

October 2024



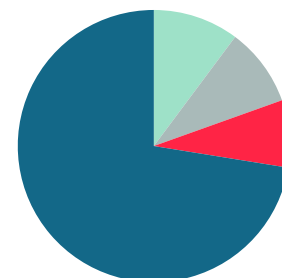
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	88	84	-4.55%
Pending Listings	71	77	8.45%
New Listings	146	153	4.79%
Median List Price	167,500	199,450	19.07%
Median Sale Price	161,000	195,200	21.24%
Median Percent of Selling Price to List Price	96.27%	95.51%	-0.79%
Median Days on Market to Sale	22.50	46.00	104.44%
End of Month Inventory	507	597	17.75%
Months Supply of Inventory	5.62	7.32	30.26%



■ Closed (10.19%)
■ Pending (9.34%)
■ Other OffMarket (8.01%)
■ Active (72.45%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of October 31, 2024 = **597**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2024 rose **17.75%** to 597 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 **7.32** 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 **21.24%** in October 2024 to \$195,200 versus the previous year at \$161,000.

Median Days on Market Lengthens

The median number of **46.00** days that homes spent on the market before selling increased by 23.50 days or **104.44%** in October 2024 compared to last year's same month at **22.50** DOM.

Sales Success for October 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 153 New Listings in October 2024, up **4.79%** from last year at 146. Furthermore, there were 84 Closed Listings this month versus last year at 88, a **-4.55%** decrease.

Closed versus Listed trends yielded a **54.9%** ratio, down from previous year's, October 2023, at **60.3%**, a **8.91%** 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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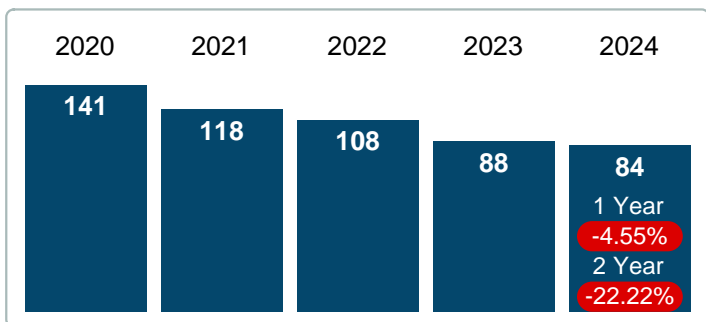
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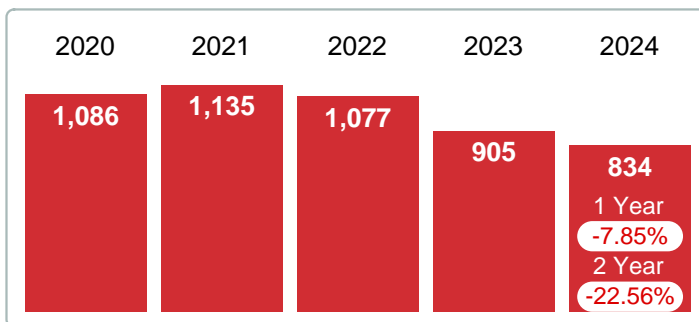
CLOSED LISTINGS

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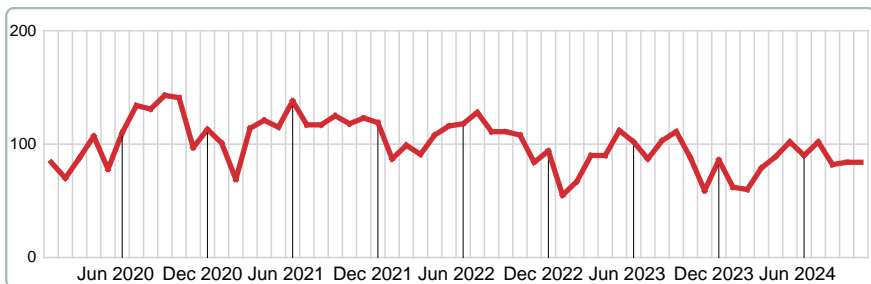
OCTOBER



YEAR TO DATE (YTD)

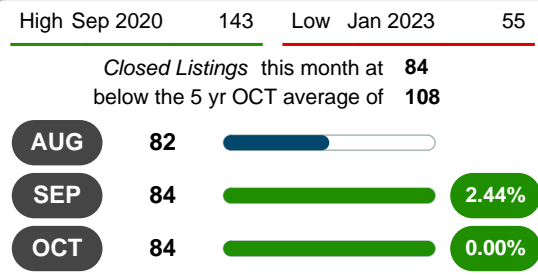


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 108



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	9.52%	62.5	6	1	1	0
\$75,001 - \$100,000	4	4.76%	95.0	2	2	0	0
\$100,001 - \$150,000	18	21.43%	45.5	9	8	1	0
\$150,001 - \$225,000	21	25.00%	43.0	2	17	2	0
\$225,001 - \$275,000	10	11.90%	87.5	1	7	2	0
\$275,001 - \$500,000	14	16.67%	30.0	0	6	6	2
\$500,001 and up	9	10.71%	42.0	0	4	4	1
Total Closed Units	84			20	45	16	3
Total Closed Volume	22,440,650	100%	46.0	2.13M	11.18M	6.95M	2.18M
Median Closed Price	\$195,200			\$115,000	\$205,000	\$290,000	\$425,000

