

June 2023



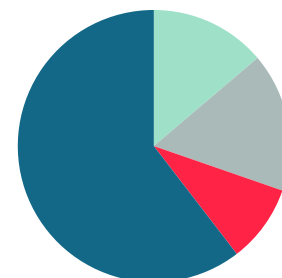
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	66	76	15.15%
Pending Listings	78	91	16.67%
New Listings	129	138	6.98%
Average List Price	319,994	239,986	-25.00%
Average Sale Price	310,581	234,318	-24.56%
Average Percent of Selling Price to List Price	97.60%	97.57%	-0.03%
Average Days on Market to Sale	25.52	44.67	75.08%
End of Month Inventory	211	333	57.82%
Months Supply of Inventory	2.69	4.83	79.55%



■ Closed (13.79%)
■ Pending (16.52%)
■ Other OffMarket (9.26%)
■ Active (60.44%)

Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of June 30, 2023 = **333**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **57.82%** to 333 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 **4.83** 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 **24.56%** in June 2023 to \$234,318 versus the previous year at \$310,581.

Average Days on Market Lengthens

The average number of **44.67** days that homes spent on the market before selling increased by 19.16 days or **75.08%** in June 2023 compared to last year's same month at **25.52** DOM.

Sales Success for June 2023 is Positive

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

There were 138 New Listings in June 2023, up **6.98%** from last year at 129. Furthermore, there were 76 Closed Listings this month versus last year at 66, a **15.15%** increase.

Closed versus Listed trends yielded a **55.1%** ratio, up from previous year's, June 2022, at **51.2%**, a **7.64%** upswing. 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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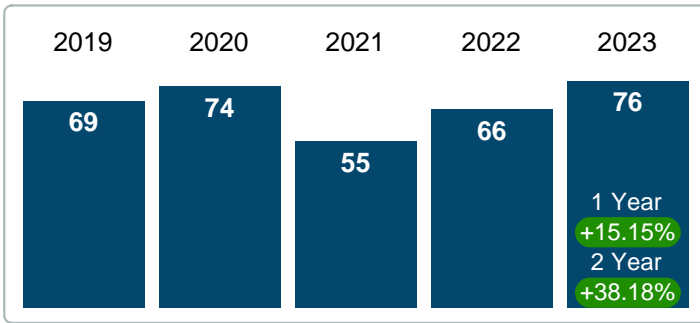
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



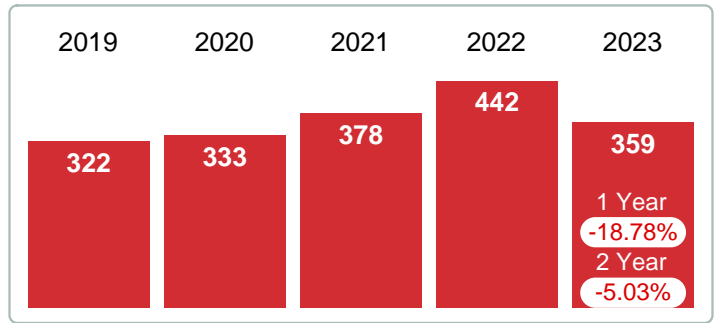
CLOSED LISTINGS

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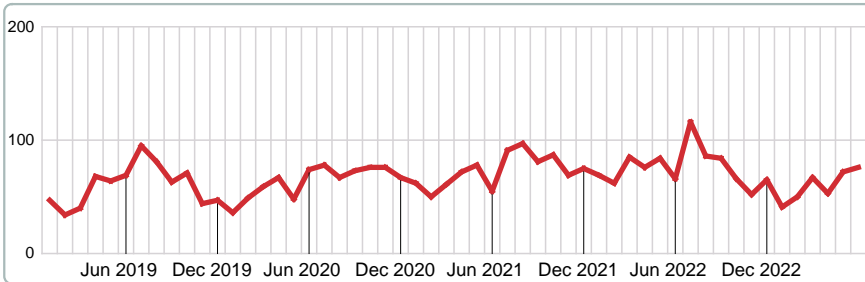
JUNE



YEAR TO DATE (YTD)

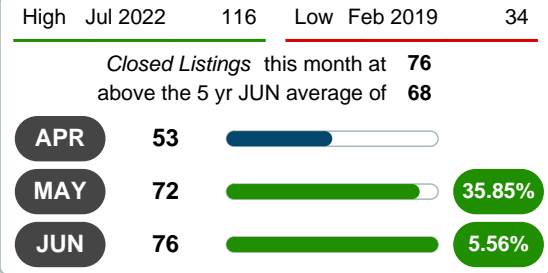


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 68



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	6	7.89%	35.7	3	3	0	0
\$75,001 - \$125,000	11	14.47%	31.5	3	7	1	0
\$125,001 - \$175,000	11	14.47%	38.6	3	7	1	0
\$175,001 - \$250,000	15	19.74%	26.3	0	10	4	1
\$250,001 - \$325,000	16	21.05%	61.6	2	9	5	0
\$325,001 - \$375,000	9	11.84%	59.8	0	5	4	0
\$375,001 and up	8	10.53%	61.4	0	0	6	2
Total Closed Units	76			11	41	21	3
Total Closed Volume	17,808,180	100%	44.7	1.46M	8.21M	6.66M	1.48M
Average Closed Price	\$234,318			\$133,036	\$200,263	\$317,095	\$491,667

