

# January 2022



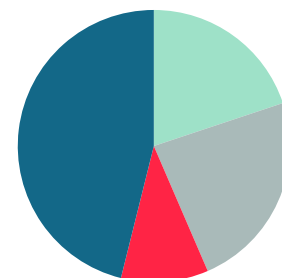
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## 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%
Median List Price	163,500	223,920	36.95%
Median Sale Price	159,500	220,668	38.35%
Median Percent of Selling Price to List Price	98.28%	98.57%	0.29%
Median Days on Market to Sale	22.50	18.00	-20.00%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **38.35%** in January 2022 to \$220,668 versus the previous year at \$159,500.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 4.50 days or **20.00%** in January 2022 compared to last year's same month at **22.50** DOM.

#### Sales Success for January 2022 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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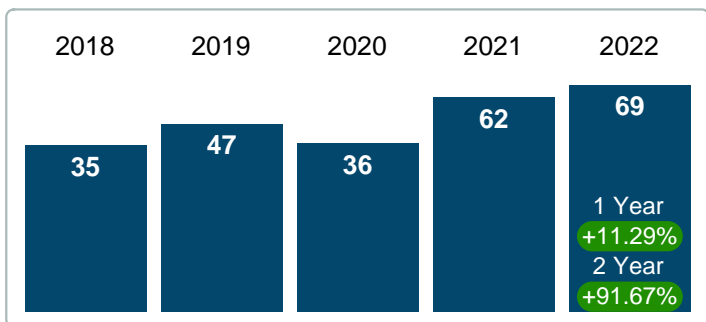
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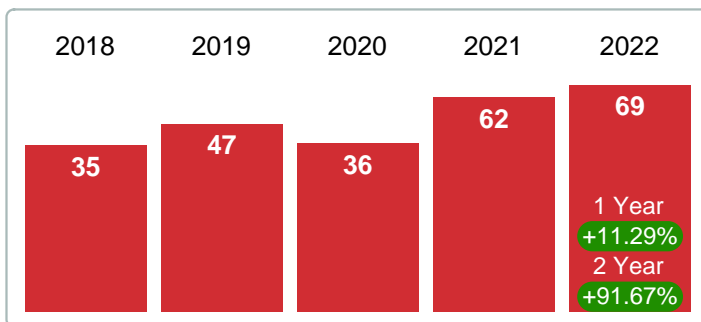
## CLOSED LISTINGS

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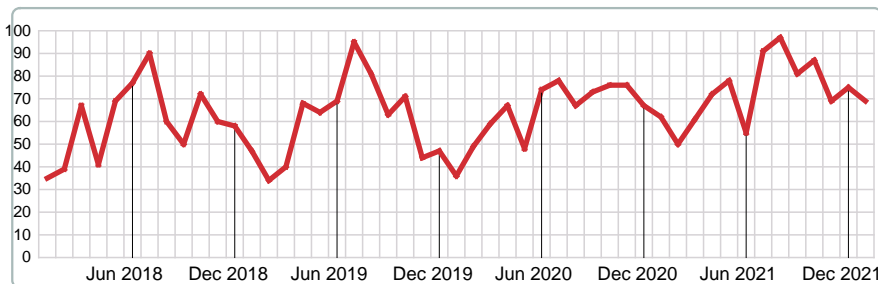
### JANUARY



### YEAR TO DATE (YTD)

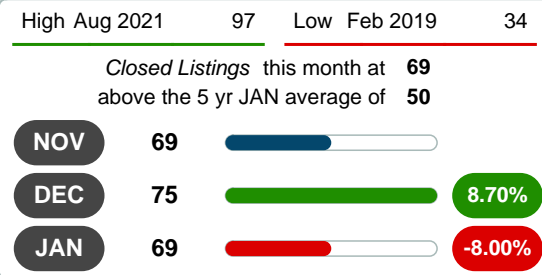


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 50



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.35%	18.0	0	3	0	0
\$75,001 - \$150,000	12	17.39%	17.0	3	9	0	0
\$150,001 - \$175,000	11	15.94%	13.0	2	8	1	0
\$175,001 - \$225,000	12	17.39%	24.5	0	11	0	1
\$225,001 - \$300,000	13	18.84%	10.0	1	6	5	1
\$300,001 - \$375,000	10	14.49%	55.5	1	6	1	2
\$375,001 and up	8	11.59%	27.5	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>	<b>100%</b>	<b>18.0</b>	<b>1.62M</b>	<b>11.40M</b>	<b>2.55M</b>	<b>1.13M</b>
<b>Median Closed Price</b>	<b>\$220,668</b>			<b>\$161,250</b>	<b>\$205,000</b>	<b>\$299,500</b>	<b>\$272,000</b>

