

# January 2023



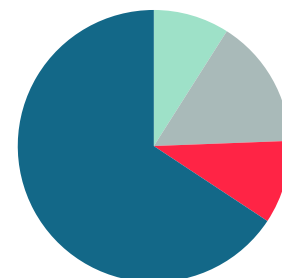
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## 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%
Median List Price	223,920	217,500	-2.87%
Median Sale Price	220,668	208,000	-5.74%
Median Percent of Selling Price to List Price	98.57%	96.43%	-2.17%
Median Days on Market to Sale	18.00	19.00	5.56%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.74%** in January 2023 to \$208,000 versus the previous year at \$220,668.

#### Median Days on Market Lengthens

The median number of **19.00** days that homes spent on the market before selling increased by 1.00 days or **5.56%** in January 2023 compared to last year's same month at **18.00** DOM.

#### Sales Success for January 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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 Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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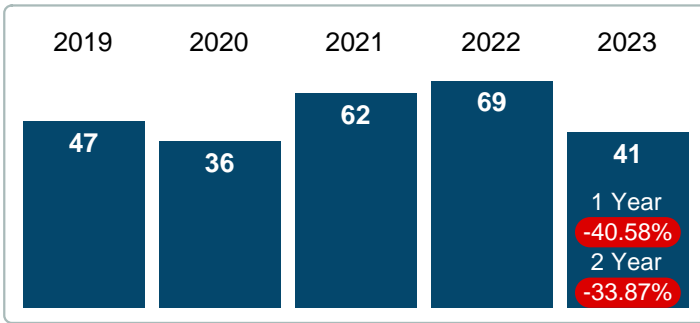
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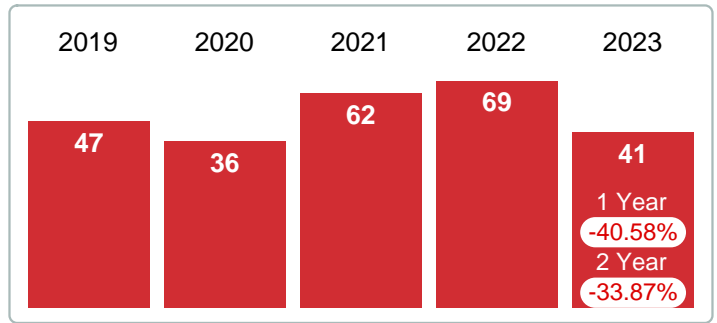
## CLOSED LISTINGS

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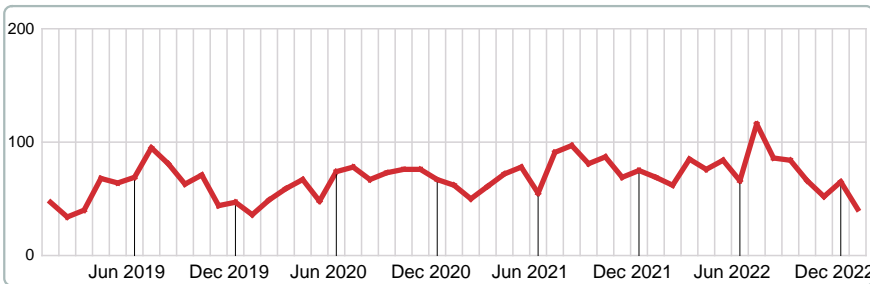
### JANUARY



### YEAR TO DATE (YTD)

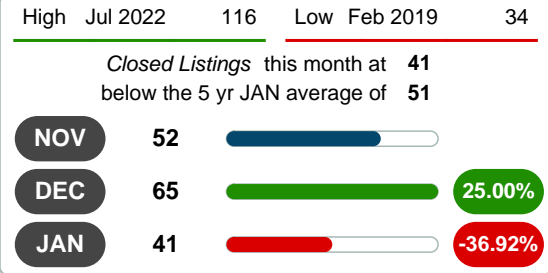


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 51



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.76%	3.0	4	0	0	0
\$50,001 - \$75,000	3	7.32%	19.0	1	2	0	0
\$75,001 - \$150,000	8	19.51%	29.0	1	7	0	0
\$150,001 - \$225,000	9	21.95%	22.0	2	5	2	0
\$225,001 - \$300,000	7	17.07%	19.0	0	5	2	0
\$300,001 - \$350,000	3	7.32%	7.0	0	2	1	0
\$350,001 and up	7	17.07%	33.0	0	2	4	1
<b>Total Closed Units</b>	<b>41</b>			<b>8</b>	<b>23</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,991,250</b>	<b>100%</b>	<b>19.0</b>	<b>708.00K</b>	<b>4.73M</b>	<b>3.20M</b>	<b>351.00K</b>
<b>Median Closed Price</b>	<b>\$208,000</b>			<b>\$51,500</b>	<b>\$199,000</b>	<b>\$321,750</b>	<b>\$351,000</b>

