

January 2023



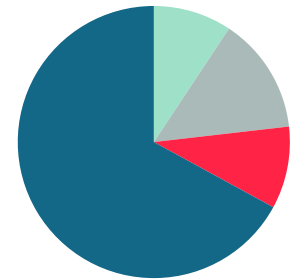
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



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%
Median List Price	223,920	217,500	-2.87%
Median Sale Price	220,668	208,000	-5.74%
Median Percent of Selling Price to List Price	98.57%	96.43%	-2.17%
Median Days on Market to Sale	18.00	19.00	5.56%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.74%** in January 2023 to \$208,000 versus the previous year at \$220,668.

Median Days on Market Lengthens

The median number of **19.00** days that homes spent on the market before selling increased by 1.00 days or **5.56%** in January 2023 compared to last year's same month at **18.00** DOM.

Sales Success for January 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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.

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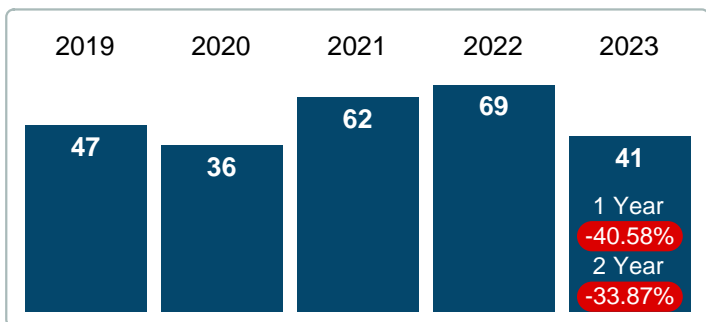
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



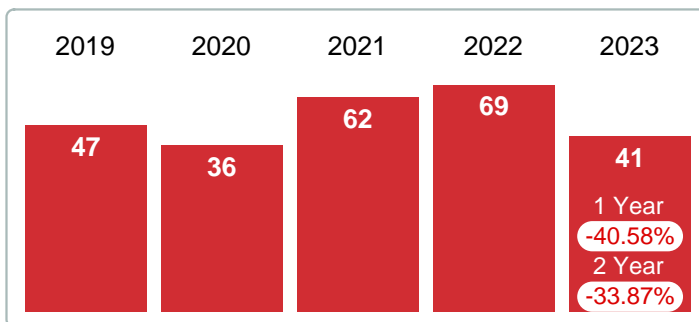
CLOSED LISTINGS

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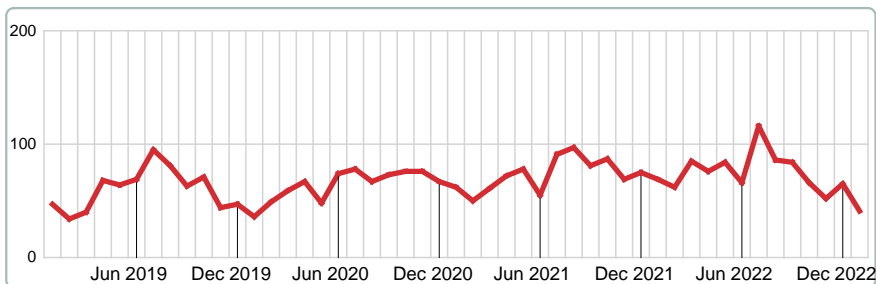
JANUARY



YEAR TO DATE (YTD)

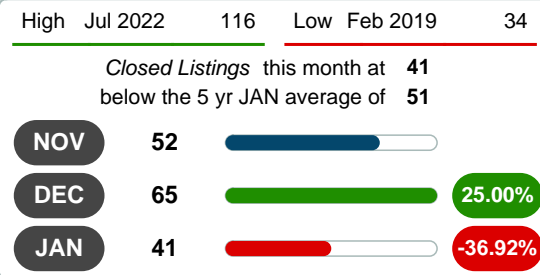


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.76%	3.0	4	0	0	0
\$50,001 - \$75,000	3	7.32%	19.0	1	2	0	0
\$75,001 - \$150,000	8	19.51%	29.0	1	7	0	0
\$150,001 - \$225,000	9	21.95%	22.0	2	5	2	0
\$225,001 - \$300,000	7	17.07%	19.0	0	5	2	0
\$300,001 - \$350,000	3	7.32%	7.0	0	2	1	0
\$350,001 and up	7	17.07%	33.0	0	2	4	1
Total Closed Units	41			8	23	9	1
Total Closed Volume	8,991,250	100%	19.0	708.00K	4.73M	3.20M	351.00K
Median Closed Price	\$208,000			\$51,500	\$199,000	\$321,750	\$351,000

