

August 2023



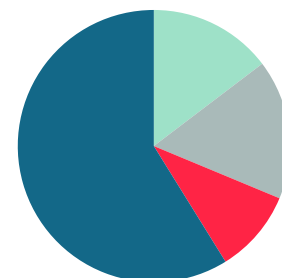
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2022 | August 2023 | +/-% |
|--|---------|-------------|---------|
| Closed Listings | 86 | 83 | -3.49% |
| Pending Listings | 81 | 94 | 16.05% |
| New Listings | 120 | 125 | 4.17% |
| Average List Price | 242,097 | 312,621 | 29.13% |
| Average Sale Price | 233,753 | 296,055 | 26.65% |
| Average Percent of Selling Price to List Price | 95.62% | 95.89% | 0.29% |
| Average Days on Market to Sale | 23.24 | 53.45 | 129.93% |
| End of Month Inventory | 262 | 333 | 27.10% |
| Months Supply of Inventory | 3.29 | 5.08 | 54.59% |



■ Closed (14.66%)
■ Pending (16.61%)
■ Other OffMarket (9.89%)
■ Active (58.83%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of August 31, 2023 = **333**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **27.10%** to 333 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 **5.08** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **26.65%** in August 2023 to \$296,055 versus the previous year at \$233,753.

Average Days on Market Lengthens

The average number of **53.45** days that homes spent on the market before selling increased by 30.20 days or **129.93%** in August 2023 compared to last year's same month at **23.24** DOM.

Sales Success for August 2023 is Positive

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

There were 125 New Listings in August 2023, up **4.17%** from last year at 120. Furthermore, there were 83 Closed Listings this month versus last year at 86, a **-3.49%** decrease.

Closed versus Listed trends yielded a **66.4%** ratio, down from previous year's, August 2022, at **71.7%**, a **7.35%** downswing. This will certainly create pressure on an increasing Monthly Months Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
|---|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Average Days on Market to Sale | 7 |
| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

August 2023



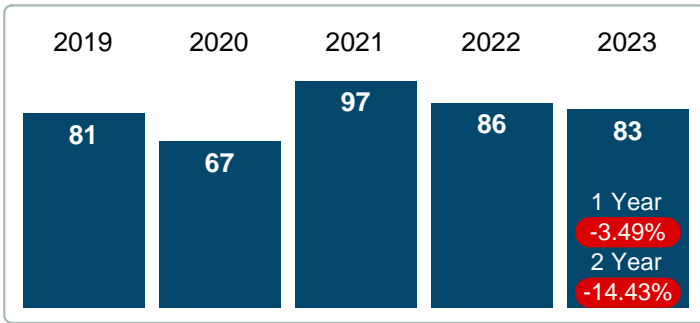
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



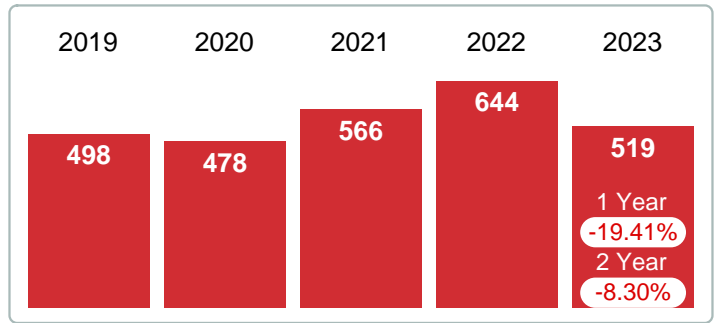
CLOSED LISTINGS

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

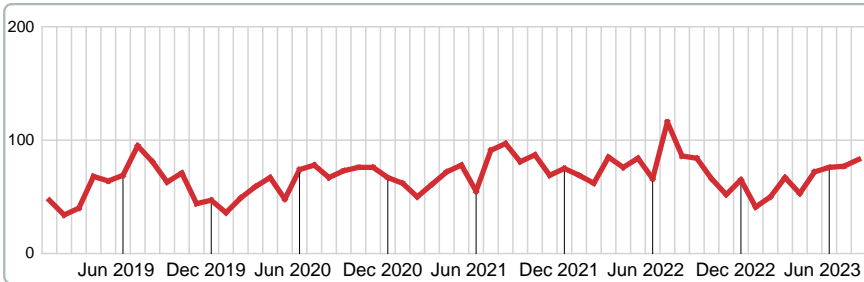
AUGUST



YEAR TO DATE (YTD)

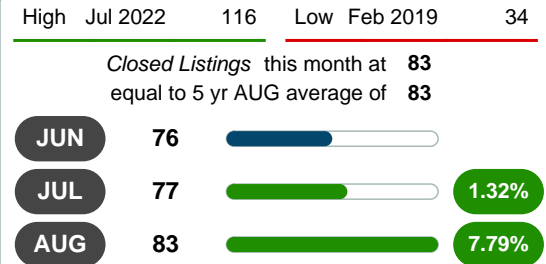


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 8 | 9.64% | 39.8 | 3 | 5 | 0 | 0 |
| \$100,001 - \$150,000 | 8 | 9.64% | 80.8 | 3 | 5 | 0 | 0 |
| \$150,001 - \$200,000 | 14 | 16.87% | 31.5 | 1 | 12 | 1 | 0 |
| \$200,001 - \$275,000 | 21 | 25.30% | 52.7 | 0 | 19 | 2 | 0 |
| \$275,001 - \$325,000 | 13 | 15.66% | 56.5 | 0 | 12 | 1 | 0 |
| \$325,001 - \$500,000 | 10 | 12.05% | 77.2 | 1 | 5 | 3 | 1 |
| \$500,001 and up | 9 | 10.84% | 46.4 | 2 | 4 | 3 | 0 |
| Total Closed Units | 83 | | | 10 | 62 | 10 | 1 |
| Total Closed Volume | 24,572,525 | 100% | 53.4 | 2.50M | 17.66M | 4.07M | 345.00K |
| Average Closed Price | \$296,055 | | | \$250,030 | \$284,820 | \$406,840 | \$345,000 |

