

# October 2022



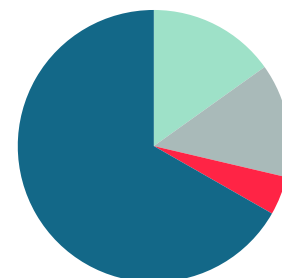
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	87	66	-24.14%
Pending Listings	91	59	-35.16%
New Listings	107	90	-15.89%
Average List Price	262,570	245,683	-6.43%
Average Sale Price	254,515	238,322	-6.36%
Average Percent of Selling Price to List Price	97.43%	96.29%	-1.17%
Average Days on Market to Sale	20.64	24.95	20.88%
End of Month Inventory	328	291	-11.28%
Months Supply of Inventory	4.49	3.72	-17.05%



■ Closed (15.14%)  
■ Pending (13.53%)  
■ Other OffMarket (4.59%)  
■ Active (66.74%)

**Absorption:** Last 12 months, an Average of **78** Sales/Month  
**Active Inventory** as of October 31, 2022 = **291**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2022 decreased **11.28%** to 291 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **3.72** 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 **6.36%** in October 2022 to \$238,322 versus the previous year at \$254,515.

#### Average Days on Market Lengthens

The average number of **24.95** days that homes spent on the market before selling increased by 4.31 days or **20.88%** in October 2022 compared to last year's same month at **20.64** DOM.

#### Sales Success for October 2022 is Positive

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

There were 90 New Listings in October 2022, down **15.89%** from last year at 107. Furthermore, there were 66 Closed Listings this month versus last year at 87, a **-24.14%** decrease.

Closed versus Listed trends yielded a **73.3%** ratio, down from previous year's, October 2021, at **81.3%**, a **9.81%** downswing. This will certainly create pressure on a decreasing Monthly 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

# October 2022



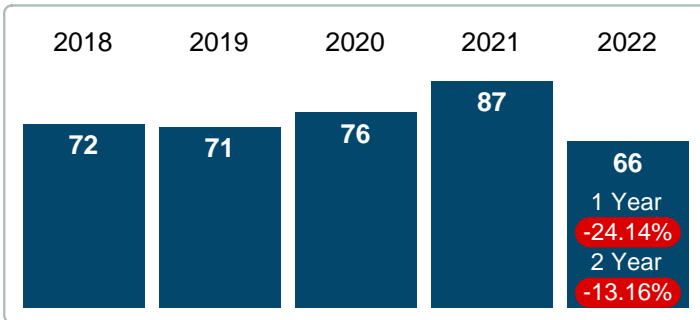
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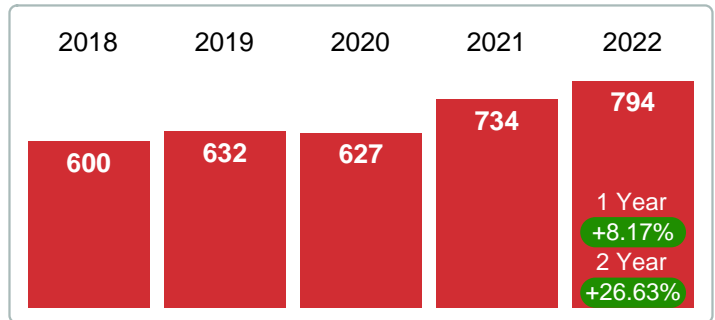
## CLOSED LISTINGS

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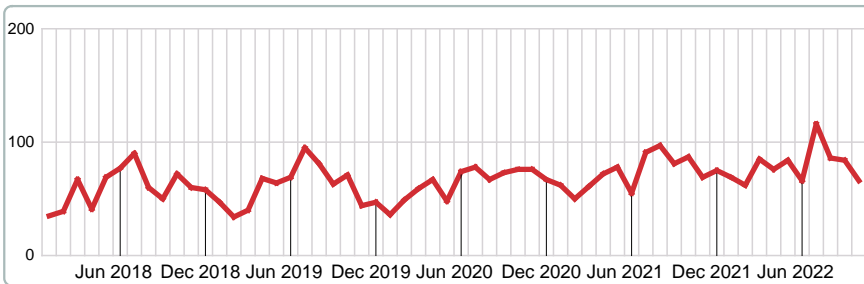
### OCTOBER



