

June 2024



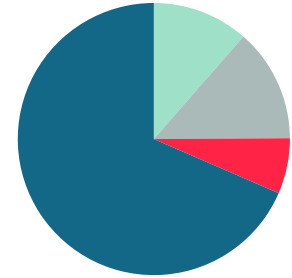
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	202,450	215,000	6.20%
Median Sale Price	204,500	207,500	1.47%
Median Percent of Selling Price to List Price	97.14%	95.97%	-1.20%
Median Days on Market to Sale	20.00	51.50	157.50%
End of Month Inventory	482	539	11.83%
Months Supply of Inventory	5.02	6.37	26.92%



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.

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 **1.47%** in June 2024 to \$207,500 versus the previous year at \$204,500.

Median Days on Market Lengthens

The median number of **51.50** days that homes spent on the market before selling increased by 31.50 days or **157.50%** in June 2024 compared to last year's same month at **20.00** DOM.

Sales Success for June 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 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.

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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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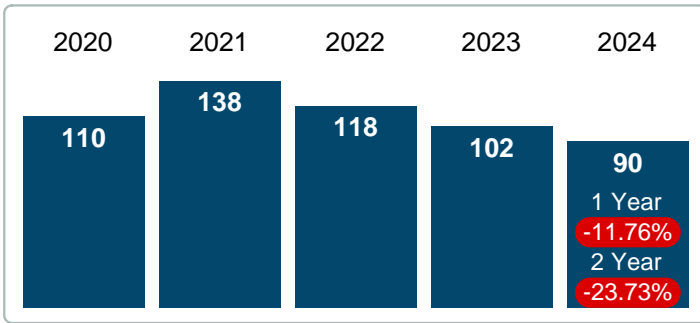
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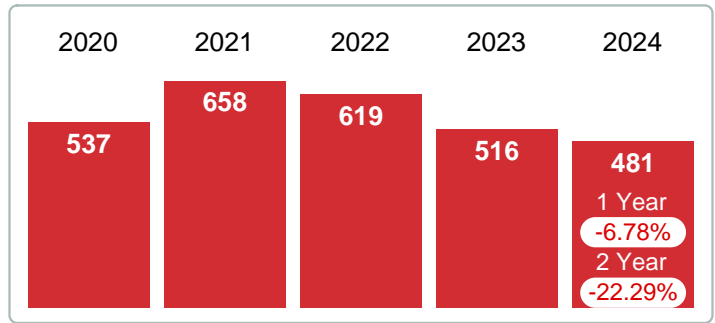
CLOSED LISTINGS

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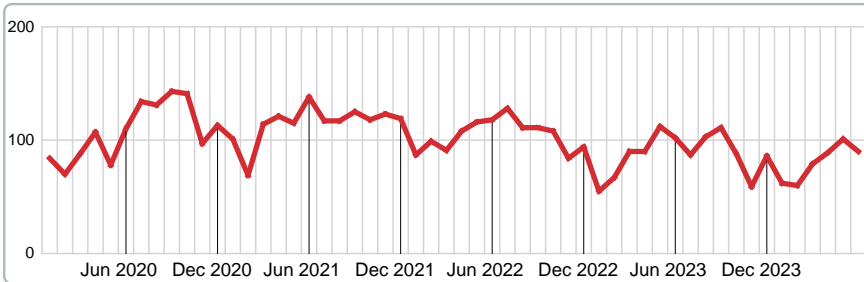
JUNE



YEAR TO DATE (YTD)

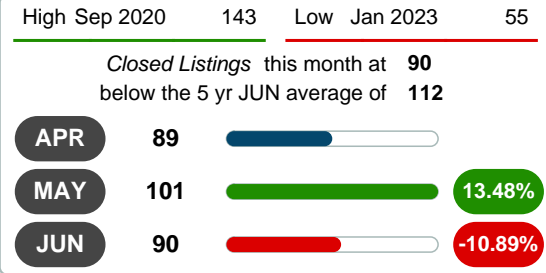


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 112



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.89%	23.5	3	5	0	0
\$75,001 - \$100,000	9	10.00%	61.0	2	6	1	0
\$100,001 - \$150,000	15	16.67%	53.0	3	10	2	0
\$150,001 - \$225,000	22	24.44%	58.5	5	15	2	0
\$225,001 - \$300,000	14	15.56%	39.5	1	7	6	0
\$300,001 - \$525,000	14	15.56%	23.5	3	10	1	0
\$525,001 and up	8	8.89%	54.5	0	4	3	1
Total Closed Units	90			17	57	15	1
Total Closed Volume	22,301,980	100%	51.5	3.27M	13.08M	5.41M	540.00K
Median Closed Price	\$207,500			\$162,000	\$177,500	\$267,000	\$540,000

