

January 2024



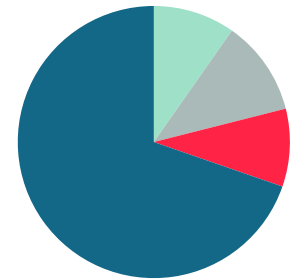
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	55	61	10.91%
Pending Listings	82	71	-13.41%
New Listings	129	129	0.00%
Average List Price	210,147	293,852	39.83%
Average Sale Price	196,936	275,220	39.75%
Average Percent of Selling Price to List Price	94.96%	94.03%	-0.98%
Average Days on Market to Sale	57.80	67.34	16.51%
End of Month Inventory	433	437	0.92%
Months Supply of Inventory	4.25	4.97	16.88%



■ Closed (9.73%)
■ Pending (11.32%)
■ Other OffMarket (9.25%)
■ Active (69.70%)

Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of January 31, 2024 = **437**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **0.92%** to 437 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 **4.97** 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 **39.75%** in January 2024 to \$275,220 versus the previous year at \$196,936.

Average Days on Market Lengthens

The average number of **67.34** days that homes spent on the market before selling increased by 9.54 days or **16.51%** in January 2024 compared to last year's same month at **57.80** DOM.

Sales Success for January 2024 is Positive

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

There were 129 New Listings in January 2024, down **0.00%** from last year at 129. Furthermore, there were 61 Closed Listings this month versus last year at 55, a **10.91%** increase.

Closed versus Listed trends yielded a **47.3%** ratio, up from previous year's, January 2023, at **42.6%**, a **10.91%** upswing. This will certainly create pressure on an increasing 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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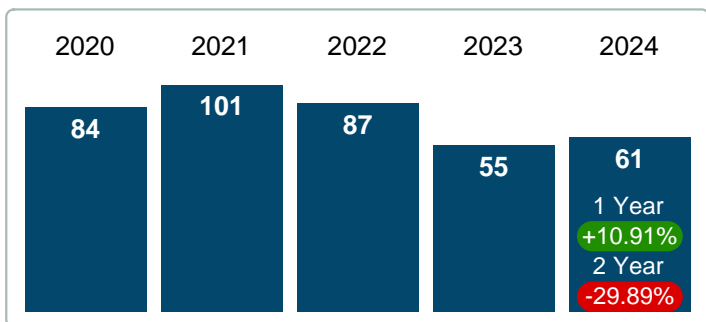
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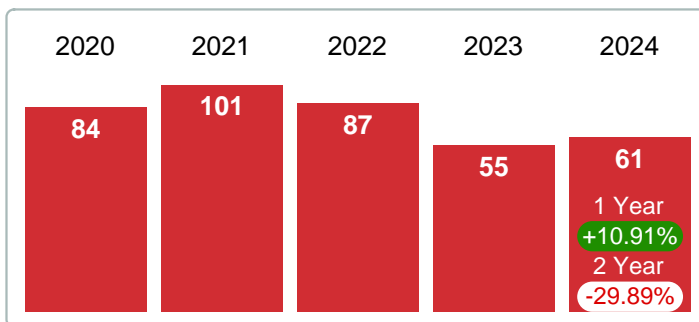
CLOSED LISTINGS

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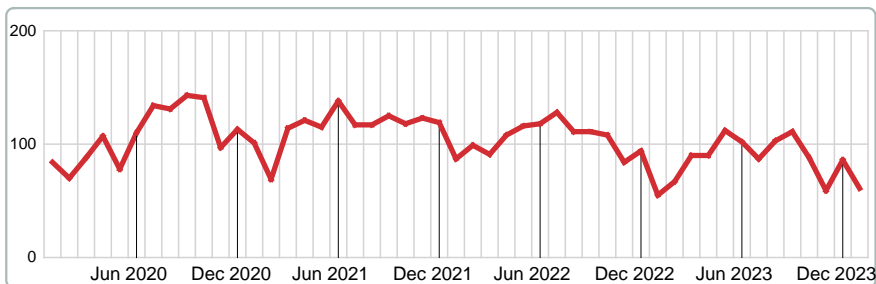
JANUARY



YEAR TO DATE (YTD)

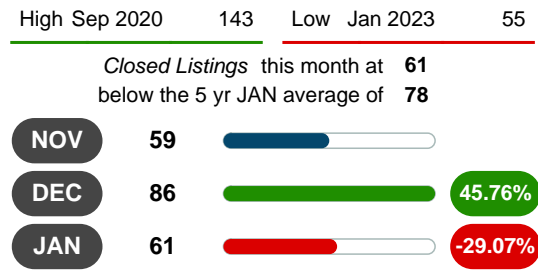


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.28%	80.0	2	0	0	0
\$25,001 - \$75,000	10	16.39%	71.7	7	3	0	0
\$75,001 - \$125,000	7	11.48%	69.3	0	7	0	0
\$125,001 - \$200,000	17	27.87%	65.1	3	12	2	0
\$200,001 - \$400,000	13	21.31%	73.5	1	10	1	1
\$400,001 - \$625,000	5	8.20%	53.8	0	2	3	0
\$625,001 and up	7	11.48%	59.3	0	2	4	1
Total Closed Units	61			13	36	10	2
Total Closed Volume	16,788,408	100%	67.3	1.26M	7.84M	6.71M	980.00K
Average Closed Price	\$275,220			\$96,642	\$217,833	\$671,006	\$490,000

