

December 2022



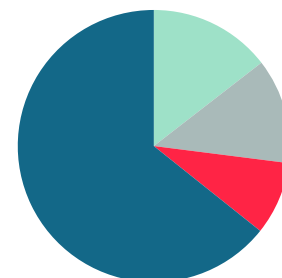
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	75	65	-13.33%
Pending Listings	63	56	-11.11%
New Listings	67	76	13.43%
Median List Price	197,500	210,400	6.53%
Median Sale Price	197,500	192,000	-2.78%
Median Percent of Selling Price to List Price	98.35%	96.80%	-1.58%
Median Days on Market to Sale	7.00	19.00	171.43%
End of Month Inventory	288	288	0.00%
Months Supply of Inventory	3.94	3.79	-3.62%



■ Closed (14.51%)
■ Pending (12.50%)
■ Other OffMarket (8.71%)
■ Active (64.29%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of December 31, 2022 = **288**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2022 decreased **0.00%** to 288 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **3.79** 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 **2.78%** in December 2022 to \$192,000 versus the previous year at \$197,500.

Median Days on Market Lengthens

The median number of **19.00** days that homes spent on the market before selling increased by 12.00 days or **171.43%** in December 2022 compared to last year's same month at **7.00** DOM.

Sales Success for December 2022 is Positive

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

There were 76 New Listings in December 2022, up **13.43%** from last year at 67. Furthermore, there were 65 Closed Listings this month versus last year at 75, a **-13.33%** decrease.

Closed versus Listed trends yielded a **85.5%** ratio, down from previous year's, December 2021, at **111.9%**, a **23.60%** 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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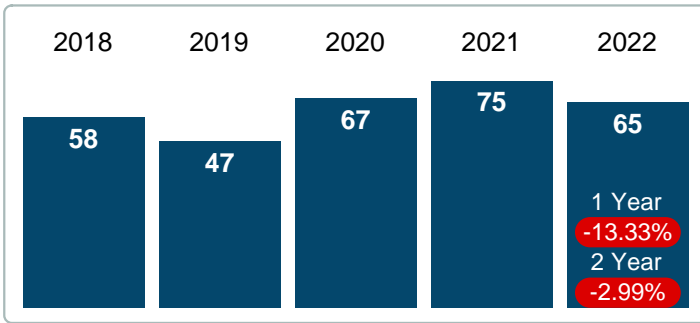
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



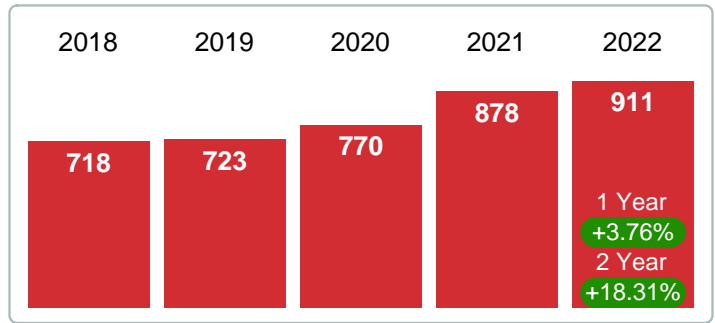
CLOSED LISTINGS

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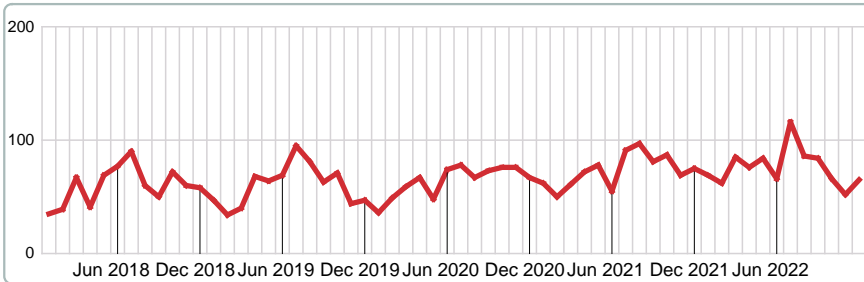
DECEMBER



YEAR TO DATE (YTD)

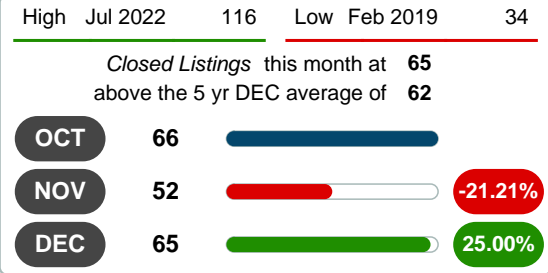


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	3.08%	26.0	1	1	0	0
\$75,001 - \$125,000	10	15.38%	37.0	9	1	0	0
\$125,001 - \$150,000	6	9.23%	22.5	1	3	2	0
\$150,001 - \$200,000	17	26.15%	20.0	2	13	2	0
\$200,001 - \$275,000	15	23.08%	10.0	0	14	1	0
\$275,001 - \$350,000	7	10.77%	24.0	2	4	1	0
\$350,001 and up	8	12.31%	43.5	0	4	4	0
Total Closed Units	65			15	40	10	0
Total Closed Volume	19,748,393	100%	19.0	2.04M	10.25M	7.46M	0.00B
Median Closed Price	\$192,000			\$109,000	\$210,400	\$305,000	\$0

