

October 2023



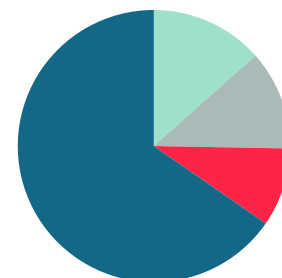
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	October 2023	+/-%
Closed Listings	66	69	4.55%
Pending Listings	54	61	12.96%
New Listings	90	103	14.44%
Average List Price	245,683	305,820	24.48%
Average Sale Price	238,322	292,483	22.73%
Average Percent of Selling Price to List Price	96.29%	95.85%	-0.45%
Average Days on Market to Sale	24.95	48.22	93.22%
End of Month Inventory	286	336	17.48%
Months Supply of Inventory	3.66	5.24	43.12%



■ Closed (13.42%)
■ Pending (11.87%)
■ Other OffMarket (9.34%)
■ Active (65.37%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of October 31, 2023 = **336**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **17.48%** to 336 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 **5.24** 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 **22.73%** in October 2023 to \$292,483 versus the previous year at \$238,322.

Average Days on Market Lengthens

The average number of **48.22** days that homes spent on the market before selling increased by 23.26 days or **93.22%** in October 2023 compared to last year's same month at **24.95** DOM.

Sales Success for October 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 103 New Listings in October 2023, up **14.44%** from last year at 90. Furthermore, there were 69 Closed Listings this month versus last year at 66, a **4.55%** increase.

Closed versus Listed trends yielded a **67.0%** ratio, down from previous year's, October 2022, at **73.3%**, a **8.65%** downswing. This will certainly create pressure on an increasing Monthly Months 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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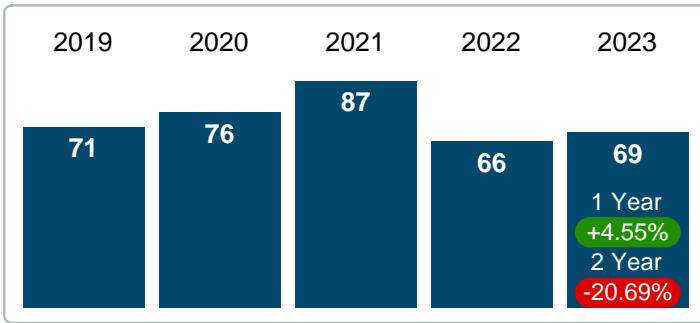
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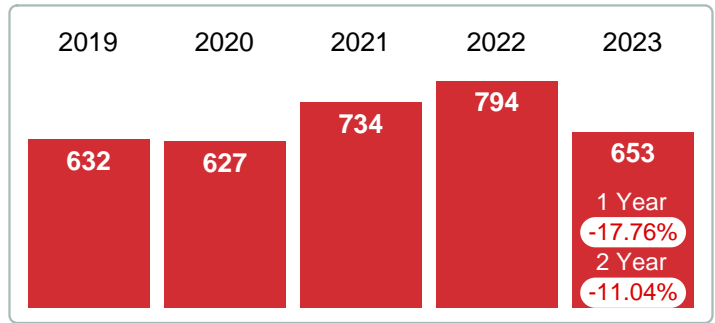
CLOSED LISTINGS

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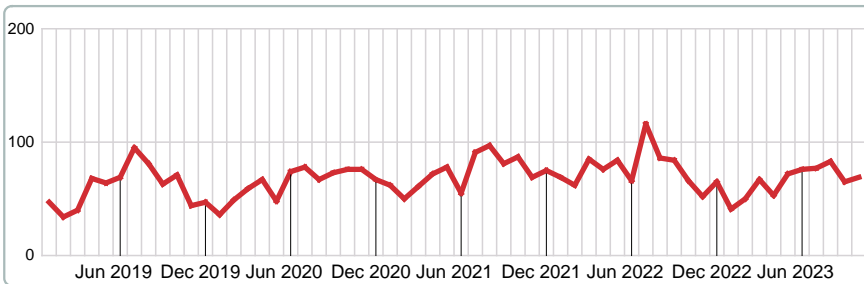
OCTOBER



YEAR TO DATE (YTD)

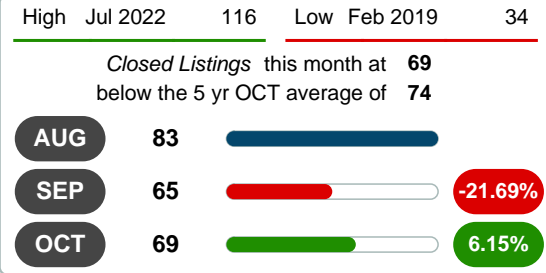


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



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	4	5.80%	31.8	0	4	0	0
\$100,001 - \$125,000	6	8.70%	28.2	2	3	1	0
\$125,001 - \$200,000	15	21.74%	44.1	4	11	0	0
\$200,001 - \$250,000	16	23.19%	45.7	0	11	5	0
\$250,001 - \$325,000	11	15.94%	45.8	0	6	4	1
\$325,001 - \$650,000	10	14.49%	70.9	0	2	7	1
\$650,001 and up	7	10.14%	60.9	2	0	4	1
Total Closed Units	69			8	37	21	3
Total Closed Volume	20,181,300	100%	48.2	2.37M	7.41M	8.60M	1.79M
Average Closed Price	\$292,483			\$296,750	\$200,308	\$409,686	\$597,500

