

## July 2023



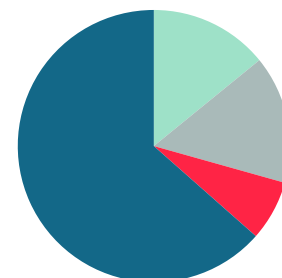
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential  
Property Type



## 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%
Median List Price	239,500	254,900	6.43%
Median Sale Price	239,500	251,000	4.80%
Median Percent of Selling Price to List Price	100.00%	98.69%	-1.31%
Median Days on Market to Sale	5.00	28.00	460.00%
End of Month Inventory	245	346	41.22%
Months Supply of Inventory	3.04	5.26	73.09%



■ Closed (14.13%)  
■ Pending (15.23%)  
■ Other OffMarket (7.16%)  
■ Active (63.49%)

**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.

## Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.80%** in July 2023 to \$251,000 versus the previous year at \$239,500.

## Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 23.00 days or **460.00%** in July 2023 compared to last year's same month at **5.00** DOM.

## Sales Success for July 2023 is Positive

Overall, with Median Prices going up 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.

## 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# July 2023



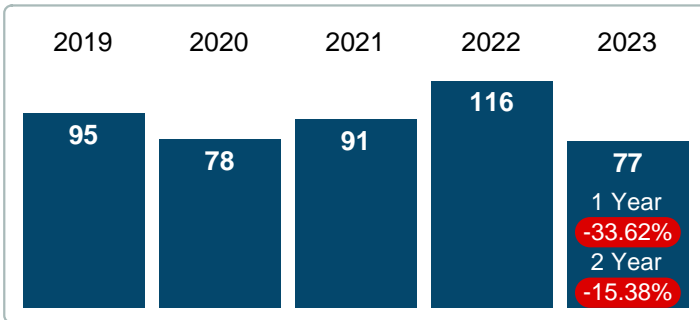
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



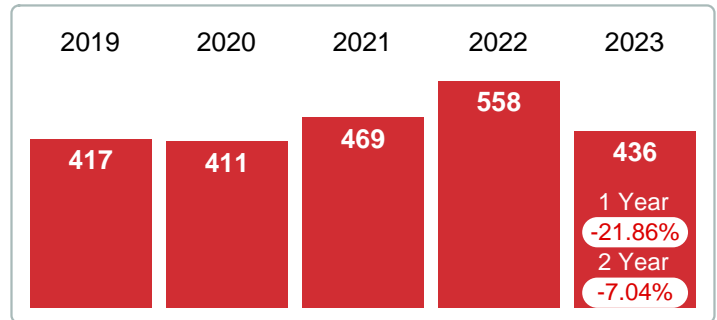
## CLOSED LISTINGS

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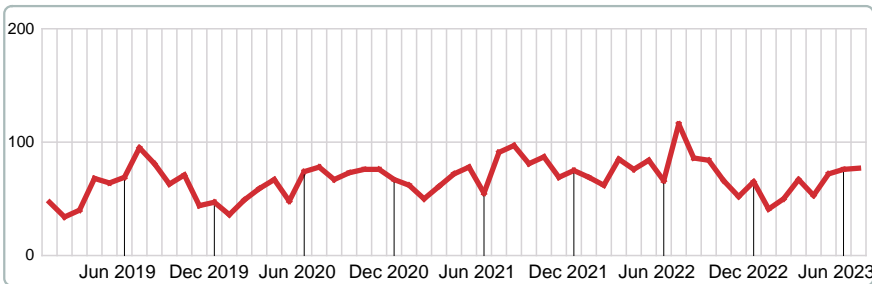
### JULY



### YEAR TO DATE (YTD)

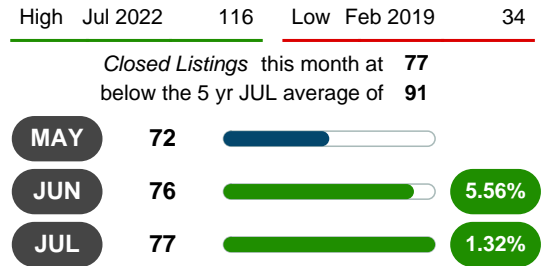


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 91



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.19%	21.0	1	3	0	0
\$75,001 - \$150,000	11	14.29%	26.0	3	6	1	1
\$150,001 - \$200,000	11	14.29%	13.0	2	7	2	0
\$200,001 - \$250,000	12	15.58%	37.5	1	6	5	0
\$250,001 - \$325,000	22	28.57%	9.5	0	14	8	0
\$325,001 - \$375,000	8	10.39%	52.0	0	5	3	0
\$375,001 and up	9	11.69%	76.0	0	3	4	2
<b>Total Closed Units</b>	<b>77</b>			<b>7</b>	<b>44</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>20,255,200</b>	<b>100%</b>	<b>28.0</b>	<b>895.90K</b>	<b>10.40M</b>	<b>7.79M</b>	<b>1.17M</b>
<b>Median Closed Price</b>	<b>\$251,000</b>			<b>\$105,000</b>	<b>\$251,250</b>	<b>\$259,900</b>	<b>\$522,000</b>

