

November 2023



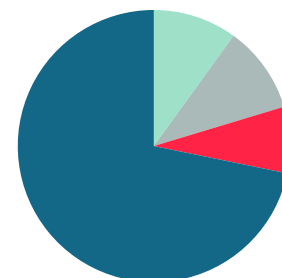
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	November 2023	+/-%
Closed Listings	52	48	-7.69%
Pending Listings	48	50	4.17%
New Listings	97	94	-3.09%
Average List Price	267,210	286,092	7.07%
Average Sale Price	251,249	275,952	9.83%
Average Percent of Selling Price to List Price	93.64%	96.18%	2.70%
Average Days on Market to Sale	34.96	55.23	57.97%
End of Month Inventory	296	346	16.89%
Months Supply of Inventory	3.86	5.42	40.54%



■ Closed (9.96%)
■ Pending (10.37%)
■ Other OffMarket (7.88%)
■ Active (71.78%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of November 30, 2023 = **346**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **16.89%** to 346 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 **5.42** 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 **9.83%** in November 2023 to \$275,952 versus the previous year at \$251,249.

Average Days on Market Lengthens

The average number of **55.23** days that homes spent on the market before selling increased by 20.27 days or **57.97%** in November 2023 compared to last year's same month at **34.96** DOM.

Sales Success for November 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 94 New Listings in November 2023, down **3.09%** from last year at 97. Furthermore, there were 48 Closed Listings this month versus last year at 52, a **-7.69%** decrease.

Closed versus Listed trends yielded a **51.1%** ratio, down from previous year's, November 2022, at **53.6%**, a **4.75%** downswing. This will certainly create pressure on an increasing Month's 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

November 2023



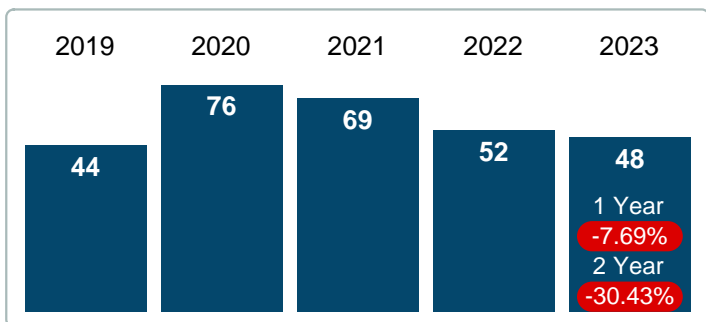
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



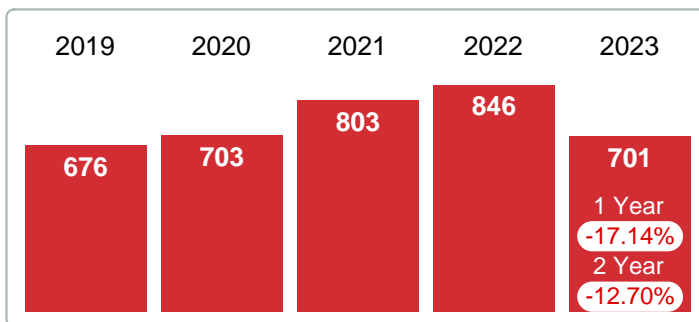
CLOSED LISTINGS

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

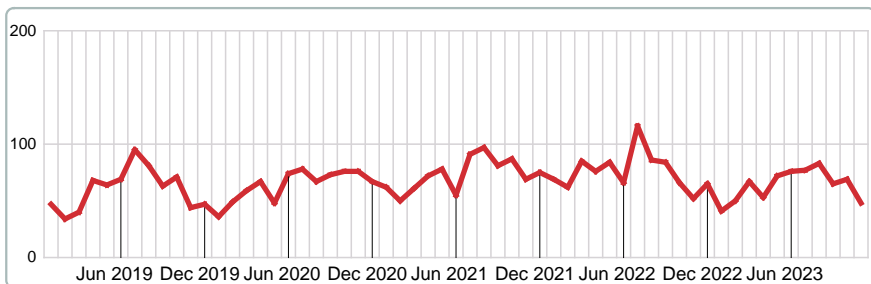
NOVEMBER



YEAR TO DATE (YTD)

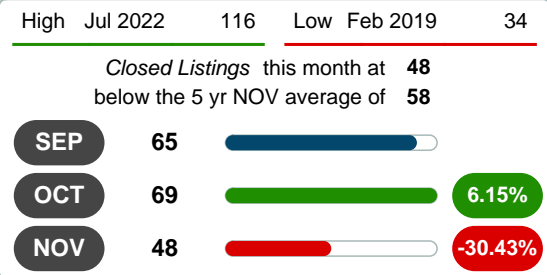


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	2.08%	50.0	1	0	0	0
\$50,001 - \$100,000	6	12.50%	48.7	1	3	2	0
\$100,001 - \$175,000	12	25.00%	45.3	7	4	1	0
\$175,001 - \$275,000	12	25.00%	47.7	2	8	2	0
\$275,001 - \$375,000	5	10.42%	110.4	0	2	3	0
\$375,001 - \$475,000	7	14.58%	46.3	0	5	2	0
\$475,001 and up	5	10.42%	63.6	0	2	3	0
Total Closed Units	48			11	24	13	0
Total Closed Volume	13,245,700	100%	55.2	1.43M	7.01M	4.81M	0.00B
Average Closed Price	\$275,952			\$129,682	\$292,050	\$370,000	\$0

