

December 2023



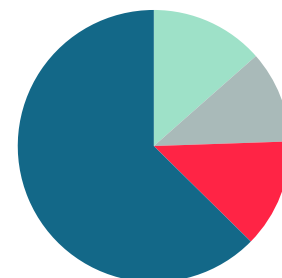
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	65	69	6.15%
Pending Listings	53	56	5.66%
New Listings	76	91	19.74%
Average List Price	327,876	303,327	-7.49%
Average Sale Price	303,821	291,130	-4.18%
Average Percent of Selling Price to List Price	94.85%	96.46%	1.70%
Average Days on Market to Sale	34.48	53.38	54.82%
End of Month Inventory	282	320	13.48%
Months Supply of Inventory	3.71	4.99	34.25%



■ Closed (13.50%)
■ Pending (10.96%)
■ Other OffMarket (12.92%)
■ Active (62.62%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of December 31, 2023 = **320**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2023 rose **13.48%** to 320 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 **4.99** 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 **4.18%** in December 2023 to \$291,130 versus the previous year at \$303,821.

Average Days on Market Lengthens

The average number of **53.38** days that homes spent on the market before selling increased by 18.90 days or **54.82%** in December 2023 compared to last year's same month at **34.48** DOM.

Sales Success for December 2023 is Positive

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

There were 91 New Listings in December 2023, up **19.74%** from last year at 76. Furthermore, there were 69 Closed Listings this month versus last year at 65, a **6.15%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, down from previous year's, December 2022, at **85.5%**, a **11.34%** 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

December 2023



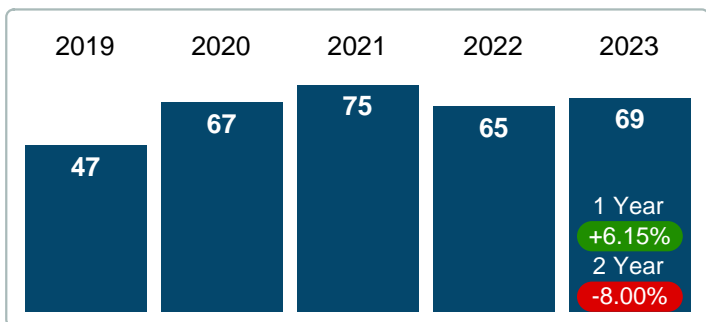
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



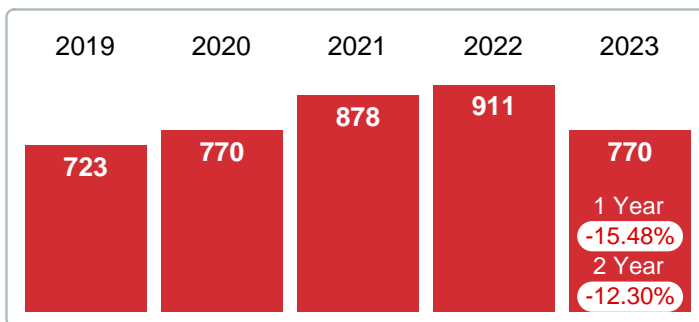
CLOSED LISTINGS

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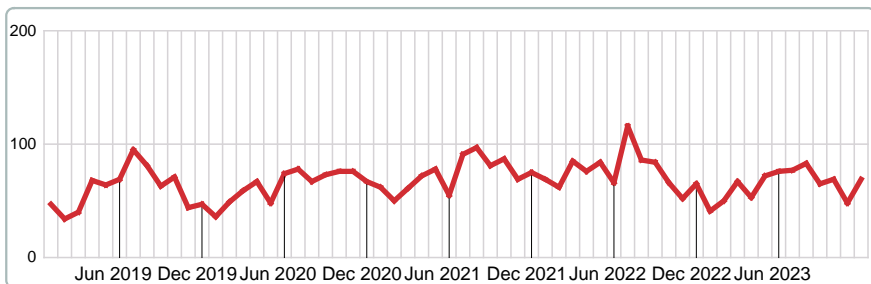
DECEMBER



YEAR TO DATE (YTD)

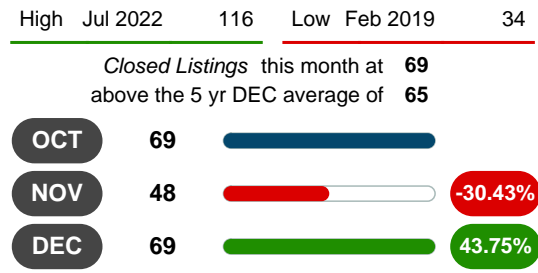


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 65



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%	11.0	2	2	0	0
\$100,001 - \$125,000	7	10.14%	74.4	2	4	1	0
\$125,001 - \$175,000	11	15.94%	65.0	0	9	2	0
\$175,001 - \$250,000	18	26.09%	34.8	2	16	0	0
\$250,001 - \$325,000	12	17.39%	49.3	0	6	5	1
\$325,001 - \$450,000	11	15.94%	85.4	2	6	3	0
\$450,001 and up	6	8.70%	41.0	1	2	3	0
Total Closed Units	69			9	45	14	1
Total Closed Volume	20,087,961	100%	53.4	4.27M	10.37M	5.16M	290.00K
Average Closed Price	\$291,130			\$473,995	\$230,507	\$368,514	\$290,000

