

January 2023



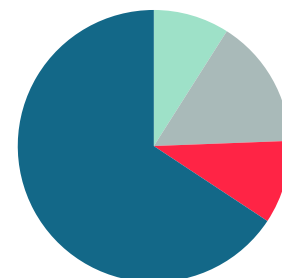
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	69	41	-40.58%
Pending Listings	82	70	-14.63%
New Listings	91	116	27.47%
Average List Price	250,333	229,487	-8.33%
Average Sale Price	242,063	219,299	-9.40%
Average Percent of Selling Price to List Price	96.00%	93.84%	-2.25%
Average Days on Market to Sale	33.77	31.73	-6.03%
End of Month Inventory	274	299	9.12%
Months Supply of Inventory	3.72	4.06	9.37%



■ Closed (9.01%)
■ Pending (15.38%)
■ Other OffMarket (9.89%)
■ Active (65.71%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of January 31, 2023 = **299**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **9.12%** to 299 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **4.06** 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 **9.40%** in January 2023 to \$219,299 versus the previous year at \$242,063.

Average Days on Market Shortens

The average number of **31.73** days that homes spent on the market before selling decreased by 2.04 days or **6.03%** in January 2023 compared to last year's same month at **33.77** DOM.

Sales Success for January 2023 is Positive

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

There were 116 New Listings in January 2023, up **27.47%** from last year at 91. Furthermore, there were 41 Closed Listings this month versus last year at 69, a **-40.58%** decrease.

Closed versus Listed trends yielded a **35.3%** ratio, down from previous year's, January 2022, at **75.8%**, a **53.39%** 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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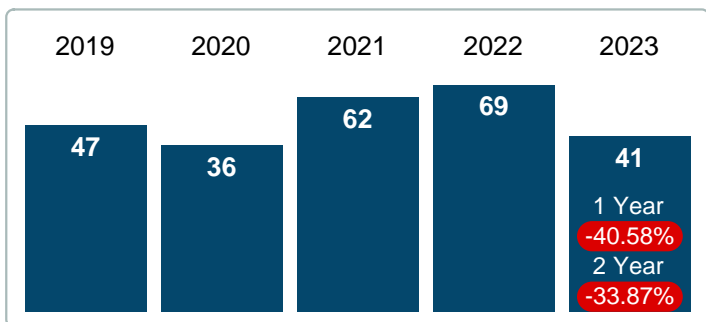
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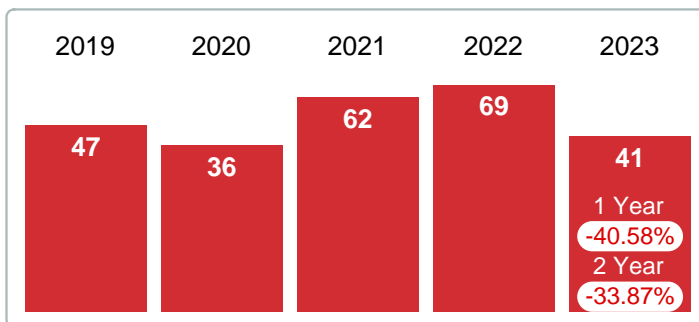
CLOSED LISTINGS

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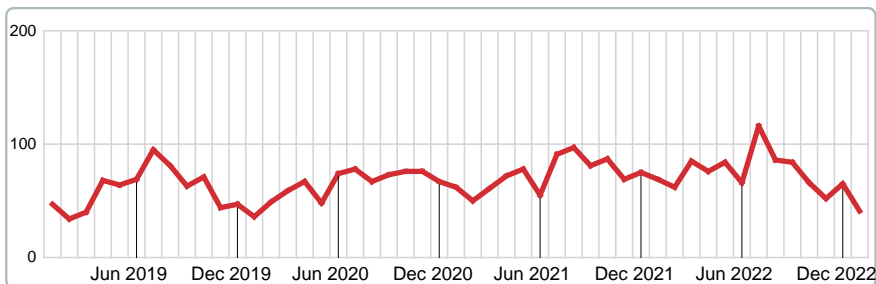
JANUARY



YEAR TO DATE (YTD)

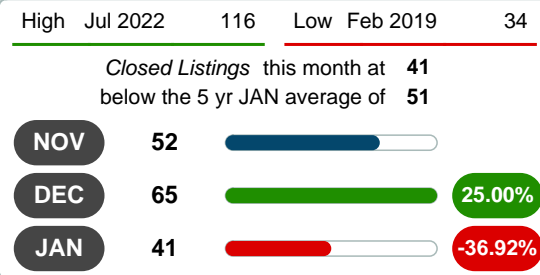


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51



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	9.76%	5.3	4	0	0	0
\$50,001 - \$75,000	3	7.32%	18.3	1	2	0	0
\$75,001 - \$150,000	8	19.51%	45.3	1	7	0	0
\$150,001 - \$225,000	9	21.95%	47.0	2	5	2	0
\$225,001 - \$300,000	7	17.07%	22.0	0	5	2	0
\$300,001 - \$350,000	3	7.32%	14.7	0	2	1	0
\$350,001 and up	7	17.07%	34.6	0	2	4	1
Total Closed Units	41			8	23	9	1
Total Closed Volume	8,991,250	100%	31.7	708.00K	4.73M	3.20M	351.00K
Average Closed Price	\$219,299			\$88,500	\$205,848	\$355,306	\$351,000

