

December 2023



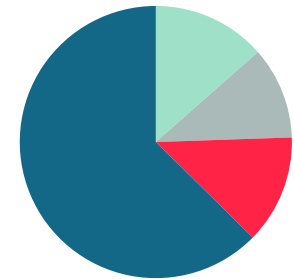
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	210,400	225,000	6.94%
Median Sale Price	192,000	225,000	17.19%
Median Percent of Selling Price to List Price	96.80%	98.94%	2.21%
Median Days on Market to Sale	19.00	28.00	47.37%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **17.19%** in December 2023 to \$225,000 versus the previous year at \$192,000.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 9.00 days or **47.37%** in December 2023 compared to last year's same month at **19.00** DOM.

Sales Success for December 2023 is Positive

Overall, with Median Prices going up 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.

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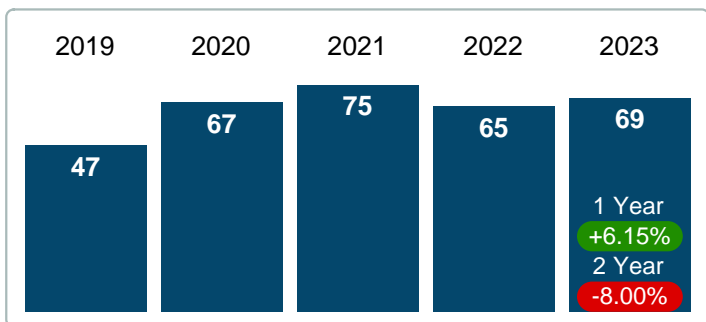
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



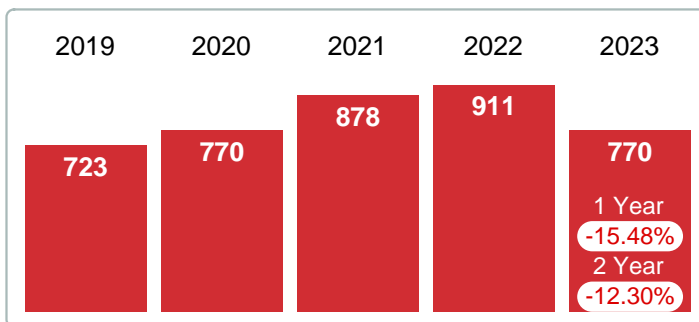
CLOSED LISTINGS

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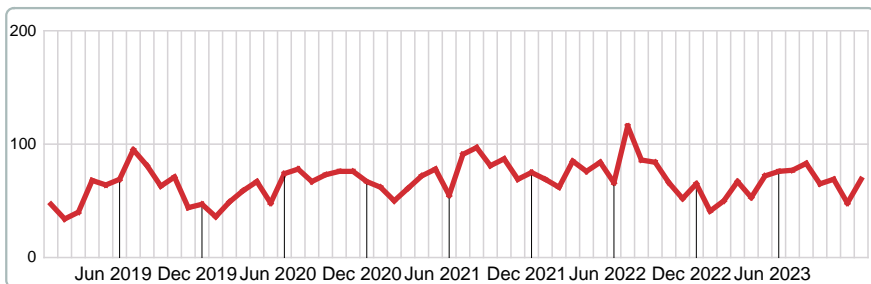
DECEMBER



YEAR TO DATE (YTD)

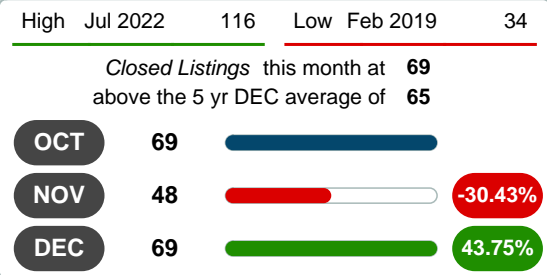


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	5.80%	7.5	2	2	0	0
\$100,001 - \$125,000	7	10.14%	56.0	2	4	1	0
\$125,001 - \$175,000	11	15.94%	46.0	0	9	2	0
\$175,001 - \$250,000	18	26.09%	4.5	2	16	0	0
\$250,001 - \$325,000	12	17.39%	21.5	0	6	5	1
\$325,001 - \$450,000	11	15.94%	68.0	2	6	3	0
\$450,001 and up	6	8.70%	16.5	1	2	3	0
Total Closed Units	69			9	45	14	1
Total Closed Volume	20,087,961	100%	28.0	4.27M	10.37M	5.16M	290.00K
Median Closed Price	\$225,000			\$185,777	\$225,000	\$297,000	\$290,000

