

## April 2024



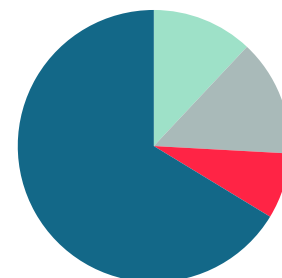
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on May 13, 2024 for MLS Technology Inc.

Compared Metrics	2023	April 2024	+/-%
Closed Listings	90	89	-1.11%
Pending Listings	116	103	-11.21%
New Listings	171	185	8.19%
Average List Price	213,597	264,744	23.95%
Average Sale Price	203,479	253,043	24.36%
Average Percent of Selling Price to List Price	94.90%	96.19%	1.36%
Average Days on Market to Sale	51.01	59.79	17.20%
End of Month Inventory	439	492	12.07%
Months Supply of Inventory	4.49	5.69	26.54%



■ Closed (11.99%)  
■ Pending (13.88%)  
■ Other OffMarket (7.82%)  
■ Active (66.31%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of April 30, 2024 = **492**

#### Analysis Wrap-Up

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

The total housing inventory at the end of April 2024 rose **12.07%** to 492 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 **5.69** 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 **24.36%** in April 2024 to \$253,043 versus the previous year at \$203,479.

##### Average Days on Market Lengthens

The average number of **59.79** days that homes spent on the market before selling increased by 8.78 days or **17.20%** in April 2024 compared to last year's same month at **51.01** DOM.

##### Sales Success for April 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 185 New Listings in April 2024, up **8.19%** from last year at 171. Furthermore, there were 89 Closed Listings this month versus last year at 90, a **-1.11%** decrease.

Closed versus Listed trends yielded a **48.1%** ratio, down from previous year's, April 2023, at **52.6%**, a **8.59%** downswing. This will certainly create pressure on an increasing Monthly 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

# April 2024



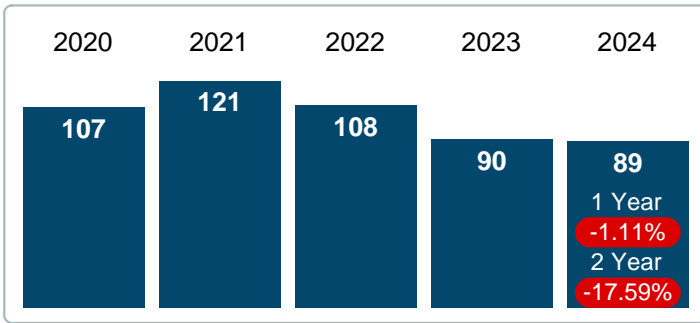
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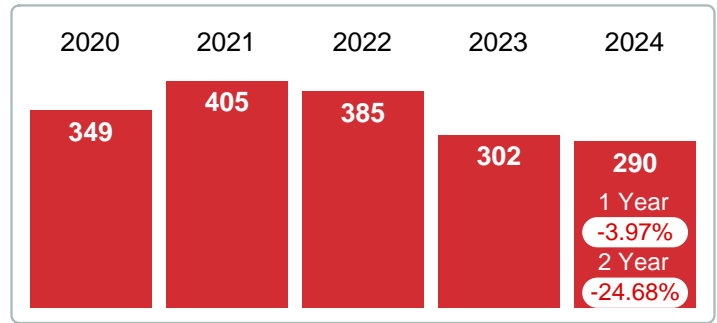
## CLOSED LISTINGS

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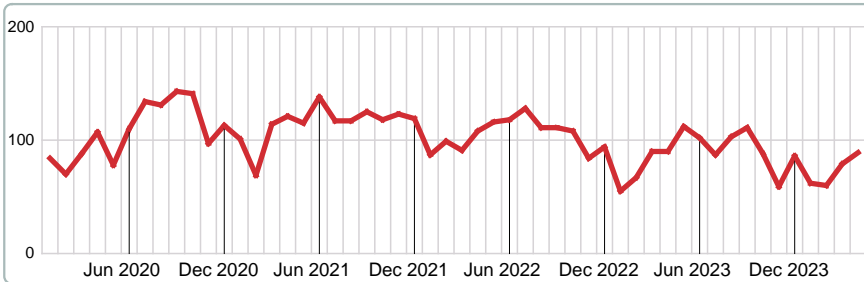
### APRIL