November 2023



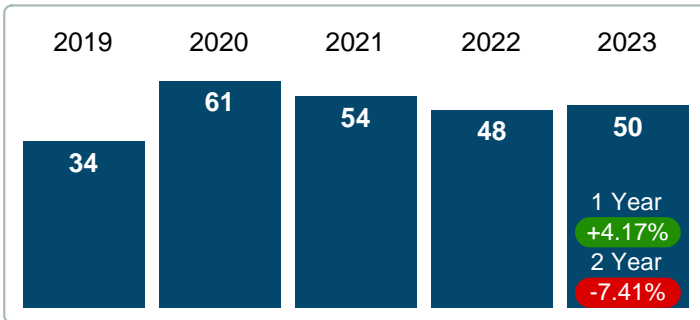
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



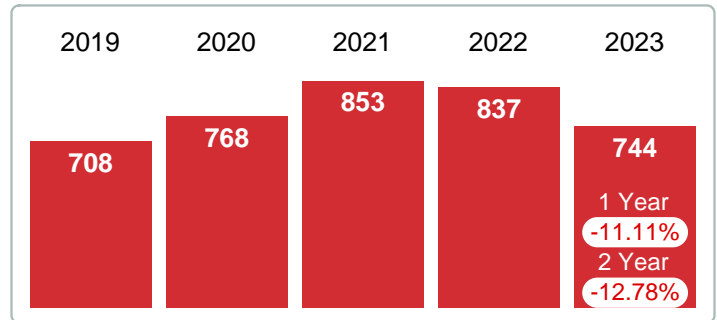
PENDING LISTINGS

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

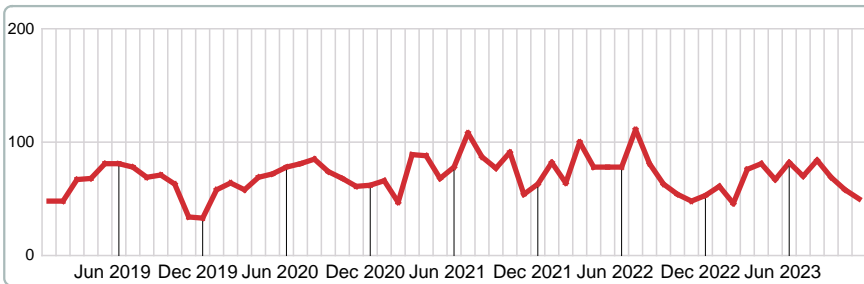
NOVEMBER



YEAR TO DATE (YTD)

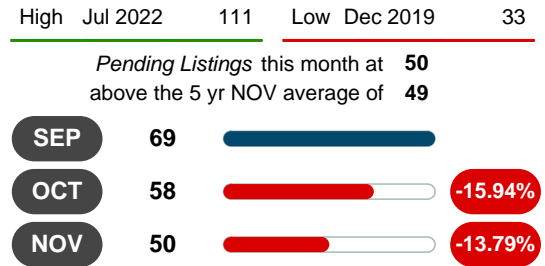


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



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	7	14.00%	37.6	2	3	2	0
\$100,001 - \$125,000	3	6.00%	53.0	2	0	1	0
\$125,001 - \$150,000	5	10.00%	48.2	0	5	0	0
\$150,001 - \$250,000	13	26.00%	56.2	0	10	3	0
\$250,001 - \$300,000	9	18.00%	47.2	1	6	2	0
\$300,001 - \$375,000	8	16.00%	73.9	3	2	3	0
\$375,001 and up	5	10.00%	81.0	0	3	2	0
Total Pending Units	50			8	29	13	0
Total Pending Volume	13,835,600	100%	57.7	1.76M	6.99M	5.09M	0.00B
Average Listing Price	\$298,922			\$219,800	\$240,900	\$391,623	\$0

November 2023



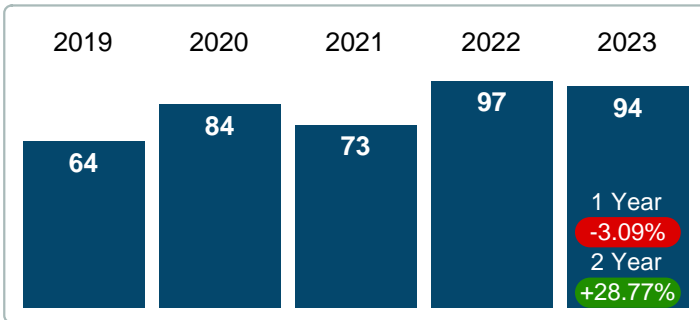
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



