

December 2021



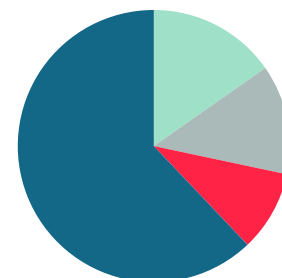
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	104	110	5.77%
Pending Listings	90	94	4.44%
New Listings	89	116	30.34%
Median List Price	169,450	165,000	-2.63%
Median Sale Price	162,500	157,000	-3.38%
Median Percent of Selling Price to List Price	97.49%	98.78%	1.31%
Median Days on Market to Sale	21.50	7.00	-67.44%
End of Month Inventory	544	447	-17.83%
Months Supply of Inventory	5.98	4.14	-30.76%



■ Closed (15.28%)
■ Pending (13.06%)
■ Other OffMarket (9.58%)
■ Active (62.08%)

Absorption: Last 12 months, an Average of **108** Sales/Month
Active Inventory as of December 31, 2021 = **447**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **17.83%** to 447 existing homes available for sale. Over the last 12 months this area has had an average of 108 closed sales per month. This represents an unsold inventory index of **4.14** 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 **3.38%** in December 2021 to \$157,000 versus the previous year at \$162,500.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 14.50 days or **67.44%** in December 2021 compared to last year's same month at **21.50** DOM.

Sales Success for December 2021 is Positive

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

There were 116 New Listings in December 2021, up **30.34%** from last year at 89. Furthermore, there were 110 Closed Listings this month versus last year at 104, a **5.77%** increase.

Closed versus Listed trends yielded a **94.8%** ratio, down from previous year's, December 2020, at **116.9%**, a **18.85%** downswing. This will certainly create pressure on a decreasing 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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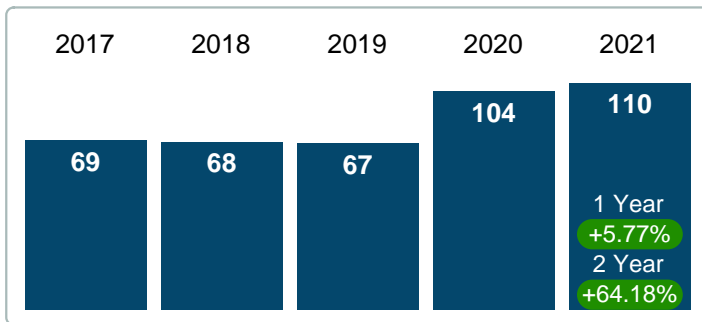
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



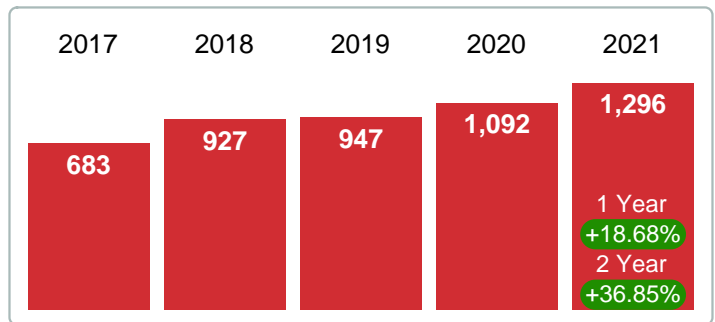
CLOSED LISTINGS

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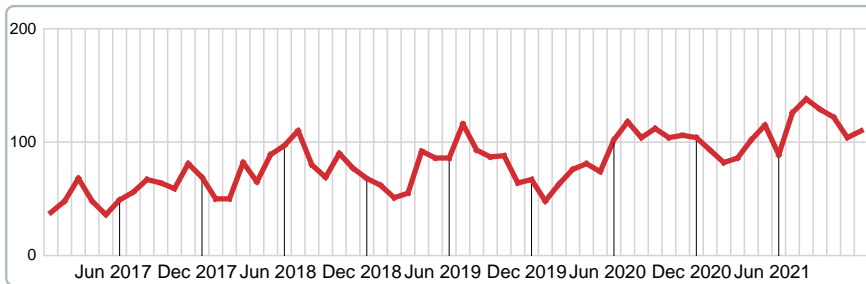
DECEMBER



YEAR TO DATE (YTD)

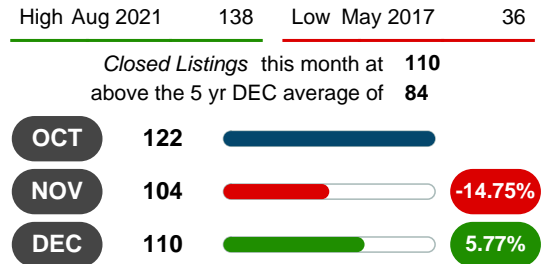


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 84



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	14	12.73%	52.0	14	0	0	0
\$25,001 - \$50,000	8	7.27%	4.5	5	3	0	0
\$50,001 - \$100,000	16	14.55%	10.0	11	5	0	0
\$100,001 - \$175,000	26	23.64%	7.5	10	14	2	0
\$175,001 - \$225,000	16	14.55%	3.5	2	12	2	0
\$225,001 - \$325,000	18	16.36%	12.0	1	12	4	1
\$325,001 and up	12	10.91%	12.5	1	7	4	0
Total Closed Units	110			44	53	12	1
Total Closed Volume	19,465,982	100%	7.0	3.61M	12.22M	3.36M	269.41K
Median Closed Price	\$157,000			\$65,750	\$197,500	\$307,800	\$269,410

