

August 2024



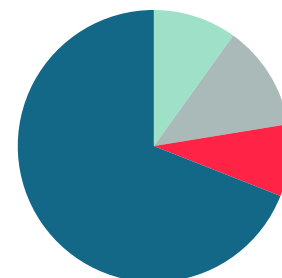
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	August 2024	+/-%
Closed Listings	103	80	-22.33%
Pending Listings	118	101	-14.41%
New Listings	196	173	-11.73%
Average List Price	253,153	215,904	-14.71%
Average Sale Price	240,050	204,028	-15.01%
Average Percent of Selling Price to List Price	95.10%	93.43%	-1.76%
Average Days on Market to Sale	44.41	58.58	31.90%
End of Month Inventory	521	557	6.91%
Months Supply of Inventory	5.67	6.63	16.99%



■ Closed (9.91%)
■ Pending (12.52%)
■ Other OffMarket (8.55%)
■ Active (69.02%)

Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of August 31, 2024 = **557**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2024 rose **6.91%** to 557 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **6.63** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **15.01%** in August 2024 to \$204,028 versus the previous year at \$240,050.

Average Days on Market Lengthens

The average number of **58.58** days that homes spent on the market before selling increased by 14.17 days or **31.90%** in August 2024 compared to last year's same month at **44.41** DOM.

Sales Success for August 2024 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 173 New Listings in August 2024, down **11.73%** from last year at 196. Furthermore, there were 80 Closed Listings this month versus last year at 103, a **-22.33%** decrease.

Closed versus Listed trends yielded a **46.2%** ratio, down from previous year's, August 2023, at **52.6%**, a **12.00%** downswing. 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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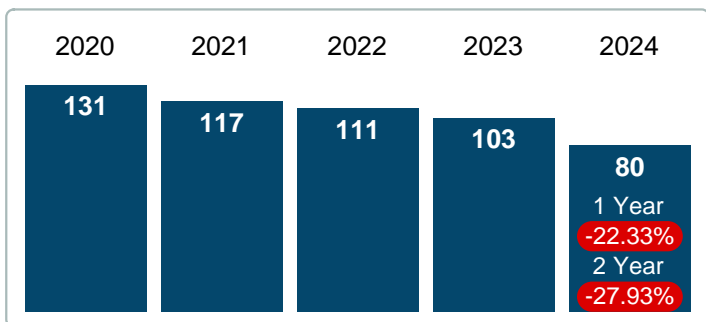
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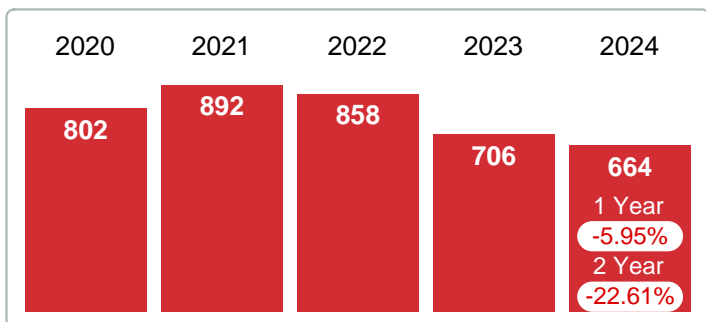
CLOSED LISTINGS

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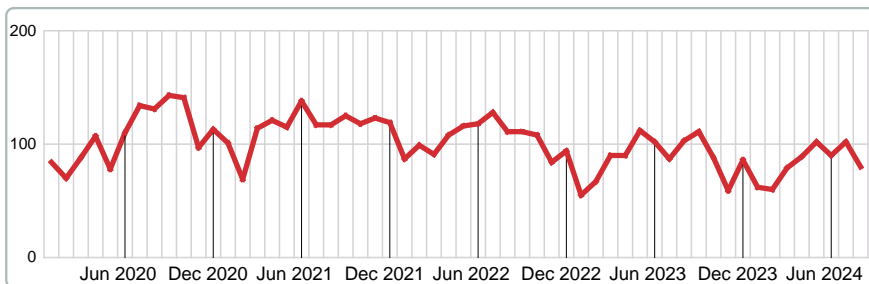
AUGUST



YEAR TO DATE (YTD)

