

December 2023



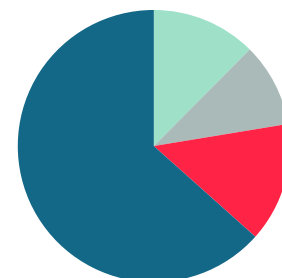
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	177,500	179,900	1.35%
Median Sale Price	175,000	170,000	-2.86%
Median Percent of Selling Price to List Price	95.82%	96.35%	0.55%
Median Days on Market to Sale	30.00	50.00	66.67%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.86%** in December 2023 to \$170,000 versus the previous year at \$175,000.

Median Days on Market Lengthens

The median number of **50.00** days that homes spent on the market before selling increased by 20.00 days or **66.67%** in December 2023 compared to last year's same month at **30.00** DOM.

Sales Success for December 2023 is Positive

Overall, with Median Prices falling 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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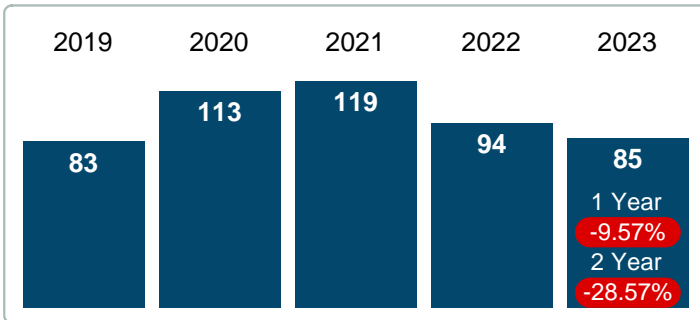
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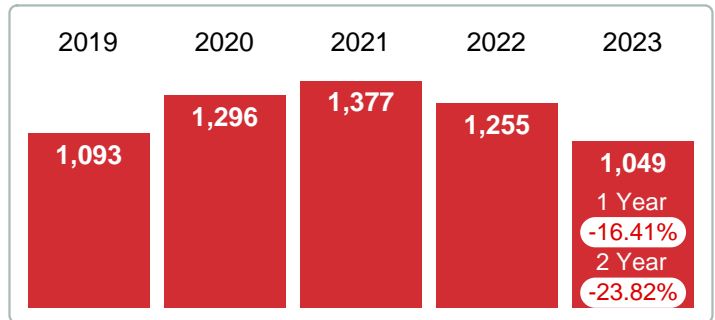
CLOSED LISTINGS

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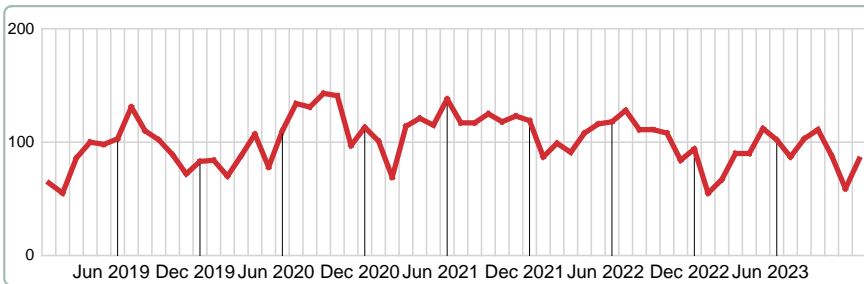
DECEMBER



YEAR TO DATE (YTD)

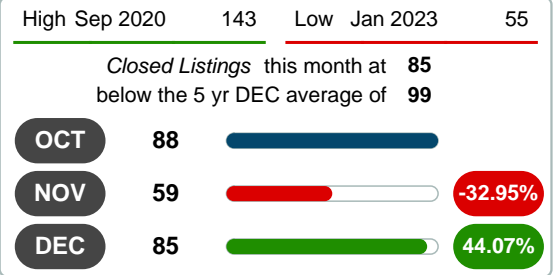


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.88%	25.0	3	2	0	0
\$50,001 - \$100,000	13	15.29%	62.0	4	6	2	1
\$100,001 - \$125,000	4	4.71%	44.0	2	2	0	0
\$125,001 - \$200,000	28	32.94%	34.5	6	21	0	1
\$200,001 - \$275,000	13	15.29%	57.0	2	9	1	1
\$275,001 - \$525,000	13	15.29%	86.0	3	4	2	4
\$525,001 and up	9	10.59%	25.0	1	2	5	1
Total Closed Units	85			21	46	10	8
Total Closed Volume	20,354,300	100%	50.0	3.92M	8.71M	5.26M	2.47M
Median Closed Price	\$170,000			\$137,000	\$162,450	\$519,500	\$315,000

