

March 2024



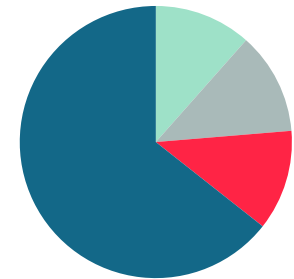
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	258,750	259,000	0.10%
Median Sale Price	254,900	246,000	-3.49%
Median Percent of Selling Price to List Price	99.32%	97.03%	-2.30%
Median Days on Market to Sale	22.00	21.00	-4.55%
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.

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 **3.49%** in March 2024 to \$246,000 versus the previous year at \$254,900.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 1.00 days or **4.55%** in March 2024 compared to last year's same month at **22.00** DOM.

Sales Success for March 2024 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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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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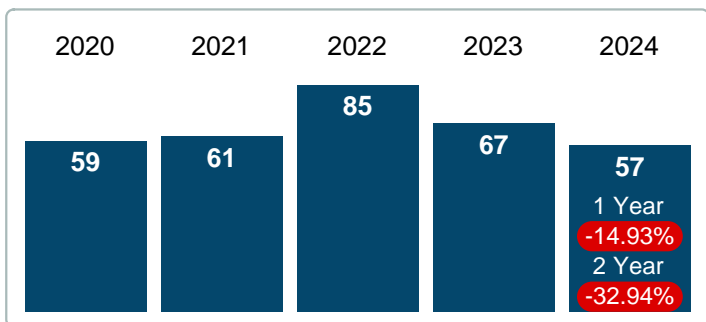
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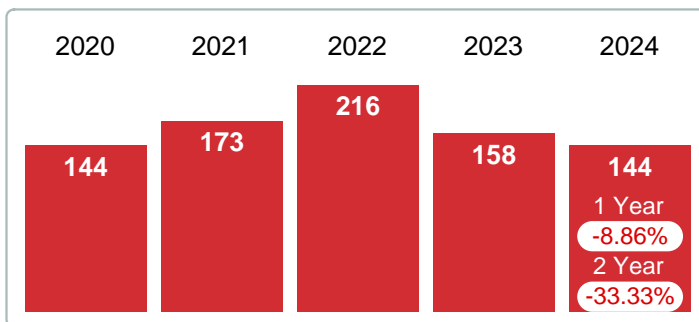
CLOSED LISTINGS

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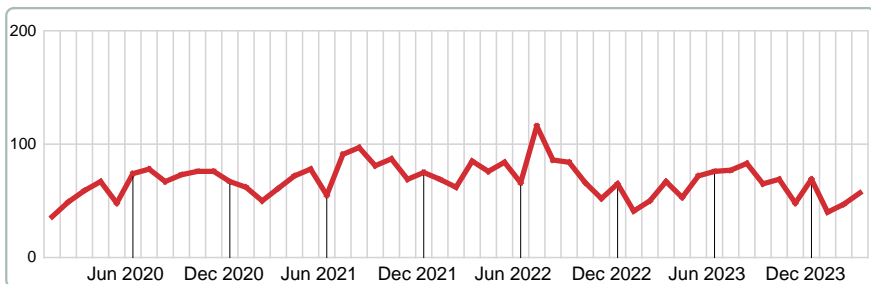
MARCH



YEAR TO DATE (YTD)

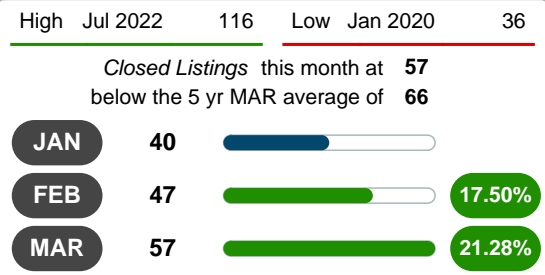


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	8.77%	30.0	1	3	1	0
\$125,001 - \$175,000	8	14.04%	21.5	1	7	0	0
\$175,001 - \$200,000	6	10.53%	25.5	1	5	0	0
\$200,001 - \$275,000	15	26.32%	28.0	2	10	3	0
\$275,001 - \$400,000	11	19.30%	10.0	2	5	4	0
\$400,001 - \$525,000	5	8.77%	3.0	1	3	1	0
\$525,001 and up	7	12.28%	52.0	0	3	2	2
Total Closed Units	57			8	36	11	2
Total Closed Volume	17,739,500	100%	21.0	2.12M	9.42M	3.72M	2.48M
Median Closed Price	\$246,000			\$225,250	\$226,450	\$300,000	\$1,238,000

