

May 2024



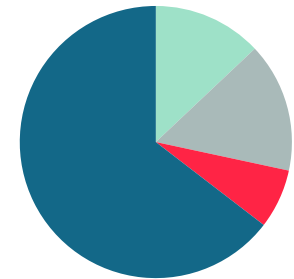
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	May 2024	+/-%
Closed Listings	112	101	-9.82%
Pending Listings	88	120	36.36%
New Listings	163	173	6.13%
Average List Price	209,727	270,394	28.93%
Average Sale Price	202,835	261,986	29.16%
Average Percent of Selling Price to List Price	96.57%	95.75%	-0.86%
Average Days on Market to Sale	47.97	53.03	10.54%
End of Month Inventory	457	503	10.07%
Months Supply of Inventory	4.70	5.88	25.18%



■ Closed (12.97%)
■ Pending (15.40%)
■ Other OffMarket (7.06%)
■ Active (64.57%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of May 31, 2024 = **503**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2024 rose **10.07%** to 503 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **5.88** 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 **29.16%** in May 2024 to \$261,986 versus the previous year at \$202,835.

Average Days on Market Lengthens

The average number of **53.03** days that homes spent on the market before selling increased by 5.06 days or **10.54%** in May 2024 compared to last year's same month at **47.97** DOM.

Sales Success for May 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 173 New Listings in May 2024, up **6.13%** from last year at 163. Furthermore, there were 101 Closed Listings this month versus last year at 112, a **-9.82%** decrease.

Closed versus Listed trends yielded a **58.4%** ratio, down from previous year's, May 2023, at **68.7%**, a **15.03%** downswing. This will certainly create pressure on an increasing Monthly 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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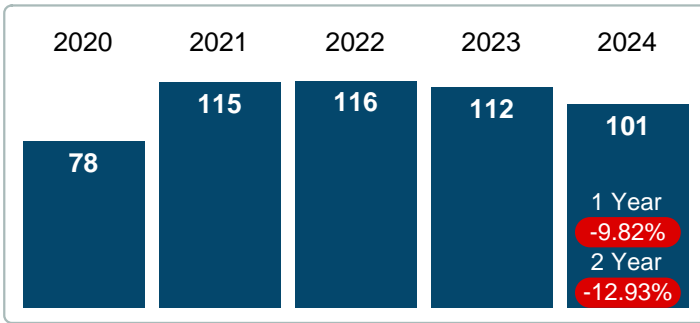
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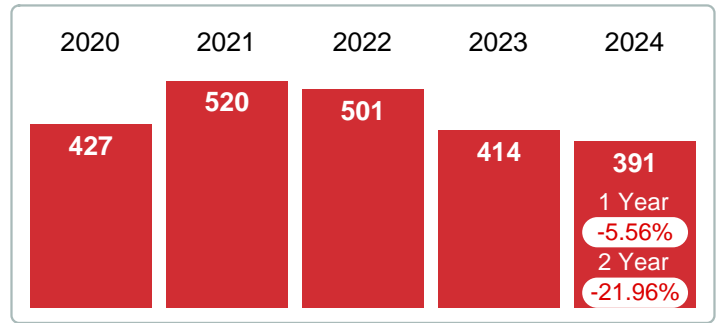
CLOSED LISTINGS

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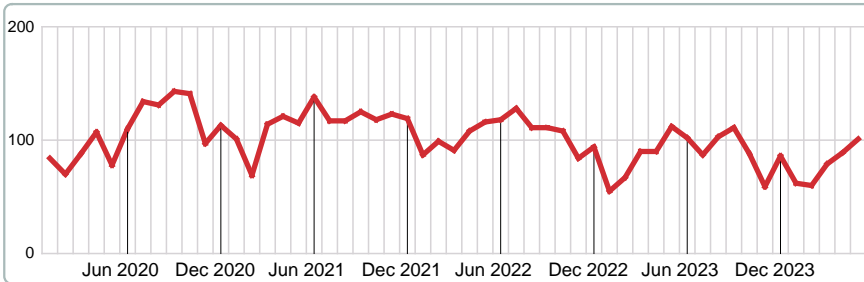
MAY



YEAR TO DATE (YTD)

