

December 2023



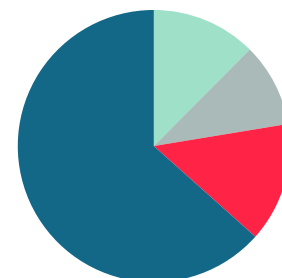
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	94	85	-9.57%
Pending Listings	61	68	11.48%
New Listings	94	100	6.38%
Average List Price	212,196	252,968	19.21%
Average Sale Price	205,904	239,462	16.30%
Average Percent of Selling Price to List Price	93.12%	95.14%	2.18%
Average Days on Market to Sale	51.93	61.34	18.13%
End of Month Inventory	445	433	-2.70%
Months Supply of Inventory	4.25	4.95	16.41%



■ Closed (12.45%)
■ Pending (9.96%)
■ Other OffMarket (14.20%)
■ Active (63.40%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of December 31, 2023 = **433**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2023 decreased **2.70%** to 433 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **4.95** 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 **16.30%** in December 2023 to \$239,462 versus the previous year at \$205,904.

Average Days on Market Lengthens

The average number of **61.34** days that homes spent on the market before selling increased by 9.42 days or **18.13%** in December 2023 compared to last year's same month at **51.93** DOM.

Sales Success for December 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 100 New Listings in December 2023, up **6.38%** from last year at 94. Furthermore, there were 85 Closed Listings this month versus last year at 94, a **-9.57%** decrease.

Closed versus Listed trends yielded a **85.0%** ratio, down from previous year's, December 2022, at **100.0%**, a **15.00%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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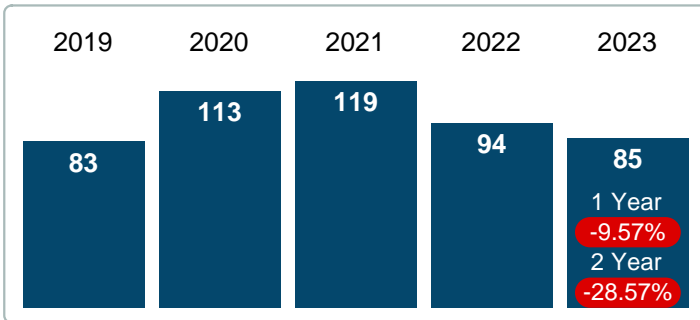
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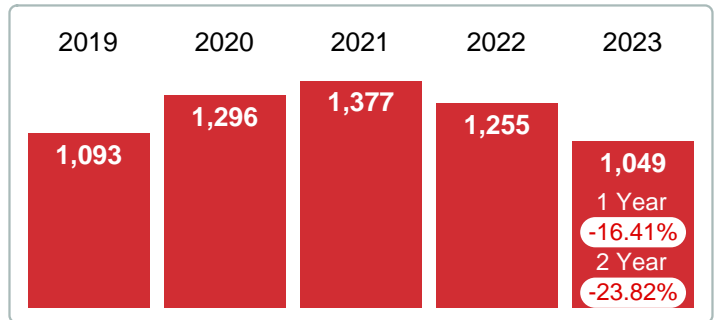
CLOSED LISTINGS

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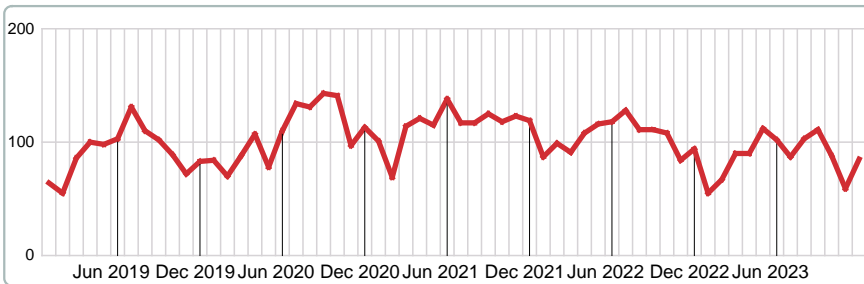
DECEMBER



YEAR TO DATE (YTD)

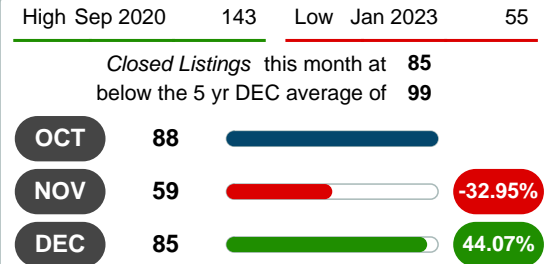


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.88%	29.4	3	2	0	0
\$50,001 - \$100,000	13	15.29%	62.3	4	6	2	1
\$100,001 - \$125,000	4	4.71%	61.0	2	2	0	0
\$125,001 - \$200,000	28	32.94%	58.0	6	21	0	1
\$200,001 - \$275,000	13	15.29%	51.4	2	9	1	1
\$275,001 - \$525,000	13	15.29%	104.9	3	4	2	4
\$525,001 and up	9	10.59%	39.8	1	2	5	1
Total Closed Units	85			21	46	10	8
Total Closed Volume	20,354,300	100%	61.3	3.92M	8.71M	5.26M	2.47M
Average Closed Price	\$239,462			\$186,452	\$189,312	\$525,550	\$309,369