June 2023



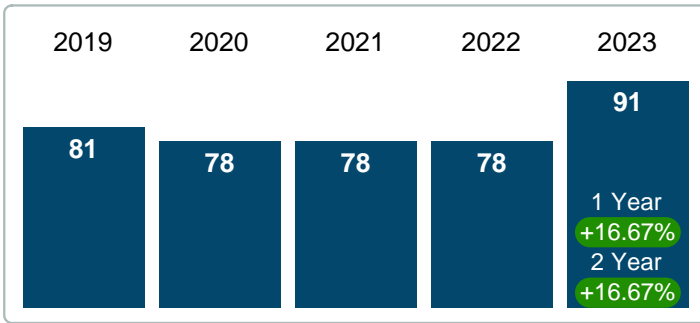
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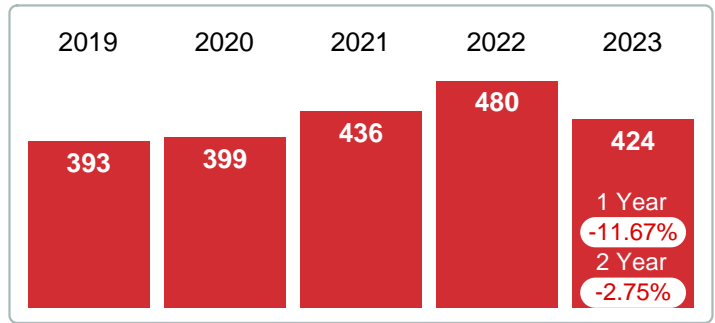
PENDING LISTINGS

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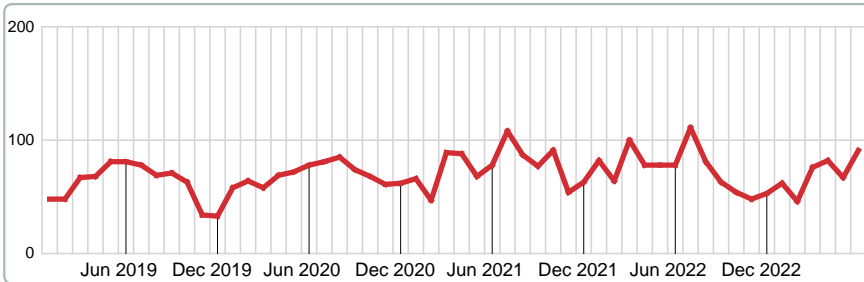
JUNE



YEAR TO DATE (YTD)

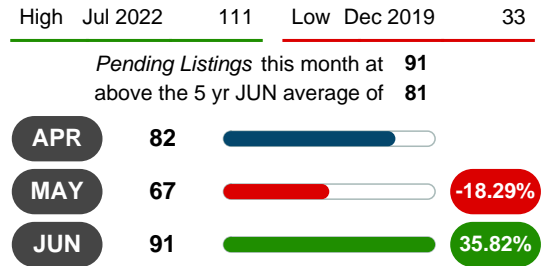


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 81



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	6	6.59%	32.0	2	4	0	0
\$75,001 - \$150,000	12	13.19%	64.4	4	5	2	1
\$150,001 - \$200,000	16	17.58%	51.8	2	12	2	0
\$200,001 - \$275,000	22	24.18%	54.4	1	17	4	0
\$275,001 - \$325,000	9	9.89%	53.2	0	7	2	0
\$325,001 - \$425,000	17	18.68%	62.6	0	12	4	1
\$425,001 and up	9	9.89%	49.3	1	2	3	3
Total Pending Units	91			10	59	17	5
Total Pending Volume	25,098,730	100%	16.9	1.91M	14.57M	6.22M	2.41M
Average Listing Price	\$289,037			\$190,540	\$246,877	\$365,741	\$482,000