December 2021



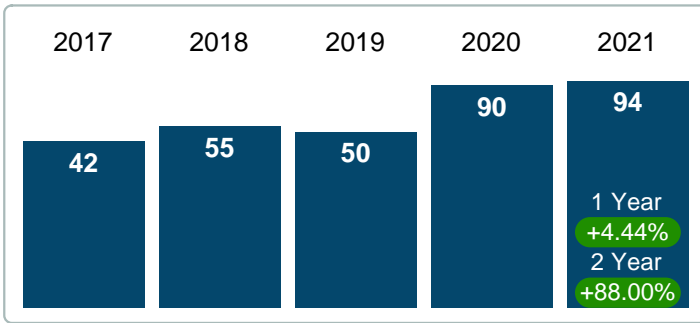
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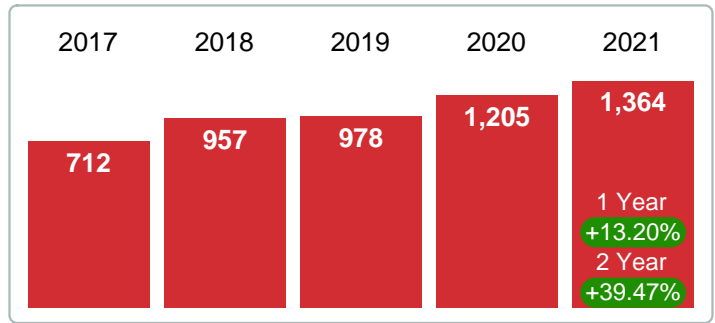
PENDING LISTINGS

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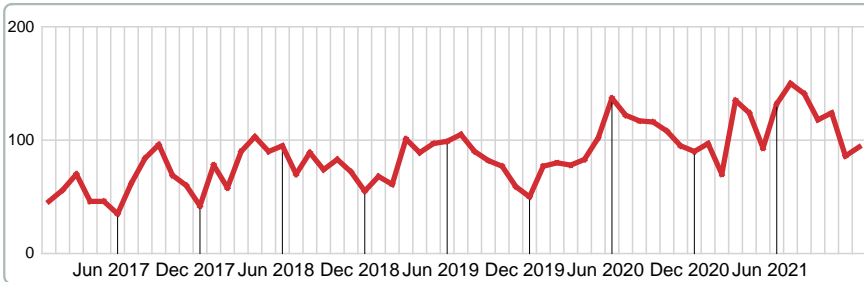
DECEMBER



YEAR TO DATE (YTD)

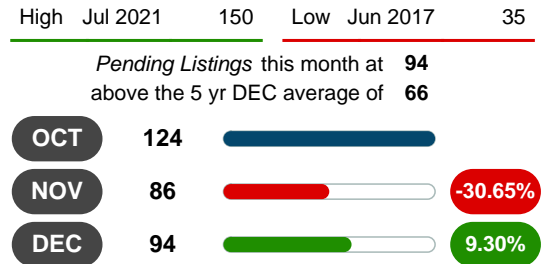


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.51%	4.0	8	0	0	0
\$50,001 - \$125,000	15	15.96%	43.0	11	4	0	0
\$125,001 - \$150,000	7	7.45%	106.0	0	6	1	0
\$150,001 - \$200,000	24	25.53%	17.5	5	14	5	0
\$200,001 - \$275,000	17	18.09%	37.0	3	12	1	1
\$275,001 - \$375,000	11	11.70%	44.0	2	2	6	1
\$375,001 and up	12	12.77%	52.5	3	7	1	1
Total Pending Units	94			32	45	14	3
Total Pending Volume	20,786,725	100%	37.5	5.06M	10.98M	3.77M	974.00K
Median Listing Price	\$182,450			\$120,000	\$197,500	\$273,550	\$295,000

December 2021



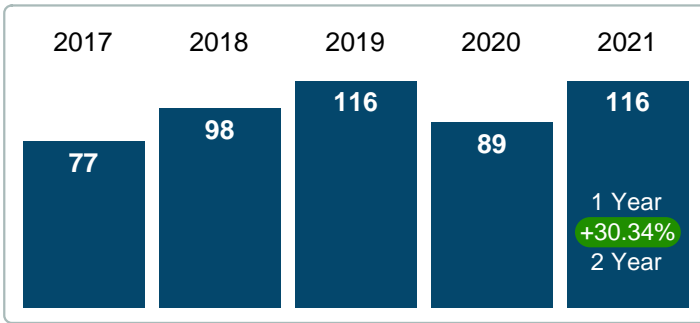
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



