

June 2024



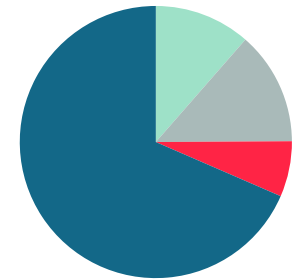
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	June 2024	+/-%
Closed Listings	102	90	-11.76%
Pending Listings	113	106	-6.19%
New Listings	177	176	-0.56%
Average List Price	256,539	260,832	1.67%
Average Sale Price	243,342	247,800	1.83%
Average Percent of Selling Price to List Price	95.34%	95.48%	0.14%
Average Days on Market to Sale	51.49	64.23	24.75%
End of Month Inventory	482	539	11.83%
Months Supply of Inventory	5.02	6.37	26.92%



■ Closed (11.44%)
■ Pending (13.47%)
■ Other OffMarket (6.61%)
■ Active (68.49%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of June 30, 2024 = **539**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2024 rose **11.83%** to 539 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **6.37** 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 **1.83%** in June 2024 to \$247,800 versus the previous year at \$243,342.

Average Days on Market Lengthens

The average number of **64.23** days that homes spent on the market before selling increased by 12.74 days or **24.75%** in June 2024 compared to last year's same month at **51.49** DOM.

Sales Success for June 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 176 New Listings in June 2024, down **0.56%** from last year at 177. Furthermore, there were 90 Closed Listings this month versus last year at 102, a **-11.76%** decrease.

Closed versus Listed trends yielded a **51.1%** ratio, down from previous year's, June 2023, at **57.6%**, a **11.26%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

June 2024



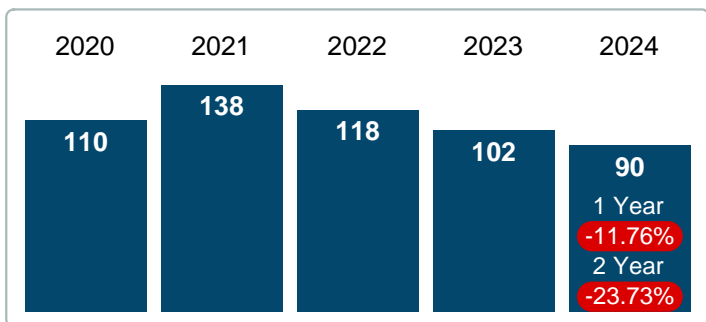
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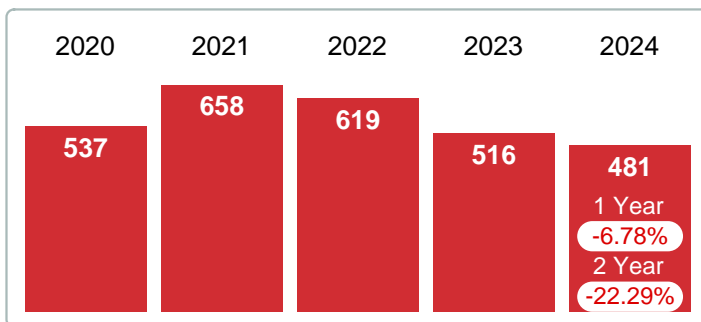
CLOSED LISTINGS

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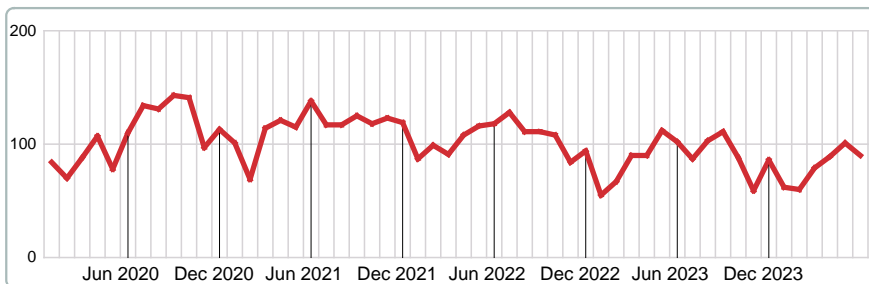
JUNE



YEAR TO DATE (YTD)

