

# January 2022



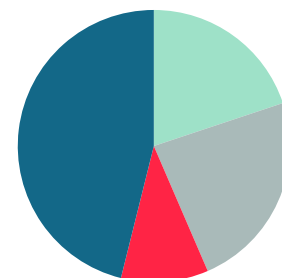
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	62	69	11.29%
Pending Listings	66	82	24.24%
New Listings	73	91	24.66%
Average List Price	184,959	250,333	35.34%
Average Sale Price	176,461	242,063	37.18%
Average Percent of Selling Price to List Price	95.45%	96.00%	0.57%
Average Days on Market to Sale	48.29	33.77	-30.07%
End of Month Inventory	132	160	21.21%
Months Supply of Inventory	1.99	2.17	9.02%



■ Closed (19.88%)  
■ Pending (23.63%)  
■ Other OffMarket (10.37%)  
■ Active (46.11%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of January 31, 2022 = **160**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2022 rose **21.21%** to 160 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **2.17** 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 **37.18%** in January 2022 to \$242,063 versus the previous year at \$176,461.

#### Average Days on Market Shortens

The average number of **33.77** days that homes spent on the market before selling decreased by 14.52 days or **30.07%** in January 2022 compared to last year's same month at **48.29** DOM.

#### Sales Success for January 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 91 New Listings in January 2022, up **24.66%** from last year at 73. Furthermore, there were 69 Closed Listings this month versus last year at 62, a **11.29%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, down from previous year's, January 2021, at **84.9%**, a **10.72%** 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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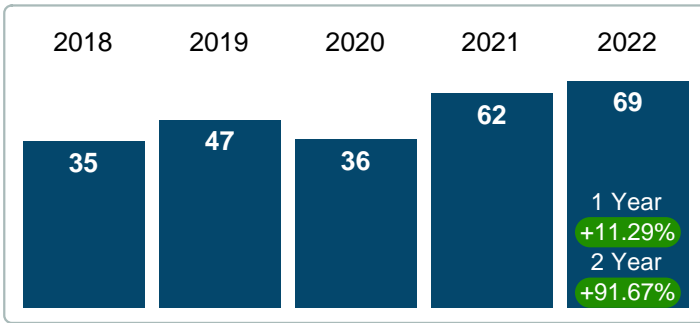
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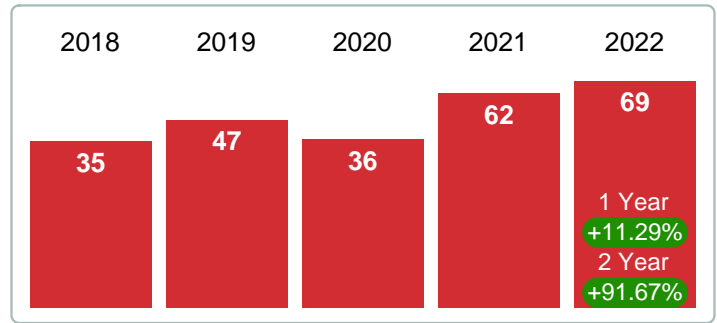
## CLOSED LISTINGS

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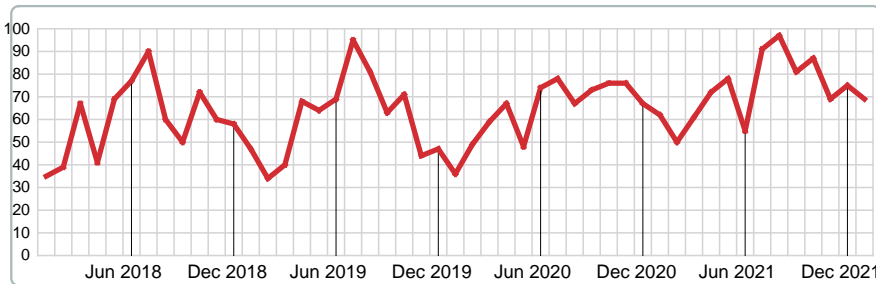
### JANUARY



### YEAR TO DATE (YTD)

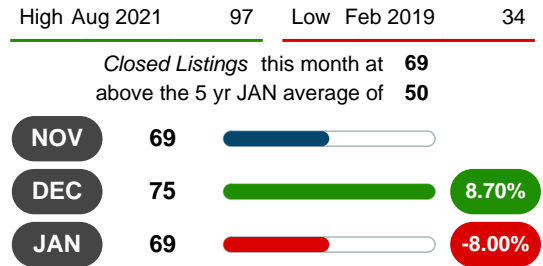


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 50



### 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	<b>3</b>	4.35%	33.0	0	3	0	0
\$75,001 - \$150,000	<b>12</b>	17.39%	24.8	3	9	0	0
\$150,001 - \$175,000	<b>11</b>	15.94%	19.1	2	8	1	0
\$175,001 - \$225,000	<b>12</b>	17.39%	33.7	0	11	0	1
\$225,001 - \$300,000	<b>13</b>	18.84%	24.2	1	6	5	1
\$300,001 - \$375,000	<b>10</b>	14.49%	64.1	1	6	1	2
\$375,001 and up	<b>8</b>	11.59%	45.5	1	6	1	0
<b>Total Closed Units</b>	<b>69</b>			<b>8</b>	<b>49</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>16,702,341</b>	100%	33.8	<b>1.62M</b>	<b>11.40M</b>	<b>2.55M</b>	<b>1.13M</b>
<b>Average Closed Price</b>	<b>\$242,063</b>			<b>\$202,563</b>	<b>\$232,578</b>	<b>\$319,313</b>	<b>\$282,750</b>