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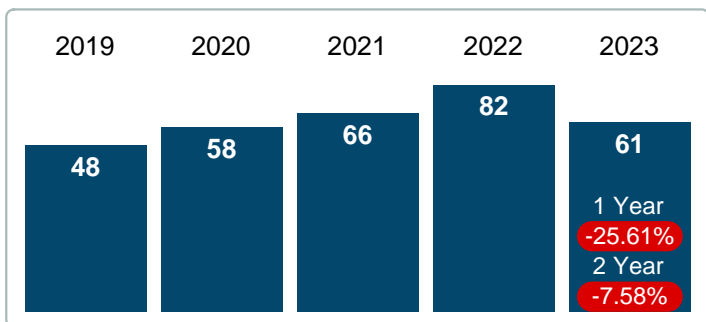
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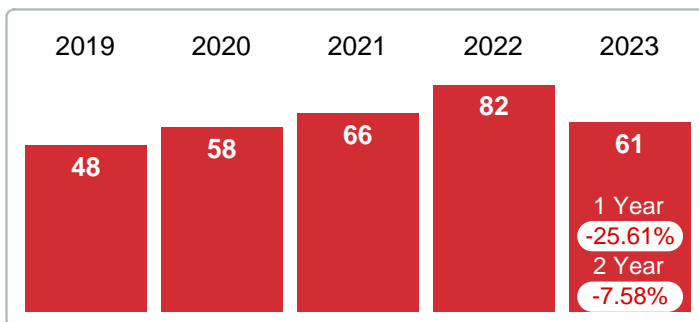
PENDING LISTINGS

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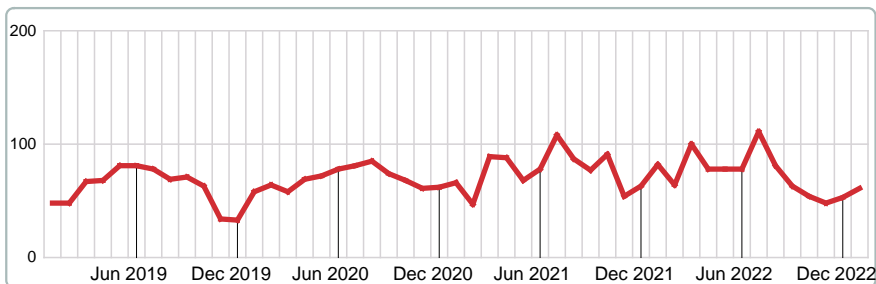
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

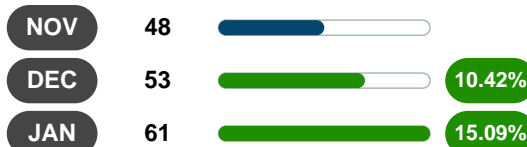


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.56%	10.0	2	2	0	0
\$75,001 - \$125,000	9	14.75%	19.0	3	6	0	0
\$125,001 - \$150,000	5	8.20%	51.0	2	3	0	0
\$150,001 - \$250,000	19	31.15%	29.0	1	17	1	0
\$250,001 - \$325,000	9	14.75%	35.0	1	6	2	0
\$325,001 - \$400,000	8	13.11%	24.5	0	6	2	0
\$400,001 and up	7	11.48%	24.0	0	4	2	1
Total Pending Units	61			9	44	7	1
Total Pending Volume	15,151,890	100%	24.0	1.10M	11.10M	2.45M	495.00K
Median Listing Price	\$217,500			\$110,000	\$218,750	\$330,000	\$495,000

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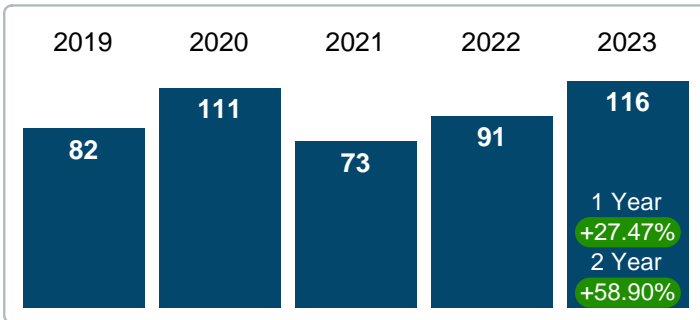
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