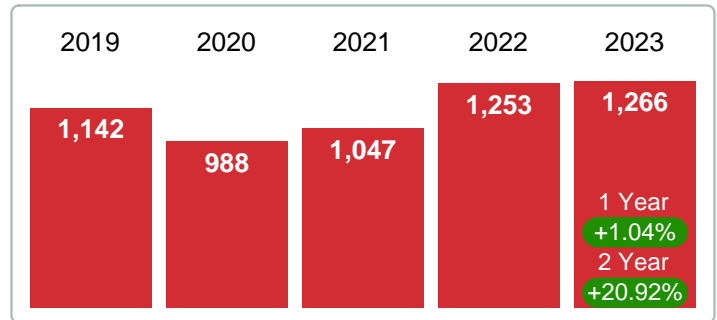
NEW LISTINGS

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

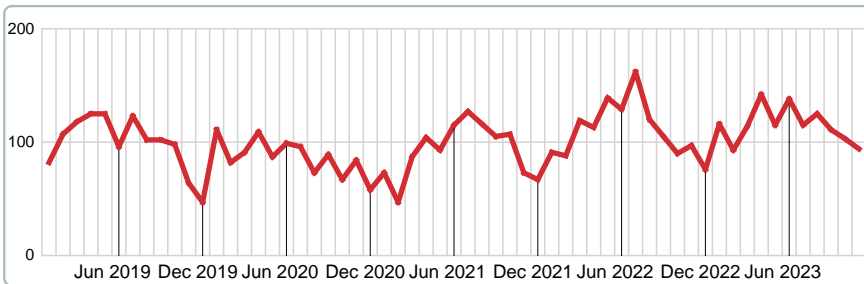
NOVEMBER



YEAR TO DATE (YTD)

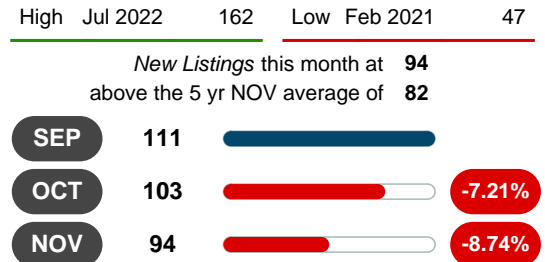


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 82



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	10	10.64%	4	5	1	0
\$100,001 - \$150,000	7	7.45%	3	3	1	0
\$150,001 - \$250,000	18	19.15%	4	13	1	0
\$250,001 - \$350,000	22	23.40%	0	18	4	0
\$350,001 - \$450,000	15	15.96%	6	7	1	1
\$450,001 - \$575,000	7	7.45%	0	6	0	1
\$575,001 and up	15	15.96%	1	5	5	4
Total New Listed Units	94		18	57	13	6
Total New Listed Volume	32,679,399	100%	4.29M	17.95M	6.05M	4.39M
Average New Listed Listing Price	\$419,325		\$238,222	\$314,839	\$465,669	\$731,983

November 2023



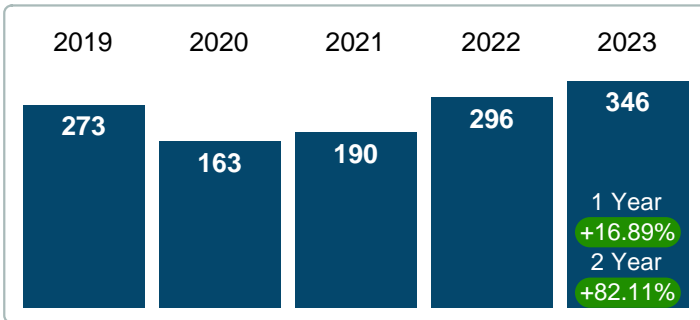
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



