

# November 2023



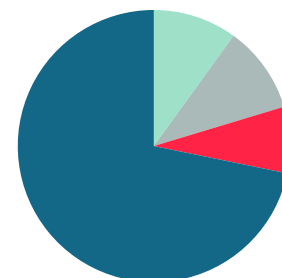
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	52	48	-7.69%
Pending Listings	48	50	4.17%
New Listings	97	94	-3.09%
Median List Price	249,950	228,000	-8.78%
Median Sale Price	240,000	217,500	-9.38%
Median Percent of Selling Price to List Price	97.53%	97.23%	-0.31%
Median Days on Market to Sale	11.50	30.50	165.22%
End of Month Inventory	296	346	16.89%
Months Supply of Inventory	3.86	5.42	40.54%



**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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.38%** in November 2023 to \$217,500 versus the previous year at \$240,000.

#### Median Days on Market Lengthens

The median number of **30.50** days that homes spent on the market before selling increased by 19.00 days or **165.22%** in November 2023 compared to last year's same month at **11.50** DOM.

#### Sales Success for November 2023 is Positive

Overall, with Median Prices falling 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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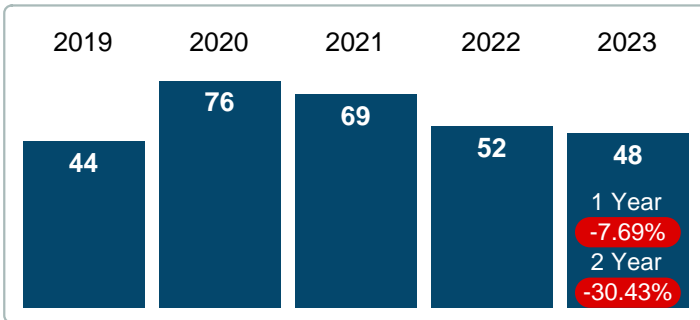
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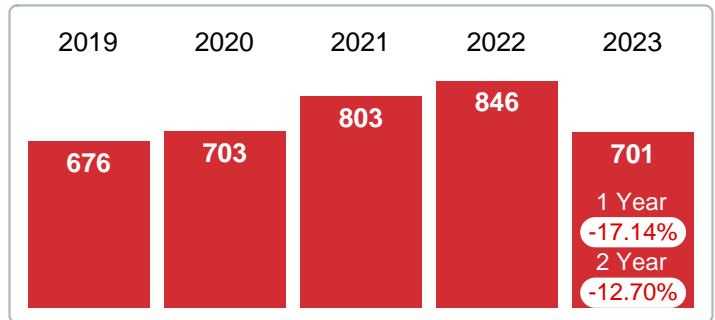
## CLOSED LISTINGS

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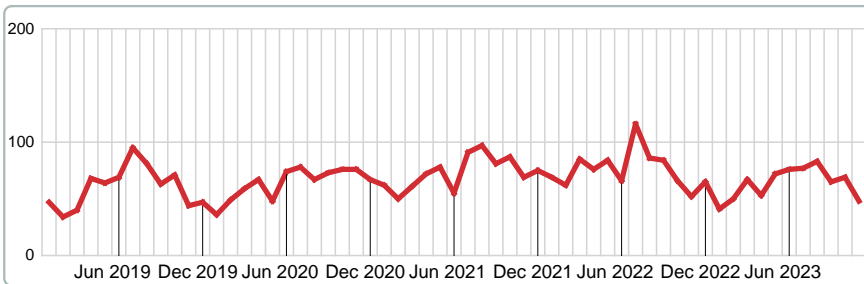
### NOVEMBER



### YEAR TO DATE (YTD)

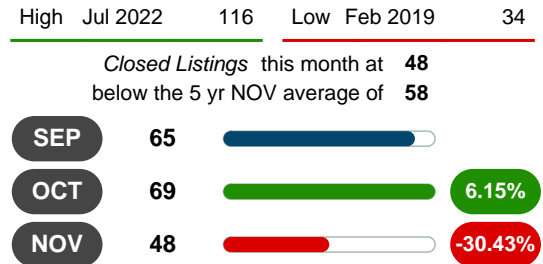


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 58



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	35.0	1	3	2	0
\$100,001 - \$175,000	12	25.00%	26.0	7	4	1	0
\$175,001 - \$275,000	12	25.00%	13.0	2	8	2	0
\$275,001 - \$375,000	5	10.42%	91.0	0	2	3	0
\$375,001 - \$475,000	7	14.58%	31.0	0	5	2	0
\$475,001 and up	5	10.42%	45.0	0	2	3	0
<b>Total Closed Units</b>	<b>48</b>			<b>11</b>	<b>24</b>	<b>13</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>13,245,700</b>	<b>100%</b>	<b>30.5</b>	<b>1.43M</b>	<b>7.01M</b>	<b>4.81M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$217,500</b>			<b>\$125,000</b>	<b>\$247,500</b>	<b>\$313,000</b>	<b>\$0</b>