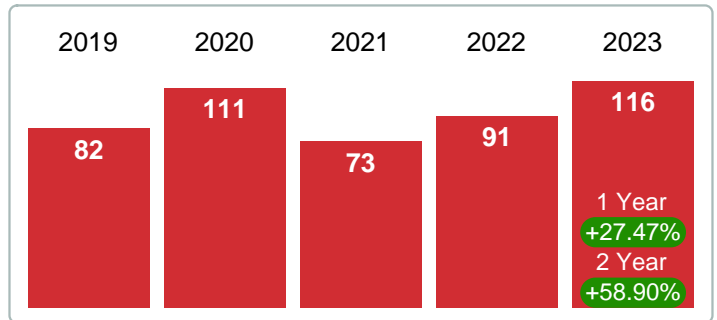
NEW LISTINGS

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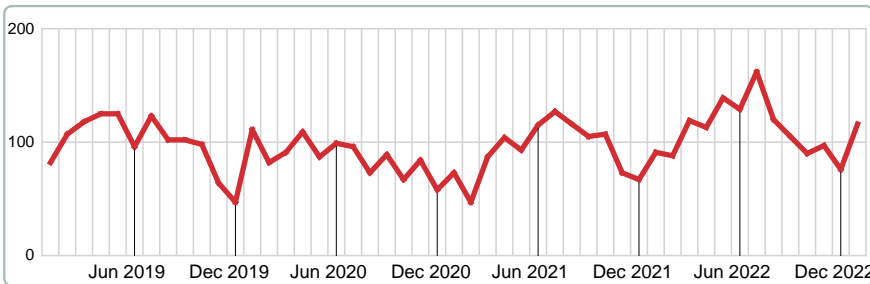
JANUARY



YEAR TO DATE (YTD)

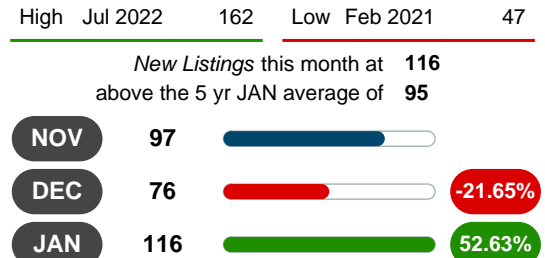


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Median New Listed Listing Price	\$247,450		\$120,000	\$249,950	\$309,000	\$358,500

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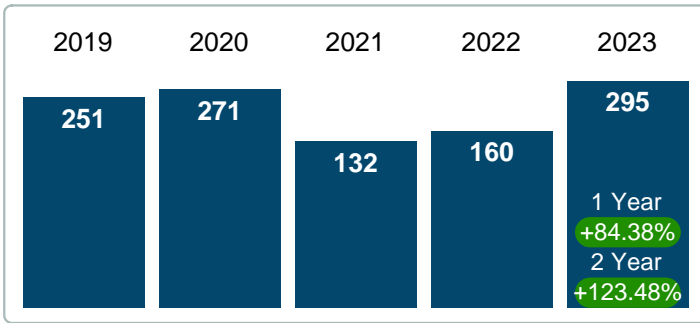
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



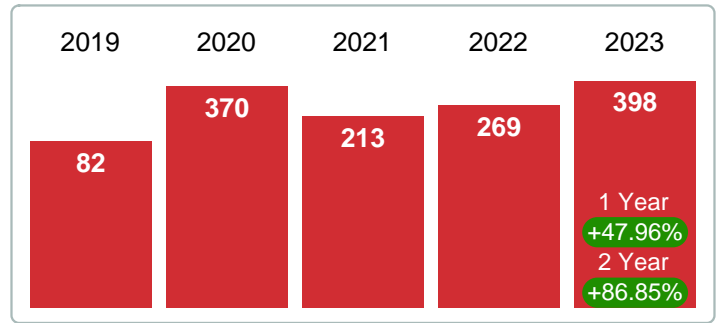
ACTIVE INVENTORY

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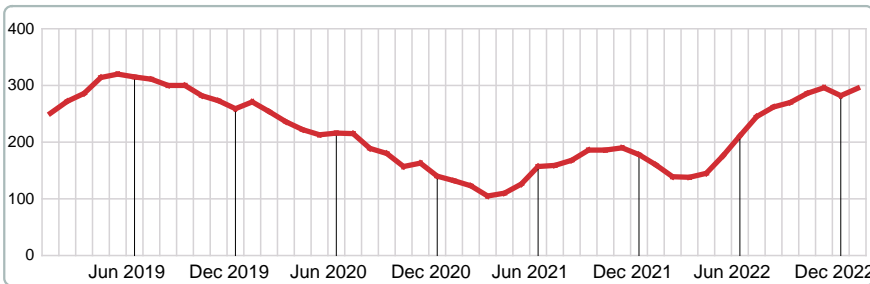
END OF JANUARY



