

October 2022



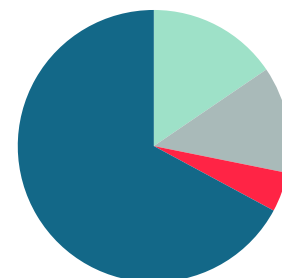
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	87	66	-24.14%
Pending Listings	91	54	-40.66%
New Listings	107	90	-15.89%
Average List Price	262,570	245,683	-6.43%
Average Sale Price	254,515	238,322	-6.36%
Average Percent of Selling Price to List Price	97.43%	96.29%	-1.17%
Average Days on Market to Sale	20.64	24.95	20.88%
End of Month Inventory	186	286	53.76%
Months Supply of Inventory	2.55	3.66	43.76%



■ Closed (15.49%)
■ Pending (12.68%)
■ Other OffMarket (4.69%)
■ Active (67.14%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of October 31, 2022 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **53.76%** to 286 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **3.66** 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 **6.36%** in October 2022 to \$238,322 versus the previous year at \$254,515.

Average Days on Market Lengthens

The average number of **24.95** days that homes spent on the market before selling increased by 4.31 days or **20.88%** in October 2022 compared to last year's same month at **20.64** DOM.

Sales Success for October 2022 is Positive

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

There were 90 New Listings in October 2022, down **15.89%** from last year at 107. Furthermore, there were 66 Closed Listings this month versus last year at 87, a **-24.14%** decrease.

Closed versus Listed trends yielded a **73.3%** ratio, down from previous year's, October 2021, at **81.3%**, a **9.81%** 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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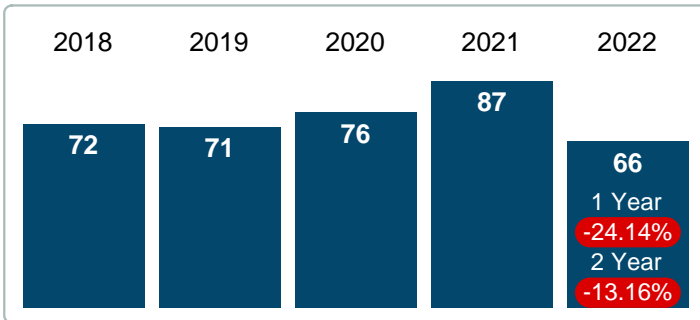
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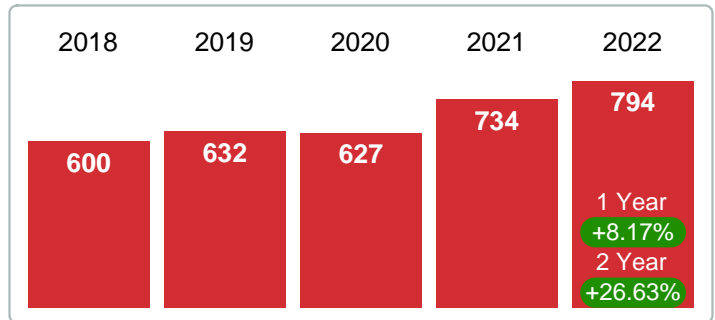
CLOSED LISTINGS

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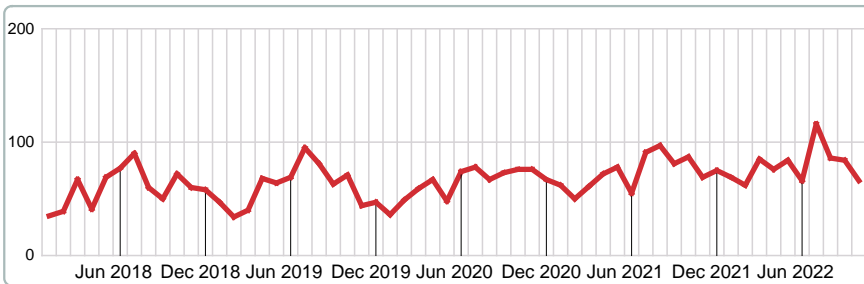
OCTOBER



YEAR TO DATE (YTD)

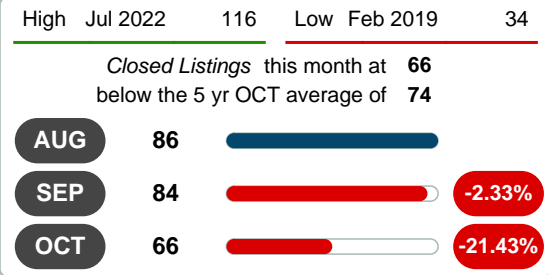


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



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	5	7.58%	19.0	4	1	0	0
\$75,001 - \$100,000	6	9.09%	52.8	3	3	0	0
\$100,001 - \$175,000	12	18.18%	23.5	3	7	2	0
\$175,001 - \$250,000	15	22.73%	23.7	3	11	1	0
\$250,001 - \$325,000	13	19.70%	28.7	1	8	4	0
\$325,001 - \$400,000	7	10.61%	15.6	1	2	4	0
\$400,001 and up	8	12.12%	14.4	0	3	4	1
Total Closed Units	66			15	35	15	1
Total Closed Volume	15,729,250	100%	25.0	2.18M	7.99M	5.16M	407.00K
Average Closed Price	\$238,322			\$145,027	\$228,319	\$343,713	\$407,000

