

January 2022



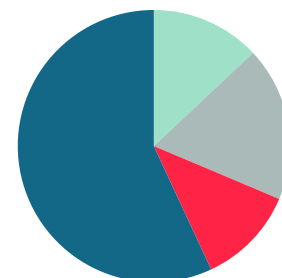
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	93	92	-1.08%
Pending Listings	97	130	34.02%
New Listings	125	147	17.60%
Median List Price	144,000	193,500	34.38%
Median Sale Price	138,000	190,000	37.68%
Median Percent of Selling Price to List Price	97.35%	97.08%	-0.28%
Median Days on Market to Sale	34.00	21.00	-38.24%
End of Month Inventory	531	403	-24.11%
Months Supply of Inventory	5.60	3.73	-33.37%



Absorption: Last 12 months, an Average of **108** Sales/Month
Active Inventory as of January 31, 2022 = **403**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **24.11%** to 403 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 **3.73** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **37.68%** in January 2022 to \$190,000 versus the previous year at \$138,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 13.00 days or **38.24%** in January 2022 compared to last year's same month at **34.00** DOM.

Sales Success for January 2022 is Positive

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

There were 147 New Listings in January 2022, up **17.60%** from last year at 125. Furthermore, there were 92 Closed Listings this month versus last year at 93, a **-1.08%** decrease.

Closed versus Listed trends yielded a **62.6%** ratio, down from previous year's, January 2021, at **74.4%**, a **15.88%** 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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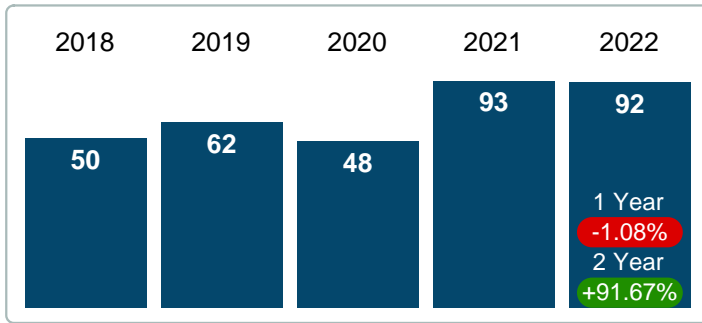
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



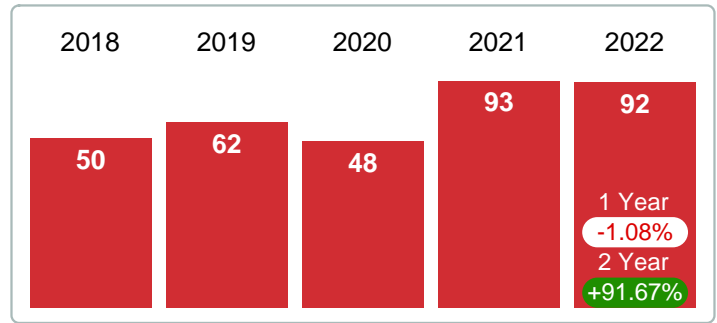
CLOSED LISTINGS

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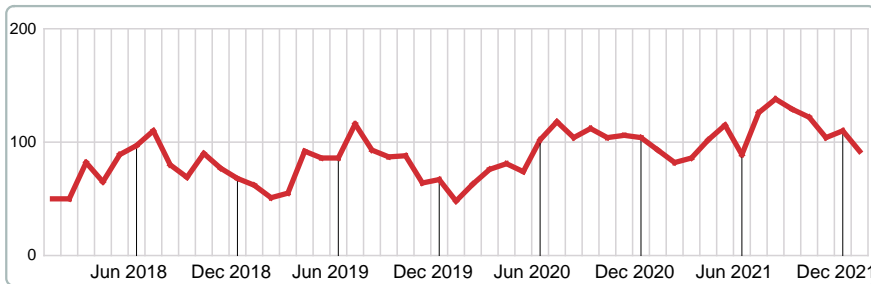
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

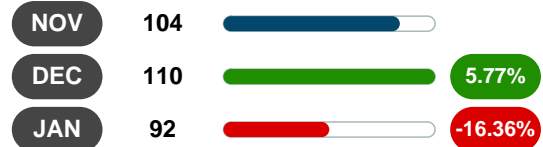


3 MONTHS

5 year JAN AVG = 69

High Aug 2021 138 Low Jan 2020 48

Closed Listings this month at **92**
above the 5 yr JAN average of **69**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.78%	5.0	9	0	0	0
\$50,001 - \$100,000	13	14.13%	29.0	8	5	0	0
\$100,001 - \$150,000	11	11.96%	16.0	4	7	0	0
\$150,001 - \$225,000	24	26.09%	24.5	3	19	1	1
\$225,001 - \$300,000	13	14.13%	10.0	1	6	5	1
\$300,001 - \$375,000	10	10.87%	55.5	1	6	1	2
\$375,001 and up	12	13.04%	45.0	5	6	1	0
Total Closed Units	92			31	49	8	4
Total Closed Volume	20,309,991	100%	21.0	5.23M	11.40M	2.55M	1.13M
Median Closed Price	\$190,000			\$100,000	\$205,000	\$299,500	\$272,000