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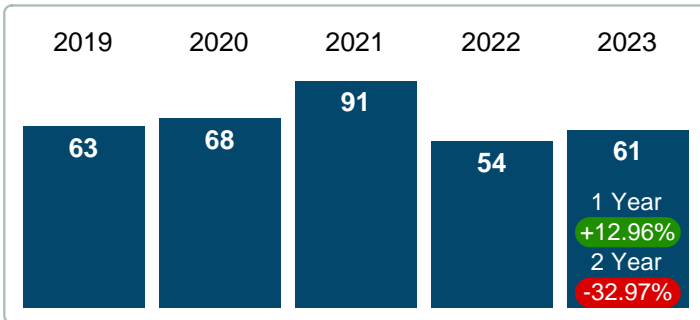
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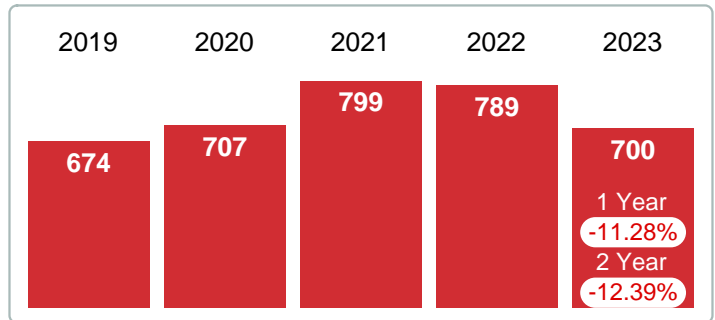
PENDING LISTINGS

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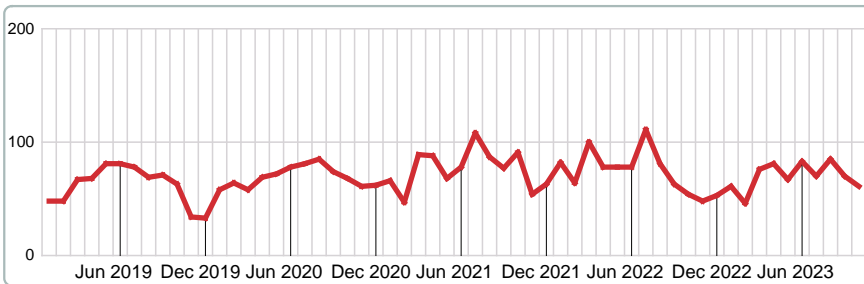
OCTOBER



YEAR TO DATE (YTD)

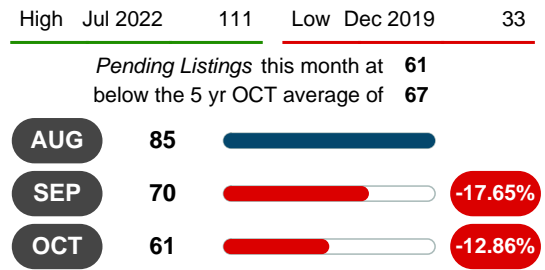


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 67



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	2	3.28%	3.5	1	1	0	0
\$100,001 - \$125,000	7	11.48%	24.9	2	3	2	0
\$125,001 - \$175,000	13	21.31%	84.4	3	7	3	0
\$175,001 - \$250,000	13	21.31%	41.3	2	9	2	0
\$250,001 - \$375,000	11	18.03%	73.0	0	7	3	1
\$375,001 - \$525,000	10	16.39%	73.3	0	7	3	0
\$525,001 and up	5	8.20%	56.4	1	1	2	1
Total Pending Units	61			9	35	15	2
Total Pending Volume	17,807,498	100%	25.3	1.94M	9.38M	5.39M	1.10M
Average Listing Price	\$263,708			\$215,989	\$267,934	\$359,193	\$549,000

