

## March 2022



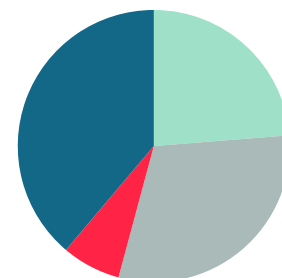
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential  
Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	61	85	39.34%
Pending Listings	89	109	22.47%
New Listings	87	119	36.78%
Average List Price	191,618	328,340	71.35%
Average Sale Price	183,962	309,154	68.05%
Average Percent of Selling Price to List Price	97.42%	97.73%	0.31%
Average Days on Market to Sale	50.26	31.38	-37.57%
End of Month Inventory	226	139	-38.50%
Months Supply of Inventory	3.39	1.81	-46.64%



■ Closed (23.74%)  
■ Pending (30.45%)  
■ Other OffMarket (6.98%)  
■ Active (38.83%)

**Absorption:** Last 12 months, an Average of **77** Sales/Month  
**Active Inventory** as of March 31, 2022 = **139**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2022 decreased **38.50%** to 139 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **1.81** 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 **68.05%** in March 2022 to \$309,154 versus the previous year at \$183,962.

##### Average Days on Market Shortens

The average number of **31.38** days that homes spent on the market before selling decreased by 18.89 days or **37.57%** in March 2022 compared to last year's same month at **50.26** DOM.

##### Sales Success for March 2022 is Positive

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

There were 119 New Listings in March 2022, up **36.78%** from last year at 87. Furthermore, there were 85 Closed Listings this month versus last year at 61, a **39.34%** increase.

Closed versus Listed trends yielded a **71.4%** ratio, up from previous year's, March 2021, at **70.1%**, a **1.87%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

##### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

##### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# March 2022



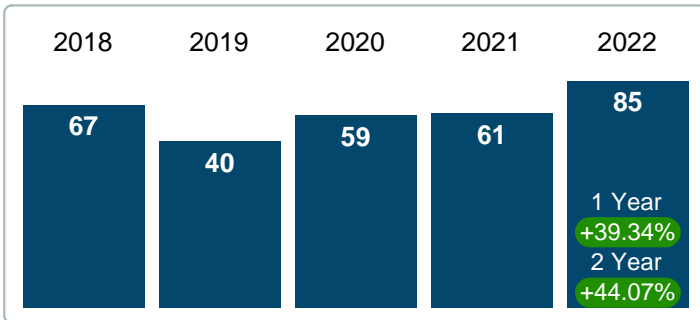
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



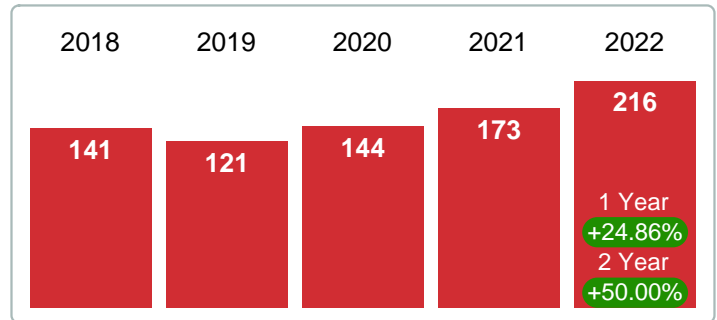
## CLOSED LISTINGS

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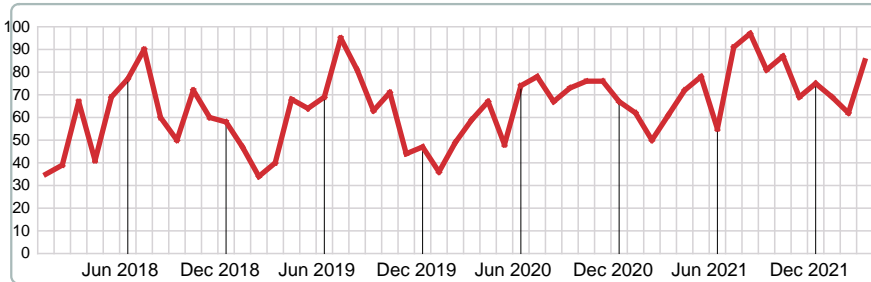
### MARCH



