

March 2024



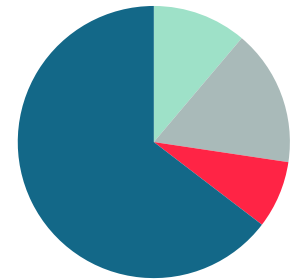
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	194,950	197,400	1.26%
Median Sale Price	193,950	177,450	-8.51%
Median Percent of Selling Price to List Price	96.88%	94.46%	-2.49%
Median Days on Market to Sale	38.00	75.00	97.37%
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.

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 **8.51%** in March 2024 to \$177,450 versus the previous year at \$193,950.

Median Days on Market Lengthens

The median number of **75.00** days that homes spent on the market before selling increased by 37.00 days or **97.37%** in March 2024 compared to last year's same month at **38.00** DOM.

Sales Success for March 2024 is Positive

Overall, with Median Prices falling 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 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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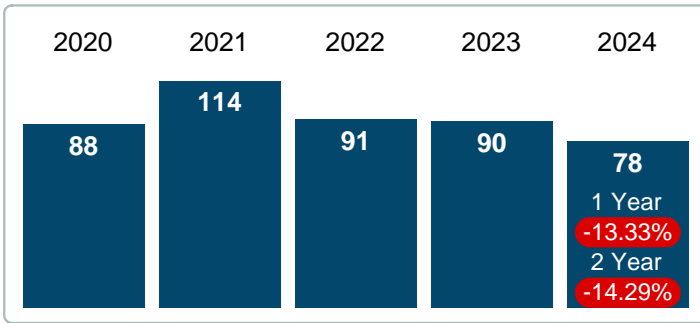
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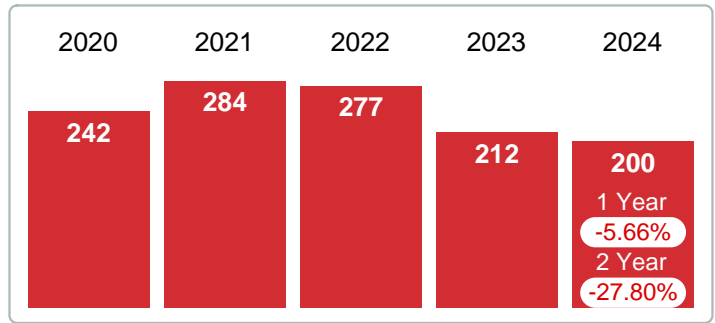
CLOSED LISTINGS

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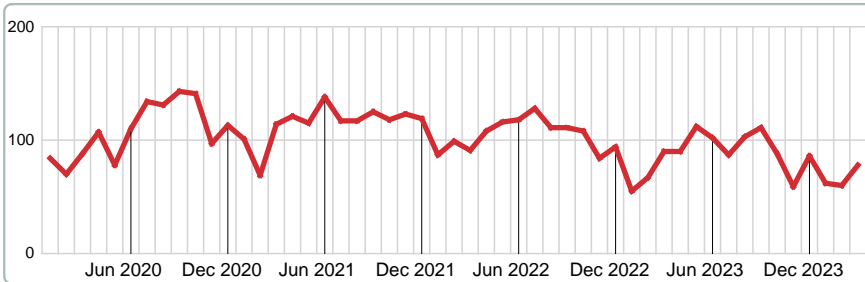
MARCH



YEAR TO DATE (YTD)

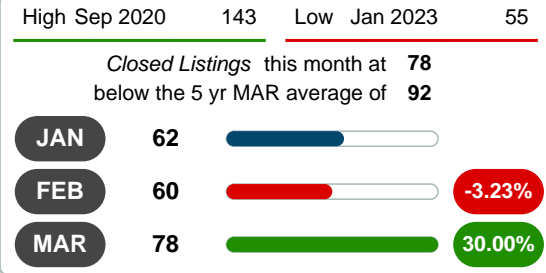


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 92



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.41%	34.0	1	4	0	0
\$50,001 - \$100,000	10	12.82%	89.0	4	4	2	0
\$100,001 - \$150,000	16	20.51%	79.0	1	12	3	0
\$150,001 - \$225,000	14	17.95%	23.5	5	6	2	1
\$225,001 - \$325,000	16	20.51%	62.0	1	11	4	0
\$325,001 - \$500,000	10	12.82%	110.0	1	4	4	1
\$500,001 and up	7	8.97%	85.0	0	3	3	1
Total Closed Units	78			13	44	18	3
Total Closed Volume	19,468,769	100%	75.0	2.01M	9.51M	6.52M	1.43M
Median Closed Price	\$177,450			\$155,000	\$173,950	\$269,500	\$330,000