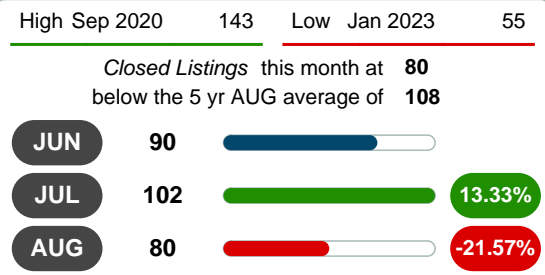


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 108



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	4	5.00%	127.3	4	0	0	0
\$50,001 - \$100,000	12	15.00%	61.3	2	9	1	0
\$100,001 - \$150,000	14	17.50%	47.5	4	9	1	0
\$150,001 - \$225,000	22	27.50%	43.0	1	19	1	1
\$225,001 - \$250,000	10	12.50%	63.9	1	8	1	0
\$250,001 - \$325,000	9	11.25%	53.9	0	6	3	0
\$325,001 and up	9	11.25%	78.3	1	5	2	1
Total Closed Units	80			13	56	9	2
Total Closed Volume	16,322,251	100%	58.6	1.57M	11.54M	2.48M	724.00K
Average Closed Price	\$204,028			\$121,100	\$206,071	\$276,000	\$362,000

August 2024



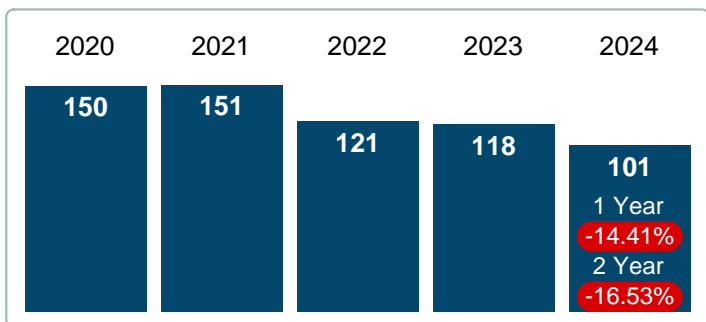
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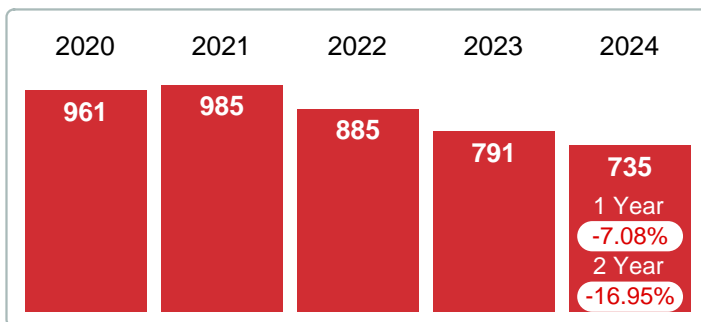
PENDING LISTINGS

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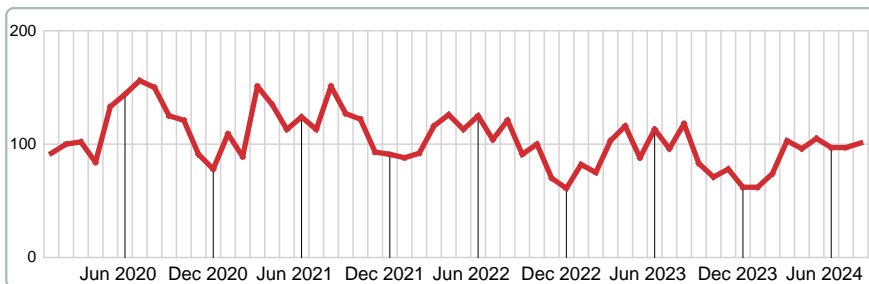
AUGUST



YEAR TO DATE (YTD)

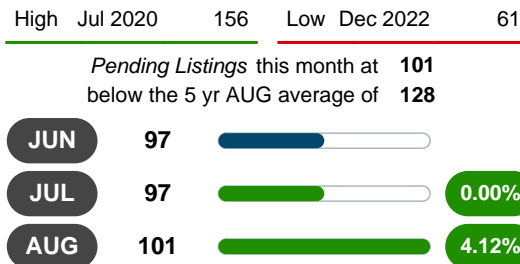


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 128



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	11	10.89%	83.7	7	3	1	0
\$75,001 - \$100,000	8	7.92%	67.9	2	6	0	0
\$100,001 - \$125,000	8	7.92%	50.0	2	5	1	0
\$125,001 - \$225,000	36	35.64%	50.3	5	29	2	0
\$225,001 - \$325,000	14	13.86%	79.5	2	9	3	0
\$325,001 - \$525,000	13	12.87%	109.7	2	4	6	1
\$525,001 and up	11	10.89%	107.8	0	4	4	3
Total Pending Units	101			20	60	17	4
Total Pending Volume	26,222,175	100%	78.4	2.97M	12.99M	6.74M	3.52M
Average Listing Price	\$281,886			\$148,525	\$216,465	\$396,535	\$880,675