### YEAR TO DATE (YTD)

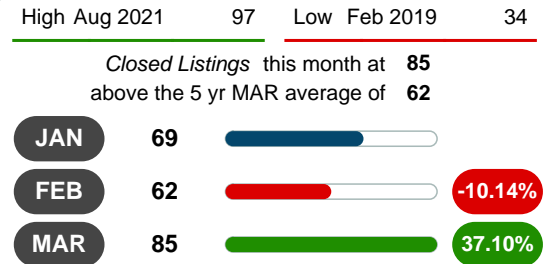


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 62



### 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	9	10.59%	11.8	3	6	0	0
\$125,001 - \$150,000	8	9.41%	32.5	0	3	5	0
\$150,001 - \$200,000	15	17.65%	36.1	4	9	2	0
\$200,001 - \$250,000	23	27.06%	26.8	0	19	3	1
\$250,001 - \$275,000	10	11.76%	16.5	0	7	2	1
\$275,001 - \$425,000	11	12.94%	22.5	1	6	4	0
\$425,001 and up	9	10.59%	81.0	0	3	2	4
<b>Total Closed Units</b>	<b>85</b>			<b>8</b>	<b>53</b>	<b>18</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>26,278,096</b>	<b>100%</b>	<b>31.4</b>	<b>1.35M</b>	<b>12.05M</b>	<b>5.90M</b>	<b>6.98M</b>
<b>Average Closed Price</b>	<b>\$309,154</b>			<b>\$168,688</b>	<b>\$227,349</b>	<b>\$327,894</b>	<b>\$1,162,833</b>

# March 2022



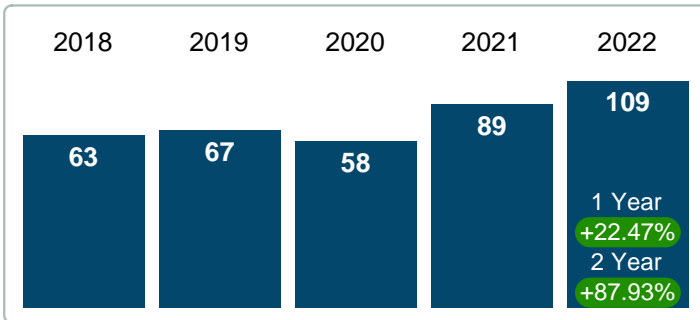
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



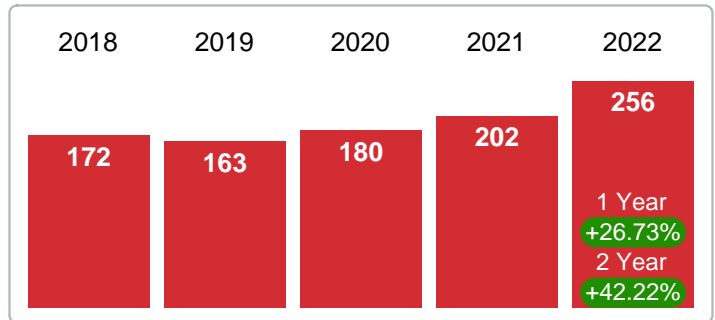
## PENDING LISTINGS

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

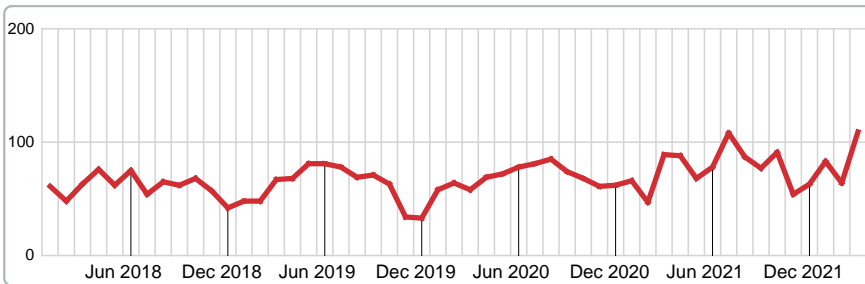
### MARCH



### YEAR TO DATE (YTD)

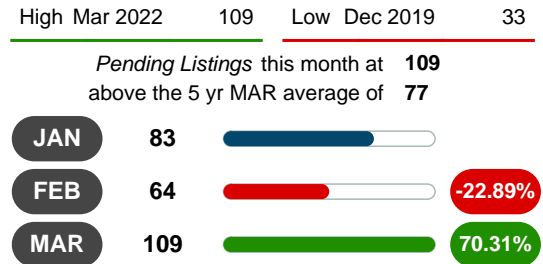


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 77



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	7.34%	4.3	4	4	0	0
\$100,001 - \$150,000	16	14.68%	37.8	8	8	0	0
\$150,001 - \$200,000	17	15.60%	27.0	0	13	4	0
\$200,001 - \$225,000	12	11.01%	13.9	0	9	2	1
\$225,001 - \$275,000	28	25.69%	38.5	0	24	4	0
\$275,001 - \$500,000	17	15.60%	47.6	1	12	3	1
\$500,001 and up	11	10.09%	66.7	1	4	4	2
<b>Total Pending Units</b>	<b>109</b>			<b>14</b>	<b>74</b>	<b>17</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>29,179,405</b>	<b>100%</b>	<b>13.2</b>	<b>2.27M</b>	<b>18.84M</b>	<b>6.26M</b>	<b>1.81M</b>
<b>Average Listing Price</b>	<b>\$224,718</b>			<b>\$162,064</b>	<b>\$254,606</b>	<b>\$368,511</b>	<b>\$451,250</b>