# January 2022



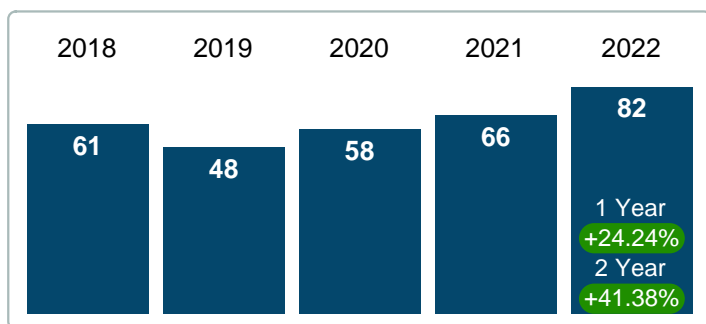
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



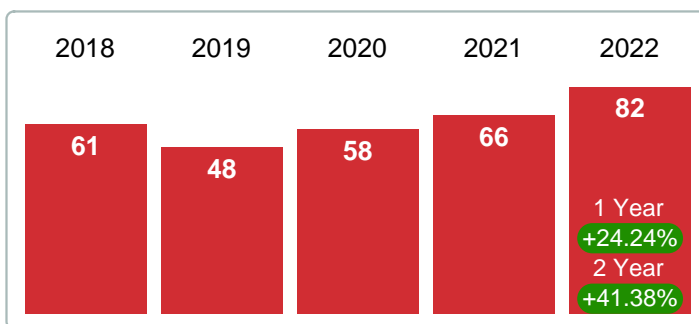
## PENDING LISTINGS

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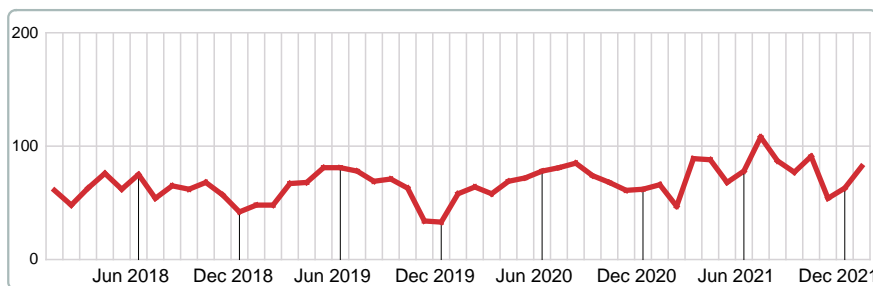
### JANUARY



### YEAR TO DATE (YTD)

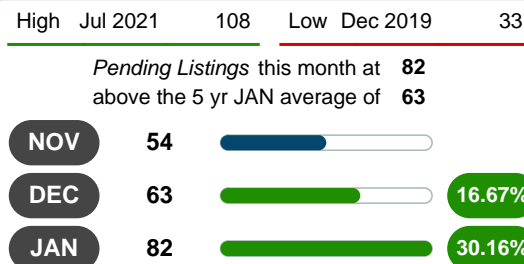


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 63



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	9.76%	36.9	2	6	0	0
\$125,001 - \$150,000	11	13.41%	25.0	2	4	4	1
\$150,001 - \$175,000	7	8.54%	33.1	1	5	0	1
\$175,001 - \$275,000	27	32.93%	38.7	2	17	7	1
\$275,001 - \$350,000	11	13.41%	48.3	1	5	5	0
\$350,001 - \$500,000	9	10.98%	39.2	1	5	3	0
\$500,001 and up	9	10.98%	98.8	0	5	2	2
<b>Total Pending Units</b>	<b>82</b>			<b>9</b>	<b>47</b>	<b>21</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>24,842,374</b>	<b>100%</b>	<b>44.5</b>	<b>1.67M</b>	<b>12.75M</b>	<b>8.52M</b>	<b>1.90M</b>
<b>Average Listing Price</b>	<b>\$303,810</b>			<b>\$185,878</b>	<b>\$271,238</b>	<b>\$405,880</b>	<b>\$379,560</b>

# January 2022



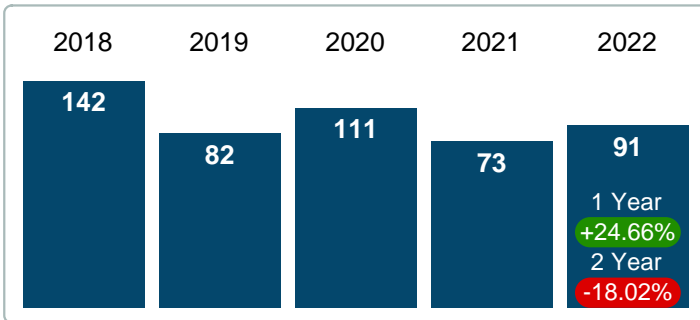
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