December 2023



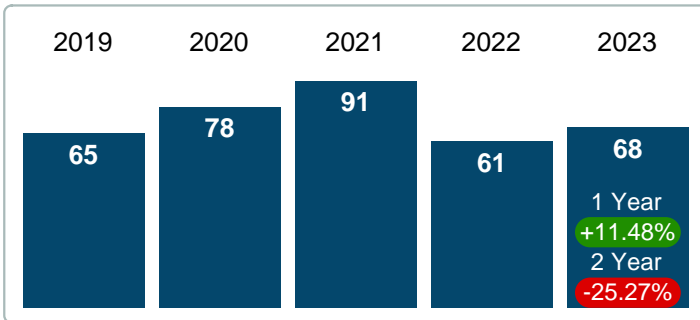
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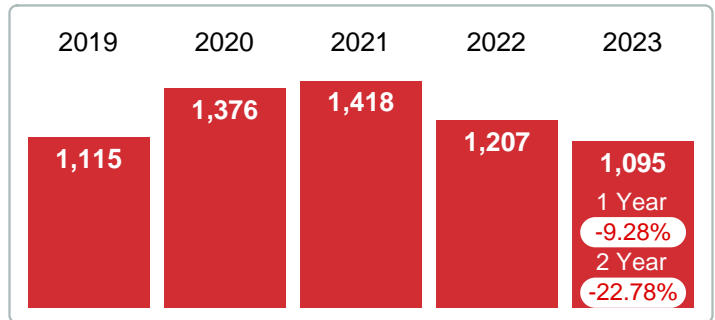
PENDING LISTINGS

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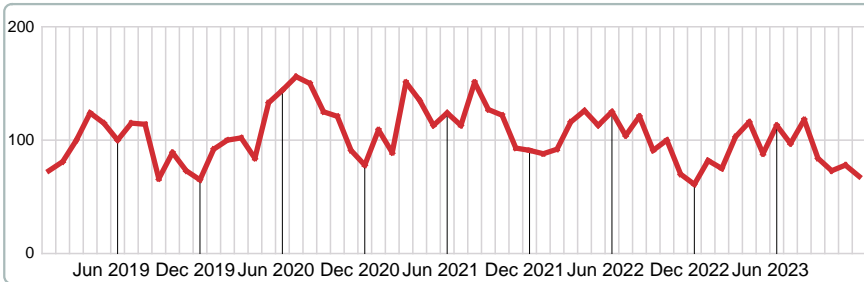
DECEMBER



YEAR TO DATE (YTD)

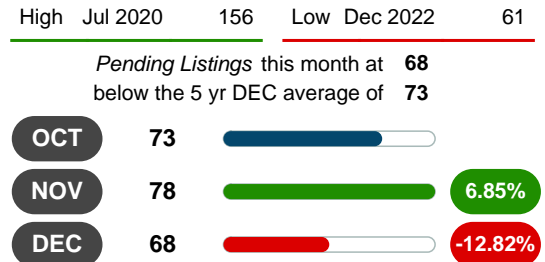


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.82%	89.5	3	3	0	0
\$75,001 - \$125,000	5	7.35%	134.0	1	3	1	0
\$125,001 - \$150,000	12	17.65%	39.0	3	8	0	1
\$150,001 - \$275,000	18	26.47%	41.0	5	8	5	0
\$275,001 - \$450,000	12	17.65%	51.0	0	7	3	2
\$450,001 - \$975,000	8	11.76%	70.5	1	1	3	3
\$975,001 and up	7	10.29%	81.0	0	1	5	1
Total Pending Units	68			13	31	17	7
Total Pending Volume	25,105,097	100%	70.0	2.23M	7.85M	11.16M	3.87M
Median Listing Price	\$232,000			\$149,000	\$165,000	\$450,000	\$650,000