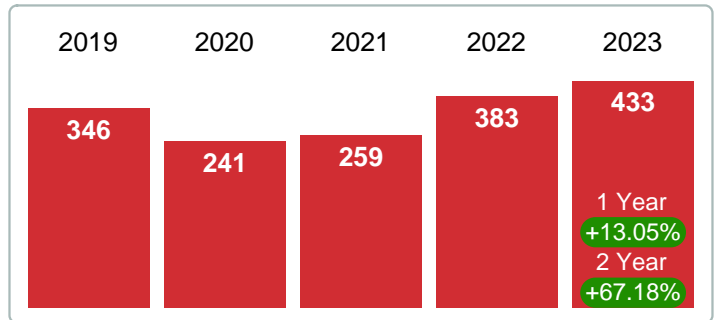
ACTIVE INVENTORY

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

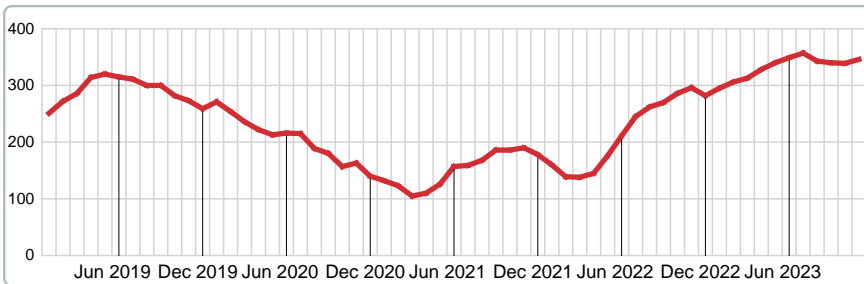
END OF NOVEMBER



ACTIVE DURING NOVEMBER

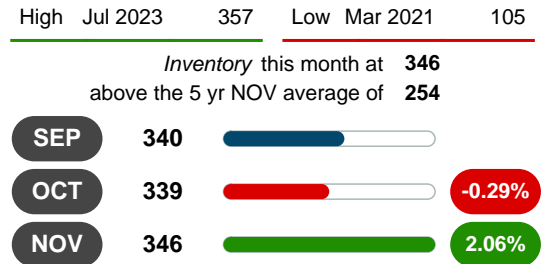


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 254



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	28	8.09%	71.5	14	12	2	0
\$125,001 - \$200,000	49	14.16%	82.3	12	27	8	2
\$200,001 - \$250,000	35	10.12%	84.5	5	22	8	0
\$250,001 - \$375,000	104	30.06%	88.6	8	62	31	3
\$375,001 - \$525,000	51	14.74%	81.2	6	29	13	3
\$525,001 - \$700,000	45	13.01%	99.5	2	21	15	7
\$700,001 and up	34	9.83%	110.8	2	14	10	8
Total Active Inventory by Units	346			49	187	87	23
Total Active Inventory by Volume	147,969,038	100%	88.4	12.25M	77.46M	40.42M	17.84M
Average Active Inventory Listing Price	\$427,656			\$249,964	\$414,235	\$464,588	\$775,639

November 2023



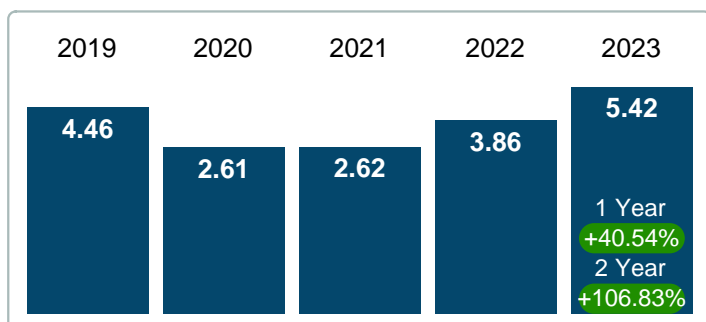
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



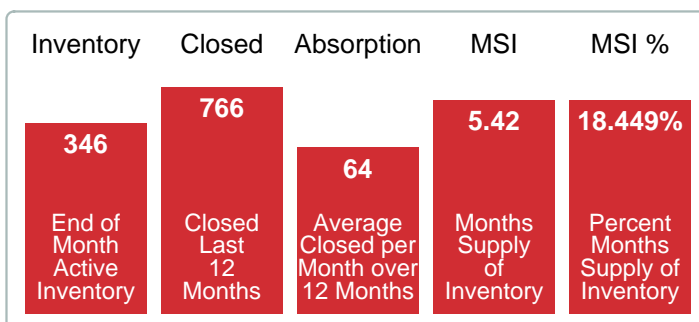
MONTHS SUPPLY of INVENTORY (MSI)

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

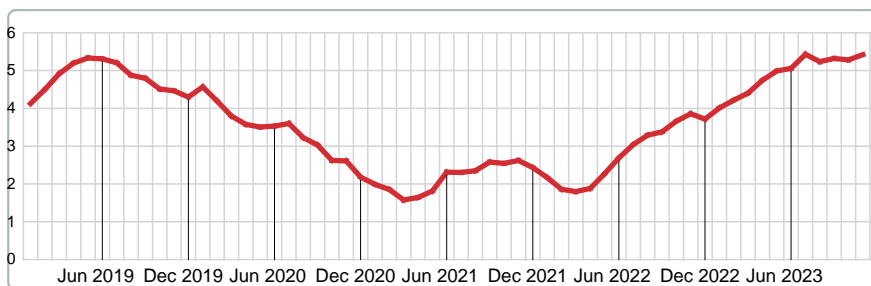
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023