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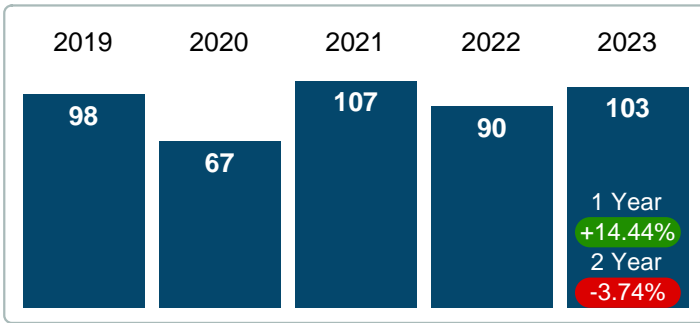
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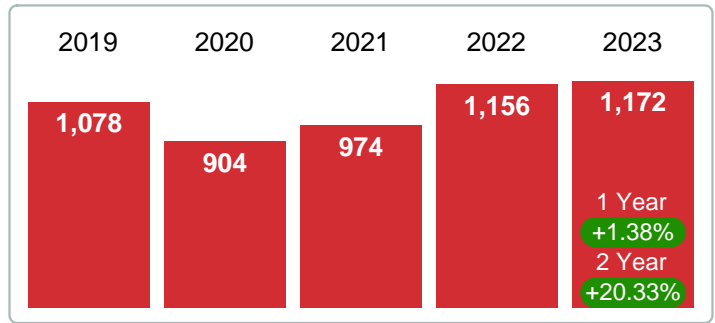
NEW LISTINGS

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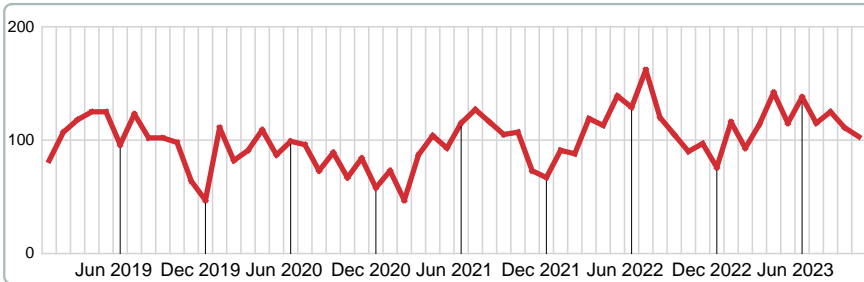
OCTOBER



YEAR TO DATE (YTD)

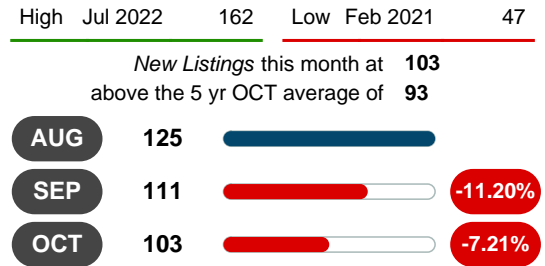


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 93



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	6	5.83%	3	1	2	0
\$100,001 - \$150,000	16	15.53%	7	6	3	0
\$150,001 - \$225,000	16	15.53%	4	8	4	0
\$225,001 - \$275,000	22	21.36%	2	15	5	0
\$275,001 - \$350,000	17	16.50%	1	9	5	2
\$350,001 - \$550,000	15	14.56%	2	9	3	1
\$550,001 and up	11	10.68%	2	2	4	3
Total New Listed Units	103		21	50	26	6
Total New Listed Volume	31,103,361	100%	4.86M	14.97M	8.19M	3.08M
Average New Listed Listing Price	\$219,100		\$231,662	\$299,322	\$314,979	\$513,817

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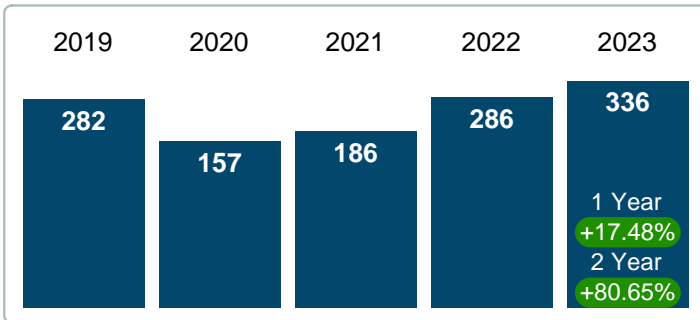
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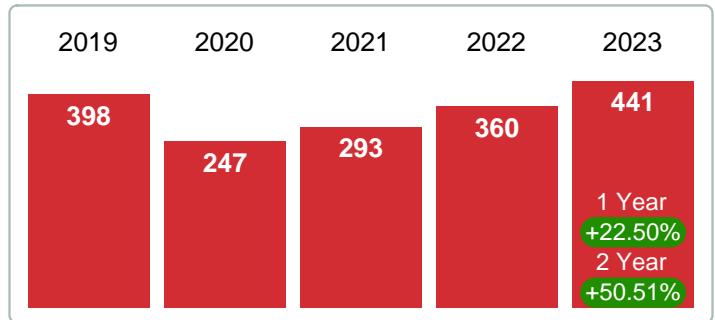
ACTIVE INVENTORY