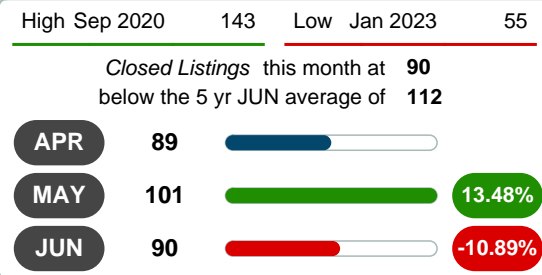


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 112



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	8.89%	40.0	3	5	0	0
\$75,001 - \$100,000	9	10.00%	90.2	2	6	1	0
\$100,001 - \$150,000	15	16.67%	73.1	3	10	2	0
\$150,001 - \$225,000	22	24.44%	77.4	5	15	2	0
\$225,001 - \$300,000	14	15.56%	58.6	1	7	6	0
\$300,001 - \$525,000	14	15.56%	37.1	3	10	1	0
\$525,001 and up	8	8.89%	63.5	0	4	3	1
Total Closed Units	90			17	57	15	1
Total Closed Volume	22,301,980	100%	64.2	3.27M	13.08M	5.41M	540.00K
Average Closed Price	\$247,800			\$192,500	\$229,510	\$360,495	\$540,000

June 2024



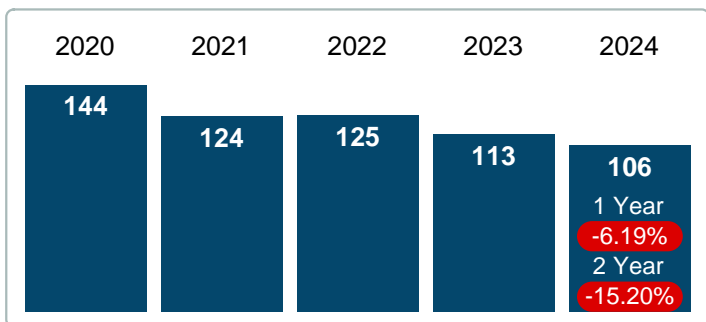
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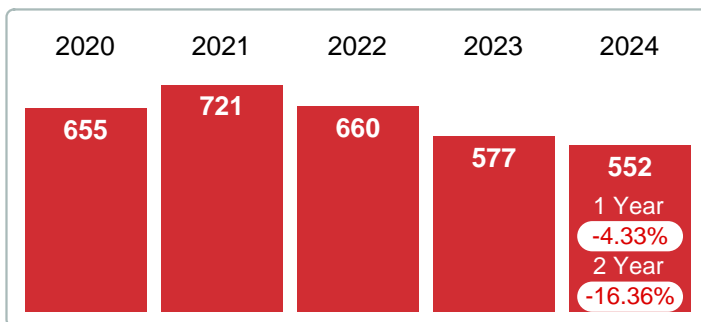
PENDING LISTINGS

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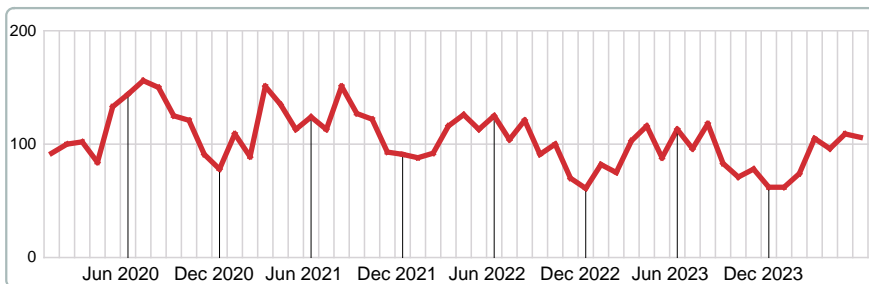
JUNE



YEAR TO DATE (YTD)

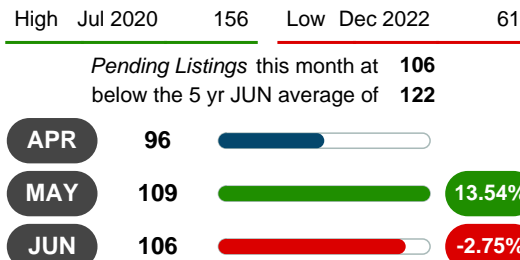


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 122



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	7	6.60%	73.4	4	2	0	1
\$75,001 - \$100,000	11	10.38%	79.6	3	5	3	0
\$100,001 - \$125,000	9	8.49%	61.8	1	7	1	0
\$125,001 - \$225,000	36	33.96%	52.3	7	25	4	0
\$225,001 - \$275,000	13	12.26%	70.5	0	12	1	0
\$275,001 - \$525,000	19	17.92%	79.2	2	14	2	1
\$525,001 and up	11	10.38%	104.0	0	5	6	0
Total Pending Units	106			17	70	17	2
Total Pending Volume	28,473,389	100%	65.7	2.52M	18.15M	7.38M	425.00K
Average Listing Price	\$237,500			\$147,982	\$259,283	\$434,288	\$212,500