October 2022



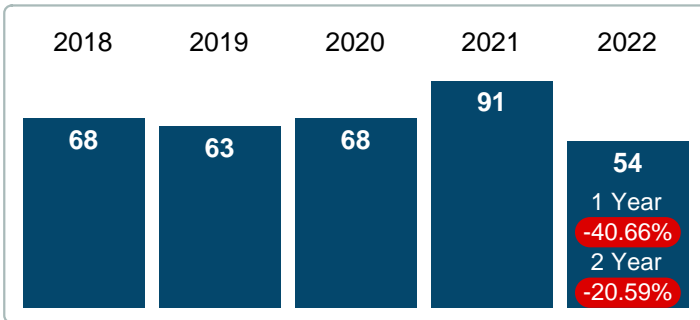
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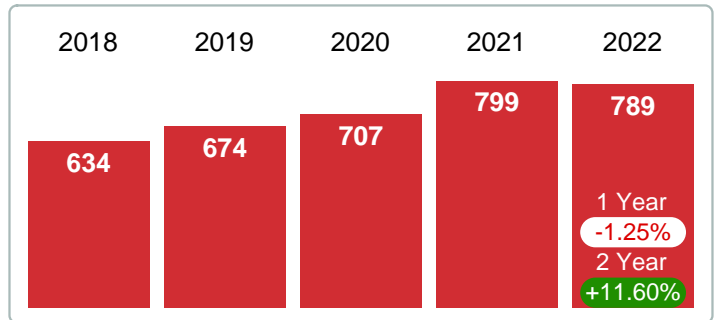
PENDING LISTINGS

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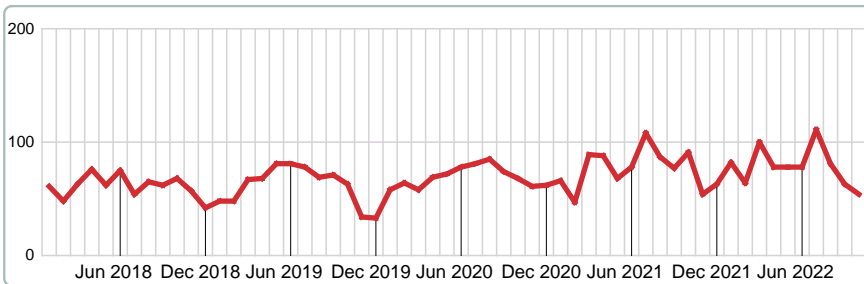
OCTOBER



YEAR TO DATE (YTD)

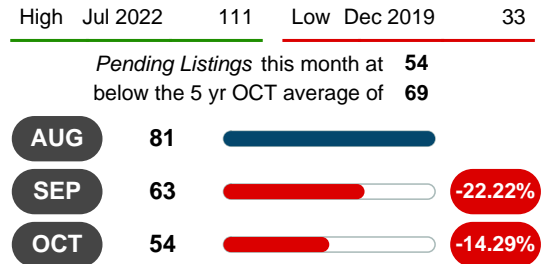


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 69



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	5	9.26%	35.4	3	2	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	12	22.22%	35.3	2	6	4	0
\$175,001 - \$250,000	15	27.78%	39.7	1	13	1	0
\$250,001 - \$250,000	0	0.00%	0.0	0	0	0	0
\$250,001 - \$350,000	17	31.48%	30.6	0	13	4	0
\$350,001 and up	5	9.26%	44.8	0	2	3	0
Total Pending Units	54			6	36	12	0
Total Pending Volume	12,076,015	100%	36.0	783.30K	8.20M	3.09M	0.00B
Average Listing Price	\$223,630			\$130,550	\$227,848	\$257,517	\$0

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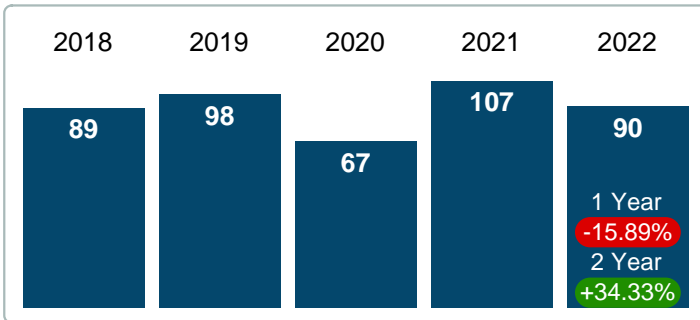
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