# January 2023



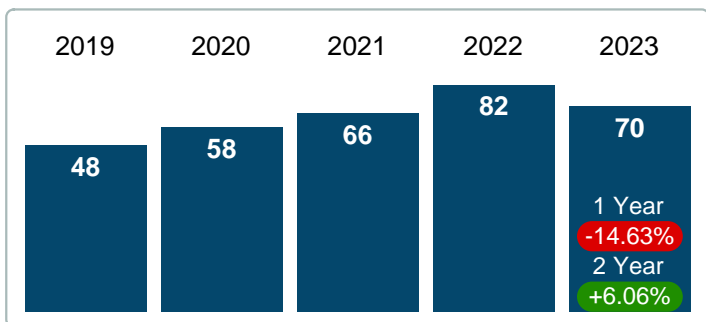
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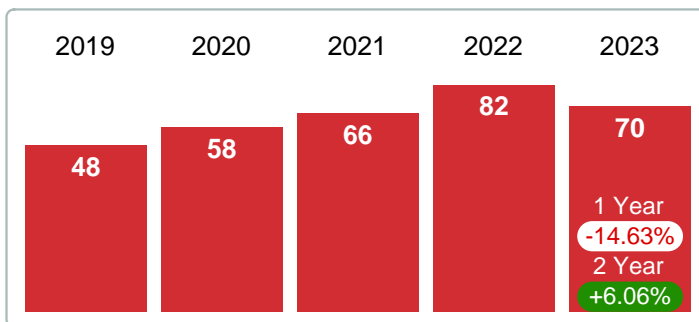
## PENDING LISTINGS

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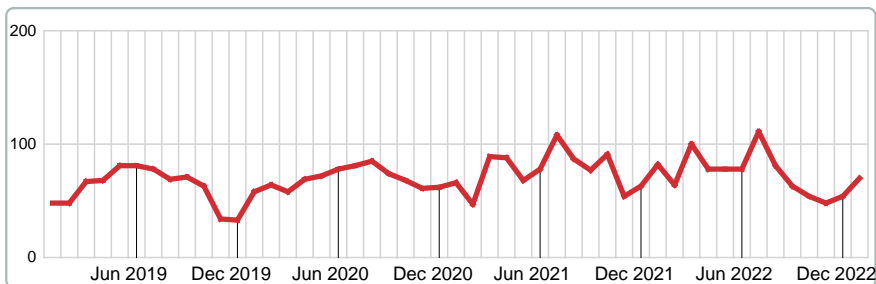
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

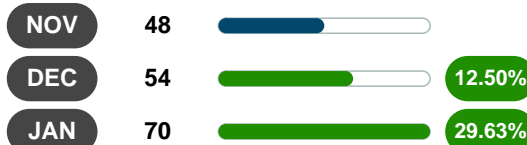


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.14%	19.0	3	2	0	0
\$75,001 - \$125,000	9	12.86%	19.0	3	6	0	0
\$125,001 - \$175,000	12	17.14%	35.5	3	7	1	1
\$175,001 - \$250,000	16	22.86%	29.5	0	15	1	0
\$250,001 - \$325,000	11	15.71%	49.0	1	8	2	0
\$325,001 - \$400,000	10	14.29%	49.0	0	6	4	0
\$400,001 and up	7	10.00%	24.0	0	4	2	1
<b>Total Pending Units</b>	<b>70</b>			<b>10</b>	<b>48</b>	<b>10</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>17,161,190</b>	<b>100%</b>	<b>32.0</b>	<b>1.14M</b>	<b>12.01M</b>	<b>3.38M</b>	<b>625.00K</b>
<b>Median Listing Price</b>	<b>\$217,500</b>			<b>\$104,950</b>	<b>\$218,750</b>	<b>\$332,000</b>	<b>\$312,500</b>

