

March 2024



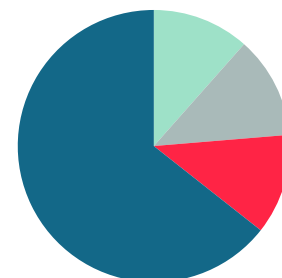
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2023 | March 2024 | +/-% |
|--|---------|------------|---------|
| Closed Listings | 67 | 57 | -14.93% |
| Pending Listings | 76 | 60 | -21.05% |
| New Listings | 114 | 88 | -22.81% |
| Average List Price | 285,594 | 325,479 | 13.97% |
| Average Sale Price | 273,746 | 311,219 | 13.69% |
| Average Percent of Selling Price to List Price | 97.01% | 95.05% | -2.02% |
| Average Days on Market to Sale | 41.97 | 43.98 | 4.79% |
| End of Month Inventory | 313 | 318 | 1.60% |
| Months Supply of Inventory | 4.40 | 5.05 | 14.63% |



■ Closed (11.54%)
■ Pending (12.15%)
■ Other OffMarket (11.94%)
■ Active (64.37%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of March 31, 2024 = **318**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2024 rose **1.60%** to 318 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **5.05** 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 **13.69%** in March 2024 to \$311,219 versus the previous year at \$273,746.

Average Days on Market Lengthens

The average number of **43.98** days that homes spent on the market before selling increased by 2.01 days or **4.79%** in March 2024 compared to last year's same month at **41.97** DOM.

Sales Success for March 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 88 New Listings in March 2024, down **22.81%** from last year at 114. Furthermore, there were 57 Closed Listings this month versus last year at 67, a **-14.93%** decrease.

Closed versus Listed trends yielded a **64.8%** ratio, up from previous year's, March 2023, at **58.8%**, a **10.21%** 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

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| 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

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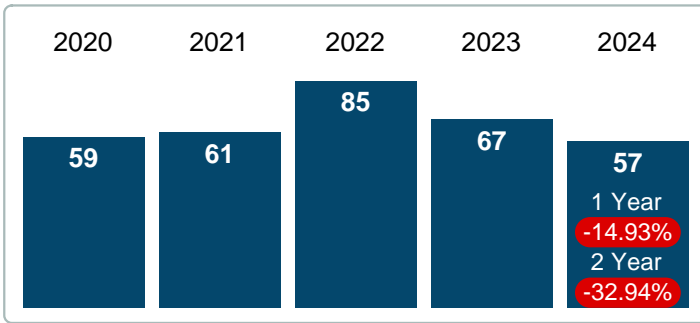
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



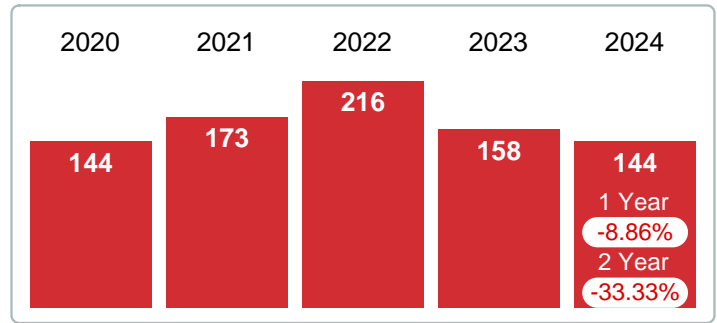
CLOSED LISTINGS

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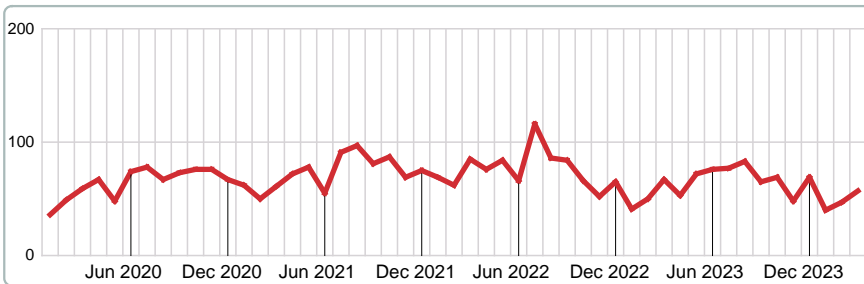
MARCH



YEAR TO DATE (YTD)

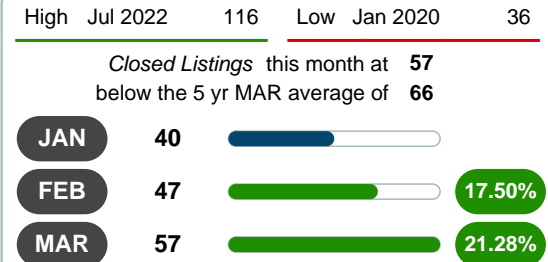


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|--------------------|
| \$125,000 and less | 5 | 8.77% | 38.8 | 1 | 3 | 1 | 0 |
| \$125,001 - \$175,000 | 8 | 14.04% | 34.8 | 1 | 7 | 0 | 0 |
| \$175,001 - \$200,000 | 6 | 10.53% | 63.0 | 1 | 5 | 0 | 0 |
| \$200,001 - \$275,000 | 15 | 26.32% | 44.9 | 2 | 10 | 3 | 0 |
| \$275,001 - \$400,000 | 11 | 19.30% | 41.5 | 2 | 5 | 4 | 0 |
| \$400,001 - \$525,000 | 5 | 8.77% | 25.0 | 1 | 3 | 1 | 0 |
| \$525,001 and up | 7 | 12.28% | 57.4 | 0 | 3 | 2 | 2 |
| Total Closed Units | 57 | | | 8 | 36 | 11 | 2 |
| Total Closed Volume | 17,739,500 | 100% | 44.0 | 2.12M | 9.42M | 3.72M | 2.48M |
| Average Closed Price | \$311,219 | | | \$264,938 | \$261,642 | \$338,627 | \$1,238,000 |

