

January 2023



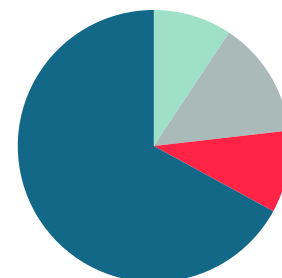
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	69	41	-40.58%
Pending Listings	82	61	-25.61%
New Listings	91	116	27.47%
Average List Price	250,333	229,487	-8.33%
Average Sale Price	242,063	219,299	-9.40%
Average Percent of Selling Price to List Price	96.00%	93.84%	-2.25%
Average Days on Market to Sale	33.77	31.73	-6.03%
End of Month Inventory	160	295	84.38%
Months Supply of Inventory	2.17	4.01	84.79%



■ Closed (9.32%)
■ Pending (13.86%)
■ Other OffMarket (9.77%)
■ Active (67.05%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of January 31, 2023 = **295**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **84.38%** to 295 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **4.01** 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 **9.40%** in January 2023 to \$219,299 versus the previous year at \$242,063.

Average Days on Market Shortens

The average number of **31.73** days that homes spent on the market before selling decreased by 2.04 days or **6.03%** in January 2023 compared to last year's same month at **33.77** DOM.

Sales Success for January 2023 is Positive

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

There were 116 New Listings in January 2023, up **27.47%** from last year at 91. Furthermore, there were 41 Closed Listings this month versus last year at 69, a **-40.58%** decrease.

Closed versus Listed trends yielded a **35.3%** ratio, down from previous year's, January 2022, at **75.8%**, a **53.39%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

January 2023



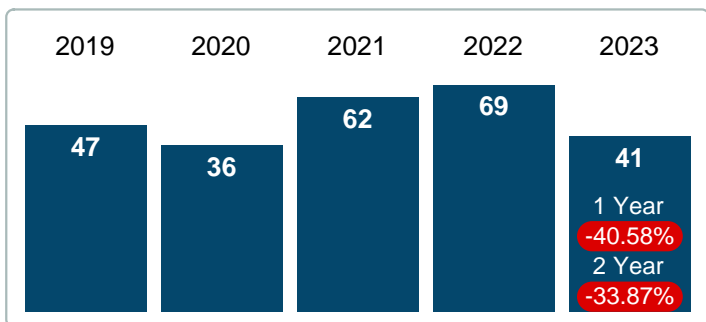
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



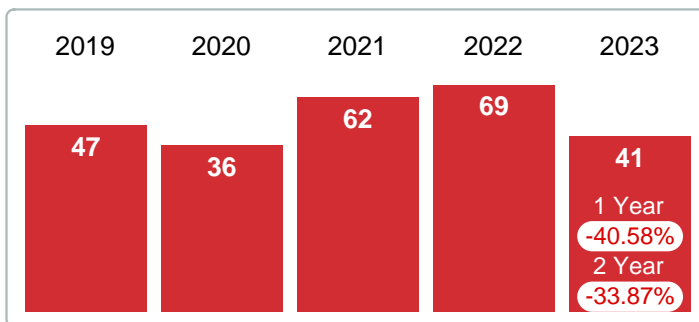
CLOSED LISTINGS

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

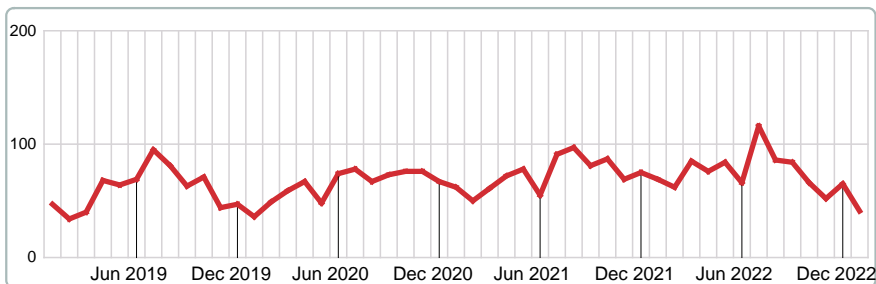
JANUARY



YEAR TO DATE (YTD)

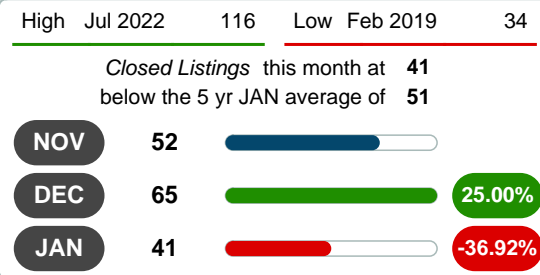


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.76%	5.3	4	0	0	0
\$50,001 - \$75,000	3	7.32%	18.3	1	2	0	0
\$75,001 - \$150,000	8	19.51%	45.3	1	7	0	0
\$150,001 - \$225,000	9	21.95%	47.0	2	5	2	0
\$225,001 - \$300,000	7	17.07%	22.0	0	5	2	0
\$300,001 - \$350,000	3	7.32%	14.7	0	2	1	0
\$350,001 and up	7	17.07%	34.6	0	2	4	1
Total Closed Units	41			8	23	9	1
Total Closed Volume	8,991,250	100%	31.7	708.00K	4.73M	3.20M	351.00K
Average Closed Price	\$219,299			\$88,500	\$205,848	\$355,306	\$351,000

