

December 2021



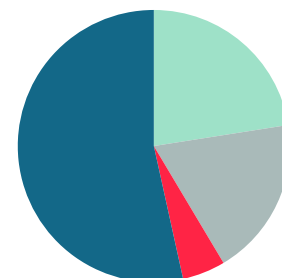
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	67	75	11.94%
Pending Listings	62	63	1.61%
New Listings	58	67	15.52%
Median List Price	205,250	197,500	-3.78%
Median Sale Price	195,000	197,500	1.28%
Median Percent of Selling Price to List Price	98.18%	98.35%	0.17%
Median Days on Market to Sale	21.00	7.00	-66.67%
End of Month Inventory	140	178	27.14%
Months Supply of Inventory	2.18	2.43	11.50%



■ Closed (22.52%)
■ Pending (18.92%)
■ Other OffMarket (5.11%)
■ Active (53.45%)

Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of December 31, 2021 = **178**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2021 rose **27.14%** to 178 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **2.43** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **1.28%** in December 2021 to \$197,500 versus the previous year at \$195,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 14.00 days or **66.67%** in December 2021 compared to last year's same month at **21.00** DOM.

Sales Success for December 2021 is Positive

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

There were 67 New Listings in December 2021, up **15.52%** from last year at 58. Furthermore, there were 75 Closed Listings this month versus last year at 67, a **11.94%** increase.

Closed versus Listed trends yielded a **111.9%** ratio, down from previous year's, December 2020, at **115.5%**, a **3.10%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

December 2021



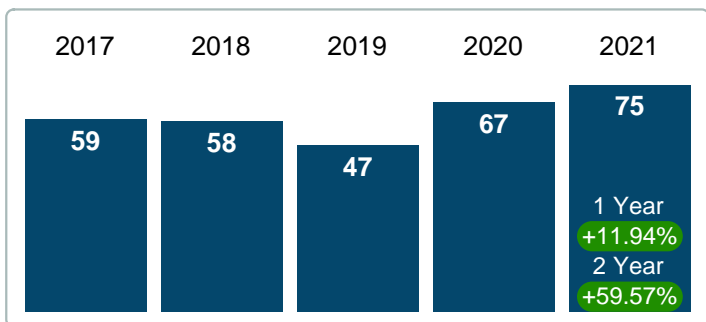
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



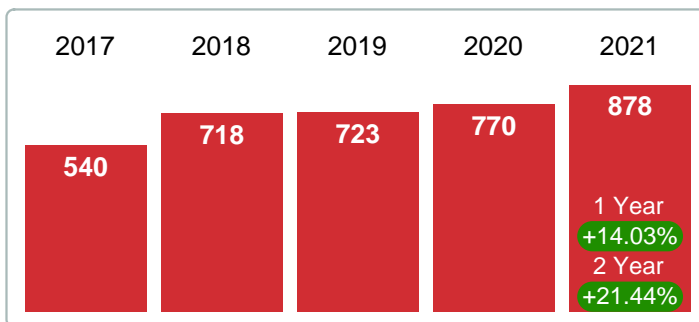
CLOSED LISTINGS

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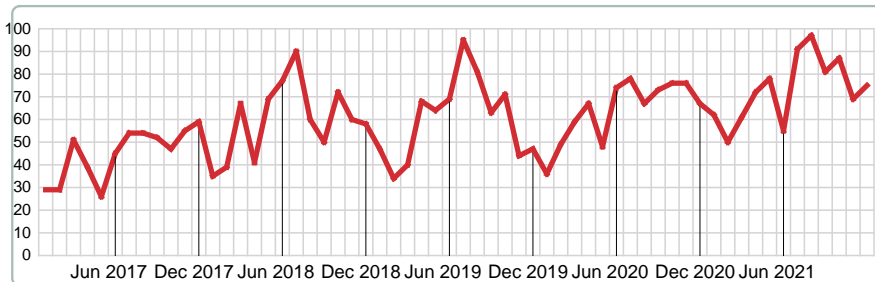
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 61

High Aug 2021 97 Low May 2017 26

Closed Listings this month at **75**
above the 5 yr DEC average of **61**



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	7	9.33%	5.0	2	5	0	0
\$75,001 - \$125,000	9	12.00%	18.0	2	7	0	0
\$125,001 - \$150,000	7	9.33%	2.0	3	4	0	0
\$150,001 - \$225,000	23	30.67%	4.0	1	18	4	0
\$225,001 - \$275,000	12	16.00%	21.0	0	10	1	1
\$275,001 - \$350,000	9	12.00%	11.0	0	5	4	0
\$350,001 and up	8	10.67%	9.5	1	4	3	0
Total Closed Units	75			9	53	12	1
Total Closed Volume	17,183,732	100%	7.0	1.33M	12.22M	3.36M	269.41K
Median Closed Price	\$197,500			\$128,500	\$197,500	\$307,800	\$269,410

