

August 2023



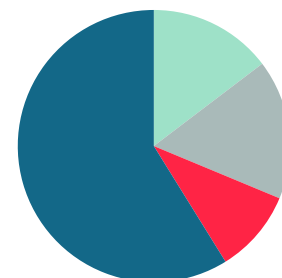
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	228,500	240,000	5.03%
Median Sale Price	224,250	235,000	4.79%
Median Percent of Selling Price to List Price	98.34%	98.22%	-0.12%
Median Days on Market to Sale	9.00	38.00	322.22%
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.

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 **4.79%** in August 2023 to \$235,000 versus the previous year at \$224,250.

Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 29.00 days or **322.22%** in August 2023 compared to last year's same month at **9.00** DOM.

Sales Success for August 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 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 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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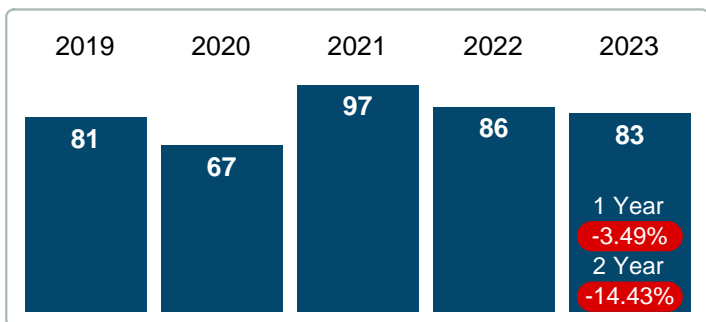
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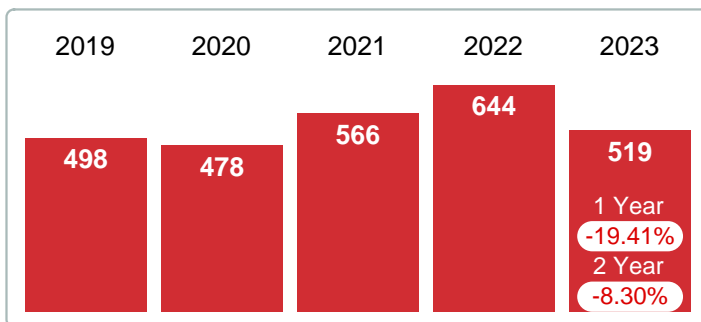
CLOSED LISTINGS

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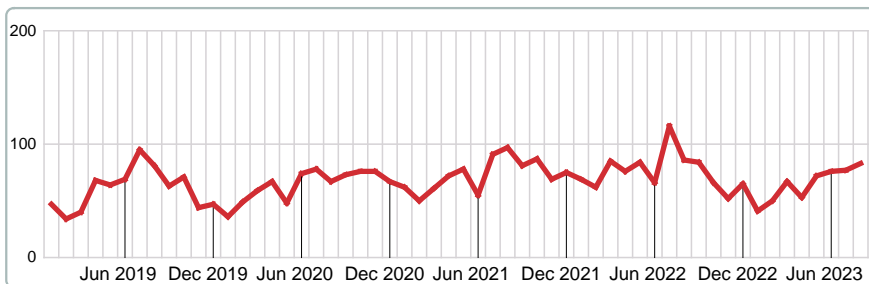
AUGUST



YEAR TO DATE (YTD)

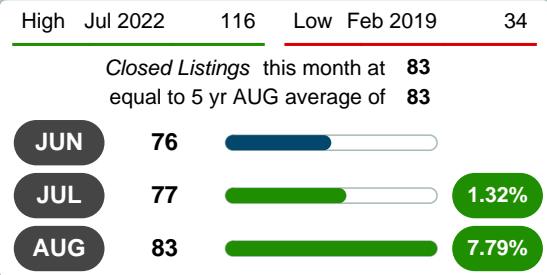


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	9.64%	16.0	3	5	0	0
\$100,001 - \$150,000	8	9.64%	77.0	3	5	0	0
\$150,001 - \$200,000	14	16.87%	11.0	1	12	1	0
\$200,001 - \$275,000	21	25.30%	36.0	0	19	2	0
\$275,001 - \$325,000	13	15.66%	50.0	0	12	1	0
\$325,001 - \$500,000	10	12.05%	49.0	1	5	3	1
\$500,001 and up	9	10.84%	38.0	2	4	3	0
Total Closed Units	83			10	62	10	1
Total Closed Volume	24,572,525	100%	38.0	2.50M	17.66M	4.07M	345.00K
Median Closed Price	\$235,000			\$146,500	\$231,000	\$377,000	\$345,000