December 2022



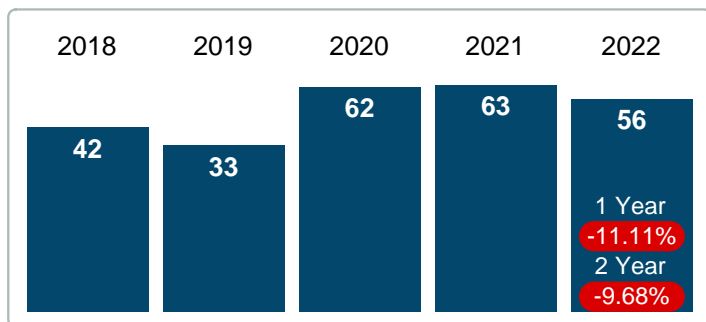
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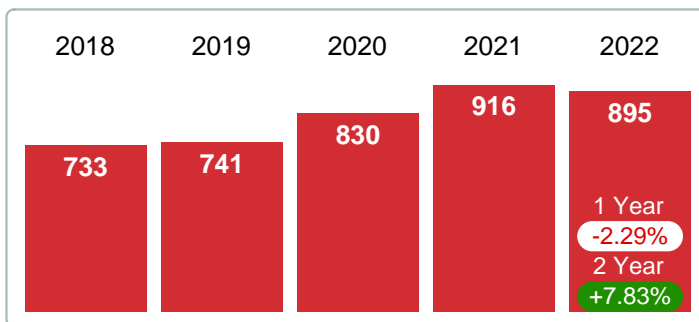
PENDING LISTINGS

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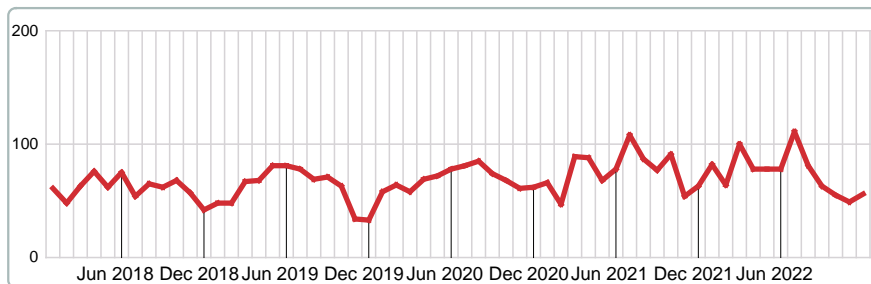
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

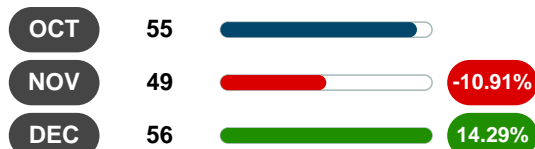


3 MONTHS

5 year DEC AVG = 51

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at 56 above the 5 yr DEC average of 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.71%	9.0	5	1	0	0
\$75,001 - \$100,000	4	7.14%	46.5	1	2	1	0
\$100,001 - \$150,000	7	12.50%	103.0	1	6	0	0
\$150,001 - \$225,000	15	26.79%	22.0	2	12	1	0
\$225,001 - \$300,000	10	17.86%	42.5	0	8	2	0
\$300,001 - \$425,000	9	16.07%	25.0	0	4	4	1
\$425,001 and up	5	8.93%	64.0	0	1	4	0
Total Pending Units	56			9	34	12	1
Total Pending Volume	13,495,022	100%	27.5	858.40K	7.56M	4.69M	389.00K
Median Listing Price	\$210,400			\$62,500	\$201,700	\$372,872	\$389,000

