

August 2022



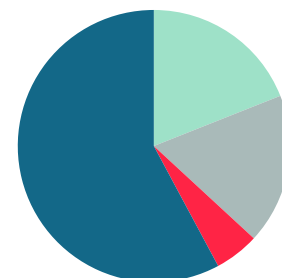
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	97	86	-11.34%
Pending Listings	87	81	-6.90%
New Listings	116	120	3.45%
Average List Price	268,232	242,097	-9.74%
Average Sale Price	261,273	233,753	-10.53%
Average Percent of Selling Price to List Price	97.83%	95.62%	-2.26%
Average Days on Market to Sale	24.44	23.24	-4.91%
End of Month Inventory	168	262	55.95%
Months Supply of Inventory	2.35	3.29	39.97%



■ Closed (18.98%)
■ Pending (17.88%)
■ Other OffMarket (5.30%)
■ Active (57.84%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of August 31, 2022 = **262**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **55.95%** to 262 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **3.29** 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 **10.53%** in August 2022 to \$233,753 versus the previous year at \$261,273.

Average Days on Market Shortens

The average number of **23.24** days that homes spent on the market before selling decreased by 1.20 days or **4.91%** in August 2022 compared to last year's same month at **24.44** DOM.

Sales Success for August 2022 is Positive

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

There were 120 New Listings in August 2022, up **3.45%** from last year at 116. Furthermore, there were 86 Closed Listings this month versus last year at 97, a **-11.34%** decrease.

Closed versus Listed trends yielded a **71.7%** ratio, down from previous year's, August 2021, at **83.6%**, a **14.30%** downswing. This will certainly create pressure on an increasing Monthly $\frac{1}{2}$ 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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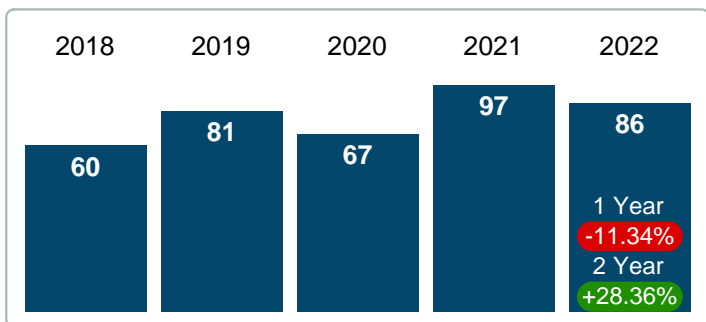
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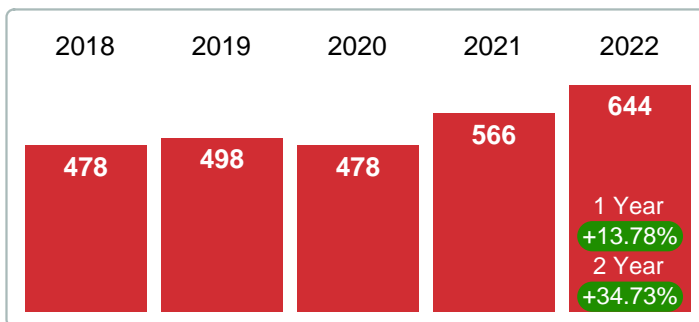
CLOSED LISTINGS

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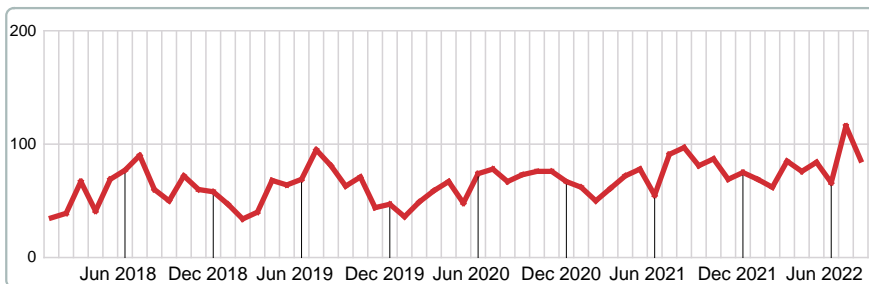
AUGUST



YEAR TO DATE (YTD)

