

November 2022



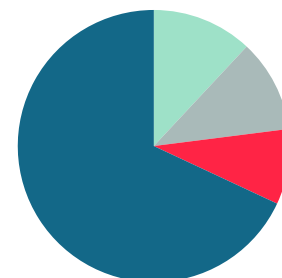
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	November 2022	+/-%
Closed Listings	69	52	-24.64%
Pending Listings	54	48	-11.11%
New Listings	73	97	32.88%
Average List Price	267,050	267,210	0.06%
Average Sale Price	255,668	251,249	-1.73%
Average Percent of Selling Price to List Price	95.74%	93.64%	-2.19%
Average Days on Market to Sale	35.78	34.96	-2.29%
End of Month Inventory	190	296	55.79%
Months Supply of Inventory	2.62	3.86	47.16%



■ Closed (11.95%)
■ Pending (11.03%)
■ Other OffMarket (8.97%)
■ Active (68.05%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of November 30, 2022 = **296**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **55.79%** to 296 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **3.86** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.73%** in November 2022 to \$251,249 versus the previous year at \$255,668.

Average Days on Market Shortens

The average number of **34.96** days that homes spent on the market before selling decreased by 0.82 days or **2.29%** in November 2022 compared to last year's same month at **35.78** DOM.

Sales Success for November 2022 is Positive

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

There were 97 New Listings in November 2022, up **32.88%** from last year at 73. Furthermore, there were 52 Closed Listings this month versus last year at 69, a **-24.64%** decrease.

Closed versus Listed trends yielded a **53.6%** ratio, down from previous year's, November 2021, at **94.5%**, a **43.28%** 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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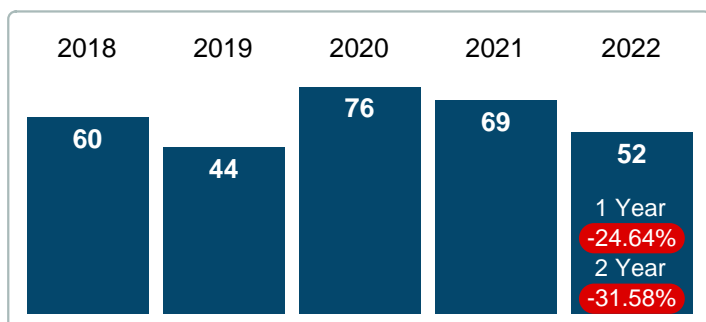
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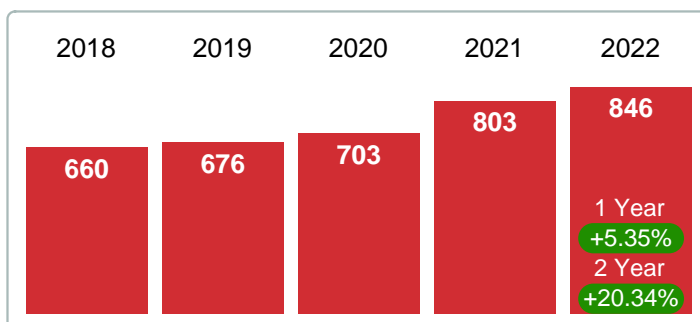
CLOSED LISTINGS

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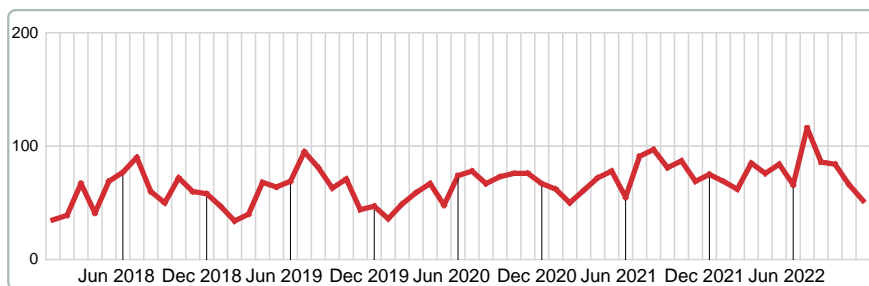
NOVEMBER



YEAR TO DATE (YTD)

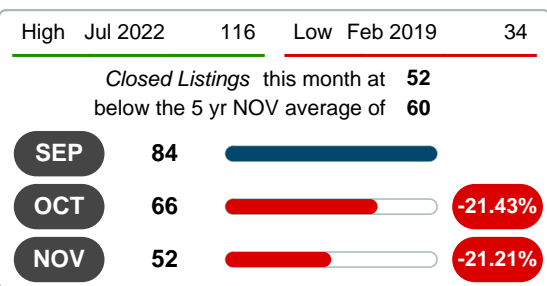


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	7.69%	63.8	2	2	0	0
\$100,001 - \$125,000	4	7.69%	31.8	3	1	0	0
\$125,001 - \$175,000	10	19.23%	38.0	0	9	1	0
\$175,001 - \$250,000	13	25.00%	11.2	0	12	1	0
\$250,001 - \$275,000	8	15.38%	18.5	0	6	2	0
\$275,001 - \$325,000	7	13.46%	56.4	0	6	1	0
\$325,001 and up	6	11.54%	61.2	2	3	1	0
Total Closed Units	52			7	39	6	0
Total Closed Volume	13,064,965	100%	35.0	1.25M	9.90M	1.92M	0.00B
Average Closed Price	\$251,249			\$177,929	\$253,784	\$320,317	\$0

