

February 2024



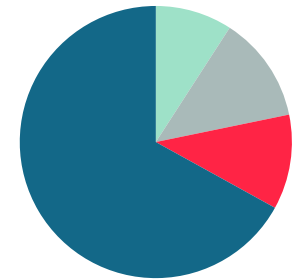
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	February 2024	+/-%
Closed Listings	67	60	-10.45%
Pending Listings	75	83	10.67%
New Listings	124	147	18.55%
Median List Price	189,000	194,500	2.91%
Median Sale Price	175,725	187,500	6.70%
Median Percent of Selling Price to List Price	94.41%	95.78%	1.46%
Median Days on Market to Sale	47.00	39.00	-17.02%
End of Month Inventory	431	440	2.09%
Months Supply of Inventory	4.34	5.03	15.80%



■ Closed (9.13%)
■ Pending (12.63%)
■ Other OffMarket (11.26%)
■ Active (66.97%)

Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of February 29, 2024 = **440**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2024 rose **2.09%** to 440 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **5.03** 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 **6.70%** in February 2024 to \$187,500 versus the previous year at \$175,725.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 8.00 days or **17.02%** in February 2024 compared to last year's same month at **47.00** DOM.

Sales Success for February 2024 is Positive

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

There were 147 New Listings in February 2024, up **18.55%** from last year at 124. Furthermore, there were 60 Closed Listings this month versus last year at 67, a **-10.45%** decrease.

Closed versus Listed trends yielded a **40.8%** ratio, down from previous year's, February 2023, at **54.0%**, a **24.46%** downswing. 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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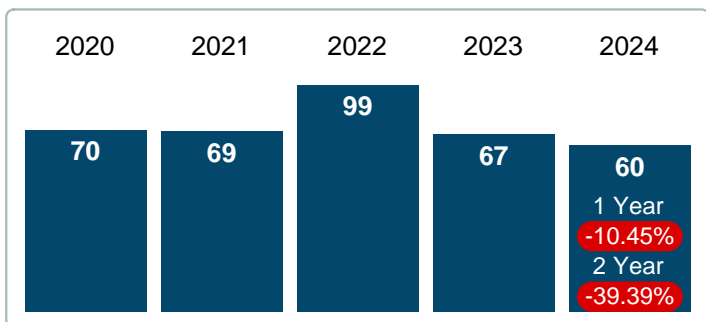
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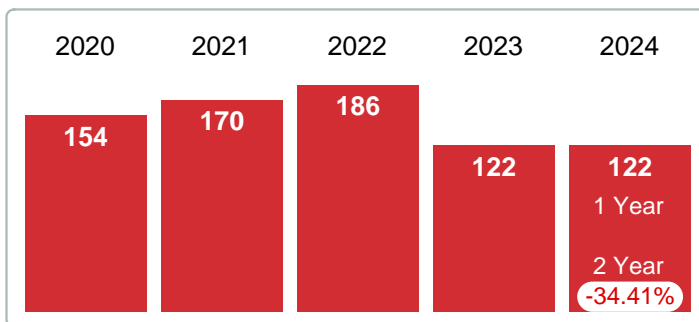
CLOSED LISTINGS

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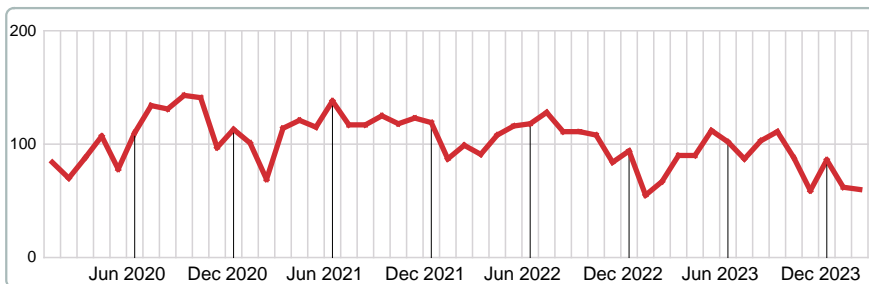
FEBRUARY



YEAR TO DATE (YTD)

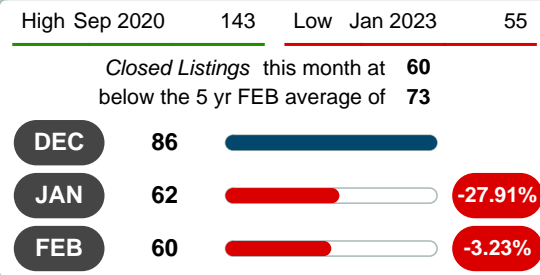


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.33%	69.0	1	3	1	0
\$75,001 - \$125,000	7	11.67%	13.0	2	5	0	0
\$125,001 - \$150,000	10	16.67%	36.0	4	5	1	0
\$150,001 - \$225,000	15	25.00%	83.0	2	9	4	0
\$225,001 - \$300,000	12	20.00%	37.0	2	10	0	0
\$300,001 - \$375,000	4	6.67%	5.0	2	1	1	0
\$375,001 and up	7	11.67%	84.0	1	2	3	1
Total Closed Units	60			14	35	10	1
Total Closed Volume	13,455,049	100%	39.0	2.83M	7.03M	3.19M	405.00K
Median Closed Price	\$187,500			\$151,500	\$195,000	\$182,500	\$405,000