January 2023



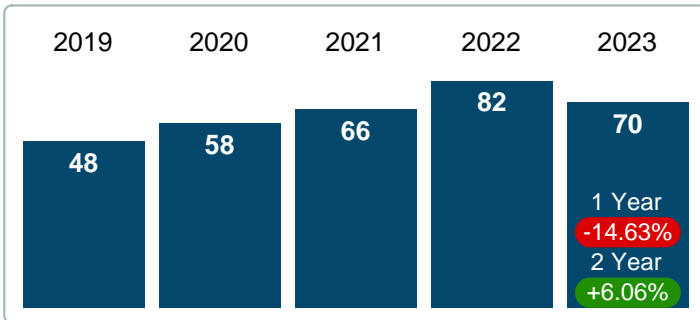
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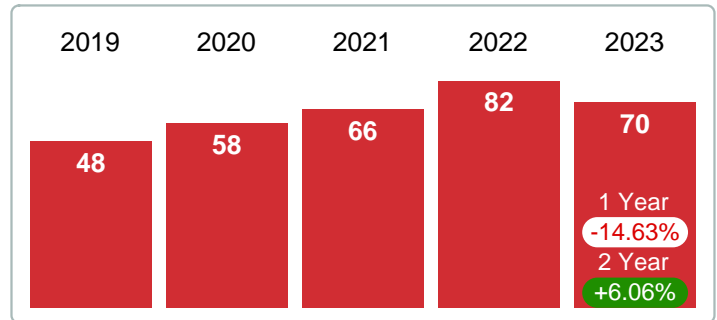
PENDING LISTINGS

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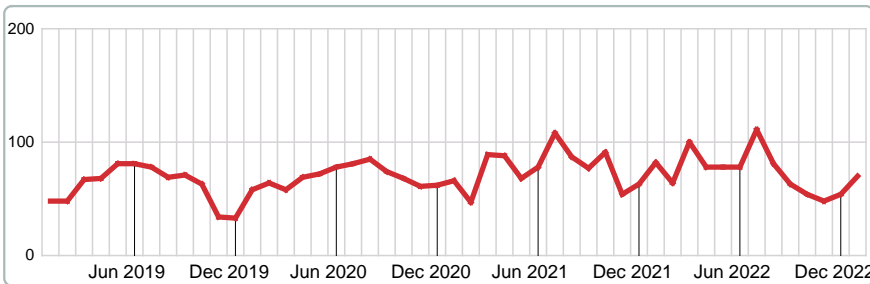
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

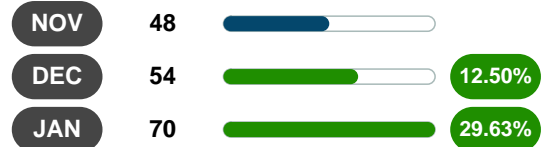


3 MONTHS

5 year JAN AVG = 65

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at **70**
above the 5 yr JAN average of **65**



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	5	7.14%	17.2	3	2	0	0
\$75,001 - \$125,000	9	12.86%	40.0	3	6	0	0
\$125,001 - \$175,000	12	17.14%	44.7	3	7	1	1
\$175,001 - \$250,000	16	22.86%	36.9	0	15	1	0
\$250,001 - \$325,000	11	15.71%	50.6	1	8	2	0
\$325,001 - \$400,000	10	14.29%	56.3	0	6	4	0
\$400,001 and up	7	10.00%	58.7	0	4	2	1
Total Pending Units	70			10	48	10	2
Total Pending Volume	17,161,190	100%	6.3	1.14M	12.01M	3.38M	625.00K
Average Listing Price	\$259,542			\$113,890	\$250,284	\$338,365	\$312,500

