

July 2022



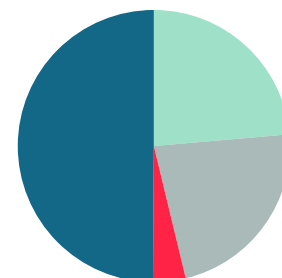
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	91	116	27.47%
Pending Listings	108	111	2.78%
New Listings	127	162	27.56%
Average List Price	236,245	295,090	24.91%
Average Sale Price	229,265	287,587	25.44%
Average Percent of Selling Price to List Price	96.47%	97.65%	1.23%
Average Days on Market to Sale	17.05	20.67	21.21%
End of Month Inventory	159	245	54.09%
Months Supply of Inventory	2.30	3.04	31.94%



■ Closed (23.63%)
■ Pending (22.61%)
■ Other OffMarket (3.87%)
■ Active (49.90%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of July 31, 2022 = **245**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **54.09%** to 245 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **3.04** 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 **25.44%** in July 2022 to \$287,587 versus the previous year at \$229,265.

Average Days on Market Lengthens

The average number of **20.67** days that homes spent on the market before selling increased by 3.62 days or **21.21%** in July 2022 compared to last year's same month at **17.05** DOM.

Sales Success for July 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 162 New Listings in July 2022, up **27.56%** from last year at 127. Furthermore, there were 116 Closed Listings this month versus last year at 91, a **27.47%** increase.

Closed versus Listed trends yielded a **71.6%** ratio, down from previous year's, July 2021, at **71.7%**, a **0.07%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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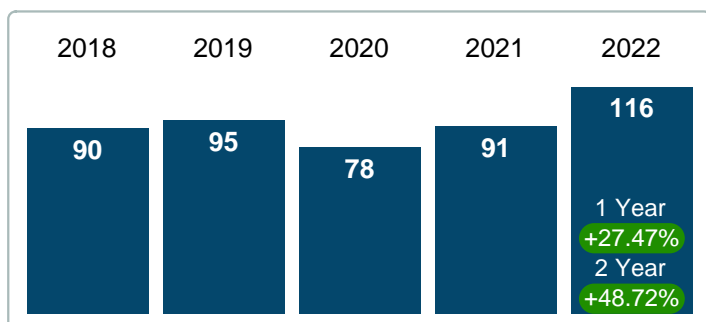
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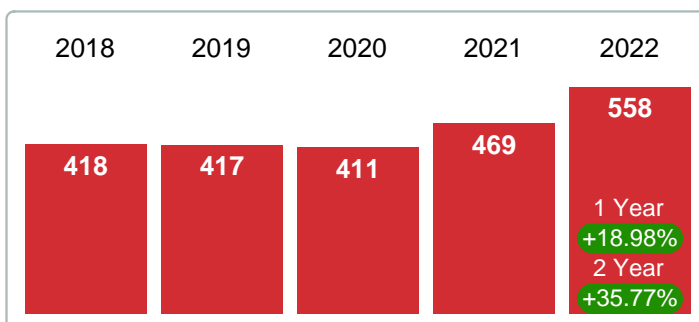
CLOSED LISTINGS

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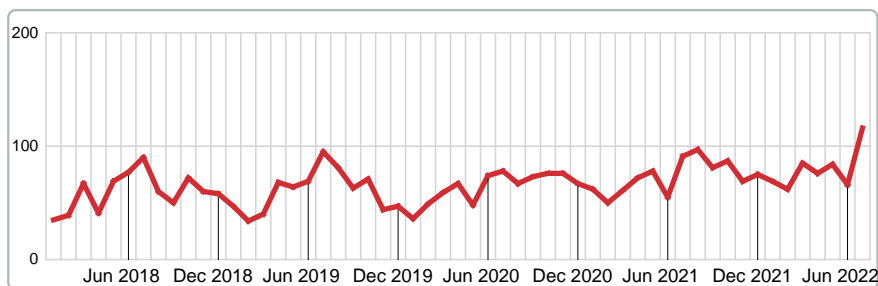
JULY



YEAR TO DATE (YTD)

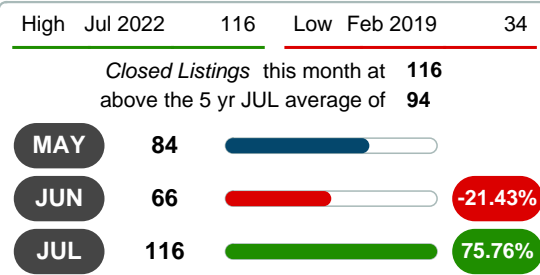


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 94



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	11	9.48%	40.3	3	8	0	0
\$150,001 - \$200,000	15	12.93%	16.8	2	12	1	0
\$200,001 - \$225,000	12	10.34%	28.8	0	8	4	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$300,000	50	43.10%	9.5	2	14	34	0
\$300,001 - \$450,000	16	13.79%	22.8	3	8	4	1
\$450,001 and up	12	10.34%	43.3	0	6	5	1
Total Closed Units	116			10	56	48	2
Total Closed Volume	33,360,040	100%	20.7	2.26M	15.10M	14.71M	1.29M
Average Closed Price	\$287,587			\$226,057	\$269,585	\$306,517	\$644,950