ACTIVE DURING JANUARY

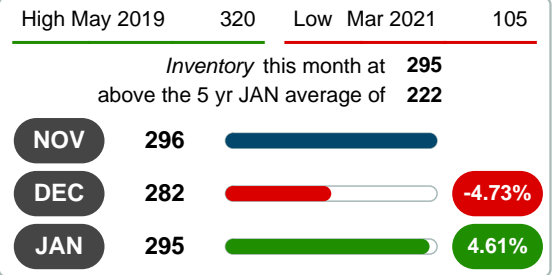


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 222



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	27	9.15%	58.0	16	10	1	0
\$100,001 - \$150,000	31	10.51%	70.0	12	14	4	1
\$150,001 - \$200,000	48	16.27%	69.0	6	33	8	1
\$200,001 - \$275,000	59	20.00%	66.0	3	43	13	0
\$275,001 - \$375,000	54	18.31%	68.5	5	30	18	1
\$375,001 - \$725,000	48	16.27%	116.5	2	25	18	3
\$725,001 and up	28	9.49%	107.0	3	11	11	3
Total Active Inventory by Units	295			47	166	73	9
Total Active Inventory by Volume	118,087,303	100%	74.0	10.25M	61.38M	36.40M	10.05M
Median Active Inventory Listing Price	\$253,331			\$125,000	\$250,000	\$309,000	\$575,000

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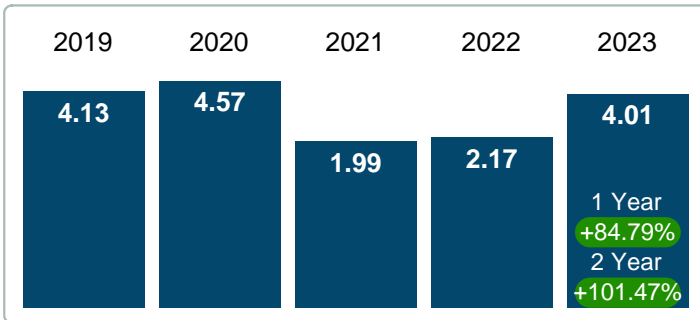
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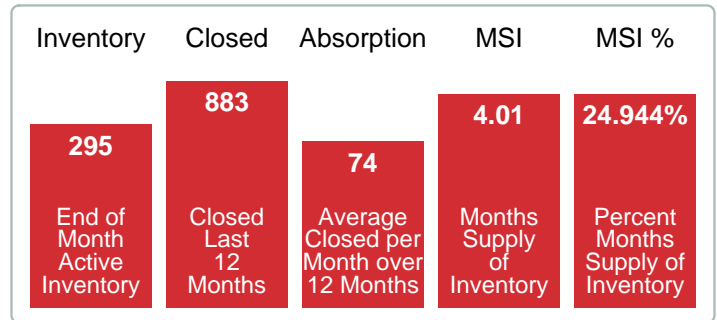
MONTHS SUPPLY of INVENTORY (MSI)

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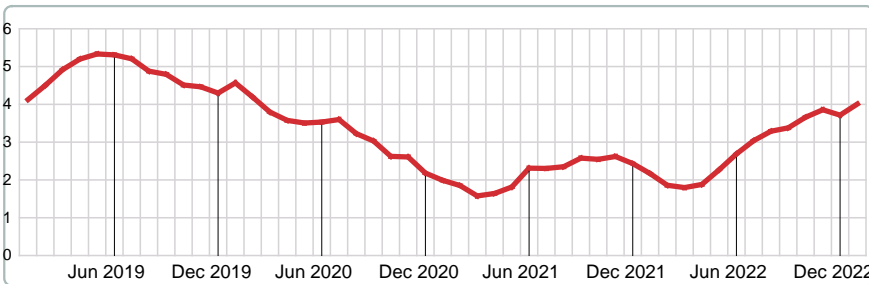
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