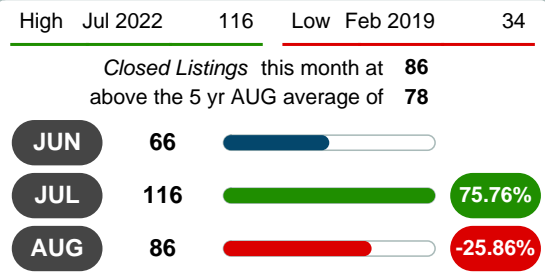


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 78



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	6	6.98%	48.2	2	4	0	0
\$75,001 - \$125,000	9	10.47%	30.8	5	4	0	0
\$125,001 - \$200,000	16	18.60%	20.3	6	9	1	0
\$200,001 - \$225,000	13	15.12%	20.0	0	11	2	0
\$225,001 - \$275,000	18	20.93%	8.6	1	14	3	0
\$275,001 - \$375,000	14	16.28%	34.4	1	11	2	0
\$375,001 and up	10	11.63%	21.4	0	6	4	0
Total Closed Units	86			15	59	12	0
Total Closed Volume	20,102,800	100%	23.2	2.04M	14.30M	3.77M	0.00B
Average Closed Price	\$233,753			\$135,700	\$242,307	\$314,267	\$0

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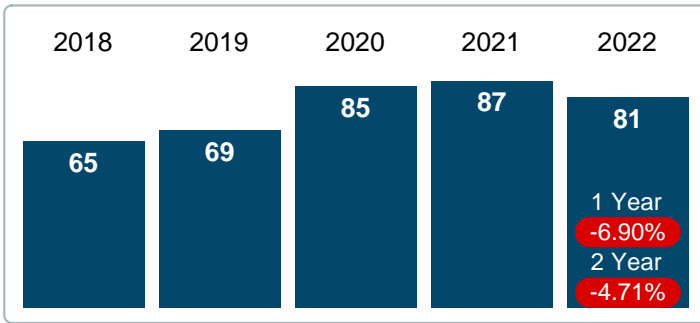
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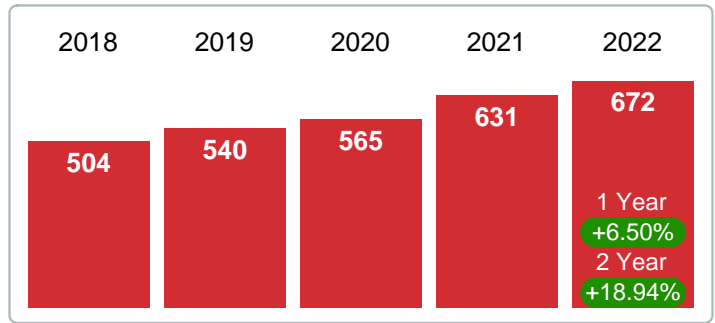
PENDING LISTINGS

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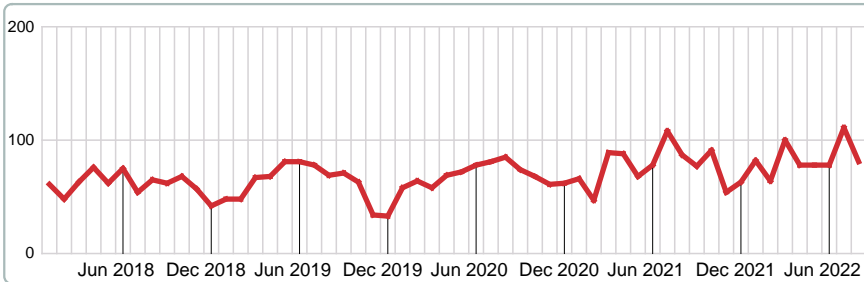
AUGUST



YEAR TO DATE (YTD)

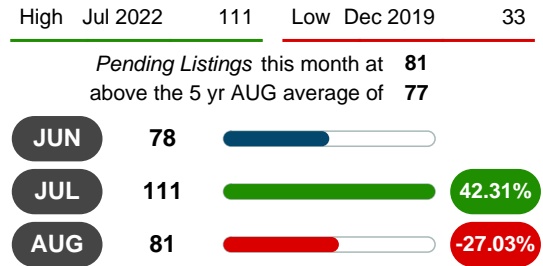


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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	9.88%	55.5	4	2	1	1
\$100,001 - \$150,000	8	9.88%	43.9	4	4	0	0
\$150,001 - \$200,000	10	12.35%	29.0	1	8	1	0
\$200,001 - \$250,000	20	24.69%	25.2	3	12	5	0
\$250,001 - \$300,000	15	18.52%	25.7	0	12	3	0
\$300,001 - \$375,000	11	13.58%	36.5	2	7	2	0
\$375,001 and up	9	11.11%	39.4	0	3	5	1
Total Pending Units	81			14	48	17	2
Total Pending Volume	21,805,603	100%	33.4	2.32M	12.13M	6.69M	662.90K
Average Listing Price	\$266,919			\$165,724	\$252,667	\$393,796	\$331,450