July 2022



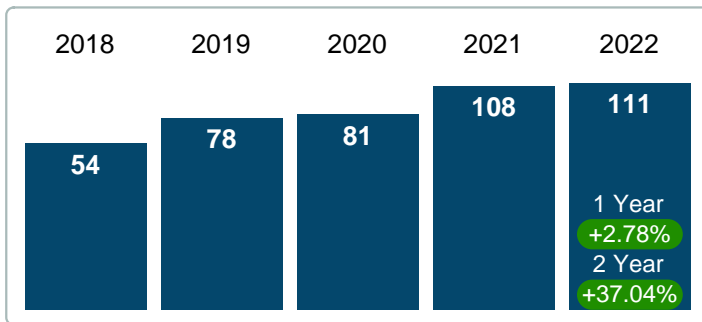
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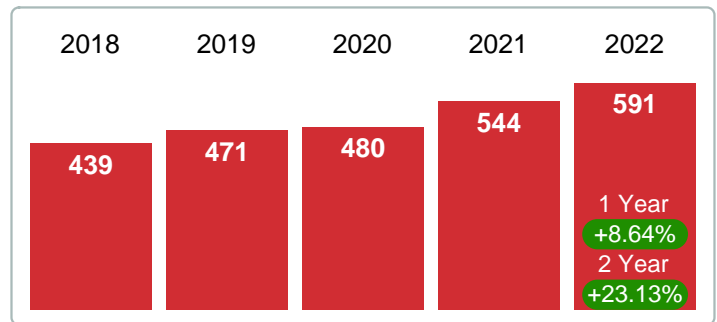
PENDING LISTINGS

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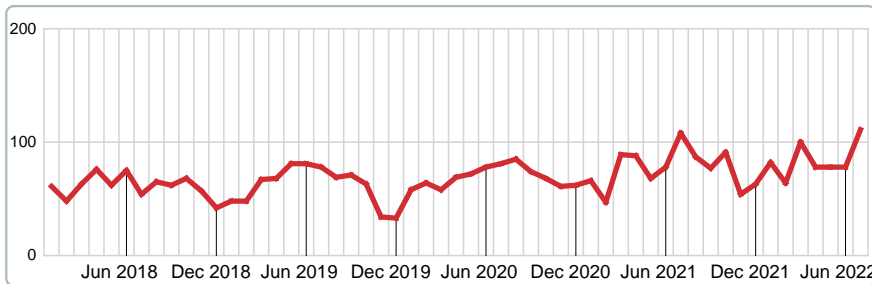
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 86

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at 111 above the 5 yr JUL average of 86



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	11	9.91%	40.1	4	7	0	0
\$125,001 - \$200,000	12	10.81%	20.8	4	7	1	0
\$200,001 - \$225,000	11	9.91%	19.5	0	8	3	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$350,000	51	45.95%	12.5	1	18	31	1
\$350,001 - \$475,000	12	10.81%	26.3	2	3	7	0
\$475,001 and up	14	12.61%	60.6	1	7	4	2
Total Pending Units	111			12	50	46	3
Total Pending Volume	32,789,200	100%	24.6	2.43M	15.75M	13.24M	1.37M
Average Listing Price	\$296,378			\$202,408	\$314,916	\$287,839	\$457,967

July 2022



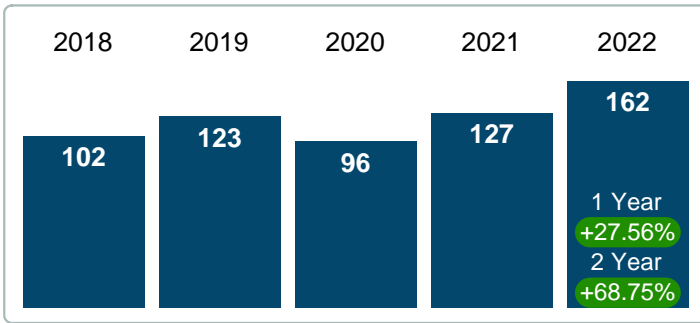
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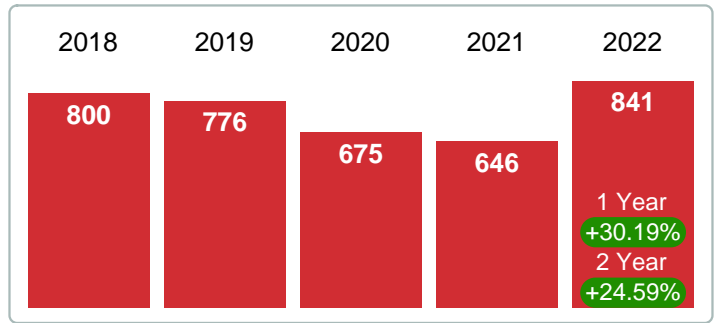
NEW LISTINGS