March 2024



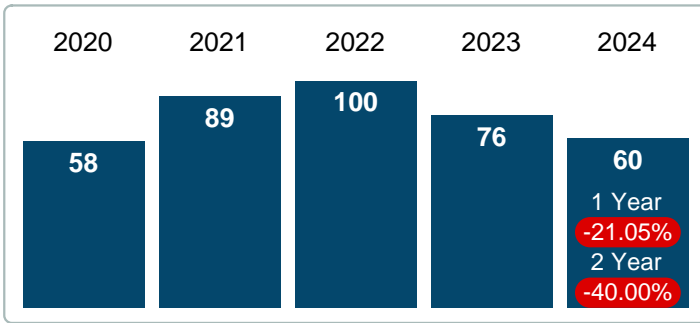
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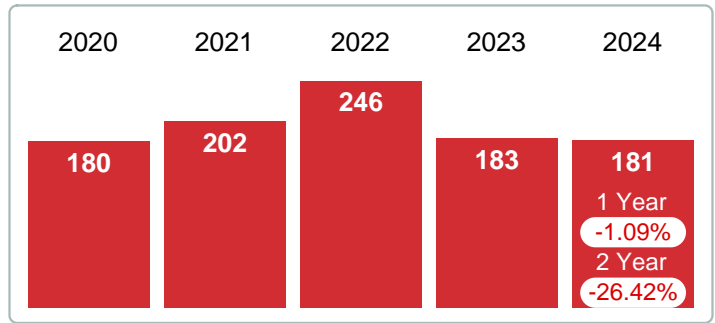
PENDING LISTINGS

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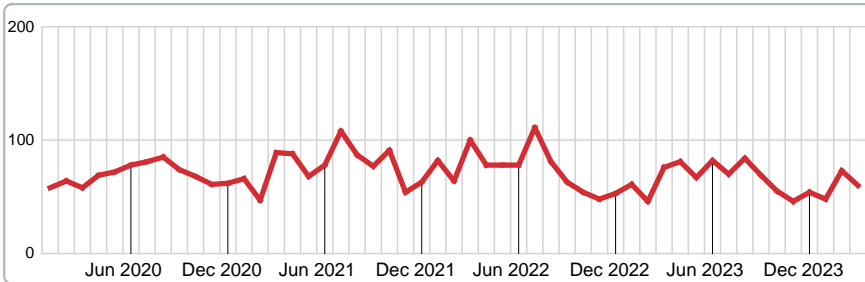
MARCH



YEAR TO DATE (YTD)

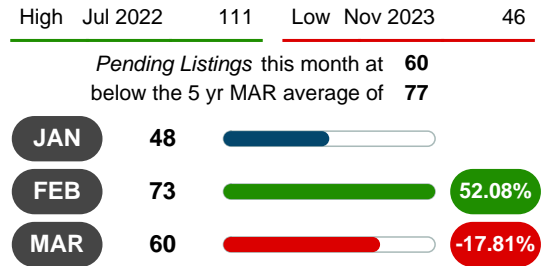


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 77



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	8.33%	88.0	2	2	1	0
\$100,001 - \$150,000	8	13.33%	19.5	4	4	0	0
\$150,001 - \$200,000	7	11.67%	22.0	2	4	0	1
\$200,001 - \$275,000	16	26.67%	37.5	2	11	3	0
\$275,001 - \$350,000	9	15.00%	16.0	1	4	4	0
\$350,001 - \$500,000	10	16.67%	25.5	1	7	2	0
\$500,001 and up	5	8.33%	101.0	0	3	0	2
Total Pending Units	60			12	35	10	3
Total Pending Volume	17,685,697	100%	24.5	2.43M	10.44M	2.95M	1.86M
Median Listing Price	\$238,250			\$167,500	\$235,000	\$297,500	\$584,000