January 2023



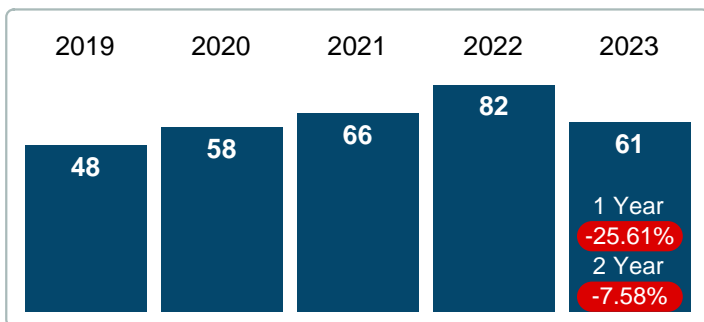
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



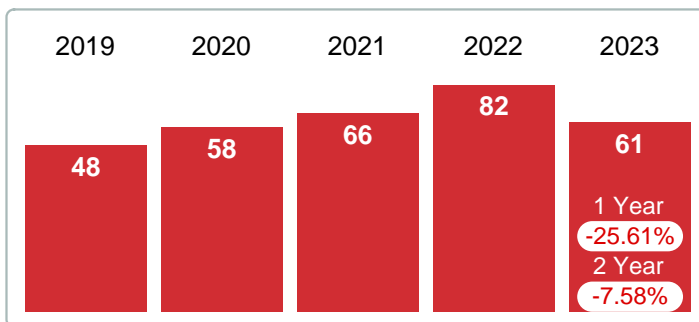
PENDING LISTINGS

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

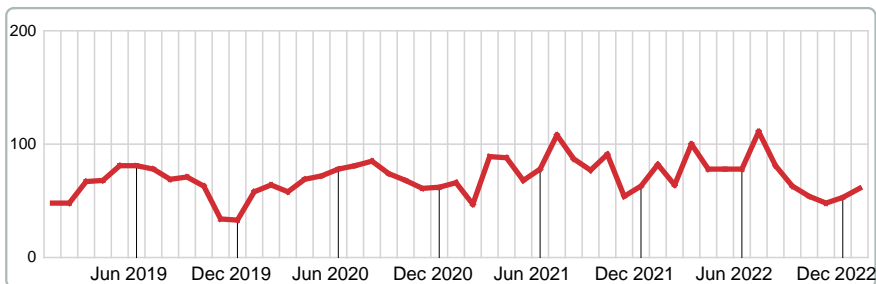
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

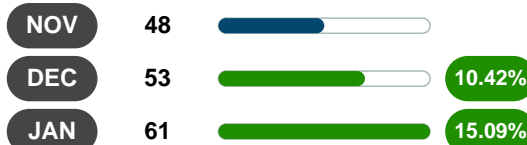


3 MONTHS

5 year JAN AVG = 63

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at 61 below the 5 yr JAN average of 63



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	6.56%	11.8	2	2	0	0
\$75,001 - \$125,000	9	14.75%	40.0	3	6	0	0
\$125,001 - \$150,000	5	8.20%	41.6	2	3	0	0
\$150,001 - \$250,000	19	31.15%	42.3	1	17	1	0
\$250,001 - \$325,000	9	14.75%	41.8	1	6	2	0
\$325,001 - \$400,000	8	13.11%	44.0	0	6	2	0
\$400,001 and up	7	11.48%	58.7	0	4	2	1
Total Pending Units	61			9	44	7	1
Total Pending Volume	15,151,890	100%	43.3	1.10M	11.10M	2.45M	495.00K
Average Listing Price	\$252,337			\$122,378	\$252,383	\$350,093	\$495,000

January 2023



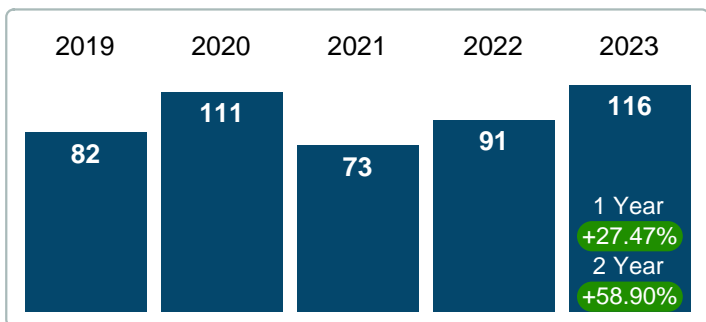
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