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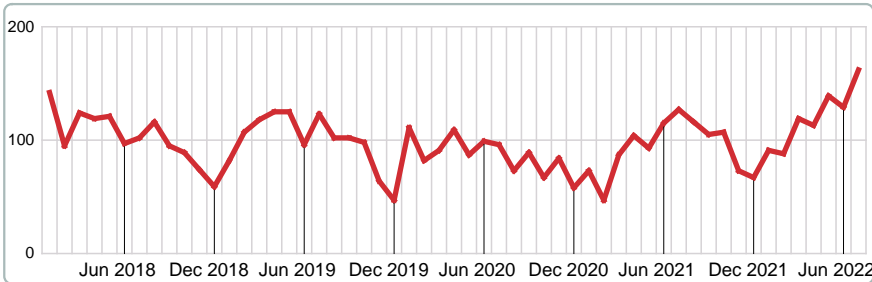
JULY



YEAR TO DATE (YTD)

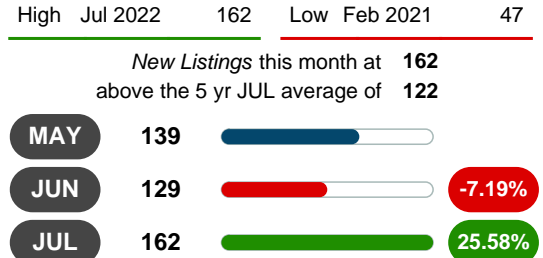


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 122



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	7.41%	6	5	0	1
\$100,001 - \$175,000	25	15.43%	7	14	4	0
\$175,001 - \$225,000	24	14.81%	3	14	7	0
\$225,001 - \$250,000	42	25.93%	2	10	29	1
\$250,001 - \$325,000	21	12.96%	1	15	4	1
\$325,001 - \$475,000	21	12.96%	1	7	13	0
\$475,001 and up	17	10.49%	3	5	4	5
Total New Listed Units	162		23	70	61	8
Total New Listed Volume	45,659,700	100%	5.52M	17.27M	17.81M	5.07M
Average New Listed Listing Price	\$254,178		\$239,985	\$246,666	\$291,896	\$633,475

July 2022



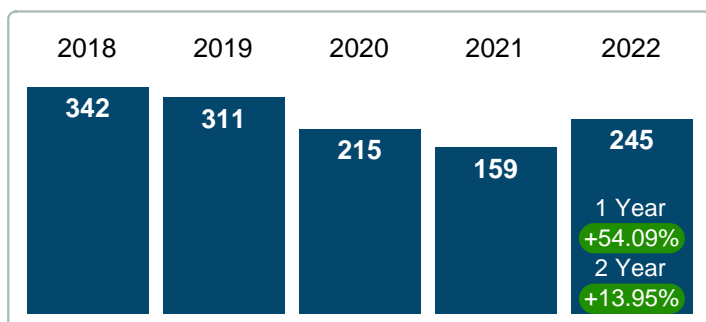
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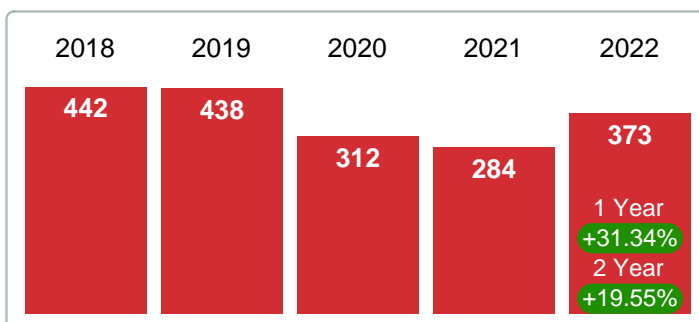
ACTIVE INVENTORY

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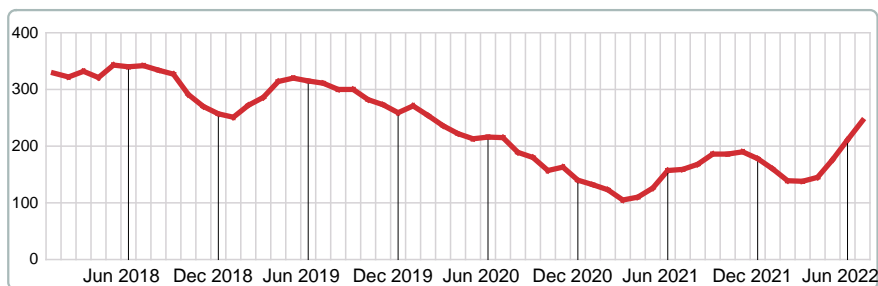
END OF JULY