March 2024



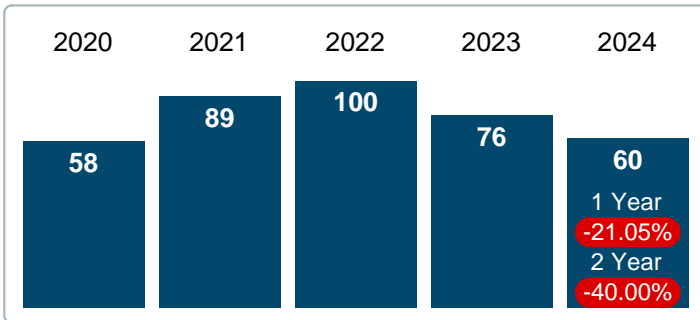
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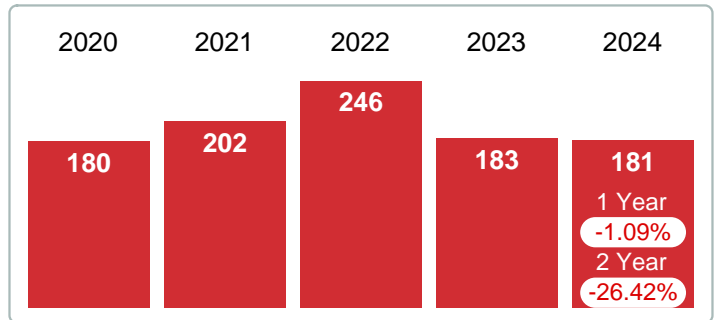
PENDING LISTINGS

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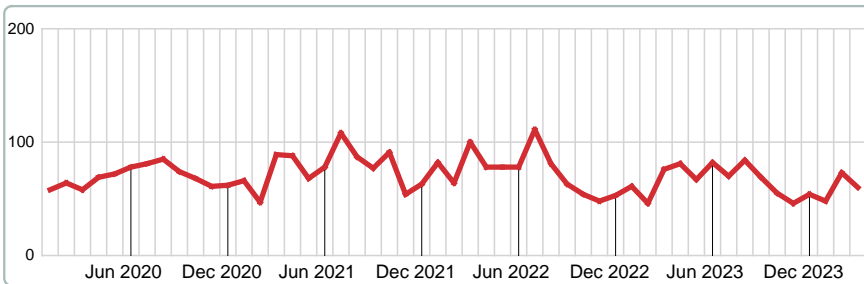
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 77

High Jul 2022 111 Low Nov 2023 46

Pending Listings this month at 60 below the 5 yr MAR average of 77



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 | 8.33% | 75.4 | 2 | 2 | 1 | 0 |
| \$100,001 - \$150,000 | 8 | 13.33% | 39.0 | 4 | 4 | 0 | 0 |
| \$150,001 - \$200,000 | 7 | 11.67% | 41.1 | 2 | 4 | 0 | 1 |
| \$200,001 - \$275,000 | 16 | 26.67% | 45.4 | 2 | 11 | 3 | 0 |
| \$275,001 - \$350,000 | 9 | 15.00% | 49.6 | 1 | 4 | 4 | 0 |
| \$350,001 - \$500,000 | 10 | 16.67% | 70.0 | 1 | 7 | 2 | 0 |
| \$500,001 and up | 5 | 8.33% | 98.4 | 0 | 3 | 0 | 2 |
| Total Pending Units | 60 | | | 12 | 35 | 10 | 3 |
| Total Pending Volume | 17,685,697 | 100% | 11.1 | 2.43M | 10.44M | 2.95M | 1.86M |
| Average Listing Price | \$326,130 | | | \$202,825 | \$298,249 | \$294,910 | \$621,333 |

March 2024



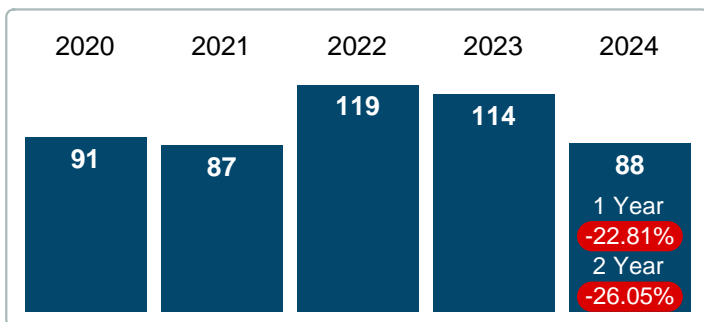
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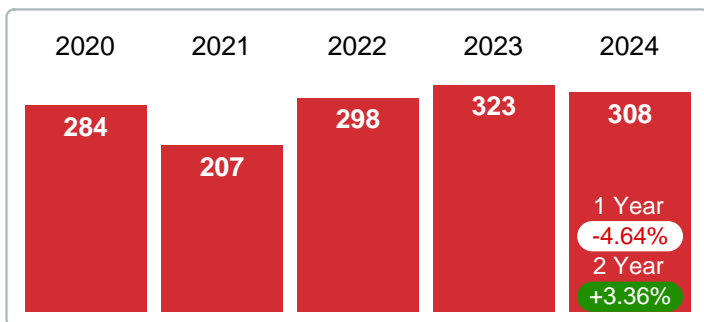
NEW LISTINGS