December 2023



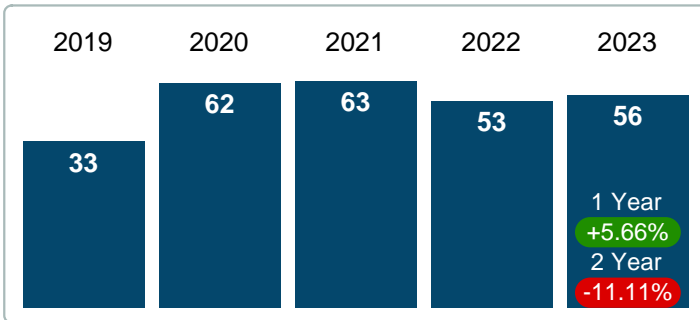
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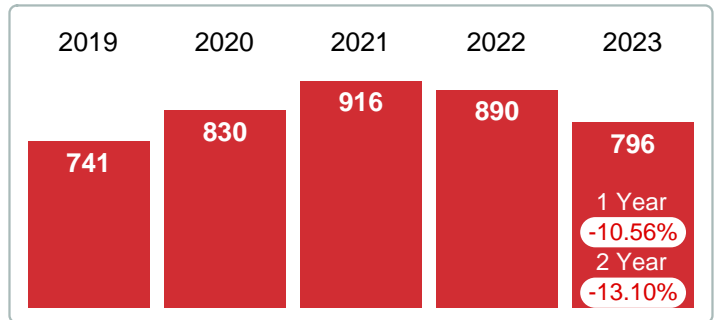
PENDING LISTINGS

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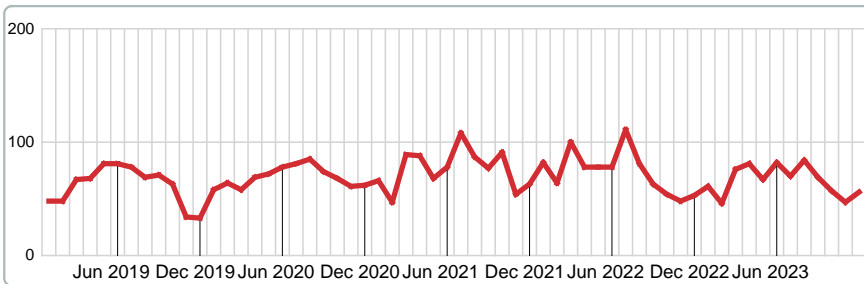
DECEMBER



YEAR TO DATE (YTD)

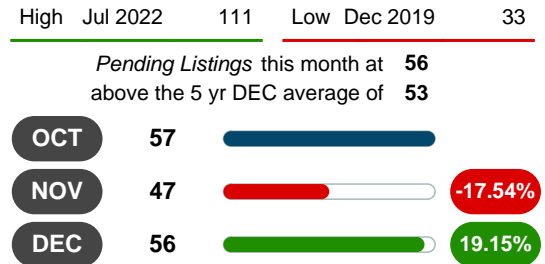


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 53



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	5	8.93%	4.0	0	5	0	0
\$100,001 - \$150,000	7	12.50%	69.0	4	2	1	0
\$150,001 - \$200,000	9	16.07%	87.0	1	6	2	0
\$200,001 - \$275,000	14	25.00%	1.0	1	11	2	0
\$275,001 - \$375,000	8	14.29%	150.5	0	6	2	0
\$375,001 - \$525,000	7	12.50%	35.0	1	3	2	1
\$525,001 and up	6	10.71%	69.0	0	2	3	1
Total Pending Units	56			7	35	12	2
Total Pending Volume	15,188,027	100%	34.5	1.43M	8.53M	4.18M	1.05M
Median Listing Price	\$225,000			\$150,000	\$225,000	\$312,000	\$524,000