January 2024



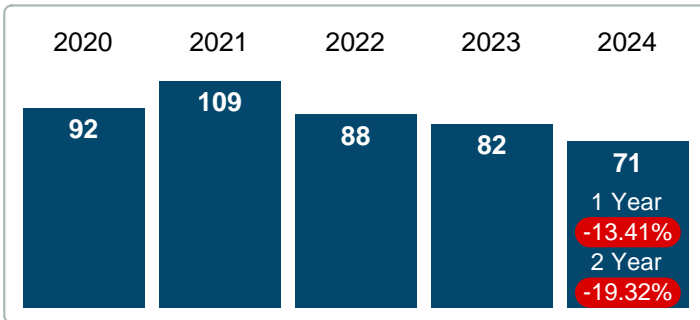
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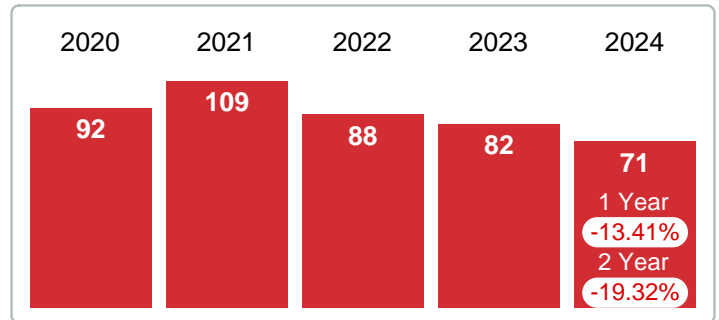
PENDING LISTINGS

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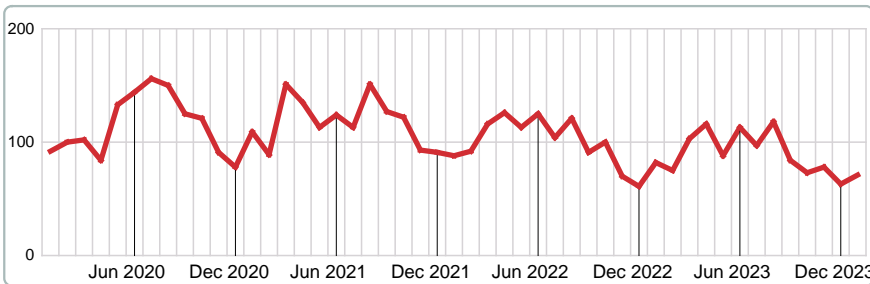
JANUARY



YEAR TO DATE (YTD)

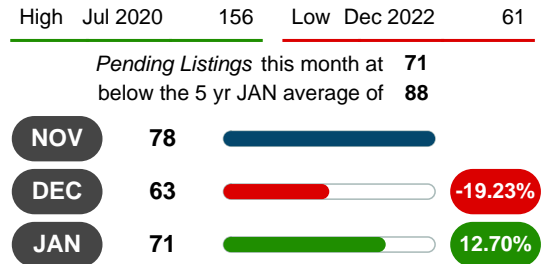


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 88



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.45%	71.3	2	3	1	0
\$50,001 - \$75,000	7	9.86%	120.1	0	5	2	0
\$75,001 - \$125,000	11	15.49%	46.7	2	9	0	0
\$125,001 - \$200,000	17	23.94%	93.4	4	12	1	0
\$200,001 - \$275,000	12	16.90%	76.7	1	8	2	1
\$275,001 - \$375,000	10	14.08%	58.5	3	6	1	0
\$375,001 and up	8	11.27%	149.5	1	4	3	0
Total Pending Units	71			13	47	10	1
Total Pending Volume	15,327,400	100%	50.5	2.75M	9.63M	2.67M	275.00K
Average Listing Price	\$211,033			\$211,754	\$204,915	\$266,860	\$275,000

