

# January 2024



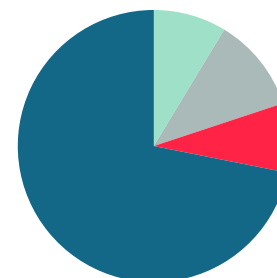
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	41	40	-2.44%
Pending Listings	61	52	-14.75%
New Listings	116	100	-13.79%
Average List Price	229,487	318,680	38.87%
Average Sale Price	219,299	300,110	36.85%
Average Percent of Selling Price to List Price	93.84%	95.64%	1.92%
Average Days on Market to Sale	31.73	67.68	113.27%
End of Month Inventory	295	332	12.54%
Months Supply of Inventory	4.01	5.18	29.23%



■ Closed (8.66%)  
■ Pending (11.26%)  
■ Other OffMarket (8.23%)  
■ Active (71.86%)

**Absorption:** Last 12 months, an Average of **64** Sales/Month  
**Active Inventory** as of January 31, 2024 = **332**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **12.54%** to 332 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 **5.18** 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 **36.85%** in January 2024 to \$300,110 versus the previous year at \$219,299.

#### Average Days on Market Lengthens

The average number of **67.68** days that homes spent on the market before selling increased by 35.94 days or **113.27%** in January 2024 compared to last year's same month at **31.73** DOM.

#### Sales Success for January 2024 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 100 New Listings in January 2024, down **13.79%** from last year at 116. Furthermore, there were 40 Closed Listings this month versus last year at 41, a **-2.44%** decrease.

Closed versus Listed trends yielded a **40.0%** ratio, up from previous year's, January 2023, at **35.3%**, a **13.17%** upswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# January 2024



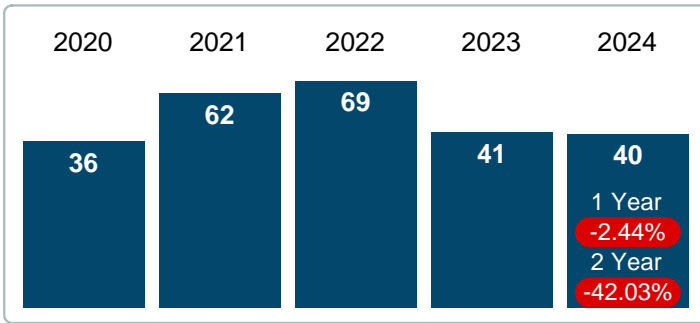
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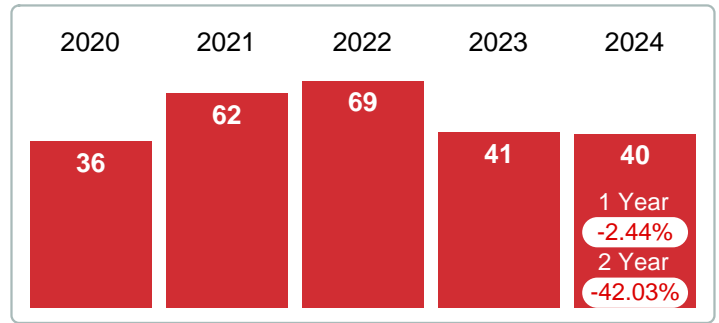
## CLOSED LISTINGS

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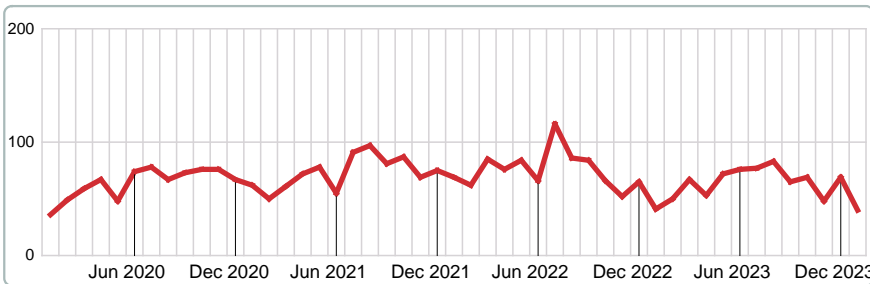
### JANUARY



### YEAR TO DATE (YTD)

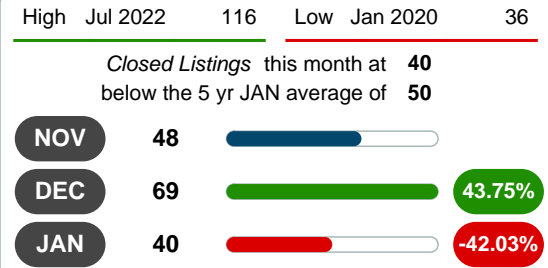


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 50



### 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	5	12.50%	13.6	1	3	1	0
\$100,001 - \$150,000	4	10.00%	104.8	2	1	1	0
\$150,001 - \$175,000	5	12.50%	98.8	1	3	1	0
\$175,001 - \$275,000	9	22.50%	16.9	0	8	1	0
\$275,001 - \$375,000	8	20.00%	132.0	2	5	1	0
\$375,001 - \$550,000	5	12.50%	67.2	0	2	1	2
\$550,001 and up	4	10.00%	45.5	0	0	3	1
<b>Total Closed Units</b>	<b>40</b>			<b>6</b>	<b>22</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,004,400</b>	<b>100%</b>	<b>67.7</b>	<b>1.15M</b>	<b>5.18M</b>	<b>4.07M</b>	<b>1.61M</b>
<b>Average Closed Price</b>	<b>\$300,110</b>			<b>\$192,417</b>	<b>\$235,273</b>	<b>\$452,100</b>	<b>\$535,000</b>