June 2024



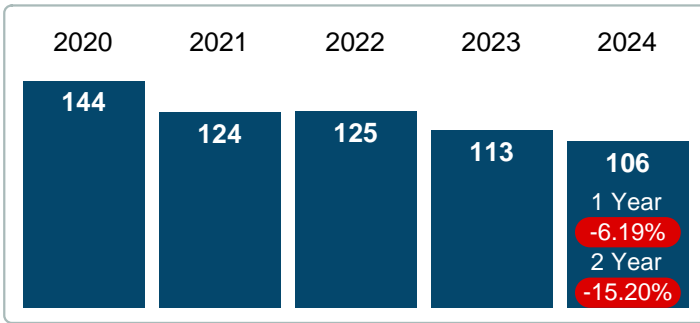
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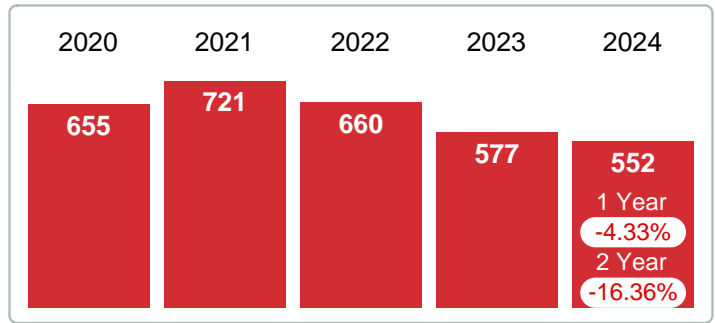
PENDING LISTINGS

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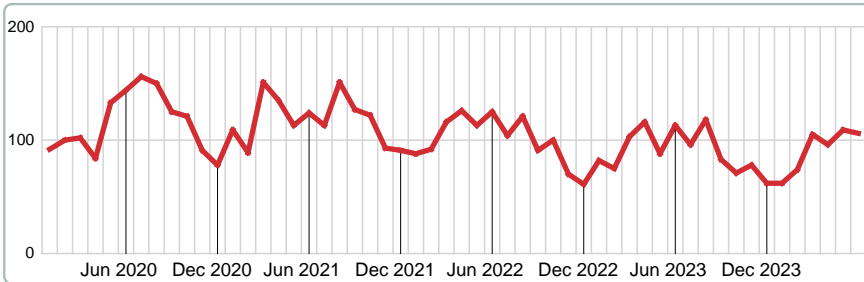
JUNE



YEAR TO DATE (YTD)

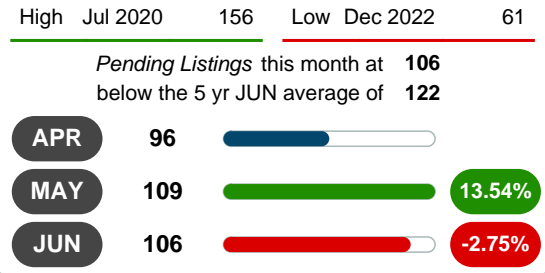


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 122



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	6.60%	67.0	4	2	0	1
\$75,001 - \$100,000	11	10.38%	21.0	3	5	3	0
\$100,001 - \$125,000	9	8.49%	34.0	1	7	1	0
\$125,001 - \$225,000	36	33.96%	32.5	7	25	4	0
\$225,001 - \$275,000	13	12.26%	28.0	0	12	1	0
\$275,001 - \$525,000	19	17.92%	53.0	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%	43.0	2.52M	18.15M	7.38M	425.00K
Median Listing Price	\$172,750			\$130,000	\$210,000	\$265,000	\$212,500