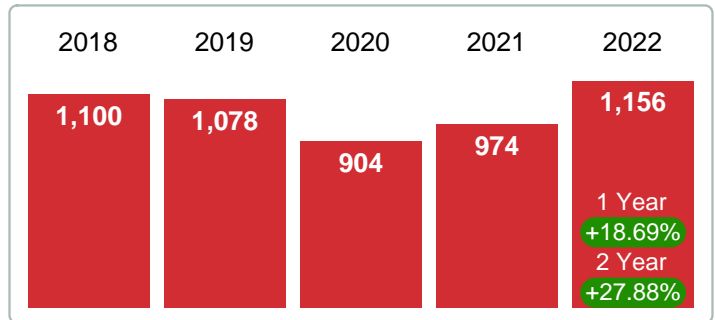
NEW LISTINGS

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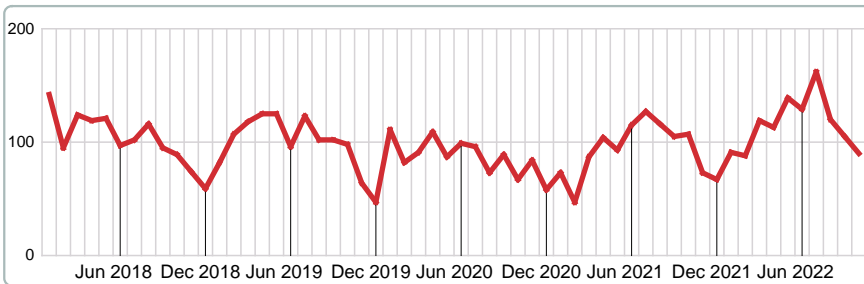
OCTOBER



YEAR TO DATE (YTD)

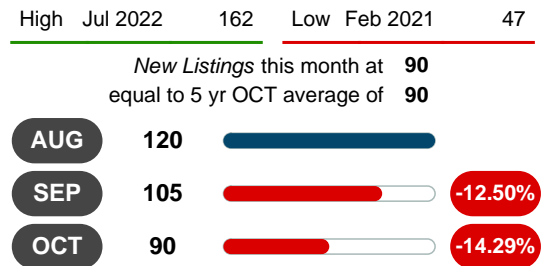


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 90



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	10.00%	8	1	0	0
\$125,001 - \$150,000	7	7.78%	0	5	2	0
\$150,001 - \$200,000	16	17.78%	2	14	0	0
\$200,001 - \$275,000	23	25.56%	0	14	9	0
\$275,001 - \$325,000	15	16.67%	0	11	4	0
\$325,001 - \$475,000	11	12.22%	1	6	4	0
\$475,001 and up	9	10.00%	0	2	7	0
Total New Listed Units	90		11	53	26	0
Total New Listed Volume	26,139,719	100%	1.57M	14.05M	10.52M	0.00B
Average New Listed Listing Price	\$242,616		\$142,855	\$265,151	\$404,435	\$0

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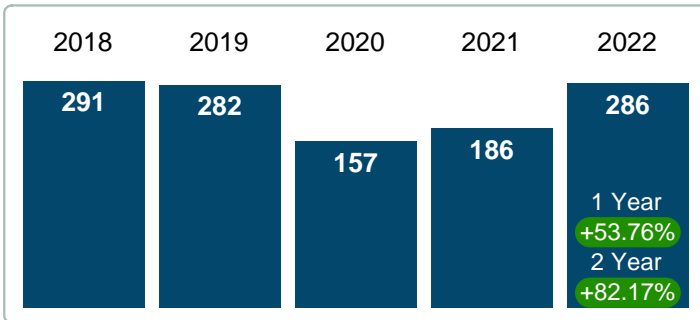
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



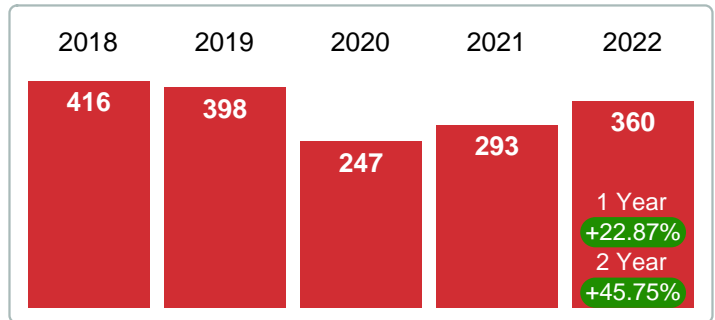
ACTIVE INVENTORY

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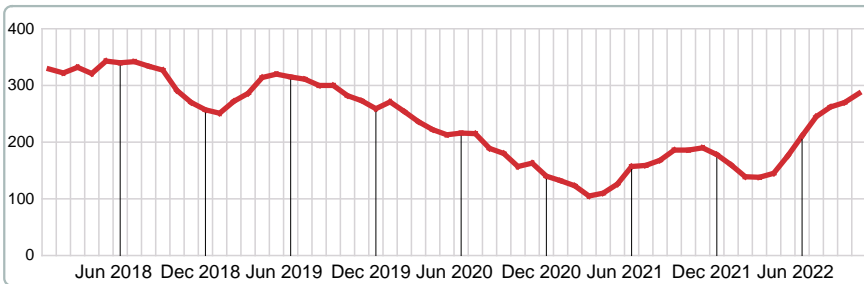
END OF OCTOBER



