

September 2023



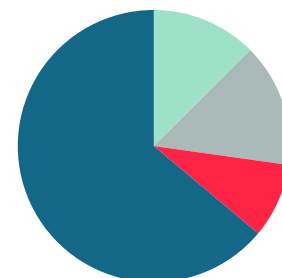
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	84	65	-22.62%
Pending Listings	63	76	20.63%
New Listings	105	111	5.71%
Average List Price	275,772	279,466	1.34%
Average Sale Price	265,081	263,572	-0.57%
Average Percent of Selling Price to List Price	95.88%	94.37%	-1.57%
Average Days on Market to Sale	28.33	53.23	87.87%
End of Month Inventory	270	331	22.59%
Months Supply of Inventory	3.38	5.18	53.28%



Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of September 30, 2023 = **331**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **22.59%** to 331 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **5.18** 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 **0.57%** in September 2023 to \$263,572 versus the previous year at \$265,081.

Average Days on Market Lengthens

The average number of **53.23** days that homes spent on the market before selling increased by 24.90 days or **87.87%** in September 2023 compared to last year's same month at **28.33** DOM.

Sales Success for September 2023 is Positive

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

There were 111 New Listings in September 2023, up **5.71%** from last year at 105. Furthermore, there were 65 Closed Listings this month versus last year at 84, a **-22.62%** decrease.

Closed versus Listed trends yielded a **58.6%** ratio, down from previous year's, September 2022, at **80.0%**, a **26.80%** 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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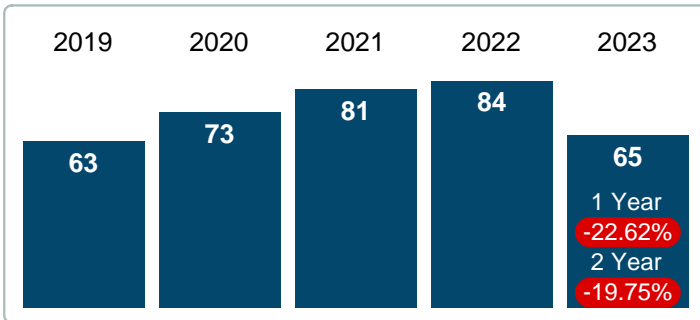
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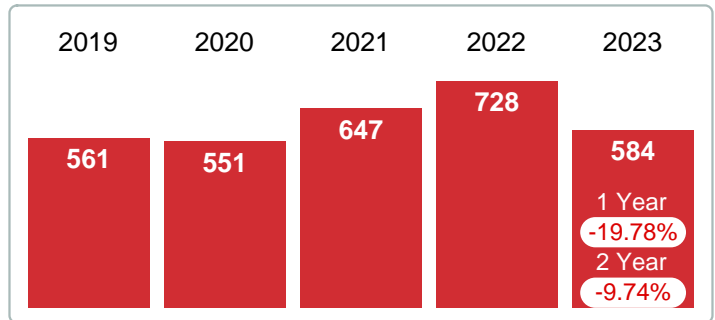
CLOSED LISTINGS

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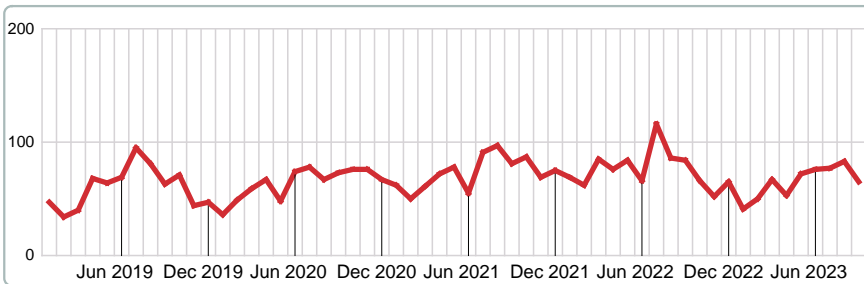
SEPTEMBER



YEAR TO DATE (YTD)

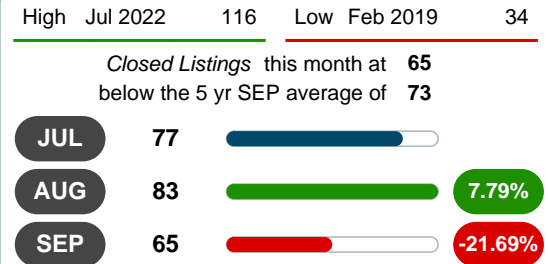


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73



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	3	4.62%	86.3	2	1	0	0
\$75,001 - \$125,000	9	13.85%	62.8	4	4	1	0
\$125,001 - \$175,000	8	12.31%	50.5	1	7	0	0
\$175,001 - \$250,000	16	24.62%	33.7	1	13	1	1
\$250,001 - \$325,000	14	21.54%	54.0	1	11	2	0
\$325,001 - \$425,000	9	13.85%	57.4	1	4	4	0
\$425,001 and up	6	9.23%	70.0	0	3	1	2
Total Closed Units	65			10	43	9	3
Total Closed Volume	17,132,195	100%	53.2	1.47M	10.42M	3.23M	2.02M
Average Closed Price	\$263,572			\$146,650	\$242,223	\$359,211	\$672,400