June 2024



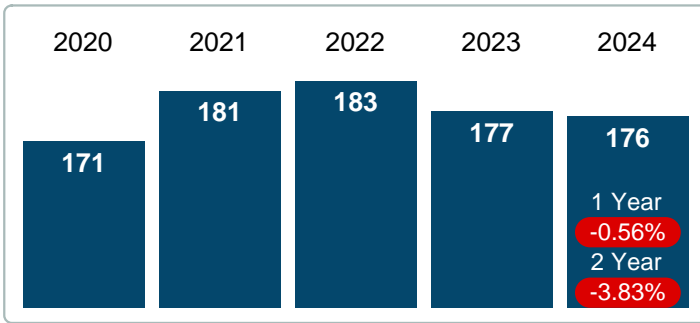
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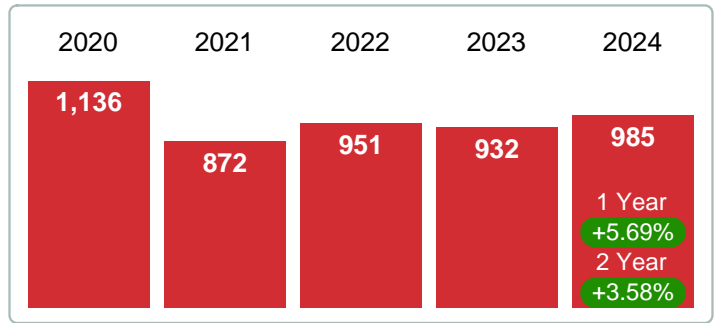
NEW LISTINGS

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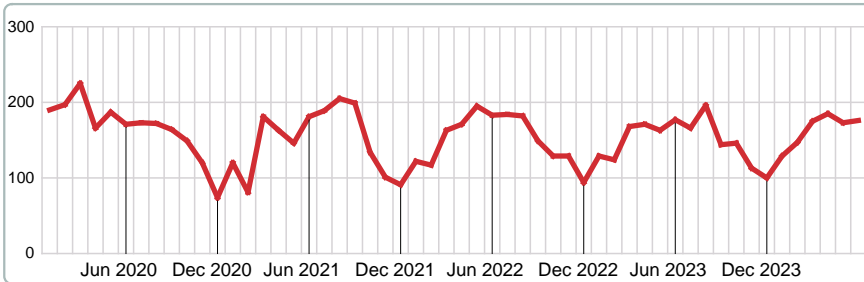
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 178

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 176
below the 5 yr JUN average of 178



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	8	4.55%	7	1	0	0
\$75,001 - \$125,000	21	11.93%	9	10	2	0
\$125,001 - \$150,000	23	13.07%	4	18	0	1
\$150,001 - \$250,000	59	33.52%	10	41	6	2
\$250,001 - \$350,000	22	12.50%	2	17	3	0
\$350,001 - \$625,000	25	14.20%	4	13	4	4
\$625,001 and up	18	10.23%	0	7	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
Median New Listed Listing Price	\$214,950		\$134,500	\$215,000	\$297,500	\$699,000

June 2024



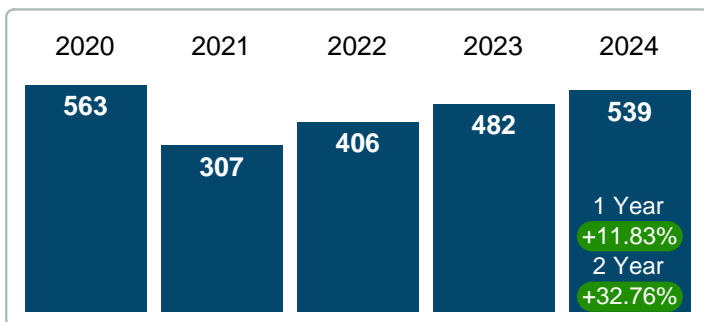
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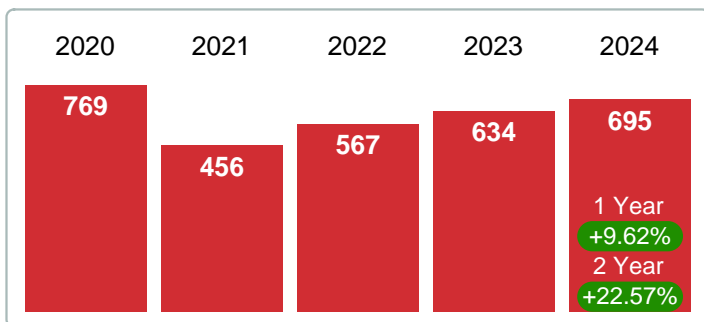
ACTIVE INVENTORY