# January 2023



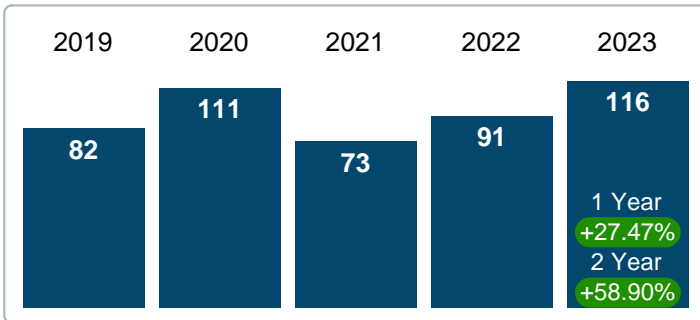
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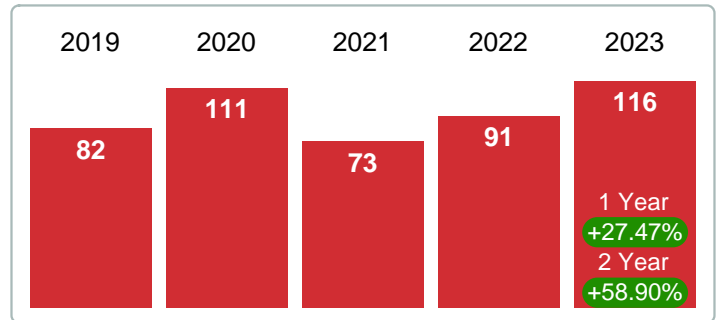
## NEW LISTINGS

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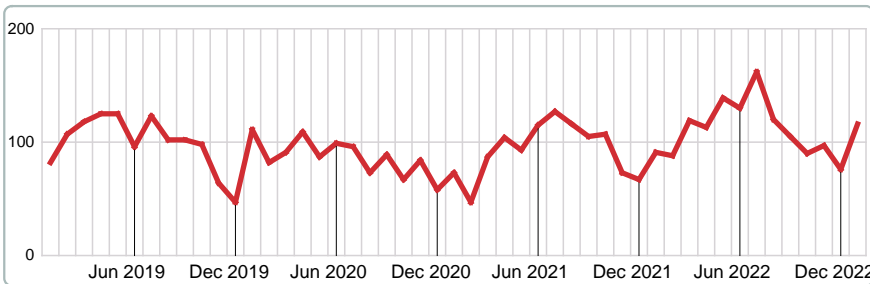
### JANUARY



### YEAR TO DATE (YTD)

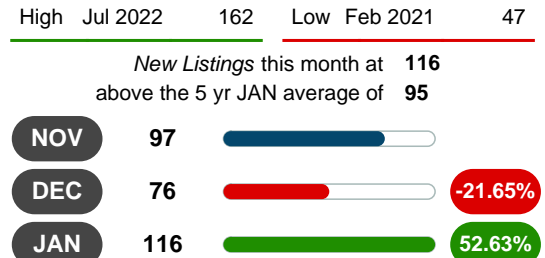


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 95



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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
<b>Total New Listed Units</b>	<b>116</b>		<b>19</b>	<b>70</b>	<b>23</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>40,526,359</b>	<b>100%</b>	<b>2.84M</b>	<b>24.43M</b>	<b>11.62M</b>	<b>1.63M</b>
<b>Median New Listed Listing Price</b>	<b>\$255,166</b>		<b>\$125,000</b>	<b>\$251,666</b>	<b>\$309,000</b>	<b>\$358,500</b>

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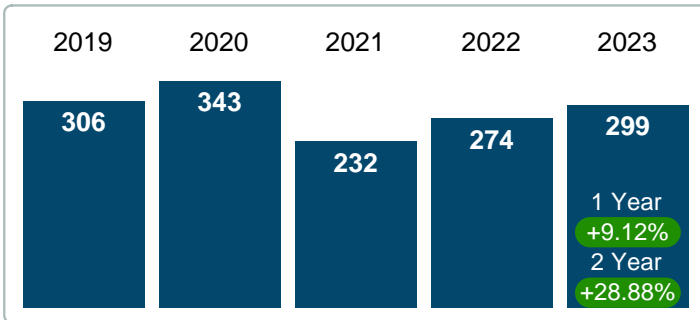
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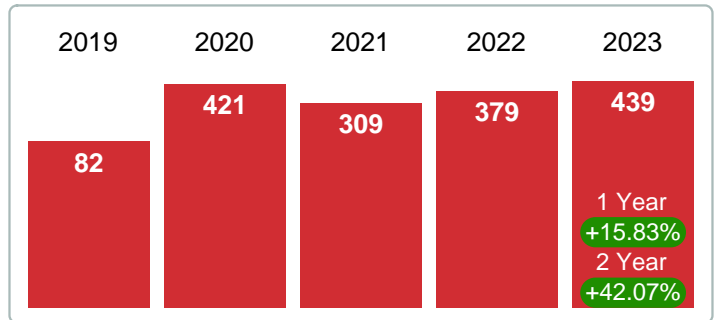
## ACTIVE INVENTORY