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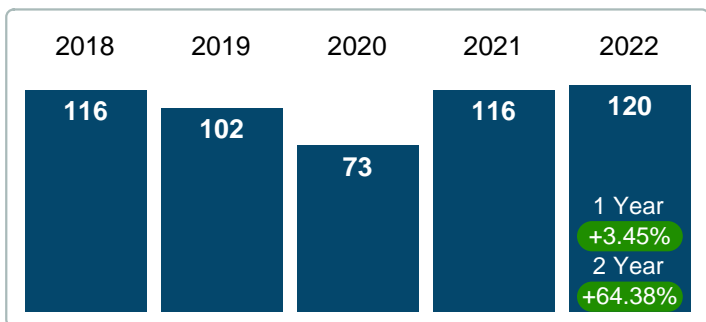
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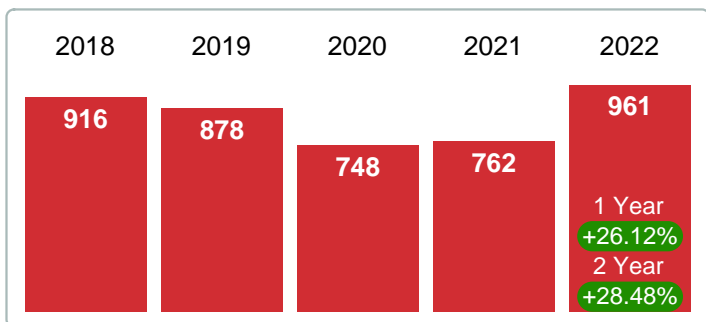
NEW LISTINGS

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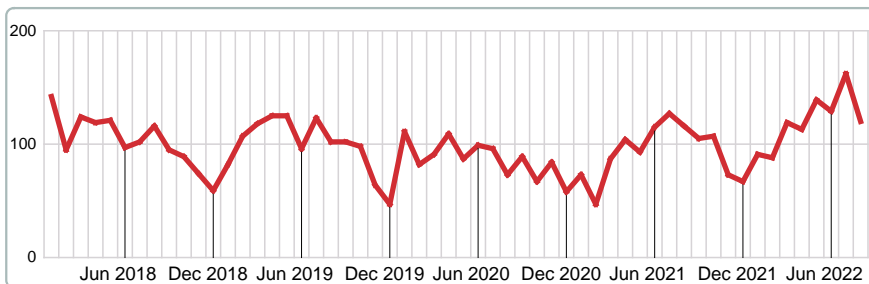
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 105

High Jul 2022 162 Low Feb 2021 47

New Listings this month at 120
above the 5 yr AUG average of 105



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	7	5.83%	6	1	0	0
\$100,001 - \$175,000	16	13.33%	6	8	2	0
\$175,001 - \$225,000	20	16.67%	1	14	5	0
\$225,001 - \$325,000	30	25.00%	2	23	5	0
\$325,001 - \$450,000	21	17.50%	2	11	6	2
\$450,001 - \$675,000	13	10.83%	0	6	6	1
\$675,001 and up	13	10.83%	3	3	5	2
Total New Listed Units	120		20	66	29	5
Total New Listed Volume	51,262,912	100%	5.84M	20.17M	17.01M	8.24M
Average New Listed Listing Price	\$356,525		\$291,830	\$305,568	\$586,719	\$1,648,800

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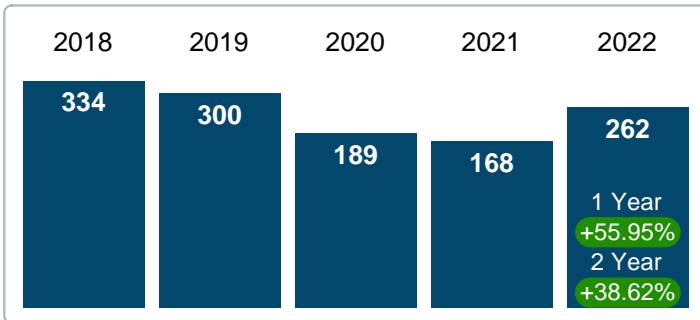
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



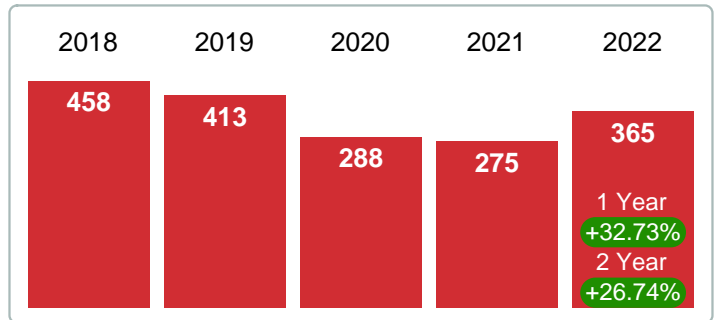
ACTIVE INVENTORY

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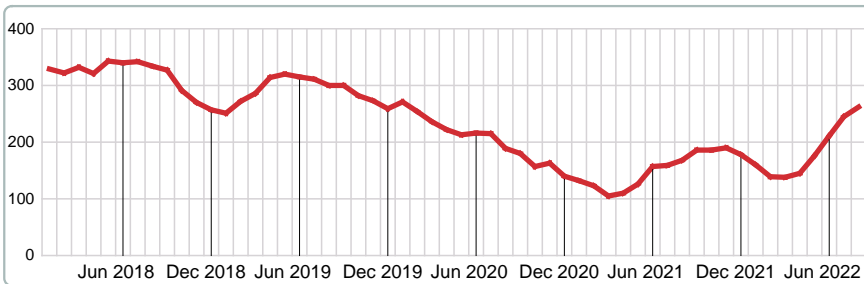
END OF AUGUST



