

March 2023



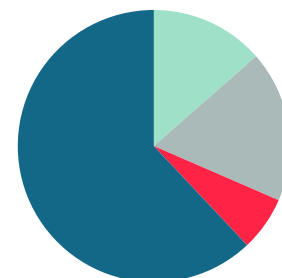
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



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%
Median List Price	225,000	258,750	15.00%
Median Sale Price	225,000	254,900	13.29%
Median Percent of Selling Price to List Price	100.00%	99.32%	-0.68%
Median Days on Market to Sale	8.00	22.00	175.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **13.29%** in March 2023 to \$254,900 versus the previous year at \$225,000.

Median Days on Market Lengthens

The median number of **22.00** days that homes spent on the market before selling increased by 14.00 days or **175.00%** in March 2023 compared to last year's same month at **8.00** DOM.

Sales Success for March 2023 is Positive

Overall, with Median Prices going up 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.

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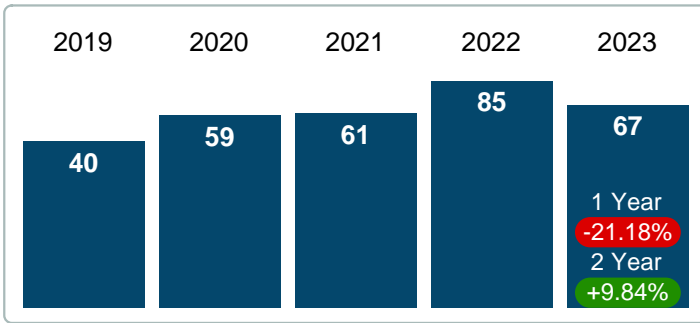
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



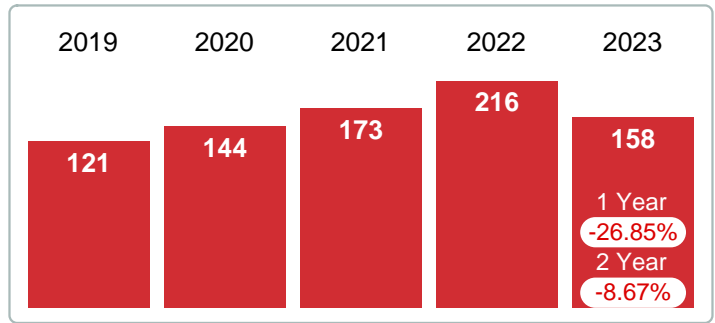
CLOSED LISTINGS

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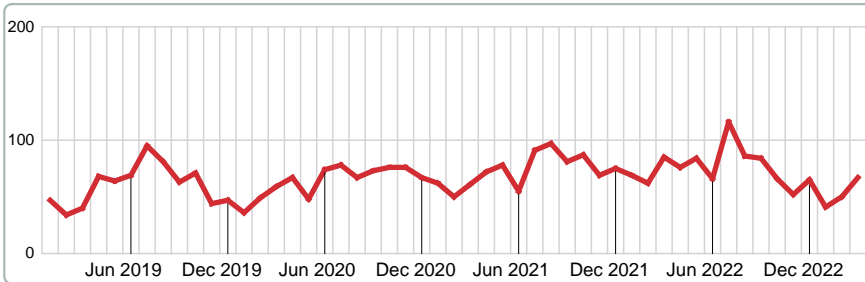
MARCH



YEAR TO DATE (YTD)

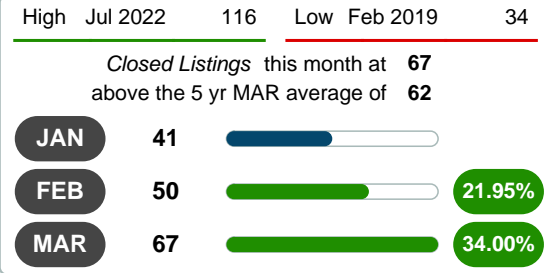


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	10.5	5	7	0	0
\$150,001 - \$200,000	8	11.94%	74.0	1	6	1	0
\$200,001 - \$275,000	19	28.36%	27.0	1	15	3	0
\$275,001 - \$300,000	6	8.96%	52.5	0	5	1	0
\$300,001 - \$425,000	13	19.40%	20.0	2	6	4	1
\$425,001 and up	7	10.45%	8.0	0	4	2	1
Total Closed Units	67			9	45	11	2
Total Closed Volume	18,340,950	100%	22.0	1.73M	12.05M	3.59M	979.00K
Median Closed Price	\$254,900			\$140,000	\$245,000	\$315,000	\$489,500

