

April 2024



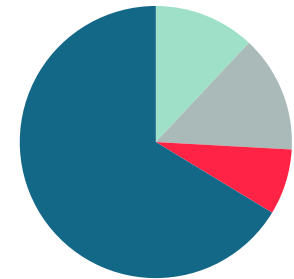
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	179,500	205,000	14.21%
Median Sale Price	175,000	200,000	14.29%
Median Percent of Selling Price to List Price	95.56%	97.50%	2.03%
Median Days on Market to Sale	28.50	29.00	1.75%
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.

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 **14.29%** in April 2024 to \$200,000 versus the previous year at \$175,000.

Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 0.50 days or **1.75%** in April 2024 compared to last year's same month at **28.50** DOM.

Sales Success for April 2024 is Positive

Overall, with Median 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 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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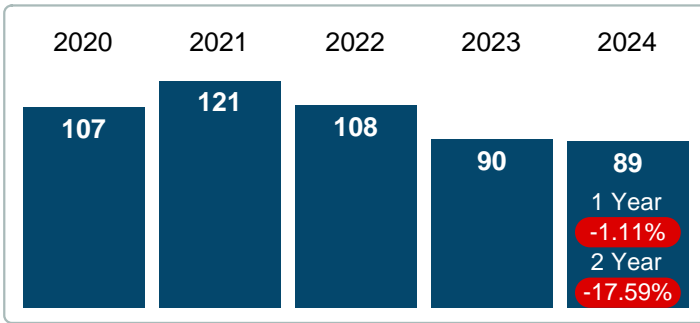
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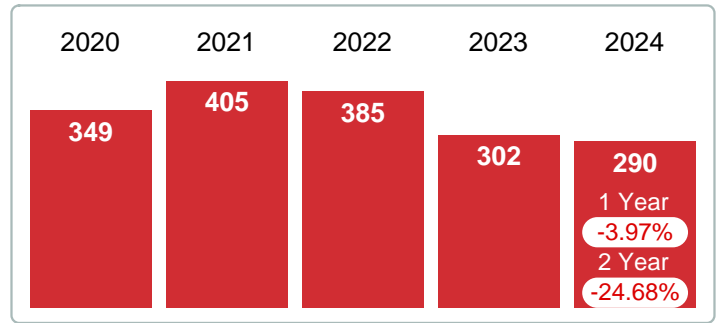
CLOSED LISTINGS

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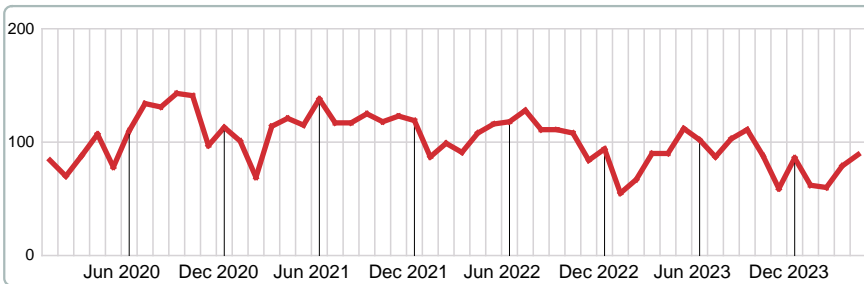
APRIL



YEAR TO DATE (YTD)

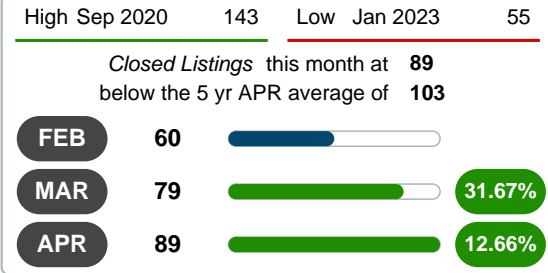


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 103



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	6.74%	55.0	3	3	0	0
\$75,001 - \$125,000	15	16.85%	25.0	6	8	1	0
\$125,001 - \$150,000	9	10.11%	60.0	1	7	1	0
\$150,001 - \$225,000	23	25.84%	26.0	2	17	3	1
\$225,001 - \$300,000	14	15.73%	13.0	1	11	1	1
\$300,001 - \$475,000	13	14.61%	12.0	0	9	4	0
\$475,001 and up	9	10.11%	45.0	0	3	4	2
Total Closed Units	89			13	58	14	4
Total Closed Volume	22,520,844	100%	29.0	1.39M	13.07M	5.72M	2.34M
Median Closed Price	\$200,000			\$101,000	\$205,000	\$375,000	\$527,500