October 2024



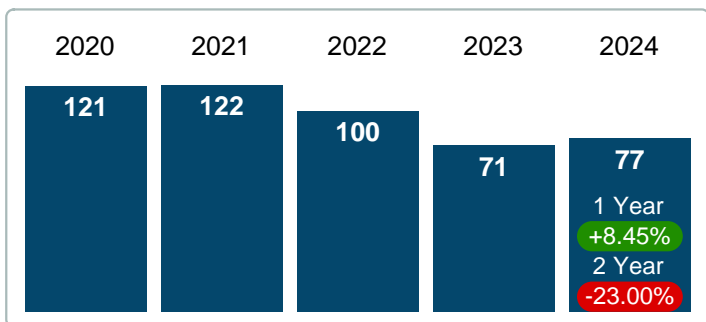
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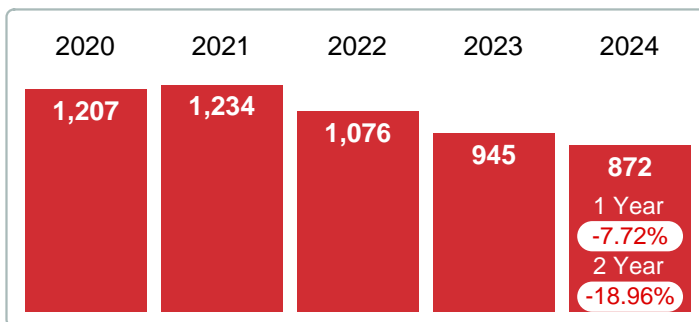
PENDING LISTINGS

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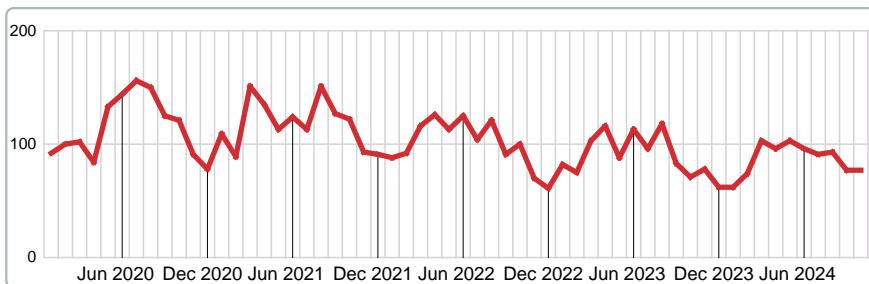
OCTOBER



YEAR TO DATE (YTD)

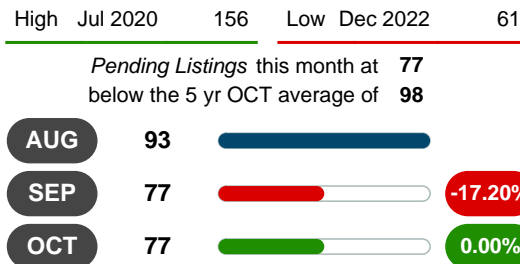


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98



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	2	2.60%	35.5	0	2	0	0
\$75,001 - \$125,000	15	19.48%	31.0	7	7	1	0
\$125,001 - \$150,000	10	12.99%	78.5	4	5	0	1
\$150,001 - \$225,000	20	25.97%	49.0	3	13	3	1
\$225,001 - \$300,000	12	15.58%	85.5	0	12	0	0
\$300,001 - \$500,000	10	12.99%	39.5	0	4	6	0
\$500,001 and up	8	10.39%	91.5	0	4	3	1
Total Pending Units	77			14	47	13	3
Total Pending Volume	20,175,897	100%	55.0	1.86M	11.61M	5.70M	999.00K
Median Listing Price	\$190,000			\$127,500	\$194,000	\$395,000	\$165,000