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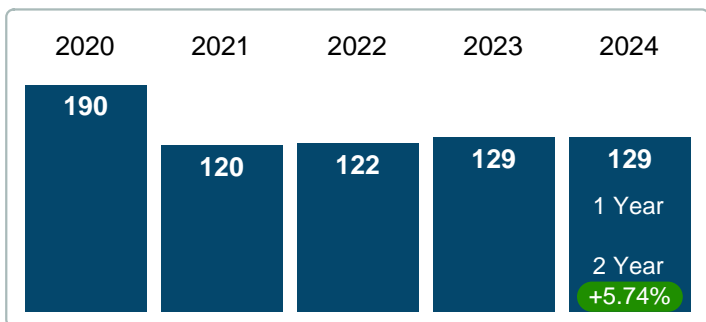
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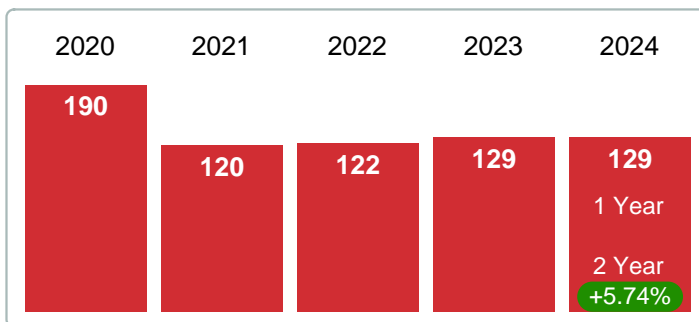
NEW LISTINGS

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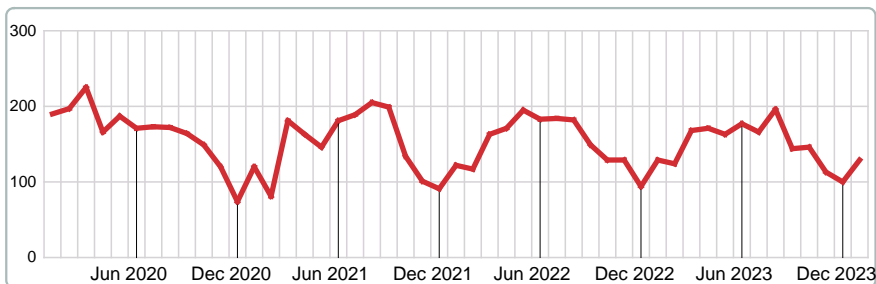
JANUARY



YEAR TO DATE (YTD)

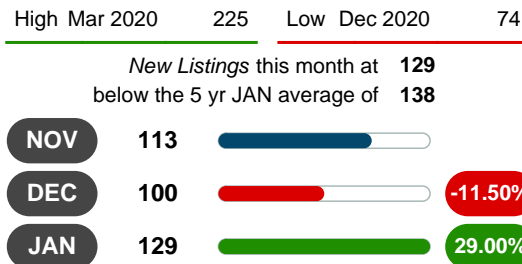


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 138



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	4.65%	2	3	1	0
\$50,001 - \$100,000	16	12.40%	8	6	0	2
\$100,001 - \$150,000	26	20.16%	5	17	3	1
\$150,001 - \$225,000	24	18.60%	4	17	3	0
\$225,001 - \$325,000	26	20.16%	2	18	4	2
\$325,001 - \$575,000	17	13.18%	4	8	5	0
\$575,001 and up	14	10.85%	1	6	6	1
Total New Listed Units	129		26	75	22	6
Total New Listed Volume	35,350,799	100%	4.71M	18.57M	9.99M	2.08M
Average New Listed Listing Price	\$545,000		\$181,042	\$247,659	\$453,877	\$347,333

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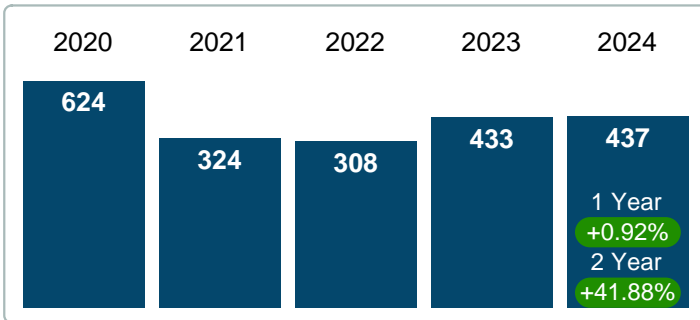
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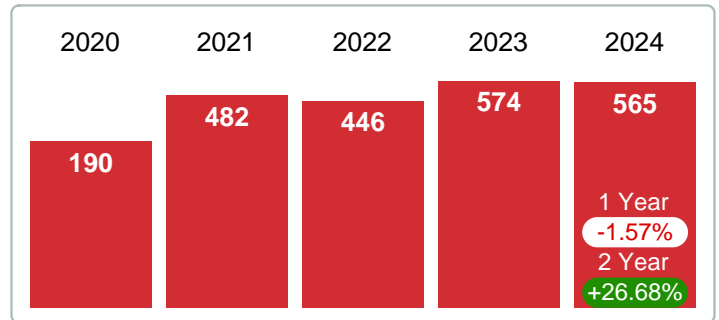
ACTIVE INVENTORY