November 2022



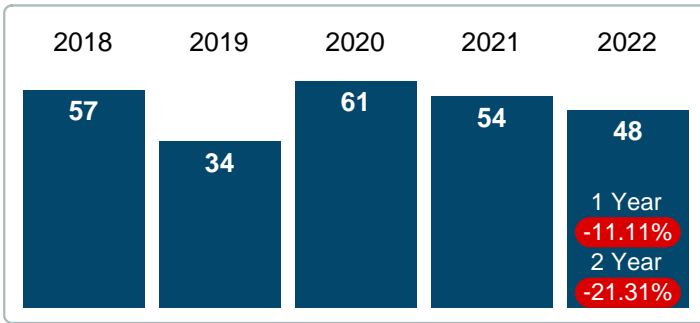
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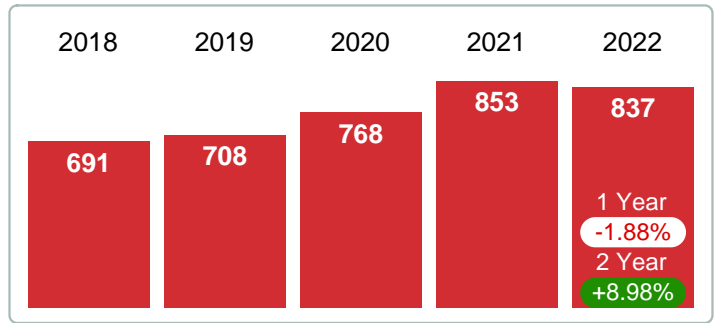
PENDING LISTINGS

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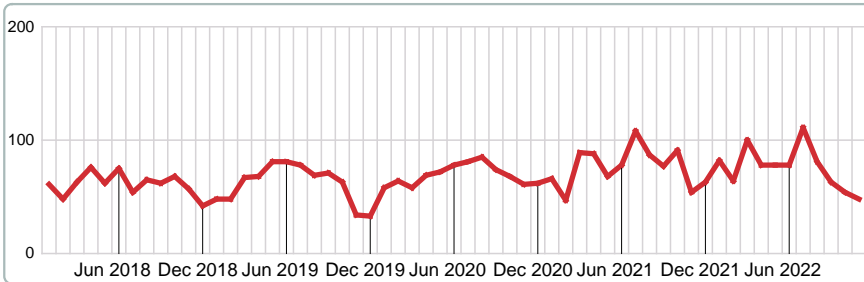
NOVEMBER



YEAR TO DATE (YTD)

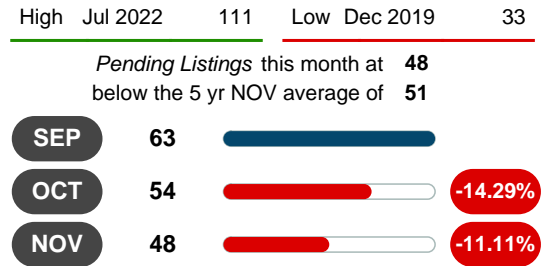


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.17%	25.0	1	1	0	0
\$75,001 - \$125,000	8	16.67%	21.8	6	2	0	0
\$125,001 - \$175,000	5	10.42%	32.2	1	4	0	0
\$175,001 - \$250,000	10	20.83%	33.3	0	8	2	0
\$250,001 - \$275,000	9	18.75%	9.1	0	7	2	0
\$275,001 - \$375,000	8	16.67%	41.9	2	5	1	0
\$375,001 and up	6	12.50%	95.3	0	4	2	0
Total Pending Units	48			10	31	7	0
Total Pending Volume	12,537,500	100%	35.6	1.55M	7.76M	3.23M	0.00B
Average Listing Price	\$261,198			\$155,050	\$250,281	\$461,186	\$0

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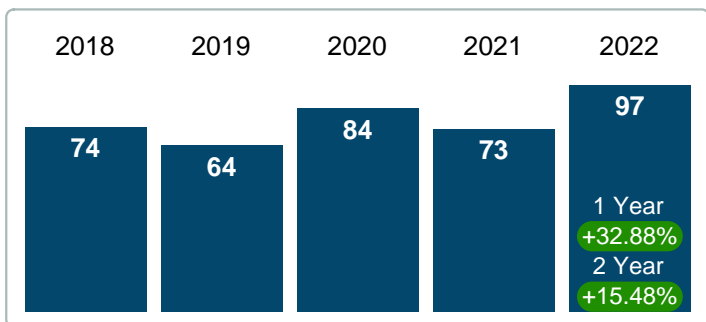
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