ACTIVE DURING OCTOBER

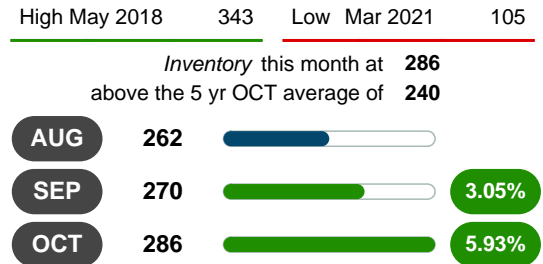


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 240



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	22	7.69%	72.9	11	10	1	0
\$100,001 - \$150,000	27	9.44%	72.2	10	15	2	0
\$150,001 - \$225,000	55	19.23%	65.0	10	35	10	0
\$225,001 - \$325,000	70	24.48%	77.2	4	45	20	1
\$325,001 - \$500,000	47	16.43%	79.4	1	29	16	1
\$500,001 - \$825,000	36	12.59%	89.6	3	13	18	2
\$825,001 and up	29	10.14%	120.9	3	9	11	6
Total Active Inventory by Units	286			42	156	78	10
Total Active Inventory by Volume	121,797,847	100%	80.4	10.90M	56.20M	40.55M	14.14M
Average Active Inventory Listing Price	\$425,867			\$259,607	\$360,281	\$519,828	\$1,414,400

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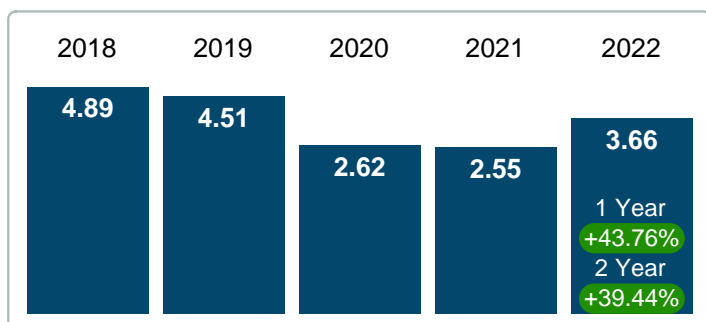
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



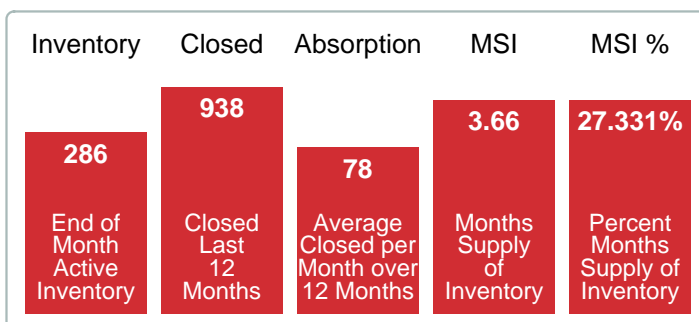
MONTHS SUPPLY of INVENTORY (MSI)

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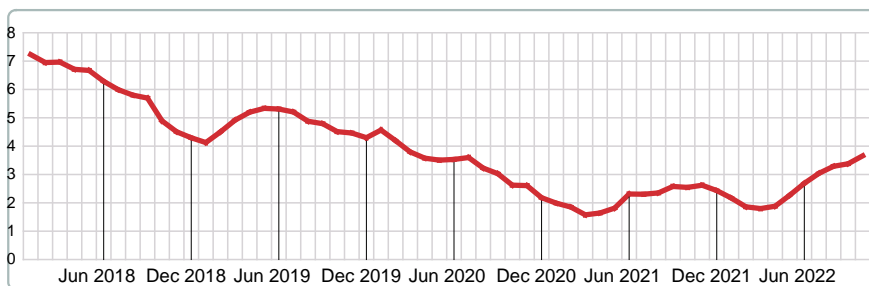
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

