

# September 2024



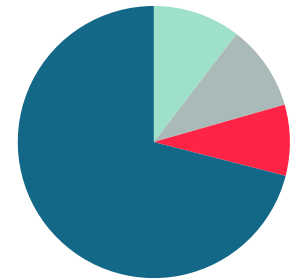
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	111	84	-24.32%
Pending Listings	83	82	-1.20%
New Listings	144	160	11.11%
Average List Price	226,971	221,034	-2.62%
Average Sale Price	215,733	208,049	-3.56%
Average Percent of Selling Price to List Price	95.26%	93.87%	-1.46%
Average Days on Market to Sale	45.59	68.19	49.56%
End of Month Inventory	511	573	12.13%
Months Supply of Inventory	5.56	7.00	25.95%



**Absorption:** Last 12 months, an Average of **82** Sales/Month  
**Active Inventory** as of September 30, 2024 = **573**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2024 rose **12.13%** to 573 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **7.00** 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 **3.56%** in September 2024 to \$208,049 versus the previous year at \$215,733.

#### Average Days on Market Lengthens

The average number of **68.19** days that homes spent on the market before selling increased by 22.60 days or **49.56%** in September 2024 compared to last year's same month at **45.59** DOM.

#### Sales Success for September 2024 is Positive

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

There were 160 New Listings in September 2024, up **11.11%** from last year at 144. Furthermore, there were 84 Closed Listings this month versus last year at 111, a **-24.32%** decrease.

Closed versus Listed trends yielded a **52.5%** ratio, down from previous year's, September 2023, at **77.1%**, a **31.89%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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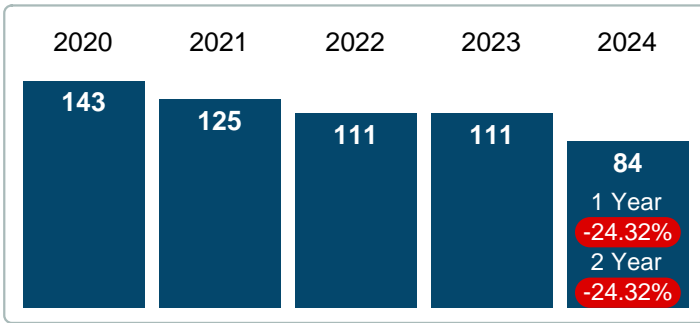
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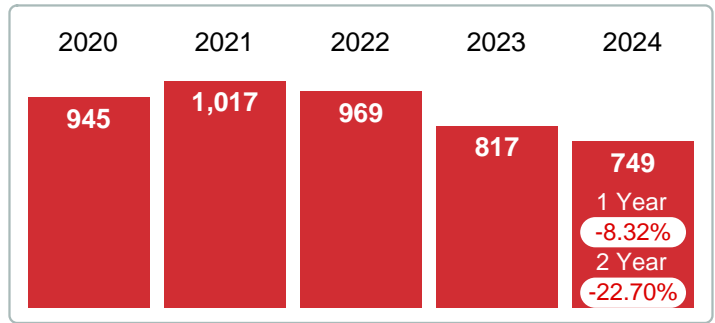
## CLOSED LISTINGS

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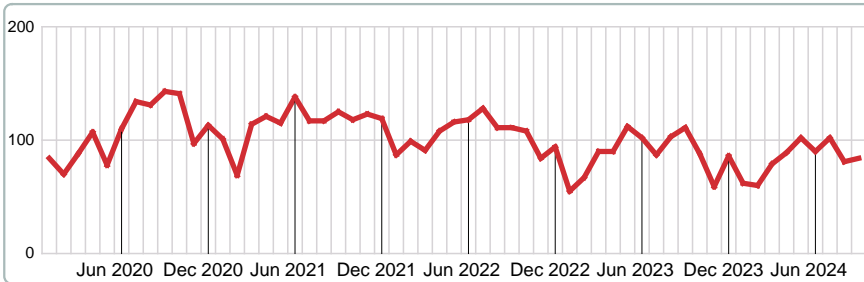
### SEPTEMBER



### YEAR TO DATE (YTD)

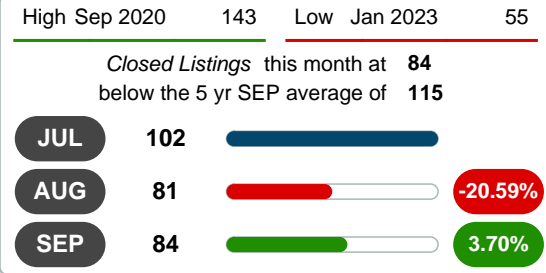


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 115



### 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	6	7.14%	86.0	4	1	1	0
\$50,001 - \$75,000	6	7.14%	91.3	3	3	0	0
\$75,001 - \$125,000	17	20.24%	33.8	2	14	1	0
\$125,001 - \$175,000	22	26.19%	58.9	4	16	2	0
\$175,001 - \$250,000	14	16.67%	67.9	1	9	3	1
\$250,001 - \$450,000	10	11.90%	118.1	2	5	3	0
\$450,001 and up	9	10.71%	73.7	0	4	2	3
<b>Total Closed Units</b>	<b>84</b>			<b>16</b>	<b>52</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>17,476,120</b>	<b>100%</b>	<b>68.2</b>	<b>2.13M</b>	<b>9.37M</b>	<b>3.34M</b>	<b>2.63M</b>
<b>Average Closed Price</b>	<b>\$208,049</b>			<b>\$133,294</b>	<b>\$180,154</b>	<b>\$278,533</b>	<b>\$658,250</b>

