

June 2023



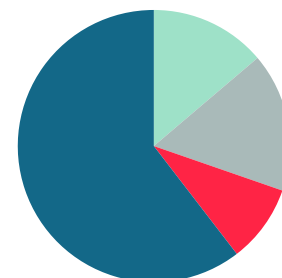
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	241,575	217,000	-10.17%
Median Sale Price	238,350	211,500	-11.26%
Median Percent of Selling Price to List Price	99.88%	98.84%	-1.05%
Median Days on Market to Sale	8.50	24.00	182.35%
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.

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 **11.26%** in June 2023 to \$211,500 versus the previous year at \$238,350.

Median Days on Market Lengthens

The median number of **24.00** days that homes spent on the market before selling increased by 15.50 days or **182.35%** in June 2023 compared to last year's same month at **8.50** DOM.

Sales Success for June 2023 is Positive

Overall, with Median 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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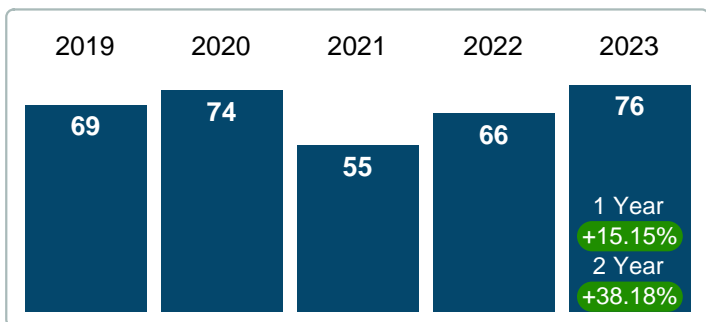
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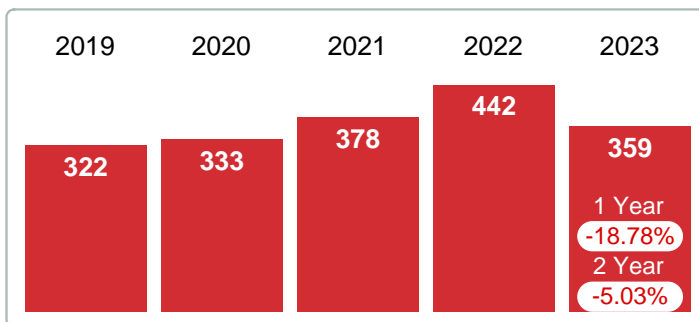
CLOSED LISTINGS

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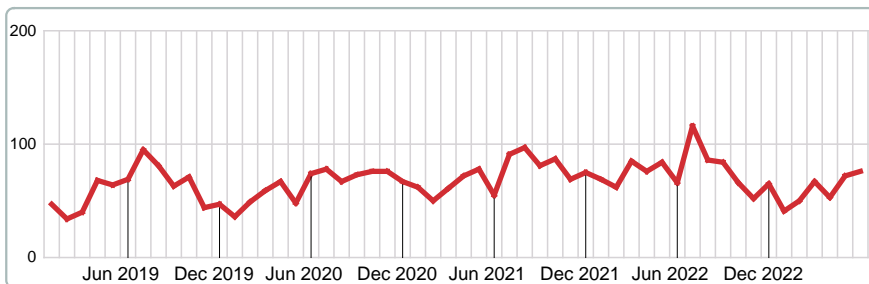
JUNE



YEAR TO DATE (YTD)

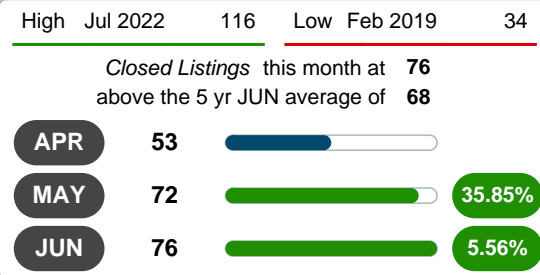


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.89%	30.0	3	3	0	0
\$75,001 - \$125,000	11	14.47%	19.0	3	7	1	0
\$125,001 - \$175,000	11	14.47%	41.0	3	7	1	0
\$175,001 - \$250,000	15	19.74%	8.0	0	10	4	1
\$250,001 - \$325,000	16	21.05%	55.5	2	9	5	0
\$325,001 - \$375,000	9	11.84%	29.0	0	5	4	0
\$375,001 and up	8	10.53%	49.5	0	0	6	2
Total Closed Units	76			11	41	21	3
Total Closed Volume	17,808,180	100%	24.0	1.46M	8.21M	6.66M	1.48M
Median Closed Price	\$211,500			\$125,000	\$195,000	\$325,000	\$380,000