January 2022



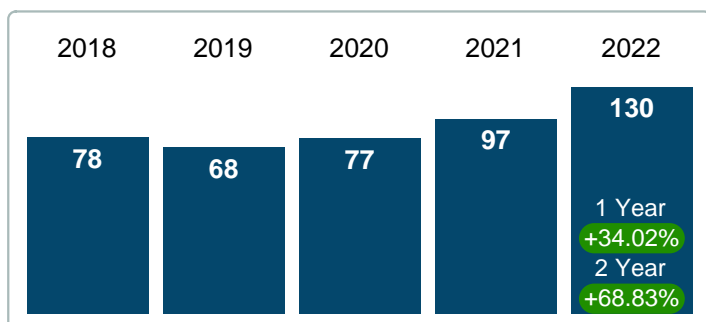
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



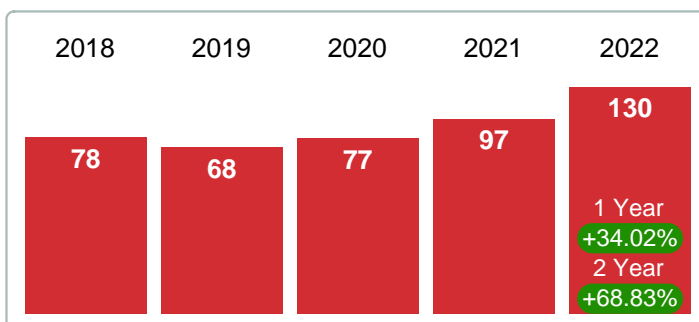
PENDING LISTINGS

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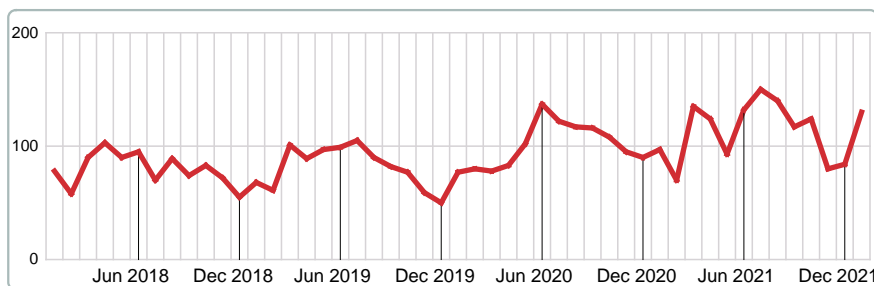
JANUARY



YEAR TO DATE (YTD)

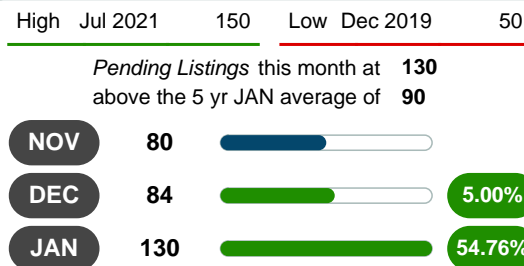


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 90



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	14	10.77%	13.0	13	1	0	0
\$50,001 - \$75,000	9	6.92%	27.0	7	2	0	0
\$75,001 - \$150,000	25	19.23%	29.0	10	10	4	1
\$150,001 - \$250,000	36	27.69%	13.0	9	20	6	1
\$250,001 - \$300,000	11	8.46%	21.0	2	5	3	1
\$300,001 - \$525,000	22	16.92%	40.5	6	9	7	0
\$525,001 and up	13	10.00%	94.0	4	4	3	2
Total Pending Units	130			51	51	23	5
Total Pending Volume	34,235,228	100%	26.0	9.50M	13.18M	9.65M	1.90M
Median Listing Price	\$206,000			\$125,000	\$220,000	\$275,000	\$275,000

January 2022



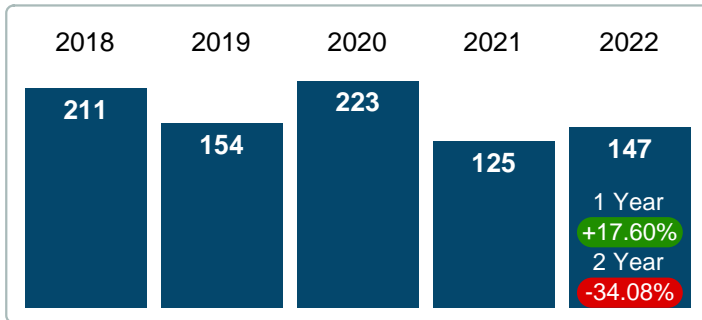
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



