

## December 2022



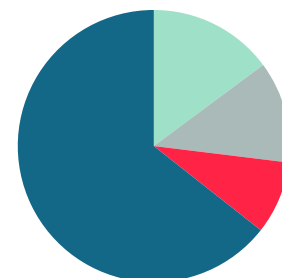
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	75	65	-13.33%
Pending Listings	63	53	-15.87%
New Listings	67	76	13.43%
Average List Price	220,334	327,876	48.81%
Average Sale Price	229,116	303,821	32.61%
Average Percent of Selling Price to List Price	97.64%	94.85%	-2.86%
Average Days on Market to Sale	24.75	34.48	39.32%
End of Month Inventory	178	282	58.43%
Months Supply of Inventory	2.43	3.71	52.69%



■ Closed (14.84%)  
■ Pending (12.10%)  
■ Other OffMarket (8.68%)  
■ Active (64.38%)

**Absorption:** Last 12 months, an Average of **76** Sales/Month  
**Active Inventory** as of December 31, 2022 = **282**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 rose **58.43%** to 282 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 **3.71** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **32.61%** in December 2022 to \$303,821 versus the previous year at \$229,116.

##### Average Days on Market Lengthens

The average number of **34.48** days that homes spent on the market before selling increased by 9.73 days or **39.32%** in December 2022 compared to last year's same month at **24.75** DOM.

##### Sales Success for December 2022 is Positive

Overall, with Average Prices going up 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 an increasing 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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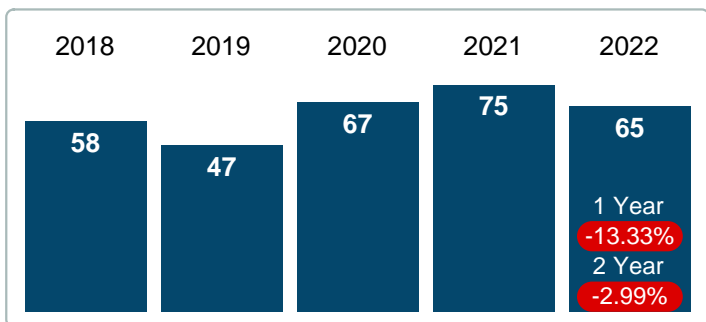
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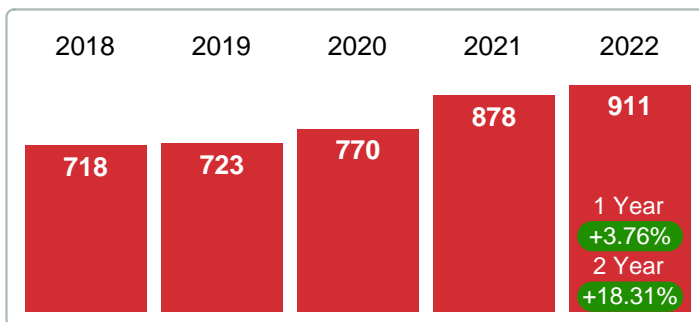
## CLOSED LISTINGS

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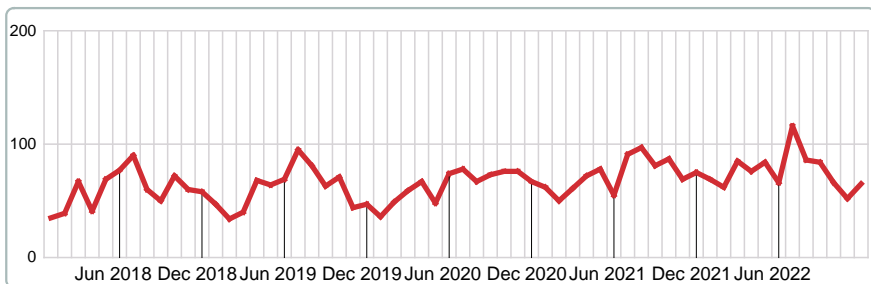
### DECEMBER



### YEAR TO DATE (YTD)

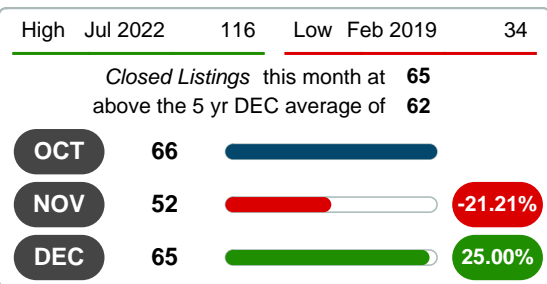


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	53.5	9	1	0	0
\$125,001 - \$150,000	6	9.23%	40.7	1	3	2	0
\$150,001 - \$200,000	17	26.15%	37.4	2	13	2	0
\$200,001 - \$275,000	15	23.08%	16.1	0	14	1	0
\$275,001 - \$350,000	7	10.77%	33.0	2	4	1	0
\$350,001 and up	8	12.31%	37.9	0	4	4	0
<b>Total Closed Units</b>	<b>65</b>			<b>15</b>	<b>40</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>19,748,393</b>	<b>100%</b>	<b>34.5</b>	<b>2.04M</b>	<b>10.25M</b>	<b>7.46M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$303,821</b>			<b>\$136,100</b>	<b>\$256,289</b>	<b>\$745,534</b>	<b>\$0</b>