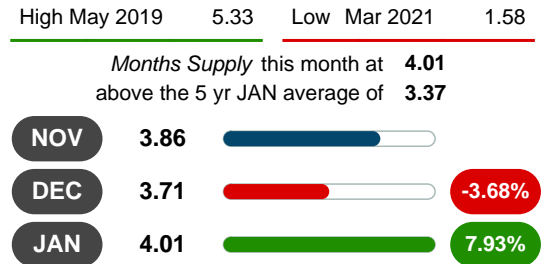


5 YEAR MARKET ACTIVITY TRENDS



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

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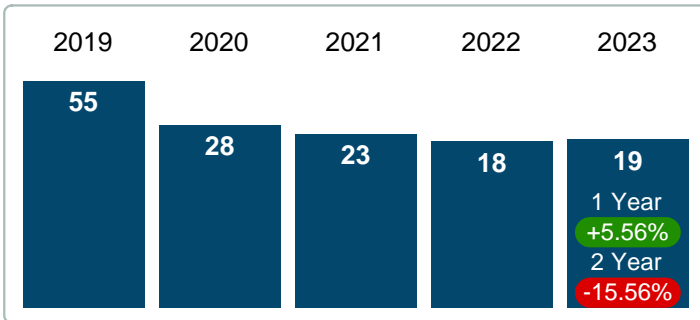
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



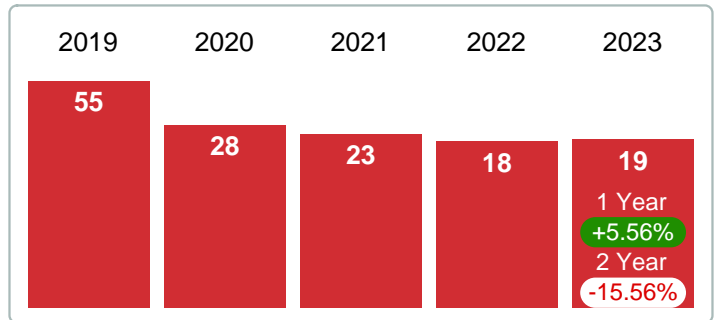
MEDIAN DAYS ON MARKET TO SALE

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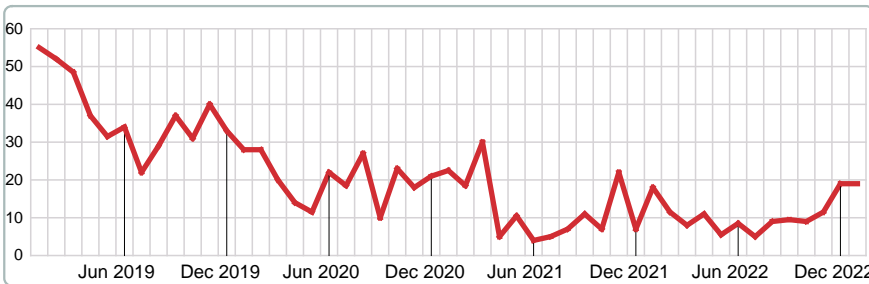
JANUARY



YEAR TO DATE (YTD)

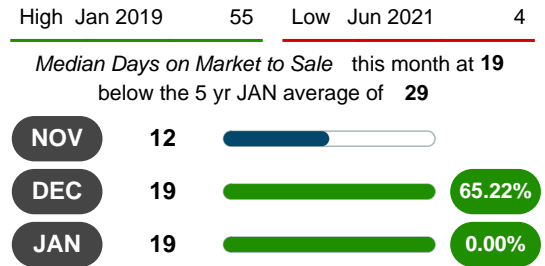


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



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
\$50,000 and less	9.76%	3	3	0	0	0
\$50,001 - \$75,000	7.32%	19	17	19	0	0
\$75,001 - \$150,000	19.51%	29	23	35	0	0
\$150,001 - \$225,000	21.95%	22	97	3	48	0
\$225,001 - \$300,000	17.07%	19	0	17	42	0
\$300,001 - \$350,000	7.32%	7	0	22	1	0
\$350,001 and up	17.07%	33	0	29	49	12
Median Closed DOM		19	13	19	38	12
Total Closed Units	100%	41	8	23	9	1
Total Closed Volume		8,991,250	708.00K	4.73M	3.20M	351.00K

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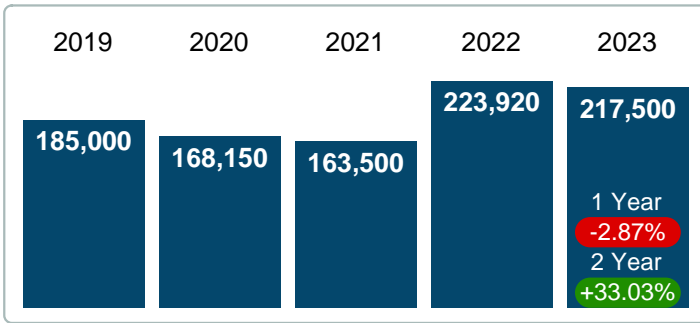
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