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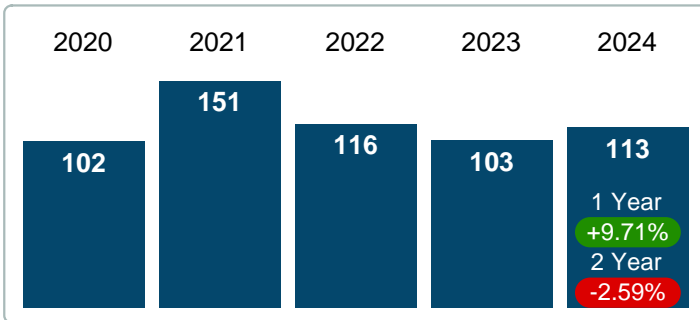
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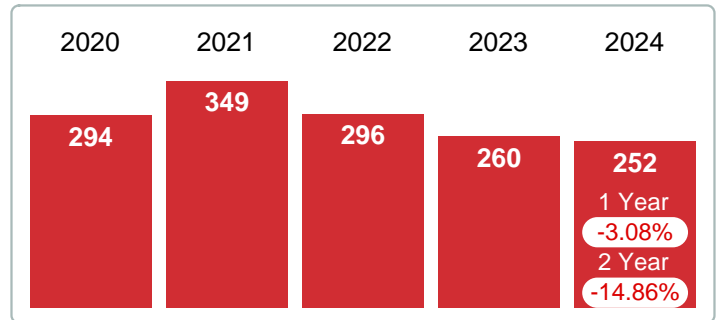
PENDING LISTINGS

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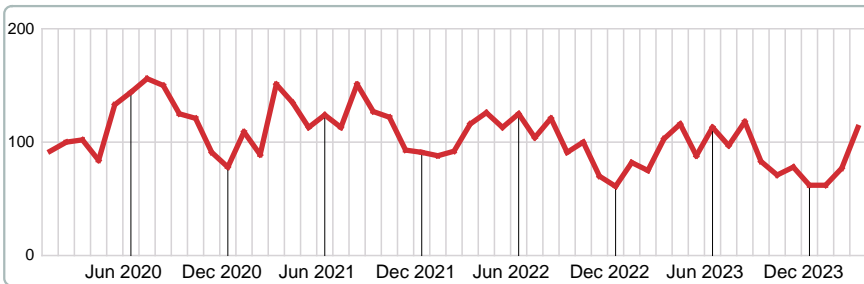
MARCH



YEAR TO DATE (YTD)

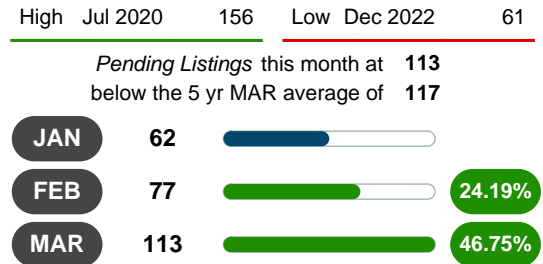


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 117



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	4.42%	55.0	4	0	1	0
\$75,001 - \$125,000	16	14.16%	30.0	9	6	1	0
\$125,001 - \$175,000	22	19.47%	18.0	4	15	2	1
\$175,001 - \$250,000	28	24.78%	24.0	3	22	3	0
\$250,001 - \$350,000	18	15.93%	12.0	1	15	2	0
\$350,001 - \$500,000	13	11.50%	37.0	1	6	6	0
\$500,001 and up	11	9.73%	58.0	1	4	4	2
Total Pending Units	113			23	68	19	3
Total Pending Volume	30,190,600	100%	25.0	3.66M	17.00M	7.46M	2.08M
Median Listing Price	\$210,000			\$120,000	\$214,500	\$374,900	\$925,000