### YEAR TO DATE (YTD)

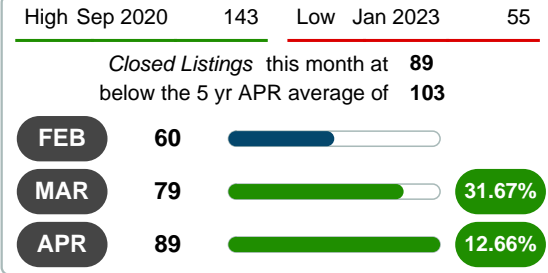


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 103



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	6.74%	77.0	3	3	0	0
\$75,001 - \$125,000	15	16.85%	49.8	6	8	1	0
\$125,001 - \$150,000	9	10.11%	74.3	1	7	1	0
\$150,001 - \$225,000	23	25.84%	54.7	2	17	3	1
\$225,001 - \$300,000	14	15.73%	38.8	1	11	1	1
\$300,001 - \$475,000	13	14.61%	59.6	0	9	4	0
\$475,001 and up	9	10.11%	96.4	0	3	4	2
<b>Total Closed Units</b>	<b>89</b>			<b>13</b>	<b>58</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>22,520,844</b>	<b>100%</b>	<b>59.8</b>	<b>1.39M</b>	<b>13.07M</b>	<b>5.72M</b>	<b>2.34M</b>
<b>Average Closed Price</b>	<b>\$253,043</b>			<b>\$106,900</b>	<b>\$225,324</b>	<b>\$408,739</b>	<b>\$585,000</b>

# April 2024



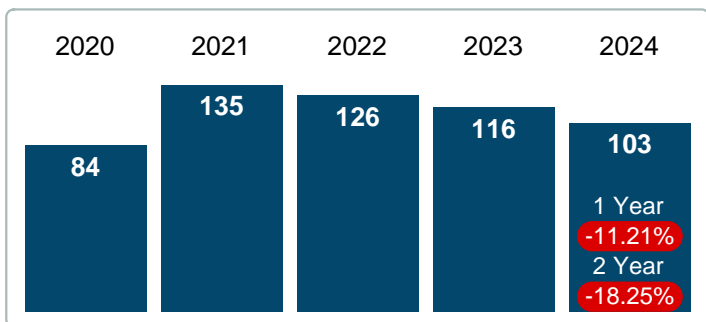
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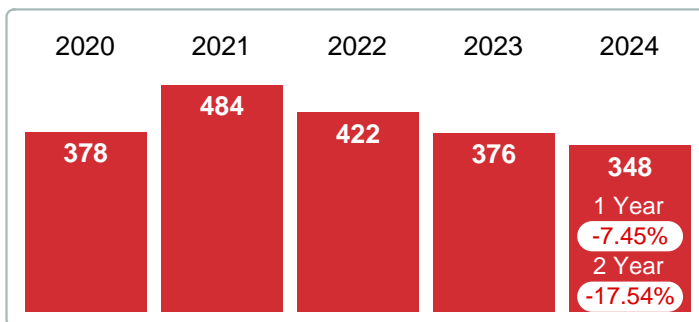
## PENDING LISTINGS

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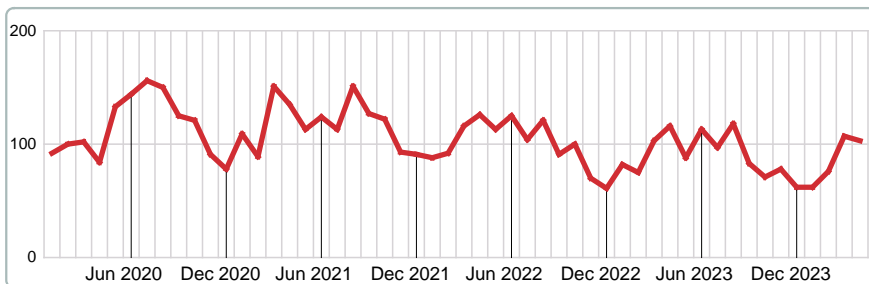
### APRIL



### YEAR TO DATE (YTD)

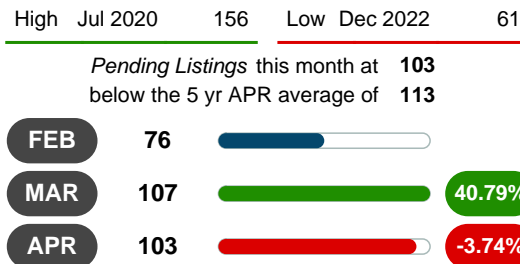


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 113



### 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	9	8.74%	44.0	5	4	0	0
\$50,001 - \$100,000	13	12.62%	85.2	2	11	0	0
\$100,001 - \$125,000	9	8.74%	37.9	4	4	1	0
\$125,001 - \$225,000	33	32.04%	60.3	4	24	5	0
\$225,001 - \$300,000	14	13.59%	63.6	1	8	5	0
\$300,001 - \$475,000	13	12.62%	83.9	2	7	2	2
\$475,001 and up	12	11.65%	73.8	2	3	5	2
<b>Total Pending Units</b>	<b>103</b>			<b>20</b>	<b>61</b>	<b>18</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>24,813,776</b>	<b>100%</b>	<b>57.9</b>	<b>3.68M</b>	<b>12.08M</b>	<b>6.21M</b>	<b>2.84M</b>
<b>Average Listing Price</b>	<b>\$155,255</b>			<b>\$184,165</b>	<b>\$198,055</b>	<b>\$344,950</b>	<b>\$710,000</b>