### YEAR TO DATE (YTD)

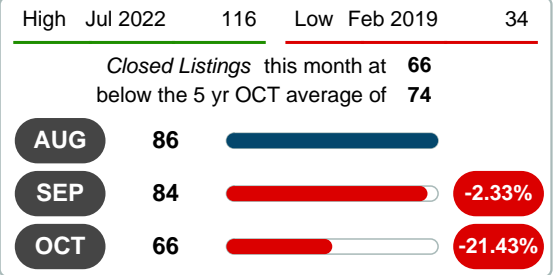


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 74



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.58%	19.0	4	1	0	0
\$75,001 - \$100,000	6	9.09%	52.8	3	3	0	0
\$100,001 - \$175,000	12	18.18%	23.5	3	7	2	0
\$175,001 - \$250,000	15	22.73%	23.7	3	11	1	0
\$250,001 - \$325,000	13	19.70%	28.7	1	8	4	0
\$325,001 - \$400,000	7	10.61%	15.6	1	2	4	0
\$400,001 and up	8	12.12%	14.4	0	3	4	1
<b>Total Closed Units</b>	<b>66</b>			<b>15</b>	<b>35</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>15,729,250</b>	<b>100%</b>	<b>25.0</b>	<b>2.18M</b>	<b>7.99M</b>	<b>5.16M</b>	<b>407.00K</b>
<b>Average Closed Price</b>	<b>\$238,322</b>			<b>\$145,027</b>	<b>\$228,319</b>	<b>\$343,713</b>	<b>\$407,000</b>

# October 2022



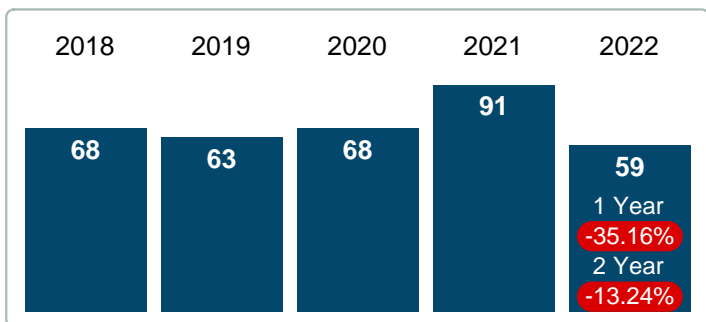
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



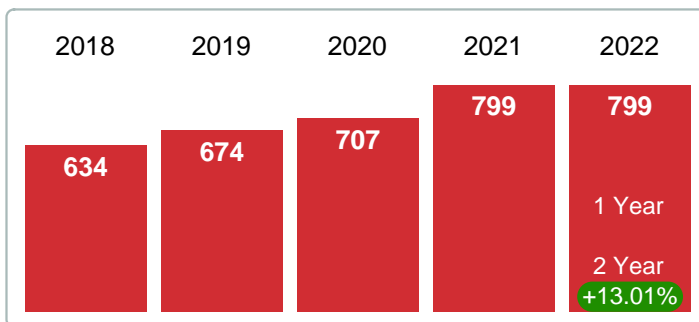
## PENDING LISTINGS

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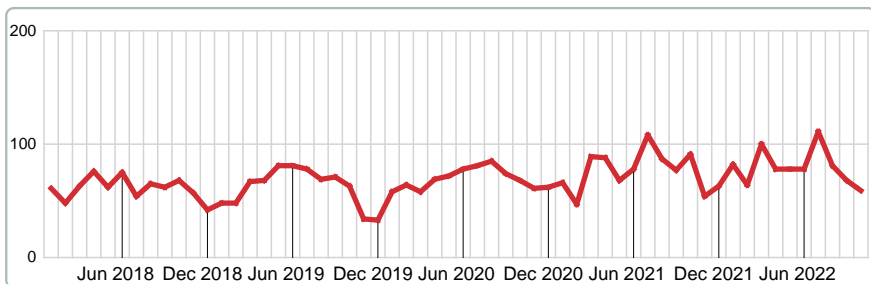
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

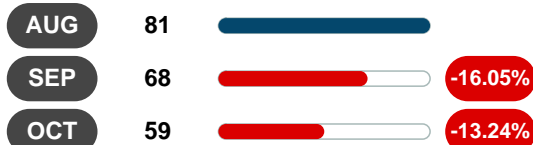


### 3 MONTHS

5 year OCT AVG = 70

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at 59 below the 5 yr OCT average of 70



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	8.47%	35.4	3	2	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	14	23.73%	36.6	2	8	4	0
\$175,001 - \$250,000	16	27.12%	37.3	1	13	2	0
\$250,001 - \$275,000	10	16.95%	9.9	0	7	3	0
\$275,001 - \$350,000	8	13.56%	53.4	0	7	1	0
\$350,001 and up	6	10.17%	40.7	0	3	3	0
<b>Total Pending Units</b>	<b>59</b>			<b>6</b>	<b>40</b>	<b>13</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>13,353,915</b>	<b>100%</b>	<b>21.3</b>	<b>783.30K</b>	<b>9.23M</b>	<b>3.34M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$262,219</b>			<b>\$130,550</b>	<b>\$230,760</b>	<b>\$256,938</b>	<b>\$0</b>

# October 2022



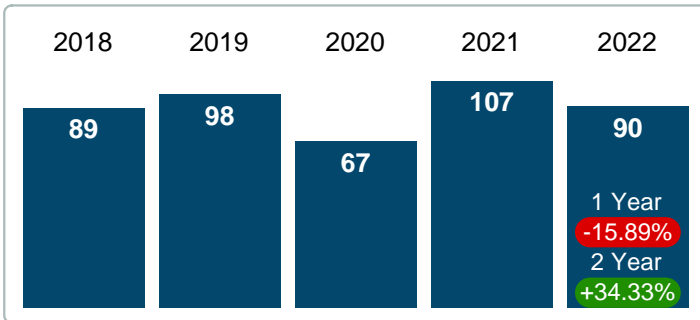
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