March 2023



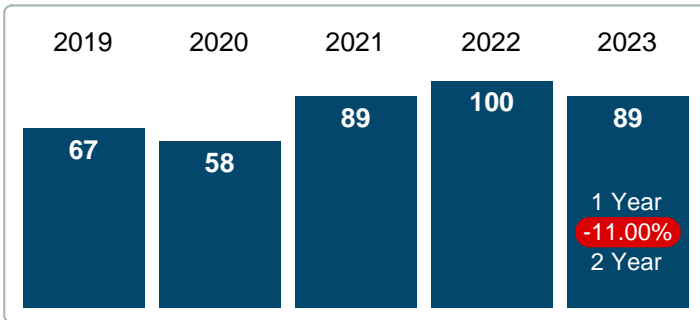
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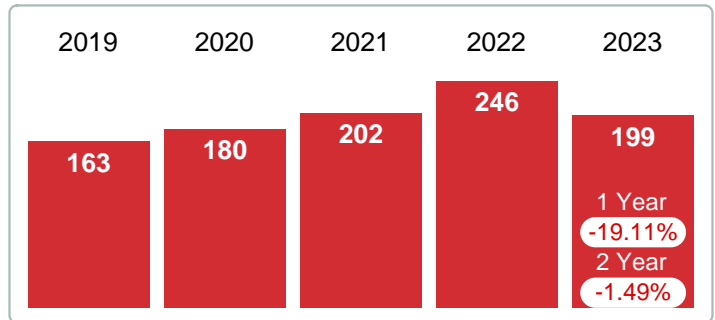
PENDING LISTINGS

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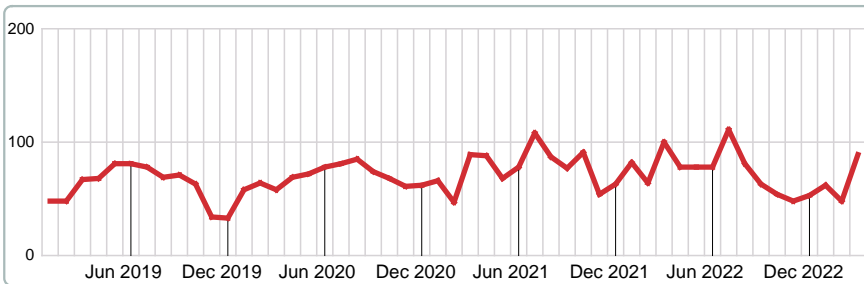
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	4.49%	4.5	3	1	0	0
\$75,001 - \$150,000	18	20.22%	27.0	9	7	2	0
\$150,001 - \$175,000	6	6.74%	42.5	1	5	0	0
\$175,001 - \$250,000	27	30.34%	55.0	4	20	3	0
\$250,001 - \$300,000	13	14.61%	19.0	1	9	3	0
\$300,001 - \$400,000	13	14.61%	22.0	0	7	6	0
\$400,001 and up	8	8.99%	65.5	1	1	4	2
Total Pending Units	89			19	50	18	2
Total Pending Volume	22,172,974	100%	35.0	3.25M	11.30M	6.43M	1.19M
Median Listing Price	\$231,000			\$130,000	\$219,500	\$327,722	\$594,500

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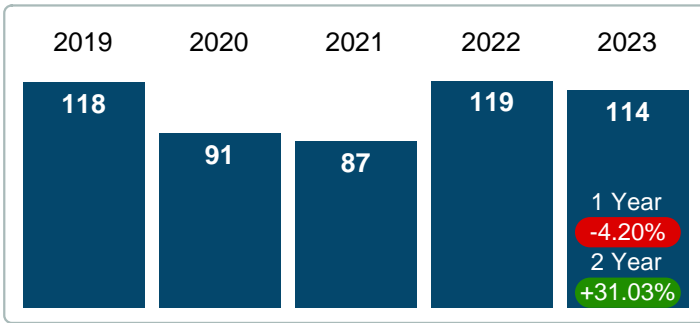
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