February 2024



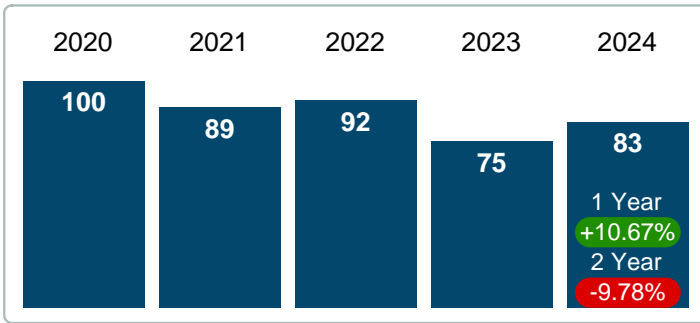
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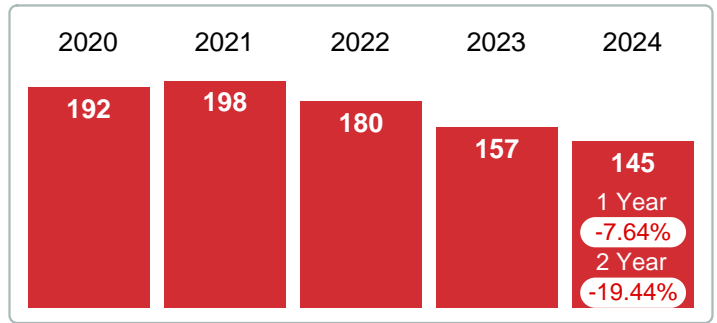
PENDING LISTINGS

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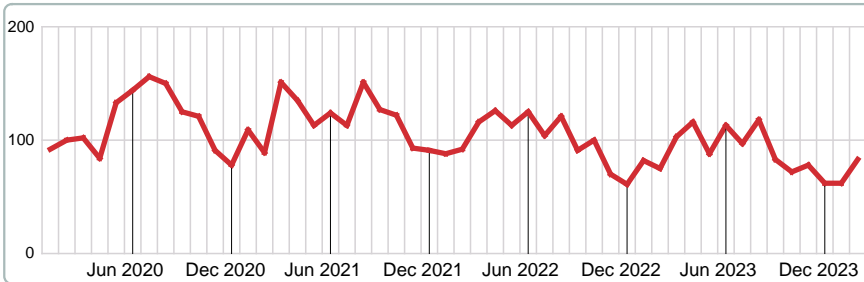
FEBRUARY



YEAR TO DATE (YTD)

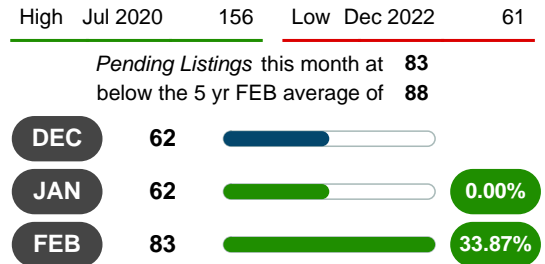


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 88



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	8	9.64%	37.0	4	2	1	1
\$75,001 - \$100,000	7	8.43%	46.0	1	4	1	1
\$100,001 - \$150,000	16	19.28%	44.0	5	10	1	0
\$150,001 - \$225,000	18	21.69%	99.5	3	11	4	0
\$225,001 - \$300,000	14	16.87%	93.5	0	10	3	1
\$300,001 - \$475,000	8	9.64%	108.5	1	4	3	0
\$475,001 and up	12	14.46%	46.5	0	6	4	2
Total Pending Units	83			14	47	17	5
Total Pending Volume	23,249,549	100%	73.0	1.78M	11.66M	7.26M	2.55M
Median Listing Price	\$180,000			\$130,750	\$190,000	\$275,500	\$255,000