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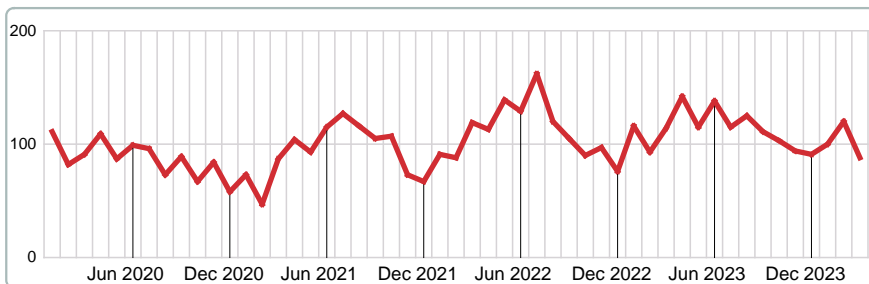
MARCH



YEAR TO DATE (YTD)

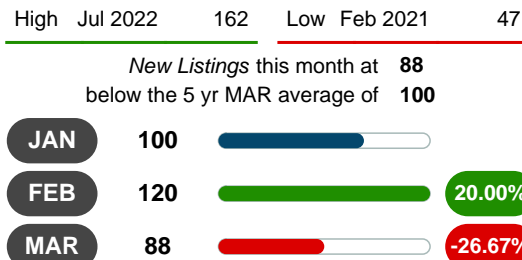


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 100



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 | 7 | 7.95% | 4 | 2 | 0 | 1 |
| \$125,001 - \$150,000 | 8 | 9.09% | 6 | 2 | 0 | 0 |
| \$150,001 - \$225,000 | 19 | 21.59% | 5 | 11 | 2 | 1 |
| \$225,001 - \$300,000 | 21 | 23.86% | 2 | 14 | 5 | 0 |
| \$300,001 - \$425,000 | 13 | 14.77% | 1 | 7 | 5 | 0 |
| \$425,001 - \$575,000 | 10 | 11.36% | 1 | 2 | 3 | 4 |
| \$575,001 and up | 10 | 11.36% | 1 | 2 | 6 | 1 |
| Total New Listed Units | 88 | | 20 | 40 | 21 | 7 |
| Total New Listed Volume | 30,293,297 | 100% | 4.80M | 11.37M | 10.25M | 3.88M |
| Average New Listed Listing Price | \$350,300 | | \$239,930 | \$284,192 | \$488,086 | \$553,886 |

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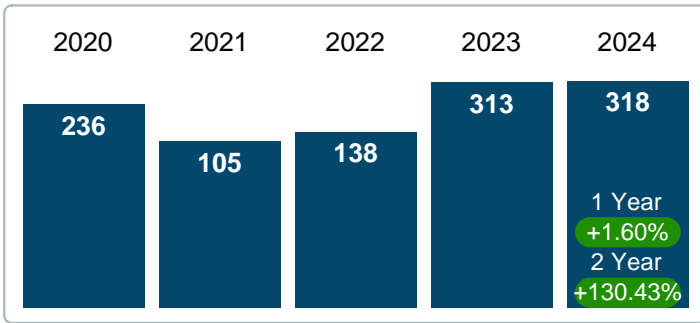
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



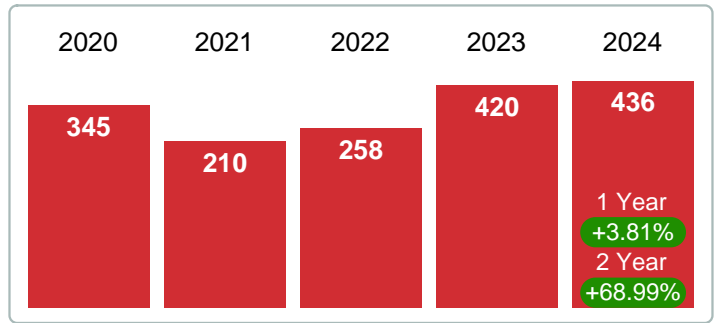
ACTIVE INVENTORY

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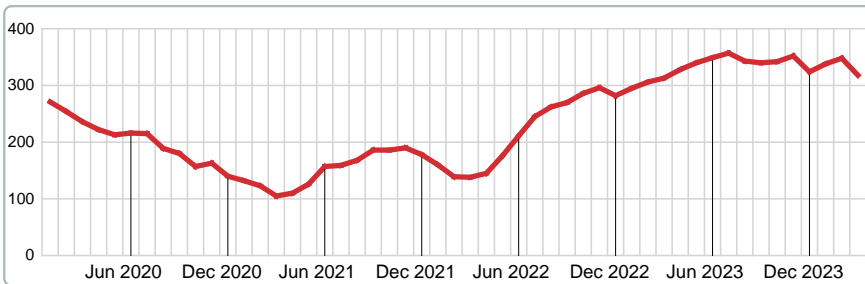
END OF MARCH