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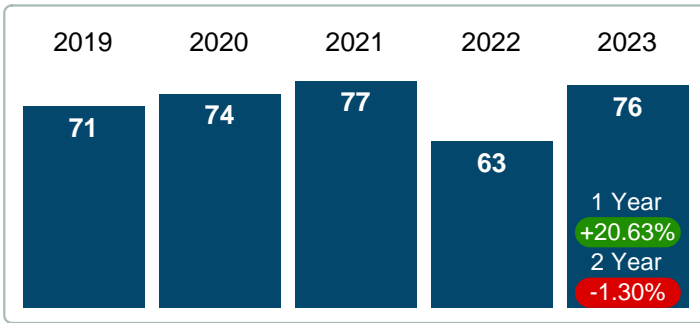
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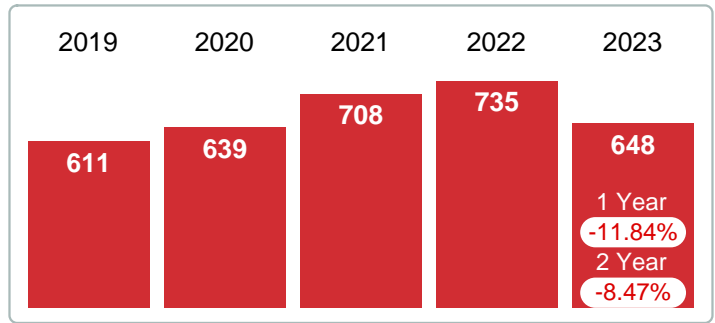
PENDING LISTINGS

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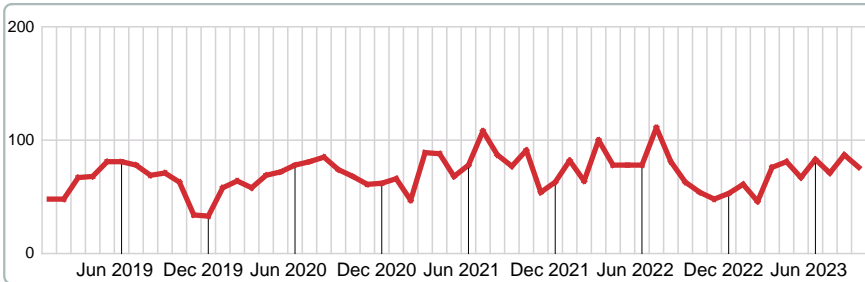
SEPTEMBER



YEAR TO DATE (YTD)

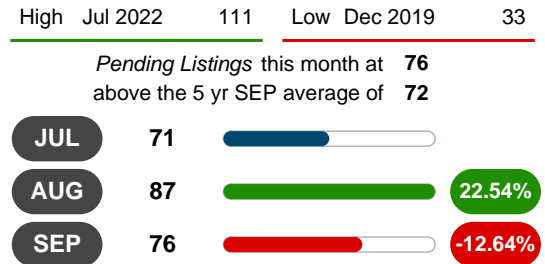


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



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	2	2.63%	77.0	1	0	1	0
\$75,001 - \$125,000	11	14.47%	78.1	5	6	0	0
\$125,001 - \$175,000	11	14.47%	49.5	2	9	0	0
\$175,001 - \$250,000	22	28.95%	42.9	4	15	3	0
\$250,001 - \$325,000	11	14.47%	84.6	0	8	3	0
\$325,001 - \$525,000	10	13.16%	34.2	1	3	6	0
\$525,001 and up	9	11.84%	91.0	1	1	5	2
Total Pending Units	76			14	42	18	2
Total Pending Volume	23,070,099	100%	41.4	5.18M	9.14M	7.61M	1.14M
Average Listing Price	\$278,467			\$369,664	\$217,657	\$422,961	\$569,950

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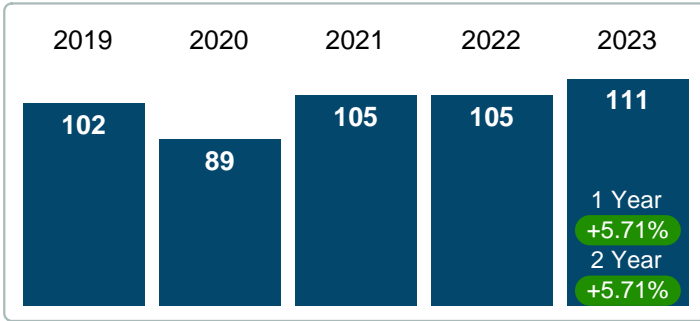
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