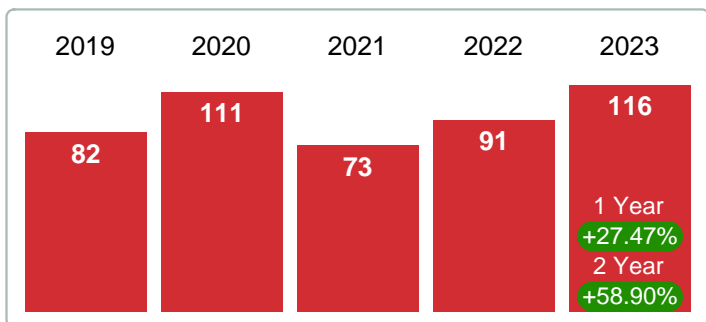
NEW LISTINGS

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

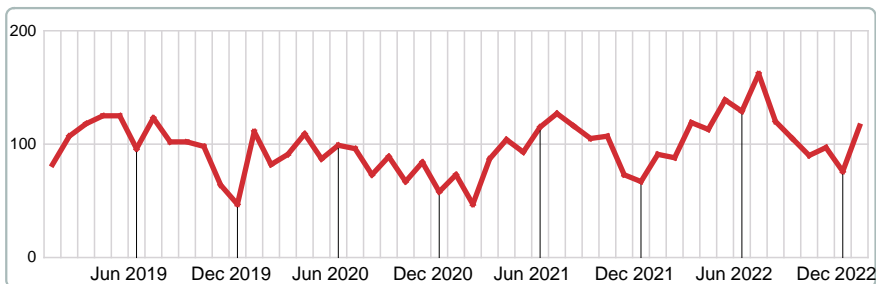
JANUARY



YEAR TO DATE (YTD)

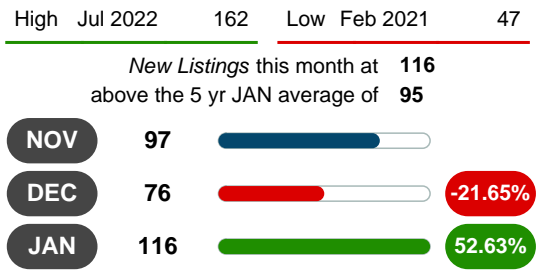


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	9.48%	6	5	0	0
\$100,001 - \$150,000	14	12.07%	8	5	1	0
\$150,001 - \$175,000	7	6.03%	0	7	0	0
\$175,001 - \$275,000	40	34.48%	3	28	8	1
\$275,001 - \$325,000	11	9.48%	1	4	6	0
\$325,001 - \$525,000	19	16.38%	1	15	1	2
\$525,001 and up	14	12.07%	0	6	7	1
Total New Listed Units	116		19	70	23	4
Total New Listed Volume	39,530,559	100%	2.72M	23.94M	11.37M	1.51M
Average New Listed Listing Price	\$238,531		\$142,911	\$342,042	\$494,193	\$376,475

January 2023



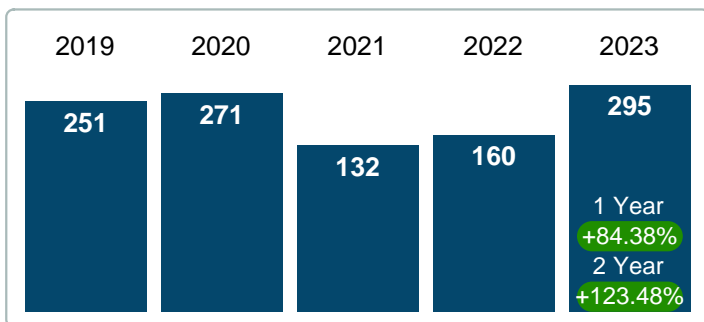
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