ACTIVE DURING MARCH

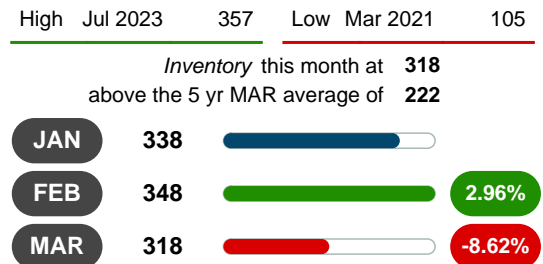


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 222



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 | 24 | 7.55% | 80.1 | 13 | 10 | 0 | 1 |
| \$125,001 - \$175,000 | 39 | 12.26% | 79.0 | 14 | 23 | 2 | 0 |
| \$175,001 - \$250,000 | 53 | 16.67% | 82.4 | 5 | 30 | 17 | 1 |
| \$250,001 - \$350,000 | 80 | 25.16% | 84.8 | 7 | 54 | 14 | 5 |
| \$350,001 - \$475,000 | 47 | 14.78% | 114.0 | 7 | 27 | 12 | 1 |
| \$475,001 - \$725,000 | 45 | 14.15% | 99.2 | 2 | 21 | 14 | 8 |
| \$725,001 and up | 30 | 9.43% | 107.0 | 2 | 11 | 10 | 7 |
| Total Active Inventory by Units | | | 318 | 50 | 176 | 69 | 23 |
| Total Active Inventory by Volume | | | 135,952,918 | 13.62M | 64.77M | 34.24M | 23.32M |
| Average Active Inventory Listing Price | | | \$427,525 | \$272,384 | \$368,035 | \$496,254 | \$1,013,828 |

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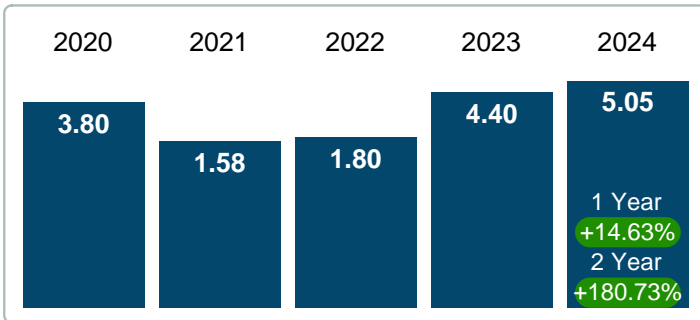
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



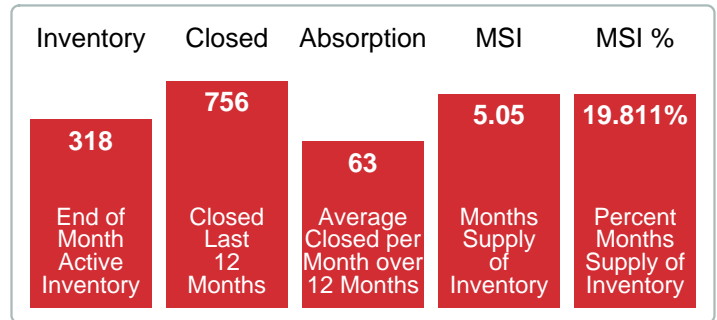
MONTHS SUPPLY of INVENTORY (MSI)

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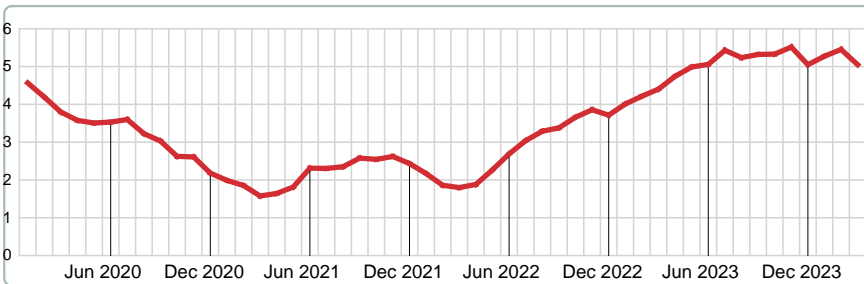
MSI FOR MARCH



INDICATORS FOR MARCH 2024

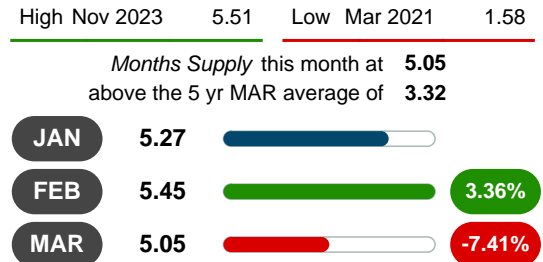


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.32



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 | 24 | 7.55% | 2.17 | 3.00 | 1.82 | 0.00 | 4.00 |
| \$125,001 - \$175,000 | 39 | 12.26% | 4.18 | 6.72 | 3.73 | 1.85 | 0.00 |
| \$175,001 - \$250,000 | 53 | 16.67% | 3.55 | 4.62 | 2.61 | 8.16 | 4.00 |
| \$250,001 - \$350,000 | 80 | 25.16% | 5.19 | 8.40 | 5.79 | 2.85 | 15.00 |
| \$350,001 - \$475,000 | 47 | 14.78% | 7.32 | 21.00 | 7.53 | 5.14 | 6.00 |
| \$475,001 - \$725,000 | 45 | 14.15% | 11.49 | 6.00 | 16.80 | 9.33 | 9.60 |
| \$725,001 and up | 30 | 9.43% | 15.65 | 6.00 | 33.00 | 10.91 | 21.00 |
| Market Supply of Inventory (MSI) | | | 5.05 | 5.36 | 4.67 | 4.99 | 10.62 |
| Total Active Inventory by Units | | 100% | 5.05 | 50 | 176 | 69 | 23 |