# July 2023



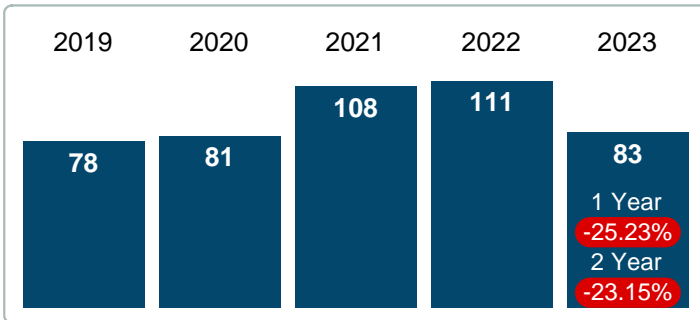
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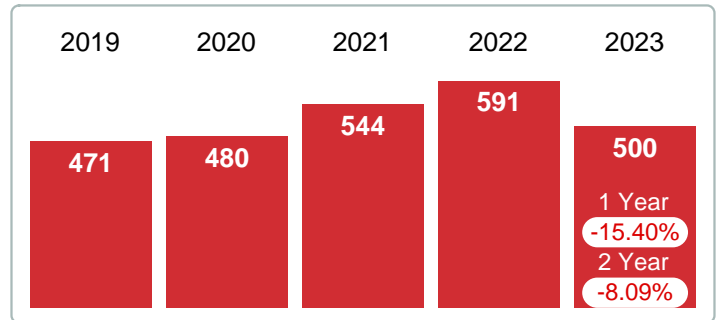
## PENDING LISTINGS

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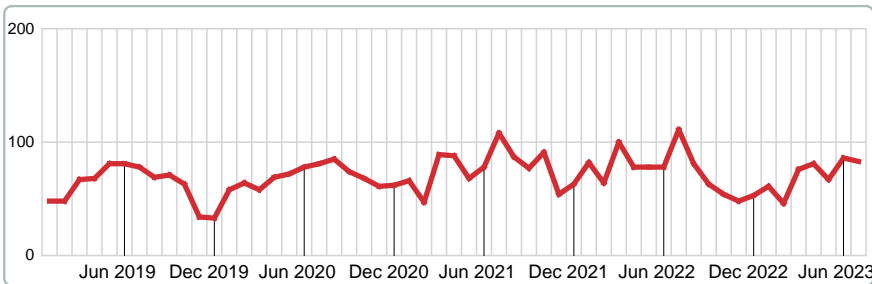
### JULY



### YEAR TO DATE (YTD)

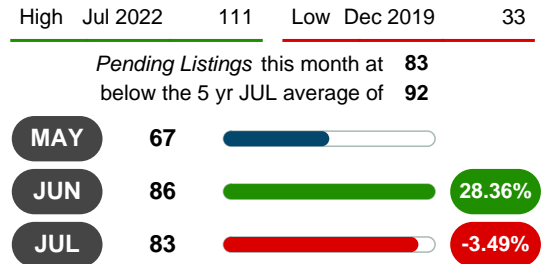


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 92



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	4.82%	2.0	2	2	0	0
\$75,001 - \$125,000	9	10.84%	17.0	5	3	1	0
\$125,001 - \$175,000	13	15.66%	29.0	4	8	1	0
\$175,001 - \$250,000	17	20.48%	15.0	0	14	2	1
\$250,001 - \$325,000	21	25.30%	35.0	0	14	7	0
\$325,001 - \$525,000	10	12.05%	38.5	0	7	3	0
\$525,001 and up	9	10.84%	71.0	2	3	3	1
<b>Total Pending Units</b>	<b>83</b>			<b>13</b>	<b>51</b>	<b>17</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>27,366,048</b>	<b>100%</b>	<b>33.0</b>	<b>2.50M</b>	<b>15.44M</b>	<b>7.20M</b>	<b>2.22M</b>
<b>Median Listing Price</b>	<b>\$249,980</b>			<b>\$119,500</b>	<b>\$239,900</b>	<b>\$259,900</b>	<b>\$1,110,995</b>