June 2024



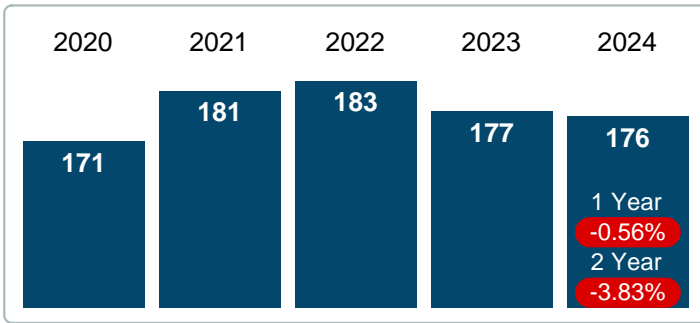
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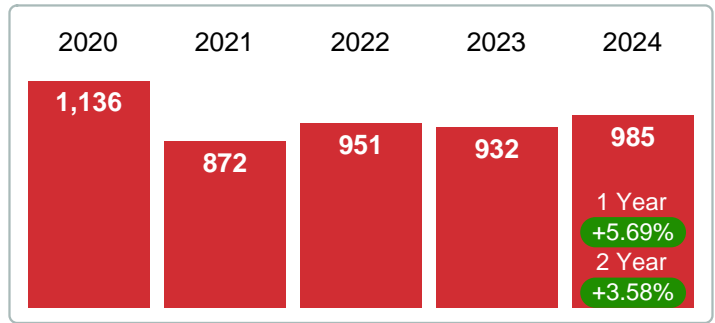
NEW LISTINGS

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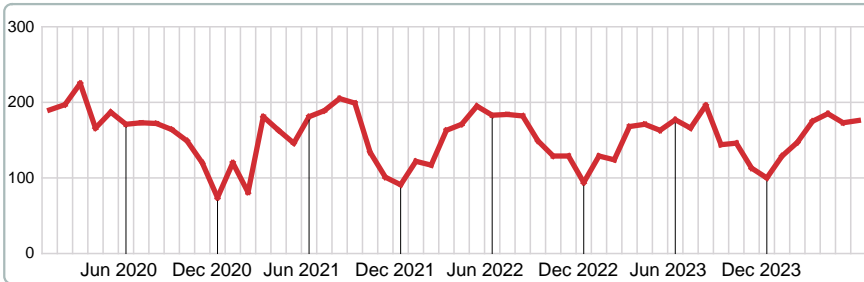
JUNE



YEAR TO DATE (YTD)

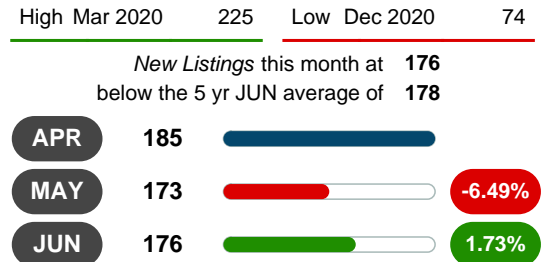


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 178



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	15	8.52%	9	4	2	0
\$90,001 - \$130,000	19	10.80%	9	10	0	0
\$130,001 - \$160,000	27	15.34%	3	21	2	1
\$160,001 - \$250,000	50	28.41%	9	35	4	2
\$250,001 - \$360,000	22	12.50%	2	17	3	0
\$360,001 - \$630,000	26	14.77%	4	14	4	4
\$630,001 and up	17	9.66%	0	6	3	8
Total New Listed Units	176		36	107	18	15
Total New Listed Volume	52,988,646	100%	5.93M	27.95M	7.02M	12.09M
Average New Listed Listing Price	\$0		\$164,814	\$261,226	\$389,830	\$805,813

June 2024



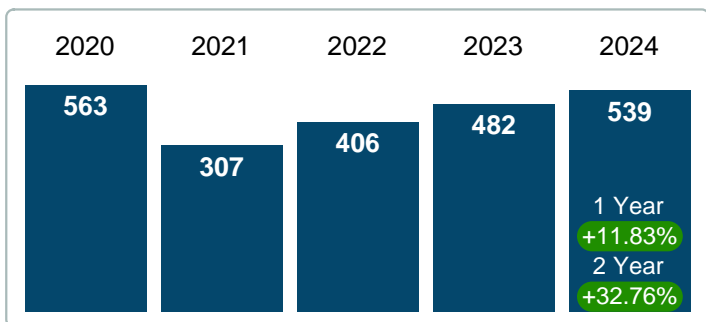
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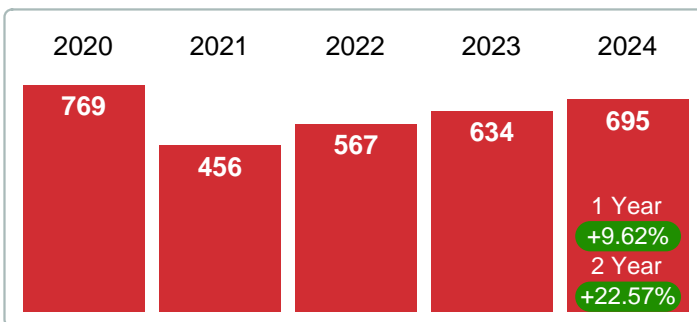
ACTIVE INVENTORY

