

## February 2022



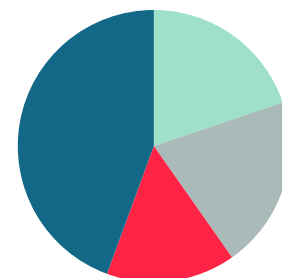
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential  
Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	50	62	24.00%
Pending Listings	47	64	36.17%
New Listings	47	88	87.23%
Average List Price	205,630	280,098	36.21%
Average Sale Price	197,514	266,509	34.93%
Average Percent of Selling Price to List Price	95.71%	95.89%	0.19%
Average Days on Market to Sale	37.38	32.03	-14.31%
End of Month Inventory	123	139	13.01%
Months Supply of Inventory	1.85	1.86	0.41%



■ Closed (19.81%)  
■ Pending (20.45%)  
■ Other OffMarket (15.34%)  
■ Active (44.41%)

**Absorption:** Last 12 months, an Average of **75** Sales/Month  
**Active Inventory** as of February 28, 2022 = **139**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2022 rose **13.01%** to 139 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **1.86** 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 **34.93%** in February 2022 to \$266,509 versus the previous year at \$197,514.

## Average Days on Market Shortens

The average number of **32.03** days that homes spent on the market before selling decreased by 5.35 days or **14.31%** in February 2022 compared to last year's same month at **37.38** DOM.

## Sales Success for February 2022 is Positive

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

There were 88 New Listings in February 2022, up **87.23%** from last year at 47. Furthermore, there were 62 Closed Listings this month versus last year at 50, a **24.00%** increase.

Closed versus Listed trends yielded a **70.5%** ratio, down from previous year's, February 2021, at **106.4%**, a **33.77%** 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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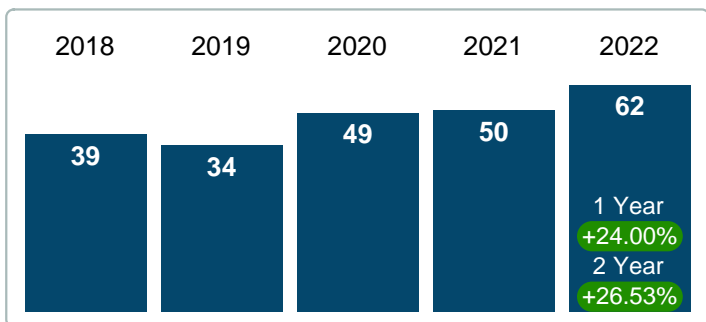
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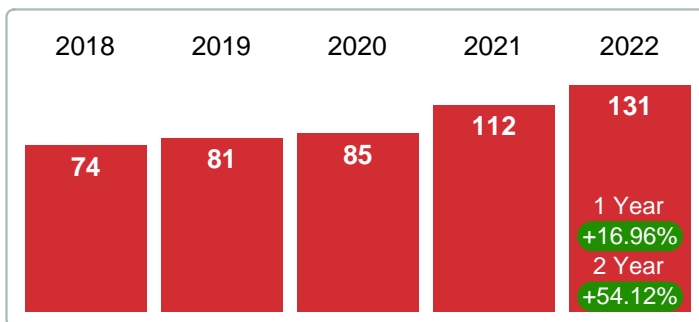
## CLOSED LISTINGS

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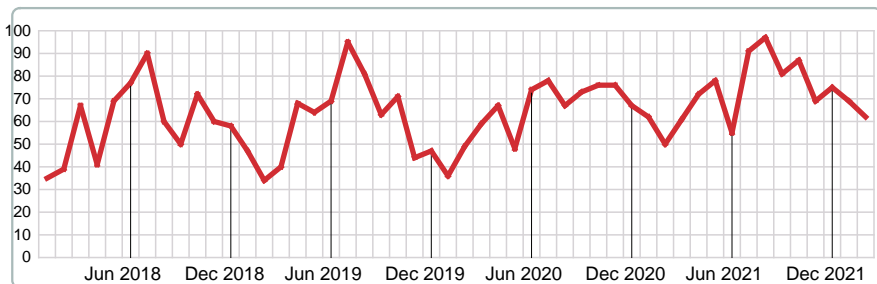
### FEBRUARY



### YEAR TO DATE (YTD)

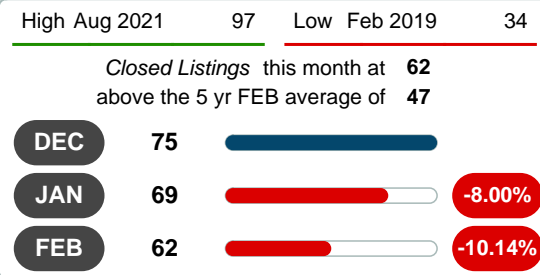


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 47



### 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	4	6.45%	17.8	2	2	0	0
\$75,001 - \$150,000	10	16.13%	34.5	5	4	0	1
\$150,001 - \$175,000	7	11.29%	36.9	1	4	2	0
\$175,001 - \$250,000	17	27.42%	13.5	0	13	4	0
\$250,001 - \$300,000	7	11.29%	41.1	1	3	3	0
\$300,001 - \$475,000	11	17.74%	63.3	1	5	4	1
\$475,001 and up	6	9.68%	16.3	0	5	1	0
<b>Total Closed Units</b>	<b>62</b>			<b>10</b>	<b>36</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>16,523,565</b>	<b>100%</b>	<b>32.0</b>	<b>1.58M</b>	<b>9.99M</b>	<b>4.36M</b>	<b>598.00K</b>
<b>Average Closed Price</b>	<b>\$266,509</b>			<b>\$157,600</b>	<b>\$277,388</b>	<b>\$311,686</b>	<b>\$299,000</b>