# January 2022



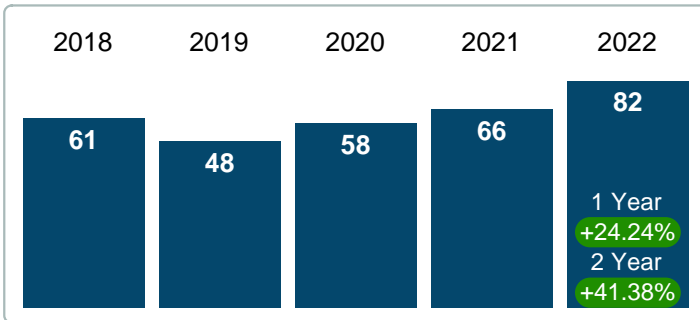
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



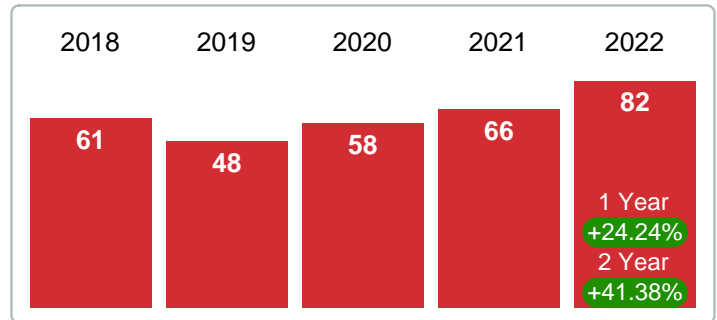
## PENDING LISTINGS

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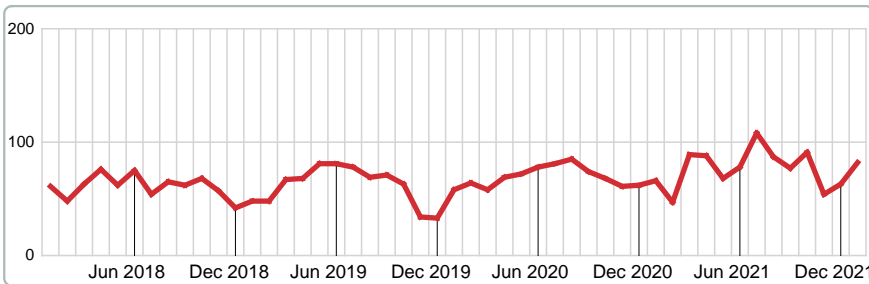
### JANUARY



### YEAR TO DATE (YTD)

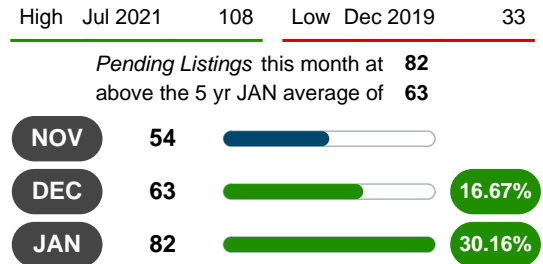


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 63



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	9.76%	8.5	2	6	0	0
\$125,001 - \$150,000	11	13.41%	12.0	2	4	4	1
\$150,001 - \$175,000	7	8.54%	13.0	1	5	0	1
\$175,001 - \$275,000	27	32.93%	10.0	2	17	7	1
\$275,001 - \$350,000	11	13.41%	29.0	1	5	5	0
\$350,001 - \$500,000	9	10.98%	8.0	1	5	3	0
\$500,001 and up	9	10.98%	123.0	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>13.5</b>	<b>1.67M</b>	<b>12.75M</b>	<b>8.52M</b>	<b>1.90M</b>
<b>Median Listing Price</b>	<b>\$229,950</b>			<b>\$154,000</b>	<b>\$229,900</b>	<b>\$275,000</b>	<b>\$275,000</b>

# January 2022



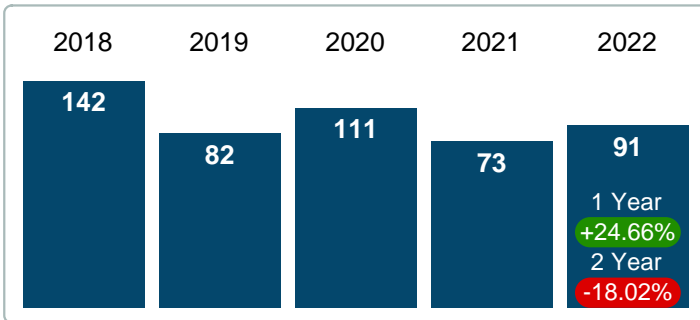
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