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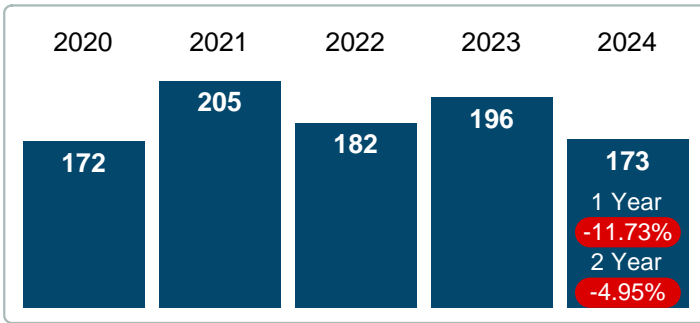
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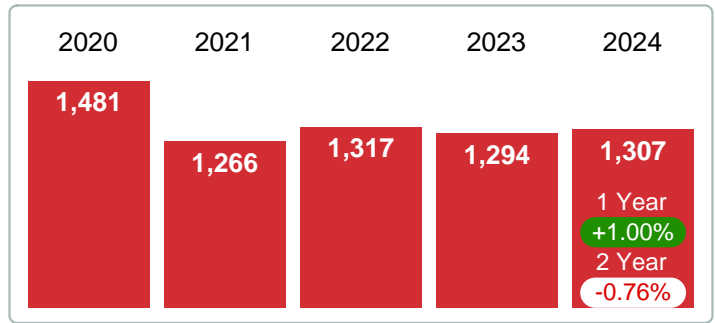
NEW LISTINGS

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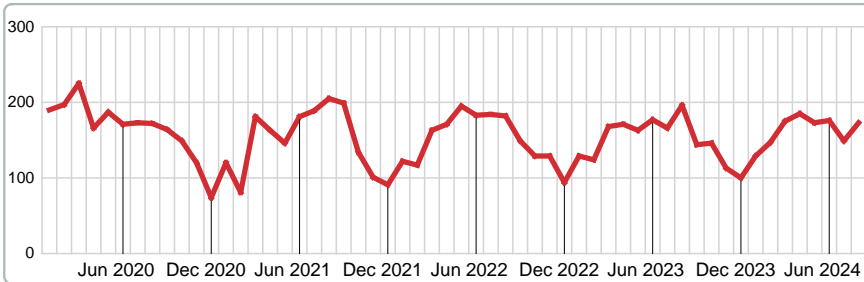
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 186

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 173
below the 5 yr AUG average of 186



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	17	9.83%	10	5	1	1
\$80,001 - \$120,000	17	9.83%	9	7	1	0
\$120,001 - \$170,000	26	15.03%	8	14	4	0
\$170,001 - \$230,000	40	23.12%	3	29	8	0
\$230,001 - \$390,000	33	19.08%	2	21	10	0
\$390,001 - \$670,000	22	12.72%	1	13	7	1
\$670,001 and up	18	10.40%	3	5	9	1
Total New Listed Units	173		36	94	40	3
Total New Listed Volume	50,334,349	100%	6.40M	25.91M	16.65M	1.37M
Average New Listed Listing Price	\$75,000		\$177,708	\$275,657	\$416,276	\$458,000

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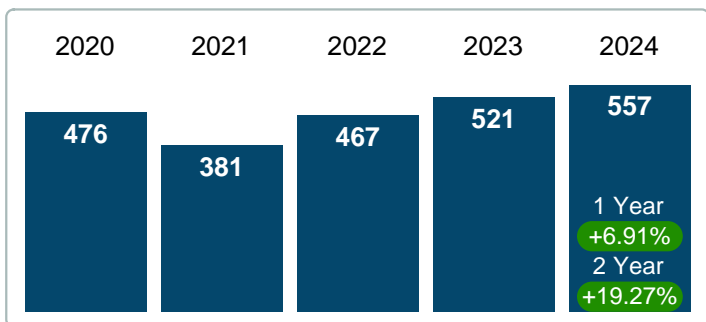
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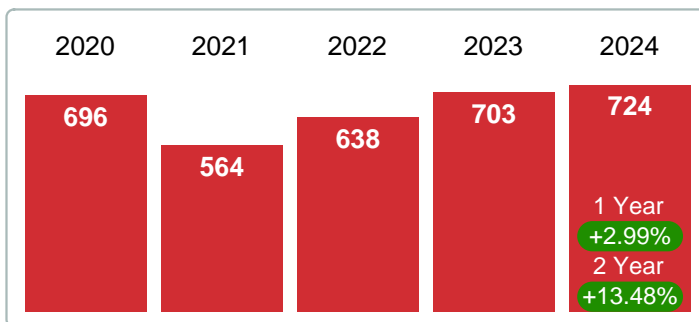
ACTIVE INVENTORY