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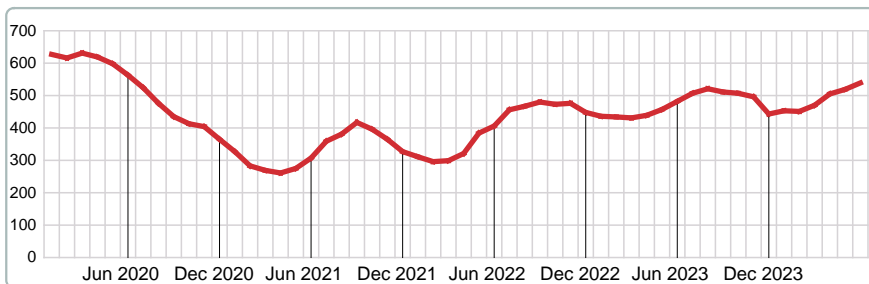
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 459

High Mar 2020 631 Low Apr 2021 261

Inventory this month at **539**
above the 5 yr JUN average of **459**

- APR 505
- MAY 519 +2.77%
- JUN 539 +3.85%

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	34	6.31%	72.5	24	9	1	0	
\$75,001 - \$150,000	84	15.58%	53.5	27	44	9	4	
\$150,001 - \$175,000	47	8.72%	65.0	10	30	5	2	
\$175,001 - \$300,000	162	30.06%	55.0	30	112	16	4	
\$300,001 - \$475,000	88	16.33%	60.5	9	48	26	5	
\$475,001 - \$800,000	71	13.17%	76.0	3	34	22	12	
\$800,001 and up	53	9.83%	66.0	2	15	19	17	
Total Active Inventory by Units		539		105	292	98	44	
Total Active Inventory by Volume		216,854,779	100%	61.0	21.63M	101.37M	56.23M	37.63M
Median Active Inventory Listing Price		\$249,900			\$158,000	\$245,000	\$397,450	\$655,000

June 2024



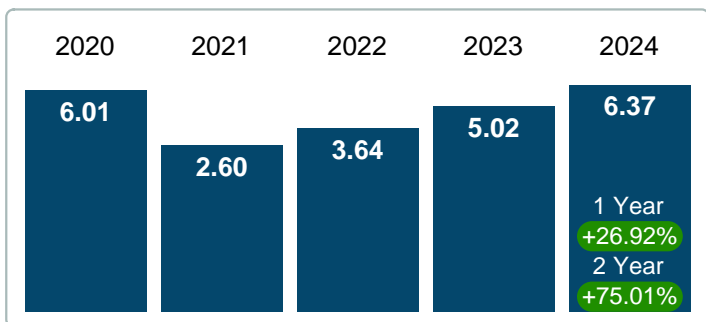
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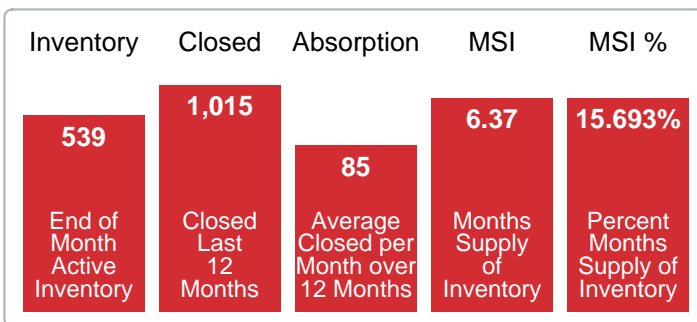
MONTHS SUPPLY of INVENTORY (MSI)

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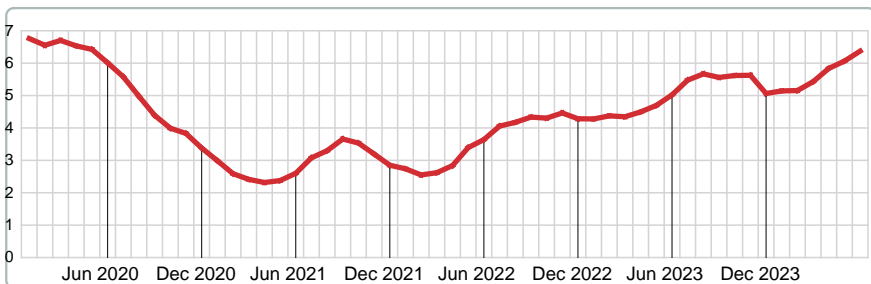
MSI FOR JUNE