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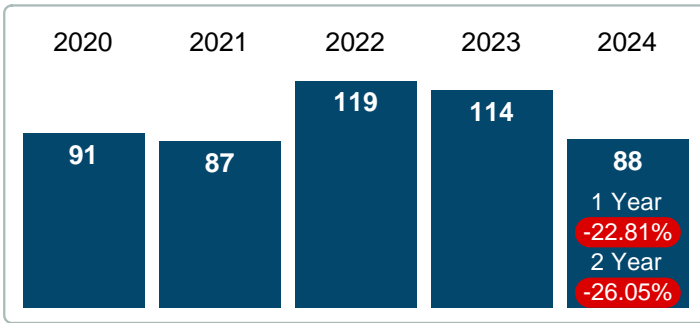
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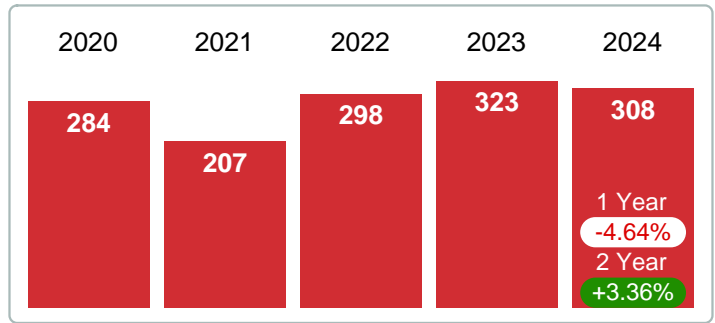
NEW LISTINGS

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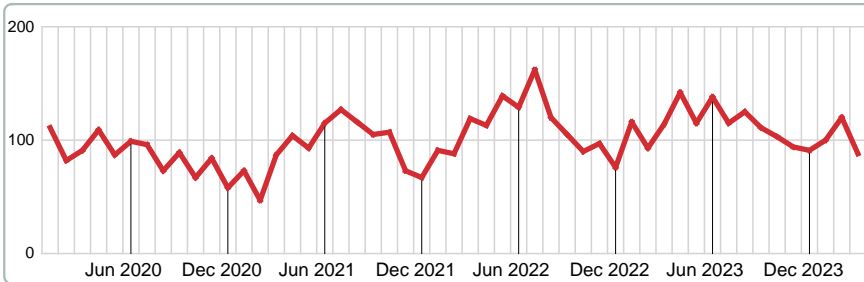
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YEAR TO DATE (YTD)

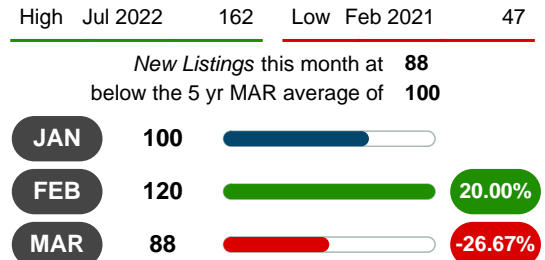


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 100



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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
Median New Listed Listing Price	\$270,000		\$155,000	\$242,900	\$375,000	\$509,900

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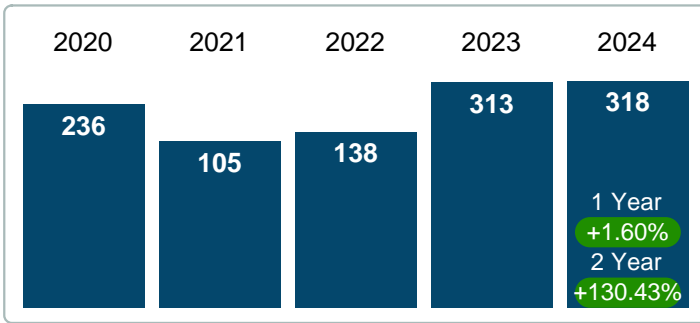
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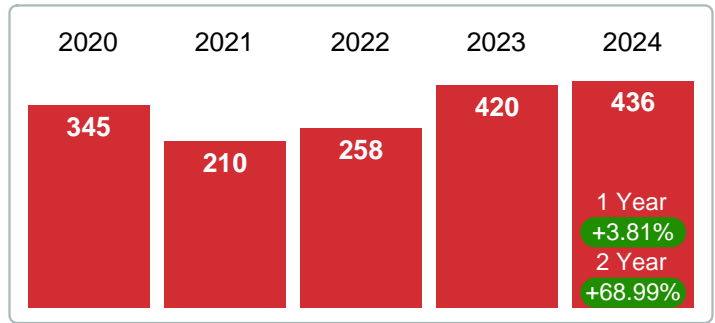
ACTIVE INVENTORY

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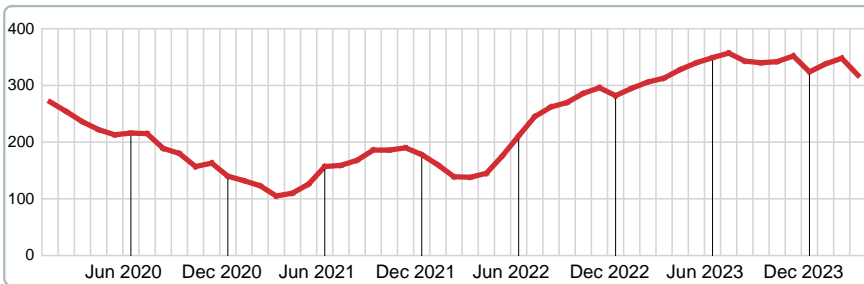
END OF MARCH