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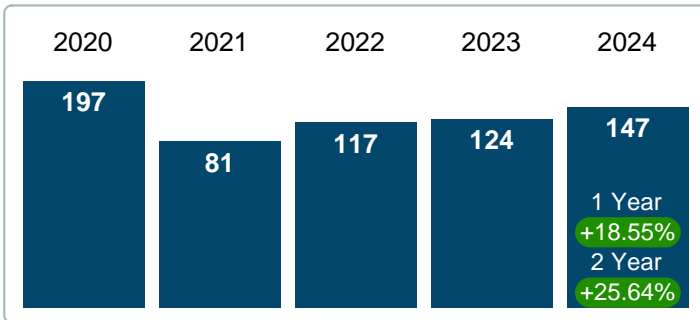
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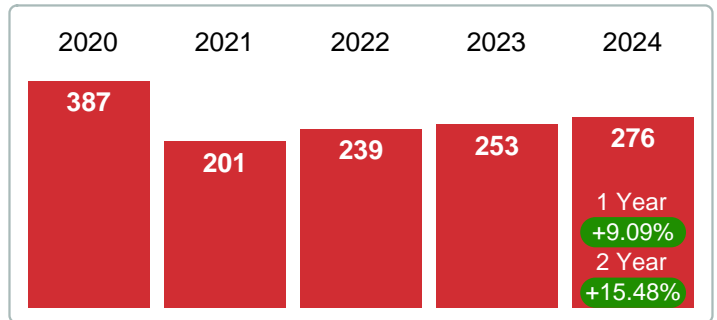
NEW LISTINGS

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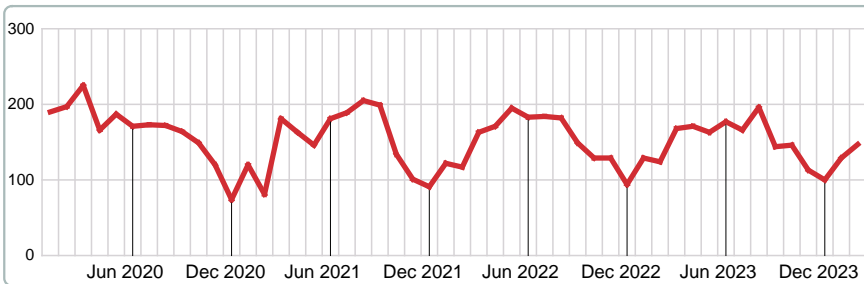
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

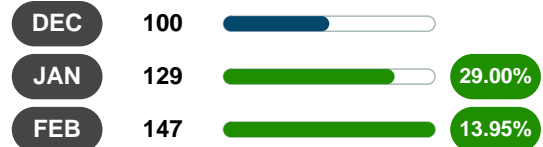


3 MONTHS

5 year FEB AVG = 133

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 147
above the 5 yr FEB average of 133



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	7	4.76%	5	2	0	0
\$75,001 - \$125,000	21	14.29%	10	11	0	0
\$125,001 - \$175,000	25	17.01%	7	14	4	0
\$175,001 - \$275,000	35	23.81%	8	22	4	1
\$275,001 - \$475,000	25	17.01%	3	16	5	1
\$475,001 - \$875,000	18	12.24%	0	9	8	1
\$875,001 and up	16	10.88%	0	6	8	2
Total New Listed Units	147		33	80	29	5
Total New Listed Volume	55,636,863	100%	5.08M	27.26M	19.60M	3.69M
Median New Listed Listing Price	\$239,900		\$130,000	\$242,900	\$615,000	\$825,000

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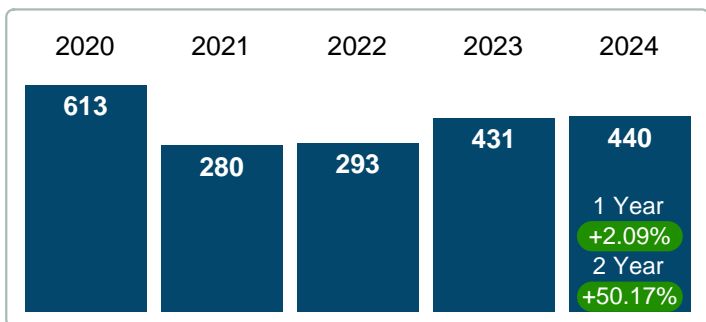
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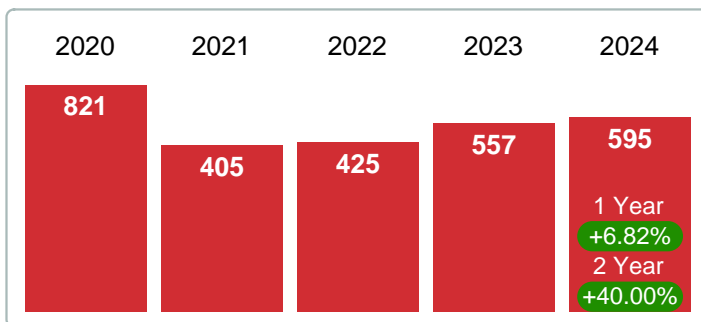
ACTIVE INVENTORY

