

## March 2024



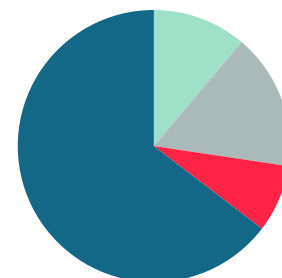
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	90	78	-13.33%
Pending Listings	103	113	9.71%
New Listings	168	175	4.17%
Average List Price	252,414	265,585	5.22%
Average Sale Price	238,756	249,600	4.54%
Average Percent of Selling Price to List Price	94.44%	102.37%	8.40%
Average Days on Market to Sale	54.90	83.62	52.30%
End of Month Inventory	428	451	5.37%
Months Supply of Inventory	4.32	5.21	20.80%



■ Closed (11.17%)  
■ Pending (16.19%)  
■ Other OffMarket (8.02%)  
■ Active (64.61%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of March 31, 2024 = **451**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2024 rose **5.37%** to 451 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 **5.21** 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 **4.54%** in March 2024 to \$249,600 versus the previous year at \$238,756.

##### Average Days on Market Lengthens

The average number of **83.62** days that homes spent on the market before selling increased by 28.72 days or **52.30%** in March 2024 compared to last year's same month at **54.90** DOM.

##### Sales Success for March 2024 is Positive

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

There were 175 New Listings in March 2024, up **4.17%** from last year at 168. Furthermore, there were 78 Closed Listings this month versus last year at 90, a **-13.33%** decrease.

Closed versus Listed trends yielded a **44.6%** ratio, down from previous year's, March 2023, at **53.6%**, a **16.80%** downswing. This will certainly create pressure on an increasing Monthly Months 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# March 2024



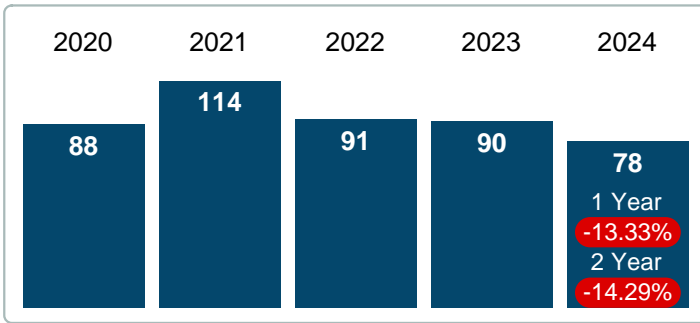
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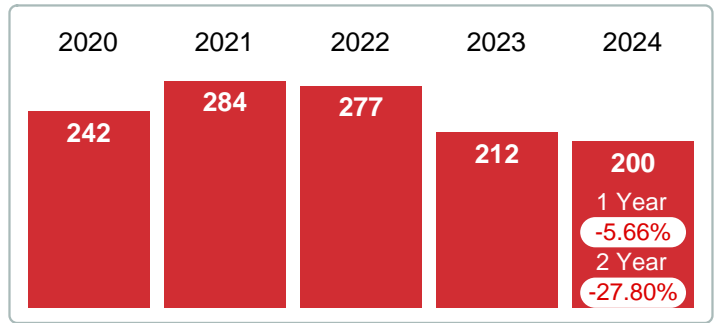
## CLOSED LISTINGS

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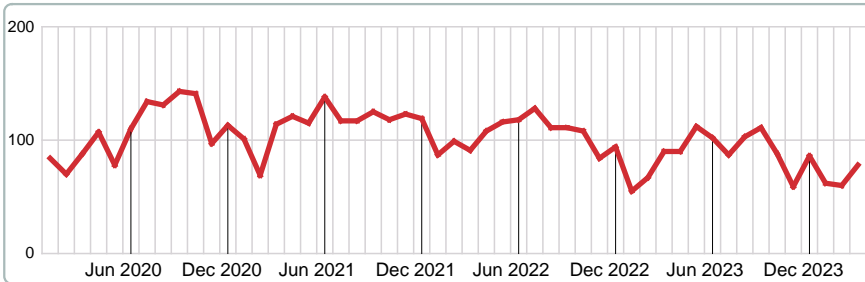
### MARCH



