

# April 2023



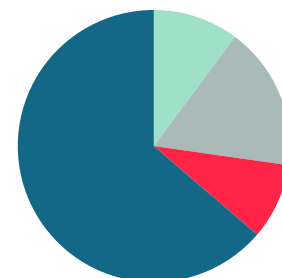
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	76	53	-30.26%
Pending Listings	78	89	14.10%
New Listings	113	142	25.66%
Average List Price	246,825	235,978	-4.39%
Average Sale Price	239,125	227,002	-5.07%
Average Percent of Selling Price to List Price	96.42%	95.33%	-1.13%
Average Days on Market to Sale	28.97	48.17	66.25%
End of Month Inventory	269	332	23.42%
Months Supply of Inventory	3.49	4.80	37.55%



■ Closed (10.17%)  
■ Pending (17.08%)  
■ Other OffMarket (9.02%)  
■ Active (63.72%)

**Absorption:** Last 12 months, an Average of **69** Sales/Month  
**Active Inventory** as of April 30, 2023 = **332**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 rose **23.42%** to 332 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **4.80** 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 **5.07%** in April 2023 to \$227,002 versus the previous year at \$239,125.

#### Average Days on Market Lengthens

The average number of **48.17** days that homes spent on the market before selling increased by 19.20 days or **66.25%** in April 2023 compared to last year's same month at **28.97** DOM.

#### Sales Success for April 2023 is Positive

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

There were 142 New Listings in April 2023, up **25.66%** from last year at 113. Furthermore, there were 53 Closed Listings this month versus last year at 76, a **-30.26%** decrease.

Closed versus Listed trends yielded a **37.3%** ratio, down from previous year's, April 2022, at **67.3%**, a **44.51%** 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

# April 2023



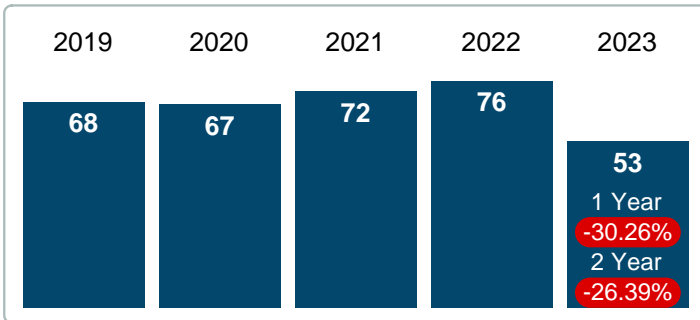
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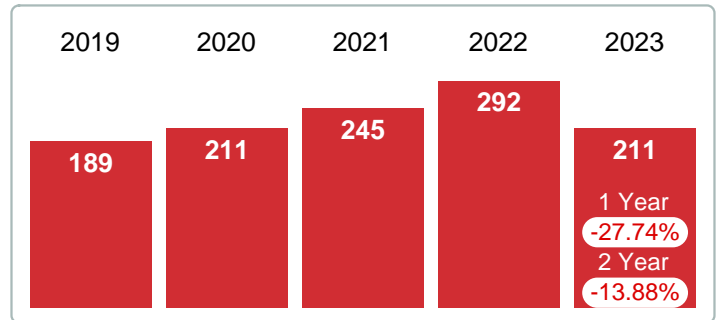
## CLOSED LISTINGS

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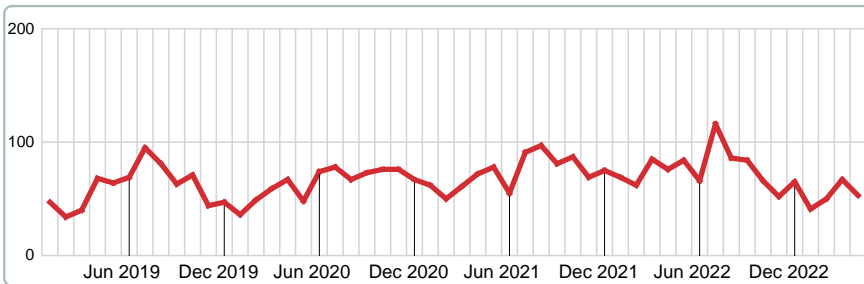
### APRIL



### YEAR TO DATE (YTD)

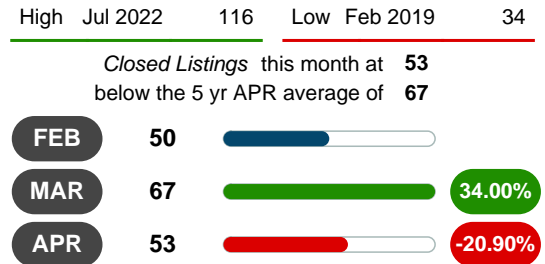


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 67



### 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	4	7.55%	16.0	3	1	0	0
\$75,001 - \$125,000	8	15.09%	41.9	4	4	0	0
\$125,001 - \$150,000	5	9.43%	90.0	1	2	2	0
\$150,001 - \$225,000	13	24.53%	46.7	2	11	0	0
\$225,001 - \$275,000	10	18.87%	30.8	1	7	2	0
\$275,001 - \$375,000	7	13.21%	59.3	1	3	3	0
\$375,001 and up	6	11.32%	62.3	1	2	3	0
<b>Total Closed Units</b>	<b>53</b>			<b>13</b>	<b>30</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>12,031,100</b>	<b>100%</b>	<b>48.2</b>	<b>2.36M</b>	<b>6.43M</b>	<b>3.24M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$227,002</b>			<b>\$181,769</b>	<b>\$214,173</b>	<b>\$324,290</b>	<b>\$0</b>

