

April 2023



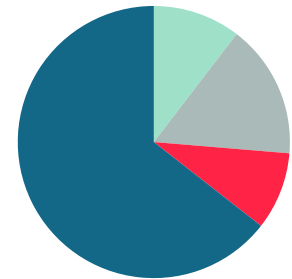
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	76	53	-30.26%
Pending Listings	78	81	3.85%
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	145	328	126.21%
Months Supply of Inventory	1.88	4.74	152.10%



■ Closed (10.41%)
■ Pending (15.91%)
■ Other OffMarket (9.23%)
■ Active (64.44%)

Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of April 30, 2023 = **328**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **126.21%** to 328 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 **4.74** 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.

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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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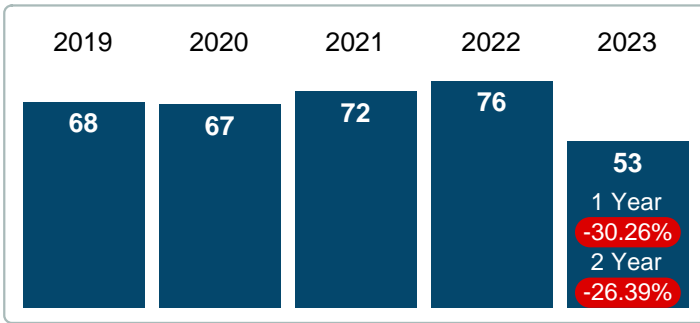
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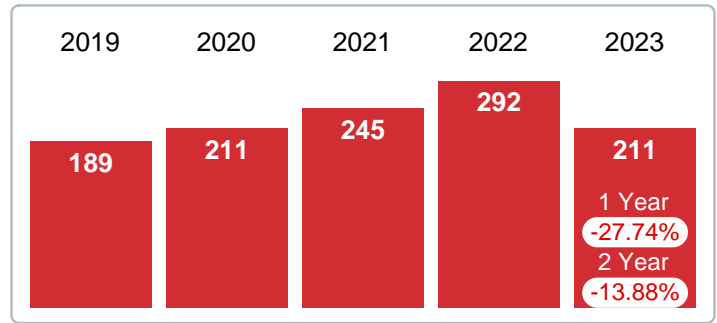
CLOSED LISTINGS

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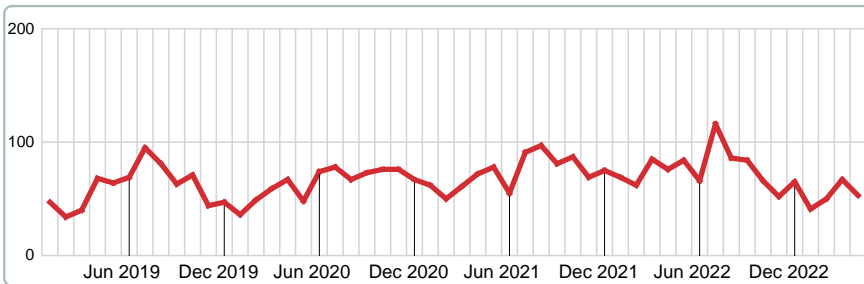
APRIL



YEAR TO DATE (YTD)

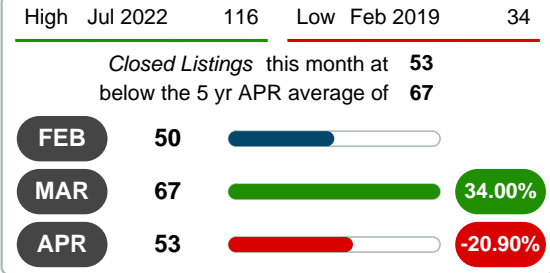


5 YEAR MARKET ACTIVITY TRENDS



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
Total Closed Units	53			13	30	10	0
Total Closed Volume	12,031,100	100%	48.2	2.36M	6.43M	3.24M	0.00B
Average Closed Price	\$227,002			\$181,769	\$214,173	\$324,290	\$0