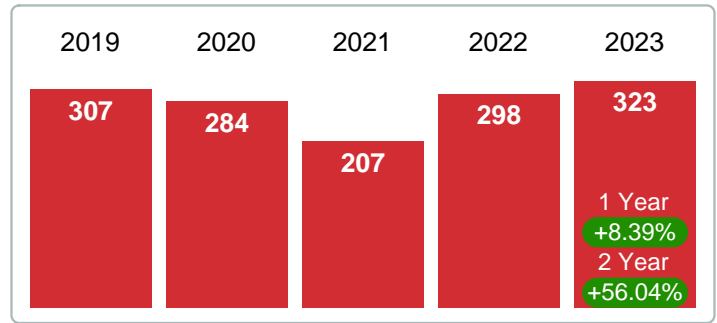
NEW LISTINGS

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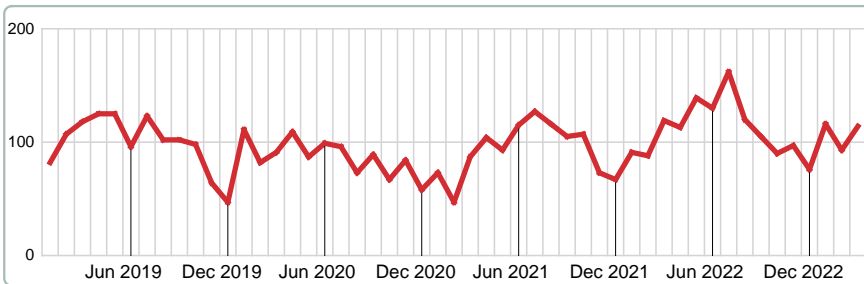
MARCH



YEAR TO DATE (YTD)

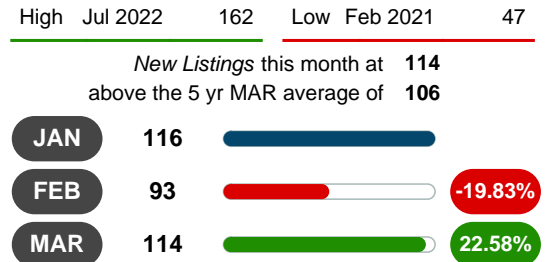


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	114		25	55	27	7
Total New Listed Volume	34,431,029	100%	4.81M	14.25M	11.04M	4.33M
Median New Listed Listing Price	\$252,500		\$145,000	\$235,000	\$370,000	\$499,000

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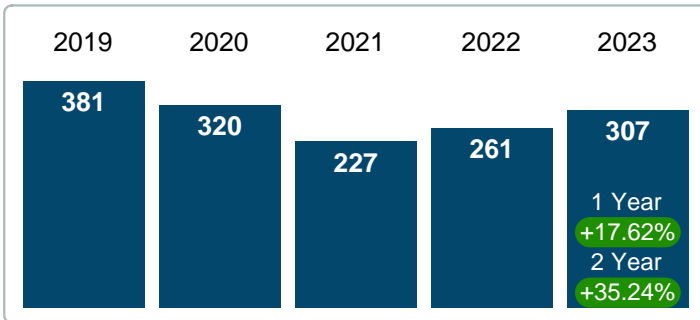
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



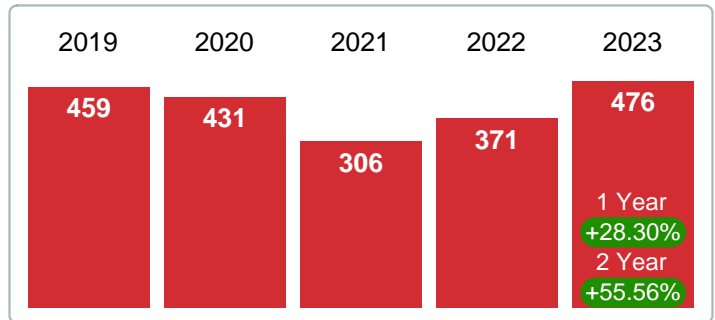
ACTIVE INVENTORY

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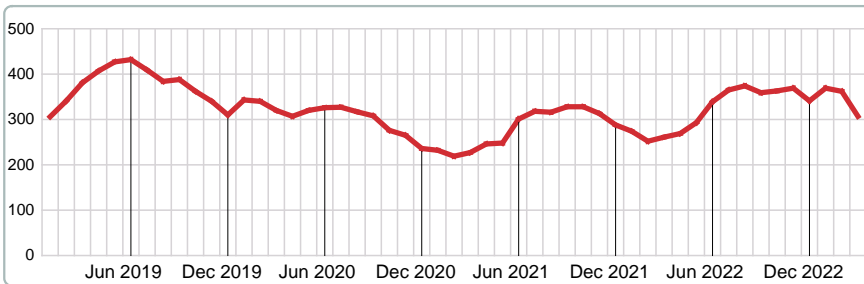
END OF MARCH



