

July 2023



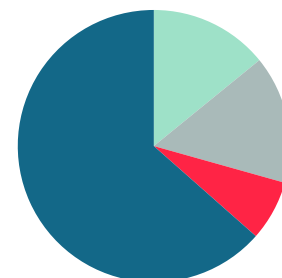
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	July 2023	+/-%
Closed Listings	116	77	-33.62%
Pending Listings	111	83	-25.23%
New Listings	162	115	-29.01%
Average List Price	295,090	272,541	-7.64%
Average Sale Price	287,587	263,055	-8.53%
Average Percent of Selling Price to List Price	97.65%	97.35%	-0.31%
Average Days on Market to Sale	20.67	47.55	130.00%
End of Month Inventory	245	346	41.22%
Months Supply of Inventory	3.04	5.26	73.09%



Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of July 31, 2023 = **346**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **41.22%** to 346 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **5.26** 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 **8.53%** in July 2023 to \$263,055 versus the previous year at \$287,587.

Average Days on Market Lengthens

The average number of **47.55** days that homes spent on the market before selling increased by 26.87 days or **130.00%** in July 2023 compared to last year's same month at **20.67** DOM.

Sales Success for July 2023 is Positive

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

There were 115 New Listings in July 2023, down **29.01%** from last year at 162. Furthermore, there were 77 Closed Listings this month versus last year at 116, a **-33.62%** decrease.

Closed versus Listed trends yielded a **67.0%** ratio, down from previous year's, July 2022, at **71.6%**, a **6.49%** 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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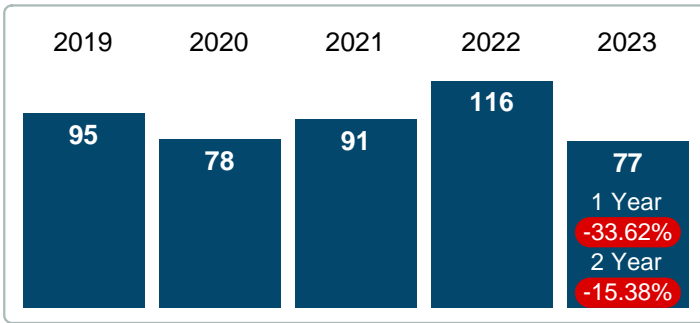
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



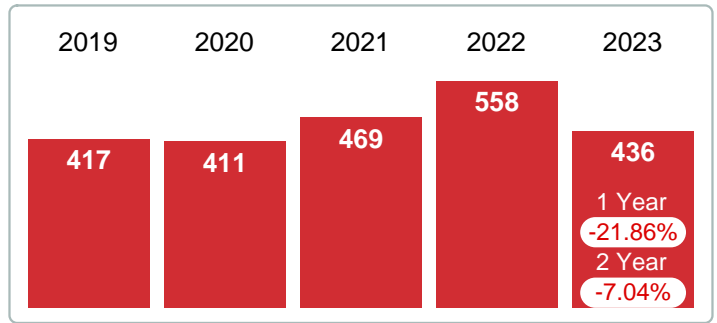
CLOSED LISTINGS

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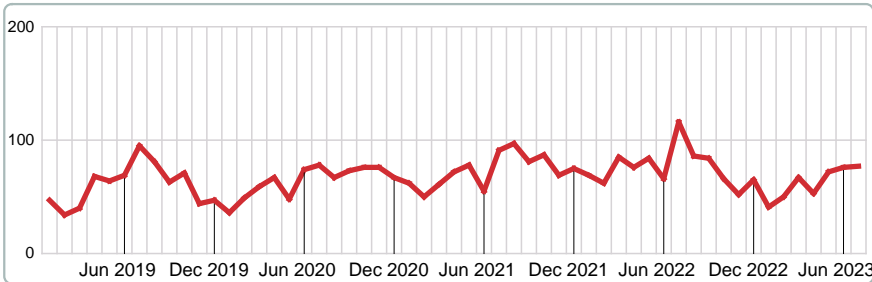
JULY



YEAR TO DATE (YTD)

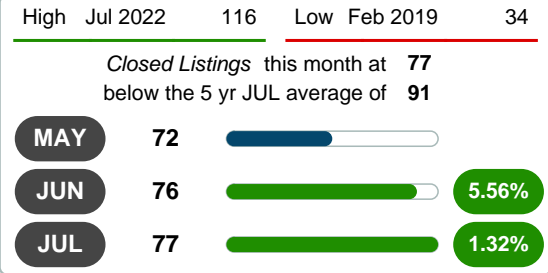


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 91



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	5.19%	42.0	1	3	0	0
\$75,001 - \$150,000	11	14.29%	52.0	3	6	1	1
\$150,001 - \$200,000	11	14.29%	21.1	2	7	2	0
\$200,001 - \$250,000	12	15.58%	58.1	1	6	5	0
\$250,001 - \$325,000	22	28.57%	35.6	0	14	8	0
\$325,001 - \$375,000	8	10.39%	55.1	0	5	3	0
\$375,001 and up	9	11.69%	85.3	0	3	4	2
Total Closed Units	77			7	44	23	3
Total Closed Volume	20,255,200	100%	47.5	895.90K	10.40M	7.79M	1.17M
Average Closed Price	\$263,055			\$127,986	\$236,305	\$338,691	\$390,667