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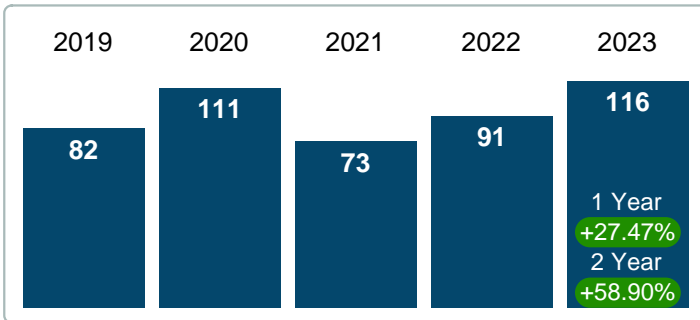
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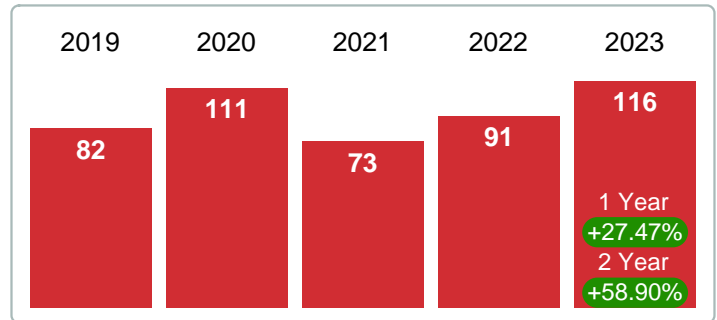
NEW LISTINGS

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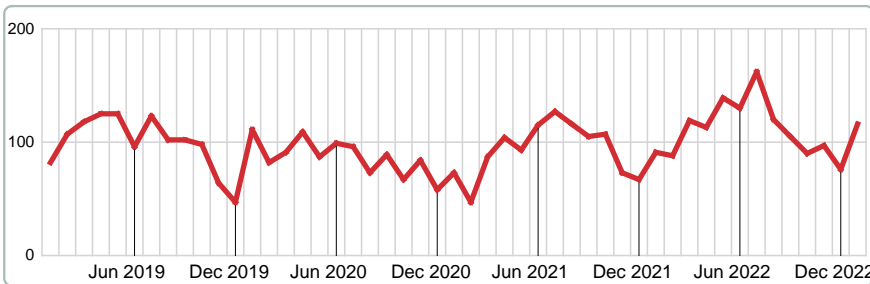
JANUARY



YEAR TO DATE (YTD)

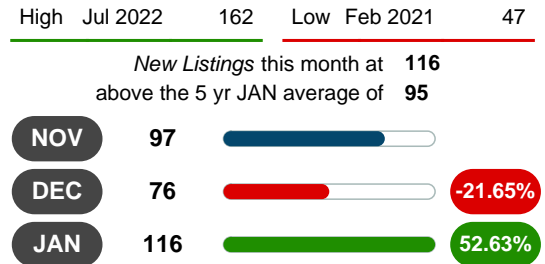


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	8.62%	5	5	0	0
\$100,001 - \$150,000	13	11.21%	9	3	1	0
\$150,001 - \$200,000	18	15.52%	1	15	2	0
\$200,001 - \$275,000	28	24.14%	2	20	5	1
\$275,001 - \$350,000	21	18.10%	2	11	7	1
\$350,001 - \$550,000	14	12.07%	0	11	2	1
\$550,001 and up	12	10.34%	0	5	6	1
Total New Listed Units		116	19	70	23	4
Total New Listed Volume		40,526,359	2.84M	24.43M	11.62M	1.63M
Average New Listed Listing Price		\$240,450	\$149,716	\$349,019	\$505,241	\$407,475

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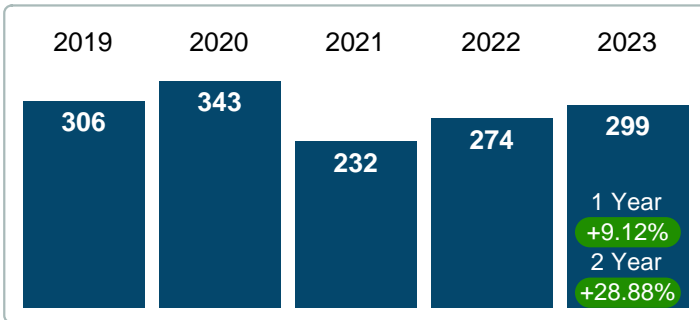
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



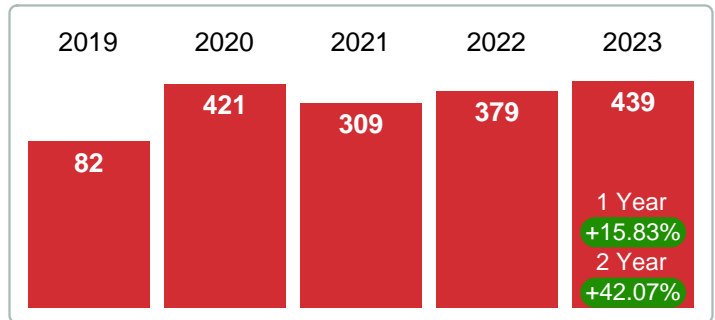
ACTIVE INVENTORY

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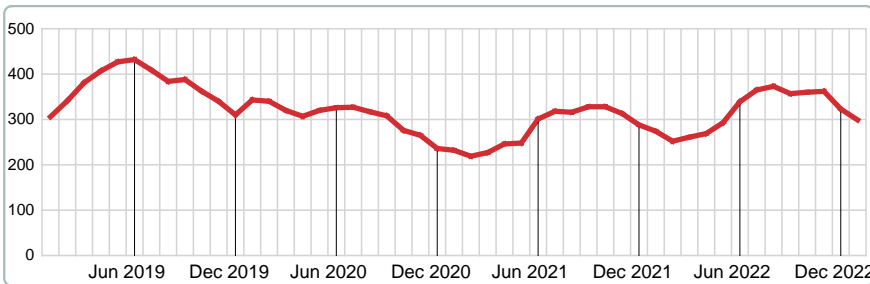
END OF JANUARY