December 2023



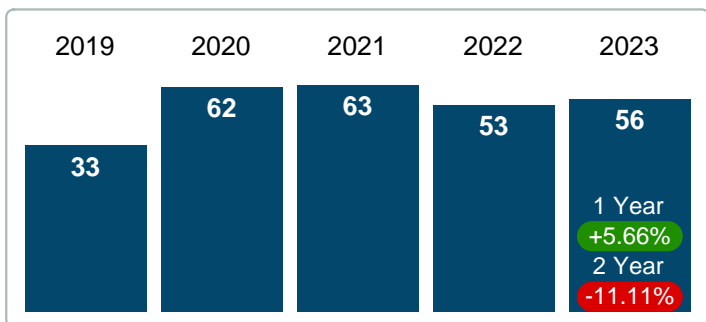
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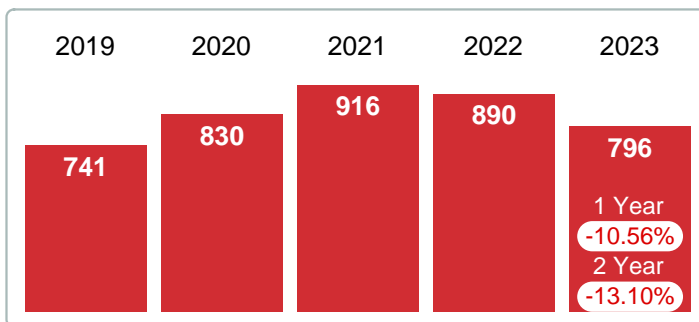
PENDING LISTINGS

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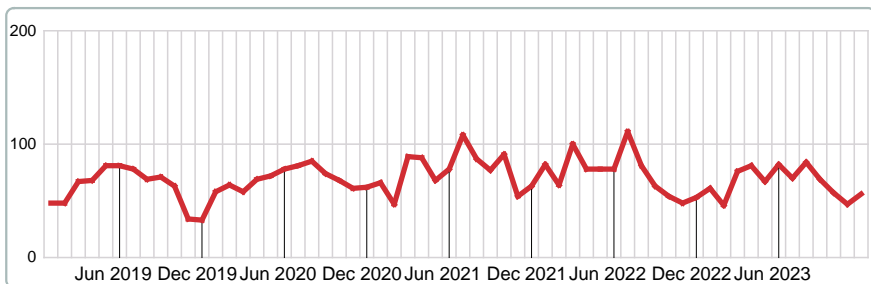
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

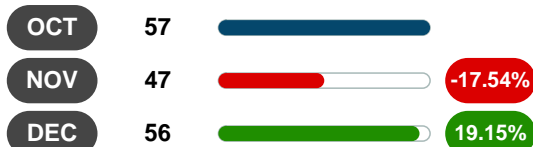


3 MONTHS

5 year DEC AVG = 53

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at 56 above the 5 yr DEC average of 53



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	5	8.93%	11.4	0	5	0	0
\$100,001 - \$150,000	7	12.50%	63.9	4	2	1	0
\$150,001 - \$200,000	9	16.07%	75.7	1	6	2	0
\$200,001 - \$275,000	14	25.00%	19.0	1	11	2	0
\$275,001 - \$375,000	8	14.29%	135.8	0	6	2	0
\$375,001 - \$525,000	7	12.50%	52.1	1	3	2	1
\$525,001 and up	6	10.71%	66.8	0	2	3	1
Total Pending Units	56			7	35	12	2
Total Pending Volume	15,188,027	100%	18.8	1.43M	8.53M	4.18M	1.05M
Average Listing Price	\$268,052			\$204,111	\$243,780	\$348,247	\$524,000