# February 2022



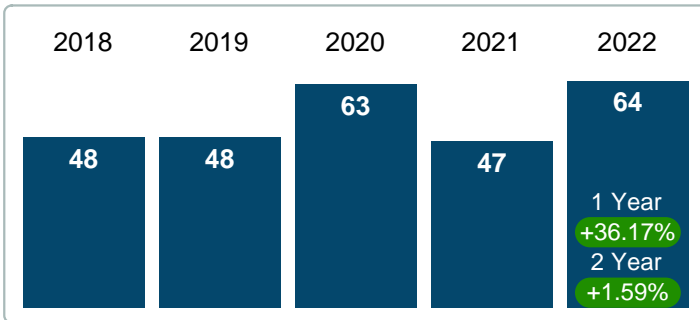
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



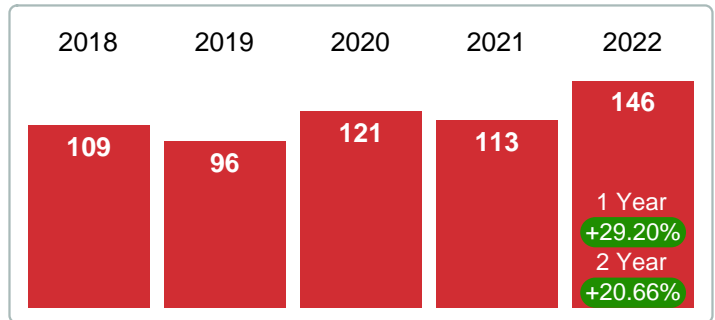
## PENDING LISTINGS

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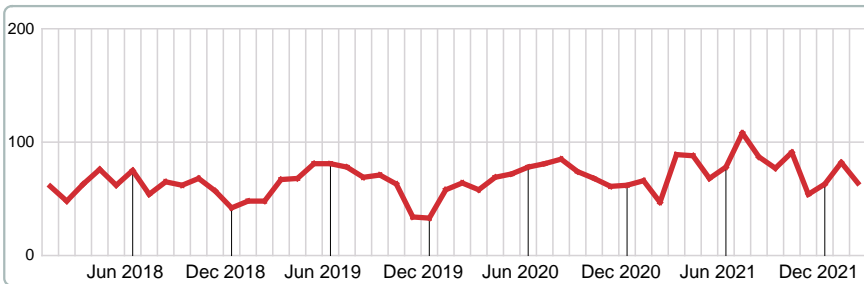
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 54

High Jul 2021 108 Low Dec 2019 33

Pending Listings this month at 64 above the 5 yr FEB average of 54



### 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	5	7.81%	11.2	3	2	0	0
\$75,001 - \$150,000	9	14.06%	17.1	4	4	1	0
\$150,001 - \$175,000	6	9.38%	40.0	0	4	1	1
\$175,001 - \$250,000	19	29.69%	32.7	1	15	2	1
\$250,001 - \$300,000	10	15.63%	31.9	0	8	2	0
\$300,001 - \$475,000	8	12.50%	80.8	1	5	2	0
\$475,001 and up	7	10.94%	45.6	0	4	1	2
<b>Total Pending Units</b>	<b>64</b>			<b>9</b>	<b>42</b>	<b>9</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>22,121,990</b>	<b>100%</b>	<b>37.3</b>	<b>1.21M</b>	<b>11.51M</b>	<b>3.39M</b>	<b>6.01M</b>
<b>Average Listing Price</b>	<b>\$356,018</b>			<b>\$134,411</b>	<b>\$274,095</b>	<b>\$376,823</b>	<b>\$1,502,225</b>