December 2022



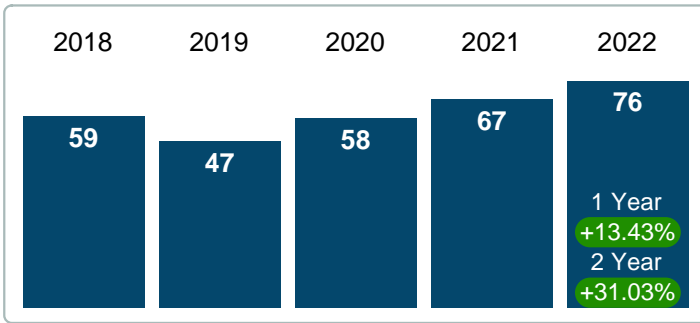
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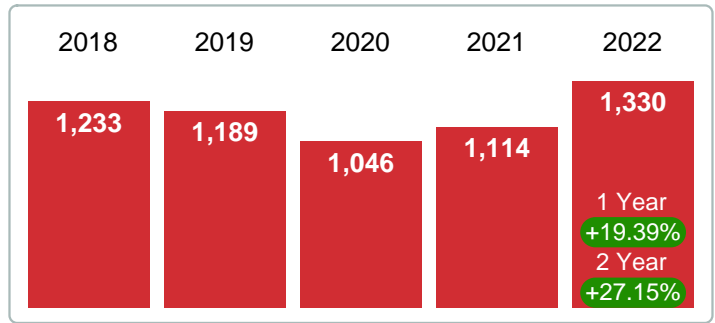
NEW LISTINGS

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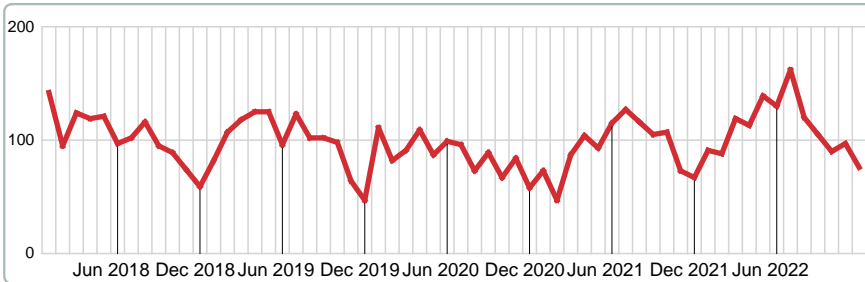
DECEMBER



YEAR TO DATE (YTD)

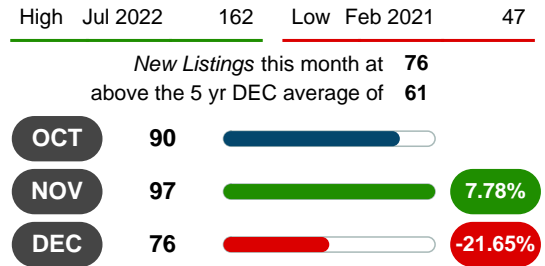


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 61



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
\$75,000 and less	5	6.58%	4	1	0	0
\$75,001 - \$125,000	13	17.11%	6	7	0	0
\$125,001 - \$175,000	10	13.16%	1	6	2	1
\$175,001 - \$225,000	14	18.42%	1	11	2	0
\$225,001 - \$325,000	16	21.05%	0	12	4	0
\$325,001 - \$525,000	10	13.16%	1	3	5	1
\$525,001 and up	8	10.53%	0	2	5	1
Total New Listed Units	76		13	42	18	3
Total New Listed Volume	22,602,272	100%	1.57M	9.86M	8.85M	2.32M
Median New Listed Listing Price	\$218,250		\$90,000	\$218,250	\$365,000	\$389,000

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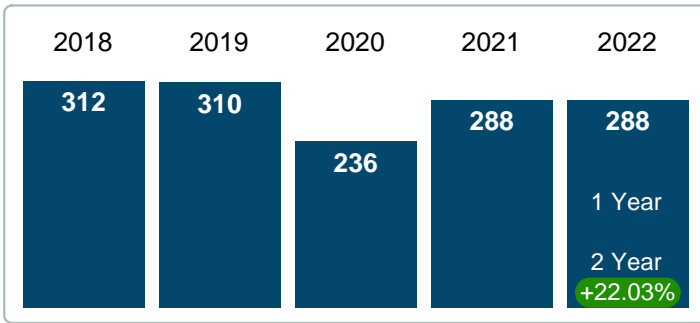
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



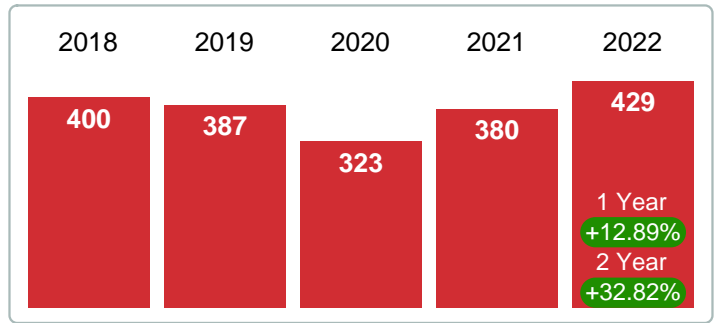
ACTIVE INVENTORY

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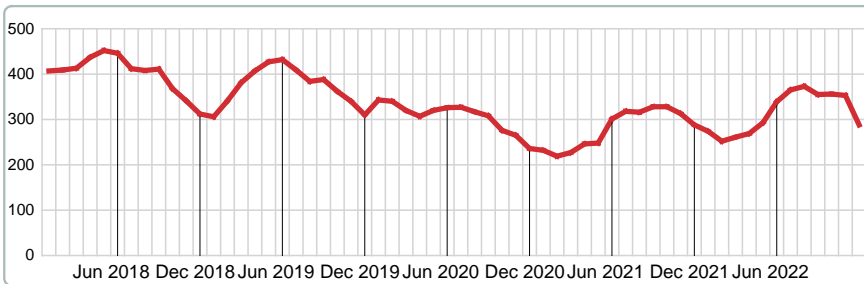
END OF DECEMBER