# September 2024



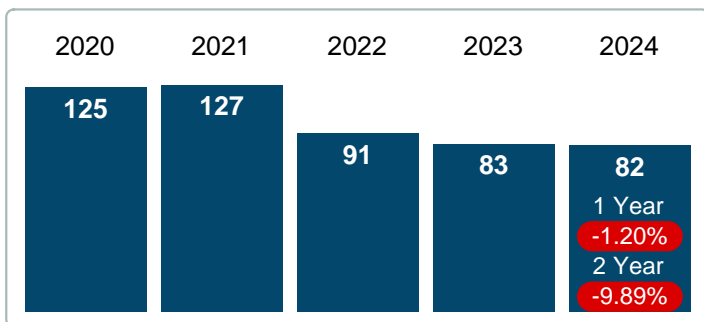
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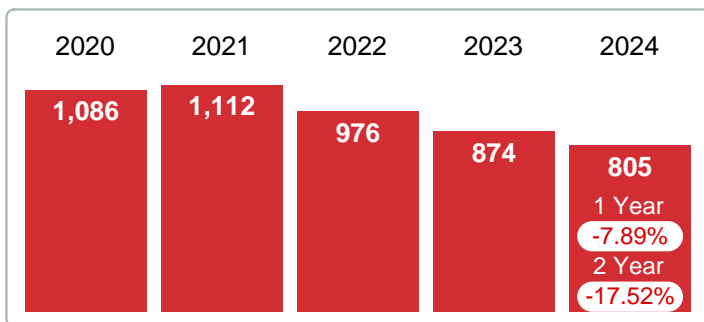
## PENDING LISTINGS

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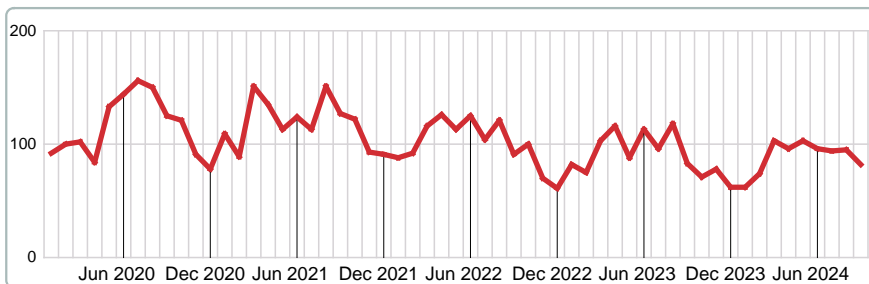
### SEPTEMBER



### YEAR TO DATE (YTD)

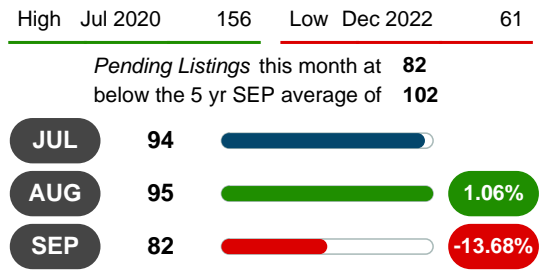


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 102



### 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	8	9.76%	40.3	5	2	1	0
\$75,001 - \$125,000	11	13.41%	106.8	4	6	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$225,000	30	36.59%	55.0	9	17	4	0
\$225,001 - \$350,000	15	18.29%	76.5	0	10	5	0
\$350,001 - \$675,000	8	9.76%	88.9	1	5	0	2
\$675,001 and up	10	12.20%	74.1	0	3	3	4
<b>Total Pending Units</b>	<b>82</b>			<b>19</b>	<b>43</b>	<b>14</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>24,522,299</b>	<b>100%</b>	<b>68.5</b>	<b>2.73M</b>	<b>11.61M</b>	<b>4.93M</b>	<b>5.25M</b>
<b>Average Listing Price</b>	<b>\$320,430</b>			<b>\$143,874</b>	<b>\$269,960</b>	<b>\$352,321</b>	<b>\$874,650</b>