December 2021



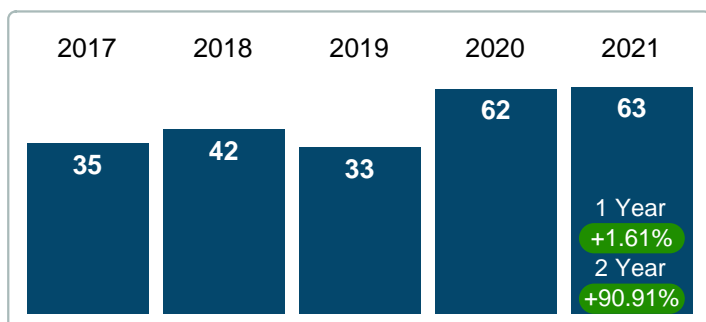
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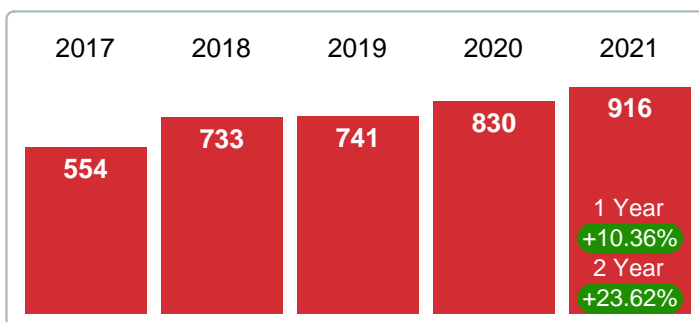
PENDING LISTINGS

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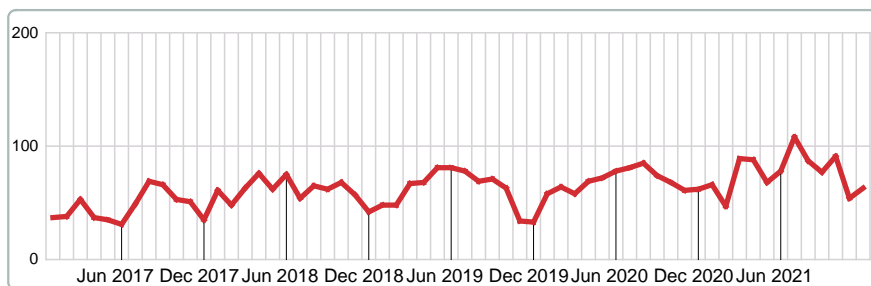
DECEMBER



YEAR TO DATE (YTD)

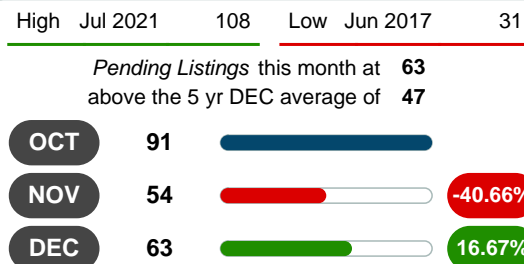


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



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	3	4.76%	61.0	1	2	0	0
\$75,001 - \$125,000	7	11.11%	35.0	5	2	0	0
\$125,001 - \$150,000	6	9.52%	54.5	0	6	0	0
\$150,001 - \$225,000	23	36.51%	10.0	2	18	3	0
\$225,001 - \$275,000	8	12.70%	19.5	1	5	1	1
\$275,001 - \$375,000	7	11.11%	33.0	0	2	5	0
\$375,001 and up	9	14.29%	16.0	1	6	1	1
Total Pending Units	63			10	41	10	2
Total Pending Volume	15,134,800	100%	18.0	1.71M	9.81M	2.93M	679.00K
Median Listing Price	\$197,500			\$125,000	\$197,500	\$286,100	\$339,500

December 2021



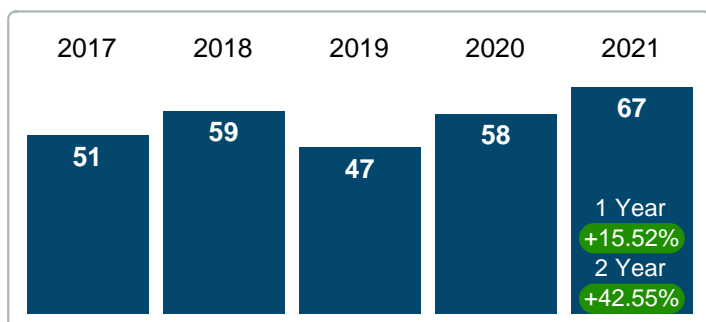
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