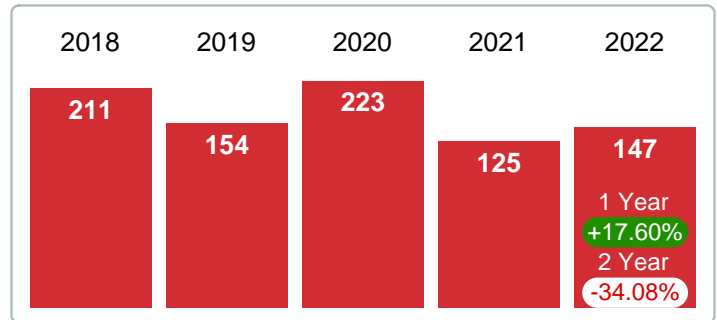
NEW LISTINGS

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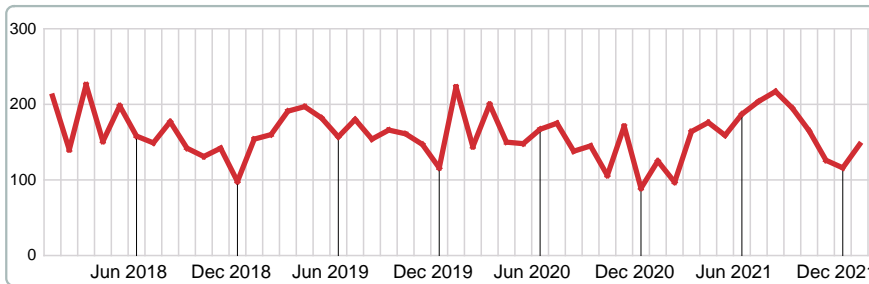
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 172

High Mar 2018 226 Low Dec 2020 89

New Listings this month at 147
below the 5 yr JAN average of 172



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	15	10.20%	15	0	0	0
\$25,001 - \$50,000	12	8.16%	11	1	0	0
\$50,001 - \$150,000	36	24.49%	21	12	3	0
\$150,001 - \$200,000	23	15.65%	11	10	2	0
\$200,001 - \$275,000	27	18.37%	2	17	6	2
\$275,001 - \$525,000	20	13.61%	7	7	6	0
\$525,001 and up	14	9.52%	5	5	3	1
Total New Listed Units	147		72	52	20	3
Total New Listed Volume	39,190,334	100%	12.25M	15.18M	7.76M	4.00M
Median New Listed Listing Price	\$174,000		\$117,450	\$217,500	\$240,950	\$275,000

January 2022



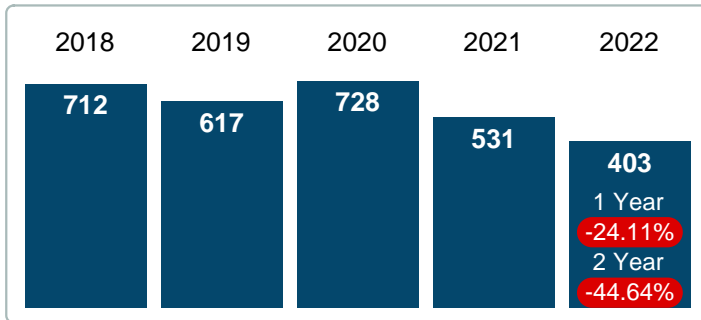
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



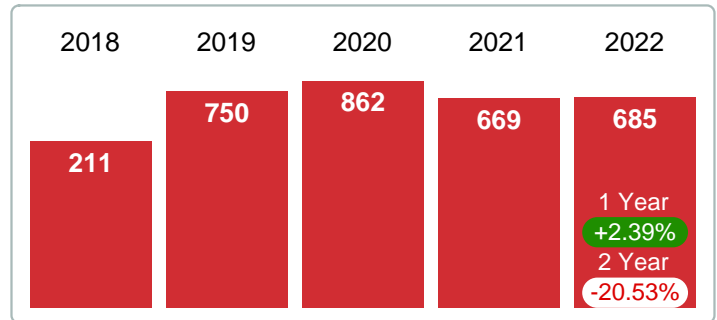
ACTIVE INVENTORY

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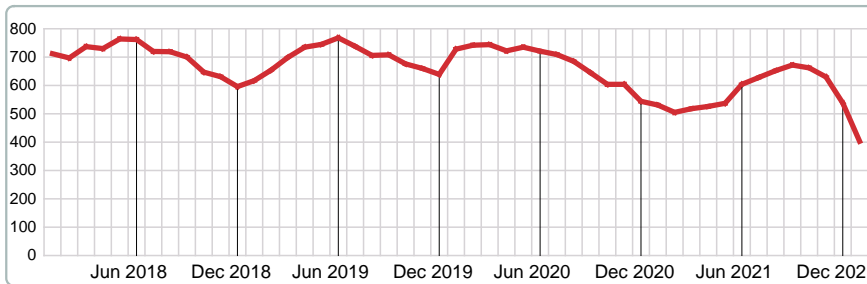
END OF JANUARY



