

February 2023



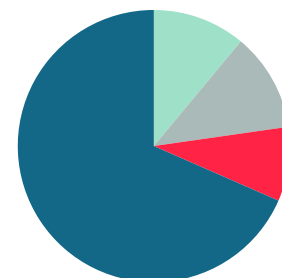
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	February 2023	+/-%
Closed Listings	62	50	-19.35%
Pending Listings	64	53	-17.19%
New Listings	88	93	5.68%
Average List Price	280,098	285,655	1.98%
Average Sale Price	266,509	277,854	4.26%
Average Percent of Selling Price to List Price	95.89%	96.20%	0.33%
Average Days on Market to Sale	32.03	48.46	51.28%
End of Month Inventory	252	310	23.02%
Months Supply of Inventory	3.37	4.27	26.69%



Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of February 28, 2023 = **310**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **23.02%** to 310 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **4.27** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.26%** in February 2023 to \$277,854 versus the previous year at \$266,509.

Average Days on Market Lengthens

The average number of **48.46** days that homes spent on the market before selling increased by 16.43 days or **51.28%** in February 2023 compared to last year's same month at **32.03** DOM.

Sales Success for February 2023 is Positive

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

There were 93 New Listings in February 2023, up **5.68%** from last year at 88. Furthermore, there were 50 Closed Listings this month versus last year at 62, a **-19.35%** decrease.

Closed versus Listed trends yielded a **53.8%** ratio, down from previous year's, February 2022, at **70.5%**, a **23.69%** 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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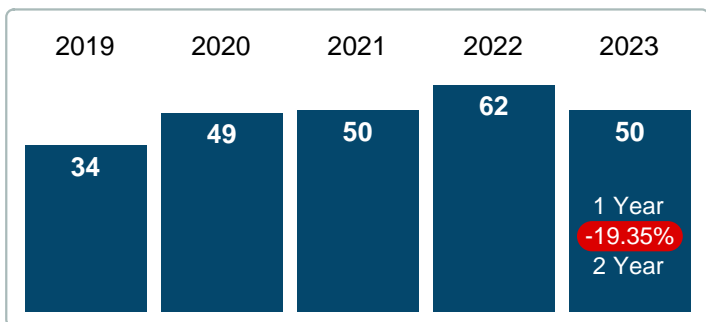
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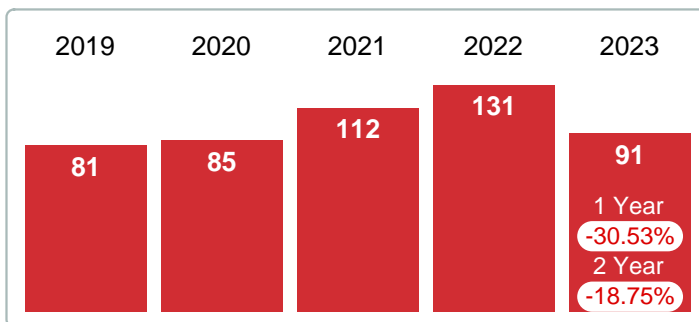
CLOSED LISTINGS

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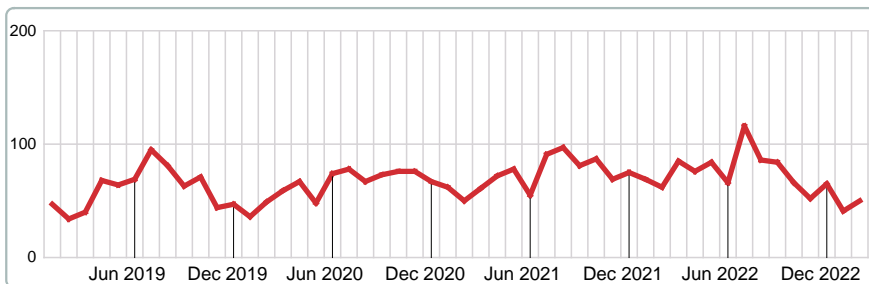
FEBRUARY



YEAR TO DATE (YTD)

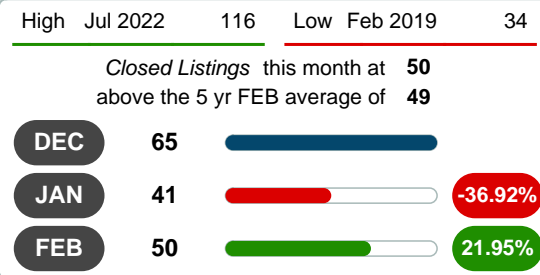


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.00%	46.7	2	1	0	0
\$75,001 - \$150,000	8	16.00%	54.8	2	5	1	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$250,000	20	40.00%	41.4	2	16	2	0
\$250,001 - \$325,000	7	14.00%	31.1	1	5	1	0
\$325,001 - \$525,000	7	14.00%	57.1	0	5	1	1
\$525,001 and up	5	10.00%	79.8	1	1	3	0
Total Closed Units	50			8	33	8	1
Total Closed Volume	13,892,710	100%	48.5	2.13M	7.96M	3.31M	495.00K
Average Closed Price	\$277,854			\$266,801	\$241,103	\$413,363	\$495,000