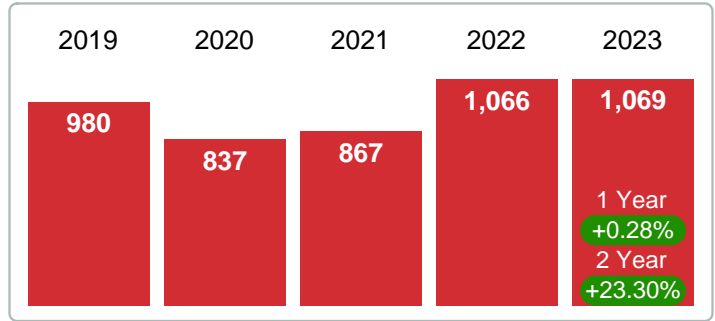
NEW LISTINGS

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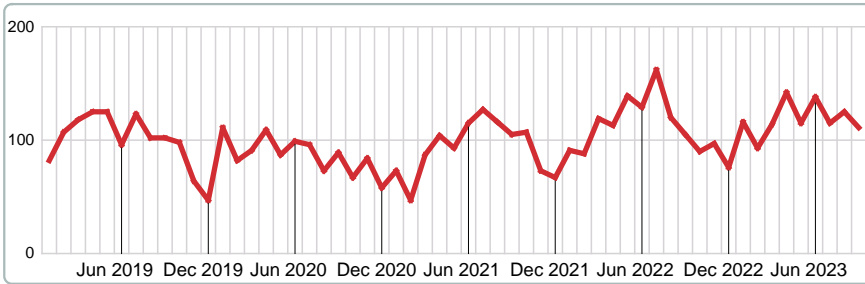
SEPTEMBER



YEAR TO DATE (YTD)

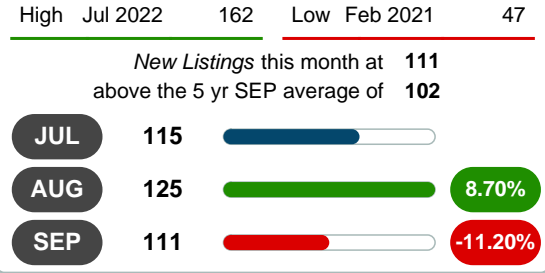


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 102



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	13	11.71%	5	6	2	0
\$125,001 - \$150,000	13	11.71%	7	6	0	0
\$150,001 - \$225,000	17	15.32%	4	8	5	0
\$225,001 - \$325,000	22	19.82%	2	13	7	0
\$325,001 - \$450,000	22	19.82%	5	12	4	1
\$450,001 - \$675,000	10	9.01%	1	4	4	1
\$675,001 and up	14	12.61%	2	6	2	4
Total New Listed Units	111		26	55	24	6
Total New Listed Volume	39,818,747	100%	6.90M	19.33M	8.77M	4.82M
Average New Listed Listing Price	\$287,425		\$265,283	\$351,475	\$365,558	\$802,817

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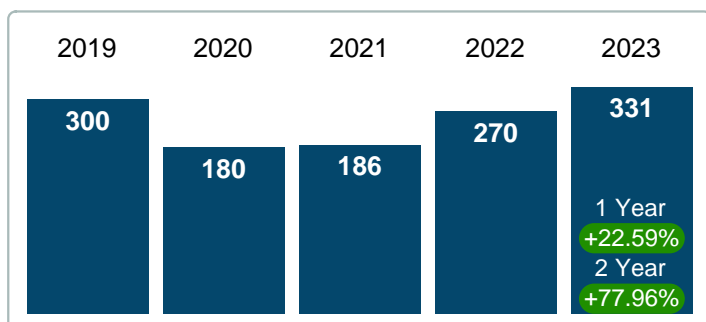
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