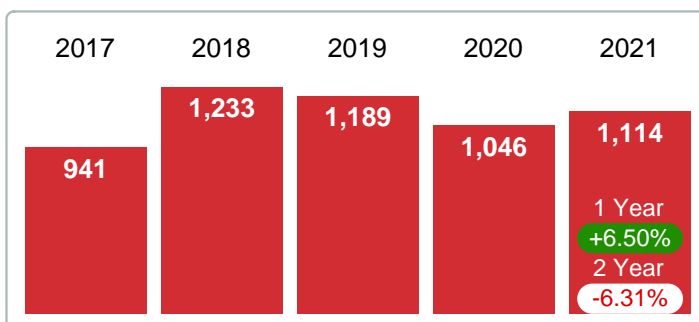
NEW LISTINGS

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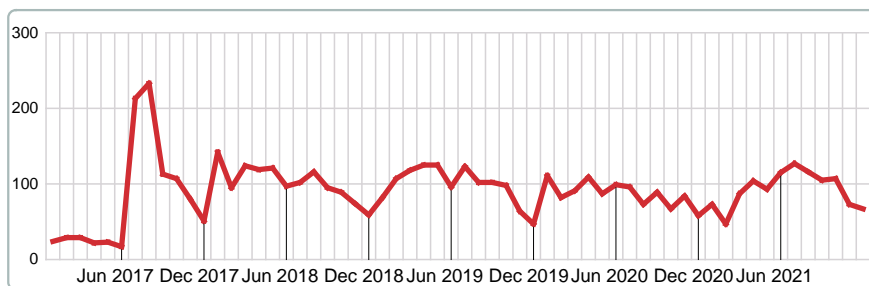
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 56

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **67**
above the 5 yr DEC average of **56**

Month	New Listings	% Change
OCT	107	
NOV	73	-31.78%
DEC	67	-8.22%

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	5	7.46%	1	4	0	0
\$125,001 - \$150,000	7	10.45%	1	4	2	0
\$150,001 - \$200,000	11	16.42%	1	8	1	1
\$200,001 - \$275,000	17	25.37%	1	14	2	0
\$275,001 - \$325,000	12	17.91%	1	5	6	0
\$325,001 - \$475,000	8	11.94%	1	3	4	0
\$475,001 and up	7	10.45%	0	5	2	0
Total New Listed Units	67		6	43	17	1
Total New Listed Volume	19,201,680	100%	1.25M	11.85M	5.94M	158.90K
Median New Listed Listing Price	\$242,500		\$184,000	\$235,000	\$300,000	\$158,900

December 2021



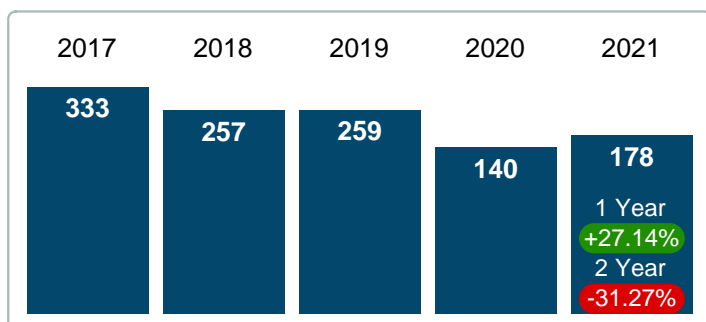
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



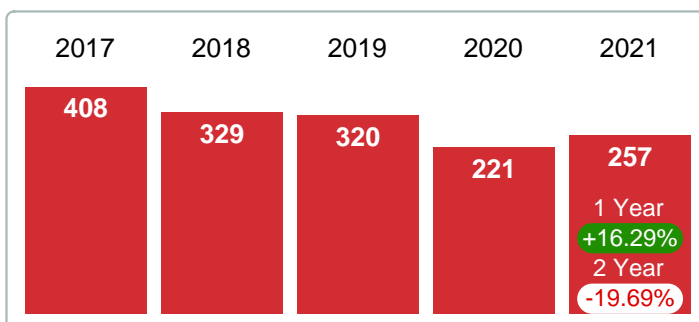
ACTIVE INVENTORY

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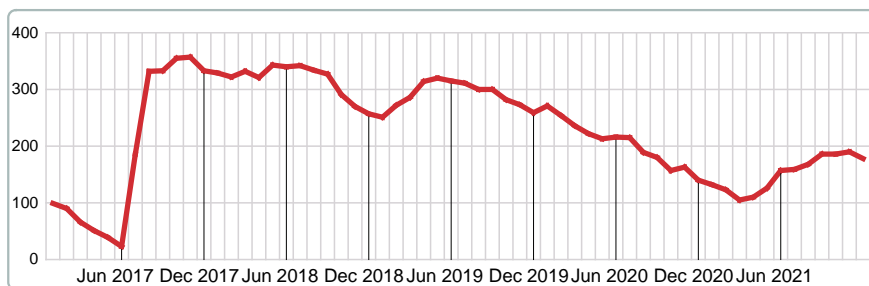
END OF DECEMBER