June 2023



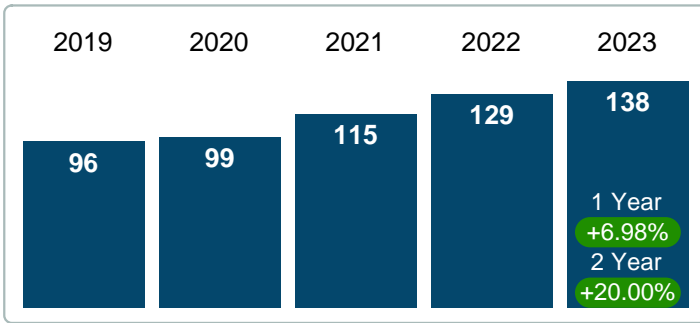
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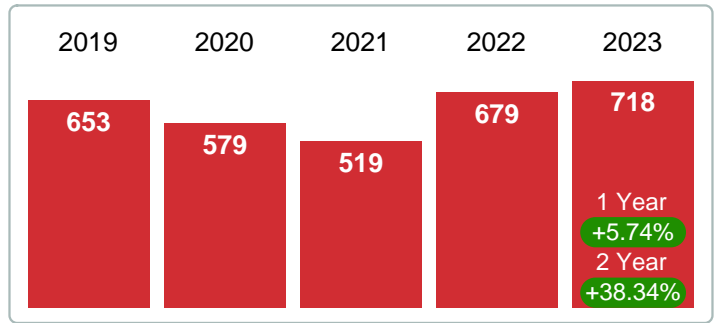
NEW LISTINGS

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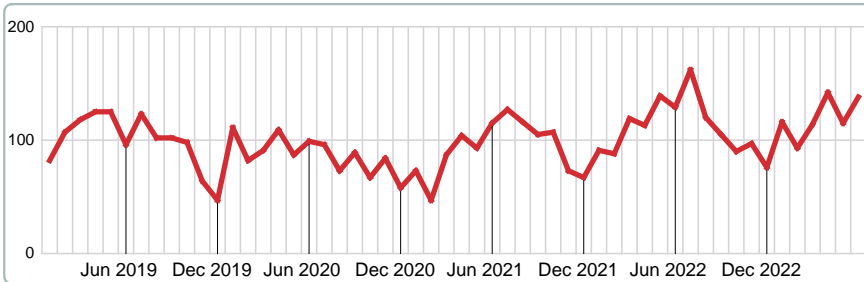
JUNE



YEAR TO DATE (YTD)

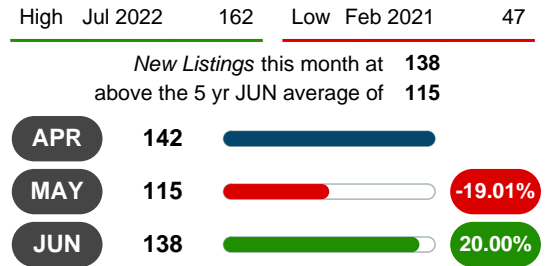


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 115



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	9	6.52%	4	3	2	0
\$100,001 - \$175,000	23	16.67%	6	16	1	0
\$175,001 - \$225,000	15	10.87%	1	9	4	1
\$225,001 - \$325,000	39	28.26%	2	28	8	1
\$325,001 - \$425,000	16	11.59%	0	12	3	1
\$425,001 - \$625,000	22	15.94%	0	14	4	4
\$625,001 and up	14	10.14%	0	6	4	4
Total New Listed Units	138		13	88	26	11
Total New Listed Volume	47,160,769	100%	1.99M	28.35M	9.23M	7.59M
Average New Listed Listing Price	\$247,435		\$153,438	\$322,108	\$355,123	\$689,763

June 2023



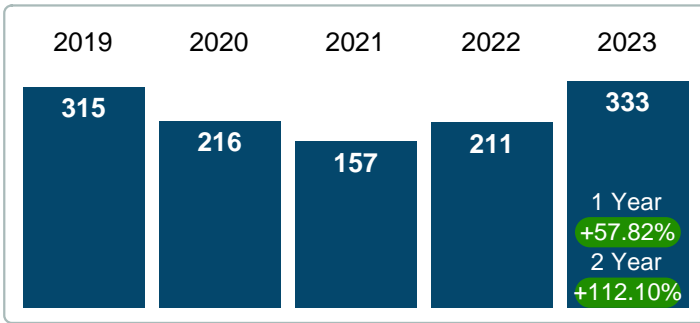
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