# July 2023



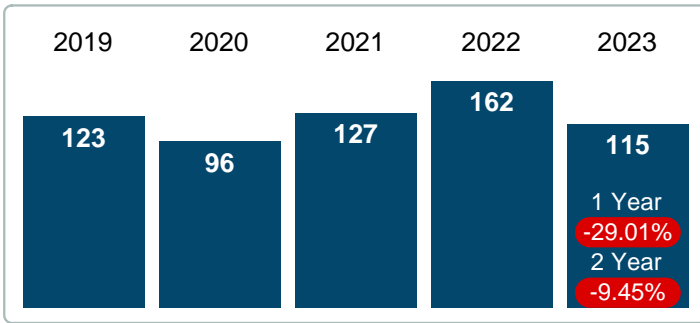
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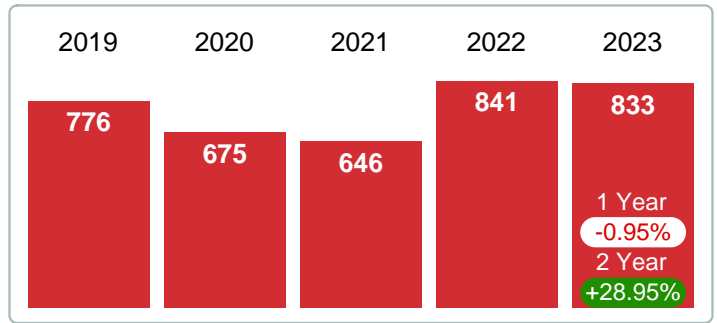
## NEW LISTINGS

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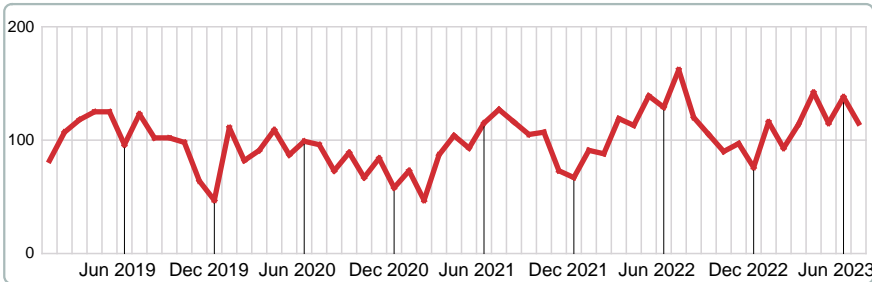
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 125

High Jul 2022 162 Low Feb 2021 47

New Listings this month at 115 below the 5 yr JUL average of 125

MAY	115	
JUN	138	20.00%
JUL	115	-16.67%

### 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
<b>Total New Listed Units</b>	<b>115</b>		<b>10</b>	<b>69</b>	<b>30</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>42,273,118</b>	<b>100%</b>	<b>1.22M</b>	<b>22.40M</b>	<b>14.58M</b>	<b>4.08M</b>
<b>Median New Listed Listing Price</b>	<b>\$259,900</b>		<b>\$93,450</b>	<b>\$248,500</b>	<b>\$345,950</b>	<b>\$509,000</b>

# July 2023



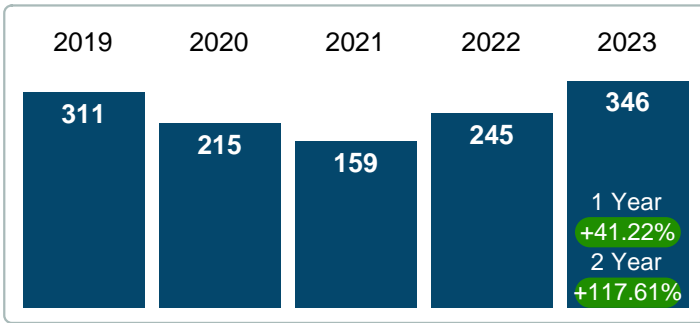
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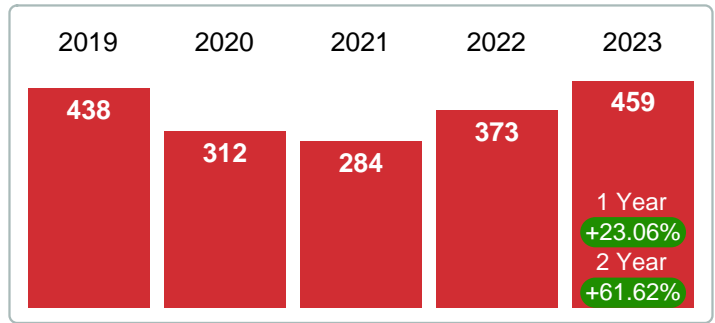
## ACTIVE INVENTORY