ACTIVE DURING JULY

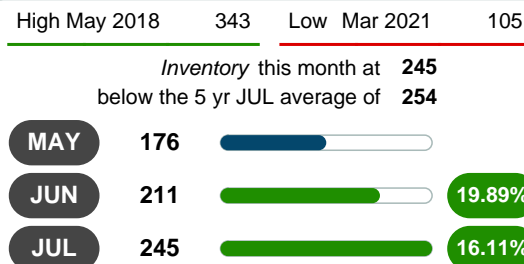


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 254



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	18	7.35%	43.8	7	9	1	1
\$100,001 - \$150,000	26	10.61%	64.3	11	12	3	0
\$150,001 - \$225,000	48	19.59%	37.7	9	28	11	0
\$225,001 - \$325,000	64	26.12%	50.7	6	38	18	2
\$325,001 - \$400,000	33	13.47%	56.3	2	20	10	1
\$400,001 - \$850,000	31	12.65%	65.5	2	14	11	4
\$850,001 and up	25	10.20%	102.7	1	6	12	6
Total Active Inventory by Units	245			38	127	66	14
Total Active Inventory by Volume	107,008,815	100%	57.0	8.28M	46.36M	40.65M	11.71M
Average Active Inventory Listing Price	\$436,771			\$218,025	\$365,036	\$615,900	\$836,779

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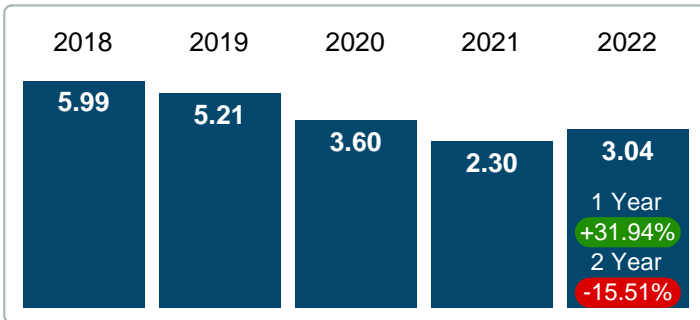
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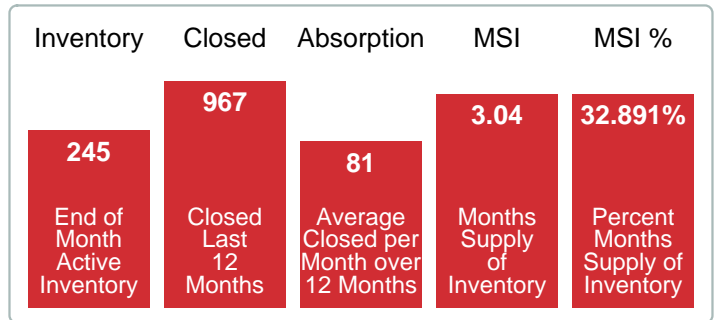
MONTHS SUPPLY of INVENTORY (MSI)

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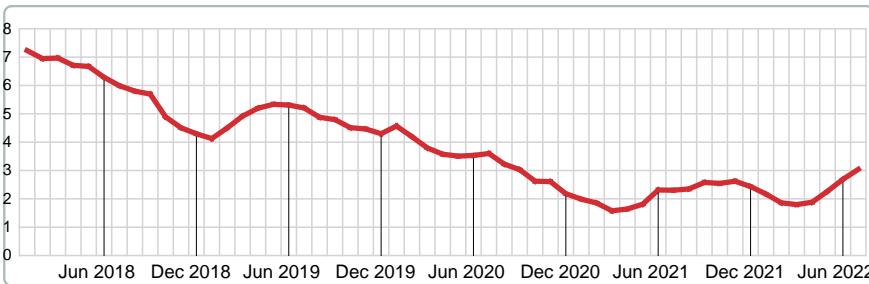
MSI FOR JULY