December 2023



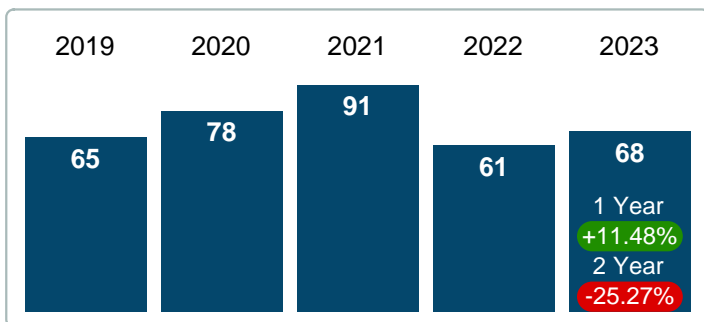
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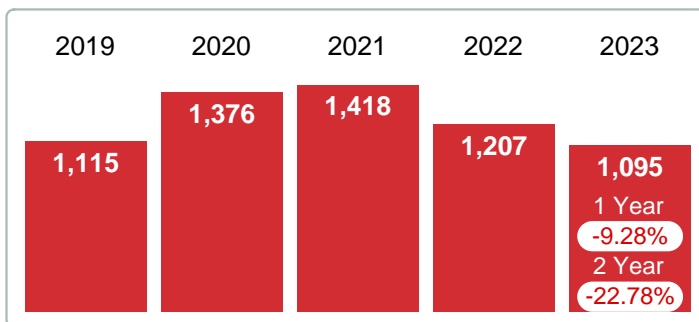
PENDING LISTINGS

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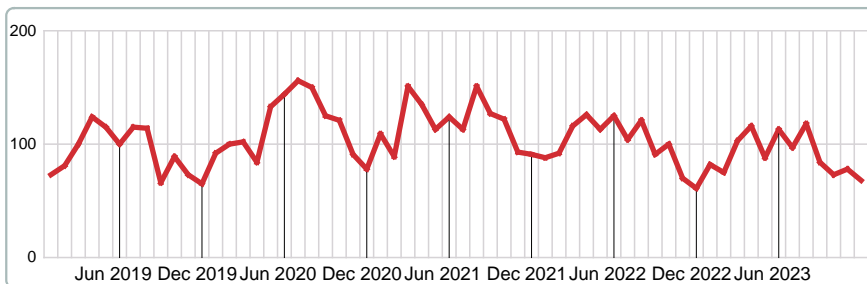
DECEMBER



YEAR TO DATE (YTD)

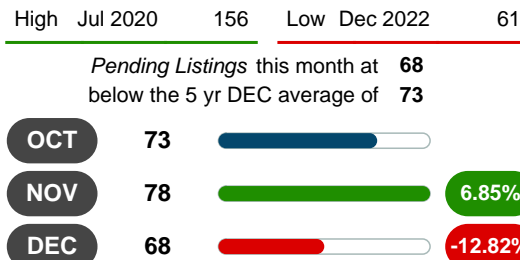


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 73



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	6	8.82%	92.8	3	3	0	0
\$75,001 - \$125,000	5	7.35%	122.0	1	3	1	0
\$125,001 - \$150,000	12	17.65%	61.0	3	8	0	1
\$150,001 - \$275,000	18	26.47%	60.9	5	8	5	0
\$275,001 - \$450,000	12	17.65%	91.7	0	7	3	2
\$450,001 - \$975,000	8	11.76%	85.1	1	1	3	3
\$975,001 and up	7	10.29%	96.9	0	1	5	1
Total Pending Units	68			13	31	17	7
Total Pending Volume	25,105,097	100%	90.1	2.23M	7.85M	11.16M	3.87M
Average Listing Price	\$190,820			\$171,185	\$253,135	\$656,400	\$553,386