October 2024



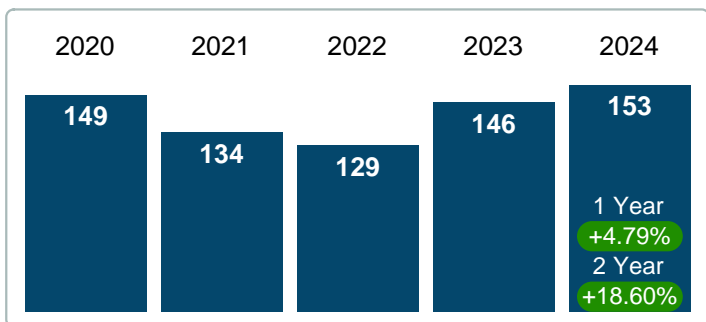
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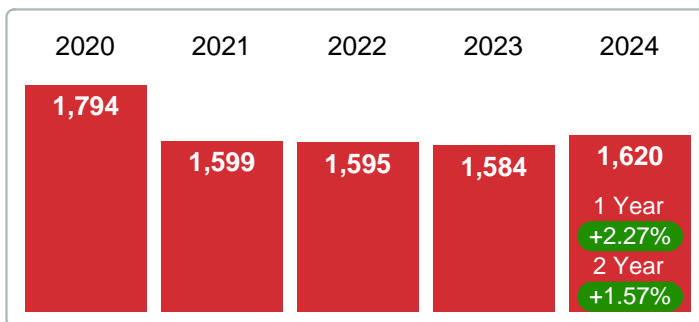
NEW LISTINGS

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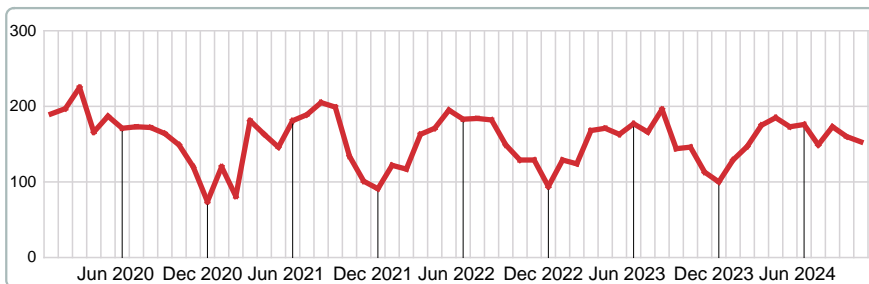
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 142

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 153
above the 5 yr OCT average of 142



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	10	6.54%	4	6	0	0
\$75,001 - \$125,000	22	14.38%	7	14	1	0
\$125,001 - \$175,000	27	17.65%	13	13	0	1
\$175,001 - \$250,000	32	20.92%	5	20	7	0
\$250,001 - \$425,000	25	16.34%	2	18	4	1
\$425,001 - \$700,000	21	13.73%	1	6	11	3
\$700,001 and up	16	10.46%	1	4	7	4
Total New Listed Units	153		33	81	30	9
Total New Listed Volume	52,338,474	100%	5.80M	20.62M	14.99M	10.93M
Median New Listed Listing Price	\$199,900		\$139,000	\$198,900	\$500,000	\$689,000

October 2024



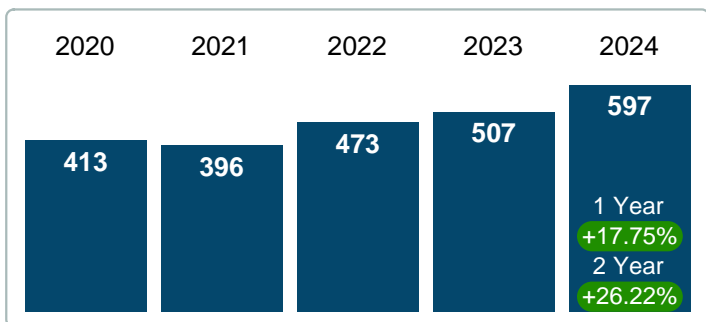
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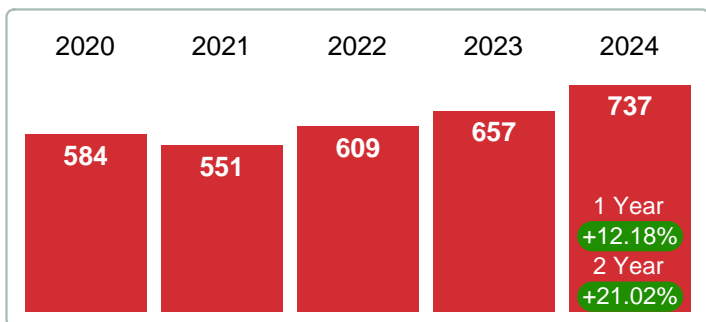
ACTIVE INVENTORY