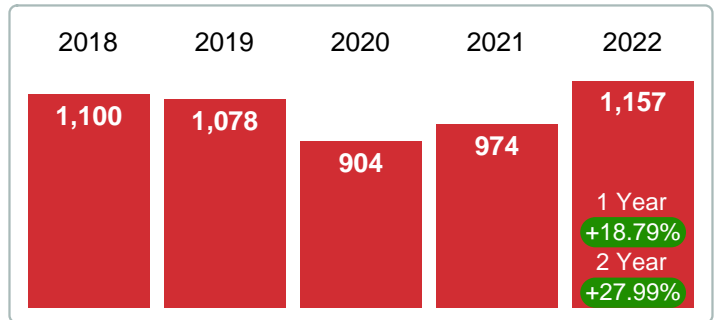
## NEW LISTINGS

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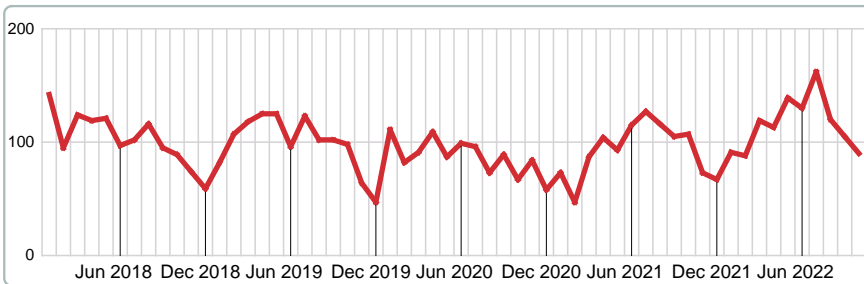
### OCTOBER



### YEAR TO DATE (YTD)

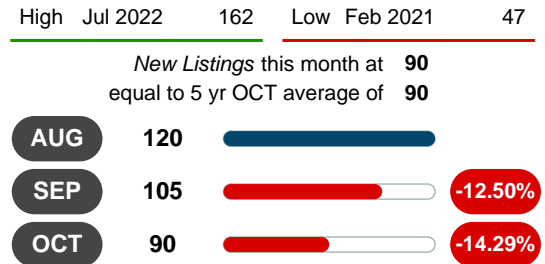


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 90



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	10.00%	8	1	0	0
\$125,001 - \$150,000	6	6.67%	0	4	2	0
\$150,001 - \$200,000	15	16.67%	2	13	0	0
\$200,001 - \$275,000	23	25.56%	0	15	8	0
\$275,001 - \$325,000	14	15.56%	0	12	2	0
\$325,001 - \$525,000	15	16.67%	1	7	7	0
\$525,001 and up	8	8.89%	0	2	6	0
<b>Total New Listed Units</b>	<b>90</b>		<b>11</b>	<b>54</b>	<b>25</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>26,902,618</b>	<b>100%</b>	<b>1.64M</b>	<b>14.65M</b>	<b>10.61M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$268,962</b>		<b>\$149,273</b>	<b>\$271,306</b>	<b>\$424,404</b>	<b>\$0</b>

# October 2022



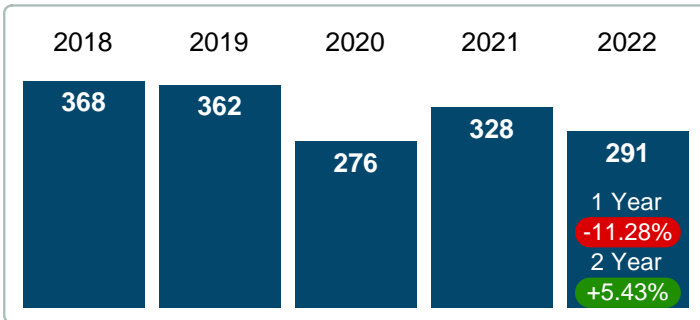
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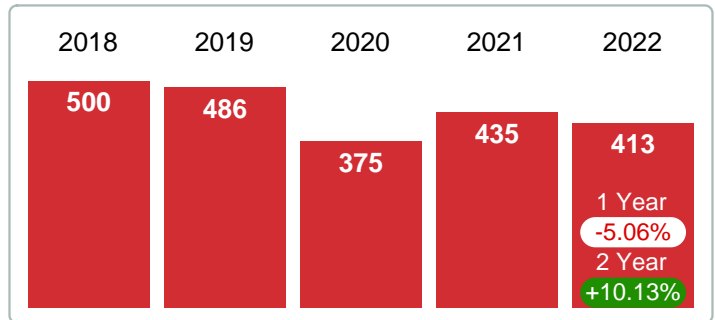
## ACTIVE INVENTORY