ACTIVE DURING MARCH

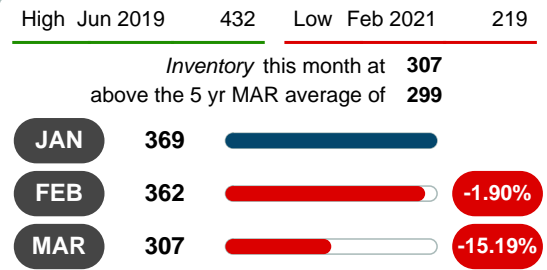


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 299



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	28	9.12%	56.5	13	14	1	0	
\$100,001 - \$150,000	39	12.70%	74.0	10	23	4	2	
\$150,001 - \$225,000	52	16.94%	44.5	7	35	9	1	
\$225,001 - \$300,000	62	20.20%	81.0	7	34	19	2	
\$300,001 - \$400,000	53	17.26%	63.0	1	34	16	2	
\$400,001 - \$700,000	42	13.68%	52.5	5	20	15	2	
\$700,001 and up	31	10.10%	100.0	3	12	11	5	
Total Active Inventory by Units		307		46	172	75	14	
Total Active Inventory by Volume		123,391,741	100%	70.0	11.46M	63.27M	35.55M	13.11M
Median Active Inventory Listing Price		\$265,000			\$159,499	\$253,916	\$310,000	\$447,000

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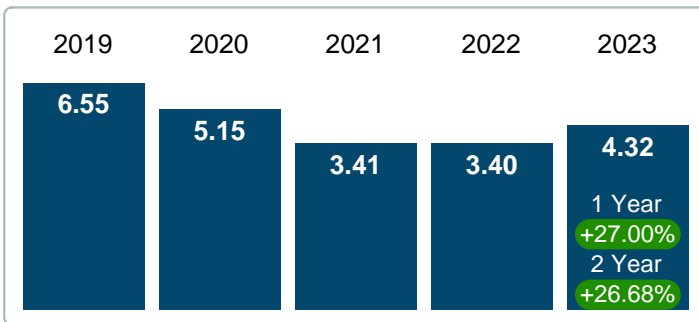
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



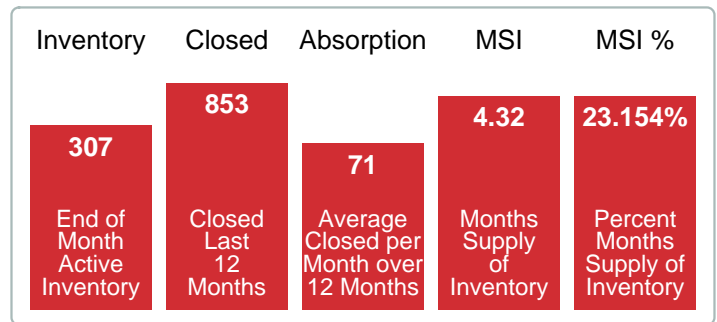
MONTHS SUPPLY of INVENTORY (MSI)

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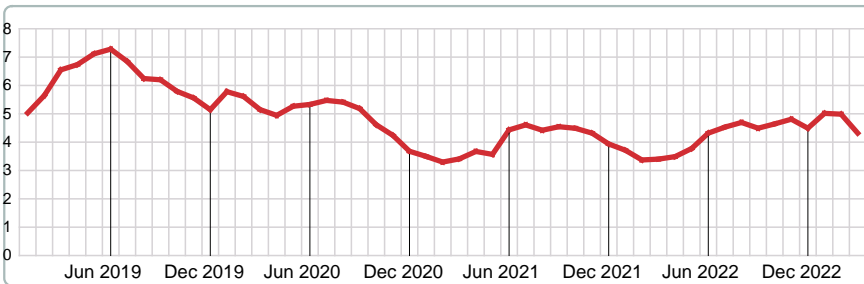
MSI FOR MARCH



