

July 2024



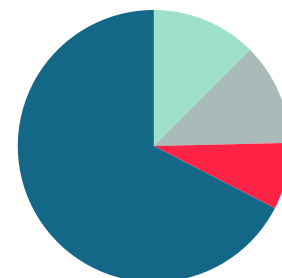
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	July 2024	+/-%
Closed Listings	87	101	16.09%
Pending Listings	96	98	2.08%
New Listings	166	149	-10.24%
Average List Price	233,679	271,166	16.04%
Average Sale Price	223,999	257,723	15.06%
Average Percent of Selling Price to List Price	95.19%	97.06%	1.96%
Average Days on Market to Sale	57.07	63.35	11.00%
End of Month Inventory	507	545	7.50%
Months Supply of Inventory	5.48	6.35	15.95%



■ Closed (12.50%)
■ Pending (12.13%)
■ Other OffMarket (7.92%)
■ Active (67.45%)

Absorption: Last 12 months, an Average of **86 Sales/Month**
Active Inventory as of July 31, 2024 = **545**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2024 rose **7.50%** to 545 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 **6.35** 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 **15.06%** in July 2024 to \$257,723 versus the previous year at \$223,999.

Average Days on Market Lengthens

The average number of **63.35** days that homes spent on the market before selling increased by 6.28 days or **11.00%** in July 2024 compared to last year's same month at **57.07** DOM.

Sales Success for July 2024 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 149 New Listings in July 2024, down **10.24%** from last year at 166. Furthermore, there were 101 Closed Listings this month versus last year at 87, a **16.09%** increase.

Closed versus Listed trends yielded a **67.8%** ratio, up from previous year's, July 2023, at **52.4%**, a **29.34%** upswing. 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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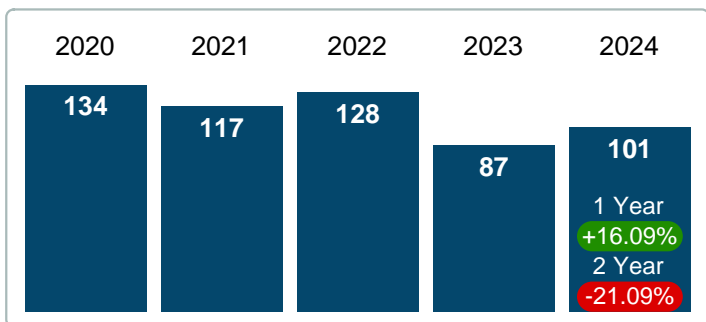
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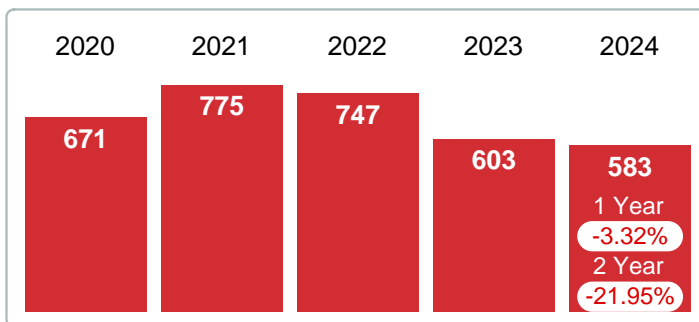
CLOSED LISTINGS

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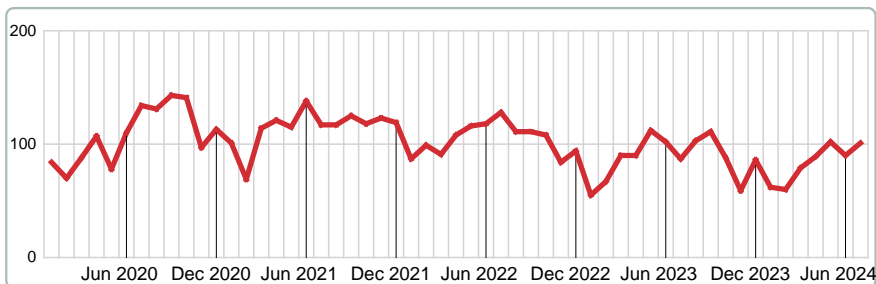
JULY



YEAR TO DATE (YTD)