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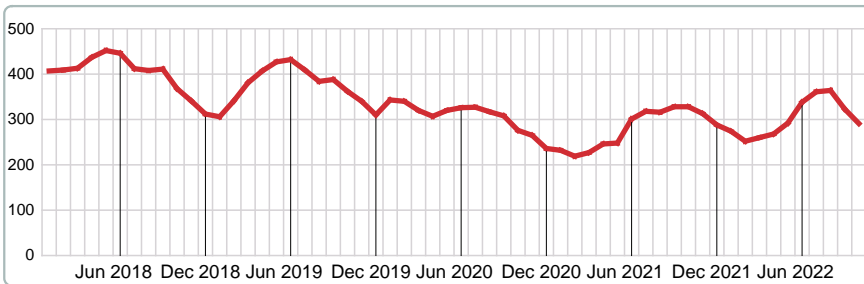
### END OF OCTOBER



### ACTIVE DURING OCTOBER

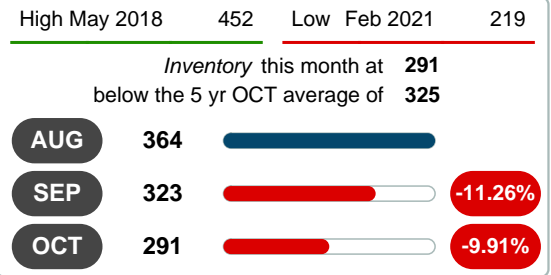


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 325



### 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	19	6.53%	236.3	9	9	1	0
\$100,001 - \$175,000	48	16.49%	117.7	15	28	5	0
\$175,001 - \$225,000	34	11.68%	71.2	7	22	5	0
\$225,001 - \$325,000	73	25.09%	79.0	4	50	18	1
\$325,001 - \$550,000	51	17.53%	75.9	1	29	20	1
\$550,001 - \$850,000	36	12.37%	93.9	3	15	16	2
\$850,001 and up	30	10.31%	116.2	3	8	13	6
<b>Total Active Inventory by Units</b>	<b>291</b>			<b>42</b>	<b>161</b>	<b>78</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>126,368,801</b>	<b>100%</b>	<b>99.9</b>	<b>11.13M</b>	<b>58.17M</b>	<b>42.82M</b>	<b>14.24M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$434,257</b>			<b>\$265,017</b>	<b>\$361,308</b>	<b>\$549,019</b>	<b>\$1,424,400</b>

# October 2022



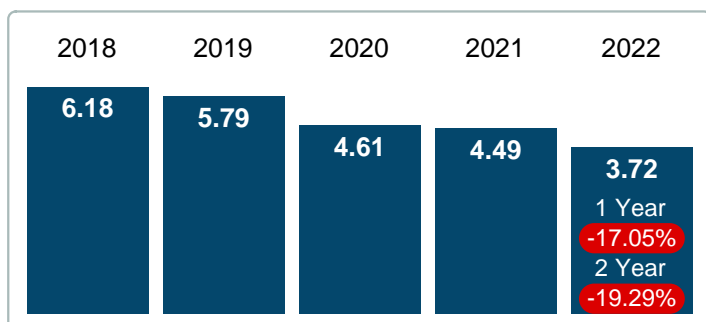
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



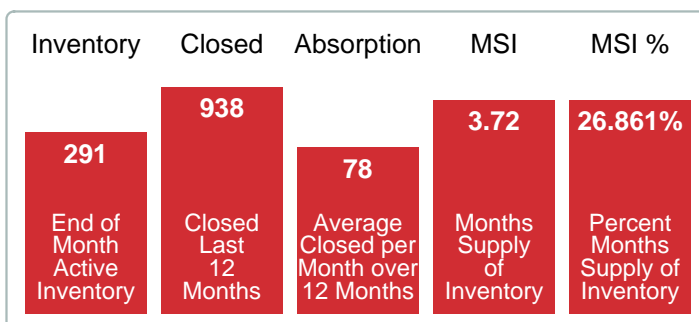
## MONTHS SUPPLY of INVENTORY (MSI)

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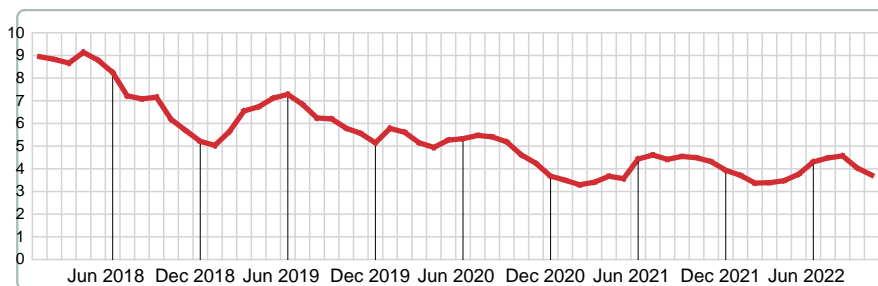
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