# April 2024



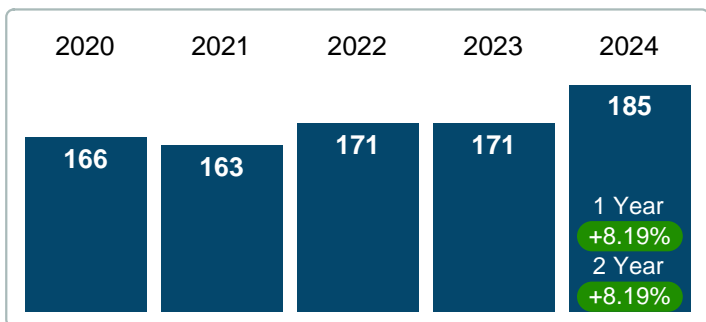
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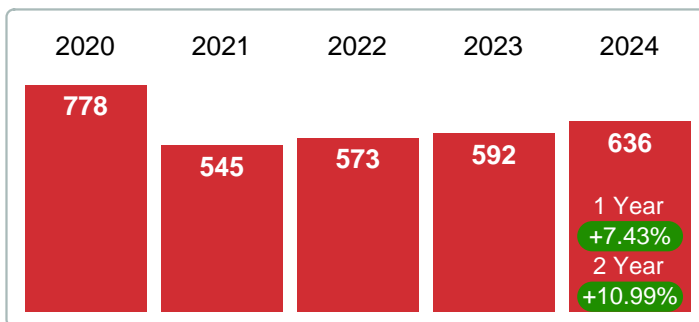
## NEW LISTINGS

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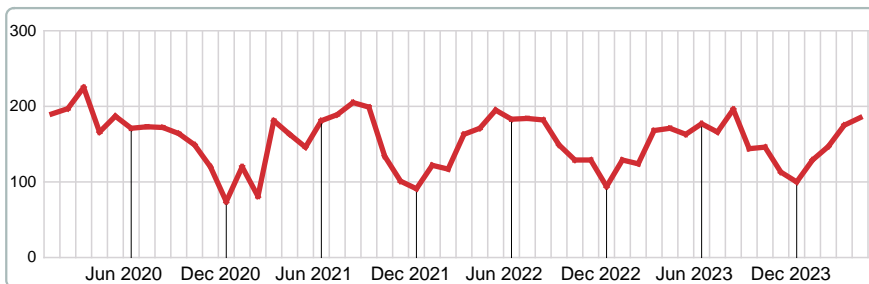
### APRIL



### YEAR TO DATE (YTD)

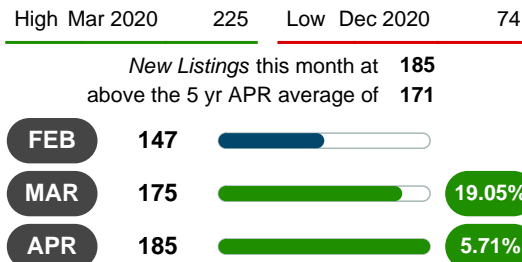


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 171



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	18	9.73%	9	9	0	0
\$90,001 - \$130,000	23	12.43%	5	17	1	0
\$130,001 - \$160,000	21	11.35%	8	10	2	1
\$160,001 - \$290,000	53	28.65%	5	39	9	0
\$290,001 - \$400,000	29	15.68%	5	17	4	3
\$400,001 - \$770,000	22	11.89%	0	12	8	2
\$770,001 and up	19	10.27%	1	9	6	3
<b>Total New Listed Units</b>	<b>185</b>		<b>33</b>	<b>113</b>	<b>30</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>64,624,902</b>	<b>100%</b>	<b>7.33M</b>	<b>37.47M</b>	<b>14.15M</b>	<b>5.67M</b>
<b>Average New Listed Listing Price</b>	<b>\$87,000</b>		<b>\$222,185</b>	<b>\$331,617</b>	<b>\$471,680</b>	<b>\$629,967</b>

# April 2024



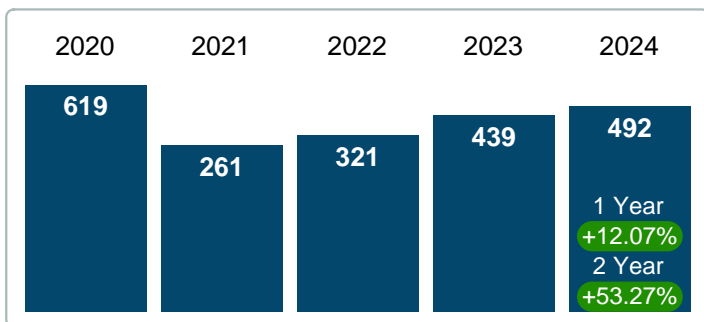
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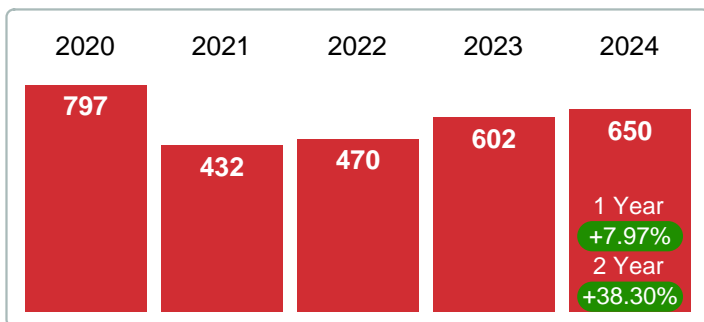
## ACTIVE INVENTORY