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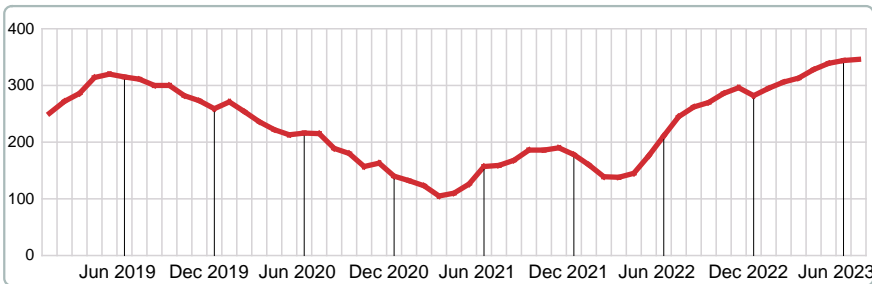
### END OF JULY



### ACTIVE DURING JULY

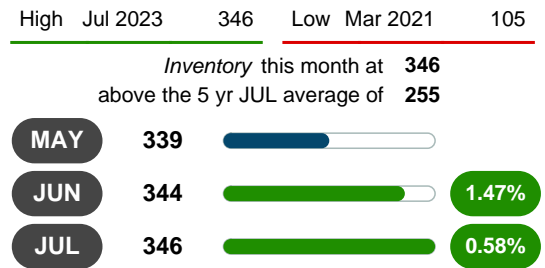


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 255



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	29	8.38%	46.0	10	16	3	0	
\$125,001 - \$175,000	33	9.54%	52.0	7	23	3	0	
\$175,001 - \$250,000	56	16.18%	43.5	6	39	9	2	
\$250,001 - \$375,000	92	26.59%	60.5	6	52	31	3	
\$375,001 - \$525,000	56	16.18%	68.0	2	34	14	6	
\$525,001 - \$825,000	46	13.29%	62.0	5	23	13	5	
\$825,001 and up	34	9.83%	92.0	3	10	12	9	
Total Active Inventory by Units		346		39	197	85	25	
Total Active Inventory by Volume		160,638,817	100%	60.5	14.48M	77.32M	44.99M	23.85M
Median Active Inventory Listing Price		\$326,500			\$199,900	\$289,900	\$359,900	\$589,900

# July 2023



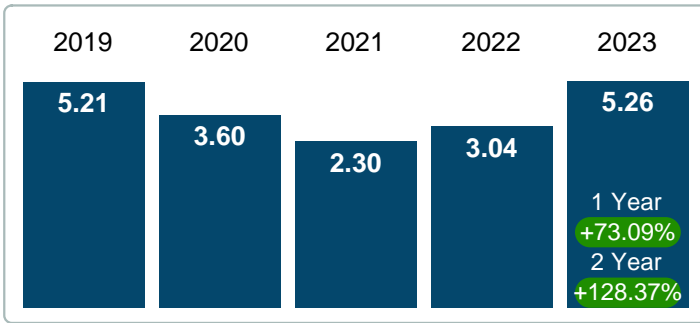
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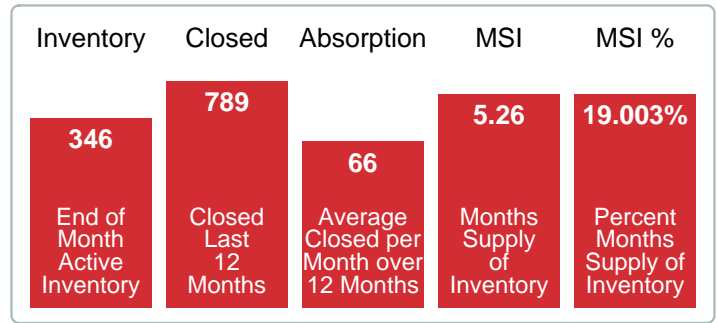
## MONTHS SUPPLY of INVENTORY (MSI)

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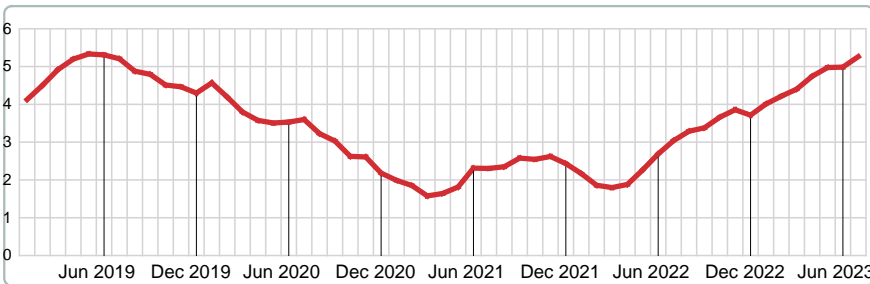
### MSI FOR JULY