# September 2024



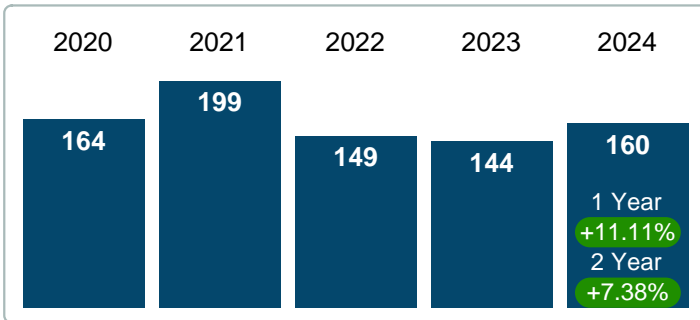
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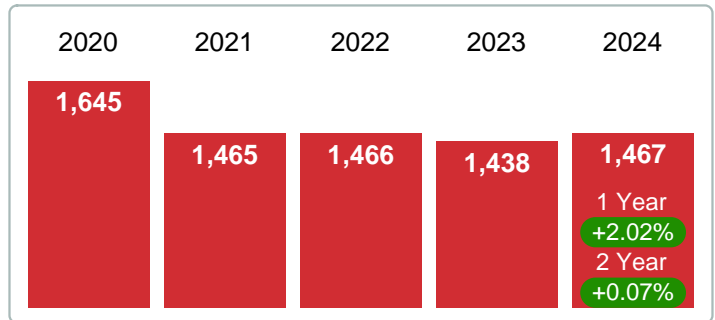
## NEW LISTINGS

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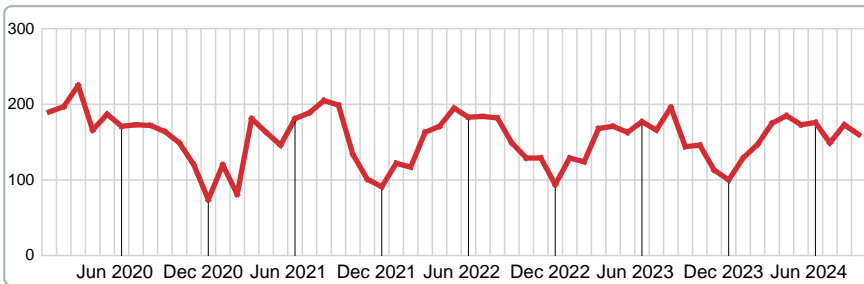
### SEPTEMBER



### YEAR TO DATE (YTD)

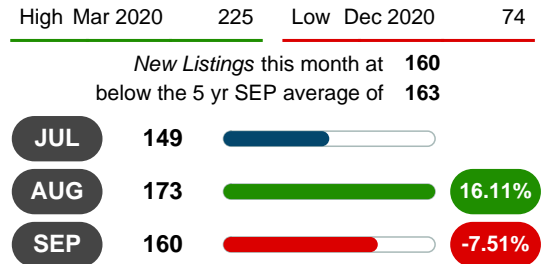


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 163



### 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	18	11.25%	7	9	2	0
\$90,001 - \$130,000	13	8.13%	7	5	1	0
\$130,001 - \$170,000	28	17.50%	5	20	2	1
\$170,001 - \$270,000	40	25.00%	6	29	4	1
\$270,001 - \$390,000	25	15.63%	1	12	11	1
\$390,001 - \$620,000	20	12.50%	2	10	8	0
\$620,001 and up	16	10.00%	0	6	6	4
<b>Total New Listed Units</b>	<b>160</b>		<b>28</b>	<b>91</b>	<b>34</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>48,192,062</b>	<b>100%</b>	<b>4.29M</b>	<b>23.73M</b>	<b>14.71M</b>	<b>5.46M</b>
<b>Average New Listed Listing Price</b>	<b>\$148,000</b>		<b>\$153,339</b>	<b>\$260,800</b>	<b>\$432,583</b>	<b>\$779,700</b>

# September 2024



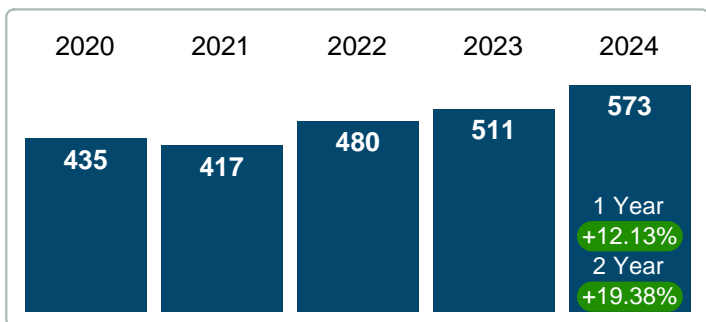
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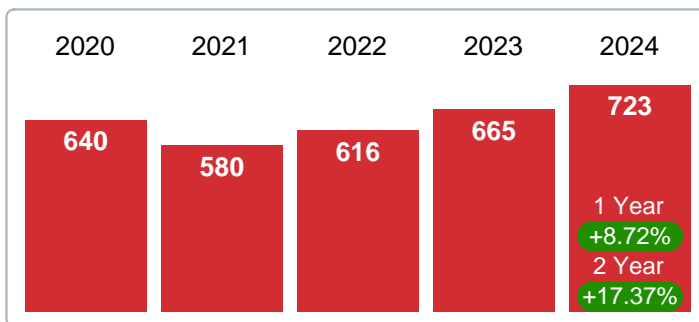
## ACTIVE INVENTORY