August 2023



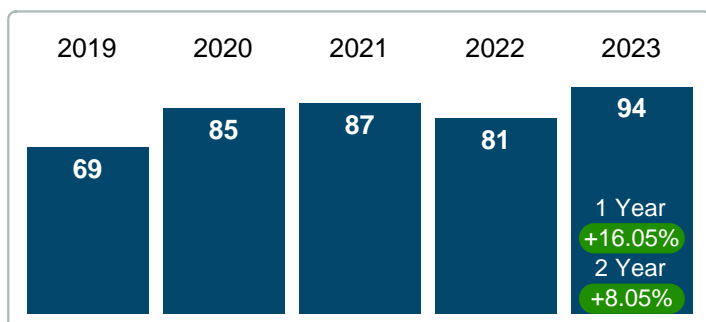
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



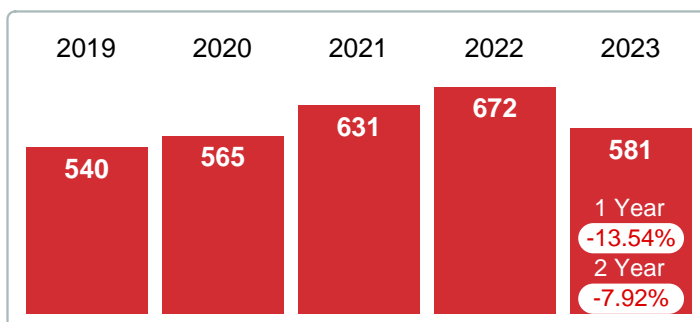
PENDING LISTINGS

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

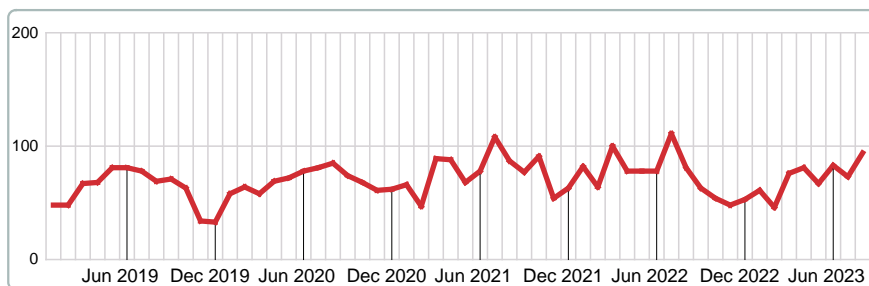
AUGUST



YEAR TO DATE (YTD)

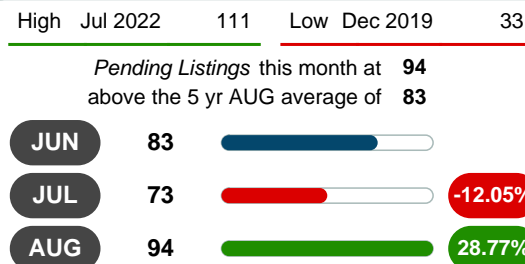


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 83



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 6 | 6.38% | 23.5 | 3 | 3 | 0 | 0 |
| \$100,001 - \$175,000 | 16 | 17.02% | 41.6 | 2 | 13 | 1 | 0 |
| \$175,001 - \$225,000 | 10 | 10.64% | 77.4 | 1 | 7 | 1 | 1 |
| \$225,001 - \$300,000 | 25 | 26.60% | 52.6 | 1 | 22 | 2 | 0 |
| \$300,001 - \$350,000 | 15 | 15.96% | 69.9 | 0 | 6 | 8 | 1 |
| \$350,001 - \$475,000 | 10 | 10.64% | 90.2 | 0 | 5 | 5 | 0 |
| \$475,001 and up | 12 | 12.77% | 64.8 | 1 | 3 | 6 | 2 |
| Total Pending Units | 94 | | | 8 | 59 | 23 | 4 |
| Total Pending Volume | 28,307,044 | 100% | 63.2 | 1.55M | 14.62M | 9.19M | 2.95M |
| Average Listing Price | \$296,923 | | | \$193,738 | \$247,739 | \$399,589 | \$737,500 |