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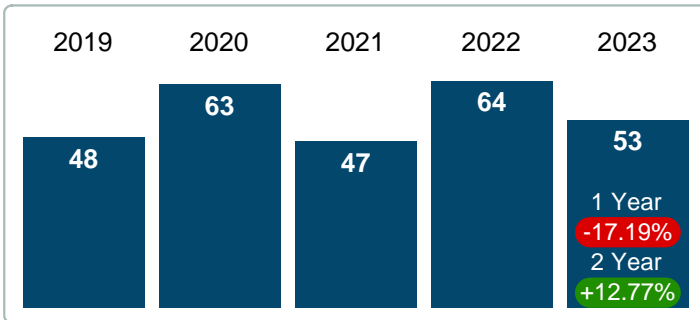
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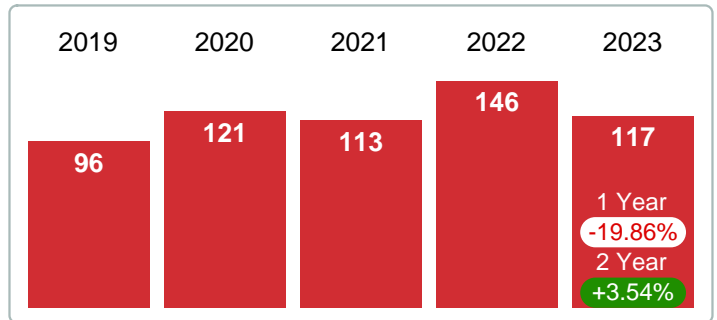
PENDING LISTINGS

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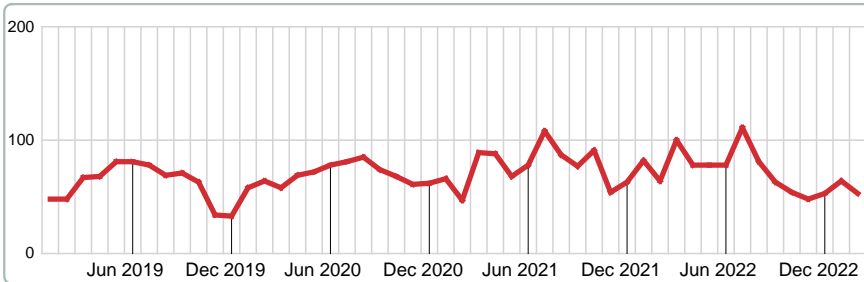
FEBRUARY



YEAR TO DATE (YTD)

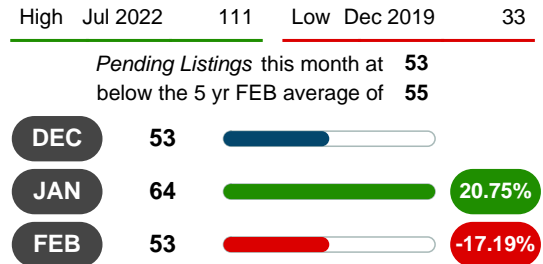


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	4	7.55%	34.3	4	0	0	0
\$125,001 - \$150,000	4	7.55%	53.8	1	2	1	0
\$150,001 - \$200,000	9	16.98%	67.1	1	5	3	0
\$200,001 - \$300,000	16	30.19%	43.4	0	14	2	0
\$300,001 - \$350,000	10	18.87%	41.6	1	6	3	0
\$350,001 - \$425,000	4	7.55%	8.8	2	1	0	1
\$425,001 and up	6	11.32%	47.3	1	3	2	0
Total Pending Units	53			10	31	11	1
Total Pending Volume	15,625,810	100%	83.3	2.94M	8.80M	3.50M	389.00K
Average Listing Price	\$747,303			\$293,921	\$283,753	\$318,295	\$389,000