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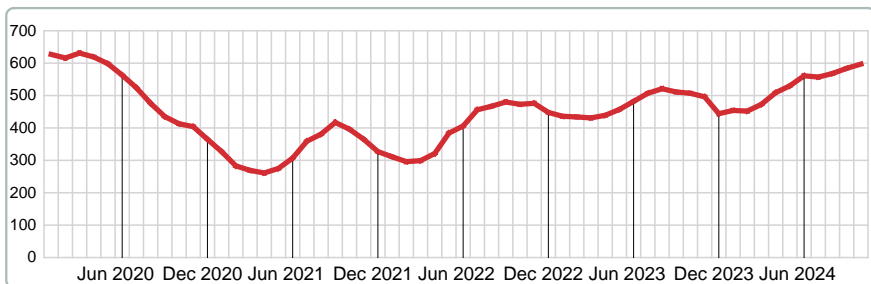
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 477

High Mar 2020 631 Low Apr 2021 261

Inventory this month at **597**
above the 5 yr OCT average of **477**

- AUG** 568
- SEP** 584 +2.82%
- OCT** 597 +2.23%

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	38	6.37%	60.0	22	15	1	0			
\$75,001 - \$125,000	54	9.05%	55.0	20	27	5	2			
\$125,001 - \$175,000	100	16.75%	65.5	28	60	9	3			
\$175,001 - \$275,000	152	25.46%	69.5	25	98	25	4			
\$275,001 - \$475,000	116	19.43%	75.0	13	68	32	3			
\$475,001 - \$775,000	75	12.56%	90.0	8	35	26	6			
\$775,001 and up	62	10.39%	93.5	3	19	23	17			
Total Active Inventory by Units				597		119	322	121	35	
Total Active Inventory by Volume				227,762,104	100%	71.0	24.72M	108.26M	58.94M	35.84M
Median Active Inventory Listing Price				\$239,000			\$155,000	\$229,000	\$374,900	\$774,800

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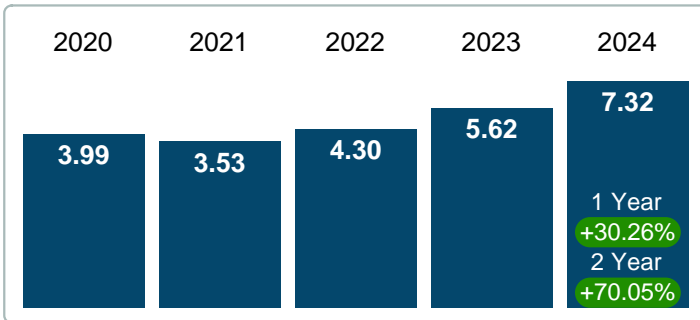
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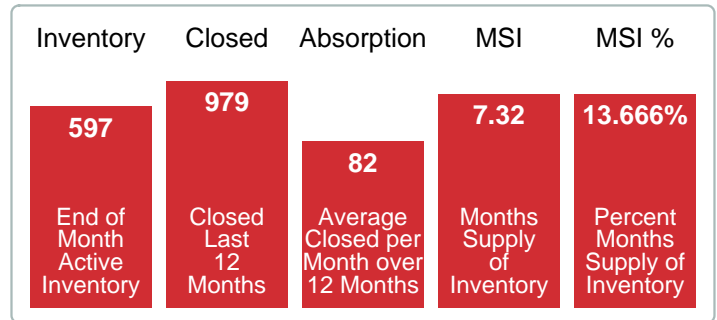
MONTHS SUPPLY of INVENTORY (MSI)

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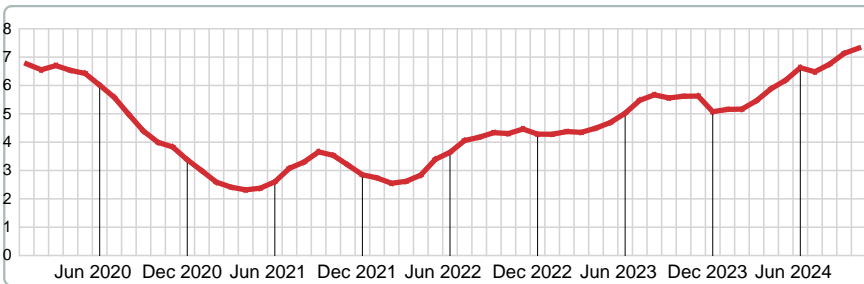
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