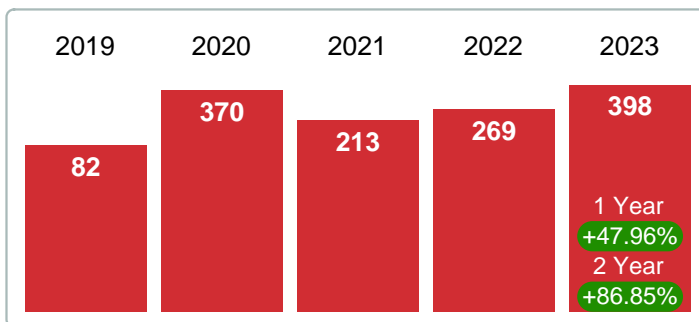
ACTIVE INVENTORY

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

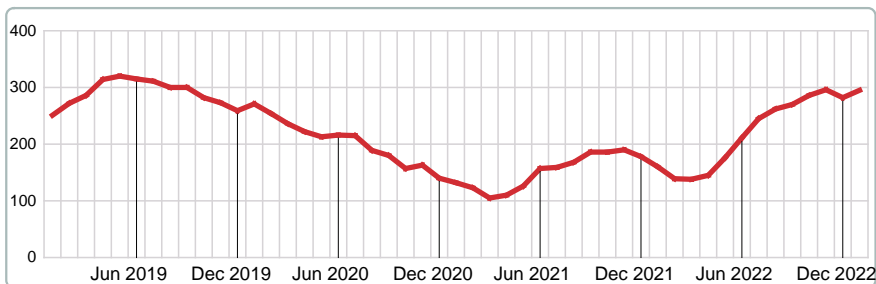
END OF JANUARY



ACTIVE DURING JANUARY

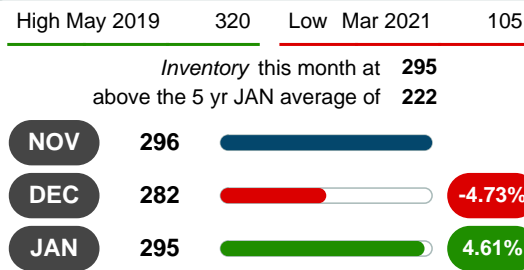


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 222



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	27	9.15%	67.9	16	10	1	0
\$100,001 - \$150,000	31	10.51%	78.7	12	14	4	1
\$150,001 - \$200,000	48	16.27%	76.6	6	33	8	1
\$200,001 - \$275,000	59	20.00%	82.2	3	43	13	0
\$275,001 - \$375,000	54	18.31%	73.6	5	30	18	1
\$375,001 - \$725,000	48	16.27%	107.3	2	25	18	3
\$725,001 and up	28	9.49%	126.3	3	11	11	3
Total Active Inventory by Units	295			47	166	73	9
Total Active Inventory by Volume	118,087,303	100%	86.3	10.25M	61.38M	36.40M	10.05M
Average Active Inventory Listing Price	\$400,296			\$218,134	\$369,767	\$498,669	\$1,116,766

January 2023



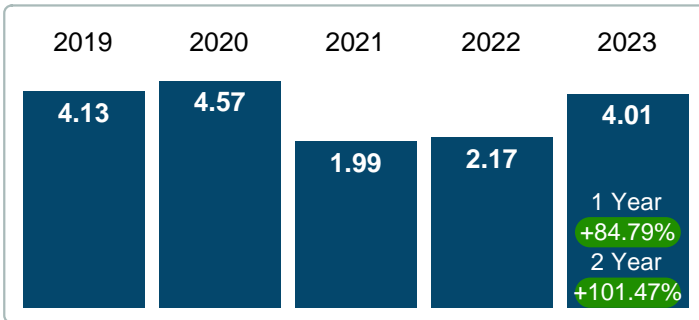
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



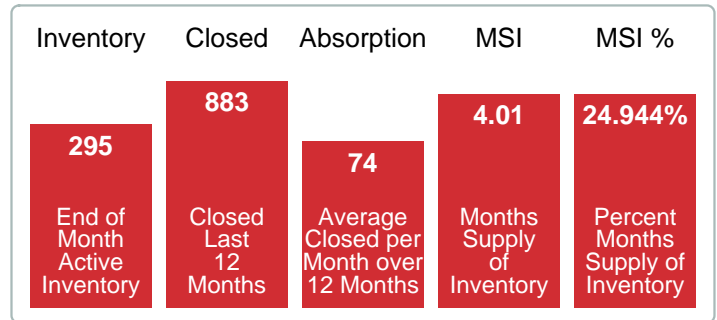
MONTHS SUPPLY of INVENTORY (MSI)

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

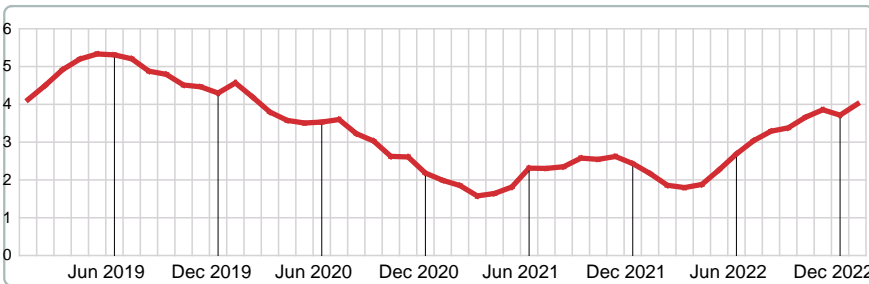
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