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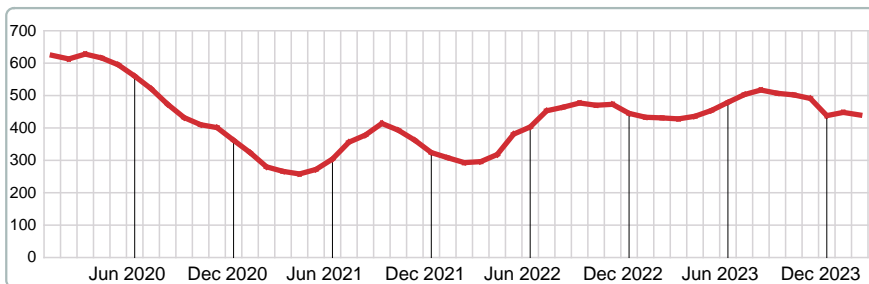
END OF FEBRUARY



ACTIVE DURING FEBRUARY

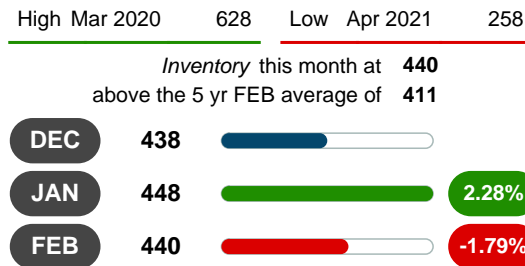


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 411



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	25	5.68%	48.0	17	7	1	0	
\$75,001 - \$125,000	50	11.36%	52.0	15	32	3	0	
\$125,001 - \$175,000	72	16.36%	82.5	19	41	9	3	
\$175,001 - \$275,000	114	25.91%	70.5	23	73	15	3	
\$275,001 - \$450,000	75	17.05%	67.0	11	44	16	4	
\$450,001 - \$725,000	61	13.86%	71.0	3	26	25	7	
\$725,001 and up	43	9.77%	77.0	1	10	21	11	
Total Active Inventory by Units		440		89	233	90	28	
Total Active Inventory by Volume		164,154,359	100%	65.0	16.84M	73.39M	53.64M	20.28M
Median Active Inventory Listing Price		\$237,000			\$165,000	\$225,000	\$475,000	\$674,950

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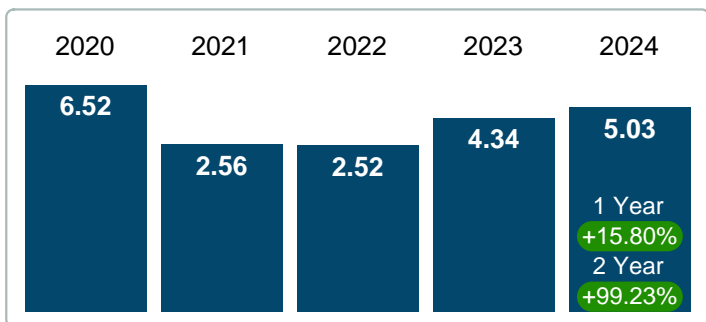
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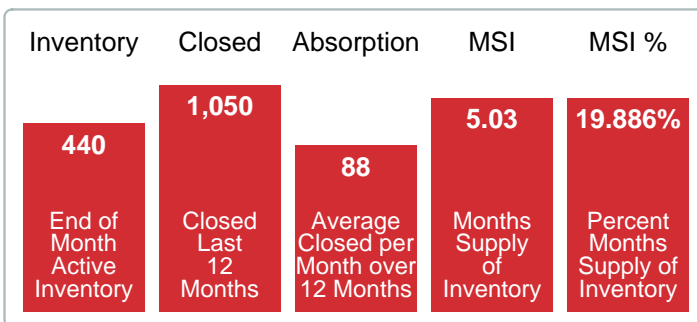
MONTHS SUPPLY of INVENTORY (MSI)

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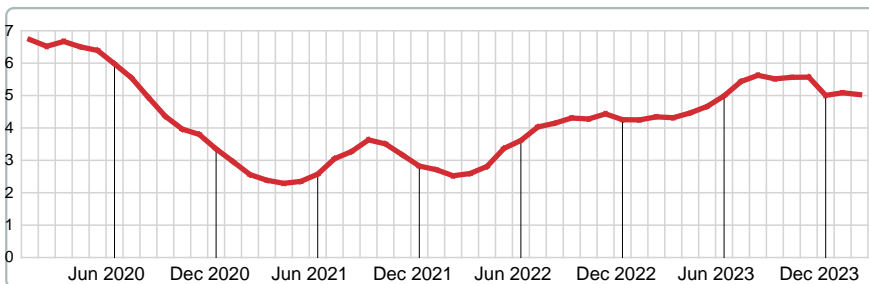
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2024