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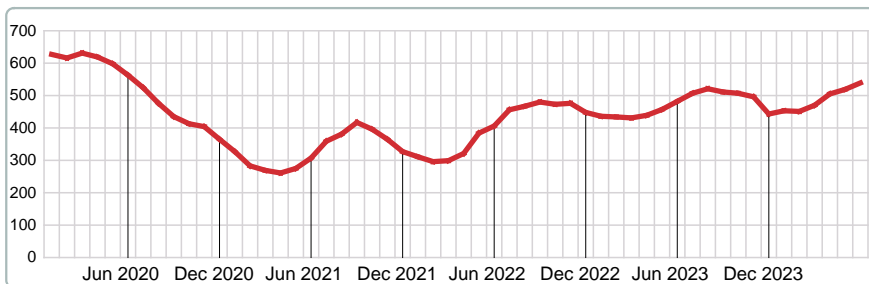
END OF JUNE



ACTIVE DURING JUNE

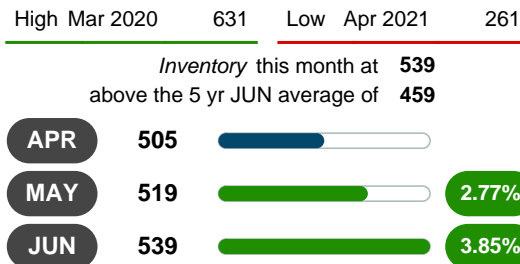


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 459



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	34	6.31%	86.1	24	9	1	0
\$75,001 - \$150,000	84	15.58%	76.2	27	44	9	4
\$150,001 - \$175,000	47	8.72%	67.4	10	30	5	2
\$175,001 - \$300,000	162	30.06%	70.3	30	112	16	4
\$300,001 - \$475,000	88	16.33%	78.3	9	48	26	5
\$475,001 - \$800,000	71	13.17%	81.7	3	34	22	12
\$800,001 and up	53	9.83%	87.7	2	15	19	17
Total Active Inventory by Units			539	105	292	98	44
Total Active Inventory by Volume			216,854,779	21.63M	101.37M	56.23M	37.63M
Average Active Inventory Listing Price			\$402,328	\$206,031	\$347,159	\$573,733	\$855,116

June 2024



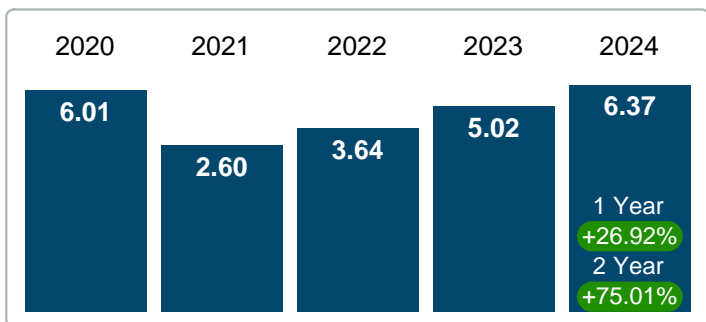
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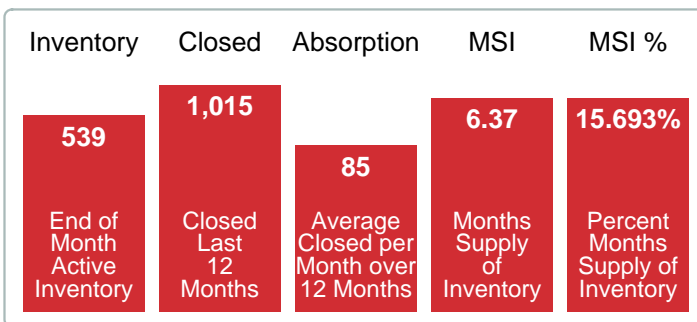
MONTHS SUPPLY of INVENTORY (MSI)

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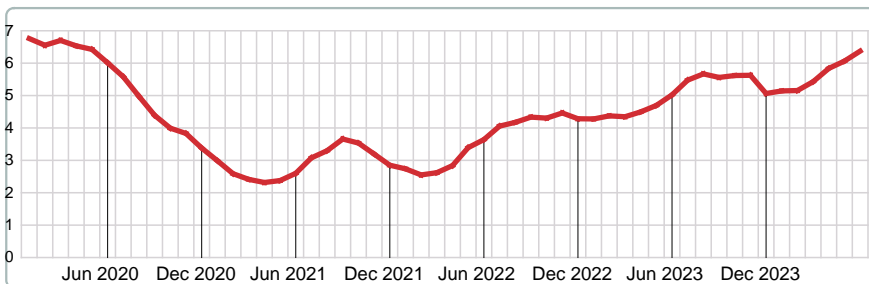
MSI FOR JUNE



