

July 2024



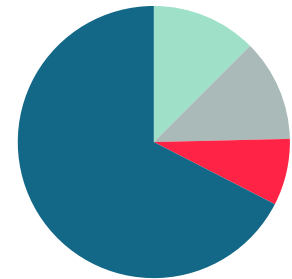
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	169,900	199,999	17.72%
Median Sale Price	165,000	196,000	18.79%
Median Percent of Selling Price to List Price	97.06%	95.00%	-2.12%
Median Days on Market to Sale	39.00	36.00	-7.69%
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.

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 **18.79%** in July 2024 to \$196,000 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 3.00 days or **7.69%** in July 2024 compared to last year's same month at **39.00** DOM.

Sales Success for July 2024 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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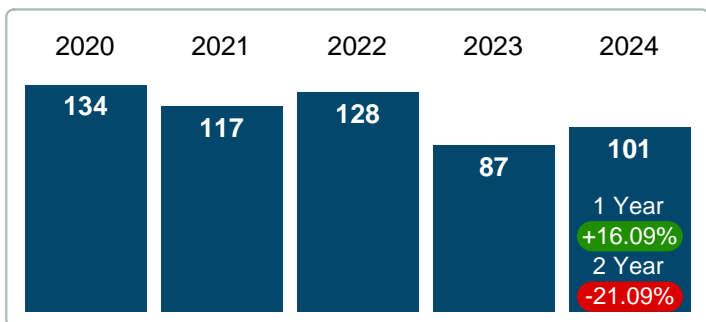
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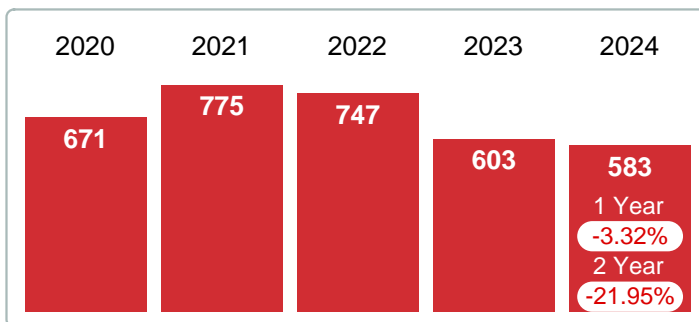
CLOSED LISTINGS

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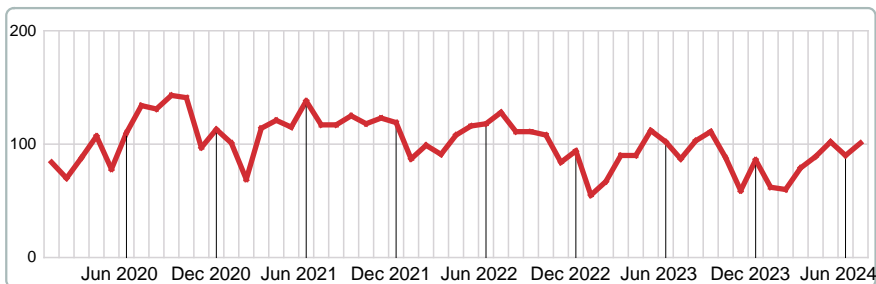
JULY



YEAR TO DATE (YTD)

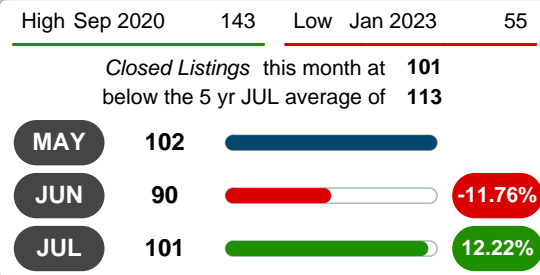


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 113



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.95%	21.0	2	3	0	0
\$50,001 - \$100,000	18	17.82%	28.5	7	6	4	1
\$100,001 - \$125,000	6	5.94%	34.5	2	4	0	0
\$125,001 - \$225,000	34	33.66%	34.0	5	24	5	0
\$225,001 - \$325,000	16	15.84%	33.0	0	15	1	0
\$325,001 - \$500,000	10	9.90%	30.0	3	6	1	0
\$500,001 and up	12	11.88%	111.0	0	6	6	0
Total Closed Units	101			19	64	17	1
Total Closed Volume	26,029,995	100%	36.0	2.65M	17.10M	6.22M	58.00K
Median Closed Price	\$196,000			\$108,900	\$212,500	\$224,900	\$58,000