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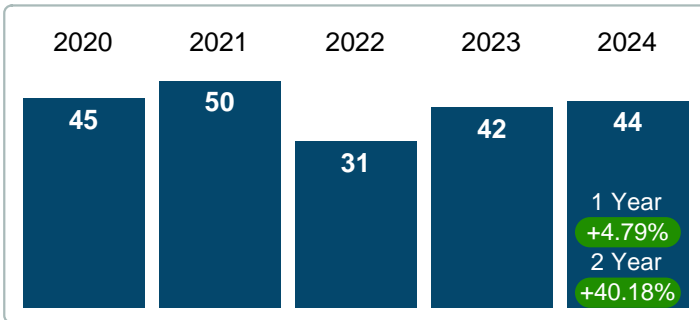
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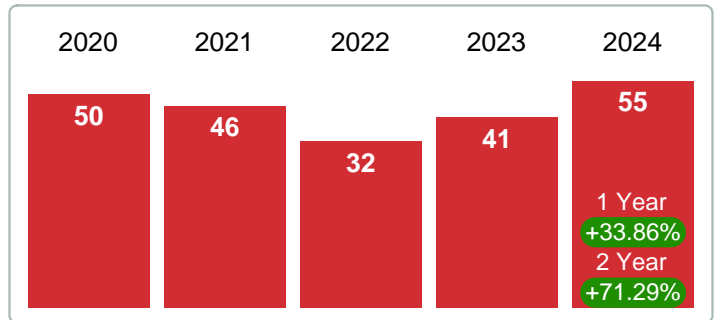
AVERAGE DAYS ON MARKET TO SALE

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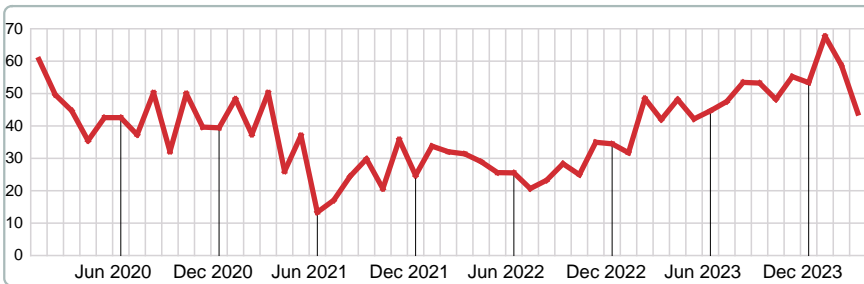
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

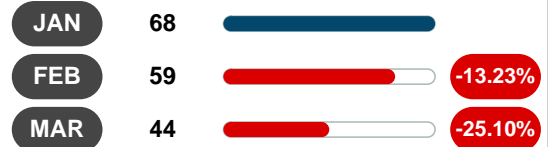


3 MONTHS

5 year MAR AVG = 42

High Jan 2024 68 Low Jun 2021 13

Average Days on Market to Sale this month at 44 above the 5 yr MAR average of 42



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 |
|---|-------------|-------------------|--------------|--------------|--------------|--------------|
| \$125,000 and less | 8.77% | 39 | 4 | 34 | 88 | 0 |
| \$125,001 - \$175,000 | 14.04% | 35 | 3 | 39 | 0 | 0 |
| \$175,001 - \$200,000 | 10.53% | 63 | 224 | 31 | 0 | 0 |
| \$200,001 - \$275,000 | 26.32% | 45 | 16 | 46 | 62 | 0 |
| \$275,001 - \$400,000 | 19.30% | 42 | 11 | 61 | 33 | 0 |
| \$400,001 - \$525,000 | 8.77% | 25 | 3 | 40 | 2 | 0 |
| \$525,001 and up | 12.28% | 57 | 0 | 83 | 55 | 22 |
| Average Closed DOM | | 44 | | | | |
| Total Closed Units | 100% | 44 | 8 | 36 | 11 | 2 |
| Total Closed Volume | | 17,739,500 | 2.12M | 9.42M | 3.72M | 2.48M |