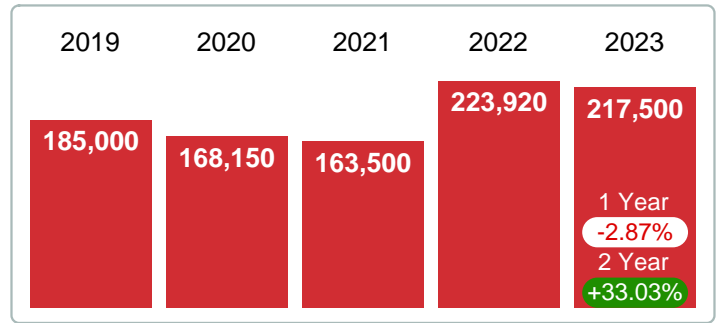
MEDIAN LIST PRICE AT CLOSING

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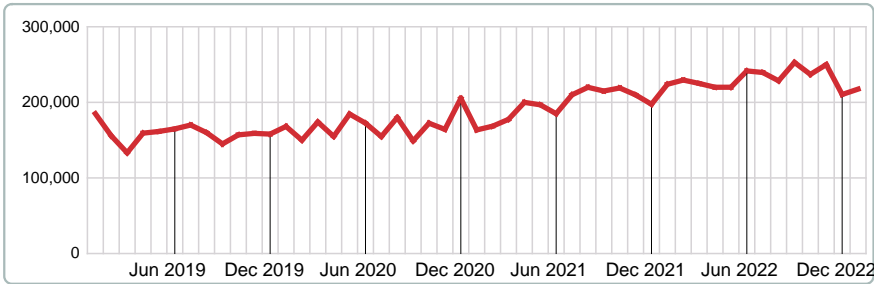
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

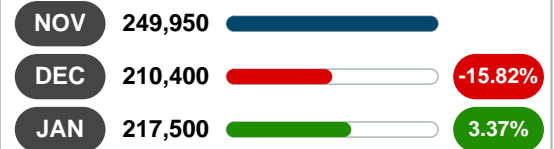


3 MONTHS

5 year JAN AVG = 191,614

High Sep 2022 252,800 Low Mar 2019 133,250

Median List Price at Closing this month at **217,500**
above the 5 yr JAN average of **191,614**



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
\$50,000 and less	3	7.32%	35,000	35,000	0	0	0
\$50,001 - \$75,000	3	7.32%	62,500	58,700	75,000	0	0
\$75,001 - \$150,000	7	17.07%	110,000	125,000	106,500	0	0
\$150,001 - \$225,000	9	21.95%	195,000	197,250	193,000	204,250	0
\$225,001 - \$300,000	8	19.51%	259,500	0	259,500	255,000	0
\$300,001 - \$350,000	3	7.32%	321,750	0	324,950	321,750	0
\$350,001 and up	8	19.51%	389,000	0	359,000	514,500	389,000
Median List Price			217,500	58,700	217,500	321,750	389,000
Total Closed Units		100%	217,500	8	23	9	1
Total Closed Volume			9,408,950	748.90K	4.97M	3.31M	389.00K

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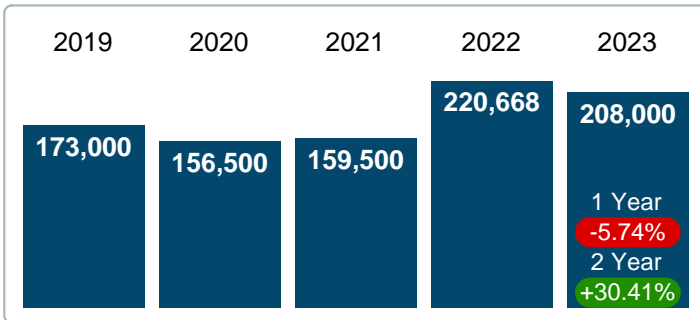
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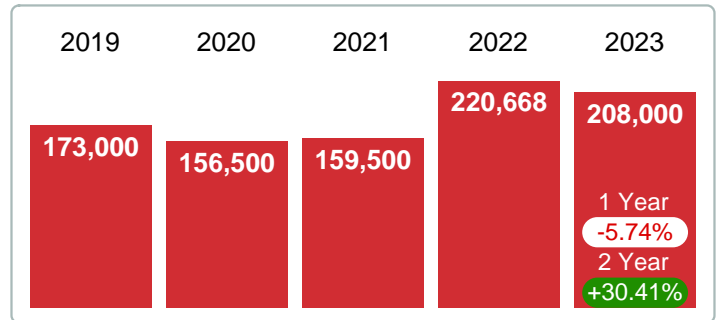
MEDIAN SOLD PRICE AT CLOSING