ACTIVE DURING MARCH

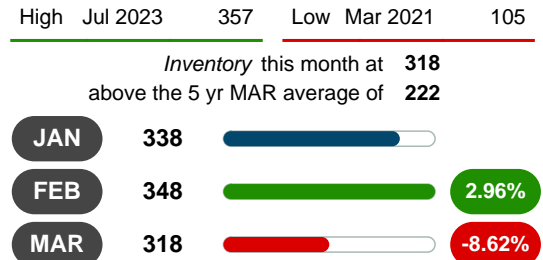


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 222



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	24	7.55%	80.0	13	10	0	1
\$125,001 - \$175,000	39	12.26%	61.0	14	23	2	0
\$175,001 - \$250,000	53	16.67%	73.0	5	30	17	1
\$250,001 - \$350,000	80	25.16%	71.0	7	54	14	5
\$350,001 - \$475,000	47	14.78%	117.0	7	27	12	1
\$475,001 - \$725,000	45	14.15%	79.0	2	21	14	8
\$725,001 and up	30	9.43%	86.0	2	11	10	7
Total Active Inventory by Units	318			50	176	69	23
Total Active Inventory by Volume	135,952,918	100%	74.5	13.62M	64.77M	34.24M	23.32M
Median Active Inventory Listing Price	\$319,950			\$161,250	\$300,000	\$375,000	\$549,900

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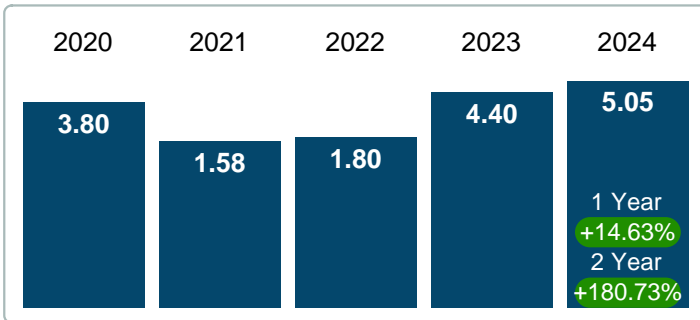
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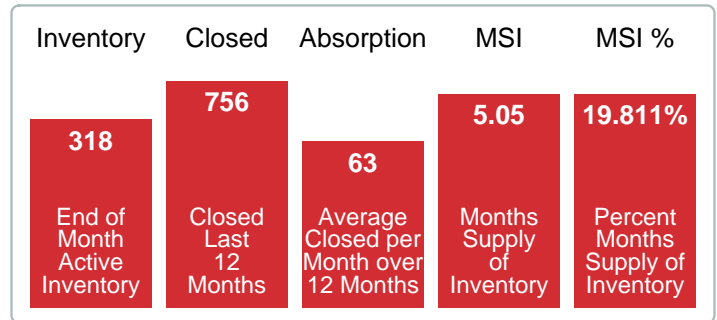
MONTHS SUPPLY of INVENTORY (MSI)

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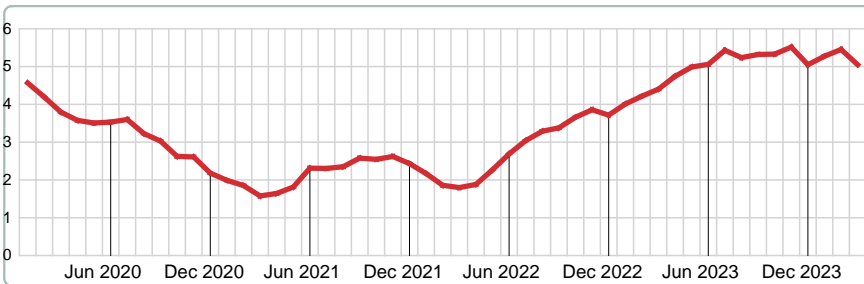
MSI FOR MARCH