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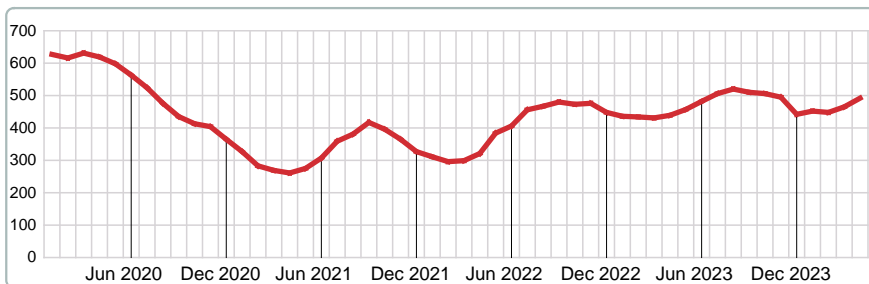
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 426

High Mar 2020 631 Low Apr 2021 261

Inventory this month at **492**  
above the 5 yr APR average of **426**

- FEB 448
- MAR 465 3.79%
- APR 492 5.81%

### 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	29	5.89%	64.1	20	7	1	1
\$75,001 - \$125,000	48	9.76%	65.3	14	32	2	0
\$125,001 - \$175,000	83	16.87%	76.2	20	47	12	4
\$175,001 - \$300,000	146	29.67%	83.9	27	95	20	4
\$300,001 - \$475,000	78	15.85%	78.2	11	45	17	5
\$475,001 - \$775,000	58	11.79%	81.6	0	27	21	10
\$775,001 and up	50	10.16%	76.3	1	17	23	9
<b>Total Active Inventory by Units</b>	<b>492</b>			<b>93</b>	<b>270</b>	<b>96</b>	<b>33</b>
<b>Total Active Inventory by Volume</b>	<b>190,932,420</b>	<b>100%</b>	<b>77.7</b>	<b>18.42M</b>	<b>94.48M</b>	<b>57.99M</b>	<b>20.04M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$388,074</b>			<b>\$198,084</b>	<b>\$349,924</b>	<b>\$604,030</b>	<b>\$607,400</b>

# April 2024



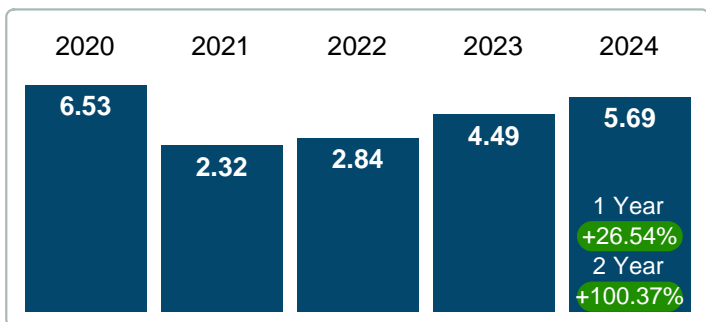
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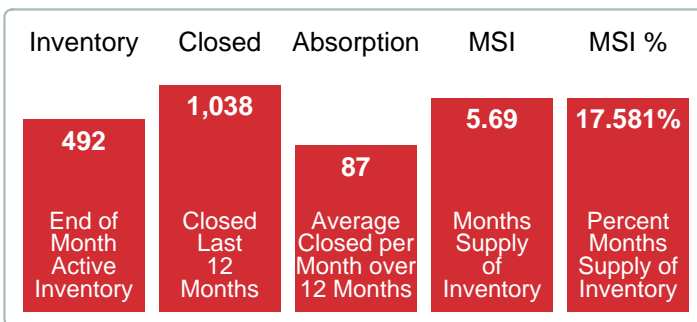
## MONTHS SUPPLY of INVENTORY (MSI)

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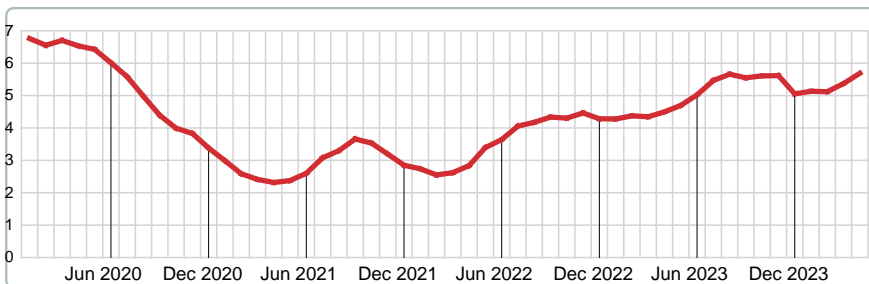
### MSI FOR APRIL