### YEAR TO DATE (YTD)

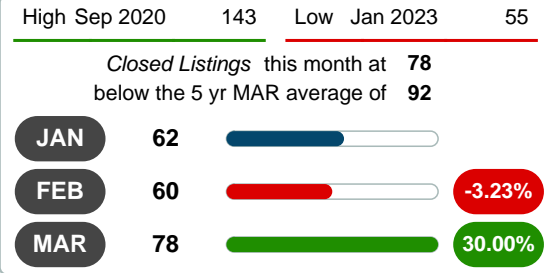


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 92



### 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	6.41%	51.4	1	4	0	0
\$50,001 - \$100,000	10	12.82%	121.8	4	4	2	0
\$100,001 - \$150,000	16	20.51%	82.6	1	12	3	0
\$150,001 - \$225,000	14	17.95%	49.0	5	6	2	1
\$225,001 - \$325,000	16	20.51%	80.9	1	11	4	0
\$325,001 - \$500,000	10	12.82%	101.9	1	4	4	1
\$500,001 and up	7	8.97%	103.7	0	3	3	1
<b>Total Closed Units</b>	<b>78</b>			<b>13</b>	<b>44</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>19,468,769</b>	<b>100%</b>	<b>83.6</b>	<b>2.01M</b>	<b>9.51M</b>	<b>6.52M</b>	<b>1.43M</b>
<b>Average Closed Price</b>	<b>\$249,600</b>			<b>\$154,823</b>	<b>\$216,165</b>	<b>\$362,046</b>	<b>\$476,000</b>

# March 2024



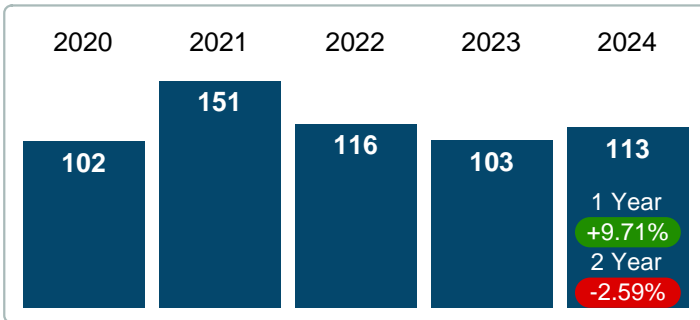
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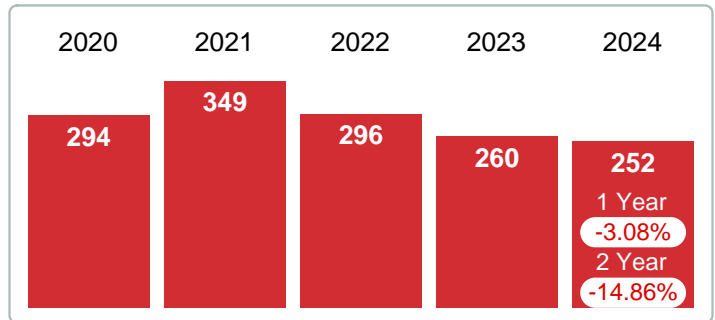
## PENDING LISTINGS

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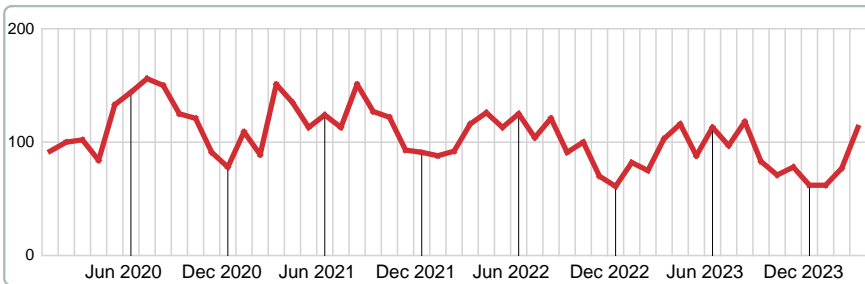
### MARCH



### YEAR TO DATE (YTD)

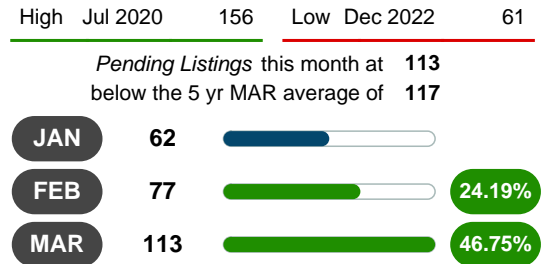


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 117



### 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	5	4.42%	55.2	4	0	1	0
\$75,001 - \$125,000	16	14.16%	55.3	9	6	1	0
\$125,001 - \$175,000	22	19.47%	44.1	4	15	2	1
\$175,001 - \$250,000	28	24.78%	59.9	3	22	3	0
\$250,001 - \$350,000	18	15.93%	46.2	1	15	2	0
\$350,001 - \$500,000	13	11.50%	59.1	1	6	6	0
\$500,001 and up	11	9.73%	67.5	1	4	4	2
<b>Total Pending Units</b>	<b>113</b>			<b>23</b>	<b>68</b>	<b>19</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>30,190,600</b>	<b>100%</b>	<b>82.1</b>	<b>3.66M</b>	<b>17.00M</b>	<b>7.46M</b>	<b>2.08M</b>
<b>Average Listing Price</b>	<b>\$288,564</b>			<b>\$159,113</b>	<b>\$249,971</b>	<b>\$392,526</b>	<b>\$691,667</b>