# December 2022



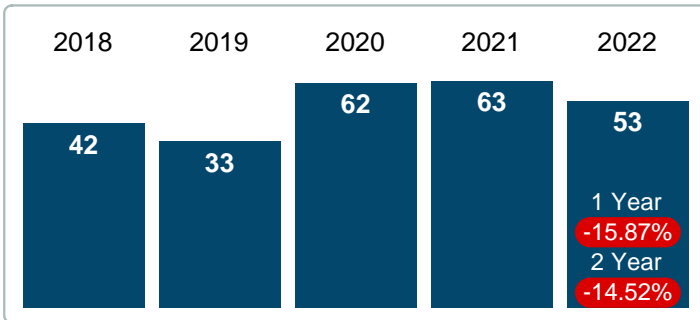
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



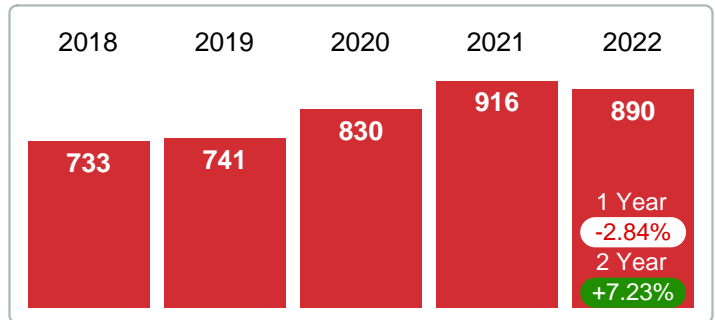
## PENDING LISTINGS

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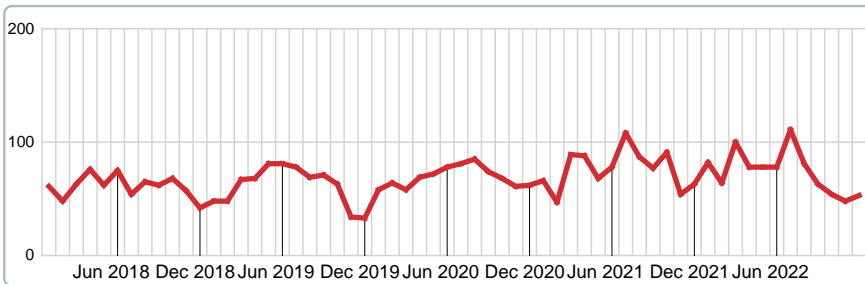
### DECEMBER



### YEAR TO DATE (YTD)

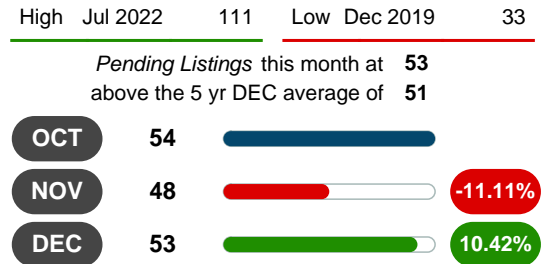


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 51



### 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	6	11.32%	9.7	5	1	0	0
\$75,001 - \$100,000	4	7.55%	61.0	1	2	1	0
\$100,001 - \$150,000	6	11.32%	60.7	1	5	0	0
\$150,001 - \$225,000	15	28.30%	53.5	2	12	1	0
\$225,001 - \$300,000	9	16.98%	53.1	0	8	1	0
\$300,001 - \$375,000	4	7.55%	17.3	0	2	2	0
\$375,001 and up	9	16.98%	37.6	0	3	5	1
<b>Total Pending Units</b>	<b>53</b>			<b>9</b>	<b>33</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,608,622</b>	<b>100%</b>	<b>43.7</b>	<b>858.40K</b>	<b>7.42M</b>	<b>3.94M</b>	<b>389.00K</b>
<b>Average Listing Price</b>	<b>\$236,373</b>			<b>\$95,378</b>	<b>\$224,924</b>	<b>\$393,874</b>	<b>\$389,000</b>