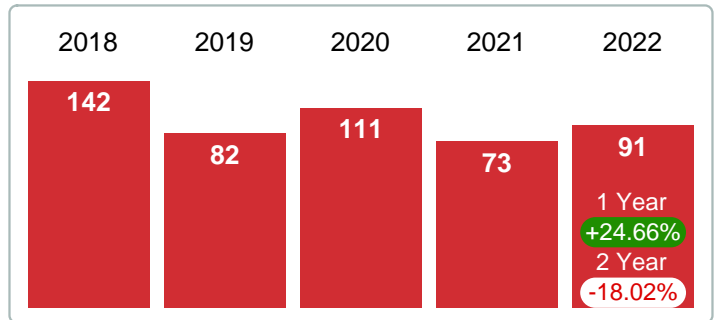
## NEW LISTINGS

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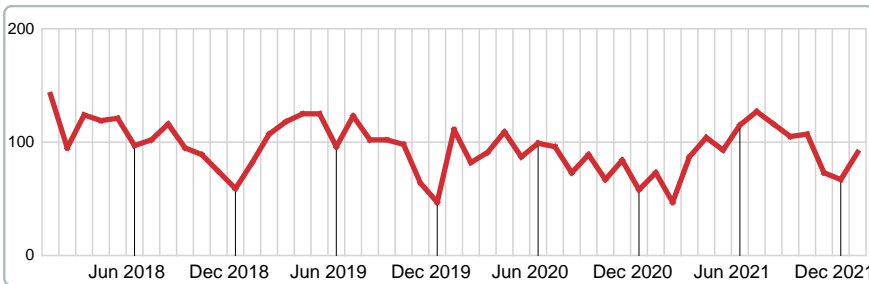
### JANUARY



### YEAR TO DATE (YTD)

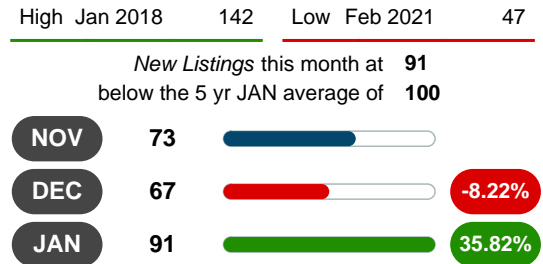


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$224,900</b>		<b>\$137,000</b>	<b>\$222,500</b>	<b>\$240,950</b>	<b>\$275,000</b>

# January 2022



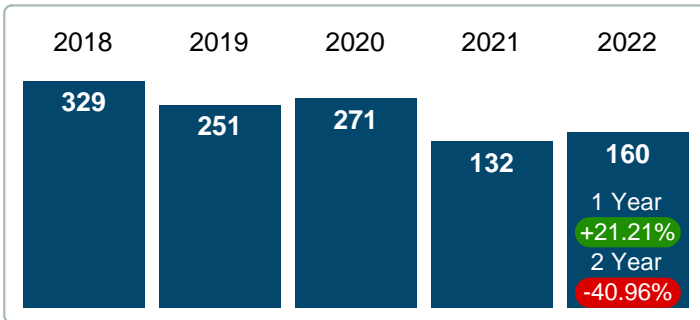
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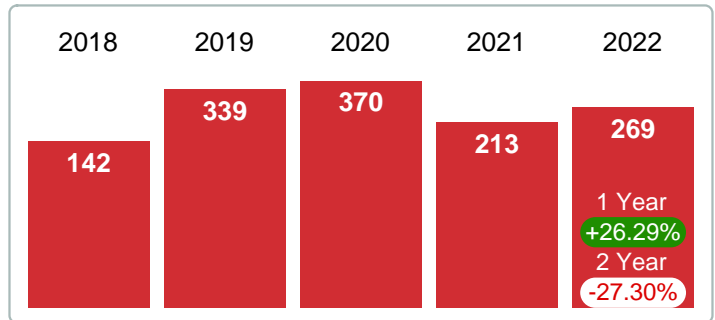
## ACTIVE INVENTORY

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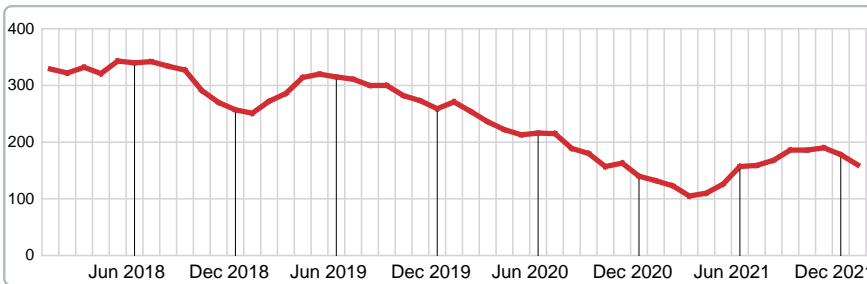
### END OF JANUARY