# March 2022



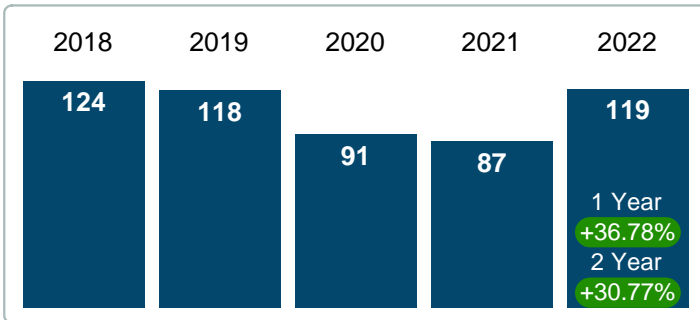
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



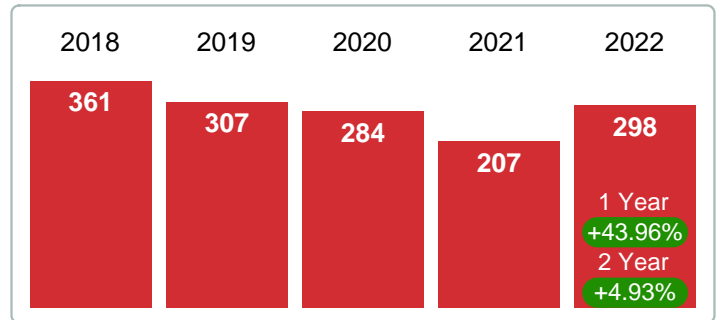
## NEW LISTINGS

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

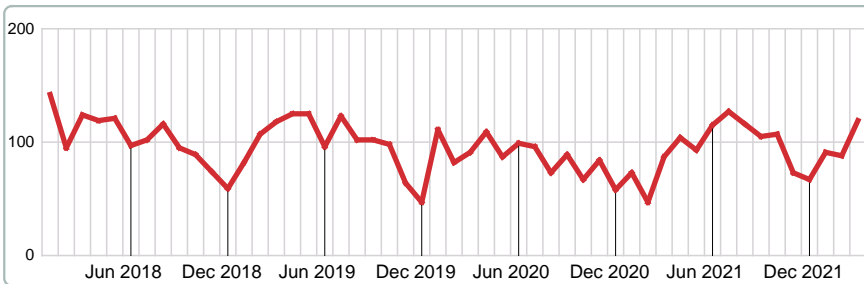
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 108

High Jan 2018 142 Low Feb 2021 47

New Listings this month at 119  
above the 5 yr MAR average of 108



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	9.24%	4	7	0	0
\$100,001 - \$150,000	15	12.61%	6	8	1	0
\$150,001 - \$175,000	6	5.04%	2	4	0	0
\$175,001 - \$250,000	43	36.13%	1	41	1	0
\$250,001 - \$300,000	14	11.76%	0	9	5	0
\$300,001 - \$475,000	16	13.45%	0	14	1	1
\$475,001 and up	14	11.76%	1	6	3	4
<b>Total New Listed Units</b>	<b>119</b>		<b>14</b>	<b>89</b>	<b>11</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>31,247,539</b>	<b>100%</b>	<b>2.24M</b>	<b>21.39M</b>	<b>4.21M</b>	<b>3.40M</b>
<b>Average New Listed Listing Price</b>	<b>\$236,494</b>		<b>\$160,241</b>	<b>\$240,385</b>	<b>\$382,625</b>	<b>\$680,200</b>

# March 2022



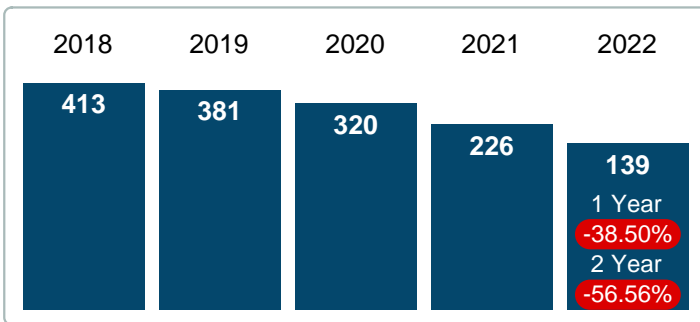
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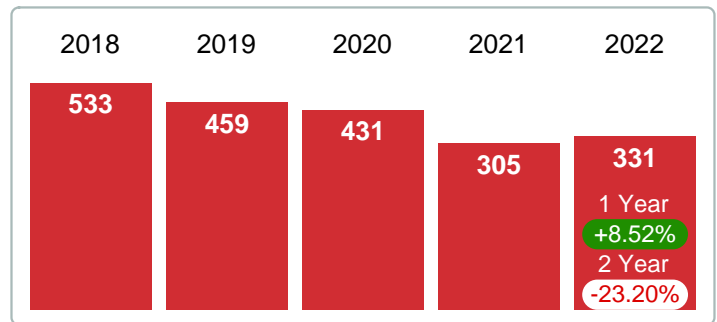
## ACTIVE INVENTORY