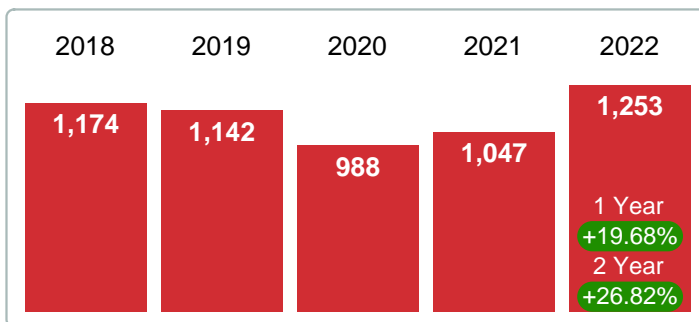
NEW LISTINGS

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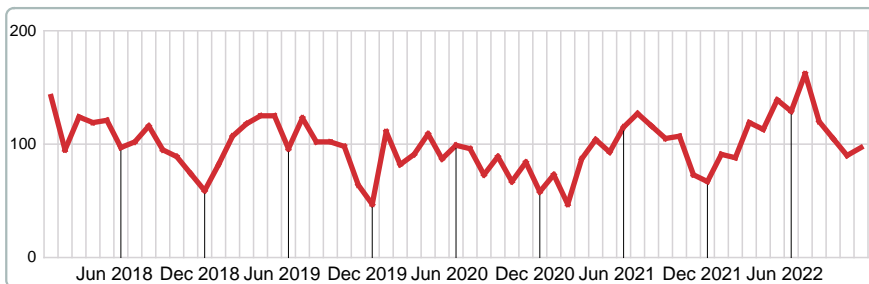
NOVEMBER



YEAR TO DATE (YTD)

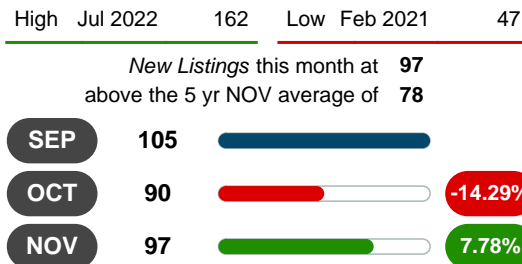


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 78



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	9	9.28%	7	2	0	0
\$75,001 - \$125,000	11	11.34%	4	5	2	0
\$125,001 - \$175,000	16	16.49%	3	13	0	0
\$175,001 - \$250,000	18	18.56%	0	15	3	0
\$250,001 - \$300,000	20	20.62%	3	13	4	0
\$300,001 - \$425,000	14	14.43%	0	7	7	0
\$425,001 and up	9	9.28%	0	3	4	2
Total New Listed Units	97		17	58	20	2
Total New Listed Volume	27,478,982	100%	2.16M	14.94M	9.31M	1.07M
Average New Listed Listing Price	\$236,375		\$127,141	\$257,555	\$465,469	\$535,000

November 2022



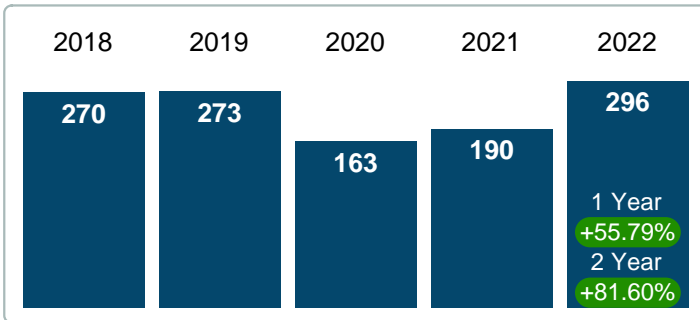
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