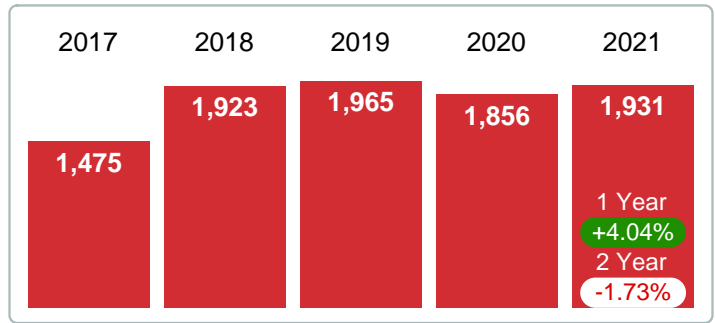
NEW LISTINGS

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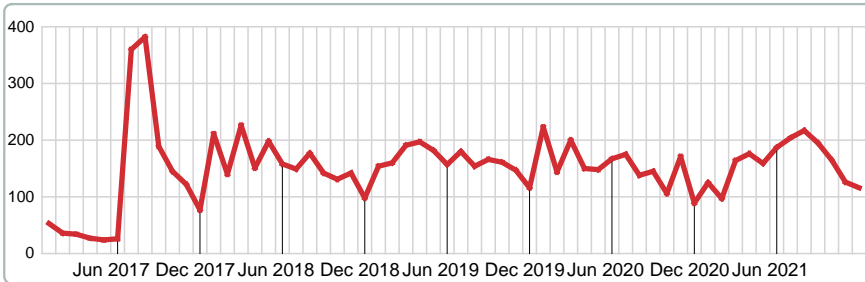
DECEMBER



YEAR TO DATE (YTD)

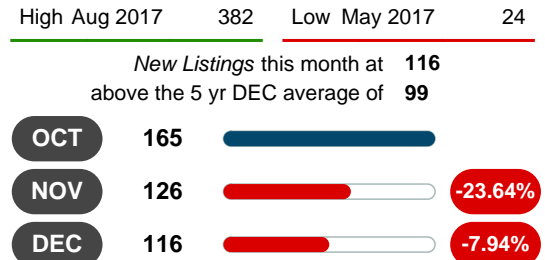


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.76%	9	0	0	0
\$25,001 - \$75,000	9	7.76%	8	1	0	0
\$75,001 - \$150,000	23	19.83%	14	7	2	0
\$150,001 - \$250,000	33	28.45%	10	19	3	1
\$250,001 - \$325,000	16	13.79%	2	8	6	0
\$325,001 - \$475,000	14	12.07%	7	3	4	0
\$475,001 and up	12	10.34%	5	5	2	0
Total New Listed Units	116		55	43	17	1
Total New Listed Volume	31,278,775	100%	13.20M	11.86M	6.06M	158.90K
Median New Listed Listing Price	\$209,950		\$139,000	\$225,000	\$300,000	\$158,900



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

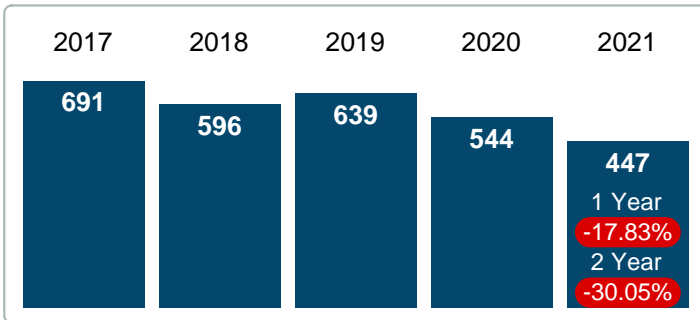


December 2021

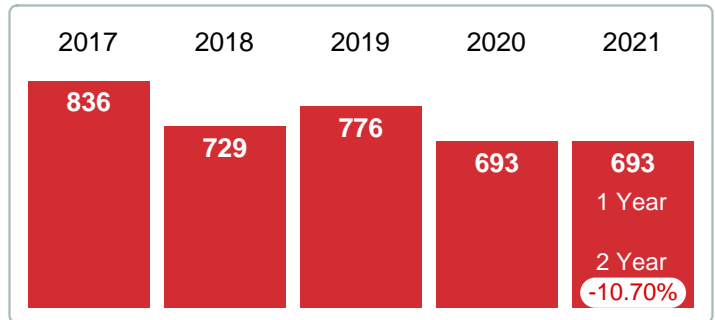
ACTIVE INVENTORY

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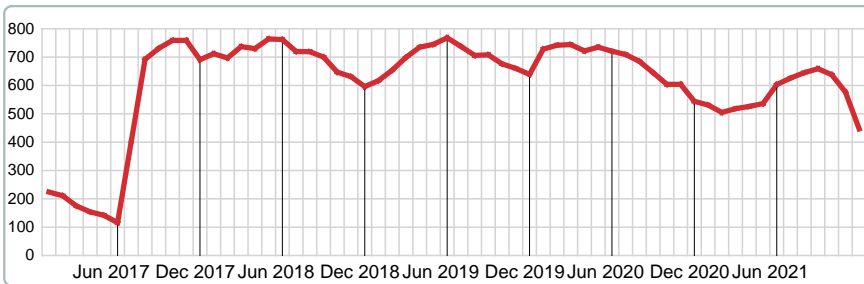
END OF DECEMBER



