

# November 2022



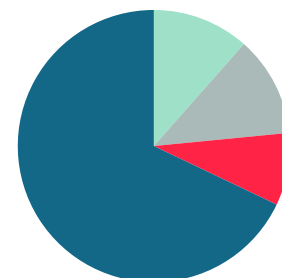
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	69	52	-24.64%
Pending Listings	54	54	0.00%
New Listings	73	97	32.88%
Average List Price	267,050	267,210	0.06%
Average Sale Price	255,668	251,249	-1.73%
Average Percent of Selling Price to List Price	95.74%	93.64%	-2.19%
Average Days on Market to Sale	35.78	34.96	-2.29%
End of Month Inventory	313	307	-1.92%
Months Supply of Inventory	4.32	4.00	-7.35%



■ Closed (11.50%)  
■ Pending (11.95%)  
■ Other OffMarket (8.63%)  
■ Active (67.92%)

**Absorption:** Last 12 months, an Average of **77** Sales/Month  
**Active Inventory** as of November 30, 2022 = **307**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2022 decreased **1.92%** to 307 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 **4.00** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.73%** in November 2022 to \$251,249 versus the previous year at \$255,668.

#### Average Days on Market Shortens

The average number of **34.96** days that homes spent on the market before selling decreased by 0.82 days or **2.29%** in November 2022 compared to last year's same month at **35.78** DOM.

#### Sales Success for November 2022 is Positive

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

There were 97 New Listings in November 2022, up **32.88%** from last year at 73. Furthermore, there were 52 Closed Listings this month versus last year at 69, a **-24.64%** decrease.

Closed versus Listed trends yielded a **53.6%** ratio, down from previous year's, November 2021, at **94.5%**, a **43.28%** downswing. 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

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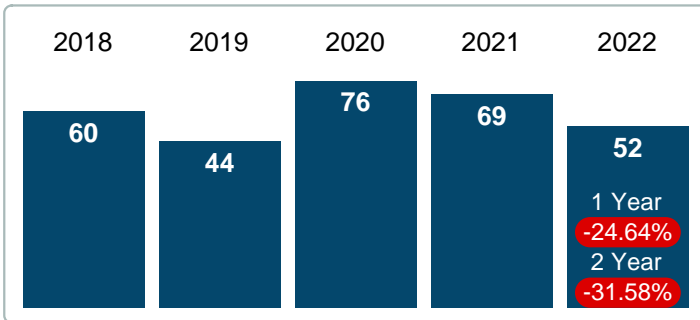
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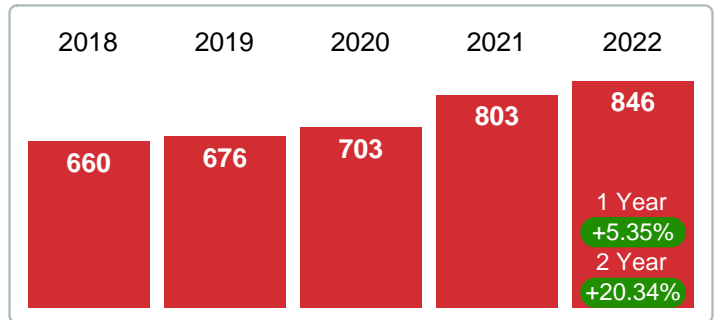
## CLOSED LISTINGS

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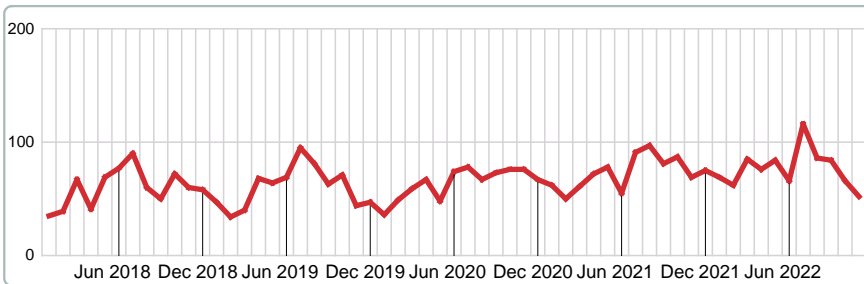
### NOVEMBER



### YEAR TO DATE (YTD)

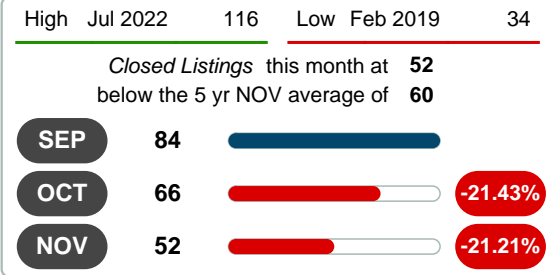


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 60



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	7.69%	63.8	2	2	0	0
\$100,001 - \$125,000	4	7.69%	31.8	3	1	0	0
\$125,001 - \$175,000	10	19.23%	38.0	0	9	1	0
\$175,001 - \$250,000	13	25.00%	11.2	0	12	1	0
\$250,001 - \$275,000	8	15.38%	18.5	0	6	2	0
\$275,001 - \$325,000	7	13.46%	56.4	0	6	1	0
\$325,001 and up	6	11.54%	61.2	2	3	1	0
<b>Total Closed Units</b>	<b>52</b>			<b>7</b>	<b>39</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>13,064,965</b>	<b>100%</b>	<b>35.0</b>	<b>1.25M</b>	<b>9.90M</b>	<b>1.92M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$251,249</b>			<b>\$177,929</b>	<b>\$253,784</b>	<b>\$320,317</b>	<b>\$0</b>