INDICATORS FOR JUNE 2024

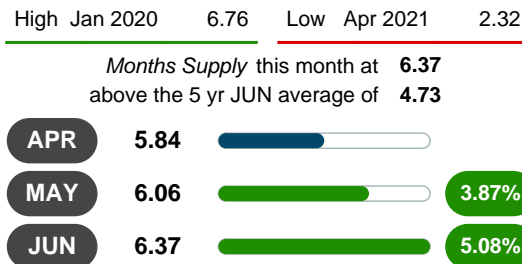


5 YEAR MARKET ACTIVITY TRENDS



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



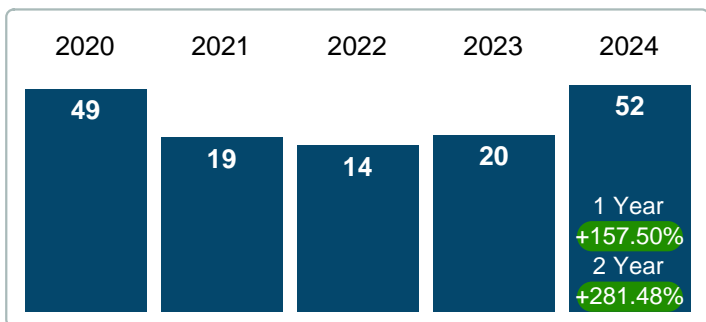
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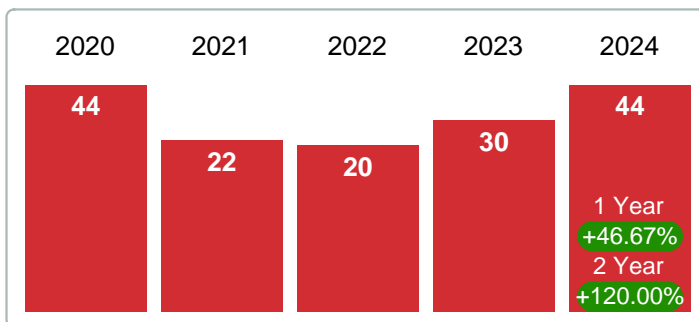
MEDIAN DAYS ON MARKET TO SALE

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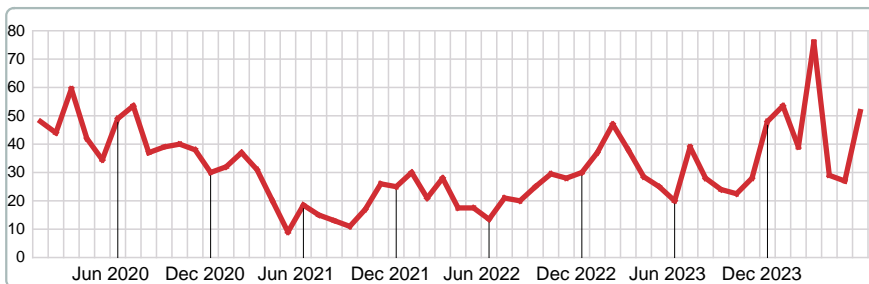
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

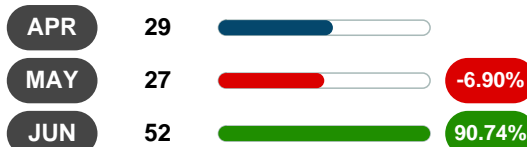


3 MONTHS

5 year JUN AVG = 31

High Mar 2024 76 Low May 2021 9

Median Days on Market to Sale this month at 52 above the 5 yr JUN average of 31



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	8.89%	24	18	26	0	0
\$75,001 - \$100,000	10.00%	61	70	60	83	0
\$100,001 - \$150,000	16.67%	53	56	44	95	0
\$150,001 - \$225,000	24.44%	59	112	45	111	0
\$225,001 - \$300,000	15.56%	40	10	63	28	0
\$300,001 - \$525,000	15.56%	24	24	33	20	0
\$525,001 and up	8.89%	55	0	45	127	25
Median Closed DOM		52	55	50	52	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



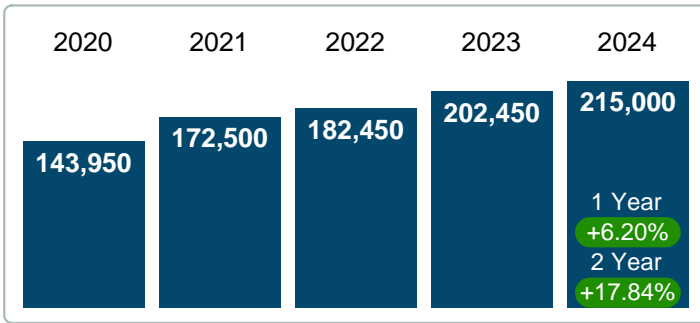
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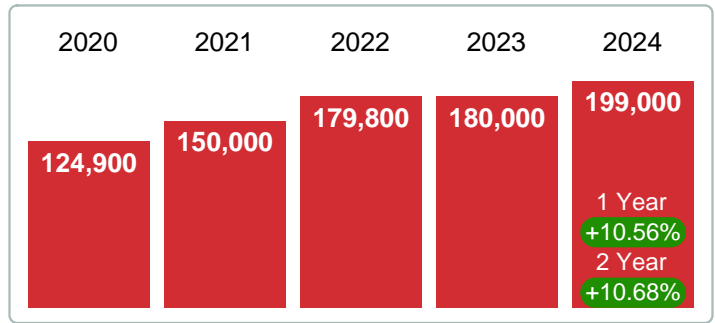
MEDIAN LIST PRICE AT CLOSING