INDICATORS FOR JUNE 2024

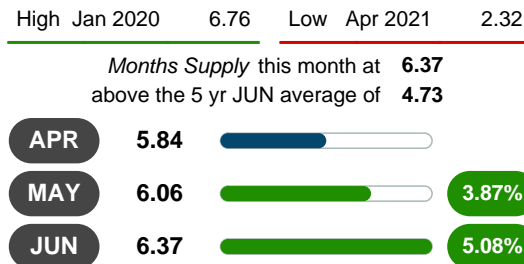


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4.73



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	34	6.31%	3.34	5.05	1.80	2.40	0.00
\$75,001 - \$150,000	84	15.58%	3.68	4.76	2.95	4.70	12.00
\$150,001 - \$175,000	47	8.72%	4.90	4.62	4.93	4.29	12.00
\$175,001 - \$300,000	162	30.06%	6.85	10.29	7.07	3.62	8.00
\$300,001 - \$475,000	88	16.33%	9.10	5.68	9.76	10.40	7.50
\$475,001 - \$800,000	71	13.17%	11.83	6.00	9.71	13.89	28.80
\$800,001 and up	53	9.83%	19.88	0.00	90.00	10.86	22.67
Market Supply of Inventory (MSI)	6.37			5.97	5.79	7.13	15.53
Total Active Inventory by Units	539	100%	6.37	105	292	98	44

June 2024



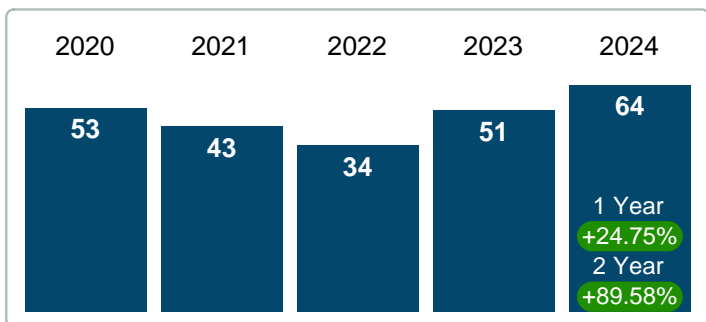
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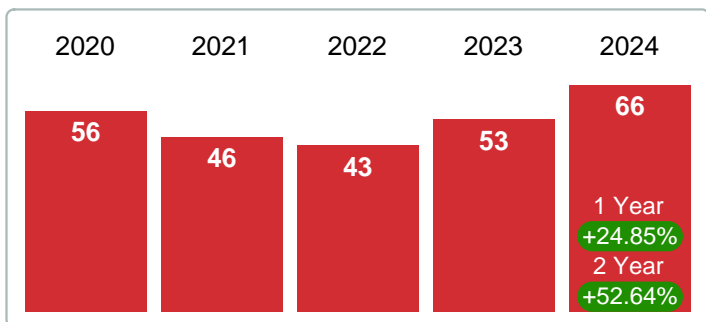
AVERAGE DAYS ON MARKET TO SALE

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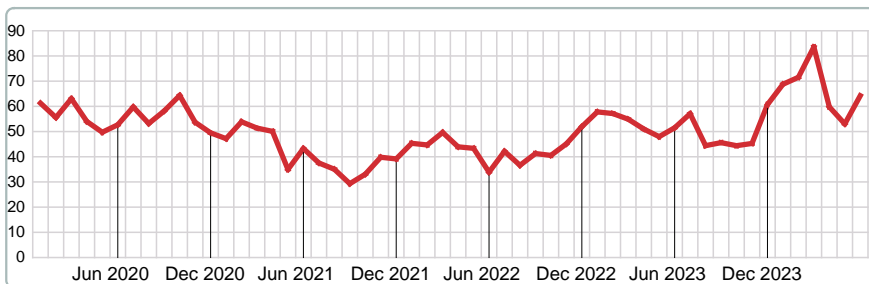
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 49

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 64 above the 5 yr JUN average of 49



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	8.89%	40	20	52	0	0
\$75,001 - \$100,000	10.00%	90	70	98	83	0
\$100,001 - \$150,000	16.67%	73	78	67	95	0
\$150,001 - \$225,000	24.44%	77	124	57	111	0
\$225,001 - \$300,000	15.56%	59	10	74	49	0
\$300,001 - \$525,000	15.56%	37	39	38	20	0
\$525,001 and up	8.89%	64	0	45	102	25
Average Closed DOM		64	69	61	74	25
Total Closed Units	100%	90	17	57	15	1
Total Closed Volume		22,301,980	3.27M	13.08M	5.41M	540.00K