July 2024



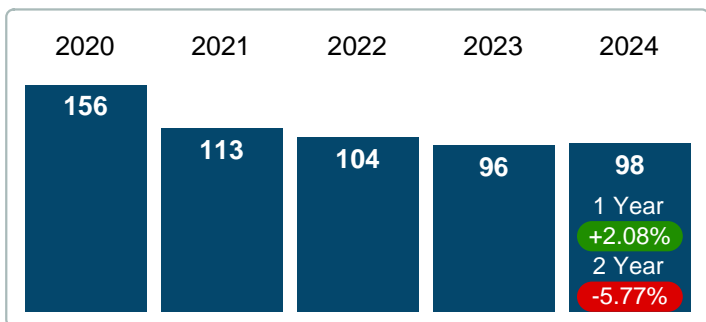
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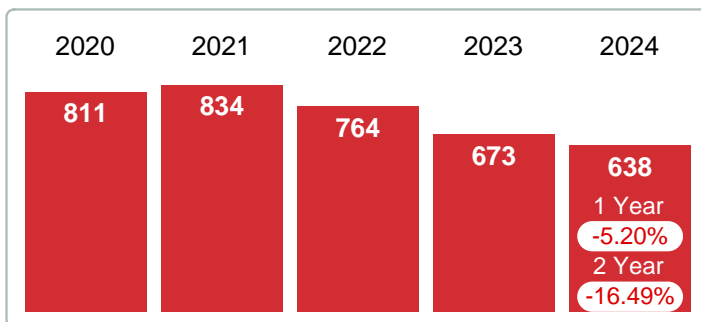
PENDING LISTINGS

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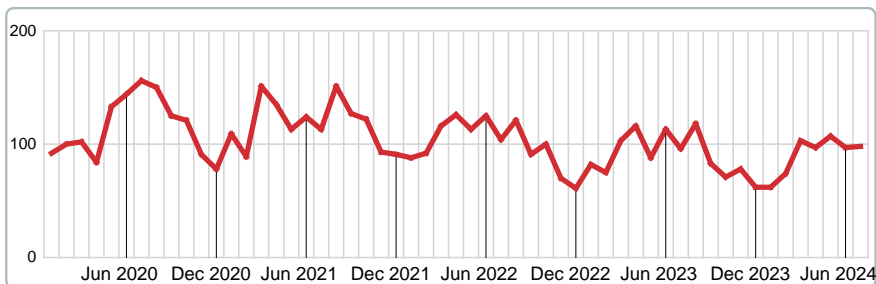
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.16%	74.5	7	1	0	0
\$50,001 - \$100,000	10	10.20%	25.0	3	7	0	0
\$100,001 - \$150,000	14	14.29%	30.5	4	8	2	0
\$150,001 - \$225,000	24	24.49%	34.0	2	20	2	0
\$225,001 - \$300,000	17	17.35%	41.0	2	12	1	2
\$300,001 - \$475,000	13	13.27%	46.0	2	6	5	0
\$475,001 and up	12	12.24%	99.0	0	7	3	2
Total Pending Units	98			20	61	13	4
Total Pending Volume	23,879,203	100%	42.0	2.74M	14.80M	4.71M	1.63M
Median Listing Price	\$201,000			\$97,400	\$187,500	\$320,000	\$372,000

July 2024



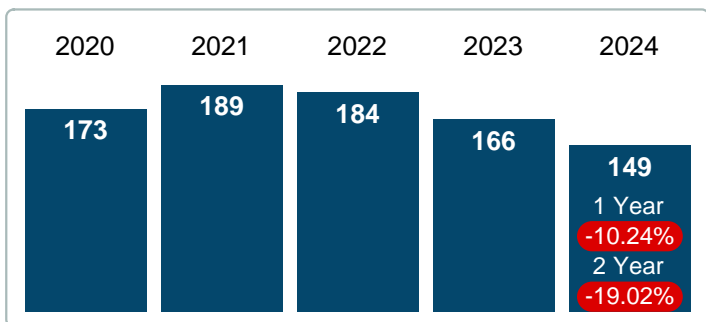
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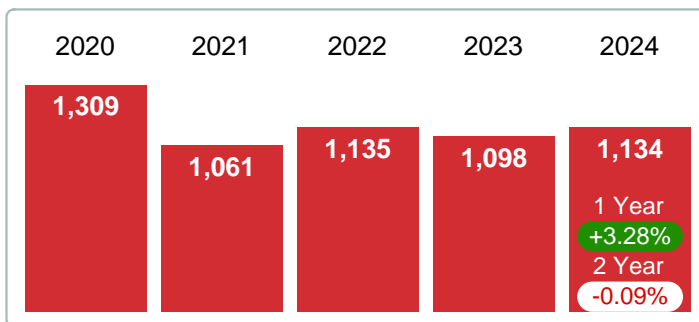
NEW LISTINGS