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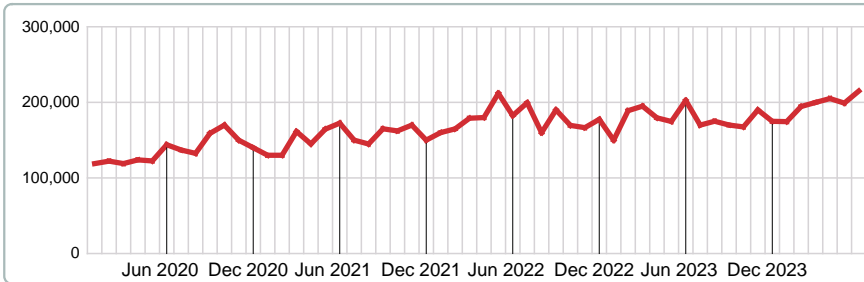
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

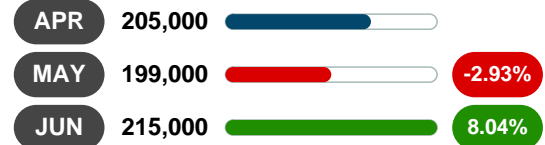


3 MONTHS

5 year JUN AVG = 183,270

High Jun 2024 215,000 Low Jan 2020 118,950

Median List Price at Closing this month at **215,000**
above the 5 yr JUN average of **183,270**



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	8.89%	58,500	58,000	59,000	0	0
\$75,001 - \$100,000	10.00%	95,000	95,000	95,000	84,500	0
\$100,001 - \$150,000	14.44%	129,900	122,250	129,950	133,000	0
\$150,001 - \$225,000	21.11%	172,500	198,750	165,000	207,500	0
\$225,001 - \$300,000	22.22%	257,000	247,000	249,900	279,900	0
\$300,001 - \$525,000	12.22%	365,000	399,900	360,000	350,000	0
\$525,001 and up	11.11%	709,500	565,000	624,000	999,900	595,000
Median List Price		215,000	172,500	185,000	275,000	595,000
Total Closed Units	90	100%	17	57	15	1
Total Closed Volume	23,474,900		3.53M	13.57M	5.78M	595.00K

June 2024



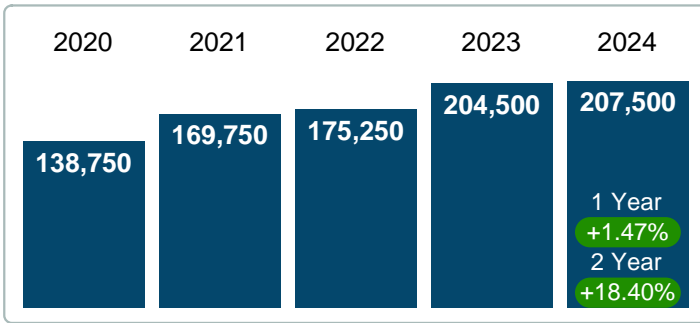
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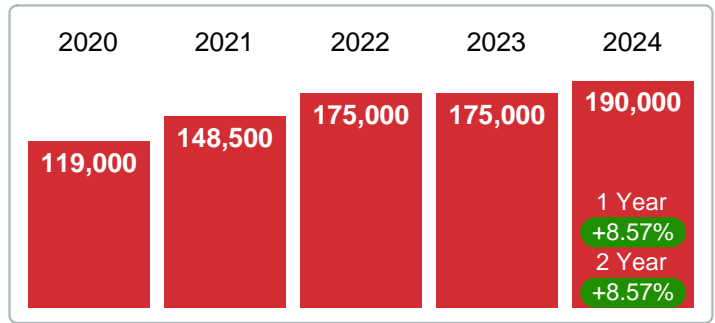
MEDIAN SOLD PRICE AT CLOSING