July 2023



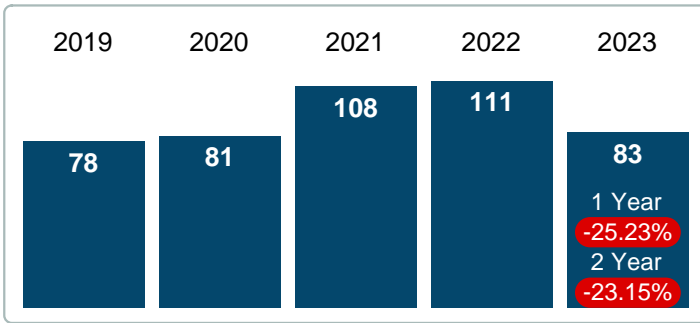
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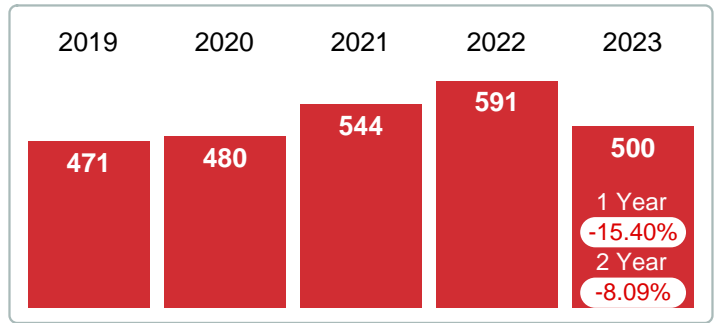
PENDING LISTINGS

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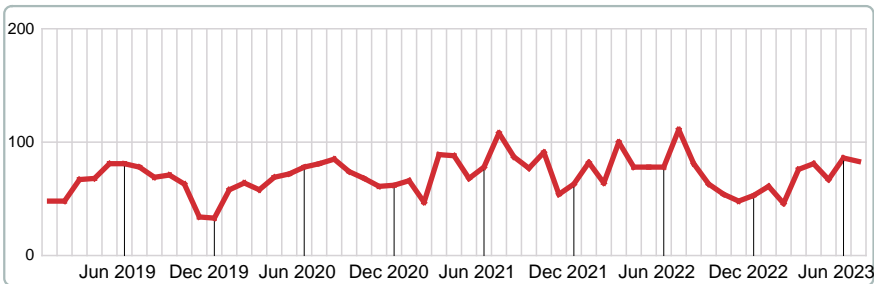
JULY



YEAR TO DATE (YTD)

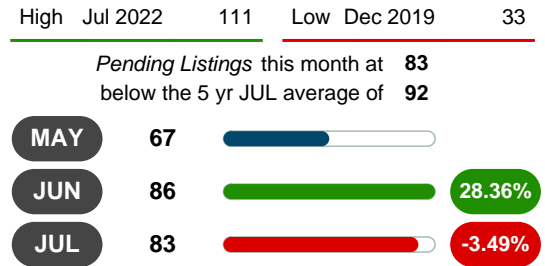


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 92



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	4.82%	17.3	2	2	0	0
\$75,001 - \$125,000	9	10.84%	61.2	5	3	1	0
\$125,001 - \$175,000	13	15.66%	44.3	4	8	1	0
\$175,001 - \$250,000	17	20.48%	56.6	0	14	2	1
\$250,001 - \$325,000	21	25.30%	48.9	0	14	7	0
\$325,001 - \$525,000	10	12.05%	79.7	0	7	3	0
\$525,001 and up	9	10.84%	62.2	2	3	3	1
Total Pending Units	83			13	51	17	2
Total Pending Volume	27,366,048	100%	34.2	2.50M	15.44M	7.20M	2.22M
Average Listing Price	\$242,013			\$192,254	\$302,815	\$423,599	\$1,110,995