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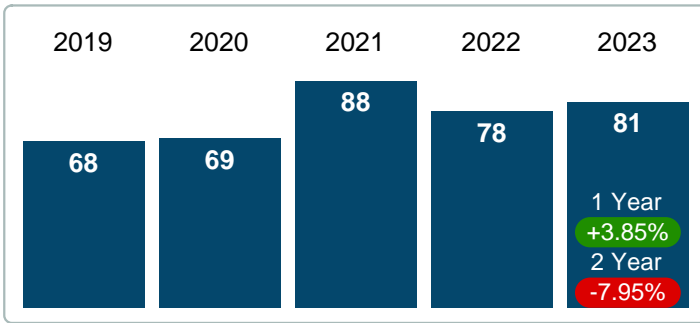
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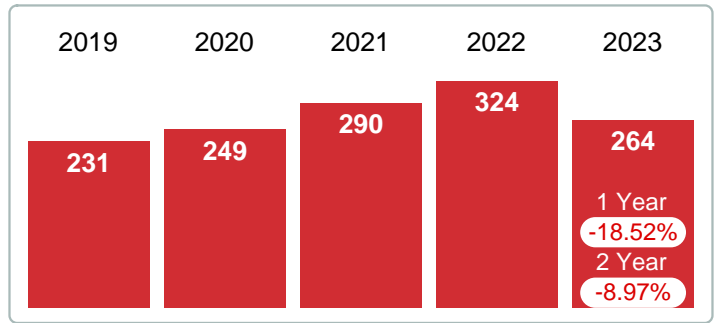
PENDING LISTINGS

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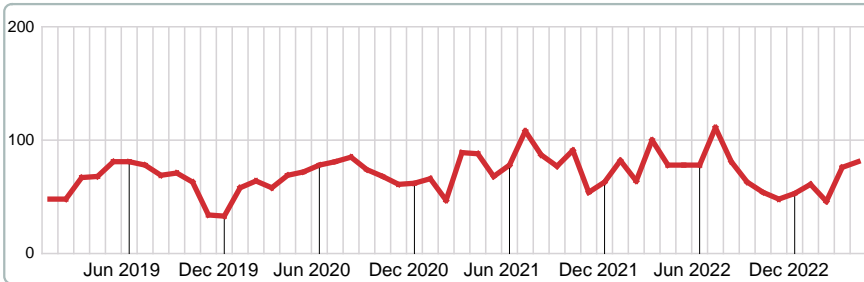
APRIL



YEAR TO DATE (YTD)

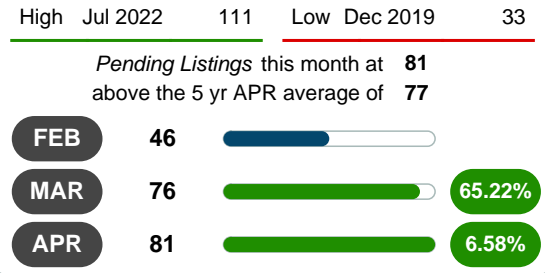


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 77



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	4.94%	27.0	4	0	0	0
\$75,001 - \$125,000	10	12.35%	49.6	4	4	1	1
\$125,001 - \$175,000	12	14.81%	47.3	5	4	3	0
\$175,001 - \$275,000	21	25.93%	32.5	1	14	4	2
\$275,001 - \$300,000	11	13.58%	54.7	2	3	6	0
\$300,001 - \$425,000	14	17.28%	100.1	0	10	4	0
\$425,001 and up	9	11.11%	25.3	0	3	4	2
Total Pending Units	81			16	38	22	5
Total Pending Volume	20,867,774	100%	50.2	2.04M	10.00M	7.04M	1.79M
Average Listing Price	\$247,991			\$127,294	\$263,133	\$319,960	\$358,580

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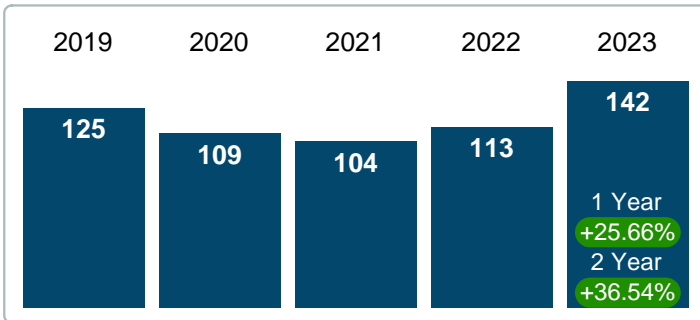
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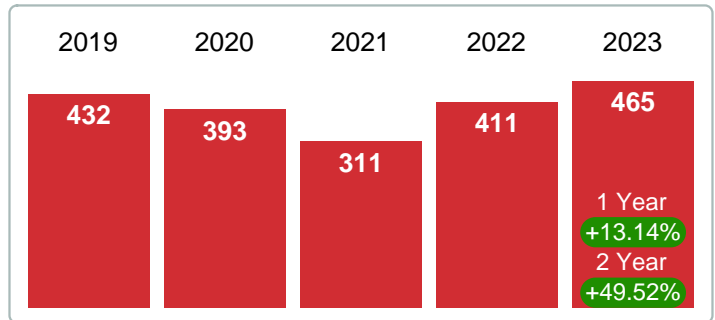
NEW LISTINGS