March 2024



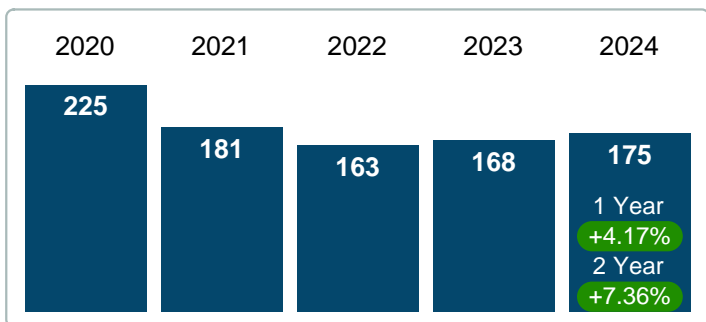
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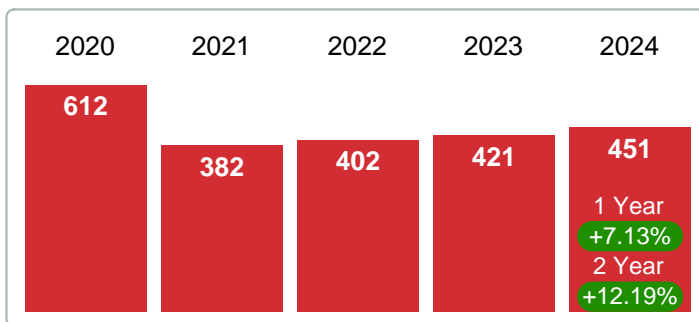
NEW LISTINGS

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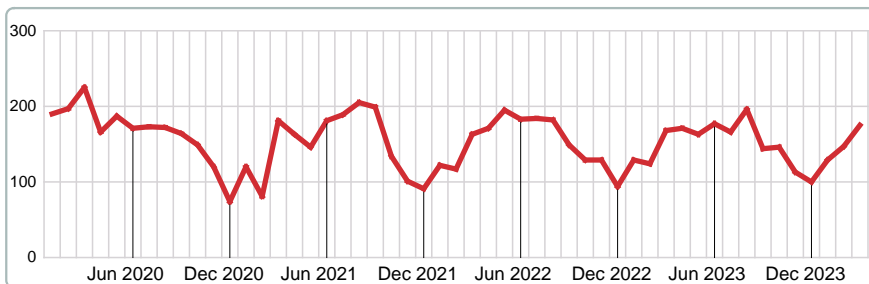
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

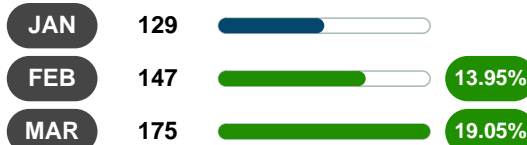


3 MONTHS

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
Total New Listed Units	175		32	105	31	7
Total New Listed Volume	53,918,699	100%	5.49M	30.57M	13.31M	4.55M
Median New Listed Listing Price	\$235,000		\$134,950	\$250,000	\$375,000	\$699,900

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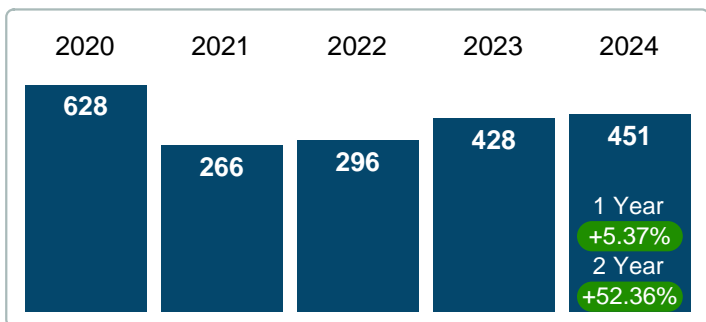
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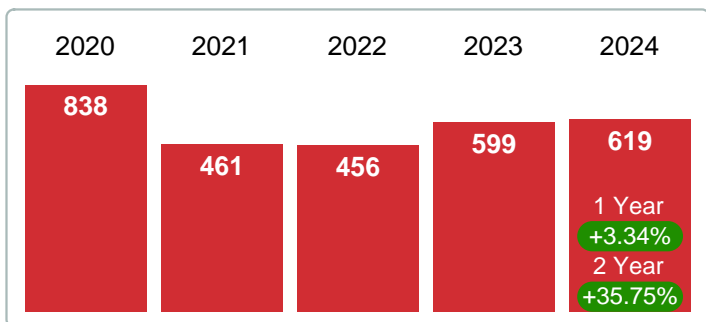
ACTIVE INVENTORY