December 2023



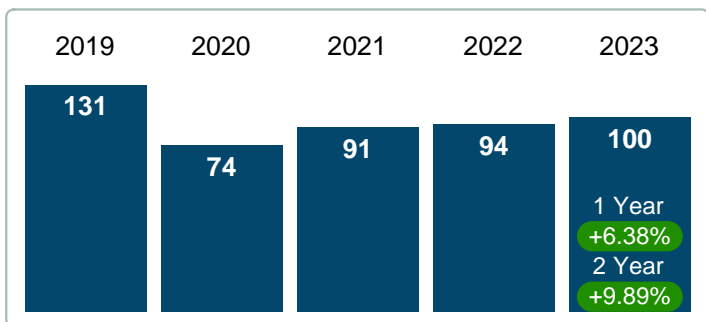
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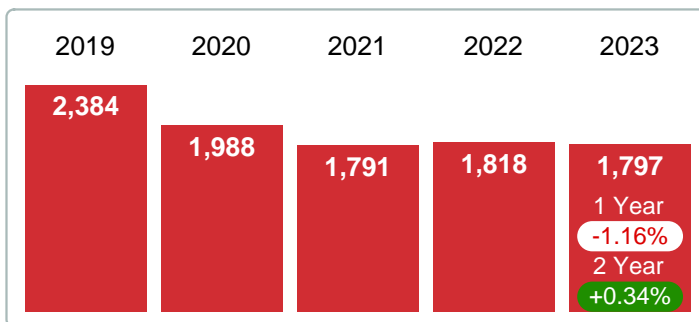
NEW LISTINGS

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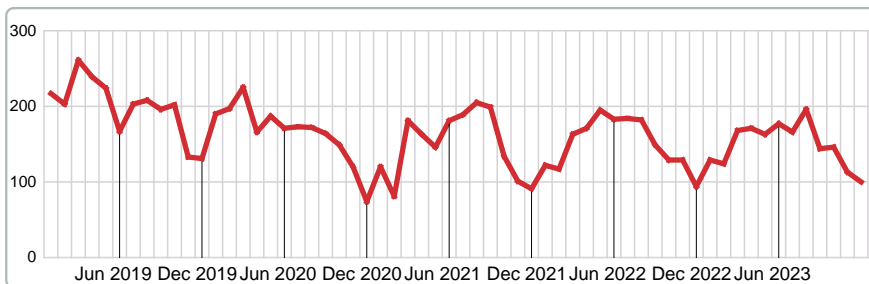
DECEMBER



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
\$75,000 and less	8	8.00%	4	3	1	0
\$75,001 - \$125,000	7	7.00%	2	5	0	0
\$125,001 - \$200,000	19	19.00%	6	11	2	0
\$200,001 - \$325,000	28	28.00%	7	16	3	2
\$325,001 - \$425,000	15	15.00%	4	7	2	2
\$425,001 - \$700,000	13	13.00%	1	4	4	4
\$700,001 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
Median New Listed Listing Price	\$242,500		\$204,750	\$225,000	\$525,000	\$674,950

December 2023



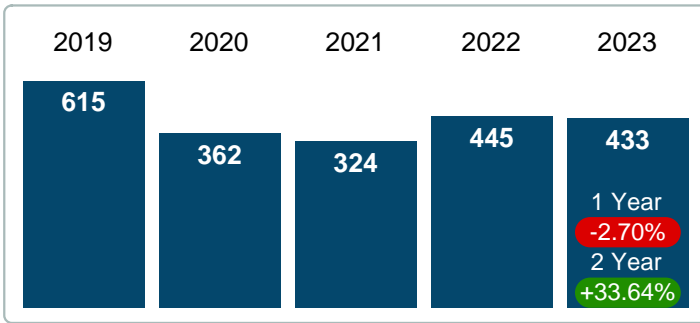
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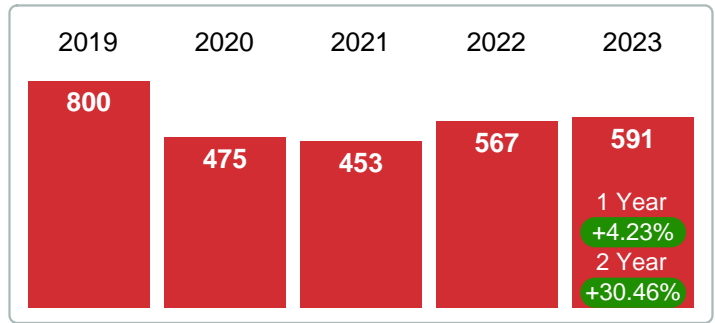
ACTIVE INVENTORY

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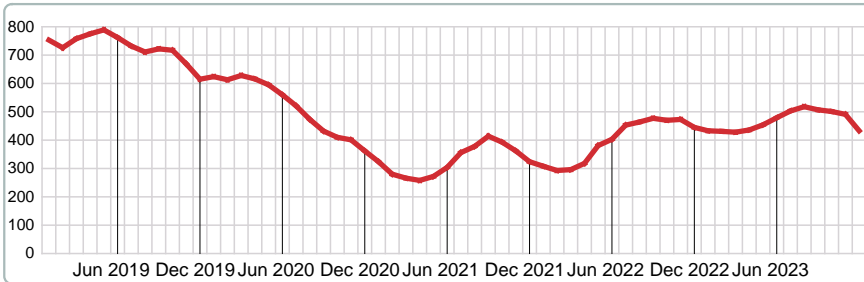
END OF DECEMBER



