

# March 2023



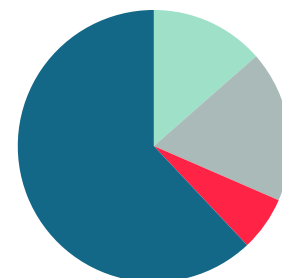
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	85	67	-21.18%
Pending Listings	100	89	-11.00%
New Listings	119	114	-4.20%
Average List Price	328,340	285,594	-13.02%
Average Sale Price	309,154	273,746	-11.45%
Average Percent of Selling Price to List Price	97.73%	97.01%	-0.73%
Average Days on Market to Sale	31.38	41.97	33.76%
End of Month Inventory	261	307	17.62%
Months Supply of Inventory	3.40	4.32	27.00%



■ Closed (13.54%)  
■ Pending (17.98%)  
■ Other OffMarket (6.46%)  
■ Active (62.02%)

**Absorption:** Last 12 months, an Average of **71** Sales/Month  
**Active Inventory** as of March 31, 2023 = **307**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2023 rose **17.62%** to 307 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **4.32** 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 **11.45%** in March 2023 to \$273,746 versus the previous year at \$309,154.

#### Average Days on Market Lengthens

The average number of **41.97** days that homes spent on the market before selling increased by 10.59 days or **33.76%** in March 2023 compared to last year's same month at **31.38** DOM.

#### Sales Success for March 2023 is Positive

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

There were 114 New Listings in March 2023, down **4.20%** from last year at 119. Furthermore, there were 67 Closed Listings this month versus last year at 85, a **-21.18%** decrease.

Closed versus Listed trends yielded a **58.8%** ratio, down from previous year's, March 2022, at **71.4%**, a **17.72%** 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>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

# March 2023



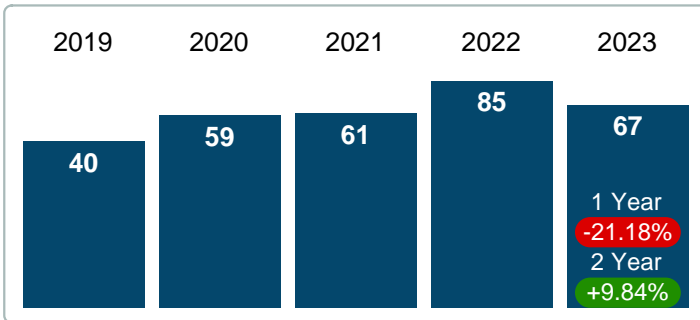
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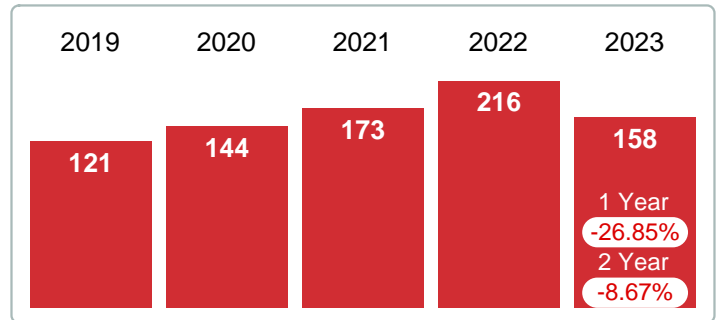
## CLOSED LISTINGS

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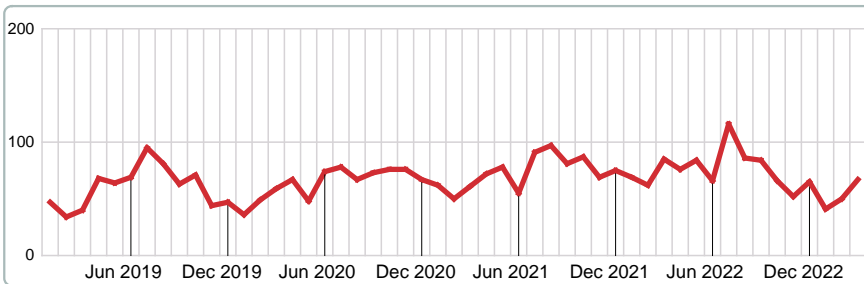
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

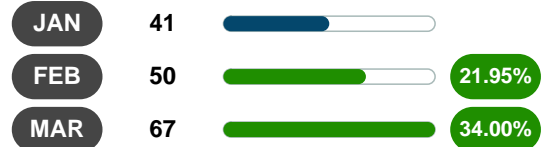


### 3 MONTHS

5 year MAR AVG = 62

High Jul 2022 116 Low Feb 2019 34

Closed Listings this month at **67**  
above the 5 yr MAR average of **62**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	2.99%	33.0	0	2	0	0
\$100,001 - \$150,000	12	17.91%	31.3	5	7	0	0
\$150,001 - \$200,000	8	11.94%	74.6	1	6	1	0
\$200,001 - \$275,000	19	28.36%	41.6	1	15	3	0
\$275,001 - \$300,000	6	8.96%	64.0	0	5	1	0
\$300,001 - \$425,000	13	19.40%	23.7	2	6	4	1
\$425,001 and up	7	10.45%	41.4	0	4	2	1
<b>Total Closed Units</b>	<b>67</b>			<b>9</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>18,340,950</b>	<b>100%</b>	<b>42.0</b>	<b>1.73M</b>	<b>12.05M</b>	<b>3.59M</b>	<b>979.00K</b>
<b>Average Closed Price</b>	<b>\$273,746</b>			<b>\$191,806</b>	<b>\$267,712</b>	<b>\$326,244</b>	<b>\$489,500</b>