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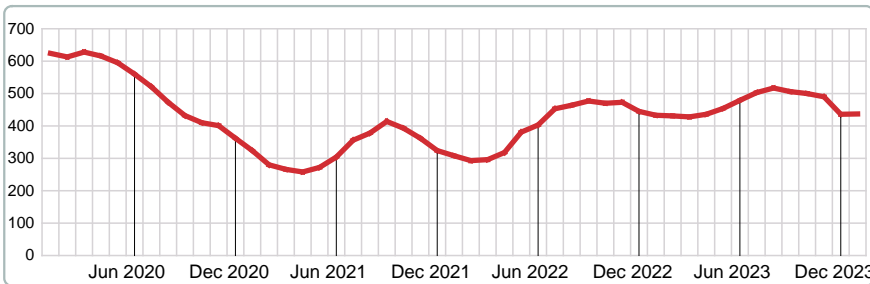
END OF JANUARY



ACTIVE DURING JANUARY

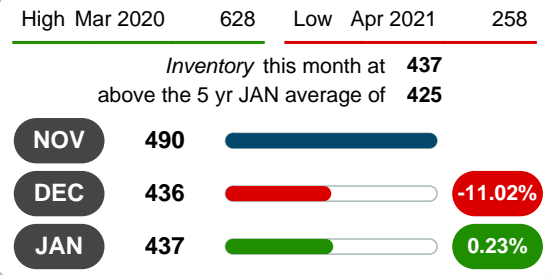


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 425



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	26	5.95%	80.6	17	7	1	1
\$75,001 - \$125,000	47	10.76%	83.4	9	34	3	1
\$125,001 - \$175,000	72	16.48%	85.4	17	41	11	3
\$175,001 - \$275,000	119	27.23%	92.5	20	77	17	5
\$275,001 - \$450,000	73	16.70%	93.8	11	38	20	4
\$450,001 - \$700,000	55	12.59%	107.0	4	26	21	4
\$700,001 and up	45	10.30%	110.8	1	8	23	13
Total Active Inventory by Units	437			79	231	96	31
Total Active Inventory by Volume	159,228,496	100%	93.6	15.84M	67.88M	54.81M	20.70M
Average Active Inventory Listing Price	\$364,367			\$200,485	\$293,832	\$570,961	\$667,832

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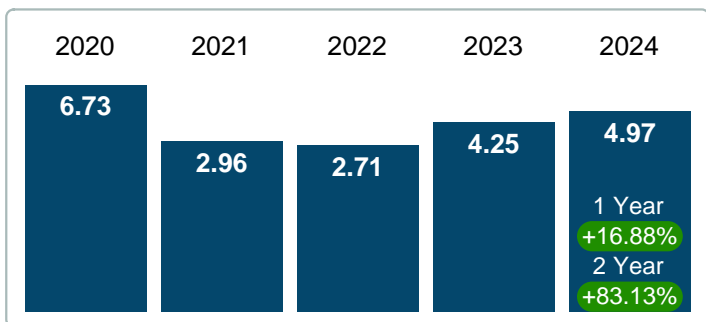
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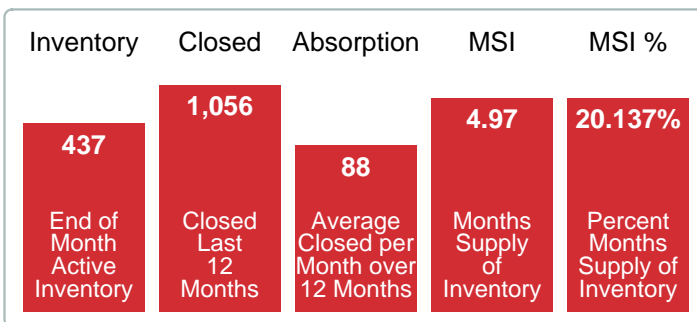
MONTHS SUPPLY of INVENTORY (MSI)

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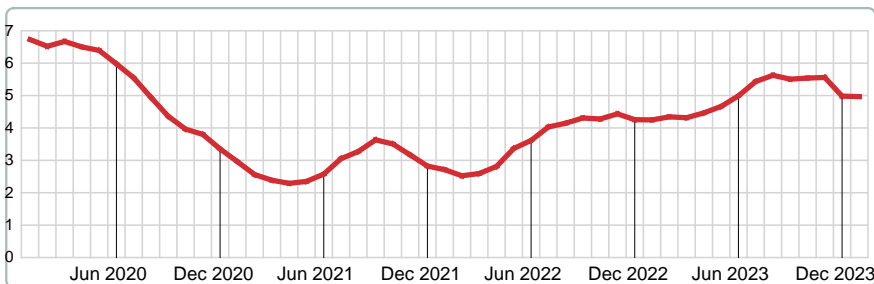
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