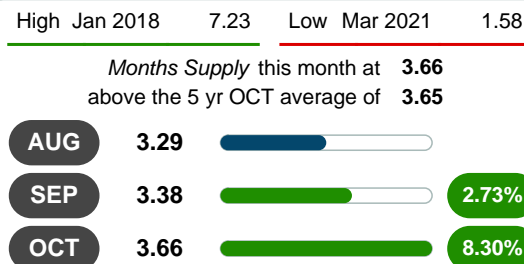


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.65



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	22	7.69%	2.93	3.47	2.40	12.00	0.00
\$100,001 - \$150,000	27	9.44%	2.75	3.53	2.65	1.71	0.00
\$150,001 - \$225,000	55	19.23%	2.53	4.80	2.10	3.53	0.00
\$225,001 - \$325,000	70	24.48%	3.02	4.00	3.25	2.64	1.33
\$325,001 - \$500,000	47	16.43%	4.37	0.86	5.35	4.47	1.71
\$500,001 - \$825,000	36	12.59%	9.82	0.00	7.09	16.62	2.67
\$825,001 and up	29	10.14%	19.33	0.00	18.00	16.50	18.00
Market Supply of Inventory (MSI)			3.66	4.10	3.24	4.59	3.53
Total Active Inventory by Units		100%	3.66	42	156	78	10

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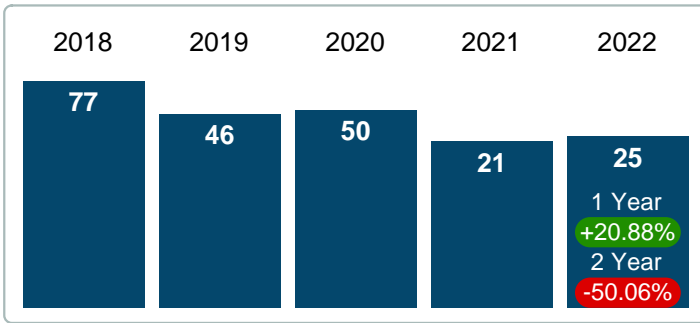
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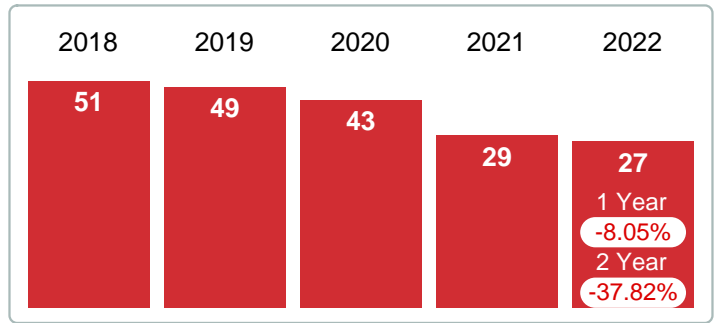
AVERAGE DAYS ON MARKET TO SALE

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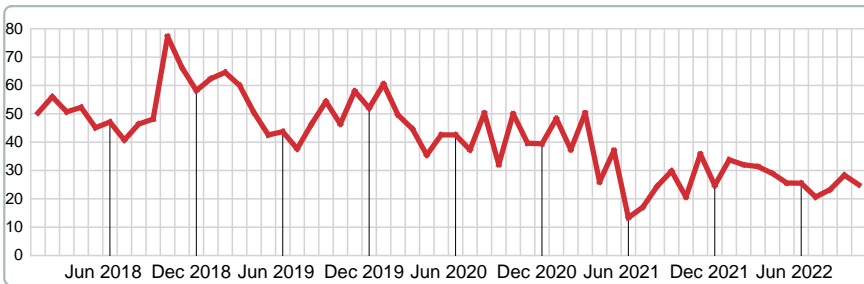
OCTOBER



YEAR TO DATE (YTD)

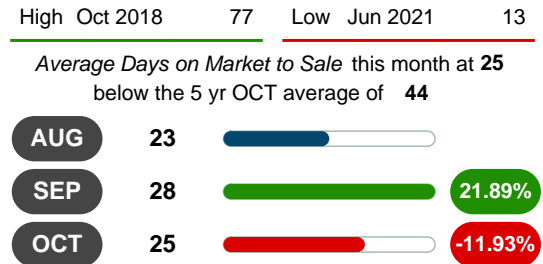


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



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	7.58%	19	23	4	0	0
\$75,001 - \$100,000	9.09%	53	22	84	0	0
\$100,001 - \$175,000	18.18%	24	29	25	11	0
\$175,001 - \$250,000	22.73%	24	42	21	1	0
\$250,001 - \$325,000	19.70%	29	38	21	42	0
\$325,001 - \$400,000	10.61%	16	4	18	18	0
\$400,001 and up	12.12%	14	0	7	17	27
Average Closed DOM		25				
Total Closed Units	100%	25	15	35	15	1
Total Closed Volume		15,729,250	2.18M	7.99M	5.16M	407.00K