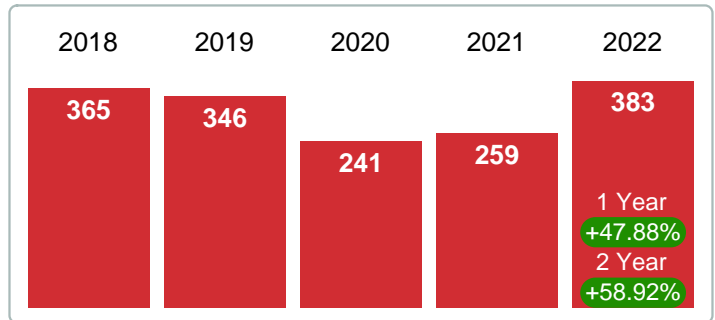
ACTIVE INVENTORY

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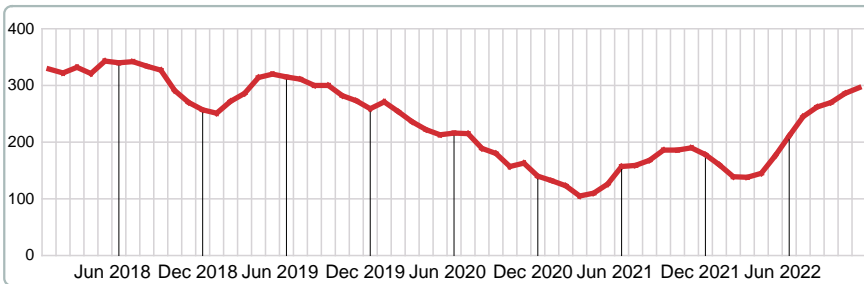
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 238

High May 2018 343 Low Mar 2021 105

Inventory this month at **296**
above the 5 yr NOV average of **238**

Month	Inventory	% Change
SEP	270	
OCT	286	5.93%
NOV	296	3.50%

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	29	9.80%	60.3	15	12	2	0
\$100,001 - \$150,000	28	9.46%	72.3	8	18	2	0
\$150,001 - \$200,000	46	15.54%	78.1	8	30	8	0
\$200,001 - \$300,000	80	27.03%	80.7	8	54	17	1
\$300,001 - \$425,000	46	15.54%	76.5	0	28	18	0
\$425,001 - \$750,000	37	12.50%	100.9	1	14	18	4
\$750,001 and up	30	10.14%	119.7	4	10	12	4
Total Active Inventory by Units	296			44	166	77	9
Total Active Inventory by Volume	117,567,630	100%	83.3	10.35M	56.35M	38.28M	12.58M
Average Active Inventory Listing Price	\$397,188			\$235,282	\$339,470	\$497,133	\$1,398,222

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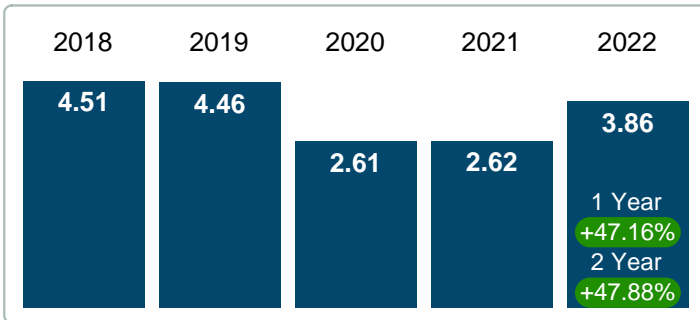
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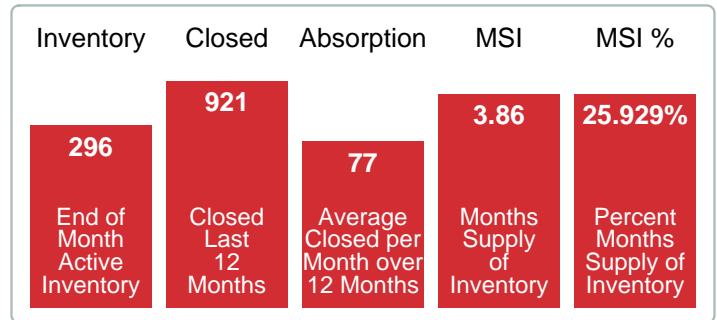
MONTHS SUPPLY of INVENTORY (MSI)

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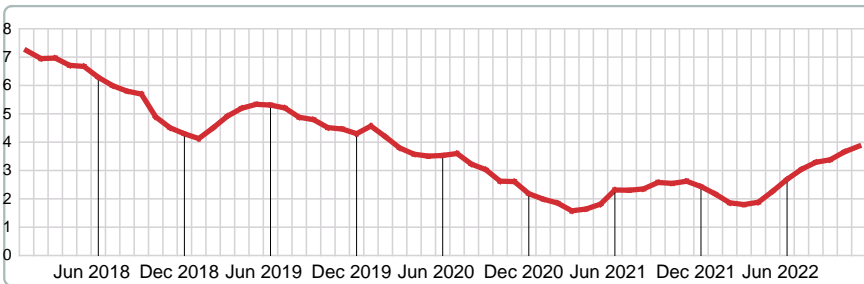
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