June 2023



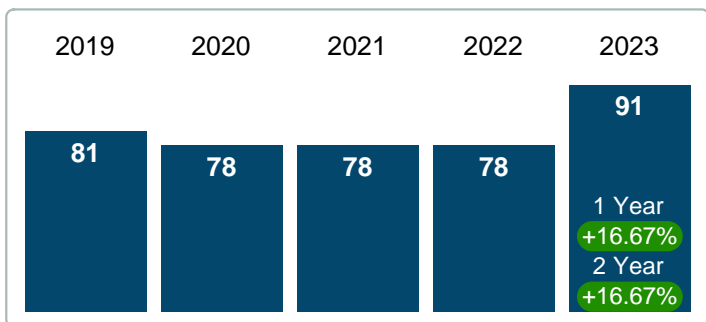
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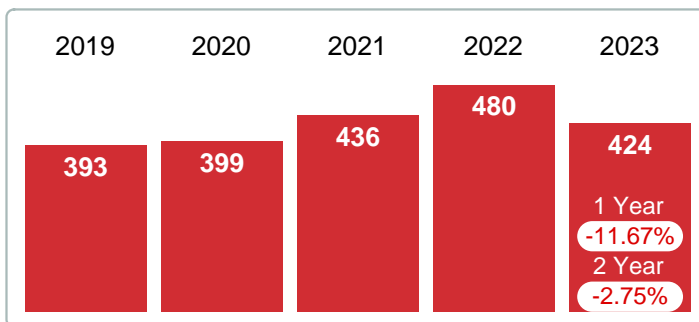
PENDING LISTINGS

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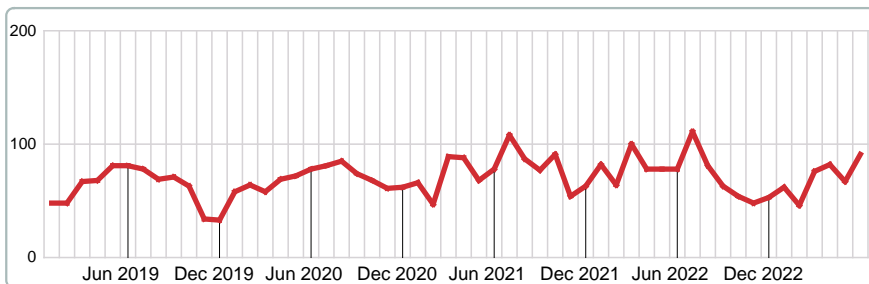
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 81

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at 91 above the 5 yr JUN average of 81



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	6	6.59%	24.5	2	4	0	0
\$75,001 - \$150,000	12	13.19%	20.5	4	5	2	1
\$150,001 - \$200,000	16	17.58%	38.0	2	12	2	0
\$200,001 - \$275,000	22	24.18%	20.0	1	17	4	0
\$275,001 - \$325,000	9	9.89%	13.0	0	7	2	0
\$325,001 - \$425,000	17	18.68%	38.0	0	12	4	1
\$425,001 and up	9	9.89%	47.0	1	2	3	3
Total Pending Units	91			10	59	17	5
Total Pending Volume	25,098,730	100%	27.0	1.91M	14.57M	6.22M	2.41M
Median Listing Price	\$249,900			\$125,250	\$249,900	\$303,000	\$535,000

June 2023



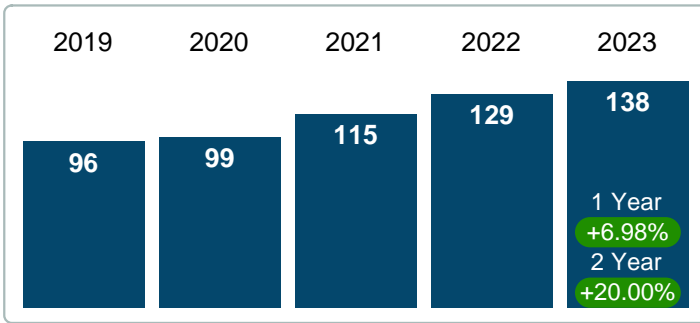
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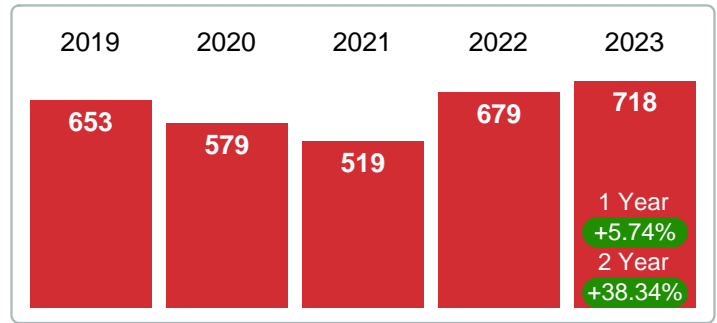
NEW LISTINGS