ACTIVE DURING JANUARY

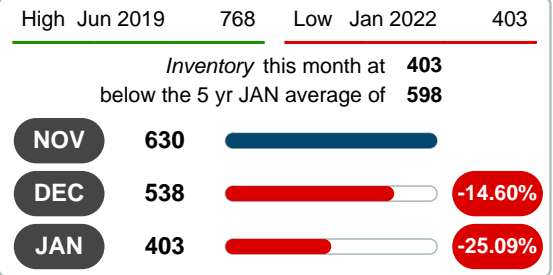


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 598



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	23	5.71%	41.0	23	0	0	0
\$25,001 - \$50,000	57	14.14%	106.0	55	2	0	0
\$50,001 - \$125,000	71	17.62%	108.0	64	6	1	0
\$125,001 - \$250,000	99	24.57%	73.0	44	40	14	1
\$250,001 - \$425,000	61	15.14%	84.0	31	19	11	0
\$425,001 - \$825,000	51	12.66%	102.0	32	13	4	2
\$825,001 and up	41	10.17%	129.0	23	6	8	4
Total Active Inventory by Units	403			272	86	38	7
Total Active Inventory by Volume	153,168,645	100%	91.0	84.81M	33.95M	20.57M	13.85M
Median Active Inventory Listing Price	\$189,000			\$125,000	\$243,500	\$310,205	\$1,200,000

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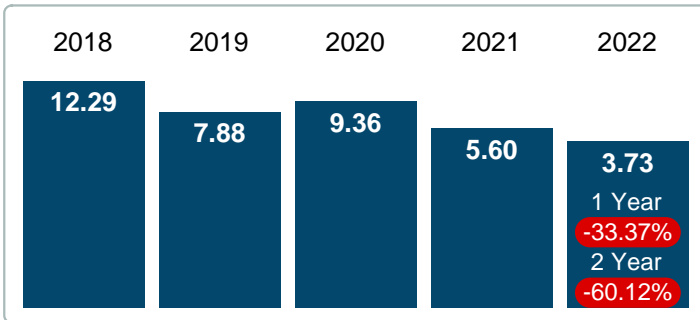
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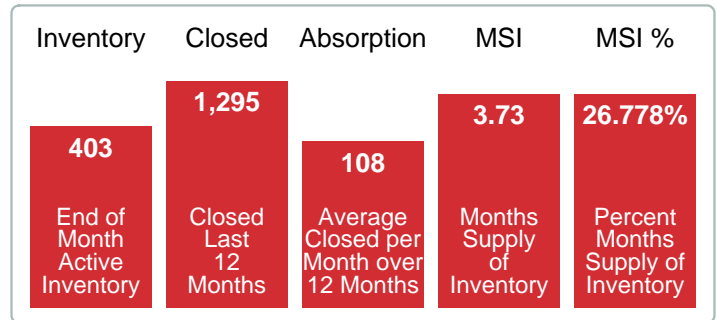
MONTHS SUPPLY of INVENTORY (MSI)

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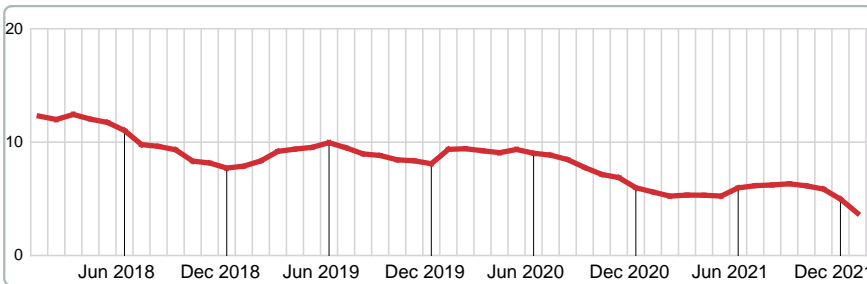
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

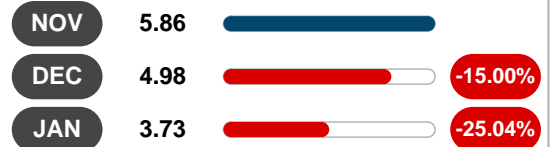


3 MONTHS

5 year JAN AVG = 7.78

High Mar 2018 12.44 Low Jan 2022 3.73

Months Supply this month at 3.73 below the 5 yr JAN average of 7.78



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	23	5.71%	2.94	3.10	0.00	0.00	0.00
\$25,001 - \$50,000	57	14.14%	5.95	6.47	2.18	0.00	0.00
\$50,001 - \$125,000	71	17.62%	3.19	4.83	0.75	1.00	0.00
\$125,001 - \$250,000	99	24.57%	2.43	5.93	1.49	2.43	1.50
\$250,001 - \$425,000	61	15.14%	3.21	9.30	2.13	2.03	0.00
\$425,001 - \$825,000	51	12.66%	6.95	10.97	6.00	3.69	1.71
\$825,001 and up	41	10.17%	32.80	55.20	12.00	96.00	16.00
Market Supply of Inventory (MSI)			3.73	6.29	1.80	2.81	2.00
Total Active Inventory by Units		100%	3.73	272	86	38	7