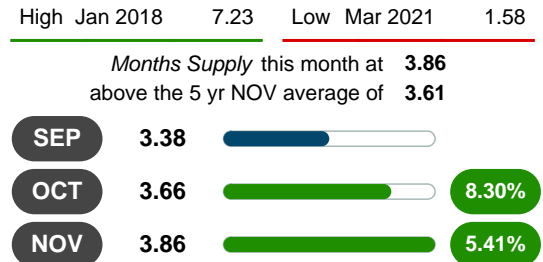


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.61



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	29	9.80%	4.00	4.74	3.06	24.00	0.00
\$100,001 - \$150,000	28	9.46%	3.00	2.82	3.48	1.71	0.00
\$150,001 - \$200,000	46	15.54%	3.63	5.05	3.21	4.80	0.00
\$200,001 - \$300,000	80	27.03%	2.75	8.00	2.71	2.22	2.00
\$300,001 - \$425,000	46	15.54%	4.09	0.00	4.80	4.70	0.00
\$425,001 - \$750,000	37	12.50%	7.16	2.40	5.09	14.40	5.33
\$750,001 and up	30	10.14%	15.00	0.00	15.00	14.40	8.00
Market Supply of Inventory (MSI)			3.86	4.33	3.49	4.67	3.60
Total Active Inventory by Units		100%	3.86	44	166	77	9

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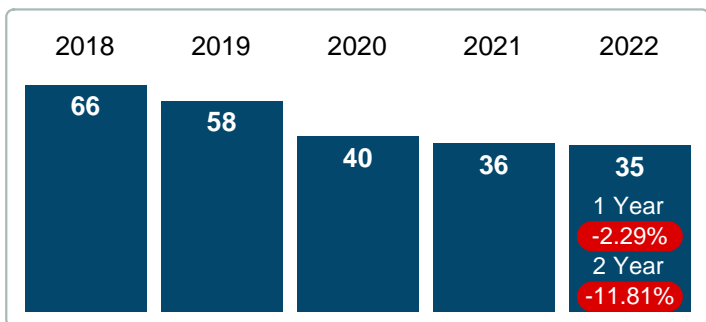
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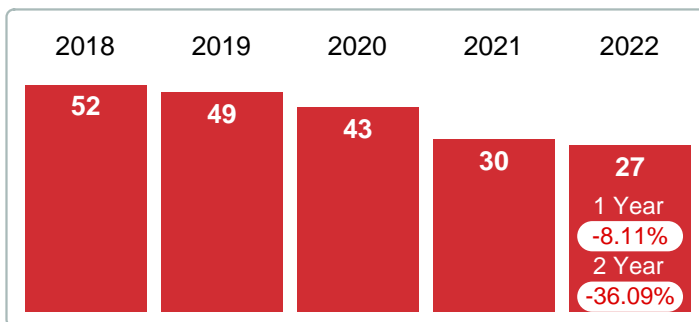
AVERAGE DAYS ON MARKET TO SALE

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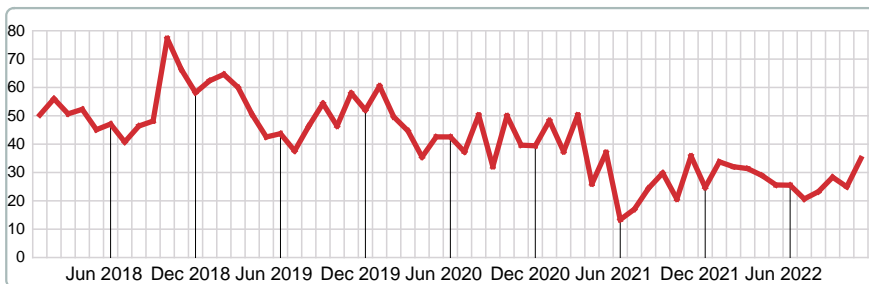
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

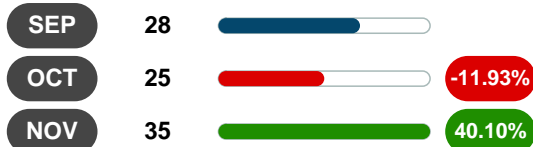


3 MONTHS

5 year NOV AVG = 47

High Oct 2018 77 Low Jun 2021 13

Average Days on Market to Sale this month at 35 below the 5 yr NOV average of 47



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
\$100,000 and less	7.69%	64	11	117	0	0
\$100,001 - \$125,000	7.69%	32	39	9	0	0
\$125,001 - \$175,000	19.23%	38	0	41	7	0
\$175,001 - \$250,000	25.00%	11	0	8	53	0
\$250,001 - \$275,000	15.38%	19	0	11	42	0
\$275,001 - \$325,000	13.46%	56	0	66	1	0
\$325,001 and up	11.54%	61	38	96	4	0
Average Closed DOM		35	31	37	25	0
Total Closed Units	100%	35	7	39	6	0
Total Closed Volume		13,064,965	1.25M	9.90M	1.92M	0.00B