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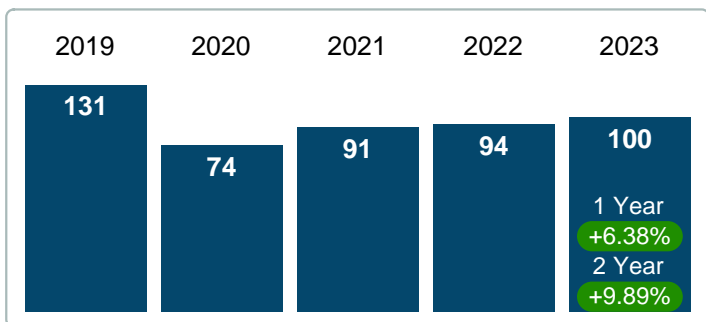
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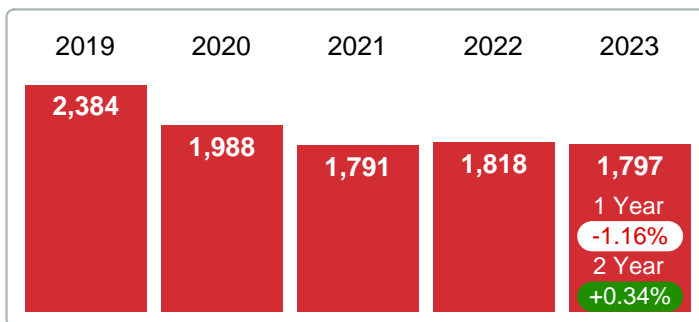
NEW LISTINGS

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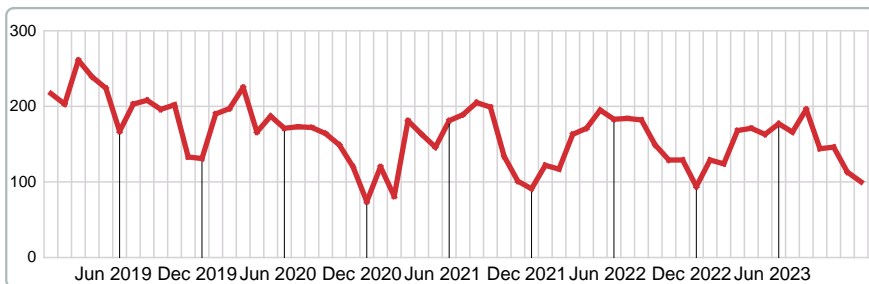
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 98

High Mar 2019 261 Low Dec 2020 74

New Listings this month at 100
above the 5 yr DEC average of 98



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$80,000 and less	9	9.00%	4	4	1	0
\$80,001 - \$140,000	10	10.00%	2	7	1	0
\$140,001 - \$210,000	19	19.00%	6	11	1	1
\$210,001 - \$330,000	25	25.00%	8	13	3	1
\$330,001 - \$440,000	14	14.00%	3	7	2	2
\$440,001 - \$710,000	13	13.00%	1	4	4	4
\$710,001 and up	10	10.00%	0	1	5	4
Total New Listed Units	100		24	47	17	12
Total New Listed Volume	34,144,154	100%	5.50M	11.85M	9.40M	7.39M
Average New Listed Listing Price	\$149,250		\$229,346	\$252,191	\$552,929	\$615,592

December 2023



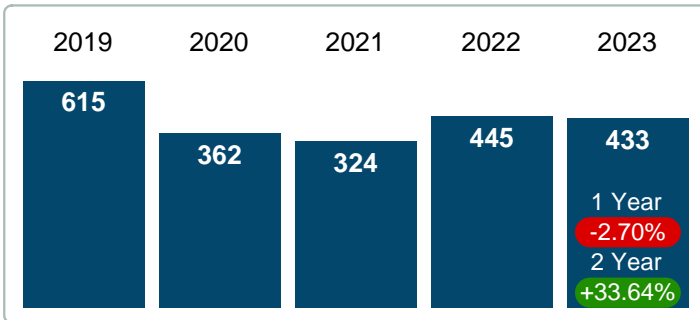
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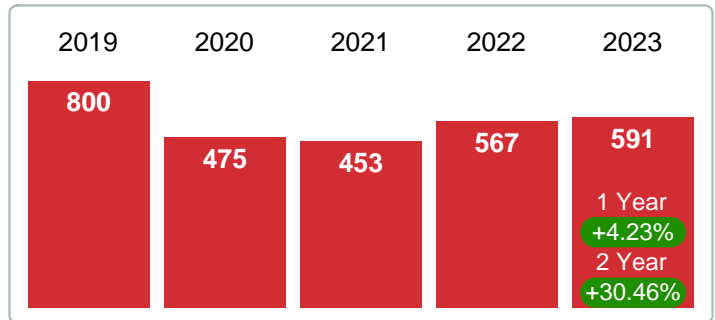
ACTIVE INVENTORY