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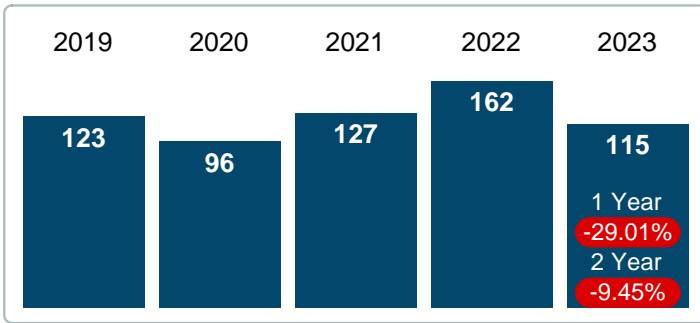
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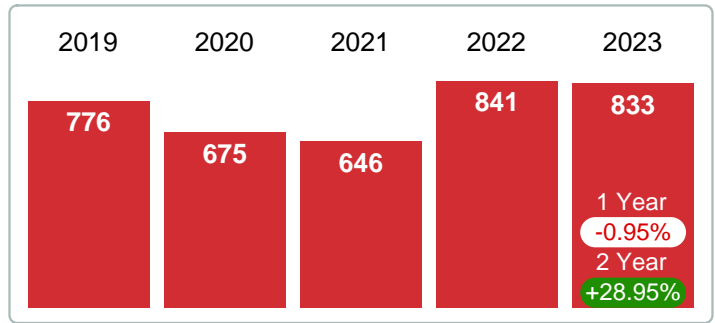
NEW LISTINGS

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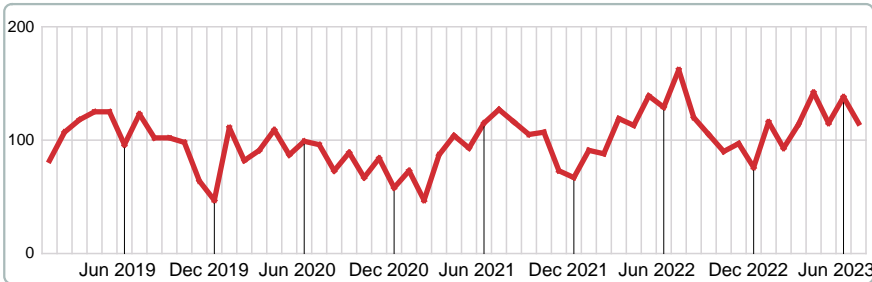
JULY



YEAR TO DATE (YTD)

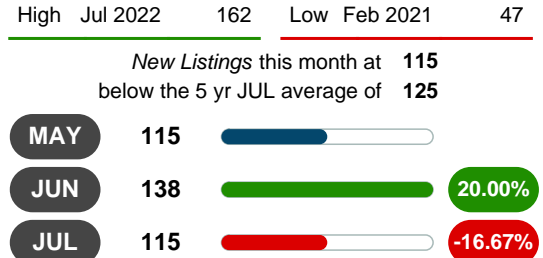


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 125



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	2.61%	2	1	0	0
\$75,001 - \$175,000	21	18.26%	5	16	0	0
\$175,001 - \$225,000	15	13.04%	3	11	1	0
\$225,001 - \$325,000	31	26.96%	0	18	13	0
\$325,001 - \$425,000	19	16.52%	0	8	8	3
\$425,001 - \$575,000	13	11.30%	0	10	3	0
\$575,001 and up	13	11.30%	0	5	5	3
Total New Listed Units	115		10	69	30	6
Total New Listed Volume	42,273,118	100%	1.22M	22.40M	14.58M	4.08M
Average New Listed Listing Price	\$259,186		\$121,980	\$324,650	\$485,883	\$679,333

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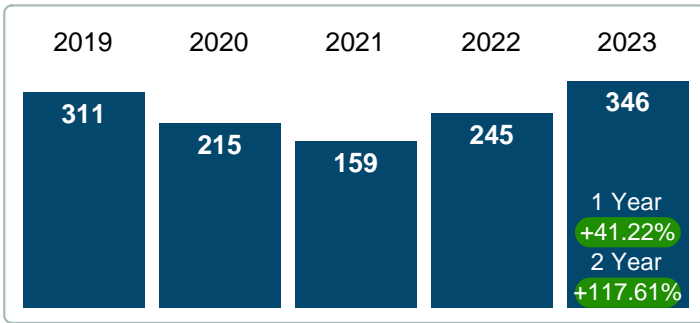
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