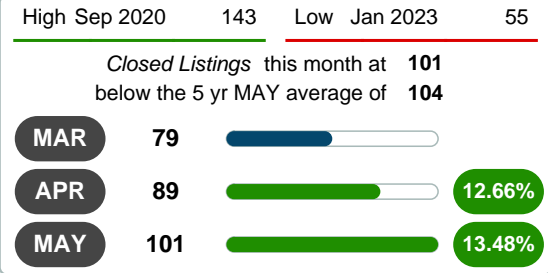


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 104



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	8	7.92%	32.4	5	3	0	0
\$75,001 - \$100,000	6	5.94%	17.5	1	5	0	0
\$100,001 - \$125,000	13	12.87%	53.2	5	7	1	0
\$125,001 - \$225,000	37	36.63%	56.1	8	26	3	0
\$225,001 - \$325,000	15	14.85%	53.2	0	10	5	0
\$325,001 - \$475,000	12	11.88%	60.9	3	5	3	1
\$475,001 and up	10	9.90%	69.6	1	2	4	3
Total Closed Units	101			23	58	16	4
Total Closed Volume	26,460,598	100%	53.0	4.02M	11.85M	7.17M	3.42M
Average Closed Price	\$261,986			\$174,879	\$204,255	\$448,223	\$855,000

May 2024



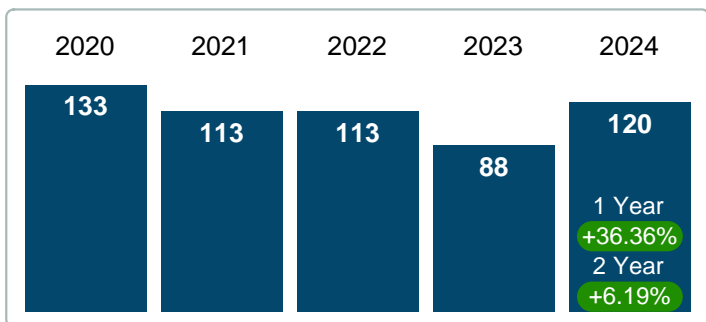
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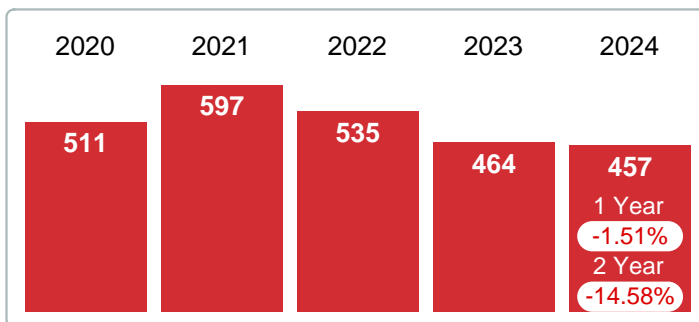
PENDING LISTINGS

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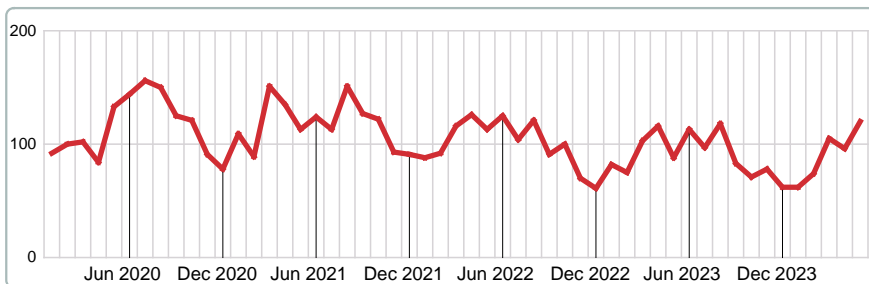
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 113

High Jul 2020 156 Low Dec 2022 61

Pending Listings this month at 120 above the 5 yr MAY average of 113



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	6	5.00%	30.7	3	3	0	0
\$75,001 - \$125,000	22	18.33%	71.5	7	13	2	0
\$125,001 - \$150,000	9	7.50%	66.1	1	7	1	0
\$150,001 - \$225,000	30	25.00%	80.3	4	22	4	0
\$225,001 - \$325,000	27	22.50%	49.2	4	14	9	0
\$325,001 - \$575,000	13	10.83%	70.1	4	8	1	0
\$575,001 and up	13	10.83%	62.3	0	8	4	1
Total Pending Units	120			23	75	21	1
Total Pending Volume	32,906,999	100%	59.3	4.24M	20.10M	7.98M	595.00K
Average Listing Price	\$184,444			\$184,239	\$267,959	\$379,886	\$595,000