ACTIVE DURING DECEMBER

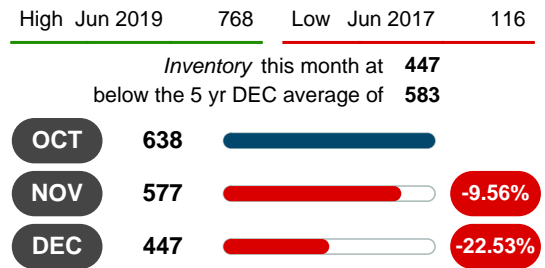


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 583



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	4.92%	87.0	22	0	0	0
\$25,001 - \$50,000	62	13.87%	113.0	59	3	0	0
\$50,001 - \$125,000	75	16.78%	97.0	67	7	1	0
\$125,001 - \$275,000	109	24.38%	77.0	53	38	13	5
\$275,001 - \$450,000	80	17.90%	82.5	40	21	17	2
\$450,001 - \$875,000	55	12.30%	94.0	30	16	5	4
\$875,001 and up	44	9.84%	140.0	25	6	9	4
Total Active Inventory by Units	447			296	91	45	15
Total Active Inventory by Volume	180,572,502	100%	91.0	96.37M	39.99M	29.34M	14.87M
Median Active Inventory Listing Price	\$220,000			\$127,500	\$257,500	\$325,000	\$495,000

December 2021



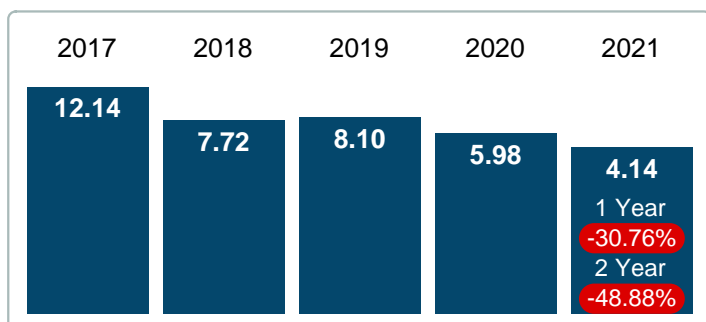
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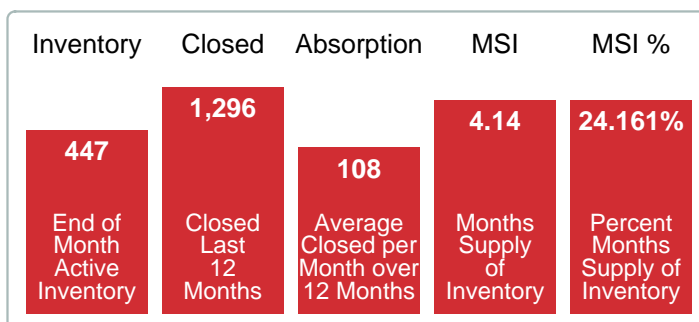
MONTHS SUPPLY of INVENTORY (MSI)

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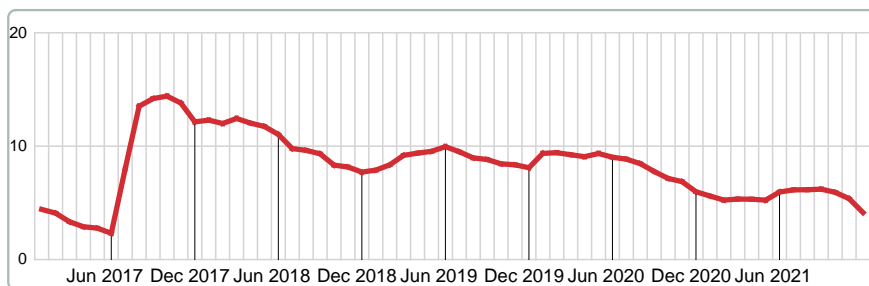
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

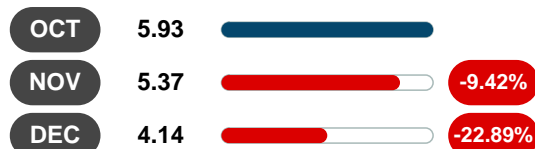


3 MONTHS

5 year DEC AVG = 7.61

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at **4.14**
below the 5 yr DEC average of **7.61**