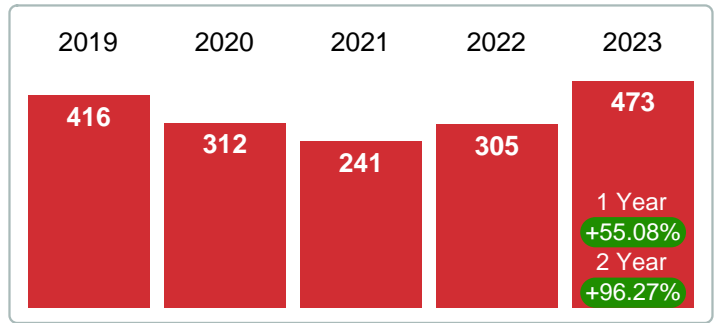
ACTIVE INVENTORY

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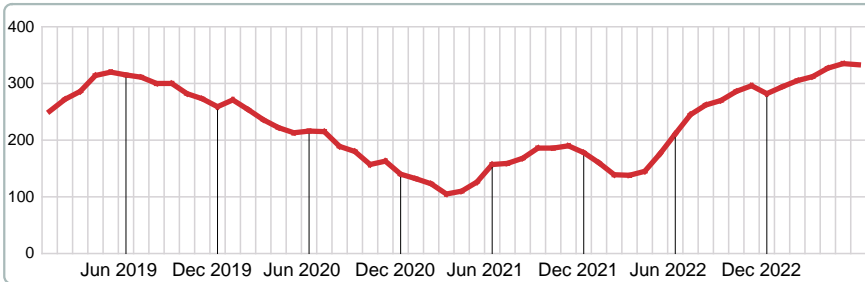
END OF JUNE



ACTIVE DURING JUNE

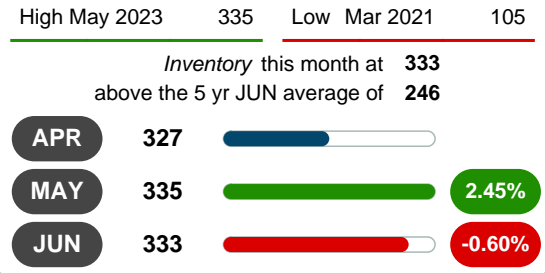


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 246



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	26	7.81%	67.6	11	12	3	0
\$125,001 - \$175,000	40	12.01%	65.8	15	22	3	0
\$175,001 - \$250,000	51	15.32%	74.5	5	30	13	3
\$250,001 - \$375,000	85	25.53%	62.1	8	50	23	4
\$375,001 - \$525,000	52	15.62%	81.2	3	33	13	3
\$525,001 - \$825,000	46	13.81%	73.9	9	24	9	4
\$825,001 and up	33	9.91%	97.1	3	8	14	8
Total Active Inventory by Units	333			54	179	78	22
Total Active Inventory by Volume	154,268,268	100%	73.0	19.39M	72.63M	40.60M	21.65M
Average Active Inventory Listing Price	\$463,268			\$359,124	\$405,756	\$520,505	\$983,903

June 2023



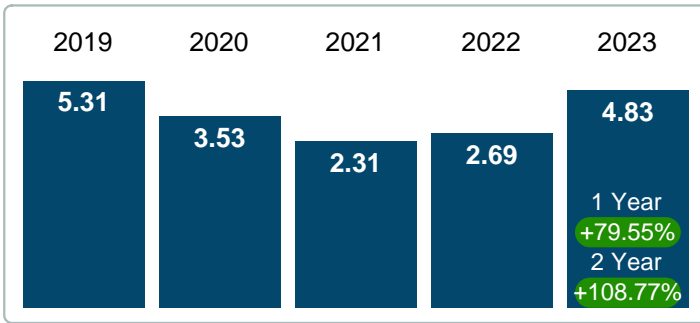
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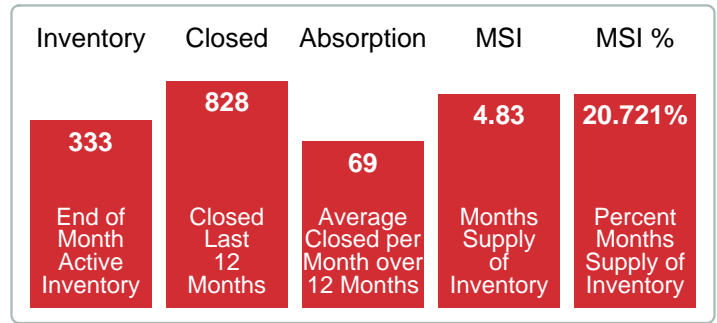
MONTHS SUPPLY of INVENTORY (MSI)

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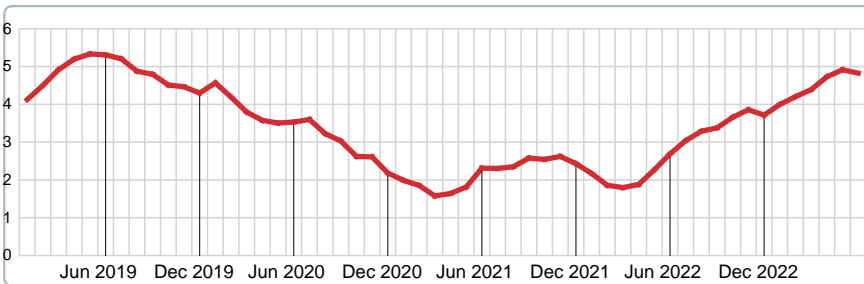
MSI FOR JUNE