# March 2023



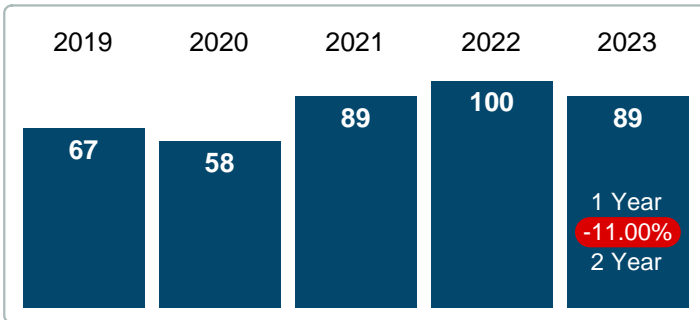
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



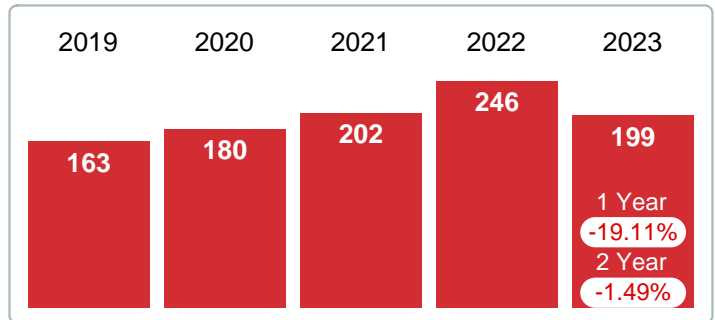
## PENDING LISTINGS

Report produced on Apr 11, 2023 for MLS Technology Inc.

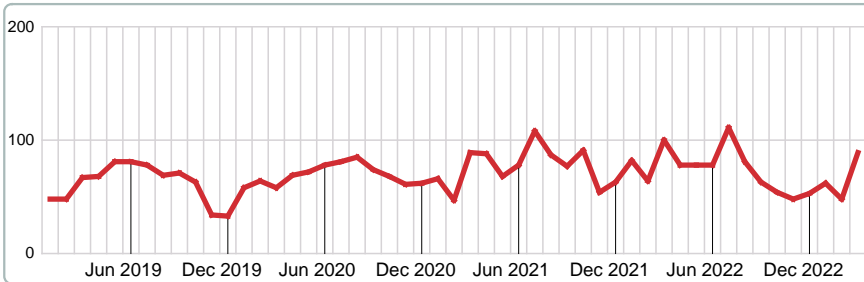
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 81

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at **89**  
above the 5 yr MAR average of **81**



### 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	4	4.49%	39.3	3	1	0	0
\$75,001 - \$150,000	18	20.22%	52.7	9	7	2	0
\$150,001 - \$175,000	6	6.74%	43.5	1	5	0	0
\$175,001 - \$250,000	27	30.34%	67.6	4	20	3	0
\$250,001 - \$300,000	13	14.61%	42.0	1	9	3	0
\$300,001 - \$400,000	13	14.61%	54.5	0	7	6	0
\$400,001 and up	8	8.99%	85.6	1	1	4	2
<b>Total Pending Units</b>	<b>89</b>			<b>19</b>	<b>50</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,172,974</b>	<b>100%</b>	<b>36.3</b>	<b>3.25M</b>	<b>11.30M</b>	<b>6.43M</b>	<b>1.19M</b>
<b>Average Listing Price</b>	<b>\$264,077</b>			<b>\$171,126</b>	<b>\$225,997</b>	<b>\$357,375</b>	<b>\$594,500</b>

# March 2023



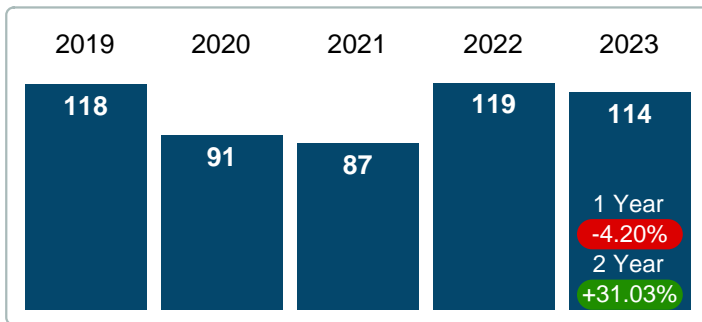
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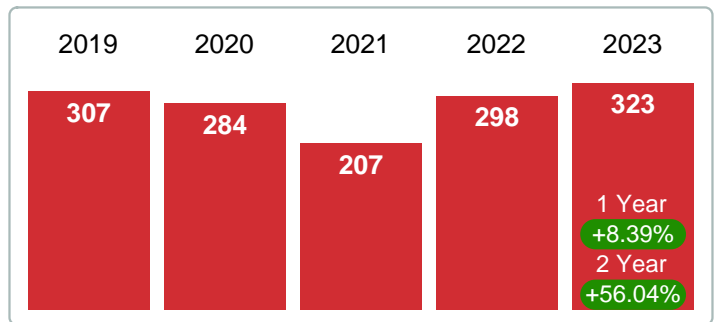
## NEW LISTINGS