April 2024



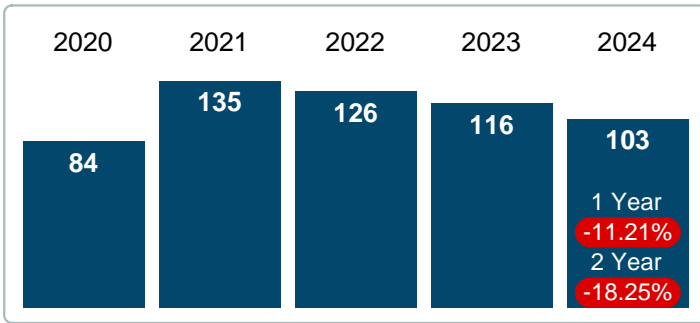
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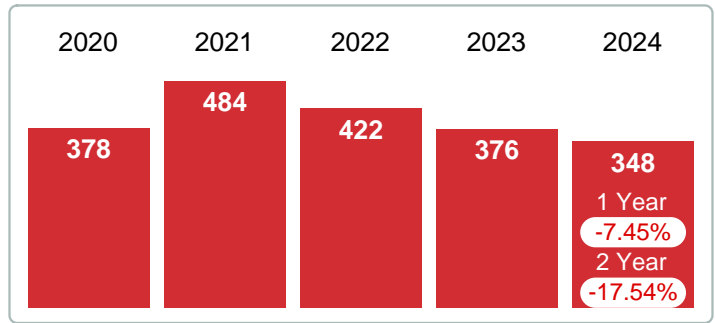
PENDING LISTINGS

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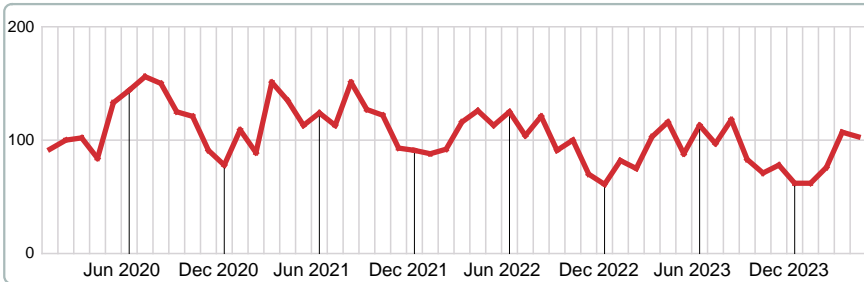
APRIL



YEAR TO DATE (YTD)

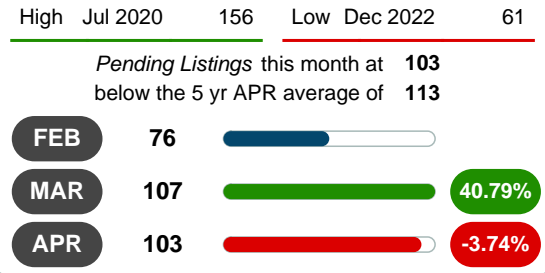


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 113



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.74%	28.0	5	4	0	0
\$50,001 - \$100,000	13	12.62%	76.0	2	11	0	0
\$100,001 - \$125,000	9	8.74%	28.0	4	4	1	0
\$125,001 - \$225,000	33	32.04%	38.0	4	24	5	0
\$225,001 - \$300,000	14	13.59%	44.0	1	8	5	0
\$300,001 - \$475,000	13	12.62%	20.0	2	7	2	2
\$475,001 and up	12	11.65%	58.0	2	3	5	2
Total Pending Units	103			20	61	18	4
Total Pending Volume	24,813,776	100%	38.0	3.68M	12.08M	6.21M	2.84M
Median Listing Price	\$189,900			\$119,350	\$164,900	\$264,000	\$650,000

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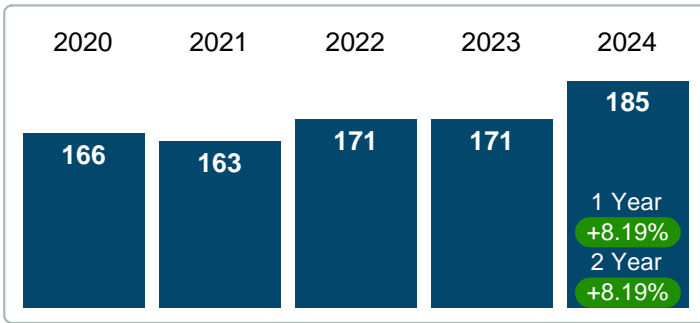
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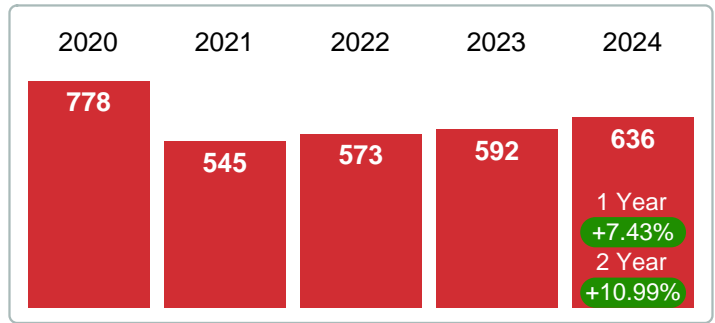
NEW LISTINGS