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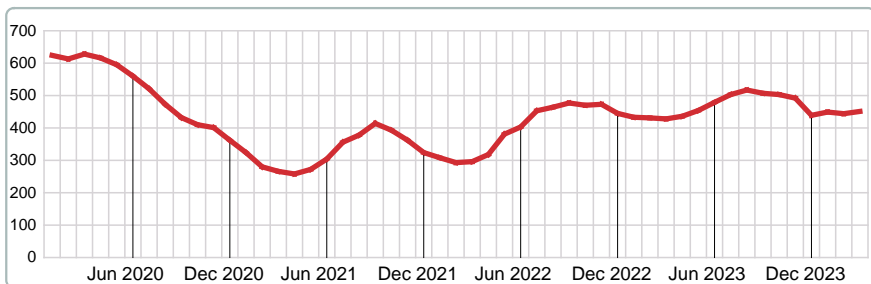
END OF MARCH



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**

- JAN 449
- FEB 444 (-1.11%)
- MAR 451 (1.58%)

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	6.65%	57.5	19	9	1	1	
\$75,001 - \$125,000	49	10.86%	41.0	15	32	2	0	
\$125,001 - \$175,000	62	13.75%	78.0	15	36	8	3	
\$175,001 - \$300,000	141	31.26%	62.0	29	86	22	4	
\$300,001 - \$475,000	69	15.30%	66.0	10	39	16	4	
\$475,001 - \$725,000	56	12.42%	48.5	2	23	23	8	
\$725,001 and up	44	9.76%	63.0	0	13	21	10	
Total Active Inventory by Units		451		90	238	93	30	
Total Active Inventory by Volume		171,055,890	100%	60.0	16.49M	79.03M	55.42M	20.12M
Median Active Inventory Listing Price		\$249,500			\$154,950	\$239,500	\$429,900	\$619,950

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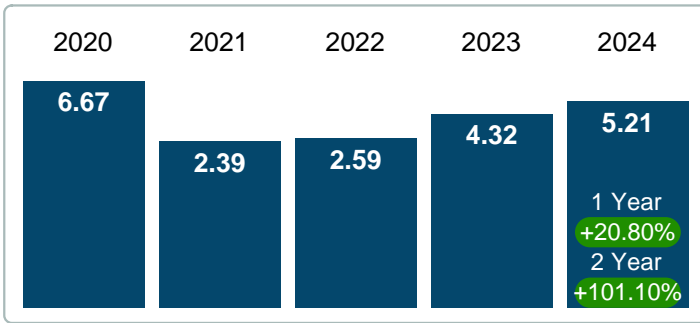
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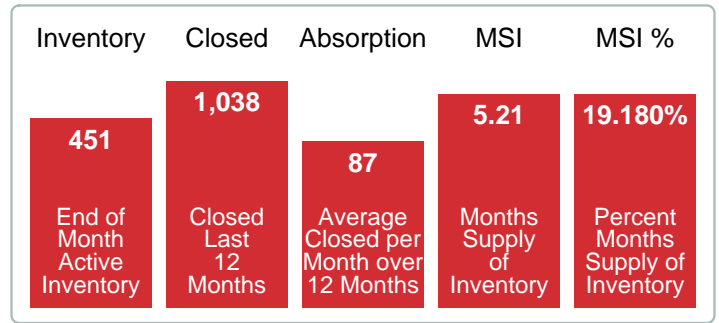
MONTHS SUPPLY of INVENTORY (MSI)

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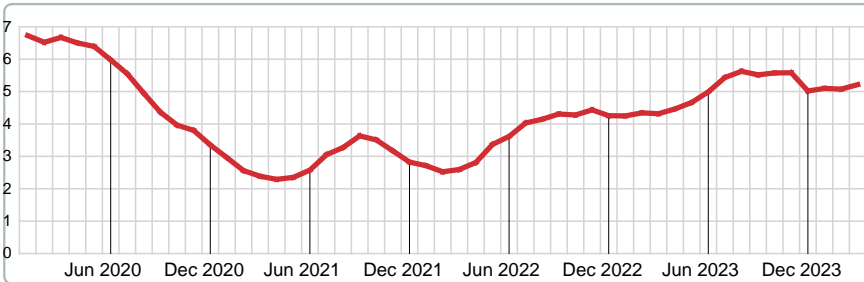
MSI FOR MARCH