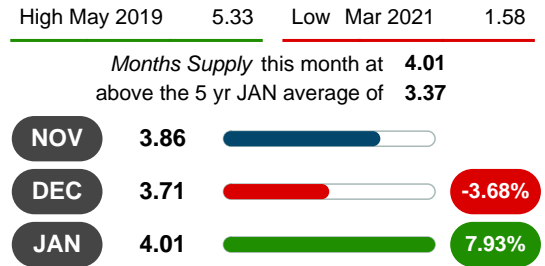


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.37



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	27	9.15%	3.72	4.36	2.93	12.00	0.00
\$100,001 - \$150,000	31	10.51%	3.48	4.11	3.11	3.00	6.00
\$150,001 - \$200,000	48	16.27%	4.09	3.79	3.81	5.65	12.00
\$200,001 - \$275,000	59	20.00%	2.38	3.27	2.53	1.97	0.00
\$275,001 - \$375,000	54	18.31%	4.73	5.00	4.62	4.91	4.00
\$375,001 - \$725,000	48	16.27%	6.78	3.43	6.98	8.64	3.60
\$725,001 and up	28	9.49%	11.59	0.00	16.50	8.80	6.00
Market Supply of Inventory (MSI)	4.01			4.41	3.74	4.45	4.15
Total Active Inventory by Units	295	100%	4.01	47	166	73	9

January 2023



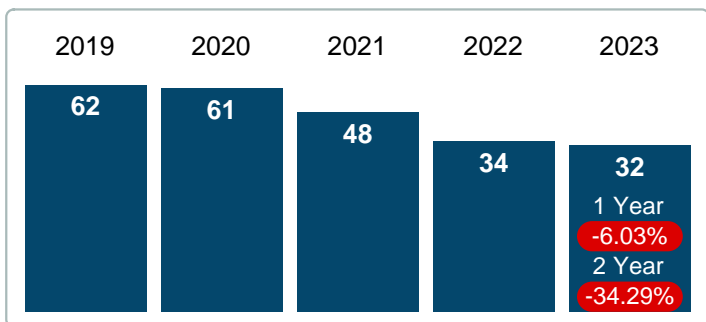
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



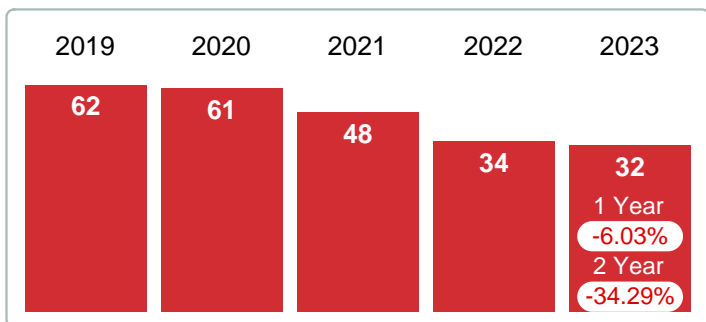
AVERAGE DAYS ON MARKET TO SALE

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

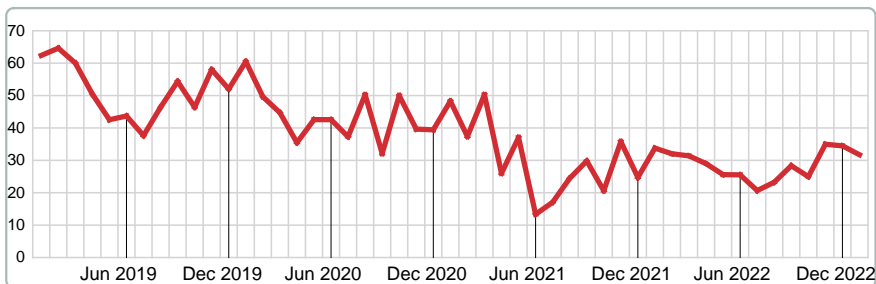
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 47

High Feb 2019 65 Low Jun 2021 13

Average Days on Market to Sale this month at 32 below the 5 yr JAN average of 47



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
\$50,000 and less	9.76%	5	5	0	0	0
\$50,001 - \$75,000	7.32%	18	17	19	0	0
\$75,001 - \$150,000	19.51%	45	23	48	0	0
\$150,001 - \$225,000	21.95%	47	97	27	48	0
\$225,001 - \$300,000	17.07%	22	0	14	42	0
\$300,001 - \$350,000	7.32%	15	0	22	1	0
\$350,001 and up	17.07%	35	0	29	43	12
Average Closed DOM		32	32	30	39	12
Total Closed Units	100%	41	8	23	9	1
Total Closed Volume		8,991,250	708.00K	4.73M	3.20M	351.00K

January 2023



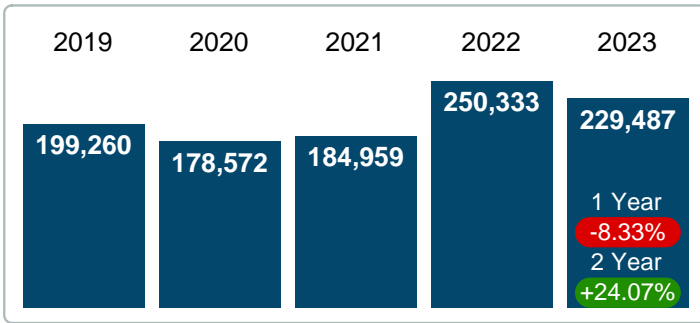
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