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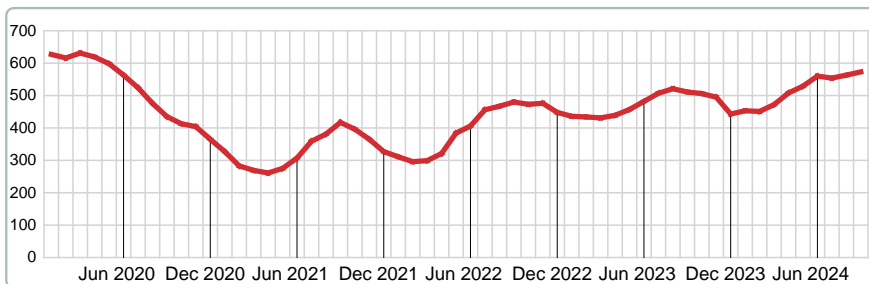
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

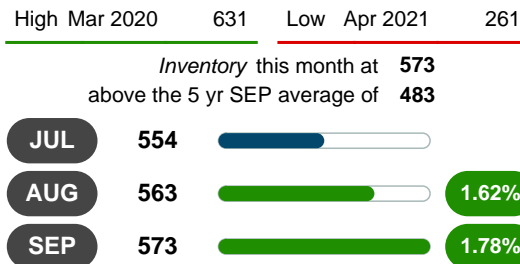


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 483



### 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	9.77%	70.9	27	23	5	1
\$100,001 - \$125,000	23	4.01%	79.4	10	11	1	1
\$125,001 - \$175,000	103	17.98%	84.3	26	60	12	5
\$175,001 - \$300,000	175	30.54%	75.2	27	118	25	5
\$300,001 - \$475,000	87	15.18%	77.9	8	49	27	3
\$475,001 - \$775,000	68	11.87%	102.8	7	33	22	6
\$775,001 and up	61	10.65%	109.0	3	21	22	15
<b>Total Active Inventory by Units</b>	<b>573</b>			<b>108</b>	<b>315</b>	<b>114</b>	<b>36</b>
<b>Total Active Inventory by Volume</b>	<b>217,314,650</b>	<b>100%</b>	<b>83.8</b>	<b>23.13M</b>	<b>108.12M</b>	<b>56.21M</b>	<b>29.86M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$379,258</b>			<b>\$214,147</b>	<b>\$343,231</b>	<b>\$493,082</b>	<b>\$829,381</b>

# September 2024



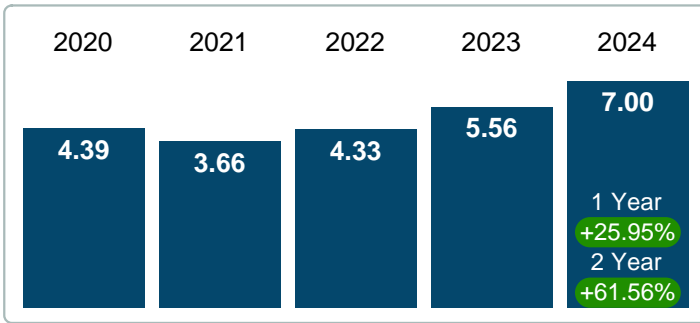
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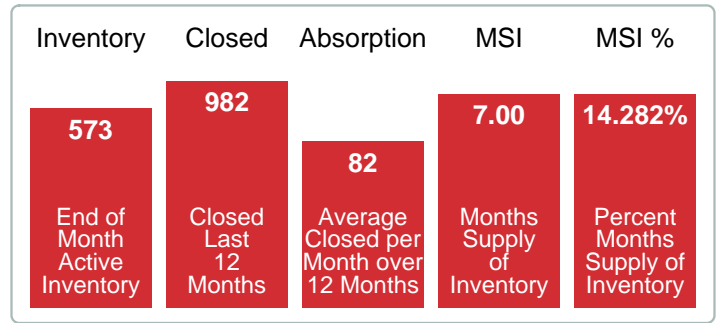
## MONTHS SUPPLY of INVENTORY (MSI)

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

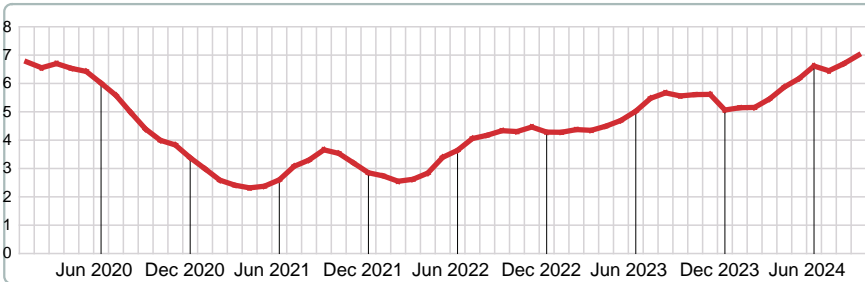
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2024