ACTIVE DURING DECEMBER

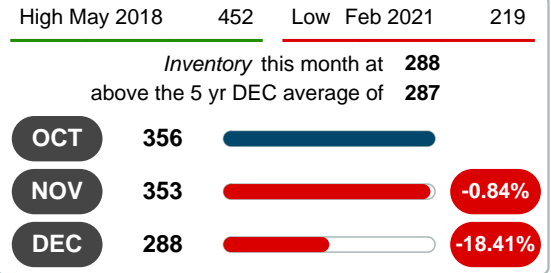


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 287



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	28	9.72%	45.0	16	11	1	0
\$100,001 - \$150,000	30	10.42%	55.5	9	18	2	1
\$150,001 - \$200,000	39	13.54%	87.0	7	25	7	0
\$200,001 - \$275,000	64	22.22%	60.5	4	49	11	0
\$275,001 - \$400,000	60	20.83%	87.5	4	35	20	1
\$400,001 - \$725,000	40	13.89%	110.5	2	18	17	3
\$725,001 and up	27	9.38%	122.0	4	10	9	4
Total Active Inventory by Units	288			46	166	67	9
Total Active Inventory by Volume	112,494,886	100%	79.0	10.97M	55.79M	33.80M	11.94M
Median Active Inventory Listing Price	\$260,000			\$127,000	\$250,000	\$349,900	\$599,000

December 2022



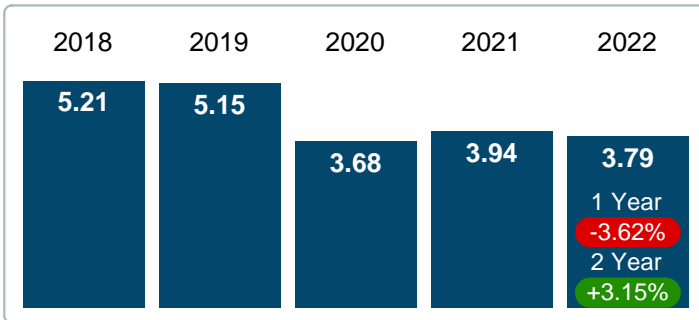
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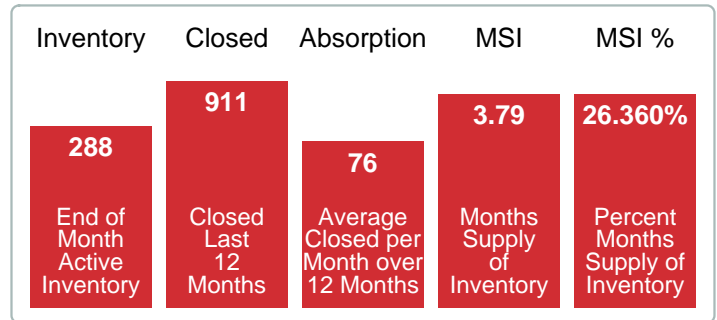
MONTHS SUPPLY of INVENTORY (MSI)

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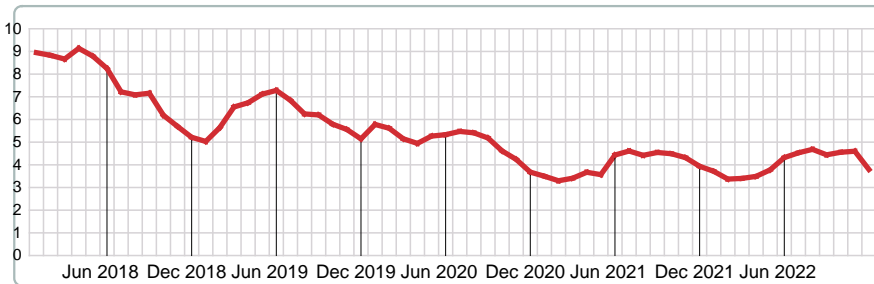
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