May 2024



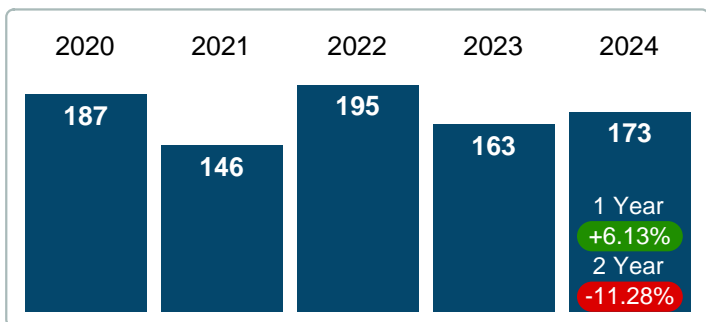
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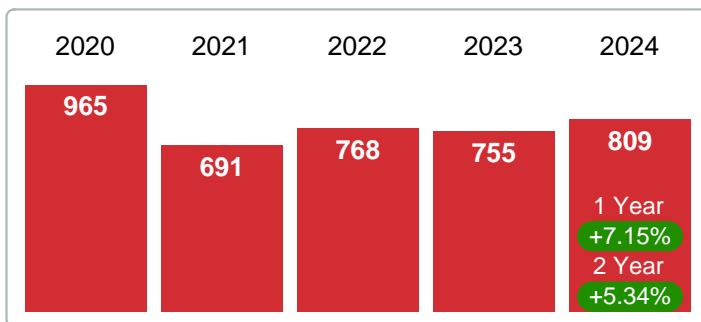
NEW LISTINGS

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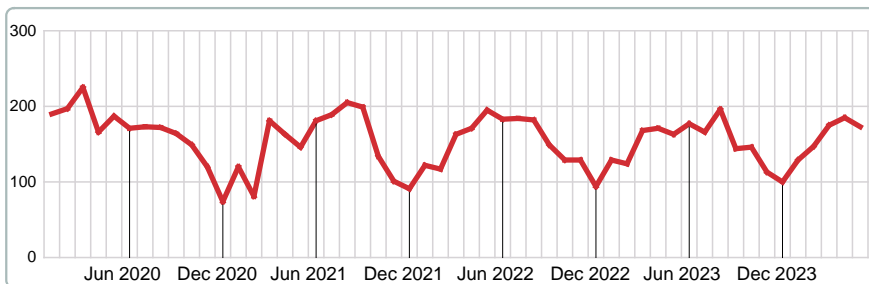
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 173

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 173
equal to 5 yr MAY average of 173



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	12	6.94%	7	5	0	0
\$75,001 - \$125,000	19	10.98%	7	7	4	1
\$125,001 - \$175,000	21	12.14%	3	12	5	1
\$175,001 - \$275,000	45	26.01%	9	31	4	1
\$275,001 - \$375,000	34	19.65%	4	22	8	0
\$375,001 - \$700,000	25	14.45%	5	9	9	2
\$700,001 and up	17	9.83%	1	5	3	8
Total New Listed Units	173		36	91	33	13
Total New Listed Volume	62,609,196	100%	7.94M	26.43M	12.49M	15.76M
Average New Listed Listing Price	\$212,250		\$220,522	\$290,396	\$378,385	\$1,212,131

May 2024



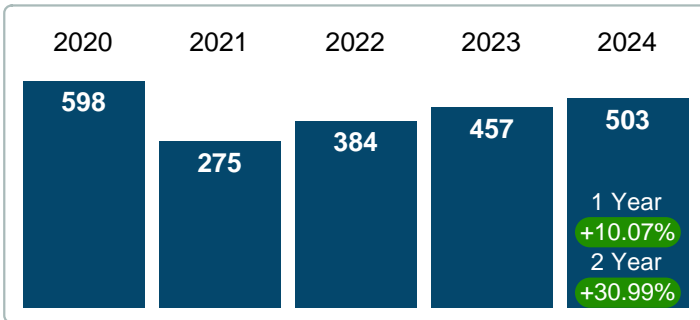
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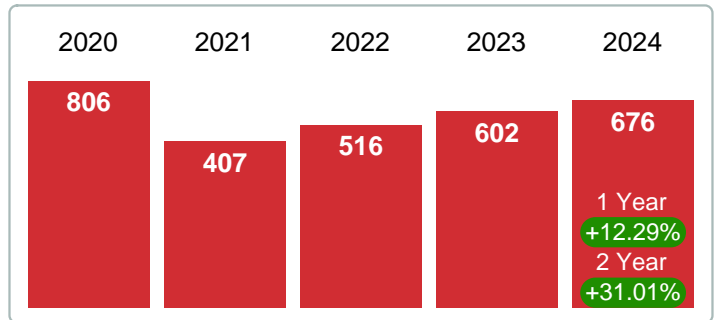
ACTIVE INVENTORY