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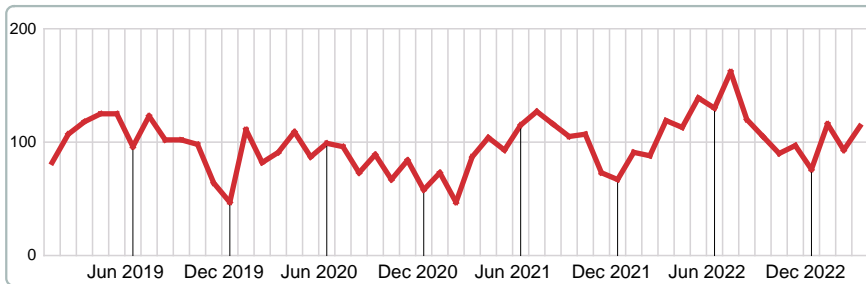
### MARCH



### YEAR TO DATE (YTD)

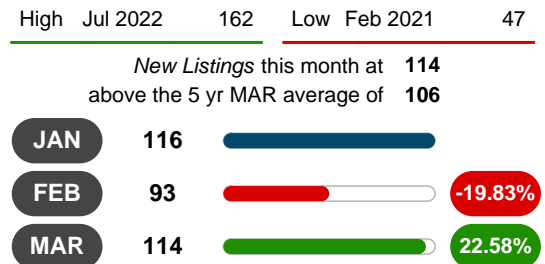


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 106



### 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	8.77%	7	3	0	0
\$100,001 - \$150,000	13	11.40%	6	7	0	0
\$150,001 - \$200,000	20	17.54%	3	13	3	1
\$200,001 - \$275,000	22	19.30%	5	12	4	1
\$275,001 - \$375,000	19	16.67%	2	9	7	1
\$375,001 - \$525,000	18	15.79%	1	10	6	1
\$525,001 and up	12	10.53%	1	1	7	3
<b>Total New Listed Units</b>	<b>114</b>		<b>25</b>	<b>55</b>	<b>27</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>34,431,029</b>	<b>100%</b>	<b>4.81M</b>	<b>14.25M</b>	<b>11.04M</b>	<b>4.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$308,257</b>		<b>\$192,446</b>	<b>\$259,033</b>	<b>\$408,911</b>	<b>\$618,926</b>

# March 2023



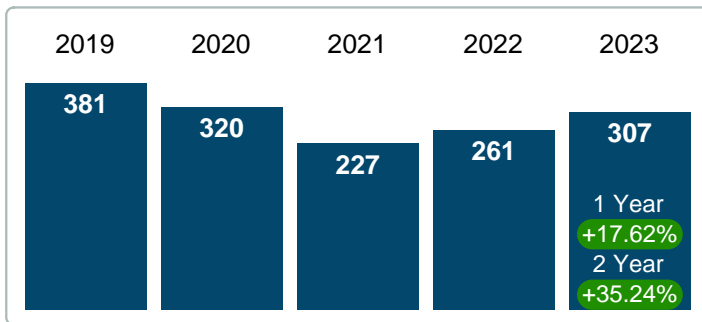
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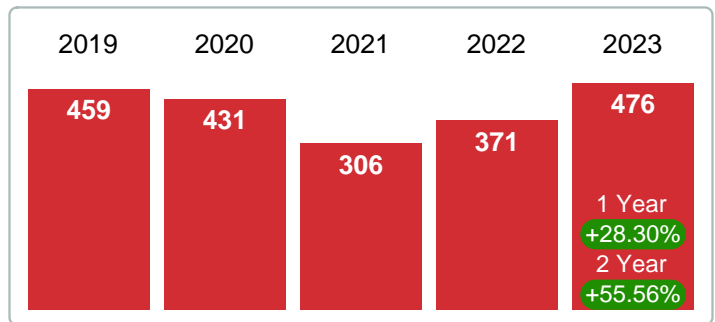
## ACTIVE INVENTORY