ACTIVE DURING DECEMBER

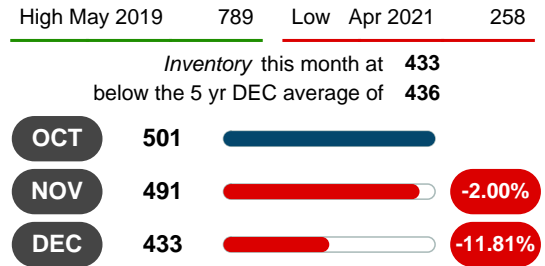


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 436



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	30	6.93%	101.0	14	12	3	1
\$75,001 - \$125,000	44	10.16%	96.5	9	34	1	0
\$125,001 - \$175,000	68	15.70%	87.0	16	36	13	3
\$175,001 - \$275,000	116	26.79%	72.5	23	74	14	5
\$275,001 - \$425,000	75	17.32%	72.0	11	42	17	5
\$425,001 - \$700,000	56	12.93%	111.0	7	24	22	3
\$700,001 and up	44	10.16%	98.0	1	8	22	13
Total Active Inventory by Units		433		81	230	92	30
Total Active Inventory by Volume		158,923,871	100%	17.40M	66.34M	54.82M	20.37M
Median Active Inventory Listing Price		\$237,000		\$179,000	\$222,400	\$419,950	\$524,400

December 2023



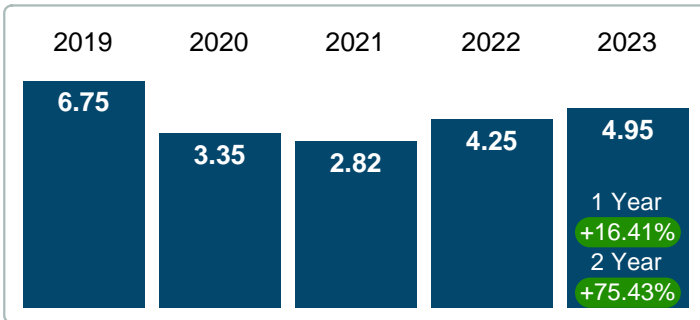
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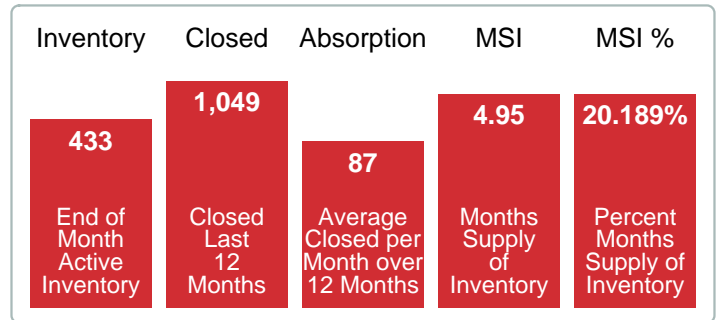
MONTHS SUPPLY of INVENTORY (MSI)

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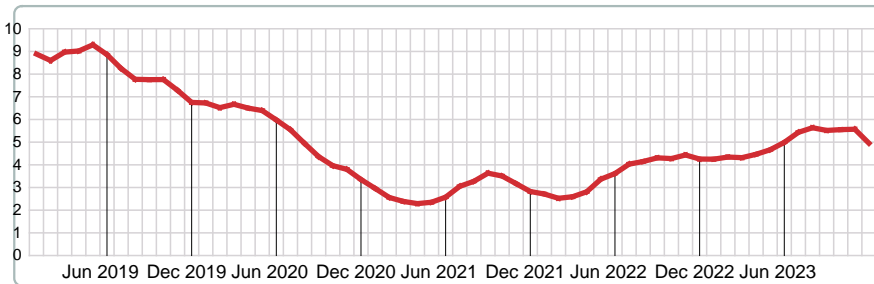
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