December 2023



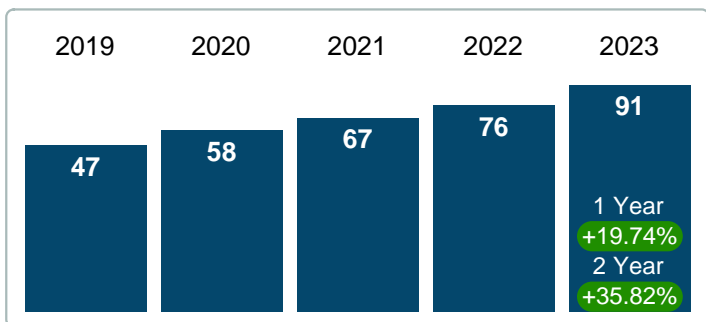
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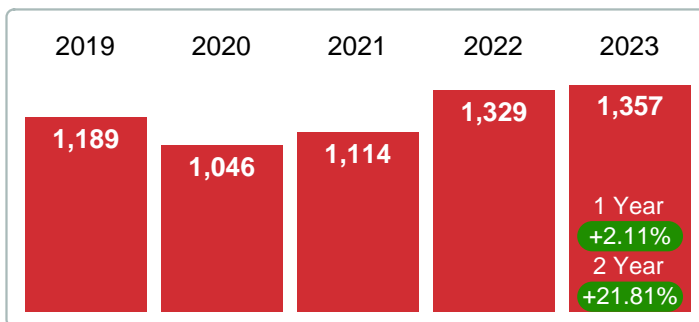
NEW LISTINGS

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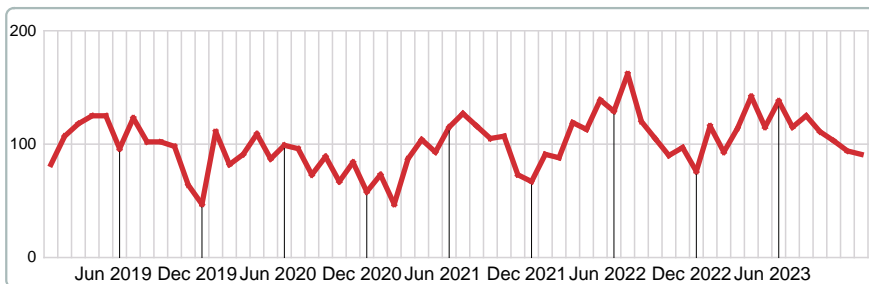
DECEMBER



YEAR TO DATE (YTD)

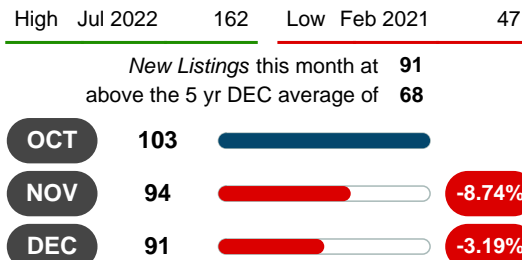


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 68



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	6.59%	0	5	1	0
\$100,001 - \$175,000	13	14.29%	4	7	1	1
\$175,001 - \$225,000	22	24.18%	1	18	3	0
\$225,001 - \$250,000	8	8.79%	0	7	1	0
\$250,001 - \$350,000	21	23.08%	4	10	5	2
\$350,001 - \$575,000	11	12.09%	2	5	4	0
\$575,001 and up	10	10.99%	1	4	3	2
Total New Listed Units	91		12	56	18	5
Total New Listed Volume	33,374,050	100%	4.66M	14.90M	6.91M	6.90M
Average New Listed Listing Price	\$274,174		\$388,056	\$266,087	\$384,033	\$1,380,780

December 2023



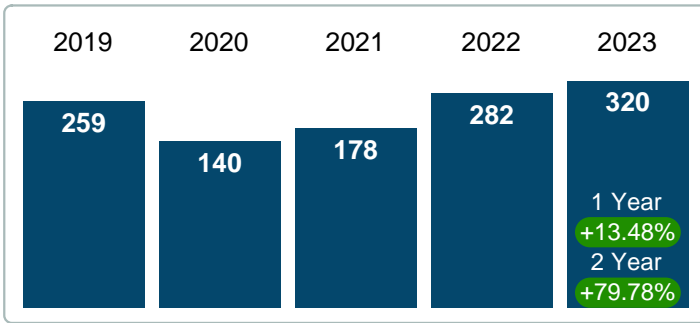
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



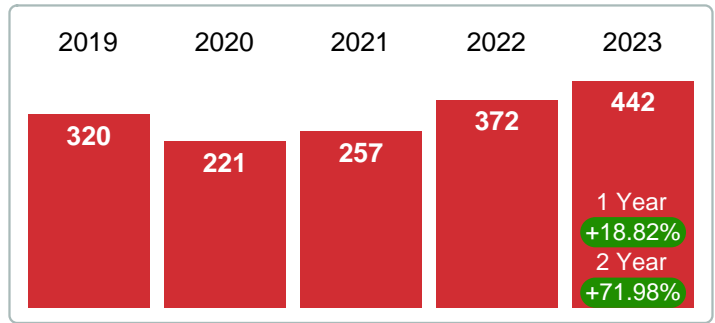
ACTIVE INVENTORY

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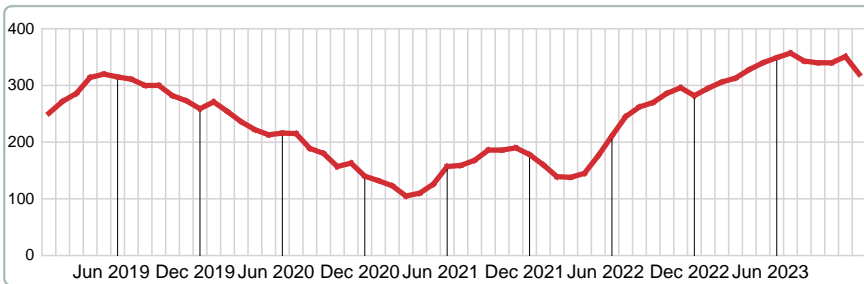
END OF DECEMBER