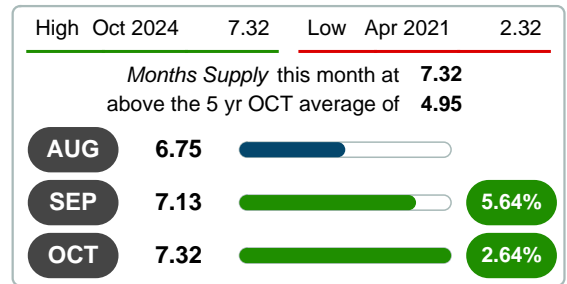


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$75,000 and less	38	6.37%	4.15	4.89	3.91	1.33	0.00
\$75,001 - \$125,000	54	9.05%	4.35	5.58	3.38	6.67	24.00
\$125,001 - \$175,000	100	16.75%	5.56	7.47	5.00	4.50	12.00
\$175,001 - \$275,000	152	25.46%	7.38	11.54	6.53	8.11	12.00
\$275,001 - \$475,000	116	19.43%	8.92	7.80	9.49	9.60	3.60
\$475,001 - \$775,000	75	12.56%	14.29	16.00	13.13	16.42	12.00
\$775,001 and up	62	10.39%	19.58	0.00	45.60	11.04	25.50
Market Supply of Inventory (MSI)	7.32			7.36	6.56	8.91	12.73
Total Active Inventory by Units	597	100%	7.32	119	322	121	35

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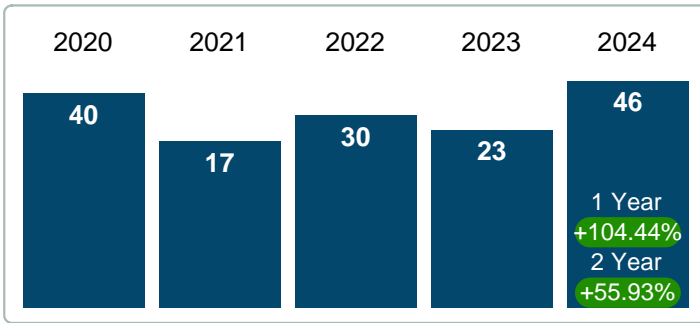
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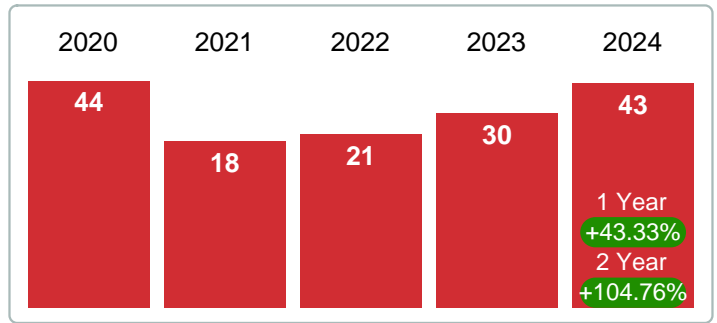
MEDIAN DAYS ON MARKET TO SALE

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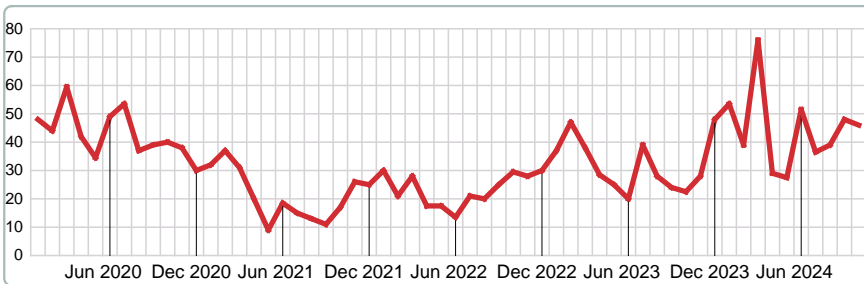
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 31

High Mar 2024 76 Low May 2021 9

Median Days on Market to Sale this month at 46 above the 5 yr OCT 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	9.52%	63	61	160	45	0
\$75,001 - \$100,000	4	4.76%	95	124	76	0	0
\$100,001 - \$150,000	18	21.43%	46	22	50	122	0
\$150,001 - \$225,000	21	25.00%	43	28	43	27	0
\$225,001 - \$275,000	10	11.90%	88	123	56	92	0
\$275,001 - \$500,000	14	16.67%	30	0	110	10	125
\$500,001 and up	9	10.71%	42	0	54	23	263
Median Closed DOM			46	45	56	23	162
Total Closed Units		100%	84	20	45	16	3
Total Closed Volume			22,440,650	2.13M	11.18M	6.95M	2.18M