INDICATORS FOR JUNE 2023

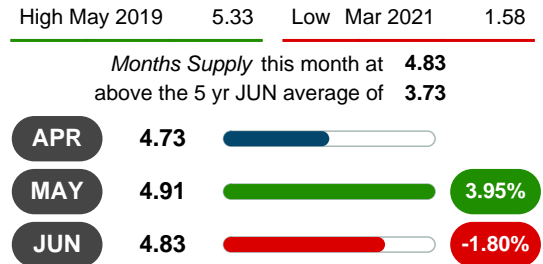


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.73



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	26	7.81%	2.28	1.83	2.48	7.20	0.00
\$125,001 - \$175,000	40	12.01%	4.03	7.20	3.26	2.77	0.00
\$175,001 - \$250,000	51	15.32%	2.49	5.00	2.08	2.64	18.00
\$250,001 - \$375,000	85	25.53%	4.62	6.00	4.48	4.00	24.00
\$375,001 - \$525,000	52	15.62%	10.23	9.00	15.23	6.50	5.14
\$525,001 - \$825,000	46	13.81%	18.40	108.00	32.00	7.20	9.60
\$825,001 and up	33	9.91%	28.29	36.00	16.00	33.60	48.00
Market Supply of Inventory (MSI)	4.83		4.83	4.95	4.41	4.93	13.20
Total Active Inventory by Units	333	100%	4.83	54	179	78	22

June 2023



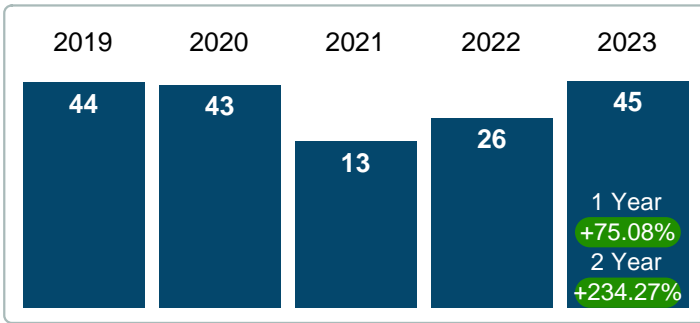
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



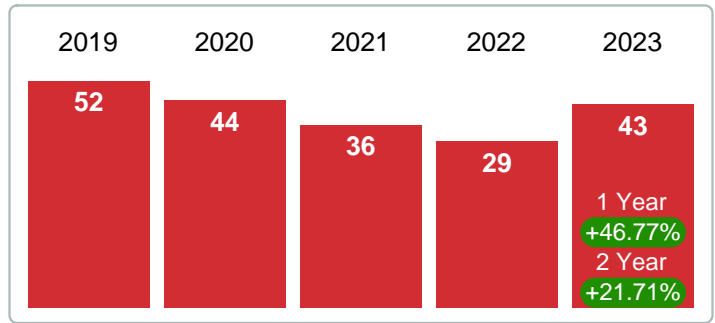
AVERAGE DAYS ON MARKET TO SALE

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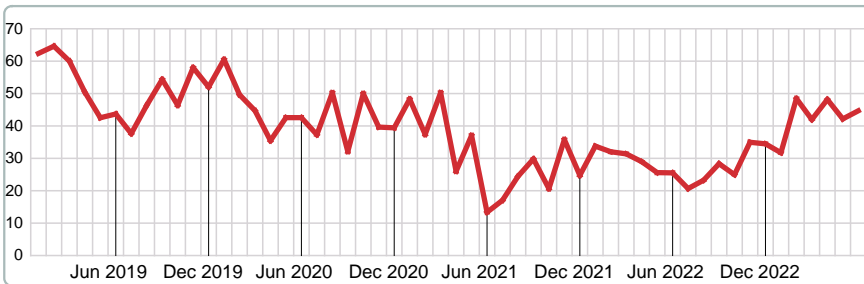
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 34

High Feb 2019 65 Low Jun 2021 13

Average Days on Market to Sale this month at 45 above the 5 yr JUN average of 34



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	7.89%	36	42	30	0	0
\$75,001 - \$125,000	14.47%	31	19	41	2	0
\$125,001 - \$175,000	14.47%	39	24	44	49	0
\$175,001 - \$250,000	19.74%	26	0	21	45	9
\$250,001 - \$325,000	21.05%	62	64	60	63	0
\$325,001 - \$375,000	11.84%	60	0	60	59	0
\$375,001 and up	10.53%	61	0	0	70	37
Average Closed DOM		45	35	42	57	28
Total Closed Units	100%	45	11	41	21	3
Total Closed Volume		17,808,180	1.46M	8.21M	6.66M	1.48M