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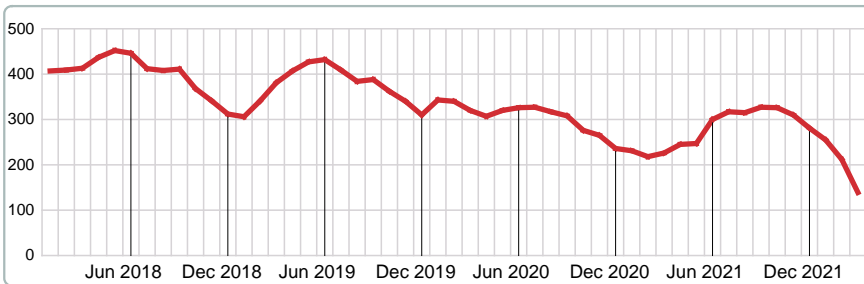
### END OF MARCH



### ACTIVE DURING MARCH

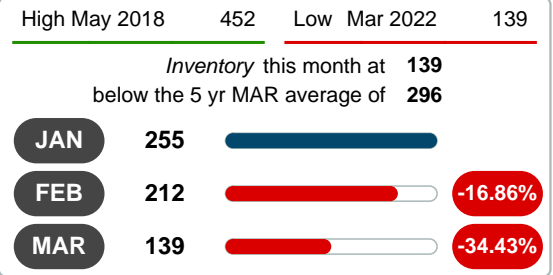


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 296



### 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	14	10.07%	249.4	5	8	1	0
\$125,001 - \$175,000	18	12.95%	182.4	7	10	1	0
\$175,001 - \$200,000	11	7.91%	50.4	0	11	0	0
\$200,001 - \$325,000	43	30.94%	69.3	3	25	13	2
\$325,001 - \$475,000	18	12.95%	67.8	4	9	5	0
\$475,001 - \$950,000	21	15.11%	47.4	1	10	5	5
\$950,001 and up	14	10.07%	114.7	1	2	7	4
Total Active Inventory by Units			139	21	75	32	11
Total Active Inventory by Volume			70,677,474	5.56M	27.81M	23.21M	14.09M
Average Active Inventory Listing Price			\$508,471	\$264,966	\$370,857	\$725,184	\$1,281,182

# March 2022



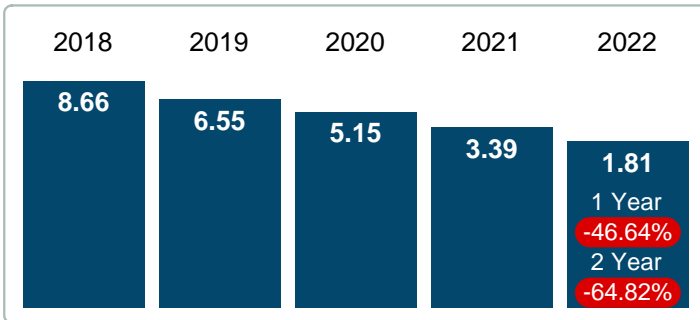
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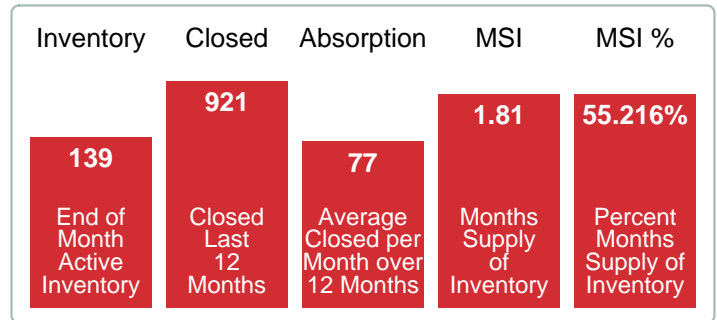
## MONTHS SUPPLY of INVENTORY (MSI)

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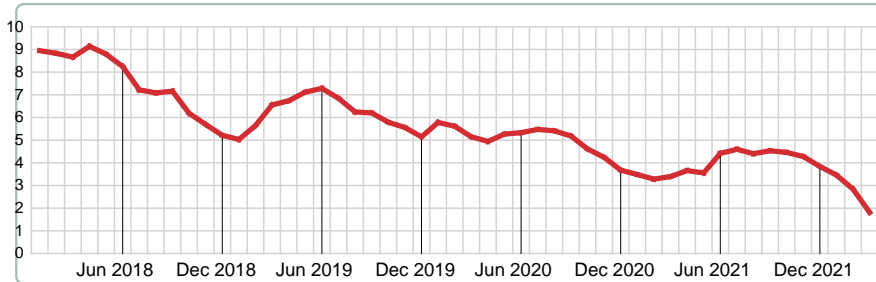
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022