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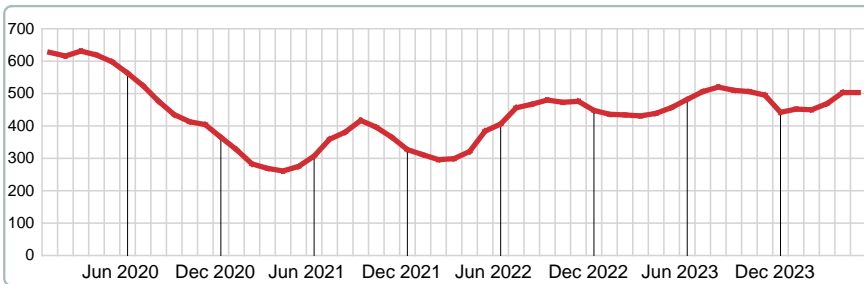
END OF MAY



ACTIVE DURING MAY

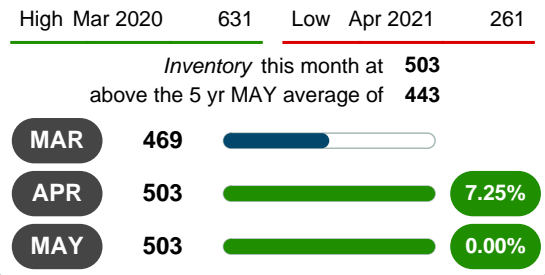


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 443



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	35	6.96%	78.1	24	9	1	1
\$75,001 - \$125,000	43	8.55%	67.0	12	25	5	1
\$125,001 - \$175,000	80	15.90%	79.2	20	42	15	3
\$175,001 - \$325,000	158	31.41%	72.5	27	112	15	4
\$325,001 - \$475,000	72	14.31%	76.8	6	40	21	5
\$475,001 - \$825,000	65	12.92%	74.7	4	28	22	11
\$825,001 and up	50	9.94%	82.4	2	16	19	13
Total Active Inventory by Units	503			95	272	98	38
Total Active Inventory by Volume	204,992,829	100%	75.4	19.74M	98.21M	56.22M	30.82M
Average Active Inventory Listing Price	\$407,540			\$207,817	\$361,063	\$573,652	\$811,137

May 2024



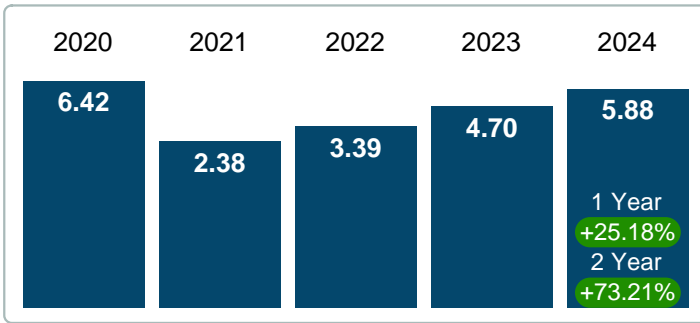
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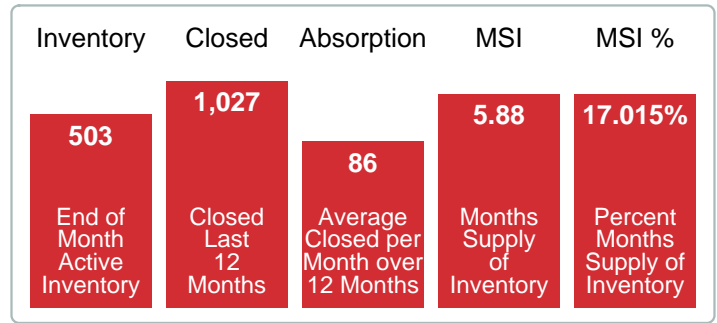
MONTHS SUPPLY of INVENTORY (MSI)

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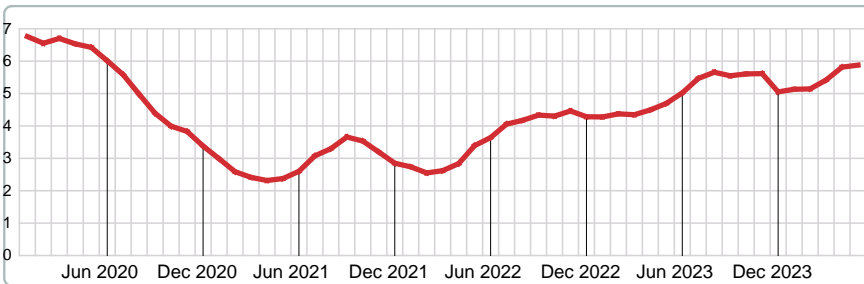
MSI FOR MAY