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

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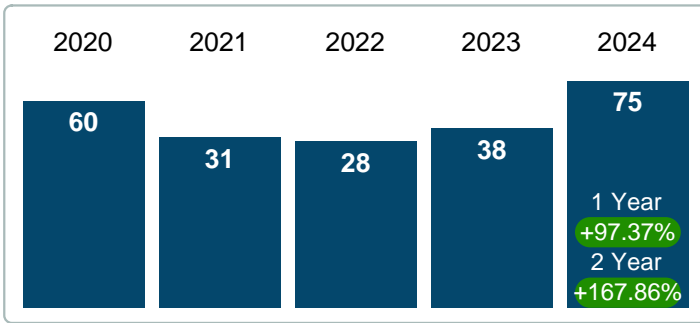
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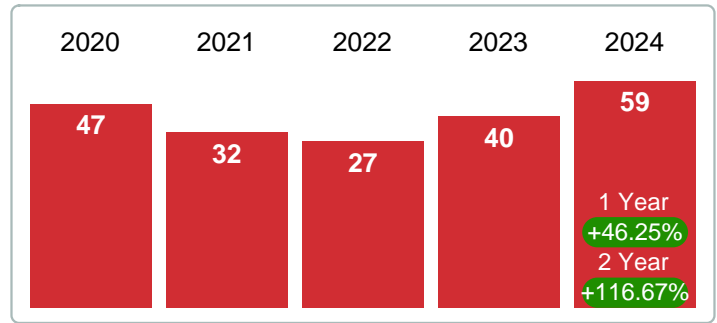
MEDIAN DAYS ON MARKET TO SALE

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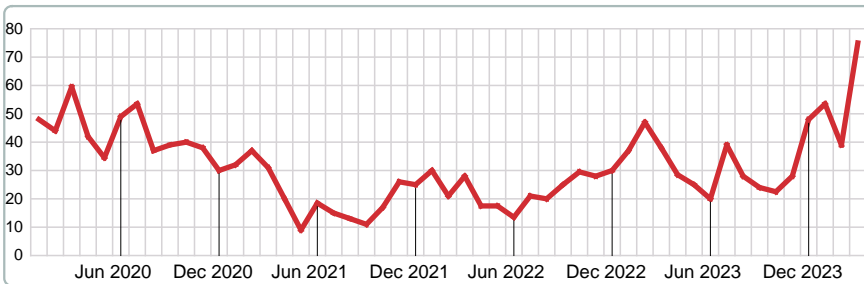
MARCH



YEAR TO DATE (YTD)

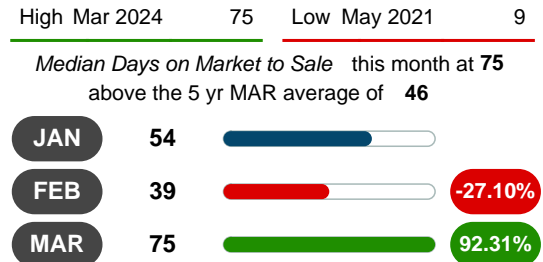


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 46



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	6.41%	34	34	41	0	0
\$50,001 - \$100,000	12.82%	89	79	102	133	0
\$100,001 - \$150,000	20.51%	79	139	53	120	0
\$150,001 - \$225,000	17.95%	24	31	11	82	35
\$225,001 - \$325,000	20.51%	62	45	61	88	0
\$325,001 - \$500,000	12.82%	110	93	80	139	80
\$500,001 and up	8.97%	85	0	156	15	85
Median Closed DOM		75	64	55	117	80
Total Closed Units	100%	78	13	44	18	3
Total Closed Volume		19,468,769	2.01M	9.51M	6.52M	1.43M

March 2024



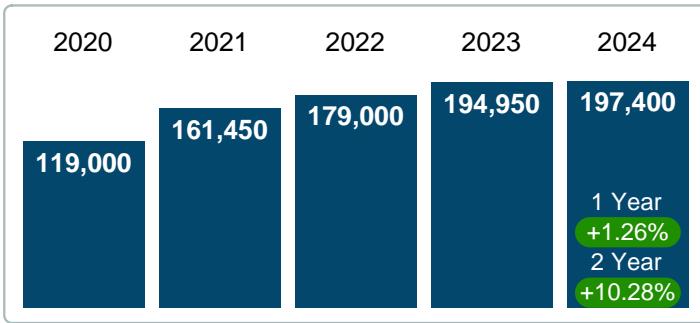
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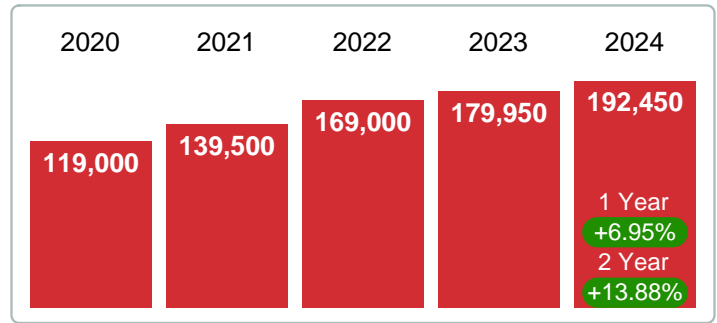
MEDIAN LIST PRICE AT CLOSING