# February 2022



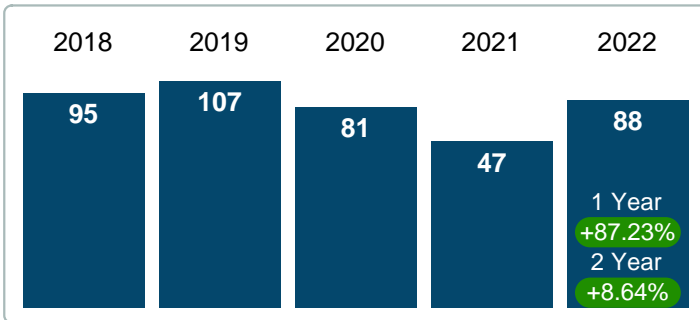
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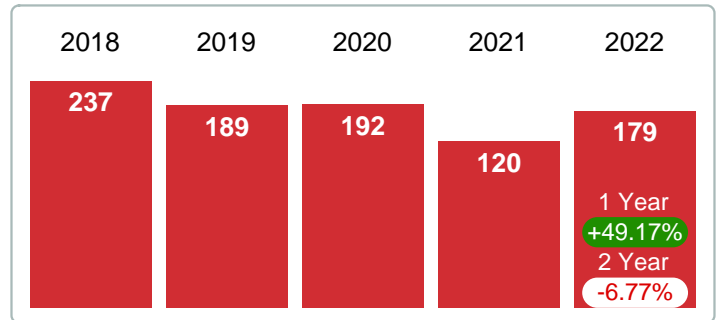
## NEW LISTINGS

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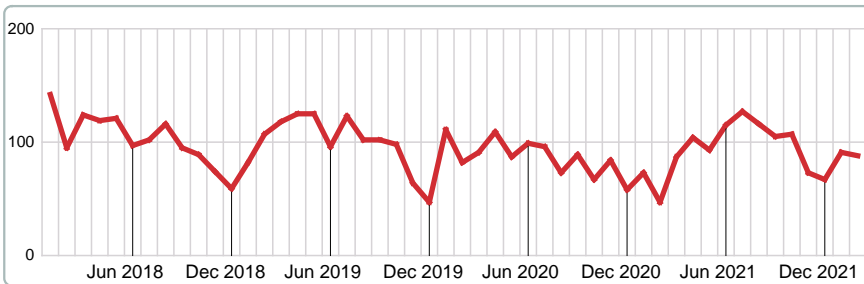
### FEBRUARY



### YEAR TO DATE (YTD)

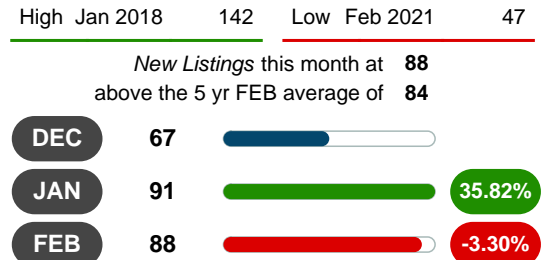


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 84



### 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	7.95%	4	3	0	0
\$100,001 - \$150,000	12	13.64%	6	5	1	0
\$150,001 - \$200,000	12	13.64%	1	7	3	1
\$200,001 - \$275,000	21	23.86%	0	12	8	1
\$275,001 - \$475,000	14	15.91%	3	6	4	1
\$475,001 - \$1,025,000	13	14.77%	0	4	7	2
\$1,025,001 and up	9	10.23%	0	2	3	4
<b>Total New Listed Units</b>	<b>88</b>		<b>14</b>	<b>39</b>	<b>26</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>38,087,357</b>	<b>100%</b>	<b>2.27M</b>	<b>11.41M</b>	<b>16.31M</b>	<b>8.10M</b>
<b>Average New Listed Listing Price</b>	<b>\$297,300</b>		<b>\$162,029</b>	<b>\$292,604</b>	<b>\$627,365</b>	<b>\$899,544</b>

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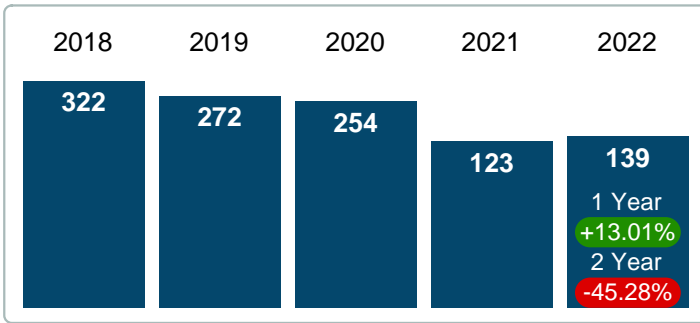
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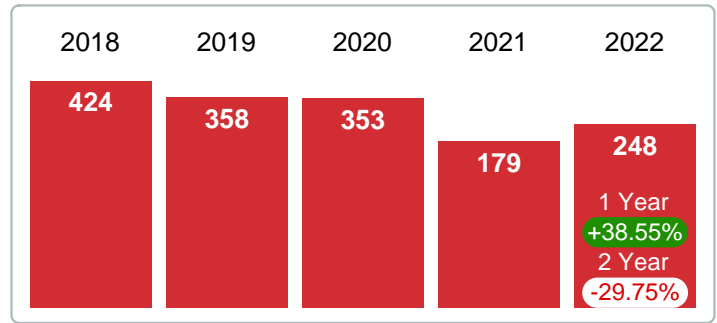
## ACTIVE INVENTORY