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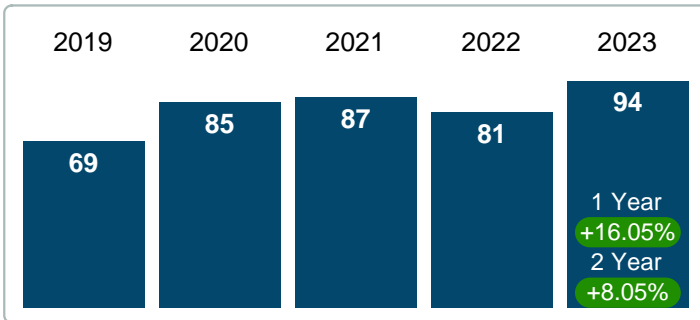
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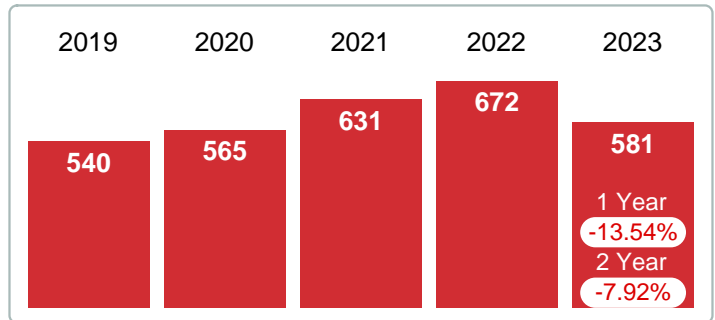
PENDING LISTINGS

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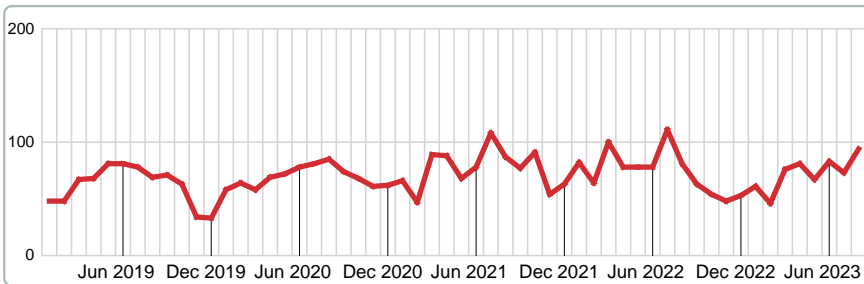
AUGUST



YEAR TO DATE (YTD)

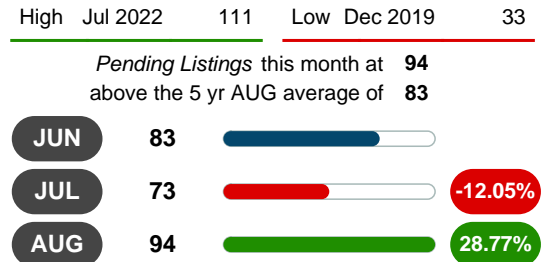


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 83



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	6.38%	16.0	3	3	0	0
\$100,001 - \$175,000	16	17.02%	42.0	2	13	1	0
\$175,001 - \$225,000	10	10.64%	45.0	1	7	1	1
\$225,001 - \$300,000	25	26.60%	25.0	1	22	2	0
\$300,001 - \$350,000	15	15.96%	39.0	0	6	8	1
\$350,001 - \$475,000	10	10.64%	92.5	0	5	5	0
\$475,001 and up	12	12.77%	27.0	1	3	6	2
Total Pending Units	94			8	59	23	4
Total Pending Volume	28,307,044	100%	39.5	1.55M	14.62M	9.19M	2.95M
Median Listing Price	\$256,500			\$130,000	\$235,000	\$339,900	\$685,000