August 2023



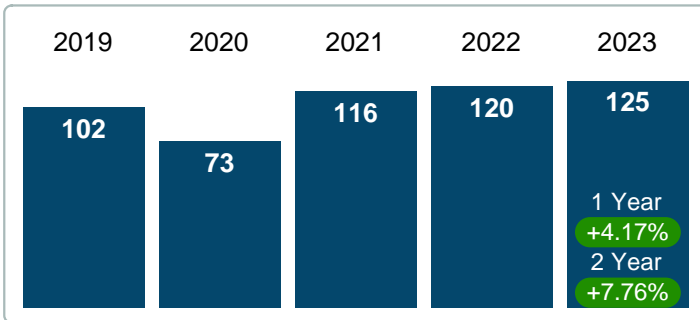
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



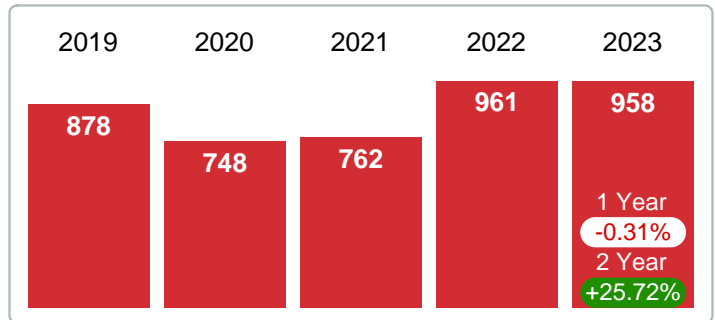
NEW LISTINGS

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

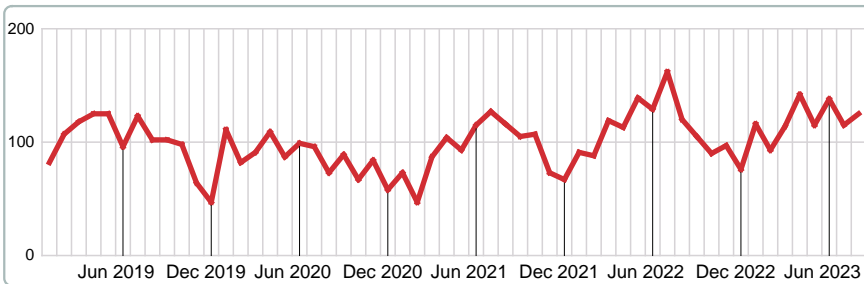
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 107

High Jul 2022 162 Low Feb 2021 47

New Listings this month at 125
above the 5 yr AUG average of 107



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 11 | 8.80% | 4 | 4 | 3 | 0 |
| \$125,001 - \$175,000 | 12 | 9.60% | 1 | 9 | 2 | 0 |
| \$175,001 - \$250,000 | 20 | 16.00% | 3 | 14 | 3 | 0 |
| \$250,001 - \$350,000 | 37 | 29.60% | 3 | 16 | 16 | 2 |
| \$350,001 - \$375,000 | 9 | 7.20% | 1 | 0 | 8 | 0 |
| \$375,001 - \$575,000 | 23 | 18.40% | 0 | 10 | 12 | 1 |
| \$575,001 and up | 13 | 10.40% | 0 | 4 | 8 | 1 |
| Total New Listed Units | 125 | | 12 | 57 | 52 | 4 |
| Total New Listed Volume | 43,175,005 | 100% | 2.40M | 17.09M | 21.36M | 2.32M |
| Average New Listed Listing Price | \$286,360 | | \$199,950 | \$299,856 | \$410,862 | \$579,750 |

August 2023



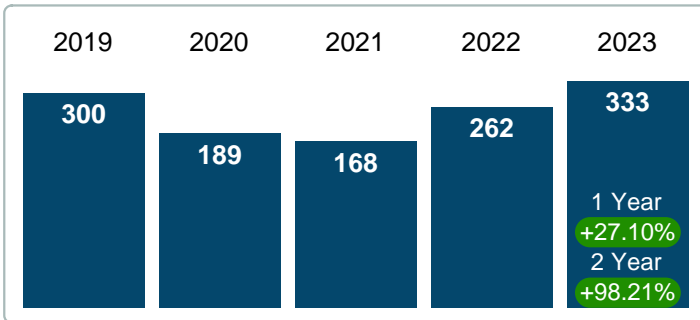
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