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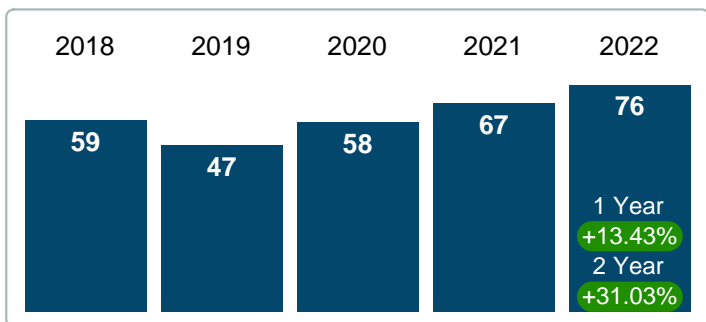
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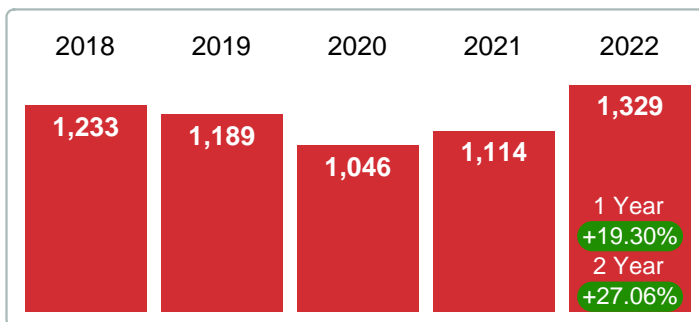
## NEW LISTINGS

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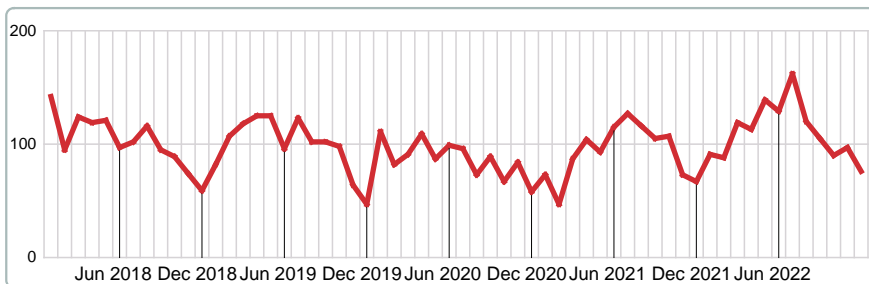
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 61

High Jul 2022 162 Low Feb 2021 47

New Listings this month at **76**  
above the 5 yr DEC average of **61**

- OCT 90
- NOV 97 +7.78%
- DEC 76 -21.65%

### 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	5	6.58%	4	1	0	0
\$75,001 - \$100,000	6	7.89%	4	2	0	0
\$100,001 - \$175,000	17	22.37%	3	10	3	1
\$175,001 - \$225,000	17	22.37%	1	14	2	0
\$225,001 - \$275,000	9	11.84%	0	6	3	0
\$275,001 - \$525,000	14	18.42%	1	6	6	1
\$525,001 and up	8	10.53%	0	2	5	1
<b>Total New Listed Units</b>	<b>76</b>		<b>13</b>	<b>41</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>22,279,675</b>	<b>100%</b>	<b>1.55M</b>	<b>9.60M</b>	<b>8.82M</b>	<b>2.31M</b>
<b>Average New Listed Listing Price</b>	<b>\$227,590</b>		<b>\$119,031</b>	<b>\$234,148</b>	<b>\$464,380</b>	<b>\$769,664</b>

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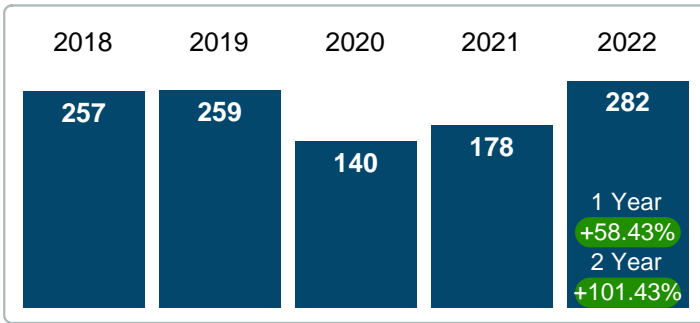
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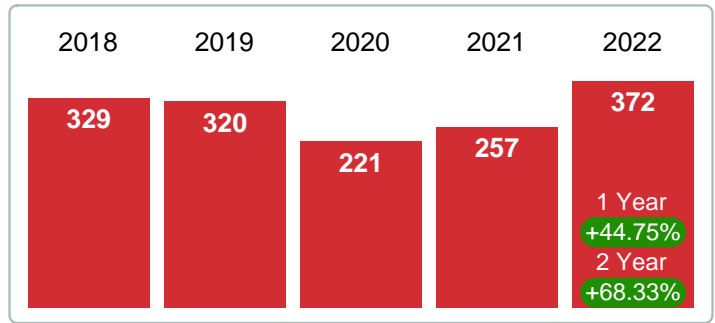
## ACTIVE INVENTORY