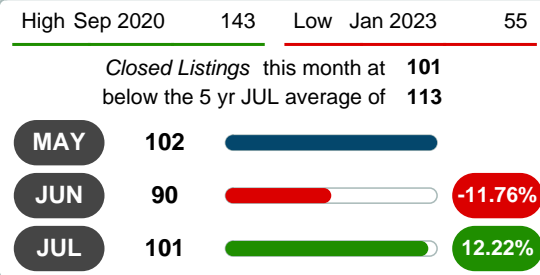


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 113



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.95%	33.0	2	3	0	0
\$50,001 - \$100,000	18	17.82%	54.4	7	6	4	1
\$100,001 - \$125,000	6	5.94%	47.3	2	4	0	0
\$125,001 - \$225,000	34	33.66%	57.5	5	24	5	0
\$225,001 - \$325,000	16	15.84%	72.8	0	15	1	0
\$325,001 - \$500,000	10	9.90%	50.9	3	6	1	0
\$500,001 and up	12	11.88%	111.8	0	6	6	0
Total Closed Units	101			19	64	17	1
Total Closed Volume	26,029,995	100%	63.3	2.65M	17.10M	6.22M	58.00K
Average Closed Price	\$257,723			\$139,311	\$267,228	\$366,029	\$58,000

July 2024



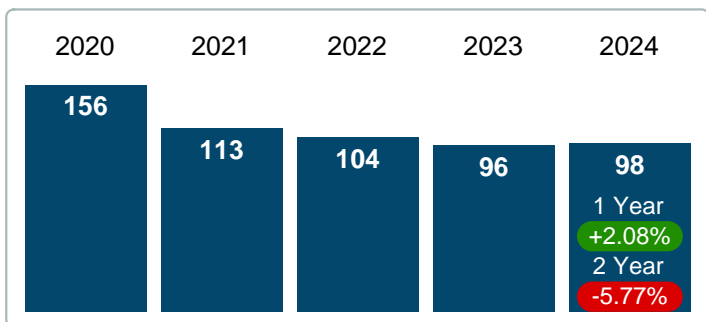
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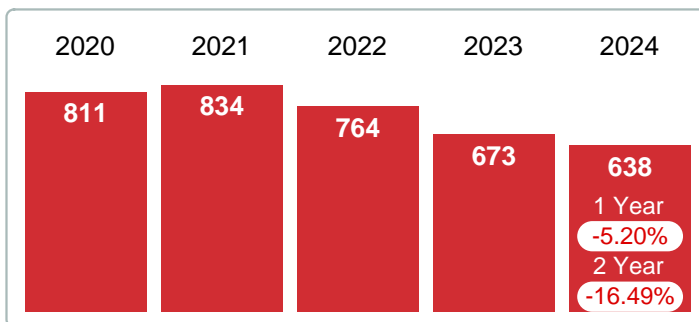
PENDING LISTINGS

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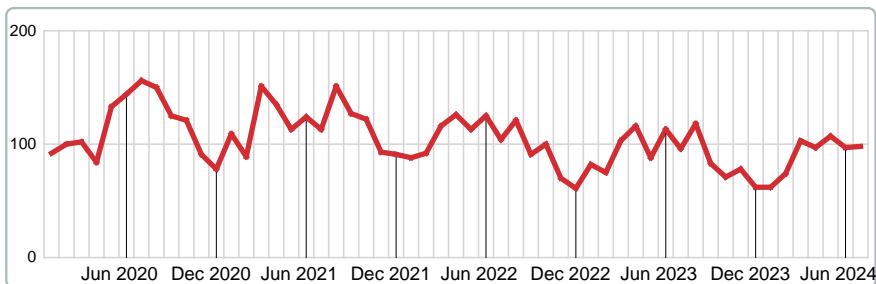
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 113

High Jul 2020 156 Low Dec 2022 61

Pending Listings this month at **98**
below the 5 yr JUL average of **113**

- MAY 107
- JUN 97 (-9.35%)
- JUL 98 (1.03%)

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	8	8.16%	99.6	7	1	0	0
\$50,001 - \$100,000	10	10.20%	66.2	3	7	0	0
\$100,001 - \$150,000	14	14.29%	43.3	4	8	2	0
\$150,001 - \$225,000	24	24.49%	61.2	2	20	2	0
\$225,001 - \$300,000	17	17.35%	66.8	2	12	1	2
\$300,001 - \$475,000	13	13.27%	51.2	2	6	5	0
\$475,001 and up	12	12.24%	83.5	0	7	3	2
Total Pending Units	98			20	61	13	4
Total Pending Volume	23,879,203	100%	57.3	2.74M	14.80M	4.71M	1.63M
Average Listing Price	\$276,277			\$137,045	\$242,584	\$362,442	\$407,225