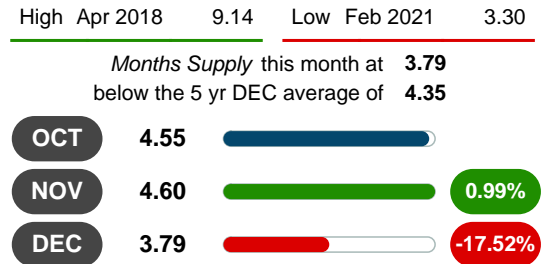


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.35



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
\$100,000 and less	28	9.72%	4.00	4.68	3.22	12.00	0.00
\$100,001 - \$150,000	30	10.42%	3.27	3.09	3.79	1.50	6.00
\$150,001 - \$200,000	39	13.54%	3.08	4.20	2.65	4.67	0.00
\$200,001 - \$275,000	64	22.22%	2.55	4.80	2.80	1.74	0.00
\$275,001 - \$400,000	60	20.83%	4.29	2.82	4.47	4.53	3.00
\$400,001 - \$725,000	40	13.89%	7.16	4.80	6.17	12.00	3.60
\$725,001 and up	27	9.38%	11.17	0.00	15.00	7.20	8.00
Market Supply of Inventory (MSI)			3.79	4.31	3.57	4.10	3.72
Total Active Inventory by Units		100%	3.79	46	166	67	9

December 2022



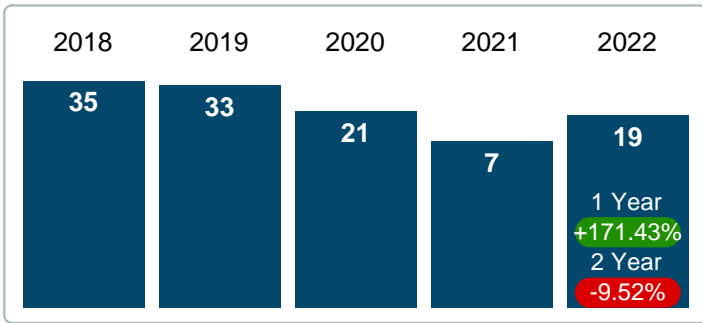
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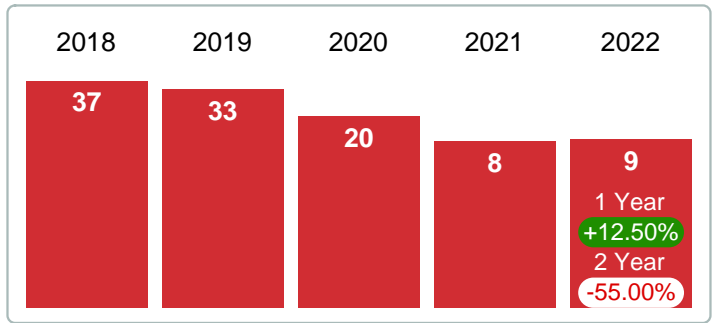
MEDIAN DAYS ON MARKET TO SALE

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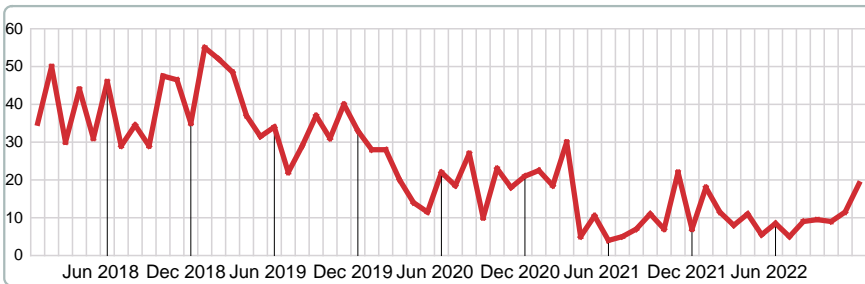
DECEMBER



YEAR TO DATE (YTD)

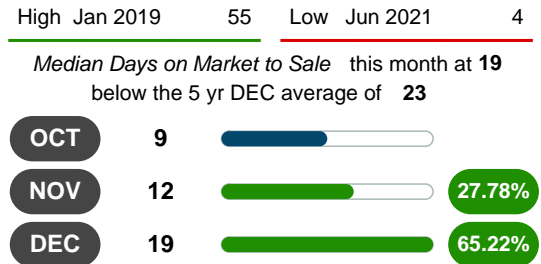


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 23



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
\$75,000 and less	2	3.08%	26	2	50	0	0
\$75,001 - \$125,000	10	15.38%	37	35	39	0	0
\$125,001 - \$150,000	6	9.23%	23	57	10	68	0
\$150,001 - \$200,000	17	26.15%	20	28	16	56	0
\$200,001 - \$275,000	15	23.08%	10	0	9	19	0
\$275,001 - \$350,000	7	10.77%	24	21	32	35	0
\$350,001 and up	8	12.31%	44	0	29	44	0
Median Closed DOM	19		19.0	24	13	39	0
Total Closed Units	65	100%	19.0	15	40	10	
Total Closed Volume	19,748,393			2.04M	10.25M	7.46M	0.00B