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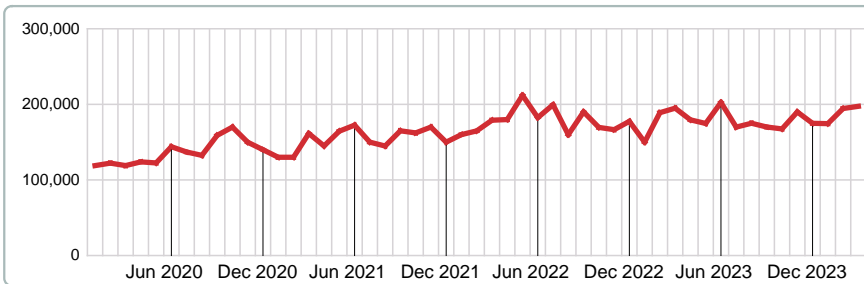
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

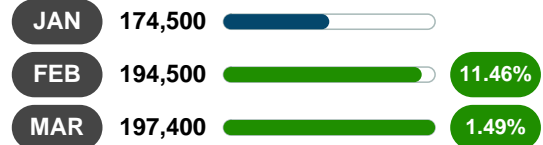


3 MONTHS

5 year MAR AVG = 170,360

High May 2022 211,950 Low Jan 2020 118,950

Median List Price at Closing this month at **197,400**
above the 5 yr MAR average of **170,360**



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	3.85%	38,900	5,000	44,450	0	0
\$50,001 - \$100,000	14.10%	70,000	84,900	59,900	63,950	100,000
\$100,001 - \$150,000	17.95%	127,400	130,750	129,900	124,900	0
\$150,001 - \$225,000	19.23%	180,000	180,000	174,750	197,450	0
\$225,001 - \$325,000	23.08%	265,750	324,900	254,950	287,250	275,000
\$325,001 - \$500,000	11.54%	420,000	420,000	440,000	424,900	0
\$500,001 and up	10.26%	739,500	0	555,000	1,100,000	975,000
Median List Price		197,400	165,000	178,700	287,250	275,000
Total Closed Units		78	13	44	18	3
Total Closed Volume		20,715,650	2.20M	10.09M	7.08M	1.35M

March 2024



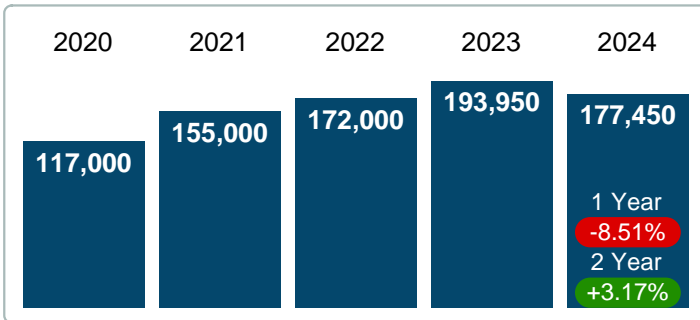
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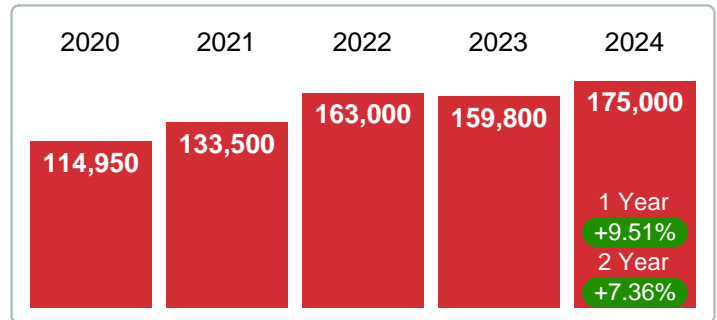
MEDIAN SOLD PRICE AT CLOSING