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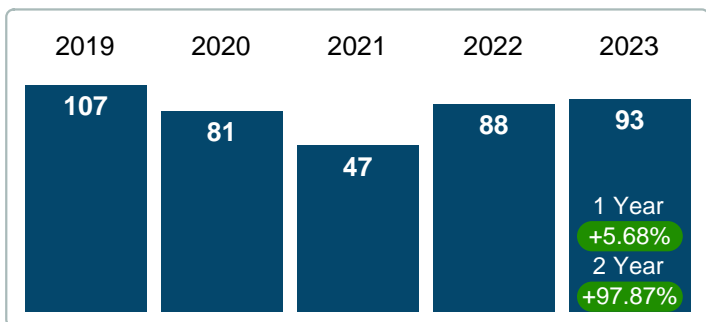
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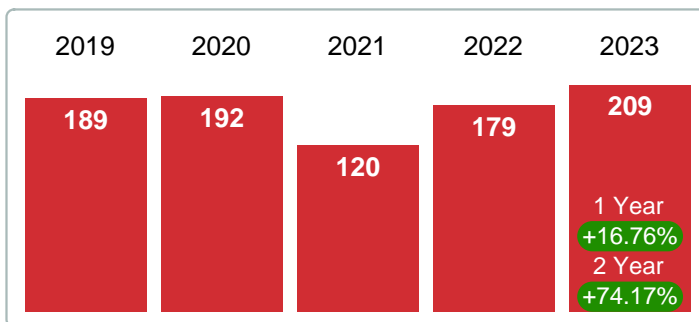
NEW LISTINGS

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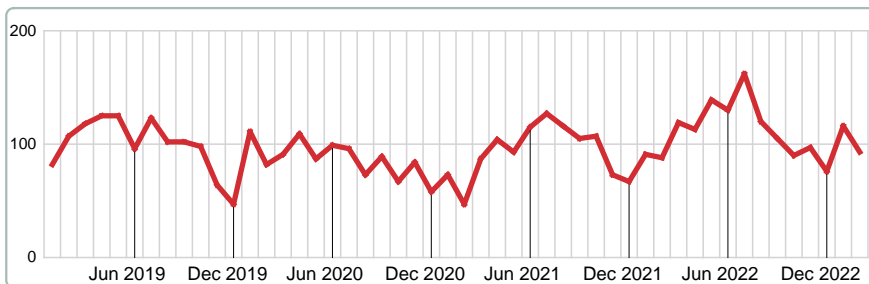
FEBRUARY



YEAR TO DATE (YTD)

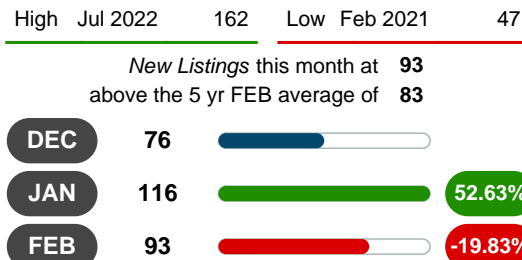


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 83



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	8	8.60%	3	4	1	0
\$100,001 - \$150,000	13	13.98%	2	8	2	1
\$150,001 - \$200,000	13	13.98%	4	7	2	0
\$200,001 - \$300,000	22	23.66%	3	14	5	0
\$300,001 - \$375,000	14	15.05%	0	9	5	0
\$375,001 - \$550,000	15	16.13%	5	5	4	1
\$550,001 and up	8	8.60%	2	3	2	1
Total New Listed Units	93		19	50	21	3
Total New Listed Volume	28,934,366	100%	6.52M	13.22M	7.57M	1.63M
Average New Listed Listing Price	\$1,192,910		\$343,395	\$264,312	\$360,441	\$541,667

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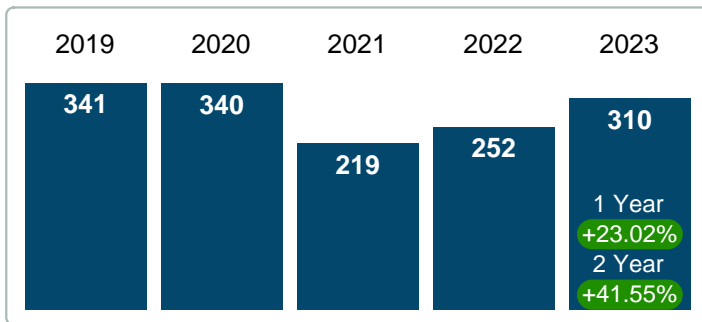
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