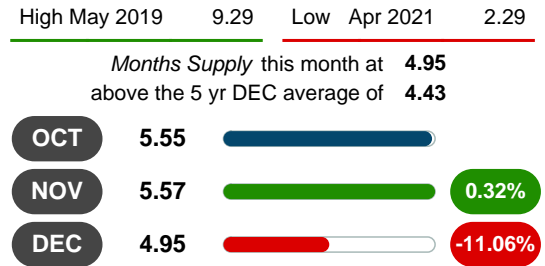


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.43



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

December 2023



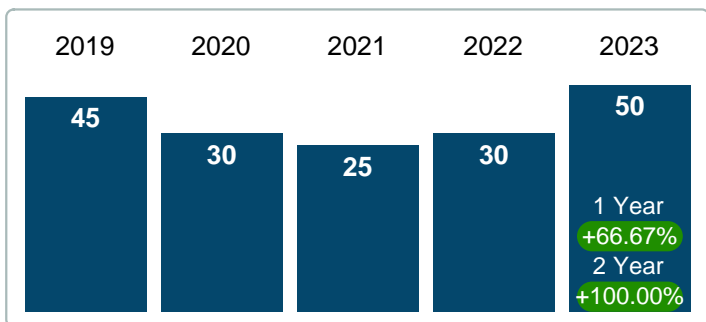
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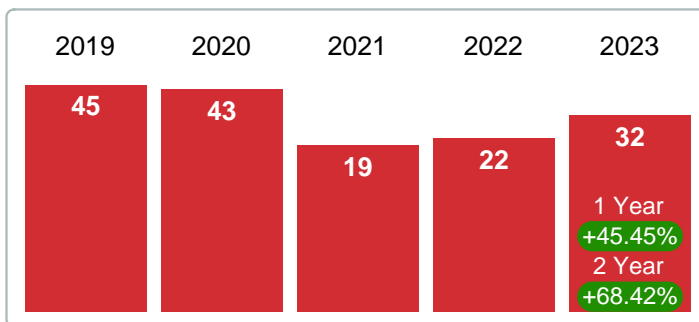
MEDIAN DAYS ON MARKET TO SALE

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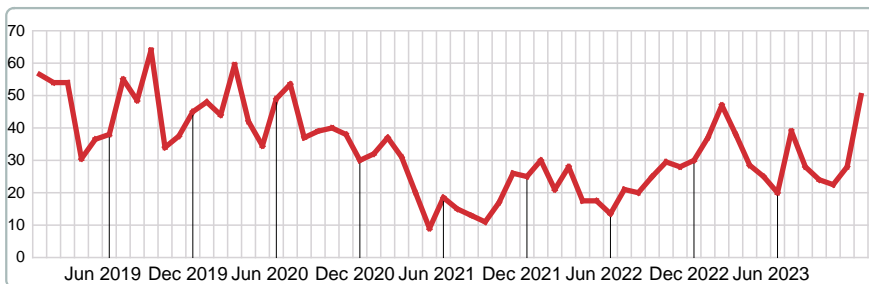
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

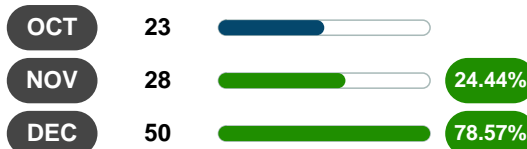


3 MONTHS

5 year DEC AVG = 36

High Sep 2019 64 Low May 2021 9

Median Days on Market to Sale this month at 50 above the 5 yr DEC average of 36



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5.88%	25	11	47	0	0
\$50,001 - \$100,000	15.29%	62	76	51	33	89
\$100,001 - \$125,000	4.71%	44	103	20	0	0
\$125,001 - \$200,000	32.94%	35	39	35	0	12
\$200,001 - \$275,000	15.29%	57	9	60	51	80
\$275,001 - \$525,000	15.29%	86	186	83	47	48
\$525,001 and up	10.59%	25	4	17	54	84
Median Closed DOM		50	61	40	53	65
Total Closed Units	100%	85	21	46	10	8
Total Closed Volume		20,354,300	3.92M	8.71M	5.26M	2.47M