# November 2023



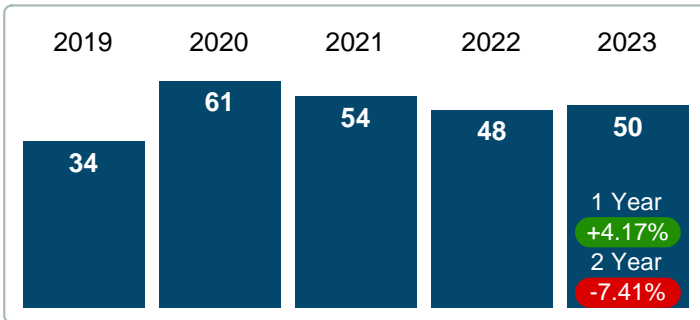
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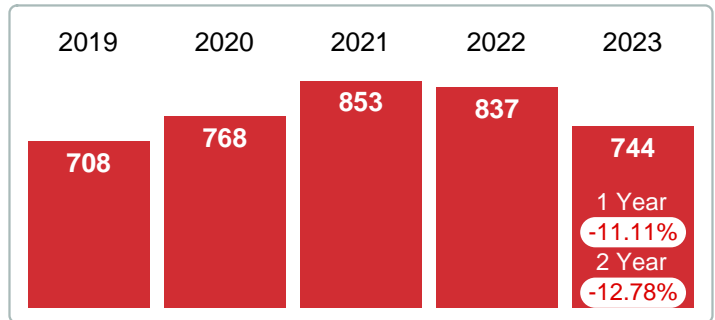
## PENDING LISTINGS

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

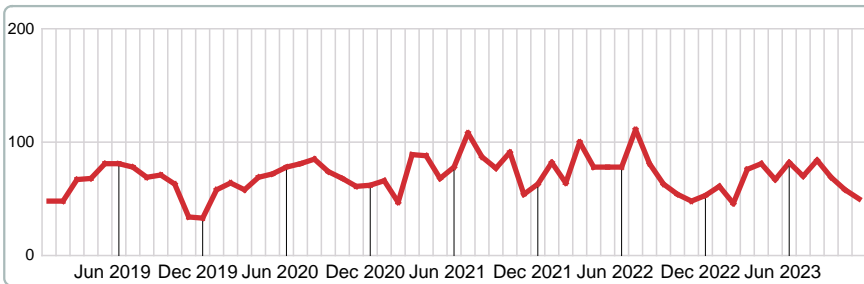
### NOVEMBER



### YEAR TO DATE (YTD)

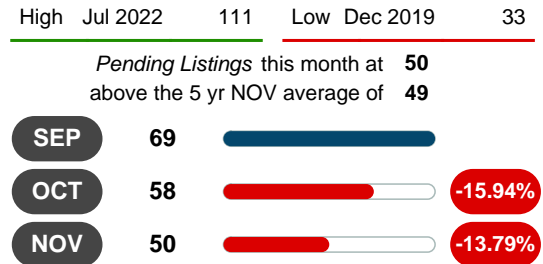


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 49



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	14.00%	20.0	2	3	2	0
\$100,001 - \$125,000	3	6.00%	47.0	2	0	1	0
\$125,001 - \$150,000	5	10.00%	49.0	0	5	0	0
\$150,001 - \$250,000	13	26.00%	30.0	0	10	3	0
\$250,001 - \$300,000	9	18.00%	29.0	1	6	2	0
\$300,001 - \$375,000	8	16.00%	58.0	3	2	3	0
\$375,001 and up	5	10.00%	7.0	0	3	2	0
<b>Total Pending Units</b>	<b>50</b>			<b>8</b>	<b>29</b>	<b>13</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>13,835,600</b>	<b>100%</b>	<b>33.5</b>	<b>1.76M</b>	<b>6.99M</b>	<b>5.09M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$219,450</b>			<b>\$199,200</b>	<b>\$209,900</b>	<b>\$259,900</b>	<b>\$0</b>