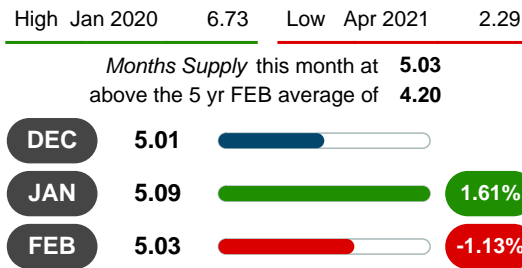


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.20



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	25	5.68%	2.14	2.96	1.27	3.00	0.00
\$75,001 - \$125,000	50	11.36%	4.00	3.83	4.27	3.60	0.00
\$125,001 - \$175,000	72	16.36%	3.42	4.56	2.83	3.86	36.00
\$175,001 - \$275,000	114	25.91%	5.36	8.12	5.15	3.91	7.20
\$275,001 - \$450,000	75	17.05%	5.88	6.00	6.52	4.57	6.00
\$450,001 - \$725,000	61	13.86%	11.09	7.20	8.43	16.67	14.00
\$725,001 and up	43	9.77%	15.64	12.00	13.33	14.82	22.00
Market Supply of Inventory (MSI)			5.03	4.68	4.46	6.55	11.20
Total Active Inventory by Units		100%	5.03	89	233	90	28

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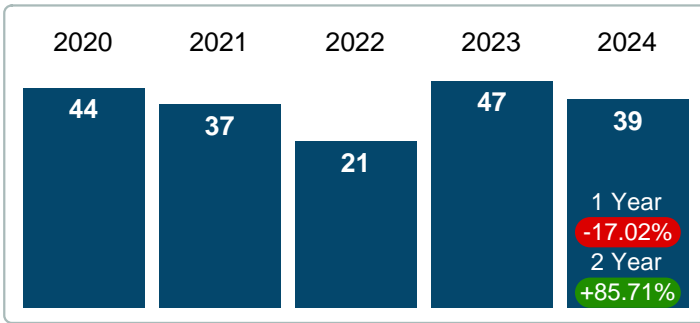
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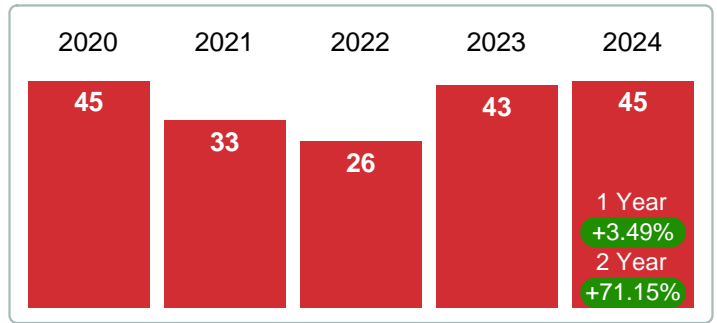
MEDIAN DAYS ON MARKET TO SALE

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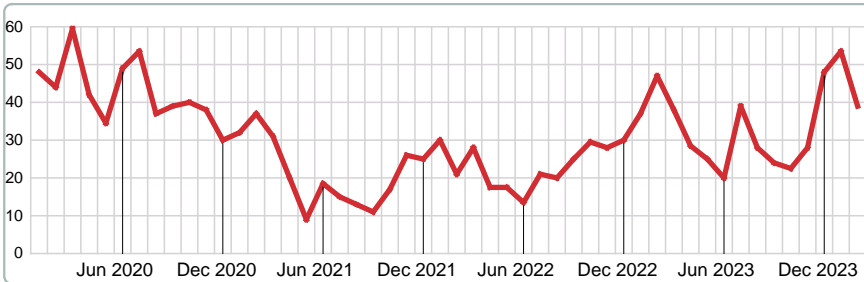
FEBRUARY



YEAR TO DATE (YTD)

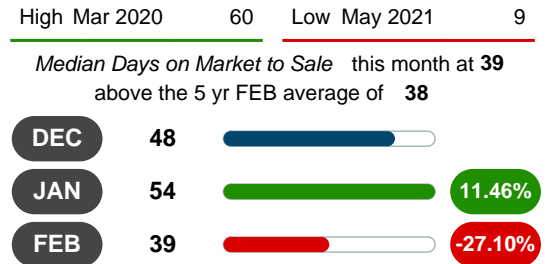


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 38



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8.33%	69	139	69	20	0
\$75,001 - \$125,000	11.67%	13	12	15	0	0
\$125,001 - \$150,000	16.67%	36	23	63	12	0
\$150,001 - \$225,000	25.00%	83	25	105	51	0
\$225,001 - \$300,000	20.00%	37	14	71	0	0
\$300,001 - \$375,000	6.67%	5	4	3	167	0
\$375,001 and up	11.67%	84	212	63	153	30
Median Closed DOM		39				
Total Closed Units	100%	39.0	12	69	52	30
Total Closed Volume			14	35	10	1
			2.83M	7.03M	3.19M	405.00K

