

# May 2023



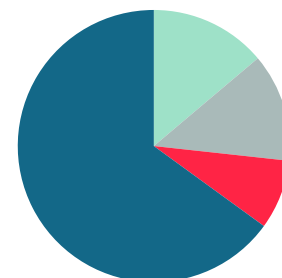
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	84	72	-14.29%
Pending Listings	78	67	-14.10%
New Listings	139	115	-17.27%
Average List Price	259,893	253,708	-2.38%
Average Sale Price	255,932	245,089	-4.24%
Average Percent of Selling Price to List Price	98.62%	95.96%	-2.70%
Average Days on Market to Sale	25.60	42.17	64.74%
End of Month Inventory	176	338	92.05%
Months Supply of Inventory	2.27	4.96	118.57%



**Absorption:** Last 12 months, an Average of **68** Sales/Month  
**Active Inventory** as of May 31, 2023 = **338**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **92.05%** to 338 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **4.96** 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 **4.24%** in May 2023 to \$245,089 versus the previous year at \$255,932.

#### Average Days on Market Lengthens

The average number of **42.17** days that homes spent on the market before selling increased by 16.57 days or **64.74%** in May 2023 compared to last year's same month at **25.60** DOM.

#### Sales Success for May 2023 is Positive

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

There were 115 New Listings in May 2023, down **17.27%** from last year at 139. Furthermore, there were 72 Closed Listings this month versus last year at 84, a **-14.29%** decrease.

Closed versus Listed trends yielded a **62.6%** ratio, up from previous year's, May 2022, at **60.4%**, a **3.60%** upswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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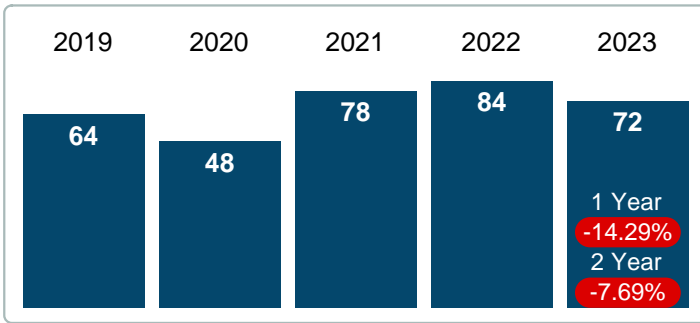
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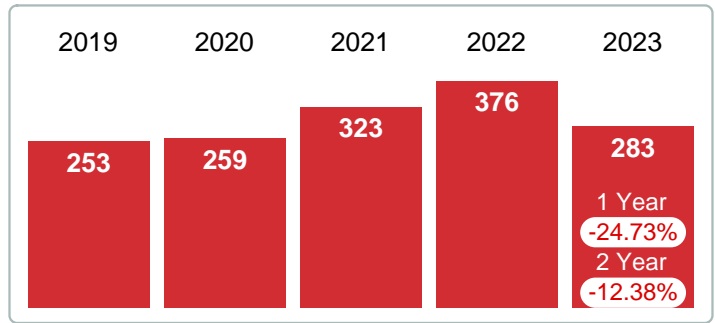
## CLOSED LISTINGS

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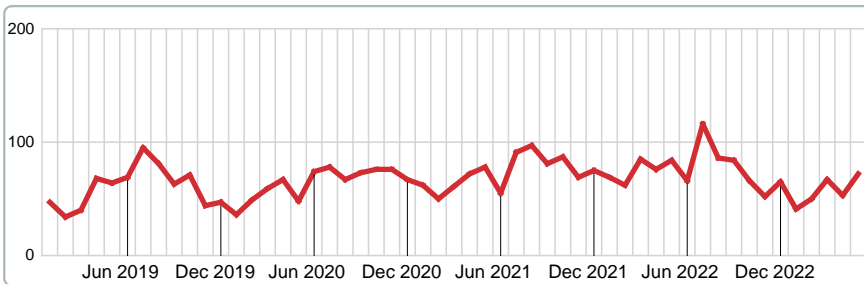
### MAY



### YEAR TO DATE (YTD)

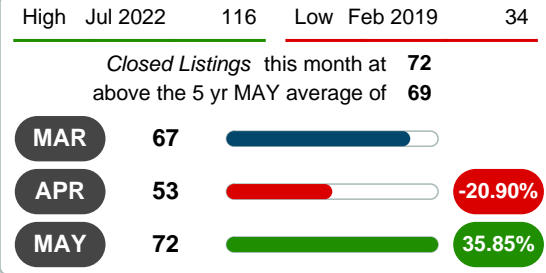


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 69



### 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	8.33%	32.5	4	2	0	0
\$75,001 - \$125,000	8	11.11%	62.4	4	2	1	1
\$125,001 - \$175,000	11	15.28%	37.0	3	6	2	0
\$175,001 - \$250,000	17	23.61%	40.2	1	12	3	1
\$250,001 - \$300,000	12	16.67%	21.9	1	7	4	0
\$300,001 - \$425,000	10	13.89%	61.1	0	8	2	0
\$425,001 and up	8	11.11%	47.3	0	3	2	3
<b>Total Closed Units</b>	<b>72</b>			<b>13</b>	<b>40</b>	<b>14</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>17,646,420</b>	<b>100%</b>	<b>42.2</b>	<b>1.42M</b>	<b>10.19M</b>	<b>3.94M</b>	<b>2.10M</b>
<b>Average Closed Price</b>	<b>\$245,089</b>			<b>\$109,100</b>	<b>\$254,808</b>	<b>\$281,343</b>	<b>\$419,400</b>