### ACTIVE DURING JANUARY

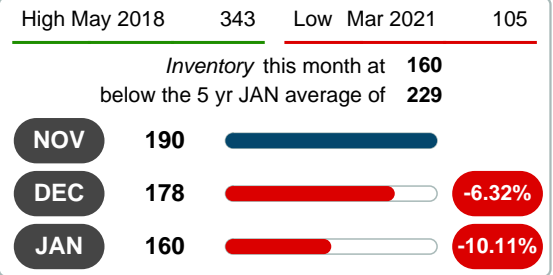


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 229



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	10.63%	20.0	7	9	1	0
\$125,001 - \$150,000	14	8.75%	47.0	3	7	4	0
\$150,001 - \$225,000	30	18.75%	60.5	4	16	9	1
\$225,001 - \$300,000	37	23.13%	62.0	5	24	6	2
\$300,001 - \$500,000	26	16.25%	103.5	2	16	7	1
\$500,001 - \$875,000	21	13.13%	63.0	2	14	4	1
\$875,001 and up	15	9.38%	98.0	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>65.5</b>	<b>8.19M</b>	<b>33.68M</b>	<b>19.31M</b>	<b>13.60M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$267,500</b>			<b>\$175,000</b>	<b>\$250,000</b>	<b>\$292,000</b>	<b>\$650,000</b>

# January 2022



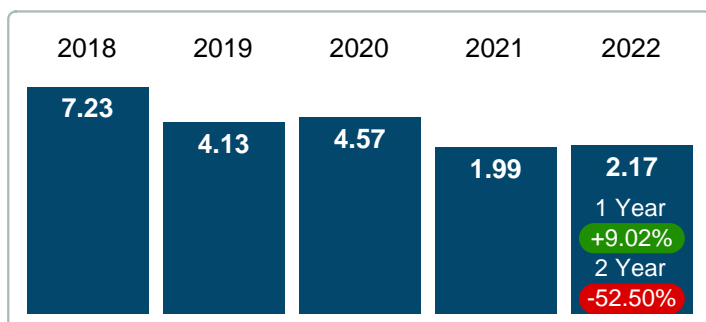
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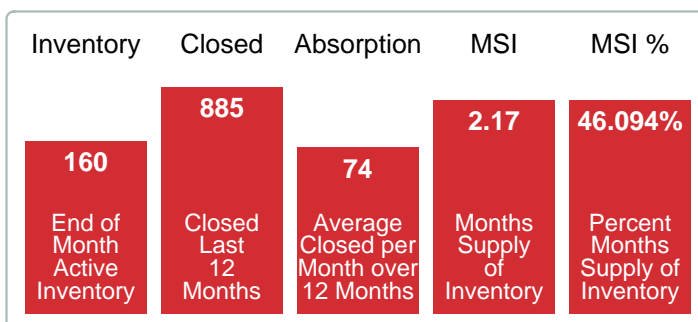
## MONTHS SUPPLY of INVENTORY (MSI)

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

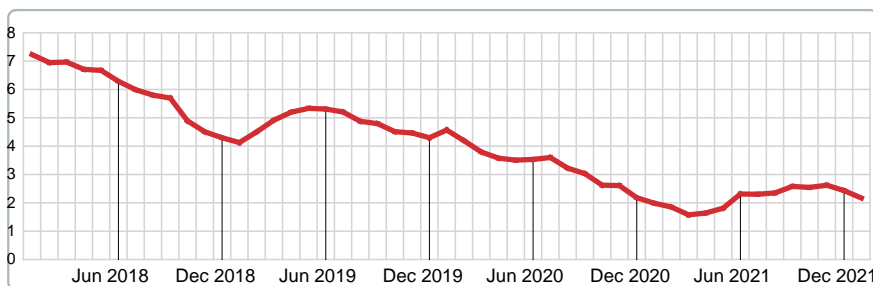
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