# January 2024



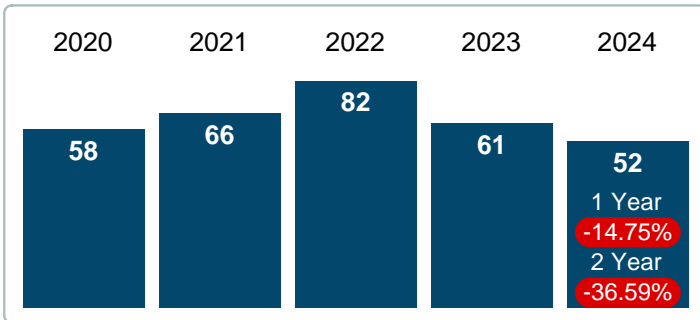
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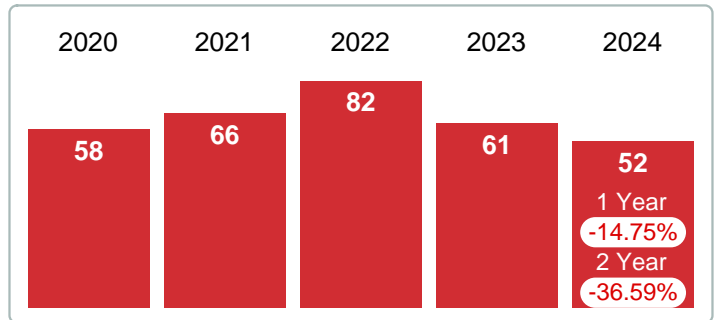
## PENDING LISTINGS

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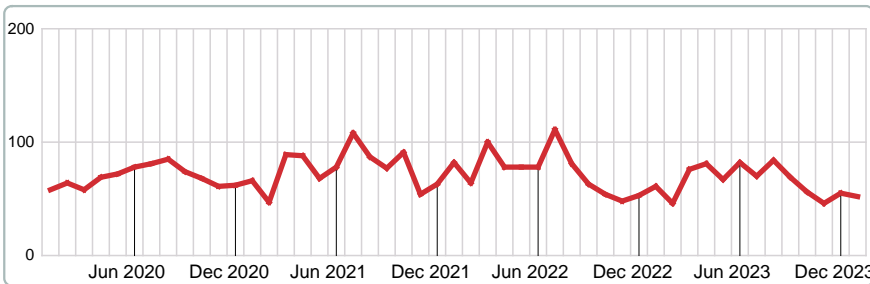
### JANUARY



### YEAR TO DATE (YTD)

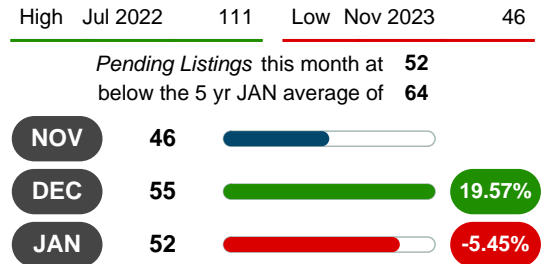


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 64



### 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	9.62%	21.8	1	3	1	0
\$100,001 - \$150,000	6	11.54%	56.7	1	4	1	0
\$150,001 - \$175,000	3	5.77%	24.3	1	2	0	0
\$175,001 - \$250,000	15	28.85%	49.2	2	11	2	0
\$250,001 - \$300,000	10	19.23%	56.7	1	4	5	0
\$300,001 - \$375,000	7	13.46%	75.9	1	4	1	1
\$375,001 and up	6	11.54%	30.3	1	2	1	2
<b>Total Pending Units</b>	<b>52</b>			<b>8</b>	<b>30</b>	<b>11</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>14,683,297</b>	<b>100%</b>	<b>30.2</b>	<b>1.84M</b>	<b>7.24M</b>	<b>4.16M</b>	<b>1.44M</b>
<b>Average Listing Price</b>	<b>\$650,600</b>			<b>\$229,938</b>	<b>\$241,180</b>	<b>\$378,582</b>	<b>\$481,333</b>