ACTIVE DURING JANUARY

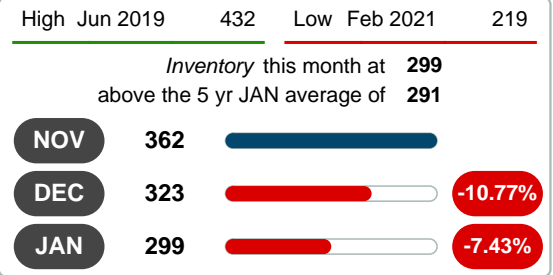


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 291



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	27	9.03%	188.0	16	10	1	0
\$100,001 - \$150,000	31	10.37%	168.0	13	14	4	0
\$150,001 - \$200,000	43	14.38%	85.4	6	31	6	0
\$200,001 - \$300,000	83	27.76%	83.2	6	58	18	1
\$300,001 - \$375,000	34	11.37%	63.7	3	19	11	1
\$375,001 - \$725,000	52	17.39%	102.7	2	28	18	4
\$725,001 and up	29	9.70%	122.1	3	12	11	3
Total Active Inventory by Units	299			49	172	69	9
Total Active Inventory by Volume	121,024,040	100%	106.7	10.83M	63.70M	35.92M	10.57M
Average Active Inventory Listing Price	\$404,763			\$221,031	\$370,335	\$520,610	\$1,174,877

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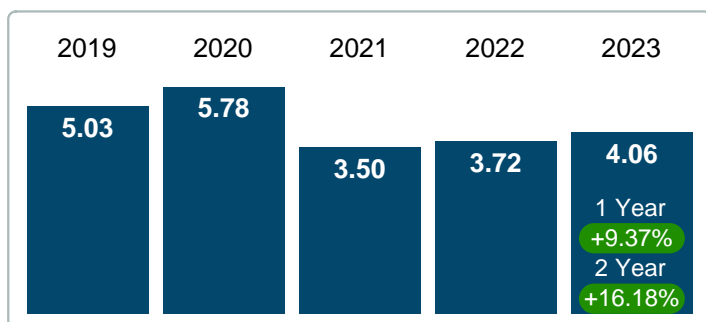
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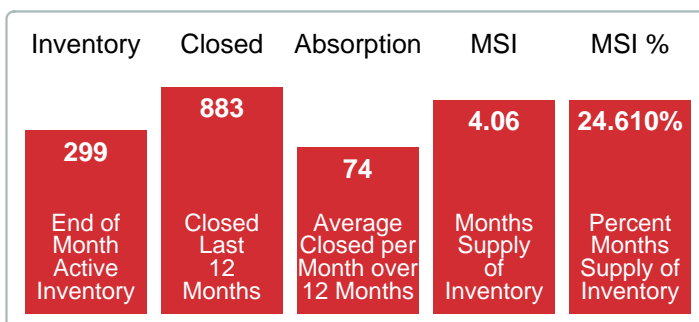
MONTHS SUPPLY of INVENTORY (MSI)

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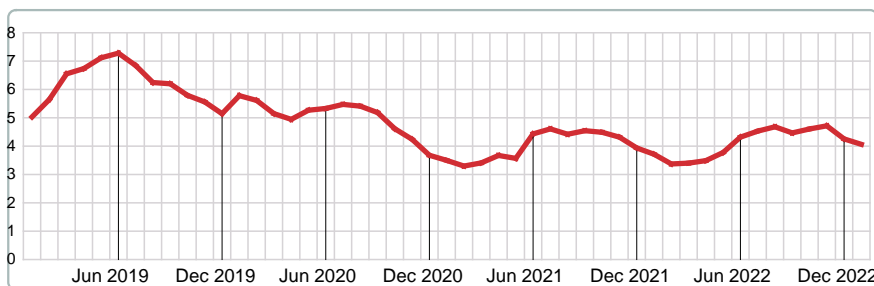
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