December 2023



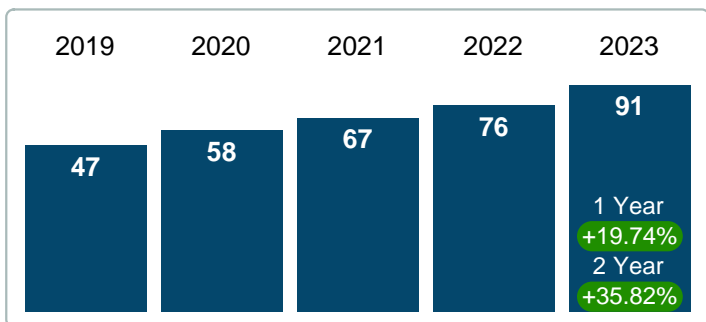
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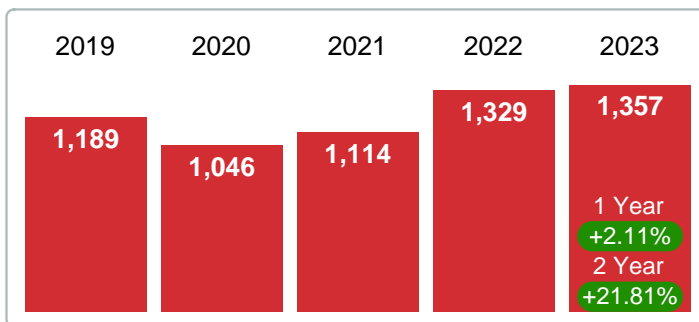
NEW LISTINGS

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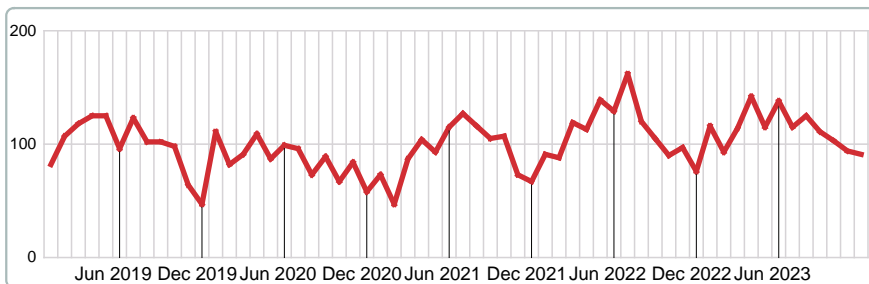
DECEMBER



YEAR TO DATE (YTD)

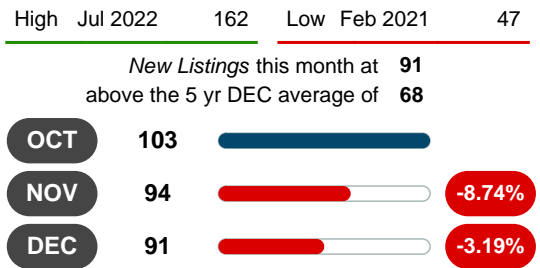


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$237,000		\$269,950	\$225,000	\$287,000	\$350,000

December 2023



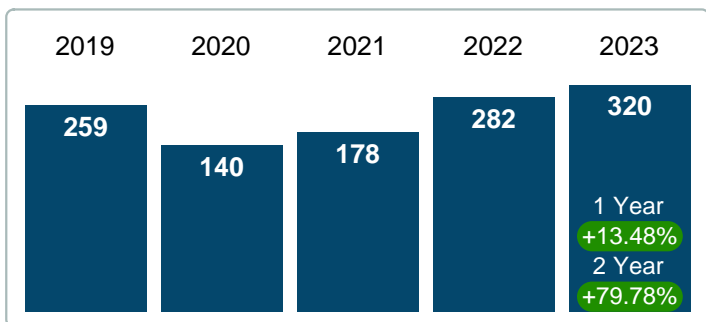
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



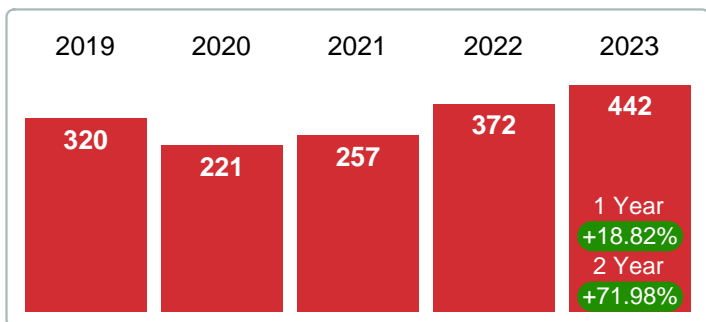
ACTIVE INVENTORY

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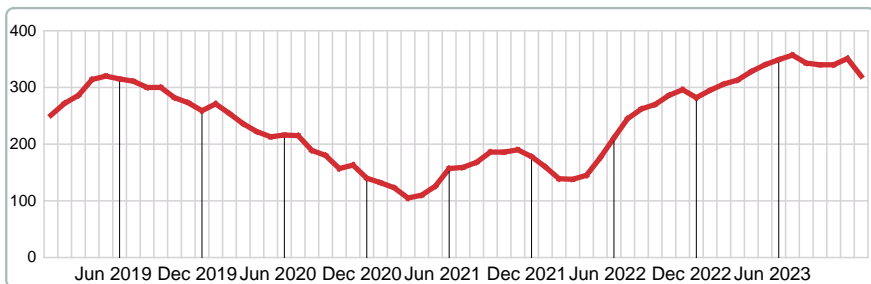
END OF DECEMBER