ACTIVE DURING DECEMBER

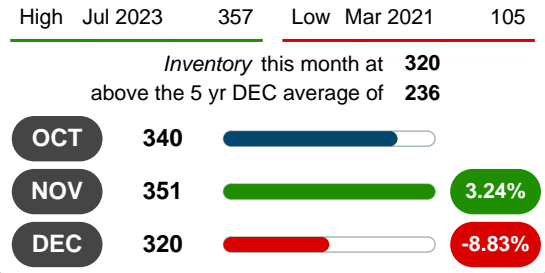


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 236



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	30	9.38%	74.8	13	11	5	1
\$125,001 - \$175,000	27	8.44%	66.1	9	17	1	0
\$175,001 - \$250,000	55	17.19%	73.6	7	36	10	2
\$250,001 - \$350,000	77	24.06%	87.1	8	42	22	5
\$350,001 - \$475,000	59	18.44%	103.4	8	28	23	0
\$475,001 - \$700,000	41	12.81%	106.0	3	20	11	7
\$700,001 and up	31	9.69%	108.1	2	11	10	8
Total Active Inventory by Units			320	50	165	82	23
Total Active Inventory by Volume			134,303,815	14.07M	62.32M	36.88M	21.03M
Average Active Inventory Listing Price			\$419,699	\$281,430	\$377,687	\$449,785	\$914,417

December 2023



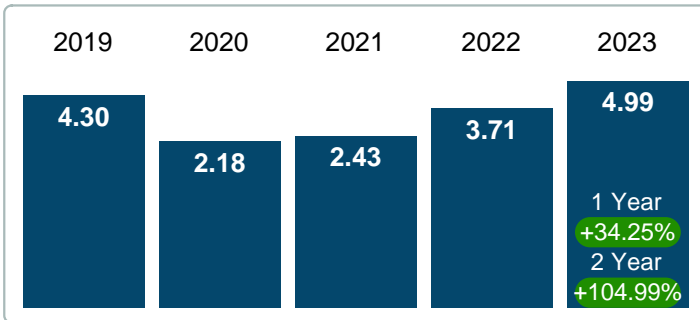
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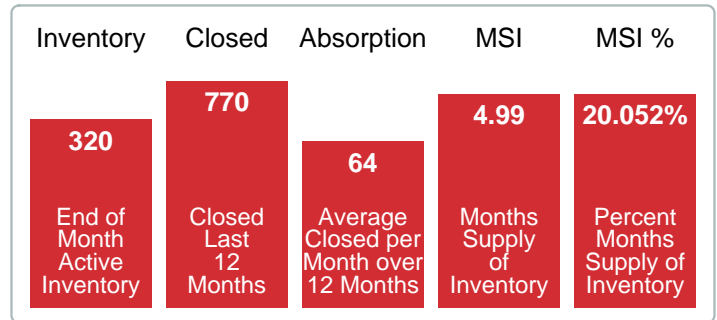
MONTHS SUPPLY of INVENTORY (MSI)

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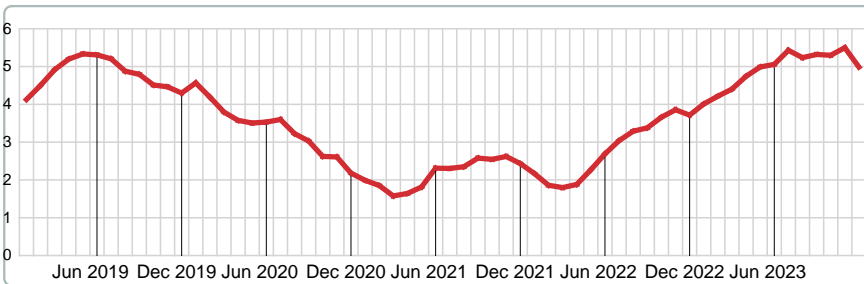
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

