

September 2022



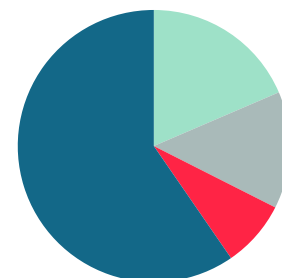
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	81	84	3.70%
Pending Listings	77	63	-18.18%
New Listings	105	105	0.00%
Average List Price	226,633	275,772	21.68%
Average Sale Price	218,400	265,081	21.37%
Average Percent of Selling Price to List Price	95.88%	95.88%	-0.01%
Average Days on Market to Sale	29.80	28.33	-4.93%
End of Month Inventory	186	270	45.16%
Months Supply of Inventory	2.58	3.38	31.08%



■ Closed (18.54%)
■ Pending (13.91%)
■ Other OffMarket (7.95%)
■ Active (59.60%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of September 30, 2022 = **270**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **45.16%** to 270 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **3.38** 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 **21.37%** in September 2022 to \$265,081 versus the previous year at \$218,400.

Average Days on Market Shortens

The average number of **28.33** days that homes spent on the market before selling decreased by 1.47 days or **4.93%** in September 2022 compared to last year's same month at **29.80** DOM.

Sales Success for September 2022 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 105 New Listings in September 2022, down **0.00%** from last year at 105. Furthermore, there were 84 Closed Listings this month versus last year at 81, a **3.70%** increase.

Closed versus Listed trends yielded a **80.0%** ratio, up from previous year's, September 2021, at **77.1%**, a **3.70%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

September 2022



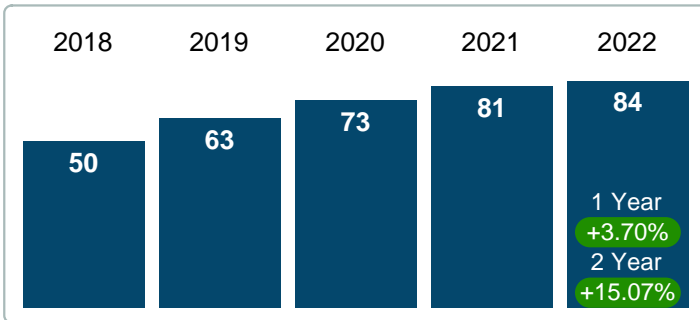
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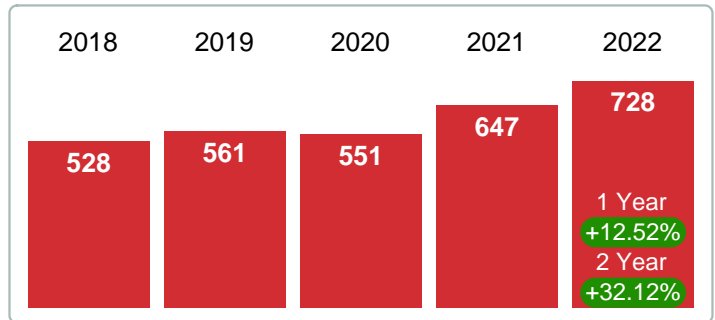
CLOSED LISTINGS

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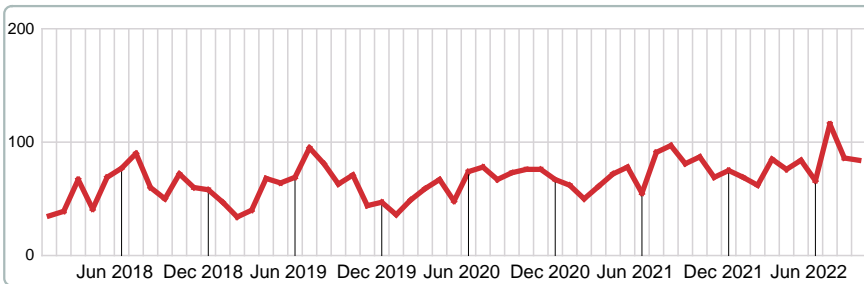
SEPTEMBER



YEAR TO DATE (YTD)