INDICATORS FOR MARCH 2024

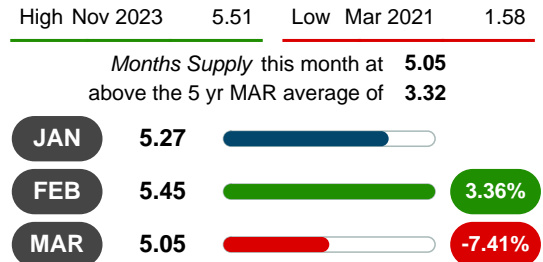


5 YEAR MARKET ACTIVITY TRENDS



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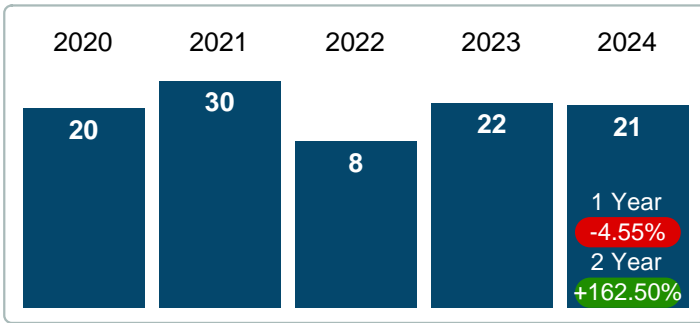
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



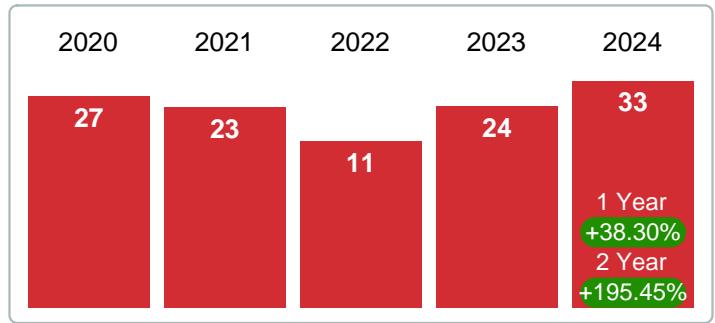
MEDIAN DAYS ON MARKET TO SALE

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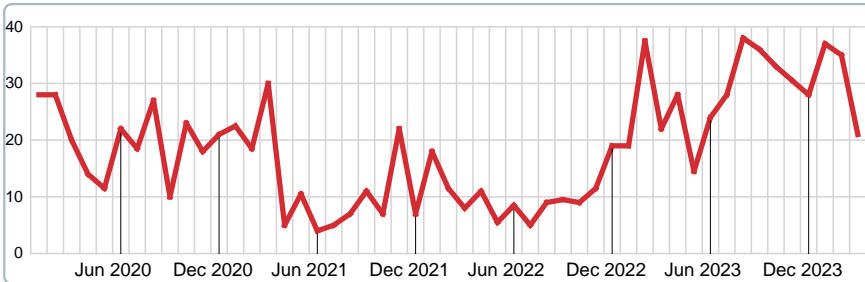
MARCH



YEAR TO DATE (YTD)

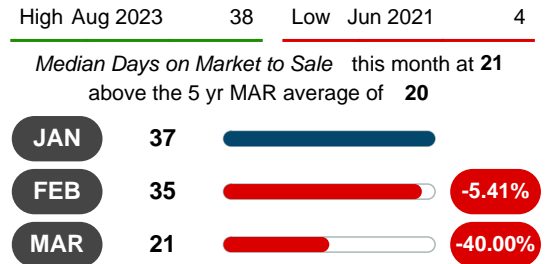


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 20



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
\$125,000 and less	8.77%	30	4	30	88	0
\$125,001 - \$175,000	14.04%	22	3	22	0	0
\$175,001 - \$200,000	10.53%	26	224	8	0	0
\$200,001 - \$275,000	26.32%	28	16	39	13	0
\$275,001 - \$400,000	19.30%	10	11	21	10	0
\$400,001 - \$525,000	8.77%	3	3	9	2	0
\$525,001 and up	12.28%	52	0	96	55	22
Median Closed DOM		21	7	33	11	22
Total Closed Units	100%	21.0	8	36	11	2
Total Closed Volume		17,739,500	2.12M	9.42M	3.72M	2.48M