# May 2023



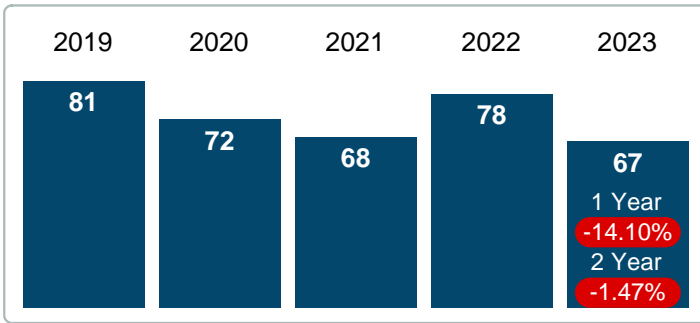
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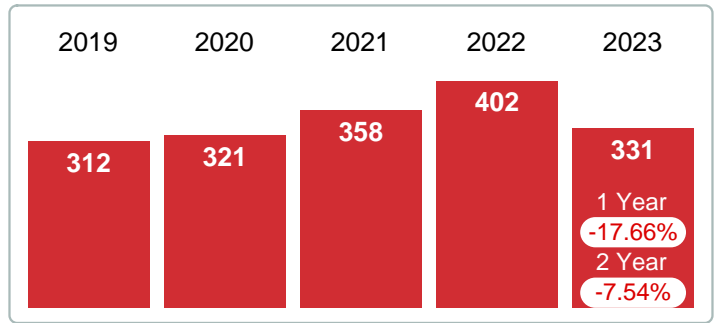
## PENDING LISTINGS

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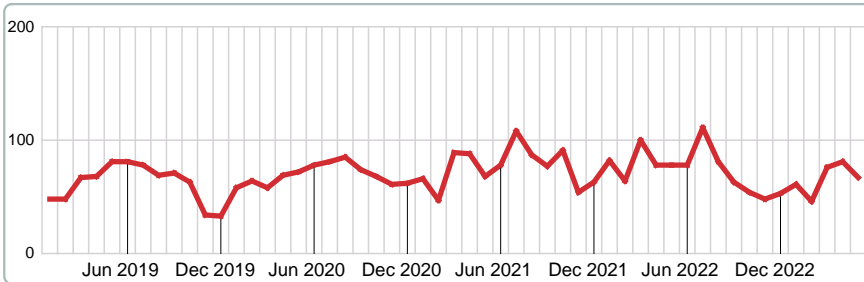
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

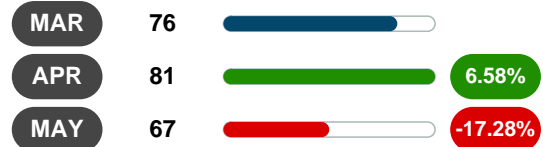


### 3 MONTHS

5 year MAY AVG = 73

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at **67**  
below the 5 yr MAY average of **73**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.48%	24.3	3	0	0	0
\$50,001 - \$125,000	12	17.91%	57.5	2	9	1	0
\$125,001 - \$175,000	10	14.93%	18.8	3	5	2	0
\$175,001 - \$250,000	15	22.39%	46.7	0	9	6	0
\$250,001 - \$325,000	11	16.42%	56.2	2	7	2	0
\$325,001 - \$400,000	9	13.43%	58.1	0	5	3	1
\$400,001 and up	7	10.45%	88.6	0	4	2	1
<b>Total Pending Units</b>	<b>67</b>			<b>10</b>	<b>39</b>	<b>16</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>16,268,111</b>	<b>100%</b>	<b>50.1</b>	<b>1.24M</b>	<b>8.97M</b>	<b>5.09M</b>	<b>970.00K</b>
<b>Average Listing Price</b>	<b>\$245,098</b>			<b>\$123,880</b>	<b>\$230,100</b>	<b>\$317,838</b>	<b>\$485,000</b>