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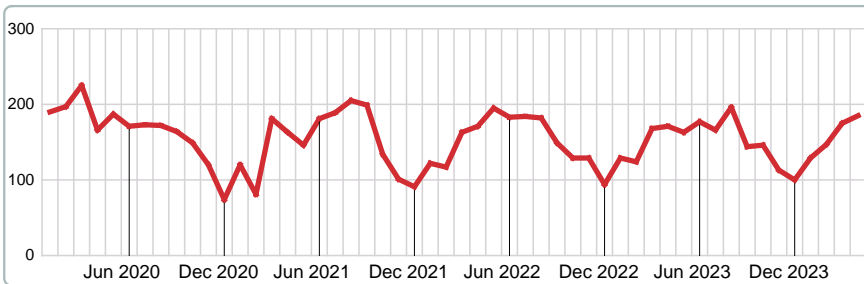
APRIL



YEAR TO DATE (YTD)

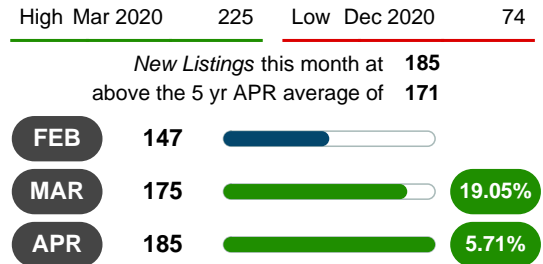


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	15	8.11%	9	6	0	0
\$75,001 - \$125,000	19	10.27%	5	13	1	0
\$125,001 - \$150,000	19	10.27%	4	12	2	1
\$150,001 - \$275,000	61	32.97%	9	43	9	0
\$275,001 - \$400,000	30	16.22%	5	18	4	3
\$400,001 - \$775,000	23	12.43%	0	13	8	2
\$775,001 and up	18	9.73%	1	8	6	3
Total New Listed Units	185		33	113	30	9
Total New Listed Volume	64,624,902	100%	7.33M	37.47M	14.15M	5.67M
Median New Listed Listing Price	\$215,000		\$150,000	\$199,999	\$374,950	\$585,000

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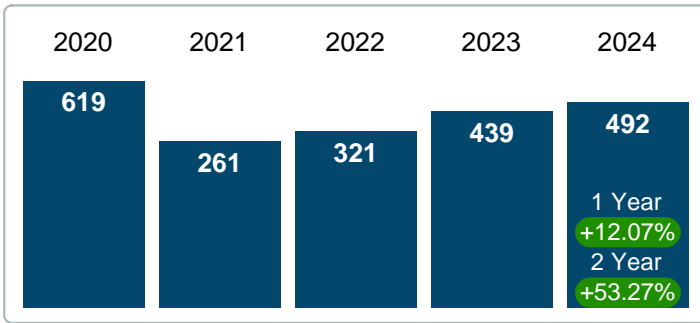
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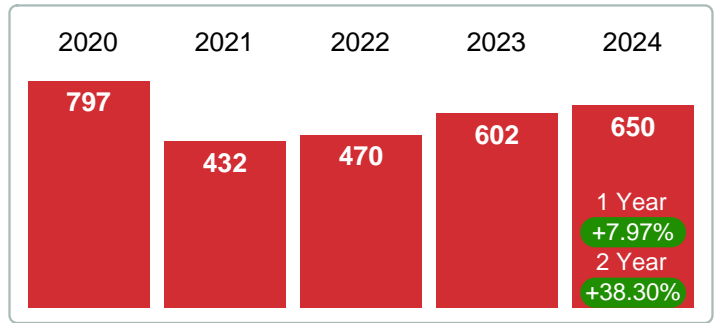
ACTIVE INVENTORY