# April 2023



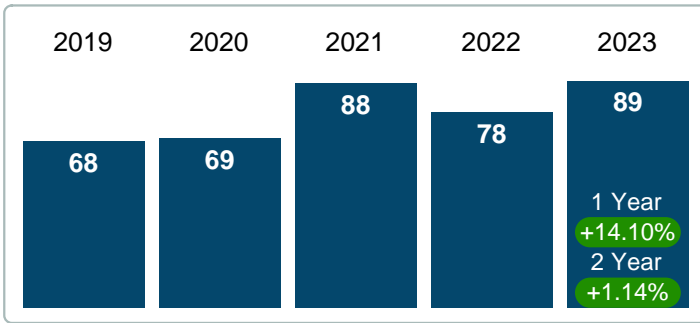
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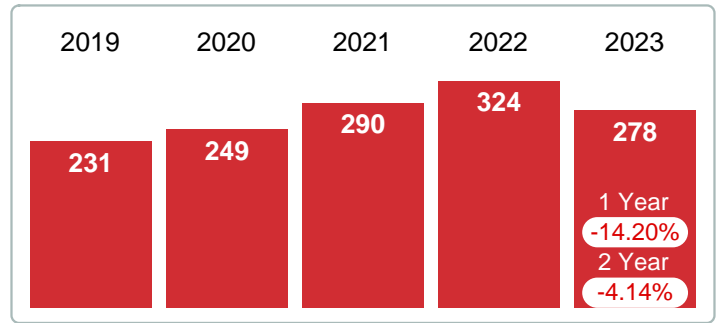
## PENDING LISTINGS

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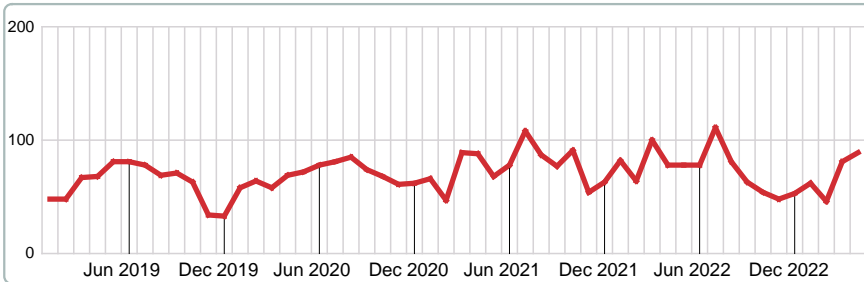
### APRIL



### YEAR TO DATE (YTD)

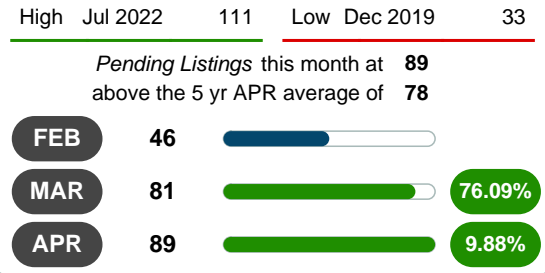


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 78



### 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	6	6.74%	34.7	4	2	0	0
\$75,001 - \$125,000	10	11.24%	49.6	4	4	1	1
\$125,001 - \$175,000	13	14.61%	43.8	5	5	3	0
\$175,001 - \$275,000	23	25.84%	32.8	1	16	4	2
\$275,001 - \$325,000	16	17.98%	71.6	2	6	8	0
\$325,001 - \$425,000	10	11.24%	93.9	0	8	2	0
\$425,001 and up	11	12.36%	28.5	0	4	5	2
<b>Total Pending Units</b>	<b>89</b>			<b>16</b>	<b>45</b>	<b>23</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>22,911,674</b>	<b>100%</b>	<b>57.3</b>	<b>2.04M</b>	<b>11.60M</b>	<b>7.48M</b>	<b>1.79M</b>
<b>Average Listing Price</b>	<b>\$226,629</b>			<b>\$127,294</b>	<b>\$257,777</b>	<b>\$325,310</b>	<b>\$358,580</b>