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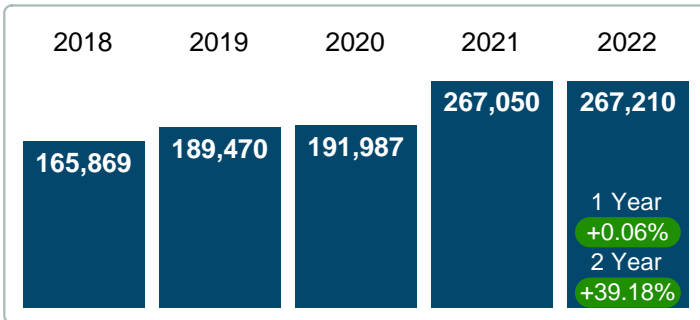
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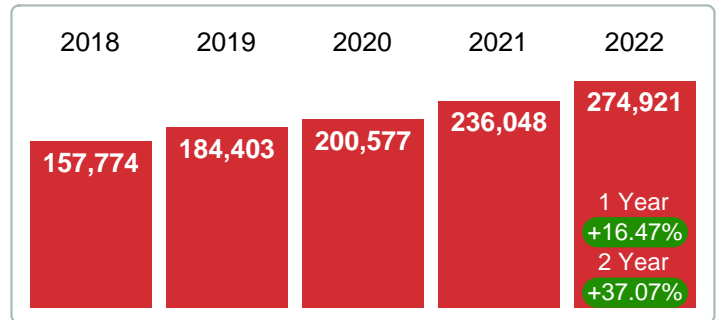
AVERAGE LIST PRICE AT CLOSING

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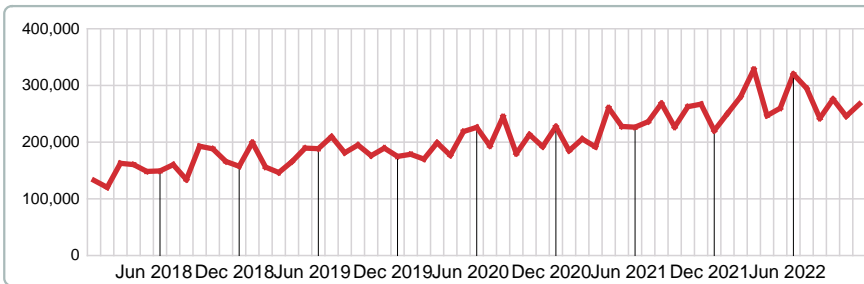
NOVEMBER



YEAR TO DATE (YTD)

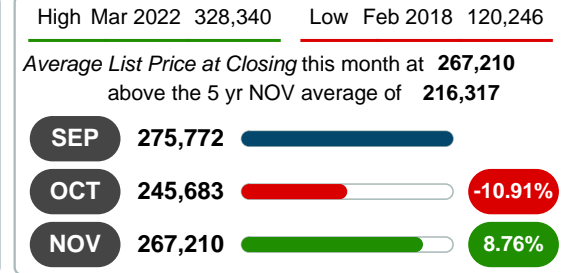


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 216,317



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
\$100,000 and less	4	7.69%	39,875	46,000	33,750	0	0
\$100,001 - \$125,000	3	5.77%	114,167	120,500	110,000	0	0
\$125,001 - \$175,000	6	11.54%	143,817	0	176,922	149,000	0
\$175,001 - \$250,000	14	26.92%	211,650	0	230,058	234,900	0
\$250,001 - \$275,000	10	19.23%	261,737	0	267,761	269,700	0
\$275,001 - \$325,000	7	13.46%	292,807	0	328,525	299,000	0
\$325,001 and up	8	15.38%	612,488	381,000	863,000	759,900	0
Average List Price			267,210	173,643	274,288	330,367	0
Total Closed Units		100%	267,210	7	39	6	
Total Closed Volume			13,894,915	1.22M	10.70M	1.98M	0.00B

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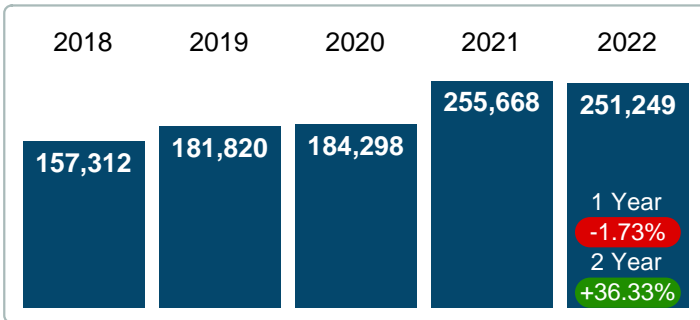
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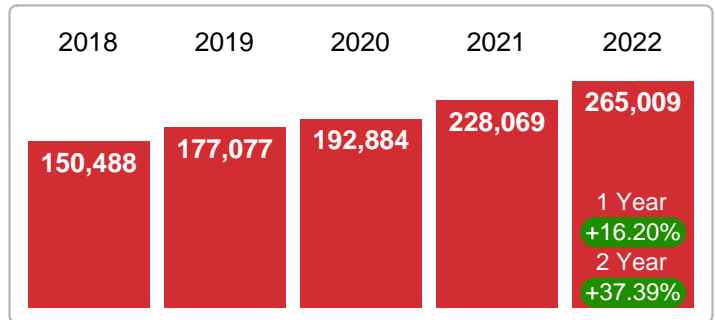
AVERAGE SOLD PRICE AT CLOSING