ACTIVE DURING DECEMBER

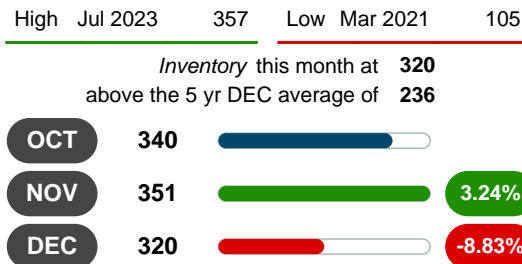


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 236



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	30	9.38%	62.5	13	11	5	1
\$125,001 - \$175,000	27	8.44%	55.0	9	17	1	0
\$175,001 - \$250,000	55	17.19%	58.0	7	36	10	2
\$250,001 - \$350,000	77	24.06%	88.0	8	42	22	5
\$350,001 - \$475,000	59	18.44%	104.0	8	28	23	0
\$475,001 - \$700,000	41	12.81%	75.0	3	20	11	7
\$700,001 and up	31	9.69%	103.0	2	11	10	8
Total Active Inventory by Units	320			50	165	82	23
Total Active Inventory by Volume	134,303,815	100%	76.0	14.07M	62.32M	36.88M	21.03M
Median Active Inventory Listing Price	\$304,500			\$222,450	\$294,900	\$357,000	\$599,900

December 2023



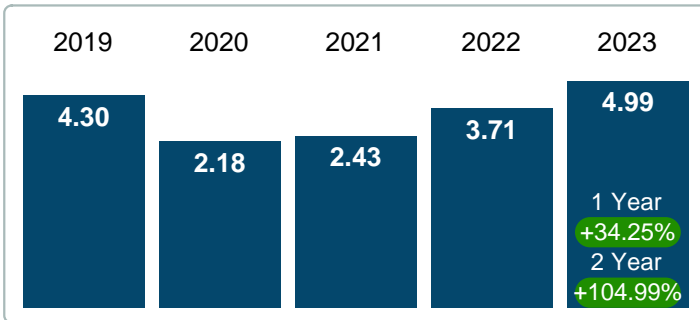
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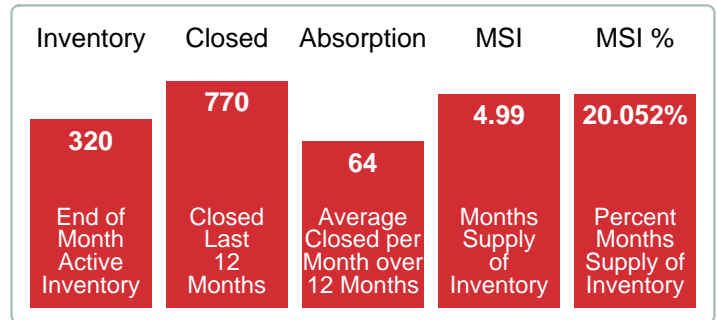
MONTHS SUPPLY of INVENTORY (MSI)

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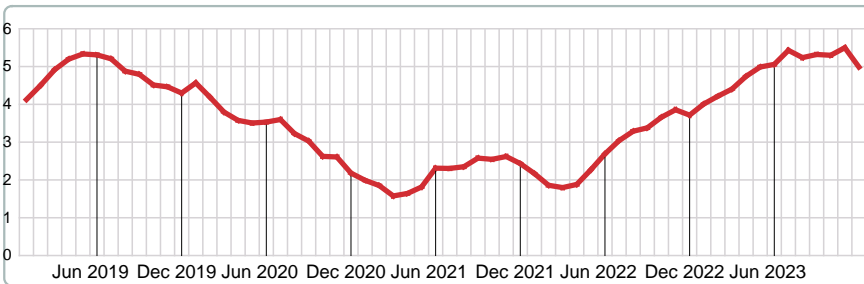
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