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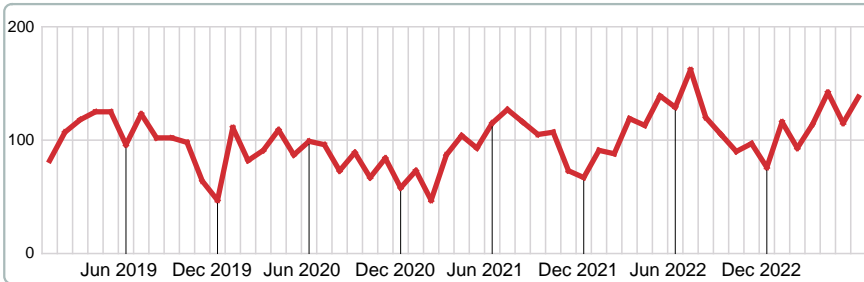
JUNE



YEAR TO DATE (YTD)

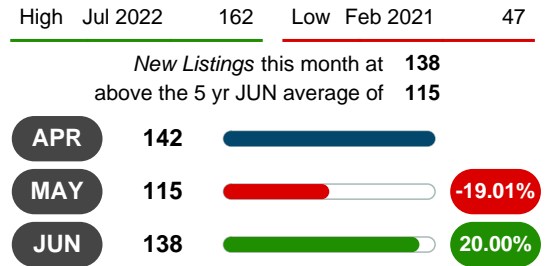


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$272,500		\$145,500	\$267,500	\$314,500	\$485,000

June 2023



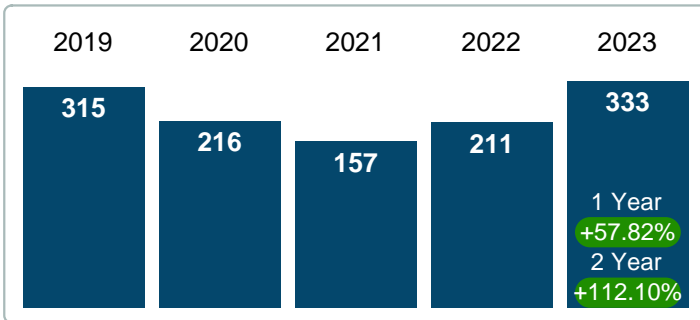
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



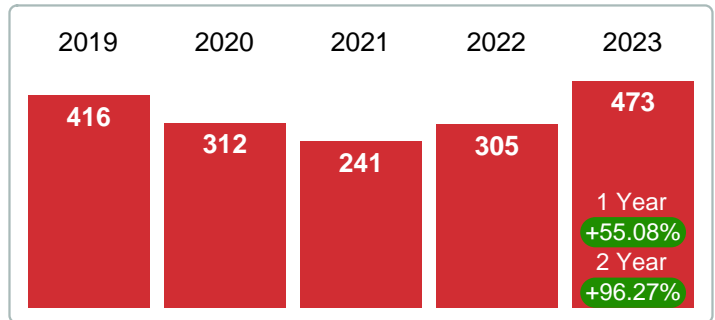
ACTIVE INVENTORY

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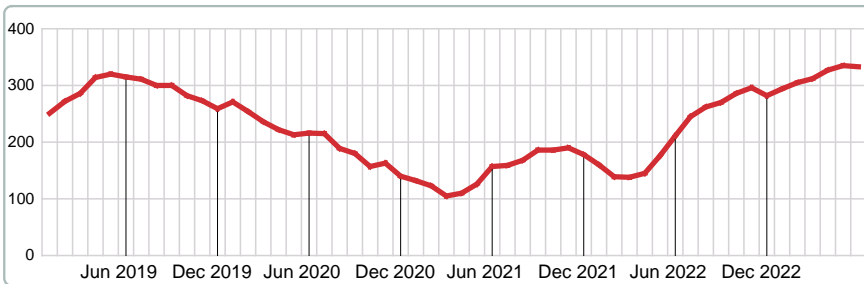
END OF JUNE



