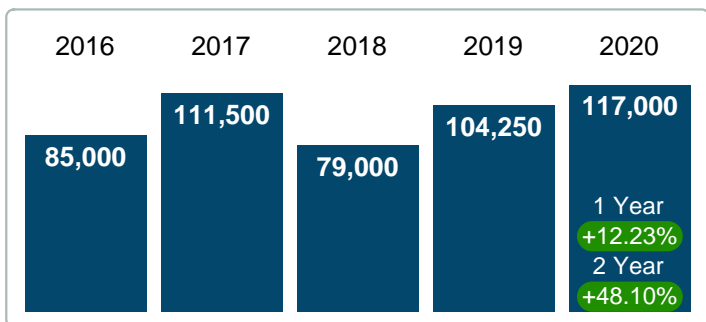
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



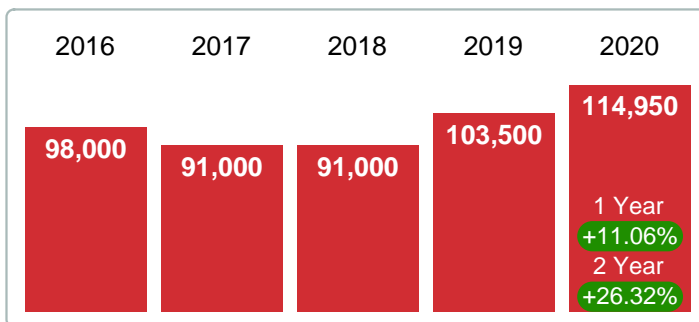
## MEDIAN SOLD PRICE AT CLOSING

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

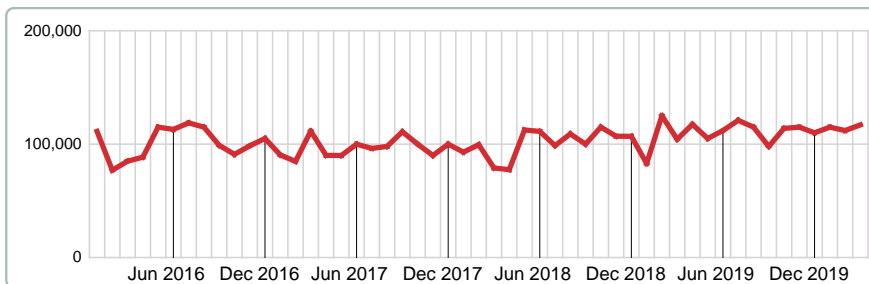
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

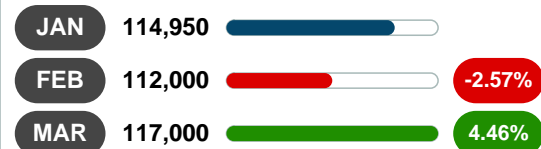


### 3 MONTHS

5 year MAR AVG = 99,350

High Feb 2019 125,000 Low Feb 2016 77,000

Median Sold Price at Closing this month at 117,000 above the 5 yr MAR average of 99,350



### 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 |
|---|--------|------------|----------|---------|---------|---------|
| \$20,000 and less   | 7.95%  | 15,000     | 15,000   | 14,000  | 0       | 0       |
| \$20,001 - \$50,000   | 11.36% | 34,750     | 35,000   | 35,000  | 33,000  | 0       |
| \$50,001 - \$70,000   | 11.36% | 61,000     | 58,000   | 67,000  | 58,000  | 0       |
| \$70,001 - \$140,000  | 28.41% | 92,000     | 84,950   | 92,000  | 126,750 | 0       |
| \$140,001 - \$190,000                                       | 18.18% | 160,000    | 0        | 160,000 | 155,000 | 0       |
| \$190,001 - \$230,000                                       | 11.36% | 205,000    | 215,000  | 195,000 | 226,000 | 0       |
| \$230,001 and up  | 11.36% | 322,500    | 0        | 317,500 | 365,000 | 300,000 |
| Median Sold Price   |        | 117,000    | 58,000   | 125,000 | 155,000 | 300,000 |
| Total Closed Units  | 100%   | 117,000    | 15       | 59      | 13      | 1       |
| Total Closed Volume   |        | 11,508,461 | 989.40K  | 8.10M   | 2.12M   | 300.00K |