July 2024



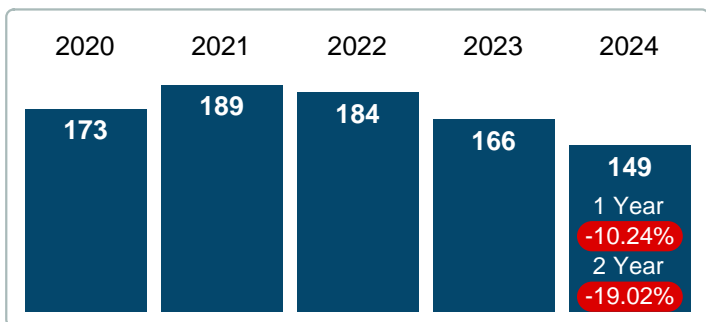
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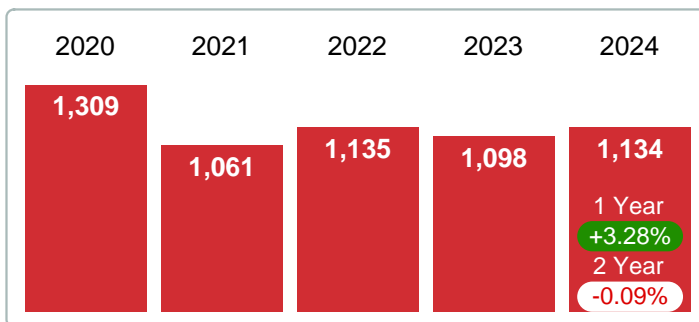
NEW LISTINGS

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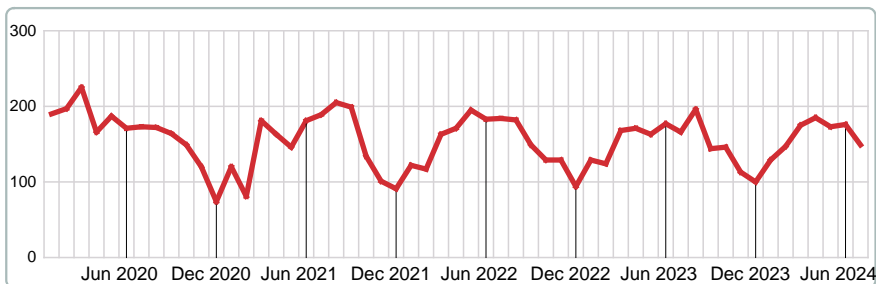
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

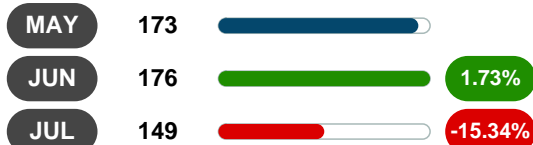


3 MONTHS

5 year JUL AVG = 172

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 149
 below the 5 yr JUL average of 172



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	10	6.71%	1	8	1	0
\$90,001 - \$140,000	21	14.09%	9	10	2	0
\$140,001 - \$180,000	23	15.44%	6	14	3	0
\$180,001 - \$290,000	37	24.83%	8	19	8	2
\$290,001 - \$390,000	23	15.44%	4	10	7	2
\$390,001 - \$640,000	19	12.75%	2	12	4	1
\$640,001 and up	16	10.74%	2	7	6	1
Total New Listed Units	149		32	80	31	6
Total New Listed Volume	49,392,180	100%	8.23M	23.04M	15.44M	2.69M
Average New Listed Listing Price	\$0		\$257,116	\$287,962	\$497,961	\$448,450

July 2024



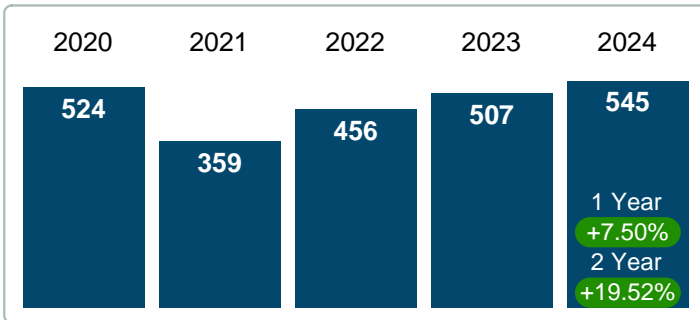
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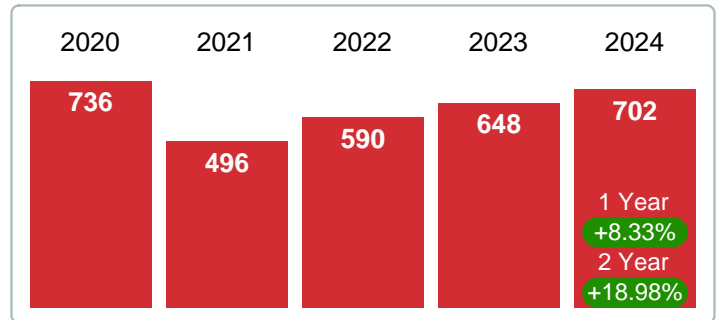
ACTIVE INVENTORY