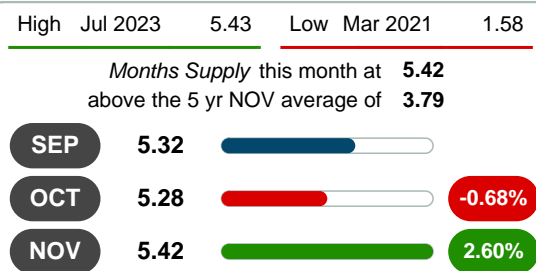


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	28	8.09%	2.43	2.55	2.32	3.00	0.00
\$125,001 - \$200,000	49	14.16%	3.16	4.24	2.51	4.57	12.00
\$200,001 - \$250,000	35	10.12%	3.39	12.00	2.75	4.36	0.00
\$250,001 - \$375,000	104	30.06%	6.00	10.67	5.47	6.20	12.00
\$375,001 - \$525,000	51	14.74%	9.87	24.00	12.00	6.24	7.20
\$525,001 - \$700,000	45	13.01%	25.71	12.00	84.00	16.36	16.80
\$700,001 and up	34	9.83%	15.11	6.00	24.00	10.00	24.00
Market Supply of Inventory (MSI)			5.42	4.78	4.86	6.57	12.55
Total Active Inventory by Units		100%	5.42	49	187	87	23

November 2023



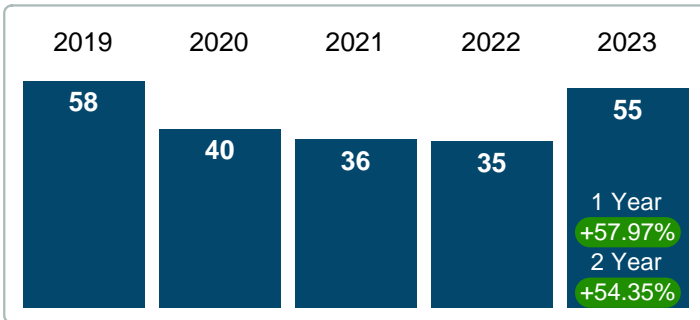
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



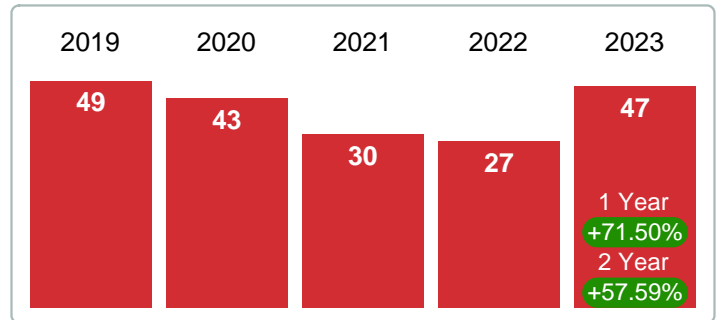
AVERAGE DAYS ON MARKET TO SALE

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

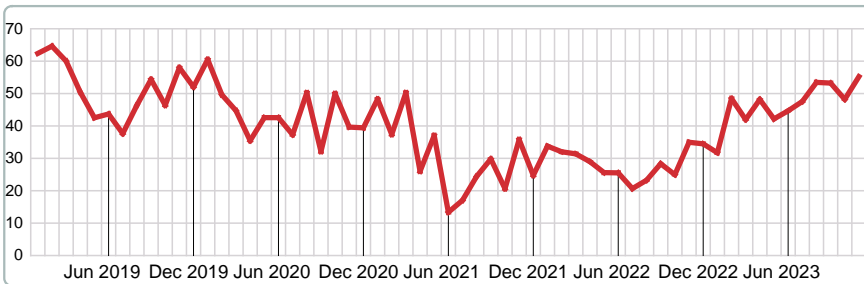
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45

High Feb 2019 65 Low Jun 2021 13

Average Days on Market to Sale this month at 55 above the 5 yr NOV average of 45



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
\$50,000 and less	2.08%	50	50	0	0	0
\$50,001 - \$100,000	12.50%	49	5	59	55	0
\$100,001 - \$175,000	25.00%	45	49	48	5	0
\$175,001 - \$275,000	25.00%	48	82	39	48	0
\$275,001 - \$375,000	10.42%	110	0	189	58	0
\$375,001 - \$475,000	14.58%	46	0	56	23	0
\$475,001 and up	10.42%	64	0	44	77	0
Average Closed DOM		55	51	59	51	0
Total Closed Units	100%	55	11	24	13	
Total Closed Volume		13,245,700	1.43M	7.01M	4.81M	0.00B