ACTIVE DURING AUGUST

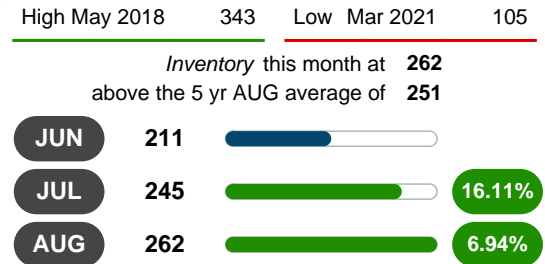


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 251



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	17	6.49%	49.8	9	8	0	0
\$100,001 - \$175,000	42	16.03%	62.6	15	18	9	0
\$175,001 - \$225,000	35	13.36%	56.0	4	23	8	0
\$225,001 - \$350,000	72	27.48%	61.8	4	44	22	2
\$350,001 - \$525,000	36	13.74%	57.7	2	23	9	2
\$525,001 - \$850,000	33	12.60%	60.6	2	15	12	4
\$850,001 and up	27	10.31%	93.6	3	7	11	6
Total Active Inventory by Units	262			39	138	71	14
Total Active Inventory by Volume	120,267,924	100%	62.9	10.24M	52.35M	41.58M	16.10M
Average Active Inventory Listing Price	\$459,038			\$262,628	\$379,357	\$585,581	\$1,149,857

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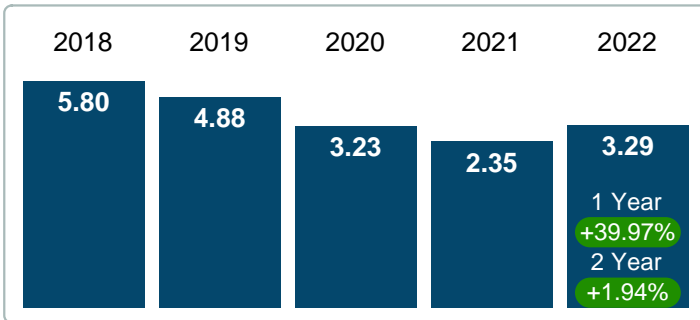
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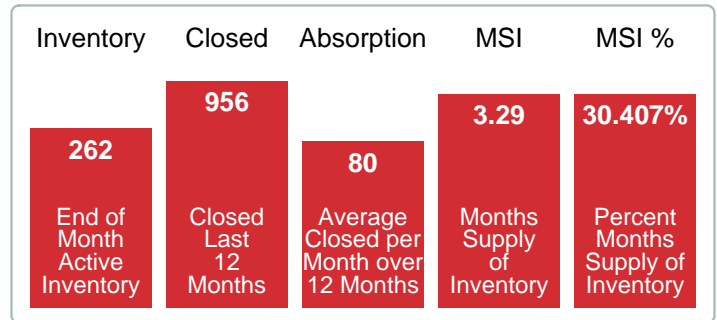
MONTHS SUPPLY of INVENTORY (MSI)

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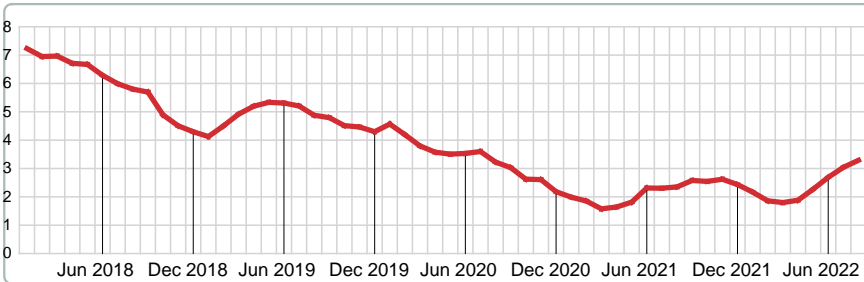
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022