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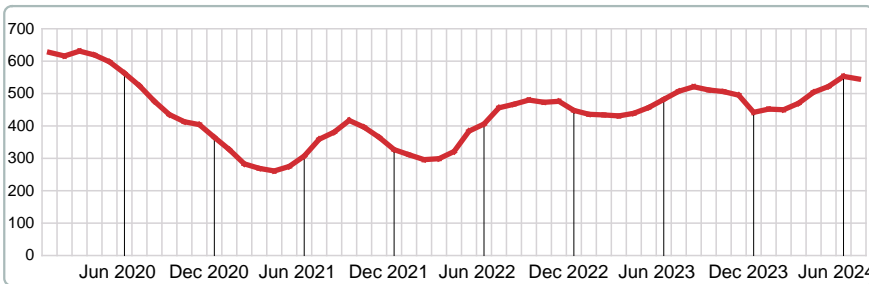
END OF JULY



ACTIVE DURING JULY

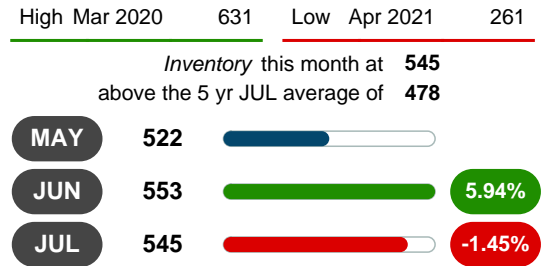


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 478



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	52	9.54%	84.1	24	23	4	1
\$100,001 - \$150,000	67	12.29%	75.3	19	39	6	3
\$150,001 - \$175,000	44	8.07%	68.9	16	18	8	2
\$175,001 - \$325,000	179	32.84%	80.8	31	123	19	6
\$325,001 - \$500,000	78	14.31%	80.2	9	39	25	5
\$500,001 - \$800,000	71	13.03%	92.4	5	33	20	13
\$800,001 and up	54	9.91%	92.1	3	16	18	17
Total Active Inventory by Units			545	107	291	100	47
Total Active Inventory by Volume			215,942,338	25.15M	101.90M	50.02M	38.87M
Average Active Inventory Listing Price			\$396,224	\$235,032	\$350,172	\$500,200	\$827,102

July 2024



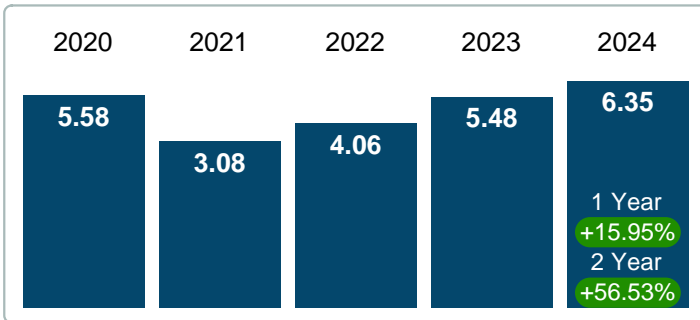
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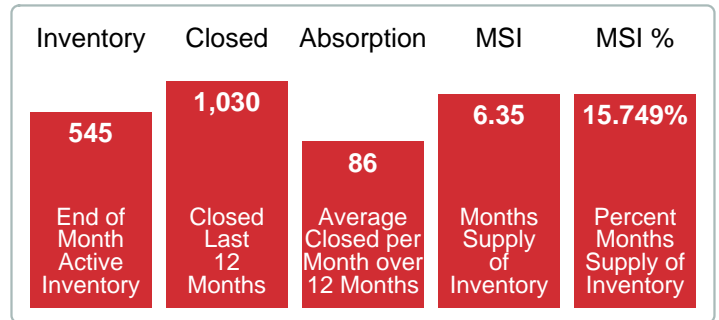
MONTHS SUPPLY of INVENTORY (MSI)

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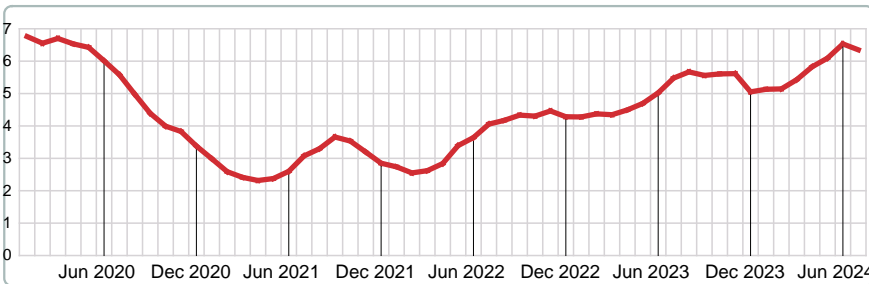
MSI FOR JULY