INDICATORS FOR JULY 2022

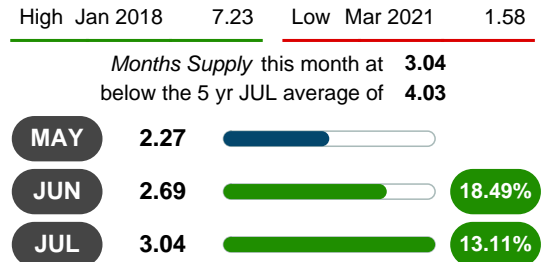


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.03



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	18	7.35%	2.37	2.21	2.20	4.00	12.00
\$100,001 - \$150,000	26	10.61%	2.40	3.88	1.89	2.00	0.00
\$150,001 - \$225,000	48	19.59%	1.97	4.50	1.47	3.57	0.00
\$225,001 - \$325,000	64	26.12%	2.86	5.54	2.98	2.35	2.18
\$325,001 - \$400,000	33	13.47%	5.01	3.43	5.33	5.22	3.00
\$400,001 - \$850,000	31	12.65%	4.23	4.80	3.57	6.29	3.20
\$850,001 and up	25	10.20%	16.67	0.00	10.29	20.57	18.00
Market Supply of Inventory (MSI)			3.04	3.77	2.52	3.94	4.20
Total Active Inventory by Units		100%	3.04	38	127	66	14

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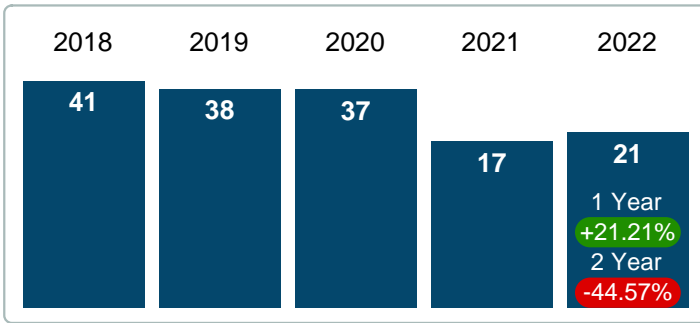
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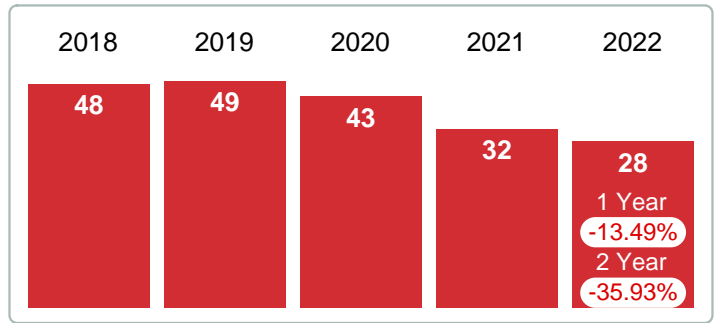
AVERAGE DAYS ON MARKET TO SALE

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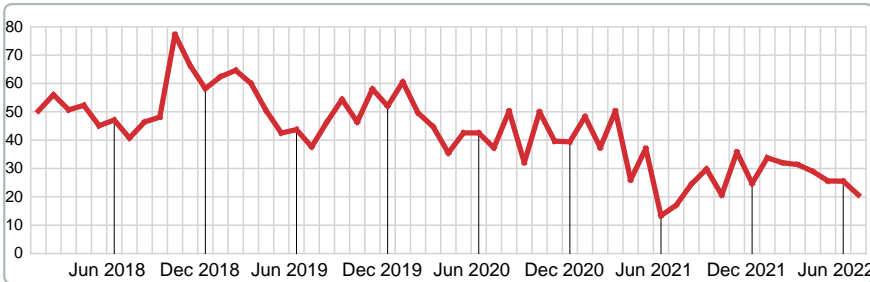
JULY



YEAR TO DATE (YTD)

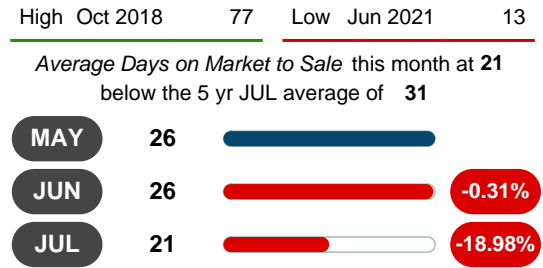


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 31



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
\$150,000 and less	9.48%	40	32	44	0	0
\$150,001 - \$200,000	12.93%	17	15	18	5	0
\$200,001 - \$225,000	10.34%	29	0	12	63	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$300,000	43.10%	9	21	26	2	0
\$300,001 - \$450,000	13.79%	23	38	26	10	1
\$450,001 and up	10.34%	43	0	71	13	33
Average Closed DOM		21	28	30	9	17
Total Closed Units	100%	21	10	56	48	2
Total Closed Volume			2.26M	15.10M	14.71M	1.29M