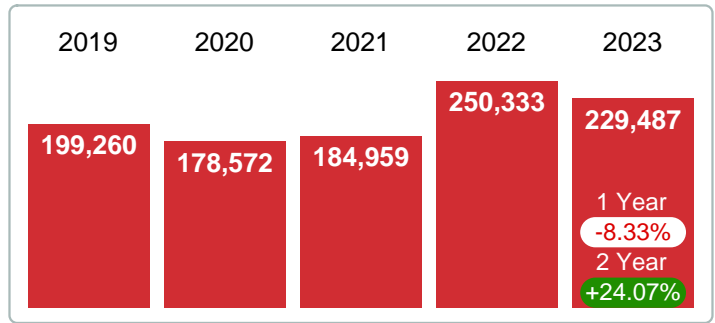
AVERAGE LIST PRICE AT CLOSING

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

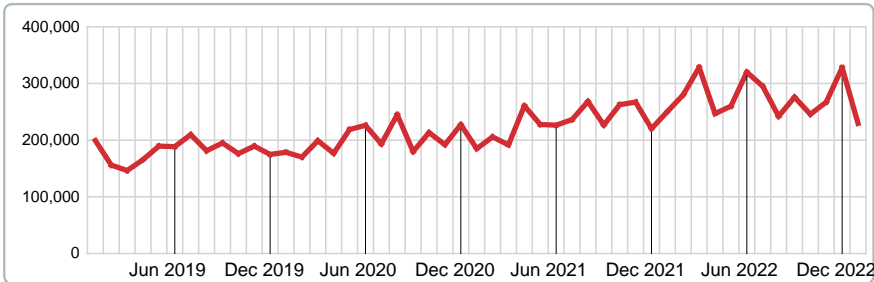
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

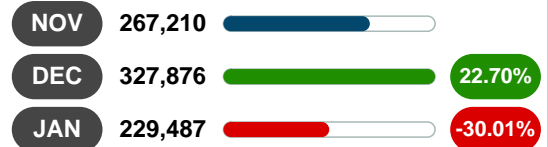


3 MONTHS

5 year JAN AVG = 208,522

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

Average List Price at Closing this month at **229,487** above the 5 yr JAN average of **208,522**



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
\$50,000 and less 3	7.32%	37,333	41,725	0	0	0
\$50,001 - \$75,000 3	7.32%	64,133	62,500	77,450	0	0
\$75,001 - \$150,000 7	17.07%	113,914	125,000	130,643	0	0
\$150,001 - \$225,000 9	21.95%	192,278	197,250	223,100	204,250	0
\$225,001 - \$300,000 8	19.51%	256,000	0	267,580	255,000	0
\$300,001 - \$350,000 3	7.32%	323,883	0	347,500	321,750	0
\$350,001 and up 8	19.51%	444,625	0	374,000	516,250	389,000
Average List Price		229,487	93,613	215,904	367,250	389,000
Total Closed Units	100%	229,487	8	23	9	1
Total Closed Volume		9,408,950	748.90K	4.97M	3.31M	389.00K

January 2023



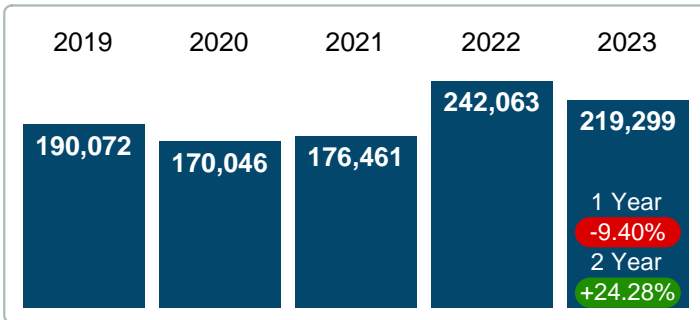
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