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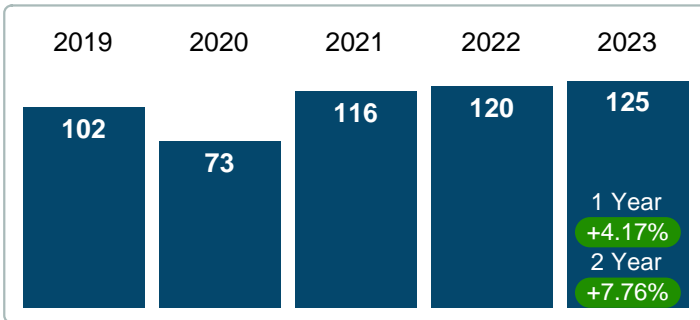
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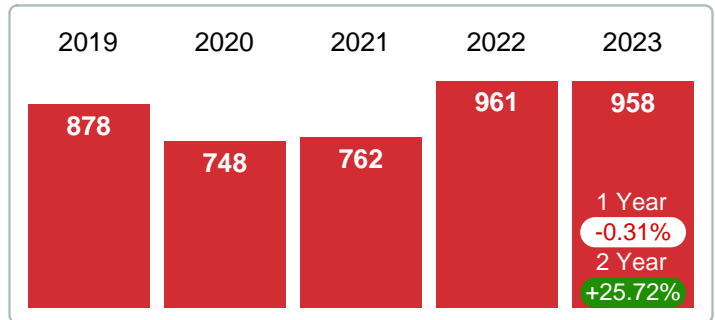
NEW LISTINGS

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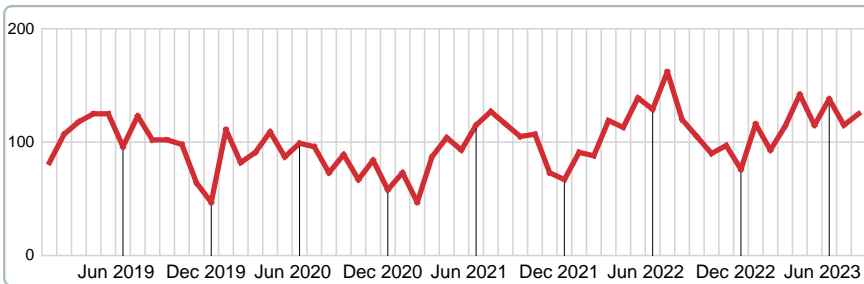
AUGUST



YEAR TO DATE (YTD)

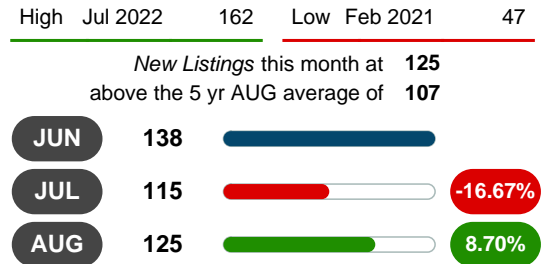


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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
Median New Listed Listing Price	\$315,000		\$197,450	\$255,000	\$359,900	\$367,000

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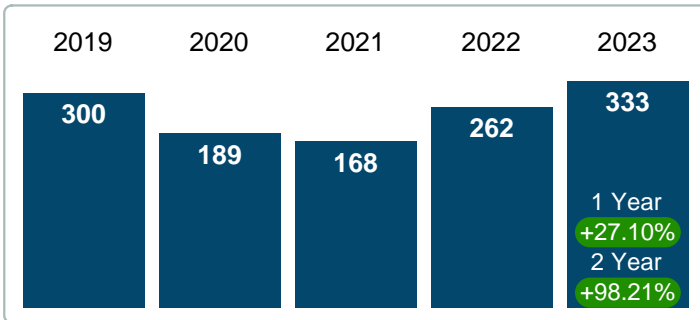
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



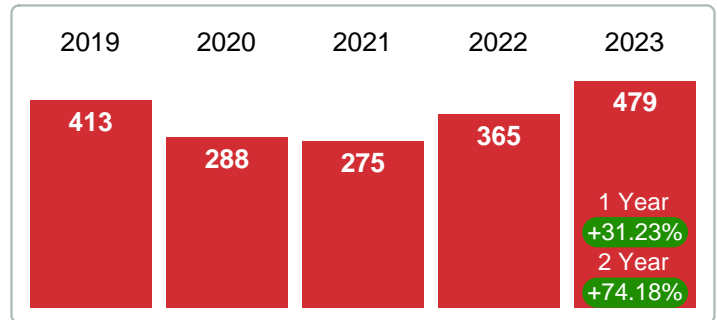
ACTIVE INVENTORY

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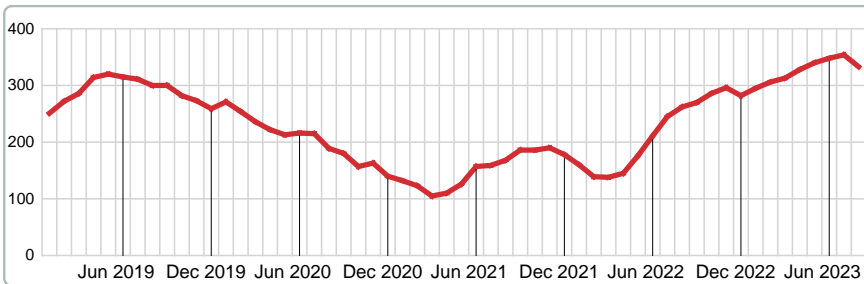
END OF AUGUST