June 2023



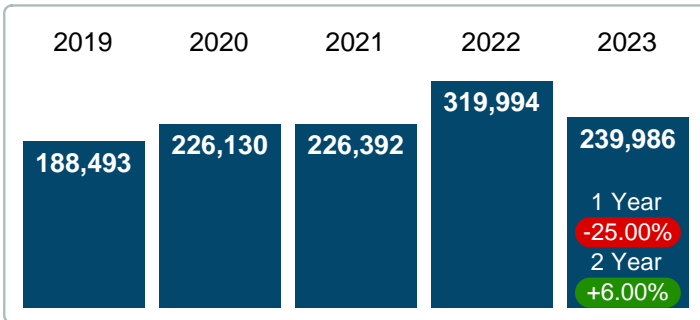
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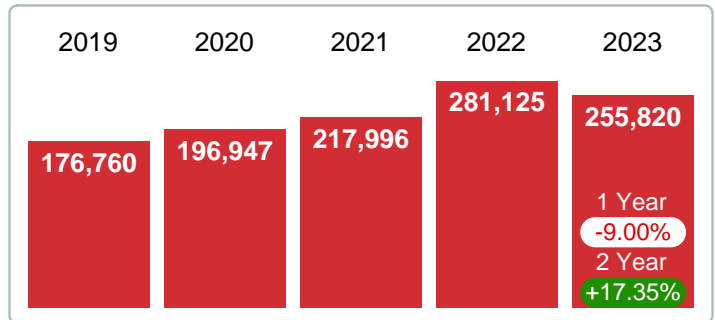
AVERAGE LIST PRICE AT CLOSING

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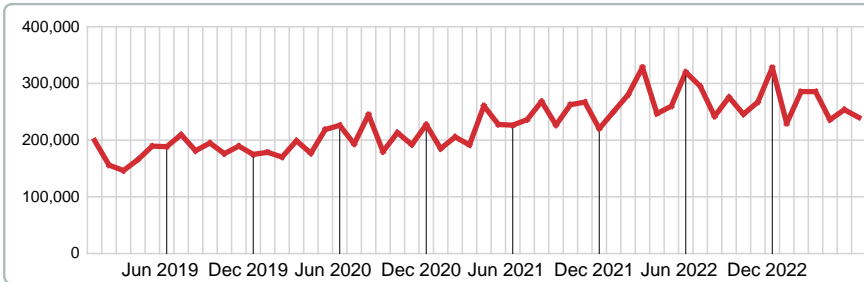
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 240,199

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

Average List Price at Closing this month at **239,986**
below the 5 yr JUN average of **240,199**

- APR: 235,978
- MAY: 253,708 (+7.51%)
- JUN: 239,986 (-5.41%)

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	6	7.89%	63,967	56,633	72,800	0	
\$75,001 - \$125,000	10	13.16%	93,880	109,800	95,629	75,000	
\$125,001 - \$175,000	10	13.16%	152,200	145,000	163,629	167,000	
\$175,001 - \$250,000	17	22.37%	206,312	0	213,040	201,750	
\$250,001 - \$325,000	15	19.74%	290,507	287,000	289,067	304,400	
\$325,001 - \$375,000	10	13.16%	342,756	0	345,712	339,750	
\$375,001 and up	8	10.53%	512,738	0	0	476,150	
Average List Price		239,986		137,118	207,165	323,186	483,333
Total Closed Units		76	100%	239,986	11	41	21
Total Closed Volume		18,238,960		1.51M	8.49M	6.79M	1.45M

June 2023



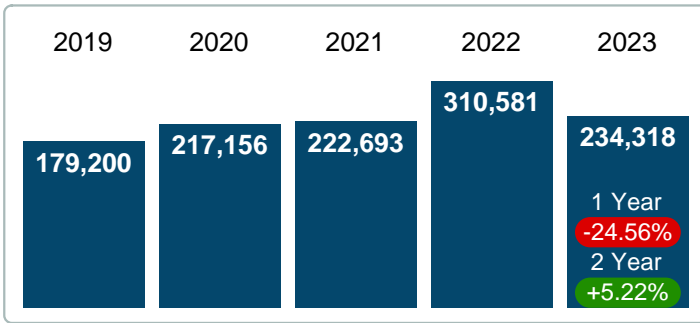
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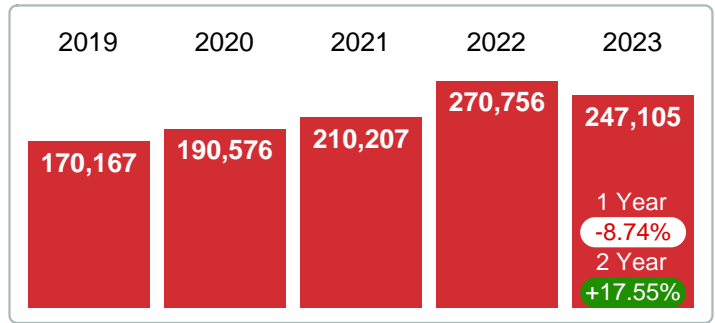
AVERAGE SOLD PRICE AT CLOSING