ACTIVE DURING JUNE

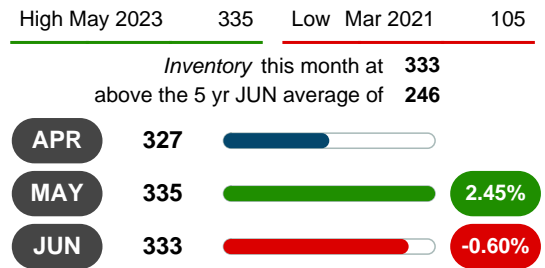


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 246



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	26	7.81%	37.0	11	12	3	0
\$125,001 - \$175,000	40	12.01%	58.5	15	22	3	0
\$175,001 - \$250,000	51	15.32%	48.0	5	30	13	3
\$250,001 - \$375,000	85	25.53%	51.0	8	50	23	4
\$375,001 - \$525,000	52	15.62%	57.5	3	33	13	3
\$525,001 - \$825,000	46	13.81%	54.5	9	24	9	4
\$825,001 and up	33	9.91%	64.0	3	8	14	8
Total Active Inventory by Units	333			54	179	78	22
Total Active Inventory by Volume	154,268,268	100%	56.0	19.39M	72.63M	40.60M	21.65M
Median Active Inventory Listing Price	\$315,900			\$191,900	\$299,000	\$359,900	\$569,950

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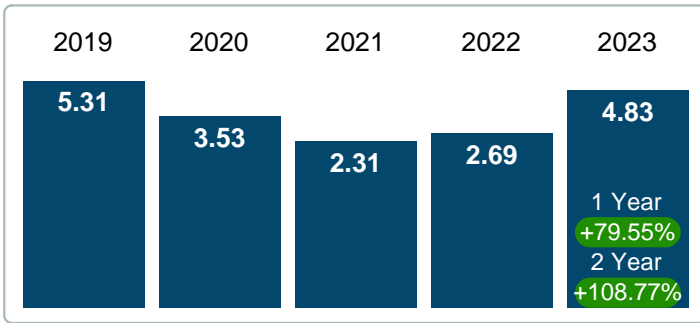
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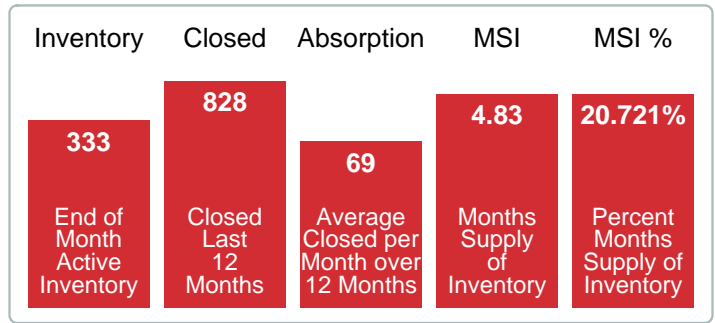
MONTHS SUPPLY of INVENTORY (MSI)

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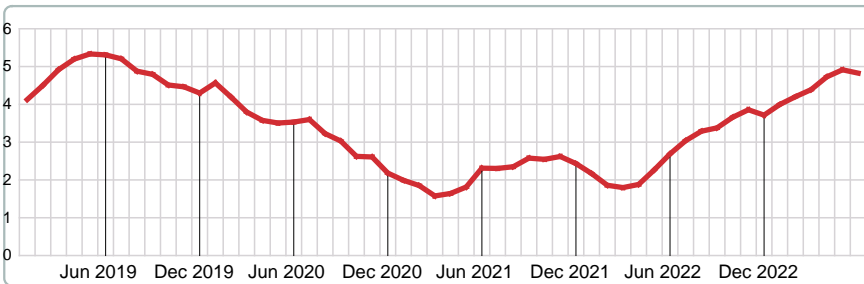
MSI FOR JUNE