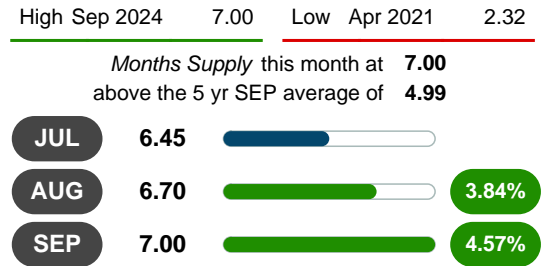


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 4.99



### 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	9.77%	3.52	4.56	2.60	5.00	6.00
\$100,001 - \$125,000	23	4.01%	3.68	5.22	2.81	2.40	0.00
\$125,001 - \$175,000	103	17.98%	5.54	7.43	4.71	5.76	20.00
\$175,001 - \$300,000	175	30.54%	7.58	11.17	7.12	6.98	10.00
\$300,001 - \$475,000	87	15.18%	9.00	5.05	9.80	11.17	4.50
\$475,001 - \$775,000	68	11.87%	12.36	14.00	12.00	12.57	12.00
\$775,001 and up	61	10.65%	21.53	0.00	63.00	11.48	25.71
Market Supply of Inventory (MSI)			7.00	6.82	6.28	8.66	13.50
Total Active Inventory by Units		100%	7.00	108	315	114	36

# September 2024



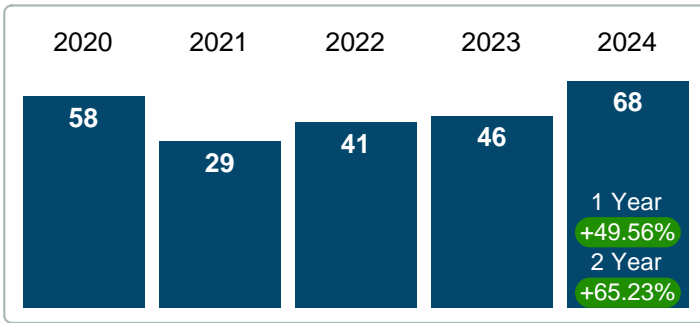
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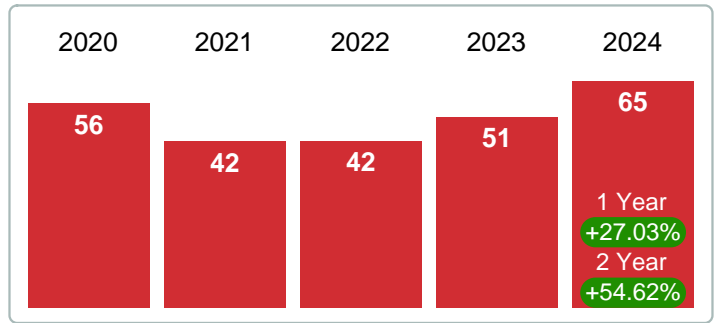
## AVERAGE DAYS ON MARKET TO SALE

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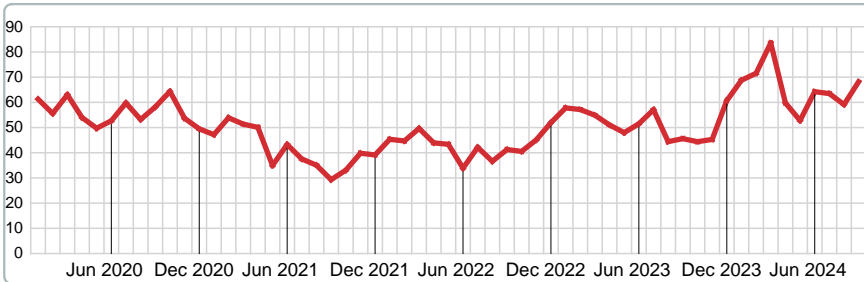
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 68 above the 5 yr SEP average of 49

- JUL 63
- AUG 59 (-6.86%)
- SEP 68 (15.34%)

### 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	7.14%	86	93	3	140	0
\$50,001 - \$75,000	7.14%	91	106	77	0	0
\$75,001 - \$125,000	20.24%	34	12	33	86	0
\$125,001 - \$175,000	26.19%	59	67	53	87	0
\$175,001 - \$250,000	16.67%	68	36	68	35	200
\$250,001 - \$450,000	11.90%	118	159	116	95	0
\$450,001 and up	10.71%	74	0	97	52	58
<b>Average Closed DOM</b>		<b>68</b>	<b>84</b>	<b>60</b>	<b>75</b>	<b>93</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>68</b>	<b>16</b>	<b>52</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>17,476,120</b>	<b>2.13M</b>	<b>9.37M</b>	<b>3.34M</b>	<b>2.63M</b>