ACTIVE DURING DECEMBER

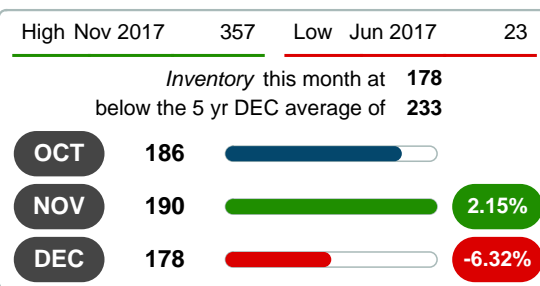


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 233



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	8.43%	86.0	5	9	1	0
\$125,001 - \$175,000	25	14.04%	59.0	5	13	5	2
\$175,001 - \$225,000	20	11.24%	56.0	2	11	7	0
\$225,001 - \$325,000	50	28.09%	67.0	6	29	13	2
\$325,001 - \$500,000	27	15.17%	92.0	5	13	8	1
\$500,001 - \$950,000	23	12.92%	70.0	1	14	5	3
\$950,001 and up	18	10.11%	131.5	1	5	8	4
Total Active Inventory by Units	178			25	94	47	12
Total Active Inventory by Volume	92,116,589	100%	72.5	7.99M	40.12M	30.25M	13.75M
Median Active Inventory Listing Price	\$289,500			\$270,000	\$273,450	\$302,610	\$590,000

December 2021



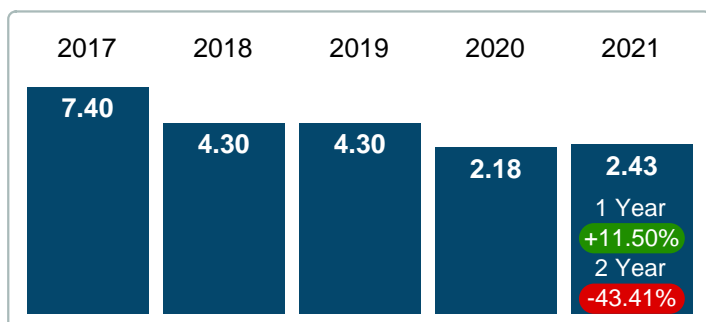
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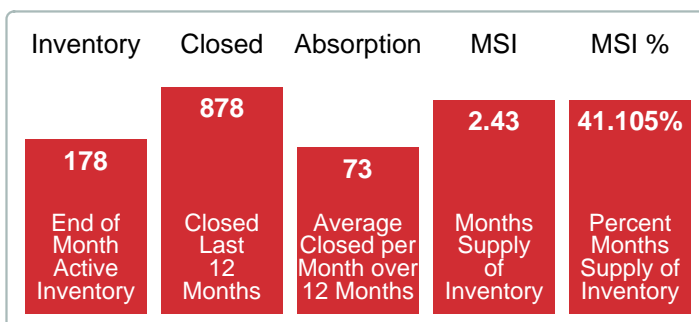
MONTHS SUPPLY of INVENTORY (MSI)

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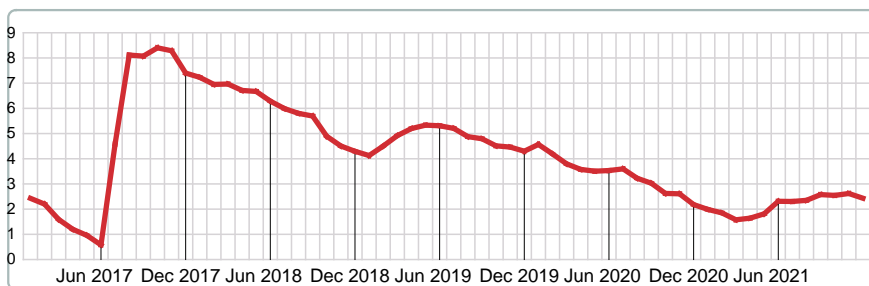
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