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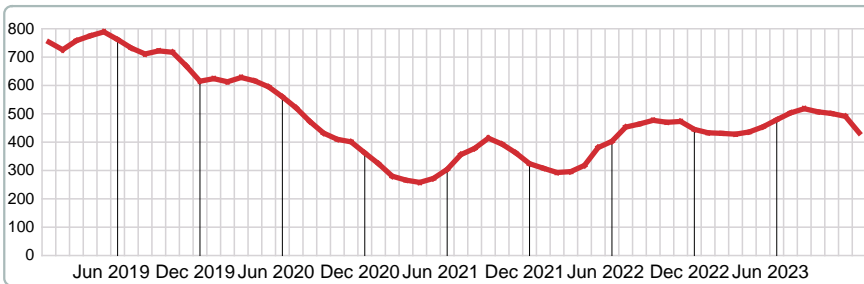
END OF DECEMBER



ACTIVE DURING DECEMBER

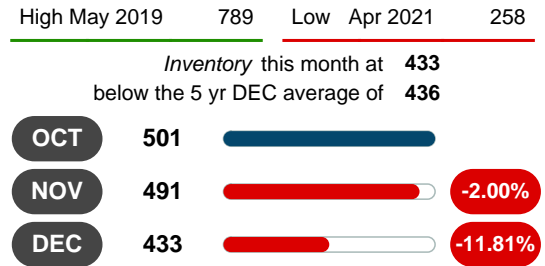


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 436



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	30	6.93%	106.0	14	12	3	1
\$75,001 - \$125,000	44	10.16%	91.9	9	34	1	0
\$125,001 - \$175,000	68	15.70%	97.4	16	36	13	3
\$175,001 - \$275,000	116	26.79%	86.9	23	74	14	5
\$275,001 - \$425,000	75	17.32%	91.2	11	42	17	5
\$425,001 - \$700,000	56	12.93%	109.4	7	24	22	3
\$700,001 and up	44	10.16%	116.3	1	8	22	13
Total Active Inventory by Units			433	81	230	92	30
Total Active Inventory by Volume			158,923,871	17.40M	66.34M	54.82M	20.37M
Average Active Inventory Listing Price			\$367,030	\$214,775	\$288,434	\$595,877	\$678,883

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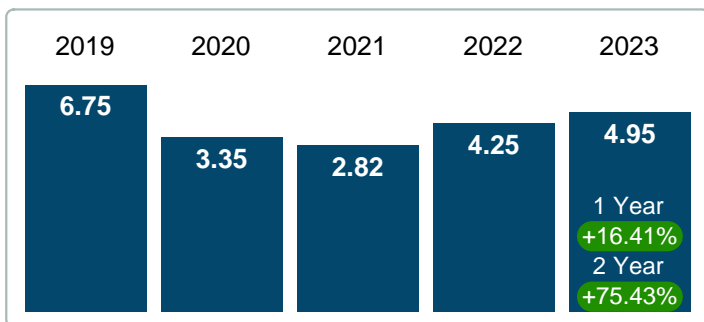
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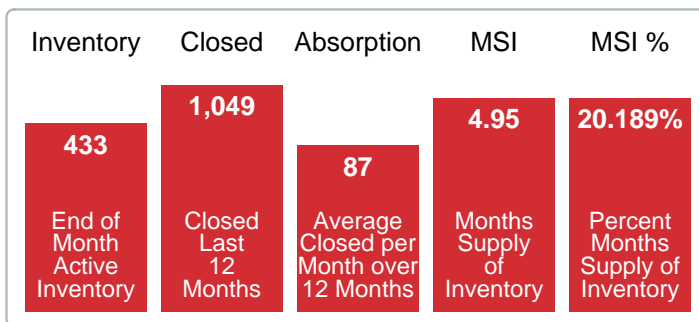
MONTHS SUPPLY of INVENTORY (MSI)

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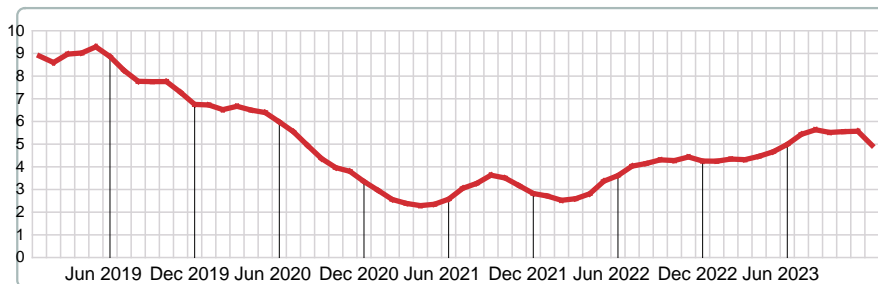
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