INDICATORS FOR MAY 2024

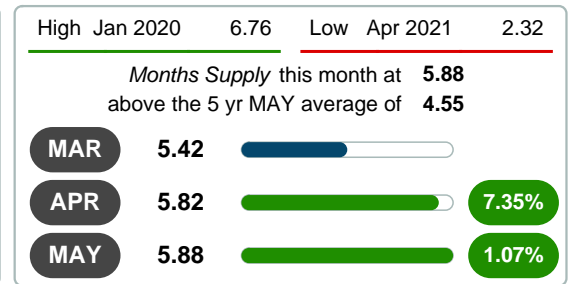


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4.55



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	35	6.96%	3.21	4.65	1.71	2.00	0.00
\$75,001 - \$125,000	43	8.55%	3.61	3.35	3.37	7.50	4.00
\$125,001 - \$175,000	80	15.90%	3.98	4.44	3.23	6.43	12.00
\$175,001 - \$325,000	158	31.41%	6.02	8.31	6.34	3.16	6.86
\$325,001 - \$475,000	72	14.31%	9.09	4.80	10.43	9.69	7.50
\$475,001 - \$825,000	65	12.92%	11.14	9.60	8.84	13.20	18.86
\$825,001 and up	50	9.94%	18.75	24.00	96.00	11.40	17.33
Market Supply of Inventory (MSI)			5.88	5.21	5.39	7.13	12.32
Total Active Inventory by Units		100%	5.88	95	272	98	38

May 2024



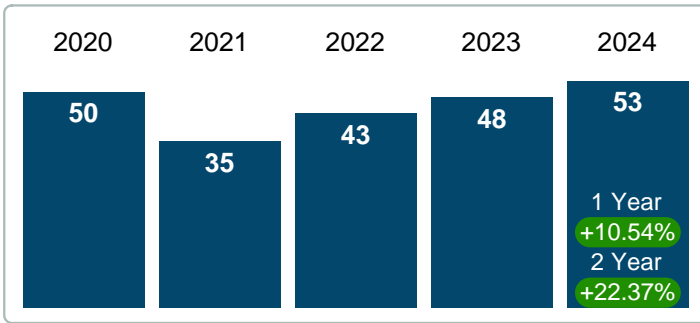
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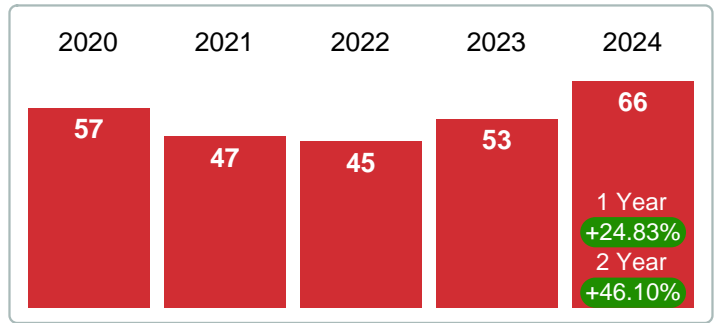
AVERAGE DAYS ON MARKET TO SALE

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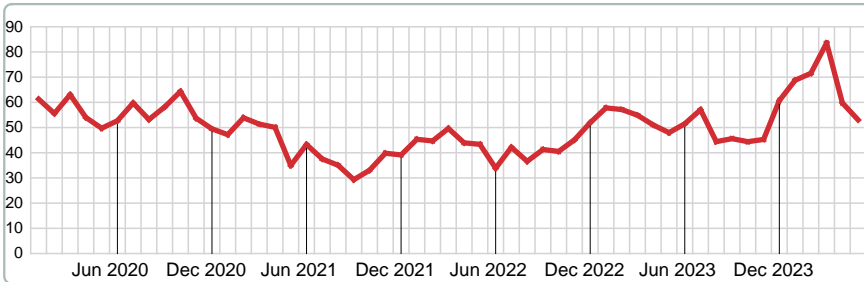
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

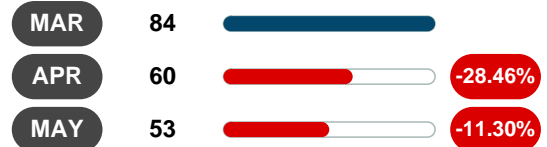


3 MONTHS

5 year MAY AVG = 46

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 53 above the 5 yr MAY average of 46



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	7.92%	32	41	19	0	0
\$75,001 - \$100,000	5.94%	18	1	21	0	0
\$100,001 - \$125,000	12.87%	53	25	67	98	0
\$125,001 - \$225,000	36.63%	56	82	53	17	0
\$225,001 - \$325,000	14.85%	53	0	46	68	0
\$325,001 - \$475,000	11.88%	61	129	47	35	3
\$475,001 and up	9.90%	70	58	7	91	87
Average Closed DOM		53	62	47	60	66
Total Closed Units	100%	53	23	58	16	4
Total Closed Volume		26,460,598	4.02M	11.85M	7.17M	3.42M