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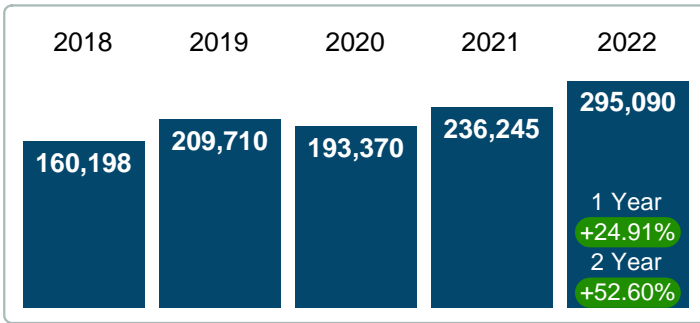
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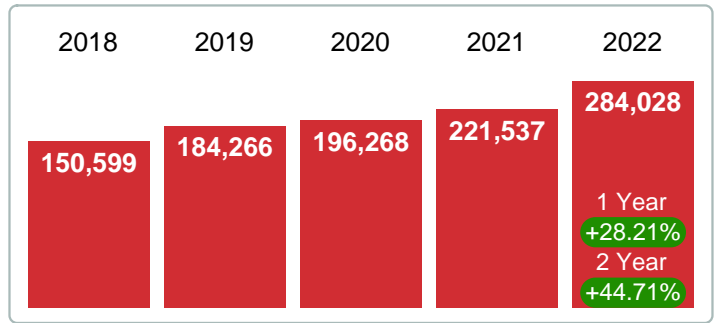
AVERAGE LIST PRICE AT CLOSING

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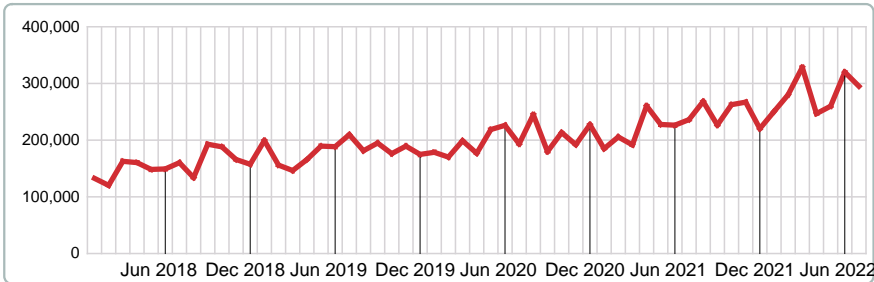
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

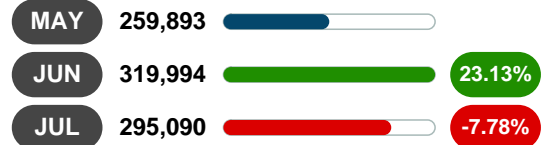


3 MONTHS

5 year JUL AVG = 218,923

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

Average List Price at Closing this month at **295,090** above the 5 yr JUL average of **218,923**



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	
\$150,000 and less	10	8.62%	131,480	120,833	143,300	0	0
\$150,001 - \$200,000	13	11.21%	180,131	159,900	194,325	179,900	0
\$200,001 - \$225,000	11	9.48%	218,482	0	221,913	234,750	0
\$225,001 - \$225,000	0	0.00%	0	0	0	0	0
\$225,001 - \$300,000	54	46.55%	250,053	282,000	258,039	245,038	0
\$300,001 - \$450,000	15	12.93%	371,433	366,333	388,375	349,000	449,000
\$450,001 and up	13	11.21%	699,715	0	601,467	825,800	879,000
Average List Price			295,090	234,530	278,249	311,983	664,000
Total Closed Units			116	10	56	48	2
Total Closed Volume			34,230,450	2.35M	15.58M	14.98M	1.33M

July 2022



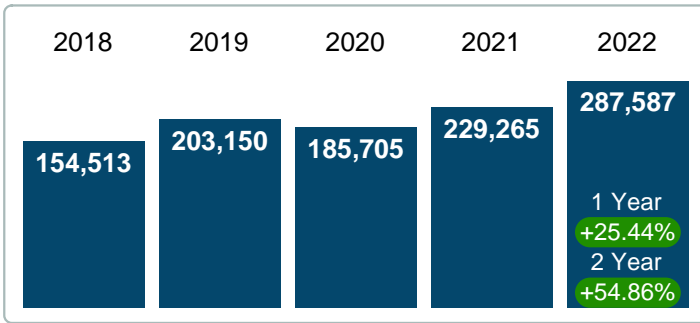
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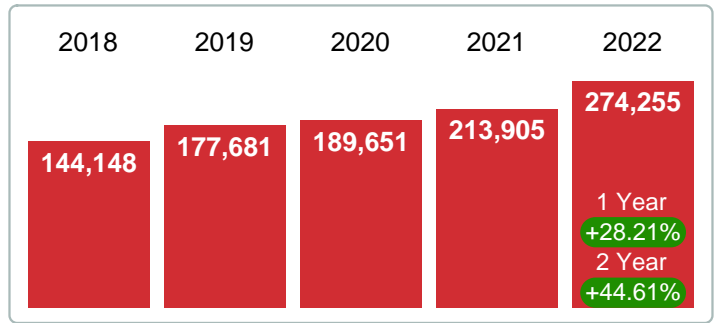
AVERAGE SOLD PRICE AT CLOSING