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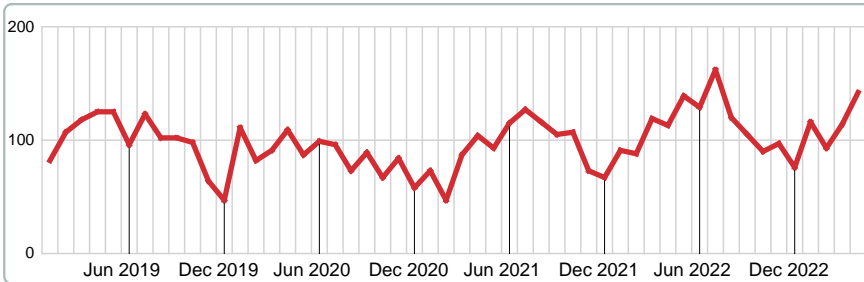
APRIL



YEAR TO DATE (YTD)

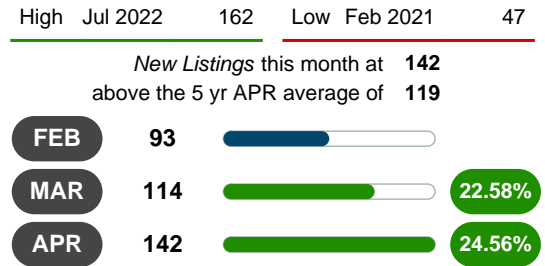


5 YEAR MARKET ACTIVITY TRENDS



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	14	9.86%	8	6	0	0
\$100,001 - \$150,000	12	8.45%	5	7	0	0
\$150,001 - \$225,000	26	18.31%	2	21	2	1
\$225,001 - \$325,000	35	24.65%	6	19	10	0
\$325,001 - \$375,000	14	9.86%	0	4	10	0
\$375,001 - \$750,000	27	19.01%	1	17	5	4
\$750,001 and up	14	9.86%	3	5	4	2
Total New Listed Units	142		25	79	31	7
Total New Listed Volume	51,566,997	100%	6.95M	24.54M	13.88M	6.19M
Average New Listed Listing Price	\$241,986		\$278,179	\$310,631	\$447,829	\$884,286

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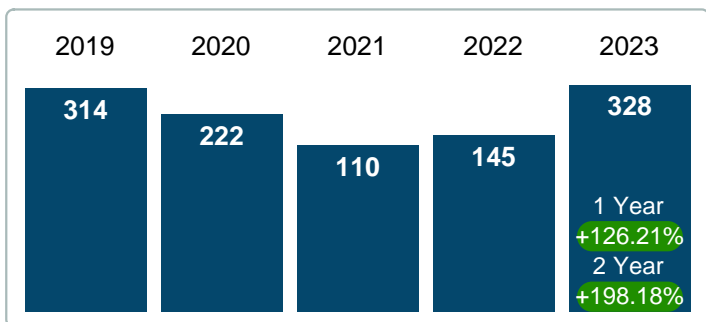
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