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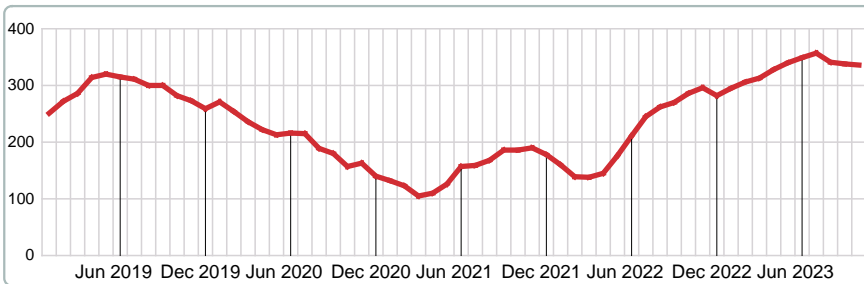
END OF OCTOBER



ACTIVE DURING OCTOBER

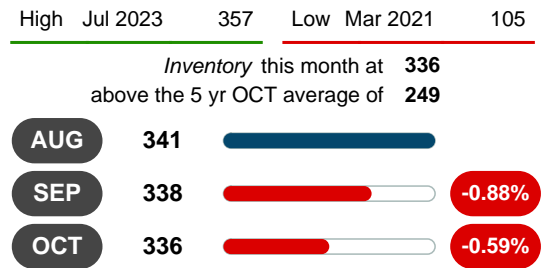


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 249



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	27	8.04%	63.2	11	11	5	0
\$125,001 - \$175,000	37	11.01%	63.2	7	24	6	0
\$175,001 - \$275,000	68	20.24%	80.0	12	34	20	2
\$275,001 - \$375,000	81	24.11%	79.5	7	42	30	2
\$375,001 - \$475,000	41	12.20%	90.4	1	24	13	3
\$475,001 - \$750,000	47	13.99%	101.7	4	23	13	7
\$750,001 and up	35	10.42%	103.9	1	16	12	6
Total Active Inventory by Units	336			43	174	99	20
Total Active Inventory by Volume	145,394,338	100%	83.5	11.18M	74.53M	44.66M	15.03M
Average Active Inventory Listing Price	\$432,721			\$260,015	\$428,350	\$451,065	\$751,265

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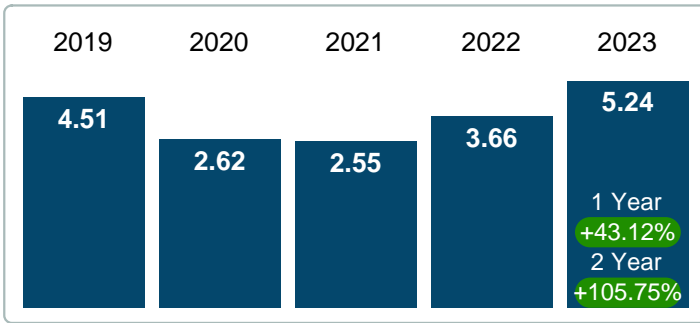
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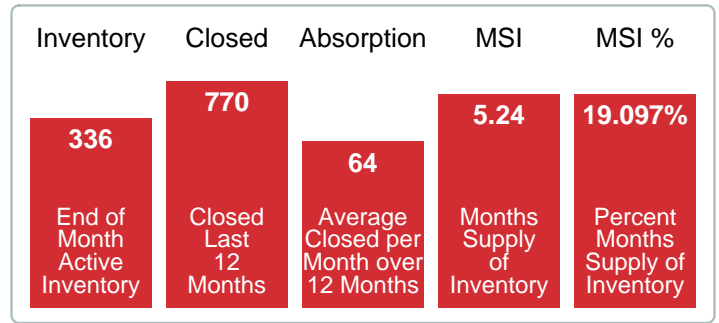
MONTHS SUPPLY of INVENTORY (MSI)

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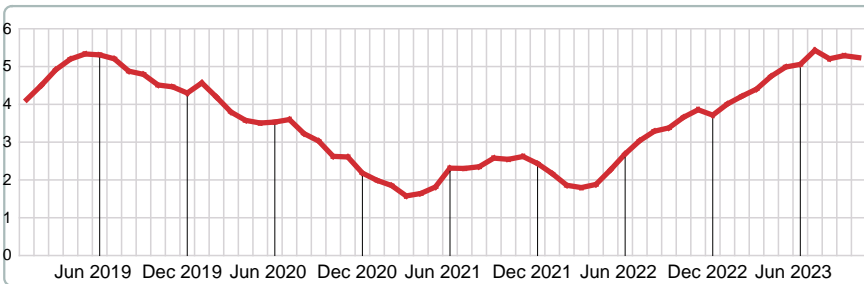
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