# May 2023



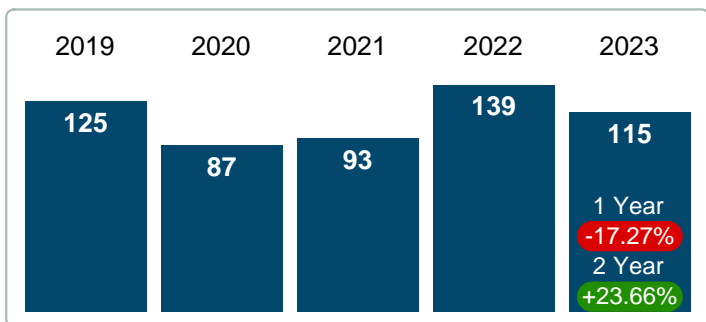
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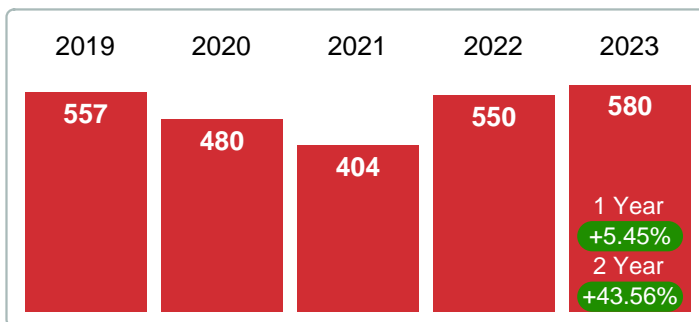
## NEW LISTINGS

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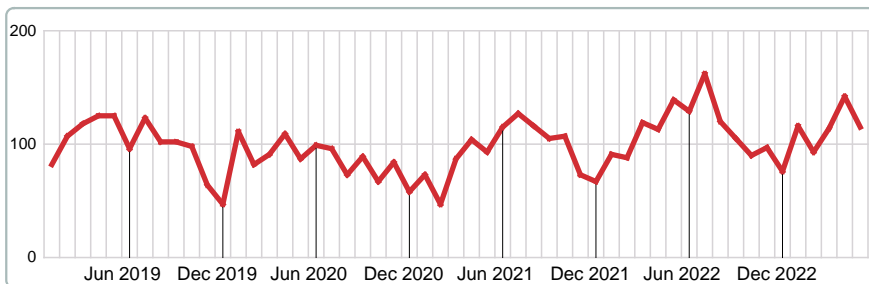
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

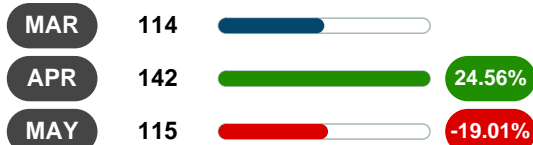


### 3 MONTHS

5 year MAY AVG = 112

High Jul 2022 162 Low Feb 2021 47

New Listings this month at 115  
above the 5 yr MAY average of 112



### 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	7.83%	1	7	1	0
\$100,001 - \$150,000	15	13.04%	8	5	2	0
\$150,001 - \$225,000	17	14.78%	3	9	5	0
\$225,001 - \$325,000	28	24.35%	2	17	7	2
\$325,001 - \$475,000	20	17.39%	0	16	4	0
\$475,001 - \$825,000	14	12.17%	5	6	3	0
\$825,001 and up	12	10.43%	1	3	5	3
<b>Total New Listed Units</b>	<b>115</b>		<b>20</b>	<b>63</b>	<b>27</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>48,160,304</b>	<b>100%</b>	<b>8.31M</b>	<b>24.34M</b>	<b>12.01M</b>	<b>3.50M</b>
<b>Average New Listed Listing Price</b>	<b>\$214,316</b>		<b>\$415,360</b>	<b>\$386,402</b>	<b>\$444,807</b>	<b>\$700,000</b>

# May 2023



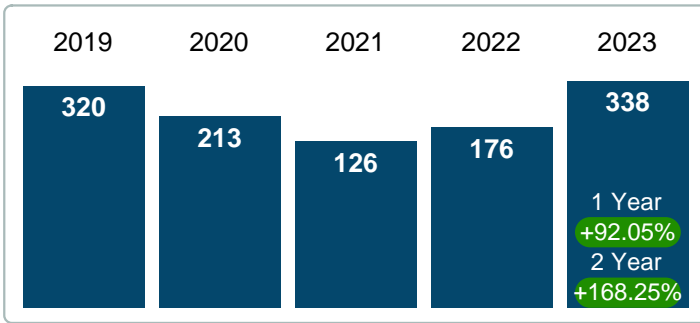
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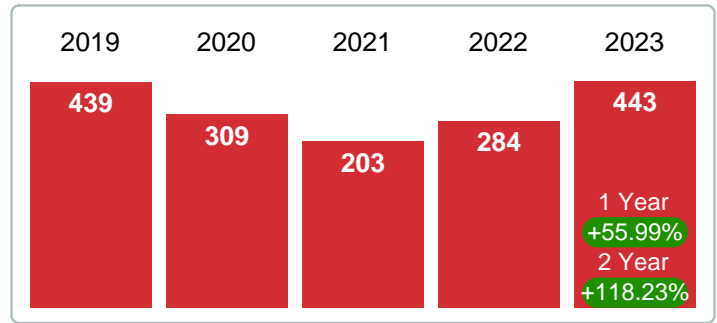
## ACTIVE INVENTORY