# March 2024



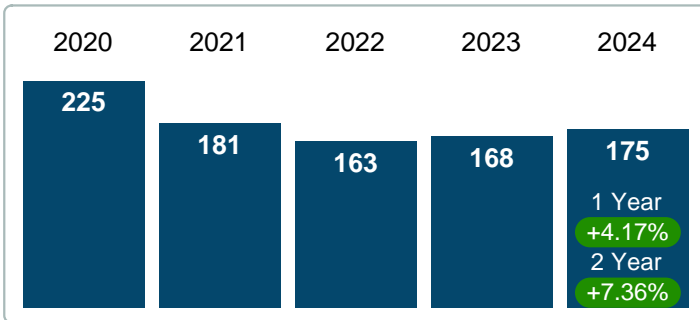
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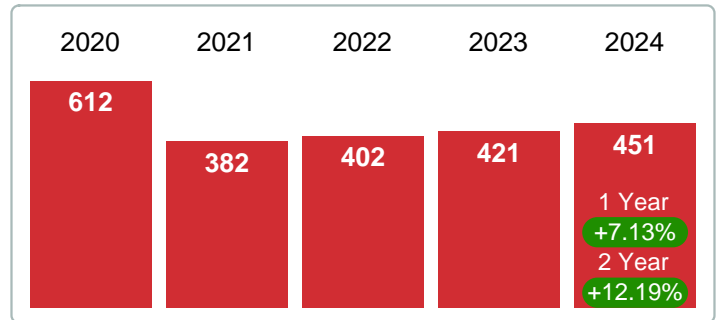
## NEW LISTINGS

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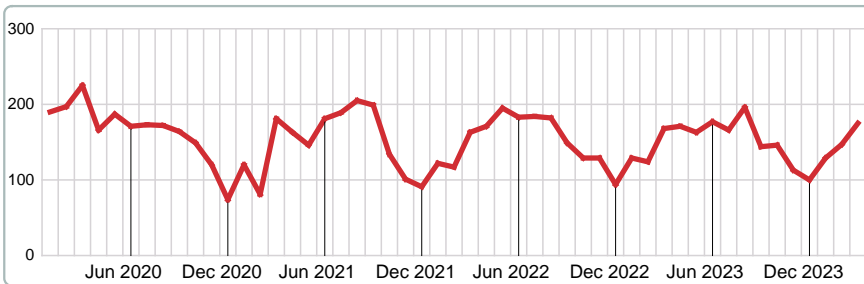
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 182

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 175  
below the 5 yr MAR average of 182



### 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	10	5.71%	6	3	1	0
\$75,001 - \$125,000	25	14.29%	8	16	1	0
\$125,001 - \$175,000	24	13.71%	5	14	3	2
\$175,001 - \$275,000	44	25.14%	9	30	5	0
\$275,001 - \$375,000	29	16.57%	2	20	7	0
\$375,001 - \$575,000	24	13.71%	2	13	8	1
\$575,001 and up	19	10.86%	0	9	6	4
<b>Total New Listed Units</b>	<b>175</b>		<b>32</b>	<b>105</b>	<b>31</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>53,918,699</b>	<b>100%</b>	<b>5.49M</b>	<b>30.57M</b>	<b>13.31M</b>	<b>4.55M</b>
<b>Average New Listed Listing Price</b>	<b>\$229,900</b>		<b>\$171,634</b>	<b>\$291,121</b>	<b>\$429,403</b>	<b>\$649,600</b>

# March 2024



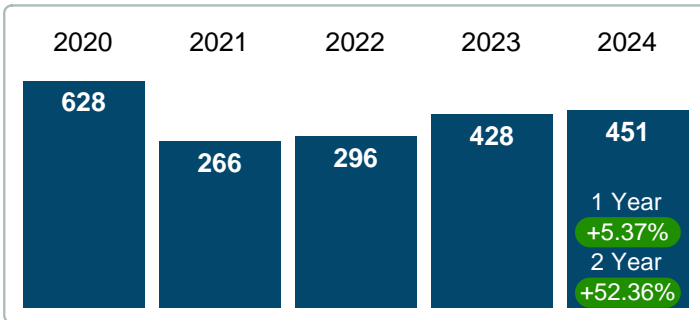
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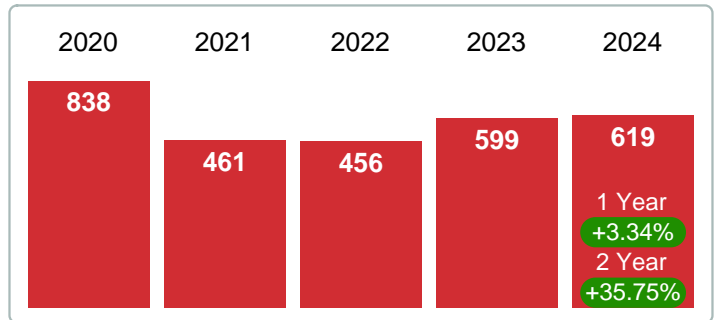
## ACTIVE INVENTORY