May 2024



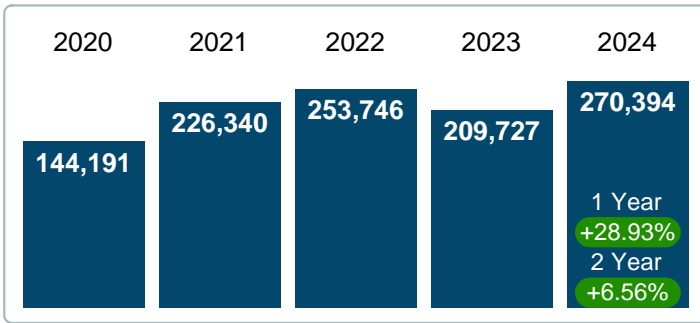
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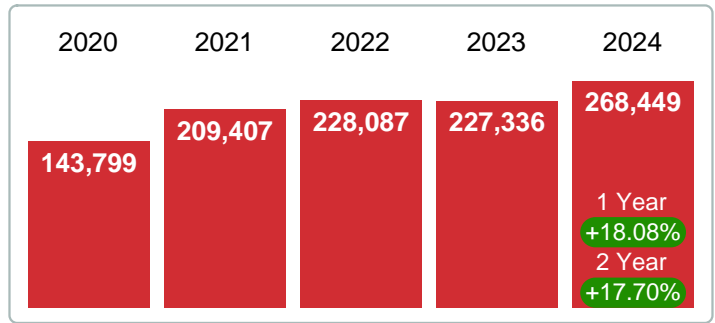
AVERAGE LIST PRICE AT CLOSING

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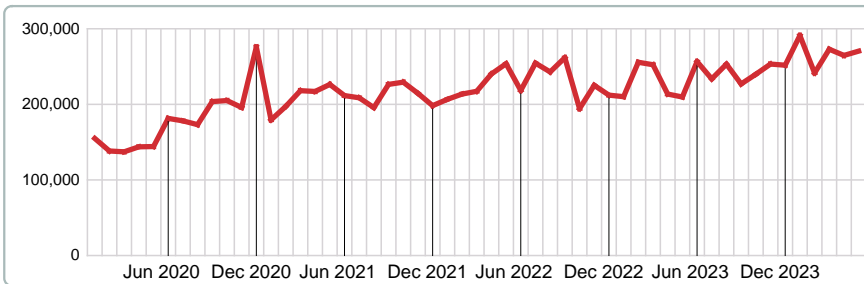
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

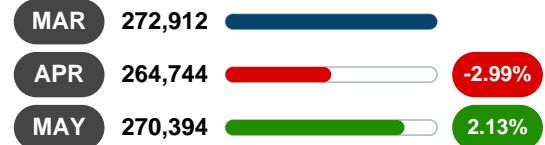


3 MONTHS

5 year MAY AVG = 220,879

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

Average List Price at Closing this month at **270,394** above the 5 yr MAY average of **220,879**



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	7.92%	52,700	52,320	60,000	0	0
\$75,001 - \$100,000	4.95%	87,960	85,000	91,960	0	0
\$100,001 - \$125,000	9.90%	118,620	131,820	133,071	105,500	0
\$125,001 - \$225,000	37.62%	172,389	181,988	177,427	177,800	0
\$225,001 - \$325,000	16.83%	268,188	0	282,580	279,380	0
\$325,001 - \$475,000	10.89%	389,264	457,667	393,880	404,800	350,000
\$475,001 and up	11.88%	822,525	565,000	647,750	982,475	1,035,000
Average List Price		270,394	191,287	211,640	448,756	863,750
Total Closed Units	100%	270,394	23	58	16	4
Total Closed Volume		27,309,799	4.40M	12.28M	7.18M	3.46M

May 2024



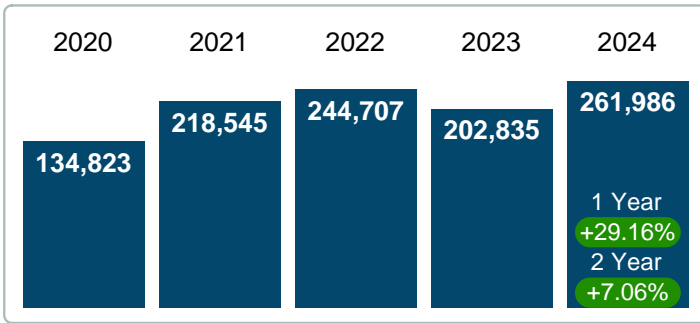
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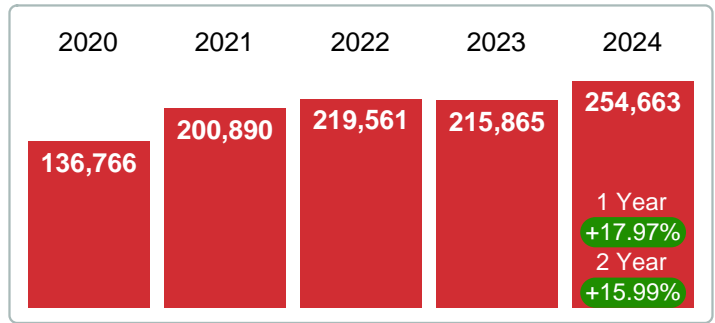
AVERAGE SOLD PRICE AT CLOSING