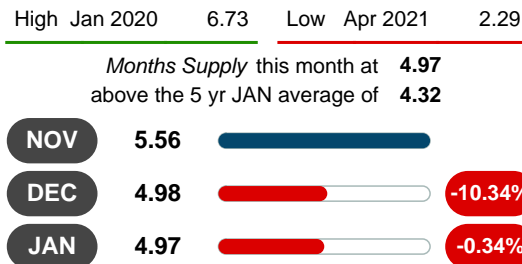


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.32



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	26	5.95%	2.20	2.87	1.25	4.00	12.00
\$75,001 - \$125,000	47	10.76%	3.71	2.25	4.53	3.27	4.00
\$125,001 - \$175,000	72	16.48%	3.43	4.34	2.80	4.71	36.00
\$175,001 - \$275,000	119	27.23%	5.56	7.50	5.37	4.34	10.00
\$275,001 - \$450,000	73	16.70%	5.80	6.60	5.56	5.71	6.86
\$450,001 - \$700,000	55	12.59%	10.00	9.60	8.67	14.00	6.86
\$700,001 and up	45	10.30%	15.00	12.00	8.00	16.24	26.00
Market Supply of Inventory (MSI)			4.97	4.23	4.37	6.94	12.00
Total Active Inventory by Units		100%	437	79	231	96	31

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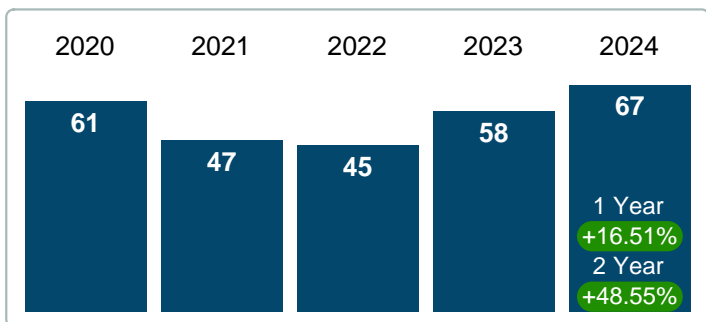
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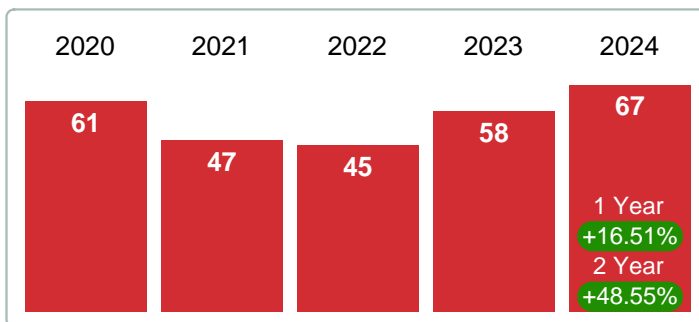
AVERAGE DAYS ON MARKET TO SALE

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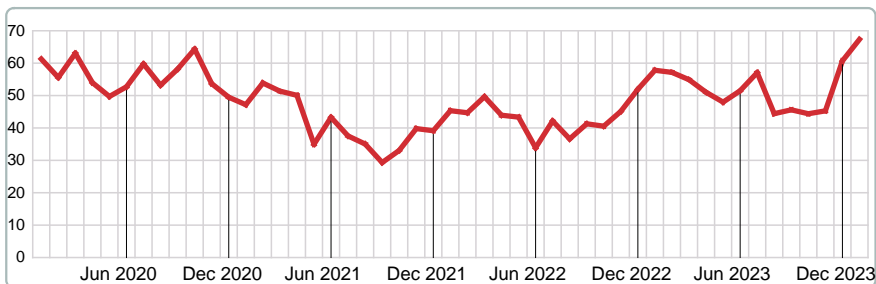
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

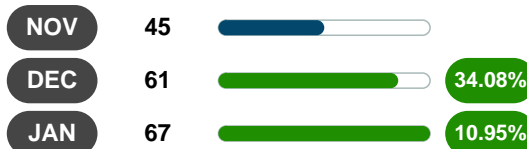


3 MONTHS

5 year JAN AVG = 56

High Jan 2024 67 Low Sep 2021 29

Average Days on Market to Sale this month at 67 above the 5 yr JAN average of 56



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
\$25,000 and less	3.28%	80	80	0	0	0
\$25,001 - \$75,000	16.39%	72	99	9	0	0
\$75,001 - \$125,000	11.48%	69	0	69	0	0
\$125,001 - \$200,000	27.87%	65	79	48	146	0
\$200,001 - \$400,000	21.31%	74	87	71	103	56
\$400,001 - \$625,000	8.20%	54	0	8	85	0
\$625,001 and up	11.48%	59	0	76	60	25
Average Closed DOM		67	90	55	89	41
Total Closed Units	100%	67	13	36	10	2
Total Closed Volume		16,788,408	1.26M	7.84M	6.71M	980.00K