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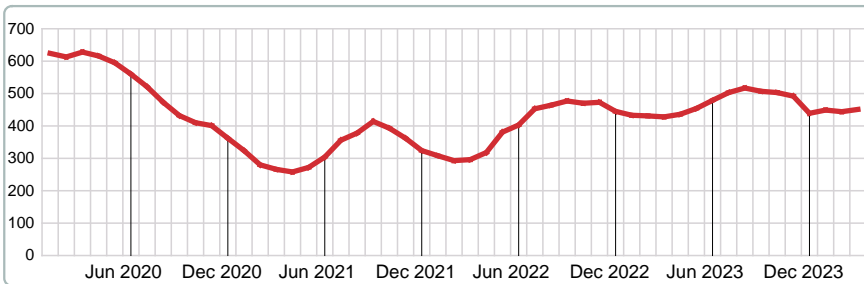
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 414

High Mar 2020 628    Low Apr 2021 258

Inventory this month at **451**  
above the 5 yr MAR average of **414**

Month	Inventory	Change
JAN	449	
FEB	444	-1.11%
MAR	451	1.58%

## 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	6.65%	66.1	19	9	1	1
\$75,001 - \$125,000	49	10.86%	64.4	15	32	2	0
\$125,001 - \$175,000	62	13.75%	91.5	15	36	8	3
\$175,001 - \$300,000	141	31.26%	82.3	29	86	22	4
\$300,001 - \$475,000	69	15.30%	86.9	10	39	16	4
\$475,001 - \$725,000	56	12.42%	81.8	2	23	23	8
\$725,001 and up	44	9.76%	99.8	0	13	21	10
<b>Total Active Inventory by Units</b>	<b>451</b>			<b>90</b>	<b>238</b>	<b>93</b>	<b>30</b>
<b>Total Active Inventory by Volume</b>	<b>171,055,890</b>	<b>100%</b>	<b>82.9</b>	<b>16.49M</b>	<b>79.03M</b>	<b>55.42M</b>	<b>20.12M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$379,281</b>			<b>\$183,268</b>	<b>\$332,046</b>	<b>\$595,885</b>	<b>\$670,587</b>

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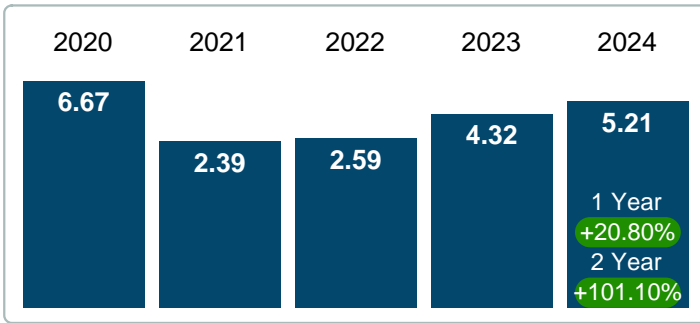
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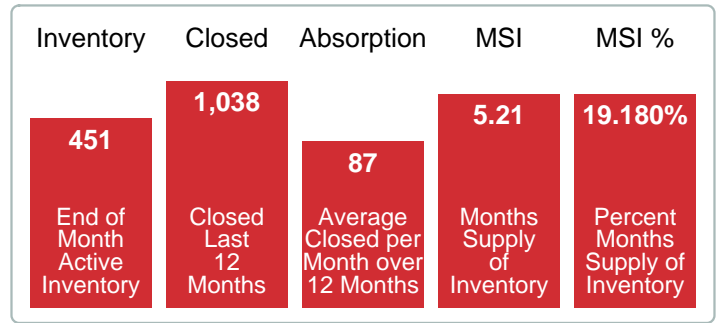
## MONTHS SUPPLY of INVENTORY (MSI)

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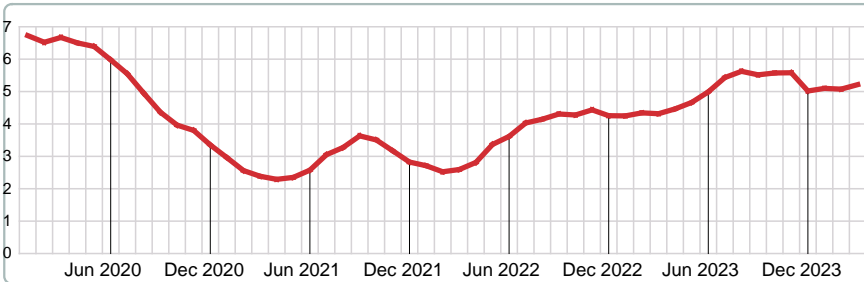
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 4.24