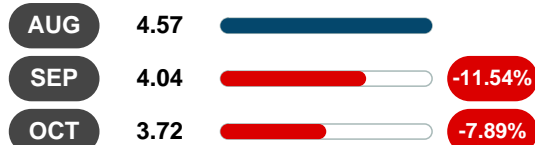


### 3 MONTHS

5 year OCT AVG = 4.96

High Apr 2018 9.14 Low Feb 2021 3.30

Months Supply this month at **3.72**  
below the 5 yr OCT average of **4.96**



### 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	19	6.53%	2.53	2.84	2.16	12.00	0.00
\$100,001 - \$175,000	48	16.49%	2.94	3.53	2.82	2.50	0.00
\$175,001 - \$225,000	34	11.68%	2.23	10.50	1.77	2.50	0.00
\$225,001 - \$325,000	73	25.09%	3.15	4.00	3.61	2.37	1.33
\$325,001 - \$550,000	51	17.53%	4.34	0.86	4.97	5.22	1.09
\$550,001 - \$850,000	36	12.37%	12.71	0.00	10.59	17.45	4.00
\$850,001 and up	30	10.31%	22.50	0.00	16.00	22.29	24.00
Market Supply of Inventory (MSI)			3.72	4.10	3.35	4.59	3.53
Total Active Inventory by Units		100%	3.72	42	161	78	10

# October 2022



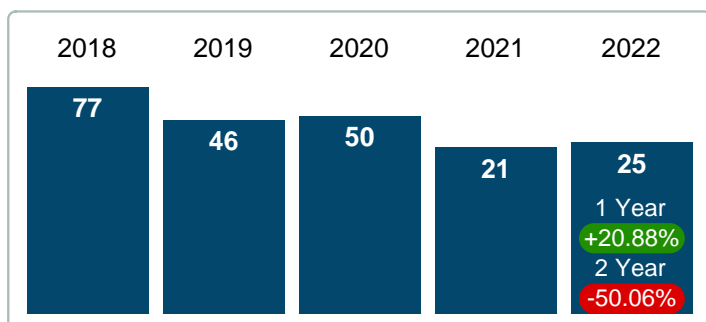
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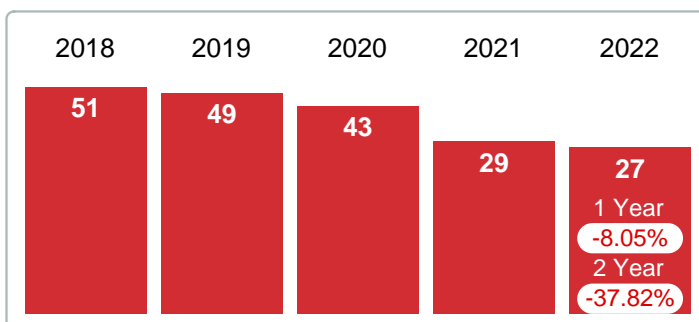
## AVERAGE DAYS ON MARKET TO SALE

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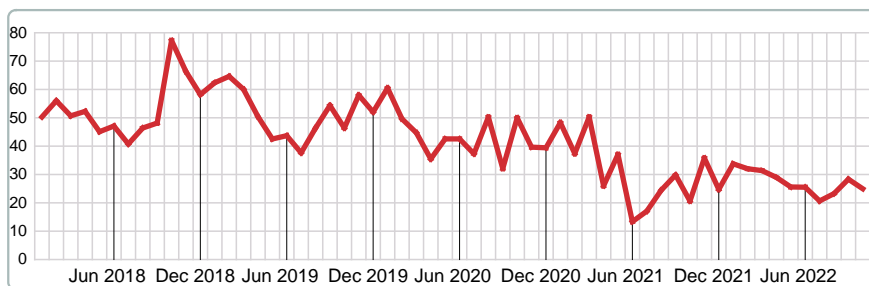
### OCTOBER



### YEAR TO DATE (YTD)

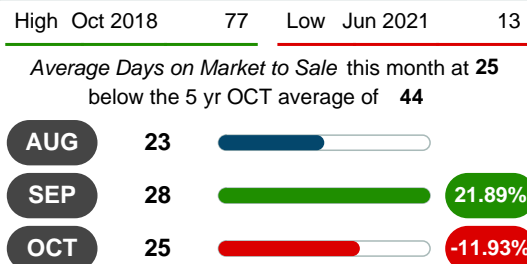


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 44



## 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
\$75,000 and less	7.58%	19	23	4	0	0
\$75,001 - \$100,000	9.09%	53	22	84	0	0
\$100,001 - \$175,000	18.18%	24	29	25	11	0
\$175,001 - \$250,000	22.73%	24	42	21	1	0
\$250,001 - \$325,000	19.70%	29	38	21	42	0
\$325,001 - \$400,000	10.61%	16	4	18	18	0
\$400,001 and up	12.12%	14	0	7	17	27
<b>Average Closed DOM</b>		<b>25</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>25</b>	<b>15</b>	<b>35</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>2.18M</b>	<b>7.99M</b>	<b>5.16M</b>	<b>407.00K</b>