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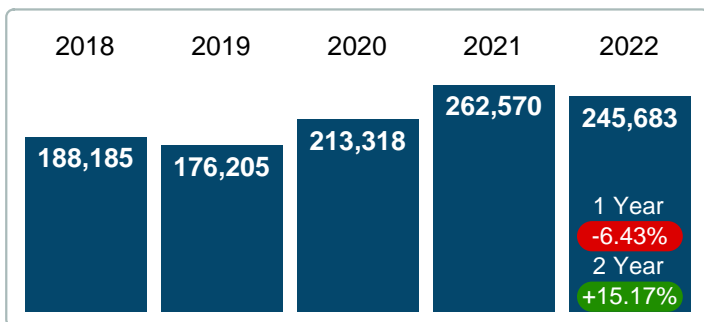
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



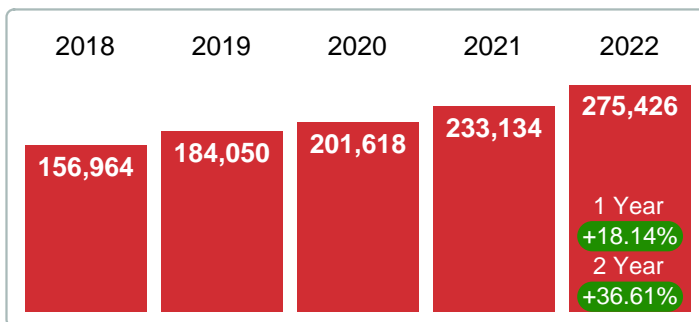
AVERAGE LIST PRICE AT CLOSING

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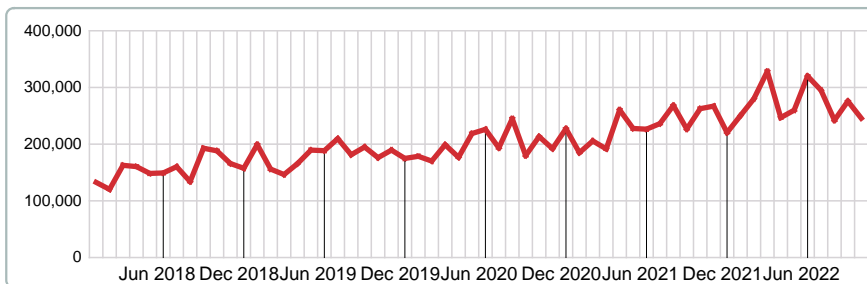
OCTOBER



YEAR TO DATE (YTD)

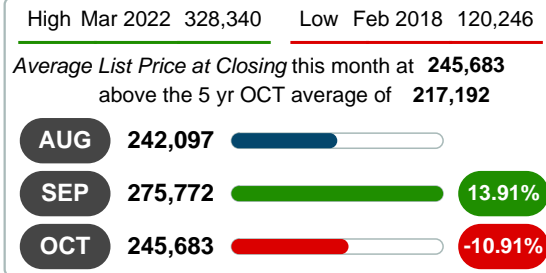


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 217,192



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	3	4.55%	58,967	68,475	72,000	0	
\$75,001 - \$100,000	6	9.09%	88,833	115,833	93,833	0	
\$100,001 - \$175,000	14	21.21%	140,424	128,997	149,779	132,750	
\$175,001 - \$250,000	14	21.21%	217,904	214,983	221,882	240,000	
\$250,001 - \$325,000	14	21.21%	274,293	399,000	273,425	264,675	
\$325,001 - \$400,000	8	12.12%	365,959	350,000	340,000	357,044	
\$400,001 and up	7	10.61%	531,543	0	471,800	561,225	
Average List Price		245,683		160,156	232,156	349,152	450,000
Total Closed Units		66	100%	245,683	15	35	15
Total Closed Volume		16,215,065			2.40M	8.13M	5.24M

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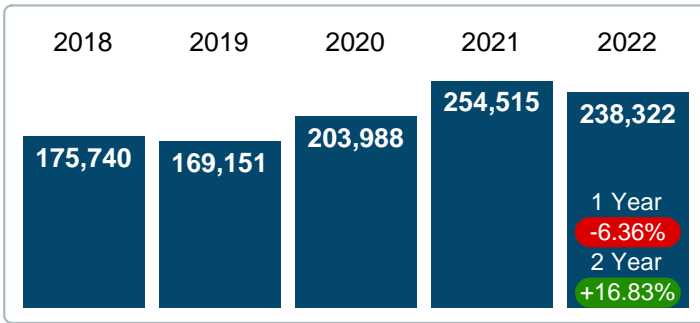
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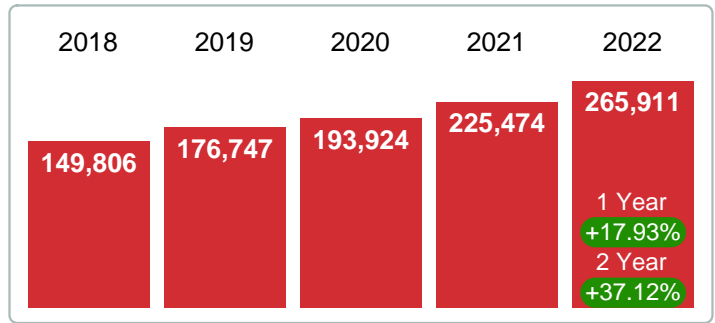
AVERAGE SOLD PRICE AT CLOSING