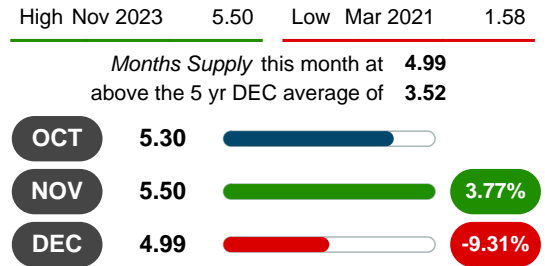


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.52



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	30	9.38%	2.63	2.60	2.00	6.67	6.00
\$125,001 - \$175,000	27	8.44%	2.70	4.15	2.52	0.92	0.00
\$175,001 - \$250,000	55	17.19%	3.57	7.00	3.04	4.29	8.00
\$250,001 - \$350,000	77	24.06%	4.97	12.00	4.20	4.80	20.00
\$350,001 - \$475,000	59	18.44%	9.44	24.00	8.62	9.52	0.00
\$475,001 - \$700,000	41	12.81%	12.00	18.00	18.46	7.33	10.50
\$700,001 and up	31	9.69%	14.31	4.80	22.00	10.91	24.00
Market Supply of Inventory (MSI)	4.99			5.13	4.24	6.04	12.00
Total Active Inventory by Units	320	100%	4.99	50	165	82	23

December 2023



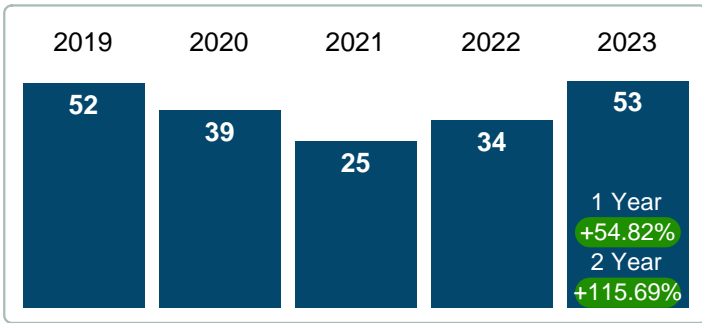
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



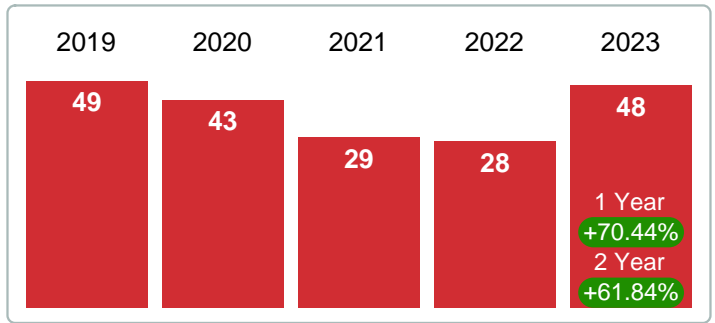
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 11, 2024 for MLS Technology Inc.

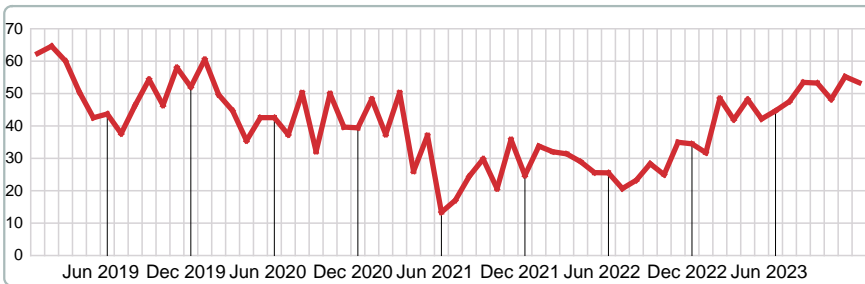
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

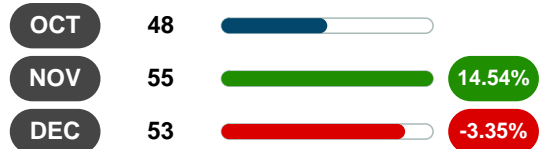


3 MONTHS

5 year DEC AVG = 41

High Feb 2019 65 Low Jun 2021 13

Average Days on Market to Sale this month at 53 above the 5 yr DEC average of 41



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%	11	17	6	0	0
\$100,001 - \$125,000	10.14%	74	52	85	79	0
\$125,001 - \$175,000	15.94%	65	0	78	8	0
\$175,001 - \$250,000	26.09%	35	23	36	0	0
\$250,001 - \$325,000	17.39%	49	0	57	35	80
\$325,001 - \$450,000	15.94%	85	39	90	107	0
\$450,001 and up	8.70%	41	146	33	11	0
Average Closed DOM		53	45	57	45	80
Total Closed Units	100%	69	9	45	14	1
Total Closed Volume		20,087,961	4.27M	10.37M	5.16M	290.00K