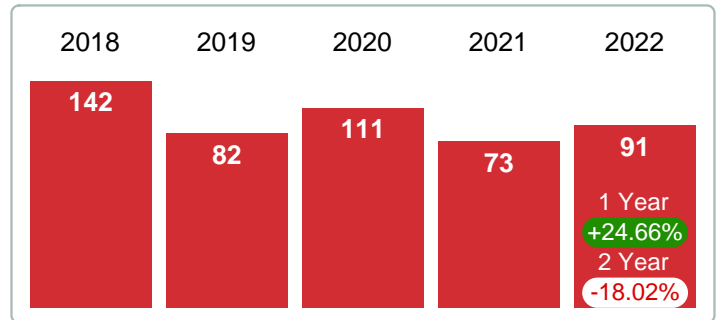
## NEW LISTINGS

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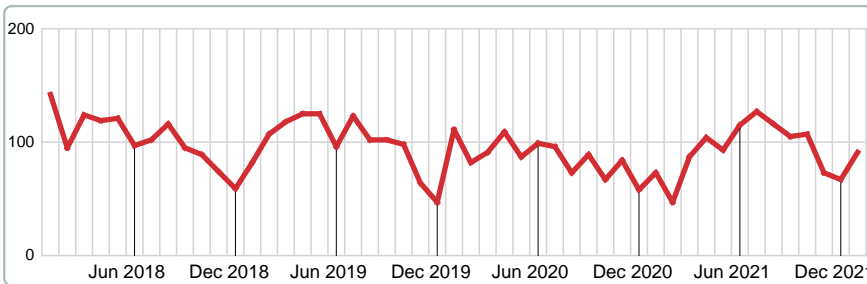
### JANUARY



### YEAR TO DATE (YTD)

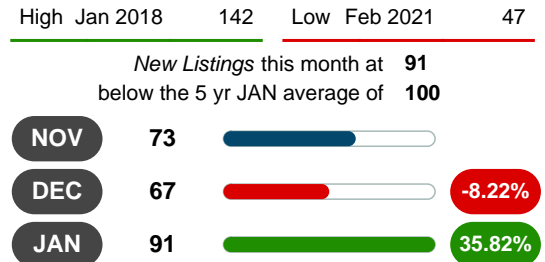


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 100



### 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	6	6.59%	3	3	0	0
\$75,001 - \$125,000	10	10.99%	4	6	0	0
\$125,001 - \$175,000	19	20.88%	5	9	5	0
\$175,001 - \$225,000	14	15.38%	1	9	3	1
\$225,001 - \$325,000	19	20.88%	0	15	3	1
\$325,001 - \$550,000	15	16.48%	2	6	7	0
\$550,001 and up	8	8.79%	1	4	2	1
<b>Total New Listed Units</b>	<b>91</b>		<b>16</b>	<b>52</b>	<b>20</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>29,260,196</b>	<b>100%</b>	<b>3.46M</b>	<b>15.25M</b>	<b>7.25M</b>	<b>3.30M</b>
<b>Average New Listed Listing Price</b>	<b>\$258,350</b>		<b>\$216,037</b>	<b>\$293,361</b>	<b>\$362,440</b>	<b>\$1,100,000</b>

# January 2022



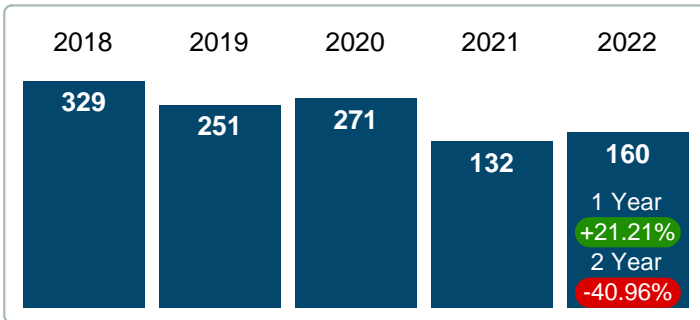
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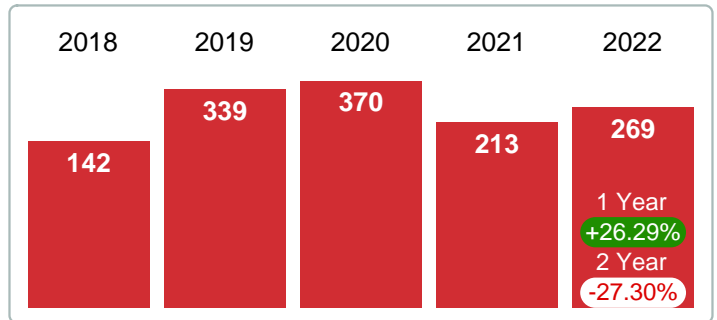
## ACTIVE INVENTORY