January 2024



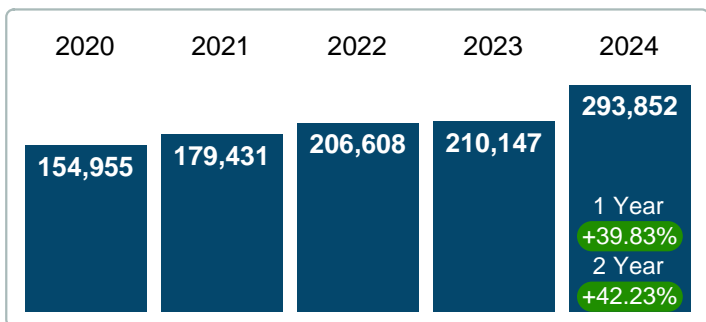
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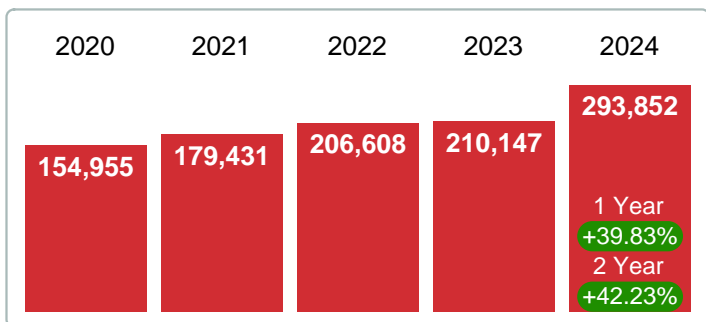
AVERAGE LIST PRICE AT CLOSING

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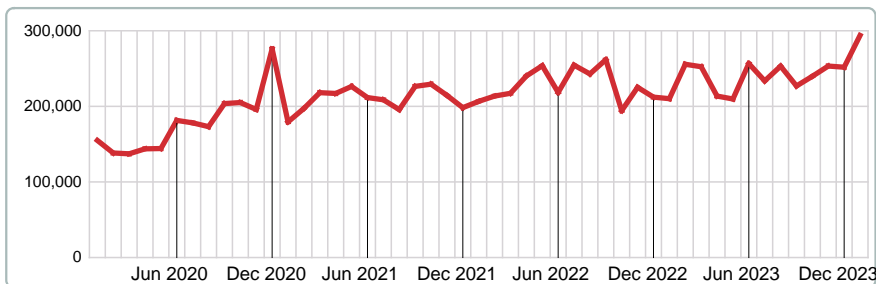
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

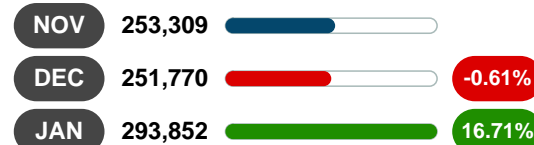


3 MONTHS

5 year JAN AVG = 208,999

High Jan 2024 293,852 Low Mar 2020 137,193

Average List Price at Closing this month at **293,852** above the 5 yr JAN average of **208,999**



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
\$25,000 and less	2	3.28%	22,400	22,400	0	0	0
\$25,001 - \$75,000	9	14.75%	49,556	53,329	52,400	0	0
\$75,001 - \$125,000	6	9.84%	100,583	0	121,257	0	0
\$125,001 - \$200,000	18	29.51%	165,844	180,667	167,450	169,500	0
\$200,001 - \$400,000	11	18.03%	253,664	456,500	272,530	255,000	425,000
\$400,001 - \$625,000	8	13.11%	475,163	0	497,450	499,967	0
\$625,001 and up	7	11.48%	1,036,271	0	732,500	1,272,250	699,900
Average List Price			293,852	108,969	227,794	718,290	562,450
Total Closed Units		100%	293,852	13	36	10	2
Total Closed Volume			17,925,000	1.42M	8.20M	7.18M	1.12M

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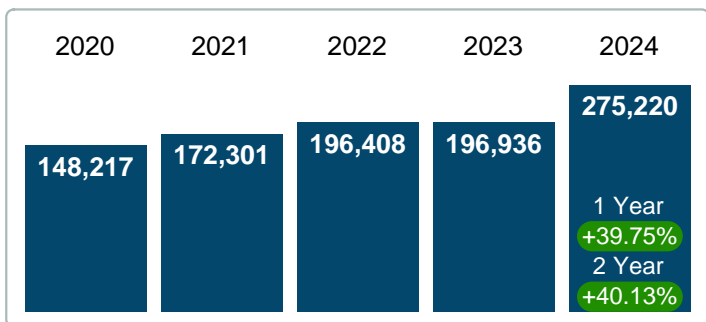
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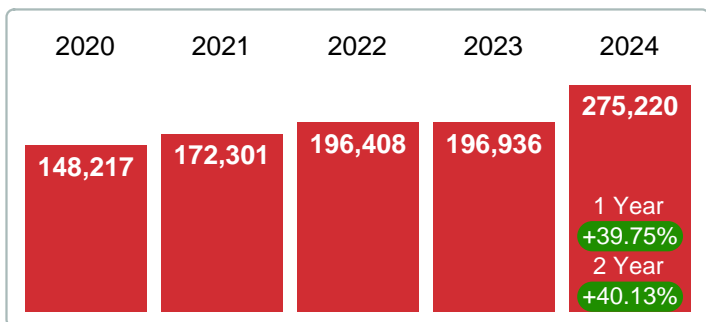
AVERAGE SOLD PRICE AT CLOSING