### INDICATORS FOR JULY 2023

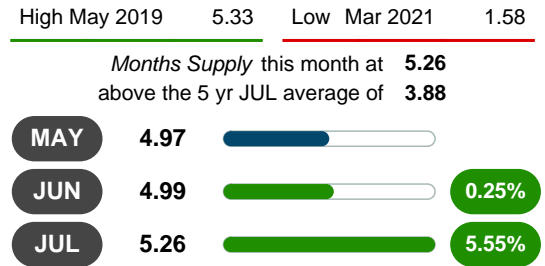


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# July 2023



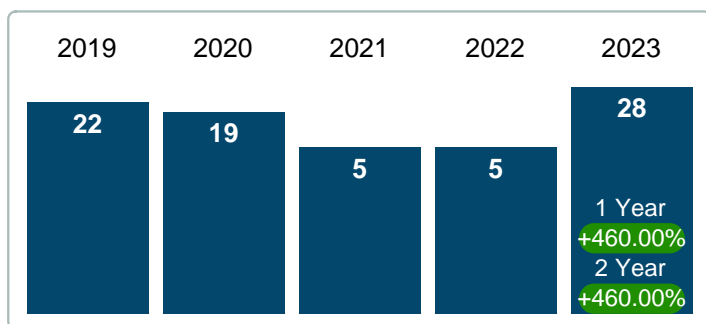
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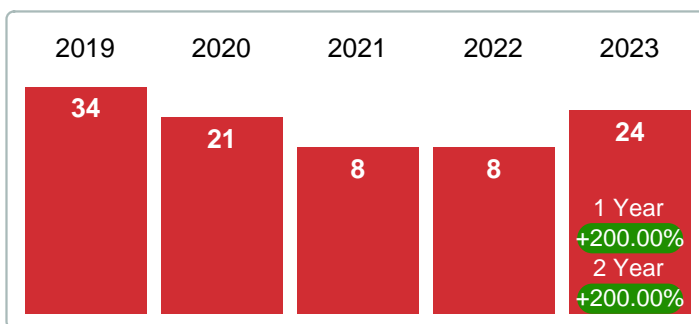
## MEDIAN DAYS ON MARKET TO SALE

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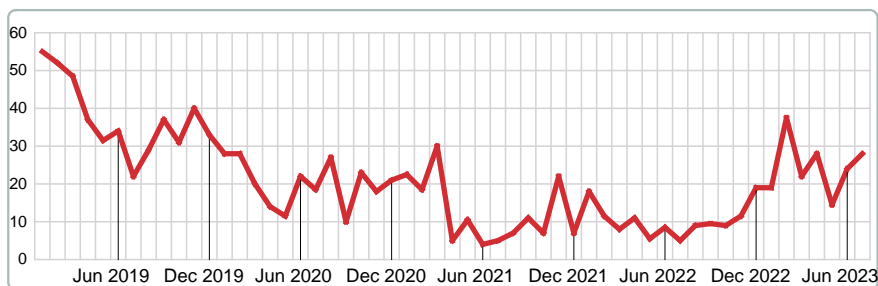
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

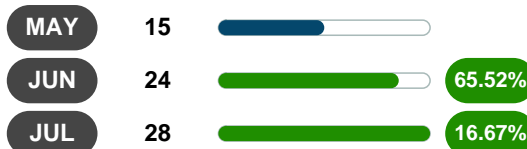


### 3 MONTHS

5 year JUL AVG = 16

High Jan 2019 55 Low Jun 2021 4

Median Days on Market to Sale this month at 28 above the 5 yr JUL average of 16



### 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
\$75,000 and less	5.19%	21	34	8	0	0
\$75,001 - \$150,000	14.29%	26	6	48	7	142
\$150,001 - \$200,000	14.29%	13	5	14	17	0
\$200,001 - \$250,000	15.58%	38	47	27	57	0
\$250,001 - \$325,000	28.57%	10	0	23	2	0
\$325,001 - \$375,000	10.39%	52	0	32	67	0
\$375,001 and up	11.69%	76	0	49	84	43
Median Closed DOM		28	6	32	28	76
Total Closed Units	100%	28.0	7	44	23	3
Total Closed Volume		20,255,200	895.90K	10.40M	7.79M	1.17M