# October 2022



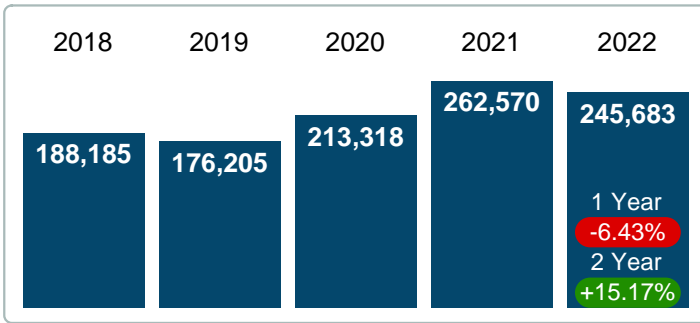
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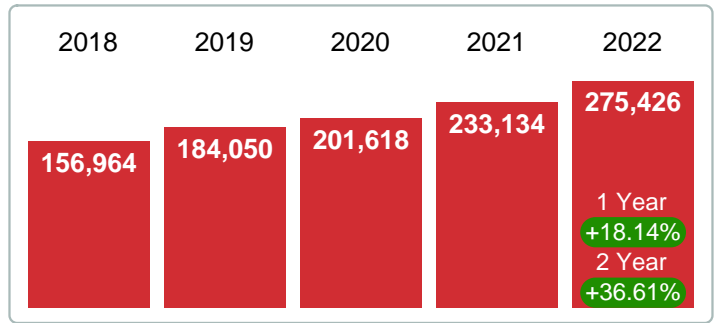
## AVERAGE LIST PRICE AT CLOSING

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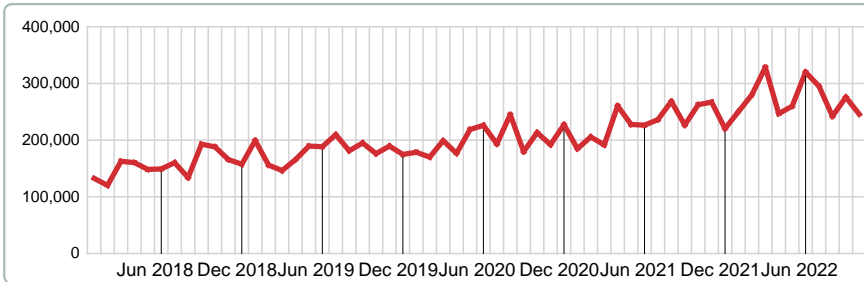
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

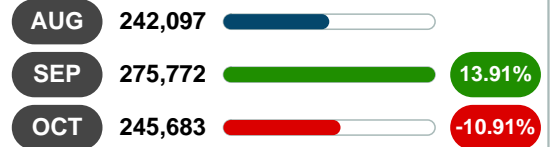


### 3 MONTHS

5 year OCT AVG = 217,192

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

Average List Price at Closing this month at **245,683**  
above the 5 yr OCT average of **217,192**



### 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
\$75,000 and less	4.55%	58,967	68,475	72,000	0	0
\$75,001 - \$100,000	9.09%	88,833	115,833	93,833	0	0
\$100,001 - \$175,000	21.21%	140,424	128,997	149,779	132,750	0
\$175,001 - \$250,000	21.21%	217,904	214,983	221,882	240,000	0
\$250,001 - \$325,000	21.21%	274,293	399,000	273,425	264,675	0
\$325,001 - \$400,000	12.12%	365,959	350,000	340,000	357,044	0
\$400,001 and up	10.61%	531,543	0	471,800	561,225	450,000
<b>Average List Price</b>		<b>245,683</b>	<b>160,156</b>	<b>232,156</b>	<b>349,152</b>	<b>450,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,683</b>	<b>15</b>	<b>35</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>16,215,065</b>	<b>2.40M</b>	<b>8.13M</b>	<b>5.24M</b>	<b>450.00K</b>



# October 2022



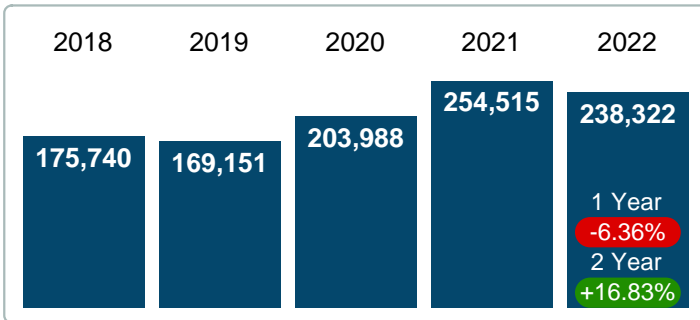
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