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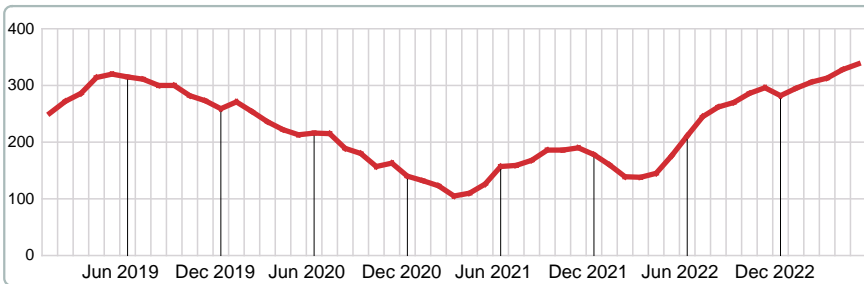
### END OF MAY



### ACTIVE DURING MAY

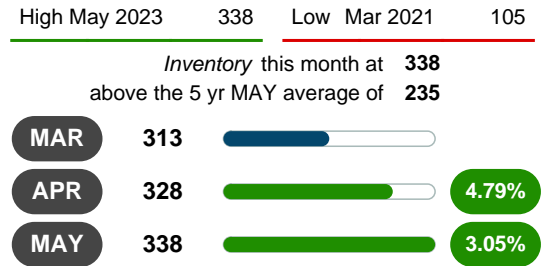


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 235



## 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	35	10.36%	80.8	15	15	4	1
\$125,001 - \$175,000	43	12.72%	61.6	13	26	4	0
\$175,001 - \$225,000	30	8.88%	78.6	3	21	4	2
\$225,001 - \$350,000	96	28.40%	71.9	11	53	29	3
\$350,001 - \$475,000	55	16.27%	74.3	3	35	16	1
\$475,001 - \$825,000	46	13.61%	87.1	11	19	12	4
\$825,001 and up	33	9.76%	82.8	3	9	13	8
Total Active Inventory by Units			338	59	178	82	19
Total Active Inventory by Volume			149,115,716	20.78M	68.43M	41.15M	18.76M
Average Active Inventory Listing Price			\$441,171	\$352,227	\$384,421	\$501,811	\$987,310

# May 2023



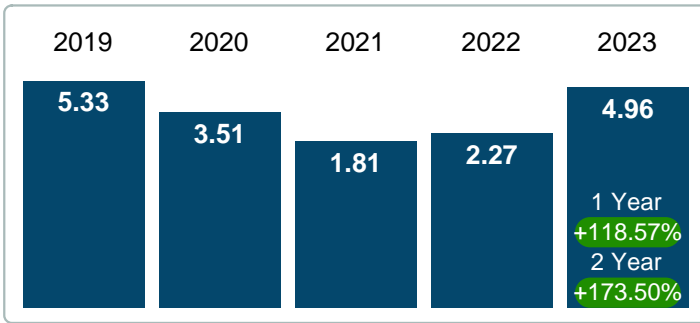
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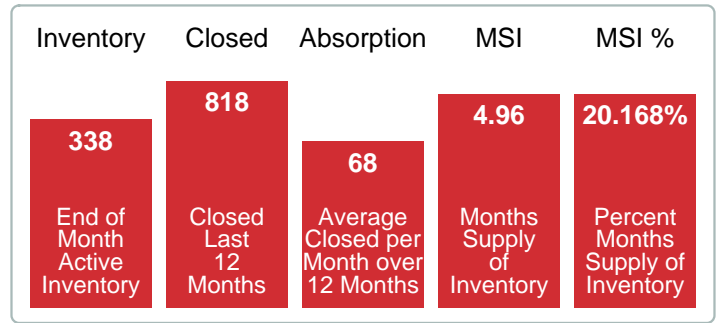
## MONTHS SUPPLY of INVENTORY (MSI)

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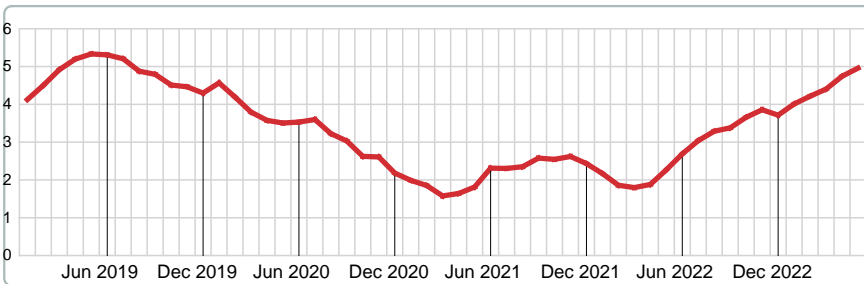
### MSI FOR MAY