December 2023



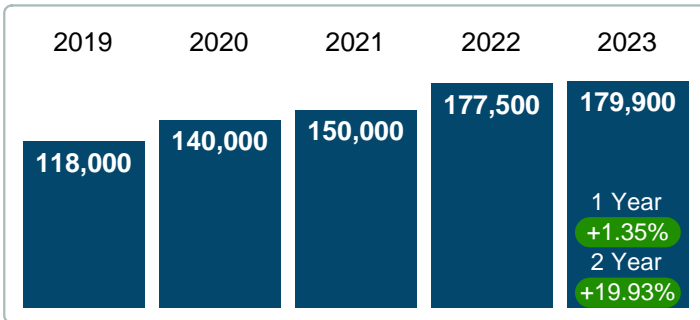
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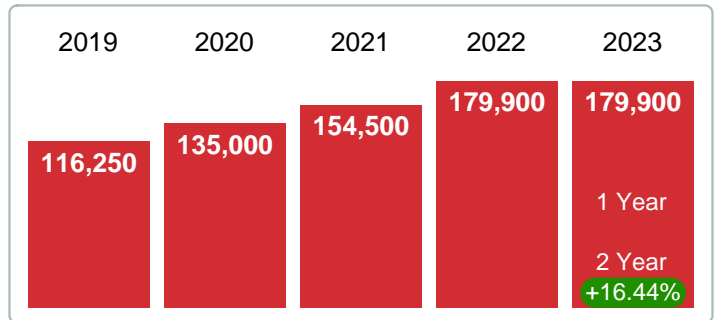
MEDIAN LIST PRICE AT CLOSING

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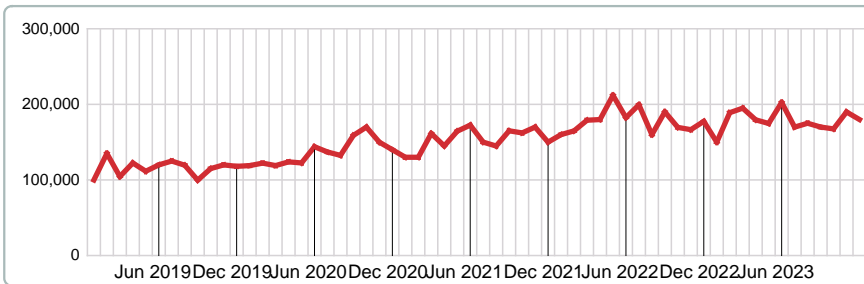
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

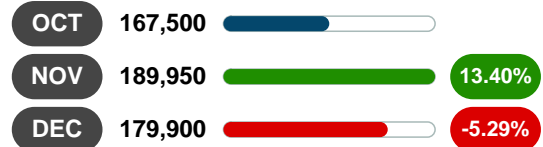


3 MONTHS

5 year DEC AVG = 153,080

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

Median List Price at Closing this month at **179,900**
above the 5 yr DEC average of **153,080**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3.53%	30,000	37,450	30,000	0	0
\$50,001 - \$100,000	13	15.29%	94,900	94,900	87,750	70,000	99,950
\$100,001 - \$125,000	3	3.53%	110,000	0	111,000	110,000	0
\$125,001 - \$200,000	31	36.47%	158,000	158,000	149,900	200,000	160,000
\$200,001 - \$275,000	14	16.47%	240,000	239,950	239,999	0	240,000
\$275,001 - \$525,000	11	12.94%	365,000	525,000	332,000	424,500	362,450
\$525,001 and up	10	11.76%	662,500	588,500	662,500	685,000	750,000
Median List Price			179,900	145,900	167,000	517,000	319,900
Total Closed Units		100%	179,900	21	46	10	8
Total Closed Volume			21,502,249	4.13M	9.17M	5.57M	2.63M

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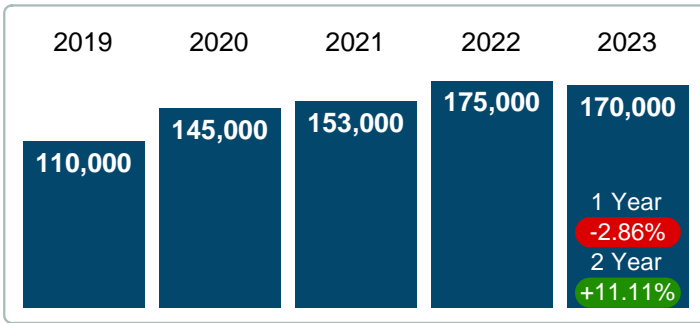
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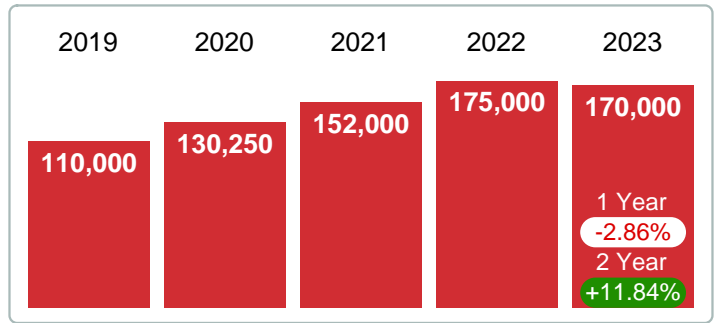
MEDIAN SOLD PRICE AT CLOSING