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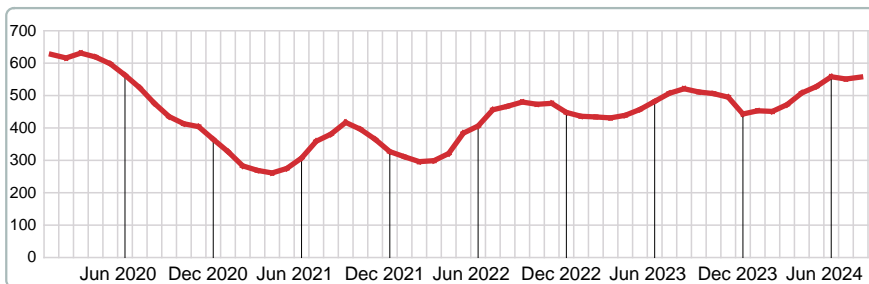
END OF AUGUST



ACTIVE DURING AUGUST

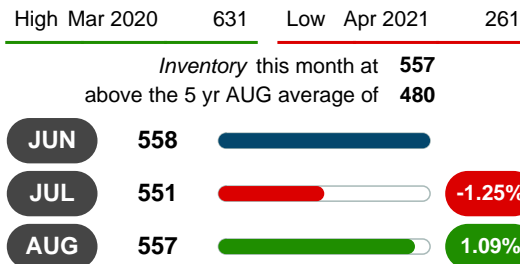


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 480



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	56	10.05%	69.6	31	19	4	2
\$100,001 - \$150,000	67	12.03%	81.9	22	35	7	3
\$150,001 - \$175,000	50	8.98%	83.6	15	25	8	2
\$175,001 - \$300,000	168	30.16%	75.7	28	111	24	5
\$300,001 - \$475,000	84	15.08%	85.2	8	46	27	3
\$475,001 - \$825,000	74	13.29%	90.7	7	37	20	10
\$825,001 and up	58	10.41%	99.4	3	18	22	15
Total Active Inventory by Units			557	114	291	112	40
Total Active Inventory by Volume			218,223,613	24.18M	104.39M	55.26M	34.39M
Average Active Inventory Listing Price			\$391,784	\$212,091	\$358,728	\$493,431	\$859,777

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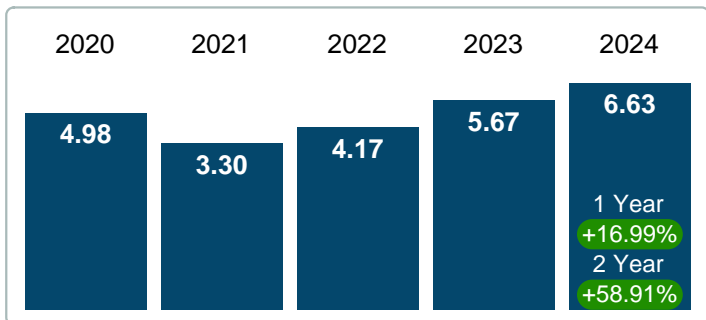
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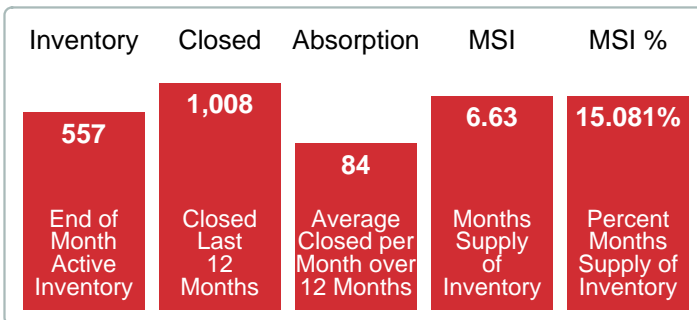
MONTHS SUPPLY of INVENTORY (MSI)

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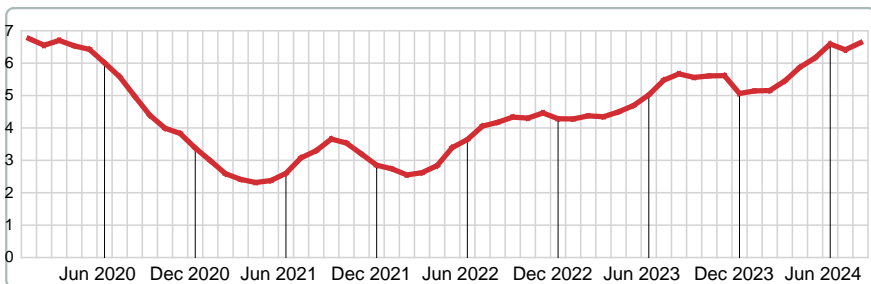
MSI FOR AUGUST