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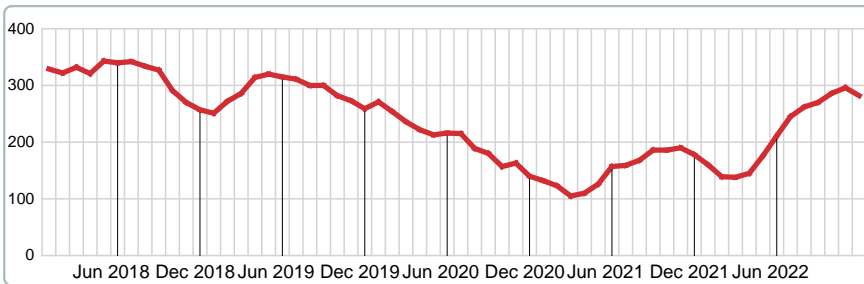
### END OF DECEMBER



### ACTIVE DURING DECEMBER

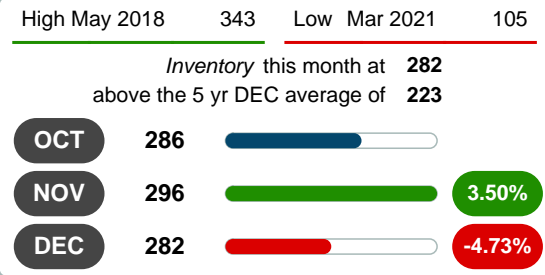


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 223



### 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	27	9.57%	67.6	17	9	1	0
\$100,001 - \$150,000	30	10.64%	70.8	9	17	3	1
\$150,001 - \$200,000	40	14.18%	86.5	8	26	6	0
\$200,001 - \$275,000	58	20.57%	83.6	4	43	11	0
\$275,001 - \$400,000	61	21.63%	92.8	3	36	22	0
\$400,001 - \$700,000	37	13.12%	110.4	2	16	16	3
\$700,001 and up	29	10.28%	130.0	4	11	10	4
<b>Total Active Inventory by Units</b>	<b>282</b>			<b>47</b>	<b>158</b>	<b>69</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>110,067,884</b>	<b>100%</b>	<b>91.4</b>	<b>10.87M</b>	<b>54.07M</b>	<b>33.61M</b>	<b>11.51M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$390,312</b>			<b>\$231,328</b>	<b>\$342,239</b>	<b>\$487,054</b>	<b>\$1,439,374</b>

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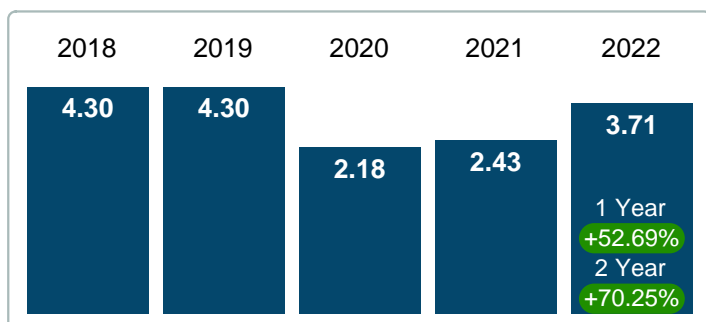
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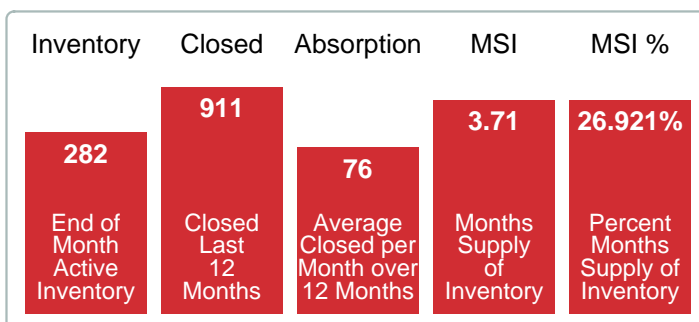
## MONTHS SUPPLY of INVENTORY (MSI)

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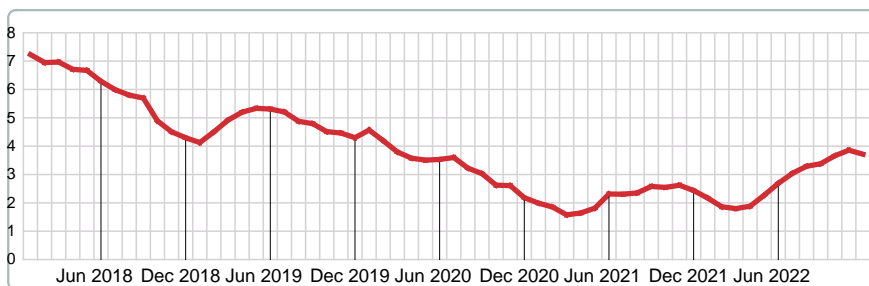
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022