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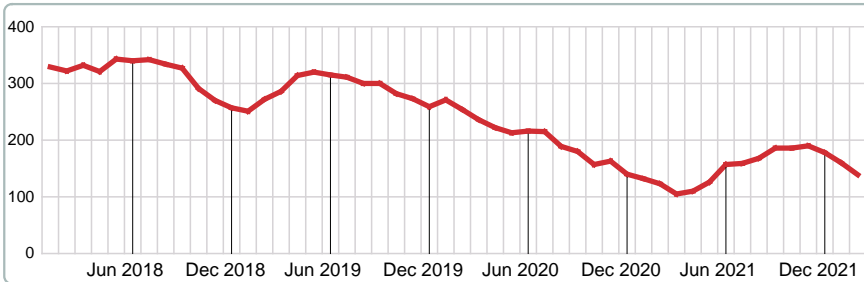
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

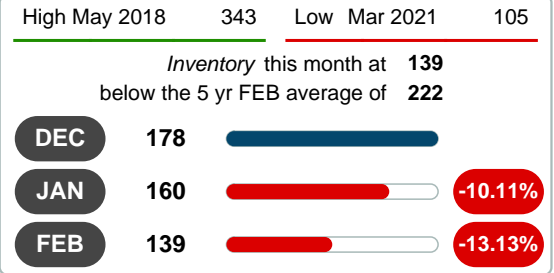


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 222



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	13	9.35%	39.7	6	7	0	0
\$125,001 - \$150,000	11	7.91%	56.8	5	5	1	0
\$150,001 - \$225,000	25	17.99%	64.6	1	12	11	1
\$225,001 - \$325,000	37	26.62%	86.5	5	22	8	2
\$325,001 - \$550,000	22	15.83%	80.4	3	9	9	1
\$550,001 - \$975,000	17	12.23%	64.0	1	8	7	1
\$975,001 and up	14	10.07%	82.0	1	2	6	5
<b>Total Active Inventory by Units</b>	<b>139</b>			<b>22</b>	<b>65</b>	<b>42</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>72,150,641</b>	<b>100%</b>	<b>71.7</b>	<b>5.73M</b>	<b>26.50M</b>	<b>26.59M</b>	<b>13.34M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$519,069</b>			<b>\$260,559</b>	<b>\$407,625</b>	<b>\$632,993</b>	<b>\$1,333,700</b>

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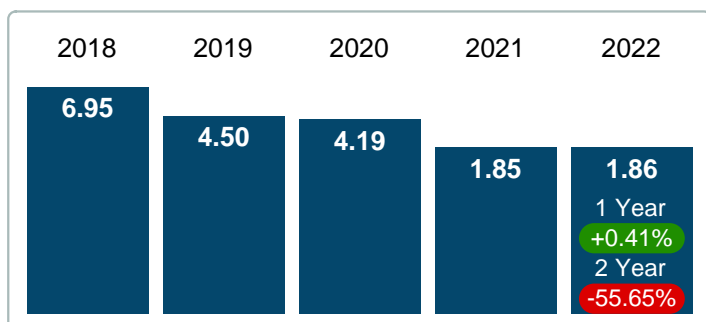
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



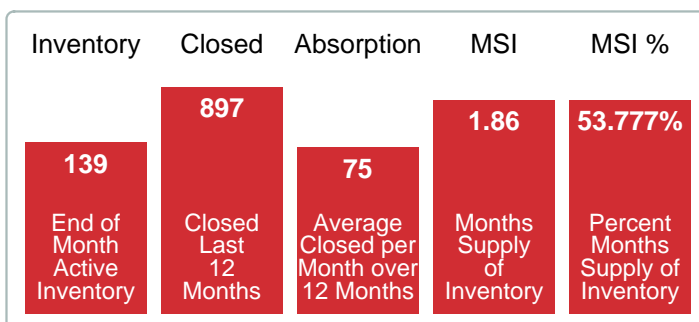
## MONTHS SUPPLY of INVENTORY (MSI)

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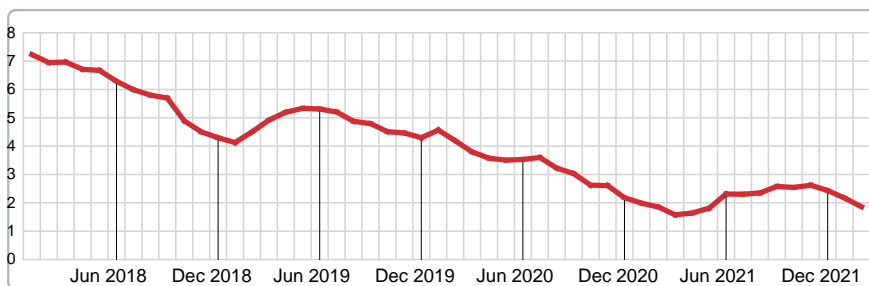
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2022