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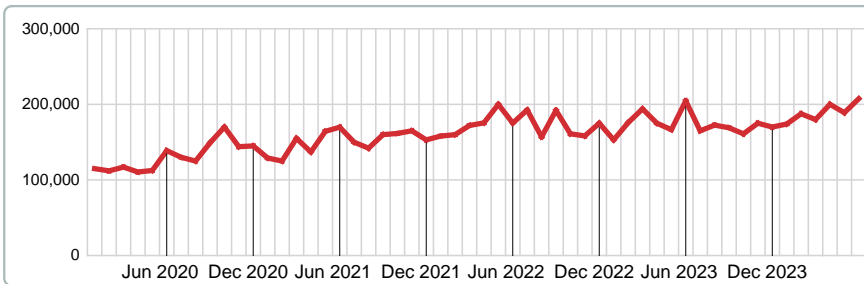
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

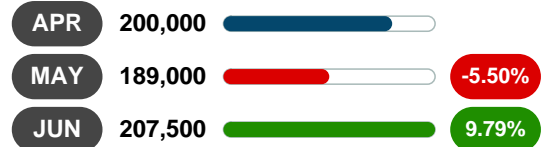


3 MONTHS

5 year JUN AVG = 179,150

High Jun 2024 207,500 Low Apr 2020 110,500

Median Sold Price at Closing this month at **207,500** above the 5 yr JUN average of **179,150**



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	8.89%	54,500	55,000	54,000	0	0
\$75,001 - \$100,000	10.00%	85,000	87,500	84,900	82,000	0
\$100,001 - \$150,000	16.67%	125,500	117,000	125,250	141,500	0
\$150,001 - \$225,000	24.44%	194,750	220,000	177,500	209,500	0
\$225,001 - \$300,000	15.56%	254,500	255,000	247,500	269,750	0
\$300,001 - \$525,000	15.56%	356,000	385,000	349,750	345,920	0
\$525,001 and up	8.89%	772,500	0	685,000	929,000	540,000
Median Sold Price		207,500	162,000	177,500	267,000	540,000
Total Closed Units	100%	207,500	17	57	15	1
Total Closed Volume		22,301,980	3.27M	13.08M	5.41M	540.00K

June 2024



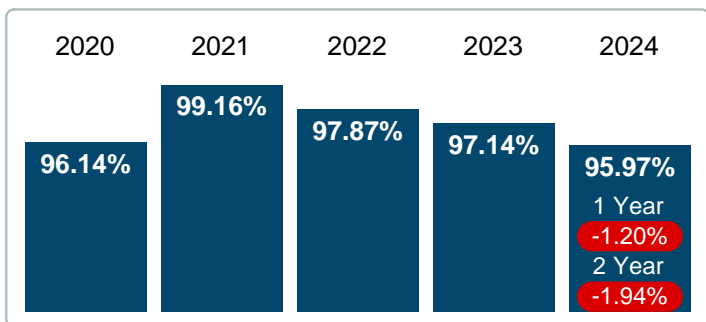
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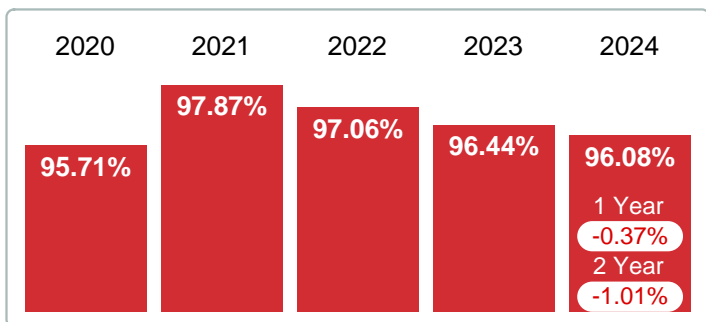
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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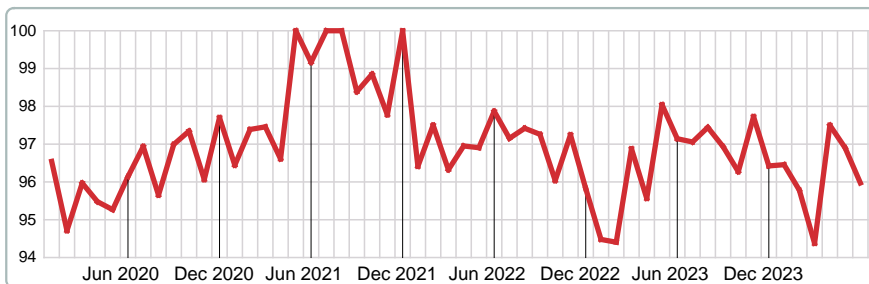
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