High Jan 2020 6.73 Low Apr 2021 2.29

Months Supply this month at 5.21 above the 5 yr MAR average of 4.24



### 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	6.65%	2.54	3.51	1.54	2.00	12.00
\$75,001 - \$125,000	49	10.86%	4.06	4.39	4.22	2.40	0.00
\$125,001 - \$175,000	62	13.75%	2.96	3.40	2.62	3.10	18.00
\$175,001 - \$300,000	141	31.26%	5.76	9.16	5.43	4.40	8.00
\$300,001 - \$475,000	69	15.30%	7.14	6.32	8.67	5.49	6.00
\$475,001 - \$725,000	56	12.42%	11.79	6.00	7.67	23.00	19.20
\$725,001 and up	44	9.76%	16.00	0.00	26.00	13.26	17.14
Market Supply of Inventory (MSI)			5.21	4.89	4.67	6.45	11.25
Total Active Inventory by Units		100%	5.21	90	238	93	30

# March 2024



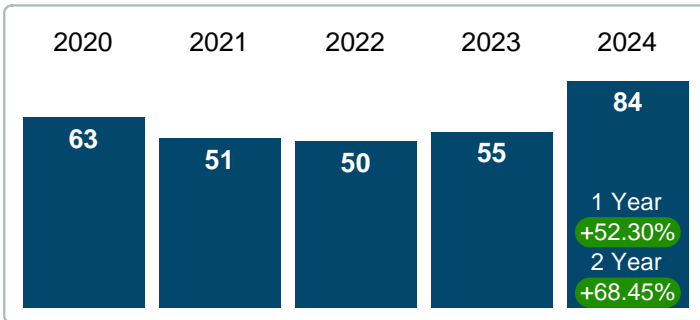
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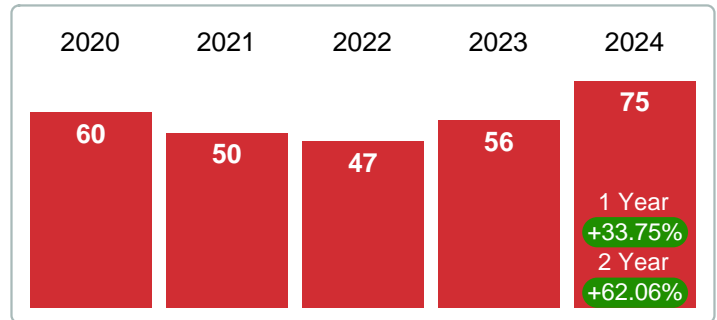
## AVERAGE DAYS ON MARKET TO SALE

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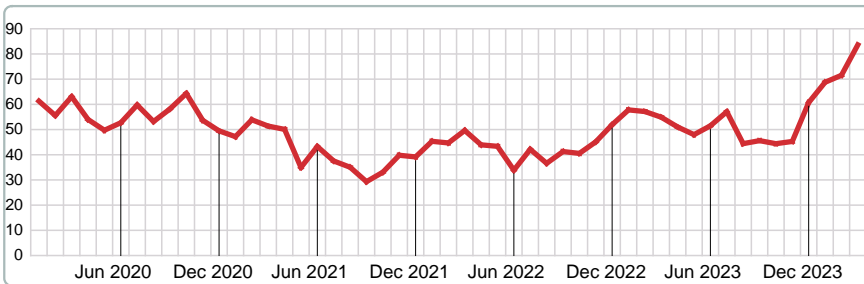
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 61

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 84 above the 5 yr MAR average of 61



## 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	6.41%	51	34	56	0	0
\$50,001 - \$100,000	12.82%	122	108	131	133	0
\$100,001 - \$150,000	20.51%	83	139	71	110	0
\$150,001 - \$225,000	17.95%	49	63	29	82	35
\$225,001 - \$325,000	20.51%	81	45	78	99	0
\$325,001 - \$500,000	12.82%	102	93	75	137	80
\$500,001 and up	8.97%	104	0	139	74	85
<b>Average Closed DOM</b>		<b>84</b>	<b>81</b>	<b>76</b>	<b>107</b>	<b>67</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>84</b>	<b>13</b>	<b>44</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>19,468,769</b>	<b>2.01M</b>	<b>9.51M</b>	<b>6.52M</b>	<b>1.43M</b>