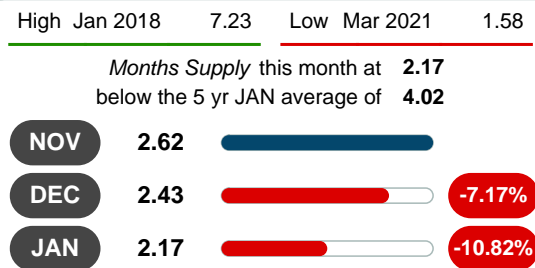


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



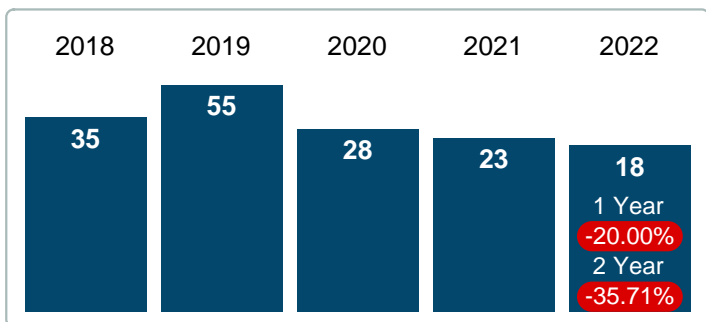
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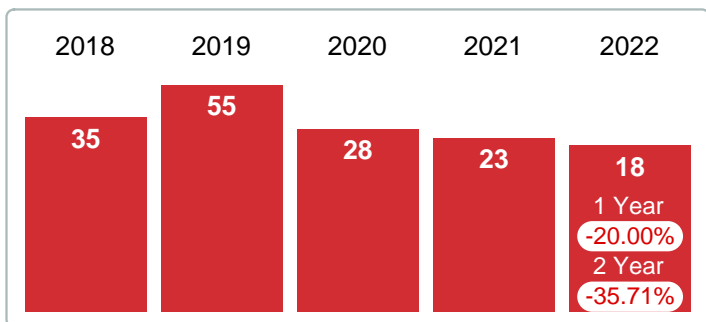
## MEDIAN DAYS ON MARKET TO SALE

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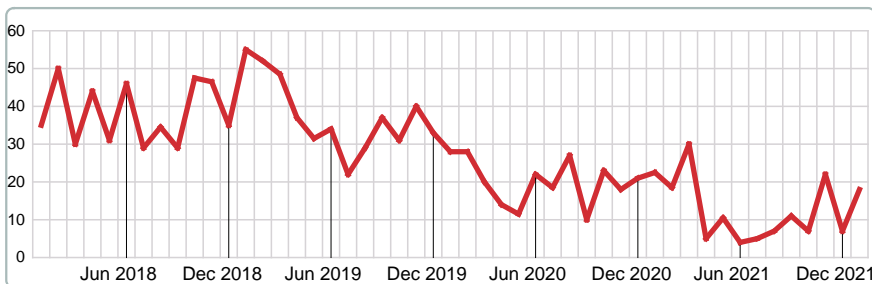
### JANUARY



### YEAR TO DATE (YTD)

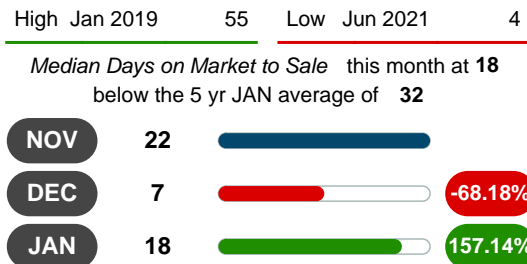


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 32



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4.35%	18	0	18	0	0
\$75,001 - \$150,000	17.39%	17	29	16	0	0
\$150,001 - \$175,000	15.94%	13	8	18	42	0
\$175,001 - \$225,000	17.39%	25	0	22	0	126
\$225,001 - \$300,000	18.84%	10	47	2	10	70
\$300,001 - \$375,000	14.49%	56	145	63	2	51
\$375,001 and up	11.59%	28	15	33	39	0
<b>Median Closed DOM</b>		18	22	16	25	84
<b>Total Closed Units</b>	100%	18.0	8	49	8	4
<b>Total Closed Volume</b>		16,702,341	1.62M	11.40M	2.55M	1.13M



# January 2022



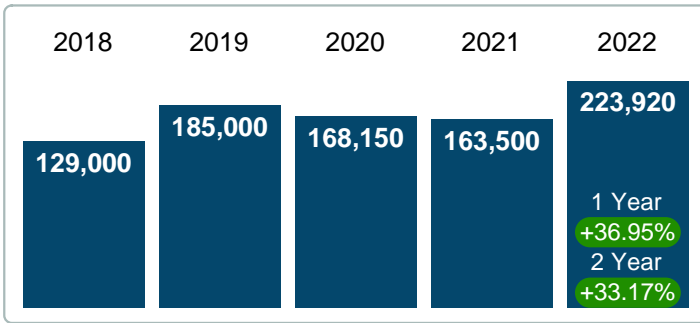
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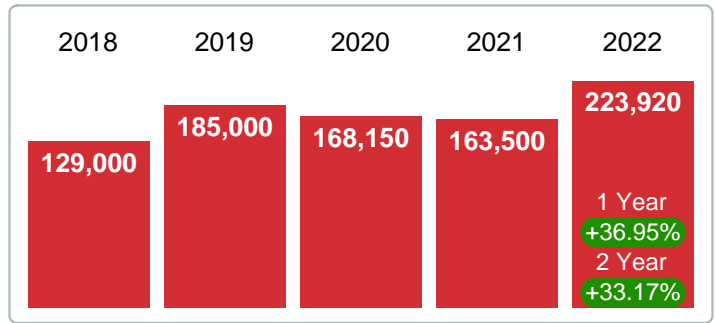
## MEDIAN LIST PRICE AT CLOSING