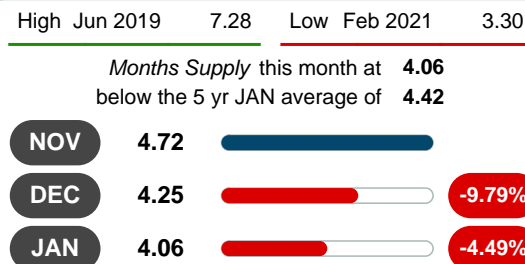


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.42



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	27	9.03%	3.72	4.36	2.93	12.00	0.00
\$100,001 - \$150,000	31	10.37%	3.48	4.46	3.11	3.00	0.00
\$150,001 - \$200,000	43	14.38%	3.66	3.79	3.58	4.24	0.00
\$200,001 - \$300,000	83	27.76%	2.95	5.54	3.01	2.37	4.00
\$300,001 - \$375,000	34	11.37%	4.25	3.60	4.47	4.13	4.00
\$375,001 - \$725,000	52	17.39%	7.34	3.43	7.81	8.64	4.80
\$725,001 and up	29	9.70%	12.00	0.00	18.00	8.80	6.00
Market Supply of Inventory (MSI)			4.06	4.59	3.88	4.20	4.15
Total Active Inventory by Units		100%	4.06	49	172	69	9

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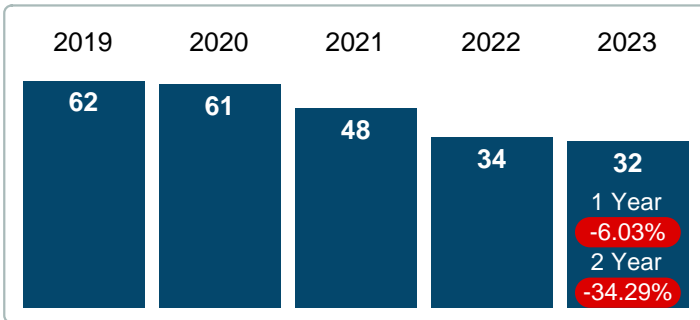
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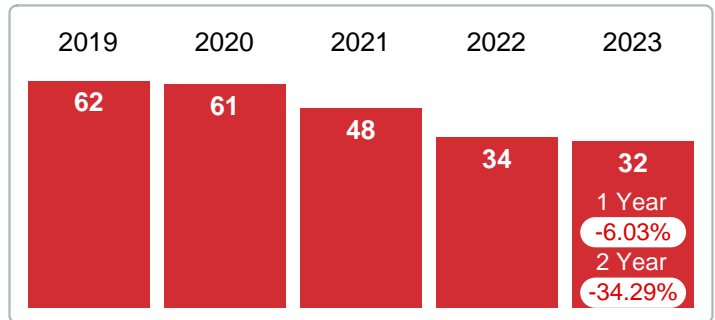
AVERAGE DAYS ON MARKET TO SALE

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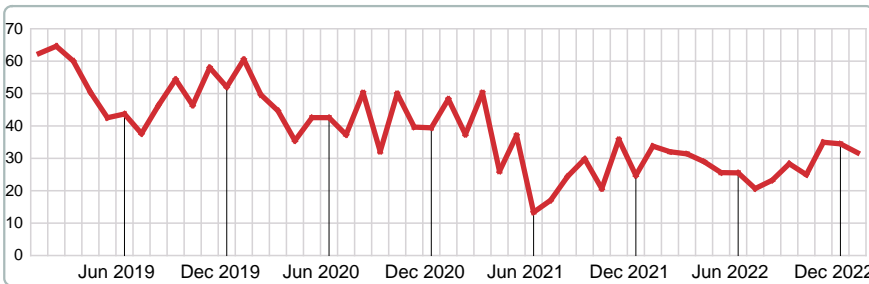
JANUARY



YEAR TO DATE (YTD)

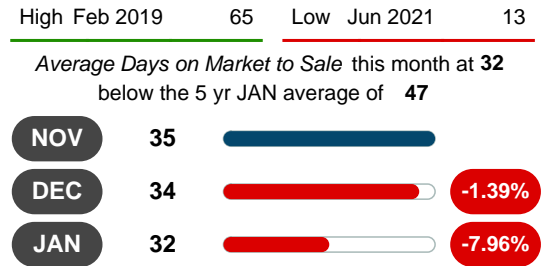


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 47



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	9.76%	5	5	0	0	0
\$50,001 - \$75,000	7.32%	18	17	19	0	0
\$75,001 - \$150,000	19.51%	45	23	48	0	0
\$150,001 - \$225,000	21.95%	47	97	27	48	0
\$225,001 - \$300,000	17.07%	22	0	14	42	0
\$300,001 - \$350,000	7.32%	15	0	22	1	0
\$350,001 and up	17.07%	35	0	29	43	12
Average Closed DOM		32	32	30	39	12
Total Closed Units	100%	41	8	23	9	1
Total Closed Volume		8,991,250	708.00K	4.73M	3.20M	351.00K