# April 2023



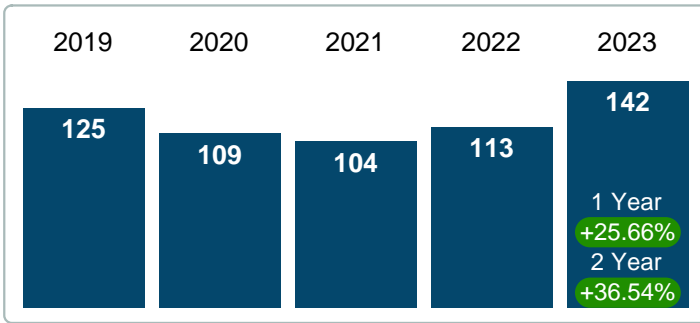
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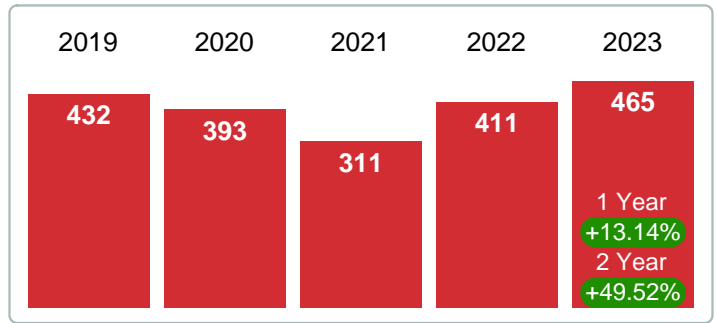
## NEW LISTINGS

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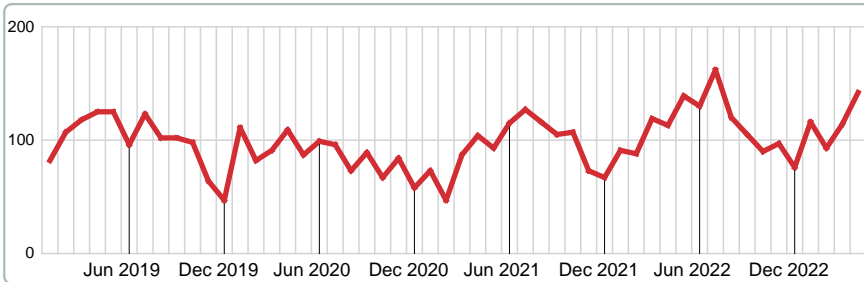
### APRIL



### YEAR TO DATE (YTD)

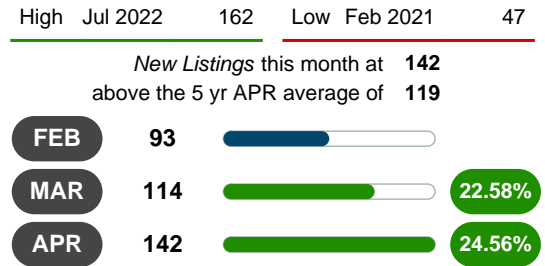


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 119



### 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	13	9.15%	7	6	0	0
\$100,001 - \$150,000	12	8.45%	6	6	0	0
\$150,001 - \$225,000	26	18.31%	2	21	2	1
\$225,001 - \$325,000	31	21.83%	5	19	7	0
\$325,001 - \$400,000	27	19.01%	1	8	17	1
\$400,001 - \$750,000	19	13.38%	1	14	1	3
\$750,001 and up	14	9.86%	3	5	4	2
<b>Total New Listed Units</b>	<b>142</b>		<b>25</b>	<b>79</b>	<b>31</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>52,528,810</b>	<b>100%</b>	<b>7.07M</b>	<b>24.91M</b>	<b>14.21M</b>	<b>6.34M</b>
<b>Average New Listed Listing Price</b>	<b>\$207,633</b>		<b>\$282,779</b>	<b>\$315,276</b>	<b>\$458,321</b>	<b>\$906,369</b>

# April 2023



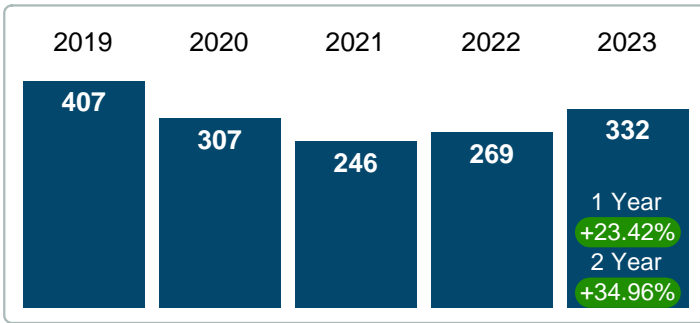
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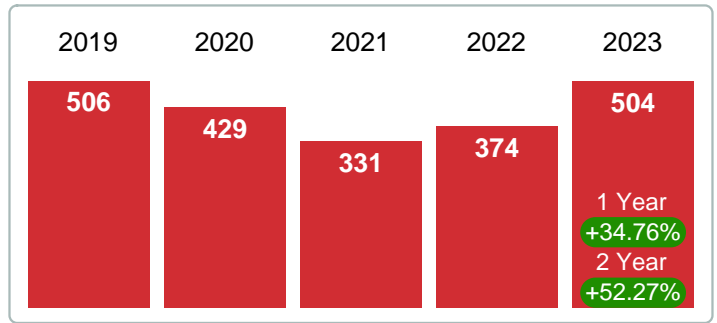
## ACTIVE INVENTORY