January 2022



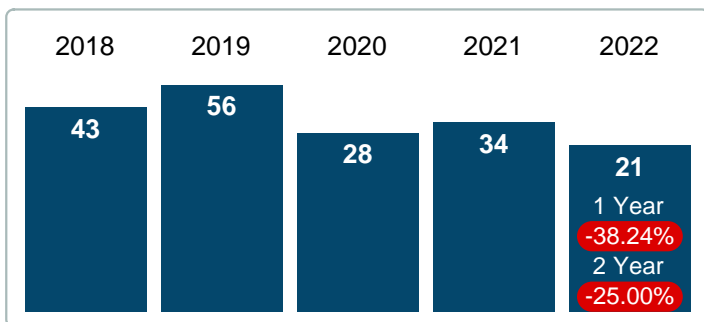
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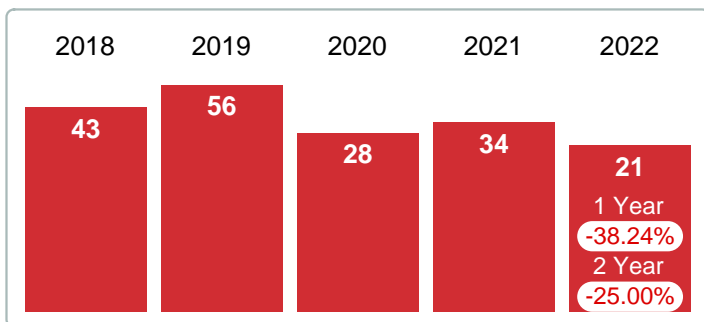
MEDIAN DAYS ON MARKET TO SALE

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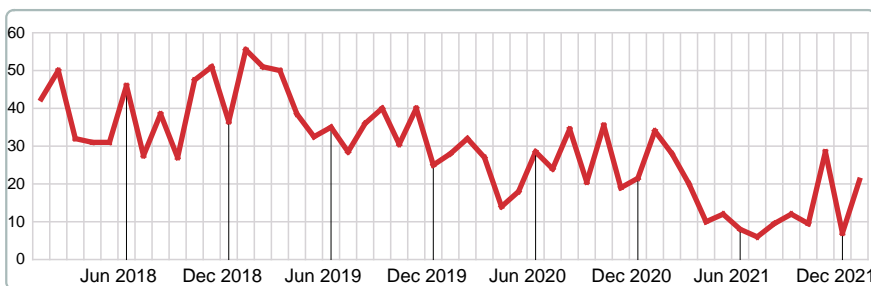
JANUARY



YEAR TO DATE (YTD)

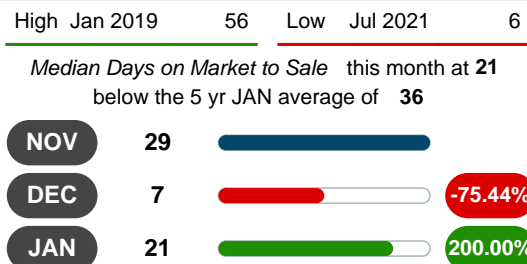


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 36



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
\$50,000 and less	9.78%	5	5	0	0	0
\$50,001 - \$100,000	14.13%	29	34	18	0	0
\$100,001 - \$150,000	11.96%	16	27	16	0	0
\$150,001 - \$225,000	26.09%	25	13	22	42	126
\$225,001 - \$300,000	14.13%	10	47	2	10	70
\$300,001 - \$375,000	10.87%	56	145	63	2	51
\$375,001 and up	13.04%	45	84	33	39	0
Median Closed DOM		21	34	16	25	84
Total Closed Units	100%	92	31	49	8	4
Total Closed Volume		20,309,991	5.23M	11.40M	2.55M	1.13M

January 2022



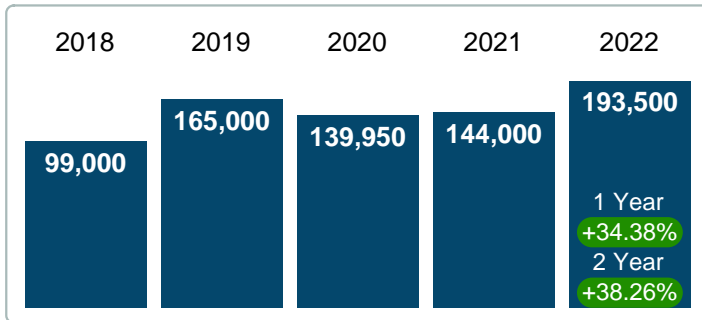
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