October 2024



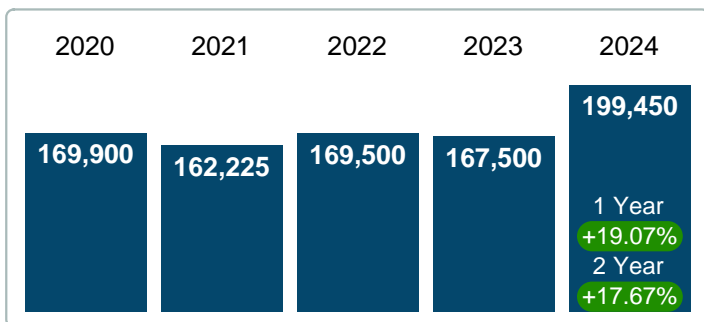
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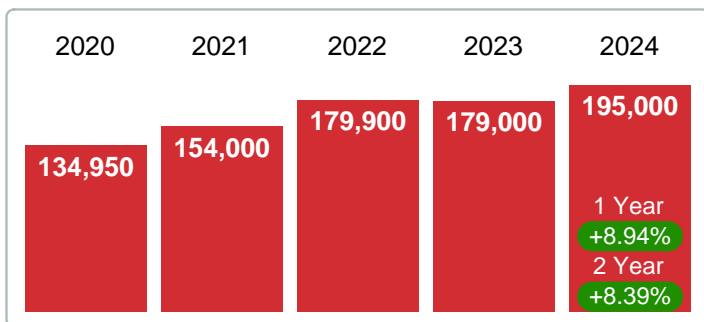
MEDIAN LIST PRICE AT CLOSING

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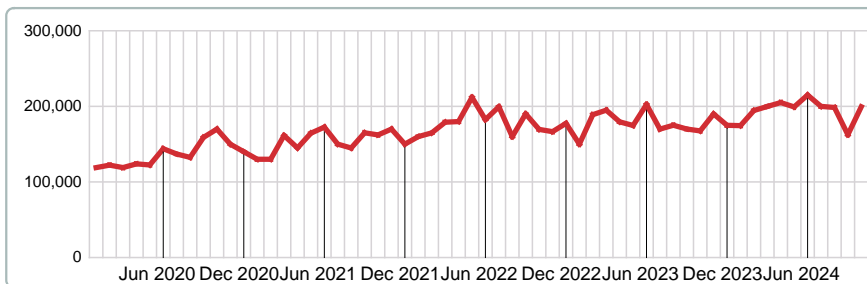
OCTOBER



YEAR TO DATE (YTD)

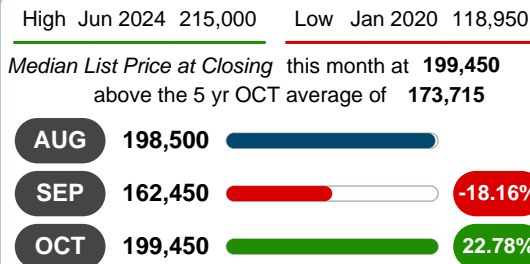


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 173,715



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	8.33%	45,000	45,000	0	37,000	0
\$75,001 - \$100,000	5.95%	94,000	94,500	87,000	0	0
\$100,001 - \$150,000	19.05%	129,950	129,950	129,500	149,900	0
\$150,001 - \$225,000	23.81%	190,950	185,000	189,900	219,000	0
\$225,001 - \$275,000	11.90%	250,000	245,000	255,000	0	0
\$275,001 - \$500,000	20.24%	320,000	0	315,000	328,750	411,950
\$500,001 and up	10.71%	990,000	0	825,000	944,500	1,698,900
Median List Price		199,450	124,950	200,000	328,750	449,000
Total Closed Units	100%	199,450	20	45	16	3
Total Closed Volume		23,936,398	2.32M	11.88M	7.21M	2.52M

October 2024



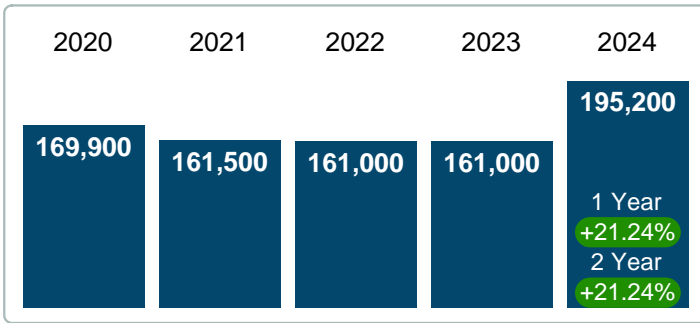
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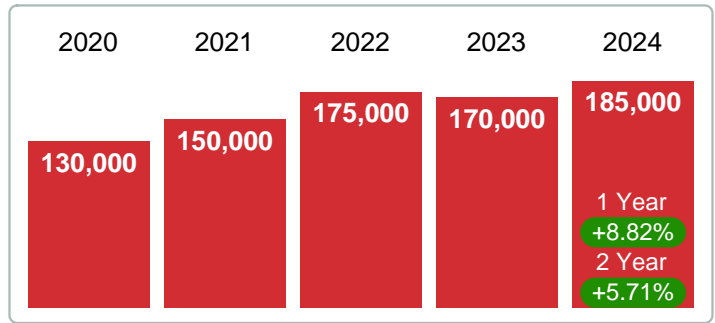
MEDIAN SOLD PRICE AT CLOSING