### INDICATORS FOR APRIL 2024

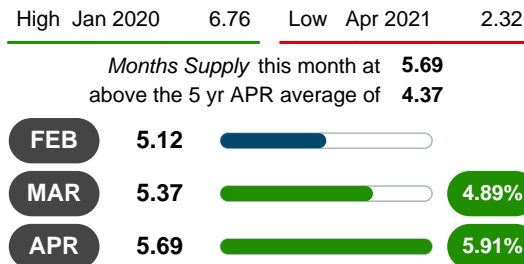


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4.37



### 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	29	5.89%	2.58	3.81	1.29	2.00	12.00
\$75,001 - \$125,000	48	9.76%	3.95	3.73	4.27	3.00	0.00
\$125,001 - \$175,000	83	16.87%	4.02	4.44	3.48	4.97	16.00
\$175,001 - \$300,000	146	29.67%	6.04	8.53	5.94	4.53	6.86
\$300,001 - \$475,000	78	15.85%	7.80	7.33	9.00	6.00	7.50
\$475,001 - \$775,000	58	11.79%	10.55	0.00	8.10	15.75	20.00
\$775,001 and up	50	10.16%	18.18	12.00	51.00	13.80	13.50
Market Supply of Inventory (MSI)	5.69			5.00	5.29	6.94	11.00
Total Active Inventory by Units	492	100%	5.69	93	270	96	33

# April 2024



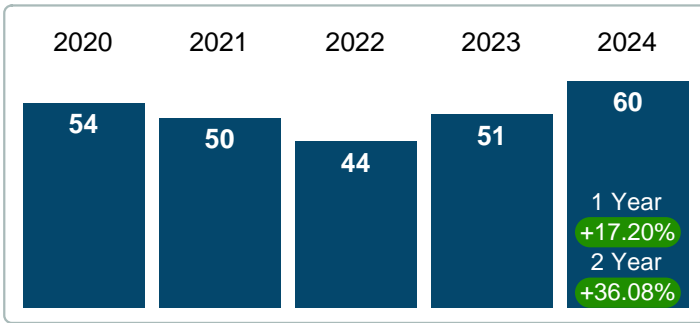
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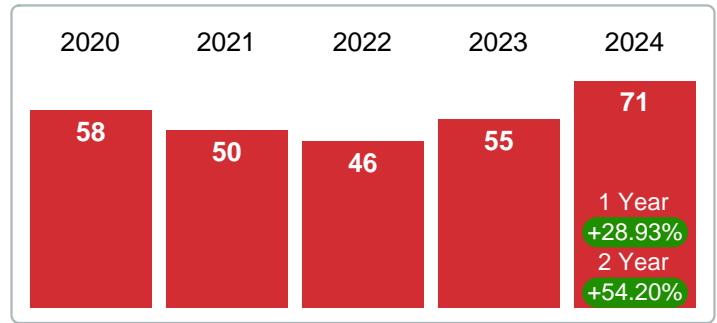
## AVERAGE DAYS ON MARKET TO SALE

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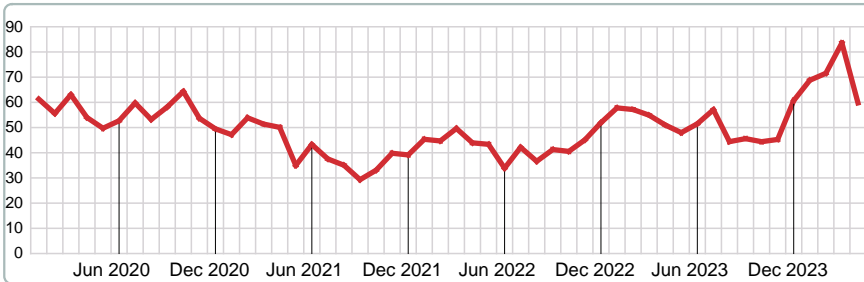
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 52

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 60 above the 5 yr APR average of 52

- FEB 72 (16.83% above avg)
- MAR 84 (61.54% above avg)
- APR 60 (-28.46% below avg)

### 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
\$75,000 and less	6.74%	77	69	85	0	0
\$75,001 - \$125,000	16.85%	50	20	66	99	0
\$125,001 - \$150,000	10.11%	74	100	64	120	0
\$150,001 - \$225,000	25.84%	55	22	55	92	2
\$225,001 - \$300,000	15.73%	39	10	43	6	49
\$300,001 - \$475,000	14.61%	60	0	51	78	0
\$475,001 and up	10.11%	96	0	31	127	134
<b>Average Closed DOM</b>		<b>60</b>	<b>37</b>	<b>55</b>	<b>94</b>	<b>80</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>13</b>	<b>58</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>22,520,844</b>	<b>1.39M</b>	<b>13.07M</b>	<b>5.72M</b>	<b>2.34M</b>