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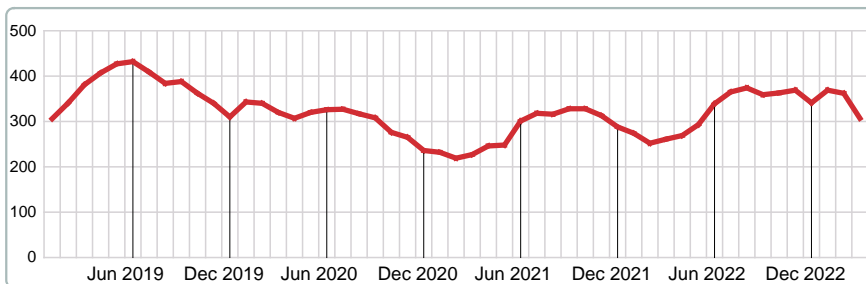
### END OF MARCH



### ACTIVE DURING MARCH

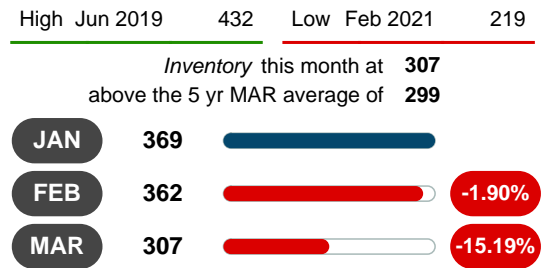


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 299



### 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	28	9.12%	179.1	13	14	1	0
\$100,001 - \$150,000	39	12.70%	153.1	10	23	4	2
\$150,001 - \$225,000	52	16.94%	73.1	7	35	9	1
\$225,001 - \$300,000	62	20.20%	96.7	7	34	19	2
\$300,001 - \$400,000	53	17.26%	85.0	1	34	16	2
\$400,001 - \$700,000	42	13.68%	83.6	5	20	15	2
\$700,001 and up	31	10.10%	139.5	3	12	11	5
Total Active Inventory by Units			307	46	172	75	14
Total Active Inventory by Volume			123,391,741	11.46M	63.27M	35.55M	13.11M
Average Active Inventory Listing Price			\$401,927	\$249,080	\$367,859	\$474,001	\$936,591

# March 2023



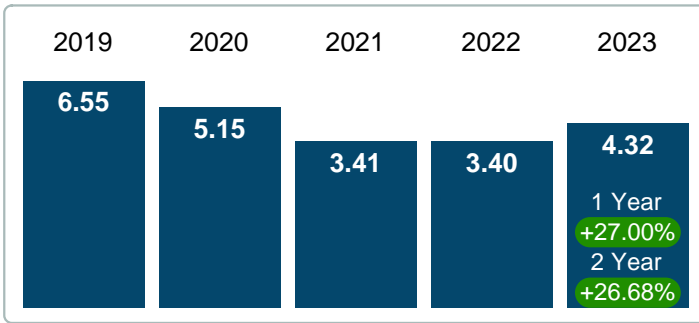
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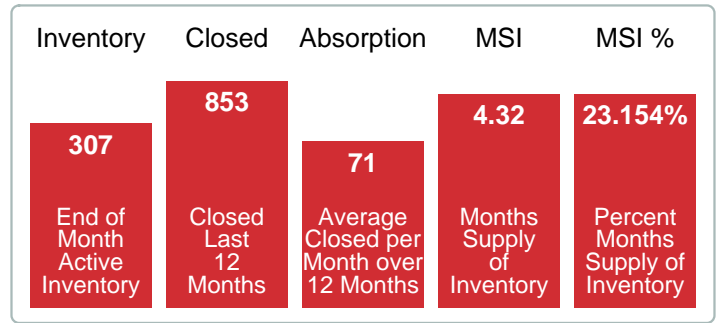
## MONTHS SUPPLY of INVENTORY (MSI)

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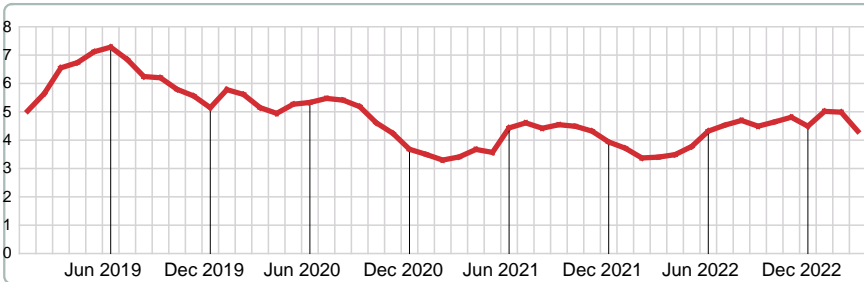
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