INDICATORS FOR MARCH 2023

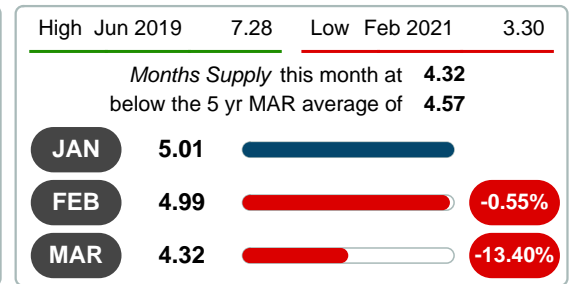


5 YEAR MARKET ACTIVITY TRENDS



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

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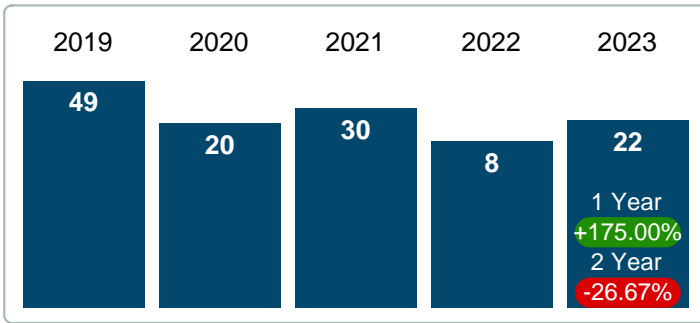
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



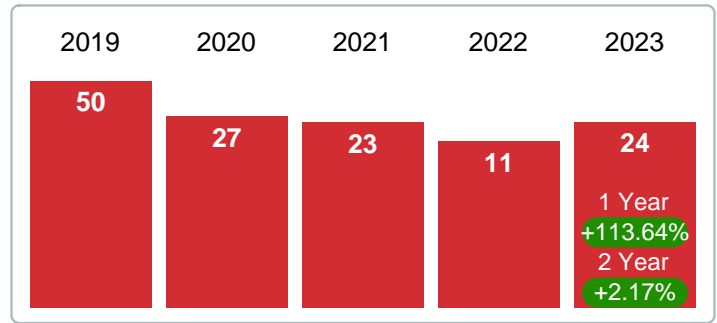
MEDIAN DAYS ON MARKET TO SALE

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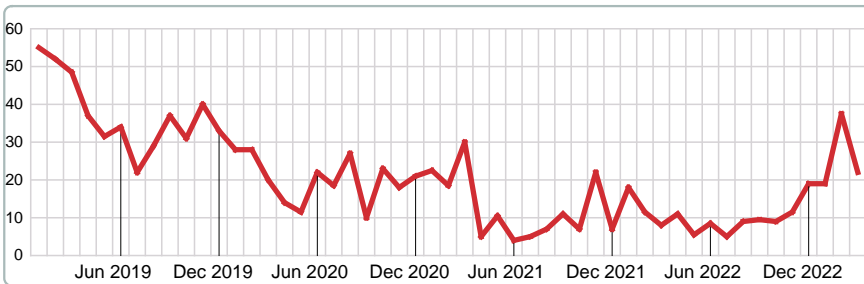
MARCH



YEAR TO DATE (YTD)

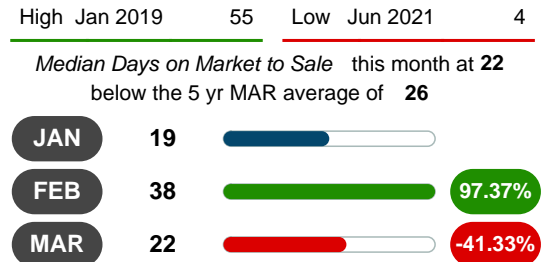


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 26



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
\$100,000 and less	2.99%	33	0	33	0	0
\$100,001 - \$150,000	17.91%	11	33	3	0	0
\$150,001 - \$200,000	11.94%	74	2	96	5	0
\$200,001 - \$275,000	28.36%	27	1	36	3	0
\$275,001 - \$300,000	8.96%	53	0	60	11	0
\$300,001 - \$425,000	19.40%	20	13	21	8	28
\$425,001 and up	10.45%	8	0	16	61	1
Median Closed DOM		22	15	36	6	15
Total Closed Units	100%	22.0	9	45	11	2
Total Closed Volume		18,340,950	1.73M	12.05M	3.59M	979.00K

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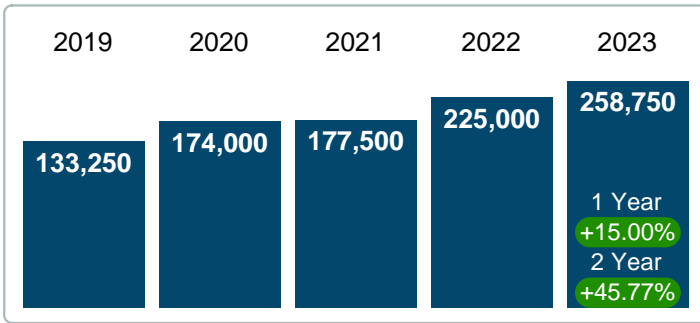
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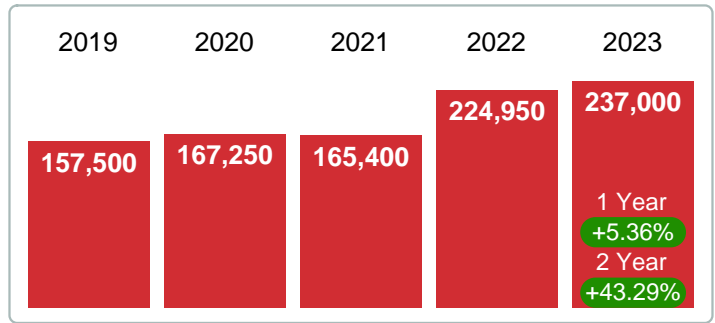
MEDIAN LIST PRICE AT CLOSING