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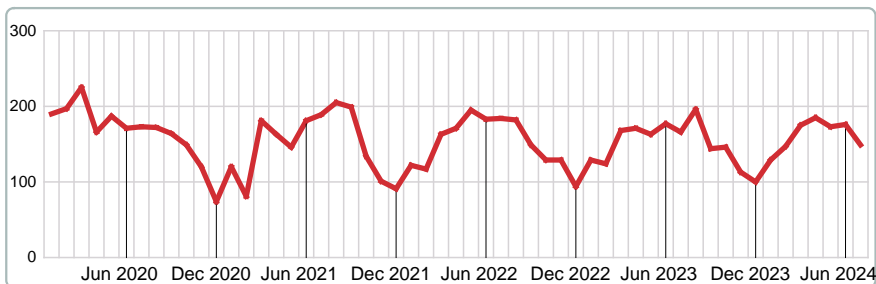
JULY



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

Month	New Listings	% Change
MAY	173	
JUN	176	+1.73%
JUL	149	-15.34%

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	7	4.70%	1	5	1	0
\$75,001 - \$125,000	14	9.40%	5	9	0	0
\$125,001 - \$175,000	27	18.12%	9	15	3	0
\$175,001 - \$275,000	37	24.83%	8	19	8	2
\$275,001 - \$375,000	26	17.45%	5	12	7	2
\$375,001 - \$625,000	22	14.77%	2	13	6	1
\$625,001 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
Median New Listed Listing Price	\$249,900		\$184,500	\$232,500	\$325,000	\$297,450

July 2024



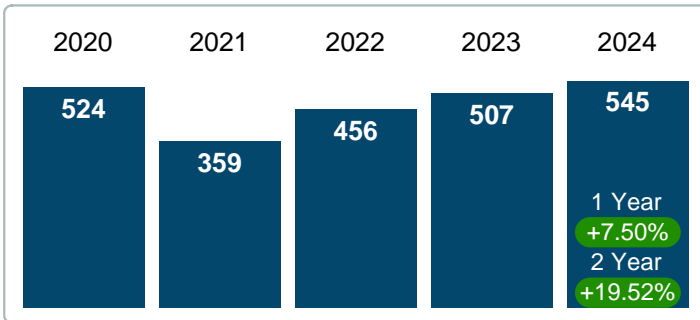
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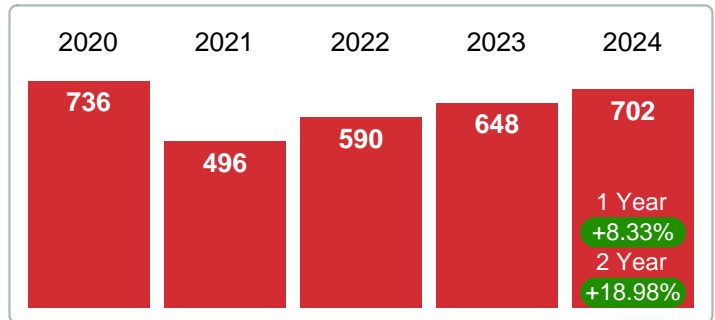
ACTIVE INVENTORY

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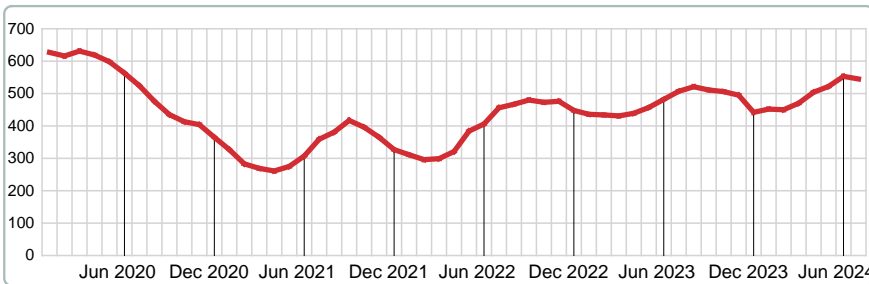
END OF JULY