# January 2024



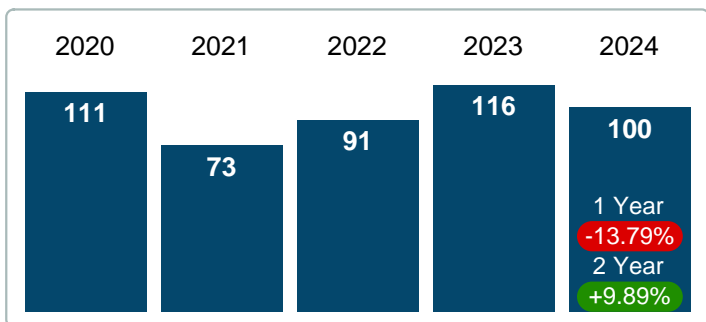
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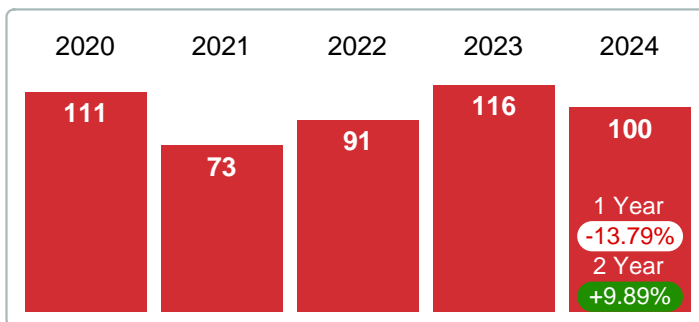
## NEW LISTINGS

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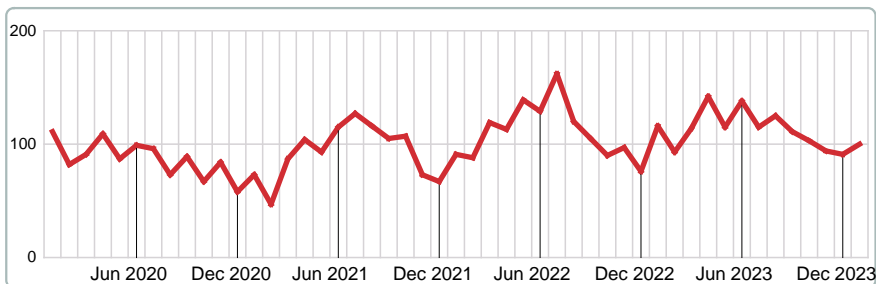
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 98

High Jul 2022 162 Low Feb 2021 47

New Listings this month at 100 above the 5 yr JAN average of 98

- NOV 94
- DEC 91 (-3.19%)
- JAN 100 (9.89%)

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	8.00%	2	6	0	0
\$125,001 - \$175,000	16	16.00%	4	12	0	0
\$175,001 - \$225,000	10	10.00%	0	10	0	0
\$225,001 - \$300,000	26	26.00%	4	16	6	0
\$300,001 - \$400,000	17	17.00%	2	9	5	1
\$400,001 - \$675,000	14	14.00%	1	9	3	1
\$675,001 and up	9	9.00%	0	3	5	1
<b>Total New Listed Units</b>	<b>100</b>		<b>13</b>	<b>65</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>38,388,400</b>	<b>100%</b>	<b>3.18M</b>	<b>18.78M</b>	<b>12.50M</b>	<b>3.92M</b>
<b>Average New Listed Listing Price</b>	<b>\$1,012,000</b>		<b>\$244,992</b>	<b>\$288,923</b>	<b>\$658,132</b>	<b>\$1,306,333</b>

# January 2024



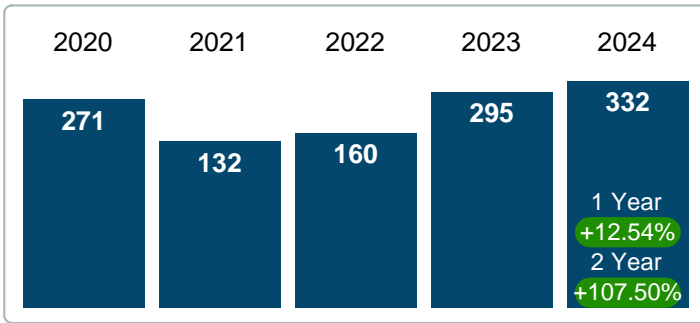
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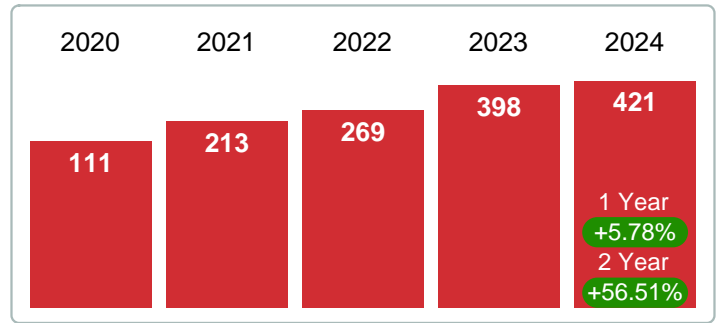
## ACTIVE INVENTORY