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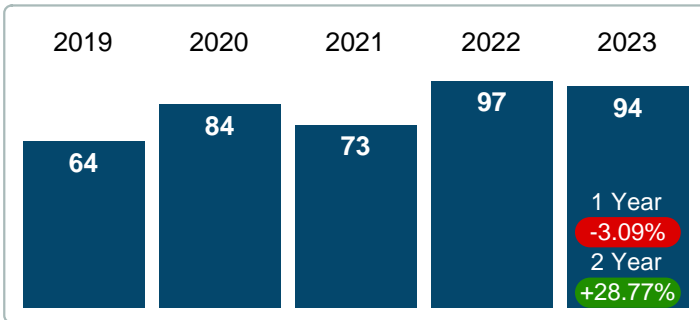
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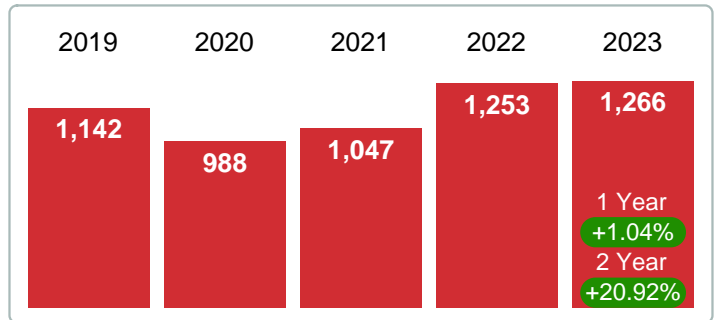
## NEW LISTINGS

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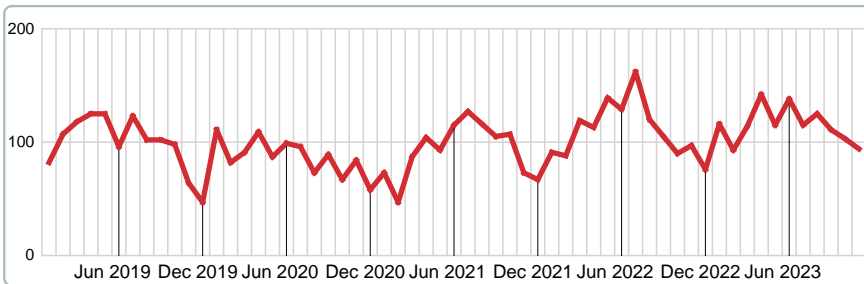
### NOVEMBER



### YEAR TO DATE (YTD)

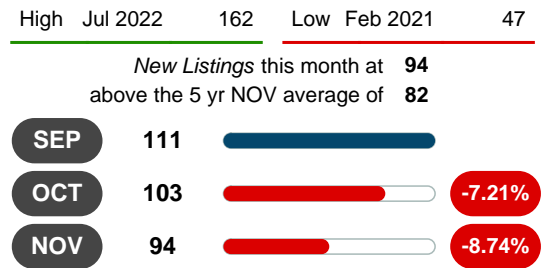


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>94</b>		<b>18</b>	<b>57</b>	<b>13</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>32,679,399</b>	<b>100%</b>	<b>4.29M</b>	<b>17.95M</b>	<b>6.05M</b>	<b>4.39M</b>
<b>Median New Listed Listing Price</b>	<b>\$299,900</b>		<b>\$166,250</b>	<b>\$285,000</b>	<b>\$325,000</b>	<b>\$599,450</b>

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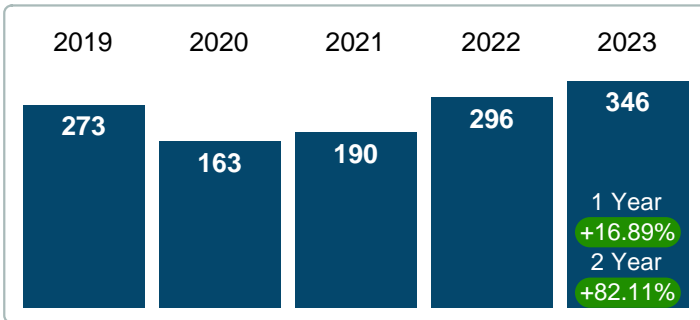
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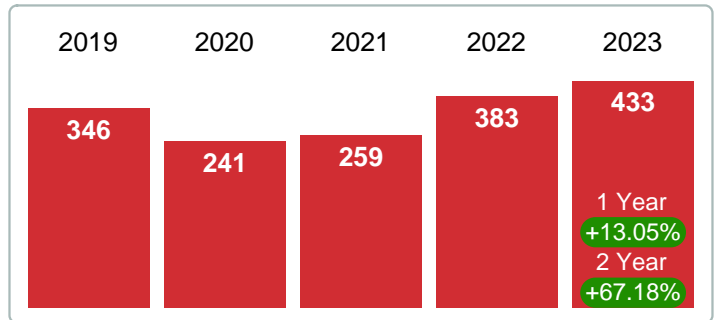
## ACTIVE INVENTORY