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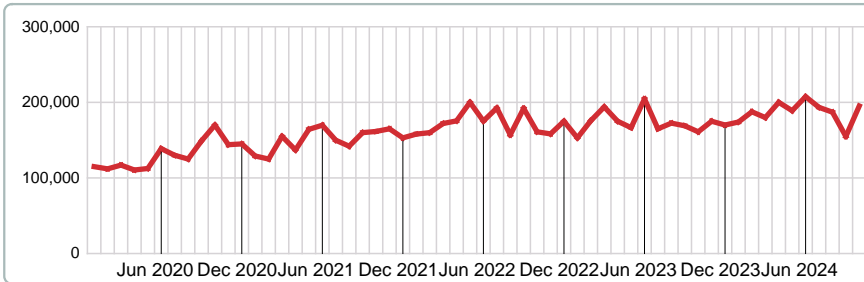
OCTOBER



YEAR TO DATE (YTD)

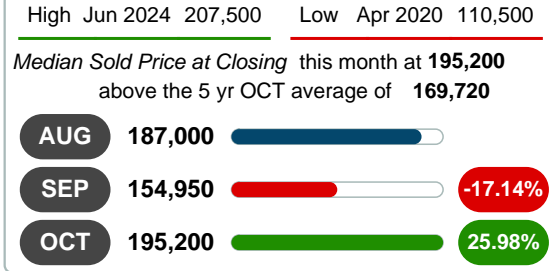


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 169,720



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	9.52%	37,000	37,000	75,000	34,200	0
\$75,001 - \$100,000	4.76%	82,500	82,500	90,000	0	0
\$100,001 - \$150,000	21.43%	126,500	128,000	126,500	122,000	0
\$150,001 - \$225,000	25.00%	190,000	179,250	186,900	209,500	0
\$225,001 - \$275,000	11.90%	252,500	245,000	254,000	262,500	0
\$275,001 - \$500,000	16.67%	310,000	0	302,500	313,750	387,500
\$500,001 and up	10.71%	899,000	0	691,250	924,500	1,400,000
Median Sold Price		195,200	115,000	205,000	290,000	425,000
Total Closed Units	100%	84	20	45	16	3
Total Closed Volume		22,440,650	2.13M	11.18M	6.95M	2.18M

October 2024



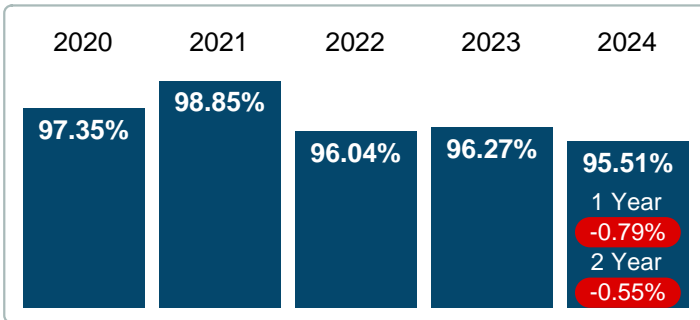
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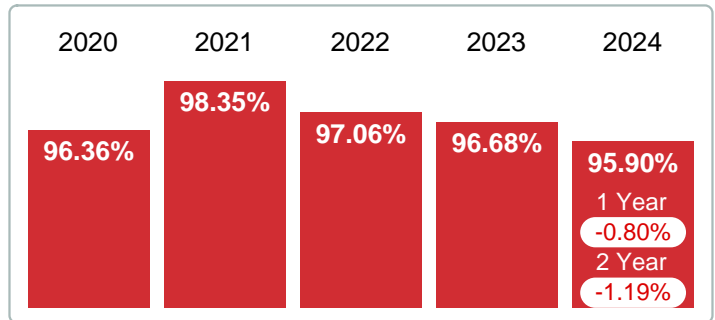
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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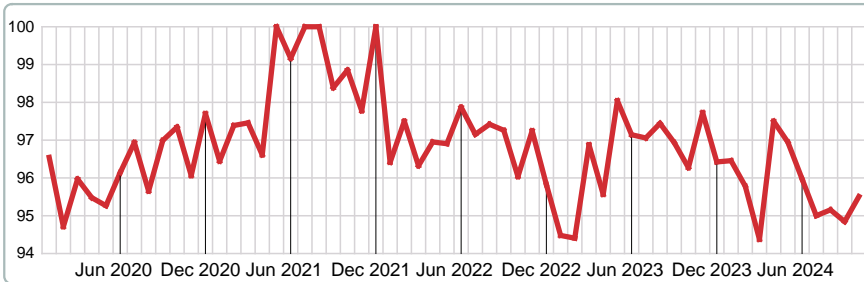
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