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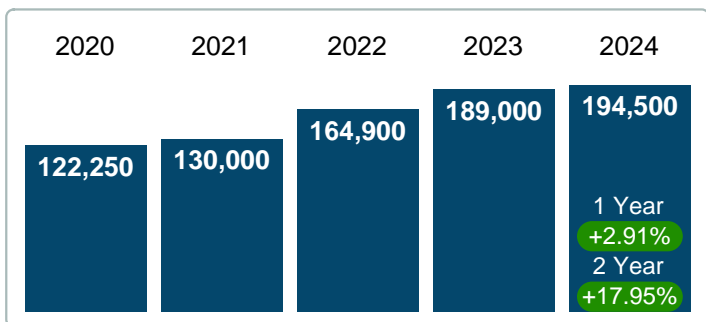
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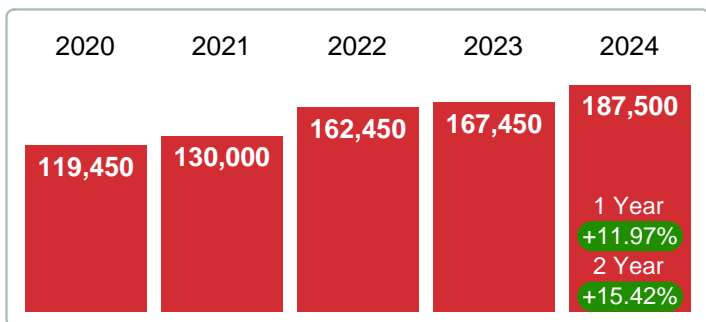
MEDIAN LIST PRICE AT CLOSING

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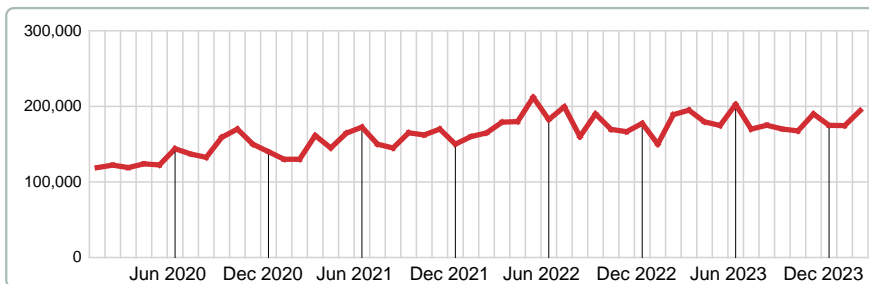
FEBRUARY



YEAR TO DATE (YTD)

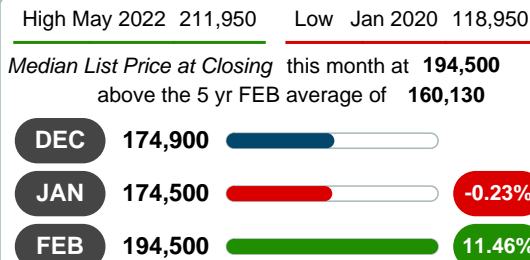


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 160,130



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8.33%	44,000	12,900	75,000	44,000	0
\$75,001 - \$125,000	11.67%	110,000	100,000	110,000	0	0
\$125,001 - \$150,000	15.00%	145,000	145,000	149,000	139,900	0
\$150,001 - \$225,000	23.33%	185,000	175,000	190,000	192,500	0
\$225,001 - \$300,000	18.33%	265,000	257,500	279,900	0	0
\$300,001 - \$375,000	10.00%	344,950	350,000	339,900	329,900	0
\$375,001 and up	13.33%	482,000	545,000	399,999	699,000	399,000
Median List Price		194,500	166,000	199,000	202,500	399,000
Total Closed Units	100%	194,500	14	35	10	1
Total Closed Volume		14,486,598	2.92M	7.58M	3.59M	399.00K

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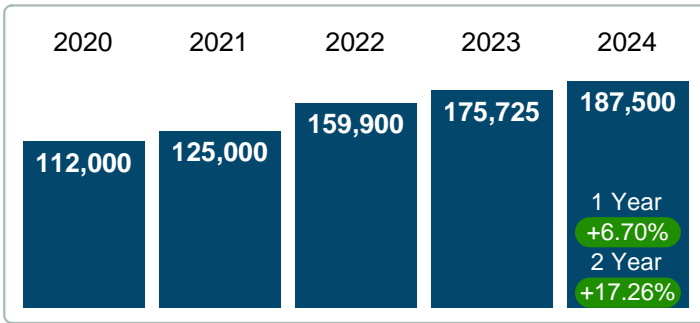
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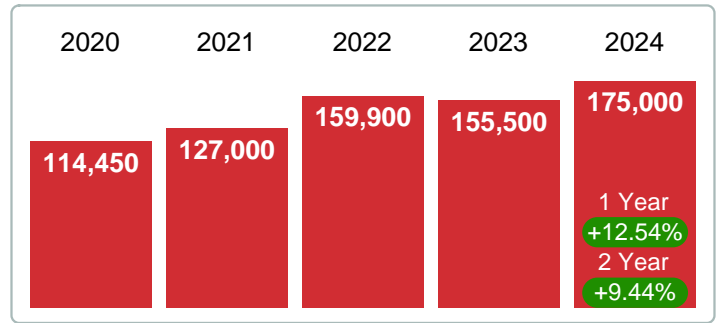
MEDIAN SOLD PRICE AT CLOSING