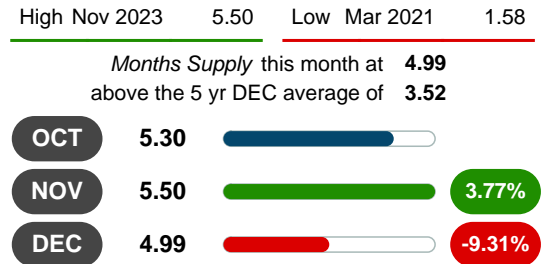


5 YEAR MARKET ACTIVITY TRENDS



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



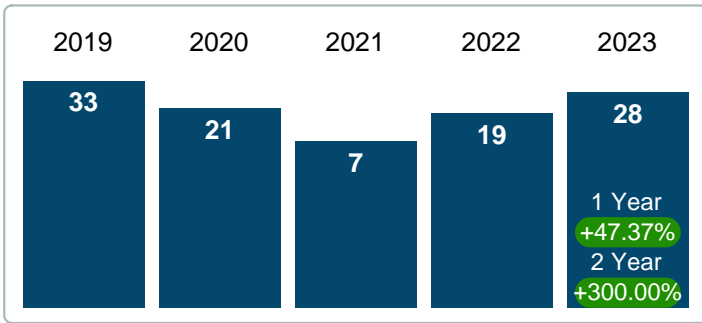
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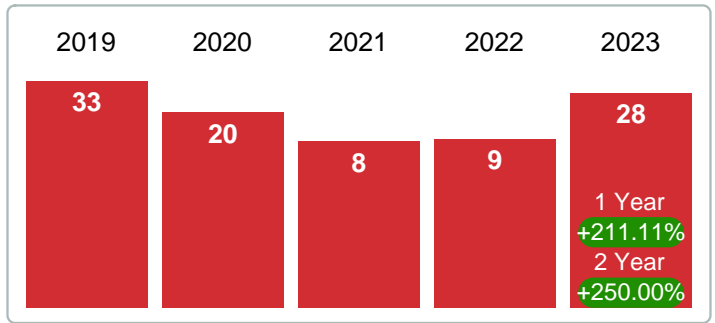
MEDIAN DAYS ON MARKET TO SALE

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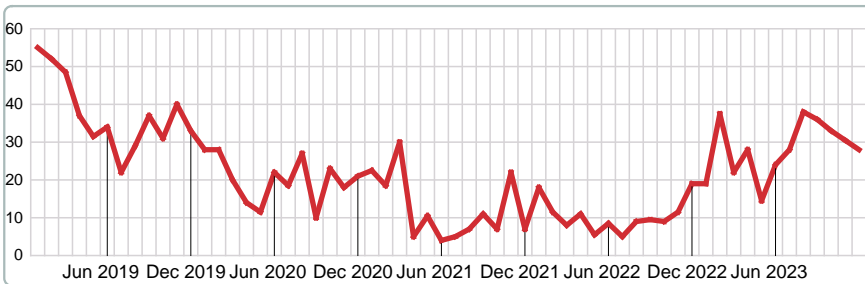
DECEMBER



YEAR TO DATE (YTD)

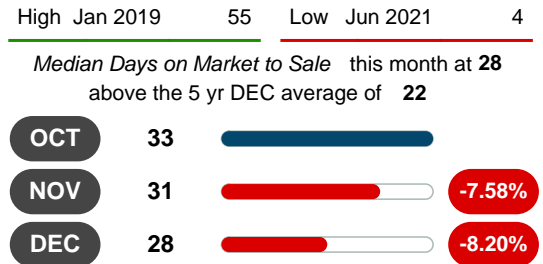


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 22



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
\$100,000 and less	5.80%	8	17	6	0	0
\$100,001 - \$125,000	10.14%	56	52	62	79	0
\$125,001 - \$175,000	15.94%	46	0	49	8	0
\$175,001 - \$250,000	26.09%	5	23	5	0	0
\$250,001 - \$325,000	17.39%	22	0	33	5	80
\$325,001 - \$450,000	15.94%	68	39	67	120	0
\$450,001 and up	8.70%	17	146	33	2	0
Median Closed DOM		28	45	28	9	80
Total Closed Units	100%	28.0	9	45	14	1
Total Closed Volume		20,087,961	4.27M	10.37M	5.16M	290.00K

December 2023



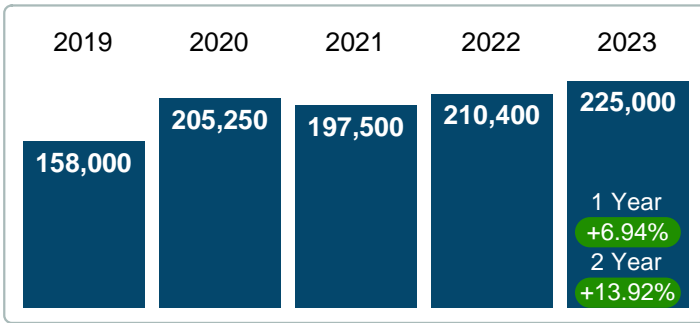
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