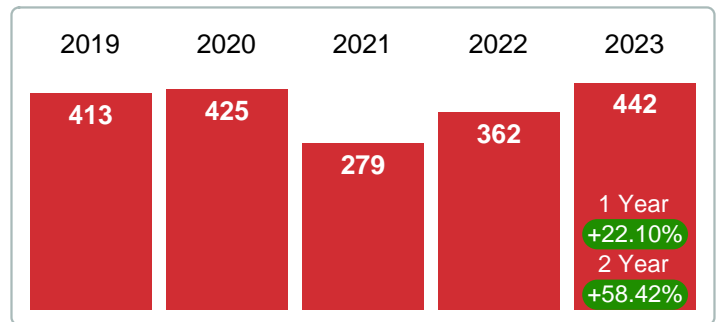
ACTIVE INVENTORY

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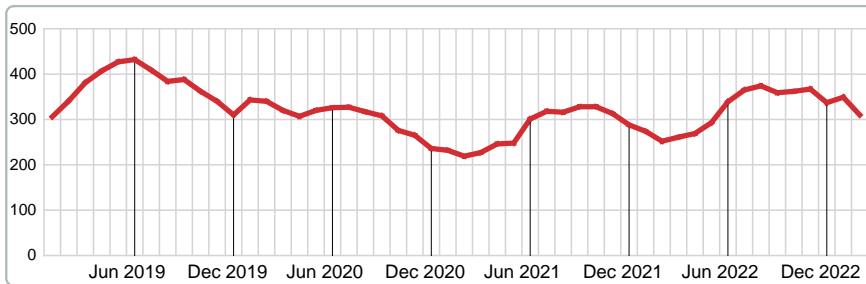
END OF FEBRUARY



ACTIVE DURING FEBRUARY

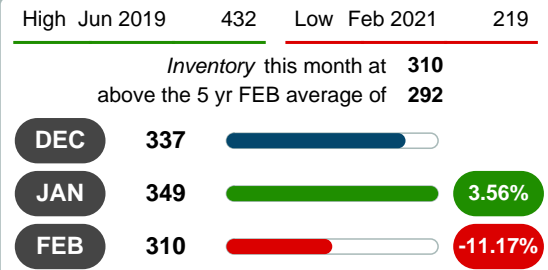


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 292



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	26	8.39%	188.3	12	13	1	0
\$100,001 - \$150,000	38	12.26%	144.4	12	20	5	1
\$150,001 - \$200,000	48	15.48%	88.4	9	33	6	0
\$200,001 - \$275,000	67	21.61%	84.6	6	47	13	1
\$275,001 - \$375,000	50	16.13%	82.0	3	31	16	0
\$375,001 - \$700,000	50	16.13%	97.9	5	27	15	3
\$700,001 and up	31	10.00%	132.9	3	13	13	2
Total Active Inventory by Units			310	50	184	69	7
Total Active Inventory by Volume			122,031,224	11.91M	65.83M	35.52M	8.76M
Average Active Inventory Listing Price			\$393,649	\$238,238	\$357,789	\$514,817	\$1,251,971

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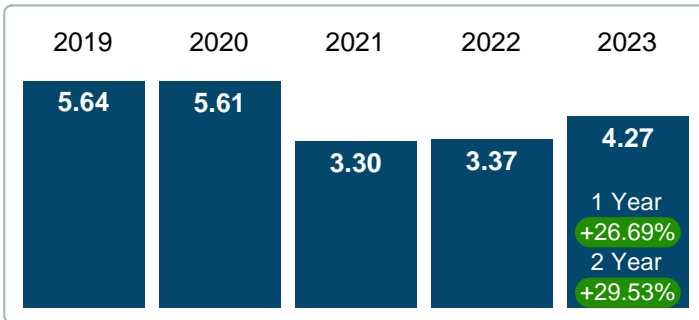
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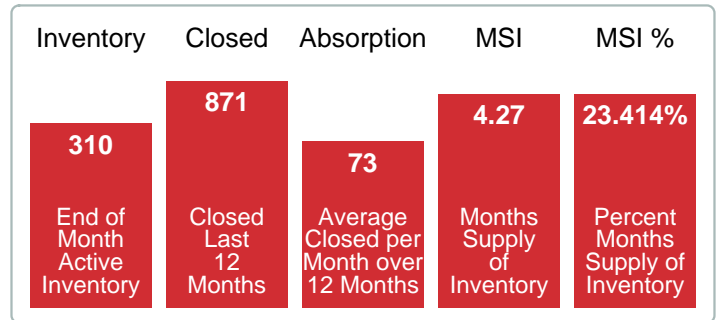
MONTHS SUPPLY of INVENTORY (MSI)

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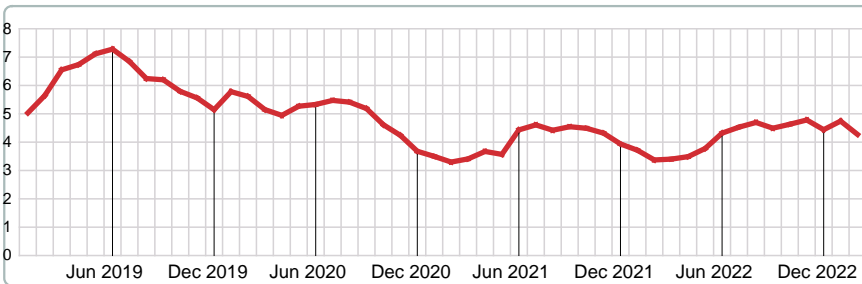
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