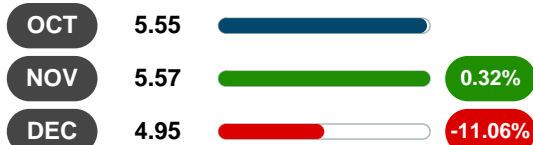


3 MONTHS

5 year DEC AVG = 4.43

High May 2019 9.29 Low Apr 2021 2.29

Months Supply this month at 4.95 above the 5 yr DEC average of 4.43



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	6.93%	2.52	2.37	2.15	9.00	12.00
\$75,001 - \$125,000	44	10.16%	3.45	2.20	4.58	1.00	0.00
\$125,001 - \$175,000	68	15.70%	3.26	4.17	2.44	6.00	36.00
\$175,001 - \$275,000	116	26.79%	5.48	8.36	5.35	3.50	8.57
\$275,001 - \$425,000	75	17.32%	6.52	7.33	6.72	5.51	7.50
\$425,001 - \$700,000	56	12.93%	8.40	12.00	6.86	10.56	6.00
\$700,001 and up	44	10.16%	17.03	12.00	9.60	18.86	26.00
Market Supply of Inventory (MSI)			4.95	4.32	4.41	6.65	11.25
Total Active Inventory by Units		100%	433	81	230	92	30

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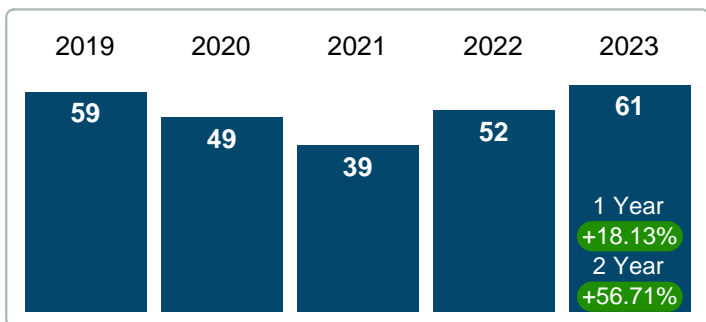
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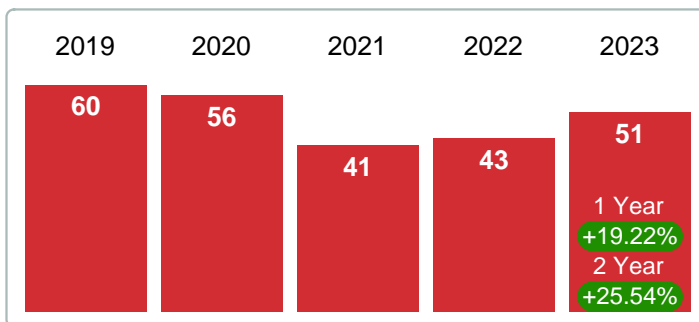
AVERAGE DAYS ON MARKET TO SALE

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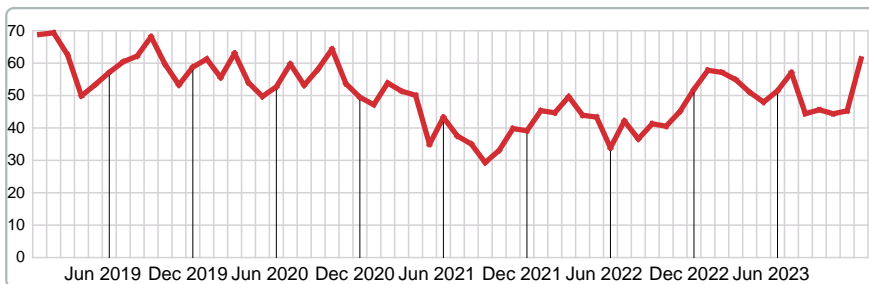
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

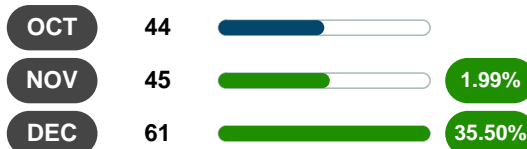


3 MONTHS

5 year DEC AVG = 52

High Feb 2019 69 Low Sep 2021 29

Average Days on Market to Sale this month at 61 above the 5 yr DEC average of 52



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5.88%	29	18	47	0	0
\$50,001 - \$100,000	15.29%	62	85	53	33	89
\$100,001 - \$125,000	4.71%	61	103	20	0	0
\$125,001 - \$200,000	32.94%	58	62	59	0	12
\$200,001 - \$275,000	15.29%	51	9	58	51	80
\$275,001 - \$525,000	15.29%	105	213	100	47	58
\$525,001 and up	10.59%	40	4	17	47	84
Average Closed DOM		61	78	57	45	62
Total Closed Units	100%	61	21	46	10	8
Total Closed Volume		20,354,300	3.92M	8.71M	5.26M	2.47M