March 2024



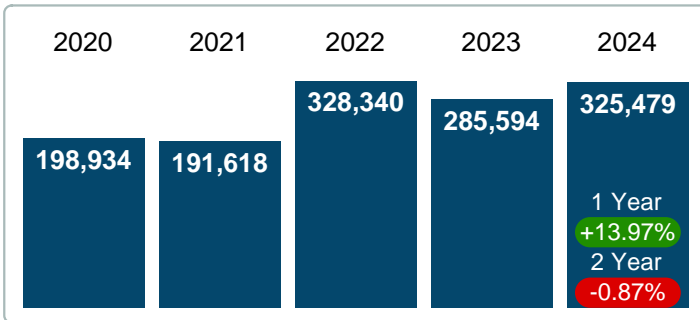
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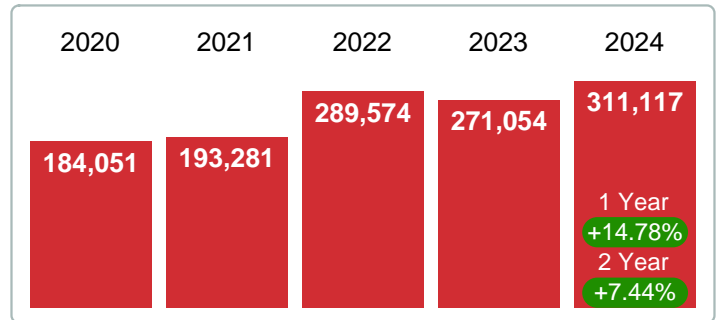
AVERAGE LIST PRICE AT CLOSING

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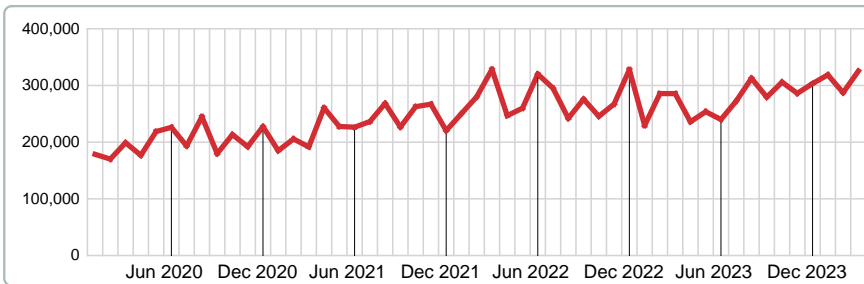
MARCH



YEAR TO DATE (YTD)

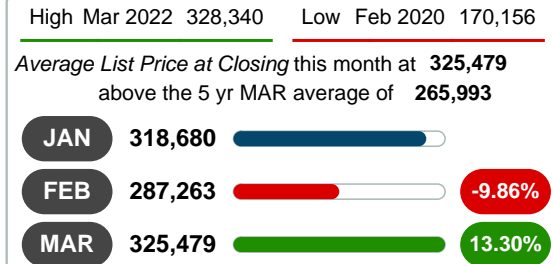


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 265,993



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 |
|--|-------------|-------------------|----------------|----------------|----------------|------------------|
| \$125,000 and less | 7.02% | 104,750 | 110,000 | 114,667 | 115,000 | 0 |
| \$125,001 - \$175,000 | 8.77% | 158,800 | 190,000 | 178,857 | 0 | 0 |
| \$175,001 - \$200,000 | 12.28% | 187,286 | 242,000 | 198,600 | 0 | 0 |
| \$200,001 - \$275,000 | 31.58% | 244,211 | 239,000 | 241,180 | 261,333 | 0 |
| \$275,001 - \$400,000 | 17.54% | 344,530 | 354,500 | 356,580 | 344,600 | 0 |
| \$400,001 - \$525,000 | 10.53% | 453,233 | 500,000 | 459,967 | 414,500 | 0 |
| \$525,001 and up | 12.28% | 781,114 | 0 | 584,600 | 572,000 | 1,285,000 |
| Average List Price | | 325,479 | 278,625 | 275,483 | 348,718 | 1,285,000 |
| Total Closed Units | 100% | 325,479 | 8 | 36 | 11 | 2 |
| Total Closed Volume | | 18,552,299 | 2.23M | 9.92M | 3.84M | 2.57M |

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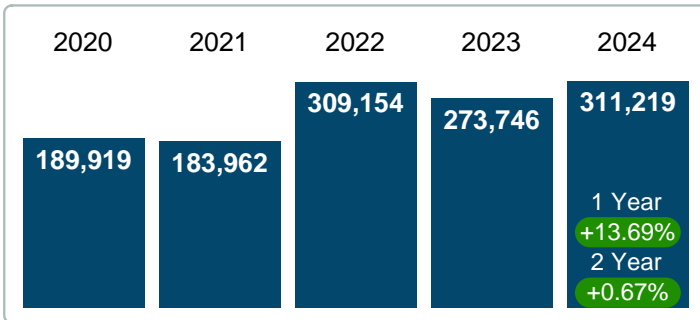
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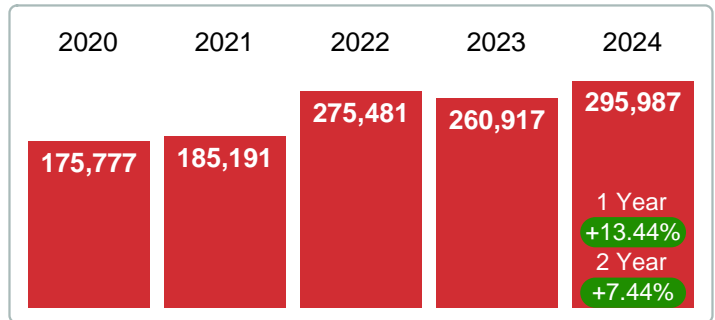
AVERAGE SOLD PRICE AT CLOSING