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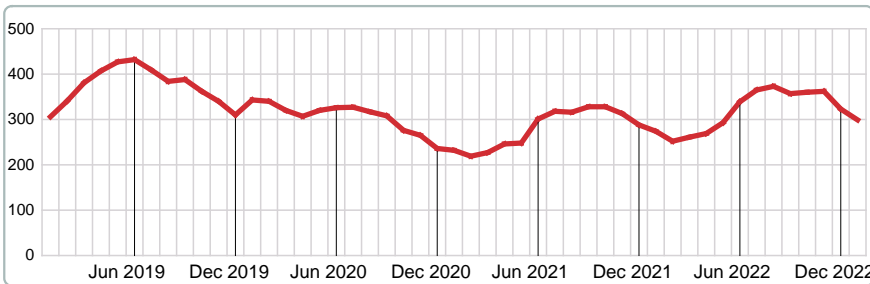
### END OF JANUARY



### ACTIVE DURING JANUARY

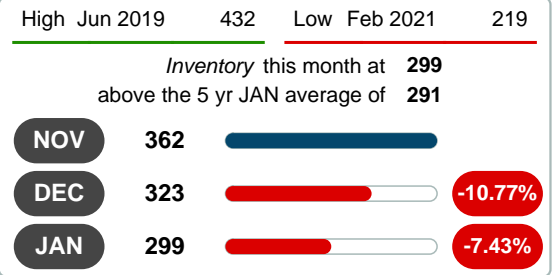


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 291



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	27	9.03%	64.0	16	10	1	0
\$100,001 - \$150,000	31	10.37%	71.0	13	14	4	0
\$150,001 - \$200,000	43	14.38%	79.0	6	31	6	0
\$200,001 - \$300,000	83	27.76%	67.0	6	58	18	1
\$300,001 - \$375,000	34	11.37%	44.0	3	19	11	1
\$375,001 - \$725,000	52	17.39%	106.0	2	28	18	4
\$725,001 and up	29	9.70%	104.0	3	12	11	3
Total Active Inventory by Units	299			49	172	69	9
Total Active Inventory by Volume	121,024,040	100%	76.0	10.83M	63.70M	35.92M	10.57M
Median Active Inventory Listing Price	\$259,500			\$129,000	\$255,666	\$320,000	\$599,000

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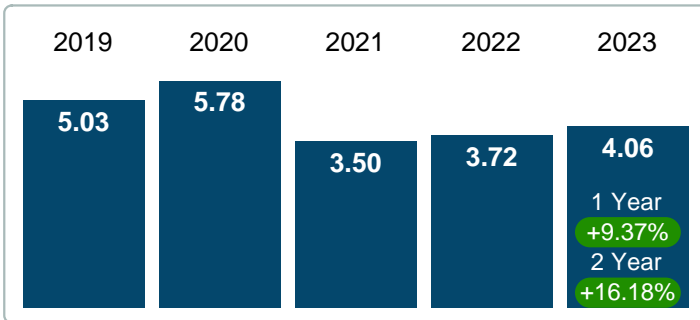
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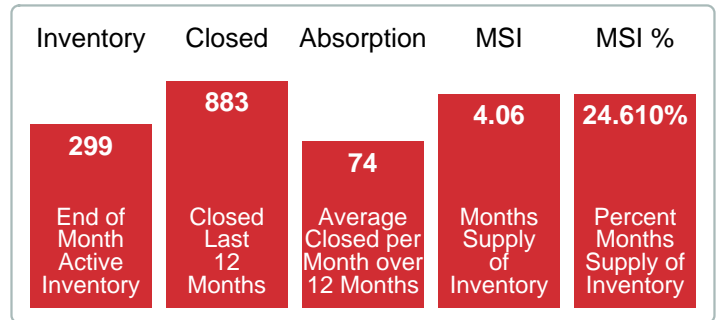
## MONTHS SUPPLY of INVENTORY (MSI)

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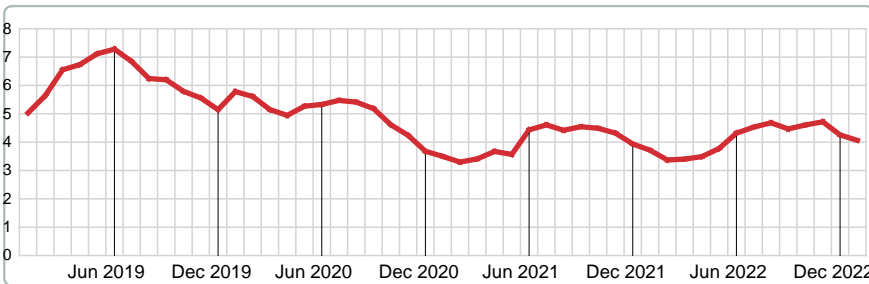
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