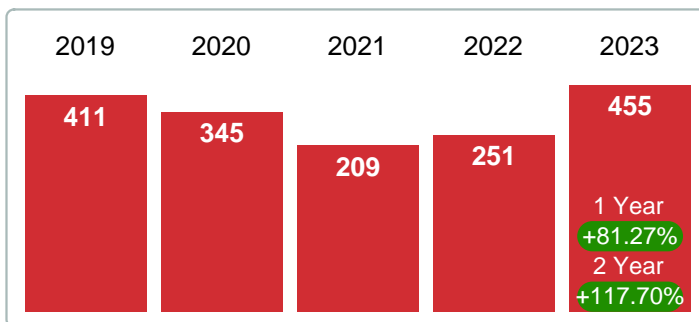
ACTIVE INVENTORY

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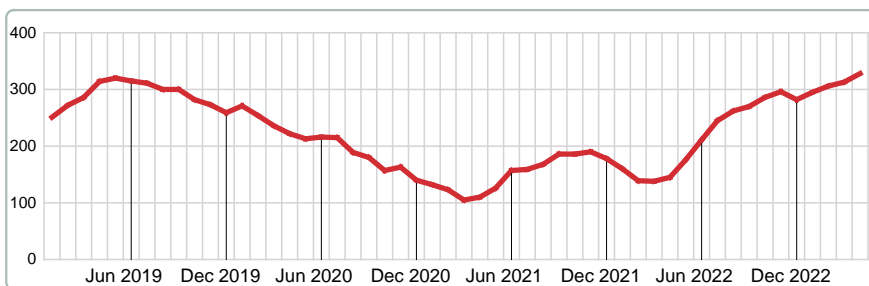
END OF APRIL



ACTIVE DURING APRIL

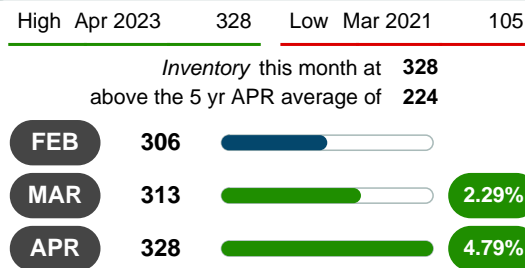


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 224



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	30	9.15%	69.5	15	14	1	0
\$100,001 - \$150,000	29	8.84%	79.6	8	19	1	1
\$150,001 - \$225,000	60	18.29%	67.1	6	41	11	2
\$225,001 - \$325,000	74	22.56%	77.5	12	41	20	1
\$325,001 - \$425,000	59	17.99%	64.1	1	34	22	2
\$425,001 - \$750,000	44	13.41%	94.4	6	21	13	4
\$750,001 and up	32	9.76%	110.9	4	9	13	6
Total Active Inventory by Units	328			52	179	81	16
Total Active Inventory by Volume	135,416,432	100%	78.2	14.23M	63.98M	40.98M	16.23M
Average Active Inventory Listing Price	\$412,855			\$273,586	\$357,441	\$505,915	\$1,014,306

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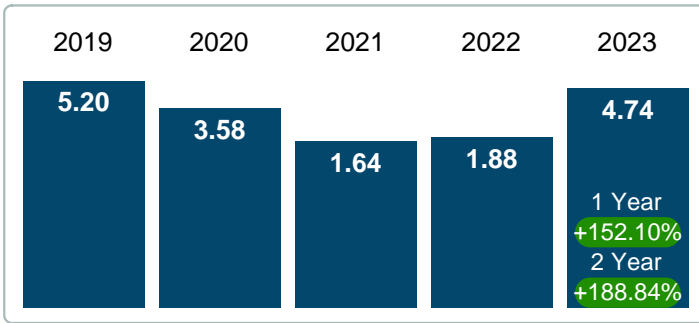
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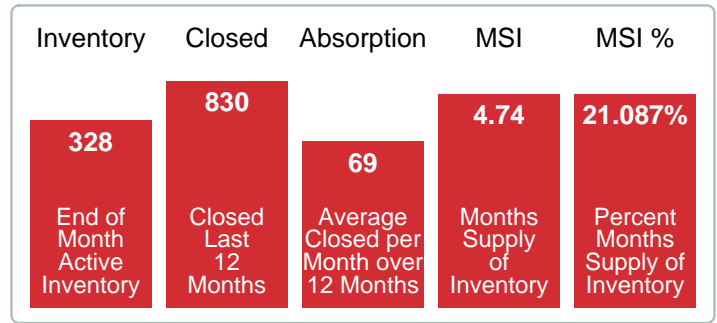
MONTHS SUPPLY of INVENTORY (MSI)