INDICATORS FOR JUNE 2023

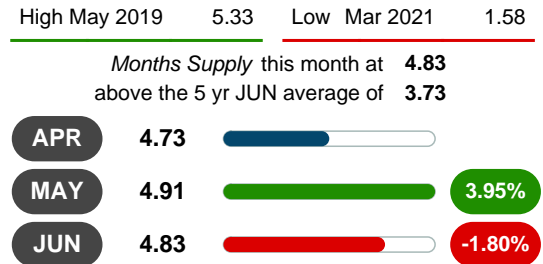


5 YEAR MARKET ACTIVITY TRENDS



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	4.95	4.41	4.93	13.20
Total Active Inventory by Units		100%	4.83	54	179	78	22

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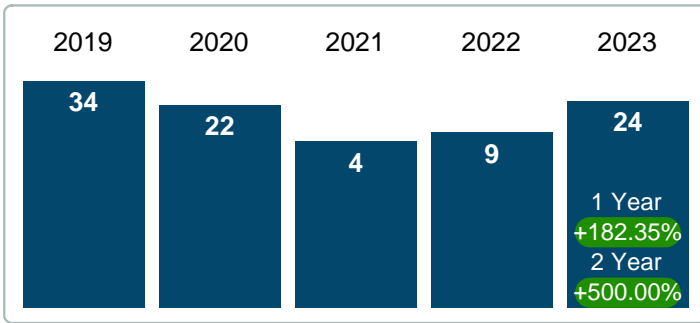
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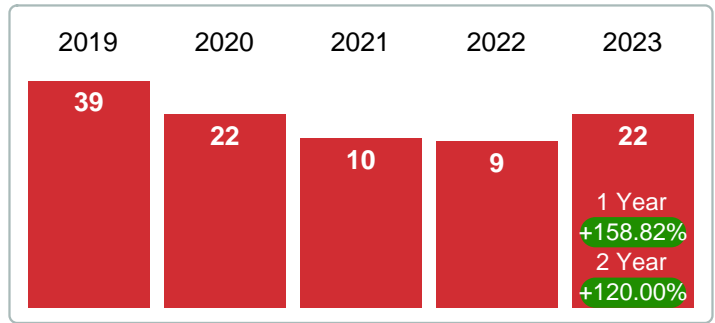
MEDIAN DAYS ON MARKET TO SALE

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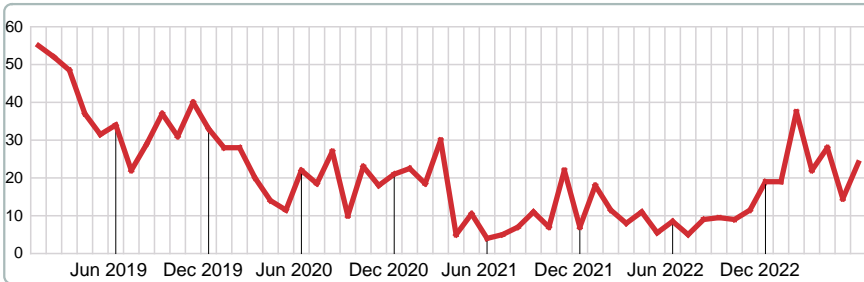
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 19

High Jan 2019 55 Low Jun 2021 4

Median Days on Market to Sale this month at 24 above the 5 yr JUN average of 19



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	7.89%	30	37	23	0	0
\$75,001 - \$125,000	14.47%	19	19	34	2	0
\$125,001 - \$175,000	14.47%	41	5	41	49	0
\$175,001 - \$250,000	19.74%	8	0	8	36	9
\$250,001 - \$325,000	21.05%	56	64	62	49	0
\$325,001 - \$375,000	11.84%	29	0	19	54	0
\$375,001 and up	10.53%	50	0	0	54	37
Median Closed DOM		24	19	23	49	9
Total Closed Units	100%	24.0	11	41	21	3
Total Closed Volume		17,808,180	1.46M	8.21M	6.66M	1.48M

June 2023



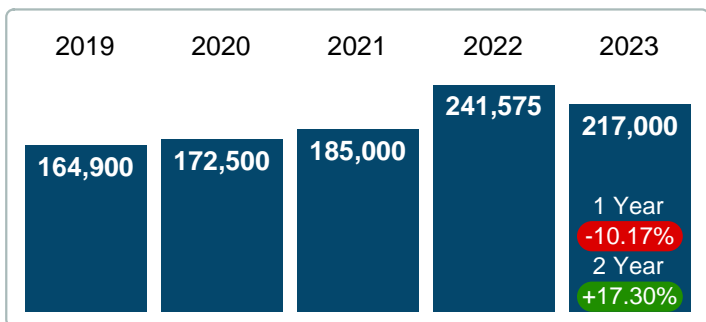
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