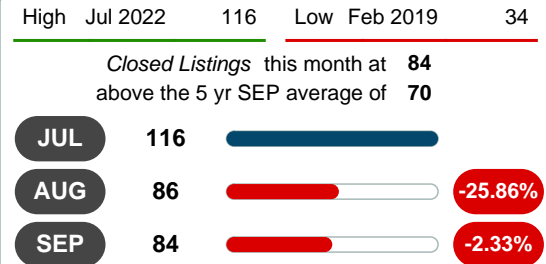


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 70



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	5	5.95%	42.0	2	1	1	1
\$100,001 - \$150,000	12	14.29%	20.6	3	8	1	0
\$150,001 - \$225,000	16	19.05%	32.4	0	12	4	0
\$225,001 - \$250,000	10	11.90%	25.5	1	7	2	0
\$250,001 - \$325,000	20	23.81%	15.8	0	12	7	1
\$325,001 - \$450,000	12	14.29%	29.5	0	3	9	0
\$450,001 and up	9	10.71%	53.4	1	3	2	3
Total Closed Units	84			7	46	26	5
Total Closed Volume	22,266,777	100%	28.3	1.19M	11.28M	7.81M	1.98M
Average Closed Price	\$265,081			\$169,914	\$245,233	\$300,568	\$396,380

September 2022



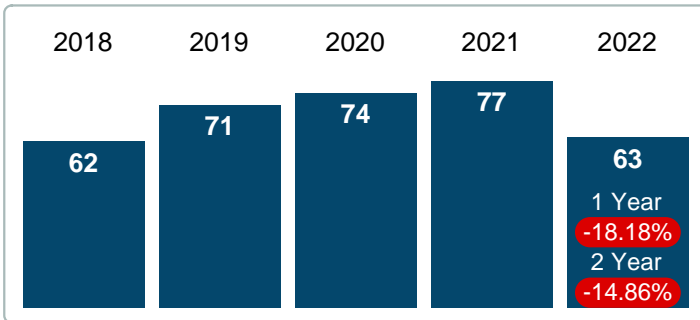
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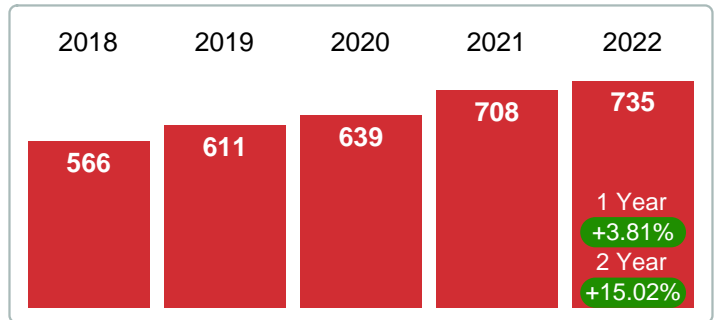
PENDING LISTINGS

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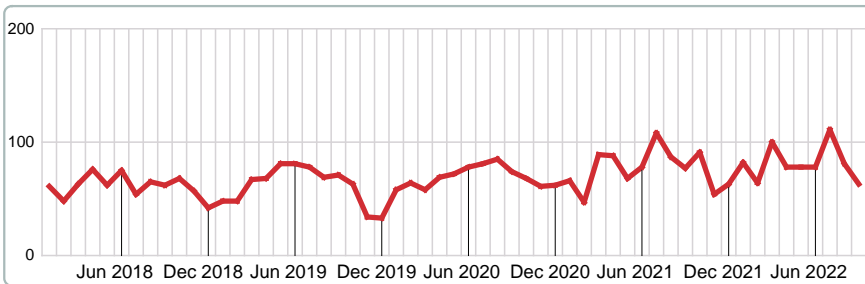
SEPTEMBER



YEAR TO DATE (YTD)