January 2023



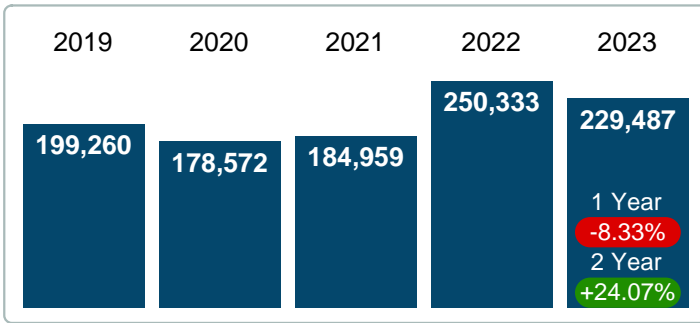
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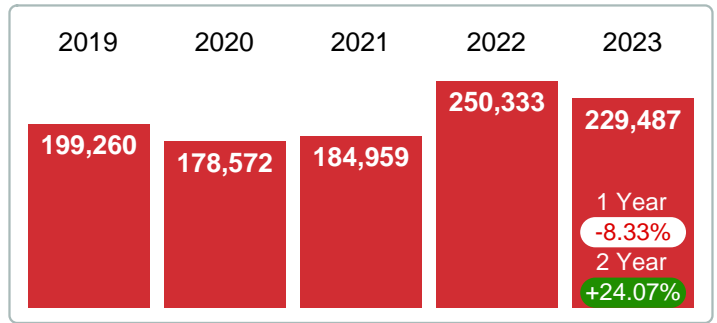
AVERAGE LIST PRICE AT CLOSING

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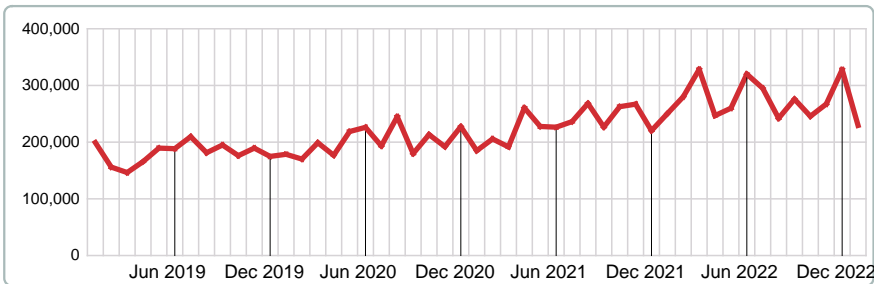
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

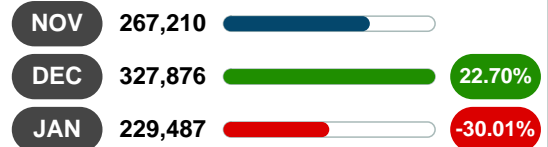


3 MONTHS

5 year JAN AVG = 208,522

High Mar 2022 328,340 Low Mar 2019 146,395

Average List Price at Closing this month at **229,487** above the 5 yr JAN average of **208,522**



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	7.32%	37,333	41,725	0	0	0
\$50,001 - \$75,000	7.32%	64,133	62,500	77,450	0	0
\$75,001 - \$150,000	17.07%	113,914	125,000	130,643	0	0
\$150,001 - \$225,000	21.95%	192,278	197,250	223,100	204,250	0
\$225,001 - \$300,000	19.51%	256,000	0	267,580	255,000	0
\$300,001 - \$350,000	7.32%	323,883	0	347,500	321,750	0
\$350,001 and up	19.51%	444,625	0	374,000	516,250	389,000
Average List Price		229,487	93,613	215,904	367,250	389,000
Total Closed Units	100%	229,487	8	23	9	1
Total Closed Volume		9,408,950	748.90K	4.97M	3.31M	389.00K

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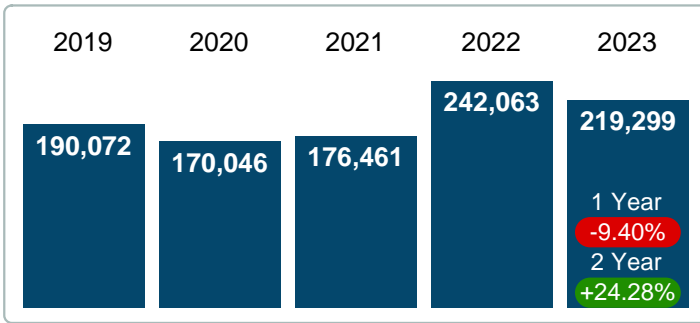
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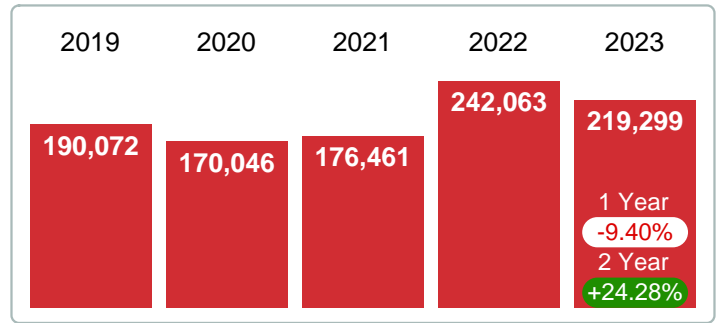
AVERAGE SOLD PRICE AT CLOSING