November 2023



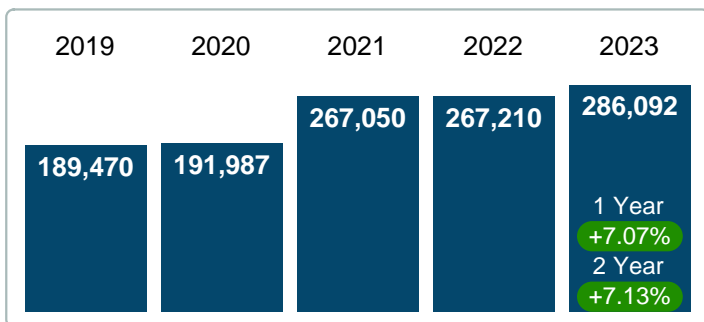
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



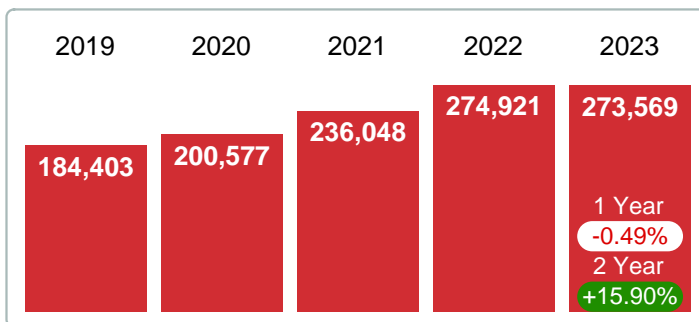
AVERAGE LIST PRICE AT CLOSING

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

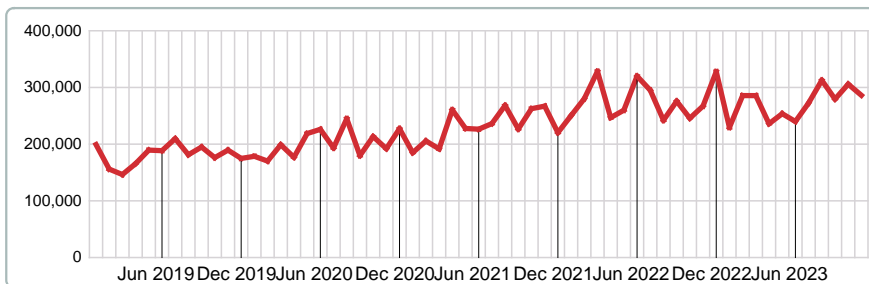
NOVEMBER



YEAR TO DATE (YTD)

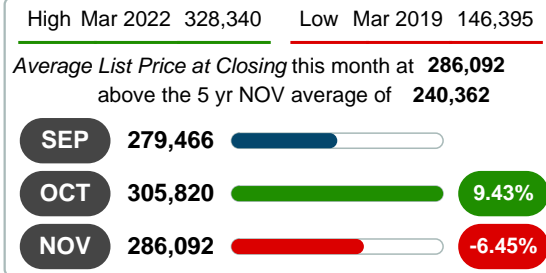


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 240,362



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
\$50,000 and less	2.08%	37,500	37,500	0	0	0
\$50,001 - \$100,000	12.50%	80,200	69,000	79,267	89,950	0
\$100,001 - \$175,000	25.00%	136,708	132,714	145,000	129,000	0
\$175,001 - \$275,000	22.92%	227,573	227,500	233,163	240,000	0
\$275,001 - \$375,000	14.58%	330,771	0	343,500	331,133	0
\$375,001 - \$475,000	8.33%	398,500	0	447,600	357,500	0
\$475,001 and up	14.58%	737,214	0	806,250	841,333	0
Average List Price		286,092	135,500	300,858	386,254	0
Total Closed Units	100%	286,092	11	24	13	0
Total Closed Volume		13,732,399	1.49M	7.22M	5.02M	0.00B

November 2023



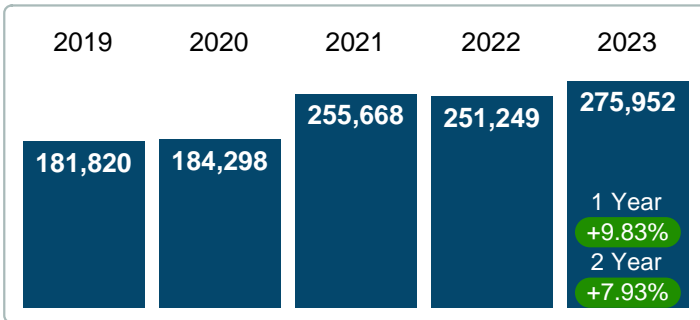
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