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
\$25,000 and less	22	4.92%	2.81	2.97	0.00	0.00	0.00
\$25,001 - \$50,000	62	13.87%	6.05	6.56	3.00	0.00	0.00
\$50,001 - \$125,000	75	16.78%	3.26	4.90	0.86	0.86	0.00
\$125,001 - \$275,000	109	24.38%	2.41	6.56	1.31	1.81	5.00
\$275,001 - \$450,000	80	17.90%	5.58	12.97	3.60	3.85	2.00
\$450,001 - \$875,000	55	12.30%	8.92	12.86	8.73	5.45	3.69
\$875,001 and up	44	9.84%	37.71	60.00	12.00	0.00	16.00
Market Supply of Inventory (MSI)			4.14	6.73	1.95	3.23	4.39
Total Active Inventory by Units		100%	447	296	91	45	15

December 2021



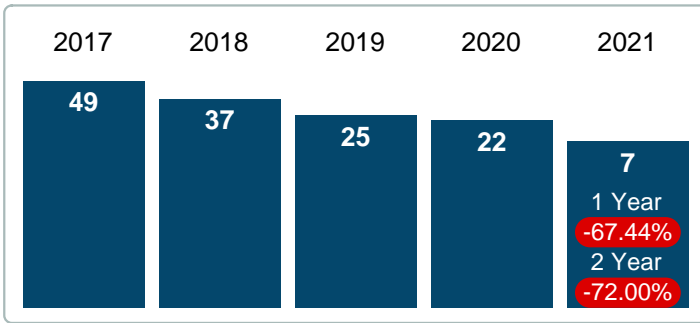
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



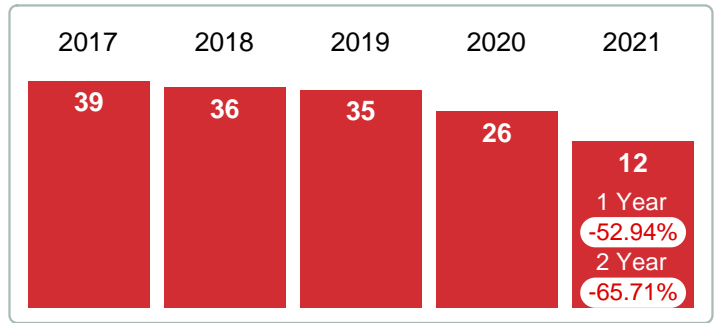
MEDIAN DAYS ON MARKET TO SALE

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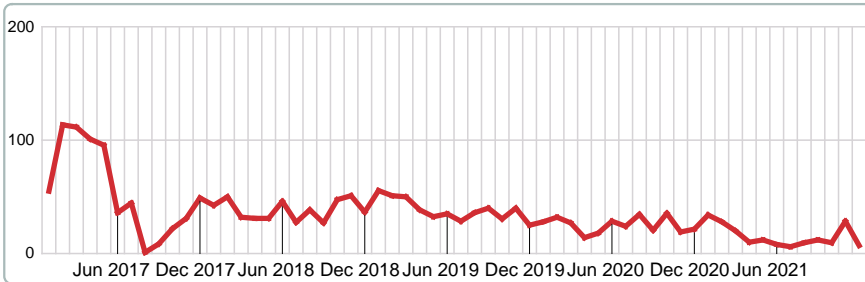
DECEMBER



YEAR TO DATE (YTD)

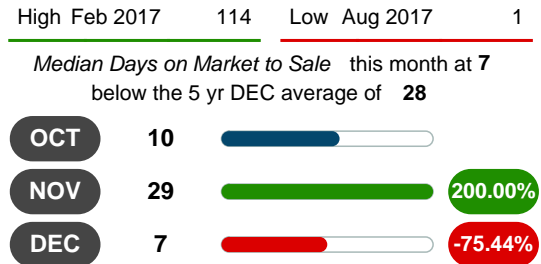


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 28



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
\$25,000 and less	12.73%	52	52	0	0	0
\$25,001 - \$50,000	7.27%	5	4	5	0	0
\$50,001 - \$100,000	14.55%	10	9	11	0	0
\$100,001 - \$175,000	23.64%	8	13	4	15	0
\$175,001 - \$225,000	14.55%	4	23	4	23	0
\$225,001 - \$325,000	16.36%	12	7	14	20	3
\$325,001 and up	10.91%	13	2	14	9	0
Median Closed DOM		7	11	5	12	3
Total Closed Units	100%	7.0	44	53	12	1
Total Closed Volume		19,465,982	3.61M	12.22M	3.36M	269.41K