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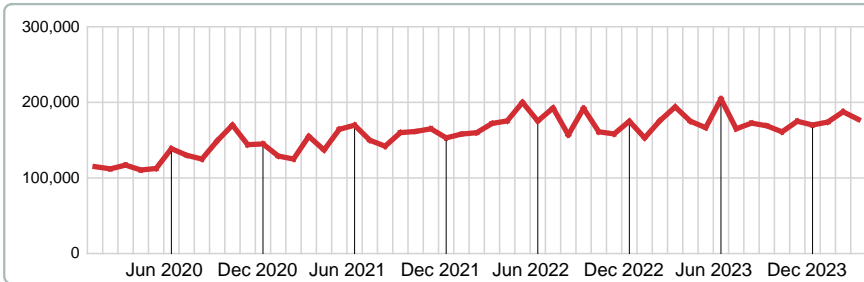
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

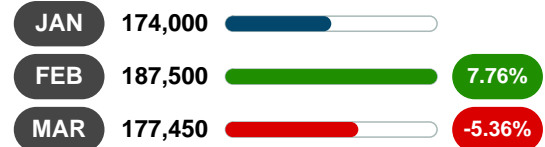


3 MONTHS

5 year MAR AVG = 163,080

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

Median Sold Price at Closing this month at 177,450 above the 5 yr MAR average of 163,080



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	6.41%	48,000	39,000	49,000	0	0
\$50,001 - \$100,000	12.82%	68,275	70,000	65,000	62,525	0
\$100,001 - \$150,000	20.51%	129,950	140,000	120,375	145,000	0
\$150,001 - \$225,000	17.95%	174,000	172,500	187,450	190,000	173,000
\$225,001 - \$325,000	20.51%	262,500	307,200	250,000	269,500	0
\$325,001 - \$500,000	12.82%	405,000	365,000	468,750	405,000	330,000
\$500,001 and up	8.97%	769,000	0	580,000	950,000	925,000
Median Sold Price		177,450	155,000	173,950	269,500	330,000
Total Closed Units	100%	78	13	44	18	3
Total Closed Volume		19,468,769	2.01M	9.51M	6.52M	1.43M

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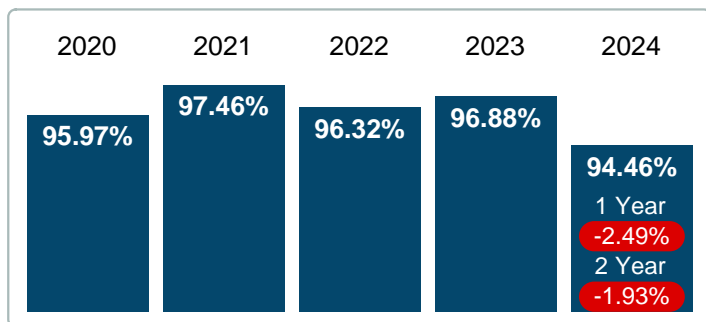
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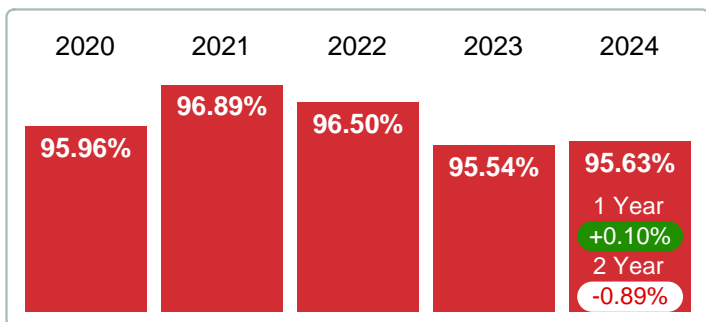
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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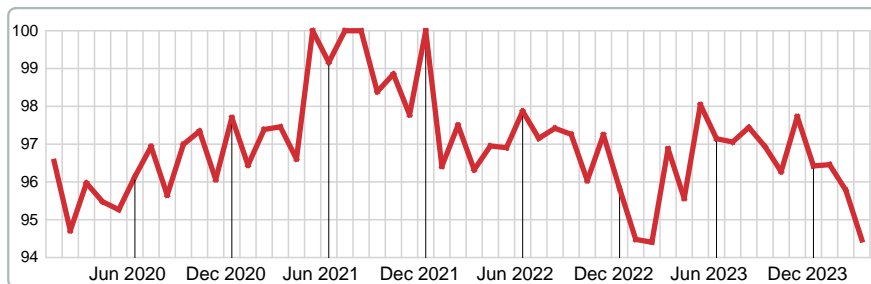
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