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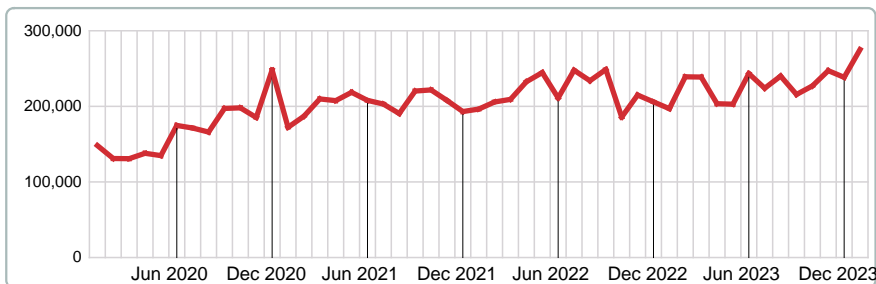
JANUARY



YEAR TO DATE (YTD)

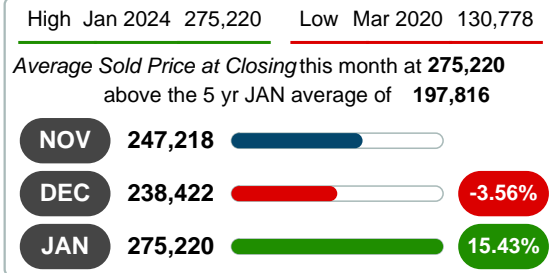


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 197,816



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
\$25,000 and less	2	3.28%	20,700	20,700	0	0	0
\$25,001 - \$75,000	10	16.39%	48,230	46,986	51,133	0	0
\$75,001 - \$125,000	7	11.48%	103,071	0	103,071	0	0
\$125,001 - \$200,000	17	27.87%	164,526	162,017	164,408	169,000	0
\$200,001 - \$400,000	13	21.31%	279,169	400,000	262,920	250,000	350,000
\$400,001 - \$625,000	5	8.20%	484,000	0	475,000	490,000	0
\$625,001 and up	7	11.48%	956,723	0	707,500	1,163,015	630,000
Average Sold Price			275,220	96,642	217,833	671,006	490,000
Total Closed Units		100%	275,220	13	36	10	2
Total Closed Volume			16,788,408	1.26M	7.84M	6.71M	980.00K

January 2024



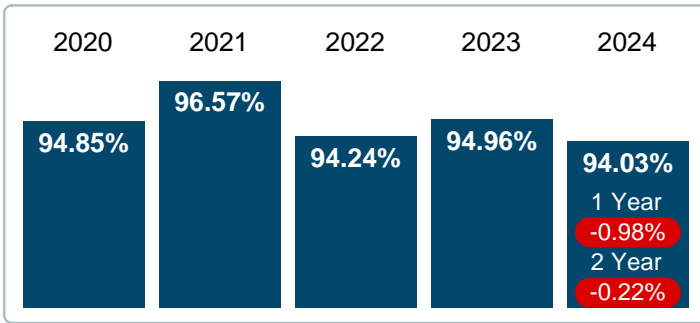
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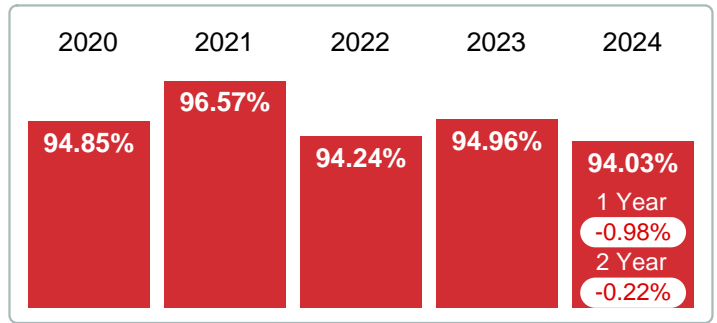
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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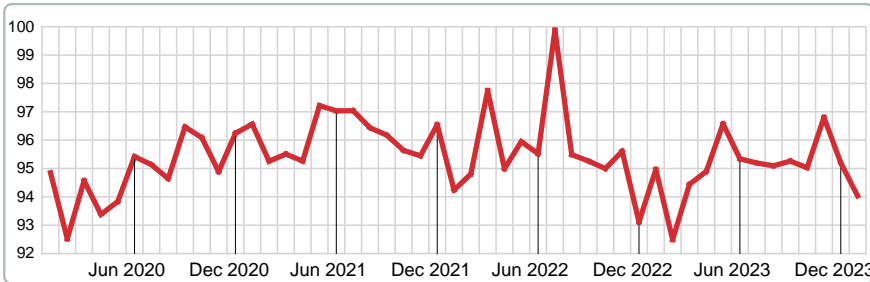
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