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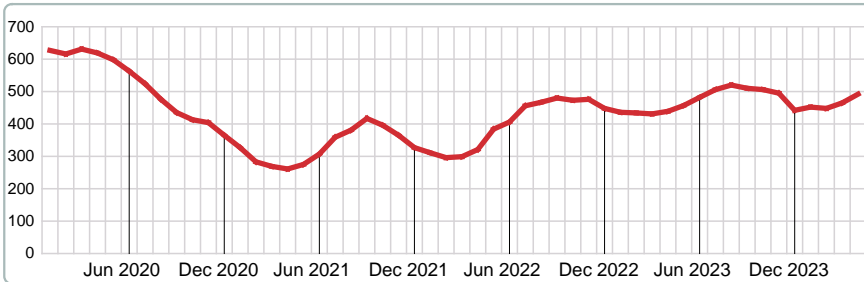
END OF APRIL



ACTIVE DURING APRIL

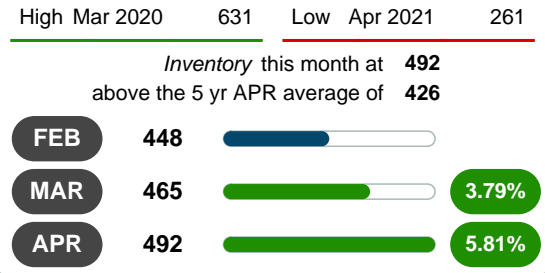


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 426



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	29	5.89%	55.0	20	7	1	1
\$75,001 - \$125,000	48	9.76%	55.5	14	32	2	0
\$125,001 - \$175,000	83	16.87%	41.0	20	47	12	4
\$175,001 - \$300,000	146	29.67%	64.5	27	95	20	4
\$300,001 - \$475,000	78	15.85%	53.5	11	45	17	5
\$475,001 - \$775,000	58	11.79%	56.0	0	27	21	10
\$775,001 and up	50	10.16%	64.0	1	17	23	9
Total Active Inventory by Units	492			93	270	96	33
Total Active Inventory by Volume	190,932,420	100%	59.0	18.42M	94.48M	57.99M	20.04M
Median Active Inventory Listing Price	\$246,250			\$150,000	\$240,000	\$449,700	\$585,000

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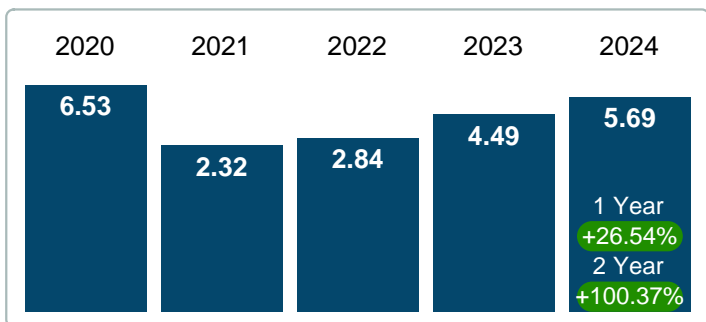
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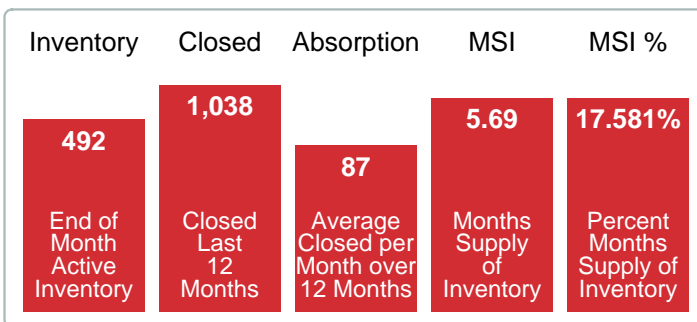
MONTHS SUPPLY of INVENTORY (MSI)

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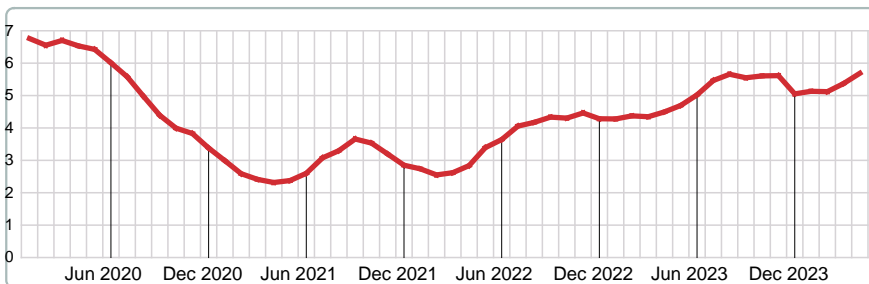
MSI FOR APRIL