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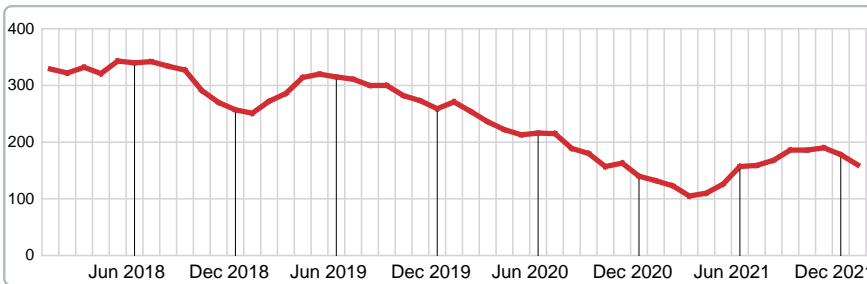
### END OF JANUARY



### ACTIVE DURING JANUARY

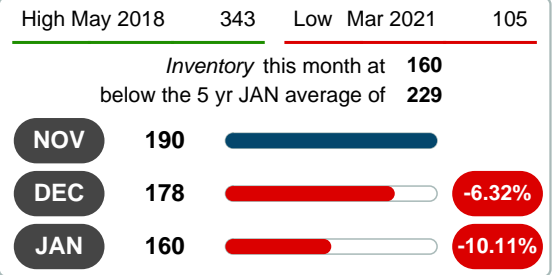


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 229



### 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	17	10.63%	47.6	7	9	1	0
\$125,001 - \$150,000	14	8.75%	55.2	3	7	4	0
\$150,001 - \$225,000	30	18.75%	65.5	4	16	9	1
\$225,001 - \$300,000	37	23.13%	74.6	5	24	6	2
\$300,001 - \$500,000	26	16.25%	98.0	2	16	7	1
\$500,001 - \$875,000	21	13.13%	68.8	2	14	4	1
\$875,001 and up	15	9.38%	129.9	2	2	7	4
<b>Total Active Inventory by Units</b>	<b>160</b>			<b>25</b>	<b>88</b>	<b>38</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>74,780,791</b>	<b>100%</b>	<b>76.6</b>	<b>8.19M</b>	<b>33.68M</b>	<b>19.31M</b>	<b>13.60M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$467,380</b>			<b>\$327,523</b>	<b>\$382,777</b>	<b>\$508,142</b>	<b>\$1,510,989</b>

# January 2022



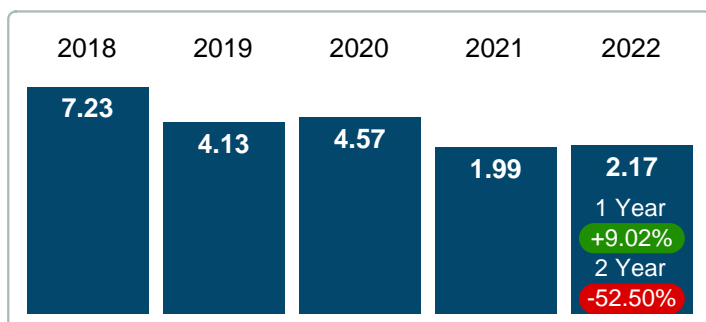
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



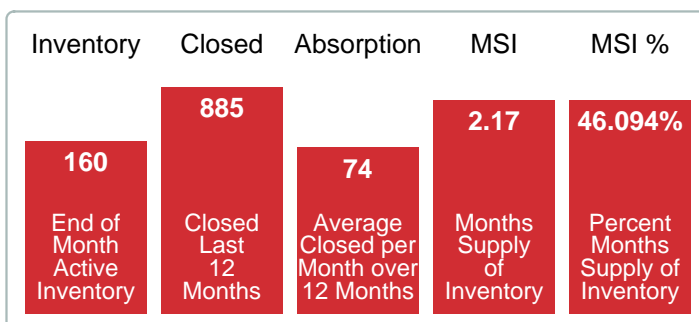
## MONTHS SUPPLY of INVENTORY (MSI)

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

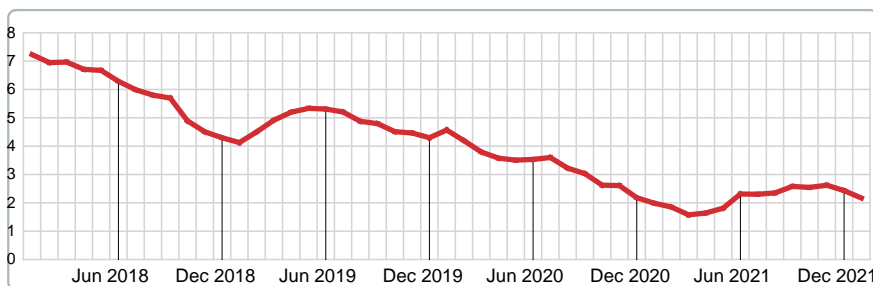
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