# November 2022



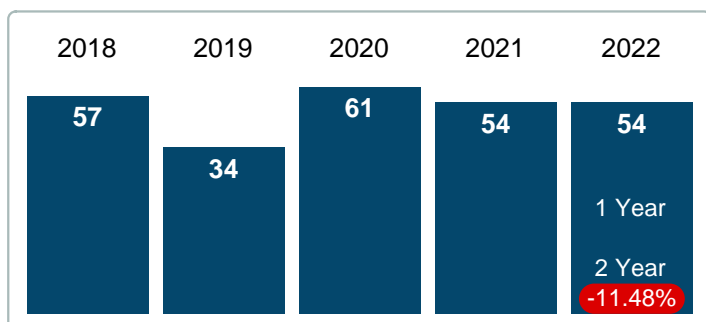
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



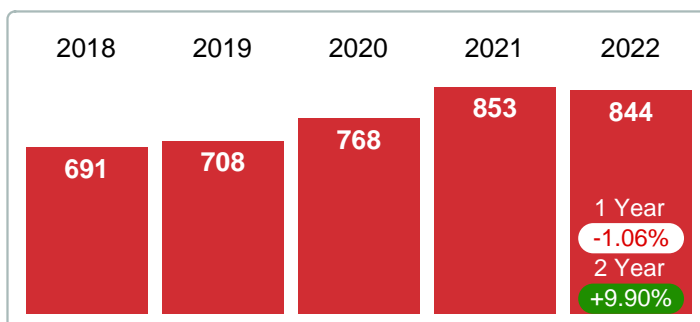
## PENDING LISTINGS

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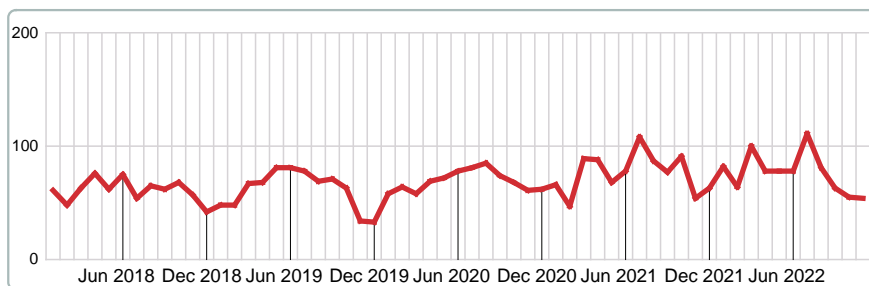
### NOVEMBER



### YEAR TO DATE (YTD)

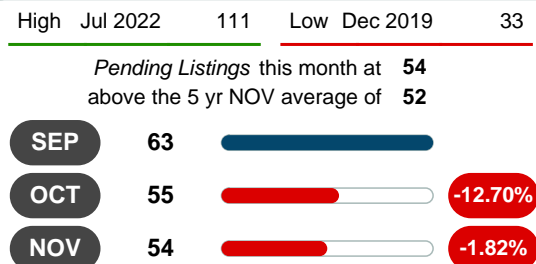


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 52



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	3.70%	25.0	1	1	0	0
\$75,001 - \$150,000	9	16.67%	19.2	6	3	0	0
\$150,001 - \$200,000	9	16.67%	54.9	1	6	2	0
\$200,001 - \$250,000	8	14.81%	39.9	0	7	1	0
\$250,001 - \$275,000	9	16.67%	9.1	0	7	2	0
\$275,001 - \$400,000	11	20.37%	44.9	2	8	1	0
\$400,001 and up	6	11.11%	91.7	0	2	4	0
<b>Total Pending Units</b>	<b>54</b>			<b>10</b>	<b>34</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>14,577,400</b>	<b>100%</b>	<b>15.9</b>	<b>1.55M</b>	<b>8.50M</b>	<b>4.53M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$242,636</b>			<b>\$155,050</b>	<b>\$249,959</b>	<b>\$452,830</b>	<b>\$0</b>