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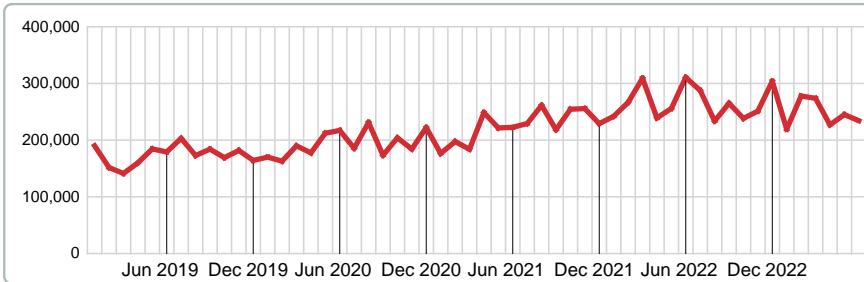
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

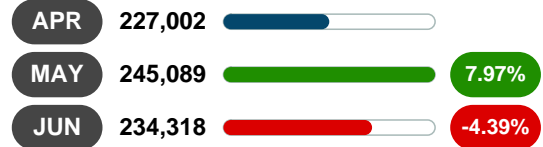


3 MONTHS

5 year JUN AVG = 232,790

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

Average Sold Price at Closing this month at **234,318** above the 5 yr JUN average of **232,790**



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	7.89%	60,900	55,300	66,500	0	0
\$75,001 - \$125,000	14.47%	95,627	101,667	90,986	110,000	0
\$125,001 - \$175,000	14.47%	152,409	137,833	156,571	167,000	0
\$175,001 - \$250,000	19.74%	206,000	0	209,800	199,250	195,000
\$250,001 - \$325,000	21.05%	282,263	289,500	274,356	293,600	0
\$325,001 - \$375,000	11.84%	340,576	0	342,236	338,500	0
\$375,001 and up	10.53%	505,375	0	0	460,500	640,000
Average Sold Price		234,318	133,036	200,263	317,095	491,667
Total Closed Units	100%	234,318	11	41	21	3
Total Closed Volume		17,808,180	1.46M	8.21M	6.66M	1.48M

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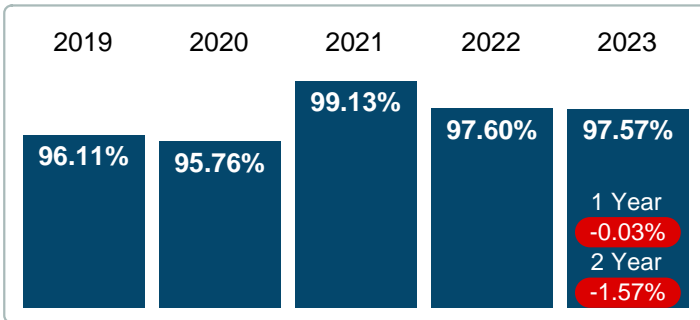
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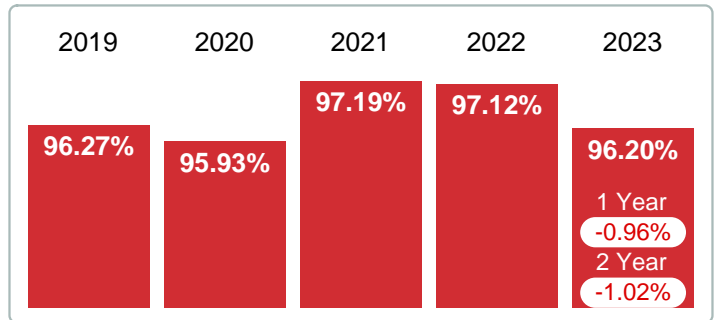
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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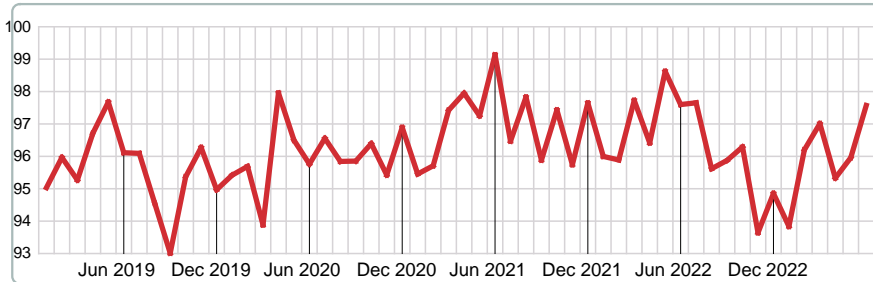
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