# July 2023



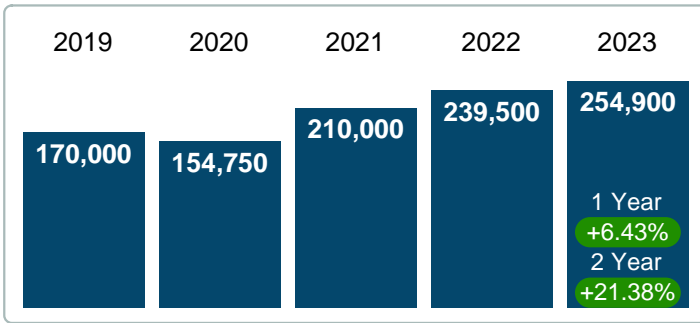
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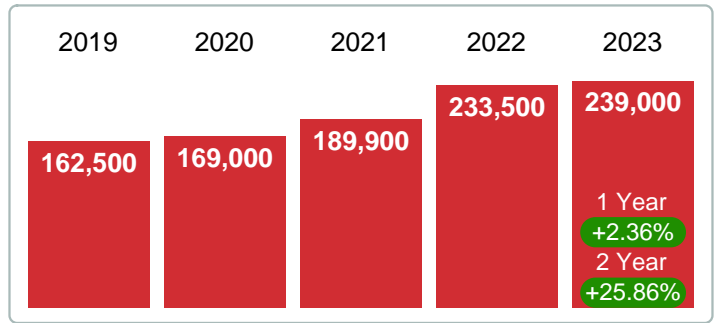
## MEDIAN LIST PRICE AT CLOSING

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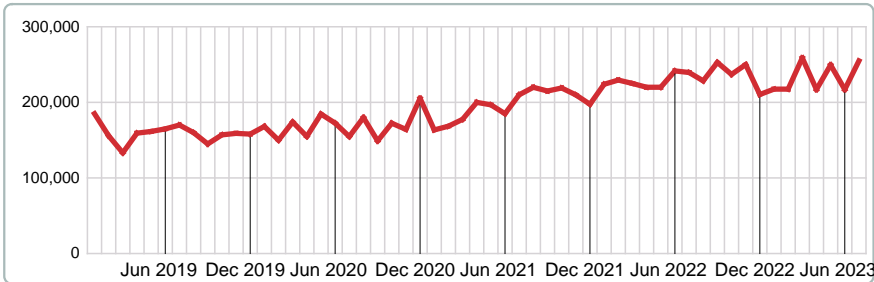
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 205,830

High Mar 2023 258,750 Low Mar 2019 133,250

Median List Price at Closing this month at **254,900** above the 5 yr JUL average of **205,830**



### 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
\$75,000 and less	4	5.19%	65,500	40,000	66,000	0	0
\$75,001 - \$150,000	10	12.99%	112,500	87,900	145,000	120,000	120,000
\$150,001 - \$200,000	10	12.99%	166,250	171,000	165,000	169,750	0
\$200,001 - \$250,000	12	15.58%	230,000	249,000	225,000	230,000	0
\$250,001 - \$325,000	22	28.57%	262,450	0	265,999	259,900	0
\$325,001 - \$375,000	8	10.39%	349,450	0	349,000	354,950	0
\$375,001 and up	11	14.29%	429,500	0	410,240	429,500	540,000
Median List Price			254,900	105,000	252,666	259,900	535,000
Total Closed Units		100%	254,900	7	44	23	3
Total Closed Volume			20,985,660	908.40K	10.73M	8.15M	1.20M



# July 2023



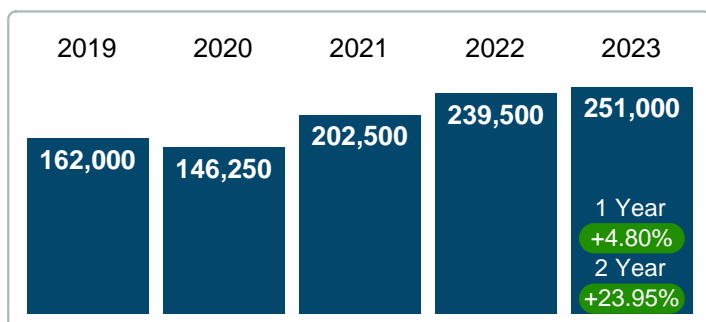
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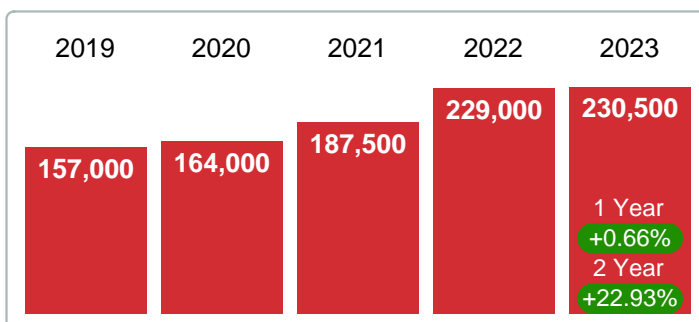
## MEDIAN SOLD PRICE AT CLOSING