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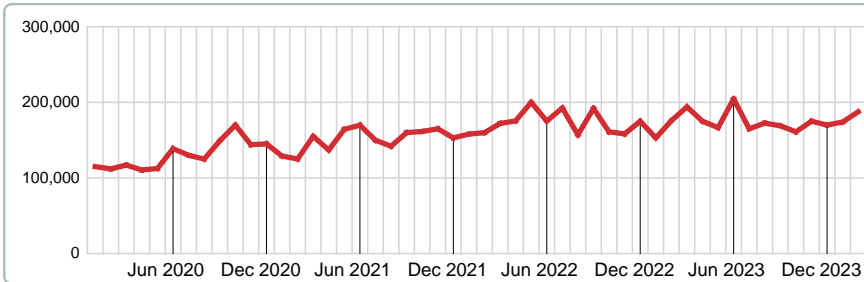
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

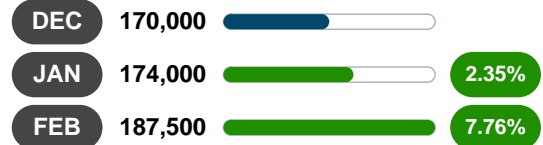


3 MONTHS

5 year FEB AVG = 152,025

High Jun 2023 204,500 Low Apr 2020 110,500

Median Sold Price at Closing this month at **187,500** above the 5 yr FEB average of **152,025**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.33%	40,600	10,800	40,600	45,000	0
\$75,001 - \$125,000	7	11.67%	110,000	100,000	115,000	0	0
\$125,001 - \$150,000	10	16.67%	144,000	142,975	143,000	150,000	0
\$150,001 - \$225,000	15	25.00%	185,000	169,500	195,000	175,000	0
\$225,001 - \$300,000	12	20.00%	272,500	250,000	282,500	0	0
\$300,001 - \$375,000	4	6.67%	347,450	350,000	344,900	310,000	0
\$375,001 and up	7	11.67%	500,000	507,000	442,500	685,000	405,000
Median Sold Price			187,500	151,500	195,000	182,500	405,000
Total Closed Units		100%	187,500	14	35	10	1
Total Closed Volume			13,455,049	2.83M	7.03M	3.19M	405.00K

February 2024



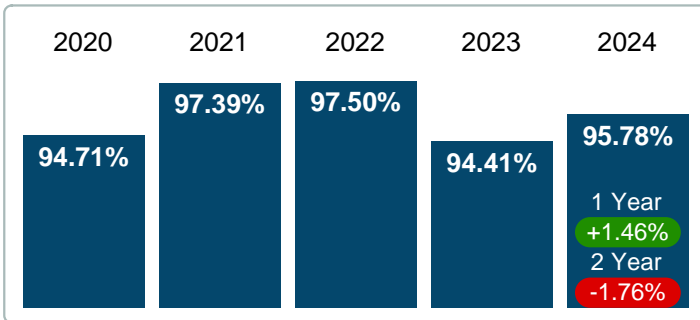
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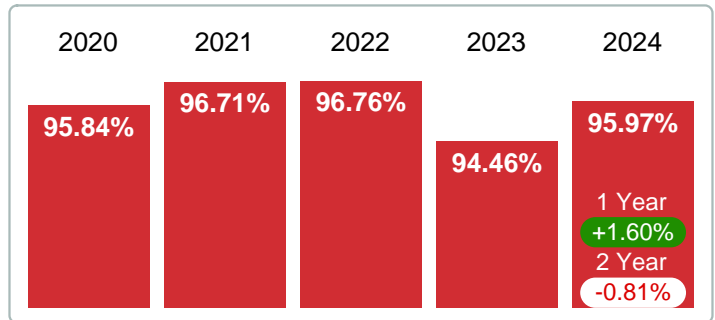
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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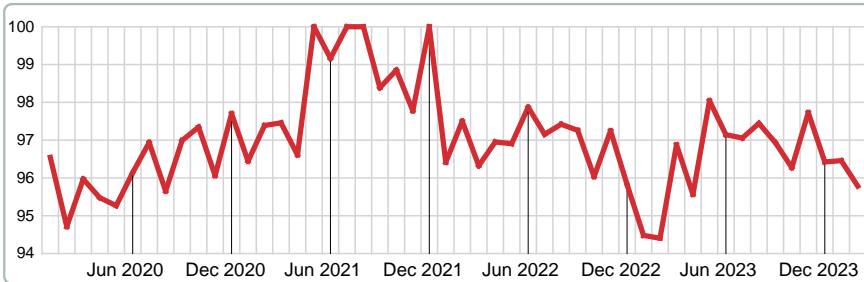
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