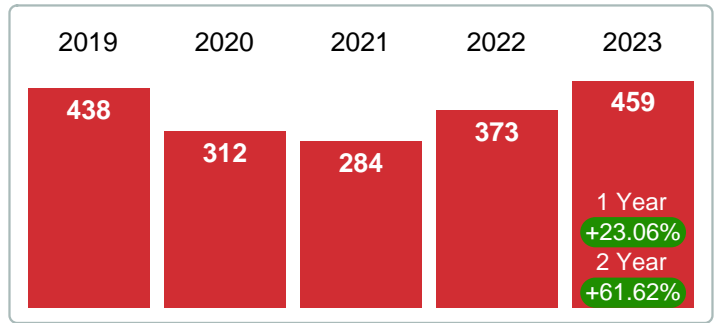
ACTIVE INVENTORY

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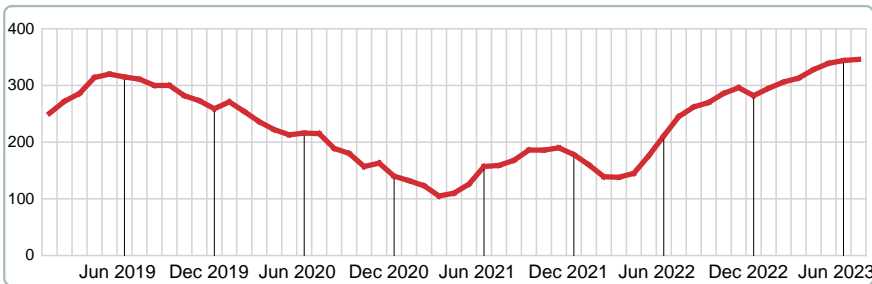
END OF JULY



ACTIVE DURING JULY

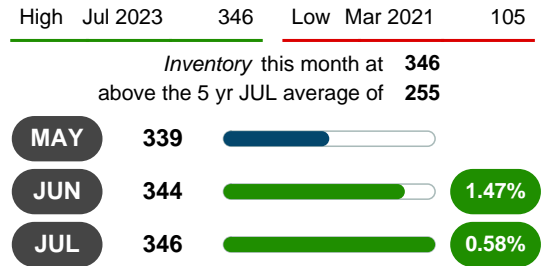


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 255



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	29	8.38%	67.2	10	16	3	0
\$125,001 - \$175,000	33	9.54%	75.6	7	23	3	0
\$175,001 - \$250,000	56	16.18%	74.2	6	39	9	2
\$250,001 - \$375,000	92	26.59%	72.8	6	52	31	3
\$375,001 - \$525,000	56	16.18%	85.6	2	34	14	6
\$525,001 - \$825,000	46	13.29%	81.2	5	23	13	5
\$825,001 and up	34	9.83%	110.3	3	10	12	9
Total Active Inventory by Units	346			39	197	85	25
Total Active Inventory by Volume	160,638,817	100%	79.7	14.48M	77.32M	44.99M	23.85M
Average Active Inventory Listing Price	\$464,274			\$371,308	\$392,489	\$529,285	\$953,931

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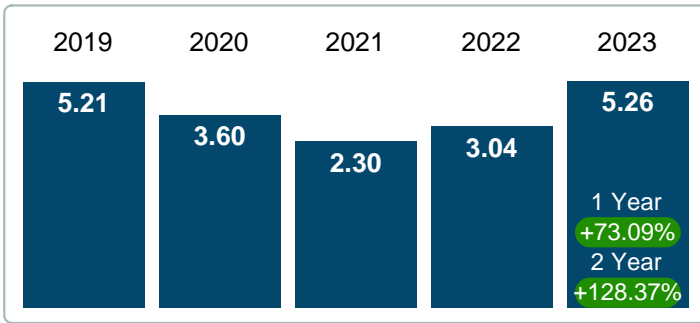
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



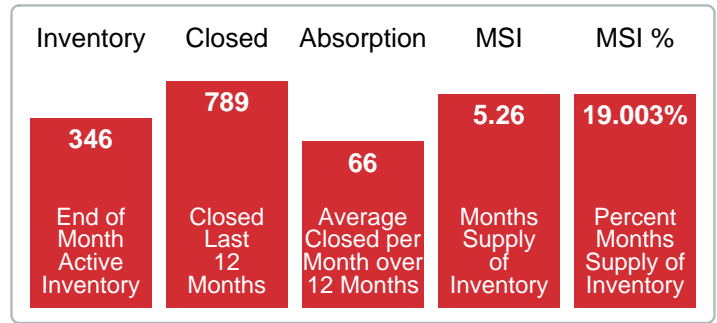
MONTHS SUPPLY of INVENTORY (MSI)

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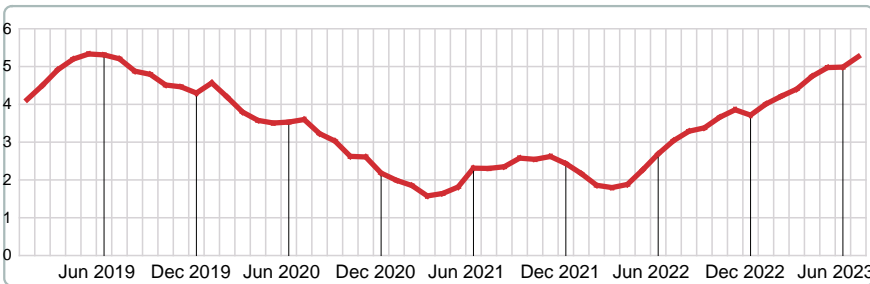
MSI FOR JULY