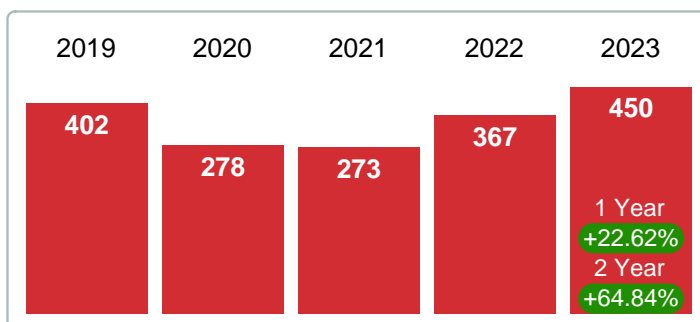
ACTIVE INVENTORY

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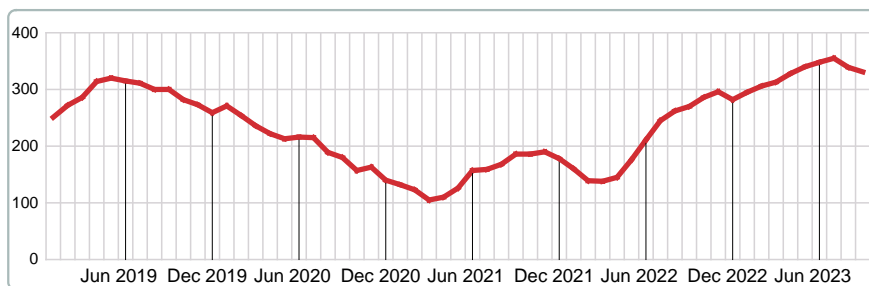
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

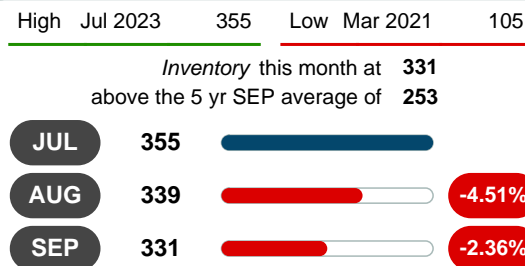


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 253



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	7.25%	50.5	6	13	5	0
\$125,001 - \$175,000	35	10.57%	71.1	7	23	5	0
\$175,001 - \$275,000	62	18.73%	81.3	12	33	15	2
\$275,001 - \$375,000	73	22.05%	70.2	8	33	31	1
\$375,001 - \$525,000	58	17.52%	87.7	3	37	15	3
\$525,001 - \$800,000	46	13.90%	85.7	2	24	14	6
\$800,001 and up	33	9.97%	106.5	1	16	12	4
Total Active Inventory by Units	331			39	179	97	16
Total Active Inventory by Volume	151,267,591	100%	79.8	10.76M	79.83M	47.57M	13.10M
Average Active Inventory Listing Price	\$457,002			\$275,924	\$446,003	\$490,430	\$818,774

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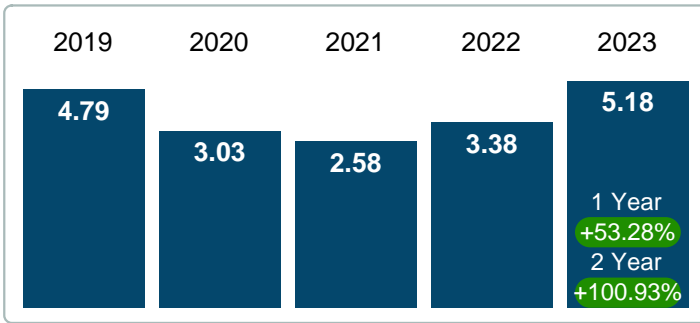
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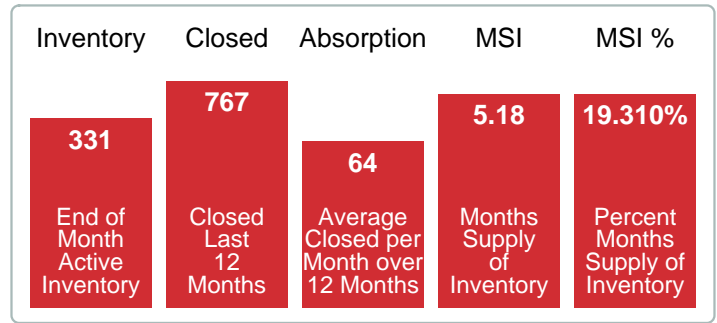
MONTHS SUPPLY of INVENTORY (MSI)

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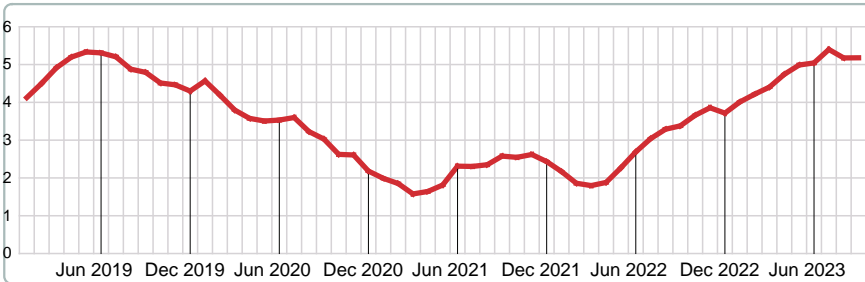
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