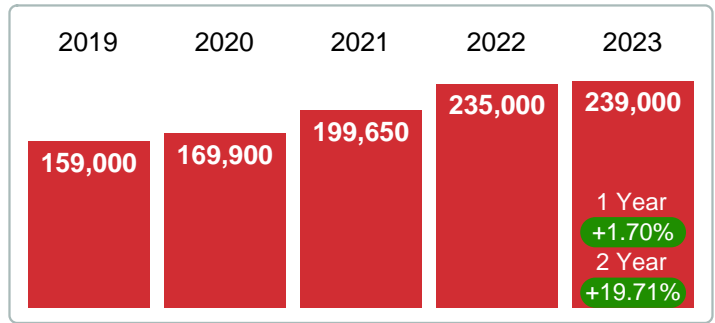
MEDIAN LIST PRICE AT CLOSING

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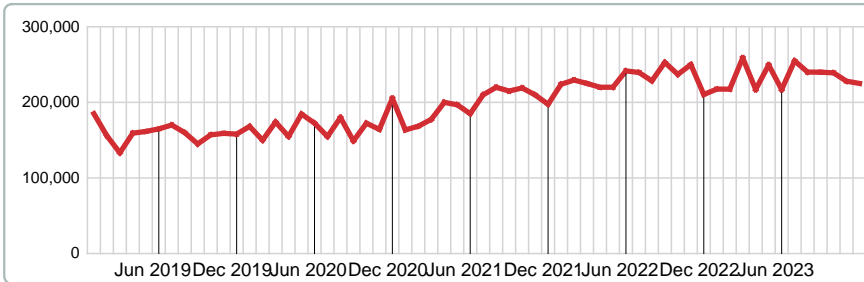
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

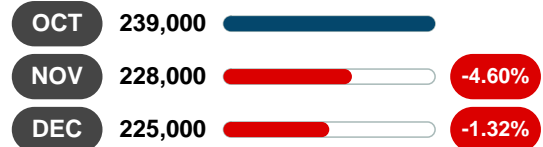


3 MONTHS

5 year DEC AVG = 199,230

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

Median List Price at Closing this month at **225,000** above the 5 yr DEC average of **199,230**



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
\$100,000 and less	4	5.80%	74,400	98,950	42,950	0	0
\$100,001 - \$125,000	6	8.70%	118,500	119,200	119,000	118,000	0
\$125,001 - \$175,000	12	17.39%	150,000	0	154,500	147,500	0
\$175,001 - \$250,000	17	24.64%	225,000	190,389	225,000	0	0
\$250,001 - \$325,000	14	20.29%	297,000	0	278,000	297,000	299,000
\$325,001 - \$450,000	8	11.59%	359,500	349,500	362,500	371,450	0
\$450,001 and up	8	11.59%	522,000	3,150,000	467,500	550,000	0
Median List Price			225,000	185,777	225,000	299,000	299,000
Total Closed Units		100%	225,000	9	45	14	1
Total Closed Volume			20,929,573	4.67M	10.76M	5.20M	299.00K

December 2023



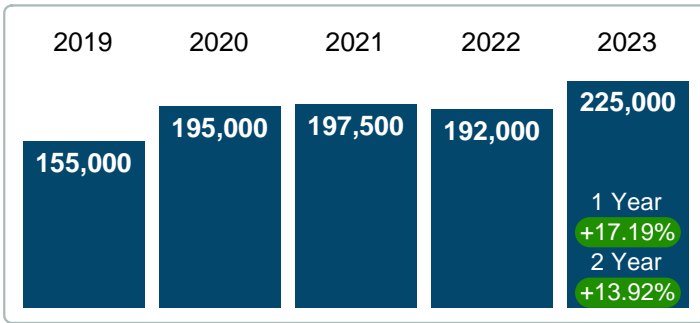
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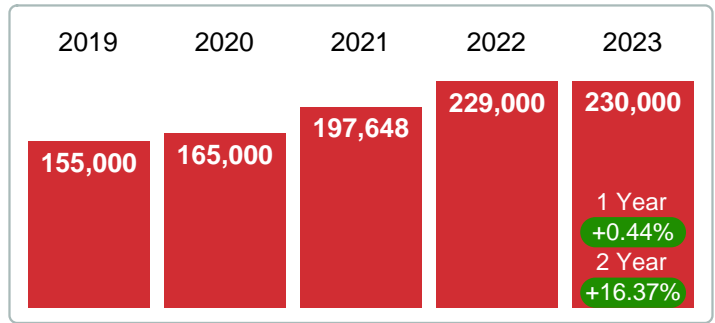
MEDIAN SOLD PRICE AT CLOSING