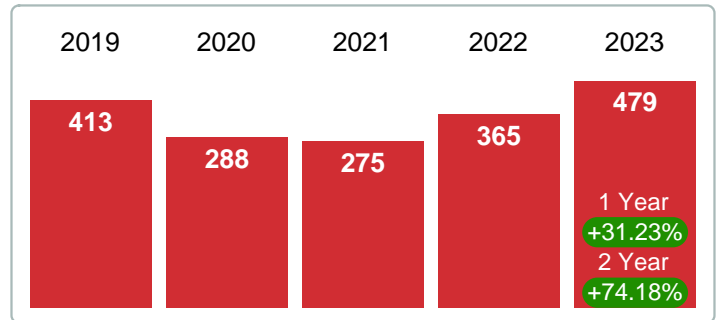
ACTIVE INVENTORY

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

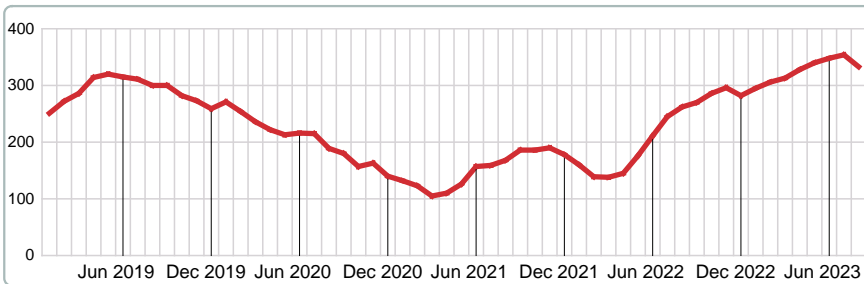
END OF AUGUST



ACTIVE DURING AUGUST

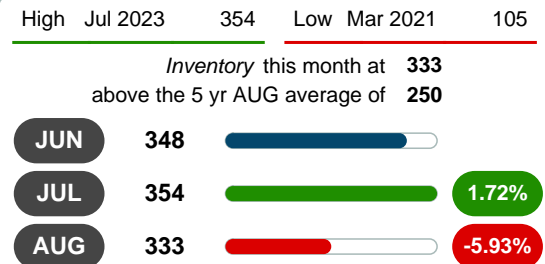


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 250



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 | 24 | 7.21% | 75.7 | 8 | 13 | 3 | 0 |
| \$125,001 - \$175,000 | 35 | 10.51% | 80.3 | 6 | 24 | 5 | 0 |
| \$175,001 - \$275,000 | 65 | 19.52% | 68.9 | 10 | 40 | 12 | 3 |
| \$275,001 - \$375,000 | 74 | 22.22% | 68.9 | 6 | 32 | 32 | 4 |
| \$375,001 - \$525,000 | 57 | 17.12% | 75.5 | 2 | 36 | 15 | 4 |
| \$525,001 - \$775,000 | 43 | 12.91% | 89.9 | 3 | 22 | 14 | 4 |
| \$775,001 and up | 35 | 10.51% | 97.1 | 1 | 13 | 15 | 6 |
| Total Active Inventory by Units | | | 333 | 36 | 180 | 96 | 21 |
| Total Active Inventory by Volume | | | 151,883,122 | 12.08M | 74.96M | 49.03M | 15.81M |
| Average Active Inventory Listing Price | | | \$456,105 | \$335,658 | \$416,458 | \$510,711 | \$752,794 |

August 2023



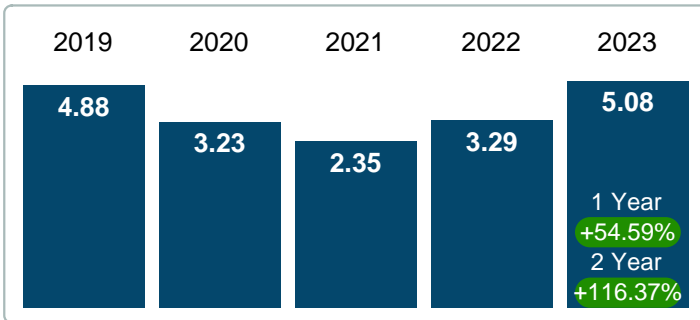
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



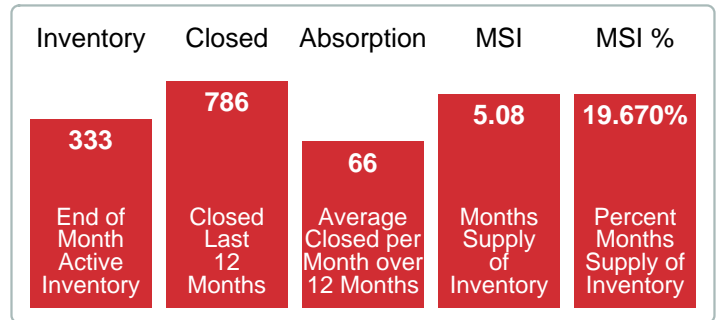
MONTHS SUPPLY of INVENTORY (MSI)

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

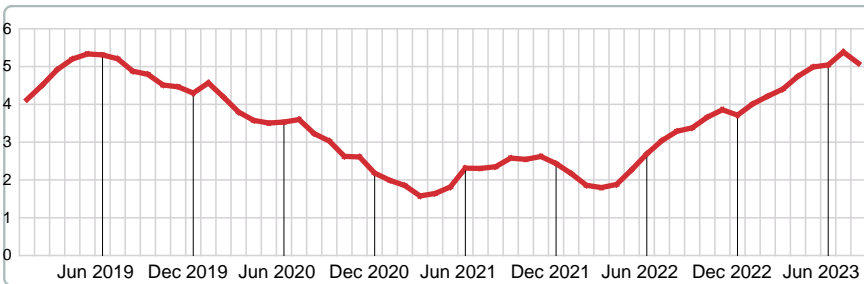
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