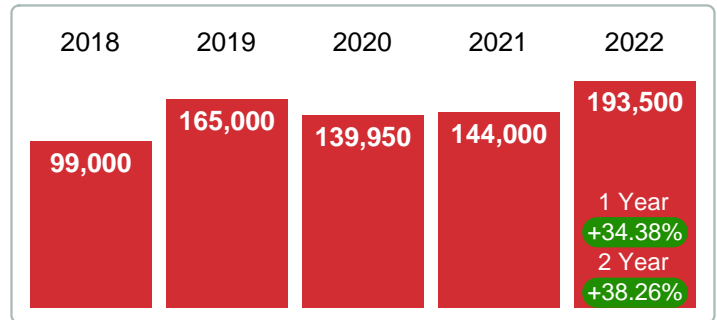
MEDIAN LIST PRICE AT CLOSING

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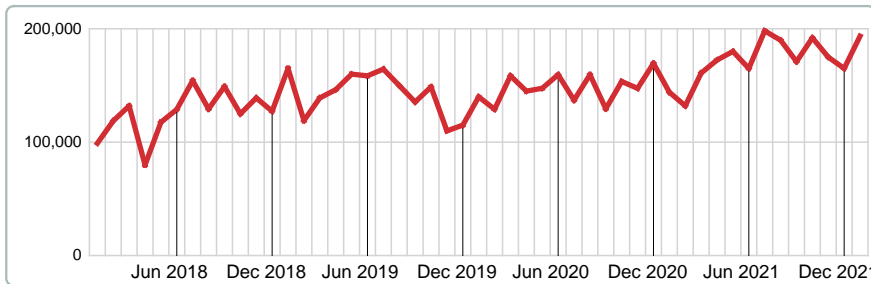
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

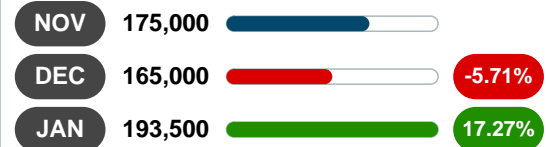


3 MONTHS

5 year JAN AVG = 148,290

High Jul 2021 198,148 Low Apr 2018 79,900

Median List Price at Closing this month at **193,500**
above the 5 yr JAN average of **148,290**



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
\$50,000 and less	8.70%	24,750	24,750	0	0	0
\$50,001 - \$100,000	11.96%	85,000	74,950	89,000	0	0
\$100,001 - \$150,000	10.87%	125,000	119,000	135,000	0	0
\$150,001 - \$225,000	27.17%	179,900	164,500	181,250	169,900	0
\$225,001 - \$300,000	15.22%	257,950	273,360	240,000	299,498	244,450
\$300,001 - \$375,000	11.96%	345,500	335,000	362,400	330,200	325,000
\$375,001 and up	14.13%	450,000	499,000	395,000	614,900	450,000
Median List Price		193,500	115,000	213,000	299,998	292,450
Total Closed Units	100%	92	31	49	8	4
Total Closed Volume		21,259,103	5.70M	11.72M	2.57M	1.26M

January 2022



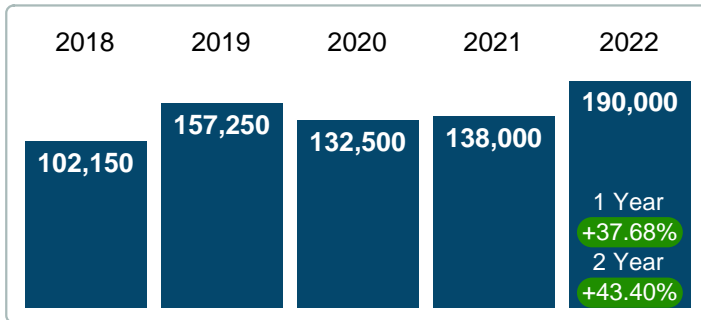
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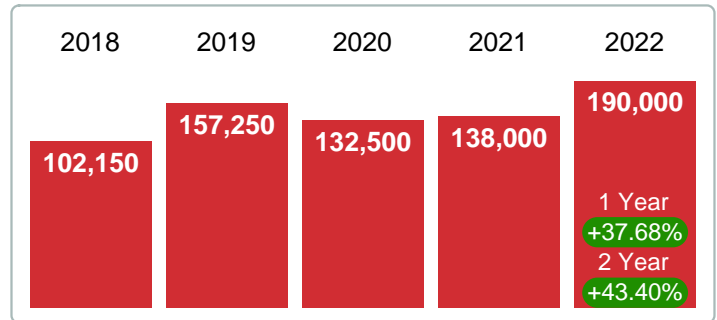
MEDIAN SOLD PRICE AT CLOSING