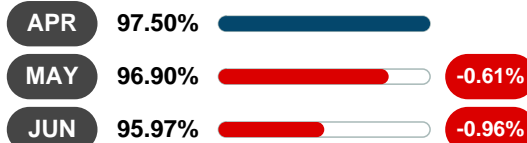


3 MONTHS

5 year JUN AVG = 97.26%

High Dec 2021 100.00% Low Mar 2024 94.38%

Median Sold/List Ratio this month at **95.97%**
below the 5 yr JUN average of **97.26%**



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	8	8.89%	93.18%	94.83%	91.53%	0.00%	0.00%
\$75,001 - \$100,000	9	10.00%	93.05%	86.40%	93.48%	97.04%	0.00%
\$100,001 - \$150,000	15	16.67%	95.38%	93.86%	95.45%	97.54%	0.00%
\$150,001 - \$225,000	22	24.44%	99.38%	93.62%	100.00%	100.00%	0.00%
\$225,001 - \$300,000	14	15.56%	98.09%	98.46%	97.73%	98.68%	0.00%
\$300,001 - \$525,000	14	15.56%	95.34%	92.92%	97.03%	98.83%	0.00%
\$525,001 and up	8	8.89%	92.97%	0.00%	97.95%	92.91%	90.76%
Median Sold/List Ratio		95.97%		93.62%	97.62%	97.36%	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



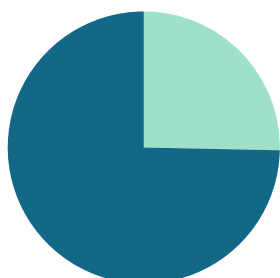
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

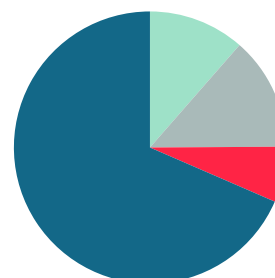


Inventory
 New Listings
176 = 25.32%
 Start Inventory
519
 Total Inventory Units
695
 Volume
\$260,146,366

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%
Median List Price	202,450	215,000	6.20%	180,000	199,000	10.56%
Median Sale Price	204,500	207,500	1.47%	175,000	190,000	8.57%
Median Percent of Selling Price to List Price	97.14%	95.97%	-1.20%	96.44%	96.08%	-0.37%
Median Days on Market to Sale	20.00	51.50	157.50%	30.00	44.00	46.67%
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

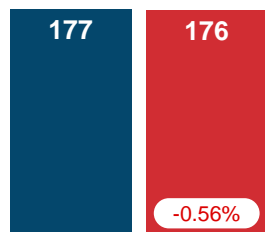
Inventory on June 30, 2024 = **539**

2023 **2024**

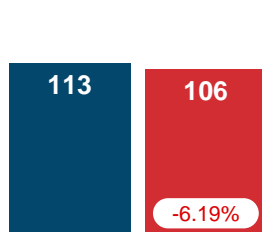
JUNE MARKET

MEDIAN PRICES

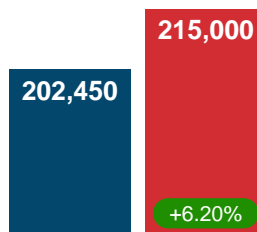
New Listings



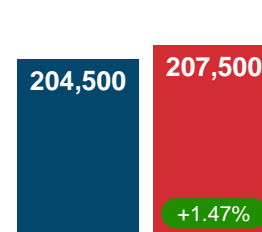
Pending Listings



List Price



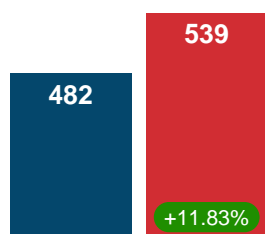
Sale Price



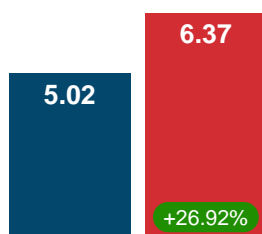
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

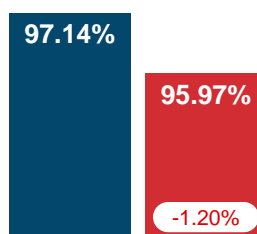
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