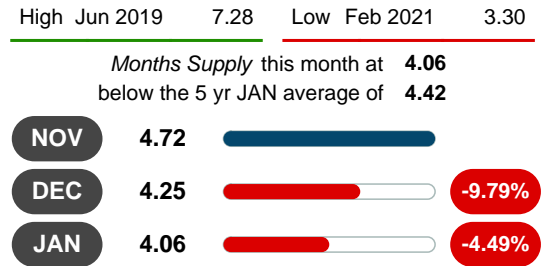


### 5 YEAR MARKET ACTIVITY TRENDS



### 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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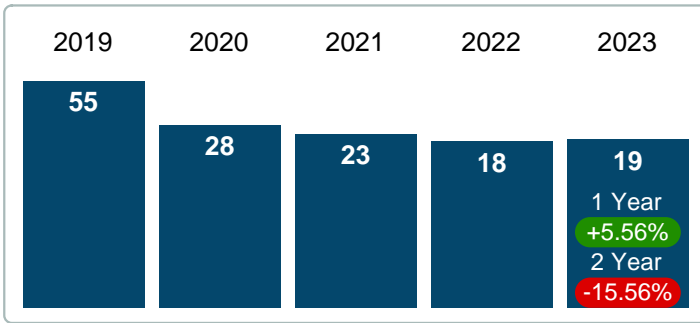
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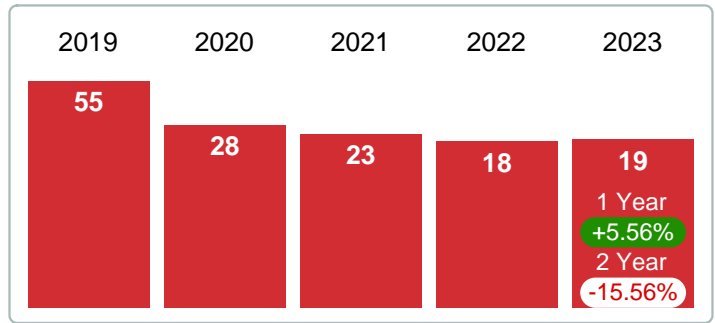
## MEDIAN DAYS ON MARKET TO SALE

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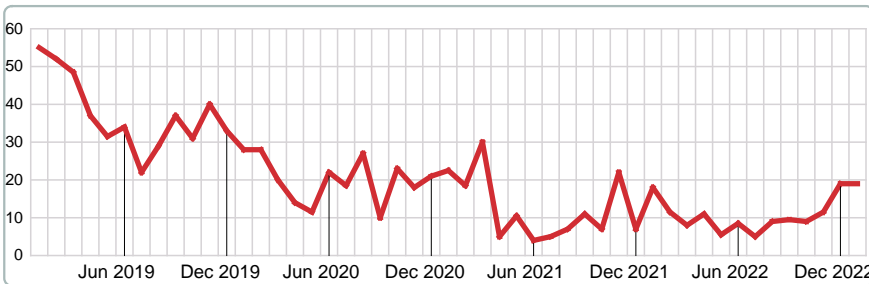
### JANUARY



### YEAR TO DATE (YTD)

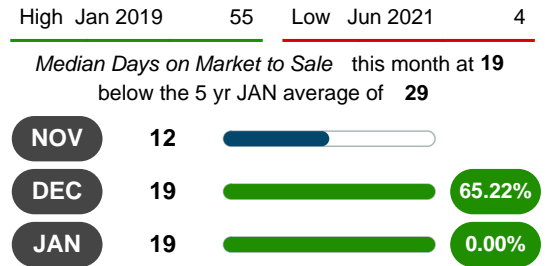


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 29



### 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	9.76%	3	3	0	0	0
\$50,001 - \$75,000	7.32%	19	17	19	0	0
\$75,001 - \$150,000	19.51%	29	23	35	0	0
\$150,001 - \$225,000	21.95%	22	97	3	48	0
\$225,001 - \$300,000	17.07%	19	0	17	42	0
\$300,001 - \$350,000	7.32%	7	0	22	1	0
\$350,001 and up	17.07%	33	0	29	49	12
<b>Median Closed DOM</b>		<b>19</b>	<b>13</b>	<b>19</b>	<b>38</b>	<b>12</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>19.0</b>	<b>8</b>	<b>23</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,991,250</b>	<b>708.00K</b>	<b>4.73M</b>	<b>3.20M</b>	<b>351.00K</b>