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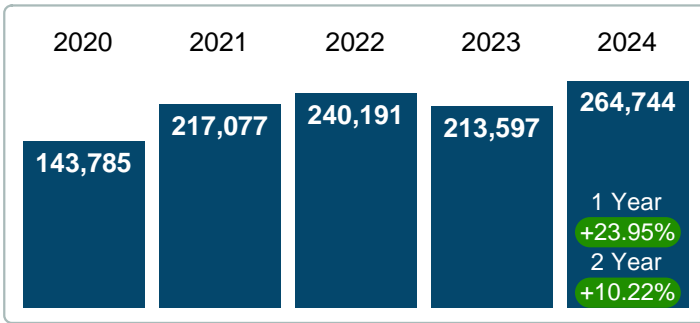
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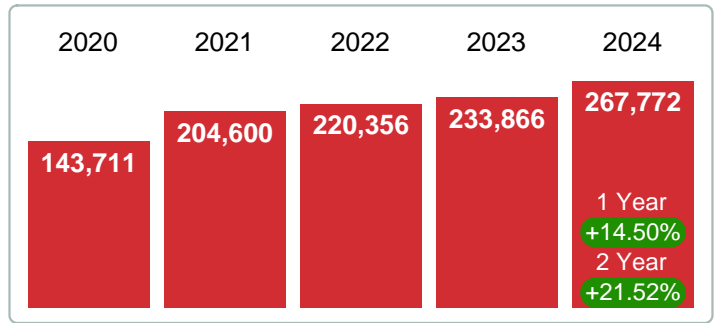
## AVERAGE LIST PRICE AT CLOSING

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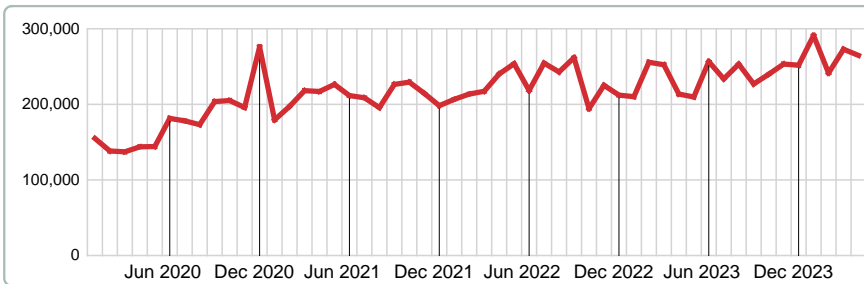
### APRIL



### YEAR TO DATE (YTD)

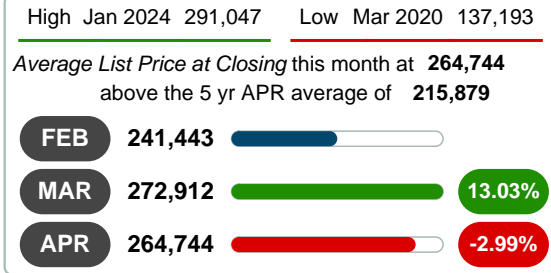


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 215,879



### 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
\$75,000 and less	6.74%	46,500	25,333	67,667	0	0
\$75,001 - \$125,000	14.61%	103,938	103,133	111,925	115,000	0
\$125,001 - \$150,000	8.99%	140,963	144,900	149,243	155,000	0
\$150,001 - \$225,000	26.97%	186,379	165,000	200,429	191,967	175,000
\$225,001 - \$300,000	17.98%	264,006	249,900	270,609	232,500	255,000
\$300,001 - \$475,000	13.48%	369,742	0	359,667	424,950	0
\$475,001 and up	11.24%	767,020	0	556,833	841,200	1,067,500
<b>Average List Price</b>		<b>264,744</b>	<b>109,200</b>	<b>231,631</b>	<b>438,786</b>	<b>641,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>264,744</b>	<b>13</b>	<b>58</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>23,562,200</b>	<b>1.42M</b>	<b>13.43M</b>	<b>6.14M</b>	<b>2.57M</b>



# April 2024



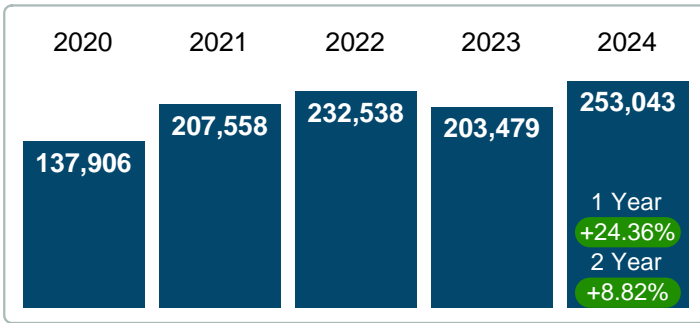
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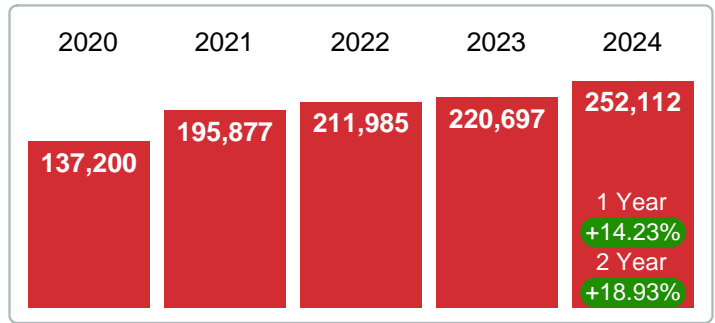
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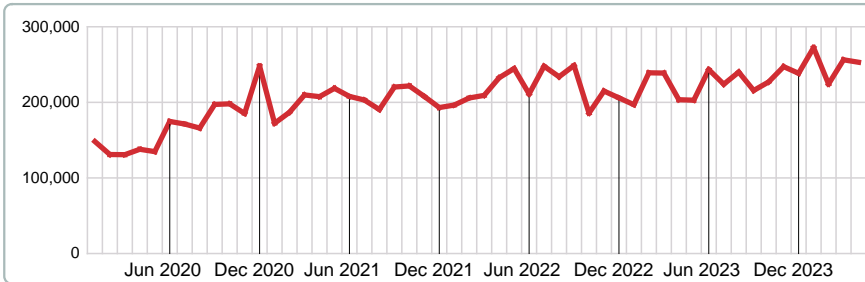
### APRIL