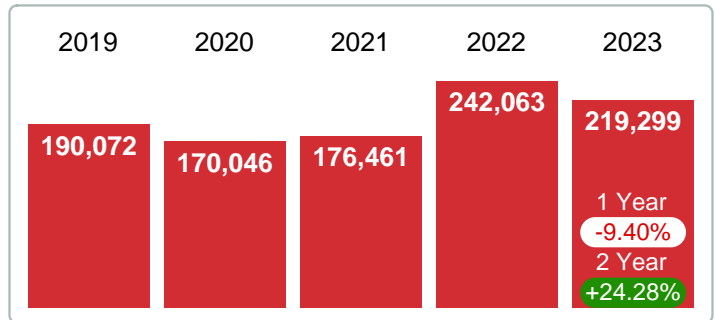
AVERAGE SOLD PRICE AT CLOSING

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

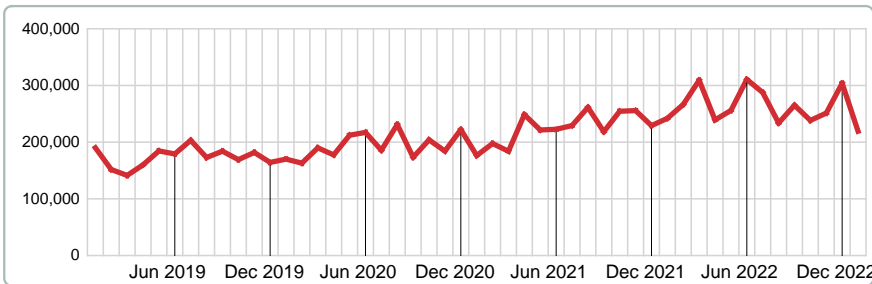
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

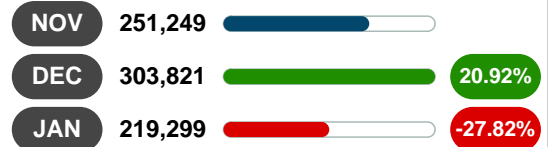


3 MONTHS

5 year JAN AVG = 199,588

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

Average Sold Price at Closing this month at **219,299** above the 5 yr JAN average of **199,588**



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
\$50,000 and less 4	9.76%	36,750	36,750	0	0	0
\$50,001 - \$75,000 3	7.32%	58,333	55,000	60,000	0	0
\$75,001 - \$150,000 8	19.51%	120,563	118,000	120,929	0	0
\$150,001 - \$225,000 9	21.95%	202,167	194,000	203,900	206,000	0
\$225,001 - \$300,000 7	17.07%	258,429	0	262,800	247,500	0
\$300,001 - \$350,000 3	7.32%	336,083	0	343,250	321,750	0
\$350,001 and up 7	17.07%	438,286	0	374,000	492,250	351,000
Average Sold Price		219,299	88,500	205,848	355,306	351,000
Total Closed Units	100%	219,299	8	23	9	1
Total Closed Volume		8,991,250	708.00K	4.73M	3.20M	351.00K

January 2023



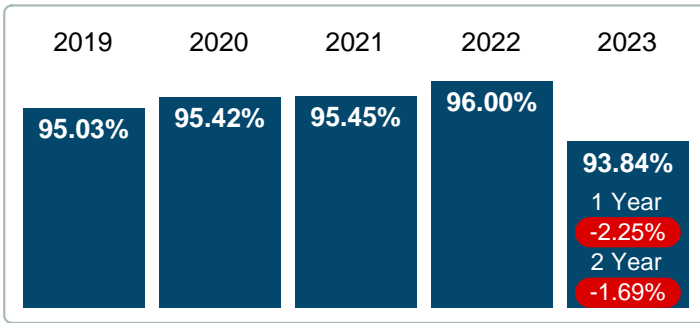
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



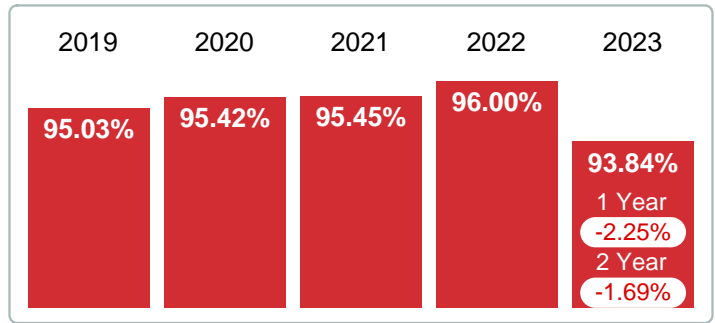
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

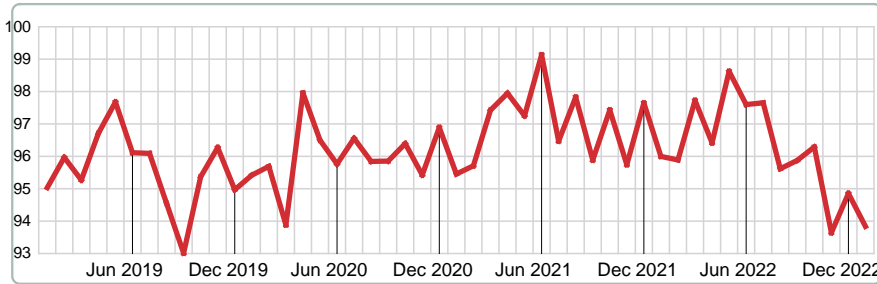
JANUARY



YEAR TO DATE (YTD)