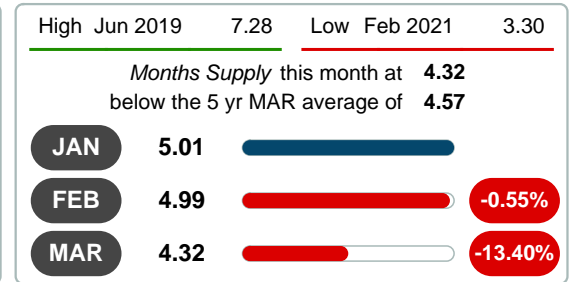


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 4.57



### 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	28	9.12%	4.05	3.71	4.42	6.00	0.00
\$100,001 - \$150,000	39	12.70%	4.46	3.33	4.84	4.36	24.00
\$150,001 - \$225,000	52	16.94%	2.77	3.82	2.43	3.72	12.00
\$225,001 - \$300,000	62	20.20%	3.23	9.33	2.72	3.26	24.00
\$300,001 - \$400,000	53	17.26%	5.44	0.92	6.28	5.49	6.00
\$400,001 - \$700,000	42	13.68%	7.64	15.00	8.28	8.18	2.18
\$700,001 and up	31	10.10%	13.78	36.00	16.00	8.80	30.00
Market Supply of Inventory (MSI)			4.32	4.35	3.96	4.89	8.00
Total Active Inventory by Units		100%	4.32	46	172	75	14

# March 2023



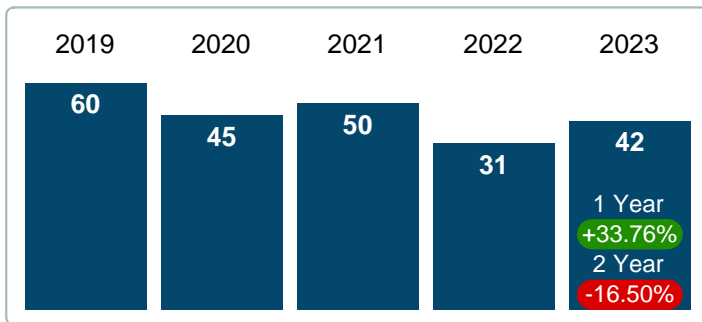
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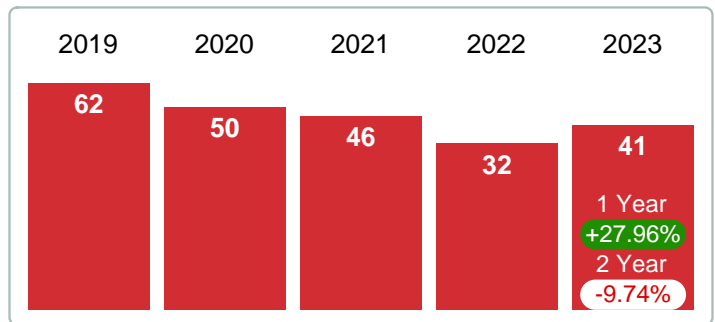
## AVERAGE DAYS ON MARKET TO SALE

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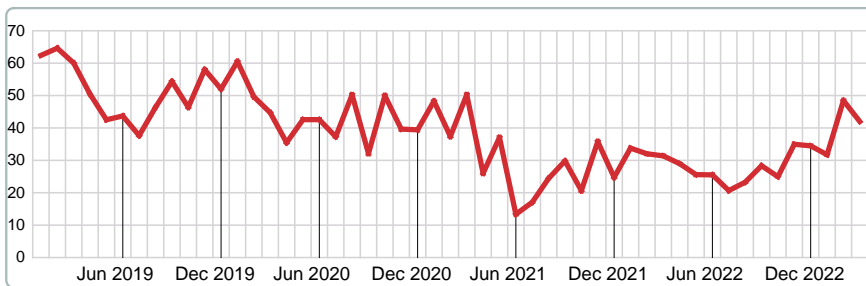
### MARCH



### YEAR TO DATE (YTD)

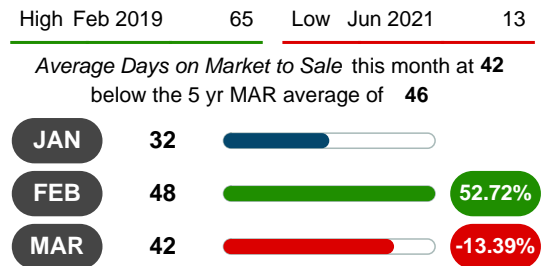


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR 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
\$100,000 and less	2.99%	33	0	33	0	0
\$100,001 - \$150,000	17.91%	31	25	36	0	0
\$150,001 - \$200,000	11.94%	75	2	98	5	0
\$200,001 - \$275,000	28.36%	42	1	50	15	0
\$275,001 - \$300,000	8.96%	64	0	75	11	0
\$300,001 - \$425,000	19.40%	24	13	21	33	28
\$425,001 and up	10.45%	41	0	42	61	1
<b>Average Closed DOM</b>		<b>42</b>	<b>17</b>	<b>52</b>	<b>28</b>	<b>15</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>9</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>18,340,950</b>	<b>1.73M</b>	<b>12.05M</b>	<b>3.59M</b>	<b>979.00K</b>