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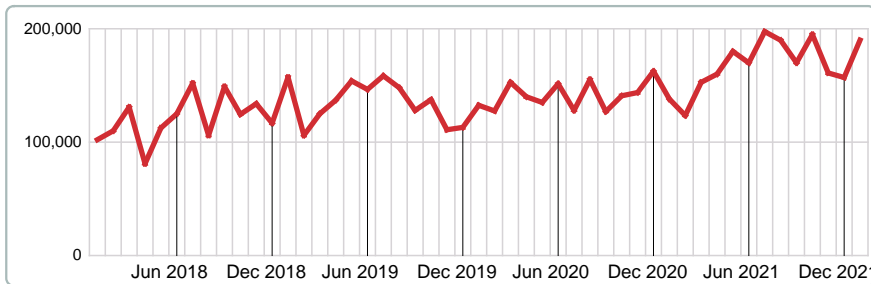
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

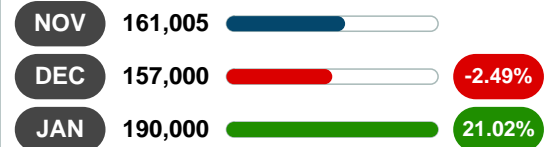


3 MONTHS

5 year JAN AVG = 143,980

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

Median Sold Price at Closing this month at **190,000**
above the 5 yr JAN average of **143,980**



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
\$50,000 and less	9	9.78%	22,500	22,500	0	0	0
\$50,001 - \$100,000	13	14.13%	85,000	87,000	75,000	0	0
\$100,001 - \$150,000	11	11.96%	143,500	129,250	145,000	0	0
\$150,001 - \$225,000	24	26.09%	182,450	169,000	185,000	169,000	212,000
\$225,001 - \$300,000	13	14.13%	260,000	280,000	240,240	299,000	229,000
\$300,001 - \$375,000	10	10.87%	347,750	345,000	350,000	345,500	345,000
\$375,001 and up	12	13.04%	437,825	448,000	390,000	615,000	0
Median Sold Price			190,000	100,000	205,000	299,500	272,000
Total Closed Units		100%	92	31	49	8	4
Total Closed Volume			20,309,991	5.23M	11.40M	2.55M	1.13M

January 2022



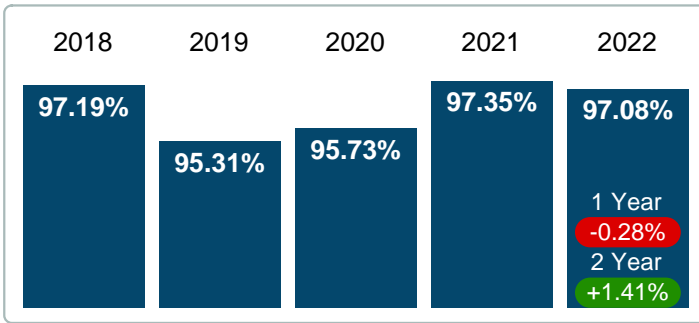
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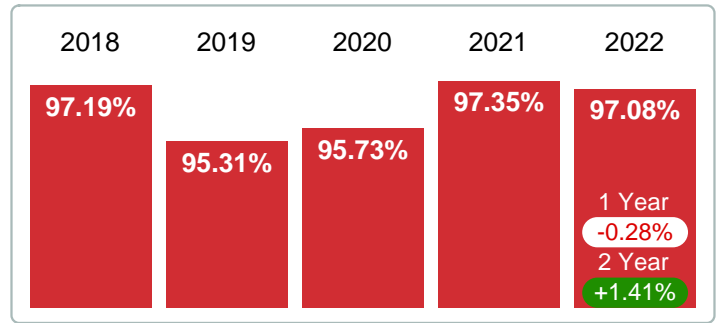
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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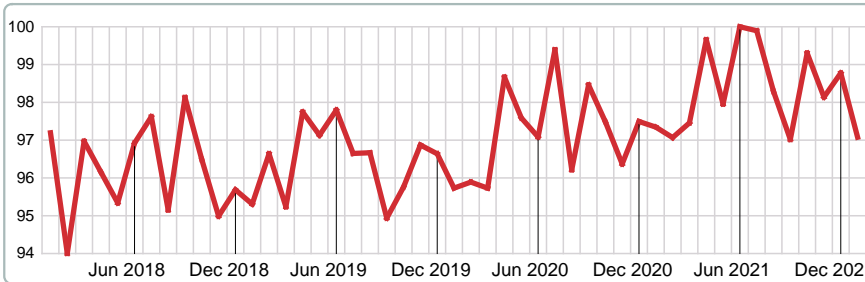
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