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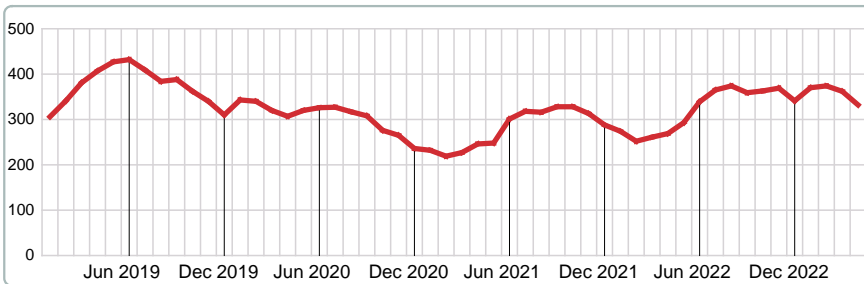
### END OF APRIL



### ACTIVE DURING APRIL

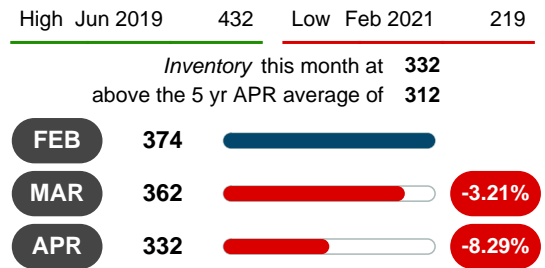


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 312



### 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	7.83%	184.8	13	12	1	0
\$100,001 - \$175,000	53	15.96%	125.2	13	35	4	1
\$175,001 - \$225,000	39	11.75%	67.5	3	27	7	2
\$225,001 - \$350,000	90	27.11%	76.6	13	53	23	1
\$350,001 - \$425,000	46	13.86%	57.1	1	24	19	2
\$425,001 - \$725,000	43	12.95%	97.6	5	20	14	4
\$725,001 and up	35	10.54%	106.5	5	11	13	6
<b>Total Active Inventory by Units</b>	<b>332</b>			<b>53</b>	<b>182</b>	<b>81</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>138,849,206</b>	<b>100%</b>	<b>94.9</b>	<b>14.88M</b>	<b>65.65M</b>	<b>41.80M</b>	<b>16.51M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$418,221</b>			<b>\$280,849</b>	<b>\$360,739</b>	<b>\$516,077</b>	<b>\$1,031,717</b>

# April 2023



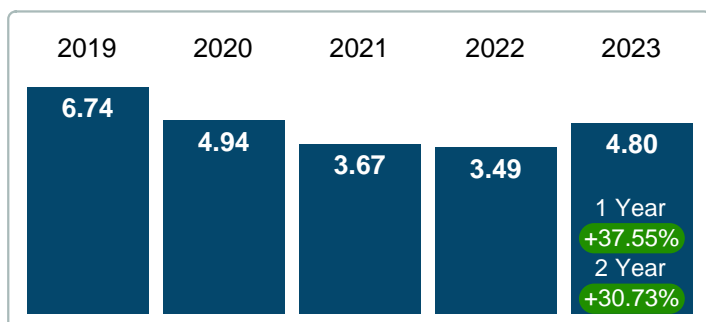
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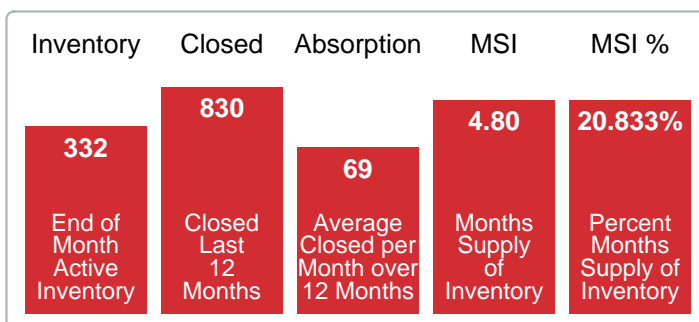
## MONTHS SUPPLY of INVENTORY (MSI)

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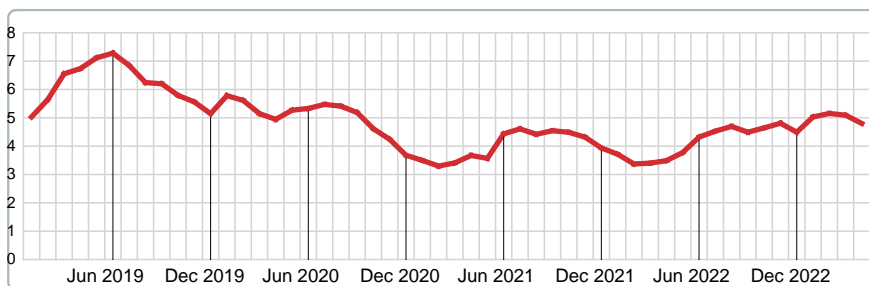
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