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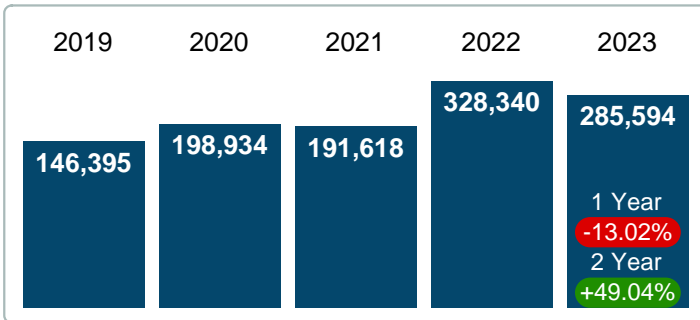
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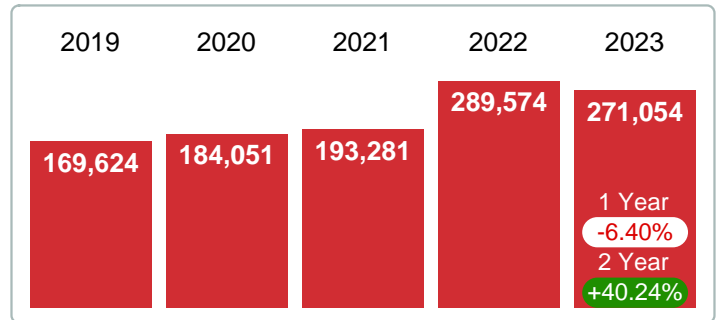
## AVERAGE LIST PRICE AT CLOSING

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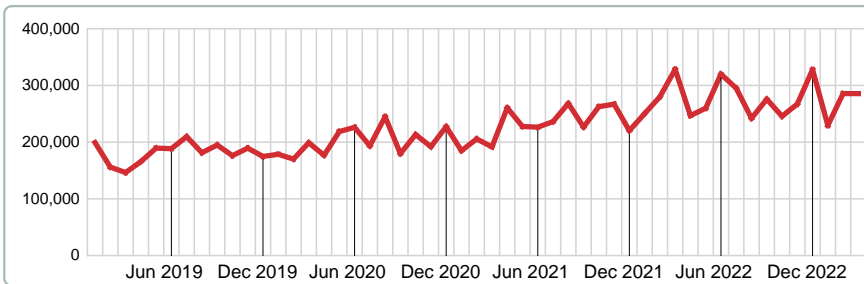
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

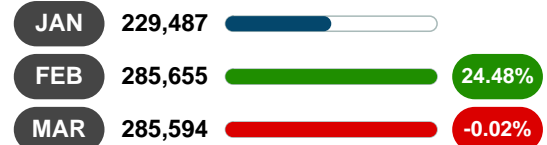


### 3 MONTHS

5 year MAR AVG = 230,176

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

Average List Price at Closing this month at **285,594** above the 5 yr MAR average of **230,176**



### 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
\$100,000 and less	2.99%	68,500	0	68,500	0	0
\$100,001 - \$150,000	13.43%	130,511	129,580	142,929	0	0
\$150,001 - \$200,000	17.91%	171,498	160,000	177,380	160,000	0
\$200,001 - \$275,000	23.88%	244,376	235,000	248,607	239,900	0
\$275,001 - \$300,000	5.97%	290,475	0	317,780	289,000	0
\$300,001 - \$425,000	25.37%	347,106	357,500	359,650	337,250	389,000
\$425,001 and up	10.45%	684,643	0	713,500	674,250	590,000
<b>Average List Price</b>		<b>285,594</b>	<b>195,322</b>	<b>278,482</b>	<b>351,473</b>	<b>489,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>285,594</b>	<b>9</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>19,134,790</b>	<b>1.76M</b>	<b>12.53M</b>	<b>3.87M</b>	<b>979.00K</b>



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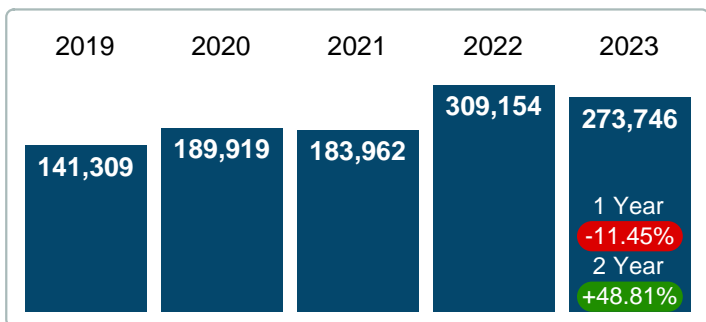
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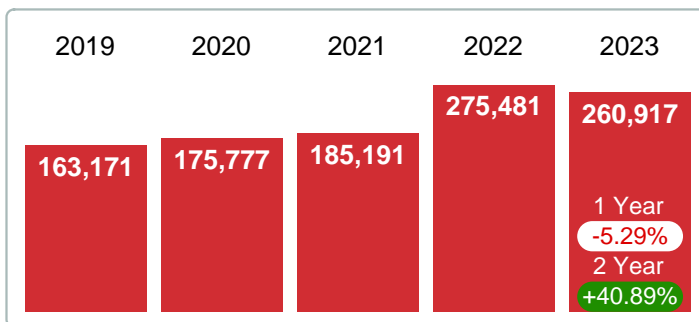
## AVERAGE SOLD PRICE AT CLOSING