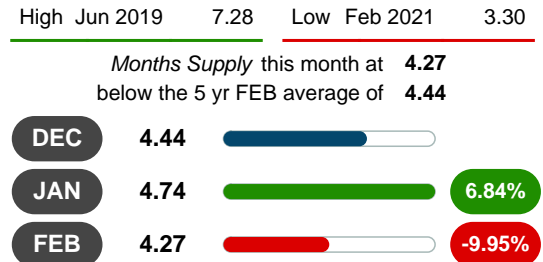


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.44



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	26	8.39%	3.63	3.27	4.00	6.00	0.00
\$100,001 - \$150,000	38	12.26%	4.34	4.50	4.29	3.75	12.00
\$150,001 - \$200,000	48	15.48%	4.06	5.40	3.81	4.24	0.00
\$200,001 - \$275,000	67	21.61%	2.73	6.55	2.75	2.08	4.00
\$275,001 - \$375,000	50	16.13%	4.55	3.00	4.77	4.92	0.00
\$375,001 - \$700,000	50	16.13%	7.32	10.00	8.10	6.92	3.60
\$700,001 and up	31	10.00%	12.40	36.00	22.29	9.75	4.00
Market Supply of Inventory (MSI)			4.27	4.76	4.17	4.34	3.36
Total Active Inventory by Units		100%	4.27	50	184	69	7

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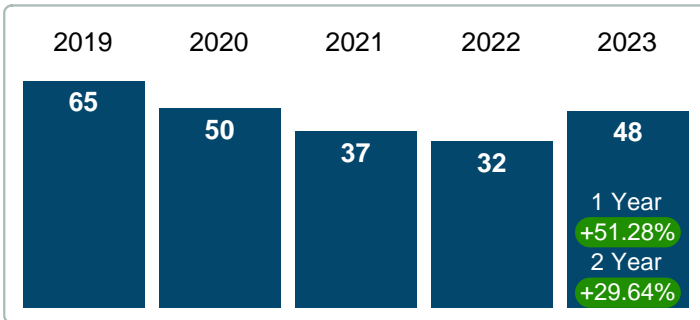
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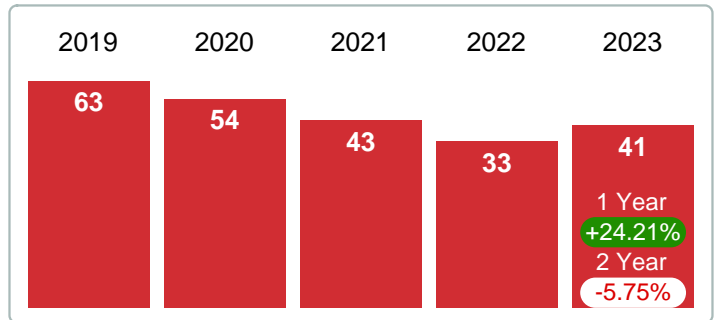
AVERAGE DAYS ON MARKET TO SALE

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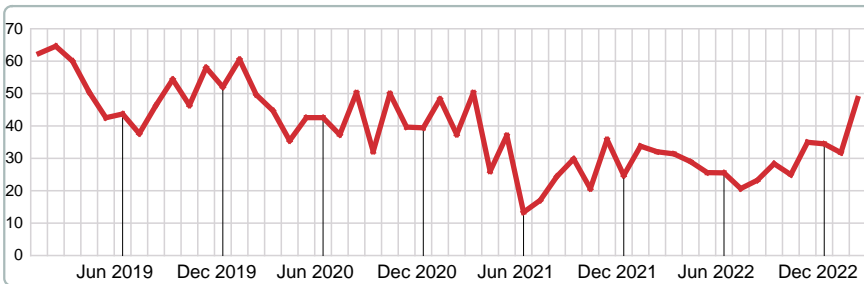
FEBRUARY



YEAR TO DATE (YTD)

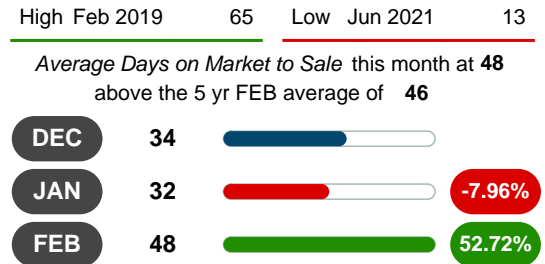


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6.00%	47	47	46	0	0
\$75,001 - \$150,000	16.00%	55	96	43	30	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$250,000	40.00%	41	113	31	56	0
\$250,001 - \$325,000	14.00%	31	34	30	35	0
\$325,001 - \$525,000	14.00%	57	0	65	1	72
\$525,001 and up	10.00%	80	1	150	83	0
Average Closed DOM		48	68	42	53	72
Total Closed Units	100%	48	8	33	8	1
Total Closed Volume		13,892,710	2.13M	7.96M	3.31M	495.00K