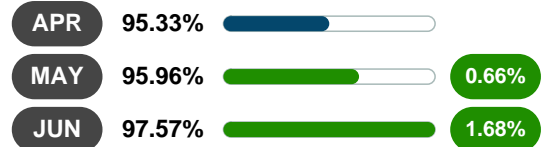


3 MONTHS

5 year JUN AVG = 97.24%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **97.57%** above the 5 yr JUN average of **97.24%**



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	6	7.89%	93.71%	96.19%	91.23%	0.00%	0.00%
\$75,001 - \$125,000	11	14.47%	100.05%	93.78%	96.09%	146.67%	0.00%
\$125,001 - \$175,000	11	14.47%	96.29%	96.14%	95.83%	100.00%	0.00%
\$175,001 - \$250,000	15	19.74%	98.32%	0.00%	98.49%	98.68%	95.12%
\$250,001 - \$325,000	16	21.05%	96.31%	100.88%	95.26%	96.37%	0.00%
\$325,001 - \$375,000	9	11.84%	99.28%	0.00%	99.01%	99.62%	0.00%
\$375,001 and up	8	10.53%	98.02%	0.00%	0.00%	97.02%	101.04%
Average Sold/List Ratio		97.60%		96.37%	96.45%	100.18%	99.07%
Total Closed Units		76	100%	11	41	21	3
Total Closed Volume		17,808,180		1.46M	8.21M	6.66M	1.48M

June 2023



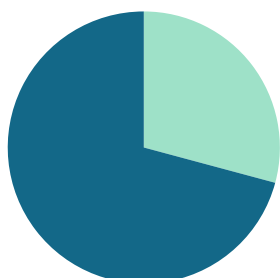
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

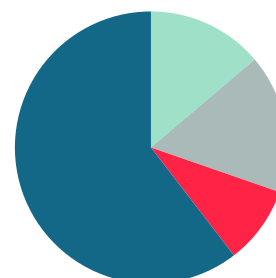


Inventory
 New Listings
138 = 29.18%
 Start Inventory
335
 Total Inventory Units
473
 Volume
\$196,477,498

Market Activity

Closed Sales
76 = 13.79%
 Pending Sales
91 = 16.52%
 Other Off Market
51 = 9.26%
 Active Inventory
333 = 60.44%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	66	76	15.15%	442	359	-18.78%
Pending Sales	78	91	16.67%	480	424	-11.67%
New Listings	129	138	6.98%	679	718	5.74%
Average List Price	319,994	239,986	-25.00%	281,125	255,820	-9.00%
Average Sale Price	310,581	234,318	-24.56%	270,756	247,105	-8.74%
Average Percent of Selling Price to List Price	97.60%	97.57%	-0.03%	97.12%	96.20%	-0.96%
Average Days on Market to Sale	25.52	44.67	75.08%	29.45	43.23	46.77%
Monthly Inventory	211	333	57.82%	211	333	57.82%
Months Supply of Inventory	2.69	4.83	79.55%	2.69	4.83	79.55%

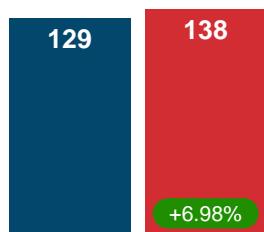
Absorption: Last 12 months, an Average of **69** Sales/Month

Inventory on June 30, 2023 = **333**

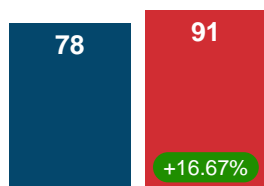
2022 **2023**

JUNE MARKET

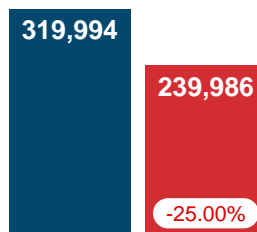
New Listings



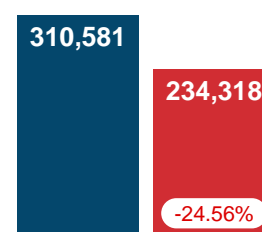
Pending Listings



List Price

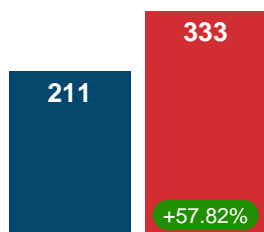


Sale Price

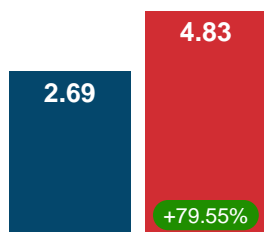


INVENTORY

Active Inventory

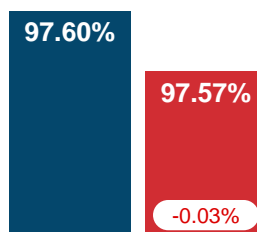


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