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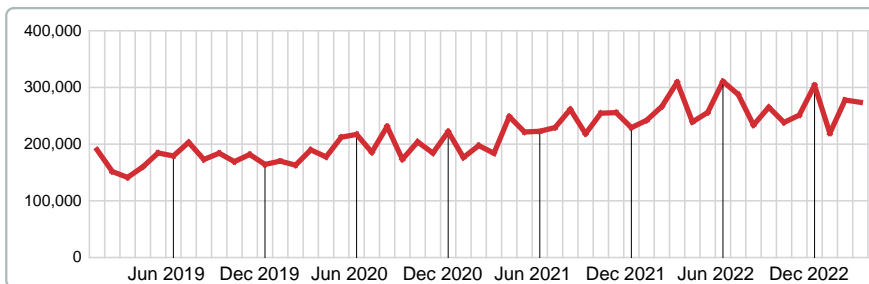
### MARCH



### YEAR TO DATE (YTD)

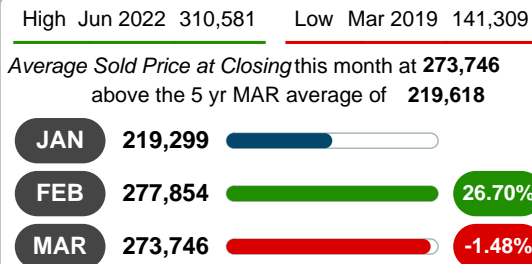


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 219,618



### 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
\$100,000 and less	2	2.99%	70,000	0	70,000	0	0
\$100,001 - \$150,000	12	17.91%	132,608	120,700	141,114	0	0
\$150,001 - \$200,000	8	11.94%	166,325	160,000	168,433	160,000	0
\$200,001 - \$275,000	19	28.36%	242,864	235,000	243,508	242,267	0
\$275,001 - \$300,000	6	8.96%	292,833	0	295,200	281,000	0
\$300,001 - \$425,000	13	19.40%	347,856	363,875	345,667	332,845	389,000
\$425,001 and up	7	10.45%	626,500	0	676,500	544,750	590,000
Average Sold Price			273,746	191,806	267,712	326,244	489,500
Total Closed Units		100%	273,746	9	45	11	2
Total Closed Volume			18,340,950	1.73M	12.05M	3.59M	979.00K

# March 2023



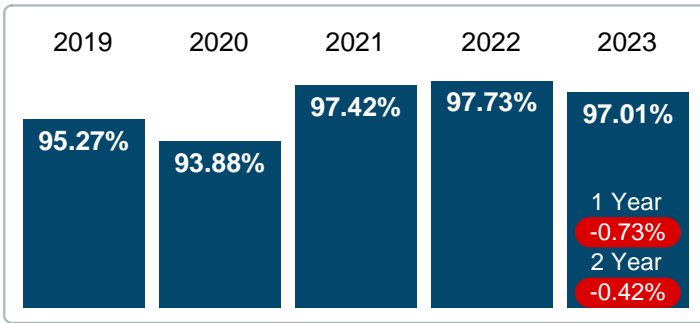
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



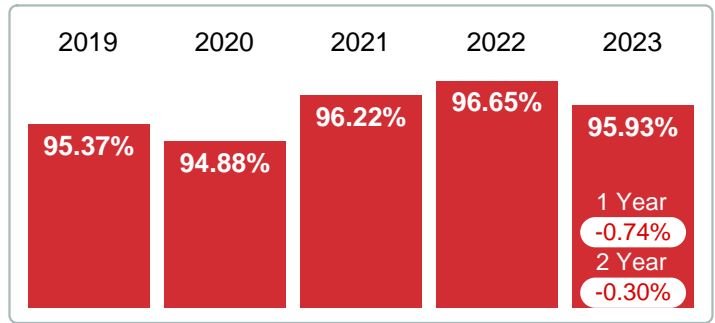
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 11, 2023 for MLS Technology Inc.

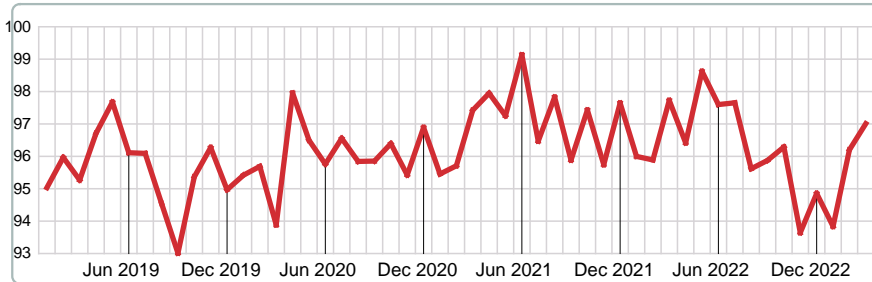
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