# November 2022



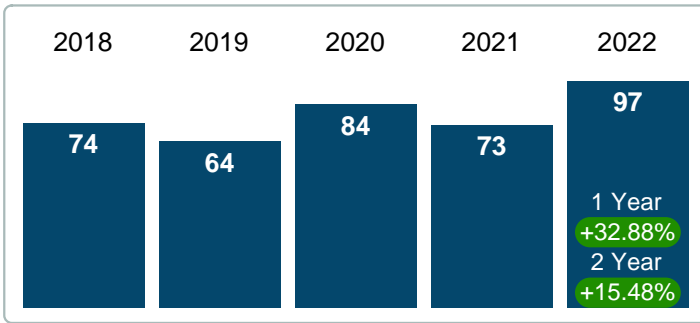
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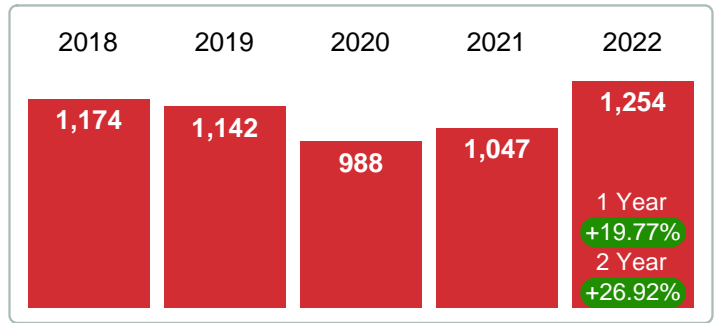
## NEW LISTINGS

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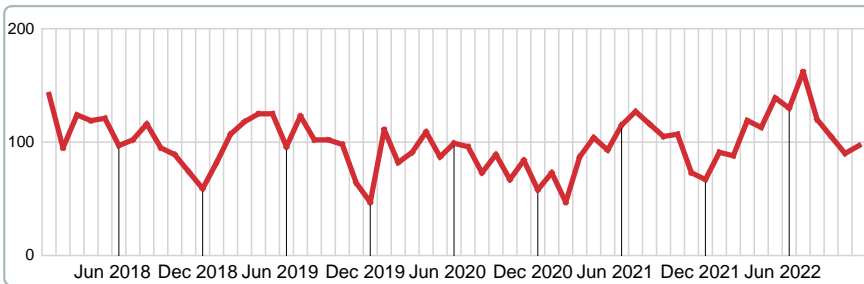
### NOVEMBER



### YEAR TO DATE (YTD)

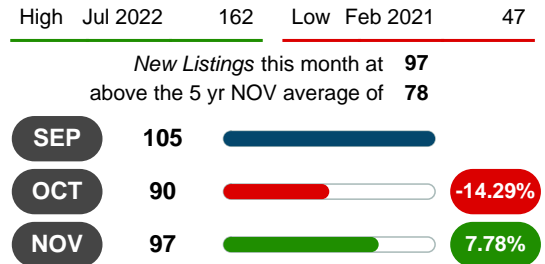


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 78



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	7.22%	5	2	0	0
\$75,001 - \$125,000	12	12.37%	5	5	2	0
\$125,001 - \$175,000	14	14.43%	2	12	0	0
\$175,001 - \$250,000	17	17.53%	0	14	3	0
\$250,001 - \$300,000	20	20.62%	2	13	5	0
\$300,001 - \$450,000	17	17.53%	1	9	7	0
\$450,001 and up	10	10.31%	0	4	4	2
<b>Total New Listed Units</b>	<b>97</b>		<b>15</b>	<b>59</b>	<b>21</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>28,602,887</b>	<b>100%</b>	<b>2.03M</b>	<b>15.74M</b>	<b>9.64M</b>	<b>1.18M</b>
<b>Average New Listed Listing Price</b>	<b>\$230,560</b>		<b>\$135,660</b>	<b>\$266,807</b>	<b>\$459,162</b>	<b>\$592,000</b>

# November 2022



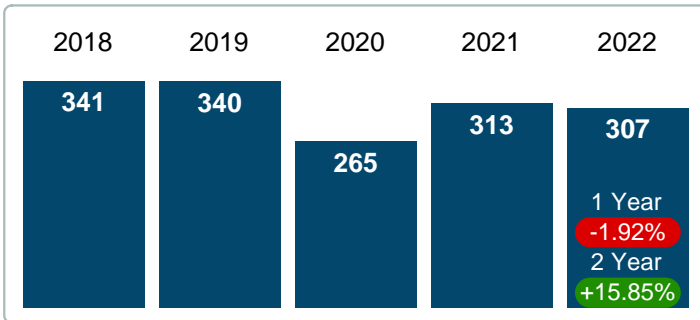
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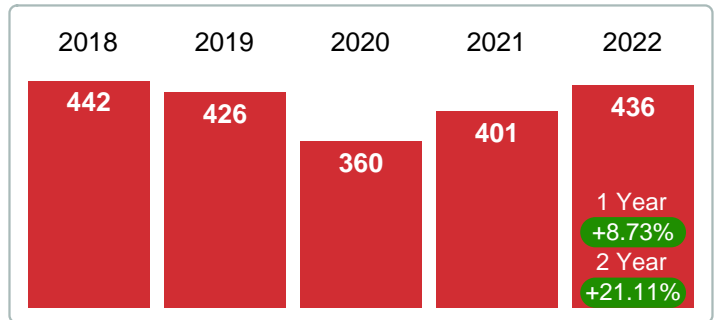
## ACTIVE INVENTORY