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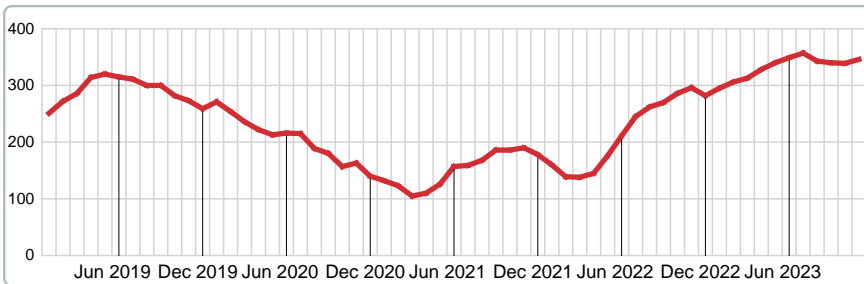
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

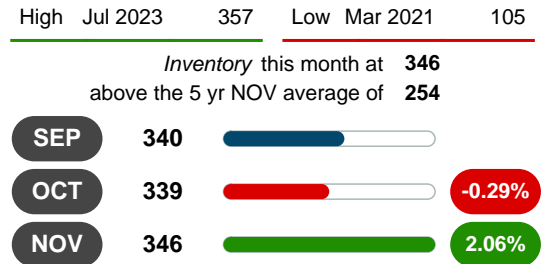


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 254



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	28	8.09%	59.5	14	12	2	0
\$125,001 - \$200,000	49	14.16%	62.0	12	27	8	2
\$200,001 - \$250,000	35	10.12%	87.0	5	22	8	0
\$250,001 - \$375,000	104	30.06%	76.0	8	62	31	3
\$375,001 - \$525,000	51	14.74%	87.0	6	29	13	3
\$525,001 - \$700,000	45	13.01%	84.0	2	21	15	7
\$700,001 and up	34	9.83%	98.0	2	14	10	8
<b>Total Active Inventory by Units</b>	<b>346</b>			<b>49</b>	<b>187</b>	<b>87</b>	<b>23</b>
<b>Total Active Inventory by Volume</b>	<b>147,969,038</b>	<b>100%</b>	<b>76.0</b>	<b>12.25M</b>	<b>77.46M</b>	<b>40.42M</b>	<b>17.84M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$325,000</b>			<b>\$185,000</b>	<b>\$319,000</b>	<b>\$359,900</b>	<b>\$599,900</b>

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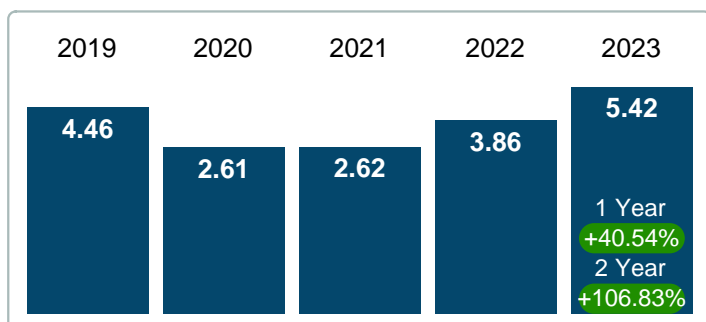
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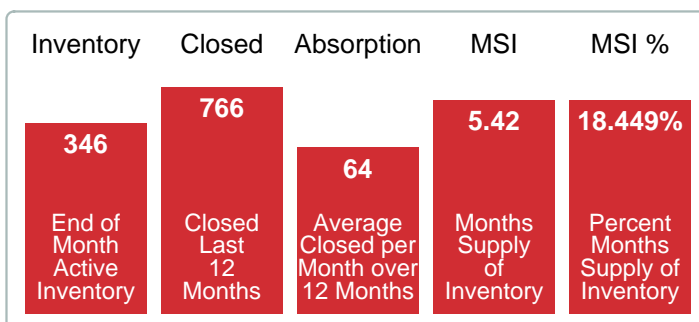
## MONTHS SUPPLY of INVENTORY (MSI)

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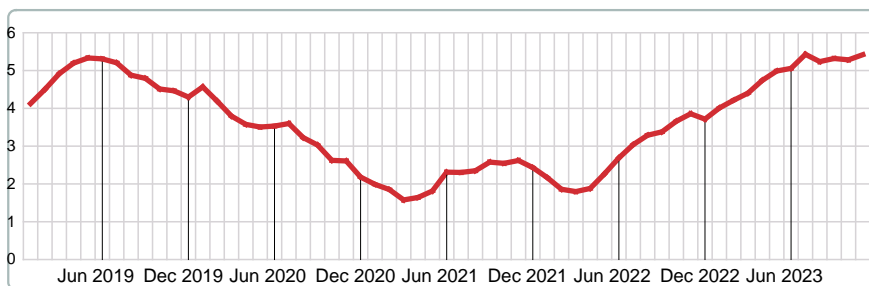
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023