INDICATORS FOR APRIL 2024

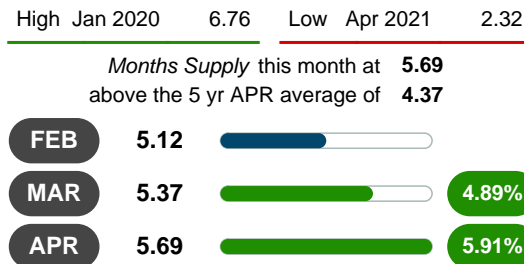


5 YEAR MARKET ACTIVITY TRENDS



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		100%	5.69	93	270	96	33

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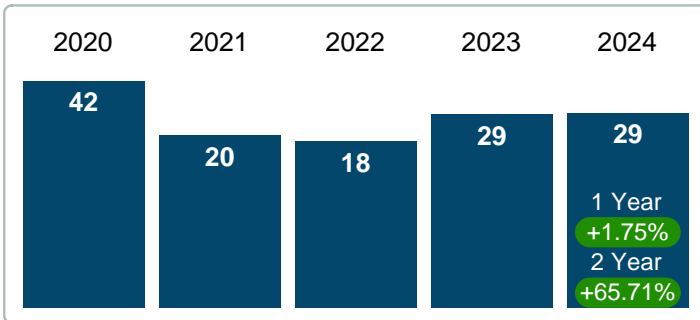
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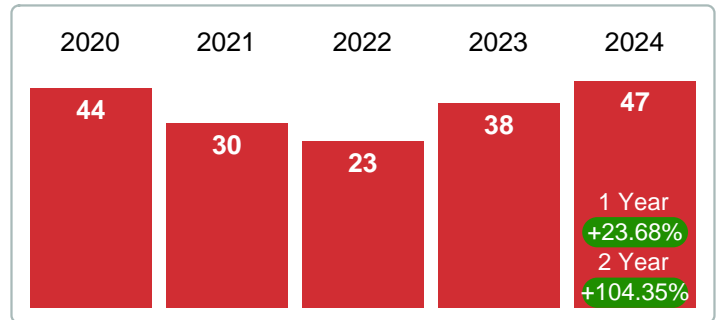
MEDIAN DAYS ON MARKET TO SALE

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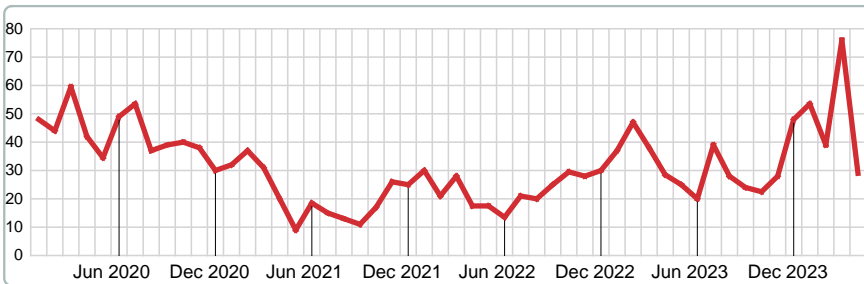
APRIL



YEAR TO DATE (YTD)

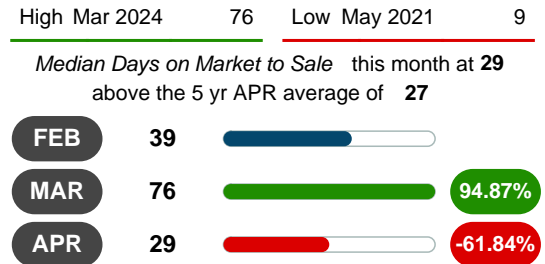


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 27



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	6.74%	55	66	44	0	0
\$75,001 - \$125,000	16.85%	25	19	37	99	0
\$125,001 - \$150,000	10.11%	60	100	39	120	0
\$150,001 - \$225,000	25.84%	26	22	26	115	2
\$225,001 - \$300,000	15.73%	13	10	14	6	49
\$300,001 - \$475,000	14.61%	12	0	12	29	0
\$475,001 and up	10.11%	45	0	15	131	134
Median Closed DOM		29	23	28	74	26
Total Closed Units	100%	89	13	58	14	4
Total Closed Volume		22,520,844	1.39M	13.07M	5.72M	2.34M