INDICATORS FOR JULY 2023

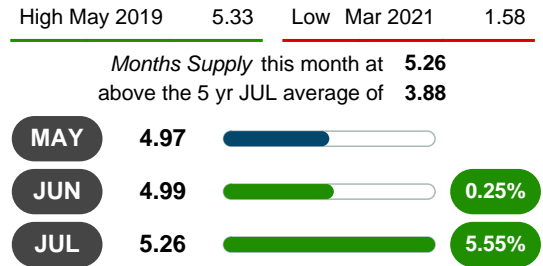


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.88



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
\$125,000 and less	29	8.38%	2.47	1.64	3.20	7.20	0.00
\$125,001 - \$175,000	33	9.54%	3.30	3.36	3.49	2.25	0.00
\$175,001 - \$250,000	56	16.18%	3.29	5.54	2.96	3.48	12.00
\$250,001 - \$375,000	92	26.59%	4.84	6.00	4.36	5.24	18.00
\$375,001 - \$525,000	56	16.18%	11.39	8.00	17.00	6.72	10.29
\$525,001 - \$825,000	46	13.29%	22.08	60.00	46.00	13.00	10.00
\$825,001 and up	34	9.83%	34.00	36.00	24.00	28.80	108.00
Market Supply of Inventory (MSI)			5.26	3.66	4.98	6.18	14.29
Total Active Inventory by Units		100%	5.26	39	197	85	25

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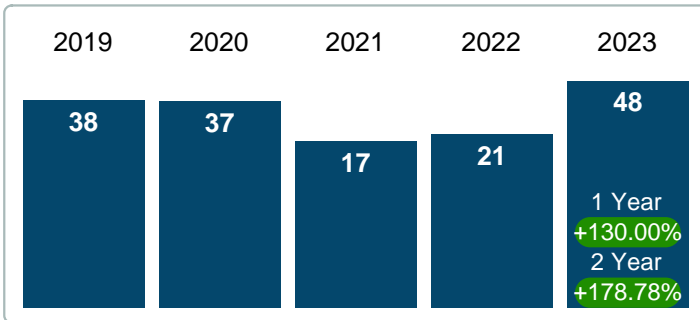
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



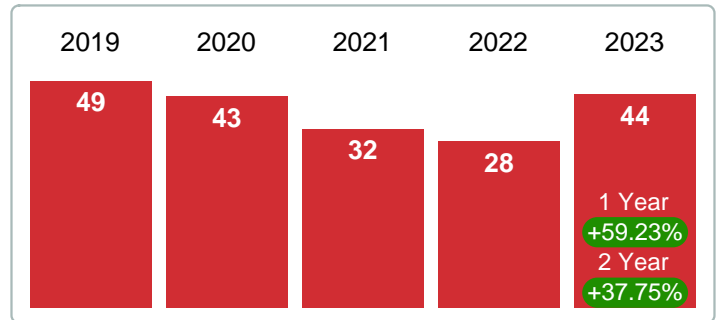
AVERAGE DAYS ON MARKET TO SALE

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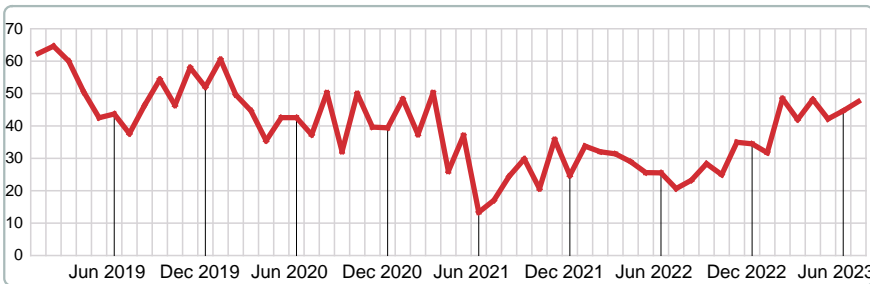
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 32

High Feb 2019 65 Low Jun 2021 13

Average Days on Market to Sale this month at 48 above the 5 yr JUL average of 32



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	5.19%	42	34	45	0	0
\$75,001 - \$150,000	14.29%	52	6	68	7	142
\$150,001 - \$200,000	14.29%	21	5	27	17	0
\$200,001 - \$250,000	15.58%	58	47	49	72	0
\$250,001 - \$325,000	28.57%	36	0	46	17	0
\$325,001 - \$375,000	10.39%	55	0	52	60	0
\$375,001 and up	11.69%	85	0	137	68	43
Average Closed DOM		48	15	53	43	76
Total Closed Units	100%	48	7	44	23	3
Total Closed Volume		20,255,200	895.90K	10.40M	7.79M	1.17M