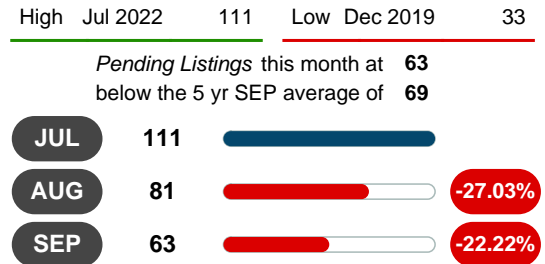


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$100,000 and less	5	7.94%	46.4	3	2	0	0
\$100,001 - \$125,000	7	11.11%	57.4	4	3	0	0
\$125,001 - \$175,000	8	12.70%	18.9	0	6	2	0
\$175,001 - \$250,000	12	19.05%	26.8	1	11	0	0
\$250,001 - \$325,000	16	25.40%	21.9	0	8	8	0
\$325,001 - \$400,000	8	12.70%	33.9	1	3	4	0
\$400,001 and up	7	11.11%	38.9	1	2	3	1
Total Pending Units	63			10	35	17	1
Total Pending Volume	20,782,607	100%	31.4	1.70M	8.27M	10.37M	450.00K
Average Listing Price	\$333,403			\$169,540	\$236,193	\$610,026	\$450,000

September 2022



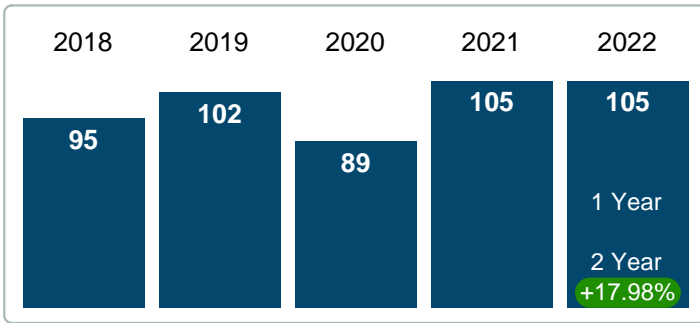
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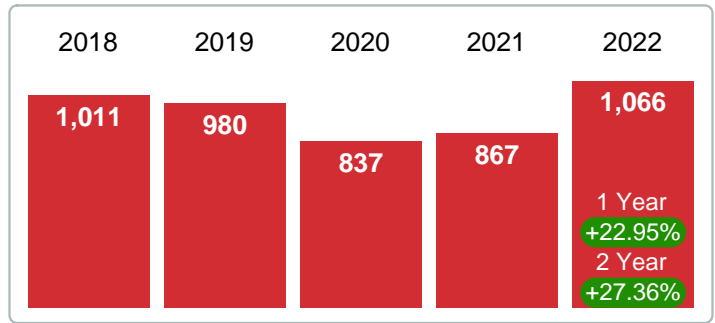
NEW LISTINGS

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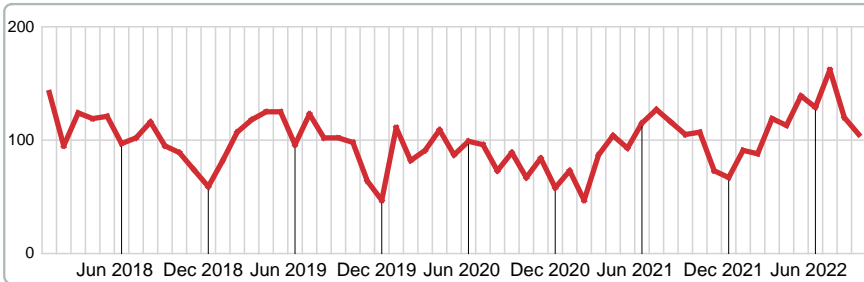
SEPTEMBER



YEAR TO DATE (YTD)

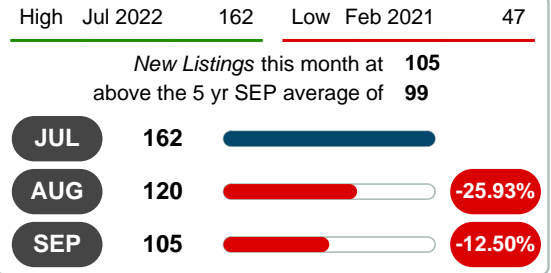


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99



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	10	9.52%	4	5	1	0
\$100,001 - \$150,000	13	12.38%	4	8	1	0
\$150,001 - \$175,000	12	11.43%	4	7	1	0
\$175,001 - \$250,000	22	20.95%	3	14	5	0
\$250,001 - \$350,000	25	23.81%	0	19	6	0
\$350,001 - \$550,000	12	11.43%	1	6	5	0
\$550,001 and up	11	10.48%	1	2	8	0
Total New Listed Units	105		17	61	27	0
Total New Listed Volume	31,680,226	100%	3.16M	15.00M	13.52M	0.00B
Average New Listed Listing Price	\$266,610		\$186,047	\$245,850	\$500,762	\$0