### 5 YEAR MARKET ACTIVITY TRENDS

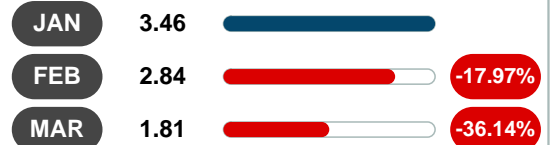


### 3 MONTHS

5 year MAR AVG = 5.11

High Apr 2018 9.14 Low Mar 2022 1.81

Months Supply this month at 1.81 below the 5 yr MAR average of 5.11



### 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	10.07%	0.99	1.00	1.00	1.09	0.00
\$125,001 - \$175,000	12.95%	1.29	2.71	1.15	0.43	0.00
\$175,001 - \$200,000	7.91%	1.36	0.00	1.69	0.00	0.00
\$200,001 - \$325,000	30.94%	1.57	3.60	1.32	2.00	1.85
\$325,001 - \$475,000	12.95%	2.30	5.33	2.40	1.94	0.00
\$475,001 - \$950,000	15.11%	4.58	6.00	4.00	5.45	5.00
\$950,001 and up	10.07%	15.27	0.00	4.80	84.00	9.60
Market Supply of Inventory (MSI)		1.81	2.19	1.54	2.19	2.87
Total Active Inventory by Units		139	21	75	32	11

# March 2022



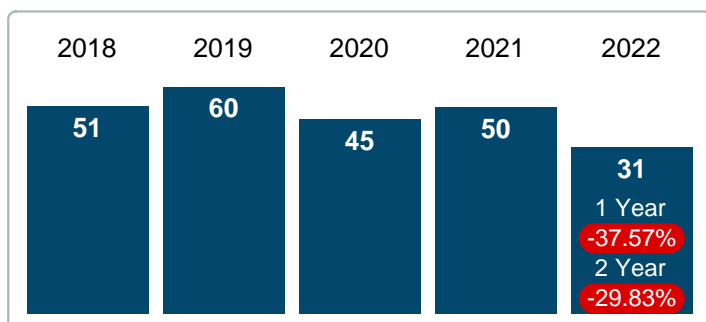
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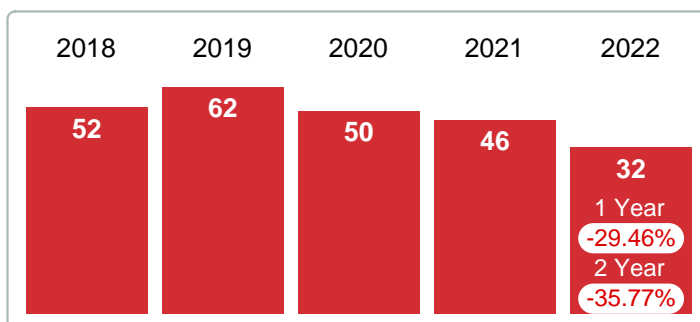
## AVERAGE DAYS ON MARKET TO SALE

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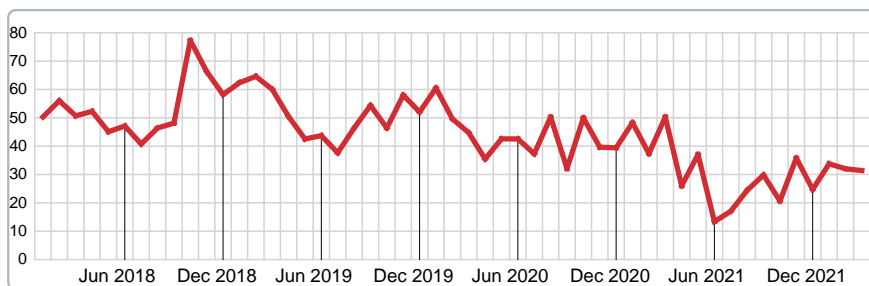
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

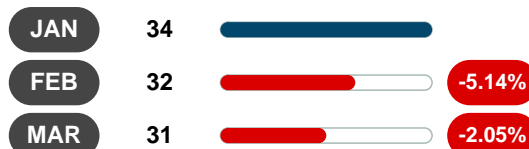


### 3 MONTHS

5 year MAR AVG = 47

High Oct 2018 77 Low Jun 2021 13

Average Days on Market to Sale this month at 31 below the 5 yr MAR average of 47



### 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	10.59%	12	12	12	0	0
\$125,001 - \$150,000	9.41%	33	0	13	44	0
\$150,001 - \$200,000	17.65%	36	21	32	83	0
\$200,001 - \$250,000	27.06%	27	0	22	31	104
\$250,001 - \$275,000	11.76%	17	0	21	6	7
\$275,001 - \$425,000	12.94%	23	11	37	4	0
\$425,001 and up	10.59%	81	0	81	117	64
<b>Average Closed DOM</b>		<b>31</b>	<b>17</b>	<b>27</b>	<b>41</b>	<b>61</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>31</b>	<b>8</b>	<b>53</b>	<b>18</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>26,278,096</b>	<b>1.35M</b>	<b>12.05M</b>	<b>5.90M</b>	<b>6.98M</b>