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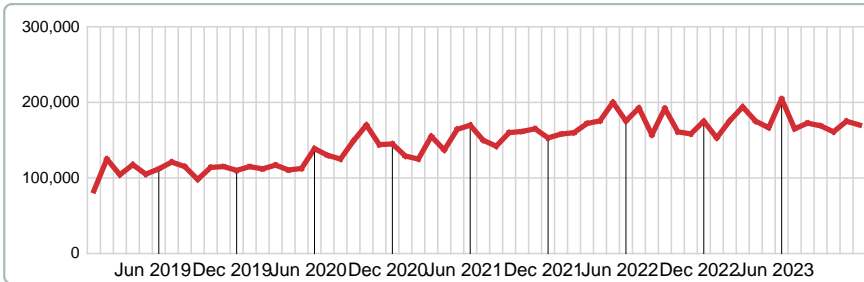
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

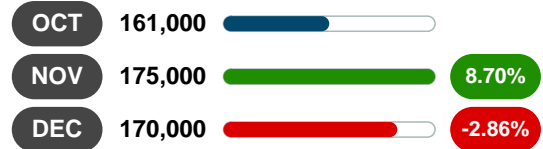


3 MONTHS

5 year DEC AVG = 150,600

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

Median Sold Price at Closing this month at 170,000 above the 5 yr DEC average of 150,600



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5.88%	32,500	42,500	30,250	0	0
\$50,001 - \$100,000	15.29%	95,000	97,000	87,975	85,000	99,950
\$100,001 - \$125,000	4.71%	117,500	121,500	111,000	0	0
\$125,001 - \$200,000	32.94%	150,000	152,500	150,000	0	150,000
\$200,001 - \$275,000	15.29%	225,000	204,000	230,000	217,000	220,000
\$275,001 - \$525,000	15.29%	345,000	500,000	307,500	399,250	347,500
\$525,001 and up	10.59%	617,000	540,000	608,500	660,000	675,000
Median Sold Price		170,000	137,000	162,450	519,500	315,000
Total Closed Units	100%	170,000	21	46	10	8
Total Closed Volume		20,354,300	3.92M	8.71M	5.26M	2.47M

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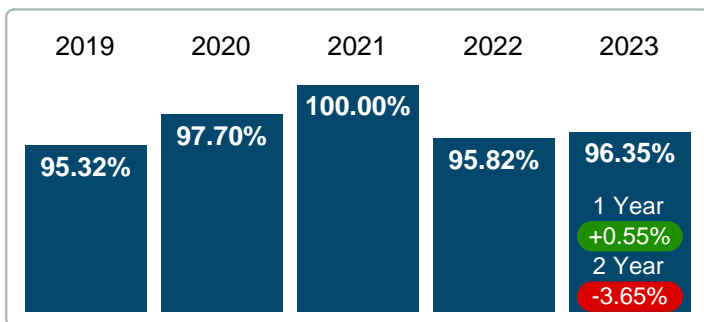
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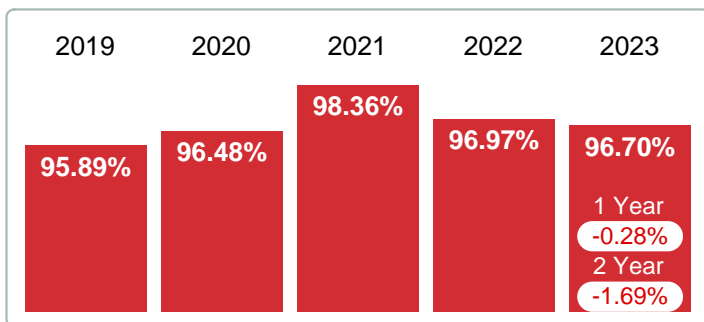
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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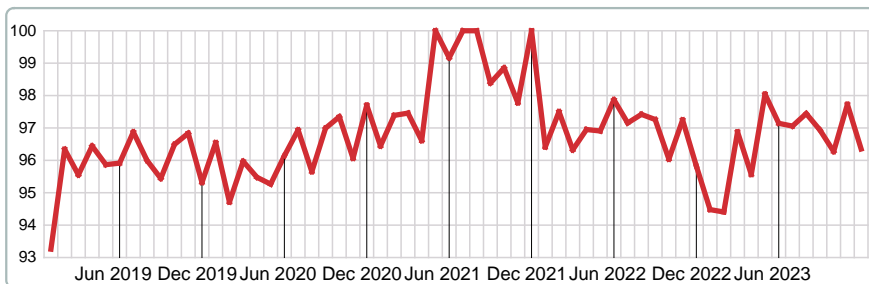
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