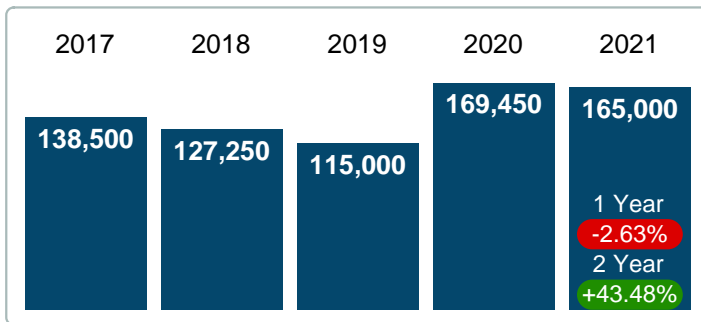
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



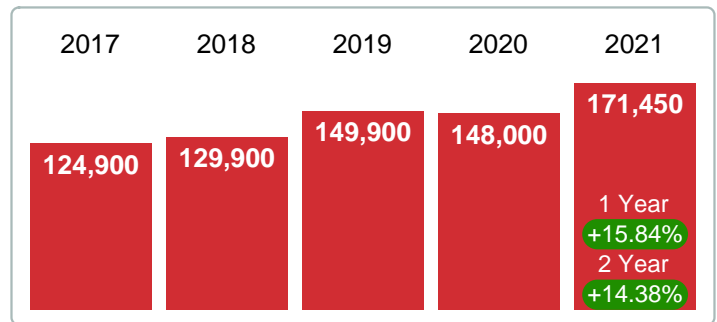
MEDIAN LIST PRICE AT CLOSING

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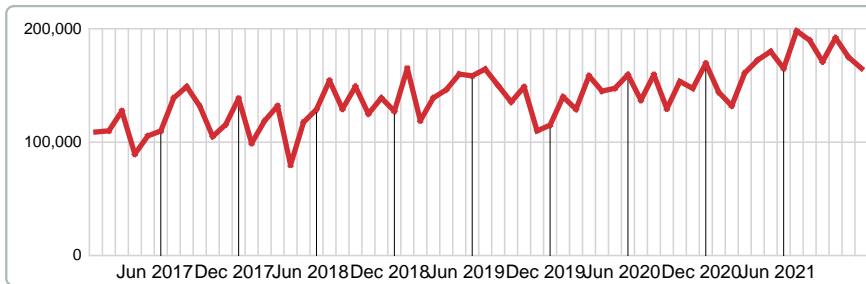
DECEMBER



YEAR TO DATE (YTD)

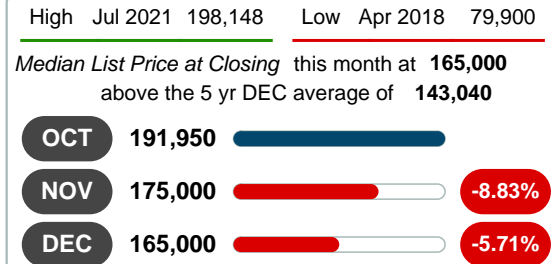


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 143,040



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
\$25,000 and less	14	12.73%	25,000	25,000	0	0	0
\$25,001 - \$50,000	7	6.36%	33,000	33,000	39,500	0	0
\$50,001 - \$100,000	15	13.64%	75,000	75,000	82,000	0	0
\$100,001 - \$175,000	22	20.00%	142,450	120,000	147,000	165,000	0
\$175,001 - \$225,000	21	19.09%	199,000	199,000	198,700	179,500	0
\$225,001 - \$325,000	18	16.36%	259,900	240,000	259,450	284,950	269,410
\$325,001 and up	13	11.82%	375,000	430,000	365,000	375,000	0
Median List Price			165,000	72,500	197,500	315,000	269,410
Total Closed Units		100%	165,000	44	53	12	1
Total Closed Volume			18,950,676	3.85M	11.33M	3.50M	269.41K

December 2021



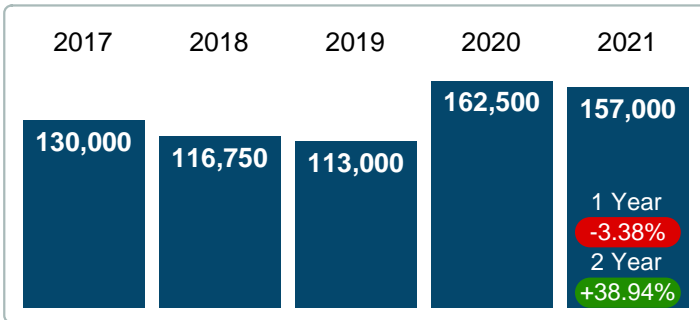
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