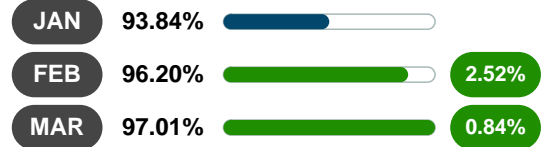


### 3 MONTHS

5 year MAR AVG = 96.26%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **97.01%** above the 5 yr MAR average of **96.26%**



## 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
\$100,000 and less	2	2.99%	103.44%	0.00%	103.44%	0.00%	0.00%
\$100,001 - \$150,000	12	17.91%	96.82%	93.95%	98.88%	0.00%	0.00%
\$150,001 - \$200,000	8	11.94%	96.13%	100.00%	94.84%	100.00%	0.00%
\$200,001 - \$275,000	19	28.36%	98.63%	100.00%	98.02%	101.18%	0.00%
\$275,001 - \$300,000	6	8.96%	93.96%	0.00%	93.30%	97.23%	0.00%
\$300,001 - \$425,000	13	19.40%	98.10%	101.61%	96.25%	98.65%	100.00%
\$425,001 and up	7	10.45%	92.69%	0.00%	94.40%	85.60%	100.00%
<b>Average Sold/List Ratio</b>			<b>97.00%</b>	<b>97.00%</b>	<b>96.89%</b>	<b>96.96%</b>	<b>100.00%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>97.00%</b>	<b>9</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>				<b>1.73M</b>	<b>12.05M</b>	<b>3.59M</b>	<b>979.00K</b>

# March 2023



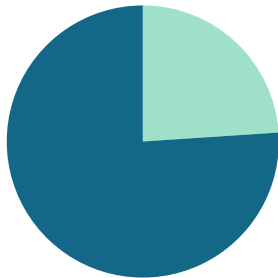
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

### INVENTORY

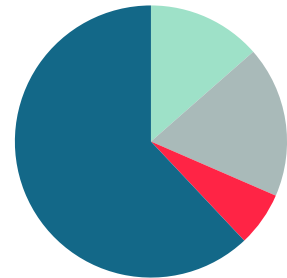


**Inventory**  
 New Listings  
**114 = 23.95%**  
 Start Inventory  
**362**  
 Total Inventory Units  
**476**  
 Volume  
**\$169,692,211**

### Market Activity

Closed Sales  
**67 = 13.54%**  
 Pending Sales  
**89 = 17.98%**  
 Other Off Market  
**32 = 6.46%**  
 Active Inventory  
**307 = 62.02%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	85	67	-21.18%	216	158	-26.85%
Pending Sales	100	89	-11.00%	246	199	-19.11%
New Listings	119	114	-4.20%	298	323	8.39%
Average List Price	328,340	285,594	-13.02%	289,574	271,054	-6.40%
Average Sale Price	309,154	273,746	-11.45%	275,481	260,917	-5.29%
Average Percent of Selling Price to List Price	97.73%	97.01%	-0.73%	96.65%	95.93%	-0.74%
Average Days on Market to Sale	31.38	41.97	33.76%	32.33	41.37	27.96%
Monthly Inventory	261	307	17.62%	261	307	17.62%
Months Supply of Inventory	3.40	4.32	27.00%	3.40	4.32	27.00%

**Absorption:** Last 12 months, an Average of 71 Sales/Month

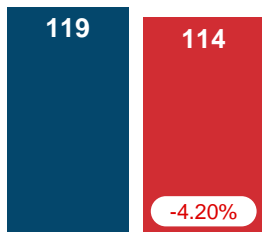
**Inventory on March 31, 2023 = 307**

2022 2023

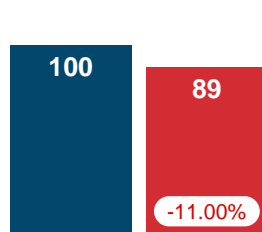
### MARCH MARKET

### AVERAGE PRICES

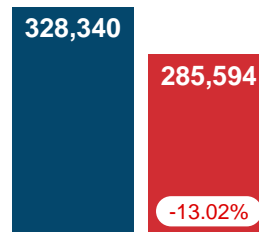
#### New Listings



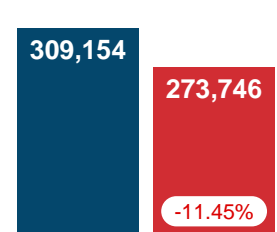
#### Pending Listings



#### List Price



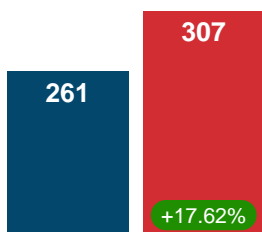
#### Sale Price



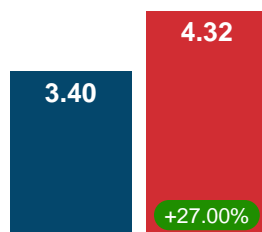
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

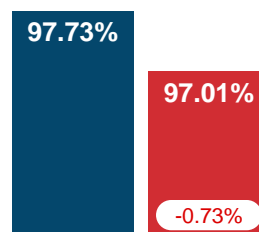
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