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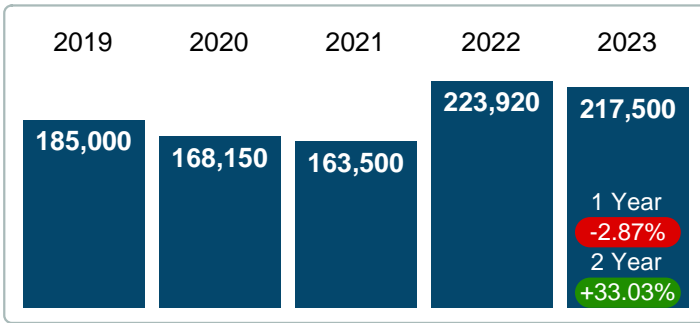
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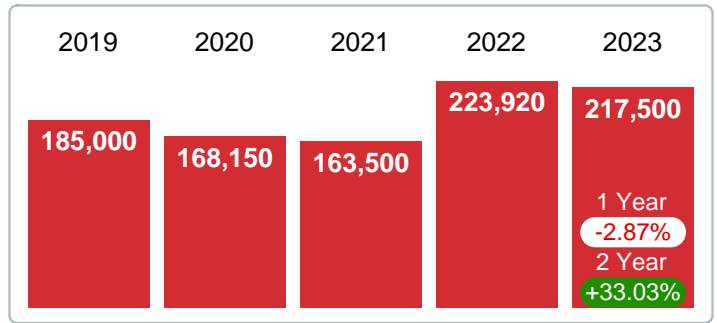
## MEDIAN LIST PRICE AT CLOSING

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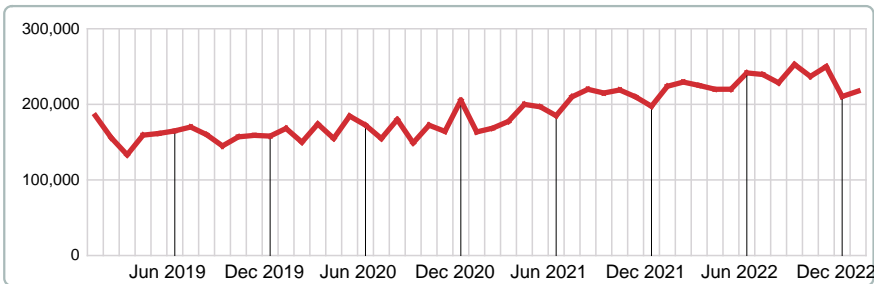
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 191,614

High Sep 2022 252,800 Low Mar 2019 133,250

Median List Price at Closing this month at 217,500 above the 5 yr JAN average of 191,614



### 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	3	7.32%	35,000	35,000	0	0	0
\$50,001 - \$75,000	3	7.32%	62,500	58,700	75,000	0	0
\$75,001 - \$150,000	7	17.07%	110,000	125,000	106,500	0	0
\$150,001 - \$225,000	9	21.95%	195,000	197,250	193,000	204,250	0
\$225,001 - \$300,000	8	19.51%	259,500	0	259,500	255,000	0
\$300,001 - \$350,000	3	7.32%	321,750	0	324,950	321,750	0
\$350,001 and up	8	19.51%	389,000	0	359,000	514,500	389,000
Median List Price			217,500	58,700	217,500	321,750	389,000
Total Closed Units		100%	217,500	8	23	9	1
Total Closed Volume			9,408,950	748.90K	4.97M	3.31M	389.00K



# January 2023



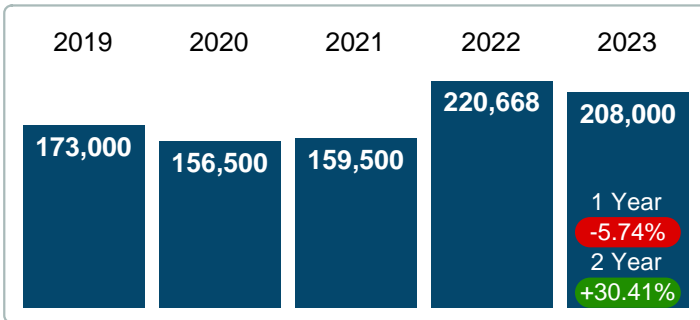
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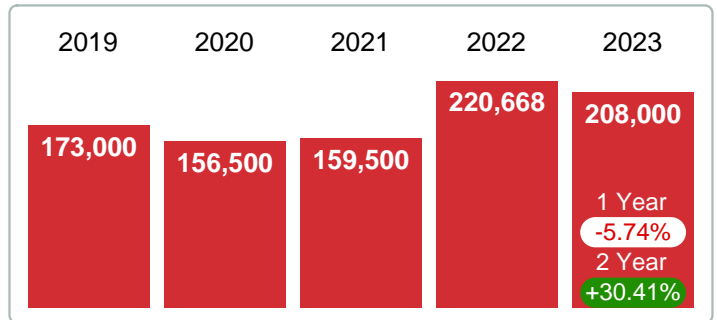
## MEDIAN SOLD PRICE AT CLOSING