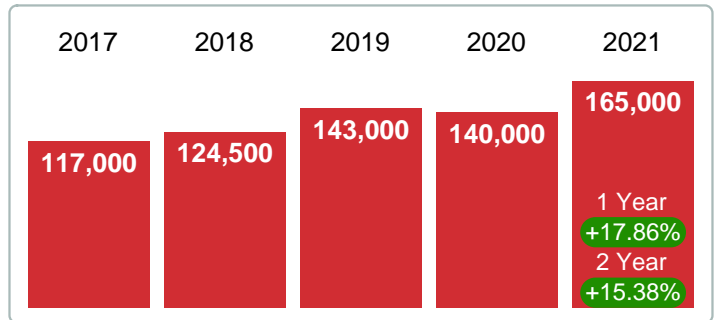
MEDIAN SOLD PRICE AT CLOSING

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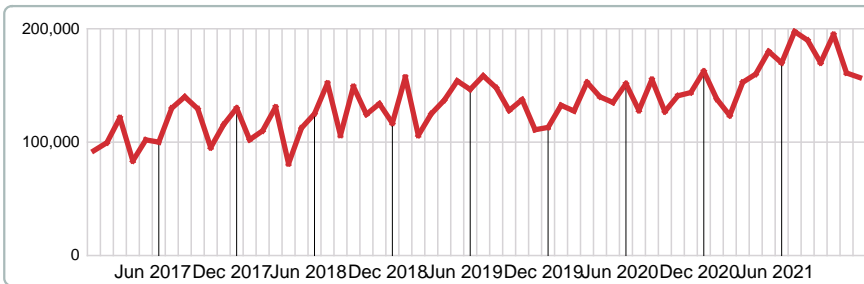
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

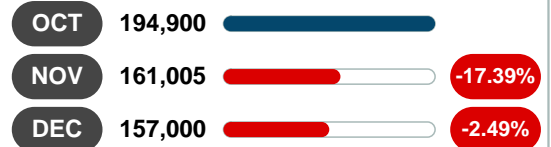


3 MONTHS

5 year DEC AVG = 135,850

High Jul 2021 197,500 Low Apr 2018 81,000

Median Sold Price at Closing this month at 157,000 above the 5 yr DEC average of 135,850



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	
\$25,000 and less	14	12.73%	23,750	23,750	0	0	
\$25,001 - \$50,000	8	7.27%	33,000	33,000	35,000	0	
\$50,001 - \$100,000	16	14.55%	75,000	69,200	89,000	0	
\$100,001 - \$175,000	26	23.64%	147,000	133,250	149,500	165,000	
\$175,001 - \$225,000	16	14.55%	201,250	206,000	201,250	187,000	
\$225,001 - \$325,000	18	16.36%	259,950	242,000	256,450	307,800	
\$325,001 and up	12	10.91%	370,000	430,000	365,000	370,394	
Median Sold Price		157,000	65,750	197,500	307,800	269,410	
Total Closed Units		110	100%	157,000	44	53	12
Total Closed Volume		19,465,982		3.61M	12.22M	3.36M	269.41K

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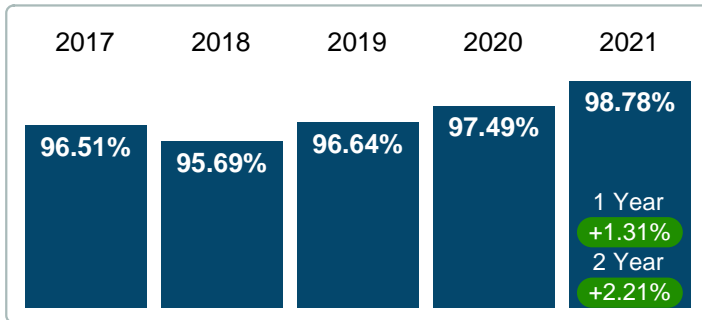
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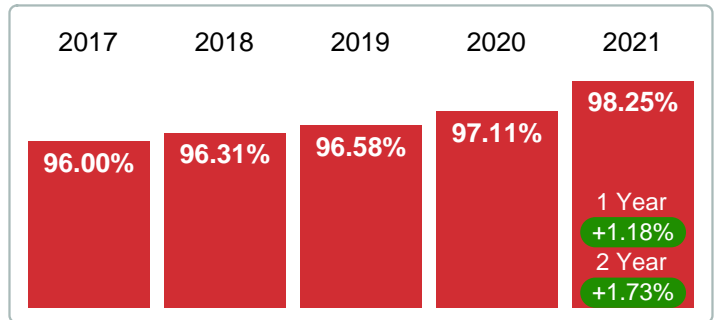
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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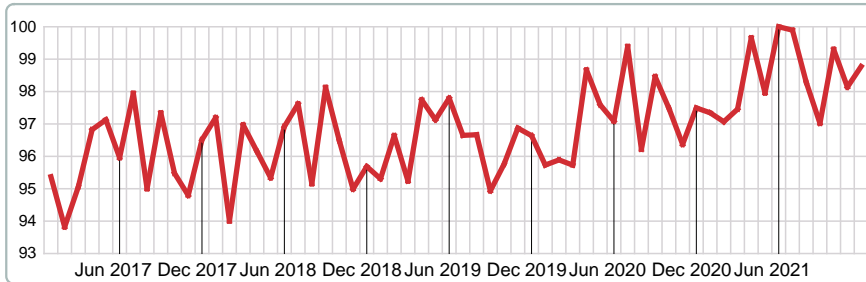
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