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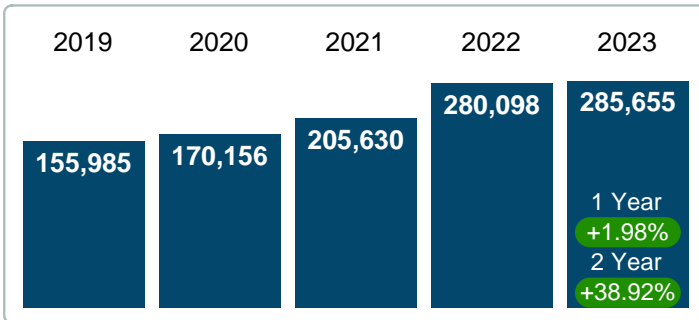
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



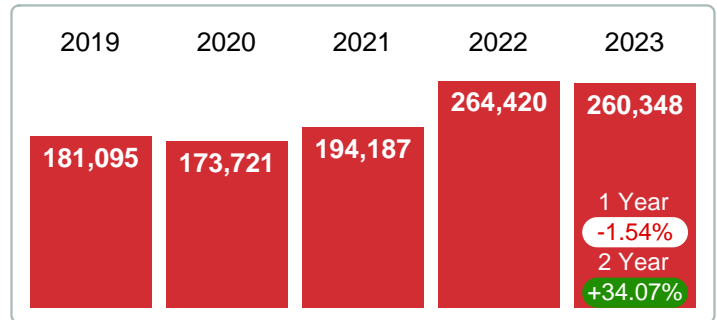
AVERAGE LIST PRICE AT CLOSING

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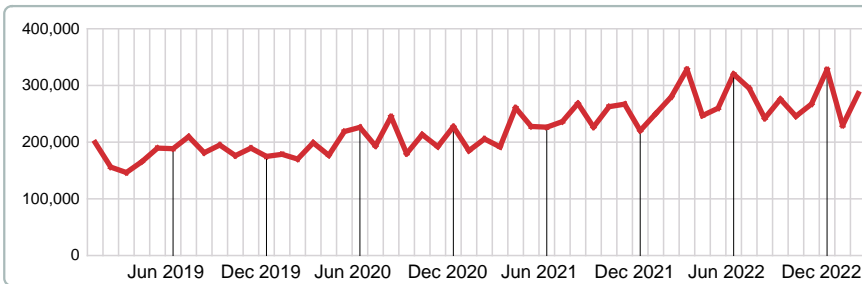
FEBRUARY



YEAR TO DATE (YTD)

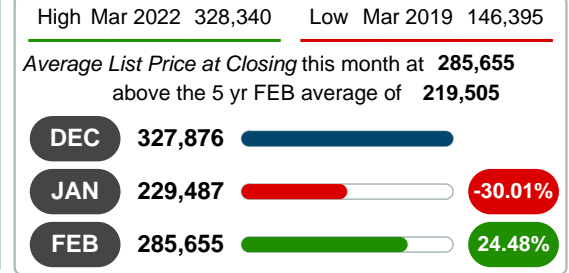


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 219,505



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
\$75,000 and less	2.00%	69,000	78,250	83,000	0	0
\$75,001 - \$150,000	20.00%	105,880	114,450	112,480	97,000	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$250,000	38.00%	195,515	182,000	204,174	184,500	0
\$250,001 - \$325,000	16.00%	279,350	267,000	285,380	259,900	0
\$325,001 - \$525,000	14.00%	417,643	0	397,900	435,000	495,000
\$525,001 and up	10.00%	856,372	1,192,910	999,950	696,333	0
Average List Price		285,655	276,164	252,380	406,238	495,000
Total Closed Units	100%	285,655	8	33	8	1
Total Closed Volume		14,282,750	2.21M	8.33M	3.25M	495.00K

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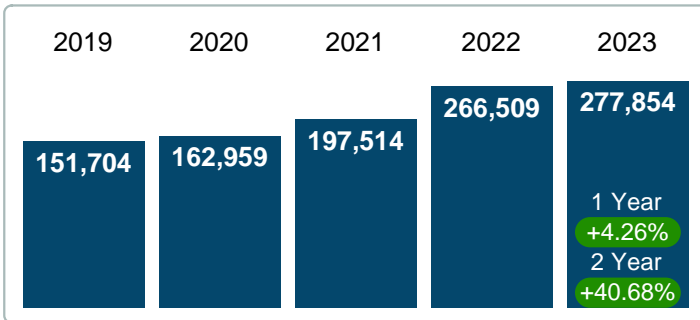
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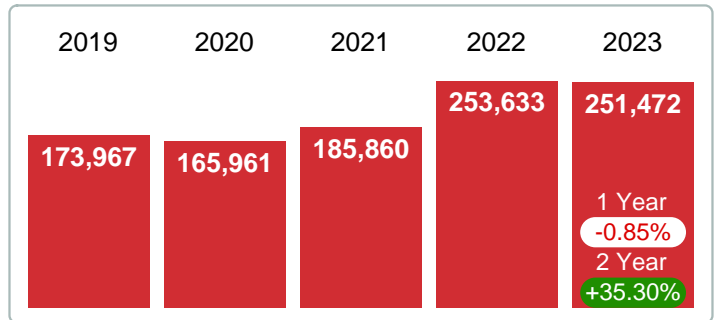
AVERAGE SOLD PRICE AT CLOSING