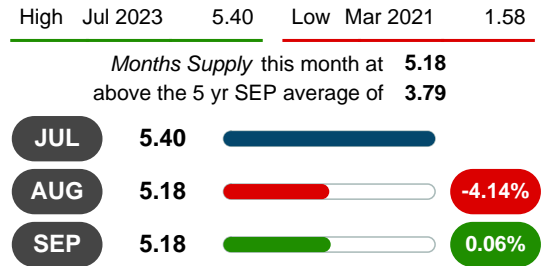


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.79



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	7.25%	2.09	1.00	2.64	12.00	0.00
\$125,001 - \$175,000	35	10.57%	3.44	3.65	3.33	3.75	0.00
\$175,001 - \$275,000	62	18.73%	2.79	10.29	1.93	4.00	8.00
\$275,001 - \$375,000	73	22.05%	6.17	10.67	4.30	9.54	6.00
\$375,001 - \$525,000	58	17.52%	11.80	9.00	17.08	7.83	6.00
\$525,001 - \$800,000	46	13.90%	26.29	8.00	96.00	16.80	14.40
\$800,001 and up	33	9.97%	22.00	12.00	27.43	18.00	24.00
Market Supply of Inventory (MSI)			5.18	3.71	4.52	7.97	9.60
Total Active Inventory by Units		100%	5.18	39	179	97	16

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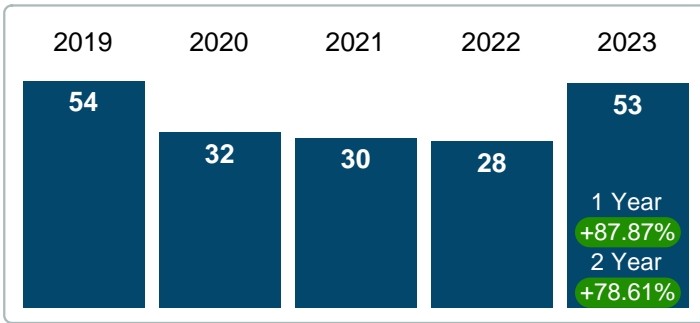
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



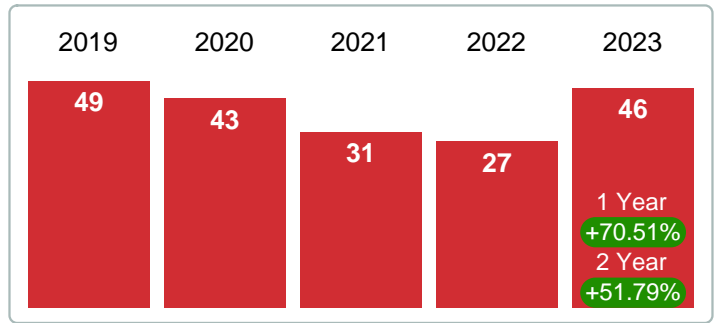
AVERAGE DAYS ON MARKET TO SALE

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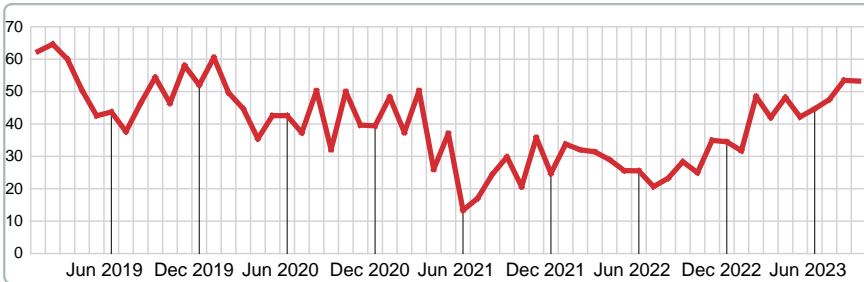
SEPTEMBER



YEAR TO DATE (YTD)

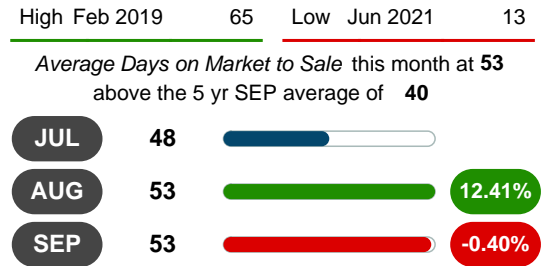


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
\$75,000 and less	4.62%	86	13	234	0	0
\$75,001 - \$125,000	13.85%	63	90	38	56	0
\$125,001 - \$175,000	12.31%	51	69	48	0	0
\$175,001 - \$250,000	24.62%	34	5	35	46	36
\$250,001 - \$325,000	21.54%	54	16	65	12	0
\$325,001 - \$425,000	13.85%	57	1	74	56	0
\$425,001 and up	9.23%	70	0	63	46	93
Average Closed DOM		53	47	55	44	74
Total Closed Units	100%	65	10	43	9	3
Total Closed Volume		17,132,195	1.47M	10.42M	3.23M	2.02M