# March 2022



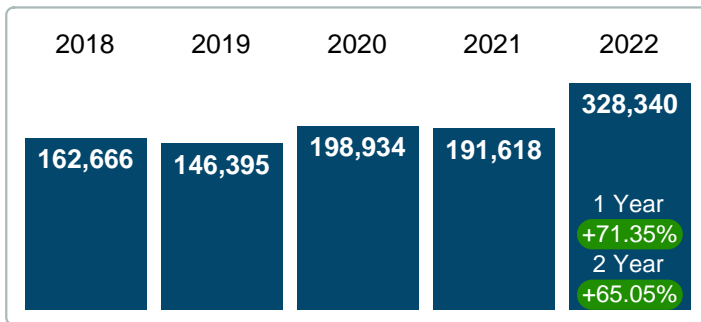
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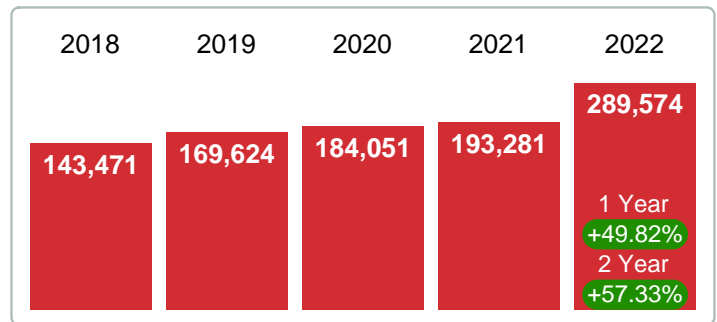
## AVERAGE LIST PRICE AT CLOSING

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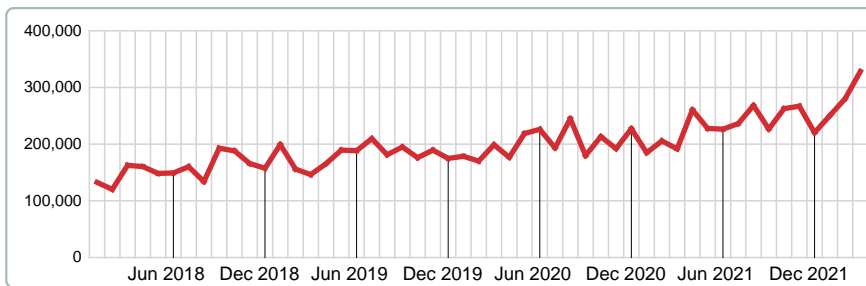
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

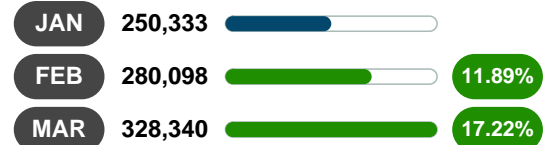


### 3 MONTHS

5 year MAR AVG = 205,591

High Mar 2022 328,340 Low Feb 2018 120,246

Average List Price at Closing this month at **328,340** above the 5 yr MAR average of **205,591**



### 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	10.59%	98,311	96,633	99,150	0	0
\$125,001 - \$150,000	9.41%	145,775	0	142,133	149,360	0
\$150,001 - \$200,000	17.65%	171,820	177,000	171,367	170,000	0
\$200,001 - \$250,000	24.71%	225,414	0	225,384	241,633	250,000
\$250,001 - \$275,000	11.76%	261,400	0	263,500	261,500	275,000
\$275,001 - \$425,000	15.29%	336,923	395,000	343,217	338,424	0
\$425,001 and up	10.59%	1,283,656	0	516,333	1,414,500	1,793,725
<b>Average List Price</b>		<b>328,340</b>	<b>174,113</b>	<b>232,051</b>	<b>362,078</b>	<b>1,283,317</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>328,340</b>	<b>8</b>	<b>53</b>	<b>18</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>27,908,895</b>	<b>1.39M</b>	<b>12.30M</b>	<b>6.52M</b>	<b>7.70M</b>



# March 2022



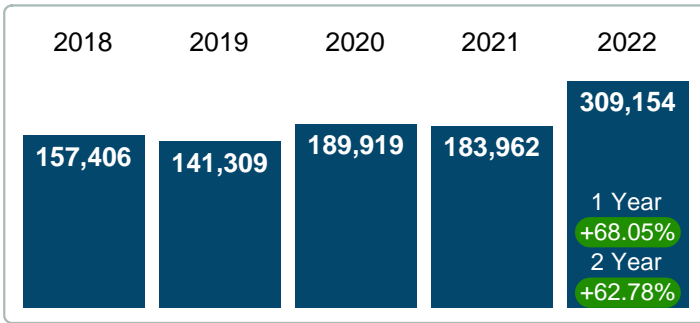
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