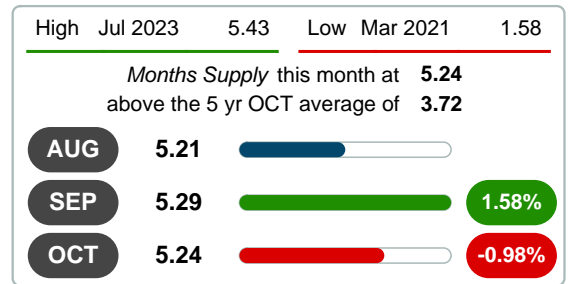


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.72



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	27	8.04%	2.44	2.03	2.16	12.00	0.00
\$125,001 - \$175,000	37	11.01%	3.52	3.36	3.35	4.80	0.00
\$175,001 - \$275,000	68	20.24%	3.06	12.00	1.98	5.22	8.00
\$275,001 - \$375,000	81	24.11%	6.85	12.00	5.60	8.57	8.00
\$375,001 - \$475,000	41	12.20%	12.62	4.00	18.00	8.67	18.00
\$475,001 - \$750,000	47	13.99%	13.76	9.60	25.09	9.75	9.33
\$750,001 and up	35	10.42%	19.09	6.00	27.43	14.40	24.00
Market Supply of Inventory (MSI)			5.24	4.34	4.38	7.82	10.91
Total Active Inventory by Units		100%	5.24	43	174	99	20

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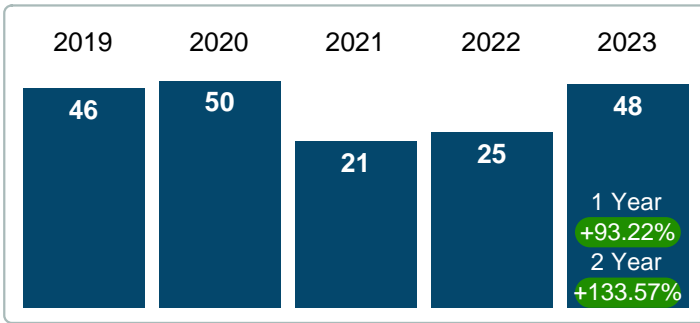
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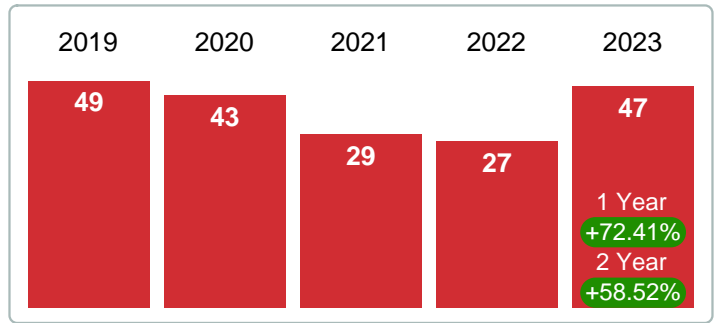
AVERAGE DAYS ON MARKET TO SALE

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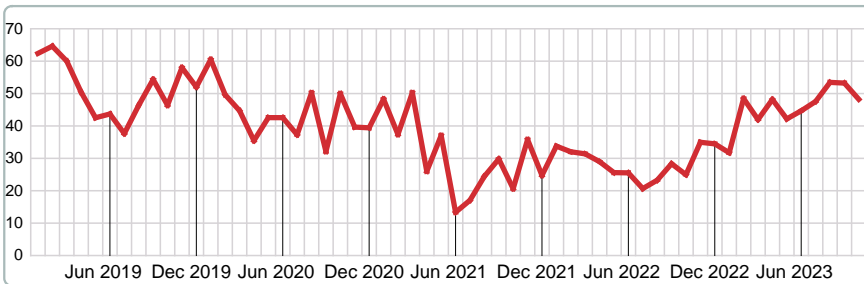
OCTOBER



YEAR TO DATE (YTD)

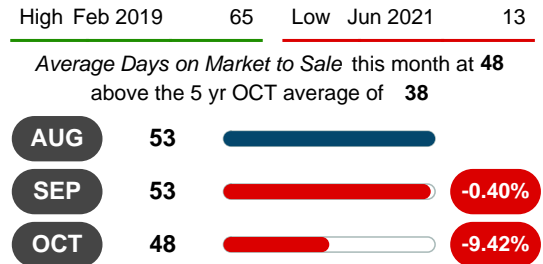


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	5.80%	32	0	32	0	0
\$100,001 - \$125,000	8.70%	28	14	34	40	0
\$125,001 - \$200,000	21.74%	44	40	46	0	0
\$200,001 - \$250,000	23.19%	46	0	56	22	0
\$250,001 - \$325,000	15.94%	46	0	45	36	88
\$325,001 - \$650,000	14.49%	71	0	51	52	241
\$650,001 and up	10.14%	61	37	0	56	129
Average Closed DOM		48	33	47	42	153
Total Closed Units	100%	48	8	37	21	3
Total Closed Volume		20,181,300	2.37M	7.41M	8.60M	1.79M