March 2024



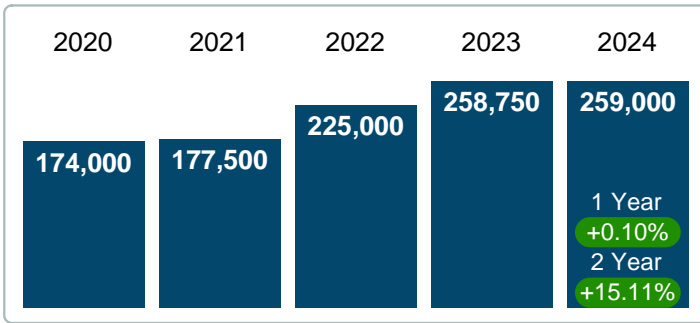
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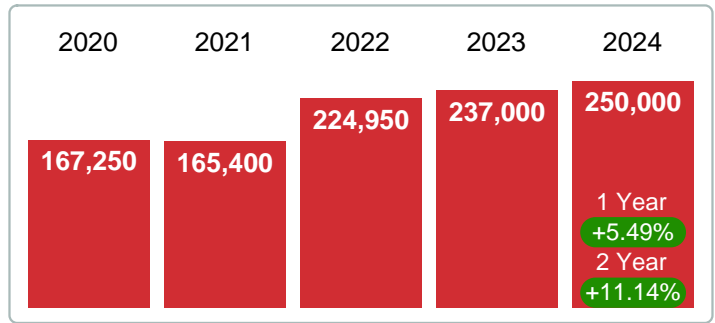
MEDIAN LIST PRICE AT CLOSING

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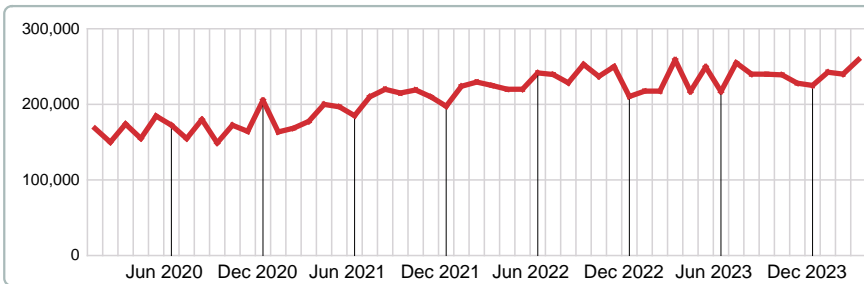
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

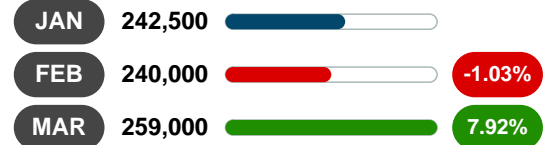


3 MONTHS

5 year MAR AVG = 218,850

High Mar 2024 259,000 Low Sep 2020 149,000

Median List Price at Closing this month at **259,000** above the 5 yr MAR average of **218,850**



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
\$125,000 and less	4	7.02%	112,500	110,000	97,000	115,000	0
\$125,001 - \$175,000	5	8.77%	165,000	0	165,000	0	0
\$175,001 - \$200,000	7	12.28%	189,000	190,000	184,500	0	0
\$200,001 - \$275,000	18	31.58%	247,500	242,000	237,500	259,000	0
\$275,001 - \$400,000	10	17.54%	349,450	354,500	349,450	342,000	0
\$400,001 - \$525,000	6	10.53%	447,450	500,000	447,450	414,500	0
\$525,001 and up	7	12.28%	599,000	0	579,000	572,000, 1,285,000	
Median List Price			259,000	257,500	229,950	315,000	1,285,000
Total Closed Units		100%	259,000	8	36	11	2
Total Closed Volume			18,552,299	2.23M	9.92M	3.84M	2.57M

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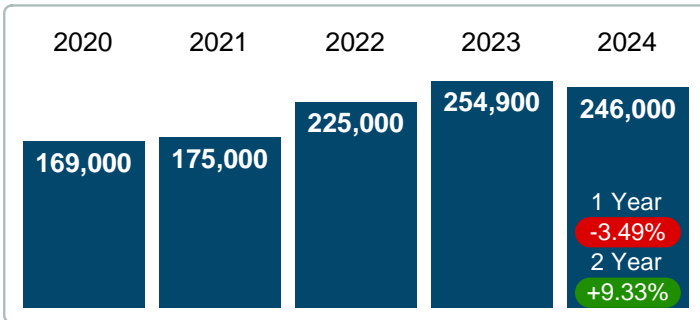
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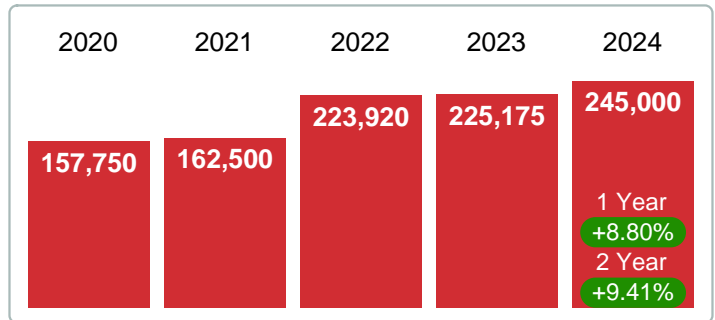
MEDIAN SOLD PRICE AT CLOSING