December 2022



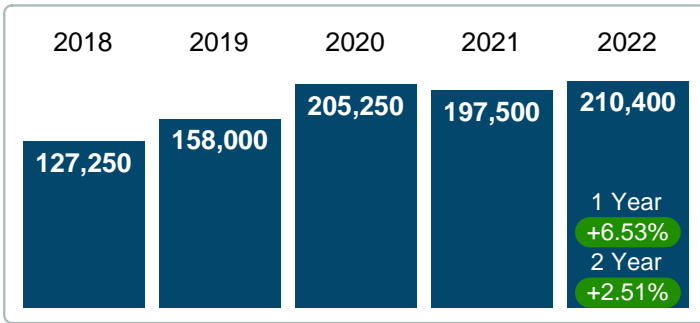
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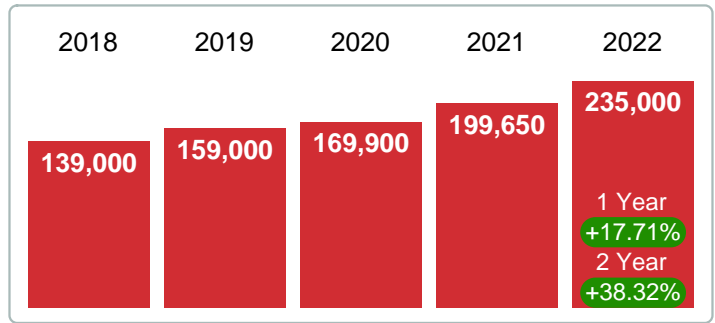
MEDIAN LIST PRICE AT CLOSING

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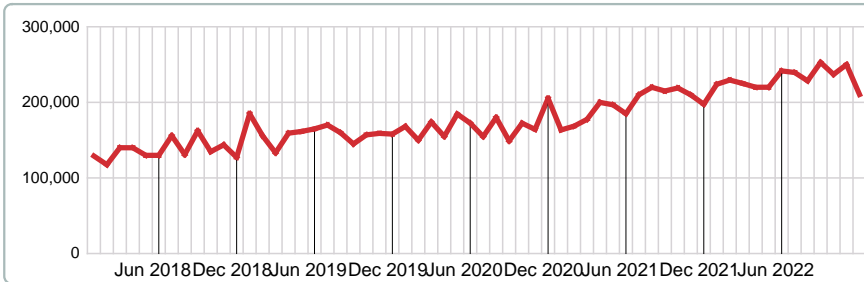
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

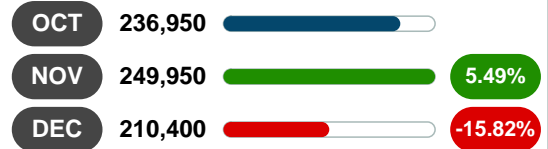


3 MONTHS

5 year DEC AVG = 179,680

High Sep 2022 252,800 Low Feb 2018 117,500

Median List Price at Closing this month at **210,400**
above the 5 yr DEC average of **179,680**



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
\$75,000 and less	1.54%	30,000	30,000	0	0	0
\$75,001 - \$125,000	16.92%	109,900	110,000	87,750	0	0
\$125,001 - \$150,000	7.69%	135,000	135,000	138,500	142,250	0
\$150,001 - \$200,000	21.54%	175,500	159,900	180,500	170,000	0
\$200,001 - \$275,000	27.69%	227,000	219,000	229,000	237,450	0
\$275,001 - \$350,000	10.77%	305,000	324,500	305,000	0	0
\$350,001 and up	13.85%	425,000	0	412,000	429,000	0
Median List Price		210,400	120,000	217,000	316,822	0
Total Closed Units	100%	210,400	15	40	10	0
Total Closed Volume		21,311,962	2.17M	10.67M	8.47M	0.00B

December 2022



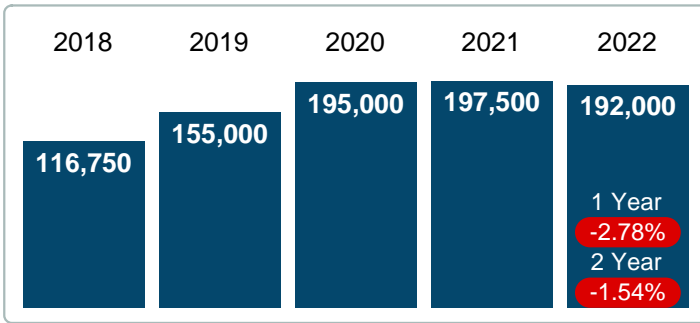
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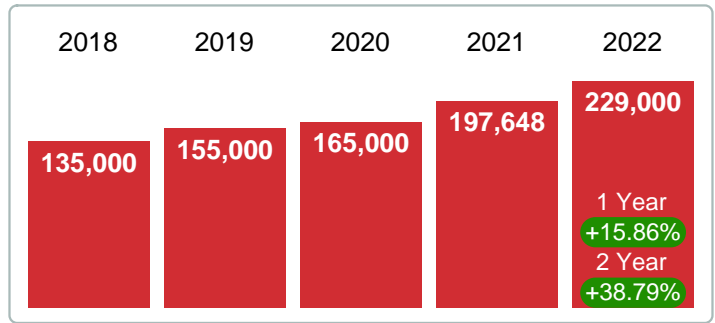
MEDIAN SOLD PRICE AT CLOSING