December 2023



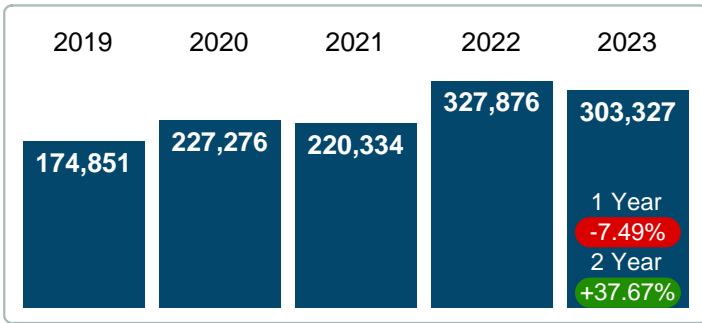
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



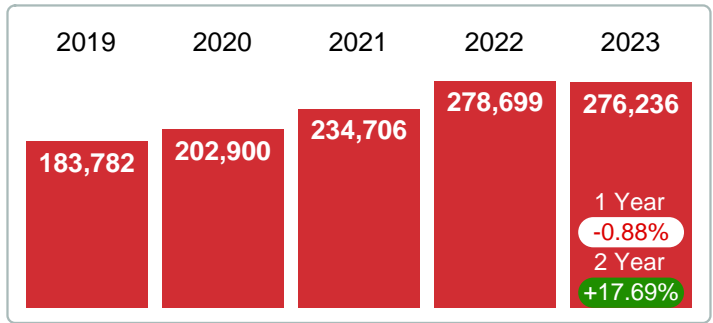
AVERAGE LIST PRICE AT CLOSING

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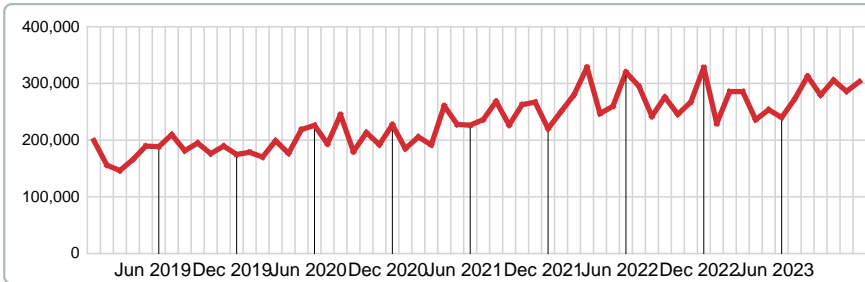
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

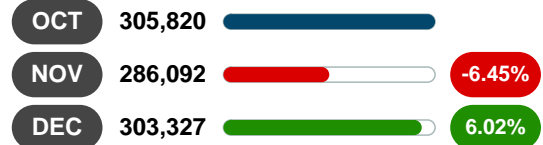


3 MONTHS

5 year DEC AVG = 250,733

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

Average List Price at Closing this month at **303,327** above the 5 yr DEC average of **250,733**



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	5.80%	70,950	107,500	42,950	0	0
\$100,001 - \$125,000	6	8.70%	117,567	110,650	122,250	118,000	0
\$125,001 - \$175,000	12	17.39%	153,158	0	155,878	147,500	0
\$175,001 - \$250,000	17	24.64%	218,975	190,389	227,606	0	0
\$250,001 - \$325,000	14	20.29%	288,900	0	282,650	285,980	299,000
\$325,001 - \$450,000	8	11.59%	369,487	349,500	408,167	354,267	0
\$450,001 and up	8	11.59%	922,426	3,150,000	499,704	765,000	0
Average List Price			303,327	518,453	239,195	371,479	299,000
Total Closed Units		100%	303,327	9	45	14	1
Total Closed Volume			20,929,573	4.67M	10.76M	5.20M	299.00K

December 2023



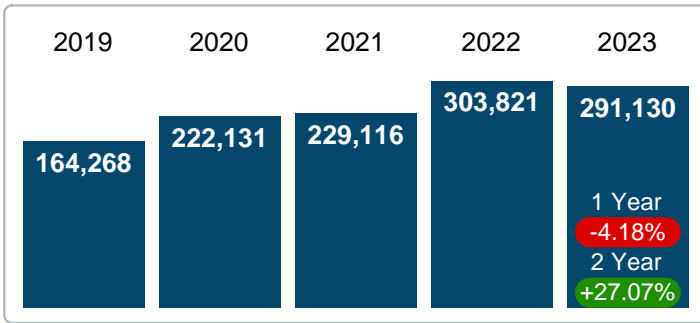
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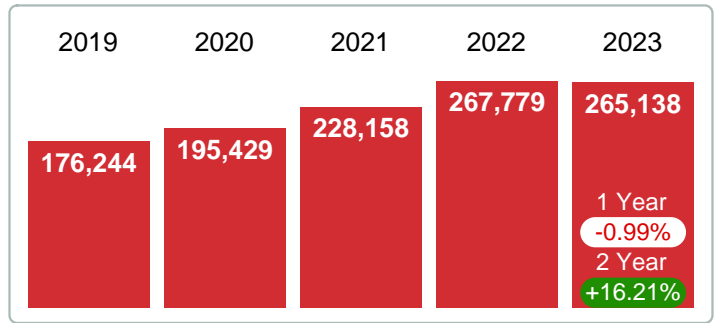
AVERAGE SOLD PRICE AT CLOSING