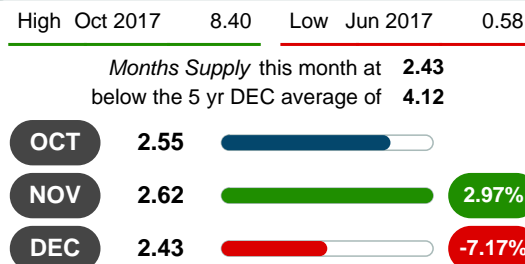


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.12



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	15	8.43%	0.92	0.94	0.95	0.71	0.00
\$125,001 - \$175,000	25	14.04%	1.83	2.14	1.46	2.40	6.00
\$175,001 - \$225,000	20	11.24%	1.27	6.00	0.86	3.11	0.00
\$225,001 - \$325,000	50	28.09%	3.06	12.00	2.78	2.69	3.43
\$325,001 - \$500,000	27	15.17%	3.86	12.00	4.33	3.10	1.00
\$500,001 - \$950,000	23	12.92%	6.73	4.00	8.84	6.67	3.60
\$950,001 and up	18	10.11%	27.00	0.00	12.00	0.00	16.00
Market Supply of Inventory (MSI)			2.43	2.73	2.01	3.38	3.51
Total Active Inventory by Units		100%	2.43	25	94	47	12

December 2021



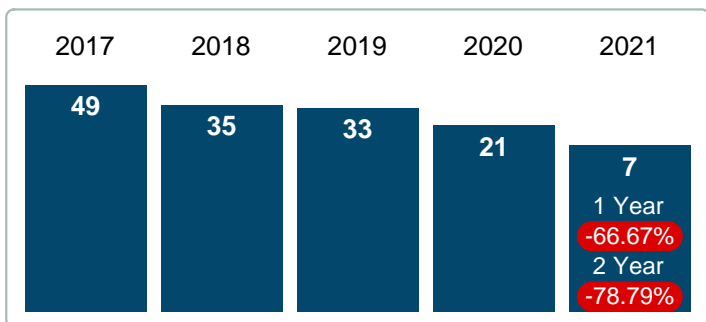
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



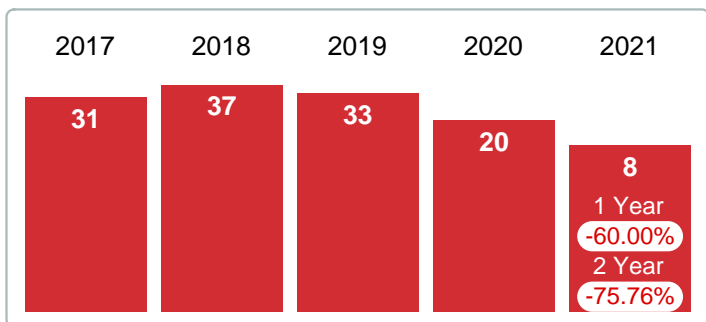
MEDIAN DAYS ON MARKET TO SALE

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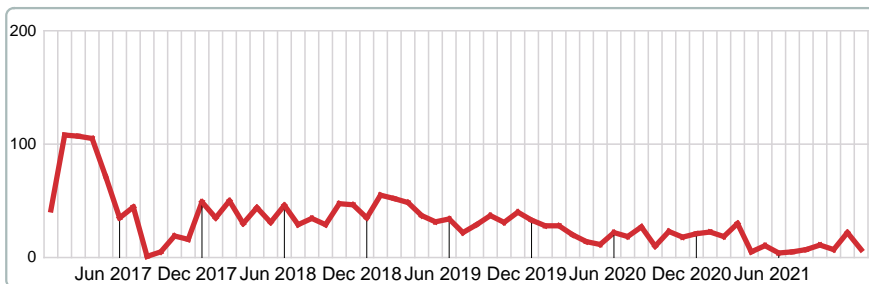
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

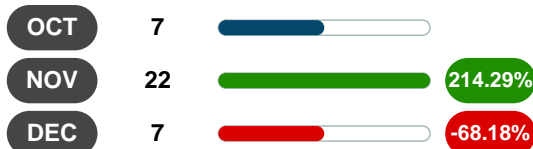


3 MONTHS

5 year DEC AVG = 29

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 7 below the 5 yr DEC average of 29



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	9.33%	5	22	5	0	0
\$75,001 - \$125,000	12.00%	18	63	9	0	0
\$125,001 - \$150,000	9.33%	2	2	3	0	0
\$150,001 - \$225,000	30.67%	4	8	4	15	0
\$225,001 - \$275,000	16.00%	21	0	21	30	3
\$275,001 - \$350,000	12.00%	11	0	7	12	0
\$350,001 and up	10.67%	10	2	15	4	0
Median Closed DOM		7	8	5	12	3
Total Closed Units	100%	75	9	53	12	1
Total Closed Volume		17,183,732	1.33M	12.22M	3.36M	269.41K