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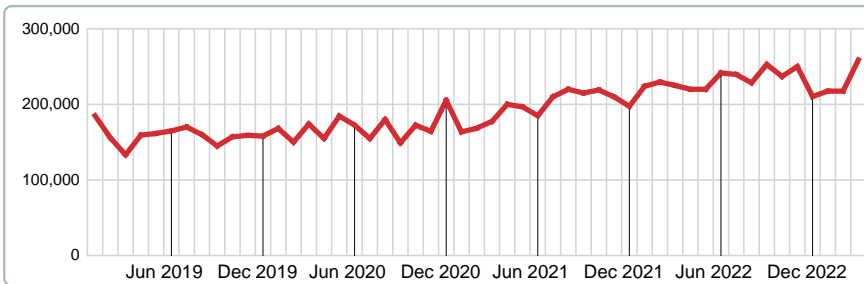
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

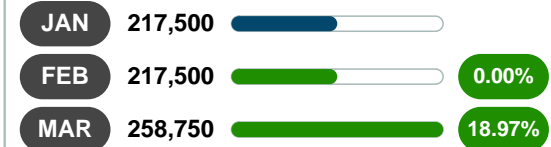


3 MONTHS

5 year MAR AVG = 193,700

High Mar 2023 258,750 Low Mar 2019 133,250

Median List Price at Closing this month at **258,750**
 above the 5 yr MAR average of **193,700**



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
\$100,000 and less	2	2.99%	68,500	0	68,500	0	0
\$100,001 - \$150,000	9	13.43%	137,700	119,500	140,000	0	0
\$150,001 - \$200,000	12	17.91%	163,850	159,950	166,240	179,950	0
\$200,001 - \$275,000	16	23.88%	250,250	235,000	250,000	259,900	0
\$275,001 - \$300,000	4	5.97%	292,000	0	295,000	289,000	0
\$300,001 - \$425,000	17	25.37%	335,000	357,500	337,000	325,500	389,000
\$425,001 and up	7	10.45%	590,000	0	702,000	674,250	590,000
Median List Price			258,750	159,900	250,500	315,000	489,500
Total Closed Units		100%	258,750	9	45	11	2
Total Closed Volume			19,134,790	1.76M	12.53M	3.87M	979.00K

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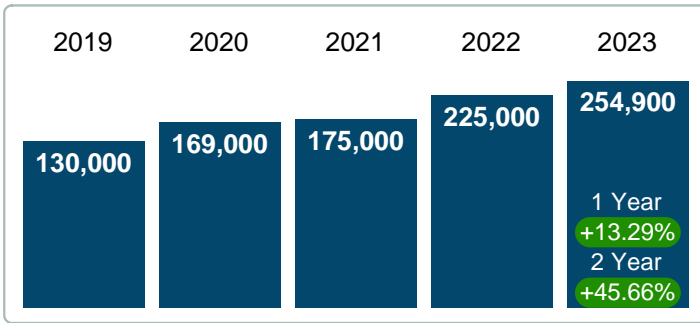
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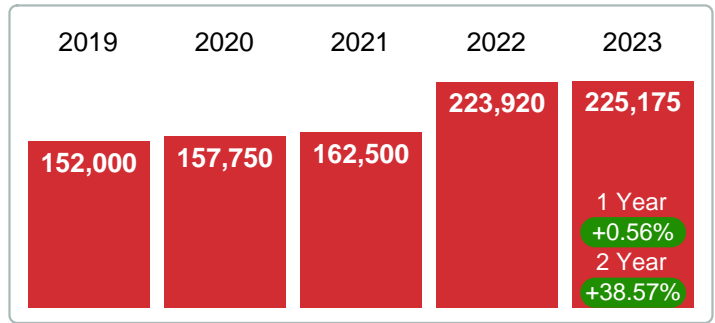
MEDIAN SOLD PRICE AT CLOSING