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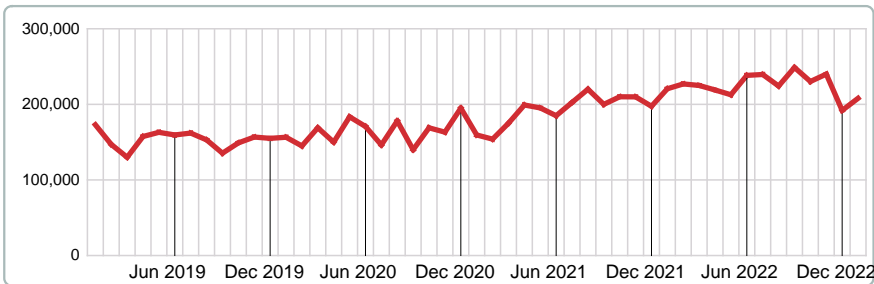
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 183,534

High Sep 2022 248,750 Low Mar 2019 130,000

Median Sold Price at Closing this month at **208,000** above the 5 yr JAN average of **183,534**



### 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	4	9.76%	36,000	36,000	0	0	0
\$50,001 - \$75,000	3	7.32%	60,000	55,000	60,000	0	0
\$75,001 - \$150,000	8	19.51%	124,000	118,000	130,000	0	0
\$150,001 - \$225,000	9	21.95%	204,000	194,000	199,000	206,000	0
\$225,001 - \$300,000	7	17.07%	250,000	0	265,000	247,500	0
\$300,001 - \$350,000	3	7.32%	340,000	0	343,250	321,750	0
\$350,001 and up	7	17.07%	389,000	0	374,000	504,500	351,000
Median Sold Price			208,000	51,500	199,000	321,750	351,000
Total Closed Units		100%	208,000	8	23	9	1
Total Closed Volume			8,991,250	708.00K	4.73M	3.20M	351.00K

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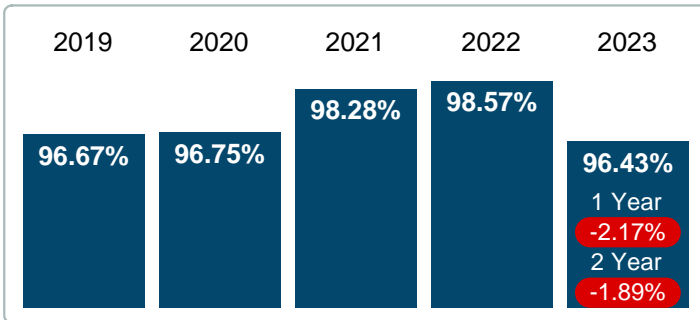
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



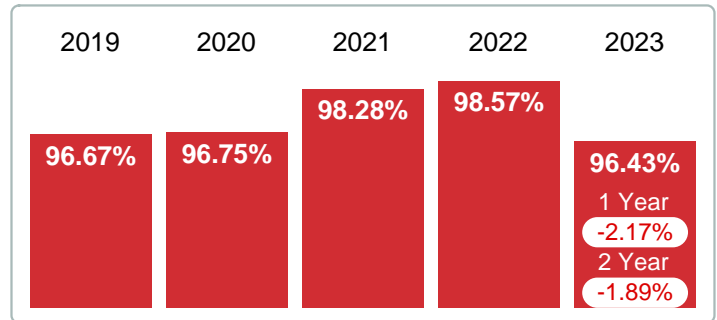
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

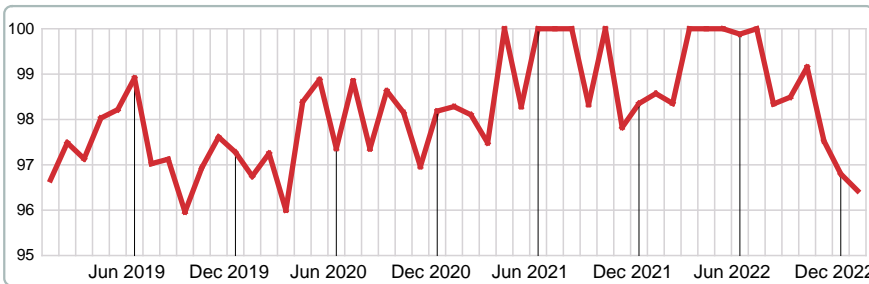
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