5 YEAR MARKET ACTIVITY TRENDS

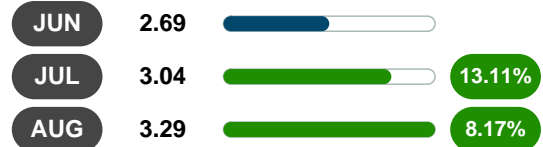


3 MONTHS

5 year AUG AVG = 3.91

High Jan 2018 7.23 Low Mar 2021 1.58

Months Supply this month at **3.29**
below the 5 yr AUG average of **3.91**



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	17	6.49%	2.13	2.70	1.78	0.00	0.00
\$100,001 - \$175,000	42	16.03%	2.37	3.46	1.65	3.86	0.00
\$175,001 - \$225,000	35	13.36%	2.13	6.00	1.73	3.56	0.00
\$225,001 - \$350,000	72	27.48%	2.86	3.20	2.95	2.75	2.00
\$350,001 - \$525,000	36	13.74%	4.91	2.40	5.41	4.91	4.80
\$525,001 - \$850,000	33	12.60%	9.43	24.00	9.00	11.08	6.00
\$850,001 and up	27	10.31%	18.00	0.00	12.00	18.86	18.00
Market Supply of Inventory (MSI)			3.29	3.71	2.75	4.37	5.09
Total Active Inventory by Units		100%	3.29	39	138	71	14

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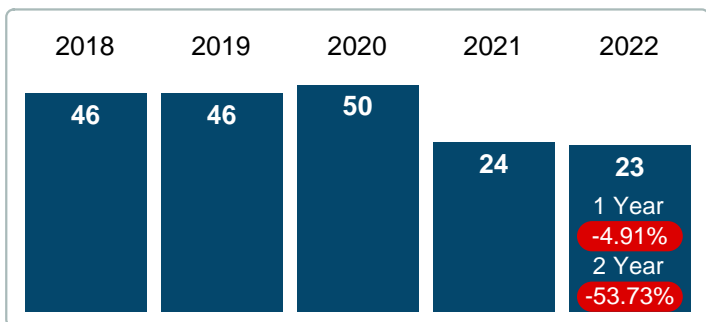
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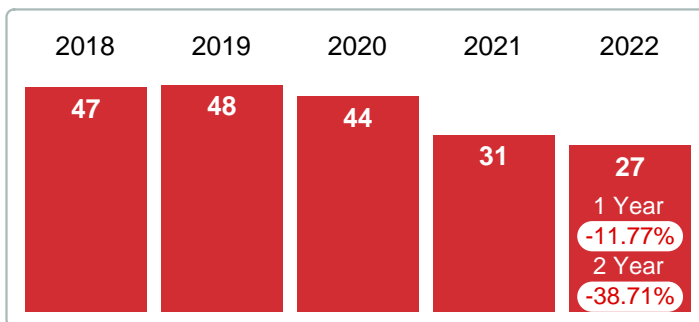
AVERAGE DAYS ON MARKET TO SALE

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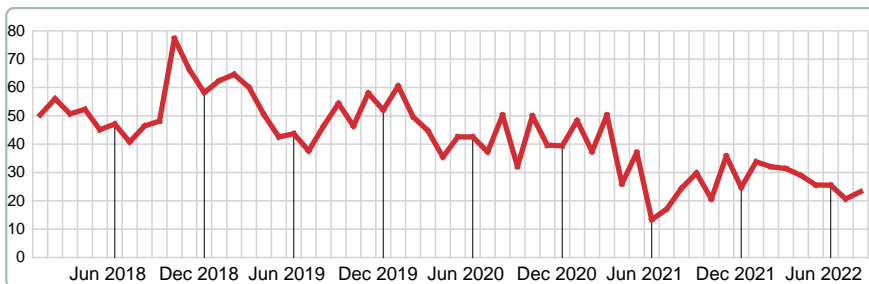
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 38

High Oct 2018 77 Low Jun 2021 13

Average Days on Market to Sale this month at 23 below the 5 yr AUG average of 38



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	6.98%	48	100	22	0	0
\$75,001 - \$125,000	10.47%	31	18	46	0	0
\$125,001 - \$200,000	18.60%	20	24	20	4	0
\$200,001 - \$225,000	15.12%	20	0	23	4	0
\$225,001 - \$275,000	20.93%	9	13	10	1	0
\$275,001 - \$375,000	16.28%	34	38	29	65	0
\$375,001 and up	11.63%	21	0	26	15	0
Average Closed DOM		23	32	22	17	0
Total Closed Units	100%	23	15	59	12	0
Total Closed Volume		20,102,800	2.04M	14.30M	3.77M	0.00B