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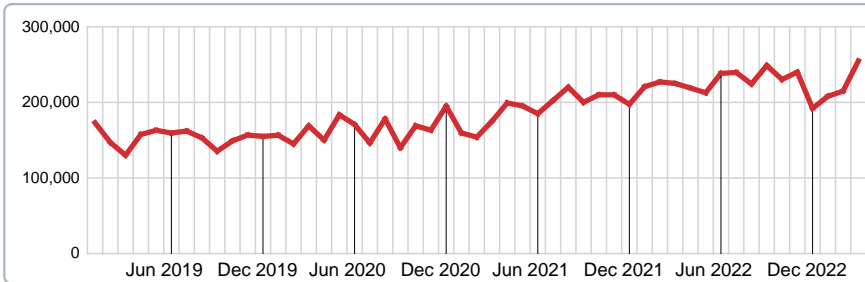
MARCH



YEAR TO DATE (YTD)

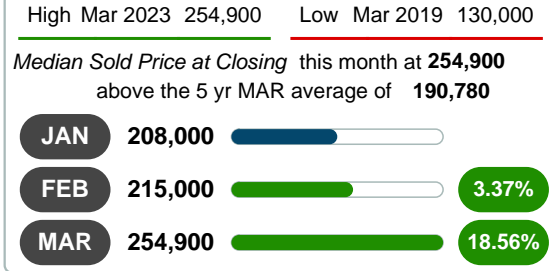


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 190,780



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
\$100,000 and less	2	2.99%	70,000	0	70,000	0	0
\$100,001 - \$150,000	12	17.91%	139,000	118,000	145,000	0	0
\$150,001 - \$200,000	8	11.94%	159,000	160,000	157,750	160,000	0
\$200,001 - \$275,000	19	28.36%	245,000	235,000	245,000	259,900	0
\$275,001 - \$300,000	6	8.96%	298,500	0	299,000	281,000	0
\$300,001 - \$425,000	13	19.40%	339,000	363,875	344,500	316,500	389,000
\$425,001 and up	7	10.45%	590,000	0	675,500	544,750	590,000
Median Sold Price			254,900	140,000	245,000	315,000	489,500
Total Closed Units		100%	254,900	9	45	11	2
Total Closed Volume			18,340,950	1.73M	12.05M	3.59M	979.00K

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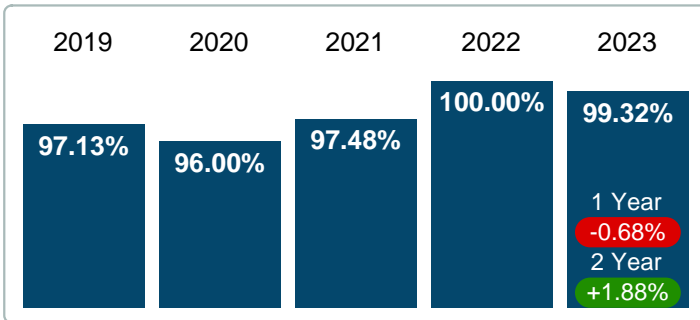
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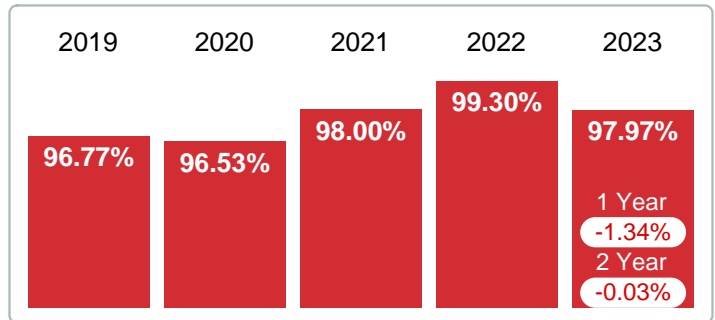
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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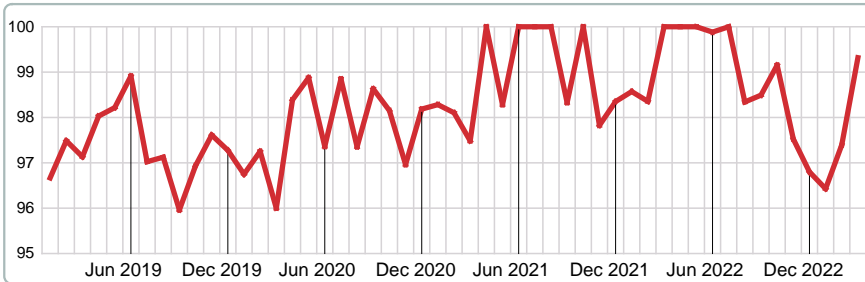
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