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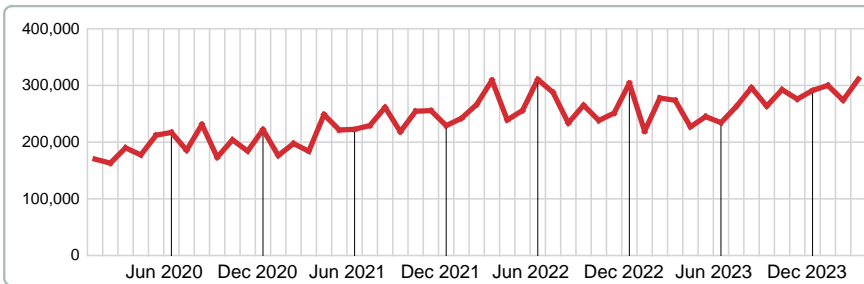
MARCH



YEAR TO DATE (YTD)

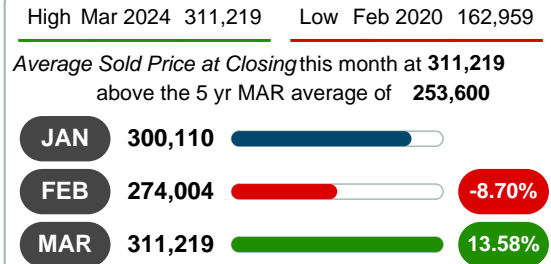


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 253,600



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 |
|--|-------------|-------------------|----------------|----------------|----------------|------------------|
| \$125,000 and less | 8.77% | 98,500 | 105,000 | 100,833 | 85,000 | 0 |
| \$125,001 - \$175,000 | 14.04% | 163,500 | 175,000 | 161,857 | 0 | 0 |
| \$175,001 - \$200,000 | 10.53% | 185,667 | 195,000 | 183,800 | 0 | 0 |
| \$200,001 - \$275,000 | 26.32% | 239,547 | 225,250 | 237,670 | 255,333 | 0 |
| \$275,001 - \$400,000 | 19.30% | 338,727 | 347,000 | 341,600 | 331,000 | 0 |
| \$400,001 - \$525,000 | 8.77% | 450,880 | 500,000 | 446,633 | 414,500 | 0 |
| \$525,001 and up | 12.28% | 750,200 | 0 | 546,667 | 567,700 | 1,238,000 |
| Average Sold Price | | 311,219 | 264,938 | 261,642 | 338,627 | 1,238,000 |
| Total Closed Units | 100% | 311,219 | 8 | 36 | 11 | 2 |
| Total Closed Volume | | 17,739,500 | 2.12M | 9.42M | 3.72M | 2.48M |

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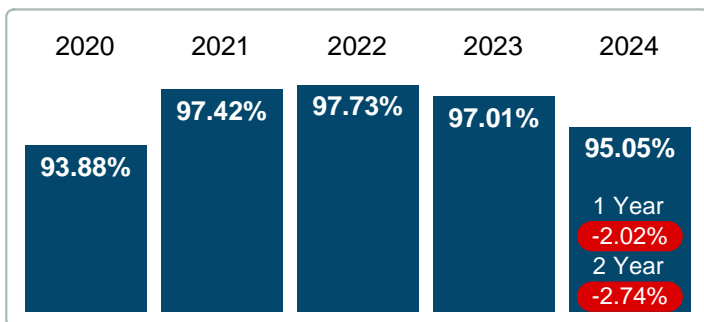
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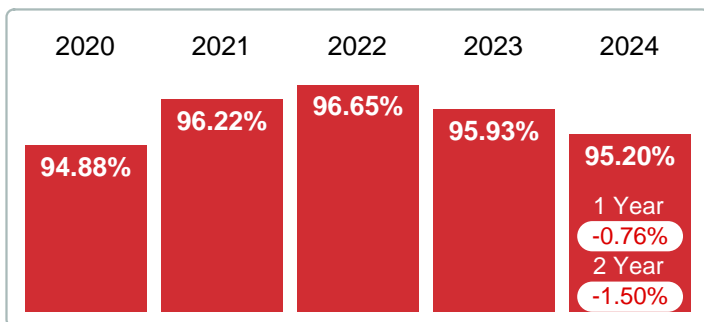
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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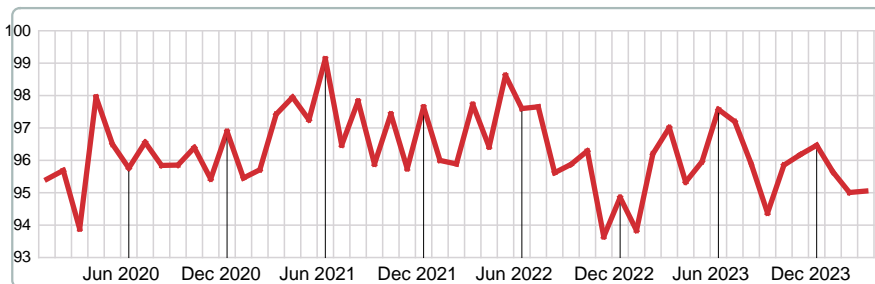
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

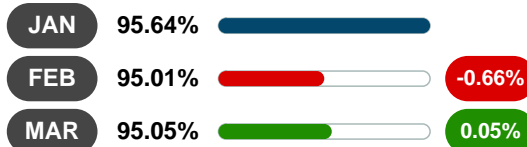


3 MONTHS

5 year MAR AVG = 96.22%

High Jun 2021 99.13% Low Nov 2022 93.64%

Average Sold/List Ratio this month at **95.05%** below the 5 yr MAR average of **96.22%**