INDICATORS FOR AUGUST 2024

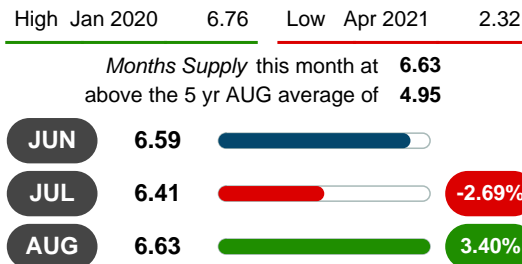


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4.95



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	56	10.05%	3.45	4.77	2.24	4.36	6.00
\$100,001 - \$150,000	67	12.03%	3.96	5.39	3.16	4.20	36.00
\$150,001 - \$175,000	50	8.98%	6.19	9.47	4.62	8.73	12.00
\$175,001 - \$300,000	168	30.16%	6.93	11.20	6.34	6.40	10.00
\$300,001 - \$475,000	84	15.08%	8.40	4.80	8.49	12.00	4.50
\$475,001 - \$825,000	74	13.29%	12.33	14.00	12.00	10.43	20.00
\$825,001 and up	58	10.41%	23.20	0.00	72.00	13.20	25.71
Market Supply of Inventory (MSI)			6.63	6.77	5.68	8.56	14.12
Total Active Inventory by Units		100%	6.63	114	291	112	40

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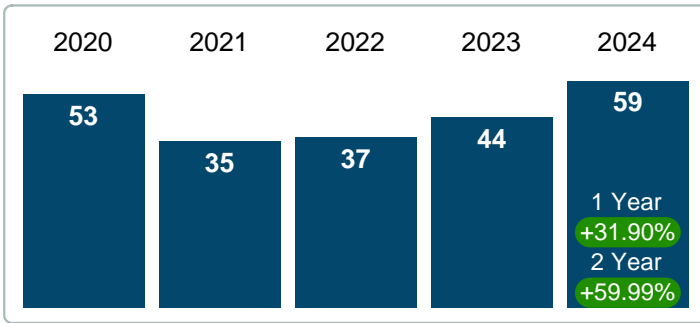
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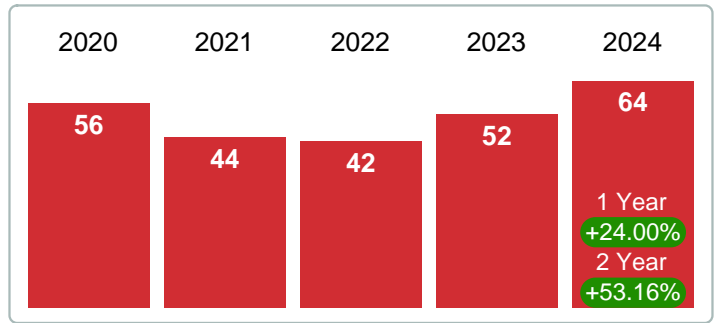
AVERAGE DAYS ON MARKET TO SALE

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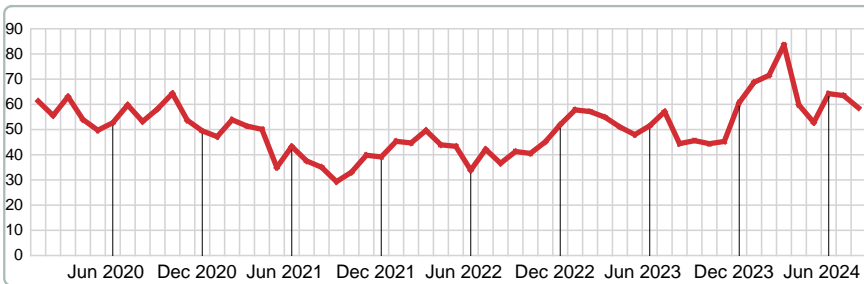
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

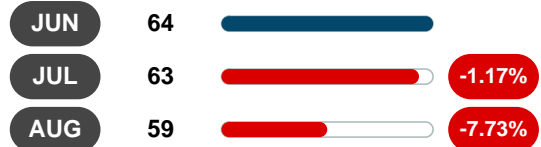


3 MONTHS

5 year AUG AVG = 46

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 59 above the 5 yr AUG 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
\$50,000 and less	5.00%	127	127	0	0	0
\$50,001 - \$100,000	15.00%	61	19	69	76	0
\$100,001 - \$150,000	17.50%	48	55	49	6	0
\$150,001 - \$225,000	27.50%	43	41	46	12	13
\$225,001 - \$250,000	12.50%	64	9	76	24	0
\$250,001 - \$325,000	11.25%	54	0	67	27	0
\$325,001 and up	11.25%	78	71	109	26	37
Average Closed DOM		59	68	63	28	25
Total Closed Units	100%	59	13	56	9	2
Total Closed Volume		16,322,251	1.57M	11.54M	2.48M	724.00K