December 2021



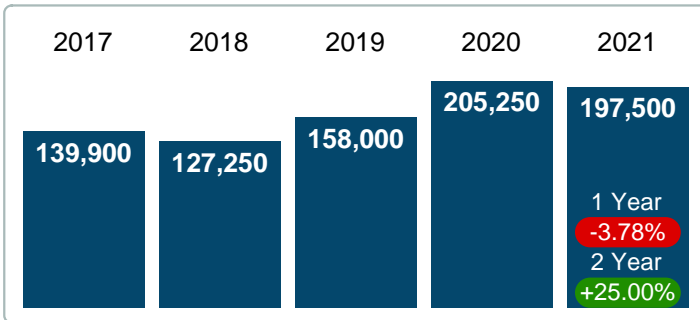
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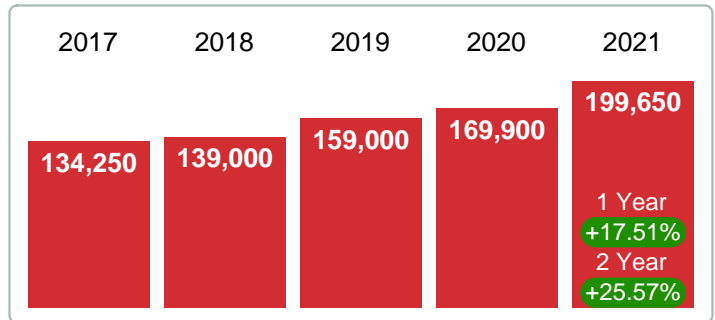
MEDIAN LIST PRICE AT CLOSING

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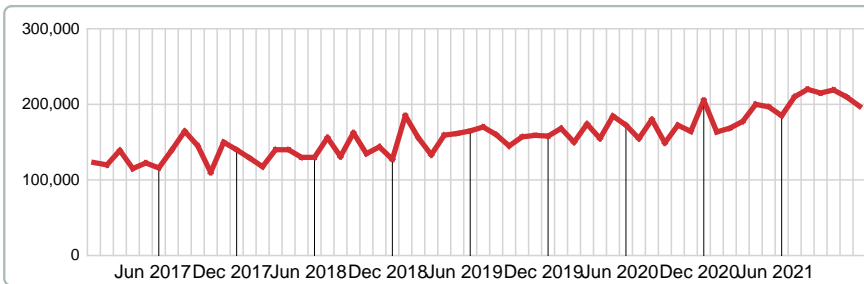
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

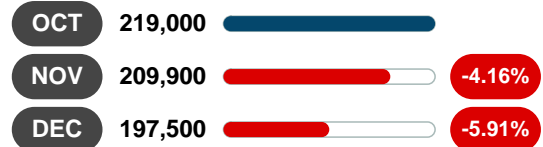


3 MONTHS

5 year DEC AVG = 165,580

High Aug 2021 219,900 Low Oct 2017 110,000

Median List Price at Closing this month at **197,500**
 above the 5 yr DEC average of **165,580**



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	6.67%	55,000	75,000	52,500	0	0
\$75,001 - \$125,000	13.33%	109,950	98,000	114,900	0	0
\$125,001 - \$150,000	9.33%	149,000	149,000	147,000	0	0
\$150,001 - \$225,000	30.67%	187,000	185,000	197,500	179,000	0
\$225,001 - \$275,000	13.33%	247,525	0	245,000	254,950	269,410
\$275,001 - \$350,000	14.67%	310,000	0	287,000	320,000	0
\$350,001 and up	12.00%	388,000	430,000	404,790	375,000	0
Median List Price		197,500	139,900	197,500	315,000	269,410
Total Closed Units		75	9	53	12	1
Total Closed Volume		16,525,026	1.43M	11.33M	3.50M	269.41K

December 2021



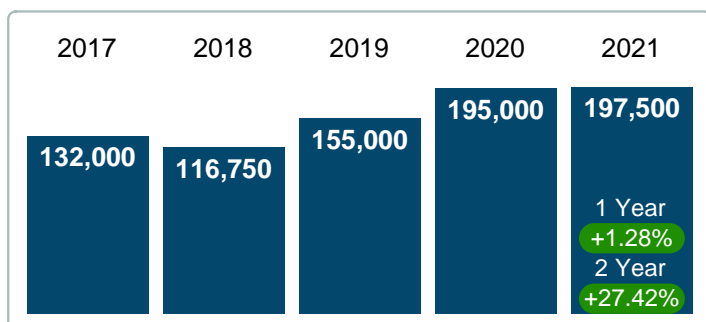
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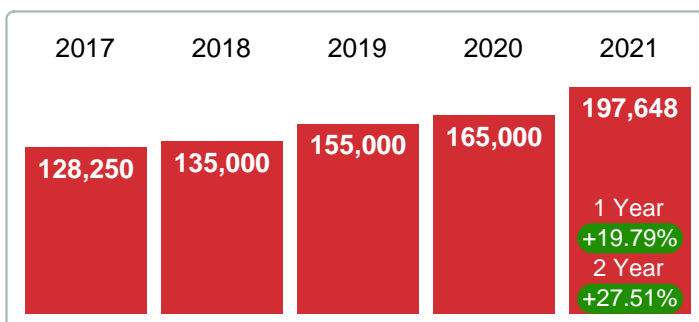
MEDIAN SOLD PRICE AT CLOSING