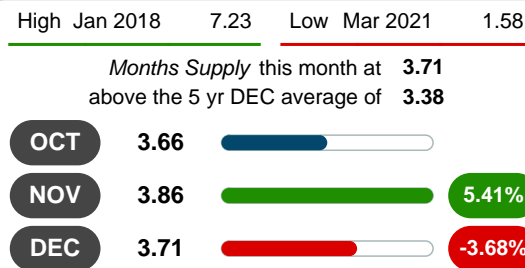


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.38



### 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	27	9.57%	3.86	4.98	2.63	12.00	0.00
\$100,001 - \$150,000	30	10.64%	3.27	3.09	3.58	2.25	6.00
\$150,001 - \$200,000	40	14.18%	3.16	4.80	2.76	4.00	0.00
\$200,001 - \$275,000	58	20.57%	2.31	4.80	2.46	1.74	0.00
\$275,001 - \$400,000	61	21.63%	4.36	2.12	4.60	4.98	0.00
\$400,001 - \$700,000	37	13.12%	6.63	4.80	5.49	11.29	3.60
\$700,001 and up	29	10.28%	12.00	0.00	16.50	8.00	8.00
Market Supply of Inventory (MSI)			3.71	4.41	3.40	4.22	3.31
Total Active Inventory by Units		100%	3.71	47	158	69	8

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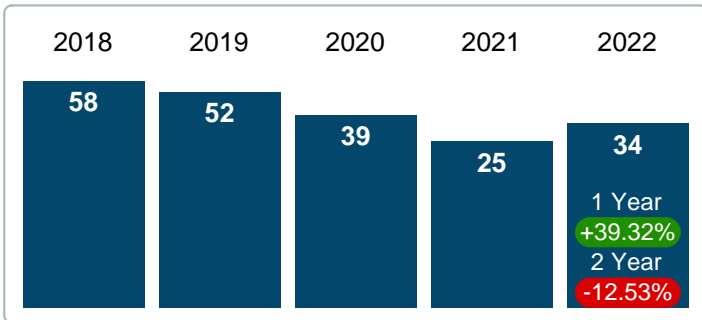
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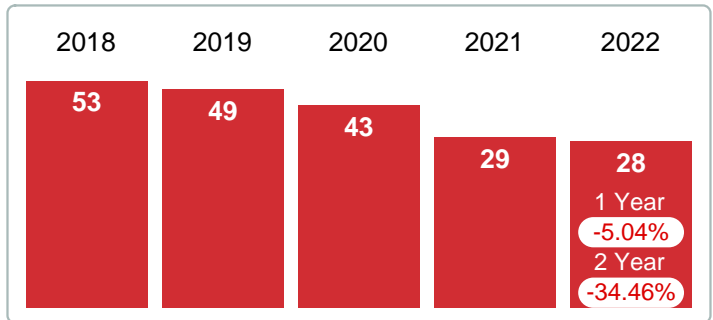
## AVERAGE DAYS ON MARKET TO SALE

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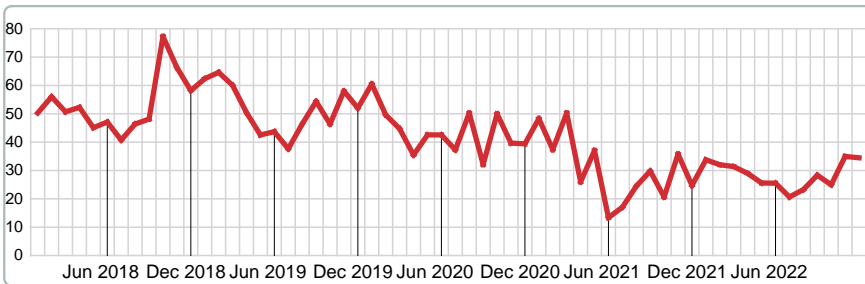
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 42

High Oct 2018 77 Low Jun 2021 13

Average Days on Market to Sale this month at 34 below the 5 yr DEC average of 42



### 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	3.08%	26	2	50	0	0
\$75,001 - \$125,000	15.38%	54	55	39	0	0
\$125,001 - \$150,000	9.23%	41	57	17	68	0
\$150,001 - \$200,000	26.15%	37	28	36	56	0
\$200,001 - \$275,000	23.08%	16	0	16	19	0
\$275,001 - \$350,000	10.77%	33	21	39	35	0
\$350,001 and up	12.31%	38	0	31	45	0
<b>Average Closed DOM</b>		<b>34</b>	<b>43</b>	<b>28</b>	<b>48</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>65</b>	<b>15</b>	<b>40</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>19,748,393</b>	<b>2.04M</b>	<b>10.25M</b>	<b>7.46M</b>	<b>0.00B</b>