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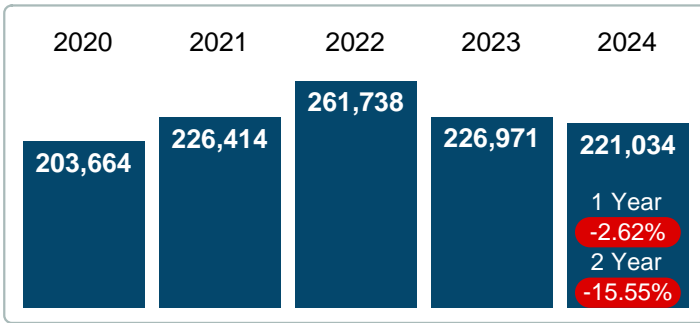
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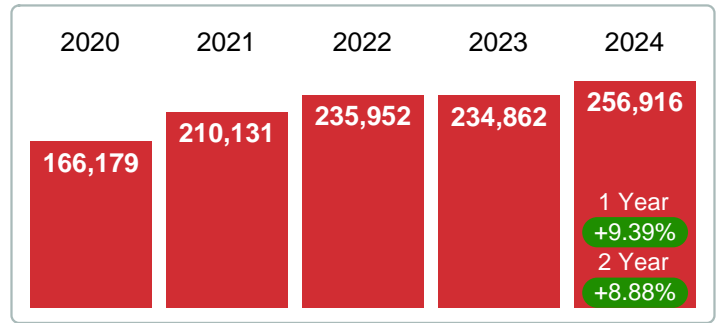
## AVERAGE LIST PRICE AT CLOSING

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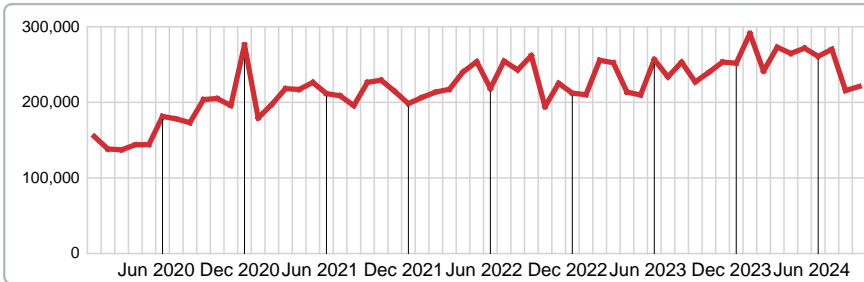
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

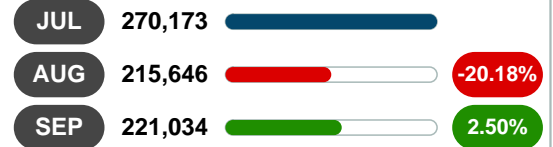


### 3 MONTHS

5 year SEP AVG = 227,964

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

Average List Price at Closing this month at **221,034**  
below the 5 yr SEP average of **227,964**



### 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	3.57%	35,967	48,000	59,000	39,900	0
\$50,001 - \$75,000	8.33%	64,714	65,000	78,133	0	0
\$75,001 - \$125,000	20.24%	101,575	101,500	107,813	119,900	0
\$125,001 - \$175,000	25.00%	151,488	167,250	157,116	149,000	0
\$175,001 - \$250,000	20.24%	213,206	249,900	206,144	236,600	245,000
\$250,001 - \$450,000	11.90%	358,250	362,000	328,700	405,000	0
\$450,001 and up	10.71%	654,544	0	526,000	544,000	899,633
<b>Average List Price</b>		<b>221,034</b>	<b>139,556</b>	<b>190,758</b>	<b>289,217</b>	<b>735,975</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>221,034</b>	<b>16</b>	<b>52</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,566,830</b>	<b>2.23M</b>	<b>9.92M</b>	<b>3.47M</b>	<b>2.94M</b>



# September 2024



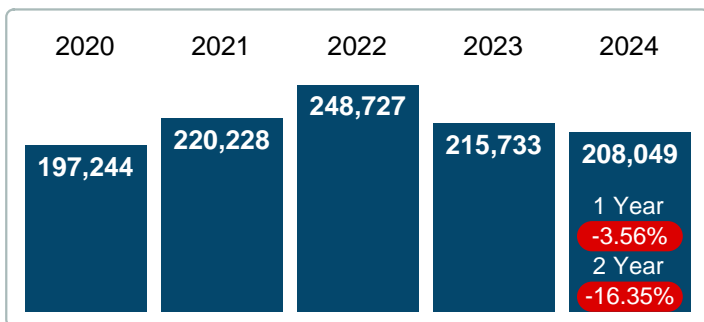
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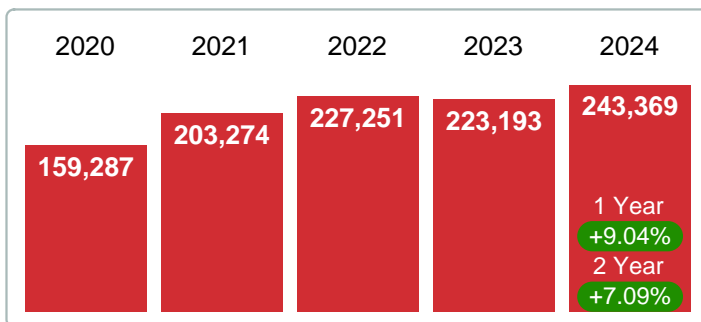
## AVERAGE SOLD PRICE AT CLOSING