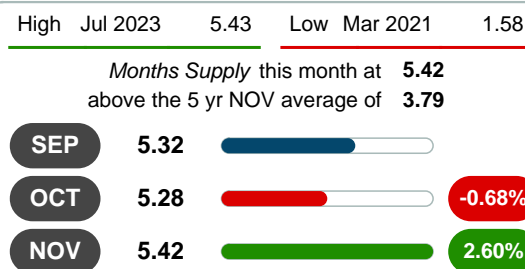


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



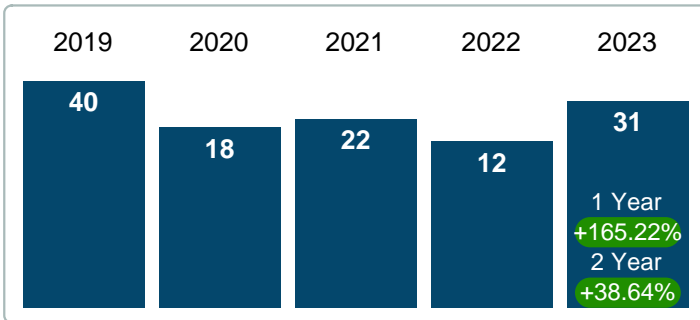
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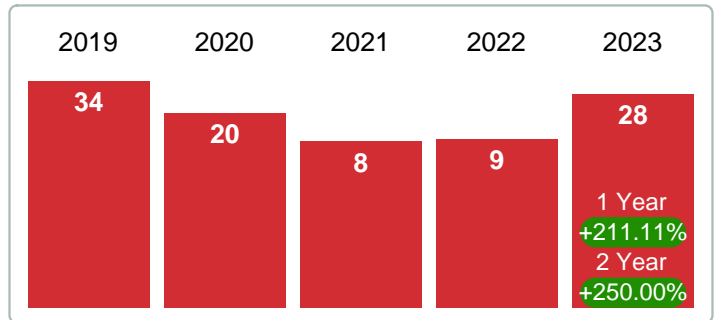
## MEDIAN DAYS ON MARKET TO SALE

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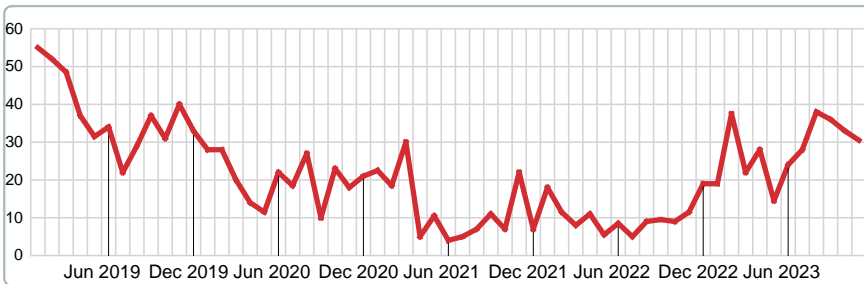
### NOVEMBER



### YEAR TO DATE (YTD)

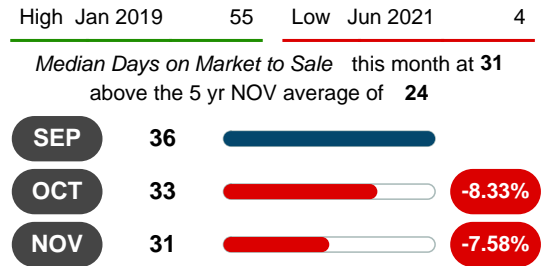


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 24



### 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
\$50,000 and less	1	2.08%	50	50	0	0	0
\$50,001 - \$100,000	6	12.50%	35	5	52	55	0
\$100,001 - \$175,000	12	25.00%	26	33	25	5	0
\$175,001 - \$275,000	12	25.00%	13	82	13	48	0
\$275,001 - \$375,000	5	10.42%	91	0	189	25	0
\$375,001 - \$475,000	7	14.58%	31	0	43	23	0
\$475,001 and up	5	10.42%	45	0	44	45	0
Median Closed DOM			31	33	33	25	0
Total Closed Units		100%	48	11	24	13	
Total Closed Volume			13,245,700	1.43M	7.01M	4.81M	0.00B