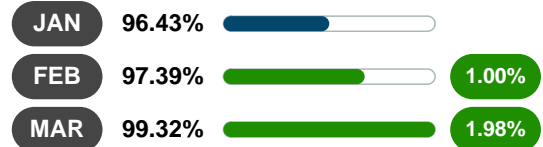


3 MONTHS

5 year MAR AVG = 97.99%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **99.32%** above the 5 yr MAR average of **97.99%**



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
\$100,000 and less	2	2.99%	103.44%	0.00%	103.44%	0.00%	0.00%
\$100,001 - \$150,000	12	17.91%	99.37%	98.74%	100.00%	0.00%	0.00%
\$150,001 - \$200,000	8	11.94%	96.72%	100.00%	95.36%	100.00%	0.00%
\$200,001 - \$275,000	19	28.36%	99.78%	100.00%	99.04%	100.00%	0.00%
\$275,001 - \$300,000	6	8.96%	96.70%	0.00%	96.16%	97.23%	0.00%
\$300,001 - \$425,000	13	19.40%	99.77%	101.61%	97.11%	99.53%	100.00%
\$425,001 and up	7	10.45%	100.00%	0.00%	97.30%	85.60%	100.00%
Median Sold/List Ratio		99.32%		100.00%	98.25%	100.00%	100.00%
Total Closed Units		67	100%	9	45	11	2
Total Closed Volume		18,340,950		1.73M	12.05M	3.59M	979.00K

March 2023



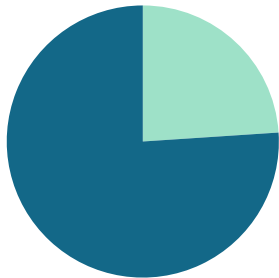
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

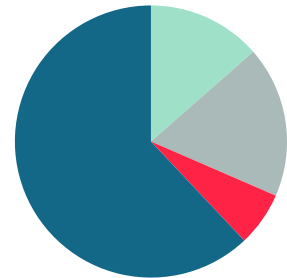


Inventory
 New Listings
114 = 23.95%
 Start Inventory
362
 Total Inventory Units
476
 Volume
\$169,692,211

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%
Median List Price	225,000	258,750	15.00%	224,950	237,000	5.36%
Median Sale Price	225,000	254,900	13.29%	223,920	225,175	0.56%
Median Percent of Selling Price to List Price	100.00%	99.32%	-0.68%	99.30%	97.97%	-1.34%
Median Days on Market to Sale	8.00	22.00	175.00%	11.00	23.50	113.64%
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

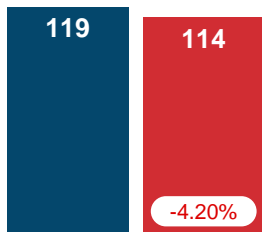
Inventory on March 31, 2023 = **307**

2022 **2023**

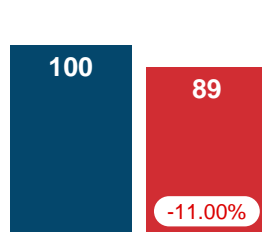
MARCH MARKET

MEDIAN PRICES

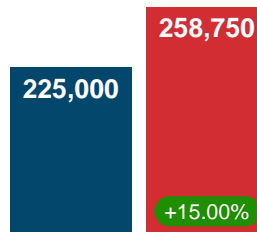
New Listings



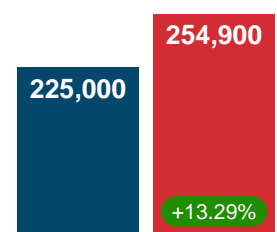
Pending Listings



List Price



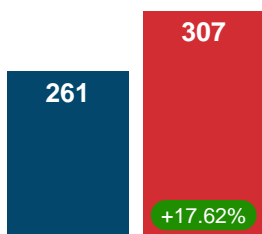
Sale Price



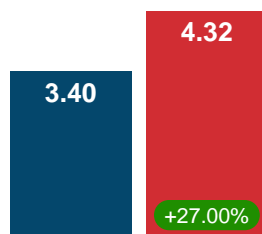
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

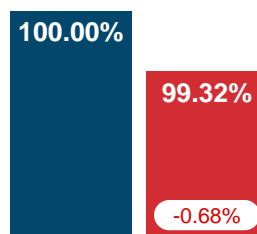
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