ACTIVE DURING AUGUST

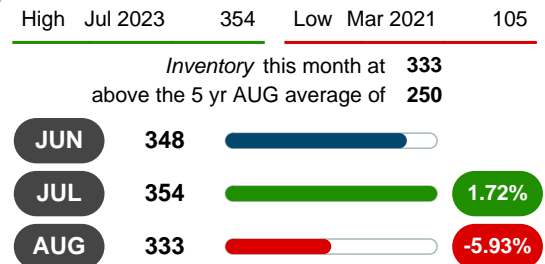


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 250



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	24	7.21%	59.0	8	13	3	0
\$125,001 - \$175,000	35	10.51%	80.0	6	24	5	0
\$175,001 - \$275,000	65	19.52%	52.0	10	40	12	3
\$275,001 - \$375,000	74	22.22%	50.5	6	32	32	4
\$375,001 - \$525,000	57	17.12%	64.0	2	36	15	4
\$525,001 - \$775,000	43	12.91%	71.0	3	22	14	4
\$775,001 and up	35	10.51%	91.0	1	13	15	6
Total Active Inventory by Units	333			36	180	96	21
Total Active Inventory by Volume	151,883,122	100%	64.0	12.08M	74.96M	49.03M	15.81M
Median Active Inventory Listing Price	\$335,000			\$219,950	\$315,000	\$359,900	\$475,000

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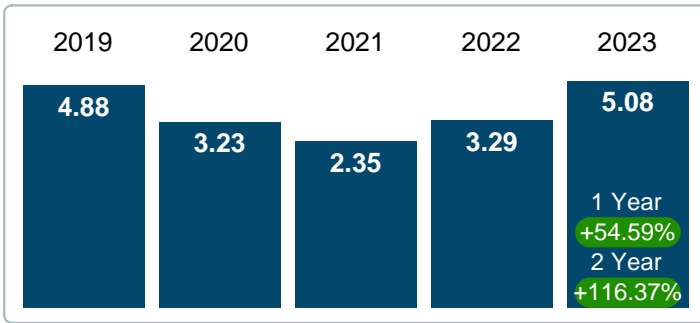
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



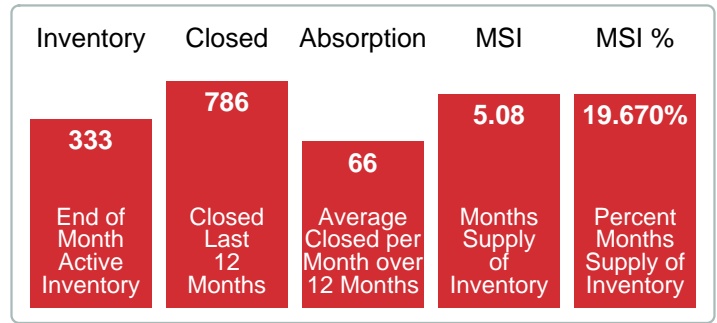
MONTHS SUPPLY of INVENTORY (MSI)

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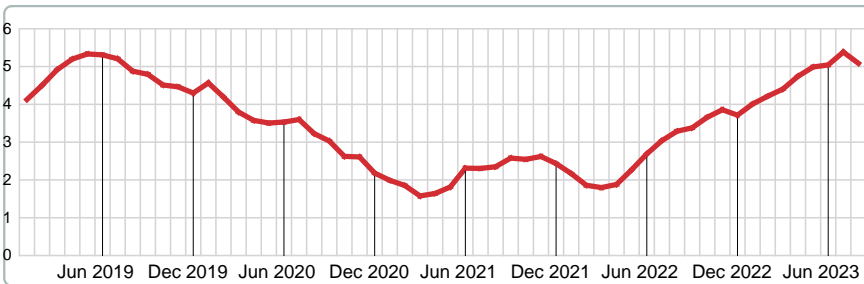
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