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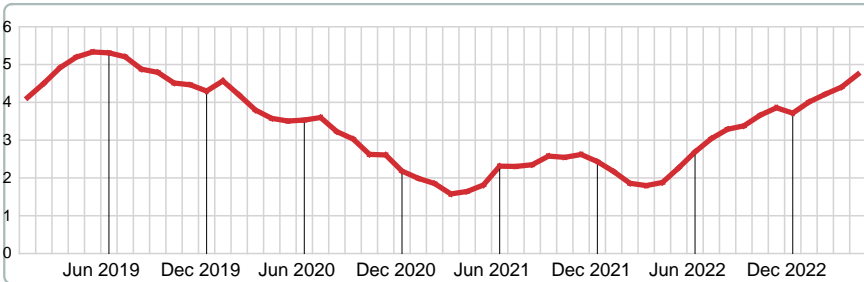
MSI FOR APRIL



INDICATORS FOR APRIL 2023

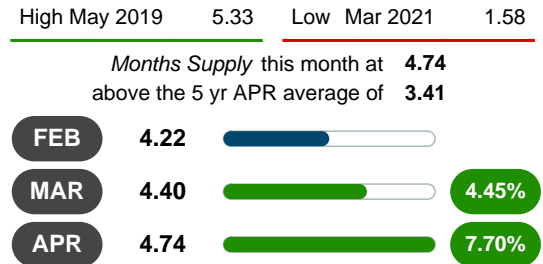


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.41



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	30	9.15%	4.50	4.39	4.67	6.00	0.00
\$100,001 - \$150,000	29	8.84%	3.19	2.53	3.80	1.09	0.00
\$150,001 - \$225,000	60	18.29%	3.41	3.43	3.02	4.89	0.00
\$225,001 - \$325,000	74	22.56%	3.43	10.29	3.02	2.96	12.00
\$325,001 - \$425,000	59	17.99%	7.96	1.20	9.27	8.52	6.00
\$425,001 - \$750,000	44	13.41%	8.80	18.00	9.00	8.21	5.33
\$750,001 and up	32	9.76%	17.45	48.00	12.00	15.60	36.00
Market Supply of Inventory (MSI)			4.74	4.84	4.27	5.37	11.29
Total Active Inventory by Units		100%	4.74	52	179	81	16

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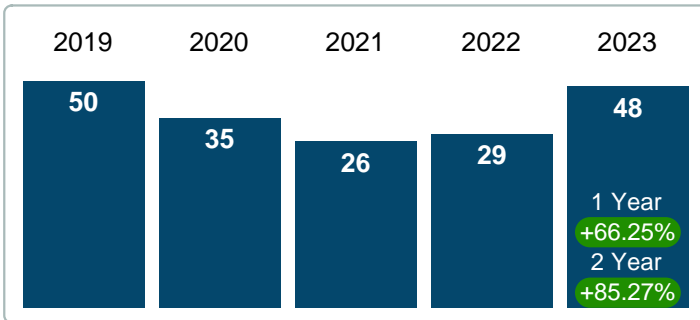
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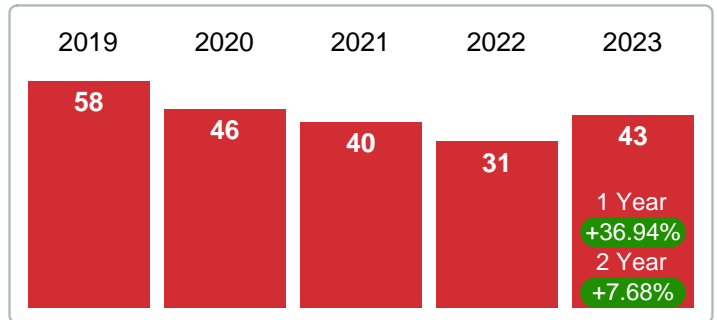
AVERAGE DAYS ON MARKET TO SALE

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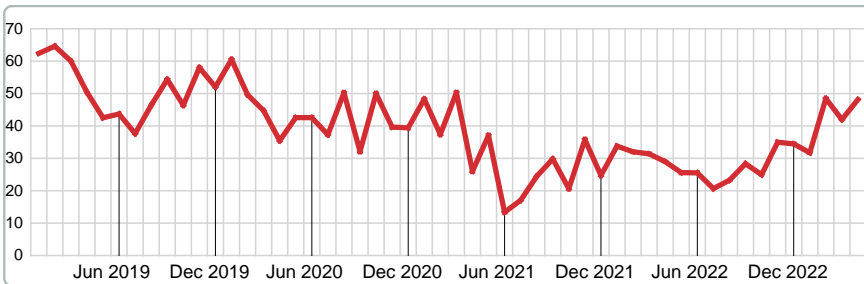
APRIL