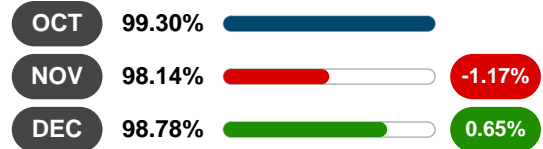


3 MONTHS

5 year DEC AVG = 97.02%

High Jun 2021 100.00% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **98.78%**
above the 5 yr DEC average of **97.02%**



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
\$25,000 and less	14	12.73%	97.50%	97.50%	0.00%	0.00%	0.00%
\$25,001 \$50,000	8	7.27%	100.00%	100.00%	87.67%	0.00%	0.00%
\$50,001 \$100,000	16	14.55%	90.37%	92.27%	87.03%	0.00%	0.00%
\$100,001 \$175,000	26	23.64%	95.74%	93.12%	96.57%	95.83%	0.00%
\$175,001 \$225,000	16	14.55%	100.00%	100.00%	100.00%	89.00%	0.00%
\$225,001 \$325,000	18	16.36%	99.91%	100.83%	99.91%	97.72%	100.00%
\$325,001 and up	12	10.91%	100.00%	100.00%	99.85%	100.00%	0.00%
Median Sold/List Ratio		98.78%		96.08%	99.16%	99.19%	100.00%
Total Closed Units		110	100%	44	53	12	1
Total Closed Volume		19,465,982		3.61M	12.22M	3.36M	269.41K

December 2021



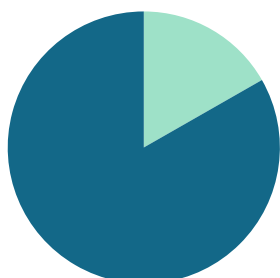
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY

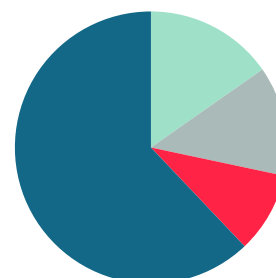


Inventory
 New Listings
116 = 16.74%
 Start Inventory
577
 Total Inventory Units
693
 Volume
\$237,114,852

Market Activity

Closed Sales
110 = 15.28%
 Pending Sales
94 = 13.06%
 Other Off Market
69 = 9.58%
 Active Inventory
447 = 62.08%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	104	110	5.77%	1,092	1,296	18.68%
Pending Sales	90	94	4.44%	1,205	1,364	13.20%
New Listings	89	116	30.34%	1,856	1,931	4.04%
Median List Price	169,450	165,000	-2.63%	148,000	171,450	15.84%
Median Sale Price	162,500	157,000	-3.38%	140,000	165,000	17.86%
Median Percent of Selling Price to List Price	97.49%	98.78%	1.31%	97.11%	98.25%	1.18%
Median Days on Market to Sale	21.50	7.00	-67.44%	25.50	12.00	-52.94%
Monthly Inventory	544	447	-17.83%	544	447	-17.83%
Months Supply of Inventory	5.98	4.14	-30.76%	5.98	4.14	-30.76%

Absorption: Last 12 months, an Average of **108** Sales/Month

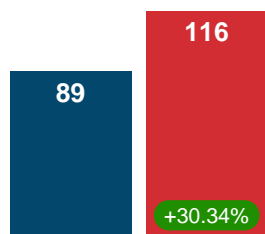
Inventory on December 31, 2021 = **447**

2020 **2021**

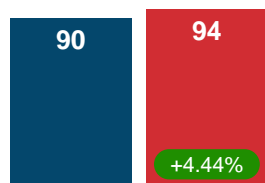
DECEMBER MARKET

MEDIAN PRICES

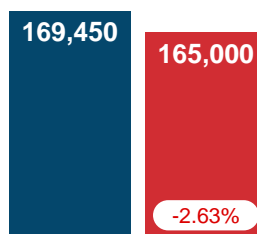
New Listings



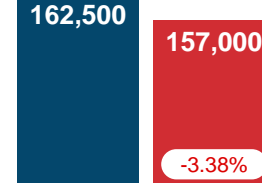
Pending Listings



List Price



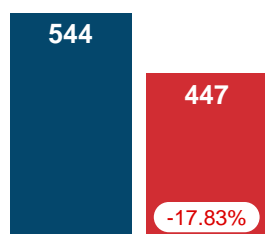
Sale Price



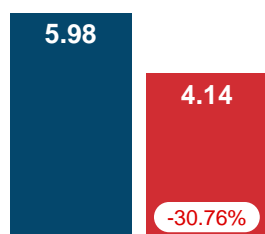
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

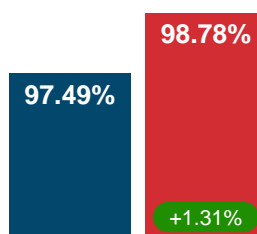
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