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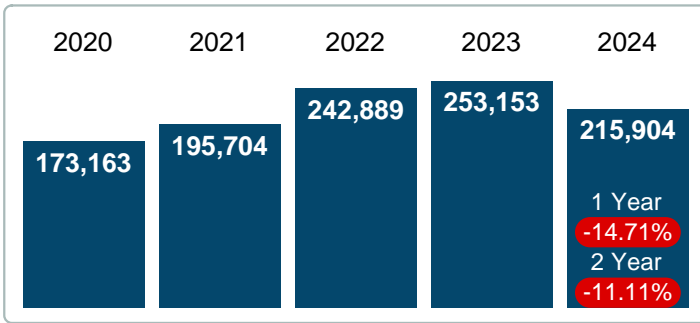
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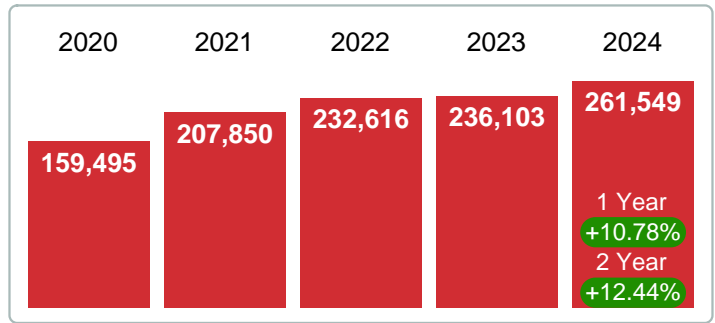
AVERAGE LIST PRICE AT CLOSING

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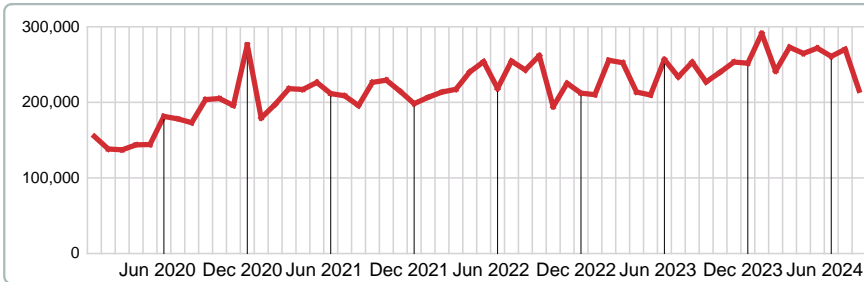
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

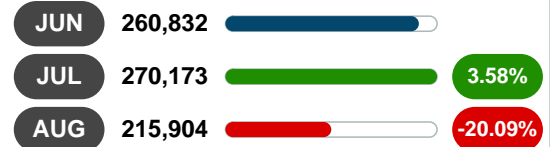


3 MONTHS

5 year AUG AVG = 216,163

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

Average List Price at Closing this month at **215,904**
below the 5 yr AUG average of **216,163**



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	4	5.00%	35,500	0	0	0
\$50,001 - \$100,000	10	12.50%	69,900	83,356	103,000	0
\$100,001 - \$150,000	15	18.75%	132,100	140,200	135,000	0
\$150,001 - \$225,000	15	18.75%	225,000	205,142	179,000	235,000
\$225,001 - \$250,000	12	15.00%	249,000	255,625	265,000	0
\$250,001 - \$325,000	13	16.25%	0	318,100	299,167	0
\$325,001 and up	11	13.75%	400,000	488,480	484,475	499,000
Average List Price		215,904	129,554	219,745	283,161	367,000
Total Closed Units		80	13	56	9	2
Total Closed Volume		17,272,350	1.68M	12.31M	2.55M	734.00K

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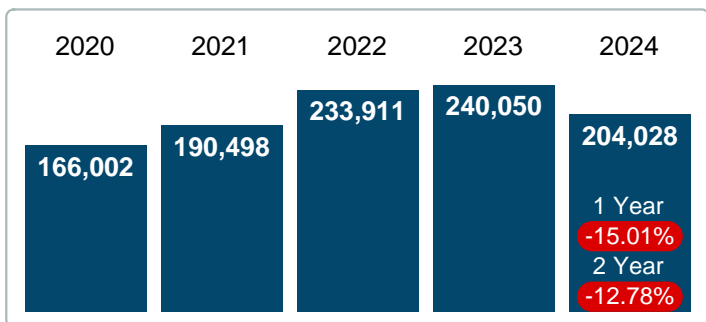
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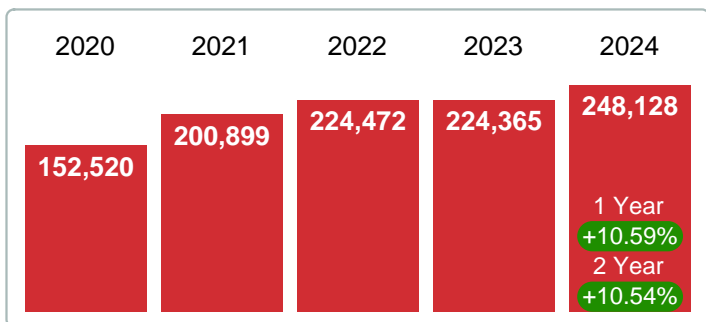
AVERAGE SOLD PRICE AT CLOSING