December 2023



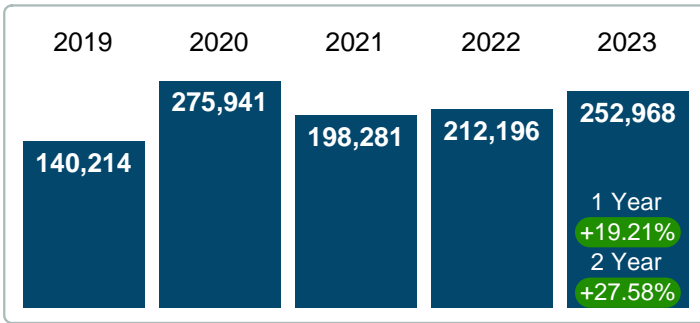
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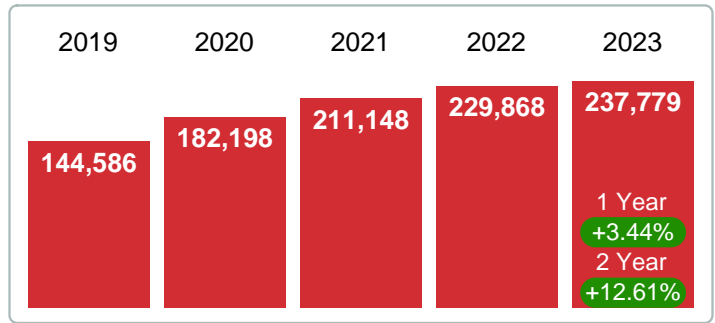
AVERAGE LIST PRICE AT CLOSING

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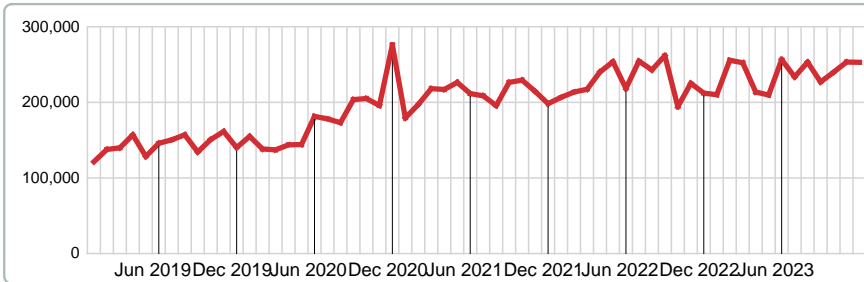
DECEMBER



YEAR TO DATE (YTD)

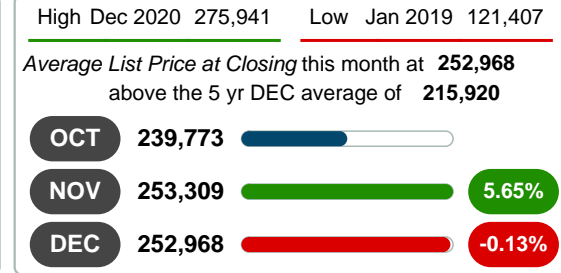


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 215,920



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	34,967	44,967	42,500	0	0
\$50,001 - \$100,000	13	82,473	87,200	94,733	90,000	99,950
\$100,001 - \$125,000	3	110,667	163,500	111,000	0	0
\$125,001 - \$200,000	31	159,710	157,633	162,300	0	160,000
\$200,001 - \$275,000	14	236,464	199,950	241,733	200,000	240,000
\$275,001 - \$525,000	11	376,064	466,300	345,725	424,500	344,950
\$525,001 and up	10	759,500	578,000	662,500	868,600	750,000
Average List Price		252,968	196,824	199,287	557,200	328,719
Total Closed Units		85	21	46	10	8
Total Closed Volume		21,502,249	4.13M	9.17M	5.57M	2.63M

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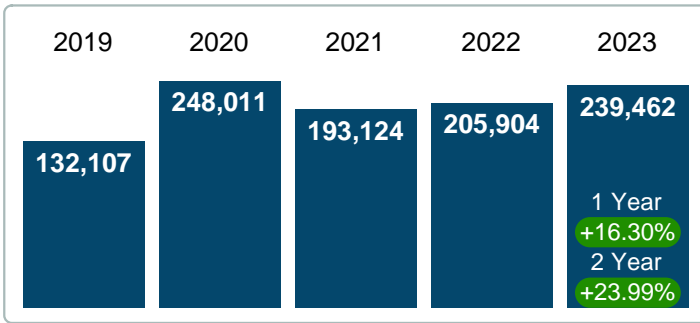
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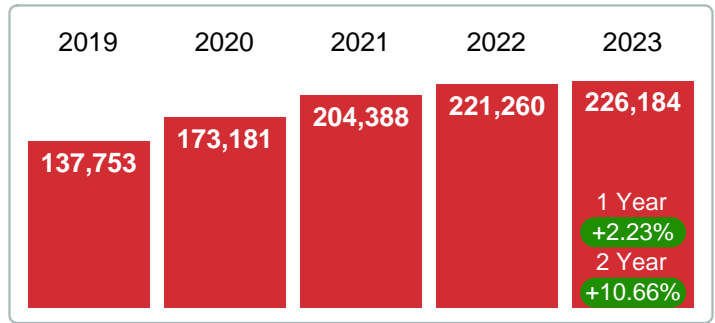
AVERAGE SOLD PRICE AT CLOSING