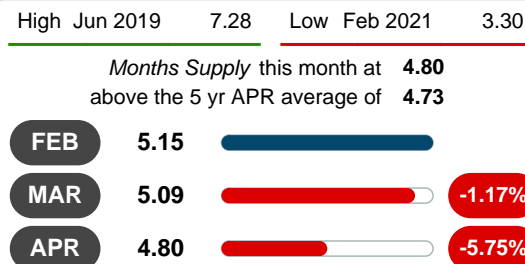


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4.73



### 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	7.83%	3.90	3.80	4.00	6.00	0.00
\$100,001 - \$175,000	53	15.96%	3.85	3.12	4.29	2.82	0.00
\$175,001 - \$225,000	39	11.75%	3.02	4.00	2.59	4.00	0.00
\$225,001 - \$350,000	90	27.11%	3.71	9.18	3.51	3.03	6.00
\$350,001 - \$425,000	46	13.86%	9.68	1.71	11.08	10.86	8.00
\$425,001 - \$725,000	43	12.95%	9.38	20.00	8.57	11.20	5.33
\$725,001 and up	35	10.54%	15.56	30.00	14.67	11.14	36.00
Market Supply of Inventory (MSI)			4.80	4.93	4.34	5.37	11.29
Total Active Inventory by Units		100%	4.80	53	182	81	16

# April 2023



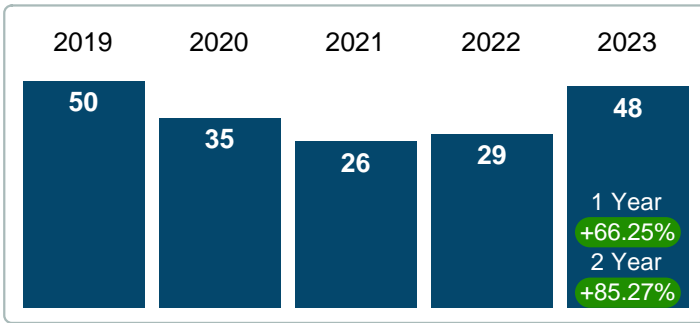
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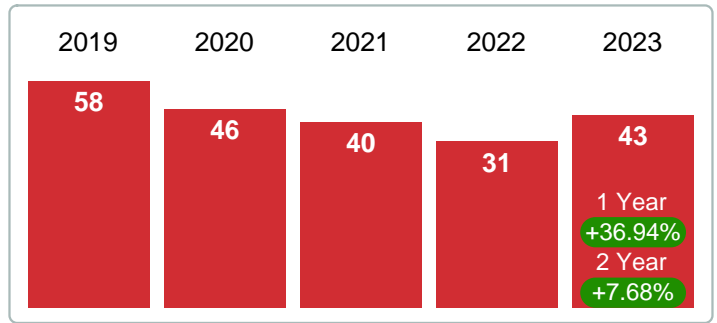
## AVERAGE DAYS ON MARKET TO SALE

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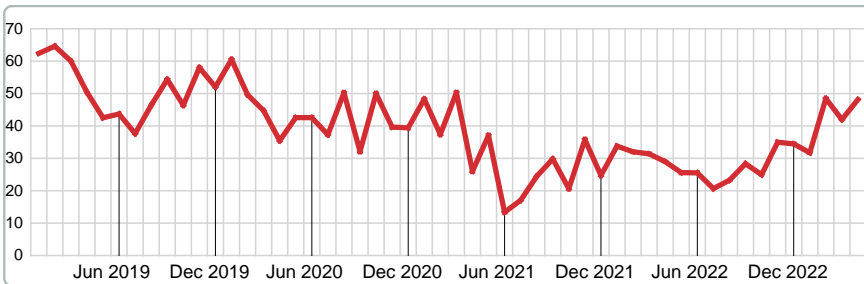
### APRIL



### YEAR TO DATE (YTD)

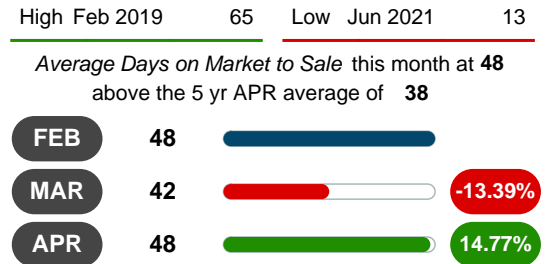


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 38



### 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	7.55%	16	17	12	0	0
\$75,001 - \$125,000	15.09%	42	37	47	0	0
\$125,001 - \$150,000	9.43%	90	7	111	111	0
\$150,001 - \$225,000	24.53%	47	121	33	0	0
\$225,001 - \$275,000	18.87%	31	10	42	1	0
\$275,001 - \$375,000	13.21%	59	3	72	66	0
\$375,001 and up	11.32%	62	1	95	61	0
<b>Average Closed DOM</b>		<b>48</b>	<b>36</b>	<b>49</b>	<b>61</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>48</b>	<b>13</b>	<b>30</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,031,100</b>	<b>2.36M</b>	<b>6.43M</b>	<b>3.24M</b>	<b>0.00B</b>