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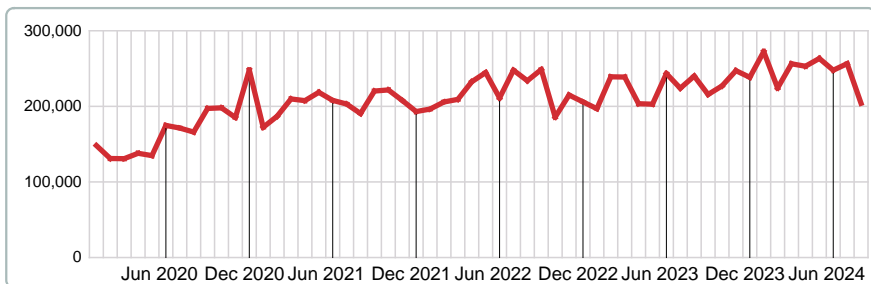
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

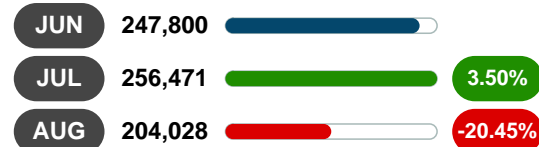


3 MONTHS

5 year AUG AVG = 206,898

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

Average Sold Price at Closing this month at **204,028** below the 5 yr AUG average of **206,898**



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	5.00%	27,875	0	0	0
\$50,001 - \$100,000	12	15.00%	65,450	74,822	70,000	0
\$100,001 - \$150,000	14	17.50%	122,475	133,267	135,000	0
\$150,001 - \$225,000	22	27.50%	207,000	193,182	176,000	225,000
\$225,001 - \$250,000	10	12.50%	230,000	237,088	250,000	0
\$250,001 - \$325,000	9	11.25%	0	296,000	301,333	0
\$325,001 and up	9	11.25%	405,000	464,800	474,500	499,000
Average Sold Price		204,028	121,100	206,071	276,000	362,000
Total Closed Units		80	13	56	9	2
Total Closed Volume		16,322,251	1.57M	11.54M	2.48M	724.00K

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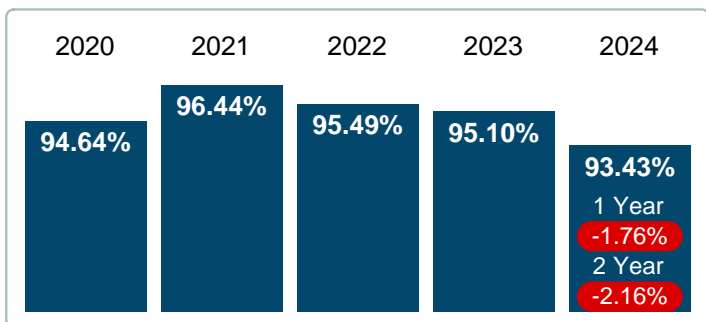
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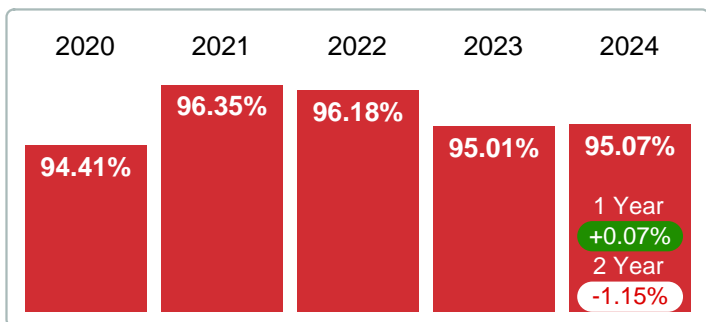
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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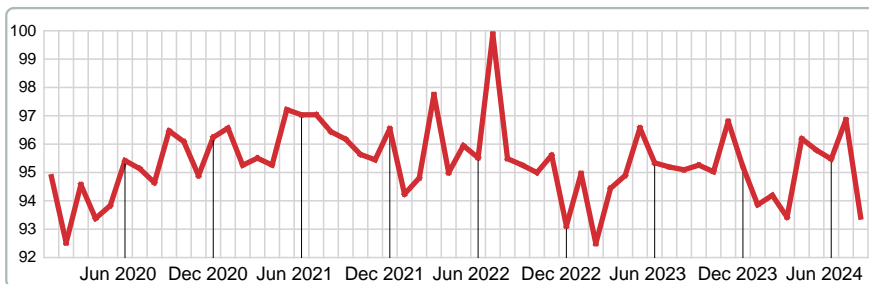
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