### YEAR TO DATE (YTD)

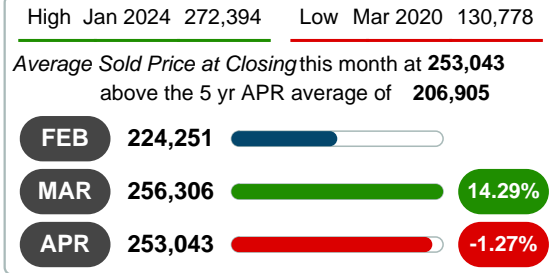


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 206,905



## 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
\$75,000 and less	6.74%	45,750	25,667	65,833	0	0
\$75,001 - \$125,000	16.85%	100,336	100,617	99,825	102,744	0
\$125,001 - \$150,000	10.11%	136,433	133,000	137,129	135,000	0
\$150,001 - \$225,000	25.84%	188,387	165,000	193,224	186,033	160,000
\$225,001 - \$300,000	15.73%	258,750	246,000	262,864	240,000	245,000
\$300,001 - \$475,000	14.61%	373,885	0	360,611	403,750	0
\$475,001 and up	10.11%	744,167	0	563,667	767,875	967,500
<b>Average Sold Price</b>		<b>253,043</b>	<b>106,900</b>	<b>225,324</b>	<b>408,739</b>	<b>585,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>253,043</b>	<b>13</b>	<b>58</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>22,520,844</b>	<b>1.39M</b>	<b>13.07M</b>	<b>5.72M</b>	<b>2.34M</b>

# April 2024



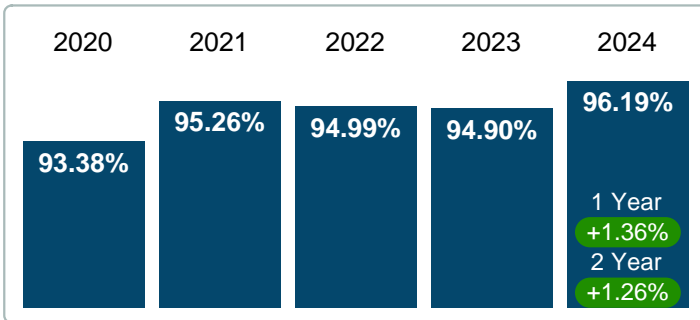
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



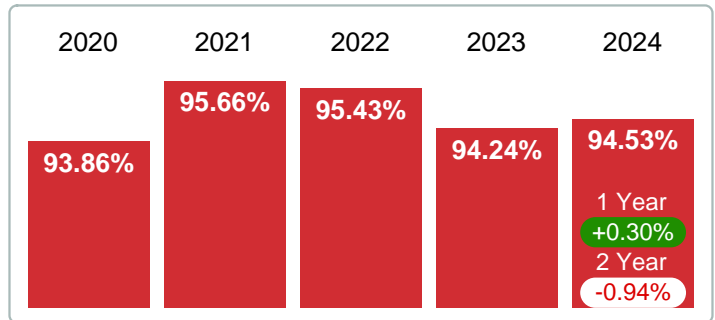
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 13, 2024 for MLS Technology Inc.

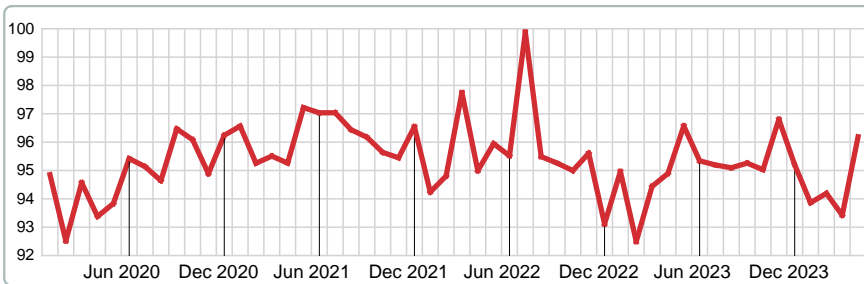
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