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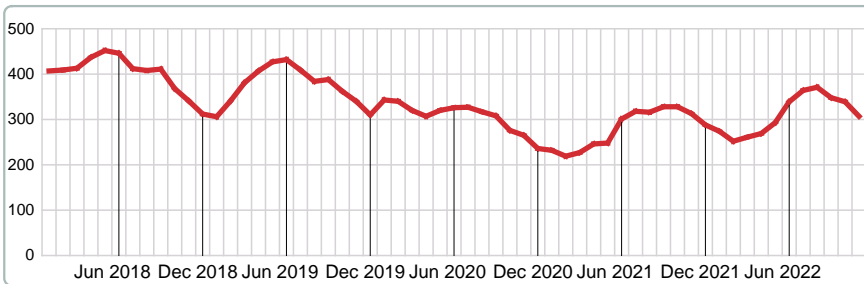
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

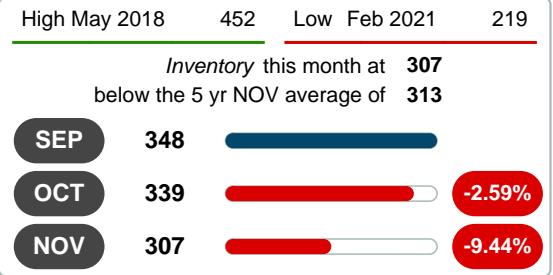


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 313



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	25	8.14%	187.2	13	11	1	0
\$100,001 - \$150,000	32	10.42%	149.5	10	19	3	0
\$150,001 - \$225,000	60	19.54%	77.8	10	40	10	0
\$225,001 - \$300,000	68	22.15%	84.6	6	47	14	1
\$300,001 - \$425,000	52	16.94%	75.5	1	33	18	0
\$425,001 - \$750,000	40	13.03%	94.9	1	17	18	4
\$750,001 and up	30	9.77%	119.7	4	10	12	4
Total Active Inventory by Units			307	45	177	76	9
Total Active Inventory by Volume			121,908,954	10.84M	60.05M	38.23M	12.80M
Average Active Inventory Listing Price			\$397,098	\$240,809	\$339,244	\$503,006	\$1,422,000

# November 2022



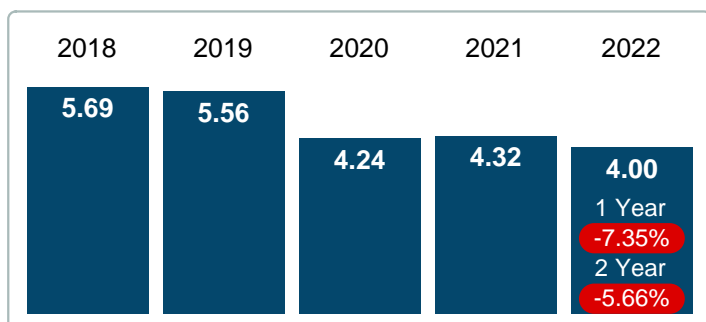
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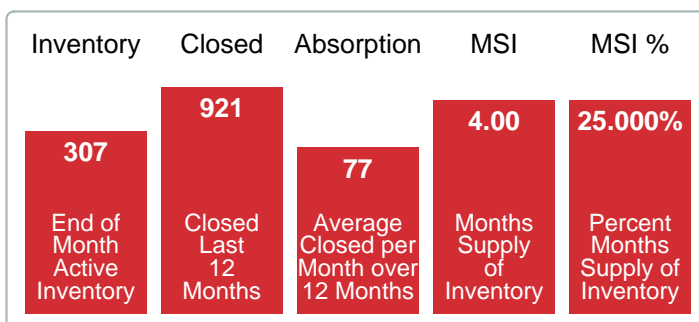
## MONTHS SUPPLY of INVENTORY (MSI)

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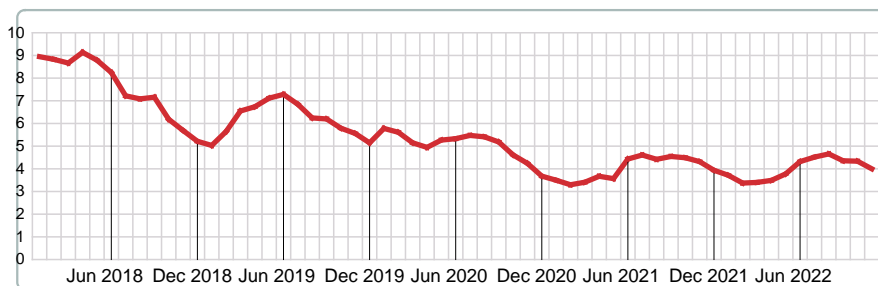
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