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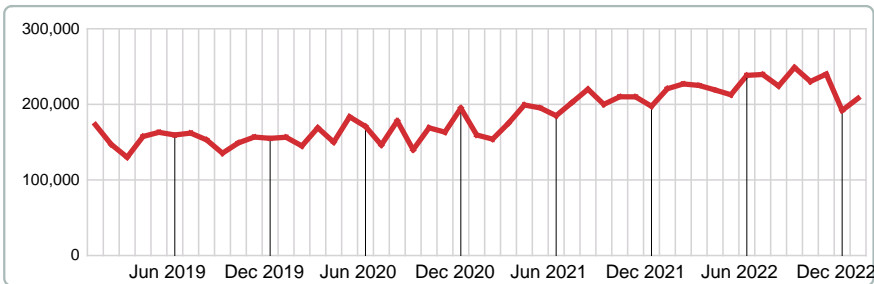
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 183,534

High Sep 2022 248,750 Low Mar 2019 130,000

Median Sold Price at Closing this month at **208,000** above the 5 yr JAN average of **183,534**



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
\$50,000 and less	4	9.76%	36,000	36,000	0	0	0
\$50,001 - \$75,000	3	7.32%	60,000	55,000	60,000	0	0
\$75,001 - \$150,000	8	19.51%	124,000	118,000	130,000	0	0
\$150,001 - \$225,000	9	21.95%	204,000	194,000	199,000	206,000	0
\$225,001 - \$300,000	7	17.07%	250,000	0	265,000	247,500	0
\$300,001 - \$350,000	3	7.32%	340,000	0	343,250	321,750	0
\$350,001 and up	7	17.07%	389,000	0	374,000	504,500	351,000
Median Sold Price			208,000	51,500	199,000	321,750	351,000
Total Closed Units		100%	208,000	8	23	9	1
Total Closed Volume			8,991,250	708.00K	4.73M	3.20M	351.00K

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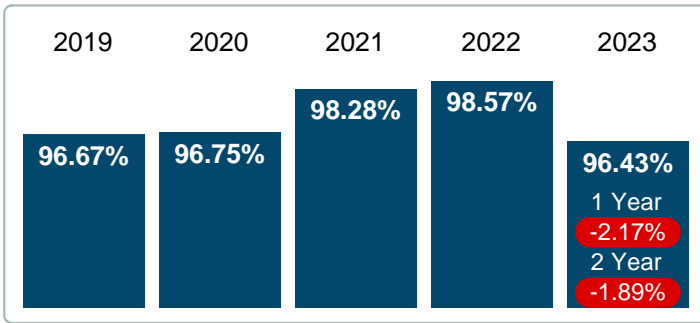
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



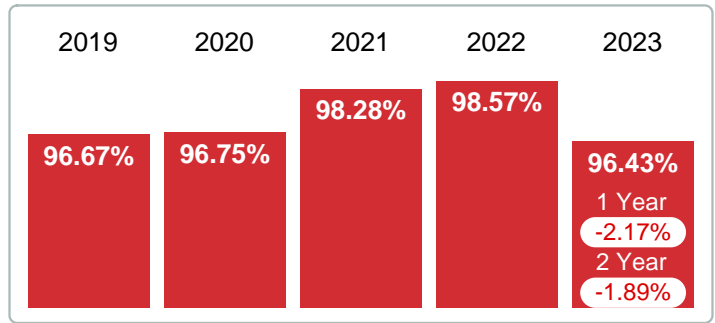
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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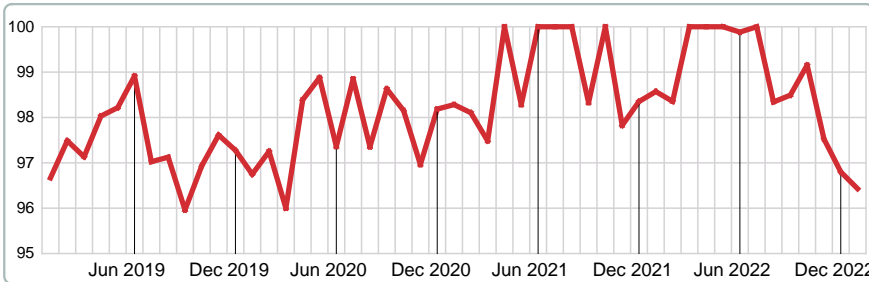
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