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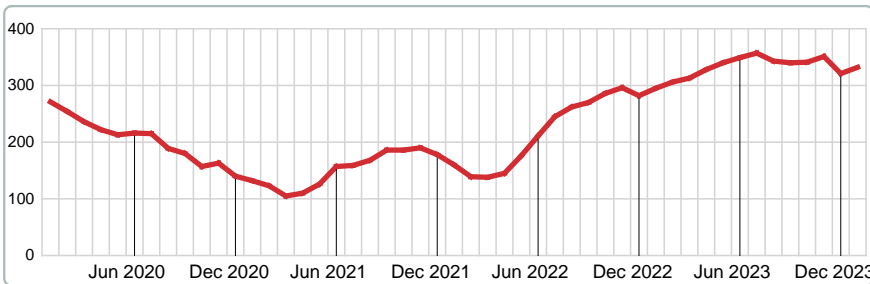
### END OF JANUARY



### ACTIVE DURING JANUARY

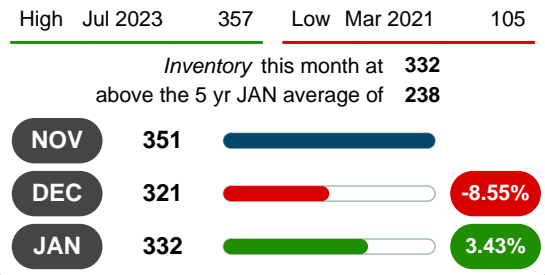


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 238



### 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	<b>31</b>	9.34%	92.7	14	11	4	2
\$125,001 - \$175,000	<b>33</b>	9.94%	64.4	11	22	0	0
\$175,001 - \$250,000	<b>53</b>	15.96%	66.2	5	39	9	0
\$250,001 - \$350,000	<b>82</b>	24.70%	97.1	10	47	21	4
\$350,001 - \$475,000	<b>59</b>	17.77%	106.2	7	32	20	0
\$475,001 - \$675,000	<b>35</b>	10.54%	92.4	4	18	7	6
\$675,001 and up	<b>39</b>	11.75%	114.9	2	16	13	8
Total Active Inventory by Units			332	53	185	74	20
Total Active Inventory by Volume			138,777,424	14.74M	67.92M	35.22M	20.90M
Average Active Inventory Listing Price			\$418,004	\$278,064	\$367,157	\$475,950	\$1,044,780

# January 2024



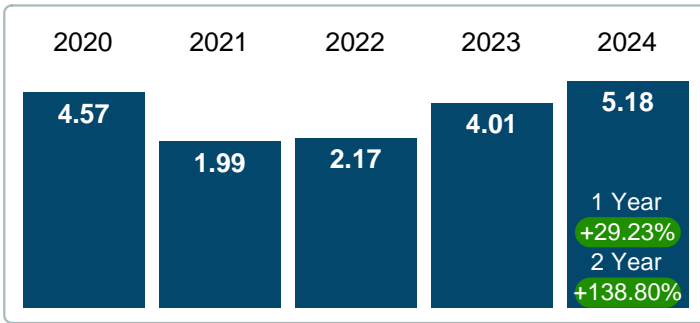
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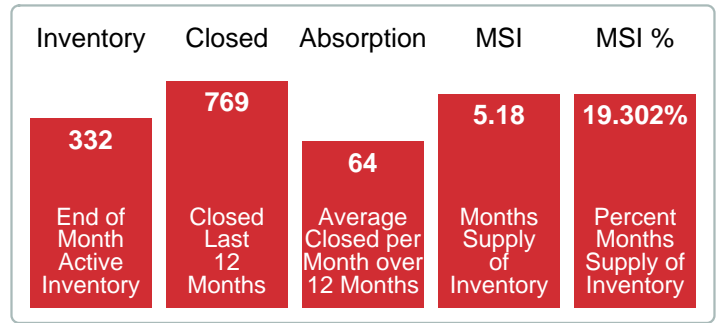
## MONTHS SUPPLY of INVENTORY (MSI)

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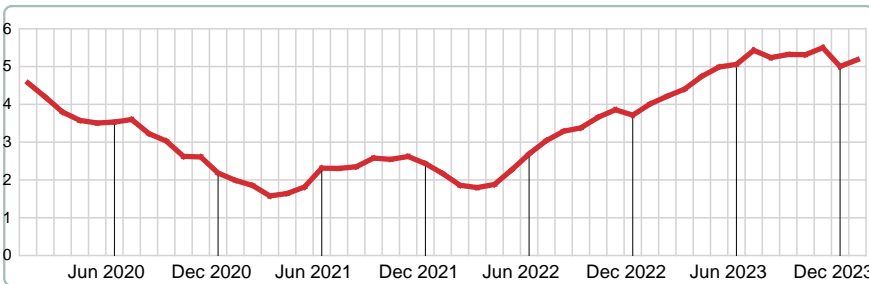
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2024