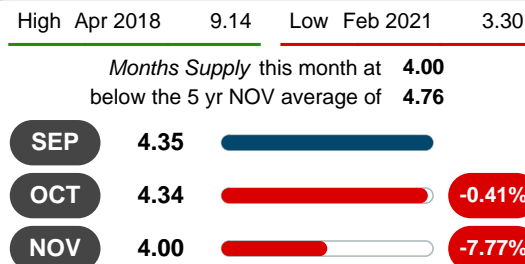


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4.76



### 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	25	8.14%	3.45	4.11	2.81	12.00	0.00
\$100,001 - \$150,000	32	10.42%	3.43	3.53	3.68	2.57	0.00
\$150,001 - \$225,000	60	19.54%	2.83	5.22	2.44	3.75	0.00
\$225,001 - \$300,000	68	22.15%	3.30	9.00	3.66	2.10	2.40
\$300,001 - \$425,000	52	16.94%	4.62	0.86	5.66	4.70	0.00
\$425,001 - \$750,000	40	13.03%	7.74	2.40	6.18	14.40	5.33
\$750,001 and up	30	9.77%	15.00	0.00	15.00	14.40	8.00
Market Supply of Inventory (MSI)			4.00	4.43	3.72	4.61	3.60
Total Active Inventory by Units		100%	4.00	45	177	76	9

# November 2022



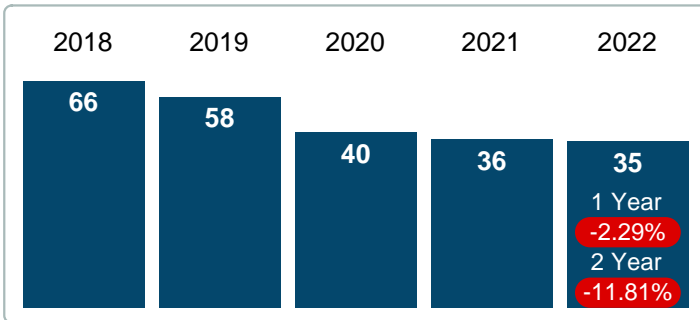
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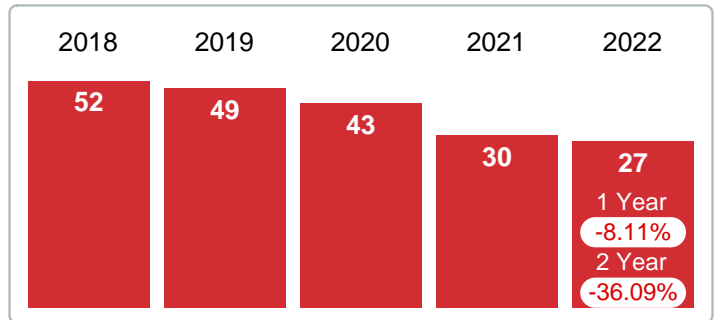
## AVERAGE DAYS ON MARKET TO SALE

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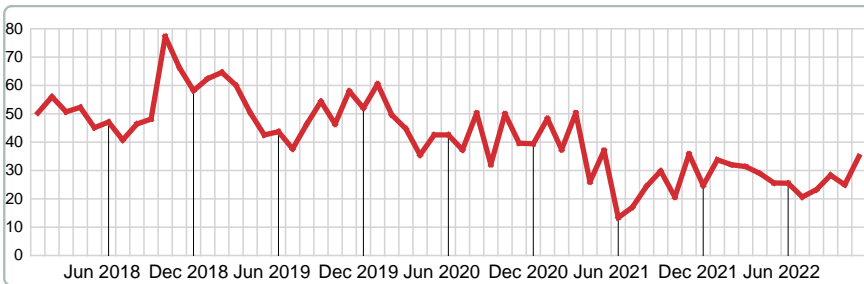
### NOVEMBER



### YEAR TO DATE (YTD)

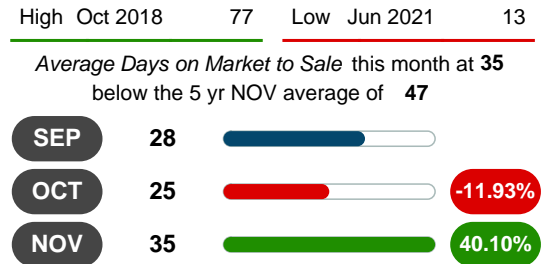


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 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
\$100,000 and less	7.69%	64	11	117	0	0
\$100,001 - \$125,000	7.69%	32	39	9	0	0
\$125,001 - \$175,000	19.23%	38	0	41	7	0
\$175,001 - \$250,000	25.00%	11	0	8	53	0
\$250,001 - \$275,000	15.38%	19	0	11	42	0
\$275,001 - \$325,000	13.46%	56	0	66	1	0
\$325,001 and up	11.54%	61	38	96	4	0
<b>Average Closed DOM</b>		<b>35</b>	<b>31</b>	<b>37</b>	<b>25</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35</b>	<b>7</b>	<b>39</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>13,064,965</b>	<b>1.25M</b>	<b>9.90M</b>	<b>1.92M</b>	<b>0.00B</b>