# April 2023



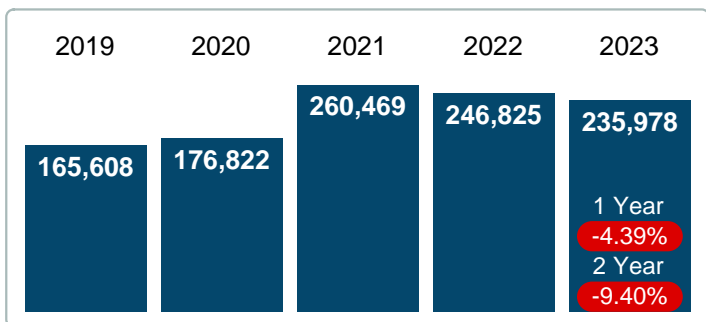
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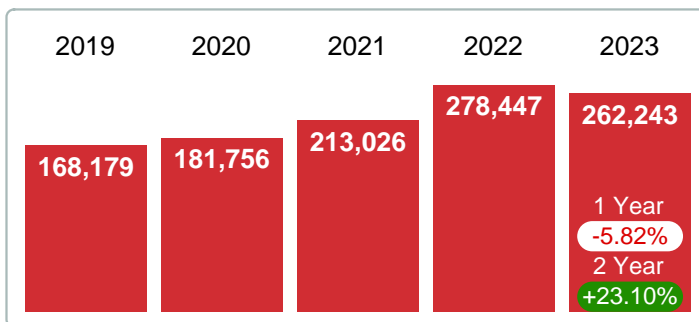
## AVERAGE LIST PRICE AT CLOSING

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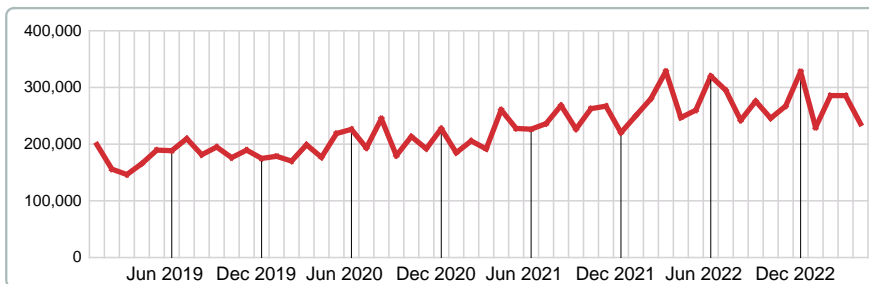
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

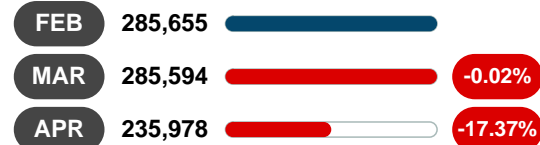


### 3 MONTHS

5 year APR AVG = 217,140

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

Average List Price at Closing this month at **235,978** above the 5 yr APR average of **217,140**



### 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	3	5.66%	32,500	84,900	0	0
\$75,001 - \$125,000	8	15.09%	113,500	115,975	0	0
\$125,001 - \$150,000	6	11.32%	130,000	141,250	147,500	0
\$150,001 - \$225,000	11	20.75%	217,500	198,609	0	0
\$225,001 - \$275,000	12	22.64%	250,000	241,957	254,950	0
\$275,001 - \$375,000	5	9.43%	379,900	344,800	305,315	0
\$375,001 and up	8	15.09%	750,000	441,250	554,333	0
<b>Average List Price</b>		<b>235,978</b>	<b>192,031</b>	<b>220,887</b>	<b>338,384</b>	<b>0</b>
<b>Total Closed Units</b>		<b>53</b>	<b>13</b>	<b>30</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,506,844</b>	<b>2.50M</b>	<b>6.63M</b>	<b>3.38M</b>	<b>0.00B</b>



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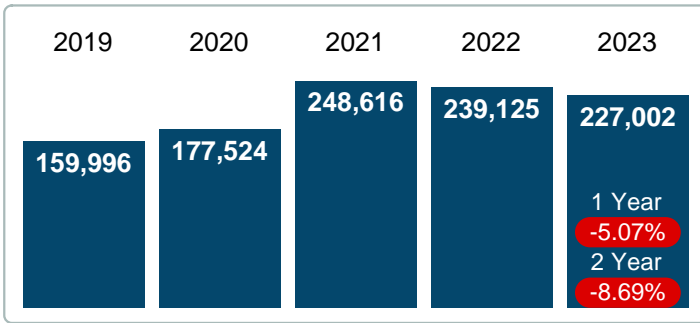
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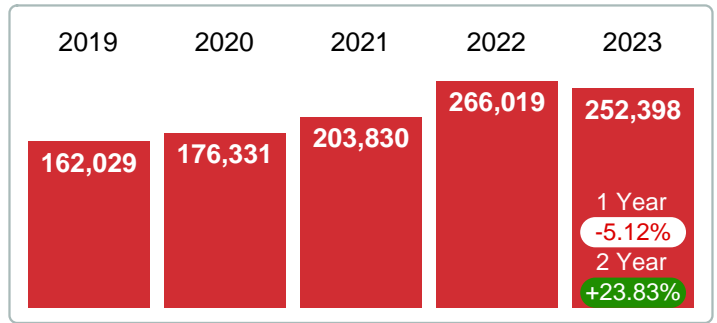
## AVERAGE SOLD PRICE AT CLOSING