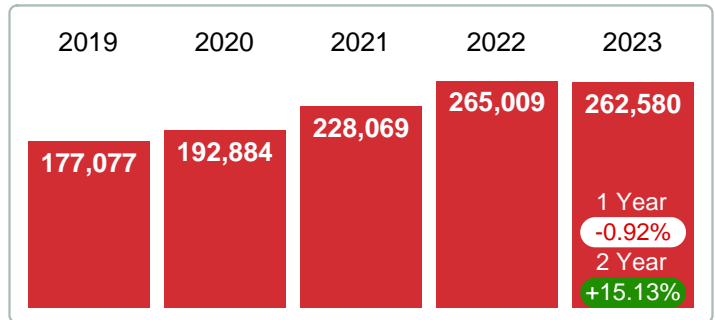
AVERAGE SOLD PRICE AT CLOSING

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

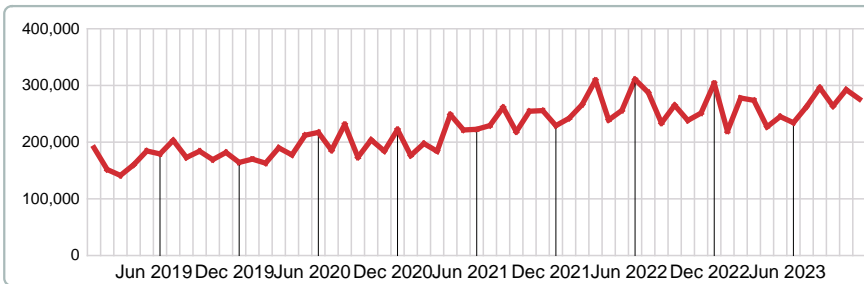
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

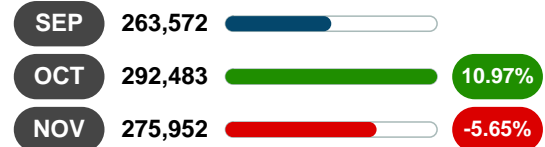


3 MONTHS

5 year NOV AVG = 229,797

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

Average Sold Price at Closing this month at **275,952** above the 5 yr NOV average of **229,797**



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
\$50,000 and less	2.08%	34,000	34,000	0	0	0
\$50,001 - \$100,000	12.50%	73,717	72,500	71,600	77,500	0
\$100,001 - \$175,000	25.00%	129,250	128,571	134,000	115,000	0
\$175,001 - \$275,000	25.00%	223,992	210,000	226,613	227,500	0
\$275,001 - \$375,000	10.42%	331,000	0	330,000	331,667	0
\$375,001 - \$475,000	14.58%	420,429	0	434,600	385,000	0
\$475,001 and up	10.42%	786,500	0	806,250	773,333	0
Average Sold Price		275,952	129,682	292,050	370,000	0
Total Closed Units	100%	275,952	11	24	13	0
Total Closed Volume		13,245,700	1.43M	7.01M	4.81M	0.00B

November 2023



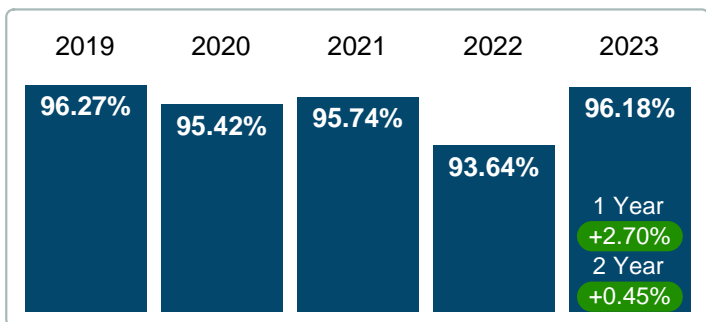
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



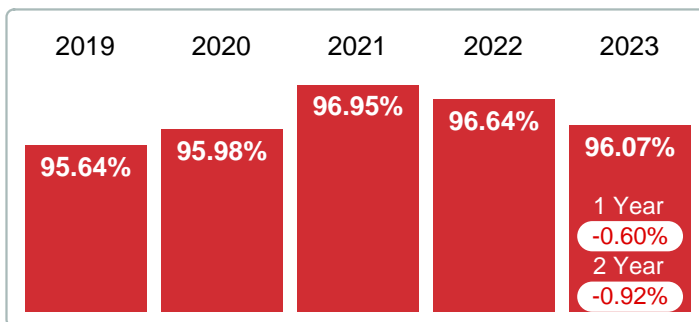
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

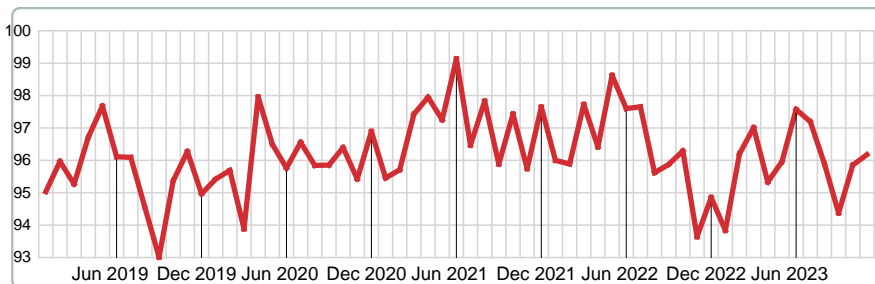
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