June 2024



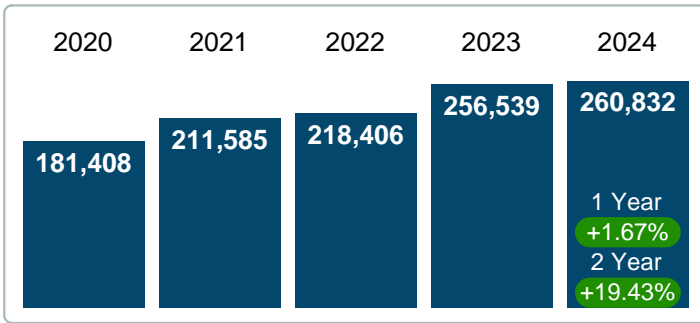
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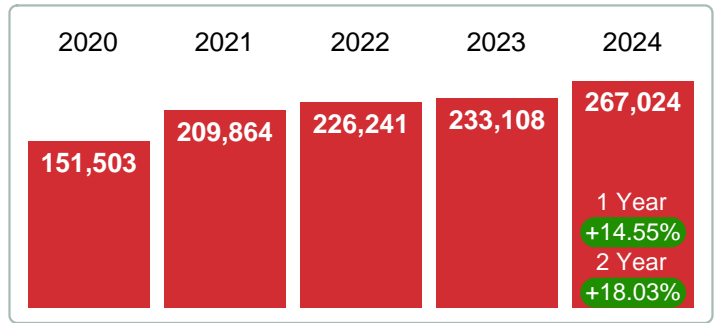
AVERAGE LIST PRICE AT CLOSING

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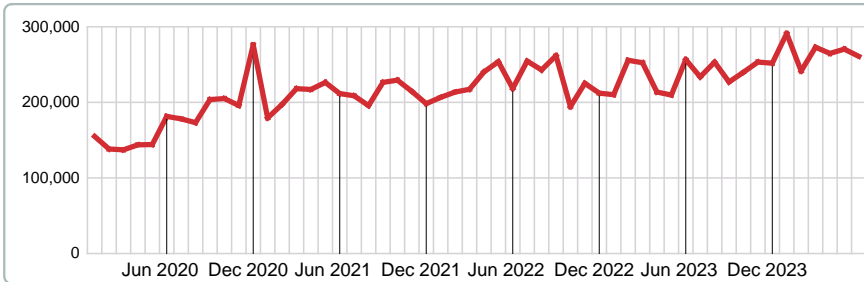
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

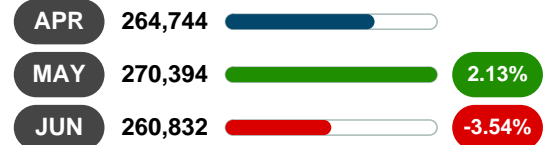


3 MONTHS

5 year JUN AVG = 225,754

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

Average List Price at Closing this month at **260,832**
above the 5 yr JUN average of **225,754**



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	8.89%	57,300	59,333	56,080	0	0
\$75,001 - \$100,000	10.00%	91,578	101,500	91,617	84,500	0
\$100,001 - \$150,000	14.44%	129,785	129,800	131,170	146,450	0
\$150,001 - \$225,000	21.11%	183,511	227,500	189,653	209,500	0
\$225,001 - \$300,000	22.22%	260,800	259,000	259,757	267,400	0
\$300,001 - \$525,000	12.22%	378,227	454,933	393,460	350,000	0
\$525,001 and up	11.11%	764,190	0	708,250	1,008,300	595,000
Average List Price		260,832	207,747	238,114	385,047	595,000
Total Closed Units	100%	260,832	17	57	15	1
Total Closed Volume		23,474,900	3.53M	13.57M	5.78M	595.00K