### 5 YEAR MARKET ACTIVITY TRENDS

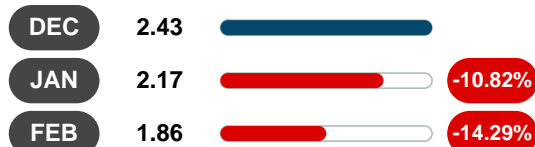


### 3 MONTHS

5 year FEB AVG = 3.87

High Jan 2018 7.23 Low Mar 2021 1.58

Months Supply this month at **1.86**  
 below the 5 yr FEB average of **3.87**



### 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	13	9.35%	0.88	1.22	0.81	0.00	0.00
\$125,001 - \$150,000	11	7.91%	1.74	3.75	1.36	0.92	0.00
\$150,001 - \$225,000	25	17.99%	1.08	0.63	0.66	3.47	3.00
\$225,001 - \$325,000	37	26.62%	2.07	7.50	1.98	1.48	2.67
\$325,001 - \$550,000	22	15.83%	2.42	4.50	2.04	3.27	0.80
\$550,001 - \$975,000	17	12.23%	6.18	6.00	5.65	10.50	2.00
\$975,001 and up	14	10.07%	21.00	0.00	4.80	0.00	20.00
Market Supply of Inventory (MSI)			1.86	2.36	1.36	2.96	2.86
Total Active Inventory by Units		100%	139	22	65	42	10

# February 2022



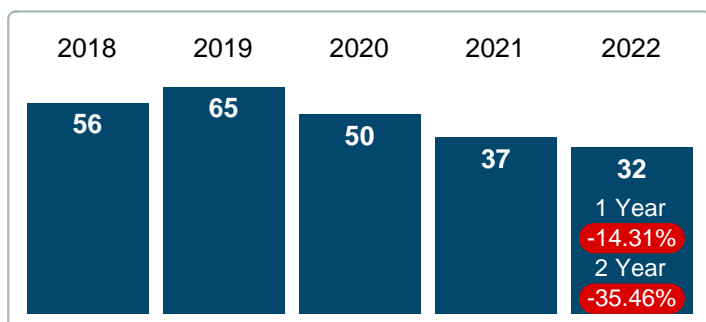
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



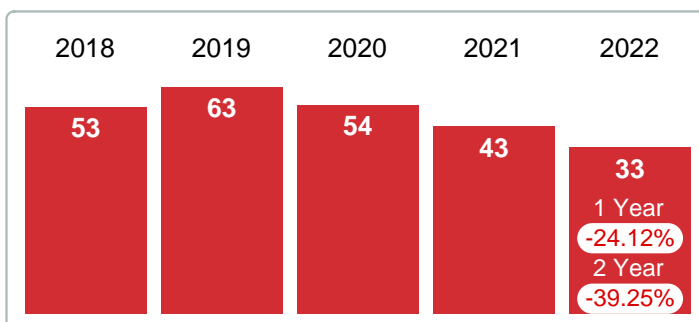
## AVERAGE DAYS ON MARKET TO SALE

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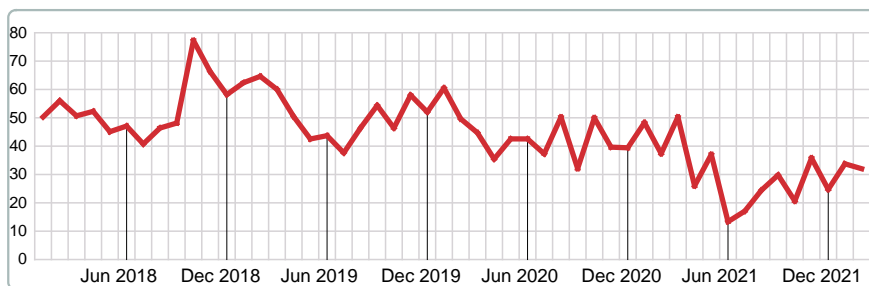
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 48

High Oct 2018 77 Low Jun 2021 13

Average Days on Market to Sale this month at 32 below the 5 yr FEB average of 48

DEC	25	<div style="width: 50%;"></div>
JAN	34	<div style="width: 70%;"></div> 36.45%
FEB	32	<div style="width: 65%;"></div> -5.14%

### 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	6.45%	18	27	9	0	0
\$75,001 - \$150,000	16.13%	35	55	17	0	1
\$150,001 - \$175,000	11.29%	37	8	45	36	0
\$175,001 - \$250,000	27.42%	14	0	16	6	0
\$250,001 - \$300,000	11.29%	41	71	12	61	0
\$300,001 - \$475,000	17.74%	63	66	74	44	81
\$475,001 and up	9.68%	16	0	4	80	0
<b>Average Closed DOM</b>		<b>32</b>	<b>48</b>	<b>25</b>	<b>38</b>	<b>41</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>62</b>	<b>10</b>	<b>36</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,523,565</b>	<b>1.58M</b>	<b>9.99M</b>	<b>4.36M</b>	<b>598.00K</b>