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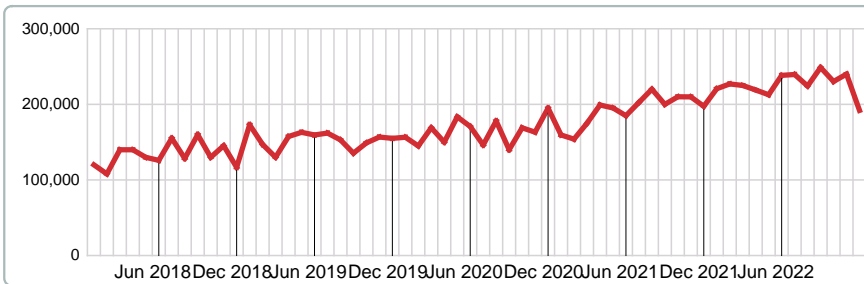
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

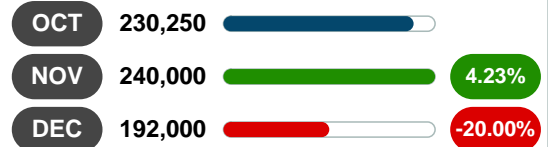


3 MONTHS

5 year DEC AVG = 171,250

High Sep 2022 248,750 Low Feb 2018 108,000

Median Sold Price at Closing this month at **192,000** above the 5 yr DEC average of **171,250**



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
\$75,000 and less	3.08%	49,000	30,000	68,000	0	0
\$75,001 - \$125,000	15.38%	94,500	100,000	89,000	0	0
\$125,001 - \$150,000	9.23%	139,050	145,000	135,000	143,800	0
\$150,001 - \$200,000	26.15%	178,000	180,000	178,500	166,500	0
\$200,001 - \$275,000	23.08%	232,500	0	231,750	260,000	0
\$275,001 - \$350,000	10.77%	310,000	307,500	302,000	350,000	0
\$350,001 and up	12.31%	391,750	0	376,250	828,000	0
Median Sold Price		192,000	109,000	210,400	305,000	0
Total Closed Units	100%	192,000	15	40	10	0
Total Closed Volume		19,748,393	2.04M	10.25M	7.46M	0.00B

December 2022



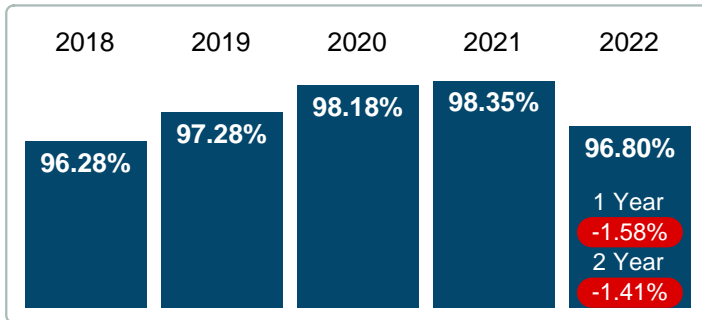
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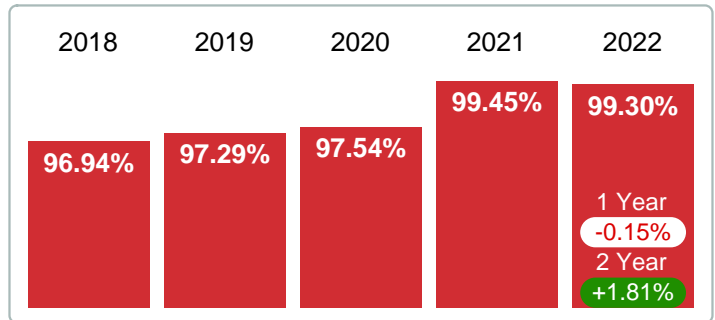
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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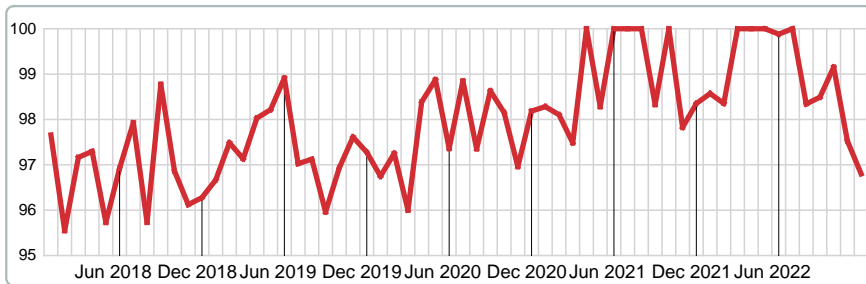
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