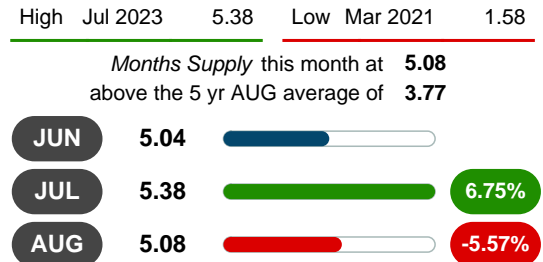


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.77



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 | 24 | 7.21% | 2.12 | 1.37 | 2.69 | 7.20 | 0.00 |
| \$125,001 - \$175,000 | 35 | 10.51% | 3.41 | 3.13 | 3.47 | 3.53 | 0.00 |
| \$175,001 - \$275,000 | 65 | 19.52% | 2.77 | 9.23 | 2.26 | 2.62 | 18.00 |
| \$275,001 - \$375,000 | 74 | 22.22% | 6.12 | 8.00 | 4.27 | 8.93 | 16.00 |
| \$375,001 - \$525,000 | 57 | 17.12% | 11.59 | 6.00 | 18.78 | 7.20 | 6.86 |
| \$525,001 - \$775,000 | 43 | 12.91% | 21.50 | 12.00 | 52.80 | 16.80 | 8.00 |
| \$775,001 and up | 35 | 10.51% | 24.71 | 12.00 | 22.29 | 22.50 | 72.00 |
| Market Supply of Inventory (MSI) | | | 5.08 | 3.51 | 4.52 | 7.07 | 11.45 |
| Total Active Inventory by Units | | 100% | 5.08 | 36 | 180 | 96 | 21 |

August 2023



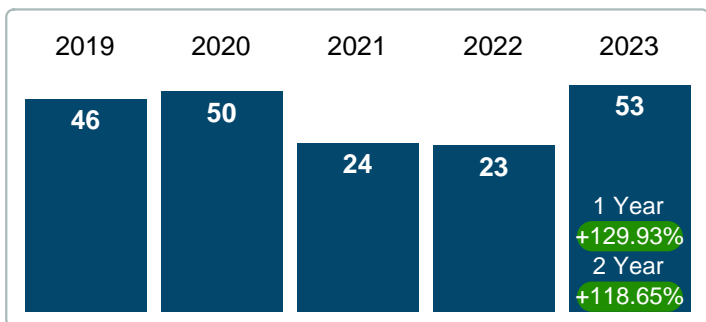
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



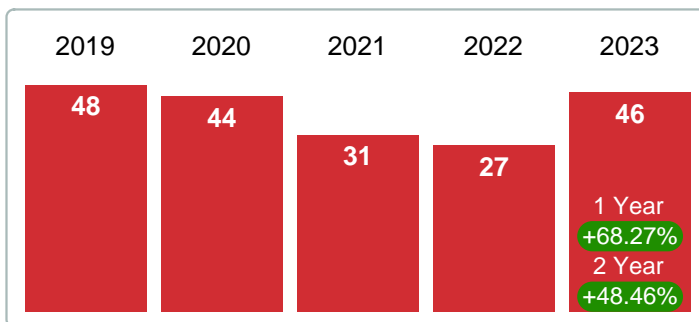
AVERAGE DAYS ON MARKET TO SALE

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

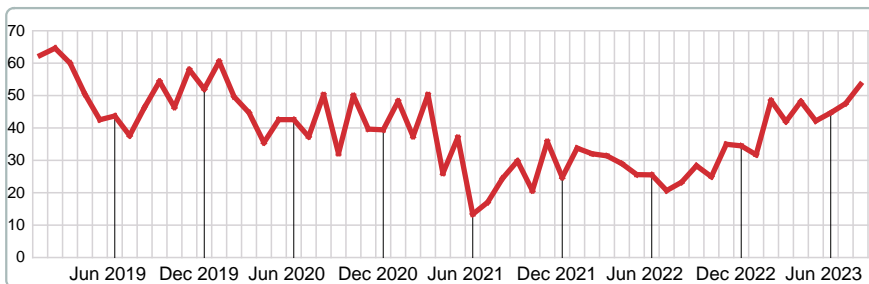
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

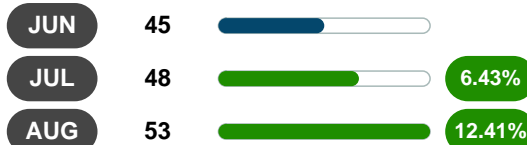


3 MONTHS

5 year AUG AVG = 40

High Feb 2019 65 Low Jun 2021 13

Average Days on Market to Sale this month at 53 above the 5 yr AUG average of 40



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 |
|---|-------------|-------------------|--------------|---------------|--------------|----------------|
| \$100,000 and less | 9.64% | 40 | 80 | 16 | 0 | 0 |
| \$100,001 - \$150,000 | 9.64% | 81 | 85 | 78 | 0 | 0 |
| \$150,001 - \$200,000 | 16.87% | 32 | 99 | 25 | 48 | 0 |
| \$200,001 - \$275,000 | 25.30% | 53 | 0 | 46 | 114 | 0 |
| \$275,001 - \$325,000 | 15.66% | 57 | 0 | 47 | 173 | 0 |
| \$325,001 - \$500,000 | 12.05% | 77 | 314 | 49 | 70 | 3 |
| \$500,001 and up | 10.84% | 46 | 74 | 30 | 51 | 0 |
| Average Closed DOM | | 53 | 106 | 41 | 81 | 3 |
| Total Closed Units | 100% | 53 | 10 | 62 | 10 | 1 |
| Total Closed Volume | | 24,572,525 | 2.50M | 17.66M | 4.07M | 345.00K |