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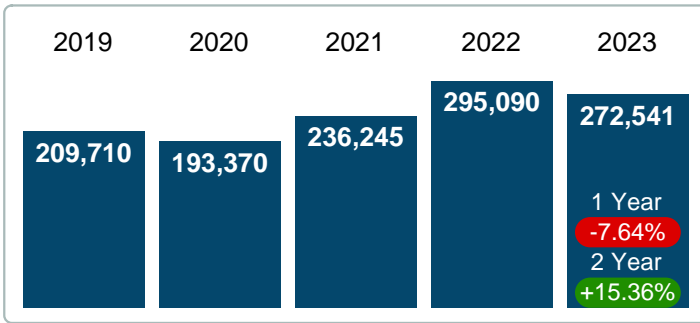
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



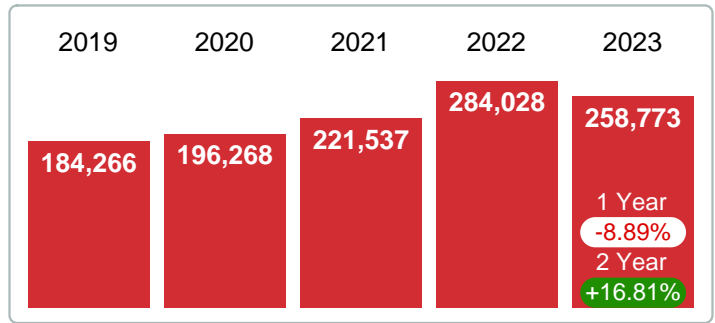
AVERAGE LIST PRICE AT CLOSING

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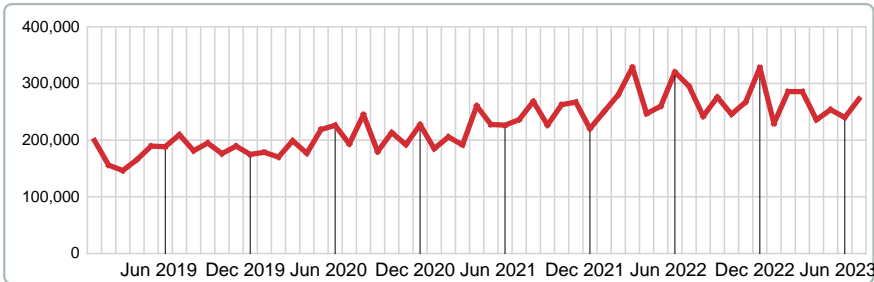
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

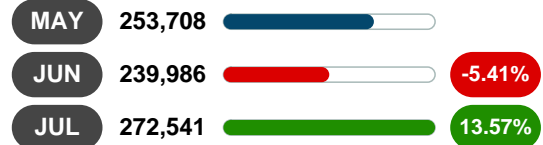


3 MONTHS

5 year JUL AVG = 241,391

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

Average List Price at Closing this month at **272,541** above the 5 yr JUL average of **241,391**



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	5.19%	60,225	40,000	66,967	0	0
\$75,001 - \$150,000	12.99%	115,785	92,467	134,225	120,000	120,000
\$150,001 - \$200,000	12.99%	169,140	171,000	184,286	169,750	0
\$200,001 - \$250,000	15.58%	230,375	249,000	234,472	238,400	0
\$250,001 - \$325,000	28.57%	268,742	0	284,900	261,675	0
\$325,001 - \$375,000	10.39%	349,613	0	353,600	362,600	0
\$375,001 and up	14.29%	583,798	0	421,827	829,850	540,000
Average List Price		272,541	129,771	243,754	354,439	400,000
Total Closed Units	100%	272,541	7	44	23	3
Total Closed Volume		20,985,660	908.40K	10.73M	8.15M	1.20M

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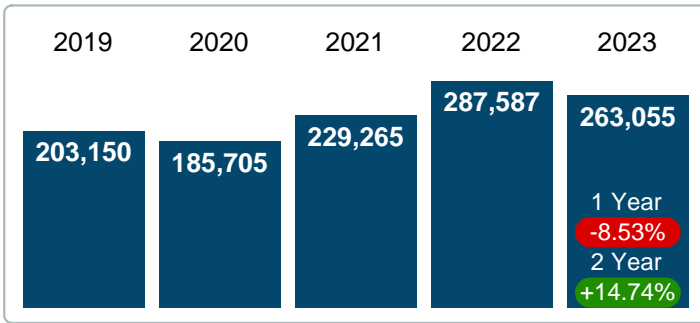
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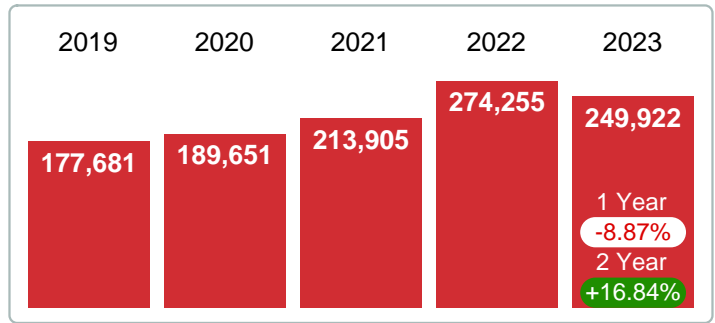
AVERAGE SOLD PRICE AT CLOSING