# March 2024



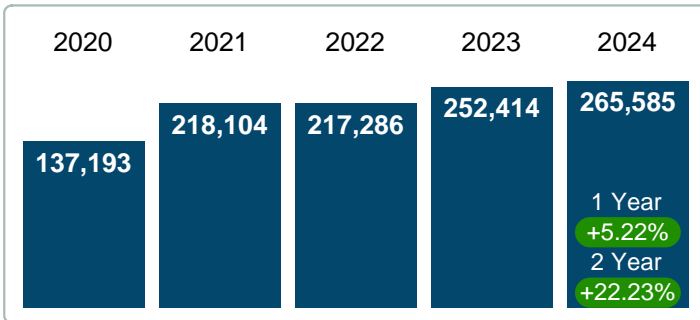
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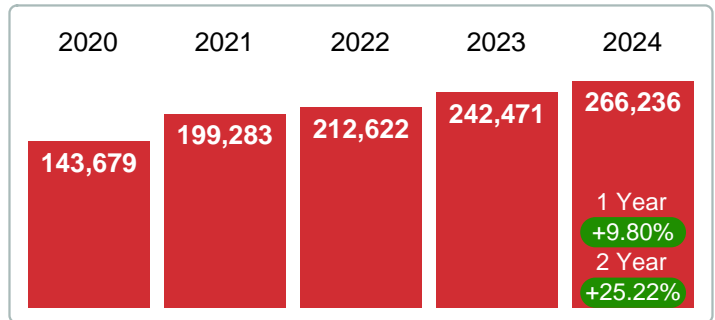
## AVERAGE LIST PRICE AT CLOSING

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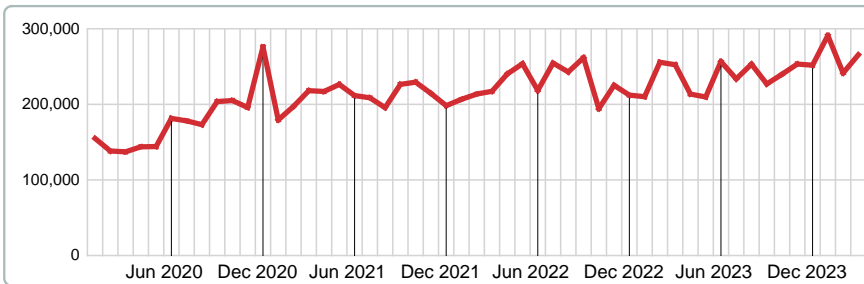
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

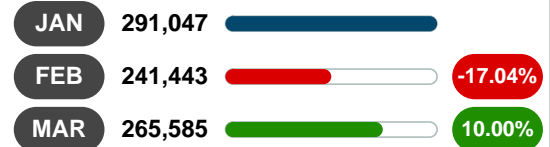


### 3 MONTHS

5 year MAR AVG = 218,116

High Jan 2024 291,047 Low Mar 2020 137,193

Average List Price at Closing this month at **265,585** above the 5 yr MAR average of **218,116**



### 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	3.85%	31,300	5,000	50,200	0	0
\$50,001 - \$100,000	14.10%	74,600	93,725	83,663	63,950	0
\$100,001 - \$150,000	17.95%	129,218	165,000	140,542	161,900	0
\$150,001 - \$225,000	19.23%	184,867	181,280	192,433	207,500	100,000
\$225,001 - \$325,000	23.08%	269,578	324,900	272,464	283,850	0
\$325,001 - \$500,000	11.54%	431,522	420,000	476,250	437,200	275,000
\$500,001 and up	10.26%	810,375	0	603,000	1,056,333	975,000
<b>Average List Price</b>		<b>265,585</b>	<b>168,938</b>	<b>229,265</b>	<b>393,433</b>	<b>450,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>265,585</b>	<b>13</b>	<b>44</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>20,715,650</b>	<b>2.20M</b>	<b>10.09M</b>	<b>7.08M</b>	<b>1.35M</b>



# March 2024



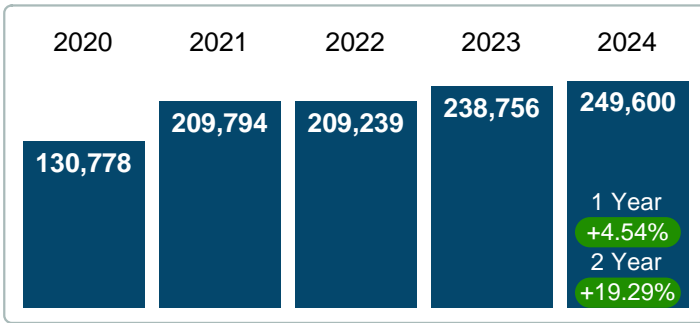
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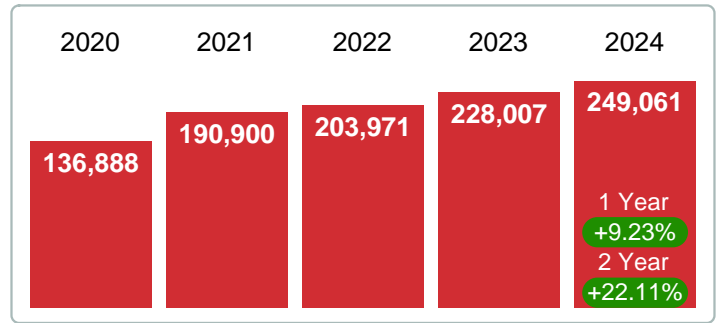
## AVERAGE SOLD PRICE AT CLOSING