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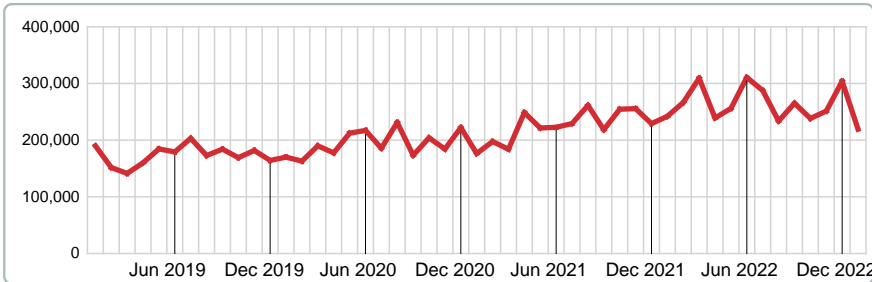
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

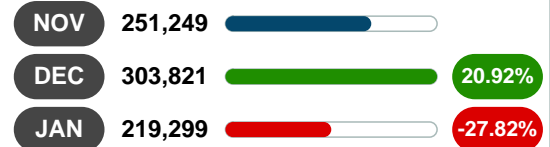


3 MONTHS

5 year JAN AVG = 199,588

High Jun 2022 310,581 Low Mar 2019 141,309

Average Sold Price at Closing this month at **219,299** above the 5 yr JAN average of **199,588**



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	9.76%	36,750	36,750	0	0	0
\$50,001 - \$75,000	7.32%	58,333	55,000	60,000	0	0
\$75,001 - \$150,000	19.51%	120,563	118,000	120,929	0	0
\$150,001 - \$225,000	21.95%	202,167	194,000	203,900	206,000	0
\$225,001 - \$300,000	17.07%	258,429	0	262,800	247,500	0
\$300,001 - \$350,000	7.32%	336,083	0	343,250	321,750	0
\$350,001 and up	17.07%	438,286	0	374,000	492,250	351,000
Average Sold Price		219,299	88,500	205,848	355,306	351,000
Total Closed Units	100%	219,299	8	23	9	1
Total Closed Volume		8,991,250	708.00K	4.73M	3.20M	351.00K

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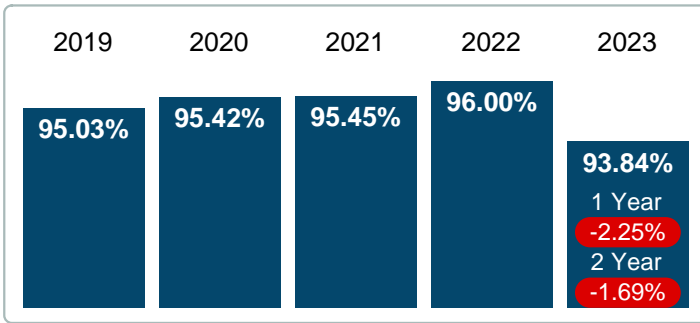
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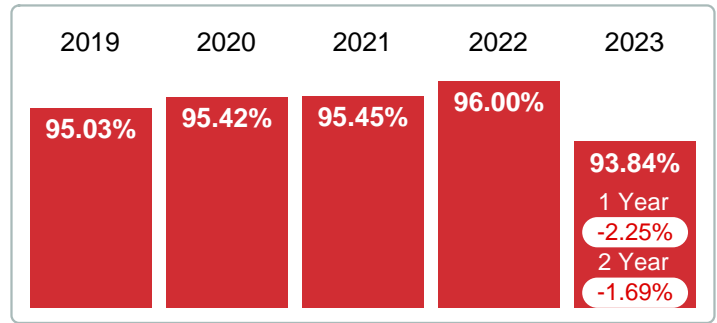
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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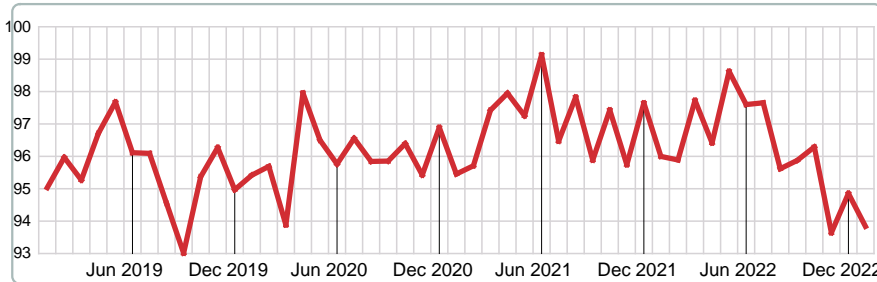
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