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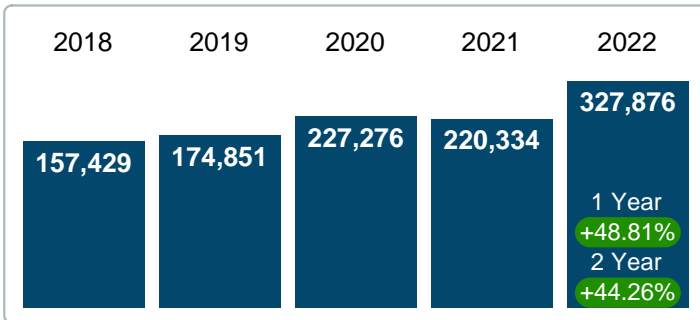
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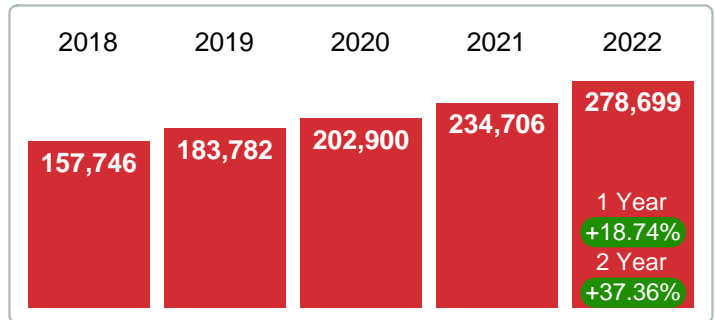
## AVERAGE LIST PRICE AT CLOSING

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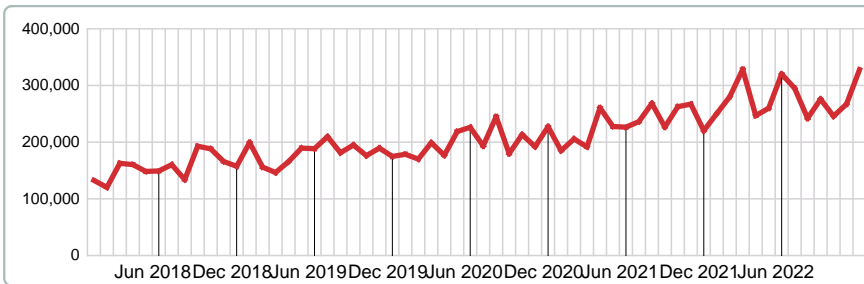
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

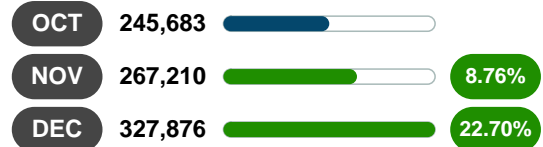


### 3 MONTHS

5 year DEC AVG = 221,553

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

Average List Price at Closing this month at **327,876** above the 5 yr DEC average of **221,553**



### 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	1.54%	30,000	30,000	86,500	0	0
\$75,001 - \$125,000	16.92%	104,527	108,256	89,000	0	0
\$125,001 - \$150,000	7.69%	139,300	159,900	145,667	142,250	0
\$150,001 - \$200,000	21.54%	176,209	177,000	186,232	190,000	0
\$200,001 - \$275,000	27.69%	231,728	0	238,014	264,900	0
\$275,001 - \$350,000	10.77%	317,429	324,500	318,500	399,999	0
\$350,001 and up	13.85%	1,175,071	0	758,475	1,785,436	0
<b>Average List Price</b>		<b>327,876</b>	<b>144,480</b>	<b>266,841</b>	<b>847,114</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>327,876</b>	<b>15</b>	<b>40</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>21,311,962</b>	<b>2.17M</b>	<b>10.67M</b>	<b>8.47M</b>	<b>0.00B</b>



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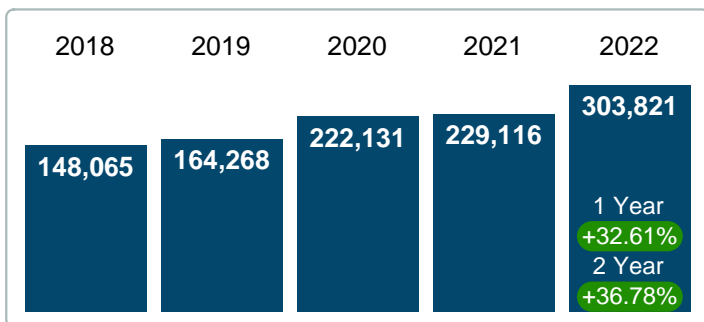
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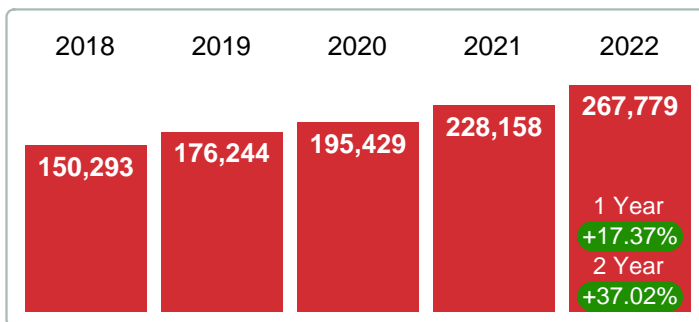
## AVERAGE SOLD PRICE AT CLOSING