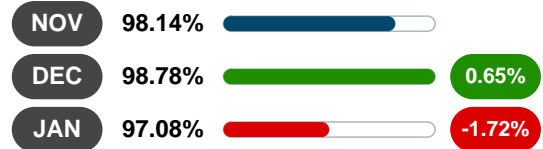


3 MONTHS

5 year JAN AVG = 96.53%

High Jun 2021 100.00% Low Feb 2018 94.00%

Median Sold/List Ratio this month at **97.08%**
equal to 5 yr JAN average of **96.53%**



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
\$50,000 and less	9	9.78%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	13	14.13%	89.47%	93.32%	83.33%	0.00%	0.00%
\$100,001 - \$150,000	11	11.96%	92.59%	90.84%	96.00%	0.00%	0.00%
\$150,001 - \$225,000	24	26.09%	96.64%	96.54%	96.74%	99.47%	81.57%
\$225,001 - \$300,000	13	14.13%	100.00%	87.50%	100.00%	100.00%	100.00%
\$300,001 - \$375,000	10	10.87%	97.75%	98.57%	97.63%	100.00%	90.13%
\$375,001 and up	12	13.04%	100.00%	97.47%	100.00%	100.02%	0.00%
Median Sold/List Ratio		97.08%		94.96%	97.23%	100.00%	90.13%
Total Closed Units		92	100%	31	49	8	4
Total Closed Volume		20,309,991		5.23M	11.40M	2.55M	1.13M

January 2022



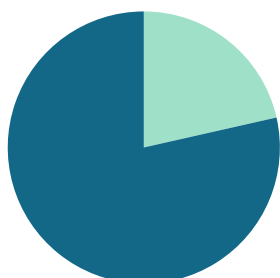
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

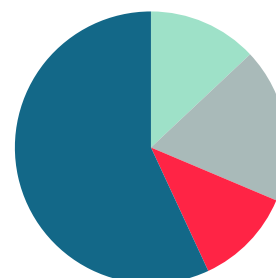


Inventory
 New Listings
147 = 21.46%
 Start Inventory
538
 Total Inventory Units
685
 Volume
\$242,206,788

Market Activity

Closed Sales
92 = 12.99%
 Pending Sales
130 = 18.36%
 Other Off Market
83 = 11.72%
 Active Inventory
403 = 56.92%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	93	92	-1.08%	93	92	-1.08%
Pending Sales	97	130	34.02%	97	130	34.02%
New Listings	125	147	17.60%	125	147	17.60%
Median List Price	144,000	193,500	34.38%	144,000	193,500	34.38%
Median Sale Price	138,000	190,000	37.68%	138,000	190,000	37.68%
Median Percent of Selling Price to List Price	97.35%	97.08%	-0.28%	97.35%	97.08%	-0.28%
Median Days on Market to Sale	34.00	21.00	-38.24%	34.00	21.00	-38.24%
Monthly Inventory	531	403	-24.11%	531	403	-24.11%
Months Supply of Inventory	5.60	3.73	-33.37%	5.60	3.73	-33.37%

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

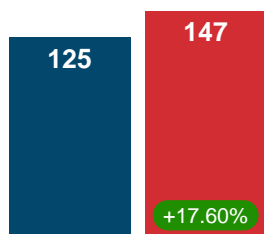
Inventory on January 31, 2022 = **403**

2021 **2022**

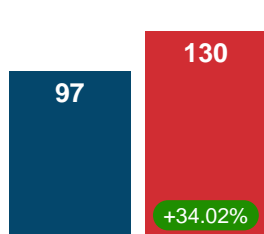
JANUARY MARKET

MEDIAN PRICES

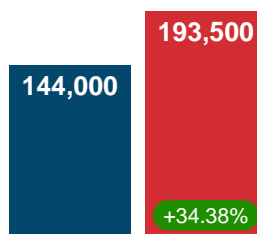
New Listings



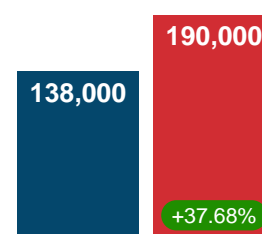
Pending Listings



List Price



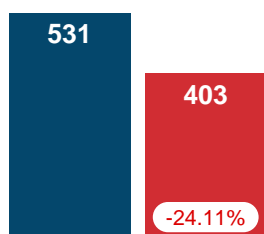
Sale Price



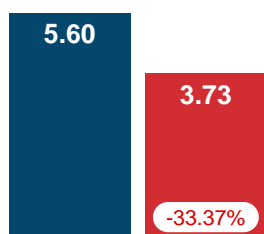
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

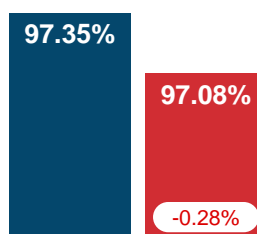
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