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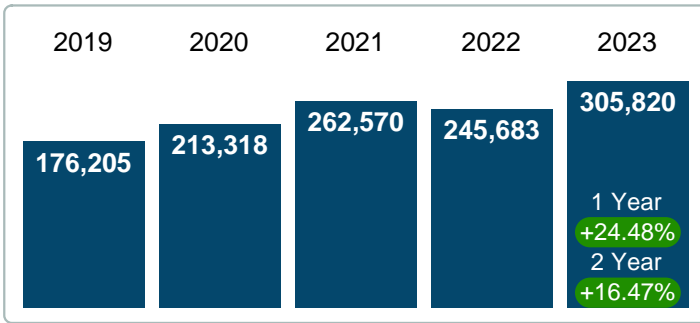
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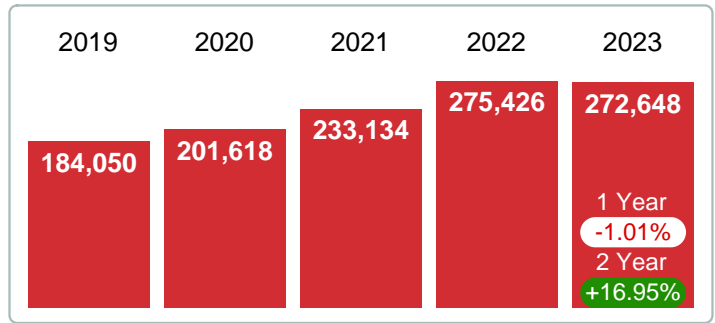
AVERAGE LIST PRICE AT CLOSING

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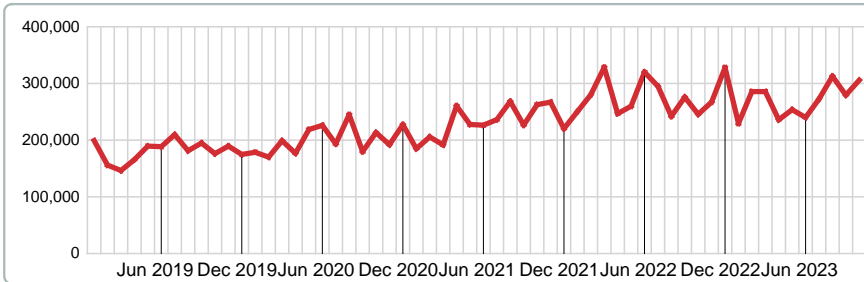
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

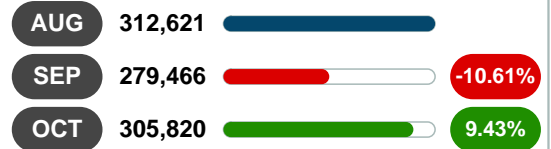


3 MONTHS

5 year OCT AVG = 240,719

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

Average List Price at Closing this month at **305,820** above the 5 yr OCT average of **240,719**



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	4	80,450	0	80,450	0	0
\$100,001 - \$125,000	6	119,300	117,450	118,633	125,000	0
\$125,001 - \$200,000	15	167,947	174,500	165,564	0	0
\$200,001 - \$250,000	13	232,154	0	242,436	229,800	0
\$250,001 - \$325,000	13	294,546	0	298,883	315,750	320,000
\$325,001 - \$650,000	11	457,155	0	447,450	456,986	589,900
\$650,001 and up	7	809,857	742,500	0	783,500	1,050,000
Average List Price		305,820	302,238	212,268	422,376	653,300
Total Closed Units		69	8	37	21	3
Total Closed Volume		21,101,599	2.42M	7.85M	8.87M	1.96M

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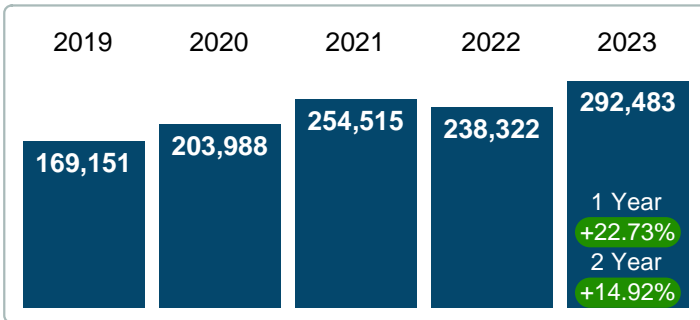
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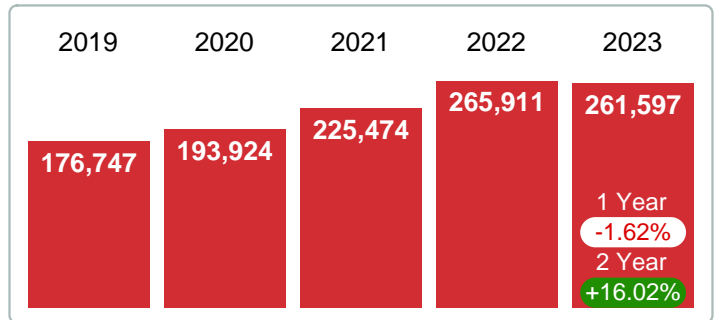
AVERAGE SOLD PRICE AT CLOSING