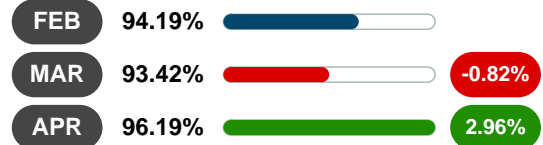


### 3 MONTHS

5 year APR AVG = 94.94%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **96.19%** above the 5 yr APR average of **94.94%**



## 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
\$75,000 and less	6	6.74%	99.11%	100.95%	97.27%	0.00%	0.00%
\$75,001 - \$125,000	15	16.85%	93.45%	97.38%	91.01%	89.34%	0.00%
\$125,001 - \$150,000	9	10.11%	91.94%	91.79%	92.66%	87.10%	0.00%
\$150,001 - \$225,000	23	25.84%	96.92%	100.00%	96.80%	97.37%	91.43%
\$225,001 - \$300,000	14	15.73%	97.64%	98.44%	97.21%	103.23%	96.08%
\$300,001 - \$475,000	13	14.61%	98.86%	0.00%	100.32%	95.57%	0.00%
\$475,001 and up	9	10.11%	95.10%	0.00%	101.36%	92.93%	90.03%
Average Sold/List Ratio		96.20%		98.26%	96.38%	94.70%	91.89%
Total Closed Units	89	100%	96.20%	13	58	14	4
Total Closed Volume	22,520,844			1.39M	13.07M	5.72M	2.34M

# April 2024



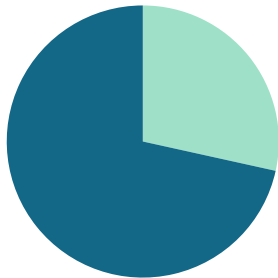
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

Report produced on May 13, 2024 for MLS Technology Inc.

### INVENTORY

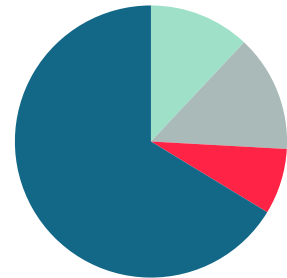


**Inventory**  
 New Listings  
**185 = 28.46%**  
 Start Inventory  
**465**  
 Total Inventory Units  
**650**  
 Volume  
**\$237,969,194**

### Market Activity

Closed Sales  
**89 = 11.99%**  
 Pending Sales  
**103 = 13.88%**  
 Other Off Market  
**58 = 7.82%**  
 Active Inventory  
**492 = 66.31%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	90	89	-1.11%	302	290	-3.97%
Pending Sales	116	103	-11.21%	376	348	-7.45%
New Listings	171	185	8.19%	592	636	7.43%
Average List Price	213,597	264,744	23.95%	233,866	267,772	14.50%
Average Sale Price	203,479	253,043	24.36%	220,697	252,112	14.23%
Average Percent of Selling Price to List Price	94.90%	96.19%	1.36%	94.24%	94.53%	0.30%
Average Days on Market to Sale	51.01	59.79	17.20%	54.77	70.61	28.93%
Monthly Inventory	439	492	12.07%	439	492	12.07%
Months Supply of Inventory	4.49	5.69	26.54%	4.49	5.69	26.54%

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

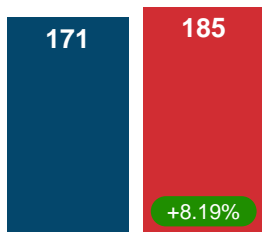
**Inventory** on April 30, 2024 = **492**

**2023** **2024**

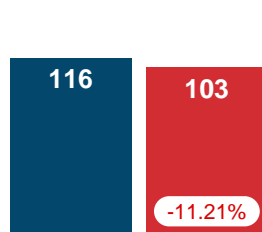
### APRIL MARKET

### AVERAGE PRICES

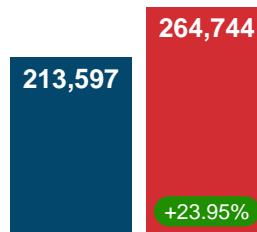
#### New Listings



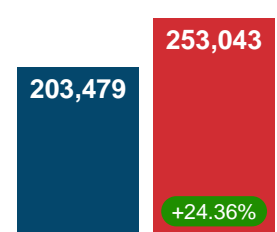
#### Pending Listings



#### List Price



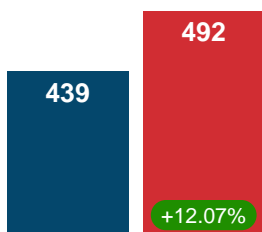
#### Sale Price



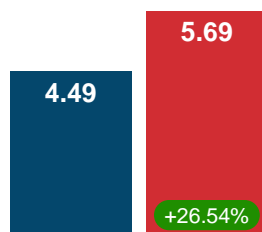
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

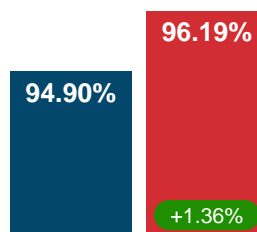
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