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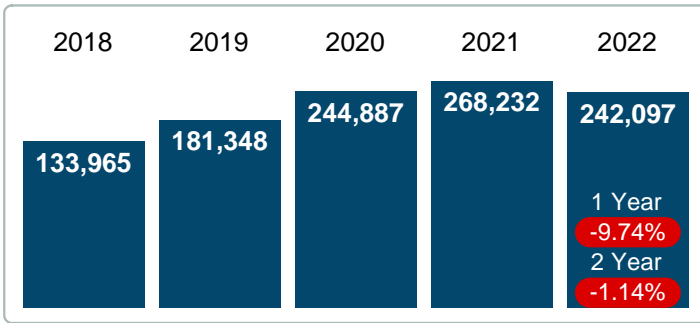
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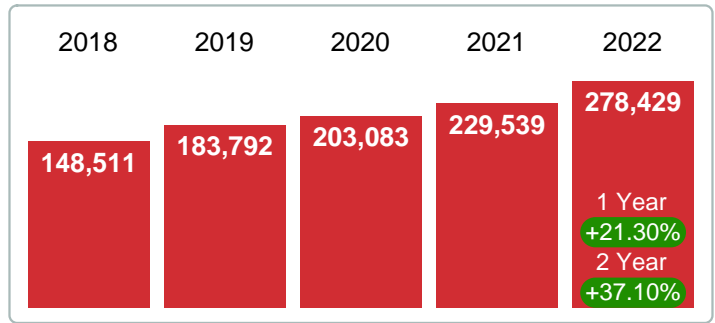
AVERAGE LIST PRICE AT CLOSING

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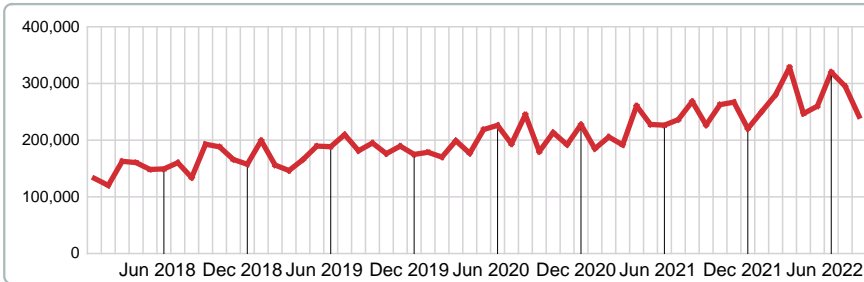
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

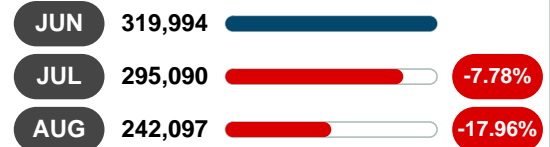


3 MONTHS

5 year AUG AVG = 214,106

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

Average List Price at Closing this month at **242,097**
above the 5 yr AUG average of **214,106**



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	5.81%	49,800	69,000	50,000	0	0
\$75,001 - \$125,000	10.47%	95,389	93,800	107,125	0	0
\$125,001 - \$200,000	16.28%	161,436	160,150	184,356	189,000	0
\$200,001 - \$225,000	16.28%	217,396	0	222,991	211,319	0
\$225,001 - \$275,000	23.26%	249,770	249,000	247,621	259,933	0
\$275,001 - \$375,000	15.12%	320,800	355,000	324,345	313,750	0
\$375,001 and up	12.79%	476,673	0	511,733	446,000	0
Average List Price		242,097	144,793	251,619	316,912	0
Total Closed Units	100%	242,097	15	59	12	0
Total Closed Volume		20,820,338	2.17M	14.85M	3.80M	0.00B

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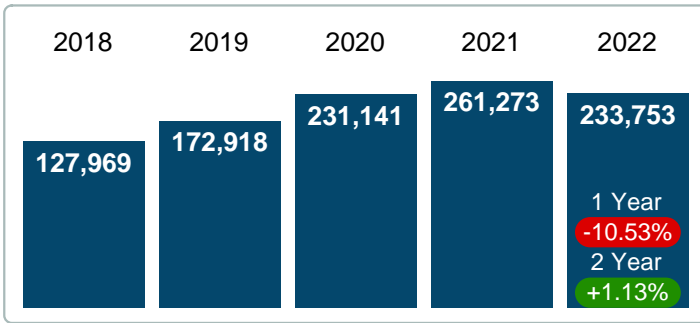
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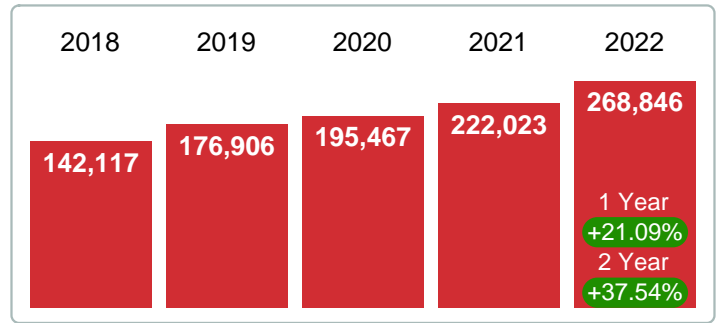
AVERAGE SOLD PRICE AT CLOSING