August 2023



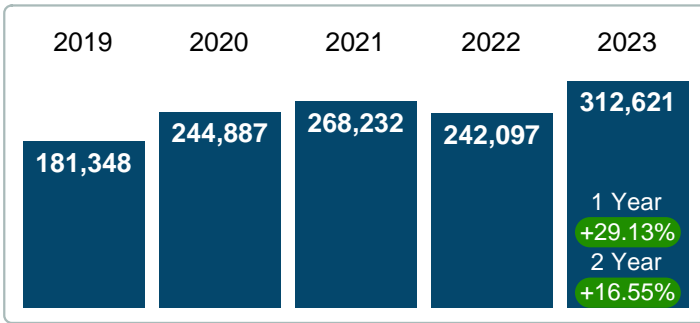
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



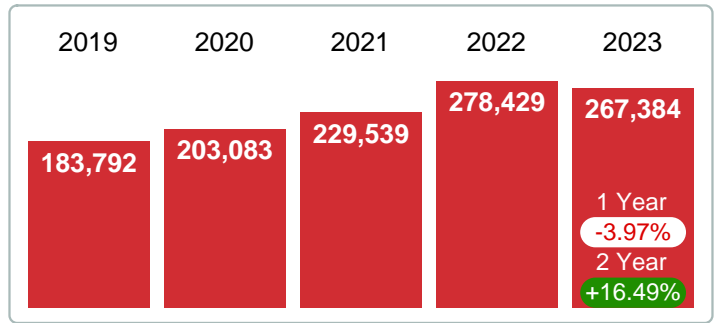
AVERAGE LIST PRICE AT CLOSING

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

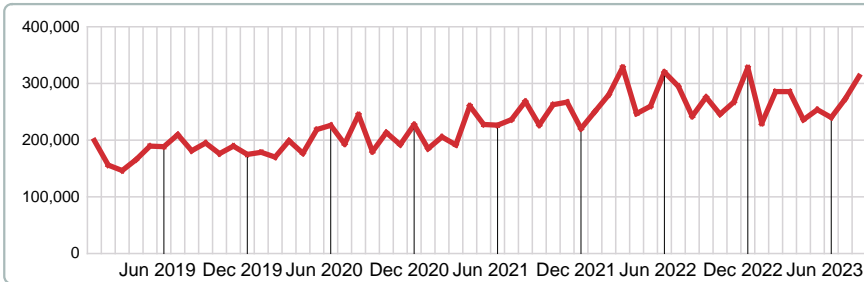
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

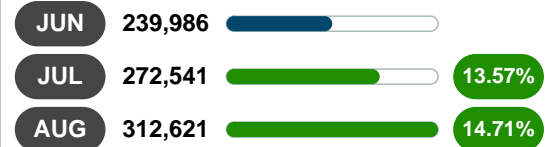


3 MONTHS

5 year AUG AVG = 249,837

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

Average List Price at Closing this month at **312,621** above the 5 yr AUG average of **249,837**



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less | 9.64% | 74,175 | 78,000 | 71,880 | 0 | 0 |
| \$100,001 - \$150,000 | 7.23% | 135,483 | 138,000 | 152,760 | 0 | 0 |
| \$150,001 - \$200,000 | 15.66% | 177,162 | 165,000 | 188,192 | 164,900 | 0 |
| \$200,001 - \$275,000 | 27.71% | 240,699 | 0 | 250,000 | 232,490 | 0 |
| \$275,001 - \$325,000 | 12.05% | 293,175 | 0 | 304,900 | 308,950 | 0 |
| \$325,001 - \$500,000 | 15.66% | 383,969 | 576,000 | 402,560 | 417,967 | 360,000 |
| \$500,001 and up | 12.05% | 877,875 | 674,950 | 1,205,750 | 676,617 | 0 |
| Average List Price | | 312,621 | 273,890 | 300,421 | 422,258 | 360,000 |
| Total Closed Units | 100% | 312,621 | 10 | 62 | 10 | 1 |
| Total Closed Volume | | 25,947,580 | 2.74M | 18.63M | 4.22M | 360.00K |

August 2023



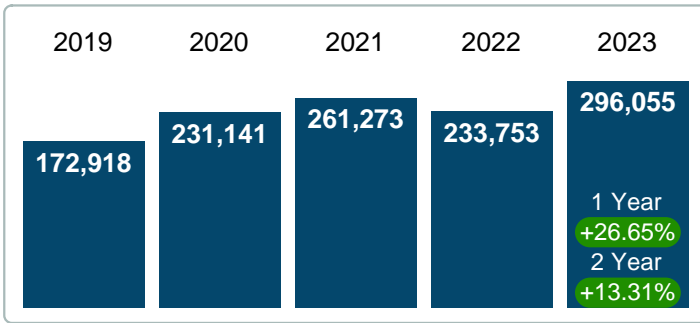
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