INDICATORS FOR JULY 2024

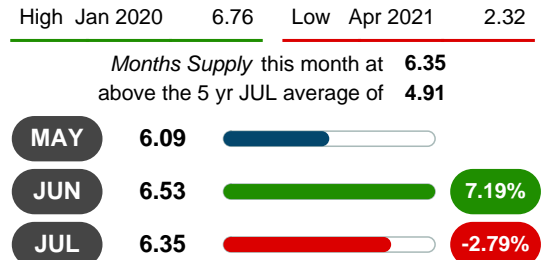


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.91



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
\$100,000 and less	52	9.54%	3.09	3.60	2.58	4.36	3.00
\$100,001 - \$150,000	67	12.29%	3.92	4.56	3.49	3.60	36.00
\$150,001 - \$175,000	44	8.07%	5.13	8.73	3.27	7.38	12.00
\$175,001 - \$325,000	179	32.84%	6.75	10.33	6.68	4.15	12.00
\$325,001 - \$500,000	78	14.31%	8.91	5.68	9.18	11.11	7.50
\$500,001 - \$800,000	71	13.03%	13.52	20.00	11.00	12.63	31.20
\$800,001 and up	54	9.91%	19.06	0.00	64.00	9.82	22.67
Market Supply of Inventory (MSI)			6.35	6.11	5.65	7.19	16.11
Total Active Inventory by Units		100%	6.35	107	291	100	47

July 2024



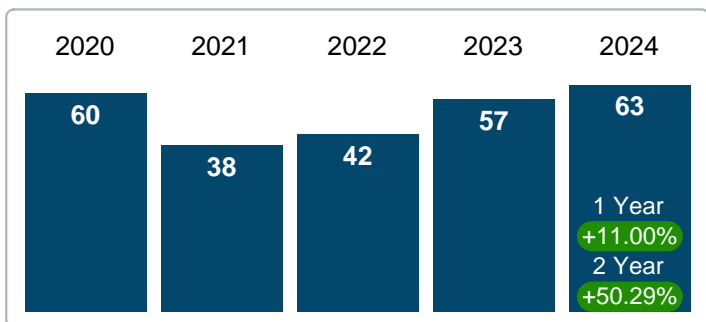
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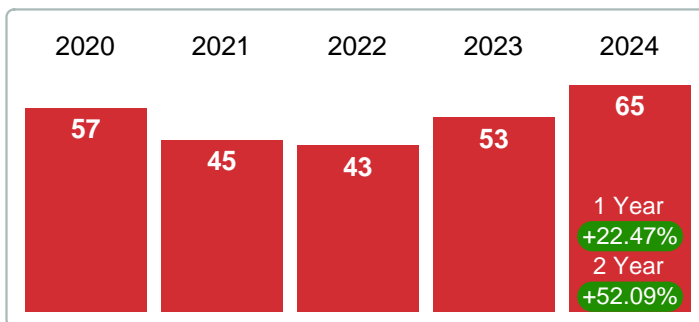
AVERAGE DAYS ON MARKET TO SALE

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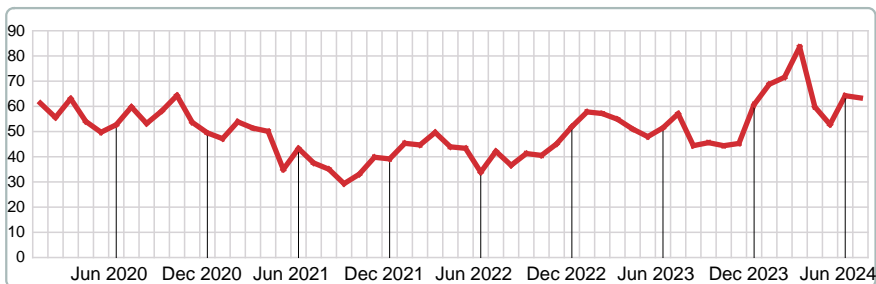
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 52

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 63 above the 5 yr JUL average of 52



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
\$50,000 and less	4.95%	33	35	32	0	0
\$50,001 - \$100,000	17.82%	54	45	72	31	104
\$100,001 - \$125,000	5.94%	47	35	54	0	0
\$125,001 - \$225,000	33.66%	57	29	53	106	0
\$225,001 - \$325,000	15.84%	73	0	77	2	0
\$325,001 - \$500,000	9.90%	51	57	56	4	0
\$500,001 and up	11.88%	112	0	106	118	0
Average Closed DOM		63	41	65	81	104
Total Closed Units	100%	63	19	64	17	1
Total Closed Volume		26,029,995	2.65M	17.10M	6.22M	58.00K