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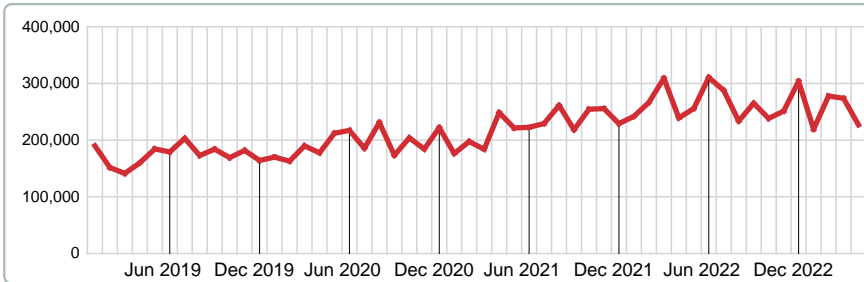
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

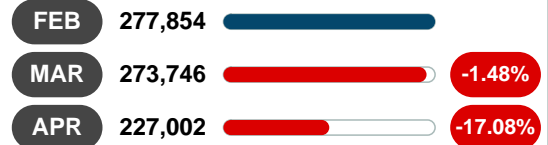


### 3 MONTHS

5 year APR AVG = 210,452

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

Average Sold Price at Closing this month at **227,002** above the 5 yr APR average of **210,452**



### 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	7.55%	38,875	28,500	70,000	0	0
\$75,001 - \$125,000	15.09%	110,625	111,375	109,875	0	0
\$125,001 - \$150,000	9.43%	134,000	140,000	134,000	131,000	0
\$150,001 - \$225,000	24.53%	186,731	170,000	189,773	0	0
\$225,001 - \$275,000	18.87%	242,620	235,000	240,186	254,950	0
\$275,001 - \$375,000	13.21%	320,486	367,000	332,133	293,333	0
\$375,001 and up	11.32%	537,250	750,000	441,250	530,333	0
<b>Average Sold Price</b>		<b>227,002</b>	<b>181,769</b>	<b>214,173</b>	<b>324,290</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>227,002</b>	<b>13</b>	<b>30</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,031,100</b>	<b>2.36M</b>	<b>6.43M</b>	<b>3.24M</b>	<b>0.00B</b>

# April 2023



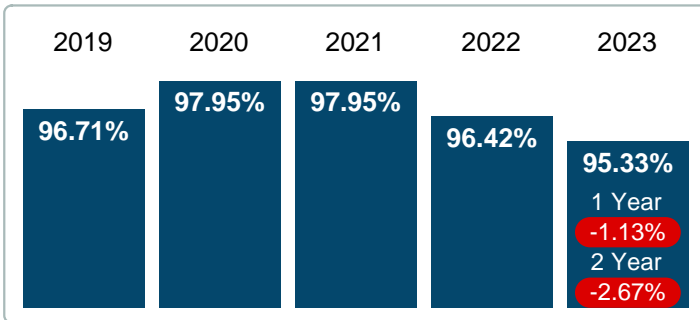
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



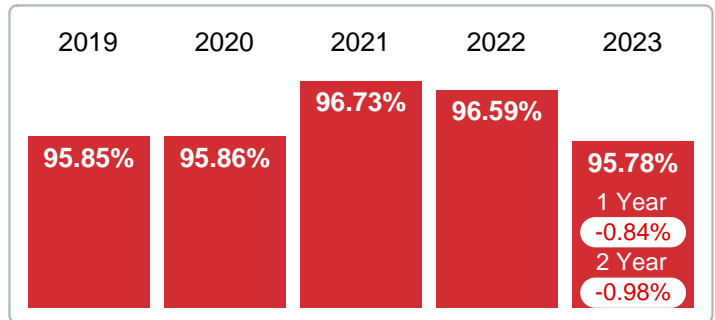
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

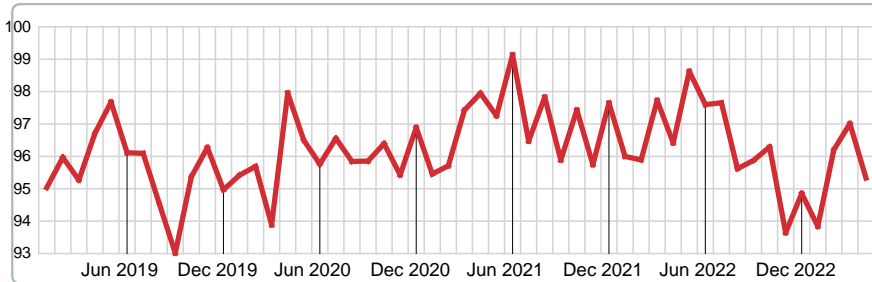
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