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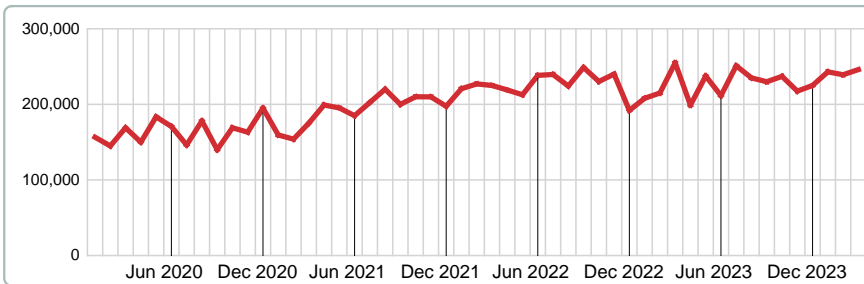
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

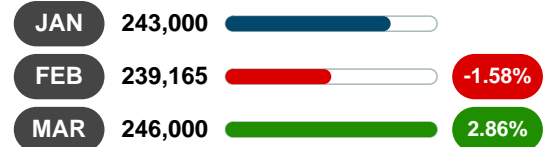


3 MONTHS

5 year MAR AVG = 213,980

High Mar 2023 254,900 Low Sep 2020 140,000

Median Sold Price at Closing this month at **246,000** above the 5 yr MAR average of **213,980**



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	
\$125,000 and less	8.77%	105,000	105,000	112,500	85,000	0	
\$125,001 - \$175,000	14.04%	167,500	175,000	165,000	0	0	
\$175,001 - \$200,000	10.53%	182,500	195,000	180,000	0	0	
\$200,001 - \$275,000	26.32%	245,000	225,250	240,000	255,000	0	
\$275,001 - \$400,000	19.30%	349,000	347,000	349,000	330,000	0	
\$400,001 - \$525,000	8.77%	460,000	500,000	460,000	414,500	0	
\$525,001 and up	12.28%	560,000	0	550,000	567,700	1,238,000	
Median Sold Price		246,000		225,250	226,450	300,000	1,238,000
Total Closed Units		57		8	36	11	2
Total Closed Volume		17,739,500		2.12M	9.42M	3.72M	2.48M

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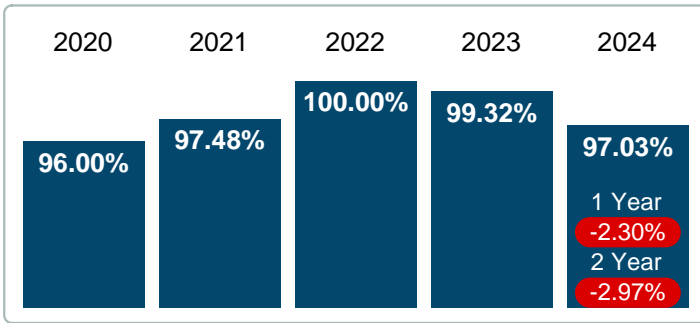
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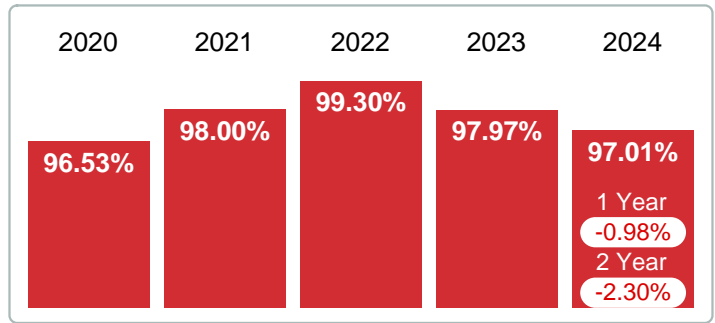
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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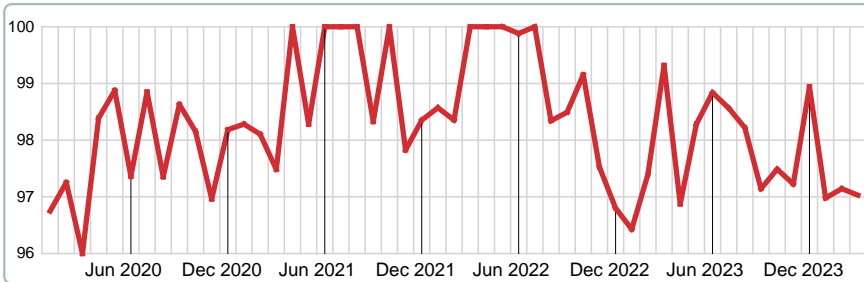
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