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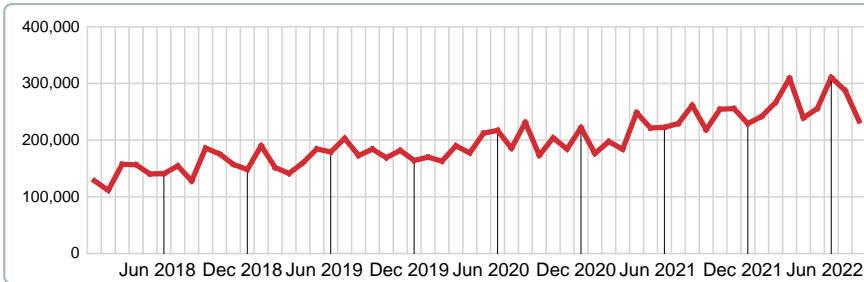
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

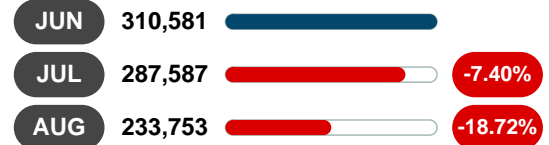


3 MONTHS

5 year AUG AVG = 205,411

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

Average Sold Price at Closing this month at **233,753** above the 5 yr AUG average of **205,411**



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	6.98%	43,333	45,000	42,500	0	0
\$75,001 - \$125,000	10.47%	92,389	87,900	98,000	0	0
\$125,001 - \$200,000	18.60%	166,119	153,667	171,878	189,000	0
\$200,001 - \$225,000	15.12%	214,108	0	214,864	209,950	0
\$225,001 - \$275,000	20.93%	247,506	249,000	244,379	261,600	0
\$275,001 - \$375,000	16.28%	316,179	335,000	316,727	303,750	0
\$375,001 and up	11.63%	468,840	0	486,400	442,500	0
Average Sold Price		233,753	135,700	242,307	314,267	0
Total Closed Units	100%	233,753	15	59	12	0
Total Closed Volume		20,102,800	2.04M	14.30M	3.77M	0.00B

August 2022



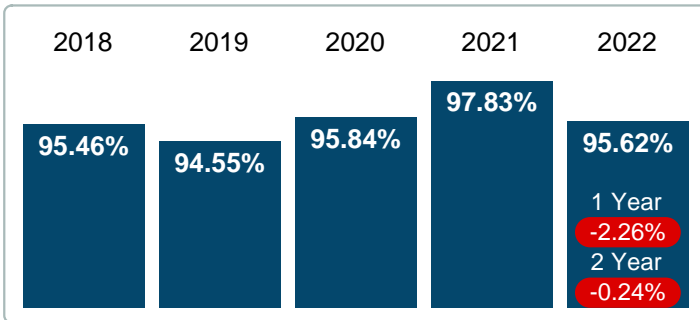
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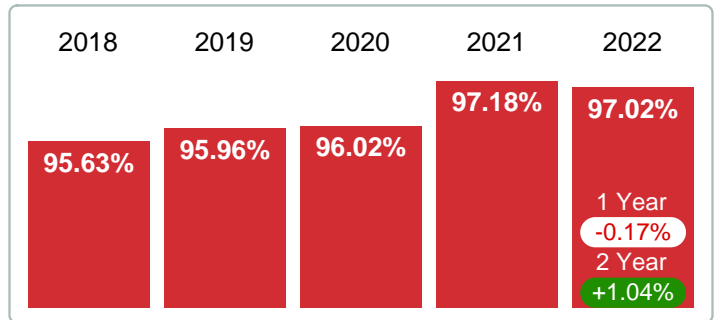
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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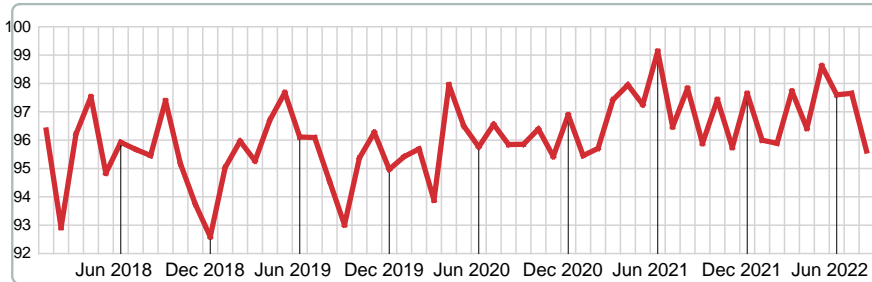
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