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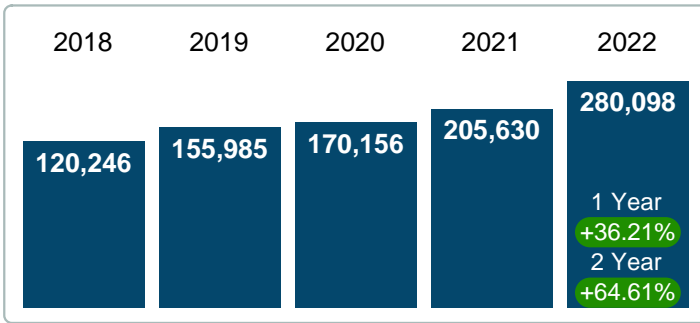
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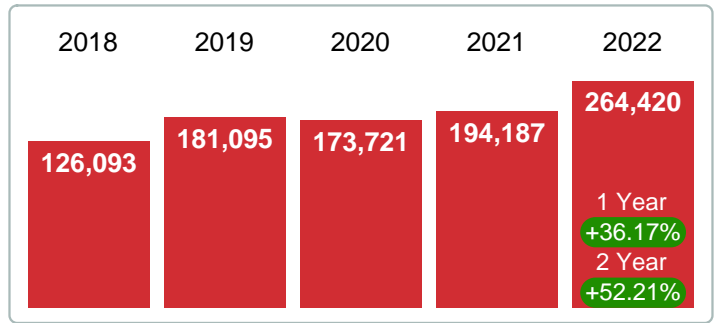
## AVERAGE LIST PRICE AT CLOSING

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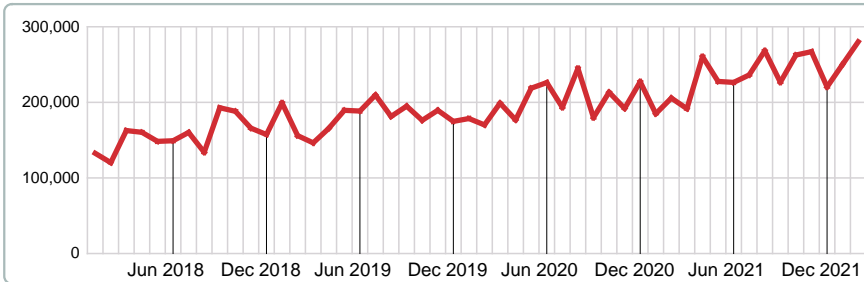
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

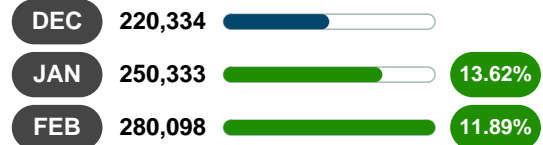


### 3 MONTHS

5 year FEB AVG = 186,423

High Feb 2022 280,098 Low Feb 2018 120,246

Average List Price at Closing this month at **280,098**  
above the 5 yr FEB average of **186,423**



### 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	6.45%	67,475	62,450	72,500	0	0
\$75,001 - \$150,000	14.52%	117,933	120,780	115,875	0	158,900
\$150,001 - \$175,000	9.68%	164,567	149,000	173,375	181,500	0
\$175,001 - \$250,000	29.03%	216,439	0	217,115	235,245	0
\$250,001 - \$300,000	12.90%	279,185	275,000	279,667	289,633	0
\$300,001 - \$475,000	16.13%	366,590	499,000	372,601	333,473	529,999
\$475,001 and up	11.29%	750,297	0	708,016	1,152,000	0
<b>Average List Price</b>		<b>280,098</b>	<b>165,180</b>	<b>287,961</b>	<b>332,769</b>	<b>344,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>280,098</b>	<b>10</b>	<b>36</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,366,054</b>	<b>1.65M</b>	<b>10.37M</b>	<b>4.66M</b>	<b>688.90K</b>



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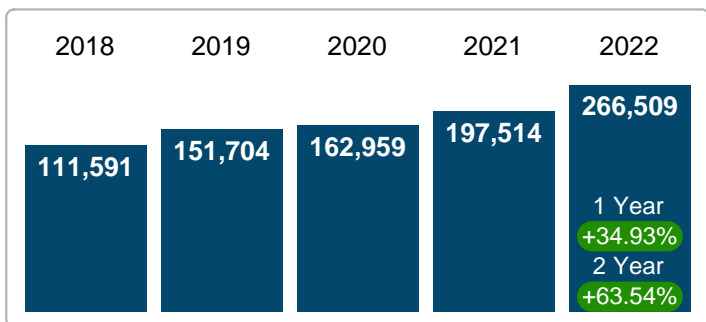
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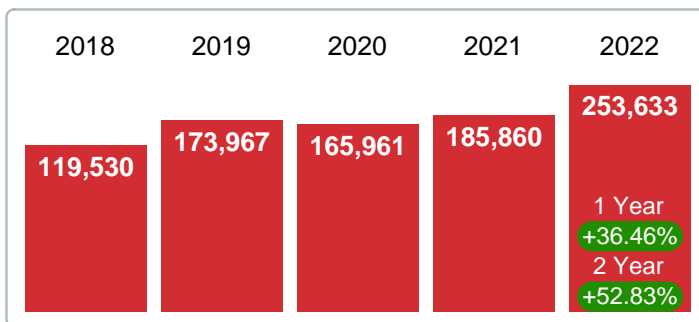
## AVERAGE SOLD PRICE AT CLOSING