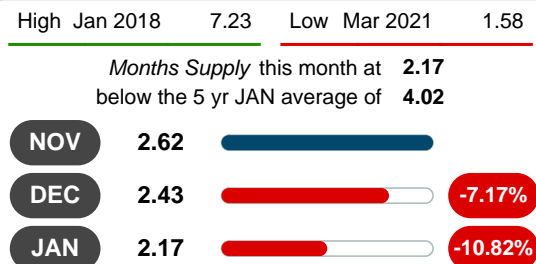


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 4.02



### 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	17	10.63%	1.10	1.42	0.97	0.86	0.00
\$125,001 - \$150,000	14	8.75%	2.13	2.57	1.75	3.43	0.00
\$150,001 - \$225,000	30	18.75%	1.32	2.53	0.89	3.09	3.00
\$225,001 - \$300,000	37	23.13%	2.51	10.00	2.53	1.44	3.43
\$300,001 - \$500,000	26	16.25%	2.58	3.00	3.31	2.10	0.80
\$500,001 - \$875,000	21	13.13%	6.15	8.00	8.40	5.33	1.33
\$875,001 and up	15	9.38%	20.00	0.00	4.00	0.00	16.00
Market Supply of Inventory (MSI)			2.17	2.75	1.85	2.81	2.57
Total Active Inventory by Units		100%	2.17	25	88	38	9

# January 2022



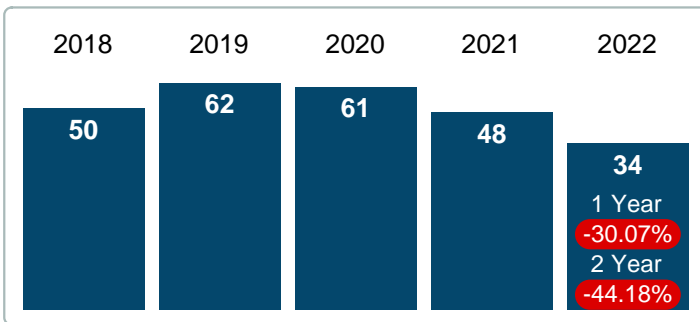
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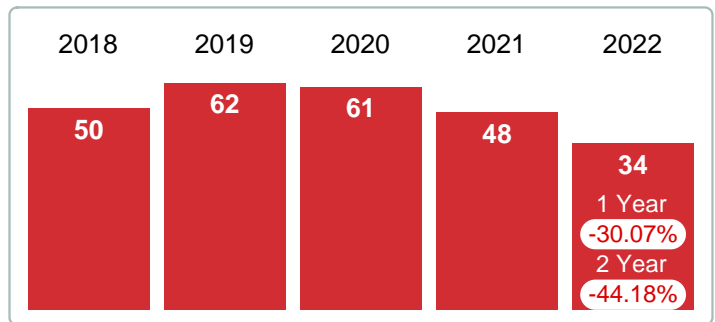
## AVERAGE DAYS ON MARKET TO SALE

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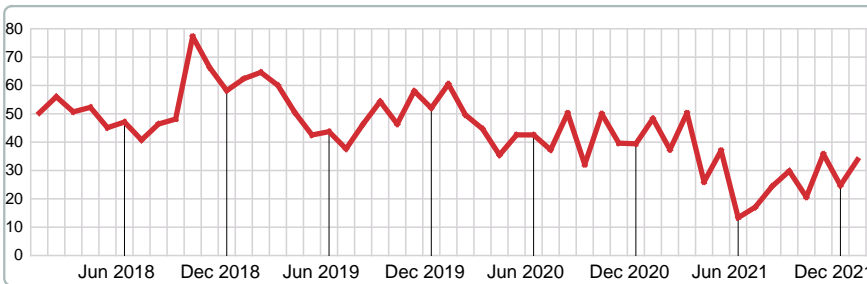
### JANUARY



### YEAR TO DATE (YTD)

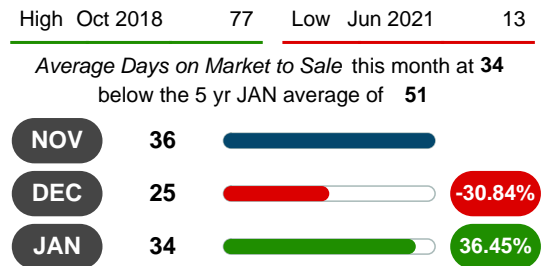


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 51



### 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	<b>3</b>	4.35%	33	0	33	0	0
\$75,001 - \$150,000	<b>12</b>	17.39%	25	35	21	0	0
\$150,001 - \$175,000	<b>11</b>	15.94%	19	8	19	42	0
\$175,001 - \$225,000	<b>12</b>	17.39%	34	0	25	0	126
\$225,001 - \$300,000	<b>13</b>	18.84%	24	47	14	23	70
\$300,001 - \$375,000	<b>10</b>	14.49%	64	145	65	2	51
\$375,001 and up	<b>8</b>	11.59%	46	15	52	39	0
Average Closed DOM			34	41	31	25	75
Total Closed Units		100%	34	8	49	8	4
Total Closed Volume			16,702,341	1.62M	11.40M	2.55M	1.13M