ACTIVE DURING JULY

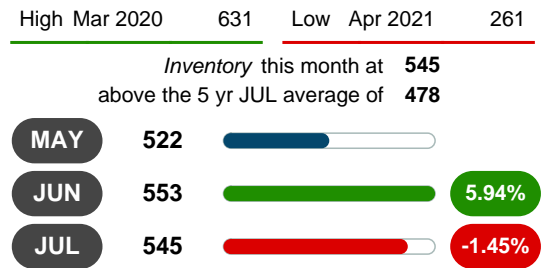


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 478



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	52	9.54%	71.5	24	23	4	1	
\$100,001 - \$150,000	67	12.29%	56.0	19	39	6	3	
\$150,001 - \$175,000	44	8.07%	59.0	16	18	8	2	
\$175,001 - \$325,000	179	32.84%	69.0	31	123	19	6	
\$325,001 - \$500,000	78	14.31%	63.0	9	39	25	5	
\$500,001 - \$800,000	71	13.03%	85.0	5	33	20	13	
\$800,001 and up	54	9.91%	82.0	3	16	18	17	
Total Active Inventory by Units		545		107	291	100	47	
Total Active Inventory by Volume		215,942,338	100%	70.0	25.15M	101.90M	50.02M	38.87M
Median Active Inventory Listing Price		\$259,000			\$165,000	\$245,000	\$387,500	\$650,000

July 2024



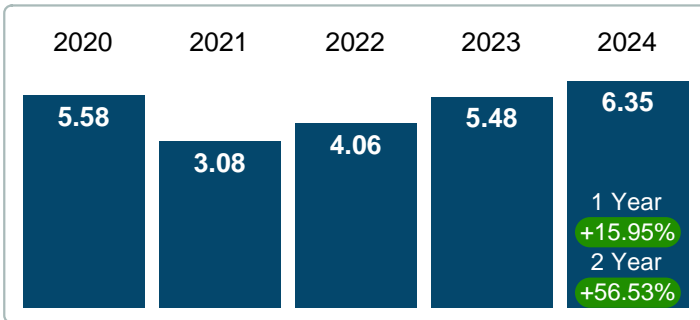
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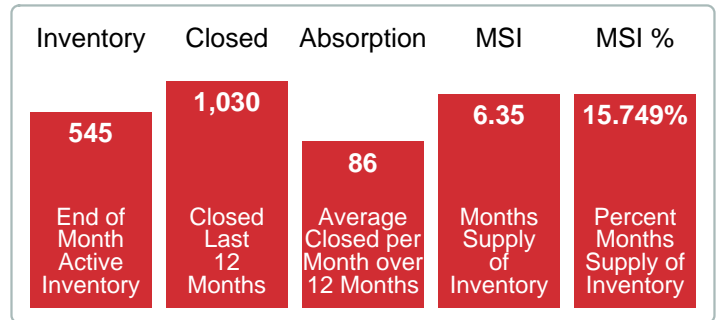
MONTHS SUPPLY of INVENTORY (MSI)

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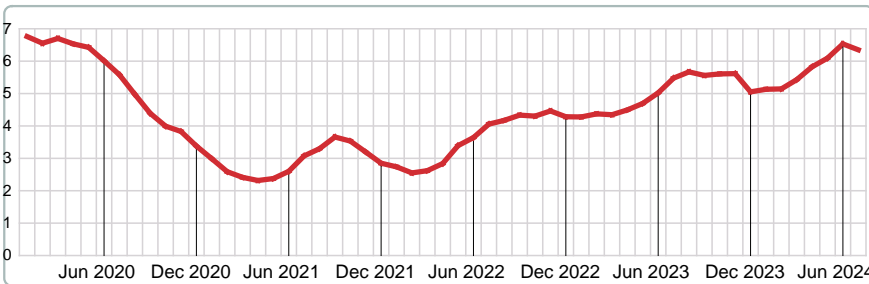
MSI FOR JULY