# November 2023



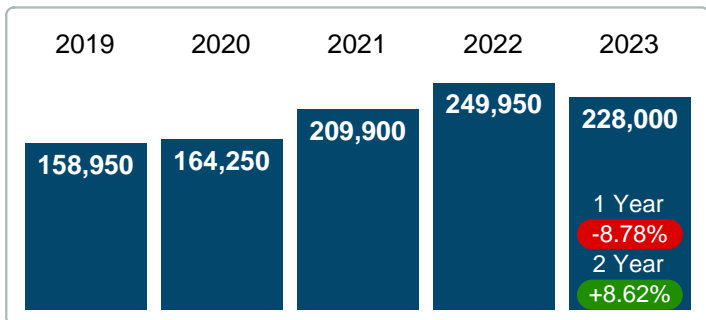
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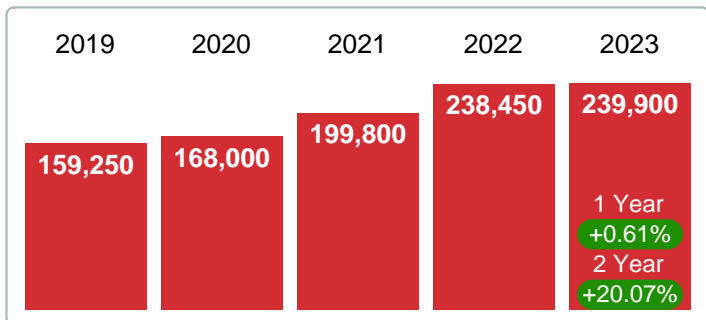
## MEDIAN LIST PRICE AT CLOSING

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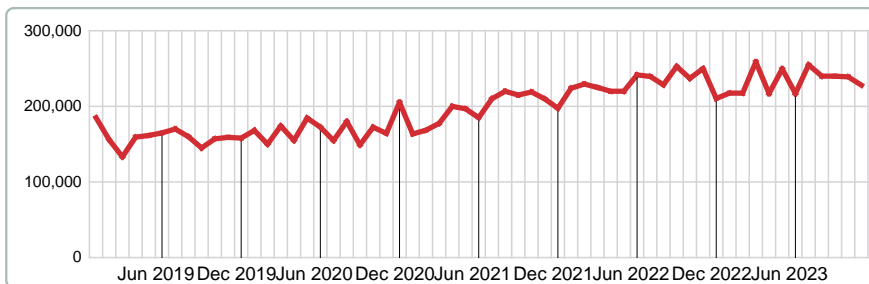
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 202,210

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

Median List Price at Closing this month at **228,000** above the 5 yr NOV average of **202,210**



### 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
\$50,000 and less	2.08%	37,500	37,500	0	0	0
\$50,001 - \$100,000	12.50%	76,450	84,250	78,000	74,900	0
\$100,001 - \$175,000	25.00%	139,500	139,000	155,000	117,000	0
\$175,001 - \$275,000	22.92%	237,000	180,000	249,500	180,000	0
\$275,001 - \$375,000	14.58%	325,000	0	343,500	323,000	0
\$375,001 - \$475,000	8.33%	392,000	0	399,000	380,000	0
\$475,001 and up	14.58%	599,000	0	587,000	599,000	0
<b>Median List Price</b>		<b>228,000</b>	<b>139,000</b>	<b>252,200</b>	<b>323,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>228,000</b>	<b>11</b>	<b>24</b>	<b>13</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>13,732,399</b>	<b>1.49M</b>	<b>7.22M</b>	<b>5.02M</b>	<b>0.00B</b>



# November 2023



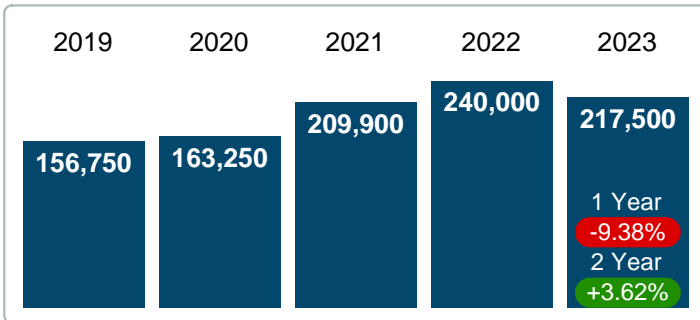
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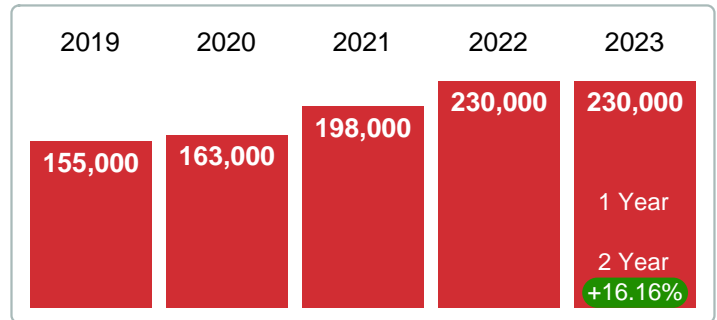
## MEDIAN SOLD PRICE AT CLOSING