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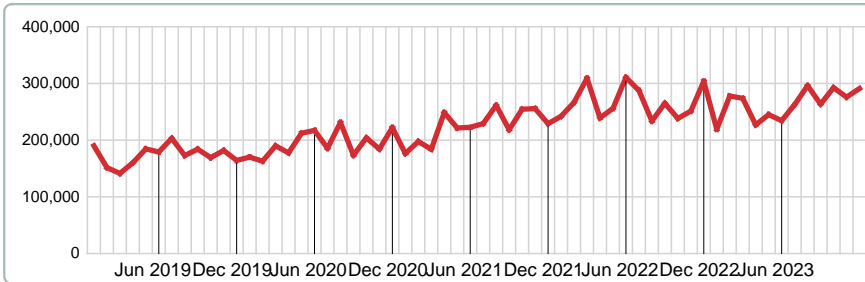
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

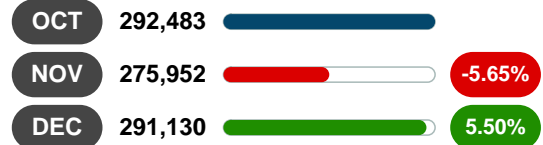


3 MONTHS

5 year DEC AVG = 242,093

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

Average Sold Price at Closing this month at **291,130** above the 5 yr DEC average of **242,093**



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%	59,125	76,250	42,000	0	0
\$100,001 - \$125,000	7	10.14%	112,643	112,500	110,375	122,000	0
\$125,001 - \$175,000	11	15.94%	148,136	0	150,778	136,250	0
\$175,001 - \$250,000	18	26.09%	219,510	190,389	223,150	0	0
\$250,001 - \$325,000	12	17.39%	280,500	0	275,833	284,200	290,000
\$325,001 - \$450,000	11	15.94%	362,882	337,500	377,583	350,400	0
\$450,001 and up	6	8.70%	1,020,764	2,832,677	499,704	764,167	0
Average Sold Price			291,130	473,995	230,507	368,514	290,000
Total Closed Units		100%	291,130	9	45	14	1
Total Closed Volume			20,087,961	4.27M	10.37M	5.16M	290.00K

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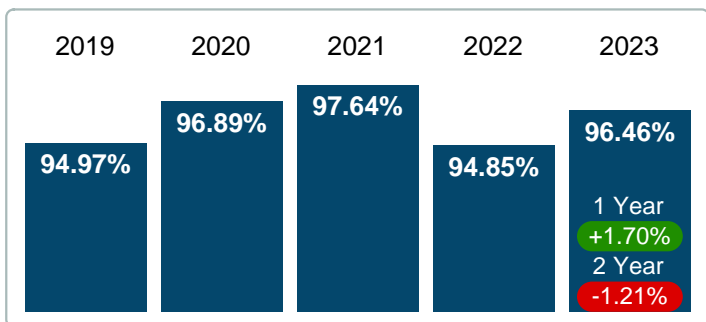
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



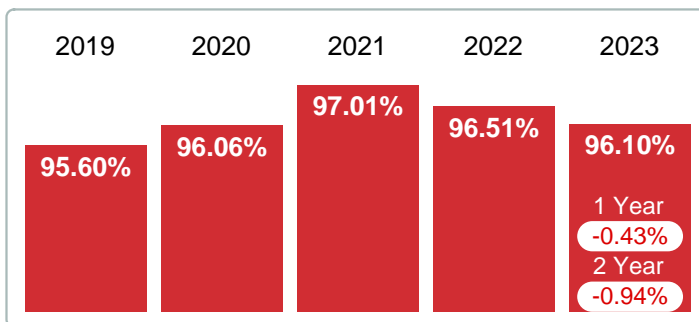
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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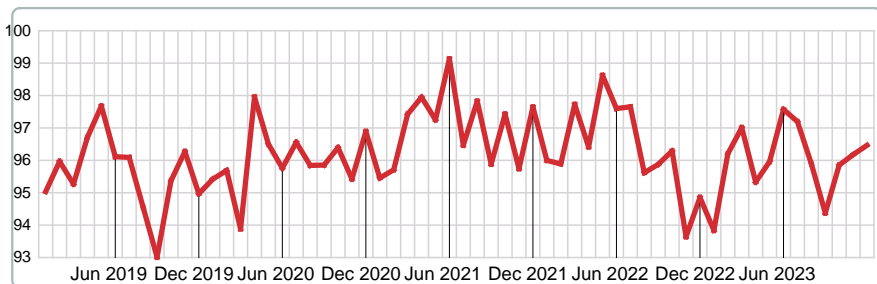
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