INDICATORS FOR JULY 2024

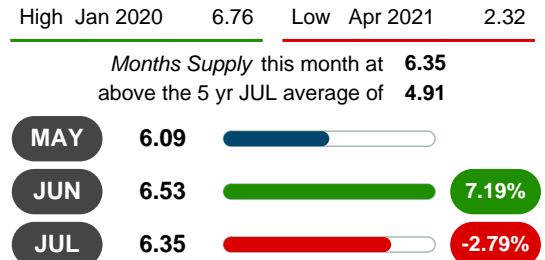


5 YEAR MARKET ACTIVITY TRENDS



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



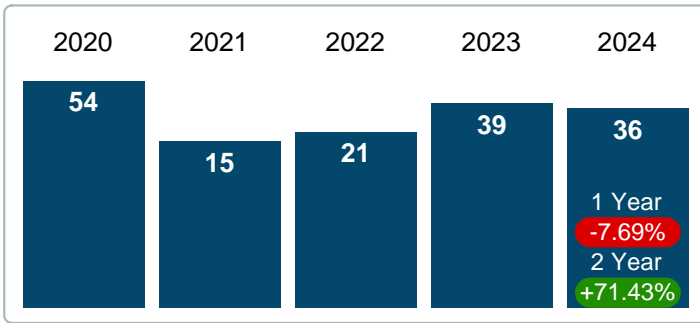
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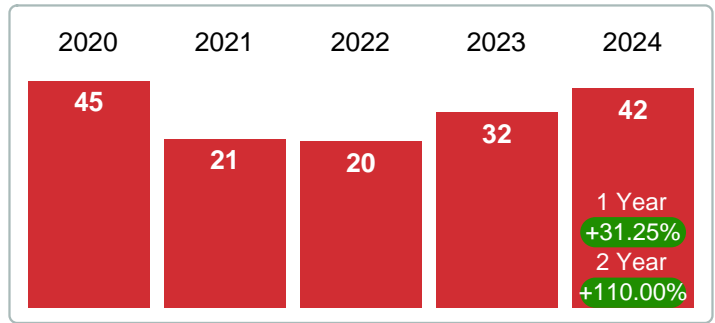
MEDIAN DAYS ON MARKET TO SALE

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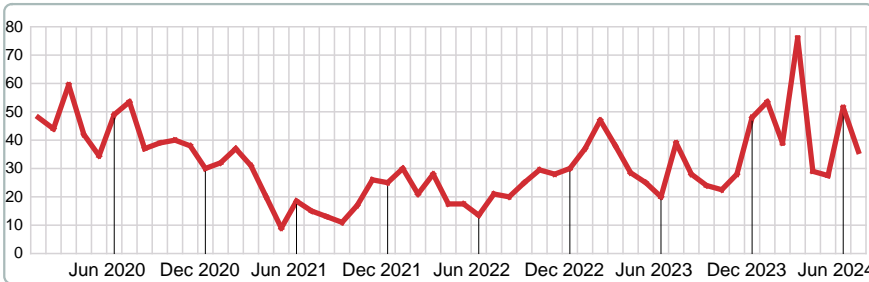
JULY



YEAR TO DATE (YTD)

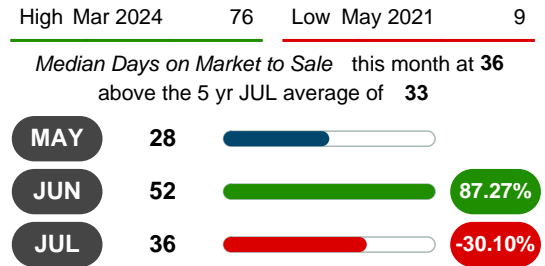


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 33



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
\$50,000 and less	4.95%	21	35	21	0	0
\$50,001 - \$100,000	17.82%	29	15	61	18	104
\$100,001 - \$125,000	5.94%	35	35	34	0	0
\$125,001 - \$225,000	33.66%	34	10	34	55	0
\$225,001 - \$325,000	15.84%	33	0	34	2	0
\$325,001 - \$500,000	9.90%	30	23	45	4	0
\$500,001 and up	11.88%	111	0	96	118	0
Median Closed DOM		36	16	36	46	104
Total Closed Units	100%	36.0	19	64	17	1
Total Closed Volume		26,029,995	2.65M	17.10M	6.22M	58.00K