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 |
|--|----|------------|---------|----------|--------|---------|---------|
| \$125,000 and less | 5 | 8.77% | 88.20% | 95.45% | 90.55% | 73.91% | 0.00% |
| \$125,001 - \$175,000 | 8 | 14.04% | 92.45% | 92.11% | 92.50% | 0.00% | 0.00% |
| \$175,001 - \$200,000 | 6 | 10.53% | 91.07% | 80.58% | 93.17% | 0.00% | 0.00% |
| \$200,001 - \$275,000 | 15 | 26.32% | 98.05% | 95.57% | 98.61% | 97.84% | 0.00% |
| \$275,001 - \$400,000 | 11 | 19.30% | 96.32% | 97.58% | 96.11% | 95.95% | 0.00% |
| \$400,001 - \$525,000 | 5 | 8.77% | 98.26% | 100.00% | 97.11% | 100.00% | 0.00% |
| \$525,001 and up | 7 | 12.28% | 95.63% | 0.00% | 93.54% | 99.22% | 95.17% |
| Average Sold/List Ratio | | 95.10% | | 94.31% | 95.10% | 95.42% | 95.17% |
| Total Closed Units | | 57 | 100% | 8 | 36 | 11 | 2 |
| Total Closed Volume | | 17,739,500 | | 2.12M | 9.42M | 3.72M | 2.48M |

March 2024



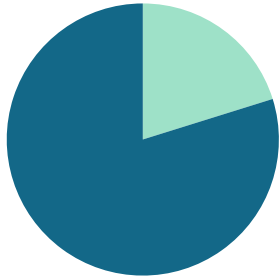
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

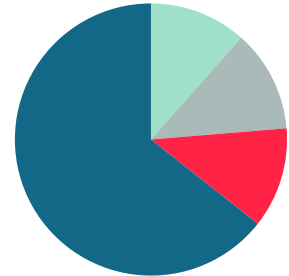


Inventory
 New Listings **88 = 20.18%**
 Start Inventory **348**
 Total Inventory Units **436**
 Volume **\$172,163,412**

Market Activity

Closed Sales **57 = 11.54%**
 Pending Sales **60 = 12.15%**
 Other Off Market **59 = 11.94%**
 Active Inventory **318 = 64.37%**

MARKET ACTIVITY



| Compared Metrics | March | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|--------|
| | 2023 | 2024 | +/-% | 2023 | 2024 | +/-% |
| Closed Sales | 67 | 57 | -14.93% | 158 | 144 | -8.86% |
| Pending Sales | 76 | 60 | -21.05% | 183 | 181 | -1.09% |
| New Listings | 114 | 88 | -22.81% | 323 | 308 | -4.64% |
| Average List Price | 285,594 | 325,479 | 13.97% | 271,054 | 311,117 | 14.78% |
| Average Sale Price | 273,746 | 311,219 | 13.69% | 260,917 | 295,987 | 13.44% |
| Average Percent of Selling Price to List Price | 97.01% | 95.05% | -2.02% | 95.93% | 95.20% | -0.76% |
| Average Days on Market to Sale | 41.97 | 43.98 | 4.79% | 41.37 | 55.38 | 33.86% |
| Monthly Inventory | 313 | 318 | 1.60% | 313 | 318 | 1.60% |
| Months Supply of Inventory | 4.40 | 5.05 | 14.63% | 4.40 | 5.05 | 14.63% |

Absorption: Last 12 months, an Average of **63** Sales/Month

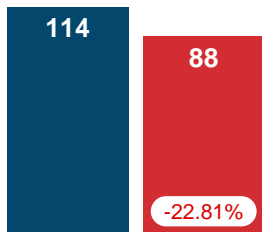
Inventory on March 31, 2024 = **318**

2023 **2024**

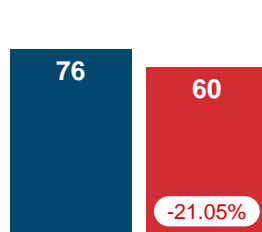
MARCH MARKET

AVERAGE PRICES

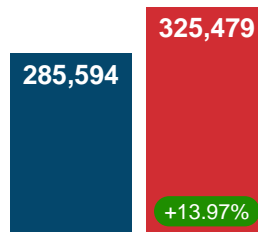
New Listings



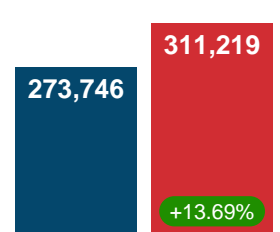
Pending Listings



List Price



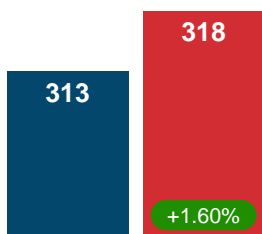
Sale Price



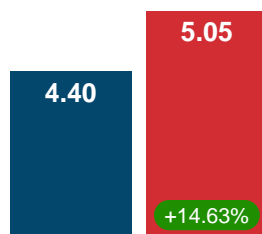
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

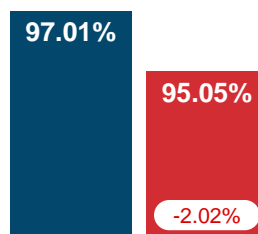
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