July 2024



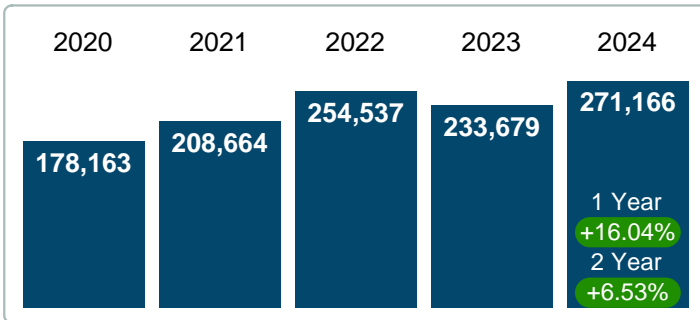
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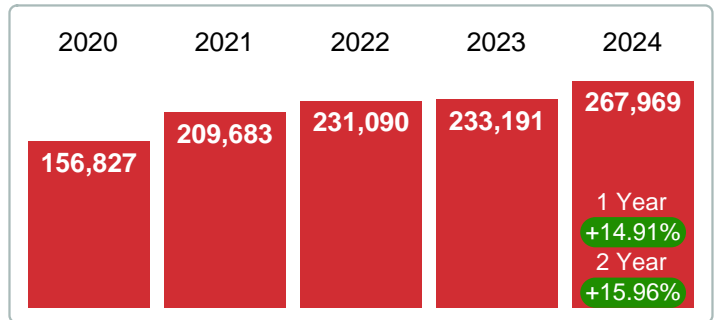
AVERAGE LIST PRICE AT CLOSING

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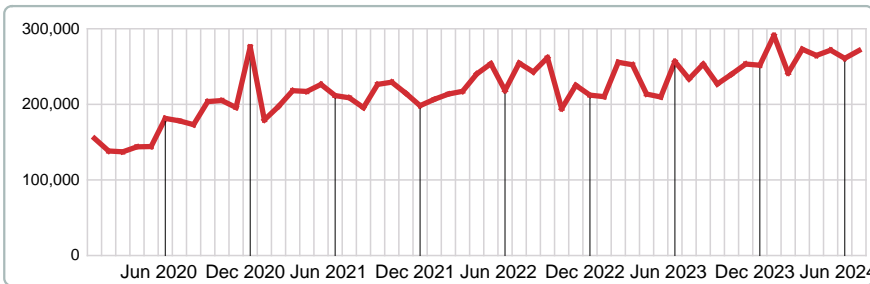
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

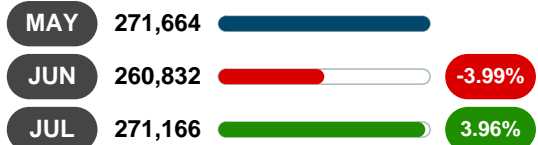


3 MONTHS

5 year JUL AVG = 229,242

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

Average List Price at Closing this month at **271,166** above the 5 yr JUL average of **229,242**



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	
\$50,000 and less	6	5.94%	36,280	34,500	41,226	0	
\$50,001 - \$100,000	15	14.85%	84,227	82,900	81,633	95,800	
\$100,001 - \$125,000	8	7.92%	114,038	115,000	137,225	0	
\$125,001 - \$225,000	31	30.69%	175,102	158,280	184,915	177,840	
\$225,001 - \$325,000	16	15.84%	271,531	0	293,140	290,500	
\$325,001 - \$500,000	13	12.87%	383,315	378,300	394,717	354,900	
\$500,001 and up	12	11.88%	853,220	0	929,940	776,500	
Average List Price		271,166		147,663	280,396	386,871	60,000
Total Closed Units		101	100%	271,166	19	64	17
Total Closed Volume		27,387,765		2.81M	17.95M	6.58M	60.00K

July 2024



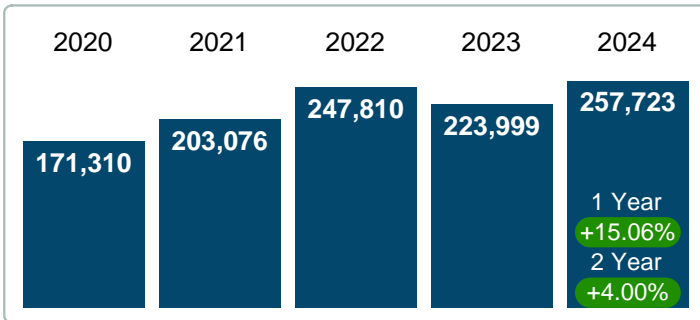
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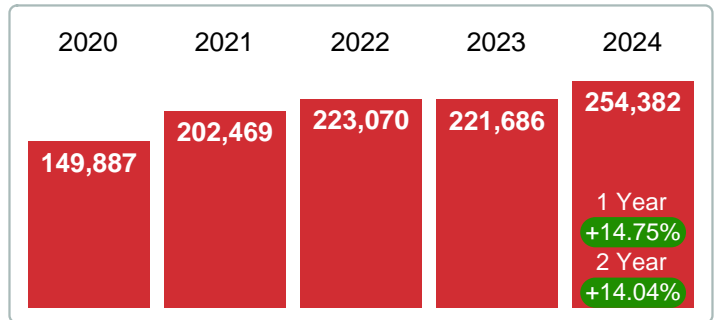
AVERAGE SOLD PRICE AT CLOSING