# March 2020



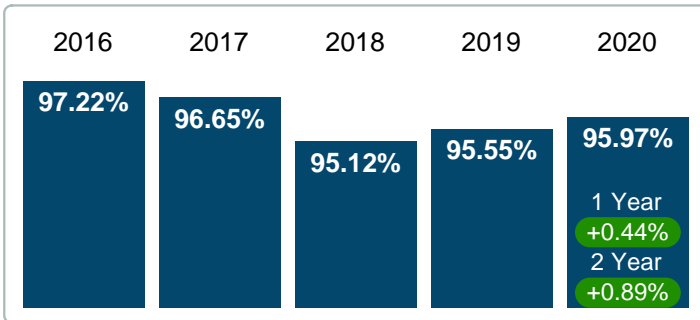
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



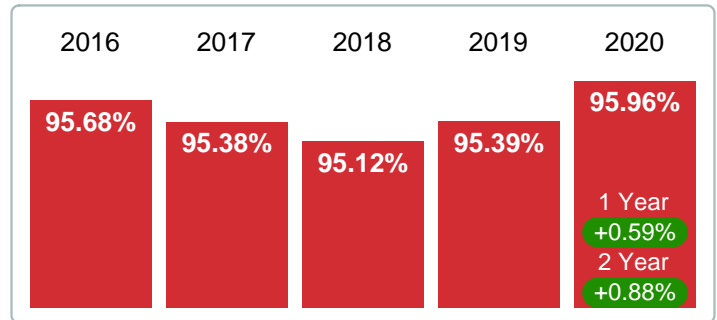
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

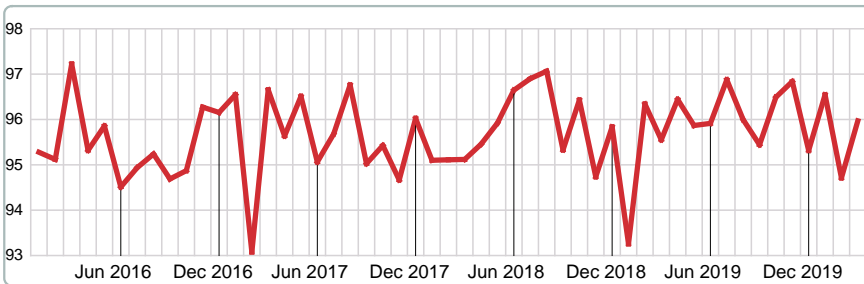
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

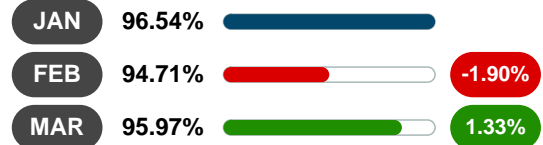


### 3 MONTHS

5 year MAR AVG = 96.10%

High Mar 2016 97.22% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **95.97%**  
equal to 5 yr MAR average of **96.10%**



## 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 |
|--|----|------------|--------|----------|--------|---------|---------|
| \$20,000 and less                              | 7  | 7.95%      | 92.86% | 100.00%  | 88.18% | 0.00%   | 0.00%   |
| \$20,001 \$50,000                              | 10 | 11.36%     | 90.43% | 83.33%   | 88.16% | 92.70%  | 0.00%   |
| \$50,001 \$70,000                              | 10 | 11.36%     | 93.83% | 90.32%   | 95.00% | 83.90%  | 0.00%   |
| \$70,001 \$140,000                             | 25 | 28.41%     | 96.94% | 100.00%  | 95.91% | 100.00% | 0.00%   |
| \$140,001 \$190,000                            | 16 | 18.18%     | 96.37% | 0.00%    | 96.00% | 96.73%  | 0.00%   |
| \$190,001 \$230,000                            | 10 | 11.36%     | 96.51% | 100.47%  | 95.45% | 95.14%  | 0.00%   |
| \$230,001 and up                               | 10 | 11.36%     | 96.71% | 0.00%    | 97.06% | 96.08%  | 93.75%  |
| Median Sold/List Ratio                         |    | 95.97%     |        | 100.00%  | 95.91% | 96.73%  | 93.75%  |
| Total Closed Units                             |    | 88         | 100%   | 15       | 59     | 13      | 1       |
| Total Closed Volume                            |    | 11,508,461 |        | 989.40K  | 8.10M  | 2.12M   | 300.00K |