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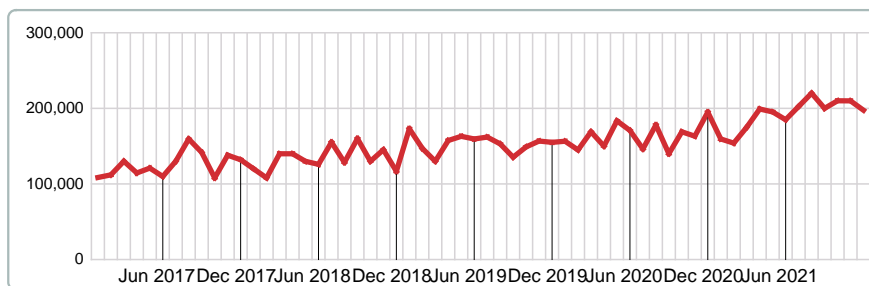
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

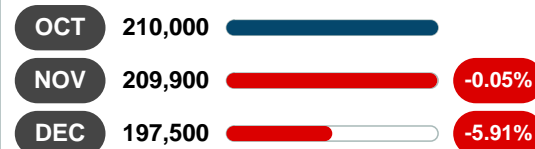


3 MONTHS

5 year DEC AVG = 159,250

High Aug 2021 220,000 Low Feb 2018 108,000

Median Sold Price at Closing this month at 197,500 above the 5 yr DEC average of 159,250



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	9.33%	69,000	69,100	43,835	0	0
\$75,001 - \$125,000	12.00%	105,000	99,000	105,000	0	0
\$125,001 - \$150,000	9.33%	140,000	138,000	147,000	0	0
\$150,001 - \$225,000	30.67%	180,600	160,000	192,950	172,000	0
\$225,001 - \$275,000	16.00%	256,450	0	248,525	264,400	269,410
\$275,001 - \$350,000	12.00%	312,500	0	329,000	311,550	0
\$350,001 and up	10.67%	389,000	430,000	382,500	388,000	0
Median Sold Price		197,500	128,500	197,500	307,800	269,410
Total Closed Units	100%	197,500	9	53	12	1
Total Closed Volume		17,183,732	1.33M	12.22M	3.36M	269.41K

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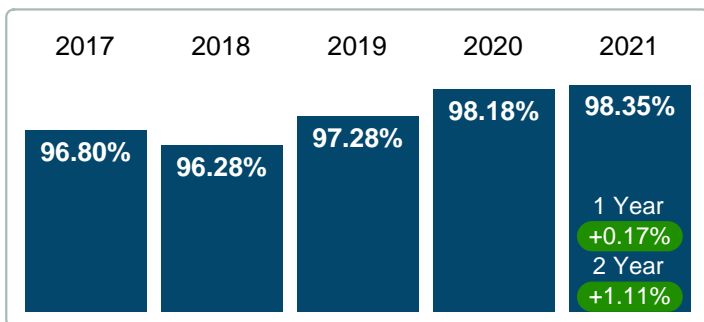
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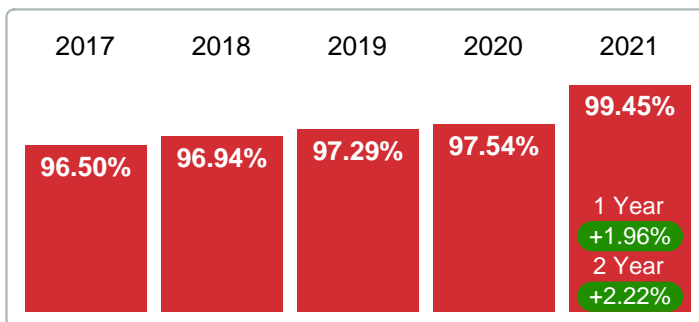
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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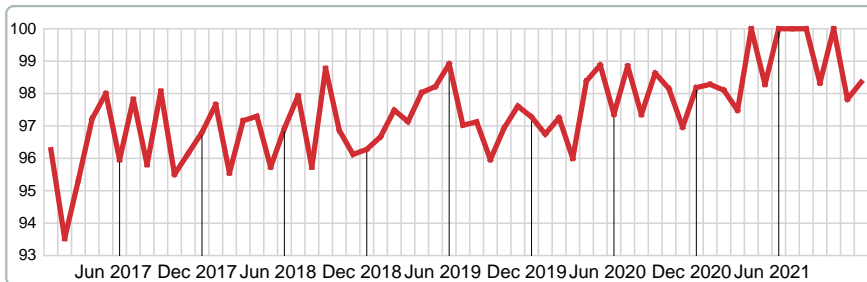
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