YEAR TO DATE (YTD)

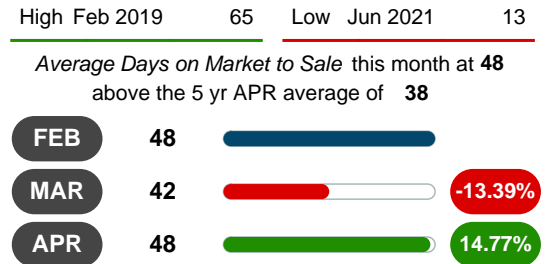


5 YEAR MARKET ACTIVITY TRENDS



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
Average Closed DOM		48	36	49	61	0
Total Closed Units	100%	48	13	30	10	0
Total Closed Volume		12,031,100	2.36M	6.43M	3.24M	0.00B

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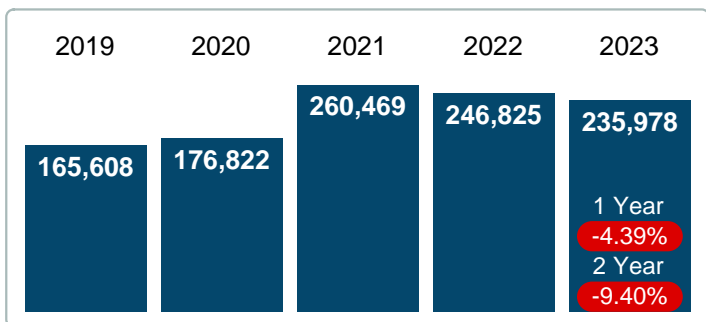
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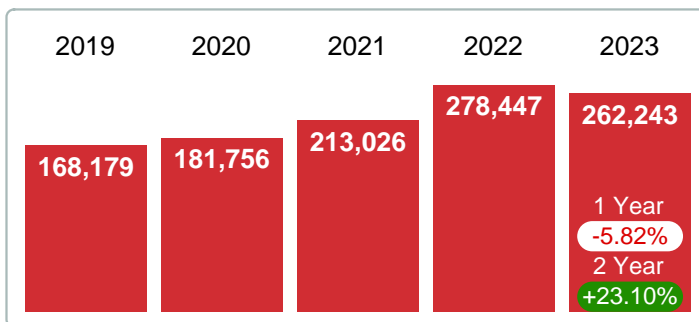
AVERAGE LIST PRICE AT CLOSING

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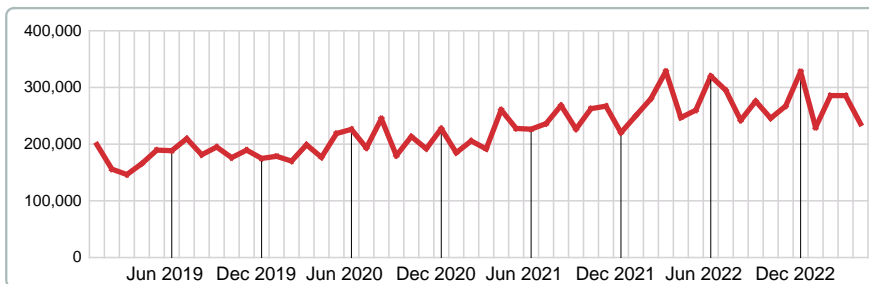
APRIL



YEAR TO DATE (YTD)

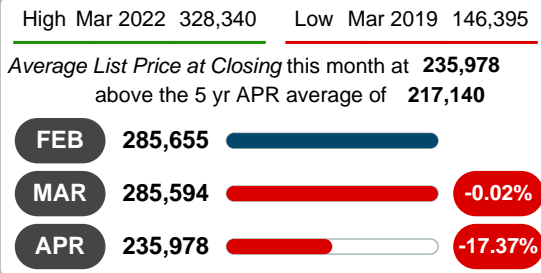


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 217,140



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
Average List Price		235,978	192,031	220,887	338,384	0
Total Closed Units		53	13	30	10	0
Total Closed Volume		12,506,844	2.50M	6.63M	3.38M	0.00B