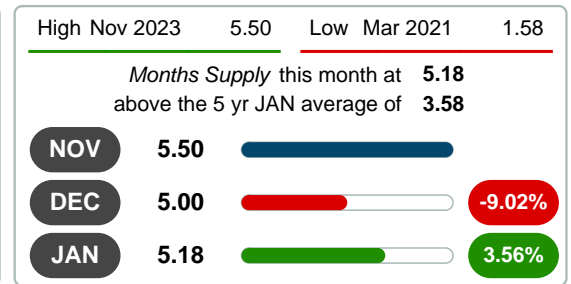


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3.58



### 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	31	9.34%	2.80	3.00	2.03	4.80	12.00
\$125,001 - \$175,000	33	9.94%	3.25	4.89	3.30	0.00	0.00
\$175,001 - \$250,000	53	15.96%	3.55	5.45	3.34	4.32	0.00
\$250,001 - \$350,000	82	24.70%	5.18	12.00	4.62	4.58	16.00
\$350,001 - \$475,000	59	17.77%	9.57	21.00	9.85	8.57	0.00
\$475,001 - \$675,000	35	10.54%	9.77	24.00	15.43	4.94	7.20
\$675,001 and up	39	11.75%	16.71	4.80	32.00	12.00	24.00
Market Supply of Inventory (MSI)			5.18	5.53	4.76	5.45	9.60
Total Active Inventory by Units		100%	5.18	53	185	74	20

# January 2024



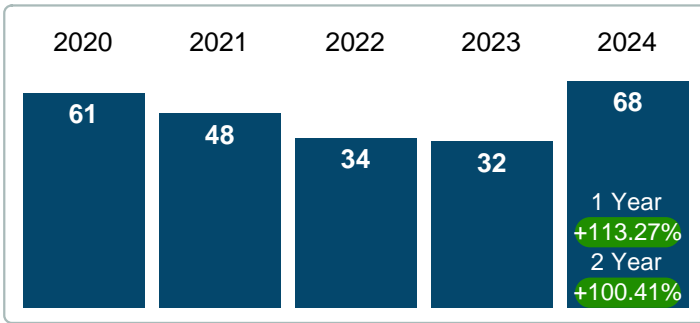
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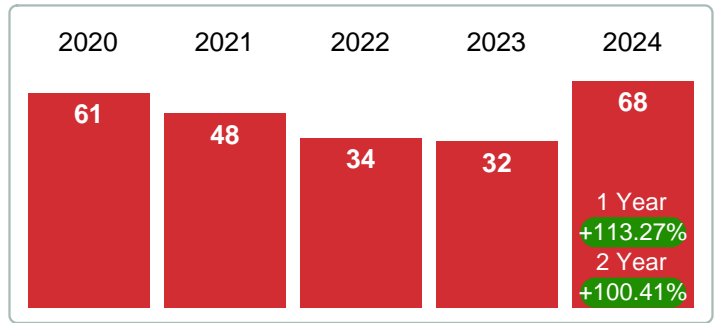
## AVERAGE DAYS ON MARKET TO SALE

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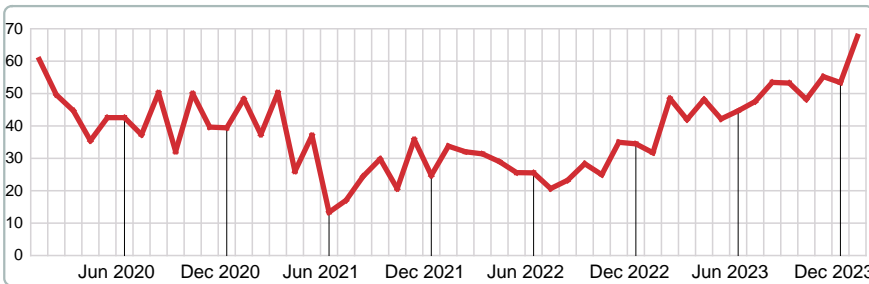
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 48

High Jan 2024 68 Low Jun 2021 13

Average Days on Market to Sale this month at 68 above the 5 yr JAN average of 48

NOV	55	<div style="width: 80%;"></div>
DEC	53	<div style="width: 70%;"></div> -3.35%
JAN	68	<div style="width: 100%;"></div> 26.79%

### 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	12.50%	14	31	6	20	0
\$100,001 - \$150,000	10.00%	105	53	130	183	0
\$150,001 - \$175,000	12.50%	99	72	112	86	0
\$175,001 - \$275,000	22.50%	17	0	17	20	0
\$275,001 - \$375,000	20.00%	132	7	184	122	0
\$375,001 - \$550,000	12.50%	67	0	52	36	99
\$550,001 and up	10.00%	46	0	0	26	103
<b>Average Closed DOM</b>		<b>68</b>	<b>37</b>	<b>75</b>	<b>61</b>	<b>100</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>68</b>	<b>6</b>	<b>22</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,004,400</b>	<b>1.15M</b>	<b>5.18M</b>	<b>4.07M</b>	<b>1.61M</b>