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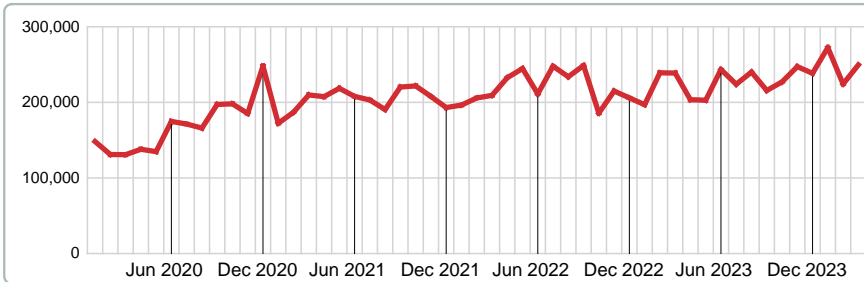
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

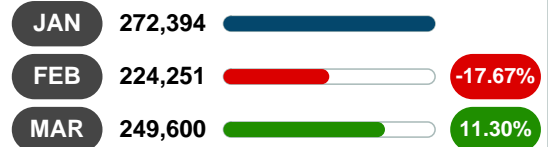


### 3 MONTHS

5 year MAR AVG = 207,634

High Jan 2024 272,394 Low Mar 2020 130,778

Average Sold Price at Closing this month at **249,600** above the 5 yr MAR average of **207,634**



### 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	6.41%	42,600	39,000	43,500	0	0
\$50,001 - \$100,000	12.82%	68,125	70,000	69,050	62,525	0
\$100,001 - \$150,000	20.51%	129,222	140,000	125,638	139,967	0
\$150,001 - \$225,000	17.95%	183,386	176,300	188,817	190,000	173,000
\$225,001 - \$325,000	20.51%	266,270	307,200	261,273	269,780	0
\$325,001 - \$500,000	12.82%	409,125	365,000	446,875	402,188	330,000
\$500,001 and up	8.97%	798,286	0	586,333	968,000	925,000
<b>Average Sold Price</b>		<b>249,600</b>	<b>154,823</b>	<b>216,165</b>	<b>362,046</b>	<b>476,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>249,600</b>	<b>13</b>	<b>44</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>19,468,769</b>	<b>2.01M</b>	<b>9.51M</b>	<b>6.52M</b>	<b>1.43M</b>

# March 2024



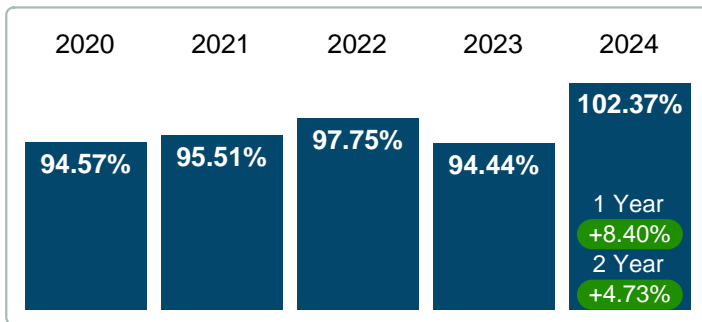
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



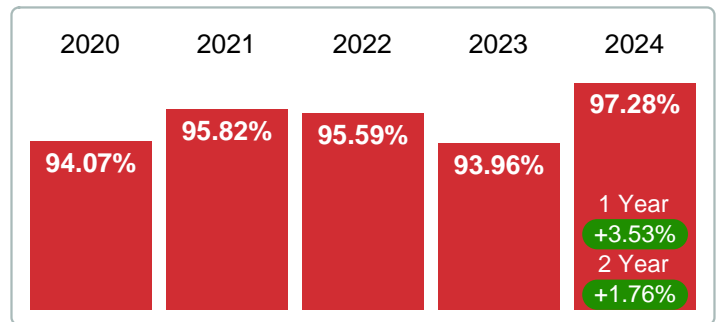
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

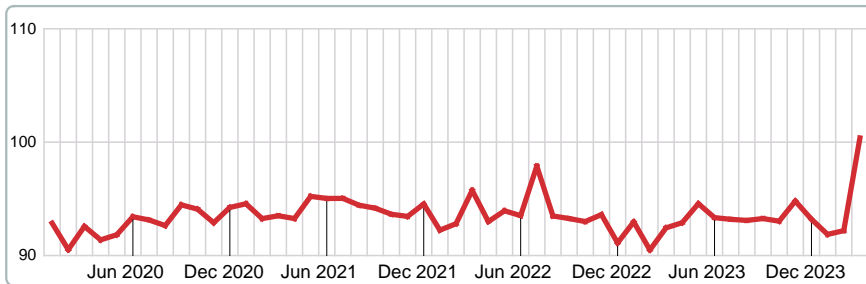
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