July 2024



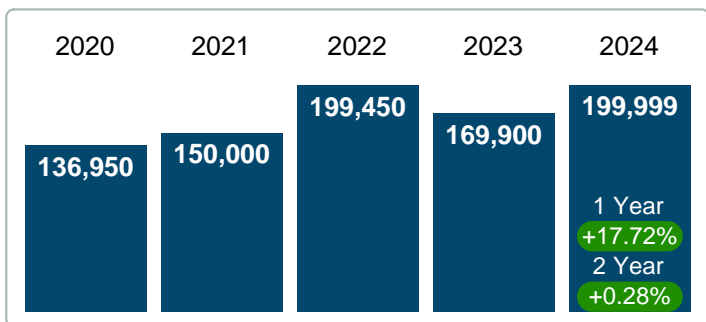
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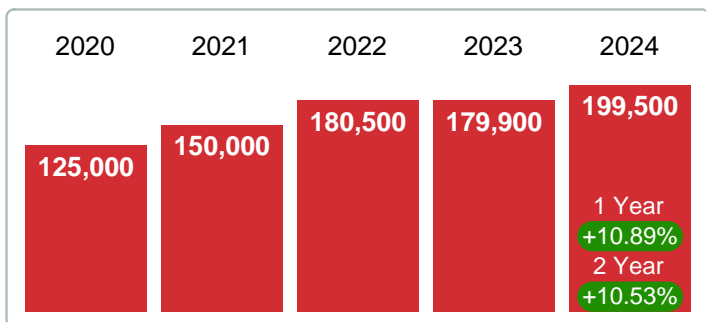
MEDIAN LIST PRICE AT CLOSING

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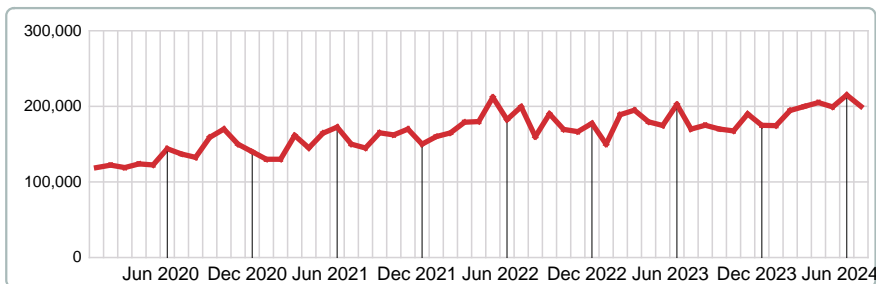
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 171,260

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

Median List Price at Closing this month at **199,999**
above the 5 yr JUL average of **171,260**

- MAY 199,250
- JUN 215,000 +7.90%
- JUL 199,999 -6.98%

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	
\$50,000 and less	6	5.94%	36,889	34,500	36,889	0	
\$50,001 - \$100,000	15	14.85%	85,000	84,900	87,450	89,900	
\$100,001 - \$125,000	8	7.92%	112,450	115,000	110,000	114,900	
\$125,001 - \$225,000	31	30.69%	169,900	149,900	174,900	169,900	
\$225,001 - \$325,000	16	15.84%	277,500	0	275,000	290,500	
\$325,001 - \$500,000	13	12.87%	375,000	375,000	379,900	354,900	
\$500,001 and up	12	11.88%	657,320	0	609,500	787,000	
Median List Price		199,999		110,000	218,250	224,900	60,000
Total Closed Units		101	100%	199,999	19	64	17
Total Closed Volume		27,387,765			2.81M	17.95M	6.58M

July 2024



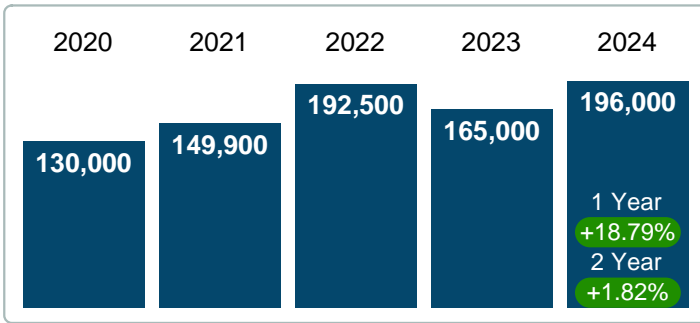
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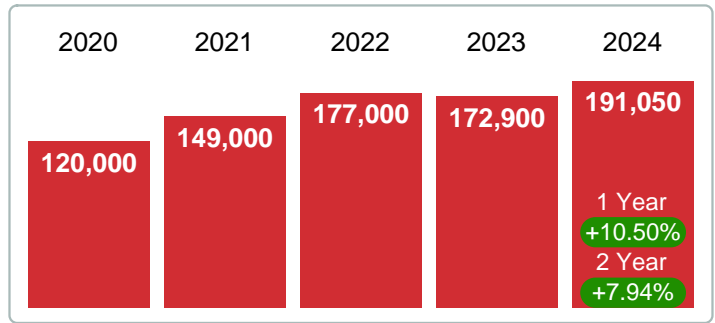
MEDIAN SOLD PRICE AT CLOSING