June 2024



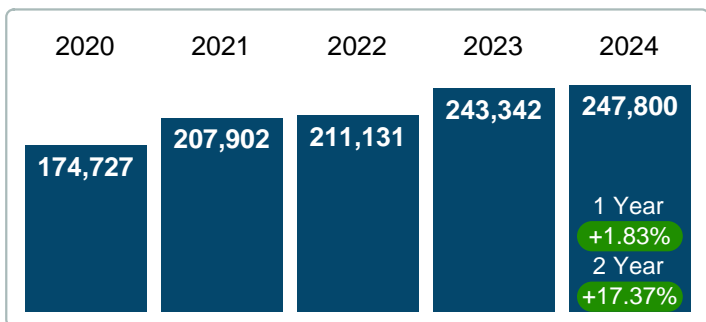
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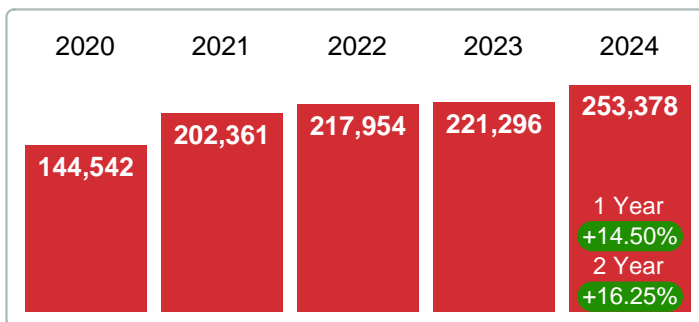
AVERAGE SOLD PRICE AT CLOSING

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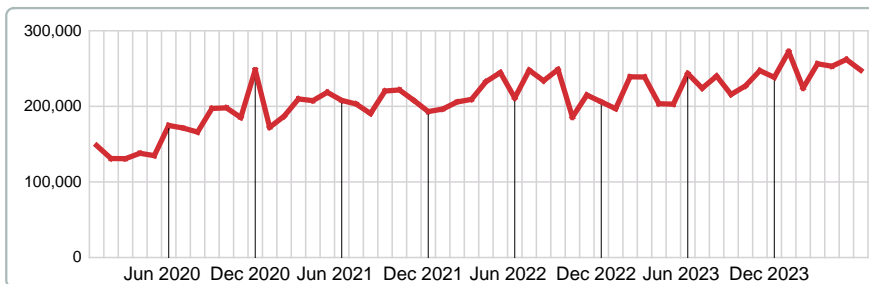
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

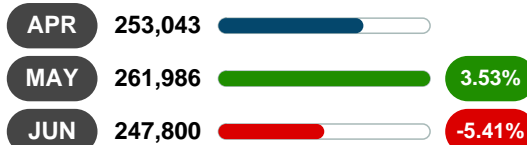


3 MONTHS

5 year JUN AVG = 216,980

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

Average Sold Price at Closing this month at **247,800** above the 5 yr JUN average of **216,980**



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	8.89%	52,488	54,167	51,480	0	0
\$75,001 - \$100,000	10.00%	85,367	87,500	85,217	82,000	0
\$100,001 - \$150,000	16.67%	127,105	122,667	125,557	141,500	0
\$150,001 - \$225,000	24.44%	192,854	208,400	185,453	209,500	0
\$225,001 - \$300,000	15.56%	258,500	255,000	253,643	264,750	0
\$300,001 - \$525,000	15.56%	383,316	423,333	375,050	345,920	0
\$525,001 and up	8.89%	747,375	0	687,500	896,333	540,000
Average Sold Price		247,800	192,500	229,510	360,495	540,000
Total Closed Units	100%	247,800	17	57	15	1
Total Closed Volume		22,301,980	3.27M	13.08M	5.41M	540.00K

June 2024



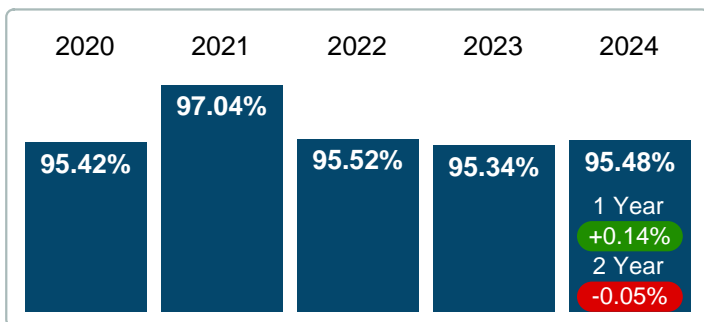
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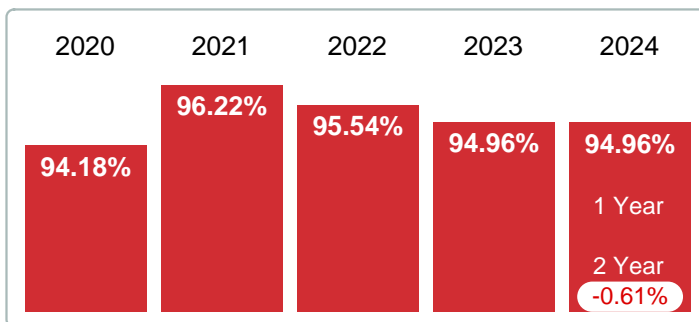
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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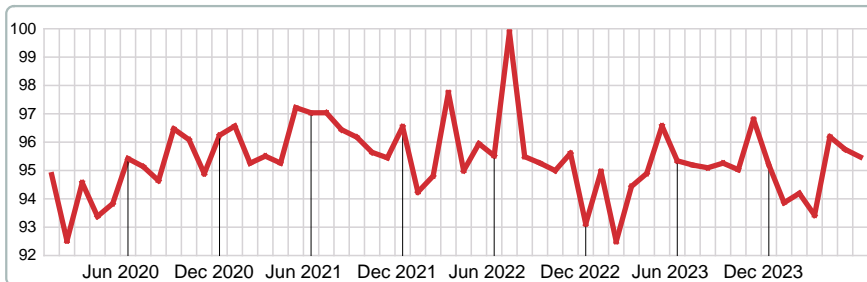
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