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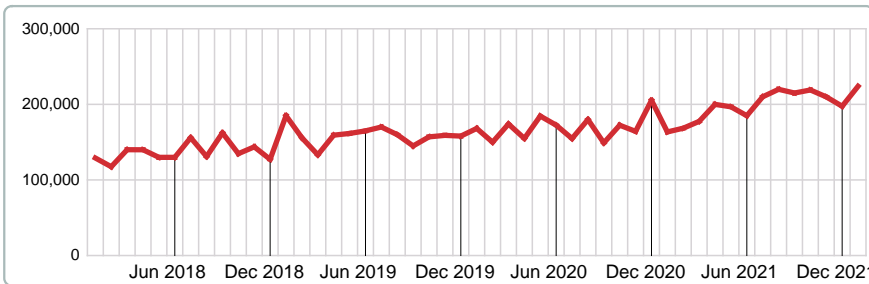
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

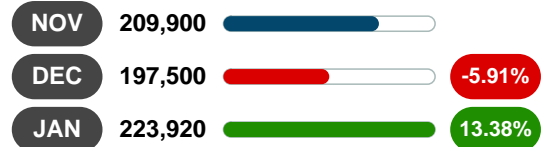


### 3 MONTHS

5 year JAN AVG = 173,914

High Jan 2022 223,920 Low Feb 2018 117,500

Median List Price at Closing this month at **223,920**  
above the 5 yr JAN average of **173,914**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	1.45%	67,500	0	67,500	0	0
\$75,001 - \$150,000	12	17.39%	112,500	115,000	110,000	0	0
\$150,001 - \$175,000	10	14.49%	169,450	164,000	169,900	169,900	0
\$175,001 - \$225,000	13	18.84%	209,580	0	209,580	0	0
\$225,001 - \$300,000	13	18.84%	256,000	0	240,000	299,498	244,450
\$300,001 - \$375,000	11	15.94%	345,500	335,000	362,400	330,200	325,000
\$375,001 and up	9	13.04%	395,000	395,000	395,000	614,900	450,000
Median List Price			223,920	164,000	213,000	299,998	292,450
Total Closed Units		100%	223,920	8	49	8	4
Total Closed Volume			17,272,943	1.71M	11.72M	2.57M	1.26M



# January 2022



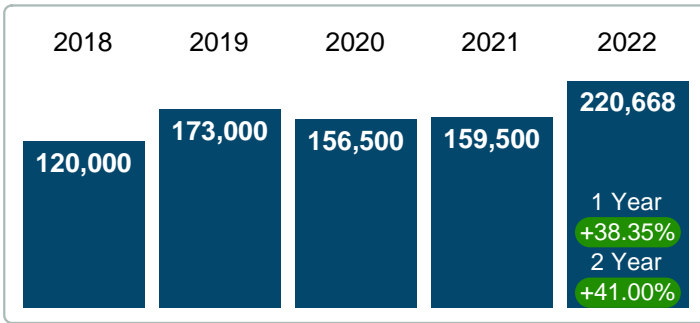
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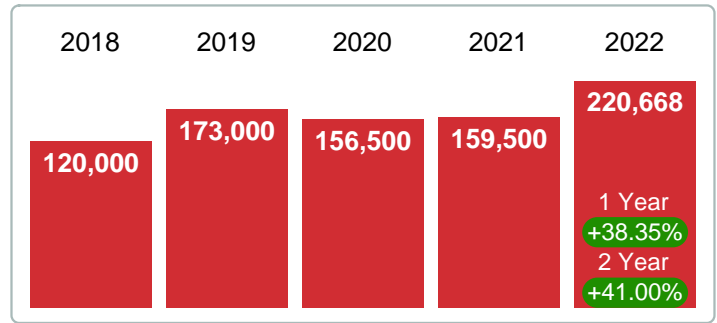
## MEDIAN SOLD PRICE AT CLOSING