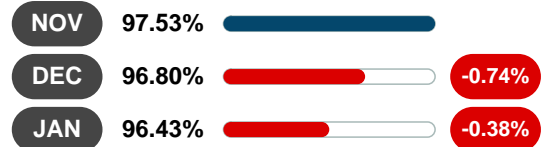


3 MONTHS

5 year JAN AVG = 97.34%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **96.43%**
below the 5 yr JAN average of **97.34%**



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	
\$50,000 and less	4	9.76%	86.57%	86.57%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	3	7.32%	80.00%	88.00%	77.55%	0.00%	0.00%	
\$75,001 - \$150,000	8	19.51%	93.25%	94.40%	92.11%	0.00%	0.00%	
\$150,001 - \$225,000	9	21.95%	97.61%	98.23%	94.87%	100.93%	0.00%	
\$225,001 - \$300,000	7	17.07%	98.00%	0.00%	100.00%	97.08%	0.00%	
\$300,001 - \$350,000	3	7.32%	100.00%	0.00%	98.80%	100.00%	0.00%	
\$350,001 and up	7	17.07%	96.43%	0.00%	100.00%	95.96%	90.23%	
Median Sold/List Ratio		96.43%		91.20%	96.65%	97.61%	90.23%	
Total Closed Units		41	100%	96.43%	8	23	9	1
Total Closed Volume		8,991,250			708.00K	4.73M	3.20M	351.00K

January 2023



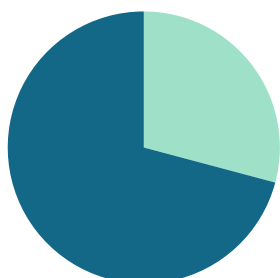
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

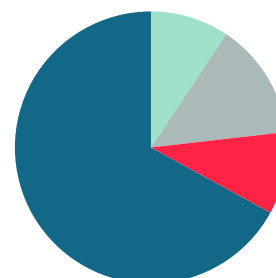


Inventory
 New Listings
116 = 29.15%
 Start Inventory
282
 Total Inventory Units
398
 Volume
\$149,598,443

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%
Median List Price	223,920	217,500	-2.87%	223,920	217,500	-2.87%
Median Sale Price	220,668	208,000	-5.74%	220,668	208,000	-5.74%
Median Percent of Selling Price to List Price	98.57%	96.43%	-2.17%	98.57%	96.43%	-2.17%
Median Days on Market to Sale	18.00	19.00	5.56%	18.00	19.00	5.56%
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

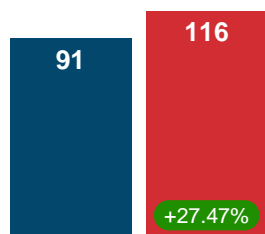
Inventory on January 31, 2023 = **295**

2022 **2023**

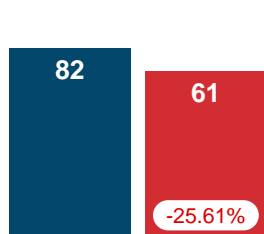
JANUARY MARKET

MEDIAN PRICES

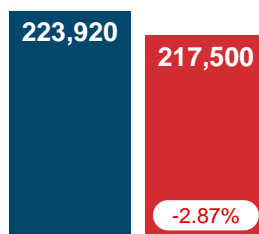
New Listings



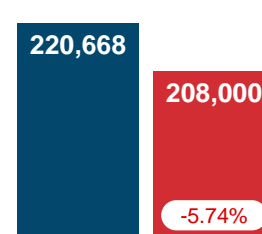
Pending Listings



List Price



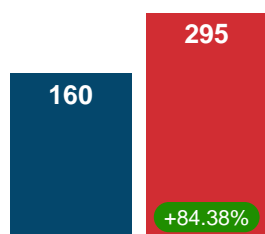
Sale Price



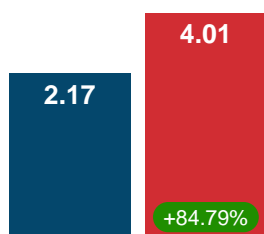
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

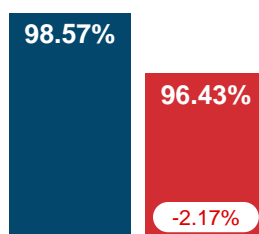
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