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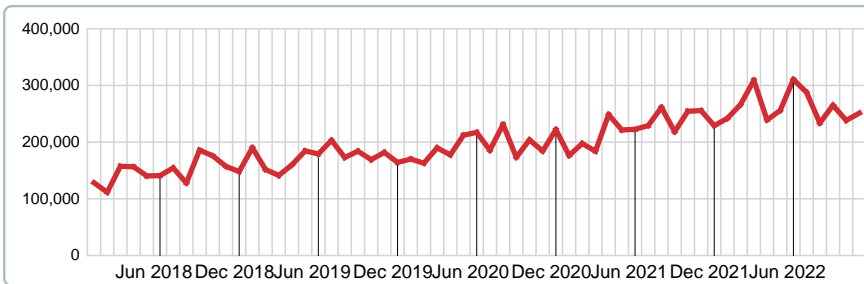
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 206,069

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

Average Sold Price at Closing this month at **251,249** above the 5 yr NOV average of **206,069**



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
\$100,000 and less	4	7.69%	32,875	41,250	24,500	0	0
\$100,001 - \$125,000	4	7.69%	110,000	111,000	107,000	0	0
\$125,001 - \$175,000	10	19.23%	152,240	0	152,711	148,000	0
\$175,001 - \$250,000	13	25.00%	224,254	0	226,275	200,000	0
\$250,001 - \$275,000	8	15.38%	262,058	0	261,928	262,450	0
\$275,001 - \$325,000	7	13.46%	299,900	0	300,050	299,000	0
\$325,001 and up	6	11.54%	643,333	415,000	760,000	750,000	0
Average Sold Price			251,249	177,929	253,784	320,317	0
Total Closed Units		100%	251,249	7	39	6	
Total Closed Volume			13,064,965	1.25M	9.90M	1.92M	0.00B

November 2022



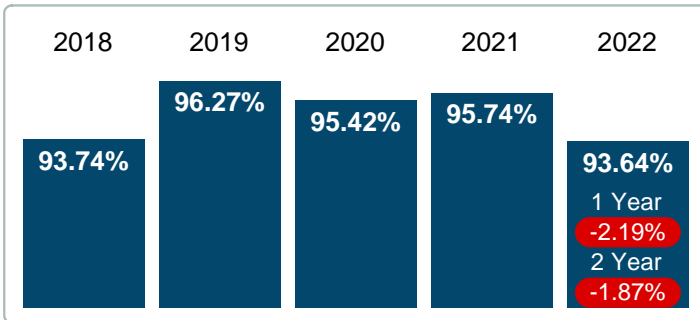
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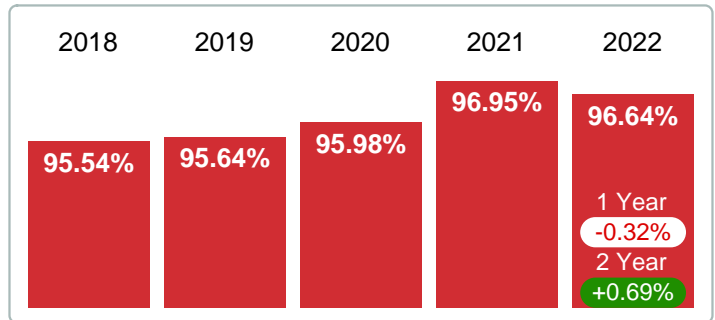
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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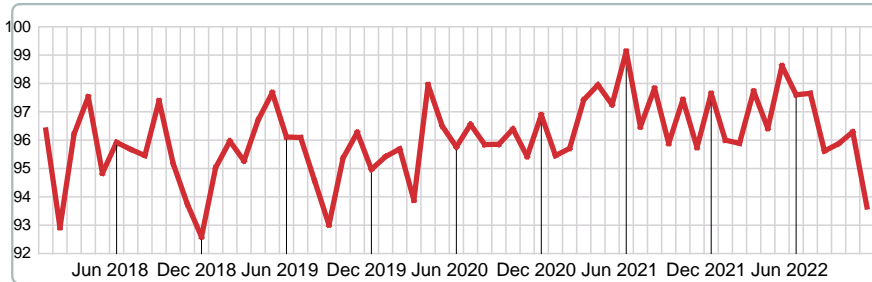
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