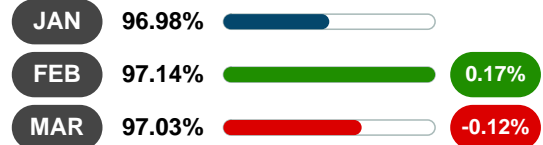


3 MONTHS

5 year MAR AVG = 97.97%

High Jul 2022 100.00% Low Mar 2020 96.00%

Median Sold/List Ratio this month at **97.03%**
below the 5 yr MAR average of **97.97%**



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
\$125,000 and less	5	8.77%	95.45%	95.45%	96.64%	73.91%	0.00%
\$125,001 - \$175,000	8	14.04%	95.29%	92.11%	96.65%	0.00%	0.00%
\$175,001 - \$200,000	6	10.53%	94.79%	80.58%	94.87%	0.00%	0.00%
\$200,001 - \$275,000	15	26.32%	100.00%	95.57%	99.56%	100.00%	0.00%
\$275,001 - \$400,000	11	19.30%	95.24%	97.58%	97.09%	95.05%	0.00%
\$400,001 - \$525,000	5	8.77%	100.00%	100.00%	96.47%	100.00%	0.00%
\$525,001 and up	7	12.28%	97.39%	0.00%	91.70%	99.22%	95.17%
Median Sold/List Ratio		97.03%		95.31%	97.06%	98.72%	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



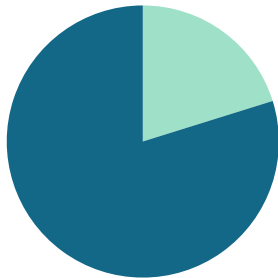
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

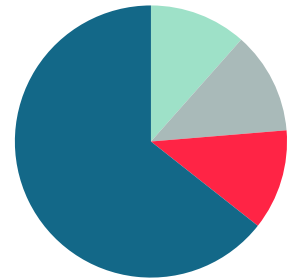


Inventory
 New Listings
88 = 20.18%
 Start Inventory
348
 Total Inventory Units
436
 Volume
\$172,163,412

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%
Median List Price	258,750	259,000	0.10%	237,000	250,000	5.49%
Median Sale Price	254,900	246,000	-3.49%	225,175	245,000	8.80%
Median Percent of Selling Price to List Price	99.32%	97.03%	-2.30%	97.97%	97.01%	-0.98%
Median Days on Market to Sale	22.00	21.00	-4.55%	23.50	32.50	38.30%
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

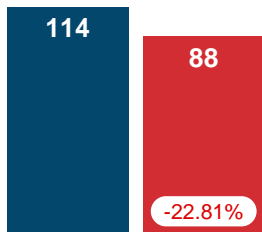
Inventory on March 31, 2024 = **318**

2023 **2024**

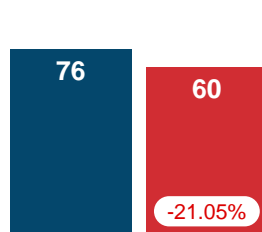
MARCH MARKET

MEDIAN PRICES

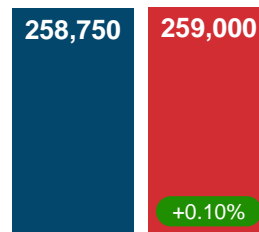
New Listings



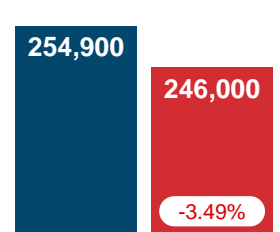
Pending Listings



List Price



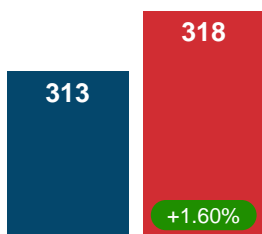
Sale Price



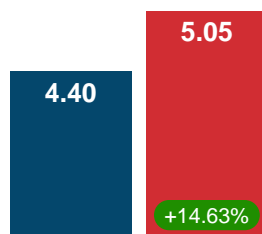
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

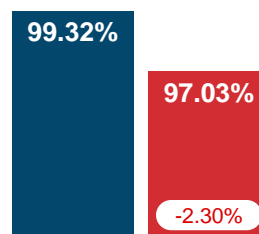
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