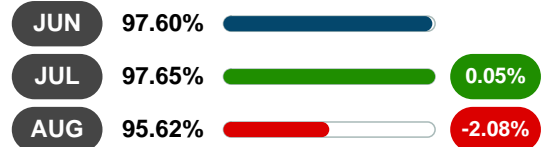


3 MONTHS

5 year AUG AVG = 95.86%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **95.62%** equal to 5 yr AUG average of **95.86%**



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	6	6.98%	80.67%	66.61%	87.70%	0.00%	0.00%
\$75,001 - \$125,000	9	10.47%	93.44%	95.15%	91.29%	0.00%	0.00%
\$125,001 - \$200,000	16	18.60%	95.10%	95.98%	93.98%	100.00%	0.00%
\$200,001 - \$225,000	13	15.12%	96.91%	0.00%	96.47%	99.34%	0.00%
\$225,001 - \$275,000	18	20.93%	99.14%	100.00%	98.75%	100.64%	0.00%
\$275,001 - \$375,000	14	16.28%	97.41%	94.37%	97.83%	96.64%	0.00%
\$375,001 and up	10	11.63%	96.83%	0.00%	95.16%	99.34%	0.00%
Average Sold/List Ratio		95.60%		91.95%	95.81%	99.27%	0.00%
Total Closed Units		86	100%	15	59	12	
Total Closed Volume		20,102,800		2.04M	14.30M	3.77M	0.00B

August 2022



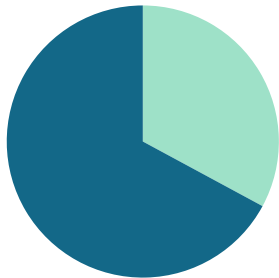
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

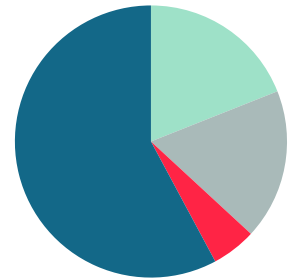


Inventory
 New Listings
120 = 32.88%
 Start Inventory
245
 Total Inventory Units
365
 Volume
\$158,271,727

Market Activity

Closed Sales
86 = 18.98%
 Pending Sales
81 = 17.88%
 Other Off Market
24 = 5.30%
 Active Inventory
262 = 57.84%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	97	86	-11.34%	566	644	13.78%
Pending Sales	87	81	-6.90%	631	672	6.50%
New Listings	116	120	3.45%	762	961	26.12%
Average List Price	268,232	242,097	-9.74%	229,539	278,429	21.30%
Average Sale Price	261,273	233,753	-10.53%	222,023	268,846	21.09%
Average Percent of Selling Price to List Price	97.83%	95.62%	-2.26%	97.18%	97.02%	-0.17%
Average Days on Market to Sale	24.44	23.24	-4.91%	30.65	27.04	-11.77%
Monthly Inventory	168	262	55.95%	168	262	55.95%
Months Supply of Inventory	2.35	3.29	39.97%	2.35	3.29	39.97%

Absorption: Last 12 months, an Average of **80** Sales/Month

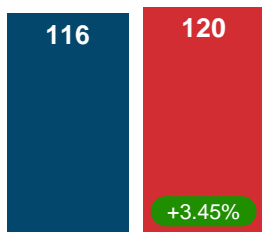
Inventory on August 31, 2022 = **262**

2021 **2022**

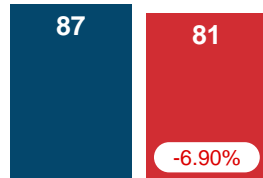
AUGUST MARKET

AVERAGE PRICES

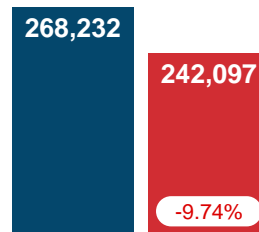
New Listings



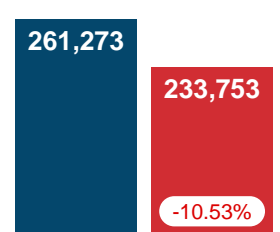
Pending Listings



List Price



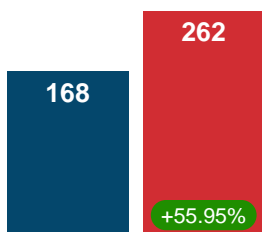
Sale Price



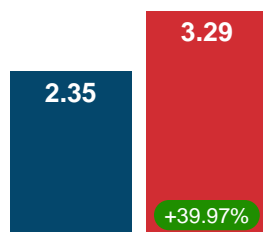
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

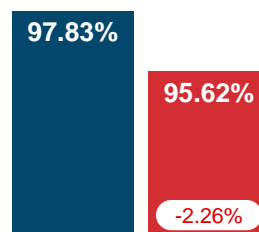
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