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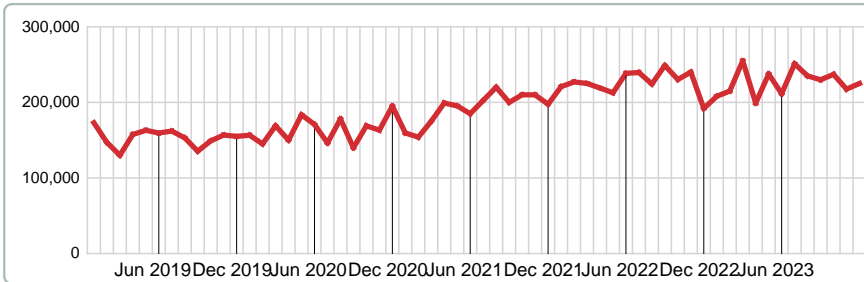
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

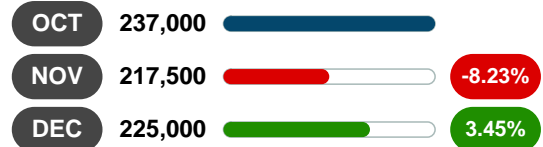


3 MONTHS

5 year DEC AVG = 192,900

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

Median Sold Price at Closing this month at **225,000** above the 5 yr DEC average of **192,900**



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
\$100,000 and less	4	5.80%	58,250	76,250	42,000	0	0
\$100,001 - \$125,000	7	10.14%	110,000	112,500	110,000	122,000	0
\$125,001 - \$175,000	11	15.94%	140,000	0	150,000	136,250	0
\$175,001 - \$250,000	18	26.09%	225,000	190,389	225,000	0	0
\$250,001 - \$325,000	12	17.39%	279,750	0	270,250	290,000	290,000
\$325,001 - \$450,000	11	15.94%	345,000	337,500	360,000	348,000	0
\$450,001 and up	6	8.70%	549,500	2,832,677	499,704	550,000	0
Median Sold Price			225,000	185,777	225,000	297,000	290,000
Total Closed Units		100%	225,000	9	45	14	1
Total Closed Volume			20,087,961	4.27M	10.37M	5.16M	290.00K

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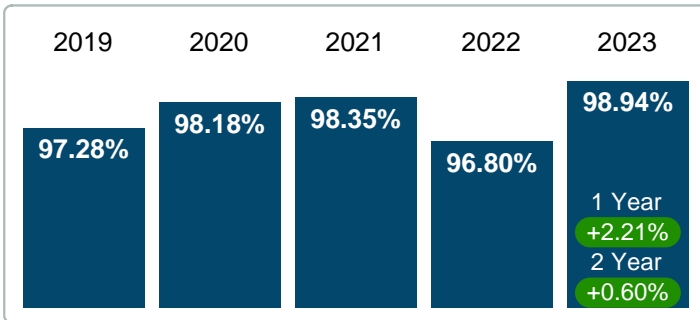
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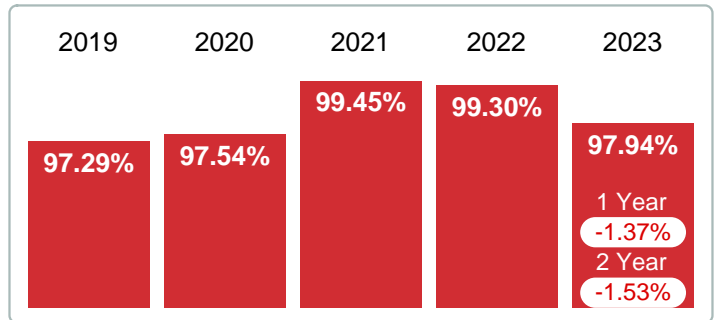
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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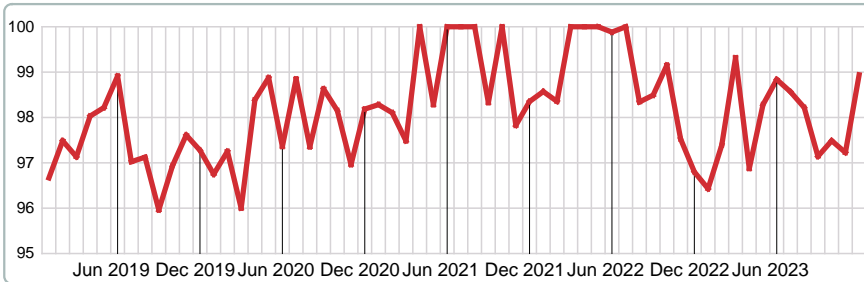
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 97.91%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **98.94%**
above the 5 yr DEC average of **97.91%**