# November 2022



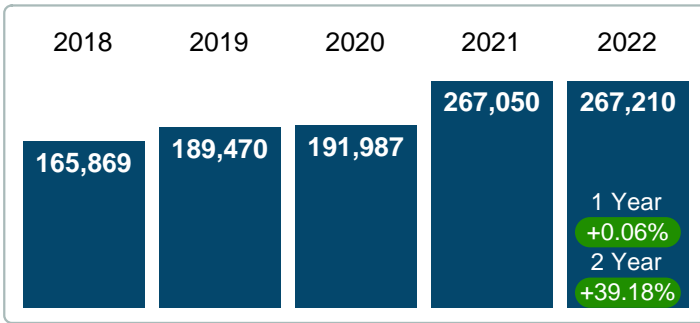
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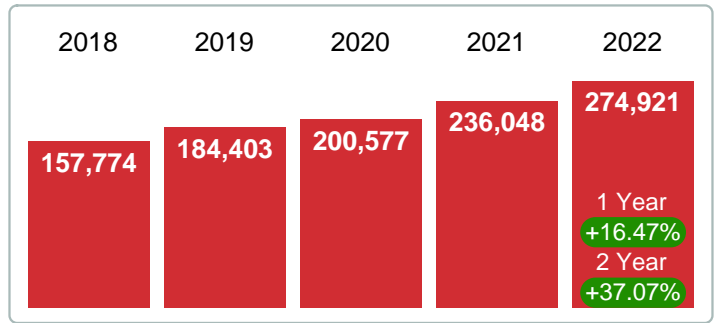
## AVERAGE LIST PRICE AT CLOSING

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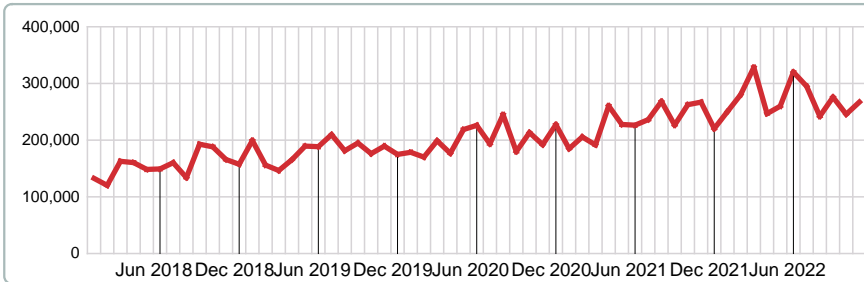
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 216,317

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

Average List Price at Closing this month at **267,210** above the 5 yr NOV average of **216,317**

SEP	275,772	
OCT	245,683	-10.91%
NOV	267,210	8.76%

### 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
\$100,000 and less	4	7.69%	39,875	46,000	33,750	0	0
\$100,001 - \$125,000	3	5.77%	114,167	120,500	110,000	0	0
\$125,001 - \$175,000	6	11.54%	143,817	0	176,922	149,000	0
\$175,001 - \$250,000	14	26.92%	211,650	0	230,058	234,900	0
\$250,001 - \$275,000	10	19.23%	261,737	0	267,761	269,700	0
\$275,001 - \$325,000	7	13.46%	292,807	0	328,525	299,000	0
\$325,001 and up	8	15.38%	612,488	381,000	863,000	759,900	0
Average List Price			267,210	173,643	274,288	330,367	0
Total Closed Units		100%	267,210	7	39	6	
Total Closed Volume			13,894,915	1.22M	10.70M	1.98M	0.00B



# November 2022



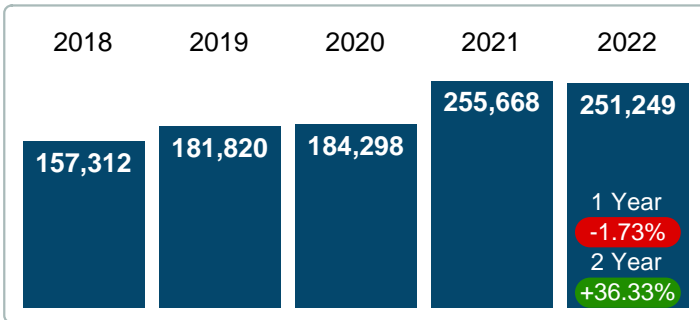
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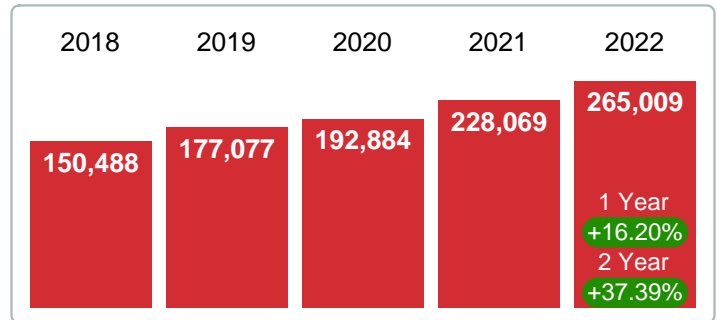
## AVERAGE SOLD PRICE AT CLOSING