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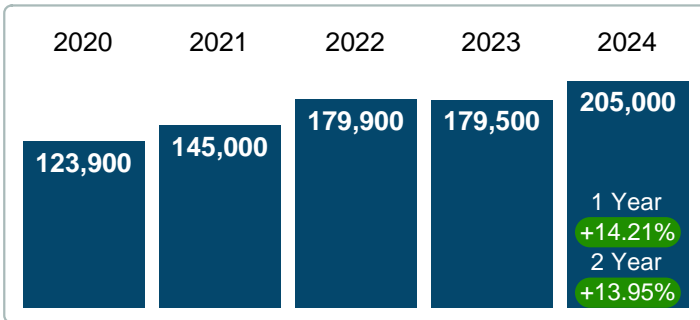
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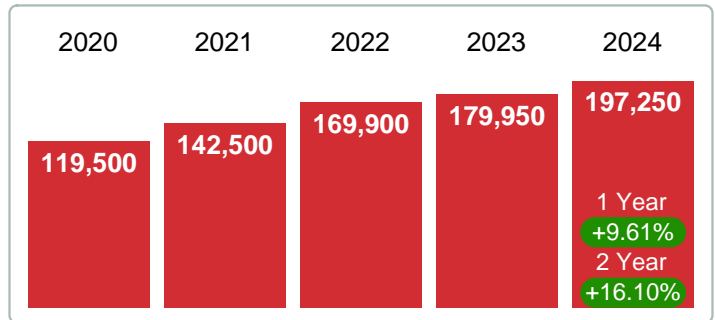
MEDIAN LIST PRICE AT CLOSING

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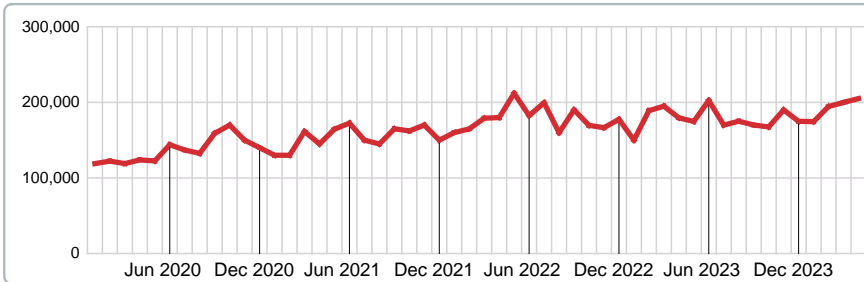
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

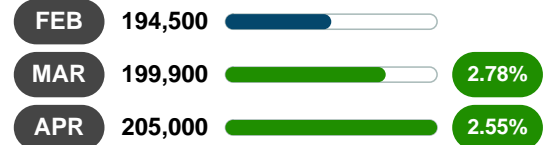


3 MONTHS

5 year APR AVG = 166,660

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

Median List Price at Closing this month at **205,000**
above the 5 yr APR average of **166,660**



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	6.74%	50,000	25,000	68,000	0	0
\$75,001 - \$125,000	14.61%	100,000	101,950	99,750	115,000	0
\$125,001 - \$150,000	8.99%	144,950	144,900	145,000	0	0
\$150,001 - \$225,000	26.97%	186,950	165,000	192,750	156,000	175,000
\$225,001 - \$300,000	17.98%	262,500	249,900	274,500	233,750	255,000
\$300,001 - \$475,000	13.48%	373,450	0	350,000	375,000	0
\$475,001 and up	11.24%	582,450	0	525,000	539,900	1,067,500
Median List Price		205,000	109,000	207,950	374,950	620,000
Total Closed Units	100%	205,000	13	58	14	4
Total Closed Volume		23,562,200	1.42M	13.43M	6.14M	2.57M

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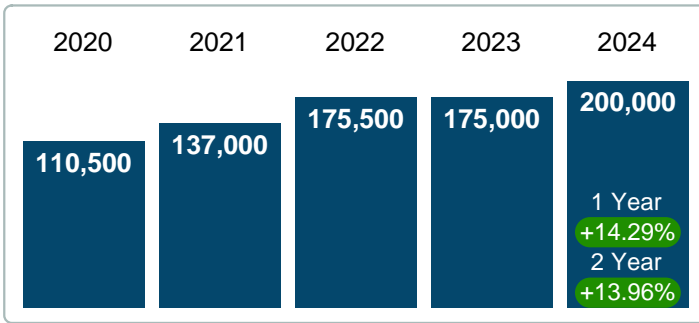
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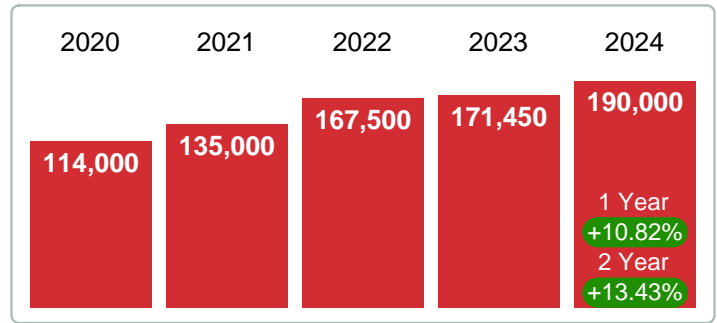
MEDIAN SOLD PRICE AT CLOSING