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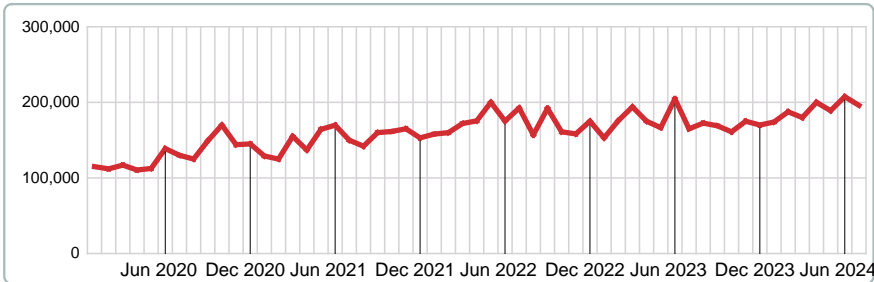
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 166,680

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

Median Sold Price at Closing this month at **196,000** above the 5 yr JUL average of **166,680**



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
\$50,000 and less	5	4.95%	30,000	27,750	30,000	0	0
\$50,001 - \$100,000	18	17.82%	82,410	80,000	87,410	80,000	58,000
\$100,001 - \$125,000	6	5.94%	110,488	109,450	114,738	0	0
\$125,001 - \$225,000	34	33.66%	166,500	157,000	189,250	168,000	0
\$225,001 - \$325,000	16	15.84%	280,000	0	280,000	290,500	0
\$325,001 - \$500,000	10	9.90%	359,500	345,000	375,000	341,700	0
\$500,001 and up	12	11.88%	590,000	0	580,000	747,400	0
Median Sold Price			196,000	108,900	212,500	224,900	58,000
Total Closed Units		100%	101	19	64	17	1
Total Closed Volume			26,029,995	2.65M	17.10M	6.22M	58.00K

July 2024



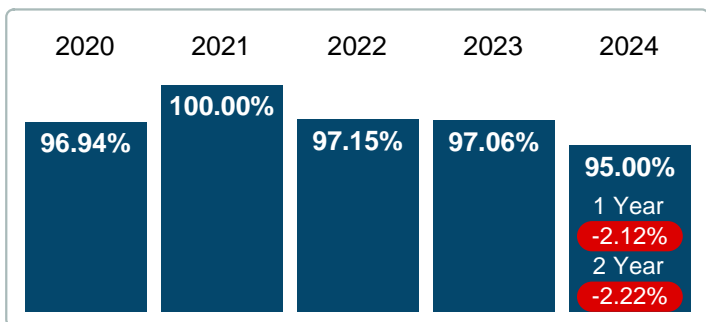
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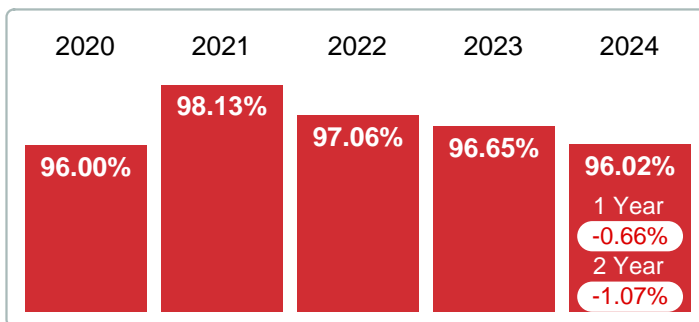
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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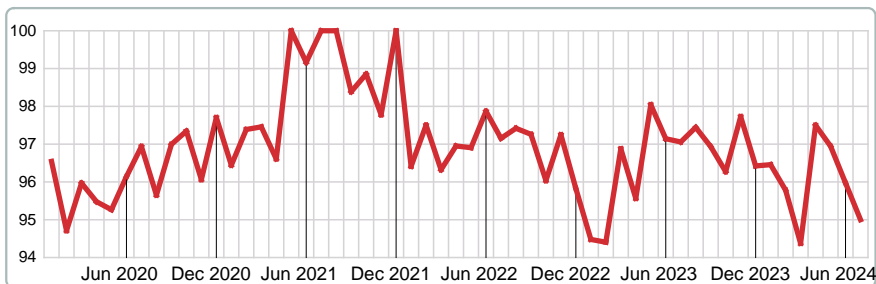
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