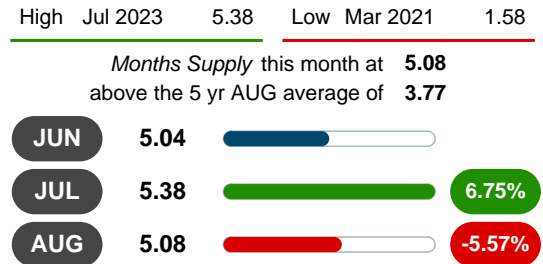


5 YEAR MARKET ACTIVITY TRENDS



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

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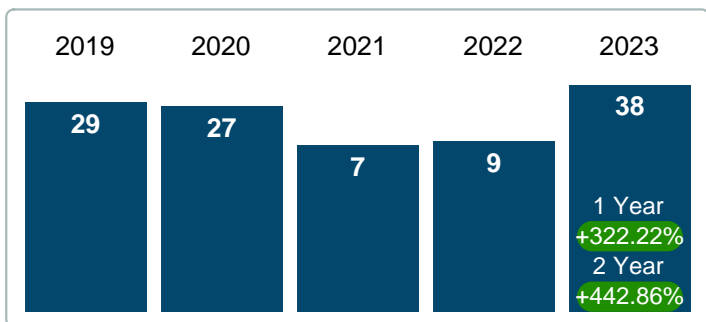
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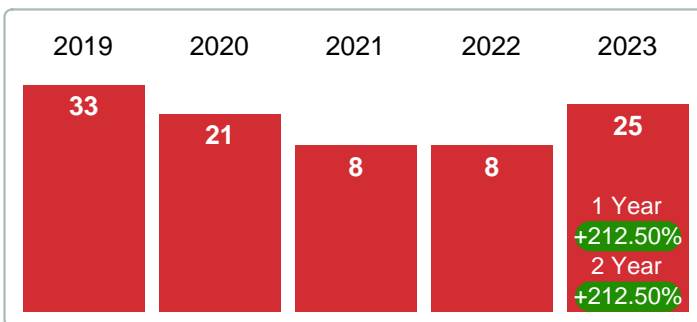
MEDIAN DAYS ON MARKET TO SALE

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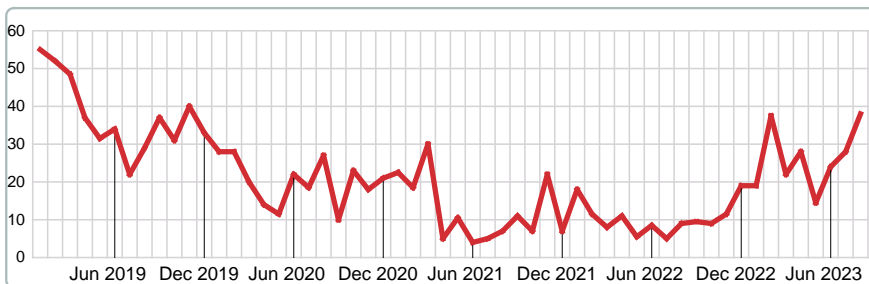
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

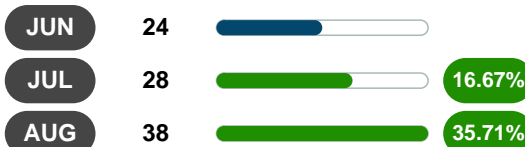


3 MONTHS

5 year AUG AVG = 22

High Jan 2019 55 Low Jun 2021 4

Median Days on Market to Sale this month at 38 above the 5 yr AUG average of 22



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
\$100,000 and less	9.64%	16	63	8	0	0
\$100,001 - \$150,000	9.64%	77	67	79	0	0
\$150,001 - \$200,000	16.87%	11	99	9	48	0
\$200,001 - \$275,000	25.30%	36	0	15	114	0
\$275,001 - \$325,000	15.66%	50	0	45	173	0
\$325,001 - \$500,000	12.05%	49	314	51	25	3
\$500,001 and up	10.84%	38	74	20	17	0
Median Closed DOM		38	74	27	62	3
Total Closed Units	100%	83	10	62	10	1
Total Closed Volume		24,572,525	2.50M	17.66M	4.07M	345.00K

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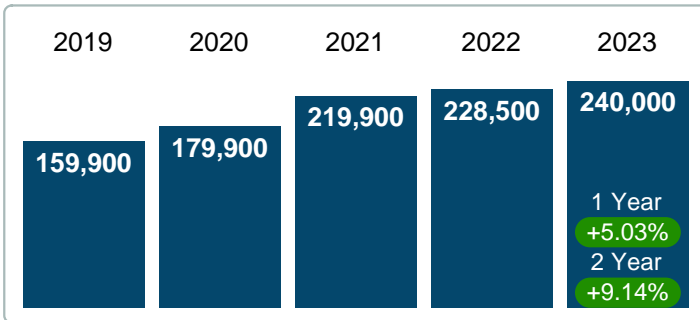
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