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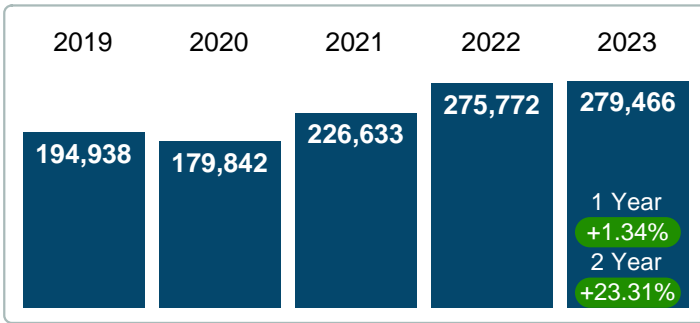
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



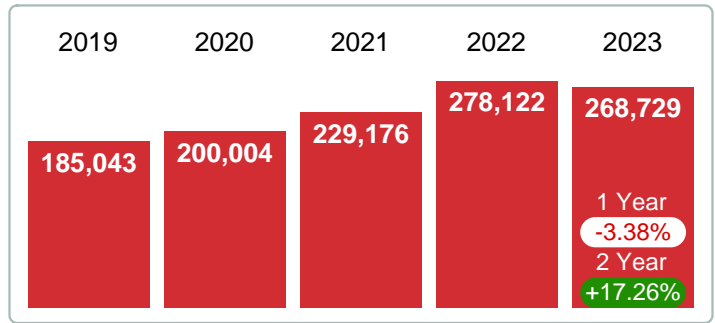
AVERAGE LIST PRICE AT CLOSING

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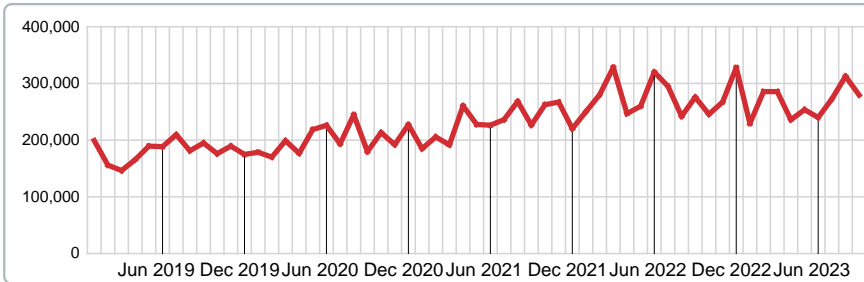
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 231,330

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

Average List Price at Closing this month at **279,466** above the 5 yr SEP average of **231,330**



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	3.08%	57,000	57,000	99,000	0	0
\$75,001 - \$125,000	15.38%	102,220	91,575	110,475	114,999	0
\$125,001 - \$175,000	9.23%	146,649	135,000	166,128	0	0
\$175,001 - \$250,000	26.15%	214,706	195,000	226,385	179,000	180,000
\$250,001 - \$325,000	15.38%	275,740	280,000	296,500	329,450	0
\$325,001 - \$425,000	16.92%	355,982	450,000	397,750	391,950	0
\$425,001 and up	13.85%	647,333	0	500,000	975,000	975,000
Average List Price		279,466	154,030	255,798	388,411	710,000
Total Closed Units	100%	279,466	10	43	9	3
Total Closed Volume		18,165,293	1.54M	11.00M	3.50M	2.13M

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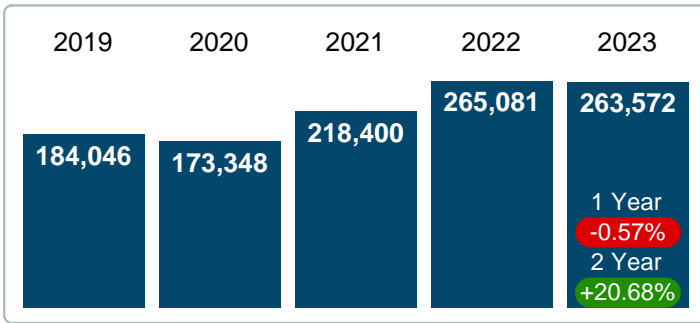
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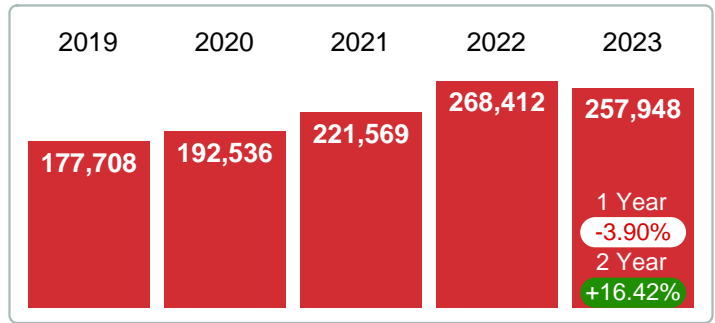
AVERAGE SOLD PRICE AT CLOSING