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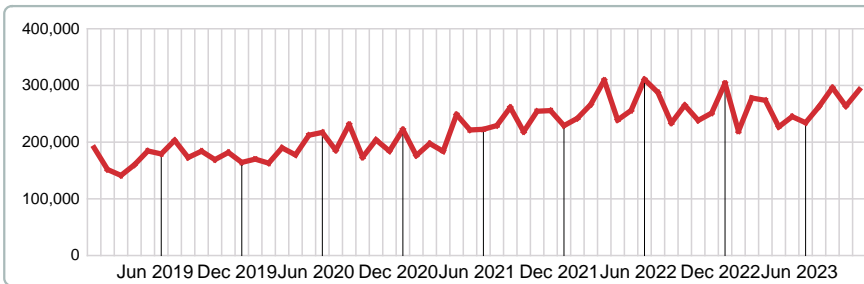
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

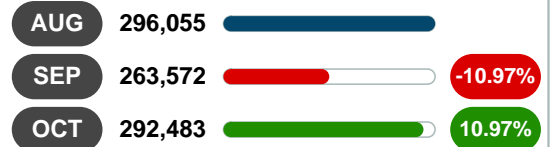


3 MONTHS

5 year OCT AVG = 231,692

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

Average Sold Price at Closing this month at **292,483** above the 5 yr OCT average of **231,692**



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	4	5.80%	74,750	0	74,750	0	0
\$100,001 - \$125,000	6	8.70%	114,233	115,000	115,133	110,000	0
\$125,001 - \$200,000	15	21.74%	158,133	168,500	154,364	0	0
\$200,001 - \$250,000	16	23.19%	232,844	0	234,818	228,500	0
\$250,001 - \$325,000	11	15.94%	292,318	0	278,500	308,625	310,000
\$325,001 - \$650,000	10	14.49%	454,490	0	407,500	449,629	582,500
\$650,001 and up	7	10.14%	762,714	735,000	0	742,250	900,000
Average Sold Price			292,483	296,750	200,308	409,686	597,500
Total Closed Units		100%	292,483	8	37	21	3
Total Closed Volume			20,181,300	2.37M	7.41M	8.60M	1.79M

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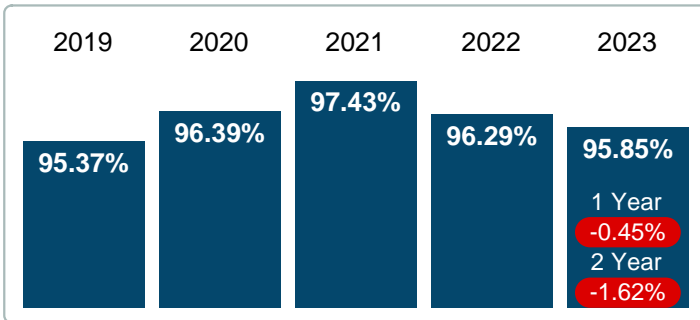
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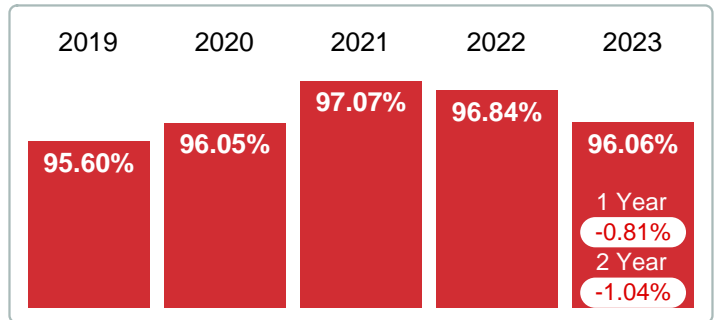
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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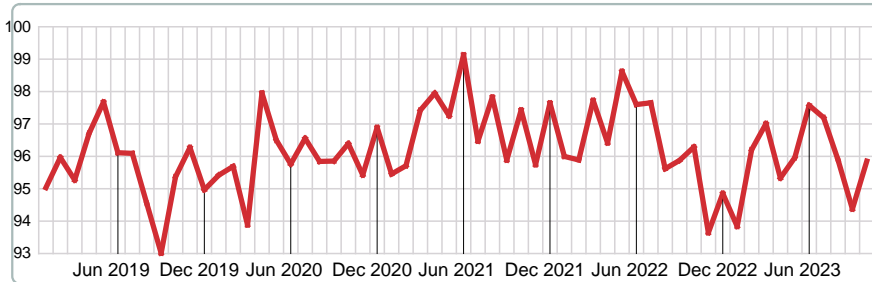
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