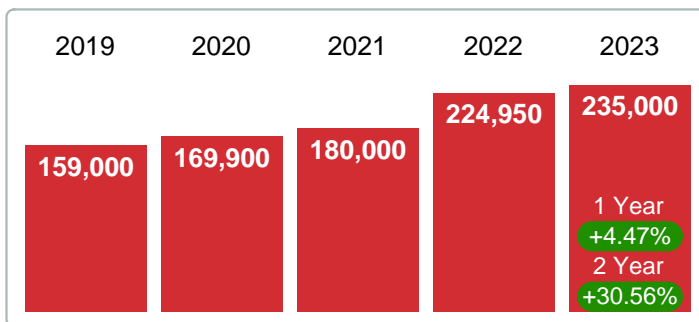
MEDIAN LIST PRICE AT CLOSING

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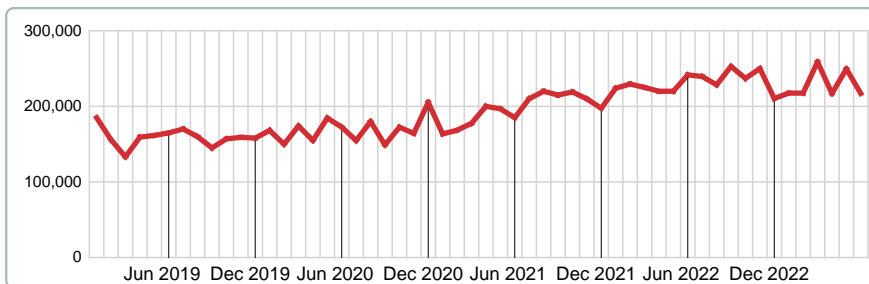
JUNE



YEAR TO DATE (YTD)

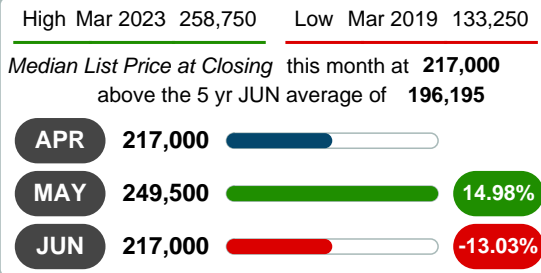


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 196,195



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	6	7.89%	69,450	65,000	69,450	75,000	0
\$75,001 - \$125,000	10	13.16%	86,950	94,950	86,950	0	0
\$125,001 - \$175,000	10	13.16%	157,000	134,750	159,000	167,000	0
\$175,001 - \$250,000	17	22.37%	199,500	0	199,750	194,000	205,000
\$250,001 - \$325,000	15	19.74%	299,000	287,000	289,450	300,000	0
\$325,001 - \$375,000	10	13.16%	340,000	0	339,500	340,000	0
\$375,001 and up	8	10.53%	444,000	0	0	444,000	622,500
Median List Price			217,000	130,000	199,500	325,000	395,000
Total Closed Units		100%	217,000	11	41	21	3
Total Closed Volume			18,238,960	1.51M	8.49M	6.79M	1.45M

June 2023



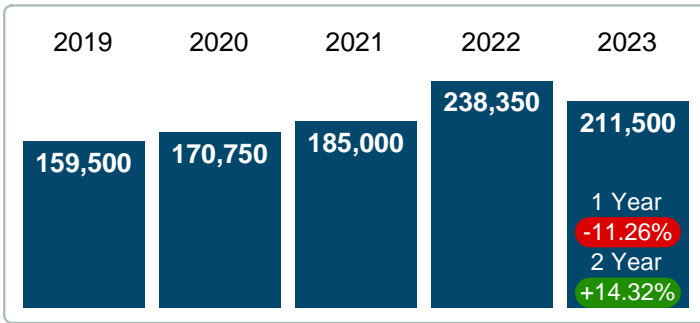
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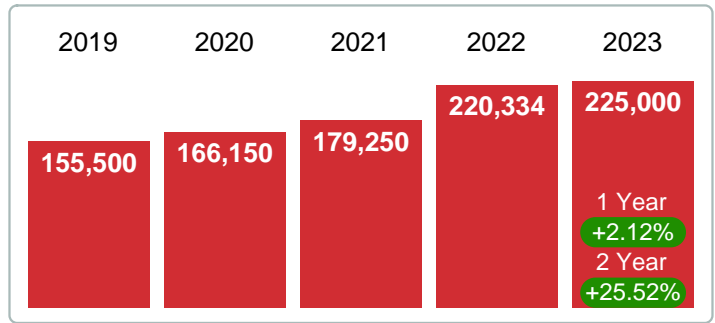
MEDIAN SOLD PRICE AT CLOSING