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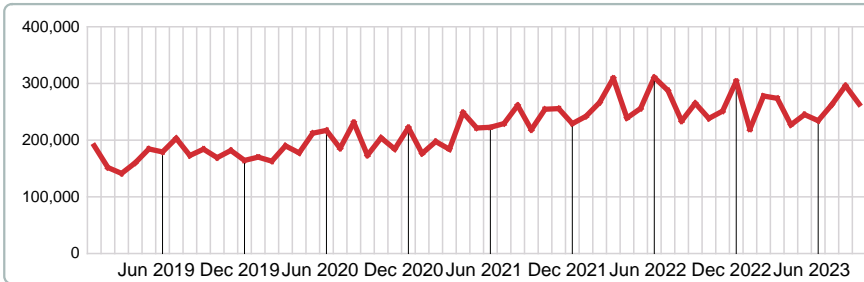
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

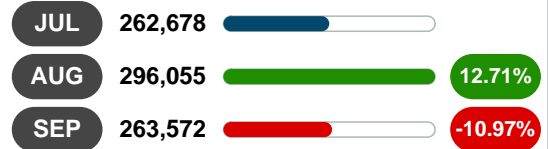


3 MONTHS

5 year SEP AVG = 220,889

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

Average Sold Price at Closing this month at **263,572** above the 5 yr SEP average of **220,889**



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	3	4.62%	53,333	55,000	50,000	0	0
\$75,001 - \$125,000	9	13.85%	96,822	85,875	104,475	110,000	0
\$125,001 - \$175,000	8	12.31%	146,624	128,000	149,285	0	0
\$175,001 - \$250,000	16	24.62%	208,806	195,000	213,823	179,000	187,200
\$250,001 - \$325,000	14	21.54%	287,393	265,000	286,318	304,500	0
\$325,001 - \$425,000	9	13.85%	376,100	425,000	383,750	356,225	0
\$425,001 and up	6	9.23%	696,417	0	479,500	910,000	915,000
Average Sold Price			263,572	146,650	242,223	359,211	672,400
Total Closed Units		100%	263,572	10	43	9	3
Total Closed Volume			17,132,195	1.47M	10.42M	3.23M	2.02M

September 2023



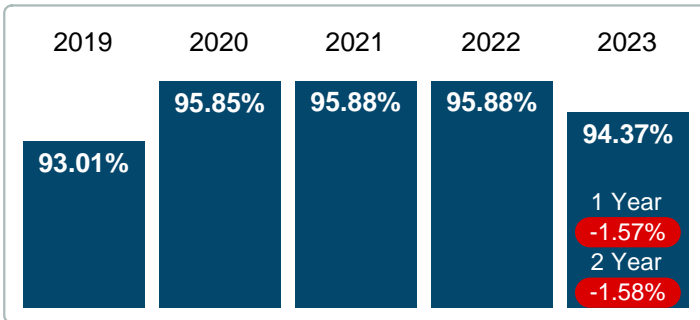
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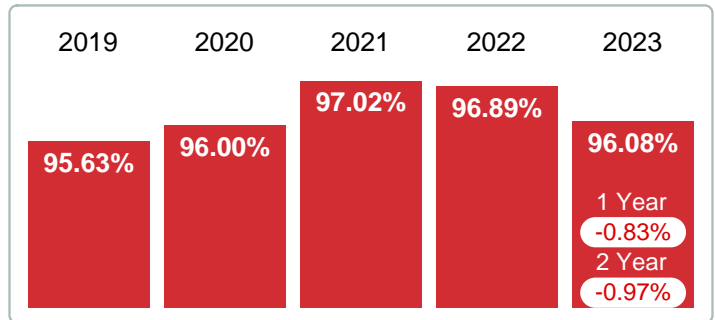
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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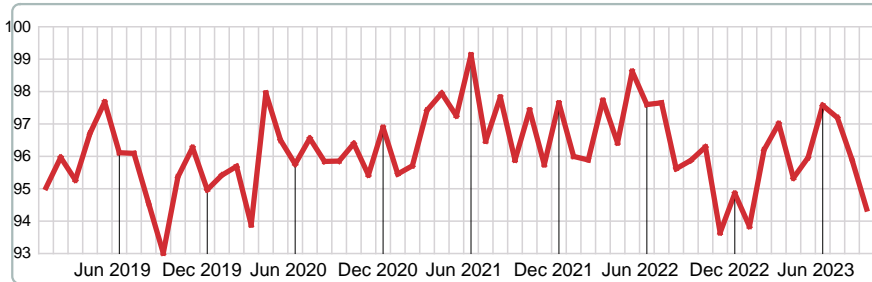
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