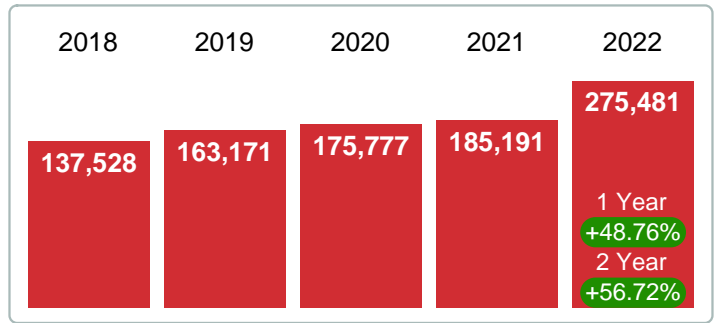
## AVERAGE SOLD PRICE AT CLOSING

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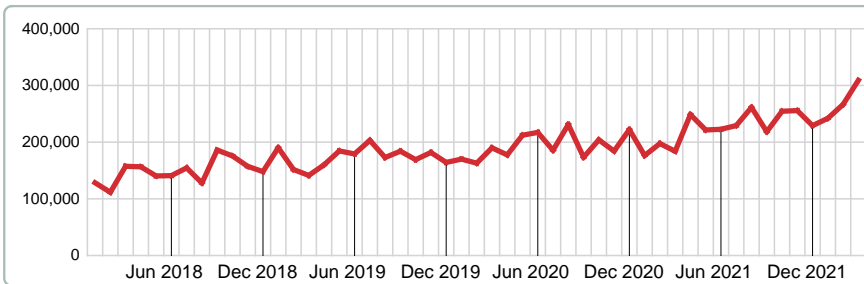
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

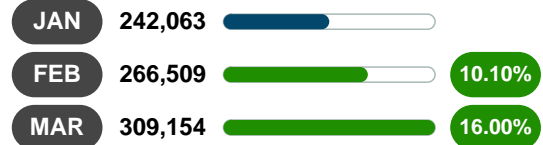


### 3 MONTHS

5 year MAR AVG = 196,350

High Mar 2022 309,154 Low Feb 2018 111,591

Average Sold Price at Closing this month at **309,154** above the 5 yr MAR average of **196,350**



### 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	10.59%	96,544	91,333	99,150	0	0
\$125,001 - \$150,000	9.41%	141,863	0	141,333	142,180	0
\$150,001 - \$200,000	17.65%	170,433	173,125	168,778	172,500	0
\$200,001 - \$250,000	27.06%	225,400	0	223,011	237,333	235,000
\$250,001 - \$275,000	11.76%	260,400	0	257,429	267,500	267,000
\$275,001 - \$425,000	12.94%	329,781	383,000	320,233	330,799	0
\$425,001 and up	10.59%	1,144,667	0	517,001	1,138,000	1,618,750
<b>Average Sold Price</b>		<b>309,154</b>	<b>168,688</b>	<b>227,349</b>	<b>327,894</b>	<b>1,162,833</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>309,154</b>	<b>8</b>	<b>53</b>	<b>18</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>26,278,096</b>	<b>1.35M</b>	<b>12.05M</b>	<b>5.90M</b>	<b>6.98M</b>

# March 2022



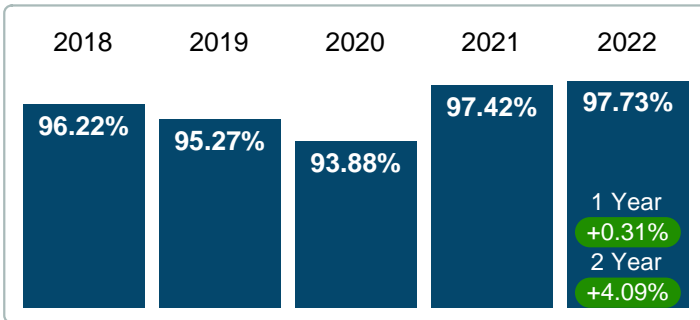
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



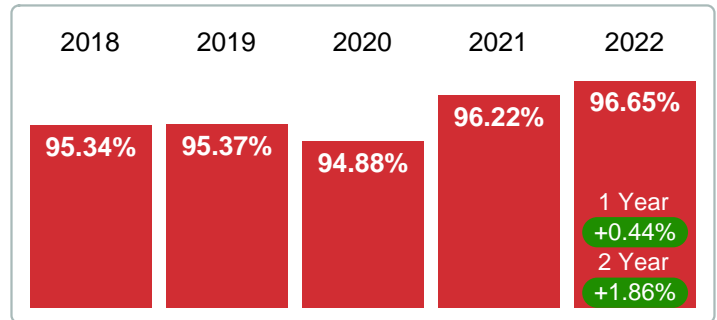
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

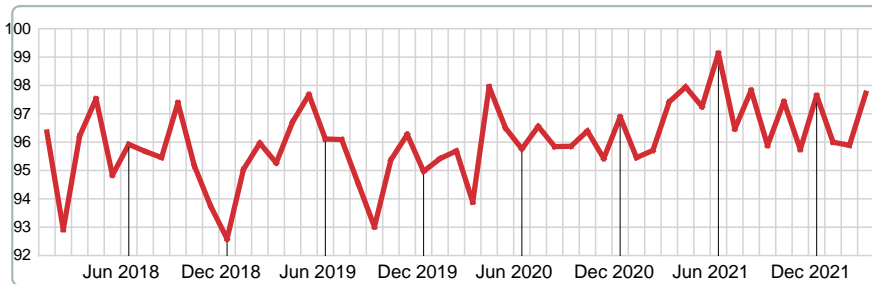
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 96.10%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **97.73%** above the 5 yr MAR average of **96.10%**