# January 2024



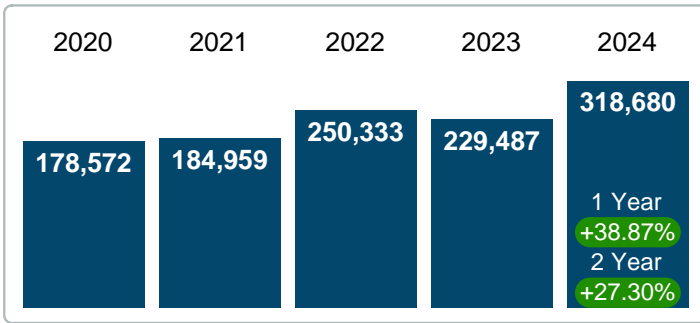
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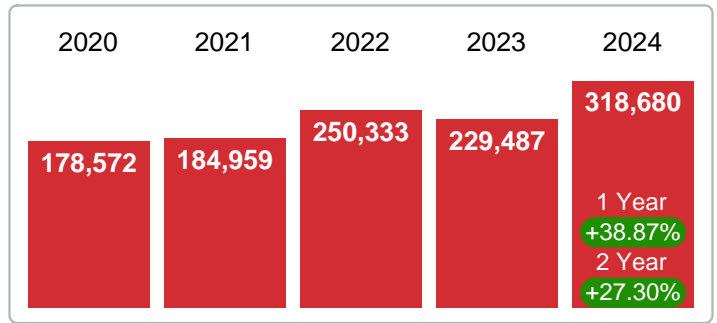
## AVERAGE LIST PRICE AT CLOSING

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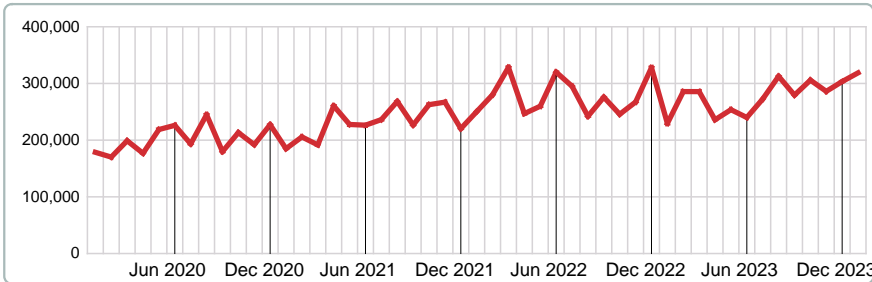
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

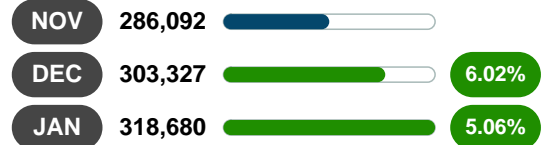


### 3 MONTHS

5 year JAN AVG = 232,406

High Mar 2022 328,340 Low Feb 2020 170,156

Average List Price at Closing this month at **318,680** above the 5 yr JAN average of **232,406**



### 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	10.00%	66,950	99,000	80,633	51,900	0
\$100,001 - \$150,000	10.00%	132,000	139,000	125,000	172,000	0
\$150,001 - \$175,000	12.50%	160,900	189,000	159,167	155,000	0
\$175,001 - \$275,000	25.00%	227,580	0	238,600	178,000	0
\$275,001 - \$375,000	20.00%	330,913	329,000	332,060	329,000	0
\$375,001 - \$550,000	7.50%	432,967	0	483,500	429,900	524,000
\$550,001 and up	15.00%	820,817	0	0	01,027,967	695,000
<b>Average List Price</b>		<b>318,680</b>	<b>204,000</b>	<b>244,568</b>	<b>488,856</b>	<b>581,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>318,680</b>	<b>6</b>	<b>22</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,747,200</b>	<b>1.22M</b>	<b>5.38M</b>	<b>4.40M</b>	<b>1.74M</b>



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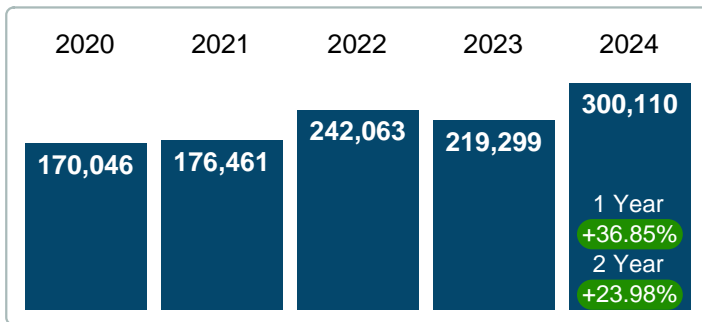
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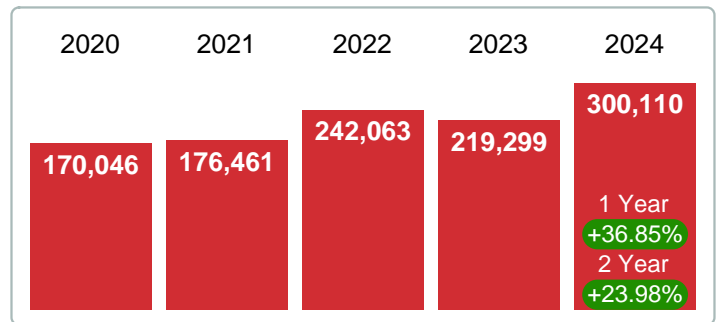
## AVERAGE SOLD PRICE AT CLOSING