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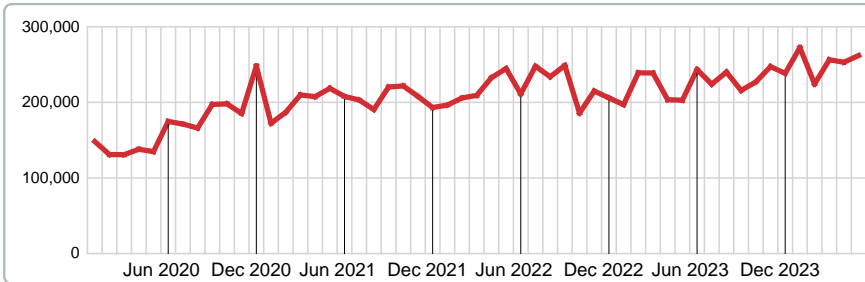
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

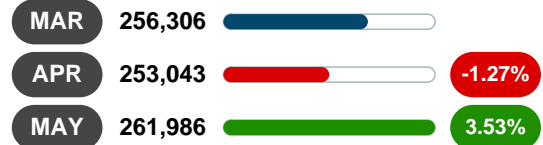


3 MONTHS

5 year MAY AVG = 212,579

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

Average Sold Price at Closing this month at **261,986** above the 5 yr MAY average of **212,579**



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	7.92%	49,088	47,940	51,000	0	0
\$75,001 - \$100,000	5.94%	89,750	88,000	90,100	0	0
\$100,001 - \$125,000	12.87%	115,100	114,580	116,914	105,000	0
\$125,001 - \$225,000	36.63%	172,474	169,953	173,150	173,333	0
\$225,001 - \$325,000	14.85%	270,367	0	275,900	259,300	0
\$325,001 - \$475,000	11.88%	388,417	420,667	372,800	391,667	360,000
\$475,001 and up	9.90%	893,507	500,000	650,000	1,018,769	1,020,000
Average Sold Price		261,986	174,879	204,255	448,223	855,000
Total Closed Units	100%	261,986	23	58	16	4
Total Closed Volume		26,460,598	4.02M	11.85M	7.17M	3.42M

May 2024



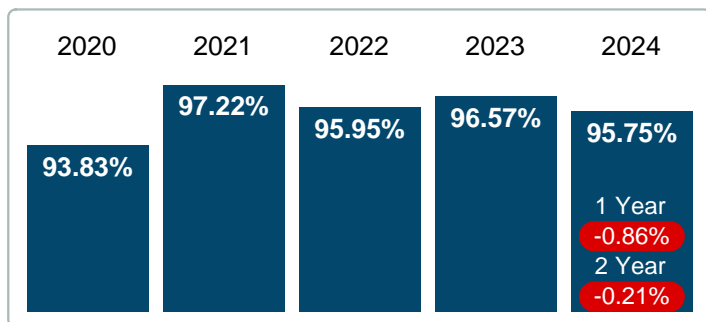
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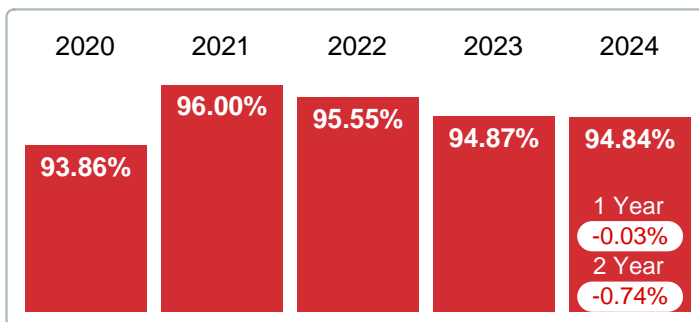
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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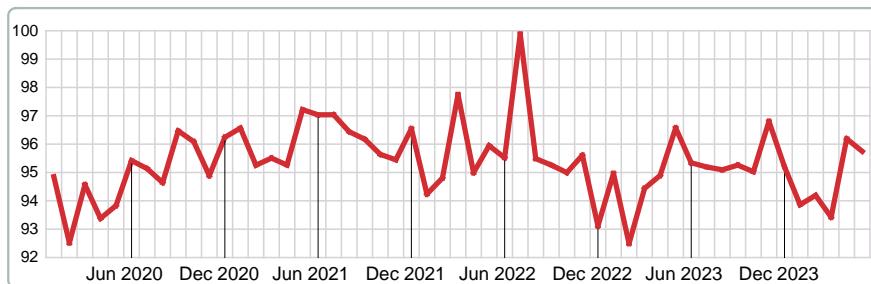
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