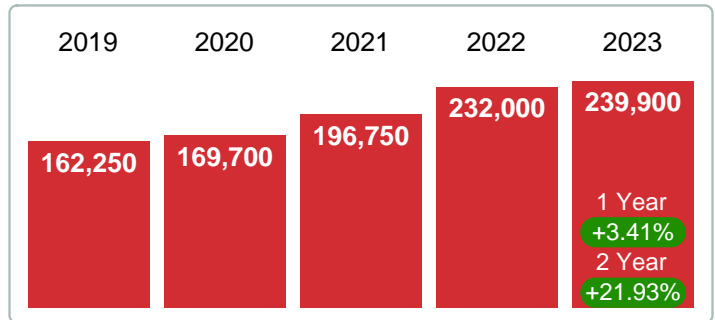
MEDIAN LIST PRICE AT CLOSING

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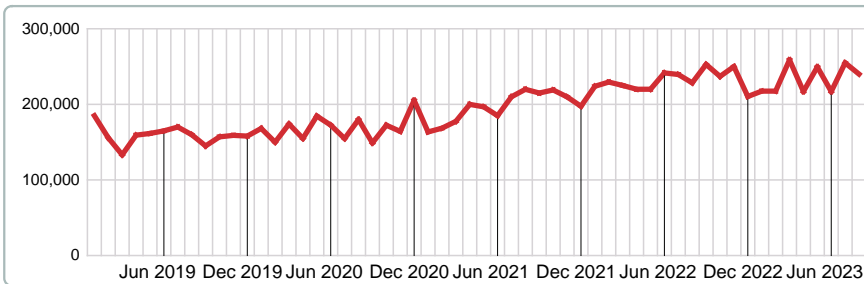
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

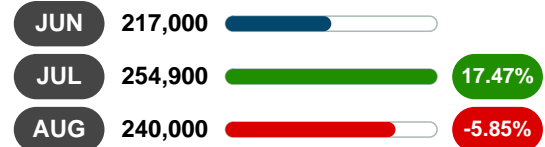


3 MONTHS

5 year AUG AVG = 205,640

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

Median List Price at Closing this month at **240,000**
 above the 5 yr AUG average of **205,640**



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
\$100,000 and less	9.64%	82,450	85,000	79,900	0	0
\$100,001 - \$150,000	7.23%	139,950	145,500	139,900	0	0
\$150,001 - \$200,000	15.66%	179,000	165,000	179,000	164,900	0
\$200,001 - \$275,000	27.71%	235,000	0	235,000	232,490	0
\$275,001 - \$325,000	12.05%	287,500	0	285,000	308,950	0
\$325,001 - \$500,000	15.66%	375,000	0	374,900	379,000	360,000
\$500,001 and up	12.05%	642,000	599,900	1,154,500	585,000	0
Median List Price		240,000	147,500	239,900	377,000	360,000
Total Closed Units		83	10	62	10	1
Total Closed Volume		25,947,580	2.74M	18.63M	4.22M	360.00K

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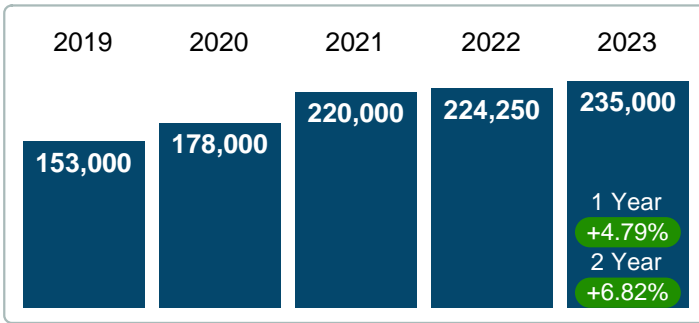
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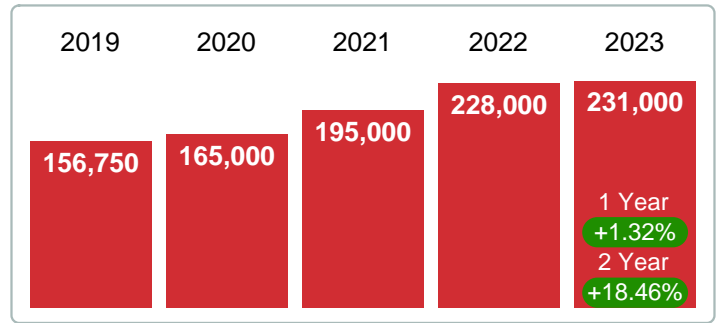
MEDIAN SOLD PRICE AT CLOSING