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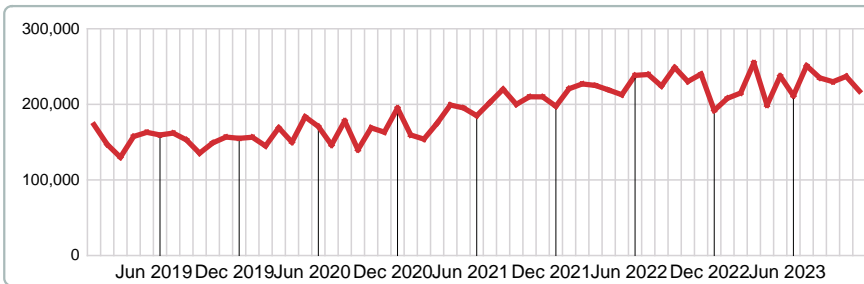
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

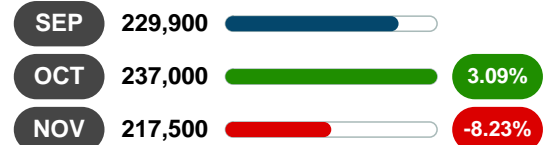


### 3 MONTHS

5 year NOV AVG = 197,480

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

Median Sold Price at Closing this month at 217,500 above the 5 yr NOV average of 197,480



### 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
\$50,000 and less	1	2.08%	34,000	34,000	0	0	0
\$50,001 - \$100,000	6	12.50%	68,750	72,500	60,000	77,500	0
\$100,001 - \$175,000	12	25.00%	127,500	125,000	130,500	115,000	0
\$175,001 - \$275,000	12	25.00%	230,000	210,000	232,000	227,500	0
\$275,001 - \$375,000	5	10.42%	313,000	0	330,000	313,000	0
\$375,001 - \$475,000	7	14.58%	399,000	0	454,000	385,000	0
\$475,001 and up	5	10.42%	649,000	0	806,250	575,000	0
Median Sold Price			217,500	125,000	247,500	313,000	0
Total Closed Units		100%	217,500	11	24	13	
Total Closed Volume			13,245,700	1.43M	7.01M	4.81M	0.00B

# November 2023



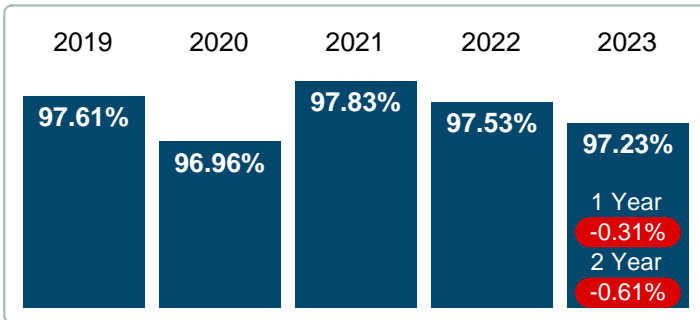
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



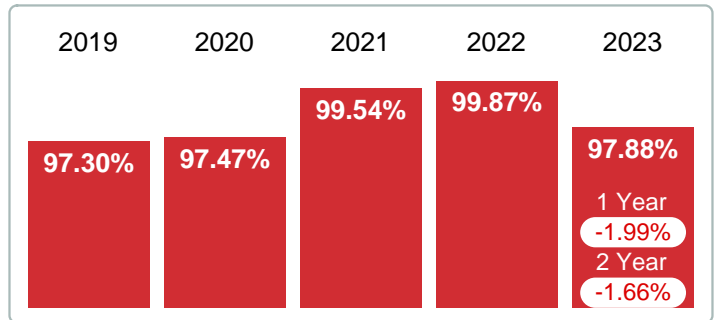
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