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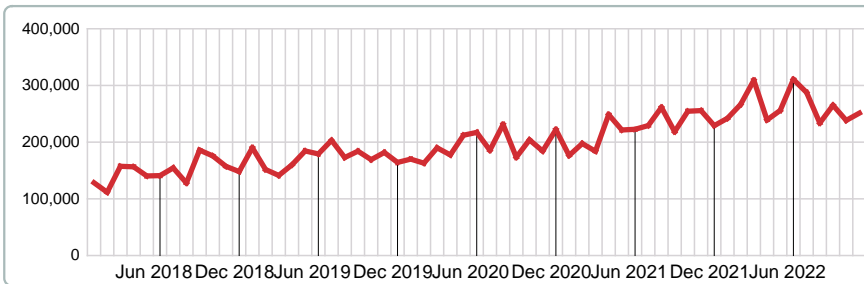
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

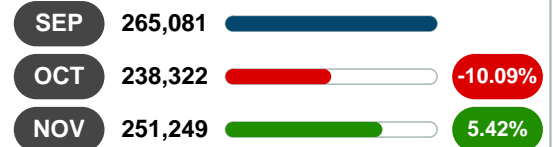


### 3 MONTHS

5 year NOV AVG = 206,069

High Jun 2022 310,581 Low Feb 2018 111,591

Average Sold Price at Closing this month at **251,249** above the 5 yr NOV average of **206,069**



### 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
\$100,000 and less	4	7.69%	32,875	41,250	24,500	0	0
\$100,001 - \$125,000	4	7.69%	110,000	111,000	107,000	0	0
\$125,001 - \$175,000	10	19.23%	152,240	0	152,711	148,000	0
\$175,001 - \$250,000	13	25.00%	224,254	0	226,275	200,000	0
\$250,001 - \$275,000	8	15.38%	262,058	0	261,928	262,450	0
\$275,001 - \$325,000	7	13.46%	299,900	0	300,050	299,000	0
\$325,001 and up	6	11.54%	643,333	415,000	760,000	750,000	0
Average Sold Price			251,249	177,929	253,784	320,317	0
Total Closed Units		100%	251,249	7	39	6	
Total Closed Volume			13,064,965	1.25M	9.90M	1.92M	0.00B

# November 2022



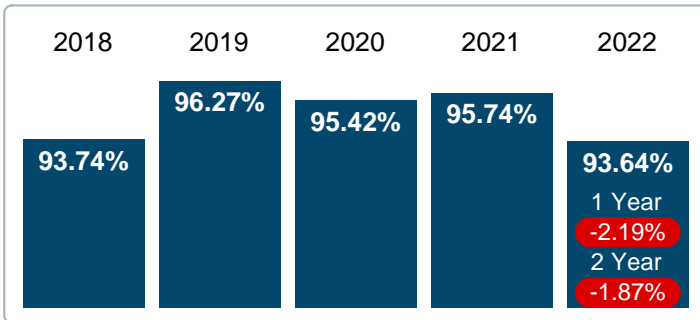
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



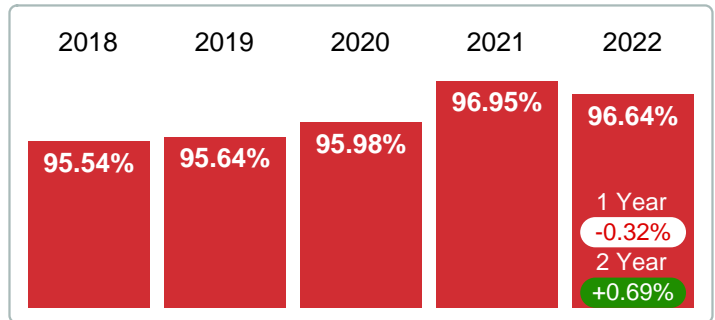
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 12, 2022 for MLS Technology Inc.

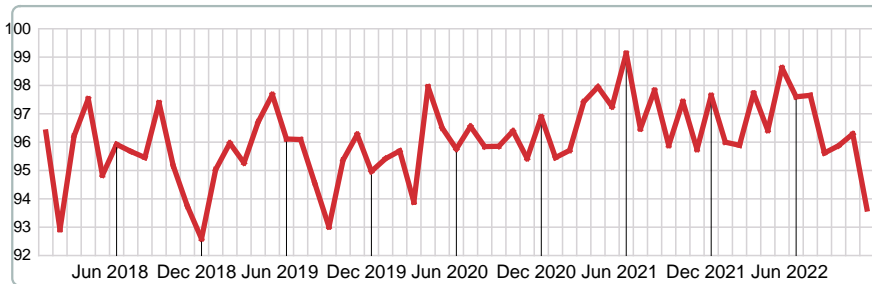
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