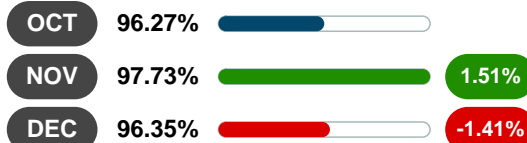


3 MONTHS

5 year DEC AVG = 97.04%

High Dec 2021 100.00% Low Jan 2019 93.26%

Median Sold/List Ratio this month at **96.35%**
 below the 5 yr DEC average of **97.04%**



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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.88%	80.00%	80.00%	76.21%	0.00%	0.00%
\$50,001 - \$100,000	13	15.29%	100.00%	102.68%	92.19%	95.45%	100.00%
\$100,001 - \$125,000	4	4.71%	94.89%	76.47%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	28	32.94%	97.25%	97.56%	97.56%	0.00%	93.75%
\$200,001 - \$275,000	13	15.29%	97.87%	102.03%	96.84%	108.50%	91.67%
\$275,001 - \$525,000	13	15.29%	95.89%	95.24%	96.79%	92.79%	95.88%
\$525,001 and up	9	10.59%	94.09%	93.43%	91.91%	95.20%	90.00%
Median Sold/List Ratio		96.35%		95.24%	96.74%	95.78%	94.80%
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



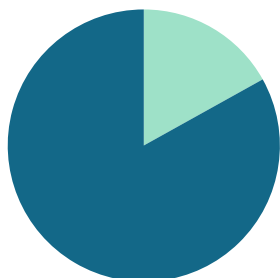
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

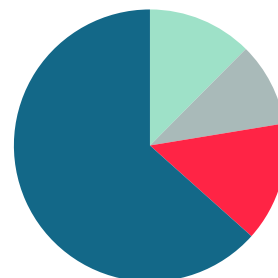


Inventory
 New Listings **100 = 16.92%**
 Start Inventory **491**
 Total Inventory Units **591**
 Volume **\$229,268,765**

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%
Median List Price	177,500	179,900	1.35%	179,900	179,900	0.00%
Median Sale Price	175,000	170,000	-2.86%	175,000	170,000	-2.86%
Median Percent of Selling Price to List Price	95.82%	96.35%	0.55%	96.97%	96.70%	-0.28%
Median Days on Market to Sale	30.00	50.00	66.67%	22.00	32.00	45.45%
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

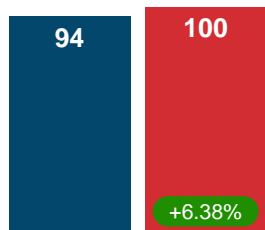
Inventory on December 31, 2023 = **433**

2022 **2023**

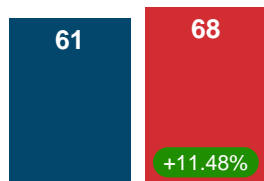
DECEMBER MARKET

MEDIAN PRICES

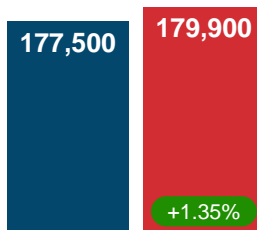
New Listings



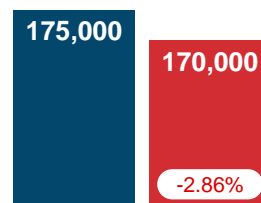
Pending Listings



List Price



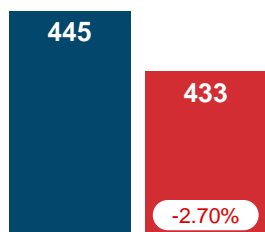
Sale Price



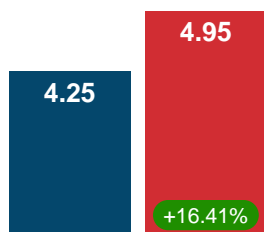
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

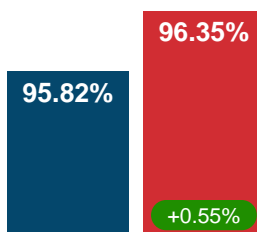
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