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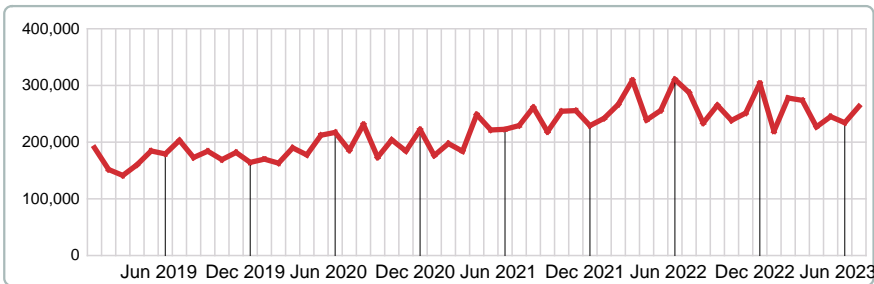
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

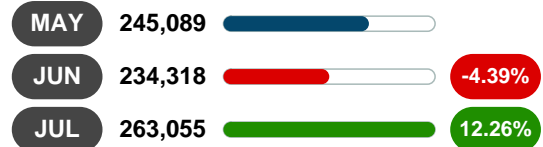


3 MONTHS

5 year JUL AVG = 233,752

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

Average Sold Price at Closing this month at **263,055** above the 5 yr JUL average of **233,752**



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	4	5.19%	56,625	37,500	63,000	0	
\$75,001 - \$150,000	11	14.29%	113,964	92,467	122,700	135,000	
\$150,001 - \$200,000	11	14.29%	177,136	166,000	182,214	170,500	
\$200,001 - \$250,000	12	15.58%	231,317	249,000	231,667	227,360	
\$250,001 - \$325,000	22	28.57%	270,345	0	275,871	260,675	
\$325,001 - \$375,000	8	10.39%	352,350	0	348,600	358,600	
\$375,001 and up	9	11.69%	587,156	0	400,500	753,975	
Average Sold Price		263,055		127,986	236,305	338,691	390,667
Total Closed Units		77	100%	263,055	7	44	23
Total Closed Volume		20,255,200			895.90K	10.40M	7.79M

July 2023



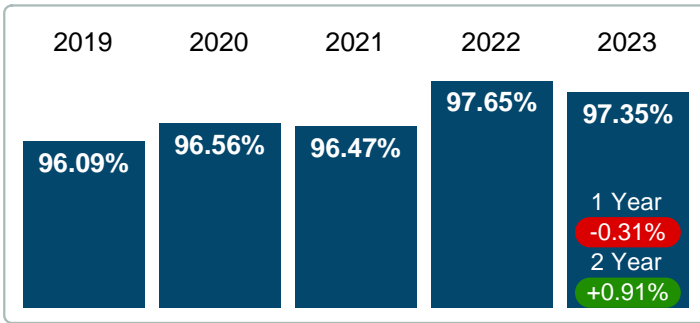
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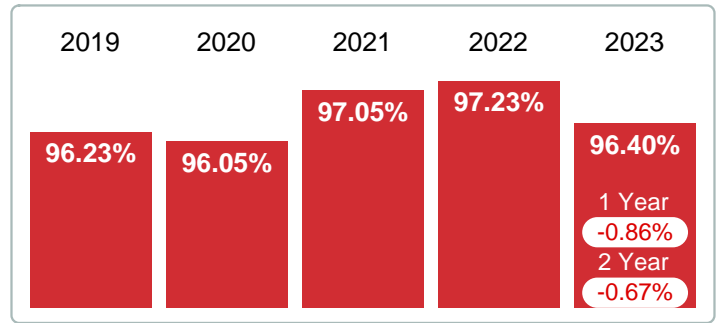
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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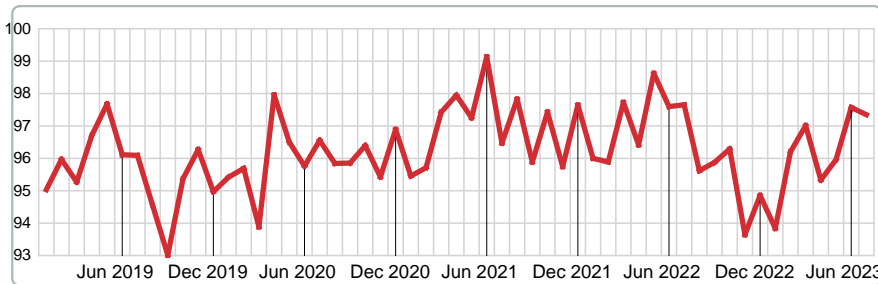
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