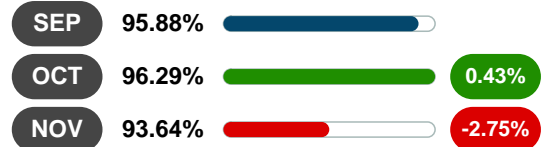


### 3 MONTHS

5 year NOV AVG = 94.96%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **93.64%** below the 5 yr NOV average of **94.96%**



## 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
\$100,000 and less	4	7.69%	76.88%	78.41%	75.35%	0.00%	0.00%
\$100,001 - \$125,000	4	7.69%	93.45%	92.18%	97.27%	0.00%	0.00%
\$125,001 - \$175,000	10	19.23%	89.37%	0.00%	88.26%	99.33%	0.00%
\$175,001 - \$250,000	13	25.00%	97.70%	0.00%	98.75%	85.14%	0.00%
\$250,001 - \$275,000	8	15.38%	97.82%	0.00%	97.96%	97.41%	0.00%
\$275,001 - \$325,000	7	13.46%	93.91%	0.00%	92.89%	100.00%	0.00%
\$325,001 and up	6	11.54%	97.39%	108.31%	89.68%	98.70%	0.00%
Average Sold/List Ratio		93.60%		92.85%	93.37%	96.33%	0.00%
Total Closed Units		52	100%	7	39	6	
Total Closed Volume		13,064,965		1.25M	9.90M	1.92M	0.00B

# November 2022



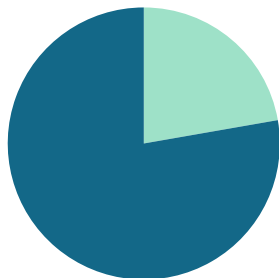
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

### INVENTORY

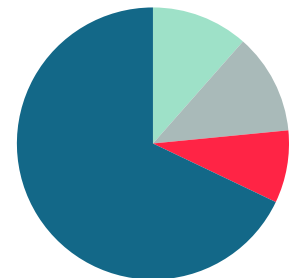


**Inventory**  
 New Listings  
**97 = 22.25%**  
 Start Inventory  
**339**  
 Total Inventory Units  
**436**  
 Volume  
**\$165,751,068**

### Market Activity

Closed Sales  
**52 = 11.50%**  
 Pending Sales  
**54 = 11.95%**  
 Other Off Market  
**39 = 8.63%**  
 Active Inventory  
**307 = 67.92%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	69	52	-24.64%	803	846	5.35%
Pending Sales	54	54	0.00%	853	844	-1.06%
New Listings	73	97	32.88%	1,047	1,254	19.77%
Average List Price	267,050	267,210	0.06%	236,048	274,921	16.47%
Average Sale Price	255,668	251,249	-1.73%	228,069	265,009	16.20%
Average Percent of Selling Price to List Price	95.74%	93.64%	-2.19%	96.95%	96.64%	-0.32%
Average Days on Market to Sale	35.78	34.96	-2.29%	29.92	27.50	-8.11%
Monthly Inventory	313	307	-1.92%	313	307	-1.92%
Months Supply of Inventory	4.32	4.00	-7.35%	4.32	4.00	-7.35%

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

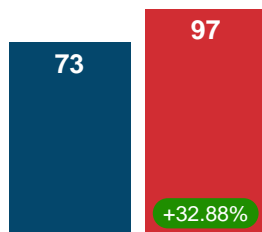
**Inventory** on November 30, 2022 = **307**

**2021** **2022**

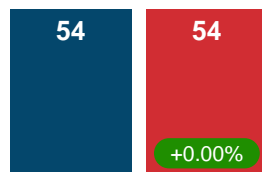
### NOVEMBER MARKET

### AVERAGE PRICES

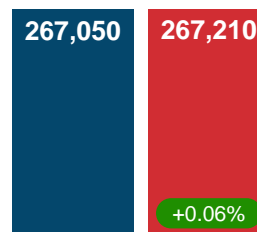
#### New Listings



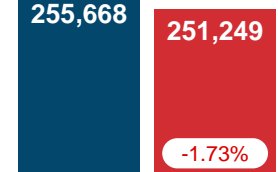
#### Pending Listings



#### List Price



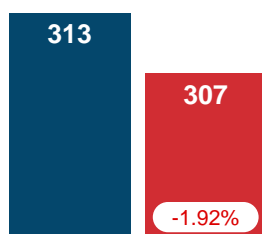
#### Sale Price



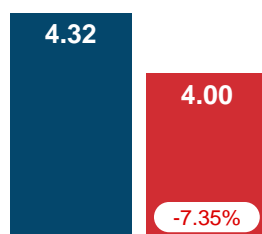
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

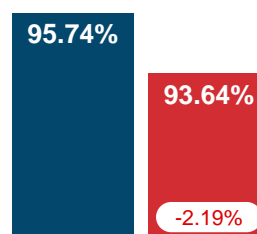
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