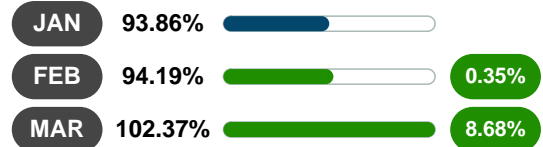


### 3 MONTHS

5 year MAR AVG = 96.93%

High Mar 2024 102.37% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **102.37%** above the 5 yr MAR average of **96.93%**



## 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
\$50,000 and less	5	6.41%	224.63%	780.00%	85.78%	0.00%	0.00%
\$50,001 - \$100,000	10	12.82%	84.07%	77.18%	84.14%	97.70%	0.00%
\$100,001 - \$150,000	16	20.51%	89.77%	84.85%	90.59%	88.12%	0.00%
\$150,001 - \$225,000	14	17.95%	102.65%	97.92%	98.66%	91.25%	173.00%
\$225,001 - \$325,000	16	20.51%	95.75%	94.55%	96.04%	95.25%	0.00%
\$325,001 - \$500,000	10	12.82%	95.05%	86.90%	93.57%	92.32%	120.00%
\$500,001 and up	7	8.97%	95.05%	0.00%	97.65%	92.51%	94.87%
Average Sold/List Ratio		102.40%		141.89%	92.78%	92.78%	129.29%
Total Closed Units		78	100%	13	44	18	3
Total Closed Volume		19,468,769		2.01M	9.51M	6.52M	1.43M

# March 2024



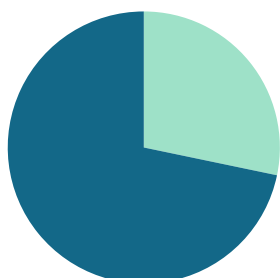
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

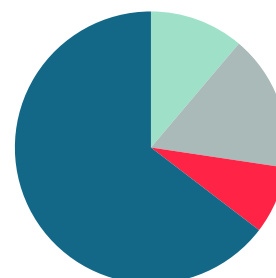


**Inventory**  
 New Listings  
**175 = 28.27%**  
 Start Inventory  
**444**  
 Total Inventory Units  
**619**  
 Volume  
**\$217,571,980**

### Market Activity

Closed Sales  
**78 = 11.17%**  
 Pending Sales  
**113 = 16.19%**  
 Other Off Market  
**56 = 8.02%**  
 Active Inventory  
**451 = 64.61%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	90	78	-13.33%	212	200	-5.66%
Pending Sales	103	113	9.71%	260	252	-3.08%
New Listings	168	175	4.17%	421	451	7.13%
Average List Price	252,414	265,585	5.22%	242,471	266,236	9.80%
Average Sale Price	238,756	249,600	4.54%	228,007	249,061	9.23%
Average Percent of Selling Price to List Price	94.44%	102.37%	8.40%	93.96%	97.28%	3.53%
Average Days on Market to Sale	54.90	83.62	52.30%	56.36	75.39	33.75%
Monthly Inventory	428	451	5.37%	428	451	5.37%
Months Supply of Inventory	4.32	5.21	20.80%	4.32	5.21	20.80%

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

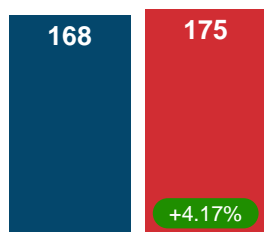
**Inventory** on March 31, 2024 = **451**

**2023** **2024**

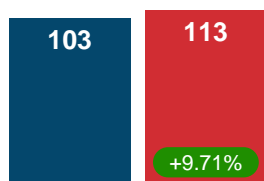
### MARCH MARKET

### AVERAGE PRICES

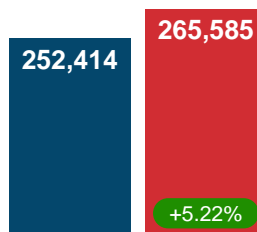
#### New Listings



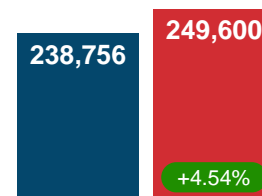
#### Pending Listings



#### List Price



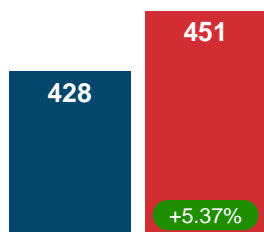
#### Sale Price



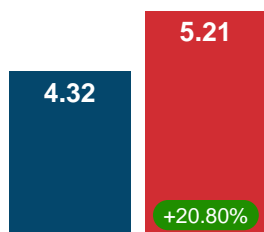
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

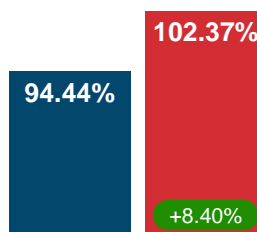
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