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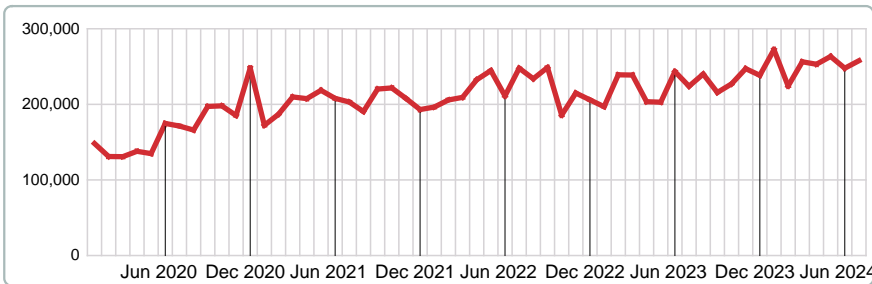
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

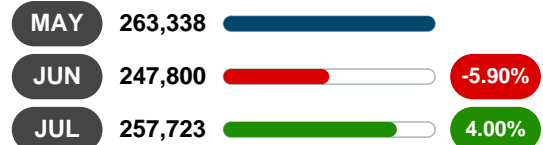


3 MONTHS

5 year JUL AVG = 220,783

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

Average Sold Price at Closing this month at **257,723** above the 5 yr JUL average of **220,783**



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
\$50,000 and less	4.95%	32,100	27,750	35,000	0	0
\$50,001 - \$100,000	17.82%	80,457	78,357	84,970	82,975	58,000
\$100,001 - \$125,000	5.94%	113,063	109,450	114,869	0	0
\$125,001 - \$225,000	33.66%	172,868	152,800	176,871	173,720	0
\$225,001 - \$325,000	15.84%	277,588	0	276,727	290,500	0
\$325,001 - \$500,000	9.90%	375,420	353,333	392,083	341,700	0
\$500,001 and up	11.88%	805,817	0	880,000	731,633	0
Average Sold Price		257,723	139,311	267,228	366,029	58,000
Total Closed Units	100%	257,723	19	64	17	1
Total Closed Volume		26,029,995	2.65M	17.10M	6.22M	58.00K

July 2024



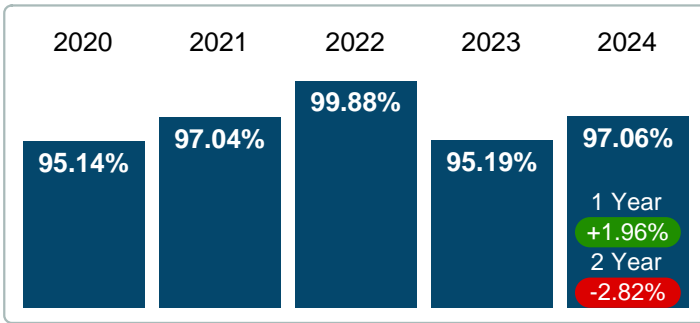
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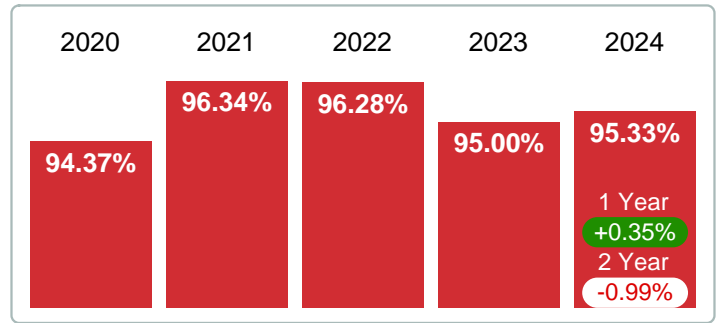
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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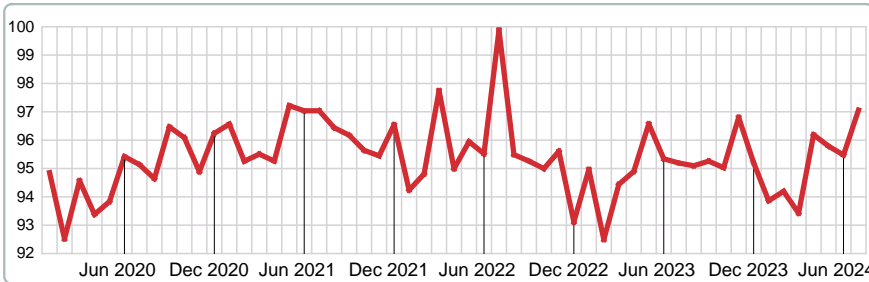
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