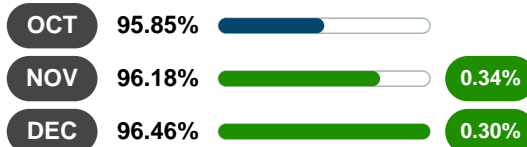


3 MONTHS

5 year DEC AVG = 96.16%

High Jun 2021 99.13% Low Sep 2019 93.01%

Average Sold/List Ratio this month at **96.46%** equal to 5 yr DEC average of **96.16%**



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%	84.42%	70.71%	98.13%	0.00%	0.00%
\$100,001 - \$125,000	7	10.14%	95.98%	102.25%	90.99%	103.39%	0.00%
\$125,001 - \$175,000	11	15.94%	96.00%	0.00%	96.80%	92.41%	0.00%
\$175,001 - \$250,000	18	26.09%	98.50%	100.00%	98.31%	0.00%	0.00%
\$250,001 - \$325,000	12	17.39%	98.37%	0.00%	97.74%	99.41%	96.99%
\$325,001 - \$450,000	11	15.94%	95.24%	96.58%	92.86%	99.12%	0.00%
\$450,001 and up	6	8.70%	98.24%	89.93%	100.00%	99.83%	0.00%
Average Sold/List Ratio		96.50%		92.11%	96.62%	98.72%	96.99%
Total Closed Units	69	100%	96.50%	9	45	14	1
Total Closed Volume	20,087,961			4.27M	10.37M	5.16M	290.00K

December 2023



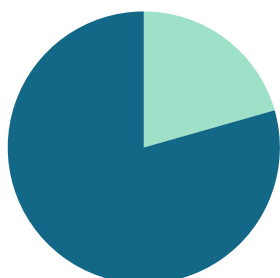
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

INVENTORY

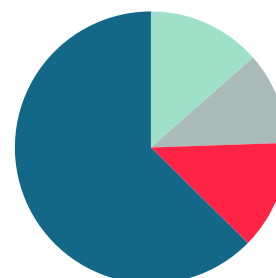


Inventory
 New Listings
91 = 20.59%
 Start Inventory
351
 Total Inventory Units
442
 Volume
\$180,912,089

Market Activity

Closed Sales
69 = 13.50%
 Pending Sales
56 = 10.96%
 Other Off Market
66 = 12.92%
 Active Inventory
320 = 62.62%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	65	69	6.15%	911	770	-15.48%
Pending Sales	53	56	5.66%	890	796	-10.56%
New Listings	76	91	19.74%	1,329	1,357	2.11%
Average List Price	327,876	303,327	-7.49%	278,699	276,236	-0.88%
Average Sale Price	303,821	291,130	-4.18%	267,779	265,138	-0.99%
Average Percent of Selling Price to List Price	94.85%	96.46%	1.70%	96.51%	96.10%	-0.43%
Average Days on Market to Sale	34.48	53.38	54.82%	27.99	47.71	70.44%
Monthly Inventory	282	320	13.48%	282	320	13.48%
Months Supply of Inventory	3.71	4.99	34.25%	3.71	4.99	34.25%

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

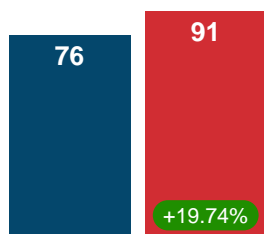
Inventory on December 31, 2023 = **320**

2022 **2023**

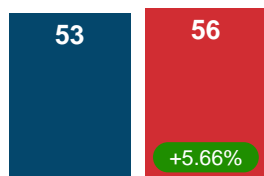
DECEMBER MARKET

AVERAGE PRICES

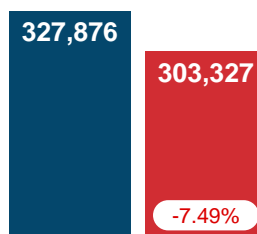
New Listings



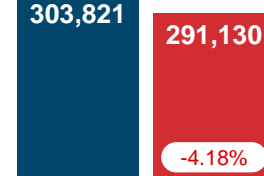
Pending Listings



List Price



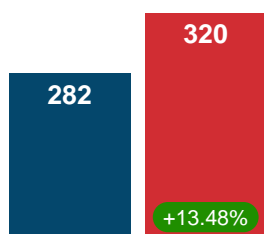
Sale Price



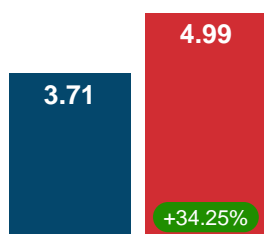
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

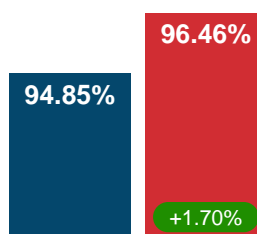
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