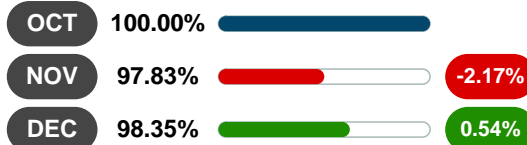


3 MONTHS

5 year DEC AVG = 97.38%

High Oct 2021 100.00% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.35%**
above the 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	7	9.33%	87.67%	89.80%	87.67%	0.00%	0.00%
\$75,001 - \$125,000	9	12.00%	94.25%	90.49%	95.65%	0.00%	0.00%
\$125,001 - \$150,000	7	9.33%	93.29%	92.00%	96.64%	0.00%	0.00%
\$150,001 - \$225,000	23	30.67%	99.21%	86.49%	99.61%	95.83%	0.00%
\$225,001 - \$275,000	12	16.00%	99.91%	0.00%	98.26%	101.73%	100.00%
\$275,001 - \$350,000	9	12.00%	98.39%	0.00%	100.59%	96.38%	0.00%
\$350,001 and up	8	10.67%	100.00%	100.00%	97.56%	100.00%	0.00%
Median Sold/List Ratio		98.35%		92.00%	99.16%	99.19%	100.00%
Total Closed Units		75	100%	9	53	12	1
Total Closed Volume		17,183,732		1.33M	12.22M	3.36M	269.41K

December 2021



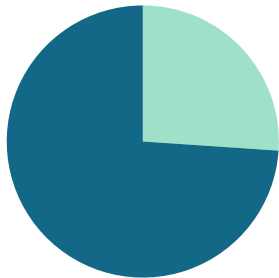
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

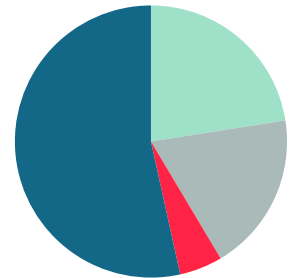


Inventory
 New Listings
67 = 26.07%
 Start Inventory
190
 Total Inventory Units
257
 Volume
\$114,242,969

Market Activity

Closed Sales
75 = 22.52%
 Pending Sales
63 = 18.92%
 Other Off Market
17 = 5.11%
 Active Inventory
178 = 53.45%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	67	75	11.94%	770	878	14.03%
Pending Sales	62	63	1.61%	830	916	10.36%
New Listings	58	67	15.52%	1,046	1,114	6.50%
Median List Price	205,250	197,500	-3.78%	169,900	199,650	17.51%
Median Sale Price	195,000	197,500	1.28%	165,000	197,648	19.79%
Median Percent of Selling Price to List Price	98.18%	98.35%	0.17%	97.54%	99.45%	1.96%
Median Days on Market to Sale	21.00	7.00	-66.67%	20.00	8.00	-60.00%
Monthly Inventory	140	178	27.14%	140	178	27.14%
Months Supply of Inventory	2.18	2.43	11.50%	2.18	2.43	11.50%

Absorption: Last 12 months, an Average of **73** Sales/Month

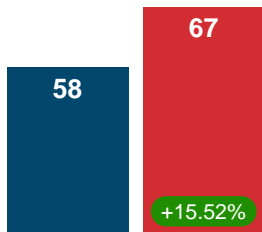
Inventory on December 31, 2021 = **178**

2020 **2021**

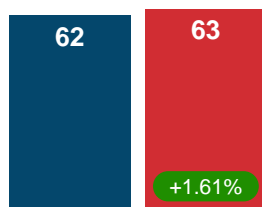
DECEMBER MARKET

MEDIAN PRICES

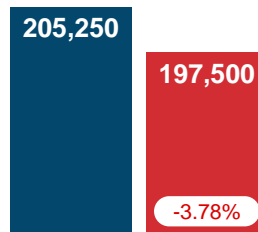
New Listings



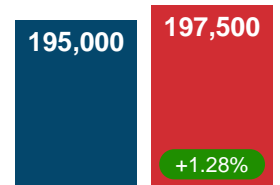
Pending Listings



List Price



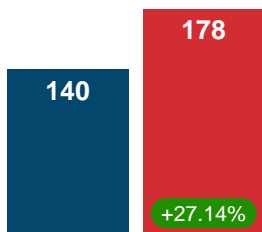
Sale Price



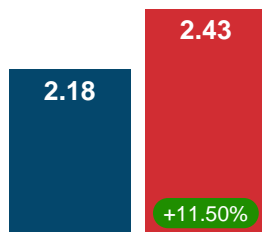
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

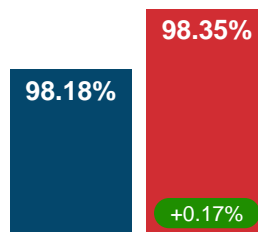
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