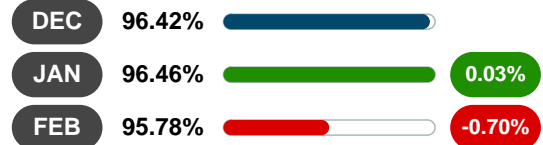


3 MONTHS

5 year FEB AVG = 95.96%

High Dec 2021 100.00% Low Feb 2023 94.41%

Median Sold/List Ratio this month at **95.78%**
equal to 5 yr FEB average of **95.96%**



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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.33%	83.43%	83.72%	77.50%	102.27%	0.00%
\$75,001 - \$125,000	7	11.67%	98.33%	100.77%	98.33%	0.00%	0.00%
\$125,001 - \$150,000	10	16.67%	100.00%	100.00%	97.32%	107.22%	0.00%
\$150,001 - \$225,000	15	25.00%	95.48%	99.04%	95.48%	93.64%	0.00%
\$225,001 - \$300,000	12	20.00%	93.82%	97.00%	92.98%	0.00%	0.00%
\$300,001 - \$375,000	4	6.67%	100.00%	100.00%	101.47%	93.97%	0.00%
\$375,001 and up	7	11.67%	94.99%	93.03%	93.66%	94.99%	101.50%
Median Sold/List Ratio		95.78%		100.00%	95.48%	94.79%	101.50%
Total Closed Units		60	100%	14	35	10	1
Total Closed Volume		13,455,049		2.83M	7.03M	3.19M	405.00K

February 2024



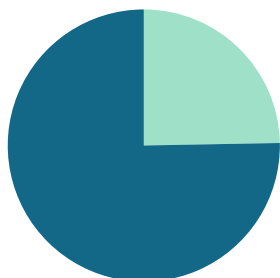
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

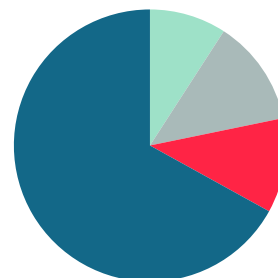


Inventory
 New Listings
147 = 24.71%
 Start Inventory
448
 Total Inventory Units
595
 Volume
\$217,009,608

Market Activity

Closed Sales
60 = 9.13%
 Pending Sales
83 = 12.63%
 Other Off Market
74 = 11.26%
 Active Inventory
440 = 66.97%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	67	60	-10.45%	122	122	0.00%
Pending Sales	75	83	10.67%	157	145	-7.64%
New Listings	124	147	18.55%	253	276	9.09%
Median List Price	189,000	194,500	2.91%	167,450	187,500	11.97%
Median Sale Price	175,725	187,500	6.70%	155,500	175,000	12.54%
Median Percent of Selling Price to List Price	94.41%	95.78%	1.46%	94.46%	95.97%	1.60%
Median Days on Market to Sale	47.00	39.00	-17.02%	43.00	44.50	3.49%
Monthly Inventory	431	440	2.09%	431	440	2.09%
Months Supply of Inventory	4.34	5.03	15.80%	4.34	5.03	15.80%

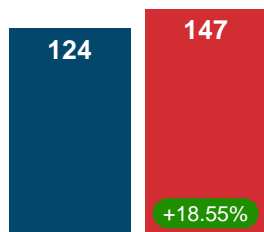
Absorption: Last 12 months, an Average of **88** Sales/Month

Inventory on February 29, 2024 = **440** 2023 2024

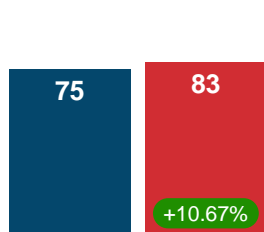
FEBRUARY MARKET

MEDIAN PRICES

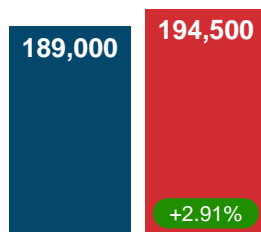
New Listings



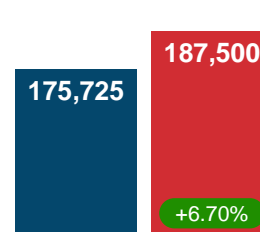
Pending Listings



List Price



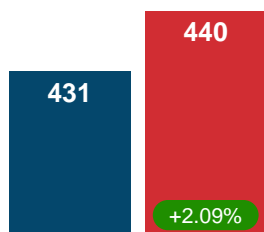
Sale Price



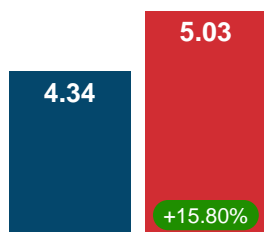
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

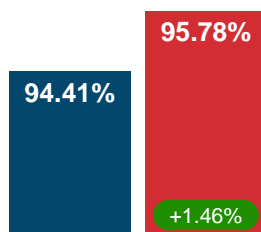
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