### 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	9	10.59%	98.30%	94.91%	100.00%	0.00%	0.00%	
\$125,001 - \$150,000	8	9.41%	96.84%	0.00%	99.52%	95.24%	0.00%	
\$150,001 - \$200,000	15	17.65%	98.95%	98.68%	98.49%	101.56%	0.00%	
\$200,001 - \$250,000	23	27.06%	98.88%	0.00%	99.21%	98.42%	94.00%	
\$250,001 - \$275,000	10	11.76%	98.73%	0.00%	97.90%	102.42%	97.09%	
\$275,001 - \$425,000	11	12.94%	95.57%	96.96%	93.84%	97.82%	0.00%	
\$425,001 and up	9	10.59%	94.47%	0.00%	100.36%	88.19%	93.19%	
Average Sold/List Ratio		97.70%		97.05%	98.48%	97.06%	93.98%	
Total Closed Units		85	100%	97.70%	8	53	18	6
Total Closed Volume		26,278,096			1.35M	12.05M	5.90M	6.98M

# March 2022



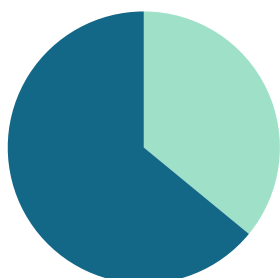
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

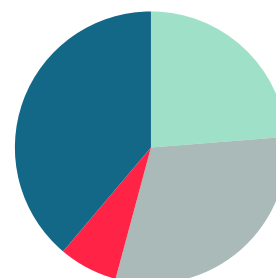


**Inventory**  
 New Listings  
**119 = 35.95%**  
 Start Inventory  
**212**  
 Total Inventory Units  
**331**  
 Volume  
**\$129,590,374**

### Market Activity

Closed Sales  
**85 = 23.74%**  
 Pending Sales  
**109 = 30.45%**  
 Other Off Market  
**25 = 6.98%**  
 Active Inventory  
**139 = 38.83%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	61	85	39.34%	173	216	24.86%
Pending Sales	89	109	22.47%	202	256	26.73%
New Listings	87	119	36.78%	207	298	43.96%
Average List Price	191,618	328,340	71.35%	193,281	289,574	49.82%
Average Sale Price	183,962	309,154	68.05%	185,191	275,481	48.76%
Average Percent of Selling Price to List Price	97.42%	97.73%	0.31%	96.22%	96.65%	0.44%
Average Days on Market to Sale	50.26	31.38	-37.57%	45.83	32.33	-29.46%
Monthly Inventory	226	139	-38.50%	226	139	-38.50%
Months Supply of Inventory	3.39	1.81	-46.64%	3.39	1.81	-46.64%

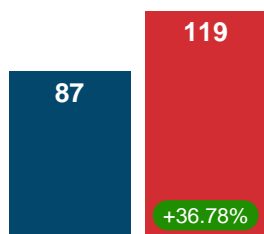
**Absorption:** Last 12 months, an Average of **77** Sales/Month

**Inventory** on March 31, 2022 = **139** 2021 2022

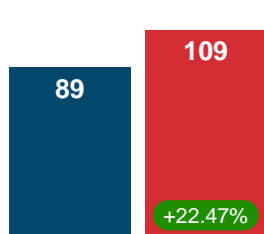
### MARCH MARKET

### AVERAGE PRICES

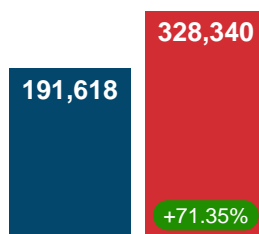
#### New Listings



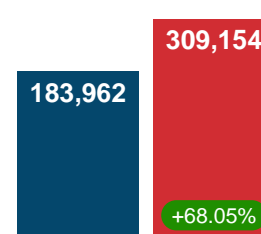
#### Pending Listings



#### List Price



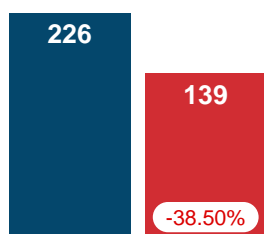
#### Sale Price



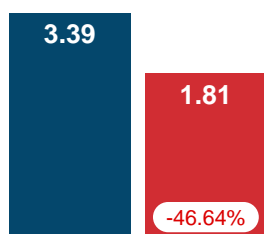
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

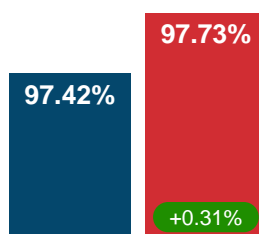
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