# January 2022



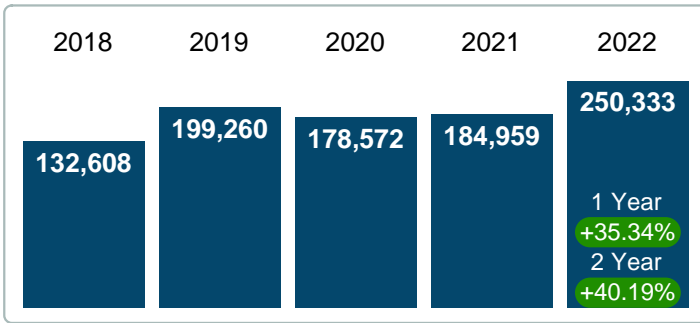
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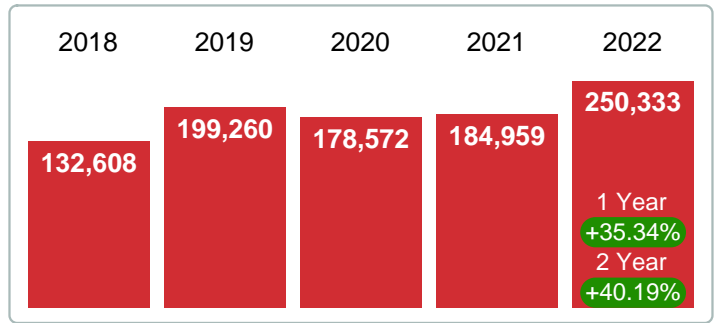
## AVERAGE LIST PRICE AT CLOSING

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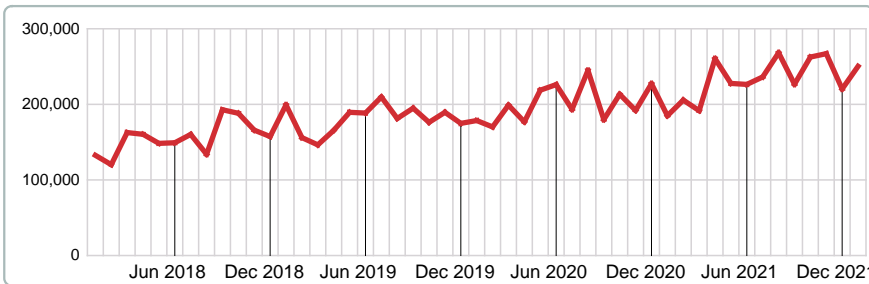
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

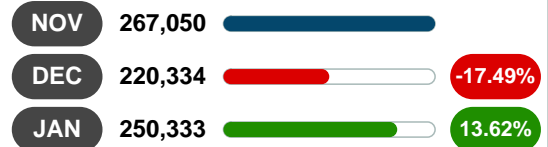


### 3 MONTHS

5 year JAN AVG = 189,146

High Aug 2021 268,232 Low Feb 2018 120,246

Average List Price at Closing this month at **250,333**  
above the 5 yr JAN average of **189,146**



### 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	1.45%	67,500	0	80,833	0	0
\$75,001 - \$150,000	12	17.39%	111,908	106,333	130,967	0	0
\$150,001 - \$175,000	10	14.49%	167,360	164,000	174,113	169,900	0
\$175,001 - \$225,000	13	18.84%	202,299	0	211,172	0	259,900
\$225,001 - \$300,000	13	18.84%	260,458	320,000	255,027	288,359	229,000
\$300,001 - \$375,000	11	15.94%	343,927	350,000	355,500	345,500	387,500
\$375,001 and up	9	13.04%	487,767	395,000	487,467	614,900	0
<b>Average List Price</b>			<b>250,333</b>	<b>214,000</b>	<b>239,285</b>	<b>321,512</b>	<b>315,975</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>250,333</b>	<b>8</b>	<b>49</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>				<b>1.71M</b>	<b>11.72M</b>	<b>2.57M</b>	<b>1.26M</b>



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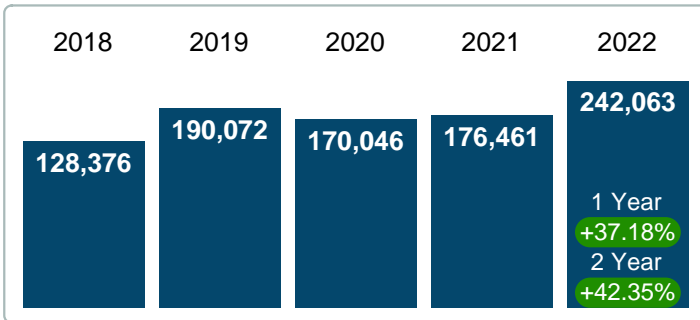
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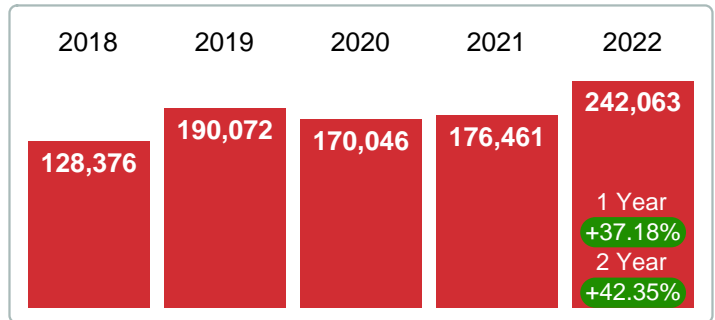
## AVERAGE SOLD PRICE AT CLOSING