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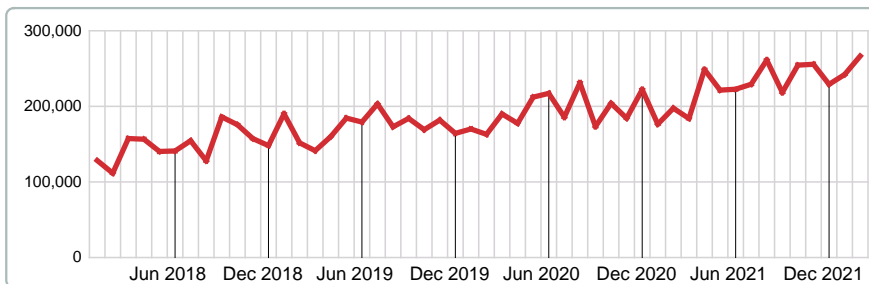
### FEBRUARY



### YEAR TO DATE (YTD)

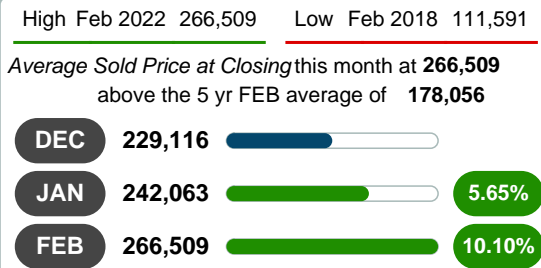


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 178,056



### 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 <b>4</b>	6.45%	57,125	47,500	66,750	0	0
\$75,001 - \$150,000 <b>10</b>	16.13%	112,600	115,400	106,500	0	123,000
\$150,001 - \$175,000 <b>7</b>	11.29%	163,857	154,000	161,500	173,500	0
\$175,001 - \$250,000 <b>17</b>	27.42%	219,632	0	216,673	229,250	0
\$250,001 - \$300,000 <b>7</b>	11.29%	286,429	275,000	287,667	289,000	0
\$300,001 - \$475,000 <b>11</b>	17.74%	373,338	475,000	364,821	333,153	475,000
\$475,001 and up <b>6</b>	9.68%	696,100	0	655,320	900,000	0
<b>Average Sold Price</b>		266,509	157,600	277,388	311,686	299,000
<b>Total Closed Units</b>	100%	266,509	10	36	14	2
<b>Total Closed Volume</b>		16,523,565	1.58M	9.99M	4.36M	598.00K

# February 2022



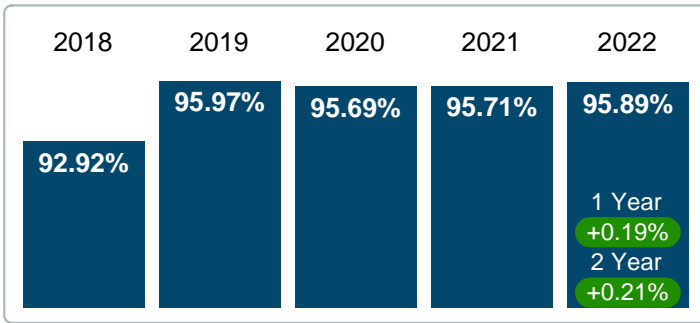
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



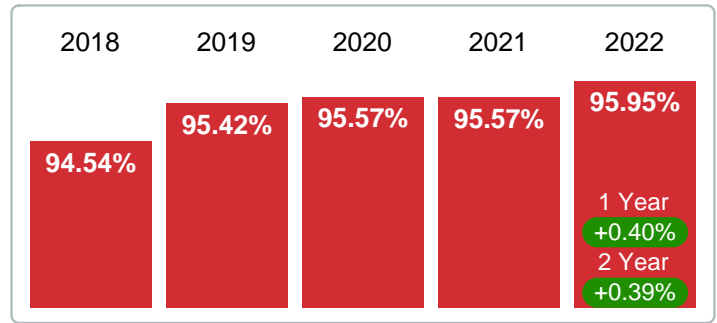
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

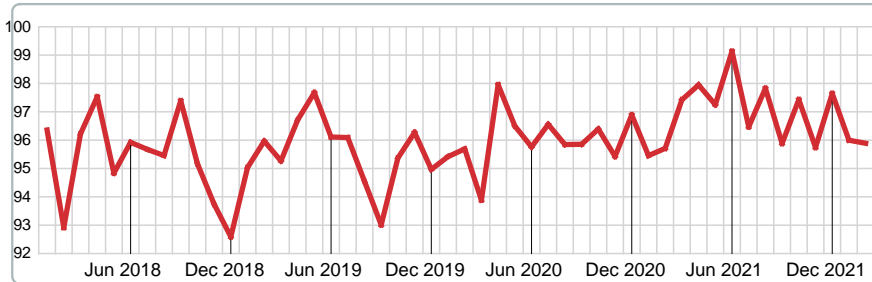
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