### INDICATORS FOR MAY 2023

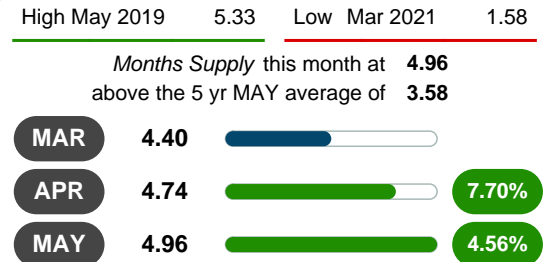


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 3.58



### 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	35	10.36%	3.28	2.65	3.33	12.00	6.00
\$125,001 - \$175,000	43	12.72%	4.41	6.78	3.95	3.20	0.00
\$175,001 - \$225,000	30	8.88%	2.57	4.00	2.27	2.40	0.00
\$225,001 - \$350,000	96	28.40%	3.91	8.25	3.53	3.63	12.00
\$350,001 - \$475,000	55	16.27%	9.04	6.00	11.67	7.38	2.40
\$475,001 - \$825,000	46	13.61%	11.04	33.00	11.40	8.47	5.33
\$825,001 and up	33	9.76%	26.40	36.00	18.00	26.00	48.00
Market Supply of Inventory (MSI)			4.96	5.57	4.40	5.35	10.86
Total Active Inventory by Units		100%	4.96	59	178	82	19

# May 2023



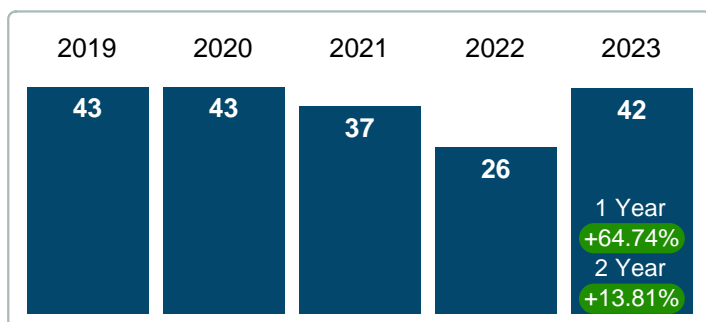
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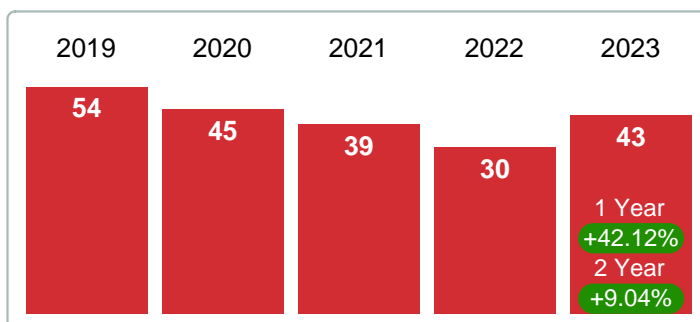
## AVERAGE DAYS ON MARKET TO SALE

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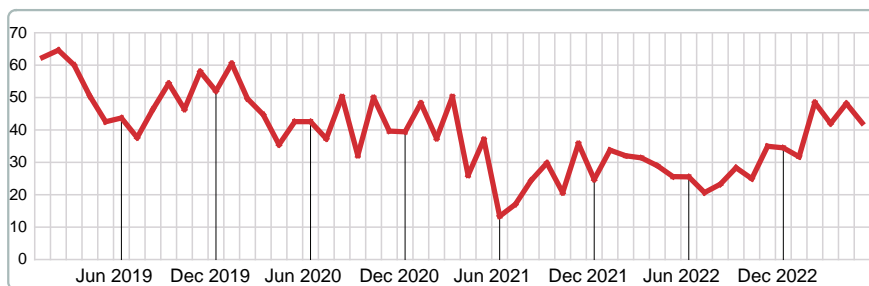
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 38

High Feb 2019 65 Low Jun 2021 13

Average Days on Market to Sale this month at 42 above the 5 yr MAY average of 38

- MAR 42
- APR 48 +14.77%
- MAY 42 -12.46%

### 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	8.33%	33	12	74	0	0
\$75,001 - \$125,000	11.11%	62	75	3	145	51
\$125,001 - \$175,000	15.28%	37	49	38	16	0
\$175,001 - \$250,000	23.61%	40	15	33	89	5
\$250,001 - \$300,000	16.67%	22	7	34	5	0
\$300,001 - \$425,000	13.89%	61	0	45	128	0
\$425,001 and up	11.11%	47	0	42	41	57
<b>Average Closed DOM</b>		<b>42</b>	<b>40</b>	<b>37</b>	<b>57</b>	<b>45</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>13</b>	<b>40</b>	<b>14</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>17,646,420</b>	<b>1.42M</b>	<b>10.19M</b>	<b>3.94M</b>	<b>2.10M</b>