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	
\$100,000 and less	<div style="width: 5.8%;"></div> 4	5.80%	85.09%	70.71%	98.13%	0.00%	0.00%	
\$100,001 - \$125,000	<div style="width: 10.14%;"></div> 7	10.14%	97.90%	102.25%	92.70%	103.39%	0.00%	
\$125,001 - \$175,000	<div style="width: 15.94%;"></div> 11	15.94%	99.36%	0.00%	100.00%	92.41%	0.00%	
\$175,001 - \$250,000	<div style="width: 26.09%;"></div> 18	26.09%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$250,001 - \$325,000	<div style="width: 17.39%;"></div> 12	17.39%	98.51%	0.00%	98.10%	100.00%	96.99%	
\$325,001 - \$450,000	<div style="width: 15.94%;"></div> 11	15.94%	96.10%	96.58%	94.20%	98.61%	0.00%	
\$450,001 and up	<div style="width: 8.70%;"></div> 6	8.70%	100.00%	89.93%	100.00%	100.00%	0.00%	
Median Sold/List Ratio		98.94%		97.06%	98.94%	100.00%	96.99%	
Total Closed Units		69	100%	98.94%	9	45	14	1
Total Closed Volume		20,087,961			4.27M	10.37M	5.16M	290.00K

December 2023



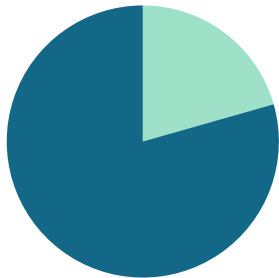
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

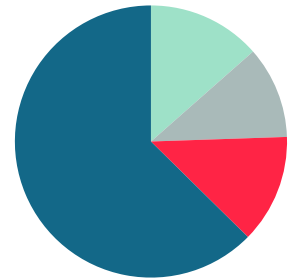


Inventory
 New Listings
91 = 20.59%
 Start Inventory
351
 Total Inventory Units
442
 Volume
\$180,912,089

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%
Median List Price	210,400	225,000	6.94%	235,000	239,000	1.70%
Median Sale Price	192,000	225,000	17.19%	229,000	230,000	0.44%
Median Percent of Selling Price to List Price	96.80%	98.94%	2.21%	99.30%	97.94%	-1.37%
Median Days on Market to Sale	19.00	28.00	47.37%	9.00	28.00	211.11%
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

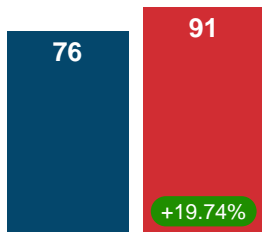
Inventory on December 31, 2023 = **320**

2022 **2023**

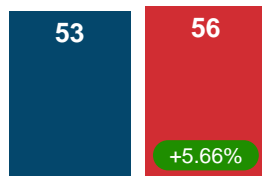
DECEMBER MARKET

MEDIAN PRICES

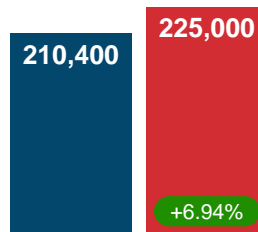
New Listings



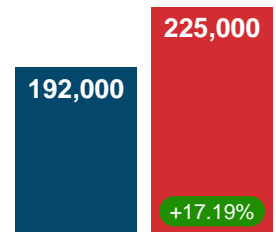
Pending Listings



List Price



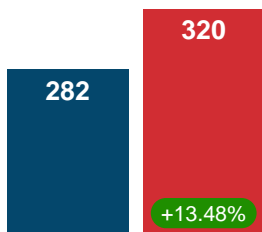
Sale Price



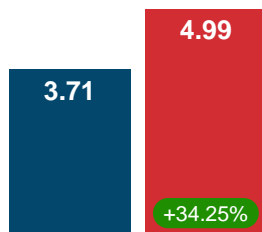
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

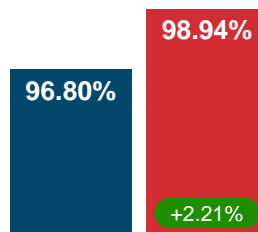
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