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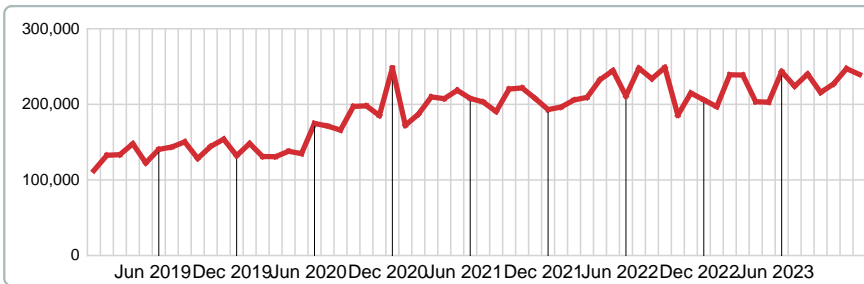
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

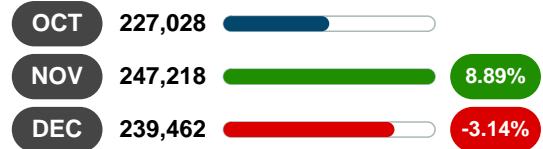


3 MONTHS

5 year DEC AVG = 203,722

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

Average Sold Price at Closing this month at **239,462** above the 5 yr DEC average of **203,722**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5.88%	33,600	35,833	30,250	0	0
\$50,001 - \$100,000	15.29%	86,762	90,000	82,992	85,000	99,950
\$100,001 - \$125,000	4.71%	116,250	121,500	111,000	0	0
\$125,001 - \$200,000	32.94%	157,946	161,167	157,405	0	150,000
\$200,001 - \$275,000	15.29%	225,992	204,000	232,544	217,000	220,000
\$275,001 - \$525,000	15.29%	363,923	430,000	328,125	399,250	332,500
\$525,001 and up	10.59%	722,444	540,000	608,500	814,000	675,000
Average Sold Price		239,462	186,452	189,312	525,550	309,369
Total Closed Units	100%	239,462	21	46	10	8
Total Closed Volume		20,354,300	3.92M	8.71M	5.26M	2.47M

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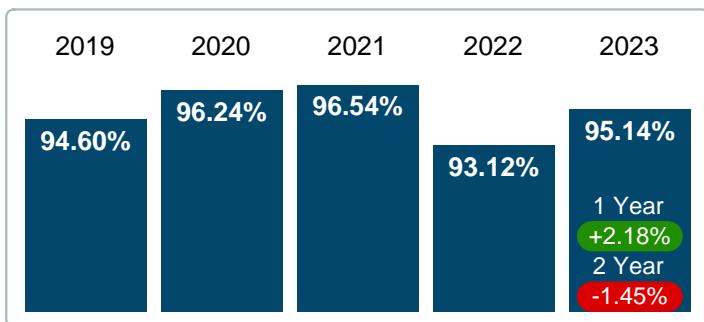
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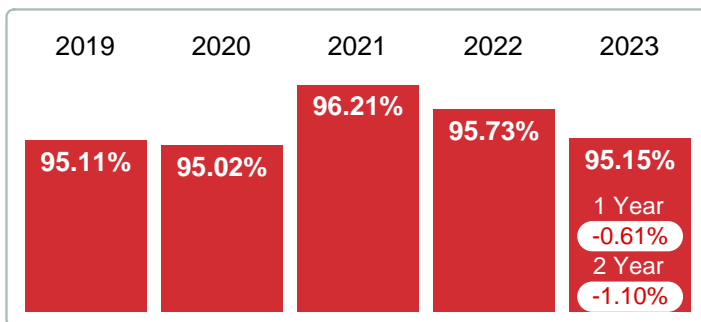
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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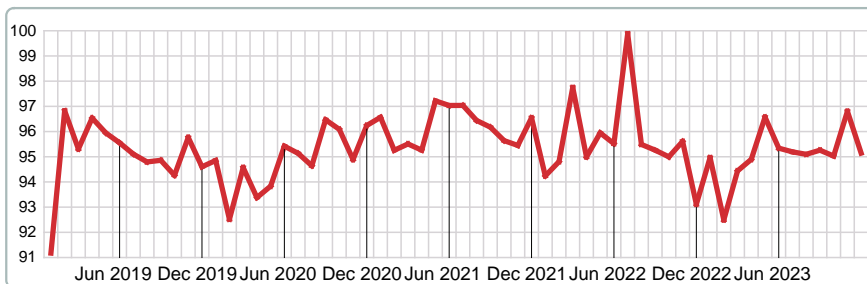
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