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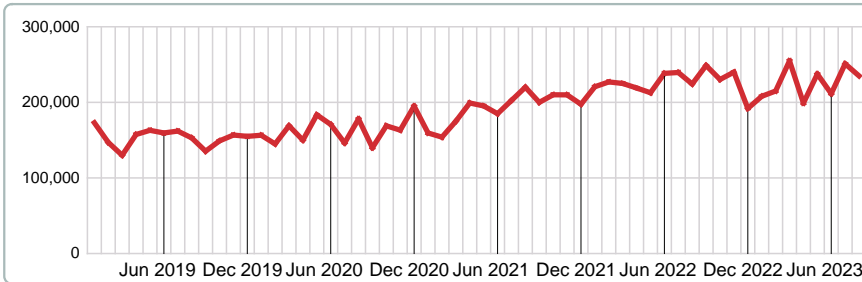
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

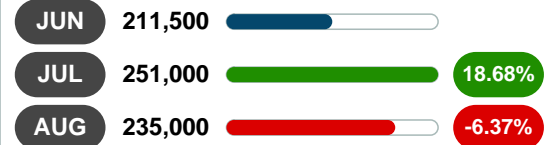


3 MONTHS

5 year AUG AVG = 202,050

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

Median Sold Price at Closing this month at **235,000** above the 5 yr AUG average of **202,050**



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
\$100,000 and less	9.64%	85,900	85,000	90,000	0	0
\$100,001 - \$150,000	9.64%	137,450	143,000	135,000	0	0
\$150,001 - \$200,000	16.87%	182,000	157,500	185,000	164,900	0
\$200,001 - \$275,000	25.30%	232,000	0	232,000	225,000	0
\$275,001 - \$325,000	15.66%	285,000	0	285,000	300,000	0
\$325,001 - \$500,000	12.05%	377,000	415,000	375,000	379,000	345,000
\$500,001 and up	10.84%	640,525	645,000	1,145,263	585,000	0
Median Sold Price		235,000	146,500	231,000	377,000	345,000
Total Closed Units		83	10	62	10	1
Total Closed Volume		24,572,525	2.50M	17.66M	4.07M	345.00K

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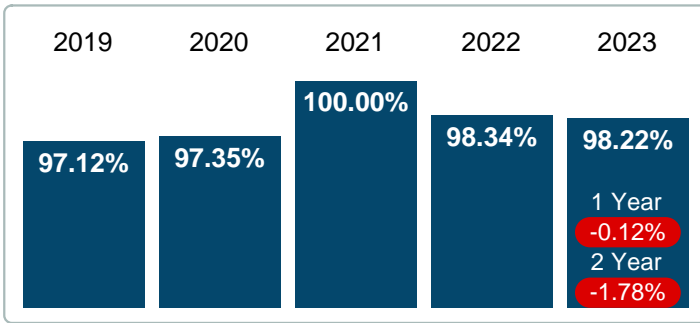
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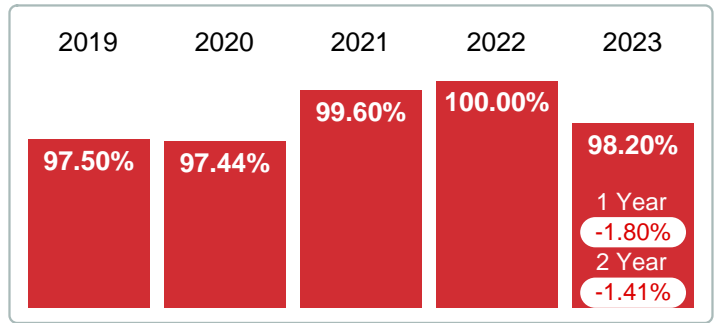
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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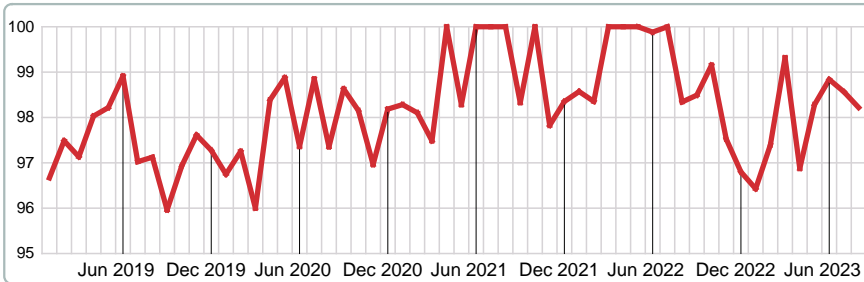
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