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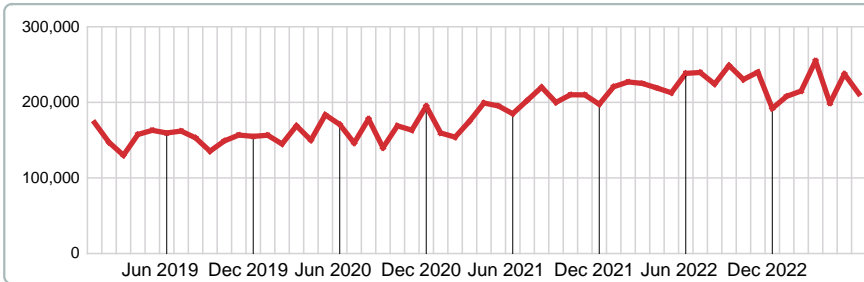
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 193,020

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

Median Sold Price at Closing this month at 211,500 above the 5 yr JUN average of 193,020



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	6	7.89%	64,500	65,000	64,000	0	0
\$75,001 - \$125,000	11	14.47%	90,000	90,000	84,900	110,000	0
\$125,001 - \$175,000	11	14.47%	159,000	133,500	165,000	167,000	0
\$175,001 - \$250,000	15	19.74%	195,000	0	204,000	190,500	195,000
\$250,001 - \$325,000	16	21.05%	282,000	289,500	269,900	300,000	0
\$325,001 - \$375,000	9	11.84%	339,000	0	339,000	336,000	0
\$375,001 and up	8	10.53%	441,500	0	0	441,500	640,000
Median Sold Price			211,500	125,000	195,000	325,000	380,000
Total Closed Units		100%	211,500	11	41	21	3
Total Closed Volume			17,808,180	1.46M	8.21M	6.66M	1.48M

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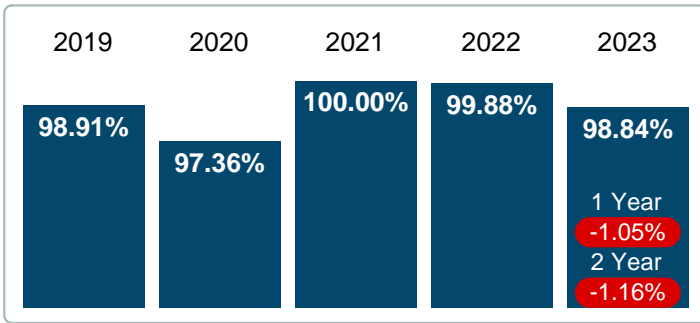
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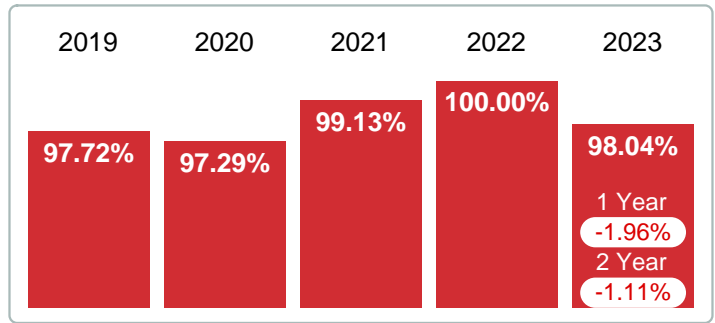
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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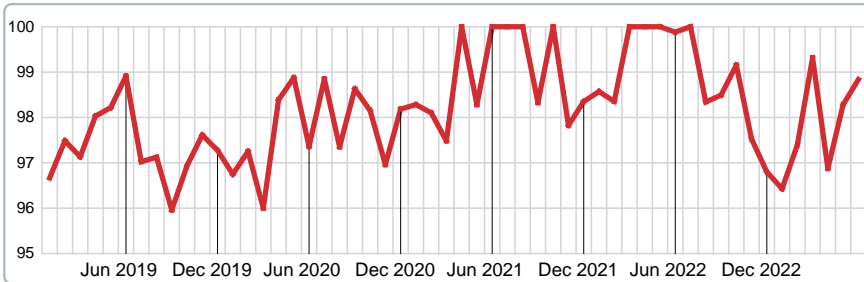
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