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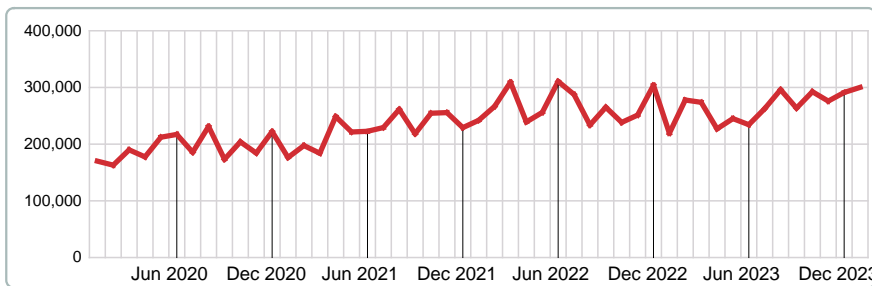
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

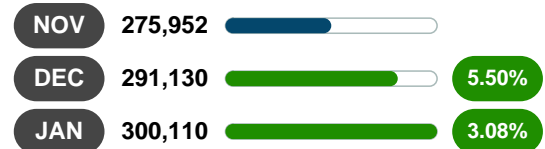


### 3 MONTHS

5 year JAN AVG = 221,596

High Jun 2022 310,581 Low Feb 2020 162,959

Average Sold Price at Closing this month at **300,110** above the 5 yr JAN average of **221,596**



### 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	12.50%	72,140	99,000	69,933	51,900	0
\$100,001 - \$150,000	10.00%	128,750	127,500	110,000	150,000	0
\$150,001 - \$175,000	12.50%	159,500	174,500	156,000	155,000	0
\$175,001 - \$275,000	22.50%	231,644	0	238,100	180,000	0
\$275,001 - \$375,000	20.00%	319,300	313,000	321,680	320,000	0
\$375,001 - \$550,000	12.50%	453,000	0	437,500	410,000	490,000
\$550,001 and up	10.00%	856,750	0	0	934,000	625,000
<b>Average Sold Price</b>		<b>300,110</b>	<b>192,417</b>	<b>235,273</b>	<b>452,100</b>	<b>535,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>300,110</b>	<b>6</b>	<b>22</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,004,400</b>	<b>1.15M</b>	<b>5.18M</b>	<b>4.07M</b>	<b>1.61M</b>

# January 2024



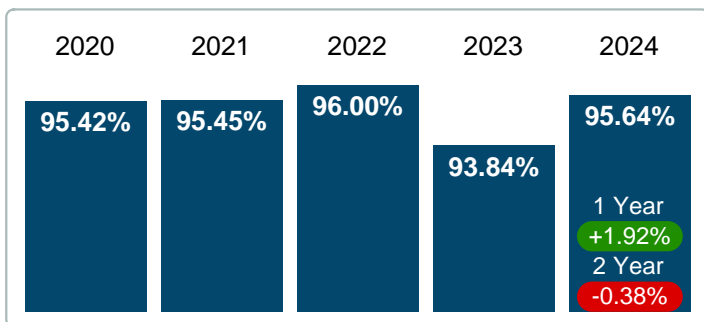
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



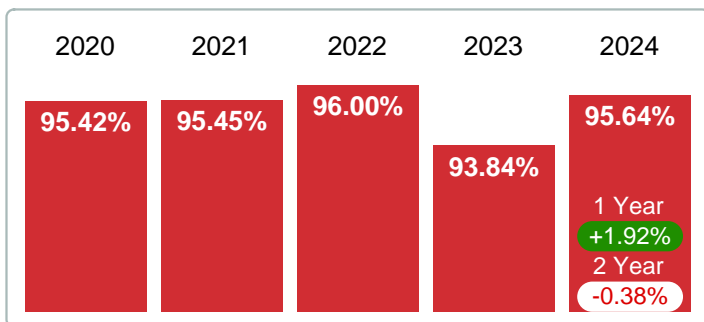
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 12, 2024 for MLS Technology Inc.

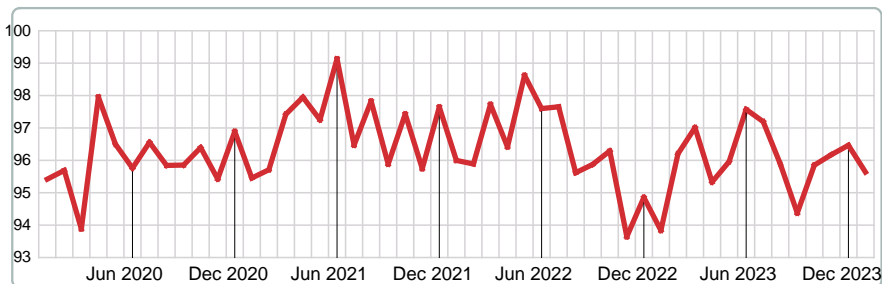
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