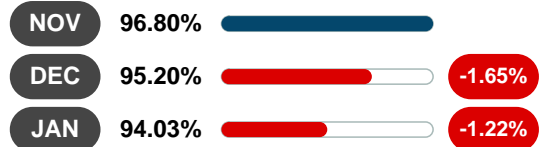


3 MONTHS

5 year JAN AVG = 94.93%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **94.03%** below the 5 yr JAN average of **94.93%**



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
\$25,000 and less	2	3.28%	91.46%	91.46%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	10	16.39%	91.85%	89.81%	96.60%	0.00%	0.00%
\$75,001 - \$125,000	7	11.48%	86.91%	0.00%	86.91%	0.00%	0.00%
\$125,001 - \$200,000	17	27.87%	97.42%	91.08%	98.61%	99.84%	0.00%
\$200,001 - \$400,000	13	21.31%	95.06%	87.62%	96.78%	98.04%	82.35%
\$400,001 - \$625,000	5	8.20%	96.79%	0.00%	95.01%	97.97%	0.00%
\$625,001 and up	7	11.48%	92.91%	0.00%	96.59%	91.80%	90.01%
Average Sold/List Ratio		94.00%		90.19%	95.35%	95.88%	86.18%
Total Closed Units	61	100%	94.00%	13	36	10	2
Total Closed Volume	16,788,408			1.26M	7.84M	6.71M	980.00K

January 2024



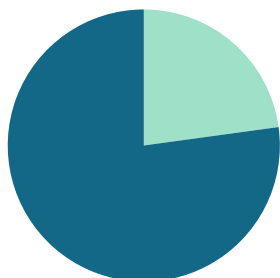
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY

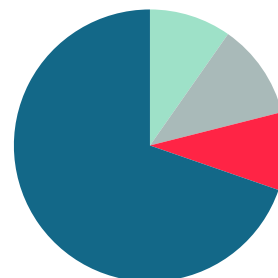


Inventory
 New Listings
129 = 22.83%
 Start Inventory
436
 Total Inventory Units
565
 Volume
\$193,283,295

Market Activity

Closed Sales
61 = 9.73%
 Pending Sales
71 = 11.32%
 Other Off Market
58 = 9.25%
 Active Inventory
437 = 69.70%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	55	61	10.91%	55	61	10.91%
Pending Sales	82	71	-13.41%	82	71	-13.41%
New Listings	129	129	0.00%	129	129	0.00%
Average List Price	210,147	293,852	39.83%	210,147	293,852	39.83%
Average Sale Price	196,936	275,220	39.75%	196,936	275,220	39.75%
Average Percent of Selling Price to List Price	94.96%	94.03%	-0.98%	94.96%	94.03%	-0.98%
Average Days on Market to Sale	57.80	67.34	16.51%	57.80	67.34	16.51%
Monthly Inventory	433	437	0.92%	433	437	0.92%
Months Supply of Inventory	4.25	4.97	16.88%	4.25	4.97	16.88%

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

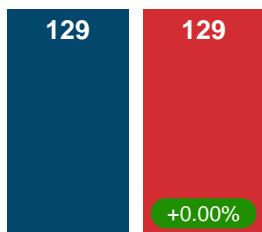
Inventory on January 31, 2024 = **437**

2023 **2024**

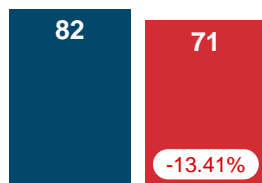
JANUARY MARKET

AVERAGE PRICES

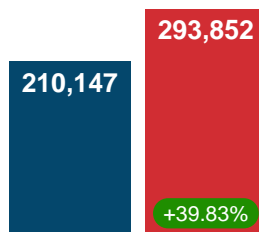
New Listings



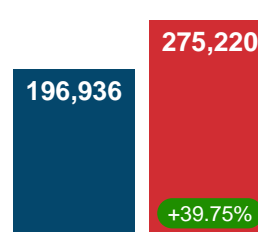
Pending Listings



List Price



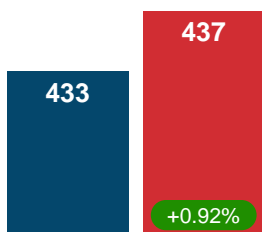
Sale Price



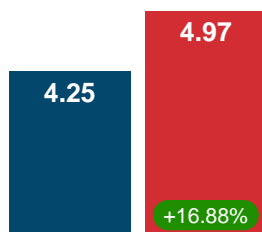
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

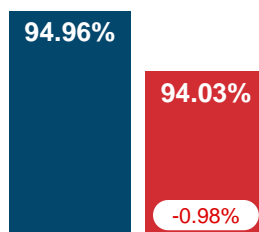
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