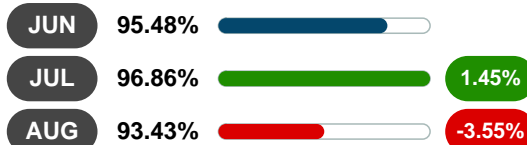


3 MONTHS

5 year AUG AVG = 95.02%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **93.43%** below the 5 yr AUG average of **95.02%**



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	4	5.00%	79.63%	79.63%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	12	15.00%	89.20%	92.57%	90.81%	67.96%	0.00%
\$100,001 - \$150,000	14	17.50%	94.87%	92.71%	95.26%	100.00%	0.00%
\$150,001 - \$225,000	22	27.50%	95.01%	92.00%	94.96%	98.32%	95.74%
\$225,001 - \$250,000	10	12.50%	93.00%	92.37%	92.91%	94.34%	0.00%
\$250,001 - \$325,000	9	11.25%	95.55%	0.00%	93.04%	100.57%	0.00%
\$325,001 and up	9	11.25%	97.44%	101.25%	95.80%	98.34%	100.00%
Average Sold/List Ratio		93.40%		89.24%	93.92%	95.44%	97.87%
Total Closed Units	80	100%	93.40%	13	56	9	2
Total Closed Volume	16,322,251			1.57M	11.54M	2.48M	724.00K

August 2024



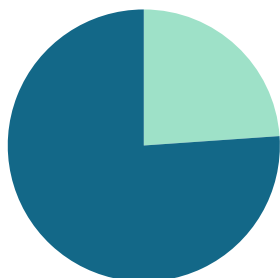
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

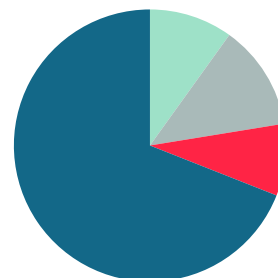


Inventory
 New Listings
173 = 23.90%
 Start Inventory
551
 Total Inventory Units
724
 Volume
\$264,886,288

Market Activity

Closed Sales
80 = 9.91%
 Pending Sales
101 = 12.52%
 Other Off Market
69 = 8.55%
 Active Inventory
557 = 69.02%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	103	80	-22.33%	706	664	-5.95%
Pending Sales	118	101	-14.41%	791	735	-7.08%
New Listings	196	173	-11.73%	1,294	1,307	1.00%
Average List Price	253,153	215,904	-14.71%	236,103	261,549	10.78%
Average Sale Price	240,050	204,028	-15.01%	224,365	248,128	10.59%
Average Percent of Selling Price to List Price	95.10%	93.43%	-1.76%	95.01%	95.07%	0.07%
Average Days on Market to Sale	44.41	58.58	31.90%	51.99	64.47	24.00%
Monthly Inventory	521	557	6.91%	521	557	6.91%
Months Supply of Inventory	5.67	6.63	16.99%	5.67	6.63	16.99%

Absorption: Last 12 months, an Average of **84** Sales/Month

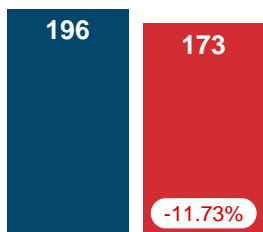
Inventory on August 31, 2024 = **557**

2023 **2024**

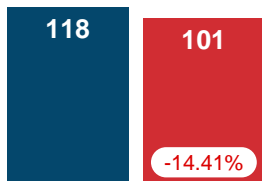
AUGUST MARKET

AVERAGE PRICES

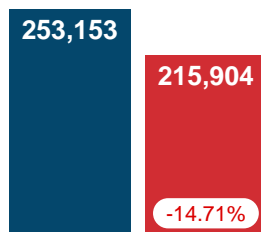
New Listings



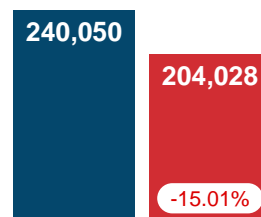
Pending Listings



List Price



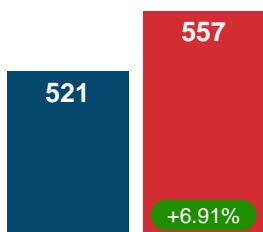
Sale Price



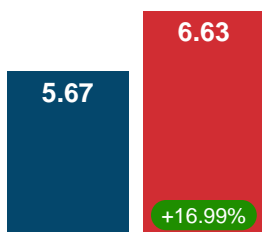
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

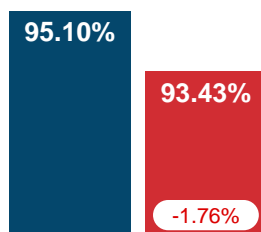
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