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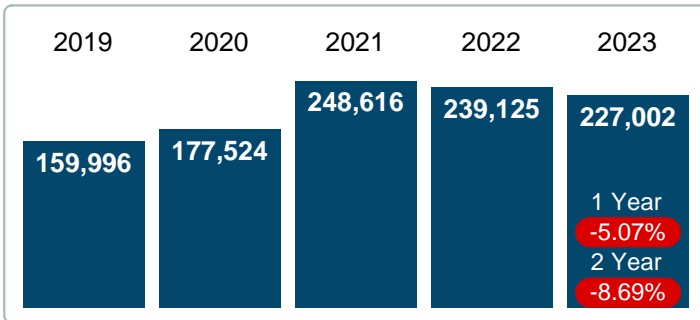
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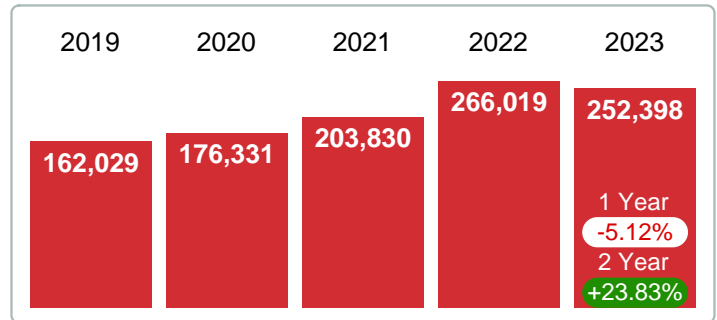
AVERAGE SOLD PRICE AT CLOSING

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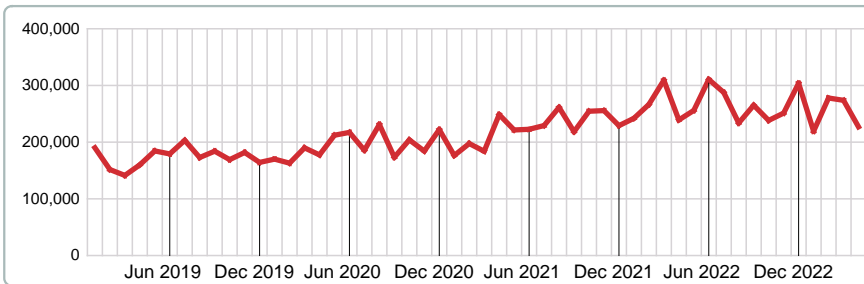
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

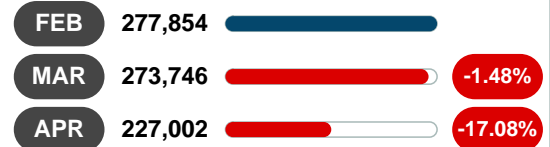


3 MONTHS

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
Average Sold Price		227,002	181,769	214,173	324,290	0
Total Closed Units	100%	227,002	13	30	10	0
Total Closed Volume		12,031,100	2.36M	6.43M	3.24M	0.00B

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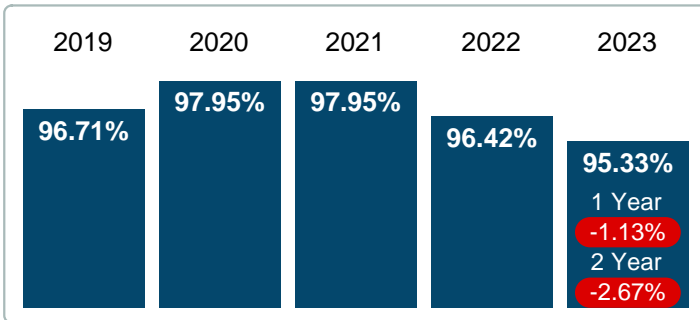
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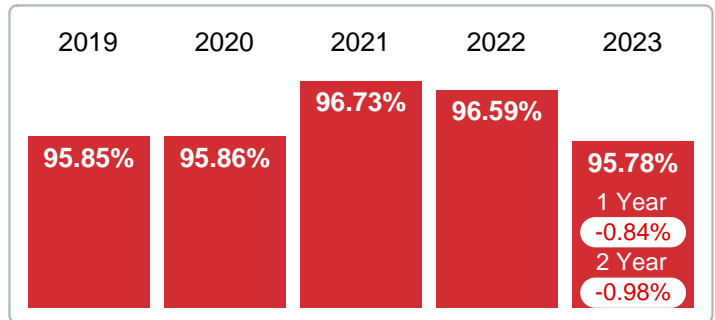
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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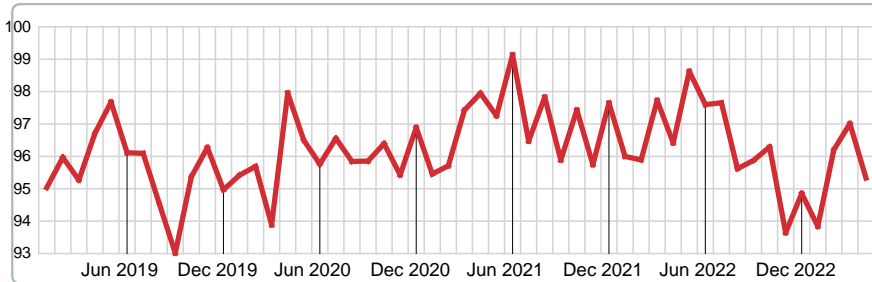
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