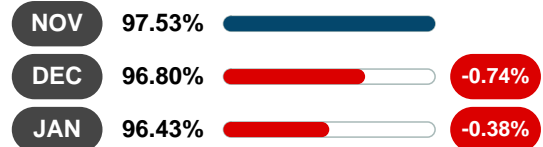


### 3 MONTHS

5 year JAN AVG = 97.34%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **96.43%**  
below the 5 yr JAN average of **97.34%**



## 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	4	9.76%	86.57%	86.57%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	3	7.32%	80.00%	88.00%	77.55%	0.00%	0.00%	
\$75,001 - \$150,000	8	19.51%	93.25%	94.40%	92.11%	0.00%	0.00%	
\$150,001 - \$225,000	9	21.95%	97.61%	98.23%	94.87%	100.93%	0.00%	
\$225,001 - \$300,000	7	17.07%	98.00%	0.00%	100.00%	97.08%	0.00%	
\$300,001 - \$350,000	3	7.32%	100.00%	0.00%	98.80%	100.00%	0.00%	
\$350,001 and up	7	17.07%	96.43%	0.00%	100.00%	95.96%	90.23%	
Median Sold/List Ratio		96.43%		91.20%	96.65%	97.61%	90.23%	
Total Closed Units		41	100%	96.43%	8	23	9	1
Total Closed Volume		8,991,250			708.00K	4.73M	3.20M	351.00K

# January 2023



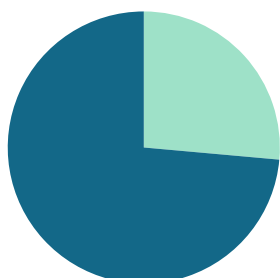
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

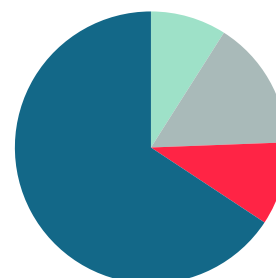


**Inventory**  
 New Listings  
**116 = 26.42%**  
 Start Inventory  
**323**  
 Total Inventory Units  
**439**  
 Volume  
**\$161,202,780**

### 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%
Median List Price	223,920	217,500	-2.87%	223,920	217,500	-2.87%
Median Sale Price	220,668	208,000	-5.74%	220,668	208,000	-5.74%
Median Percent of Selling Price to List Price	98.57%	96.43%	-2.17%	98.57%	96.43%	-2.17%
Median Days on Market to Sale	18.00	19.00	5.56%	18.00	19.00	5.56%
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

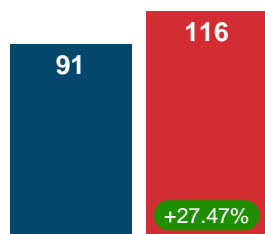
**Inventory** on January 31, 2023 = **299**

**2022** **2023**

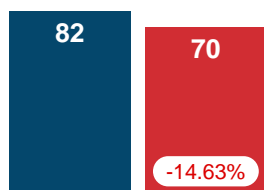
### JANUARY MARKET

### MEDIAN PRICES

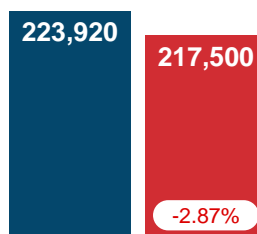
#### New Listings



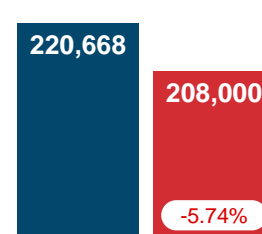
#### Pending Listings



#### List Price



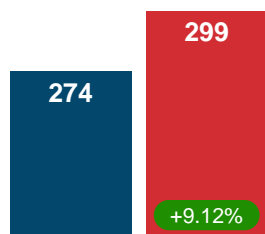
#### Sale Price



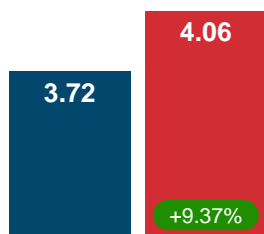
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

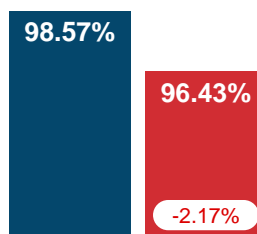
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