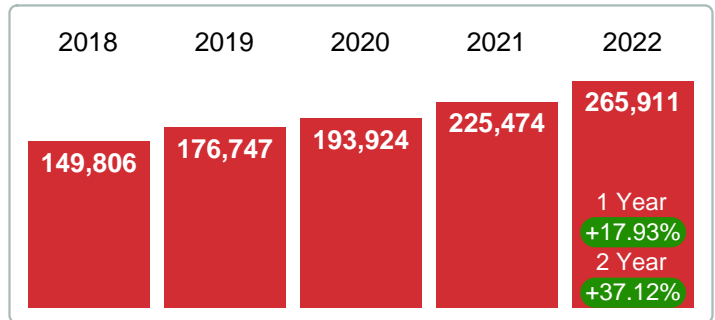
## AVERAGE SOLD PRICE AT CLOSING

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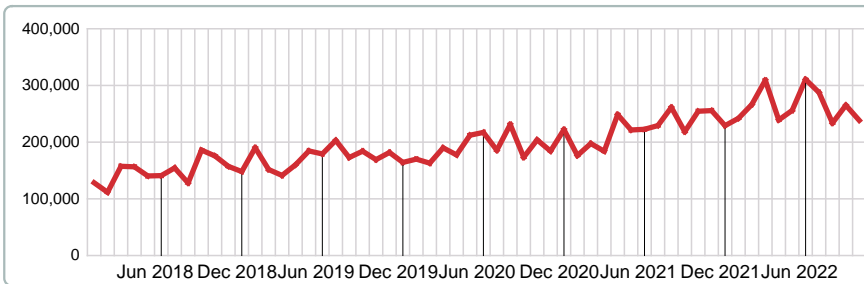
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

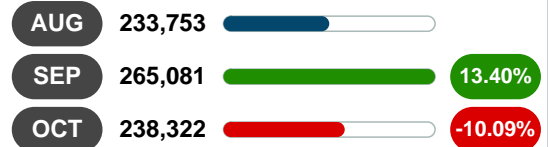


### 3 MONTHS

5 year OCT AVG = 208,343

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

Average Sold Price at Closing this month at **238,322** above the 5 yr OCT average of **208,343**



### 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
\$75,000 and less	7.58%	63,600	61,250	73,000	0	0
\$75,001 - \$100,000	9.09%	90,500	94,167	86,833	0	0
\$100,001 - \$175,000	18.18%	135,663	121,833	144,064	127,000	0
\$175,001 - \$250,000	22.73%	215,693	206,633	215,955	240,000	0
\$250,001 - \$325,000	19.70%	271,954	310,000	271,088	264,175	0
\$325,001 - \$400,000	10.61%	348,929	352,500	330,000	357,500	0
\$400,001 and up	12.12%	503,375	0	481,667	543,750	407,000
<b>Average Sold Price</b>		<b>238,322</b>	<b>145,027</b>	<b>228,319</b>	<b>343,713</b>	<b>407,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>238,322</b>	<b>15</b>	<b>35</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>15,729,250</b>	<b>2.18M</b>	<b>7.99M</b>	<b>5.16M</b>	<b>407.00K</b>

# October 2022



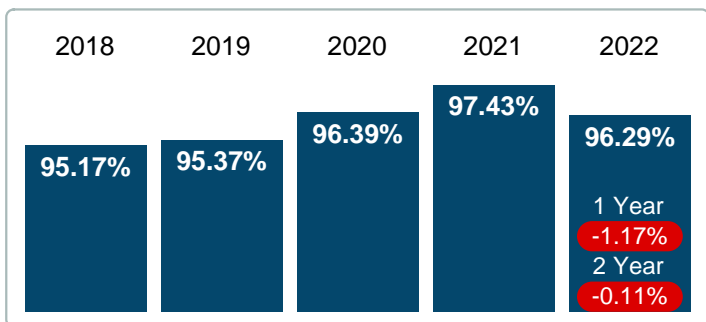
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



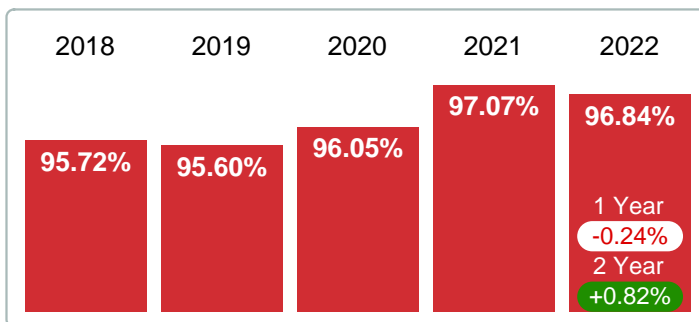
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

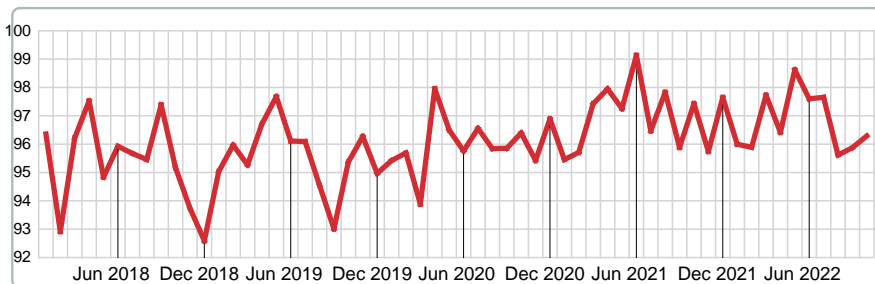
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