# May 2023



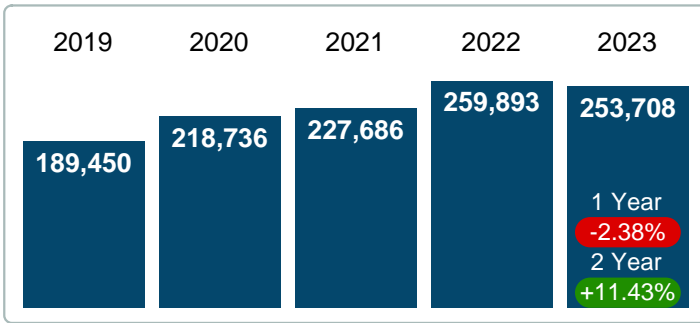
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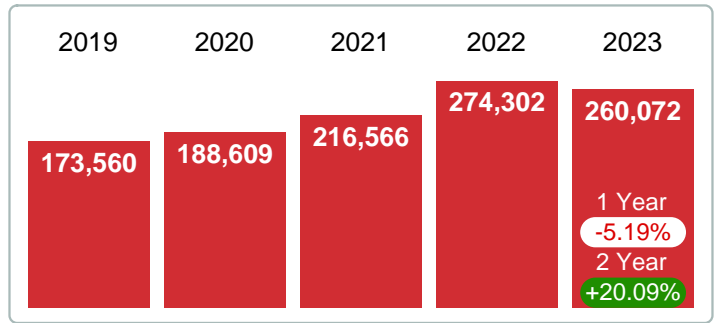
## AVERAGE LIST PRICE AT CLOSING

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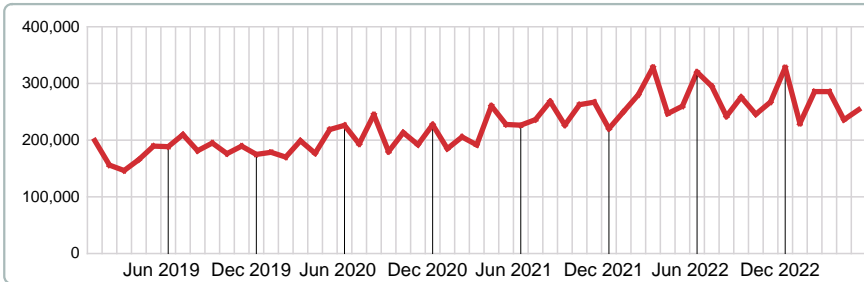
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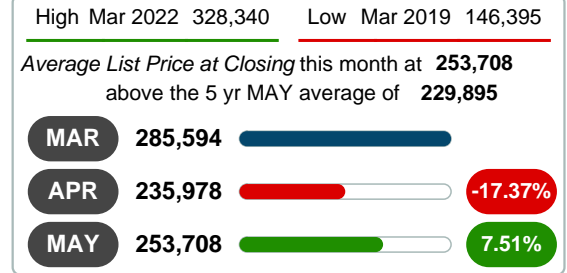


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 229,895



## 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	8.33%	55,867	47,750	72,100	0	0
\$75,001 - \$125,000	8.33%	105,867	102,200	117,950	135,000	125,000
\$125,001 - \$175,000	15.28%	151,164	141,500	167,283	162,500	0
\$175,001 - \$250,000	20.83%	216,440	199,900	226,908	255,833	238,900
\$250,001 - \$300,000	20.83%	277,977	280,000	282,607	294,475	0
\$300,001 - \$425,000	15.28%	348,231	0	358,343	327,400	0
\$425,001 and up	11.11%	548,375	0	521,333	512,000	599,667
<b>Average List Price</b>		<b>253,708</b>	<b>115,708</b>	<b>262,892</b>	<b>291,729</b>	<b>432,580</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>253,708</b>	<b>13</b>	<b>40</b>	<b>14</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>18,266,994</b>	<b>1.50M</b>	<b>10.52M</b>	<b>4.08M</b>	<b>2.16M</b>



# May 2023



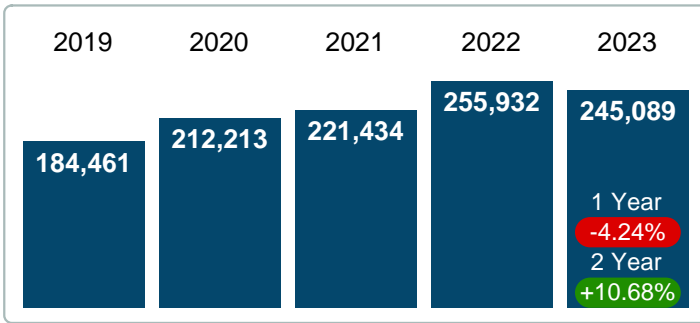
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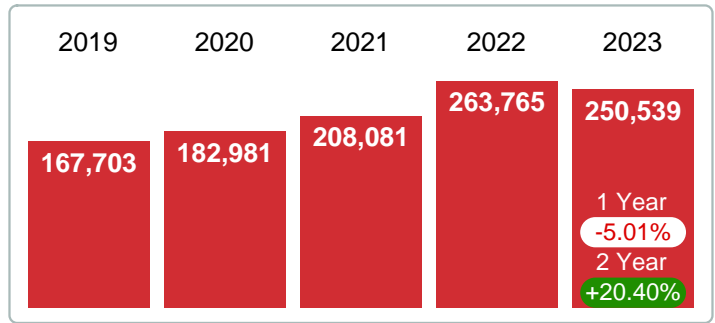
## AVERAGE SOLD PRICE AT CLOSING