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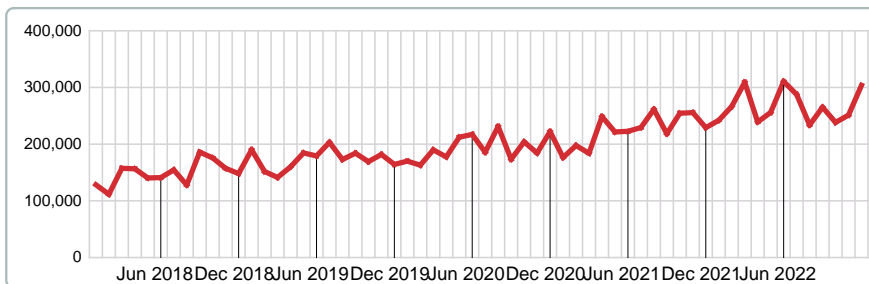
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

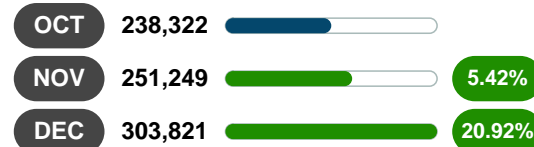


### 3 MONTHS

5 year DEC AVG = 213,480

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

Average Sold Price at Closing this month at **303,821** above the 5 yr DEC average of **213,480**



### 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	3.08%	49,000	30,000	68,000	0	0
\$75,001 - \$125,000	15.38%	98,050	99,056	89,000	0	0
\$125,001 - \$150,000	9.23%	139,100	145,000	134,000	143,800	0
\$150,001 - \$200,000	26.15%	174,574	180,000	174,981	166,500	0
\$200,001 - \$275,000	23.08%	234,753	0	232,950	260,000	0
\$275,001 - \$350,000	10.77%	312,714	307,500	306,000	350,000	0
\$350,001 and up	12.31%	1,144,655	0	733,125	1,556,186	0
<b>Average Sold Price</b>		<b>303,821</b>	<b>136,100</b>	<b>256,289</b>	<b>745,534</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>303,821</b>	<b>15</b>	<b>40</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>19,748,393</b>	<b>2.04M</b>	<b>10.25M</b>	<b>7.46M</b>	<b>0.00B</b>

# December 2022



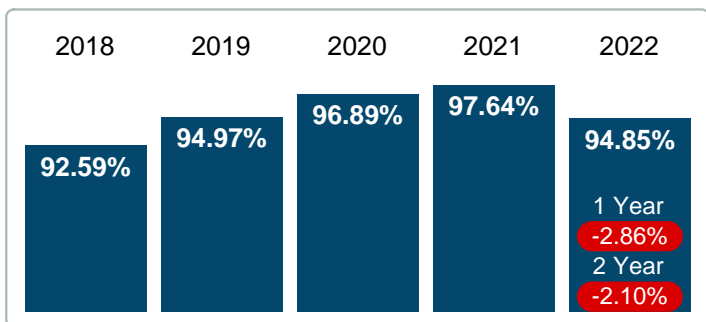
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



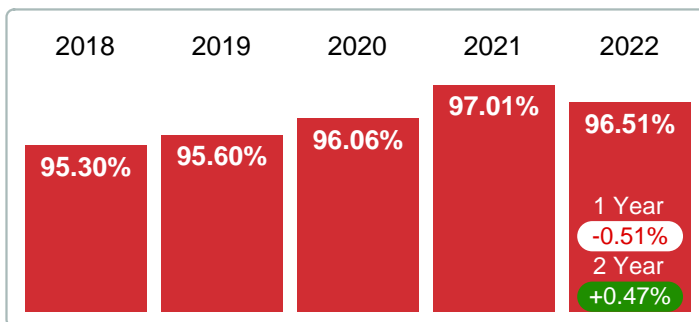
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

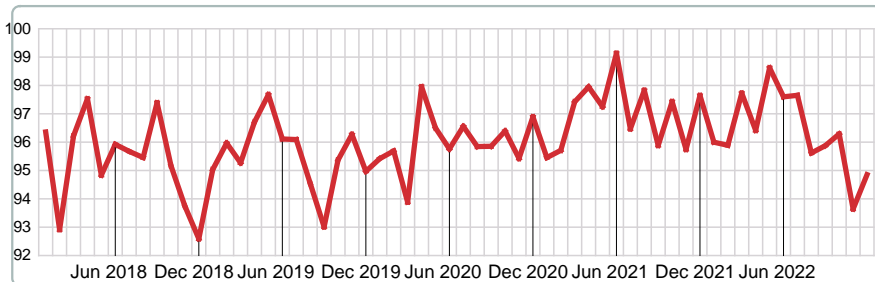
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