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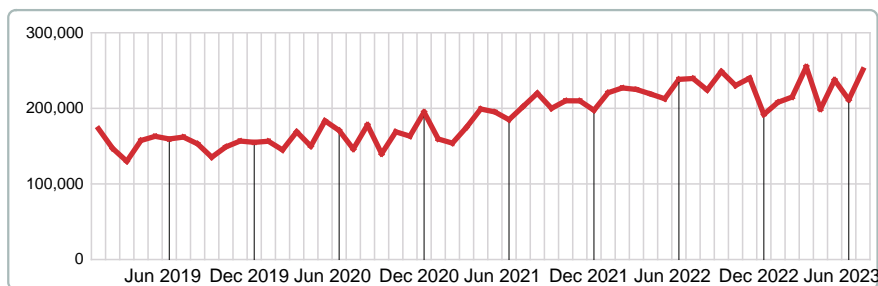
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

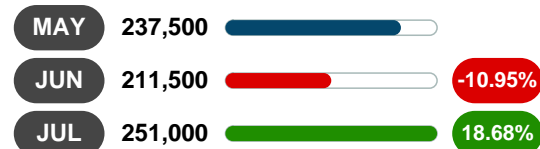


### 3 MONTHS

5 year JUL AVG = 200,250

High Mar 2023 254,900 Low Mar 2019 130,000

Median Sold Price at Closing this month at **251,000** above the 5 yr JUL average of **200,250**



### 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	
\$75,000 and less	4	5.19%	61,500	37,500	65,000	0	
\$75,001 - \$150,000	11	14.29%	105,000	87,900	135,250	135,000	
\$150,001 - \$200,000	11	14.29%	175,000	166,000	185,000	170,500	
\$200,001 - \$250,000	12	15.58%	232,500	249,000	230,000	230,000	
\$250,001 - \$325,000	22	28.57%	259,950	0	266,450	259,900	
\$325,001 - \$375,000	8	10.39%	352,000	0	350,000	356,000	
\$375,001 and up	9	11.69%	420,000	0	396,500	758,000	
Median Sold Price		251,000		105,000	251,250	259,900	
Total Closed Units		77	100%	251,000	7	44	23
Total Closed Volume		20,255,200		895.90K	10.40M	7.79M	1.17M

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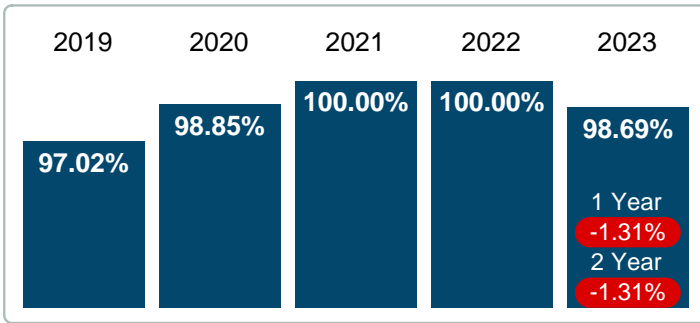
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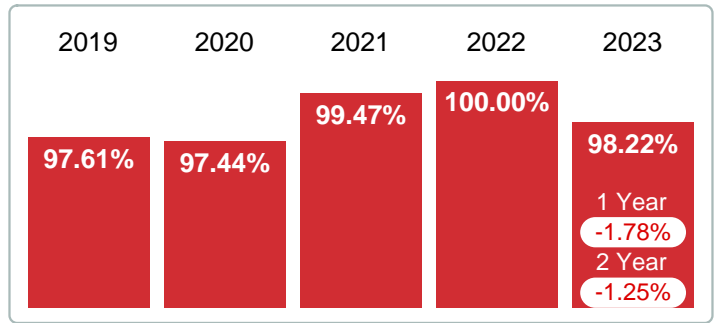
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

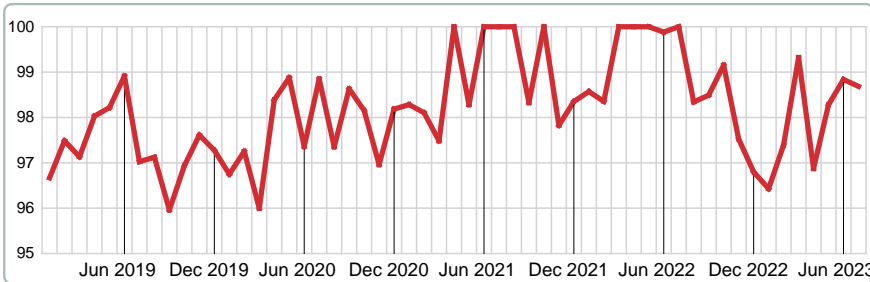
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