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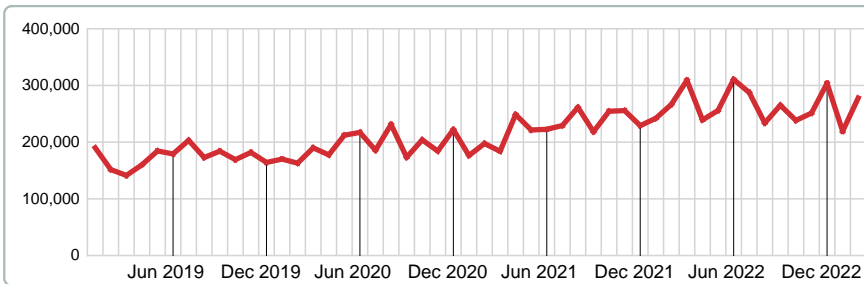
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 211,308

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

Average Sold Price at Closing this month at **277,854** above the 5 yr FEB average of **211,308**



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
\$75,000 and less	6.00%	68,667	68,500	69,000	0	0
\$75,001 - \$150,000	16.00%	105,938	107,000	107,700	95,000	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$250,000	40.00%	191,500	165,000	196,250	180,000	0
\$250,001 - \$325,000	14.00%	272,114	260,500	276,880	259,900	0
\$325,001 - \$525,000	14.00%	400,643	0	374,900	435,000	495,000
\$525,001 and up	10.00%	859,982	1,192,910	950,000	719,000	0
Average Sold Price		277,854	266,801	241,103	413,363	495,000
Total Closed Units	100%	277,854	8	33	8	1
Total Closed Volume		13,892,710	2.13M	7.96M	3.31M	495.00K

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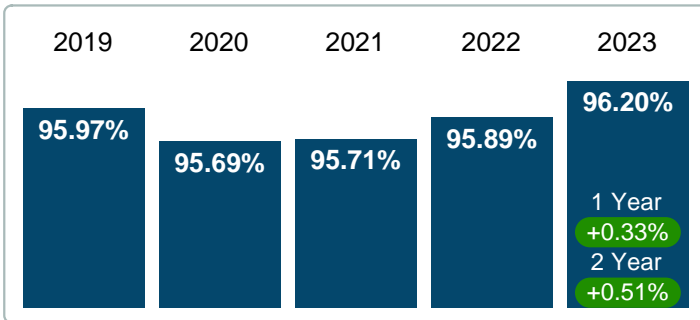
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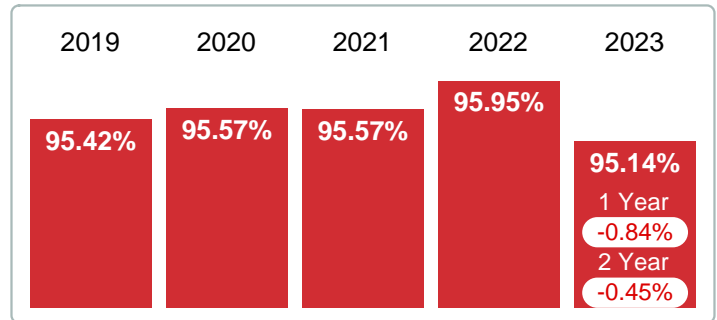
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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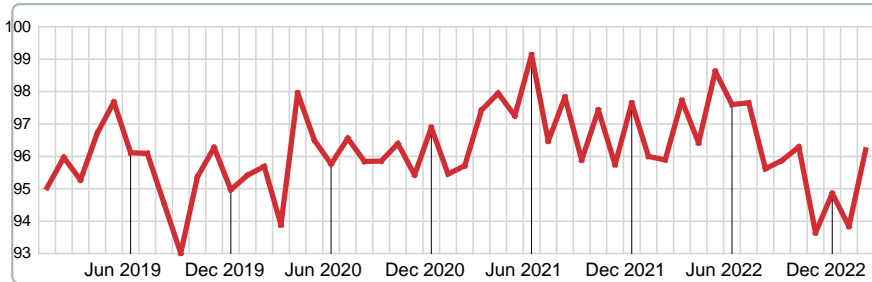
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