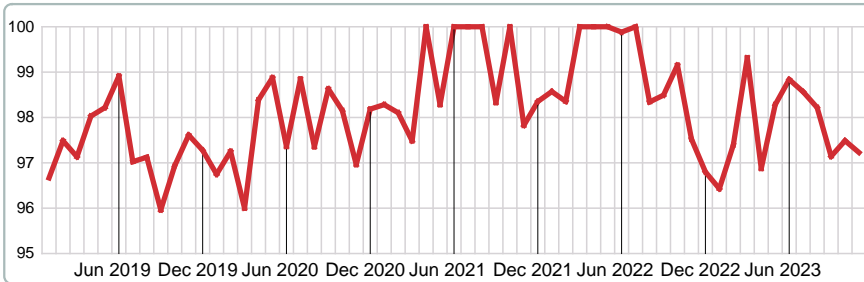
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

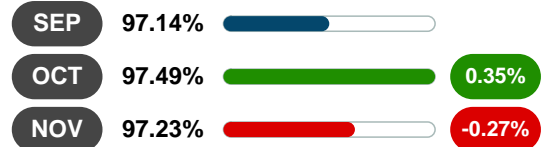


### 3 MONTHS

5 year NOV AVG = 97.43%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **97.23%**  
equal to 5 yr NOV average of **97.43%**



## 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
\$50,000 and less	1	2.08%	90.67%	90.67%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	12.50%	90.89%	105.07%	94.99%	86.25%	0.00%
\$100,001 - \$175,000	12	25.00%	96.42%	98.31%	93.21%	89.15%	0.00%
\$175,001 - \$275,000	12	25.00%	97.86%	93.64%	97.86%	95.83%	0.00%
\$275,001 - \$375,000	5	10.42%	98.07%	0.00%	95.96%	100.83%	0.00%
\$375,001 - \$475,000	7	14.58%	100.00%	0.00%	100.00%	108.12%	0.00%
\$475,001 and up	5	10.42%	95.99%	0.00%	100.00%	94.29%	0.00%
Median Sold/List Ratio		97.23%		98.31%	97.81%	95.99%	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



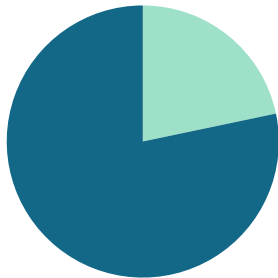
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

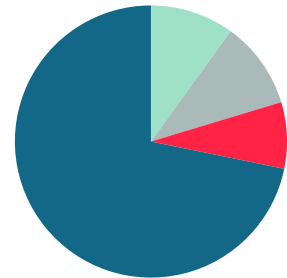


**Inventory**  
 New Listings  
**94 = 21.71%**  
 Start Inventory  
**339**  
 Total Inventory Units  
**433**  
 Volume  
**\$176,970,733**

### 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%
Median List Price	249,950	228,000	-8.78%	238,450	239,900	+0.61%
Median Sale Price	240,000	217,500	-9.38%	230,000	230,000	0.00%
Median Percent of Selling Price to List Price	97.53%	97.23%	-0.31%	99.87%	97.88%	-1.99%
Median Days on Market to Sale	11.50	30.50	+165.22%	9.00	28.00	+211.11%
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

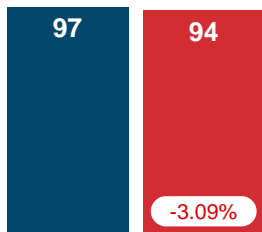
**Inventory** on November 30, 2023 = **346**

**2022** **2023**

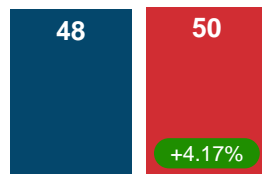
### NOVEMBER MARKET

### MEDIAN PRICES

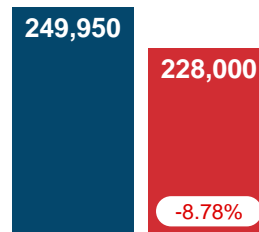
#### New Listings



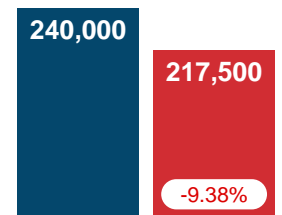
#### Pending Listings



#### List Price



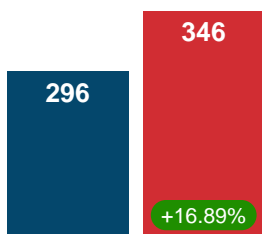
#### Sale Price



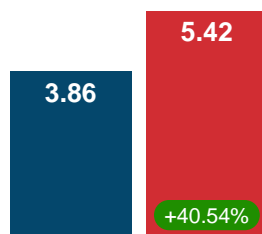
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

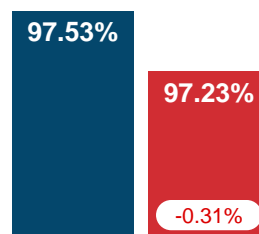
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