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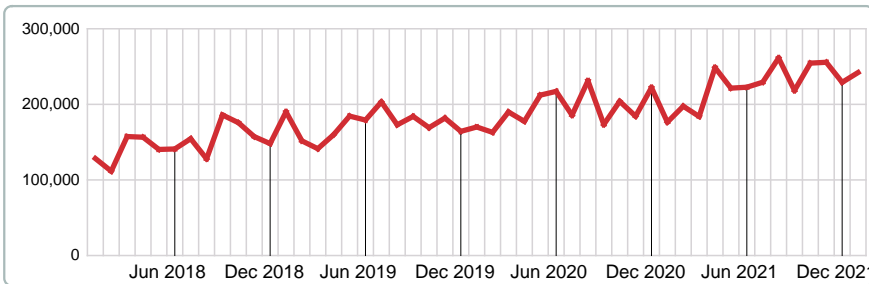
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

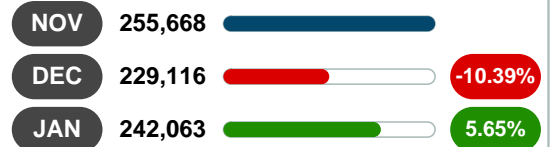


### 3 MONTHS

5 year JAN AVG = 181,404

High Aug 2021 261,273 Low Feb 2018 111,591

Average Sold Price at Closing this month at **242,063** above the 5 yr JAN average of **181,404**



### 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	4.35%	65,000	0	65,000	0	0
\$75,001 - \$150,000	17.39%	117,854	96,000	125,139	0	0
\$150,001 - \$175,000	15.94%	165,591	161,250	166,250	169,000	0
\$175,001 - \$225,000	17.39%	207,520	0	207,112	0	212,000
\$225,001 - \$300,000	18.84%	263,575	280,000	248,747	285,000	229,000
\$300,001 - \$375,000	14.49%	344,250	345,000	343,667	345,500	345,000
\$375,001 and up	11.59%	489,047	385,000	485,396	615,000	0
<b>Average Sold Price</b>		<b>242,063</b>	<b>202,563</b>	<b>232,578</b>	<b>319,313</b>	<b>282,750</b>
<b>Total Closed Units</b>		<b>69</b>	<b>8</b>	<b>49</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>16,702,341</b>	<b>1.62M</b>	<b>11.40M</b>	<b>2.55M</b>	<b>1.13M</b>

# January 2022



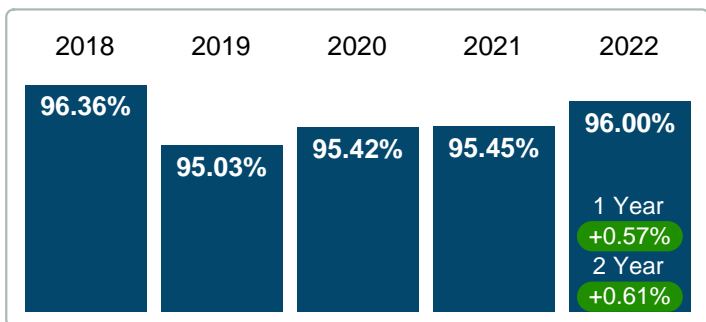
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



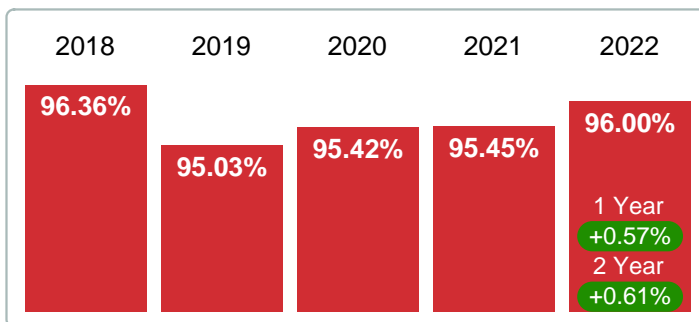
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

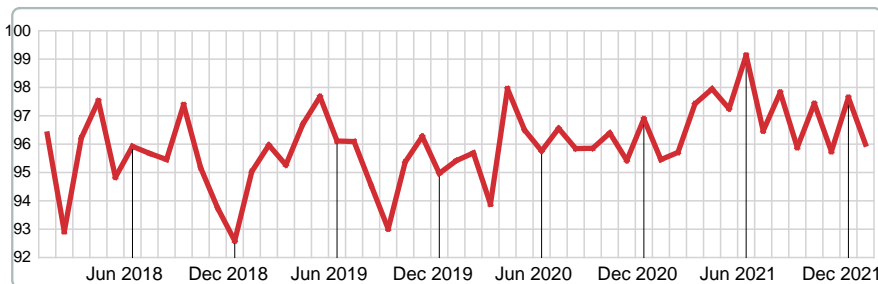
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