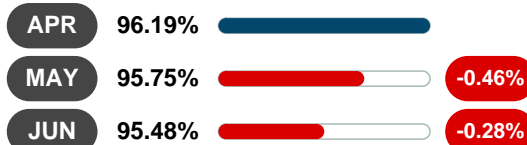


3 MONTHS

5 year JUN AVG = 95.76%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **95.48%** below the 5 yr JUN average of **95.76%**



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	8.89%	90.23%	89.91%	90.43%	0.00%	0.00%
\$75,001 - \$100,000	9	10.00%	92.03%	86.40%	93.07%	97.04%	0.00%
\$100,001 - \$150,000	15	16.67%	96.49%	94.59%	96.85%	97.54%	0.00%
\$150,001 - \$225,000	22	24.44%	96.98%	92.13%	98.20%	100.00%	0.00%
\$225,001 - \$300,000	14	15.56%	98.40%	98.46%	97.68%	99.23%	0.00%
\$300,001 - \$525,000	14	15.56%	95.73%	93.06%	96.23%	98.83%	0.00%
\$525,001 and up	8	8.89%	92.98%	0.00%	96.79%	88.64%	90.76%
Average Sold/List Ratio		95.50%		92.03%	96.23%	96.82%	90.76%
Total Closed Units		90	100%	17	57	15	1
Total Closed Volume		22,301,980		3.27M	13.08M	5.41M	540.00K

June 2024



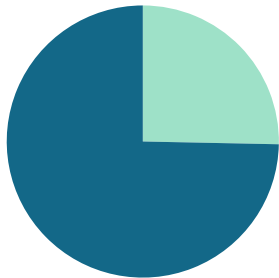
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

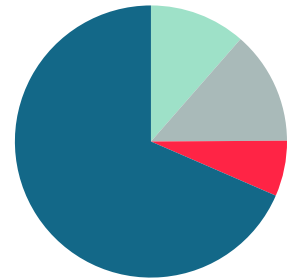


Inventory
 New Listings
176 = 25.32%
 Start Inventory
519
 Total Inventory Units
695
 Volume
\$260,146,366

Market Activity

Closed Sales
90 = 11.44%
 Pending Sales
106 = 13.47%
 Other Off Market
52 = 6.61%
 Active Inventory
539 = 68.49%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	102	90	-11.76%	516	481	-6.78%
Pending Sales	113	106	-6.19%	577	552	-4.33%
New Listings	177	176	-0.56%	932	985	5.69%
Average List Price	256,539	260,832	1.67%	233,108	267,024	14.55%
Average Sale Price	243,342	247,800	1.83%	221,296	253,378	14.50%
Average Percent of Selling Price to List Price	95.34%	95.48%	0.14%	94.96%	94.96%	0.00%
Average Days on Market to Sale	51.49	64.23	24.75%	52.65	65.73	24.85%
Monthly Inventory	482	539	11.83%	482	539	11.83%
Months Supply of Inventory	5.02	6.37	26.92%	5.02	6.37	26.92%

Absorption: Last 12 months, an Average of **85** Sales/Month

Inventory on June 30, 2024 = **539**

2023 **2024**

JUNE MARKET

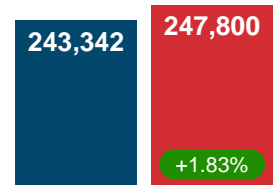
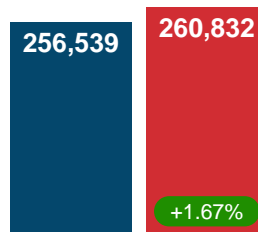
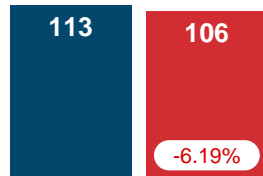
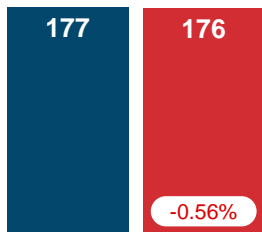
AVERAGE PRICES

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