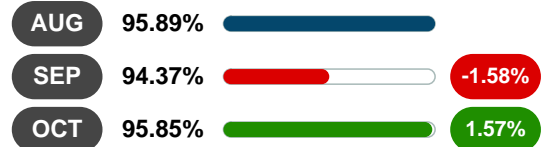


3 MONTHS

5 year OCT AVG = 96.27%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **95.85%** equal to 5 yr OCT average of **96.27%**



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	4	5.80%	93.34%	0.00%	93.34%	0.00%	0.00%	
\$100,001 - \$125,000	6	8.70%	95.77%	97.77%	97.03%	88.00%	0.00%	
\$125,001 - \$200,000	15	21.74%	94.46%	96.98%	93.54%	0.00%	0.00%	
\$200,001 - \$250,000	16	23.19%	97.82%	0.00%	97.13%	99.33%	0.00%	
\$250,001 - \$325,000	11	15.94%	95.29%	0.00%	93.38%	97.77%	96.88%	
\$325,001 - \$650,000	10	14.49%	97.25%	0.00%	92.07%	98.52%	98.75%	
\$650,001 and up	7	10.14%	94.73%	98.89%	0.00%	94.90%	85.71%	
Average Sold/List Ratio		95.90%		97.66%	94.76%	97.38%	93.78%	
Total Closed Units		69	100%	95.90%	8	37	21	3
Total Closed Volume		20,181,300			2.37M	7.41M	8.60M	1.79M

October 2023



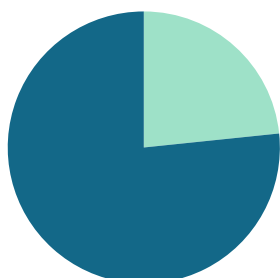
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

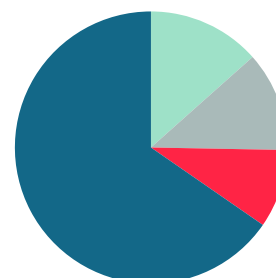


Inventory
 New Listings
103 = 23.36%
 Start Inventory
338
 Total Inventory Units
441
 Volume
\$182,822,269

Market Activity

Closed Sales
69 = 13.42%
 Pending Sales
61 = 11.87%
 Other Off Market
48 = 9.34%
 Active Inventory
336 = 65.37%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	66	69	4.55%	794	653	-17.76%
Pending Sales	54	61	12.96%	789	700	-11.28%
New Listings	90	103	14.44%	1,156	1,172	1.38%
Average List Price	245,683	305,820	24.48%	275,426	272,648	-1.01%
Average Sale Price	238,322	292,483	22.73%	265,911	261,597	-1.62%
Average Percent of Selling Price to List Price	96.29%	95.85%	-0.45%	96.84%	96.06%	-0.81%
Average Days on Market to Sale	24.95	48.22	93.22%	27.01	46.56	72.41%
Monthly Inventory	286	336	17.48%	286	336	17.48%
Months Supply of Inventory	3.66	5.24	43.12%	3.66	5.24	43.12%

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

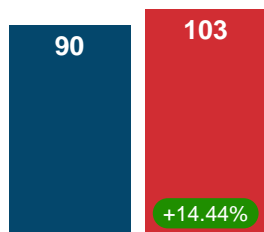
Inventory on October 31, 2023 = **336**

2022 **2023**

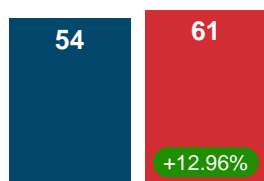
OCTOBER MARKET

AVERAGE PRICES

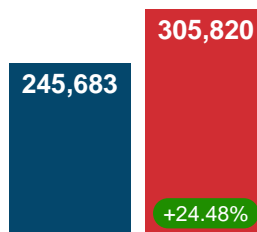
New Listings



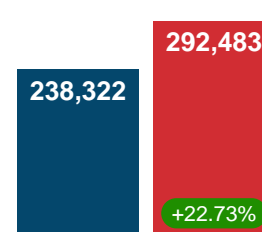
Pending Listings



List Price



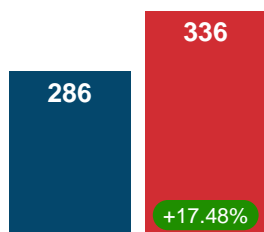
Sale Price



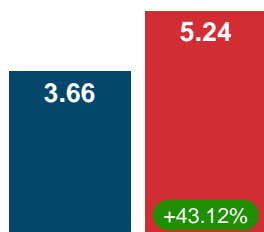
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

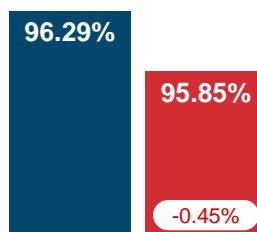
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