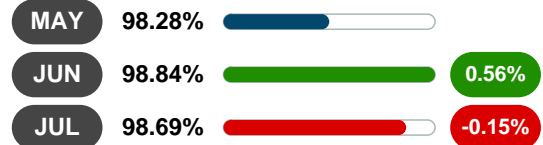


### 3 MONTHS

5 year JUL AVG = 98.91%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **98.69%** equal to 5 yr JUL average of **98.91%**



### 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
\$75,000 and less	4	5.19%	96.88%	93.75%	100.00%	0.00%	0.00%
\$75,001 - \$150,000	11	14.29%	96.56%	100.00%	91.02%	112.50%	87.50%
\$150,001 - \$200,000	11	14.29%	100.00%	96.97%	102.98%	100.44%	0.00%
\$200,001 - \$250,000	12	15.58%	99.34%	100.00%	100.00%	96.71%	0.00%
\$250,001 - \$325,000	22	28.57%	100.00%	0.00%	97.93%	100.00%	0.00%
\$325,001 - \$375,000	8	10.39%	99.30%	0.00%	99.70%	98.89%	0.00%
\$375,001 and up	9	11.69%	97.57%	0.00%	95.07%	94.56%	98.79%
Median Sold/List Ratio		98.69%		100.00%	97.82%	100.00%	97.57%
Total Closed Units		77	100%	7	44	23	3
Total Closed Volume		20,255,200		895.90K	10.40M	7.79M	1.17M

# July 2023



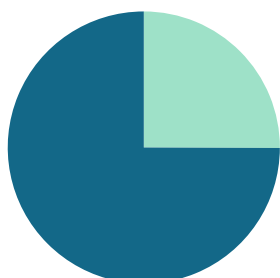
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

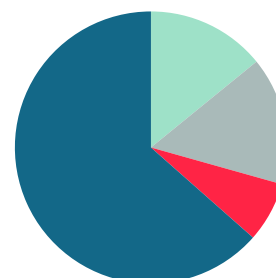


**Inventory**  
 New Listings  
**115 = 25.05%**  
 Start Inventory  
**344**  
 Total Inventory Units  
**459**  
 Volume  
**\$198,240,273**

### 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%
Median List Price	239,500	254,900	6.43%	233,500	239,000	2.36%
Median Sale Price	239,500	251,000	4.80%	229,000	230,500	0.66%
Median Percent of Selling Price to List Price	100.00%	98.69%	-1.31%	100.00%	98.22%	-1.78%
Median Days on Market to Sale	5.00	28.00	460.00%	8.00	24.00	200.00%
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

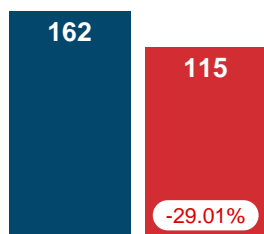
**Inventory** on July 31, 2023 = **346**

**2022** **2023**

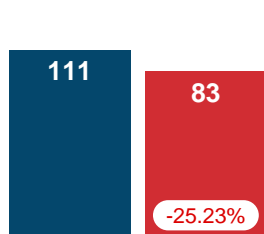
### JULY MARKET

### MEDIAN PRICES

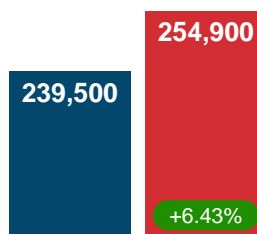
#### New Listings



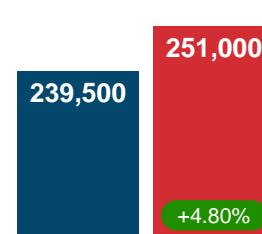
#### Pending Listings



#### List Price



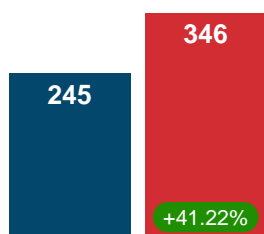
#### Sale Price



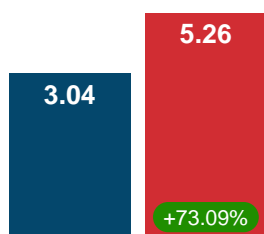
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

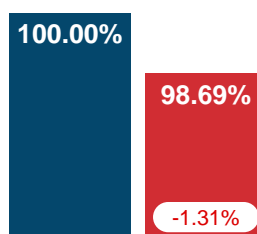
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