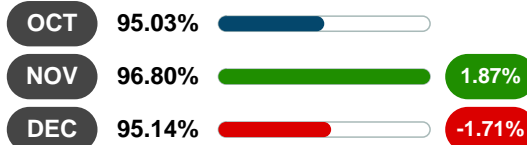


3 MONTHS

5 year DEC AVG = 95.13%

High Jul 2022 99.88% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.14%** equal to 5 yr DEC average of **95.13%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.88%	78.52%	80.06%	76.21%	0.00%	0.00%
\$50,001 - \$100,000	13	15.29%	95.34%	103.89%	88.82%	95.45%	100.00%
\$100,001 - \$125,000	4	4.71%	88.23%	76.47%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	28	32.94%	98.29%	103.02%	97.15%	0.00%	93.75%
\$200,001 - \$275,000	13	15.29%	97.75%	102.03%	96.29%	108.50%	91.67%
\$275,001 - \$525,000	13	15.29%	95.12%	94.73%	94.98%	92.79%	96.73%
\$525,001 and up	9	10.59%	93.65%	93.43%	91.91%	95.13%	90.00%
Average Sold/List Ratio		95.10%		95.64%	94.69%	96.06%	95.29%
Total Closed Units		85	100%	21	46	10	8
Total Closed Volume		20,354,300		3.92M	8.71M	5.26M	2.47M

December 2023



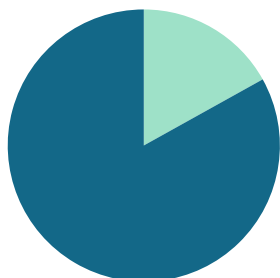
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

INVENTORY

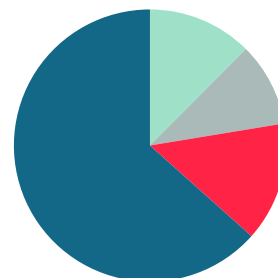


Inventory
 New Listings
100 = 16.92%
 Start Inventory
491
 Total Inventory Units
591
 Volume
\$229,268,765

Market Activity

Closed Sales
85 = 12.45%
 Pending Sales
68 = 9.96%
 Other Off Market
97 = 14.20%
 Active Inventory
433 = 63.40%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	94	85	-9.57%	1,255	1,049	-16.41%
Pending Sales	61	68	11.48%	1,207	1,095	-9.28%
New Listings	94	100	6.38%	1,818	1,797	-1.16%
Average List Price	212,196	252,968	19.21%	229,868	237,779	3.44%
Average Sale Price	205,904	239,462	16.30%	221,260	226,184	2.23%
Average Percent of Selling Price to List Price	93.12%	95.14%	2.18%	95.73%	95.15%	-0.61%
Average Days on Market to Sale	51.93	61.34	18.13%	42.82	51.05	19.22%
Monthly Inventory	445	433	-2.70%	445	433	-2.70%
Months Supply of Inventory	4.25	4.95	16.41%	4.25	4.95	16.41%

Absorption: Last 12 months, an Average of **87** Sales/Month

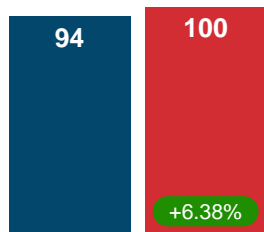
Inventory on December 31, 2023 = **433**

2022 **2023**

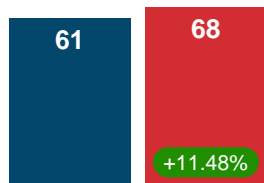
DECEMBER MARKET

AVERAGE PRICES

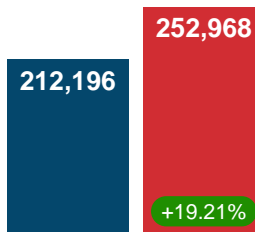
New Listings



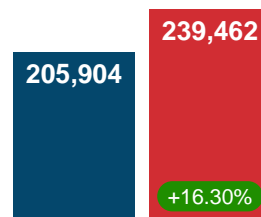
Pending Listings



List Price



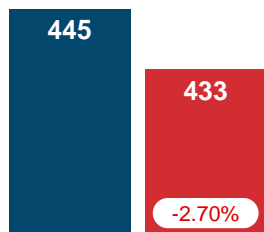
Sale Price



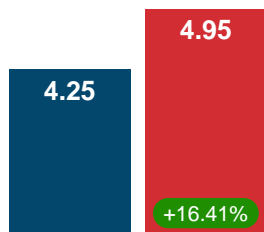
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

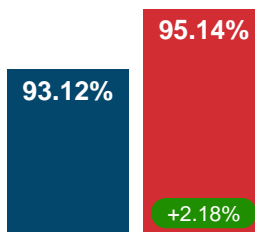
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