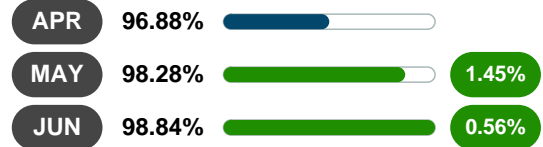


3 MONTHS

5 year JUN AVG = 99.00%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **98.84%** equal to 5 yr JUN average of **99.00%**



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	6	7.89%	92.64%	100.00%	91.56%	0.00%	0.00%
\$75,001 - \$125,000	11	14.47%	97.47%	89.61%	97.47%	146.67%	0.00%
\$125,001 - \$175,000	11	14.47%	100.00%	100.00%	95.24%	100.00%	0.00%
\$175,001 - \$250,000	15	19.74%	99.18%	0.00%	99.35%	99.17%	95.12%
\$250,001 - \$325,000	16	21.05%	99.33%	100.88%	97.03%	100.00%	0.00%
\$325,001 - \$375,000	9	11.84%	100.00%	0.00%	100.00%	99.40%	0.00%
\$375,001 and up	8	10.53%	97.68%	0.00%	0.00%	97.68%	101.04%
Median Sold/List Ratio		98.84%		100.00%	97.78%	98.98%	96.20%
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



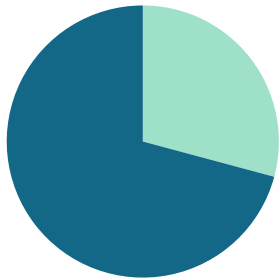
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

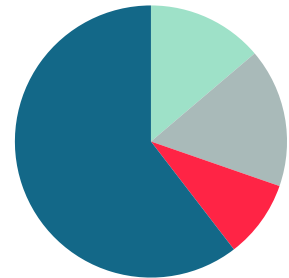


Inventory
 New Listings
138 = 29.18%
 Start Inventory
335
 Total Inventory Units
473
 Volume
\$196,477,498

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%
Median List Price	241,575	217,000	-10.17%	224,950	235,000	4.47%
Median Sale Price	238,350	211,500	-11.26%	220,334	225,000	2.12%
Median Percent of Selling Price to List Price	99.88%	98.84%	-1.05%	100.00%	98.04%	-1.96%
Median Days on Market to Sale	8.50	24.00	182.35%	8.50	22.00	158.82%
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

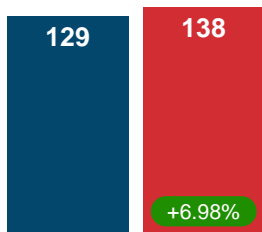
Inventory on June 30, 2023 = **333**

2022 **2023**

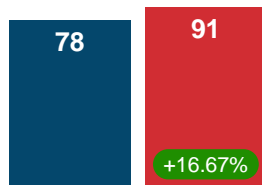
JUNE MARKET

MEDIAN PRICES

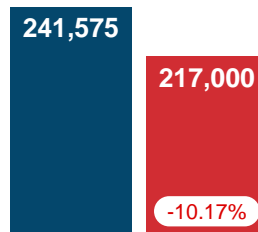
New Listings



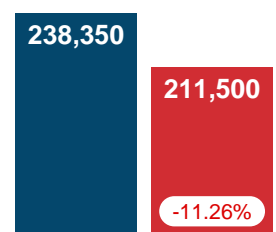
Pending Listings



List Price



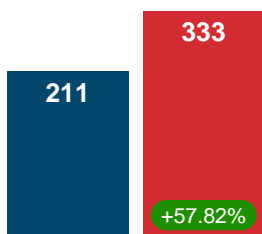
Sale Price



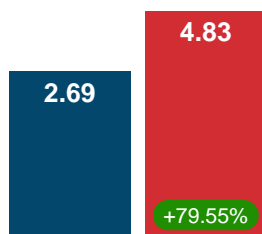
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

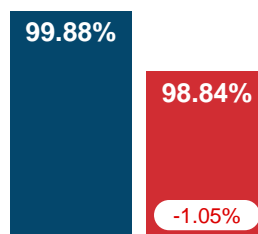
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