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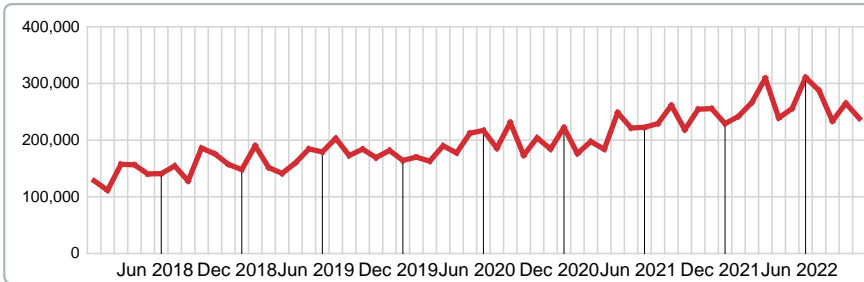
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

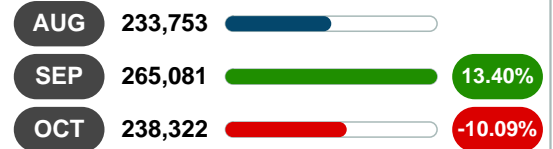


3 MONTHS

5 year OCT AVG = 208,343

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

Average Sold Price at Closing this month at **238,322** above the 5 yr OCT average of **208,343**



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	7.58%	63,600	61,250	73,000	0	0
\$75,001 - \$100,000	9.09%	90,500	94,167	86,833	0	0
\$100,001 - \$175,000	18.18%	135,663	121,833	144,064	127,000	0
\$175,001 - \$250,000	22.73%	215,693	206,633	215,955	240,000	0
\$250,001 - \$325,000	19.70%	271,954	310,000	271,088	264,175	0
\$325,001 - \$400,000	10.61%	348,929	352,500	330,000	357,500	0
\$400,001 and up	12.12%	503,375	0	481,667	543,750	407,000
Average Sold Price		238,322	145,027	228,319	343,713	407,000
Total Closed Units	100%	238,322	15	35	15	1
Total Closed Volume		15,729,250	2.18M	7.99M	5.16M	407.00K

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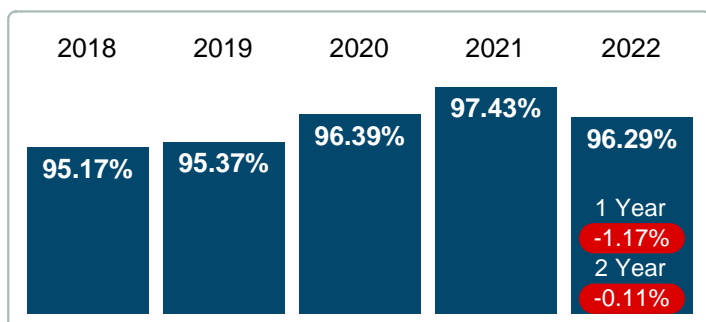
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



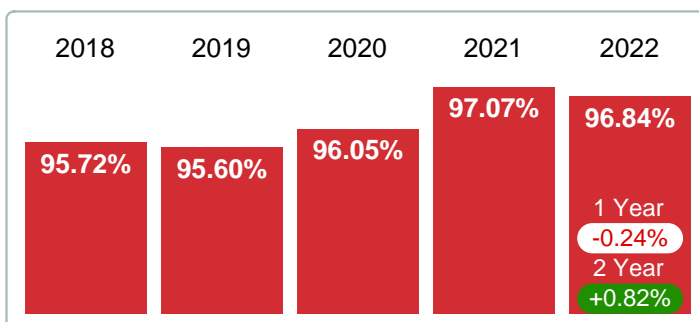
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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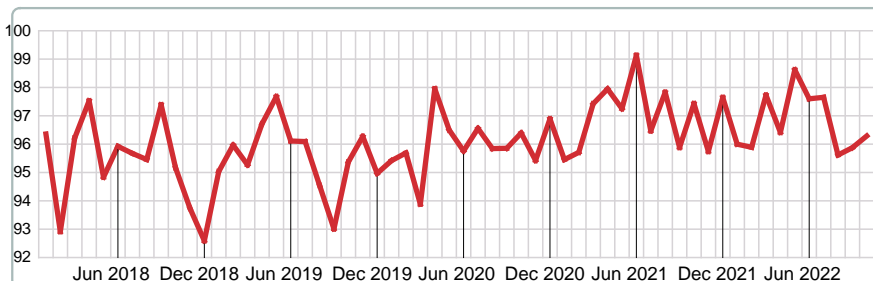
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