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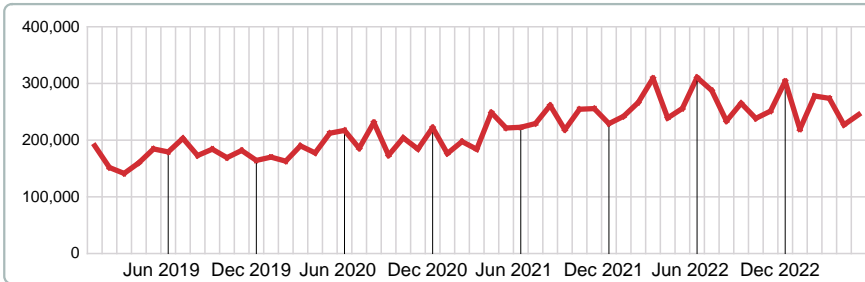
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 223,826

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

Average Sold Price at Closing this month at **245,089** above the 5 yr MAY average of **223,826**



## 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	8.33%	50,450	39,625	72,100	0	0
\$75,001 - \$125,000	11.11%	104,363	92,725	114,500	120,000	115,000
\$125,001 - \$175,000	15.28%	154,432	141,333	159,125	160,000	0
\$175,001 - \$250,000	23.61%	222,639	199,900	219,414	239,000	235,000
\$250,001 - \$300,000	16.67%	280,117	265,000	276,786	289,725	0
\$300,001 - \$425,000	13.89%	343,180	0	347,363	326,450	0
\$425,001 and up	11.11%	529,000	0	505,000	485,000	582,333
<b>Average Sold Price</b>		<b>245,089</b>	<b>109,100</b>	<b>254,808</b>	<b>281,343</b>	<b>419,400</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,089</b>	<b>13</b>	<b>40</b>	<b>14</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>17,646,420</b>	<b>1.42M</b>	<b>10.19M</b>	<b>3.94M</b>	<b>2.10M</b>

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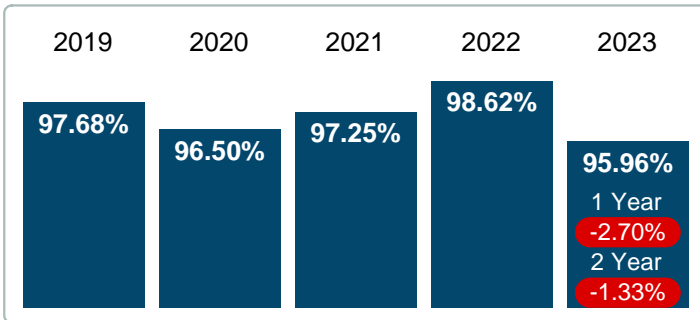
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



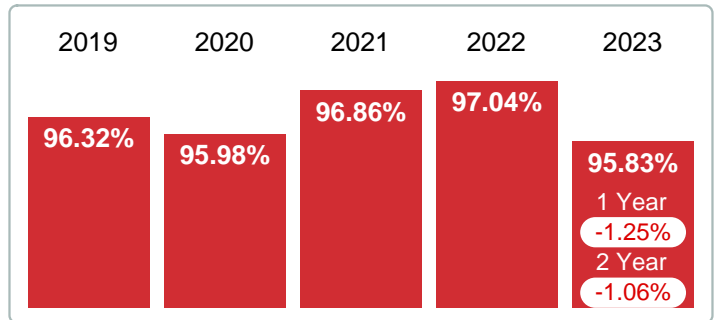
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

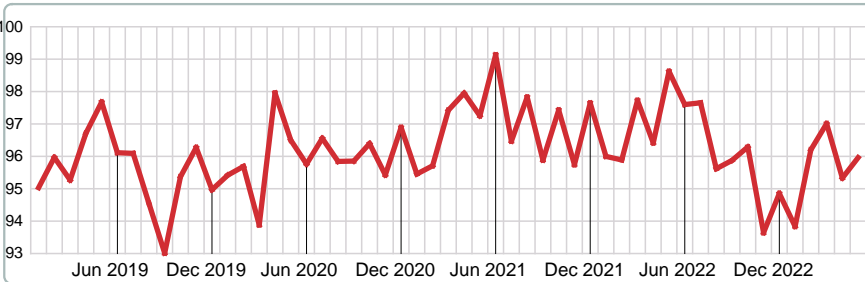
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