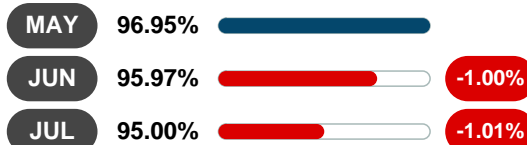


3 MONTHS

5 year JUL AVG = 97.23%

High Dec 2021 100.00% Low Mar 2024 94.38%

Median Sold/List Ratio this month at **95.00%**
below the 5 yr JUL average of **97.23%**



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
\$50,000 and less	5	4.95%	88.82%	82.18%	88.82%	0.00%	0.00%
\$50,001 - \$100,000	18	17.82%	94.01%	94.23%	92.95%	87.57%	96.67%
\$100,001 - \$125,000	6	5.94%	88.09%	95.38%	82.48%	0.00%	0.00%
\$125,001 - \$225,000	34	33.66%	98.21%	95.00%	98.89%	98.88%	0.00%
\$225,001 - \$325,000	16	15.84%	94.34%	0.00%	94.04%	100.00%	0.00%
\$325,001 - \$500,000	10	9.90%	96.28%	93.90%	100.00%	96.28%	0.00%
\$500,001 and up	12	11.88%	95.98%	0.00%	94.14%	96.24%	0.00%
Median Sold/List Ratio		95.00%		93.90%	95.69%	96.28%	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



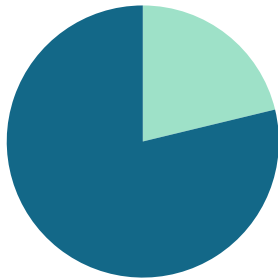
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

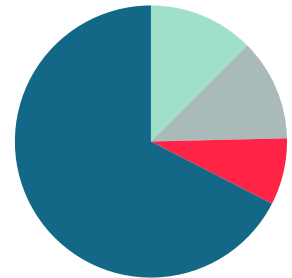


Inventory
 New Listings
149 = 21.23%
 Start Inventory
553
 Total Inventory Units
702
 Volume
\$267,819,241

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%
Median List Price	169,900	199,999	17.72%	179,900	199,500	10.89%
Median Sale Price	165,000	196,000	18.79%	172,900	191,050	10.50%
Median Percent of Selling Price to List Price	97.06%	95.00%	-2.12%	96.65%	96.02%	-0.66%
Median Days on Market to Sale	39.00	36.00	-7.69%	32.00	42.00	31.25%
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

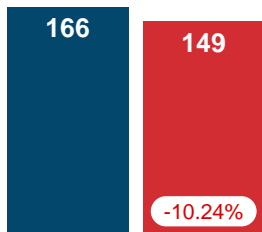
Inventory on July 31, 2024 = **545**

2023 **2024**

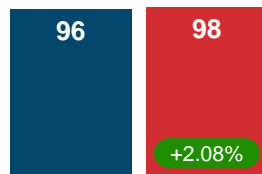
JULY MARKET

MEDIAN PRICES

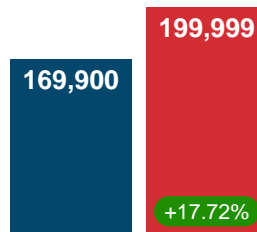
New Listings



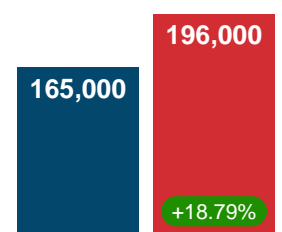
Pending Listings



List Price



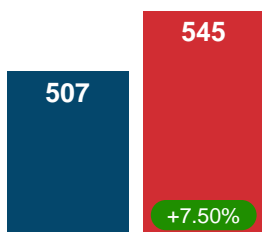
Sale Price



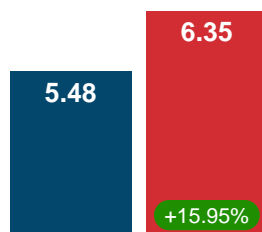
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

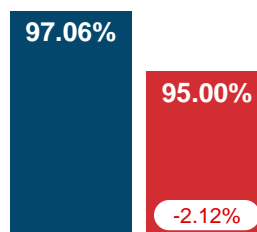
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