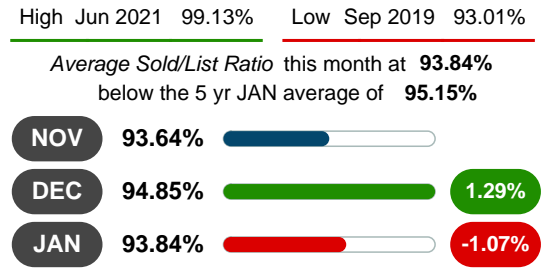


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95.15%



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
\$50,000 and less	4	9.76%	87.57%	87.57%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	3	7.32%	81.03%	88.00%	77.55%	0.00%	0.00%
\$75,001 - \$150,000	8	19.51%	92.23%	94.40%	91.92%	0.00%	0.00%
\$150,001 - \$225,000	9	21.95%	95.53%	98.23%	92.28%	100.93%	0.00%
\$225,001 - \$300,000	7	17.07%	97.94%	0.00%	98.28%	97.08%	0.00%
\$300,001 - \$350,000	3	7.32%	99.20%	0.00%	98.80%	100.00%	0.00%
\$350,001 and up	7	17.07%	96.17%	0.00%	100.00%	95.74%	90.23%
Average Sold/List Ratio		93.80%		91.14%	93.43%	97.67%	90.23%
Total Closed Units		41	100%	8	23	9	1
Total Closed Volume		8,991,250		708.00K	4.73M	3.20M	351.00K

January 2023



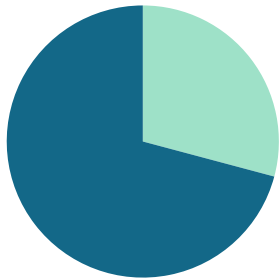
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

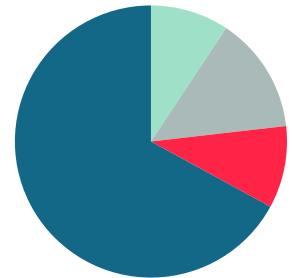


Inventory
 New Listings
116 = 29.15%
 Start Inventory
282
 Total Inventory Units
398
 Volume
\$149,598,443

Market Activity

Closed Sales
41 = 9.32%
 Pending Sales
61 = 13.86%
 Other Off Market
43 = 9.77%
 Active Inventory
295 = 67.05%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	69	41	-40.58%	69	41	-40.58%
Pending Sales	82	61	-25.61%	82	61	-25.61%
New Listings	91	116	27.47%	91	116	27.47%
Average List Price	250,333	229,487	-8.33%	250,333	229,487	-8.33%
Average Sale Price	242,063	219,299	-9.40%	242,063	219,299	-9.40%
Average Percent of Selling Price to List Price	96.00%	93.84%	-2.25%	96.00%	93.84%	-2.25%
Average Days on Market to Sale	33.77	31.73	-6.03%	33.77	31.73	-6.03%
Monthly Inventory	160	295	84.38%	160	295	84.38%
Months Supply of Inventory	2.17	4.01	84.79%	2.17	4.01	84.79%

Absorption: Last 12 months, an Average of **74** Sales/Month

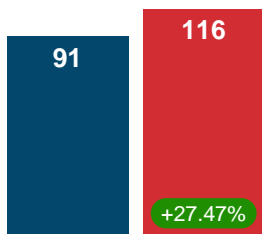
Inventory on January 31, 2023 = **295**

2022 **2023**

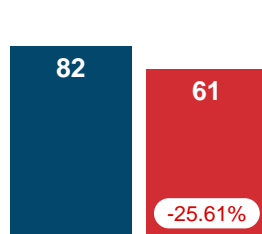
JANUARY MARKET

AVERAGE PRICES

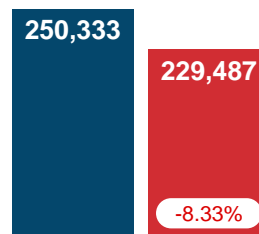
New Listings



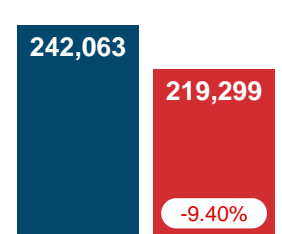
Pending Listings



List Price



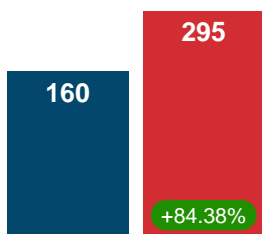
Sale Price



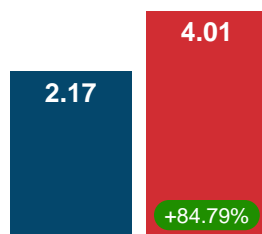
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

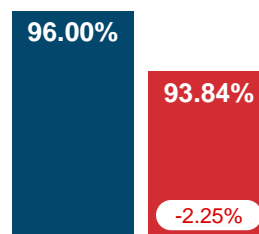
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