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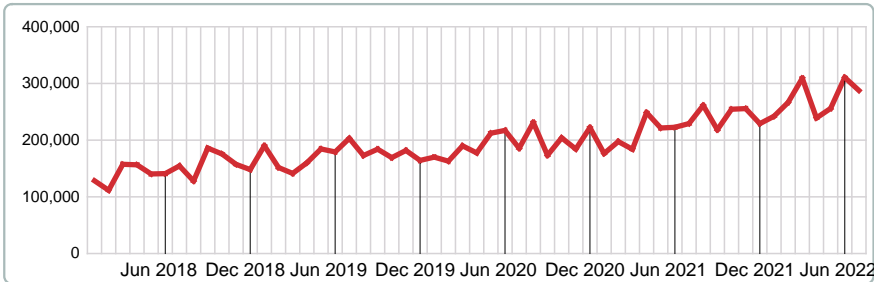
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

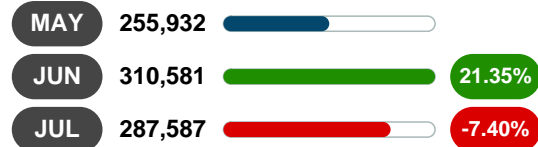


3 MONTHS

5 year JUL AVG = 212,044

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

Average Sold Price at Closing this month at **287,587** above the 5 yr JUL average of **212,044**



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
\$150,000 and less	9.48%	124,627	114,833	128,300	0	0
\$150,001 - \$200,000	12.93%	183,358	165,035	186,700	179,900	0
\$200,001 - \$225,000	10.34%	216,942	0	216,913	217,000	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$300,000	43.10%	248,503	265,000	251,561	246,274	0
\$300,001 - \$450,000	13.79%	365,994	352,000	373,375	340,750	449,900
\$450,001 and up	10.34%	696,202	0	597,633	785,724	840,000
Average Sold Price		287,587	226,057	269,585	306,517	644,950
Total Closed Units	100%	287,587	10	56	48	2
Total Closed Volume		33,360,040	2.26M	15.10M	14.71M	1.29M

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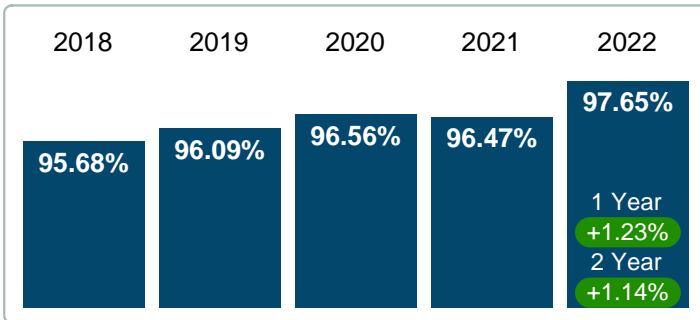
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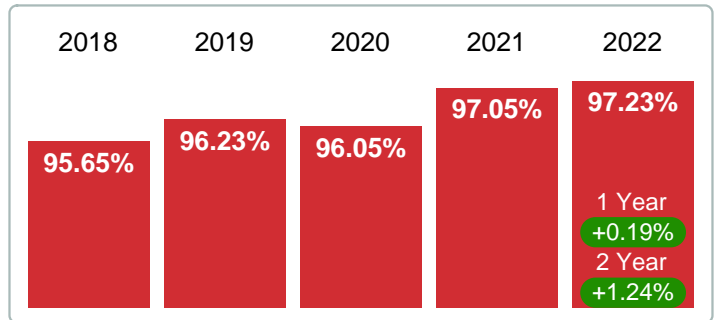
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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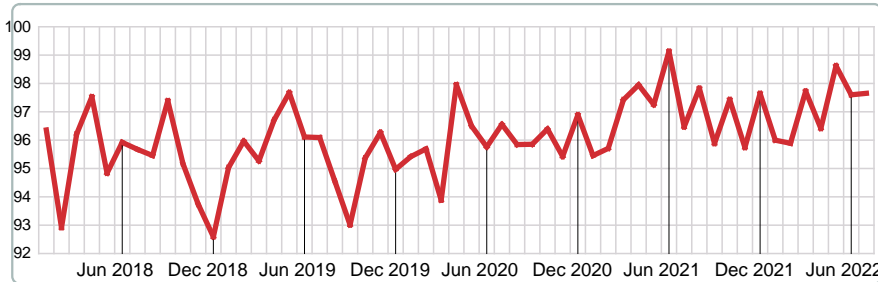
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