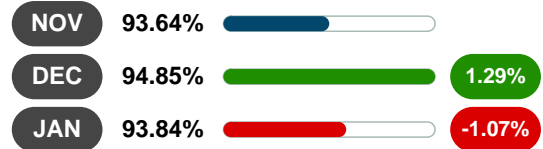


3 MONTHS

5 year JAN AVG = 95.15%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **93.84%**
below the 5 yr JAN average of **95.15%**



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	9.76%	87.57%	87.57%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	3	7.32%	81.03%	88.00%	77.55%	0.00%	0.00%
\$75,001 - \$150,000	8	19.51%	92.23%	94.40%	91.92%	0.00%	0.00%
\$150,001 - \$225,000	9	21.95%	95.53%	98.23%	92.28%	100.93%	0.00%
\$225,001 - \$300,000	7	17.07%	97.94%	0.00%	98.28%	97.08%	0.00%
\$300,001 - \$350,000	3	7.32%	99.20%	0.00%	98.80%	100.00%	0.00%
\$350,001 and up	7	17.07%	96.17%	0.00%	100.00%	95.74%	90.23%
Average Sold/List Ratio		93.80%		91.14%	93.43%	97.67%	90.23%
Total Closed Units		41	100%	8	23	9	1
Total Closed Volume		8,991,250		708.00K	4.73M	3.20M	351.00K

January 2023



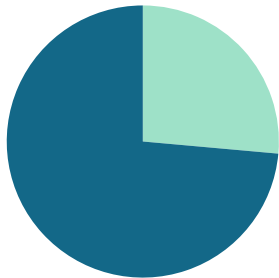
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

INVENTORY

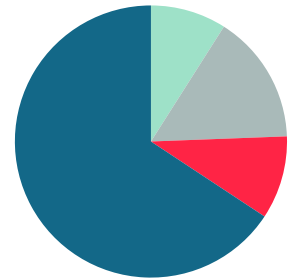


Inventory
 New Listings
116 = 26.42%
 Start Inventory
323
 Total Inventory Units
439
 Volume
\$161,202,780

Market Activity

Closed Sales
41 = 9.01%
 Pending Sales
70 = 15.38%
 Other Off Market
45 = 9.89%
 Active Inventory
299 = 65.71%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	69	41	-40.58%	69	41	-40.58%
Pending Sales	82	70	-14.63%	82	70	-14.63%
New Listings	91	116	27.47%	91	116	27.47%
Average List Price	250,333	229,487	-8.33%	250,333	229,487	-8.33%
Average Sale Price	242,063	219,299	-9.40%	242,063	219,299	-9.40%
Average Percent of Selling Price to List Price	96.00%	93.84%	-2.25%	96.00%	93.84%	-2.25%
Average Days on Market to Sale	33.77	31.73	-6.03%	33.77	31.73	-6.03%
Monthly Inventory	274	299	9.12%	274	299	9.12%
Months Supply of Inventory	3.72	4.06	9.37%	3.72	4.06	9.37%

Absorption: Last 12 months, an Average of **74** Sales/Month

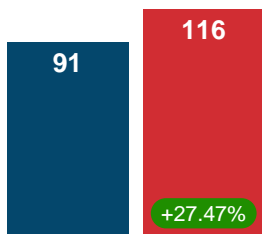
Inventory on January 31, 2023 = **299**

2022 **2023**

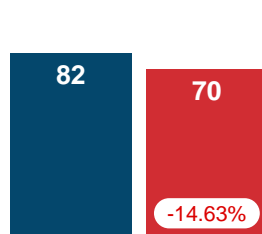
JANUARY MARKET

AVERAGE PRICES

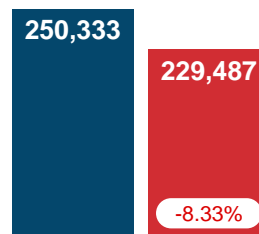
New Listings



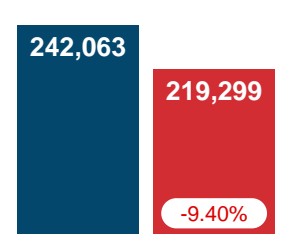
Pending Listings



List Price



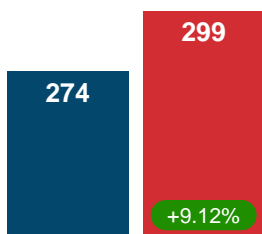
Sale Price



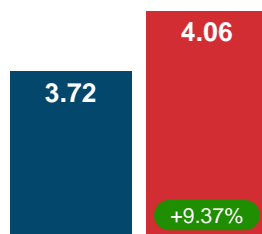
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

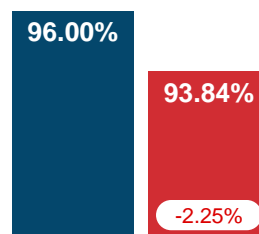
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