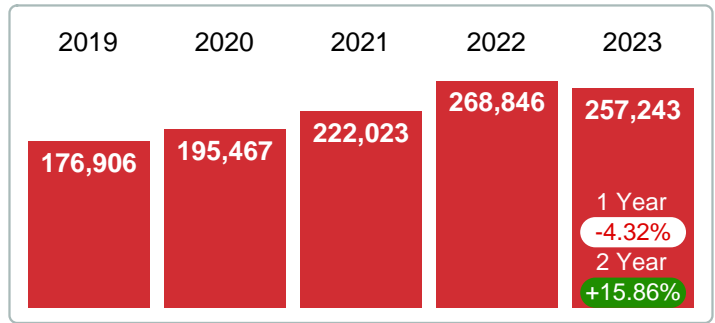
AVERAGE SOLD PRICE AT CLOSING

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

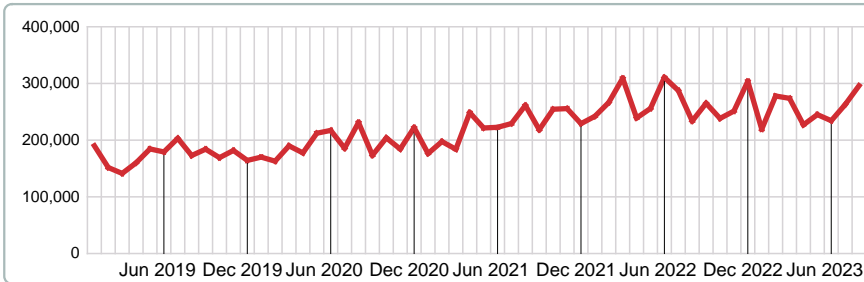
AUGUST



YEAR TO DATE (YTD)

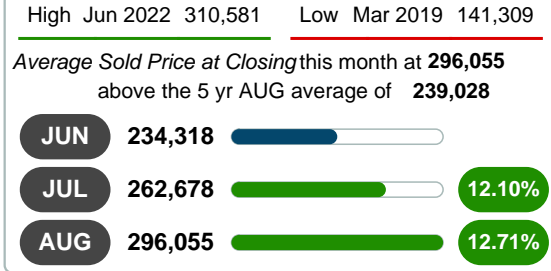


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 239,028



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less | 9.64% | 73,163 | 75,267 | 71,900 | 0 | 0 |
| \$100,001 - \$150,000 | 9.64% | 135,738 | 137,333 | 134,780 | 0 | 0 |
| \$150,001 - \$200,000 | 16.87% | 178,629 | 157,500 | 181,533 | 164,900 | 0 |
| \$200,001 - \$275,000 | 25.30% | 236,886 | 0 | 238,137 | 225,000 | 0 |
| \$275,001 - \$325,000 | 15.66% | 295,885 | 0 | 295,542 | 300,000 | 0 |
| \$325,001 - \$500,000 | 12.05% | 391,640 | 415,000 | 383,080 | 413,667 | 345,000 |
| \$500,001 and up | 10.84% | 851,447 | 645,000 | 1,115,131 | 637,500 | 0 |
| Average Sold Price | | 296,055 | 250,030 | 284,820 | 406,840 | 345,000 |
| Total Closed Units | 100% | 296,055 | 10 | 62 | 10 | 1 |
| Total Closed Volume | | 24,572,525 | 2.50M | 17.66M | 4.07M | 345.00K |

August 2023



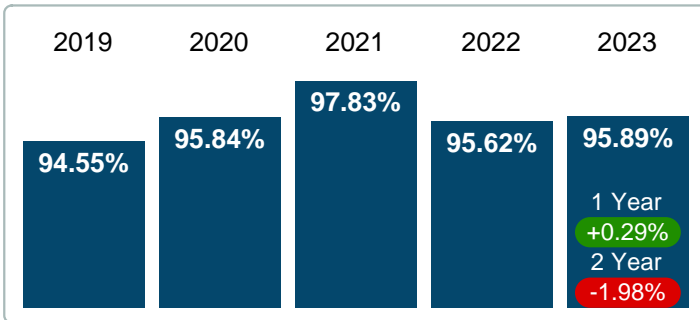
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



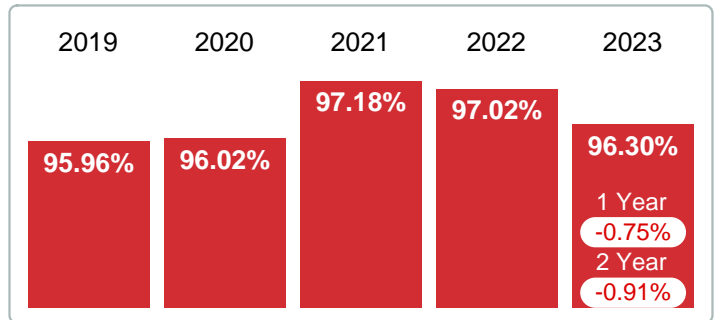
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

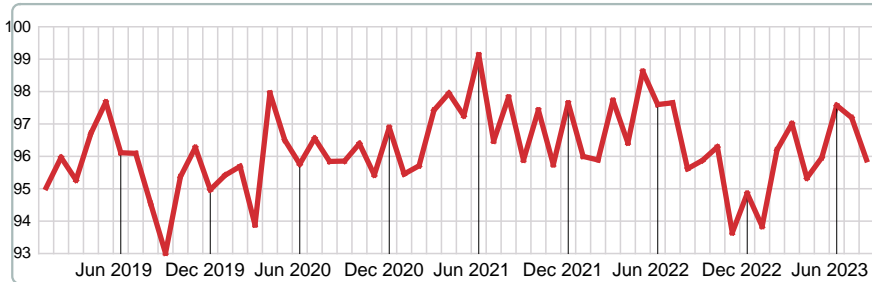
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