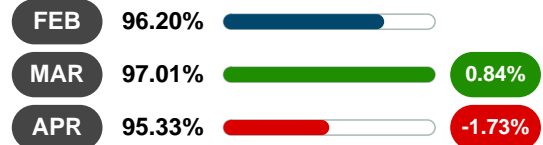


### 3 MONTHS

5 year APR AVG = 96.87%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **95.33%** below the 5 yr APR average of **96.87%**



### 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	4	7.55%	86.02%	87.21%	82.45%	0.00%	0.00%
\$75,001 - \$125,000	8	15.09%	96.10%	97.82%	94.38%	0.00%	0.00%
\$125,001 - \$150,000	5	9.43%	95.06%	107.69%	94.97%	88.83%	0.00%
\$150,001 - \$225,000	13	24.53%	93.29%	79.95%	95.72%	0.00%	0.00%
\$225,001 - \$275,000	10	18.87%	98.88%	94.00%	99.25%	100.00%	0.00%
\$275,001 - \$375,000	7	13.21%	96.29%	96.60%	96.34%	96.13%	0.00%
\$375,001 and up	6	11.32%	98.13%	100.00%	100.00%	96.25%	0.00%
Average Sold/List Ratio		95.30%		93.16%	96.22%	95.48%	0.00%
Total Closed Units		53	100%	13	30	10	
Total Closed Volume		12,031,100		2.36M	6.43M	3.24M	0.00B

# April 2023



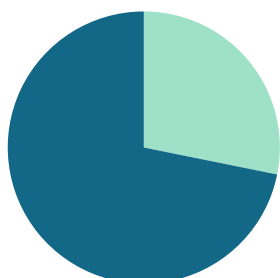
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

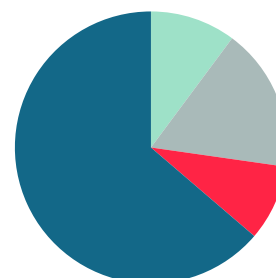


**Inventory**  
 New Listings  
**142 = 28.17%**  
 Start Inventory  
**362**  
 Total Inventory Units  
**504**  
 Volume  
**\$188,879,699**

### Market Activity

Closed Sales  
**53 = 10.17%**  
 Pending Sales  
**89 = 17.08%**  
 Other Off Market  
**47 = 9.02%**  
 Active Inventory  
**332 = 63.72%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	76	53	-30.26%	292	211	-27.74%
Pending Sales	78	89	14.10%	324	278	-14.20%
New Listings	113	142	25.66%	411	465	13.14%
Average List Price	246,825	235,978	-4.39%	278,447	262,243	-5.82%
Average Sale Price	239,125	227,002	-5.07%	266,019	252,398	-5.12%
Average Percent of Selling Price to List Price	96.42%	95.33%	-1.13%	96.59%	95.78%	-0.84%
Average Days on Market to Sale	28.97	48.17	66.25%	31.46	43.08	36.94%
Monthly Inventory	269	332	23.42%	269	332	23.42%
Months Supply of Inventory	3.49	4.80	37.55%	3.49	4.80	37.55%

**Absorption:** Last 12 months, an Average of **69** Sales/Month

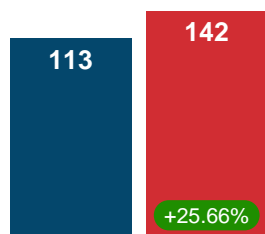
**Inventory** on April 30, 2023 = **332**

**2022** **2023**

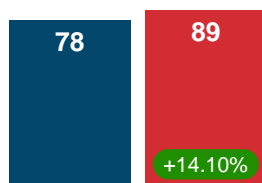
### APRIL MARKET

### AVERAGE PRICES

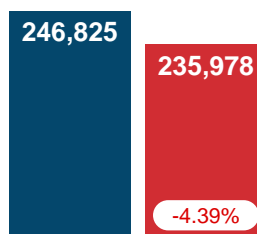
#### New Listings



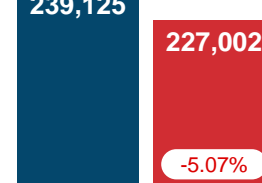
#### Pending Listings



#### List Price



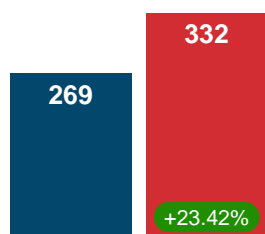
#### Sale Price



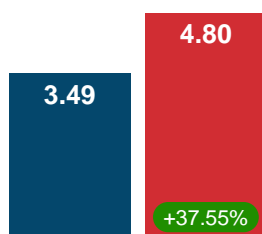
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

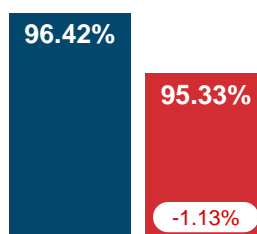
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