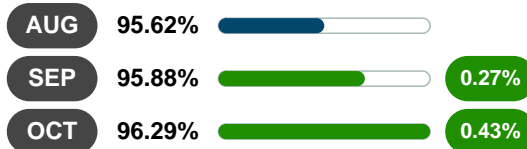


### 3 MONTHS

5 year OCT AVG = 96.13%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **96.29%** equal to 5 yr OCT average of **96.13%**



### 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
\$75,000 and less	5	7.58%	92.27%	89.99%	101.39%	0.00%	0.00%
\$75,001 - \$100,000	6	9.09%	88.84%	85.14%	92.54%	0.00%	0.00%
\$100,001 - \$175,000	12	18.18%	95.63%	94.60%	96.08%	95.62%	0.00%
\$175,001 - \$250,000	15	22.73%	97.45%	96.12%	97.58%	100.00%	0.00%
\$250,001 - \$325,000	13	19.70%	97.79%	77.69%	99.29%	99.82%	0.00%
\$325,001 - \$400,000	7	10.61%	99.45%	100.71%	97.14%	100.28%	0.00%
\$400,001 and up	8	12.12%	98.01%	0.00%	102.86%	96.26%	90.44%
Average Sold/List Ratio		96.30%		91.06%	97.77%	98.45%	90.44%
Total Closed Units		66	100%	15	35	15	1
Total Closed Volume		15,729,250		2.18M	7.99M	5.16M	407.00K

# October 2022



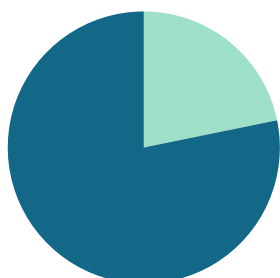
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

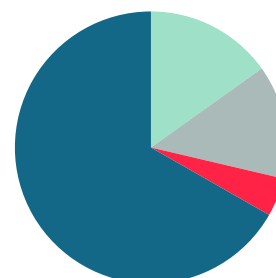


**Inventory**  
 New Listings  
**90 = 21.79%**  
 Start Inventory  
**323**  
 Total Inventory Units  
**413**  
 Volume  
**\$161,679,881**

### Market Activity

Closed Sales  
**66 = 15.14%**  
 Pending Sales  
**59 = 13.53%**  
 Other Off Market  
**20 = 4.59%**  
 Active Inventory  
**291 = 66.74%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	87	66	-24.14%	734	794	8.17%
Pending Sales	91	59	-35.16%	799	799	0.00%
New Listings	107	90	-15.89%	974	1,157	18.79%
Average List Price	262,570	245,683	-6.43%	233,134	275,426	18.14%
Average Sale Price	254,515	238,322	-6.36%	225,474	265,911	17.93%
Average Percent of Selling Price to List Price	97.43%	96.29%	-1.17%	97.07%	96.84%	-0.24%
Average Days on Market to Sale	20.64	24.95	20.88%	29.37	27.01	-8.05%
Monthly Inventory	328	291	-11.28%	328	291	-11.28%
Months Supply of Inventory	4.49	3.72	-17.05%	4.49	3.72	-17.05%

**Absorption:** Last 12 months, an Average of **78** Sales/Month

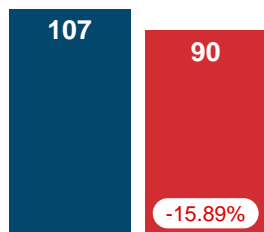
**Inventory** on October 31, 2022 = **291**

**2021** **2022**

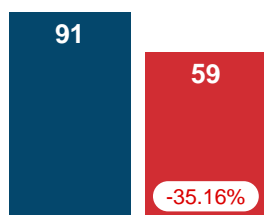
### OCTOBER MARKET

### AVERAGE PRICES

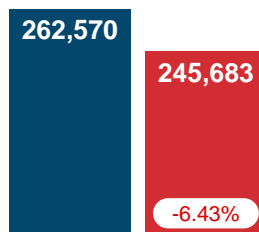
#### New Listings



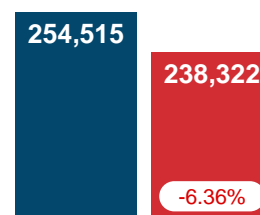
#### Pending Listings



#### List Price



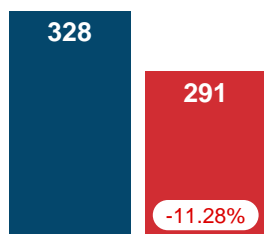
#### Sale Price



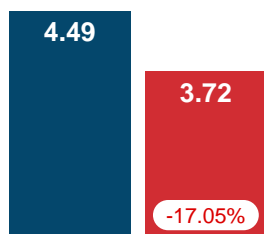
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

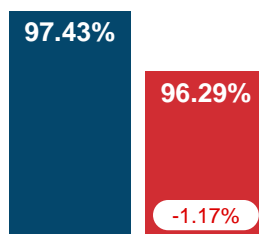
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