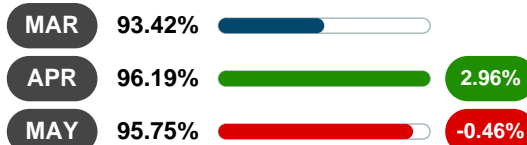


3 MONTHS

5 year MAY AVG = 95.86%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **95.75%** equal to 5 yr MAY average of **95.86%**



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	8	7.92%	90.48%	94.01%	84.59%	0.00%	0.00%
\$75,001 - \$100,000	6	5.94%	101.75%	103.53%	101.40%	0.00%	0.00%
\$100,001 - \$125,000	13	12.87%	90.57%	88.97%	90.44%	99.53%	0.00%
\$125,001 - \$225,000	37	36.63%	96.76%	93.36%	97.69%	97.79%	0.00%
\$225,001 - \$325,000	15	14.85%	96.18%	0.00%	97.79%	92.96%	0.00%
\$325,001 - \$475,000	12	11.88%	95.21%	91.89%	94.79%	96.68%	102.86%
\$475,001 and up	10	9.90%	99.33%	88.50%	100.55%	101.63%	99.06%
Average Sold/List Ratio		95.70%		92.59%	96.32%	97.14%	100.01%
Total Closed Units		101	100%	23	58	16	4
Total Closed Volume		26,460,598		4.02M	11.85M	7.17M	3.42M

May 2024



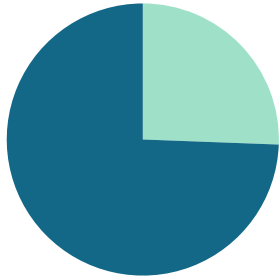
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

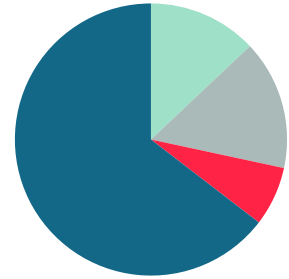


Inventory
 New Listings
173 = 25.59%
 Start Inventory
503
 Total Inventory Units
676
 Volume
\$254,087,715

Market Activity

Closed Sales
101 = 12.97%
 Pending Sales
120 = 15.40%
 Other Off Market
55 = 7.06%
 Active Inventory
503 = 64.57%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	112	101	-9.82%	414	391	-5.56%
Pending Sales	88	120	36.36%	464	457	-1.51%
New Listings	163	173	6.13%	755	809	7.15%
Average List Price	209,727	270,394	28.93%	227,336	268,449	18.08%
Average Sale Price	202,835	261,986	29.16%	215,865	254,663	17.97%
Average Percent of Selling Price to List Price	96.57%	95.75%	-0.86%	94.87%	94.84%	-0.03%
Average Days on Market to Sale	47.97	53.03	10.54%	52.93	66.07	24.83%
Monthly Inventory	457	503	10.07%	457	503	10.07%
Months Supply of Inventory	4.70	5.88	25.18%	4.70	5.88	25.18%

Absorption: Last 12 months, an Average of **86** Sales/Month

Inventory on May 31, 2024 = **503**

2023 **2024**

MAY MARKET

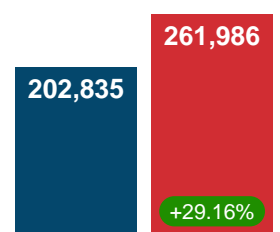
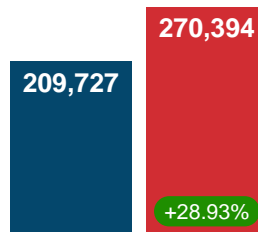
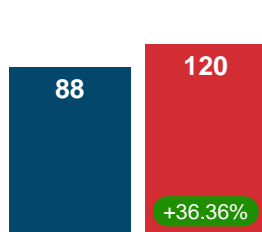
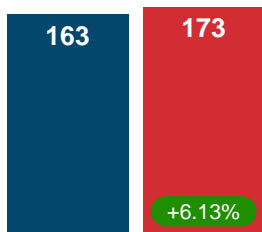
AVERAGE PRICES

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