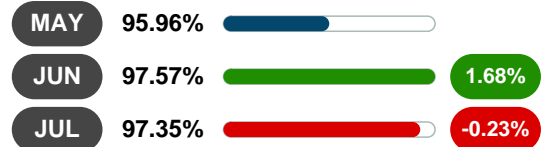


3 MONTHS

5 year JUL AVG = 96.82%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **97.35%** equal to 5 yr JUL average of **96.82%**



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	5.19%	94.18%	93.75%	94.33%	0.00%	0.00%
\$75,001 - \$150,000	11	14.29%	95.37%	100.00%	91.50%	112.50%	87.50%
\$150,001 - \$200,000	11	14.29%	99.33%	96.97%	99.69%	100.44%	0.00%
\$200,001 - \$250,000	12	15.58%	97.65%	100.00%	98.82%	95.77%	0.00%
\$250,001 - \$325,000	22	28.57%	98.06%	0.00%	97.17%	99.62%	0.00%
\$325,001 - \$375,000	8	10.39%	98.88%	0.00%	98.85%	98.92%	0.00%
\$375,001 and up	9	11.69%	95.23%	0.00%	95.04%	93.60%	98.79%
Average Sold/List Ratio			97.30%	98.24%	96.87%	98.28%	95.02%
Total Closed Units		100%	97.30%	7	44	23	3
Total Closed Volume				895.90K	10.40M	7.79M	1.17M

July 2023



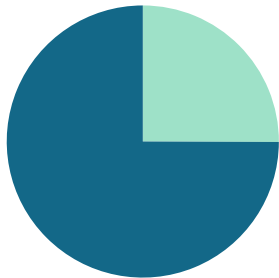
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

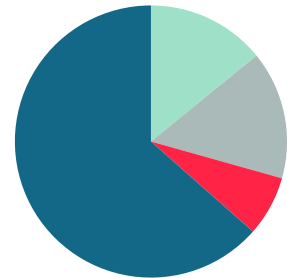


Inventory
 New Listings
115 = 25.05%
 Start Inventory
344
 Total Inventory Units
459
 Volume
\$198,240,273

Market Activity

Closed Sales
77 = 14.13%
 Pending Sales
83 = 15.23%
 Other Off Market
39 = 7.16%
 Active Inventory
346 = 63.49%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	116	77	-33.62%	558	436	-21.86%
Pending Sales	111	83	-25.23%	591	500	-15.40%
New Listings	162	115	-29.01%	841	833	-0.95%
Average List Price	295,090	272,541	-7.64%	284,028	258,773	-8.89%
Average Sale Price	287,587	263,055	-8.53%	274,255	249,922	-8.87%
Average Percent of Selling Price to List Price	97.65%	97.35%	-0.31%	97.23%	96.40%	-0.86%
Average Days on Market to Sale	20.67	47.55	130.00%	27.63	43.99	59.23%
Monthly Inventory	245	346	41.22%	245	346	41.22%
Months Supply of Inventory	3.04	5.26	73.09%	3.04	5.26	73.09%

Absorption: Last 12 months, an Average of **66** Sales/Month

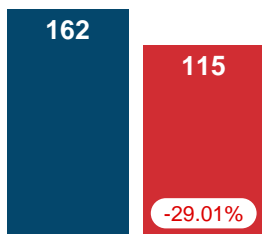
Inventory on July 31, 2023 = **346**

2022 **2023**

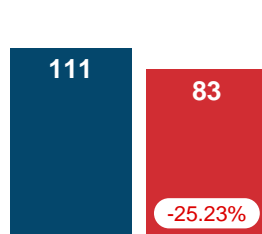
JULY MARKET

AVERAGE PRICES

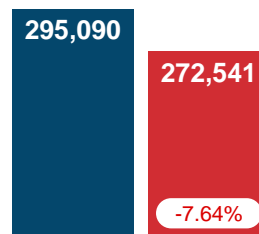
New Listings



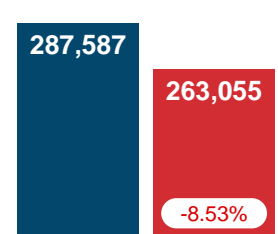
Pending Listings



List Price



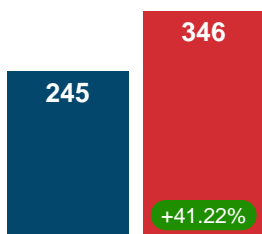
Sale Price



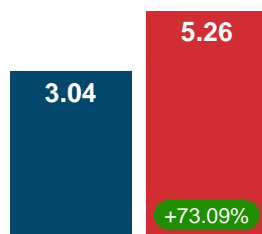
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

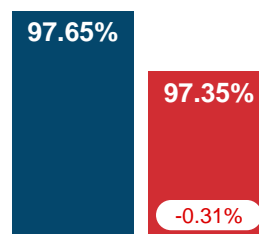
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