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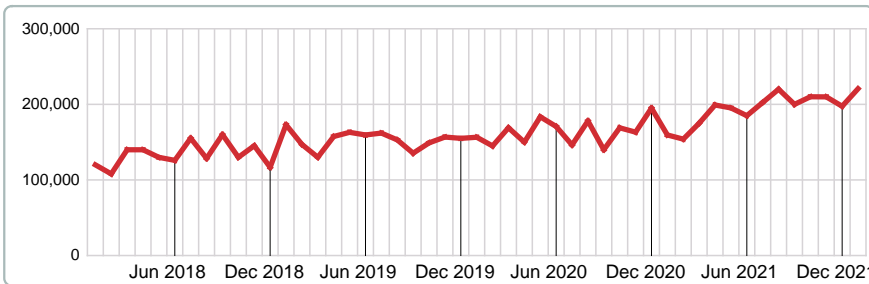
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

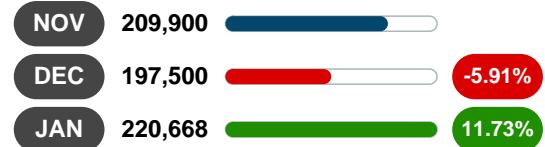


### 3 MONTHS

5 year JAN AVG = 165,934

High Jan 2022 220,668 Low Feb 2018 108,000

Median Sold Price at Closing this month at **220,668** above the 5 yr JAN average of **165,934**



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4.35%	65,000	0	65,000	0	0
\$75,001 - \$150,000	17.39%	120,000	90,000	125,000	0	0
\$150,001 - \$175,000	15.94%	169,000	161,250	171,500	169,000	0
\$175,001 - \$225,000	17.39%	209,914	0	208,000	0	212,000
\$225,001 - \$300,000	18.84%	260,000	280,000	240,240	299,000	229,000
\$300,001 - \$375,000	14.49%	347,750	345,000	350,000	345,500	345,000
\$375,001 and up	11.59%	390,000	385,000	390,000	615,000	0
<b>Median Sold Price</b>		<b>220,668</b>	<b>161,250</b>	<b>205,000</b>	<b>299,500</b>	<b>272,000</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



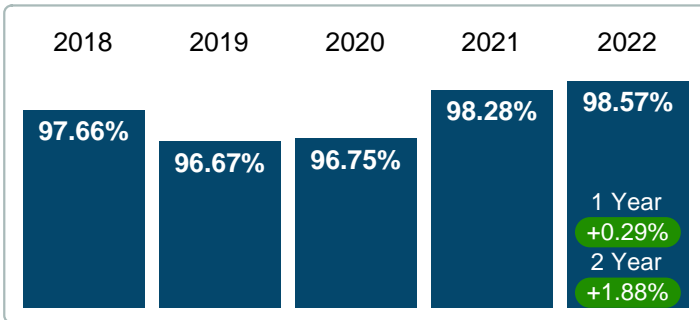
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



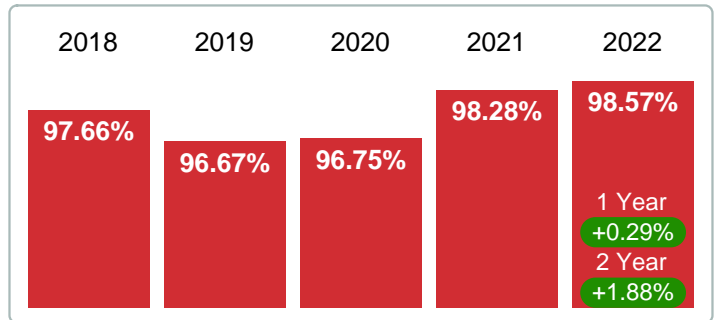
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

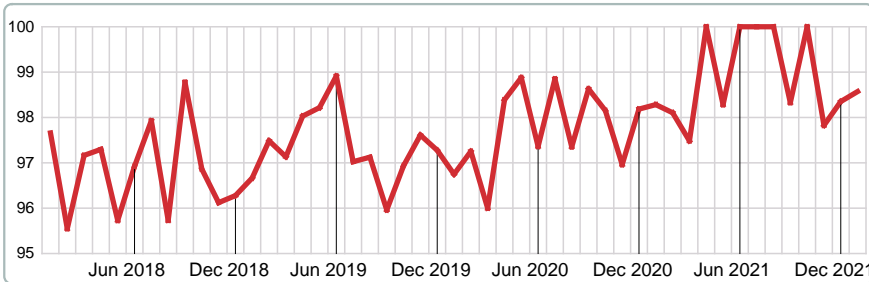
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