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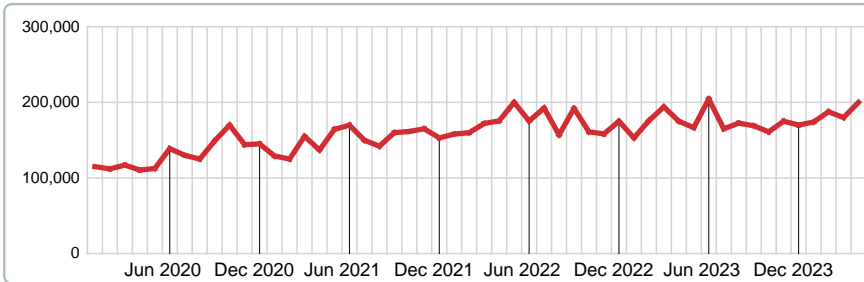
APRIL



YEAR TO DATE (YTD)

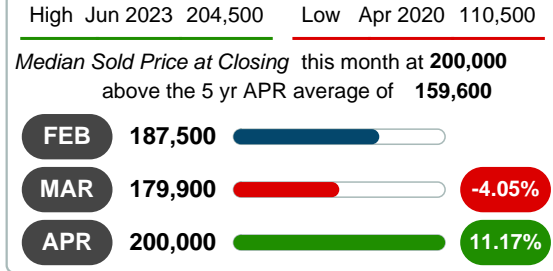


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 159,600



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	6	6.74%	48,000	25,000	65,000	0	0
\$75,001 - \$125,000	15	16.85%	100,000	99,350	99,500	102,744	0
\$125,001 - \$150,000	9	10.11%	135,500	133,000	136,000	135,000	0
\$150,001 - \$225,000	23	25.84%	190,000	165,000	199,000	182,000	160,000
\$225,001 - \$300,000	14	15.73%	252,000	246,000	268,000	240,000	245,000
\$300,001 - \$475,000	13	14.61%	372,000	0	366,000	400,000	0
\$475,001 and up	9	10.11%	582,500	0	550,000	545,750	967,500
Median Sold Price			200,000	101,000	205,000	375,000	527,500
Total Closed Units		100%	200,000	13	58	14	4
Total Closed Volume			22,520,844	1.39M	13.07M	5.72M	2.34M

April 2024



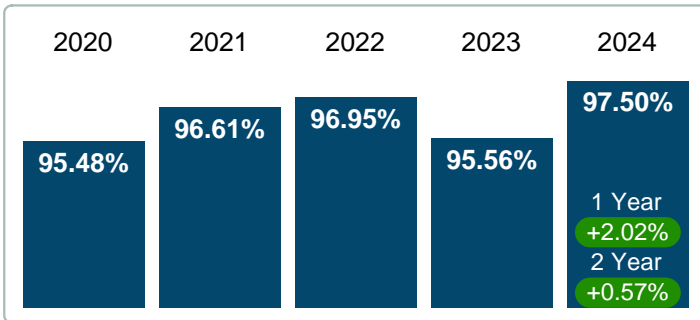
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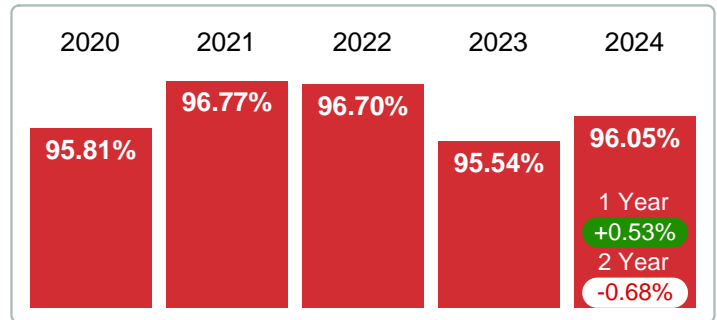
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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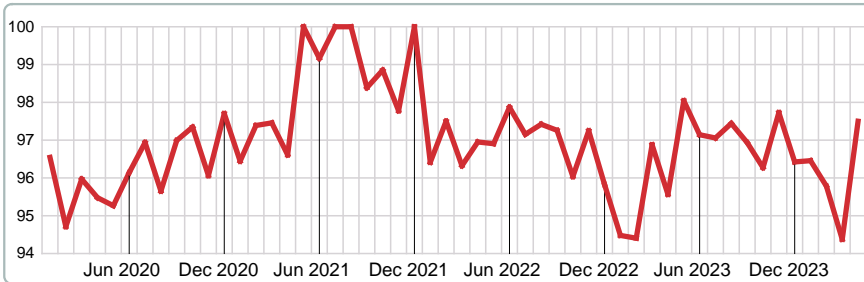
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