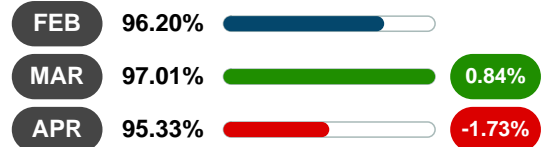


3 MONTHS

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



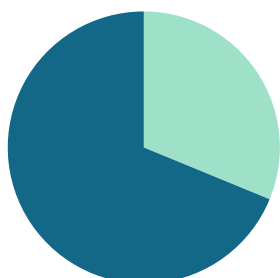
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

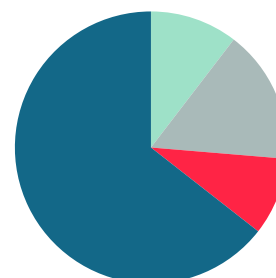


Inventory
 New Listings
142 = 31.21%
 Start Inventory
313
 Total Inventory Units
455
 Volume
\$174,631,181

Market Activity

Closed Sales
53 = 10.41%
 Pending Sales
81 = 15.91%
 Other Off Market
47 = 9.23%
 Active Inventory
328 = 64.44%

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	81	3.85%	324	264	-18.52%
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	145	328	126.21%	145	328	126.21%
Months Supply of Inventory	1.88	4.74	152.10%	1.88	4.74	152.10%

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

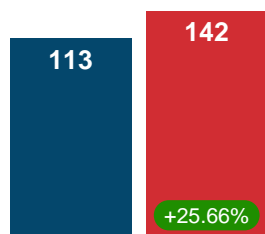
Inventory on April 30, 2023 = **328**

2022 **2023**

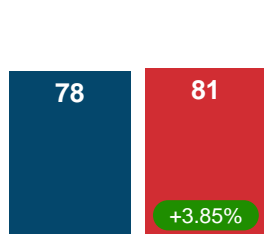
APRIL MARKET

AVERAGE PRICES

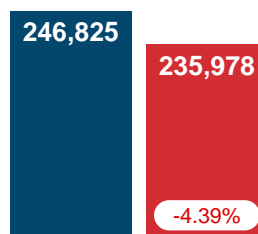
New Listings



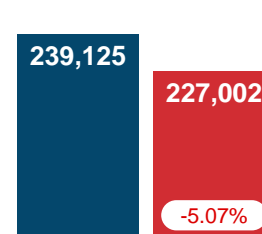
Pending Listings



List Price



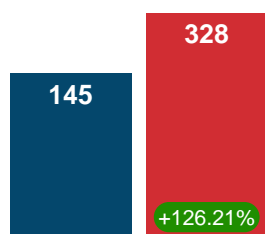
Sale Price



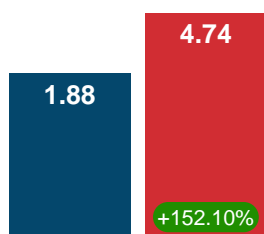
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

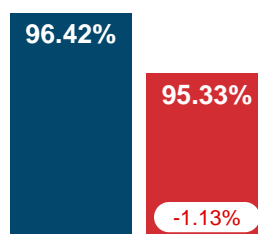
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