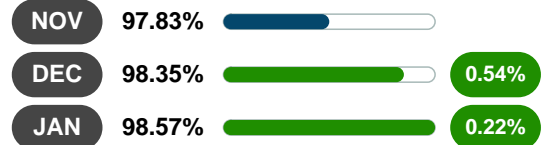


### 3 MONTHS

5 year JAN AVG = 97.59%

High Oct 2021 100.00% Low Feb 2018 95.55%

Median Sold/List Ratio this month at **98.57%**  
above the 5 yr JAN average of **97.59%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	<div style="width: 4.35%;"></div> 3	4.35%	81.48%	0.00%	81.48%	0.00%	0.00%	
\$75,001 - \$150,000	<div style="width: 17.39%;"></div> 12	17.39%	95.48%	94.96%	96.00%	0.00%	0.00%	
\$150,001 - \$175,000	<div style="width: 15.94%;"></div> 11	15.94%	96.54%	98.27%	95.37%	99.47%	0.00%	
\$175,001 - \$225,000	<div style="width: 17.39%;"></div> 12	17.39%	98.10%	0.00%	99.45%	0.00%	81.57%	
\$225,001 - \$300,000	<div style="width: 18.84%;"></div> 13	18.84%	100.00%	87.50%	100.00%	100.00%	100.00%	
\$300,001 - \$375,000	<div style="width: 14.49%;"></div> 10	14.49%	97.75%	98.57%	97.63%	100.00%	90.13%	
\$375,001 and up	<div style="width: 11.59%;"></div> 8	11.59%	100.00%	97.47%	100.00%	100.02%	0.00%	
Median Sold/List Ratio		98.57%		97.00%	97.23%	100.00%	90.13%	
Total Closed Units		69	100%	98.57%	8	49	8	4
Total Closed Volume		16,702,341			1.62M	11.40M	2.55M	1.13M

# January 2022



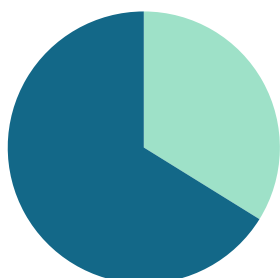
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

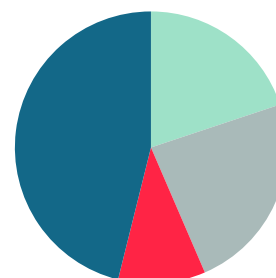


**Inventory**  
 New Listings  
**91 = 33.83%**  
 Start Inventory  
**178**  
 Total Inventory Units  
**269**  
 Volume  
**\$121,376,785**

### 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%
Median List Price	163,500	223,920	36.95%	163,500	223,920	36.95%
Median Sale Price	159,500	220,668	38.35%	159,500	220,668	38.35%
Median Percent of Selling Price to List Price	98.28%	98.57%	0.29%	98.28%	98.57%	0.29%
Median Days on Market to Sale	22.50	18.00	-20.00%	22.50	18.00	-20.00%
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

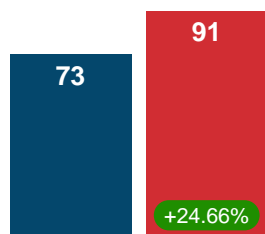
**Inventory** on January 31, 2022 = **160**

**2021** **2022**

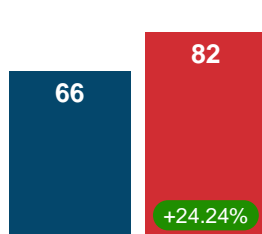
### JANUARY MARKET

### MEDIAN PRICES

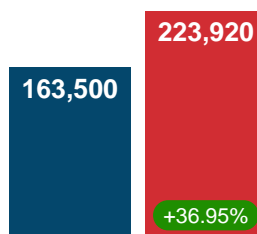
#### New Listings



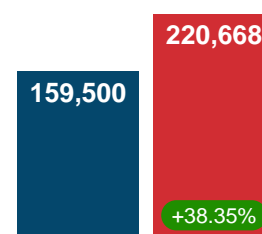
#### Pending Listings



#### List Price



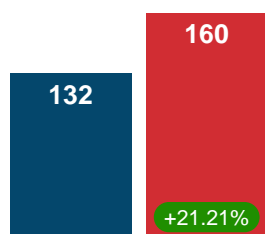
#### Sale Price



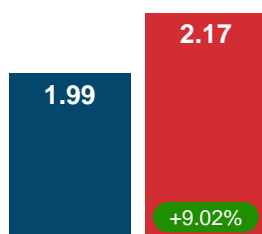
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

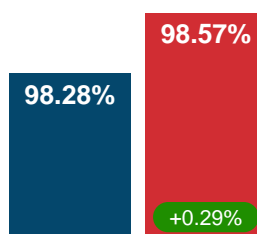
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