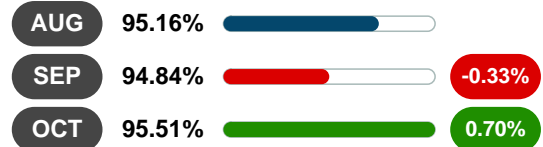


3 MONTHS

5 year OCT AVG = 96.80%

High Dec 2021 100.00% Low Mar 2024 94.38%

Median Sold/List Ratio this month at **95.51%**
below the 5 yr OCT average of **96.80%**



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	9.52%	80.45%	73.18%	91.46%	92.43%	0.00%
\$75,001 - \$100,000	4	4.76%	91.19%	87.32%	96.48%	0.00%	0.00%
\$100,001 - \$150,000	18	21.43%	93.55%	92.38%	95.73%	81.39%	0.00%
\$150,001 - \$225,000	21	25.00%	96.63%	102.26%	95.79%	95.76%	0.00%
\$225,001 - \$275,000	10	11.90%	96.42%	100.00%	96.58%	78.69%	0.00%
\$275,001 - \$500,000	14	16.67%	98.04%	0.00%	98.16%	99.63%	94.01%
\$500,001 and up	9	10.71%	95.96%	0.00%	91.97%	100.00%	82.41%
Median Sold/List Ratio		95.51%		90.04%	95.91%	97.98%	93.36%
Total Closed Units	84	100%	95.51%	20	45	16	3
Total Closed Volume	22,440,650			2.13M	11.18M	6.95M	2.18M

October 2024



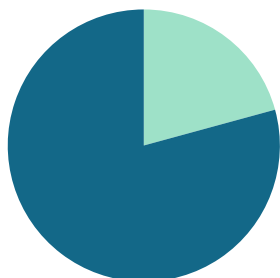
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

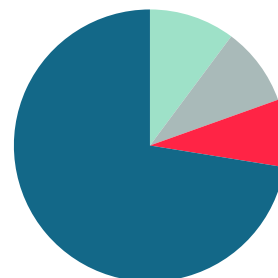


Inventory
 New Listings
153 = 20.76%
 Start Inventory
584
 Total Inventory Units
737
 Volume
\$270,322,300

Market Activity

Closed Sales
84 = 10.19%
 Pending Sales
77 = 9.34%
 Other Off Market
66 = 8.01%
 Active Inventory
597 = 72.45%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	88	84	-4.55%	905	834	-7.85%
Pending Sales	71	77	+8.45%	945	872	-7.72%
New Listings	146	153	+4.79%	1,584	1,620	+2.27%
Median List Price	167,500	199,450	+19.07%	179,000	195,000	+8.94%
Median Sale Price	161,000	195,200	+21.24%	170,000	185,000	+8.82%
Median Percent of Selling Price to List Price	96.27%	95.51%	-0.79%	96.68%	95.90%	-0.80%
Median Days on Market to Sale	22.50	46.00	+104.44%	30.00	43.00	+43.33%
Monthly Inventory	507	597	+17.75%	507	597	+17.75%
Months Supply of Inventory	5.62	7.32	+30.26%	5.62	7.32	+30.26%

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

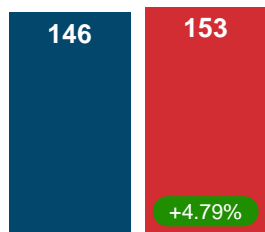
Inventory on October 31, 2024 = **597**

2023 **2024**

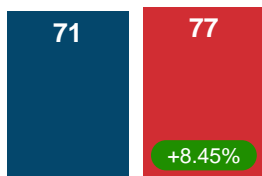
OCTOBER MARKET

MEDIAN PRICES

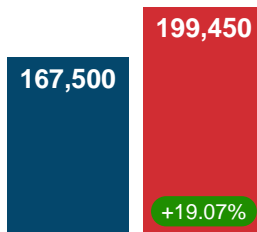
New Listings



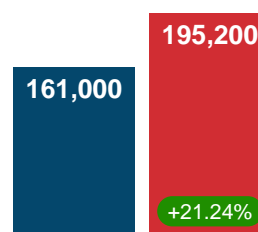
Pending Listings



List Price



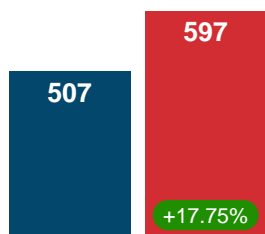
Sale Price



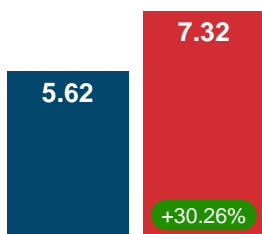
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

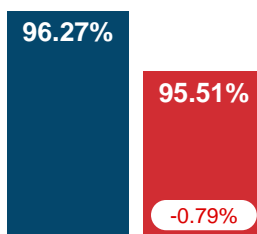
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