# March 2020



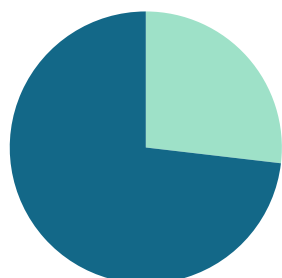
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

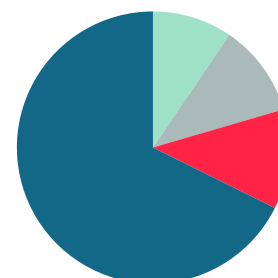


**Inventory**  
 New Listings  
**225 = 26.85%**  
 Start Inventory  
**613**  
 Total Inventory Units  
**838**  
 Volume  
**\$184,284,076**

### Market Activity

Closed Sales  
**88 = 9.48%**  
 Pending Sales  
**102 = 10.99%**  
 Other Off Market  
**110 = 11.85%**  
 Active Inventory  
**628 = 67.67%**

### MARKET ACTIVITY



| Compared Metrics                              | March   |         |         | Year to Date |         |         |
|---|---------|---------|---------|--------------|---------|---------|
|   | 2019    | 2020    | +/-%    | 2019         | 2020    | +/-%    |
| Closed Sales                                  | 86      | 88      | 2.33%   | 205          | 242     | 18.05%  |
| Pending Sales                                 | 100     | 102     | 2.00%   | 254          | 294     | 15.75%  |
| New Listings                                  | 261     | 225     | -13.79% | 681          | 612     | -10.13% |
| Median List Price                             | 104,500 | 119,000 | 13.88%  | 106,900      | 119,000 | 11.32%  |
| Median Sale Price                             | 104,250 | 117,000 | 12.23%  | 103,500      | 114,950 | 11.06%  |
| Median Percent of Selling Price to List Price | 95.55%  | 95.97%  | 0.44%   | 95.39%       | 95.96%  | 0.59%   |
| Median Days on Market to Sale                 | 54.00   | 59.50   | 10.19%  | 55.00        | 46.50   | -15.45% |
| Monthly Inventory                             | 758     | 628     | -17.15% | 758          | 628     | -17.15% |
| Months Supply of Inventory                    | 8.97    | 6.67    | -25.66% | 8.97         | 6.67    | -25.66% |

**Absorption:** Last 12 months, an Average of **94** Sales/Month

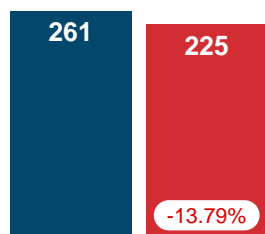
**Inventory** on March 31, 2020 = **628**

**2019** **2020**

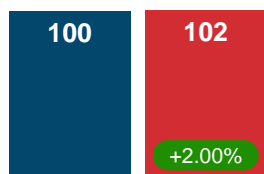
### MARCH MARKET

### MEDIAN PRICES

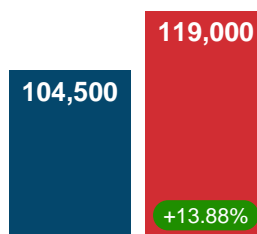
#### New Listings



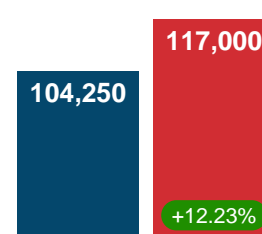
#### Pending Listings



#### List Price



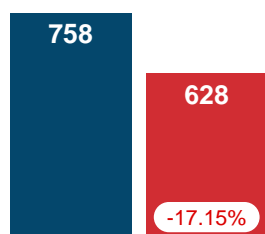
#### Sale Price



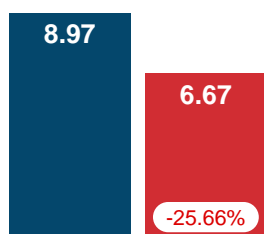
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

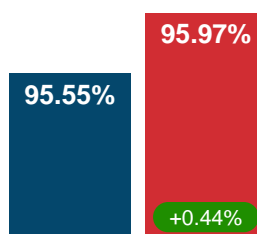
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