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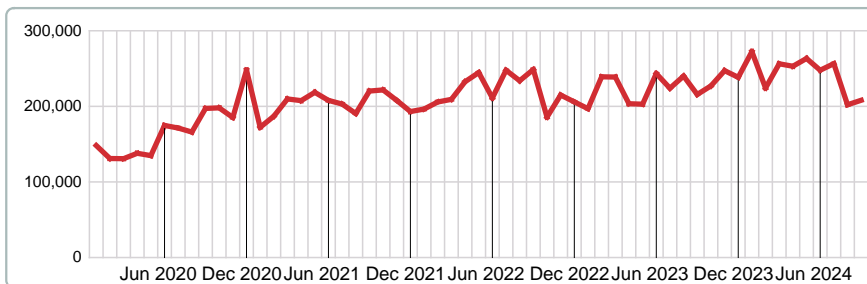
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 217,996

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

Average Sold Price at Closing this month at **208,049**  
below the 5 yr SEP average of **217,996**

JUL	256,471	
AUG	202,127	-21.19%
SEP	208,049	2.93%

## 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	6	7.14%	38,583	40,125	38,000	33,000	0	
\$50,001 - \$75,000	6	7.14%	62,233	68,067	56,400	0	0	
\$75,001 - \$125,000	17	20.24%	102,160	97,500	101,559	119,900	0	
\$125,001 - \$175,000	22	26.19%	149,955	155,500	150,750	132,500	0	
\$175,001 - \$250,000	14	16.67%	207,107	237,000	196,111	224,167	225,000	
\$250,001 - \$450,000	10	11.90%	347,300	357,000	319,400	387,333	0	
\$450,001 and up	9	10.71%	607,000	0	491,250	545,000	802,667	
<b>Average Sold Price</b>		208,049		133,294	180,154	278,533	658,250	
<b>Total Closed Units</b>		84	100%	208,049	16	52	12	4
<b>Total Closed Volume</b>		17,476,120		2.13M	9.37M	3.34M	2.63M	

# September 2024



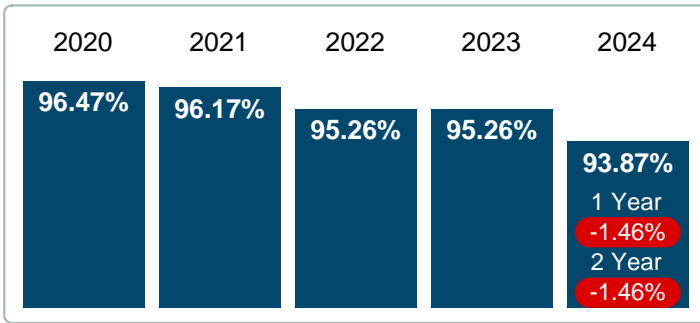
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



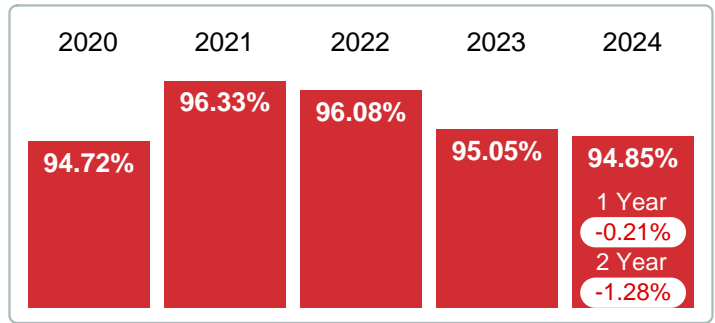
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

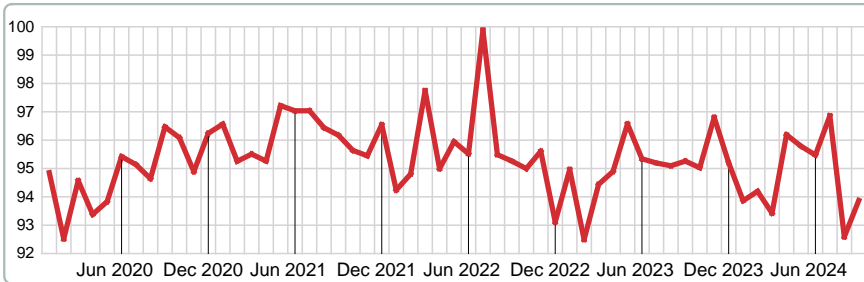
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