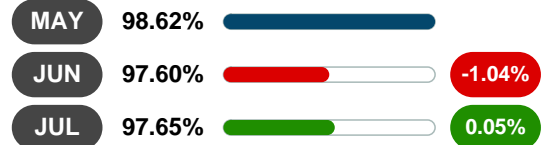


3 MONTHS

5 year JUL AVG = 96.49%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **97.65%** above the 5 yr JUL average of **96.49%**



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
\$150,000 and less	11	9.48%	91.69%	95.61%	90.22%	0.00%	0.00%
\$150,001 - \$200,000	15	12.93%	97.80%	103.14%	96.73%	100.00%	0.00%
\$200,001 - \$225,000	12	10.34%	96.43%	0.00%	97.86%	93.58%	0.00%
\$225,001 - \$225,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$300,000	50	43.10%	99.43%	94.31%	97.50%	100.53%	0.00%
\$300,001 - \$450,000	16	13.79%	97.07%	95.99%	96.85%	97.53%	100.20%
\$450,001 and up	12	10.34%	97.51%	0.00%	99.37%	95.67%	95.56%
Average Sold/List Ratio		97.70%		96.97%	96.45%	99.18%	97.88%
Total Closed Units		116	100%	10	56	48	2
Total Closed Volume		33,360,040		2.26M	15.10M	14.71M	1.29M

July 2022



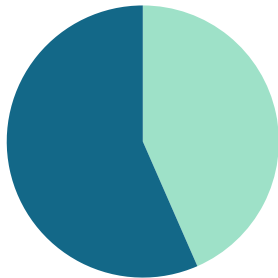
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

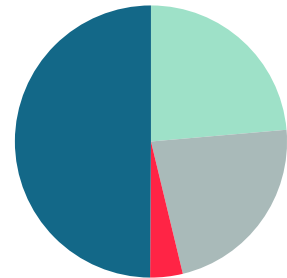


Inventory
 New Listings
162 = 43.43%
 Start Inventory
211
 Total Inventory Units
373
 Volume
\$144,593,015

Market Activity

Closed Sales
116 = 23.63%
 Pending Sales
111 = 22.61%
 Other Off Market
19 = 3.87%
 Active Inventory
245 = 49.90%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	91	116	27.47%	469	558	18.98%
Pending Sales	108	111	2.78%	544	591	8.64%
New Listings	127	162	27.56%	646	841	30.19%
Average List Price	236,245	295,090	24.91%	221,537	284,028	28.21%
Average Sale Price	229,265	287,587	25.44%	213,905	274,255	28.21%
Average Percent of Selling Price to List Price	96.47%	97.65%	1.23%	97.05%	97.23%	0.19%
Average Days on Market to Sale	17.05	20.67	21.21%	31.94	27.63	-13.49%
Monthly Inventory	159	245	54.09%	159	245	54.09%
Months Supply of Inventory	2.30	3.04	31.94%	2.30	3.04	31.94%

Absorption: Last 12 months, an Average of **81** Sales/Month

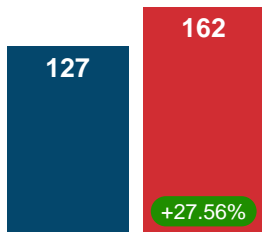
Inventory on July 31, 2022 = **245**

2021 **2022**

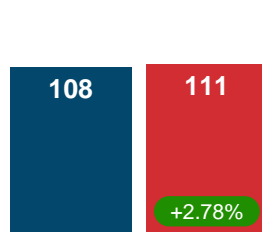
JULY MARKET

AVERAGE PRICES

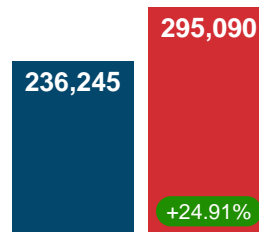
New Listings



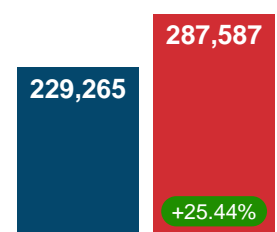
Pending Listings



List Price



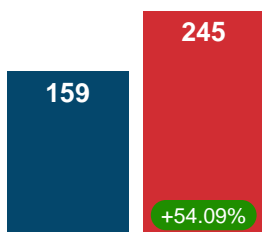
Sale Price



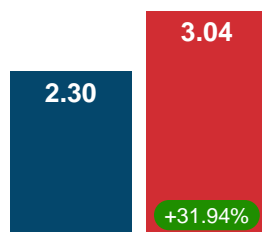
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

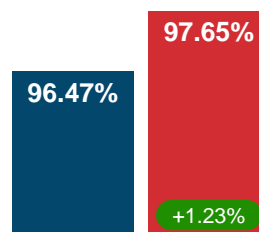
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