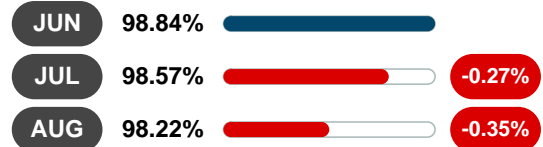


3 MONTHS

5 year AUG AVG = 98.21%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **98.22%**
 equal to 5 yr AUG average of **98.21%**



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
\$100,000 and less	8	9.64%	100.00%	96.44%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	8	9.64%	99.14%	100.00%	92.86%	0.00%	0.00%
\$150,001 - \$200,000	14	16.87%	98.64%	95.45%	98.64%	100.00%	0.00%
\$200,001 - \$275,000	21	25.30%	100.00%	0.00%	100.00%	97.00%	0.00%
\$275,001 - \$325,000	13	15.66%	97.61%	0.00%	97.74%	97.10%	0.00%
\$325,001 - \$500,000	10	12.05%	95.74%	72.05%	93.98%	100.00%	95.83%
\$500,001 and up	9	10.84%	96.00%	95.51%	92.27%	99.06%	0.00%
Median Sold/List Ratio		98.22%		96.22%	98.25%	99.53%	95.83%
Total Closed Units		83	100%	10	62	10	1
Total Closed Volume		24,572,525		2.50M	17.66M	4.07M	345.00K

August 2023



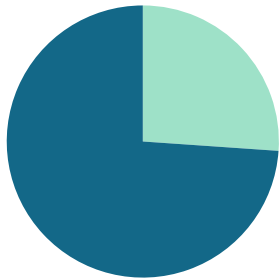
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

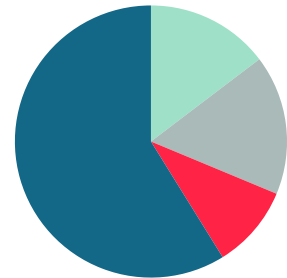


Inventory
 New Listings
125 = 26.10%
 Start Inventory
354
 Total Inventory Units
479
 Volume
\$203,676,362

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%
Median List Price	228,500	240,000	5.03%	232,000	239,900	3.41%
Median Sale Price	224,250	235,000	4.79%	228,000	231,000	1.32%
Median Percent of Selling Price to List Price	98.34%	98.22%	-0.12%	100.00%	98.20%	-1.80%
Median Days on Market to Sale	9.00	38.00	322.22%	8.00	25.00	212.50%
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

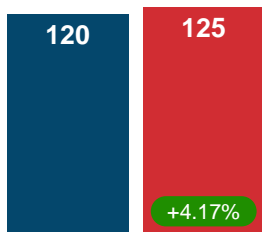
Inventory on August 31, 2023 = **333**

2022 **2023**

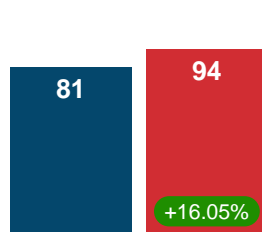
AUGUST MARKET

MEDIAN PRICES

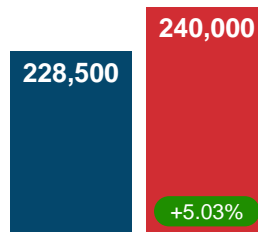
New Listings



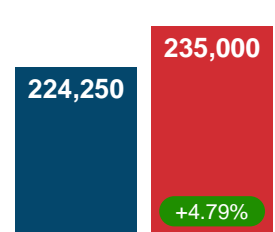
Pending Listings



List Price



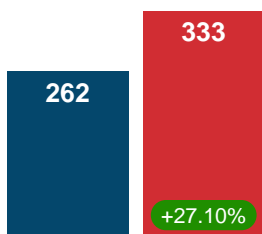
Sale Price



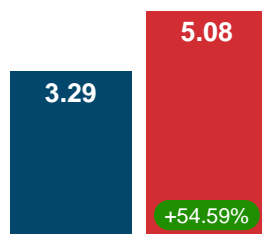
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

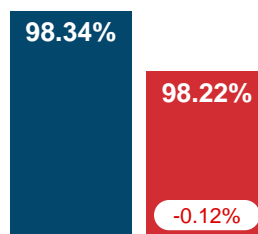
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