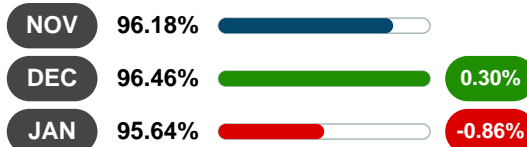


### 3 MONTHS

5 year JAN AVG = 95.27%

High Jun 2021 99.13% Low Nov 2022 93.64%

Average Sold/List Ratio this month at **95.64%** above the 5 yr JAN average of **95.27%**



### 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	5	12.50%	93.93%	100.00%	89.88%	100.00%	0.00%	
\$100,001 - \$150,000	4	10.00%	89.53%	91.45%	88.00%	87.21%	0.00%	
\$150,001 - \$175,000	5	12.50%	97.32%	92.33%	98.09%	100.00%	0.00%	
\$175,001 - \$275,000	9	22.50%	99.95%	0.00%	99.81%	101.12%	0.00%	
\$275,001 - \$375,000	8	20.00%	96.58%	95.46%	96.89%	97.26%	0.00%	
\$375,001 - \$550,000	5	12.50%	93.40%	0.00%	92.40%	95.37%	93.42%	
\$550,001 and up	4	10.00%	92.98%	0.00%	0.00%	93.99%	89.93%	
Average Sold/List Ratio		95.60%		94.36%	96.35%	95.88%	92.25%	
Total Closed Units		40	100%	95.60%	6	22	9	3
Total Closed Volume		12,004,400			1.15M	5.18M	4.07M	1.61M

# January 2024



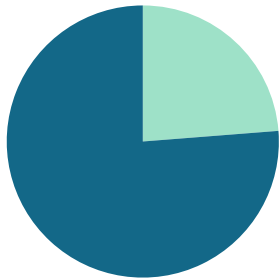
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

### INVENTORY

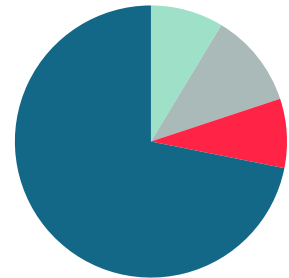


**Inventory**  
 New Listings  
**100 = 23.75%**  
 Start Inventory  
**321**  
 Total Inventory Units  
**421**  
 Volume  
**\$172,070,120**

### Market Activity

Closed Sales  
**40 = 8.66%**  
 Pending Sales  
**52 = 11.26%**  
 Other Off Market  
**38 = 8.23%**  
 Active Inventory  
**332 = 71.86%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	41	40	-2.44%	41	40	-2.44%
Pending Sales	61	52	-14.75%	61	52	-14.75%
New Listings	116	100	-13.79%	116	100	-13.79%
Average List Price	229,487	318,680	38.87%	229,487	318,680	38.87%
Average Sale Price	219,299	300,110	36.85%	219,299	300,110	36.85%
Average Percent of Selling Price to List Price	93.84%	95.64%	1.92%	93.84%	95.64%	1.92%
Average Days on Market to Sale	31.73	67.68	113.27%	31.73	67.68	113.27%
Monthly Inventory	295	332	12.54%	295	332	12.54%
Months Supply of Inventory	4.01	5.18	29.23%	4.01	5.18	29.23%

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

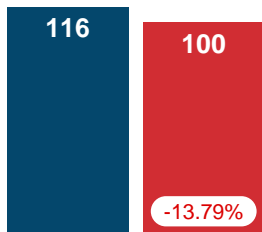
**Inventory** on January 31, 2024 = **332**

**2023** **2024**

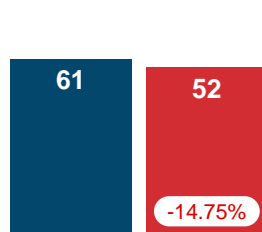
### JANUARY MARKET

### AVERAGE PRICES

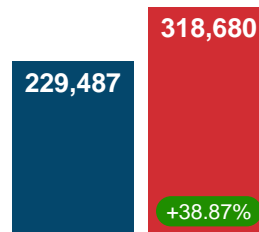
#### New Listings



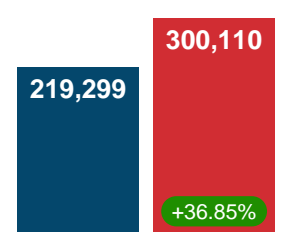
#### Pending Listings



#### List Price



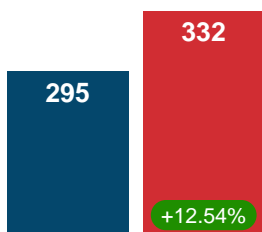
#### Sale Price



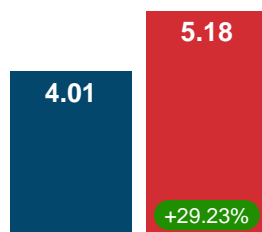
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

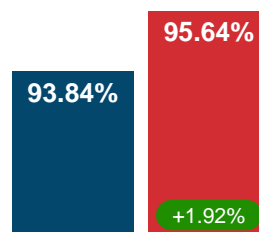
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