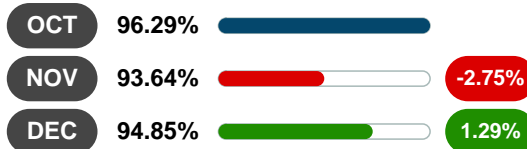


### 3 MONTHS

5 year DEC AVG = 95.39%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **94.85%** equal to 5 yr DEC average of **95.39%**



### 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	2	3.08%	89.31%	100.00%	78.61%	0.00%	0.00%
\$75,001 - \$125,000	10	15.38%	92.39%	91.54%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	6	9.23%	95.14%	90.68%	92.49%	101.33%	0.00%
\$150,001 - \$200,000	17	26.15%	94.85%	104.92%	94.36%	87.97%	0.00%
\$200,001 - \$275,000	15	23.08%	98.05%	0.00%	98.04%	98.15%	0.00%
\$275,001 - \$350,000	7	10.77%	94.56%	94.92%	96.14%	87.50%	0.00%
\$350,001 and up	8	12.31%	93.39%	0.00%	93.88%	92.90%	0.00%
Average Sold/List Ratio		94.90%		94.28%	95.39%	93.58%	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



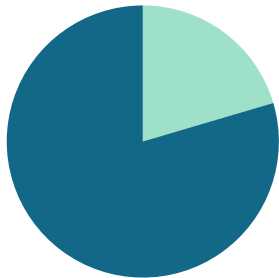
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

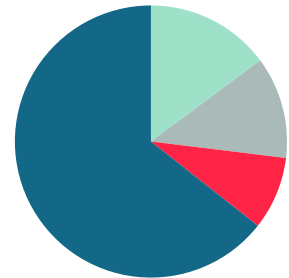


**Inventory**  
 New Listings  
**76 = 20.43%**  
 Start Inventory  
**296**  
 Total Inventory Units  
**372**  
 Volume  
**\$139,847,305**

### Market Activity

Closed Sales  
**65 = 14.84%**  
 Pending Sales  
**53 = 12.10%**  
 Other Off Market  
**38 = 8.68%**  
 Active Inventory  
**282 = 64.38%**

### 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	53	-15.87%	916	890	-2.84%
New Listings	67	76	13.43%	1,114	1,329	19.30%
Average List Price	220,334	327,876	48.81%	234,706	278,699	18.74%
Average Sale Price	229,116	303,821	32.61%	228,158	267,779	17.37%
Average Percent of Selling Price to List Price	97.64%	94.85%	-2.86%	97.01%	96.51%	-0.51%
Average Days on Market to Sale	24.75	34.48	39.32%	29.48	27.99	-5.04%
Monthly Inventory	178	282	58.43%	178	282	58.43%
Months Supply of Inventory	2.43	3.71	52.69%	2.43	3.71	52.69%

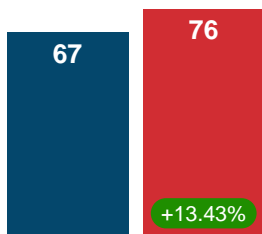
**Absorption:** Last 12 months, an Average of **76** Sales/Month

**Inventory** on December 31, 2022 = **282** 2021 2022

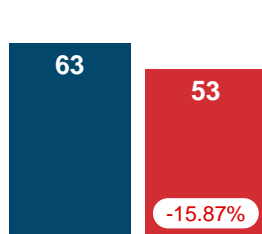
### DECEMBER MARKET

### AVERAGE PRICES

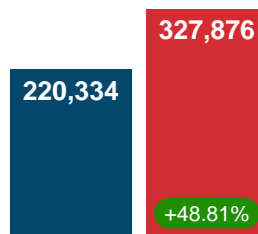
#### New Listings



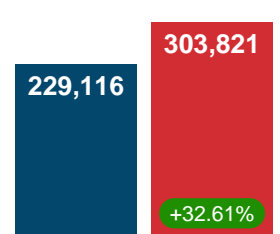
#### Pending Listings



#### List Price



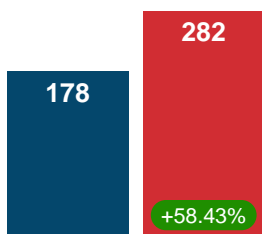
#### Sale Price



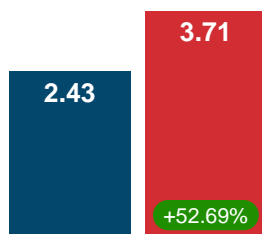
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

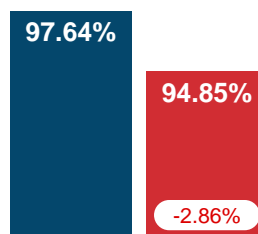
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