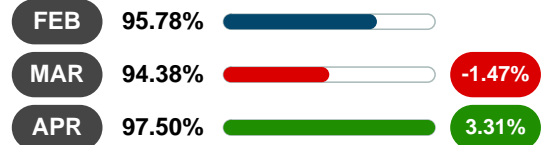


3 MONTHS

5 year APR AVG = 96.42%

High Dec 2021 100.00% Low Mar 2024 94.38%

Median Sold/List Ratio this month at **97.50%**
above the 5 yr APR average of **96.42%**



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	6	6.74%	100.00%	100.00%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	15	16.85%	94.55%	97.27%	93.03%	89.34%	0.00%
\$125,001 - \$150,000	9	10.11%	93.40%	91.79%	93.45%	87.10%	0.00%
\$150,001 - \$225,000	23	25.84%	97.19%	100.00%	97.14%	98.43%	91.43%
\$225,001 - \$300,000	14	15.73%	97.68%	98.44%	96.92%	103.23%	96.08%
\$300,001 - \$475,000	13	14.61%	100.00%	0.00%	100.00%	94.79%	0.00%
\$475,001 and up	9	10.11%	96.02%	0.00%	100.00%	93.74%	90.03%
Median Sold/List Ratio		97.50%		100.00%	98.02%	93.95%	93.75%
Total Closed Units		89	100%	13	58	14	4
Total Closed Volume		22,520,844		1.39M	13.07M	5.72M	2.34M

April 2024



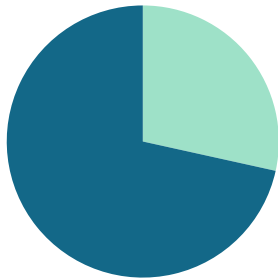
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

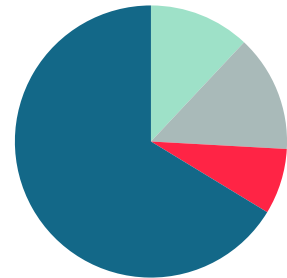


Inventory
 New Listings
185 = 28.46%
 Start Inventory
465
 Total Inventory Units
650
 Volume
\$237,969,194

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%
Median List Price	179,500	205,000	14.21%	179,950	197,250	9.61%
Median Sale Price	175,000	200,000	14.29%	171,450	190,000	10.82%
Median Percent of Selling Price to List Price	95.56%	97.50%	2.03%	95.54%	96.05%	0.53%
Median Days on Market to Sale	28.50	29.00	1.75%	38.00	47.00	23.68%
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

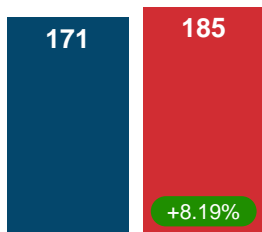
Inventory on April 30, 2024 = **492**

2023 **2024**

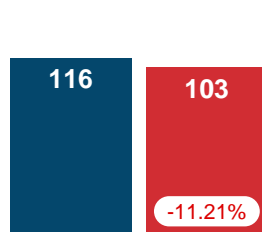
APRIL MARKET

MEDIAN PRICES

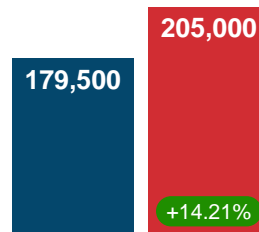
New Listings



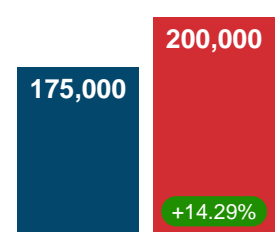
Pending Listings



List Price



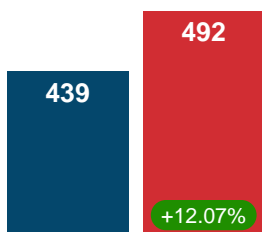
Sale Price



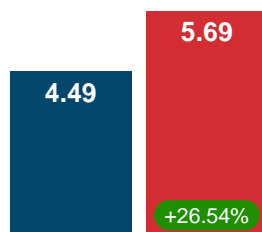
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

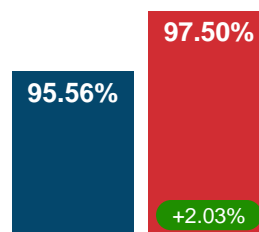
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