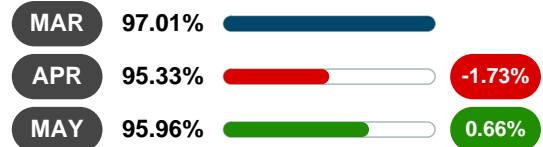


### 3 MONTHS

5 year MAY AVG = 97.20%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **95.96%** below the 5 yr MAY average of **97.20%**



## 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	8.33%	90.13%	85.19%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	8	11.11%	92.29%	90.84%	97.02%	88.89%	92.00%
\$125,001 - \$175,000	11	15.28%	96.99%	99.88%	95.10%	98.33%	0.00%
\$175,001 - \$250,000	17	23.61%	96.55%	100.00%	96.89%	93.44%	98.37%
\$250,001 - \$300,000	12	16.67%	97.88%	94.64%	98.04%	98.41%	0.00%
\$300,001 - \$425,000	10	13.89%	97.63%	0.00%	97.11%	99.71%	0.00%
\$425,001 and up	8	11.11%	96.38%	0.00%	97.02%	94.61%	96.91%
Average Sold/List Ratio		96.00%		92.18%	97.04%	96.30%	96.22%
Total Closed Units		72	100%	13	40	14	5
Total Closed Volume		17,646,420		1.42M	10.19M	3.94M	2.10M

# May 2023



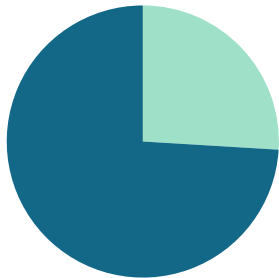
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

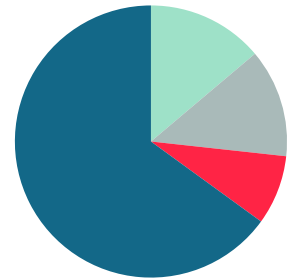


**Inventory**  
 New Listings  
**115 = 25.96%**  
 Start Inventory  
**328**  
 Total Inventory Units  
**443**  
 Volume  
**\$183,576,736**

### Market Activity

Closed Sales  
**72 = 13.85%**  
 Pending Sales  
**67 = 12.88%**  
 Other Off Market  
**43 = 8.27%**  
 Active Inventory  
**338 = 65.00%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	84	72	-14.29%	376	283	-24.73%
Pending Sales	78	67	-14.10%	402	331	-17.66%
New Listings	139	115	-17.27%	550	580	5.45%
Average List Price	259,893	253,708	-2.38%	274,302	260,072	-5.19%
Average Sale Price	255,932	245,089	-4.24%	263,765	250,539	-5.01%
Average Percent of Selling Price to List Price	98.62%	95.96%	-2.70%	97.04%	95.83%	-1.25%
Average Days on Market to Sale	25.60	42.17	64.74%	30.15	42.84	42.12%
Monthly Inventory	176	338	92.05%	176	338	92.05%
Months Supply of Inventory	2.27	4.96	118.57%	2.27	4.96	118.57%

**Absorption:** Last 12 months, an Average of **68** Sales/Month

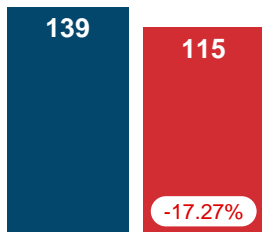
**Inventory on May 31, 2023 = 338**

**2022** **2023**

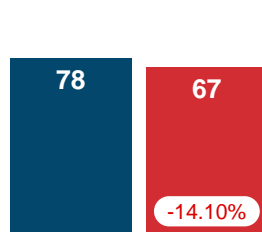
### MAY MARKET

### AVERAGE PRICES

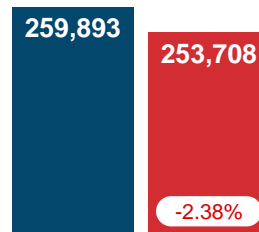
#### New Listings



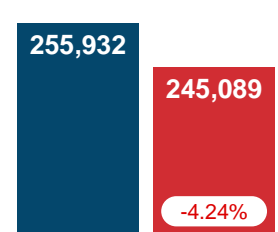
#### Pending Listings



#### List Price



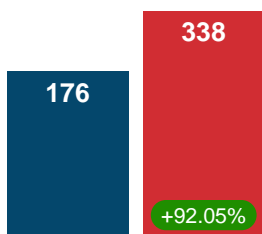
#### Sale Price



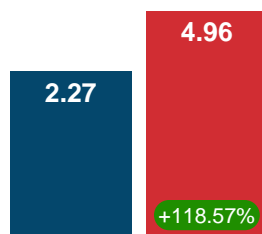
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

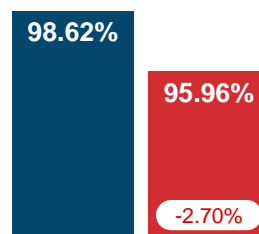
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