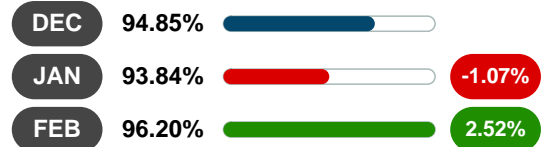


3 MONTHS

5 year FEB AVG = 95.89%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **96.20%**
equal to 5 yr FEB average of **95.89%**



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
\$75,000 and less	3	6.00%	86.23%	87.78%	83.13%	0.00%	0.00%
\$75,001 - \$150,000	8	16.00%	95.32%	92.54%	95.90%	97.94%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$250,000	20	40.00%	96.41%	91.20%	96.89%	97.74%	0.00%
\$250,001 - \$325,000	7	14.00%	97.64%	97.57%	97.18%	100.00%	0.00%
\$325,001 - \$525,000	7	14.00%	96.19%	0.00%	94.67%	100.00%	100.00%
\$525,001 and up	5	10.00%	100.76%	100.00%	95.00%	102.94%	0.00%
Average Sold/List Ratio		96.20%		92.58%	95.98%	100.28%	100.00%
Total Closed Units	50	100%	96.20%	8	33	8	1
Total Closed Volume	13,892,710			2.13M	7.96M	3.31M	495.00K

February 2023



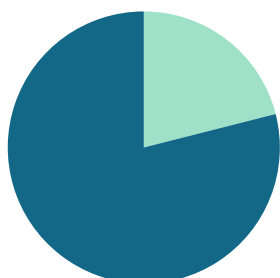
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

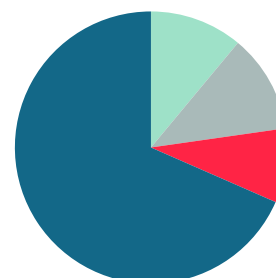


Inventory
 New Listings
93 = 21.04%
 Start Inventory
349
 Total Inventory Units
442
 Volume
\$164,026,673

Market Activity

Closed Sales
50 = 11.04%
 Pending Sales
53 = 11.70%
 Other Off Market
40 = 8.83%
 Active Inventory
310 = 68.43%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	62	50	-19.35%	131	91	-30.53%
Pending Sales	64	53	-17.19%	146	117	-19.86%
New Listings	88	93	5.68%	179	209	16.76%
Average List Price	280,098	285,655	1.98%	264,420	260,348	-1.54%
Average Sale Price	266,509	277,854	4.26%	253,633	251,472	-0.85%
Average Percent of Selling Price to List Price	95.89%	96.20%	0.33%	95.95%	95.14%	-0.84%
Average Days on Market to Sale	32.03	48.46	51.28%	32.95	40.92	24.21%
Monthly Inventory	252	310	23.02%	252	310	23.02%
Months Supply of Inventory	3.37	4.27	26.69%	3.37	4.27	26.69%

Absorption: Last 12 months, an Average of **73** Sales/Month

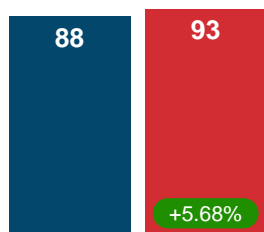
Inventory on February 28, 2023 = **310**

2022 **2023**

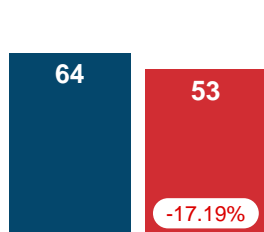
FEBRUARY MARKET

AVERAGE PRICES

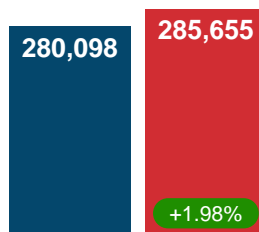
New Listings



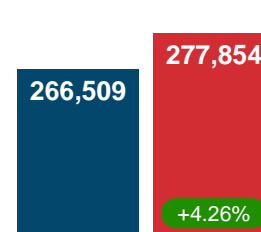
Pending Listings



List Price



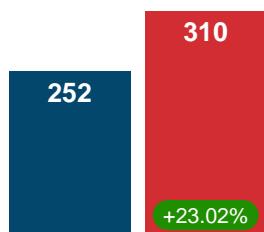
Sale Price



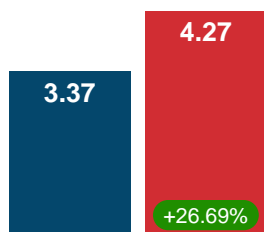
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

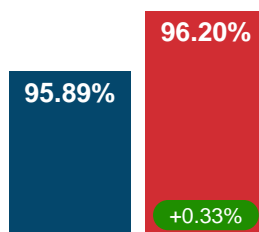
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