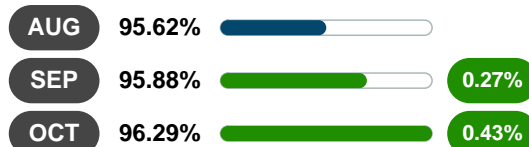


3 MONTHS

5 year OCT AVG = 96.13%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **96.29%** equal to 5 yr OCT average of **96.13%**



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	5	7.58%	92.27%	89.99%	101.39%	0.00%	0.00%
\$75,001 - \$100,000	6	9.09%	88.84%	85.14%	92.54%	0.00%	0.00%
\$100,001 - \$175,000	12	18.18%	95.63%	94.60%	96.08%	95.62%	0.00%
\$175,001 - \$250,000	15	22.73%	97.45%	96.12%	97.58%	100.00%	0.00%
\$250,001 - \$325,000	13	19.70%	97.79%	77.69%	99.29%	99.82%	0.00%
\$325,001 - \$400,000	7	10.61%	99.45%	100.71%	97.14%	100.28%	0.00%
\$400,001 and up	8	12.12%	98.01%	0.00%	102.86%	96.26%	90.44%
Average Sold/List Ratio		96.30%		91.06%	97.77%	98.45%	90.44%
Total Closed Units		66	100%	15	35	15	1
Total Closed Volume		15,729,250		2.18M	7.99M	5.16M	407.00K

October 2022



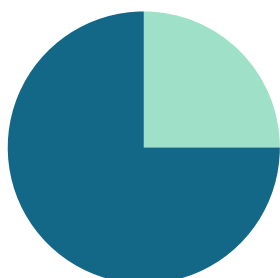
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

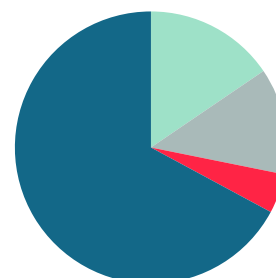


Inventory
 New Listings
90 = 25.00%
 Start Inventory
270
 Total Inventory Units
360
 Volume
\$145,570,362

Market Activity

Closed Sales
66 = 15.49%
 Pending Sales
54 = 12.68%
 Other Off Market
20 = 4.69%
 Active Inventory
286 = 67.14%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	87	66	-24.14%	734	794	8.17%
Pending Sales	91	54	-40.66%	799	789	-1.25%
New Listings	107	90	-15.89%	974	1,156	18.69%
Average List Price	262,570	245,683	-6.43%	233,134	275,426	18.14%
Average Sale Price	254,515	238,322	-6.36%	225,474	265,911	17.93%
Average Percent of Selling Price to List Price	97.43%	96.29%	-1.17%	97.07%	96.84%	-0.24%
Average Days on Market to Sale	20.64	24.95	20.88%	29.37	27.01	-8.05%
Monthly Inventory	186	286	53.76%	186	286	53.76%
Months Supply of Inventory	2.55	3.66	43.76%	2.55	3.66	43.76%

Absorption: Last 12 months, an Average of **78** Sales/Month

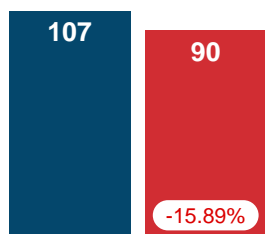
Inventory on October 31, 2022 = **286**

2021 **2022**

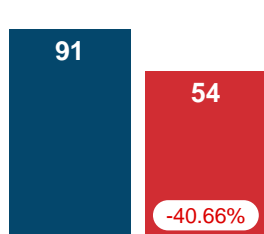
OCTOBER MARKET

AVERAGE PRICES

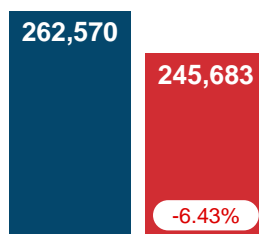
New Listings



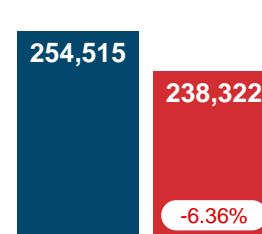
Pending Listings



List Price



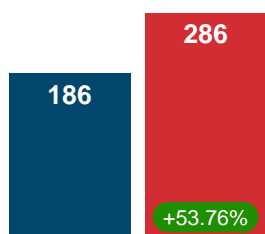
Sale Price



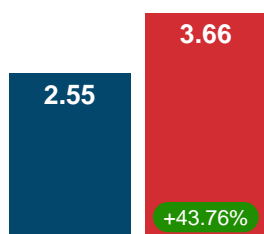
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

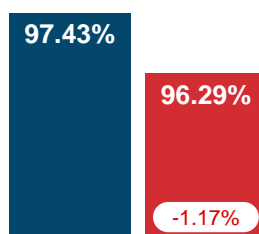
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