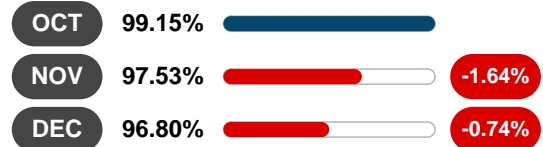


3 MONTHS

5 year DEC AVG = 97.38%

High Jul 2022 100.00% Low Feb 2018 95.55%

Median Sold/List Ratio this month at **96.80%**
 equal to 5 yr DEC average of **97.38%**



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
\$75,000 and less	2	3.08%	89.31%	100.00%	78.61%	0.00%	0.00%
\$75,001 - \$125,000	10	15.38%	93.10%	92.67%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	6	9.23%	94.88%	90.68%	93.10%	101.33%	0.00%
\$150,001 - \$200,000	17	26.15%	96.60%	104.92%	97.42%	87.97%	0.00%
\$200,001 - \$275,000	15	23.08%	99.85%	0.00%	99.92%	98.15%	0.00%
\$275,001 - \$350,000	7	10.77%	95.08%	94.92%	95.98%	87.50%	0.00%
\$350,001 and up	8	12.31%	94.31%	0.00%	95.40%	93.79%	0.00%
Median Sold/List Ratio		96.80%		92.86%	97.24%	93.79%	0.00%
Total Closed Units		65	100%	15	40	10	
Total Closed Volume		19,748,393		2.04M	10.25M	7.46M	0.00B

December 2022



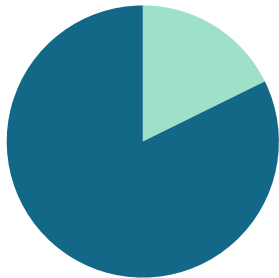
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

INVENTORY

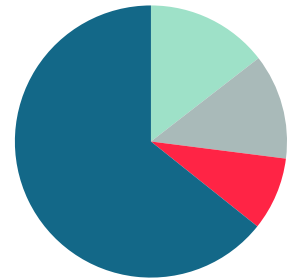


Inventory
 New Listings
76 = 17.72%
 Start Inventory
353
 Total Inventory Units
429
 Volume
\$161,571,827

Market Activity

Closed Sales
65 = 14.51%
 Pending Sales
56 = 12.50%
 Other Off Market
39 = 8.71%
 Active Inventory
288 = 64.29%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	75	65	-13.33%	878	911	3.76%
Pending Sales	63	56	-11.11%	916	895	-2.29%
New Listings	67	76	13.43%	1,114	1,330	19.39%
Median List Price	197,500	210,400	6.53%	199,650	235,000	17.71%
Median Sale Price	197,500	192,000	-2.78%	197,648	229,000	15.86%
Median Percent of Selling Price to List Price	98.35%	96.80%	-1.58%	99.45%	99.30%	-0.15%
Median Days on Market to Sale	7.00	19.00	171.43%	8.00	9.00	12.50%
Monthly Inventory	288	288	0.00%	288	288	0.00%
Months Supply of Inventory	3.94	3.79	-3.62%	3.94	3.79	-3.62%

Absorption: Last 12 months, an Average of **76** Sales/Month

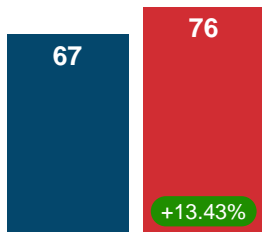
Inventory on December 31, 2022 = **288**

2021 **2022**

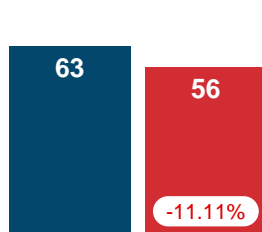
DECEMBER MARKET

MEDIAN PRICES

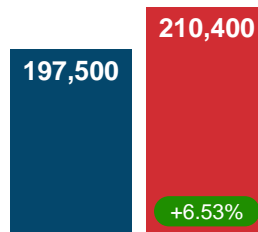
New Listings



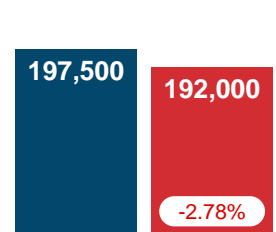
Pending Listings



List Price



Sale Price



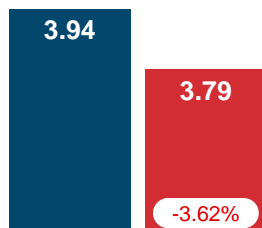
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

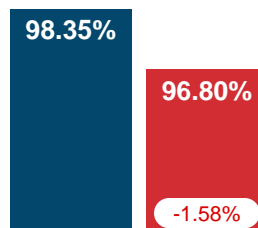
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