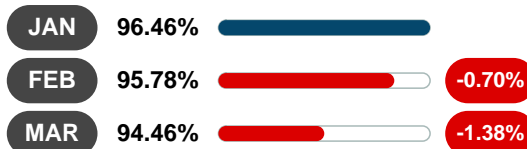


3 MONTHS

5 year MAR AVG = 96.22%

High Dec 2021 100.00% Low Feb 2023 94.41%

Median Sold/List Ratio this month at **94.46%**
below the 5 yr MAR average of **96.22%**



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	6.41%	96.15%	780.00%	88.14%	0.00%	0.00%
\$50,001 - \$100,000	10	12.82%	84.97%	77.68%	84.94%	97.70%	0.00%
\$100,001 - \$150,000	16	20.51%	89.03%	84.85%	92.16%	87.40%	0.00%
\$150,001 - \$225,000	14	17.95%	98.77%	95.83%	98.77%	91.25%	173.00%
\$225,001 - \$325,000	16	20.51%	95.08%	94.55%	96.70%	93.84%	0.00%
\$325,001 - \$500,000	10	12.82%	94.90%	86.90%	94.90%	93.89%	120.00%
\$500,001 and up	7	8.97%	94.87%	0.00%	100.00%	91.15%	94.87%
Median Sold/List Ratio		94.46%		92.15%	95.66%	93.30%	120.00%
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



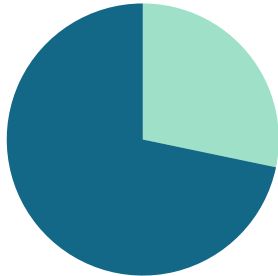
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

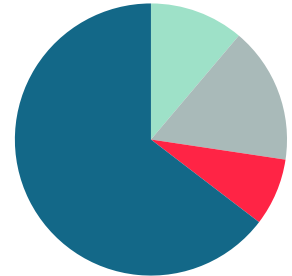


Inventory
 New Listings
175 = 28.27%
 Start Inventory
444
 Total Inventory Units
619
 Volume
\$217,571,980

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%
Median List Price	194,950	197,400	1.26%	179,950	192,450	6.95%
Median Sale Price	193,950	177,450	-8.51%	159,800	175,000	9.51%
Median Percent of Selling Price to List Price	96.88%	94.46%	-2.49%	95.54%	95.63%	0.10%
Median Days on Market to Sale	38.00	75.00	97.37%	40.00	58.50	46.25%
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

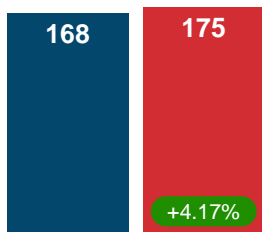
Inventory on March 31, 2024 = **451**

2023 **2024**

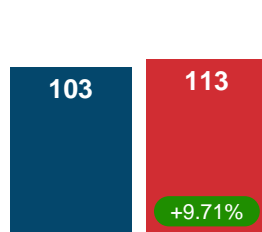
MARCH MARKET

MEDIAN PRICES

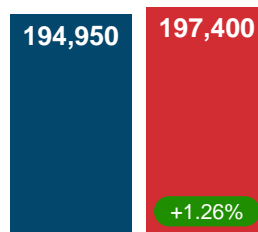
New Listings



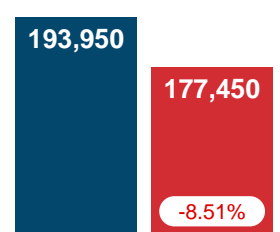
Pending Listings



List Price



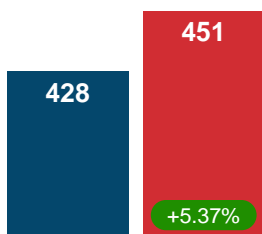
Sale Price



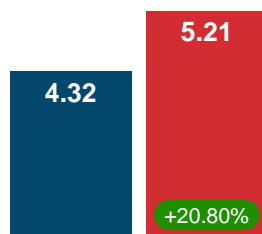
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

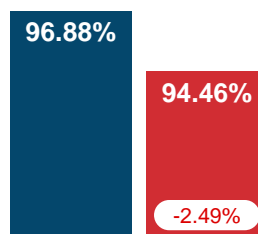
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