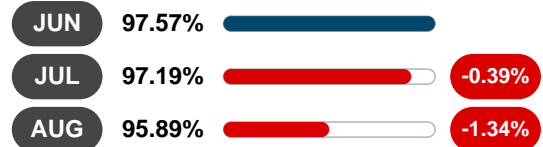


3 MONTHS

5 year AUG AVG = 95.95%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **95.89%** equal to 5 yr AUG average of **95.95%**



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 | |
|--|----|------------|---------|----------|--------|---------|---------|---------|
| \$100,000 and less | 8 | 9.64% | 98.41% | 95.99% | 99.86% | 0.00% | 0.00% | |
| \$100,001 - \$150,000 | 8 | 9.64% | 93.76% | 99.54% | 90.29% | 0.00% | 0.00% | |
| \$150,001 - \$200,000 | 14 | 16.87% | 96.99% | 95.45% | 96.87% | 100.00% | 0.00% | |
| \$200,001 - \$275,000 | 21 | 25.30% | 95.65% | 0.00% | 95.50% | 97.00% | 0.00% | |
| \$275,001 - \$325,000 | 13 | 15.66% | 97.56% | 0.00% | 97.59% | 97.10% | 0.00% | |
| \$325,001 - \$500,000 | 10 | 12.05% | 94.16% | 72.05% | 95.25% | 99.14% | 95.83% | |
| \$500,001 and up | 9 | 10.84% | 93.95% | 95.51% | 91.94% | 95.59% | 0.00% | |
| Average Sold/List Ratio | | 95.90% | | 94.51% | 95.85% | 97.53% | 95.83% | |
| Total Closed Units | | 83 | 100% | 95.90% | 10 | 62 | 10 | 1 |
| Total Closed Volume | | 24,572,525 | | | 2.50M | 17.66M | 4.07M | 345.00K |

August 2023



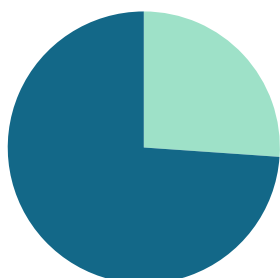
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

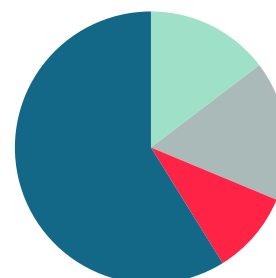


Inventory
 New Listings
125 = 26.10%
 Start Inventory
354
 Total Inventory Units
479
 Volume
\$203,676,362

Market Activity

Closed Sales
83 = 14.66%
 Pending Sales
94 = 16.61%
 Other Off Market
56 = 9.89%
 Active Inventory
333 = 58.83%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 86 | 83 | -3.49% | 644 | 519 | -19.41% |
| Pending Sales | 81 | 94 | 16.05% | 672 | 581 | -13.54% |
| New Listings | 120 | 125 | 4.17% | 961 | 958 | -0.31% |
| Average List Price | 242,097 | 312,621 | 29.13% | 278,429 | 267,384 | -3.97% |
| Average Sale Price | 233,753 | 296,055 | 26.65% | 268,846 | 257,243 | -4.32% |
| Average Percent of Selling Price to List Price | 95.62% | 95.89% | 0.29% | 97.02% | 96.30% | -0.75% |
| Average Days on Market to Sale | 23.24 | 53.45 | 129.93% | 27.04 | 45.50 | 68.27% |
| Monthly Inventory | 262 | 333 | 27.10% | 262 | 333 | 27.10% |
| Months Supply of Inventory | 3.29 | 5.08 | 54.59% | 3.29 | 5.08 | 54.59% |

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

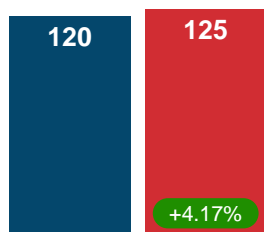
Inventory on August 31, 2023 = **333**

2022 **2023**

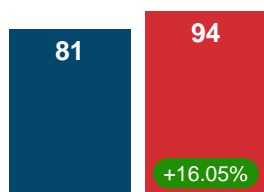
AUGUST MARKET

AVERAGE PRICES

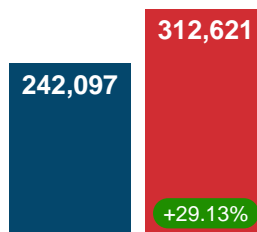
New Listings



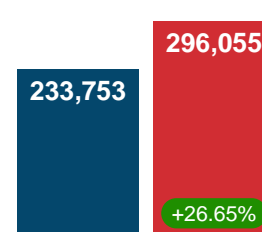
Pending Listings



List Price



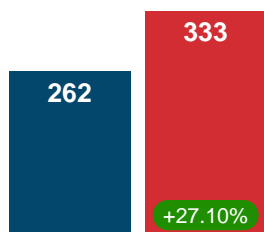
Sale Price



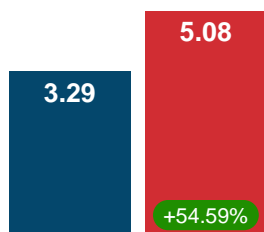
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

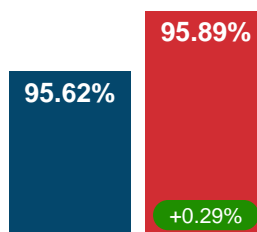
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