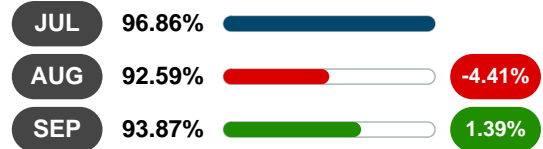


### 3 MONTHS

5 year SEP AVG = 95.41%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **93.87%**  
below the 5 yr SEP average of **95.41%**



## 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	6	7.14%	82.84%	87.48%	64.41%	82.71%	0.00%
\$50,001 - \$75,000	6	7.14%	88.50%	104.72%	72.29%	0.00%	0.00%
\$75,001 - \$125,000	17	20.24%	94.72%	95.75%	94.20%	100.00%	0.00%
\$125,001 - \$175,000	22	26.19%	95.01%	93.73%	96.06%	89.22%	0.00%
\$175,001 - \$250,000	14	16.67%	94.95%	94.84%	95.41%	94.64%	91.84%
\$250,001 - \$450,000	10	11.90%	97.37%	98.82%	97.74%	95.80%	0.00%
\$450,001 and up	9	10.71%	94.86%	0.00%	93.49%	100.03%	93.25%
Average Sold/List Ratio		93.90%		95.19%	93.43%	94.38%	92.89%
Total Closed Units		84	100%	16	52	12	4
Total Closed Volume		17,476,120		2.13M	9.37M	3.34M	2.63M

# September 2024



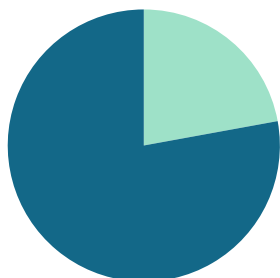
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

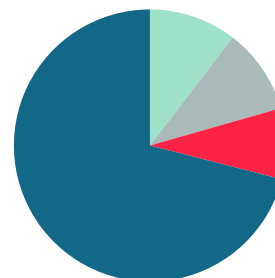


**Inventory**  
 New Listings  
**160 = 22.13%**  
 Start Inventory  
**563**  
 Total Inventory Units  
**723**  
 Volume  
**\$266,543,149**

### Market Activity

Closed Sales  
**84 = 10.41%**  
 Pending Sales  
**82 = 10.16%**  
 Other Off Market  
**68 = 8.43%**  
 Active Inventory  
**573 = 71.00%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	111	84	-24.32%	817	749	-8.32%
Pending Sales	83	82	-1.20%	874	805	-7.89%
New Listings	144	160	11.11%	1,438	1,467	2.02%
Average List Price	226,971	221,034	-2.62%	234,862	256,916	9.39%
Average Sale Price	215,733	208,049	-3.56%	223,193	243,369	9.04%
Average Percent of Selling Price to List Price	95.26%	93.87%	-1.46%	95.05%	94.85%	-0.21%
Average Days on Market to Sale	45.59	68.19	49.56%	51.12	64.94	27.03%
Monthly Inventory	511	573	12.13%	511	573	12.13%
Months Supply of Inventory	5.56	7.00	25.95%	5.56	7.00	25.95%

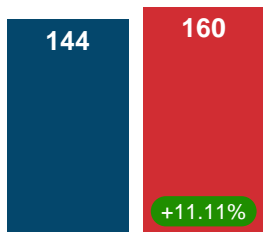
**Absorption:** Last 12 months, an Average of **82** Sales/Month

**Inventory** on September 30, 2024 = **573** 2023 2024

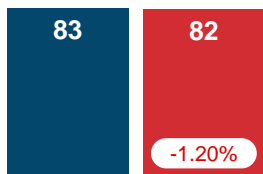
### SEPTEMBER MARKET

### AVERAGE PRICES

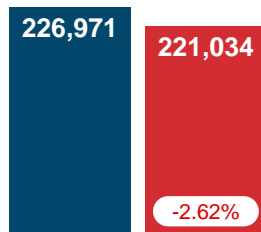
#### New Listings



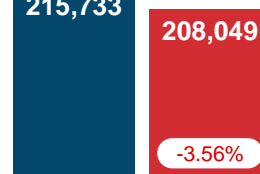
#### Pending Listings



#### List Price



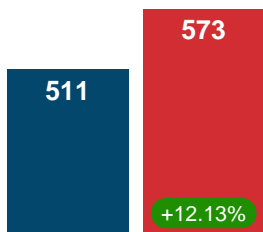
#### Sale Price



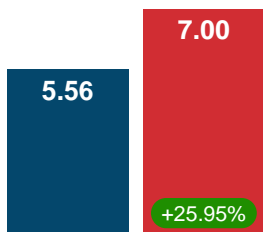
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

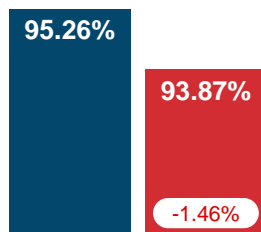
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