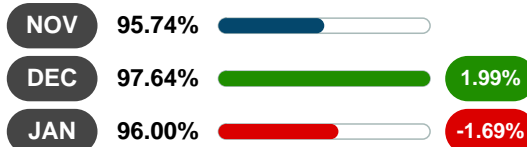


### 3 MONTHS

5 year JAN AVG = 95.65%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **96.00%** equal to 5 yr JAN average of **95.65%**



### 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	<b>3</b>	4.35%	80.43%	0.00%	80.43%	0.00%	0.00%	
\$75,001 - \$150,000	<b>12</b>	17.39%	94.79%	91.07%	96.03%	0.00%	0.00%	
\$150,001 - \$175,000	<b>11</b>	15.94%	96.43%	98.27%	95.59%	99.47%	0.00%	
\$175,001 - \$225,000	<b>12</b>	17.39%	96.81%	0.00%	98.19%	0.00%	81.57%	
\$225,001 - \$300,000	<b>13</b>	18.84%	97.60%	87.50%	97.78%	98.93%	100.00%	
\$300,001 - \$375,000	<b>10</b>	14.49%	95.95%	98.57%	96.78%	100.00%	90.13%	
\$375,001 and up	<b>8</b>	11.59%	99.29%	97.47%	99.48%	100.02%	0.00%	
Average Sold/List Ratio		96.00%		94.16%	96.22%	99.27%	90.46%	
Total Closed Units		69	100%	96.00%	8	49	8	4
Total Closed Volume		16,702,341			1.62M	11.40M	2.55M	1.13M

# January 2022



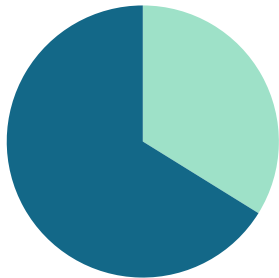
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

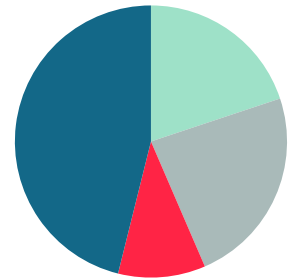


**Inventory**  
 New Listings  
**91 = 33.83%**  
 Start Inventory  
**178**  
 Total Inventory Units  
**269**  
 Volume  
**\$121,376,785**

### Market Activity

Closed Sales  
**69 = 19.88%**  
 Pending Sales  
**82 = 23.63%**  
 Other Off Market  
**36 = 10.37%**  
 Active Inventory  
**160 = 46.11%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	62	69	11.29%	62	69	11.29%
Pending Sales	66	82	24.24%	66	82	24.24%
New Listings	73	91	24.66%	73	91	24.66%
Average List Price	184,959	250,333	35.34%	184,959	250,333	35.34%
Average Sale Price	176,461	242,063	37.18%	176,461	242,063	37.18%
Average Percent of Selling Price to List Price	95.45%	96.00%	0.57%	95.45%	96.00%	0.57%
Average Days on Market to Sale	48.29	33.77	-30.07%	48.29	33.77	-30.07%
Monthly Inventory	132	160	21.21%	132	160	21.21%
Months Supply of Inventory	1.99	2.17	9.02%	1.99	2.17	9.02%

**Absorption:** Last 12 months, an Average of **74** Sales/Month

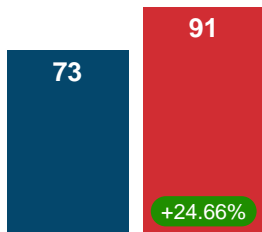
**Inventory** on January 31, 2022 = **160**

**2021** **2022**

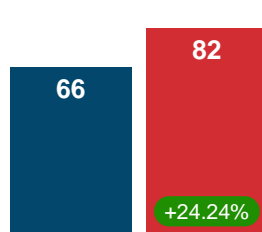
### JANUARY MARKET

### AVERAGE PRICES

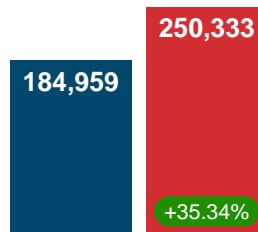
#### New Listings



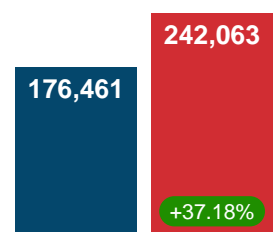
#### Pending Listings



#### List Price



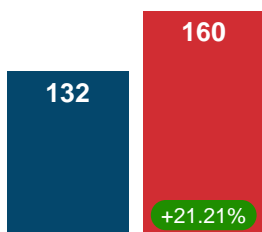
#### Sale Price



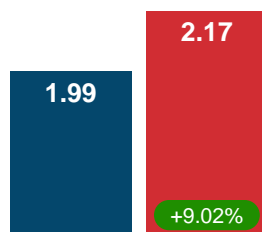
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

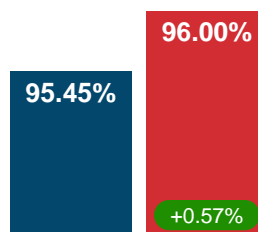
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