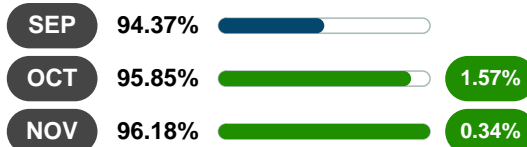


3 MONTHS

5 year NOV AVG = 95.45%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **96.18%** above the 5 yr NOV average of **95.45%**



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
\$50,000 and less	1	2.08%	90.67%	90.67%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	12.50%	91.58%	105.07%	90.64%	86.25%	0.00%
\$100,001 - \$175,000	12	25.00%	95.09%	97.16%	92.97%	89.15%	0.00%
\$175,001 - \$275,000	12	25.00%	96.54%	93.64%	97.44%	95.83%	0.00%
\$275,001 - \$375,000	5	10.42%	98.50%	0.00%	95.96%	100.20%	0.00%
\$375,001 - \$475,000	7	14.58%	100.65%	0.00%	97.67%	108.12%	0.00%
\$475,001 and up	5	10.42%	95.91%	0.00%	100.00%	93.19%	0.00%
Average Sold/List Ratio		96.20%		96.65%	95.98%	96.13%	0.00%
Total Closed Units		48	100%	11	24	13	
Total Closed Volume		13,245,700		1.43M	7.01M	4.81M	0.00B

November 2023



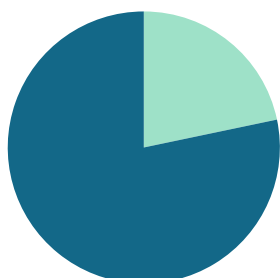
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

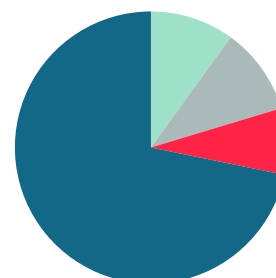


Inventory
 New Listings
94 = 21.71%
 Start Inventory
339
 Total Inventory Units
433
 Volume
\$176,970,733

Market Activity

Closed Sales
48 = 9.96%
 Pending Sales
50 = 10.37%
 Other Off Market
38 = 7.88%
 Active Inventory
346 = 71.78%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	52	48	-7.69%	846	701	-17.14%
Pending Sales	48	50	4.17%	837	744	-11.11%
New Listings	97	94	-3.09%	1,253	1,266	1.04%
Average List Price	267,210	286,092	7.07%	274,921	273,569	-0.49%
Average Sale Price	251,249	275,952	9.83%	265,009	262,580	-0.92%
Average Percent of Selling Price to List Price	93.64%	96.18%	2.70%	96.64%	96.07%	-0.60%
Average Days on Market to Sale	34.96	55.23	57.97%	27.50	47.15	71.50%
Monthly Inventory	296	346	16.89%	296	346	16.89%
Months Supply of Inventory	3.86	5.42	40.54%	3.86	5.42	40.54%

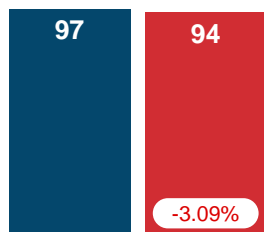
Absorption: Last 12 months, an Average of **64** Sales/Month

Inventory on November 30, 2023 = **346** 2022 2023

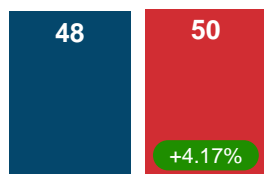
NOVEMBER MARKET

AVERAGE PRICES

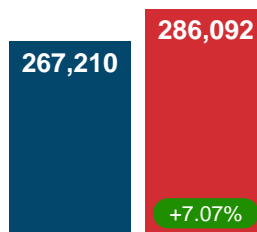
New Listings



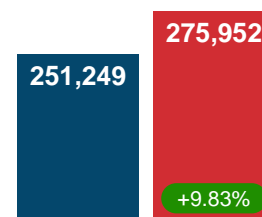
Pending Listings



List Price



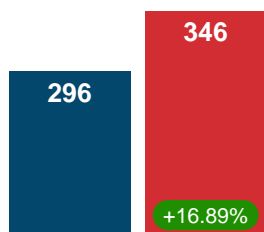
Sale Price



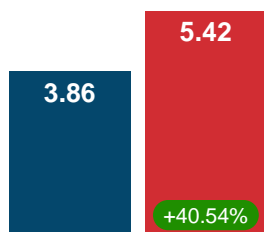
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

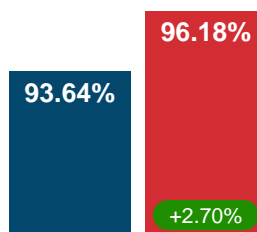
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