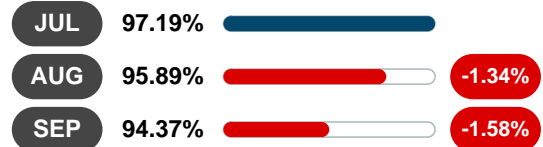


3 MONTHS

5 year SEP AVG = 95.00%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **94.37%** below the 5 yr SEP average of **95.00%**



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	3	4.62%	80.69%	95.78%	50.51%	0.00%	0.00%
\$75,001 - \$125,000	9	13.85%	94.55%	93.91%	94.92%	95.65%	0.00%
\$125,001 - \$175,000	8	12.31%	92.19%	94.81%	91.81%	0.00%	0.00%
\$175,001 - \$250,000	16	24.62%	95.78%	100.00%	94.50%	100.00%	104.00%
\$250,001 - \$325,000	14	21.54%	96.23%	94.64%	96.93%	93.16%	0.00%
\$325,001 - \$425,000	9	13.85%	94.78%	94.44%	96.52%	93.13%	0.00%
\$425,001 and up	6	9.23%	95.15%	0.00%	96.11%	93.33%	94.61%
Average Sold/List Ratio		94.40%		95.11%	94.00%	94.21%	97.74%
Total Closed Units	65	100%	94.40%	10	43	9	3
Total Closed Volume	17,132,195			1.47M	10.42M	3.23M	2.02M

September 2023



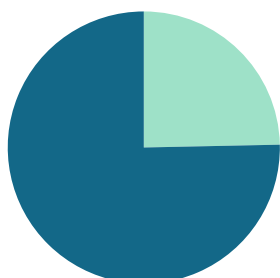
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

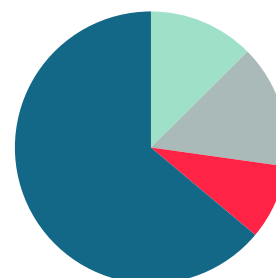


Inventory
 New Listings
111 = 24.67%
 Start Inventory
339
 Total Inventory Units
450
 Volume
\$192,080,063

Market Activity

Closed Sales
65 = 12.55%
 Pending Sales
76 = 14.67%
 Other Off Market
46 = 8.88%
 Active Inventory
331 = 63.90%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	84	65	-22.62%	728	584	-19.78%
Pending Sales	63	76	20.63%	735	648	-11.84%
New Listings	105	111	5.71%	1,066	1,069	0.28%
Average List Price	275,772	279,466	1.34%	278,122	268,729	-3.38%
Average Sale Price	265,081	263,572	-0.57%	268,412	257,948	-3.90%
Average Percent of Selling Price to List Price	95.88%	94.37%	-1.57%	96.89%	96.08%	-0.83%
Average Days on Market to Sale	28.33	53.23	87.87%	27.19	46.36	70.51%
Monthly Inventory	270	331	22.59%	270	331	22.59%
Months Supply of Inventory	3.38	5.18	53.28%	3.38	5.18	53.28%

Absorption: Last 12 months, an Average of **64** Sales/Month

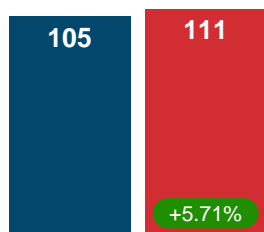
Inventory on September 30, 2023 = **331**

2022 **2023**

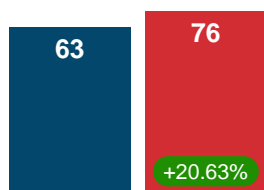
SEPTEMBER MARKET

AVERAGE PRICES

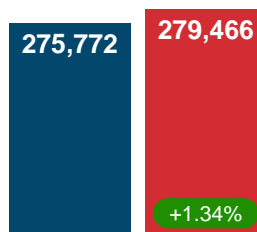
New Listings



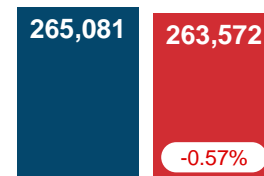
Pending Listings



List Price



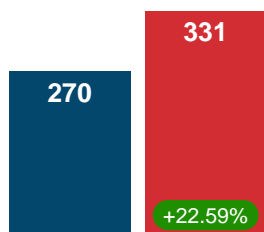
Sale Price



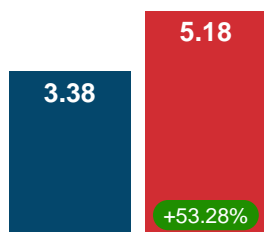
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

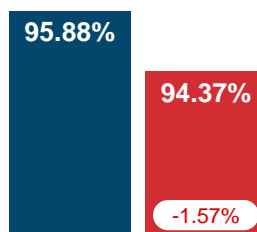
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