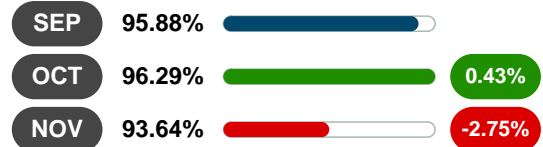


3 MONTHS

5 year NOV AVG = 94.96%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **93.64%** below the 5 yr NOV average of **94.96%**



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
\$100,000 and less	4	7.69%	76.88%	78.41%	75.35%	0.00%	0.00%
\$100,001 - \$125,000	4	7.69%	93.45%	92.18%	97.27%	0.00%	0.00%
\$125,001 - \$175,000	10	19.23%	89.37%	0.00%	88.26%	99.33%	0.00%
\$175,001 - \$250,000	13	25.00%	97.70%	0.00%	98.75%	85.14%	0.00%
\$250,001 - \$275,000	8	15.38%	97.82%	0.00%	97.96%	97.41%	0.00%
\$275,001 - \$325,000	7	13.46%	93.91%	0.00%	92.89%	100.00%	0.00%
\$325,001 and up	6	11.54%	97.39%	108.31%	89.68%	98.70%	0.00%
Average Sold/List Ratio		93.60%		92.85%	93.37%	96.33%	0.00%
Total Closed Units		52	100%	7	39	6	
Total Closed Volume		13,064,965		1.25M	9.90M	1.92M	0.00B

November 2022



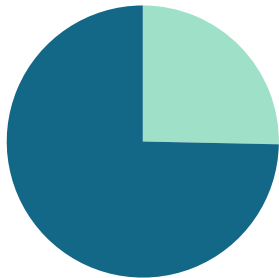
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

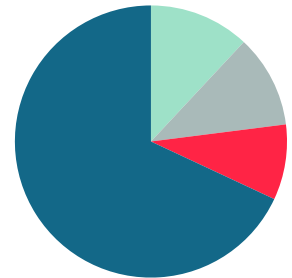


Inventory
 New Listings
97 = 25.33%
 Start Inventory
286
 Total Inventory Units
383
 Volume
\$149,276,829

Market Activity

Closed Sales
52 = 11.95%
 Pending Sales
48 = 11.03%
 Other Off Market
39 = 8.97%
 Active Inventory
296 = 68.05%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	69	52	-24.64%	803	846	5.35%
Pending Sales	54	48	-11.11%	853	837	-1.88%
New Listings	73	97	32.88%	1,047	1,253	19.68%
Average List Price	267,050	267,210	0.06%	236,048	274,921	16.47%
Average Sale Price	255,668	251,249	-1.73%	228,069	265,009	16.20%
Average Percent of Selling Price to List Price	95.74%	93.64%	-2.19%	96.95%	96.64%	-0.32%
Average Days on Market to Sale	35.78	34.96	-2.29%	29.92	27.50	-8.11%
Monthly Inventory	190	296	55.79%	190	296	55.79%
Months Supply of Inventory	2.62	3.86	47.16%	2.62	3.86	47.16%

Absorption: Last 12 months, an Average of **77** Sales/Month

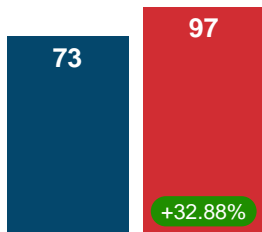
Inventory on November 30, 2022 = **296**

2021 **2022**

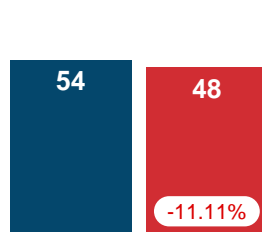
NOVEMBER MARKET

AVERAGE PRICES

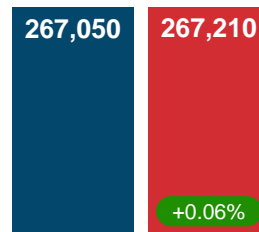
New Listings



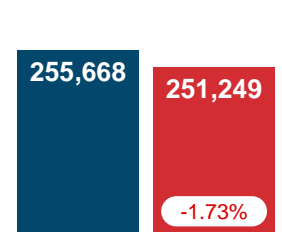
Pending Listings



List Price



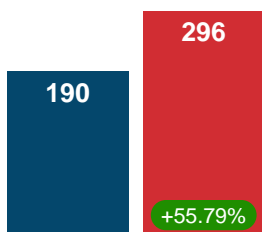
Sale Price



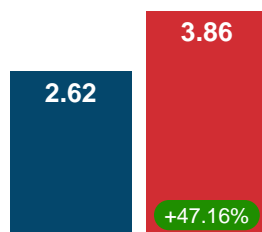
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

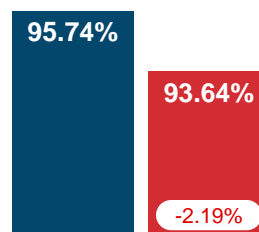
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