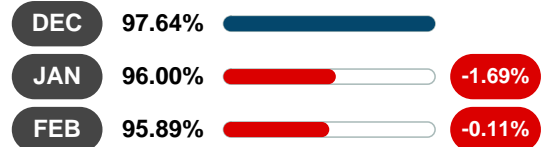


### 3 MONTHS

5 year FEB AVG = 95.23%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **95.89%** above the 5 yr FEB average of **95.23%**



### 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	4	6.45%	84.18%	76.02%	92.33%	0.00%	0.00%
\$75,001 - \$150,000	10	16.13%	92.24%	95.59%	91.77%	0.00%	77.41%
\$150,001 - \$175,000	7	11.29%	95.52%	103.36%	93.46%	95.72%	0.00%
\$175,001 - \$250,000	17	27.42%	99.26%	0.00%	99.74%	97.69%	0.00%
\$250,001 - \$300,000	7	11.29%	101.17%	100.00%	102.96%	99.77%	0.00%
\$300,001 - \$475,000	11	17.74%	97.68%	95.19%	97.93%	99.99%	89.62%
\$475,001 and up	6	9.68%	91.22%	0.00%	93.84%	78.13%	0.00%
Average Sold/List Ratio		95.90%		92.85%	96.94%	97.11%	83.51%
Total Closed Units		62	100%	10	36	14	2
Total Closed Volume		16,523,565		1.58M	9.99M	4.36M	598.00K

# February 2022



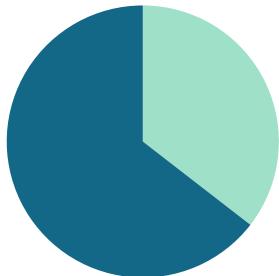
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

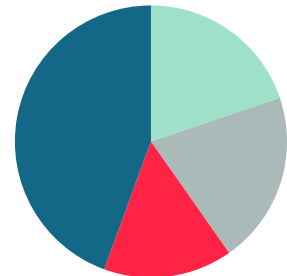


**Inventory**  
 New Listings **88 = 35.48%**  
 Start Inventory **160**  
 Total Inventory Units **248**  
 Volume **\$112,868,148**

### Market Activity

Closed Sales **62 = 19.81%**  
 Pending Sales **64 = 20.45%**  
 Other Off Market **48 = 15.34%**  
 Active Inventory **139 = 44.41%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	50	62	24.00%	112	131	16.96%
Pending Sales	47	64	36.17%	113	146	29.20%
New Listings	47	88	87.23%	120	179	49.17%
Average List Price	205,630	280,098	36.21%	194,187	264,420	36.17%
Average Sale Price	197,514	266,509	34.93%	185,860	253,633	36.46%
Average Percent of Selling Price to List Price	95.71%	95.89%	0.19%	95.57%	95.95%	0.40%
Average Days on Market to Sale	37.38	32.03	-14.31%	43.42	32.95	-24.12%
Monthly Inventory	123	139	13.01%	123	139	13.01%
Months Supply of Inventory	1.85	1.86	0.41%	1.85	1.86	0.41%

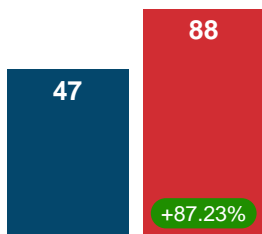
**Absorption:** Last 12 months, an Average of **75** Sales/Month

**Inventory** on February 28, 2022 = **139** 2021 2022

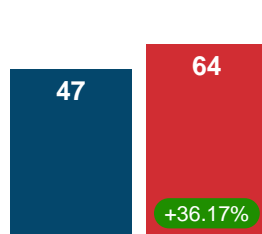
### FEBRUARY MARKET

### AVERAGE PRICES

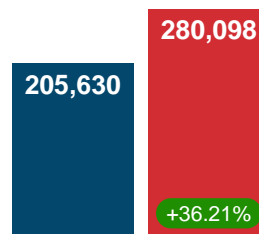
#### New Listings



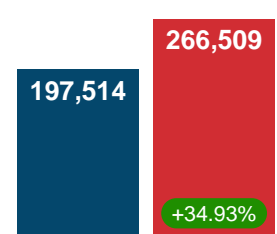
#### Pending Listings



#### List Price



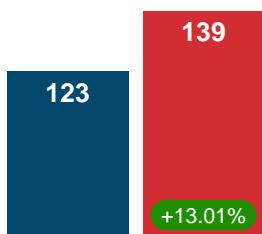
#### Sale Price



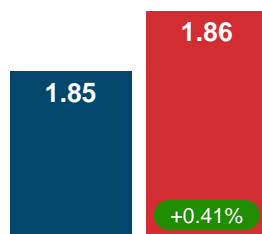
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

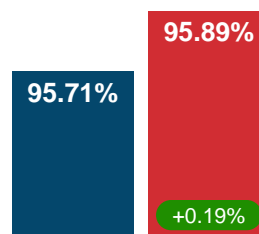
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