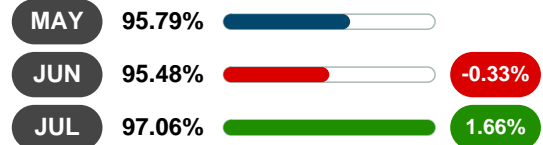


3 MONTHS

5 year JUL AVG = 96.86%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **97.06%**
equal to 5 yr JUL average of **96.86%**



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
\$50,000 and less	5	4.95%	83.67%	82.18%	84.67%	0.00%	0.00%
\$50,001 - \$100,000	18	17.82%	106.80%	94.89%	135.38%	87.28%	96.67%
\$100,001 - \$125,000	6	5.94%	88.58%	95.38%	85.18%	0.00%	0.00%
\$125,001 - \$225,000	34	33.66%	97.12%	96.74%	97.18%	97.23%	0.00%
\$225,001 - \$325,000	16	15.84%	95.58%	0.00%	95.28%	100.00%	0.00%
\$325,001 - \$500,000	10	9.90%	97.30%	93.41%	99.42%	96.28%	0.00%
\$500,001 and up	12	11.88%	93.89%	0.00%	93.00%	94.78%	0.00%
Average Sold/List Ratio		97.10%		93.86%	98.80%	94.13%	96.67%
Total Closed Units		101	100%	19	64	17	1
Total Closed Volume		26,029,995		2.65M	17.10M	6.22M	58.00K

July 2024



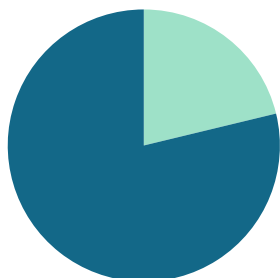
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Aug 12, 2024 for MLS Technology Inc.

INVENTORY

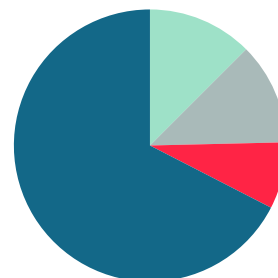


Inventory
 New Listings
149 = 21.23%
 Start Inventory
553
 Total Inventory Units
702
 Volume
\$267,819,241

Market Activity

Closed Sales
101 = 12.50%
 Pending Sales
98 = 12.13%
 Other Off Market
64 = 7.92%
 Active Inventory
545 = 67.45%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	87	101	16.09%	603	583	-3.32%
Pending Sales	96	98	2.08%	673	638	-5.20%
New Listings	166	149	-10.24%	1,098	1,134	3.28%
Average List Price	233,679	271,166	16.04%	233,191	267,969	14.91%
Average Sale Price	223,999	257,723	15.06%	221,686	254,382	14.75%
Average Percent of Selling Price to List Price	95.19%	97.06%	1.96%	95.00%	95.33%	0.35%
Average Days on Market to Sale	57.07	63.35	11.00%	53.28	65.25	22.47%
Monthly Inventory	507	545	7.50%	507	545	7.50%
Months Supply of Inventory	5.48	6.35	15.95%	5.48	6.35	15.95%

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

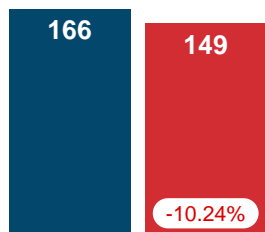
Inventory on July 31, 2024 = **545**

2023 **2024**

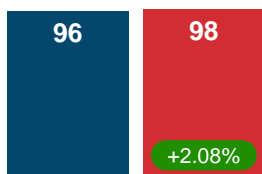
JULY MARKET

AVERAGE PRICES

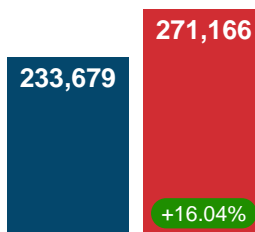
New Listings



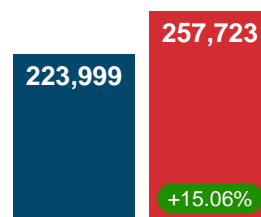
Pending Listings



List Price



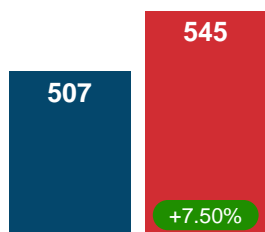
Sale Price



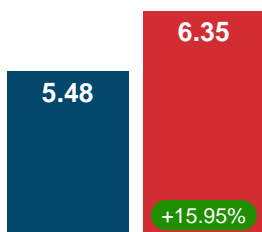
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

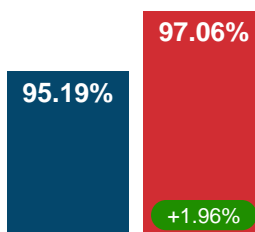
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