September 2022



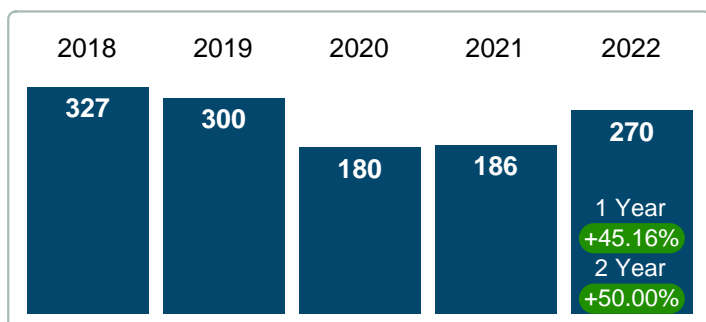
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



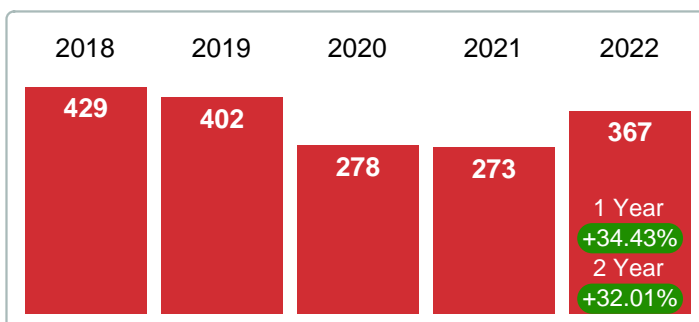
ACTIVE INVENTORY

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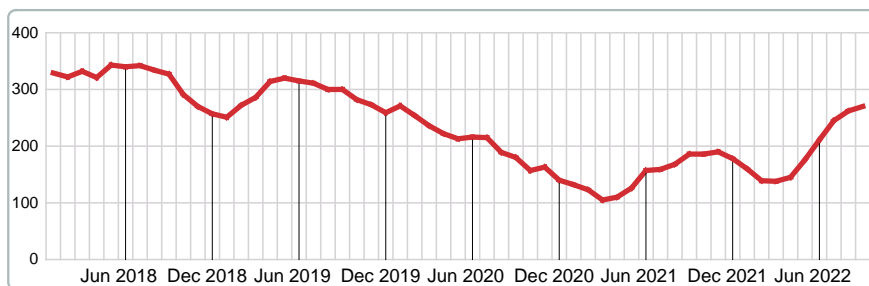
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

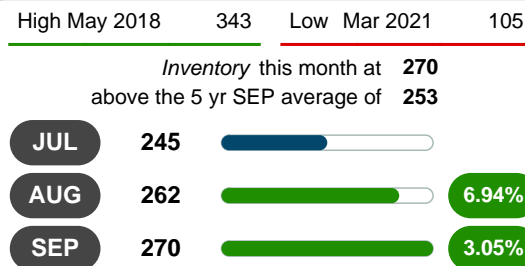


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 253



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	8.15%	54.1	10	11	1	0
\$100,001 - \$150,000	28	10.37%	68.2	10	14	4	0
\$150,001 - \$225,000	51	18.89%	55.9	11	30	10	0
\$225,001 - \$350,000	70	25.93%	72.8	4	48	17	1
\$350,001 - \$550,000	38	14.07%	68.5	0	25	11	2
\$550,001 - \$875,000	35	12.96%	73.1	3	15	15	2
\$875,001 and up	26	9.63%	110.2	3	7	10	6
Total Active Inventory by Units	270			41	150	68	11
Total Active Inventory by Volume	119,430,643	100%	70.6	10.64M	55.58M	38.53M	14.68M
Average Active Inventory Listing Price	\$442,336			\$259,461	\$370,549	\$566,639	\$1,334,455

September 2022



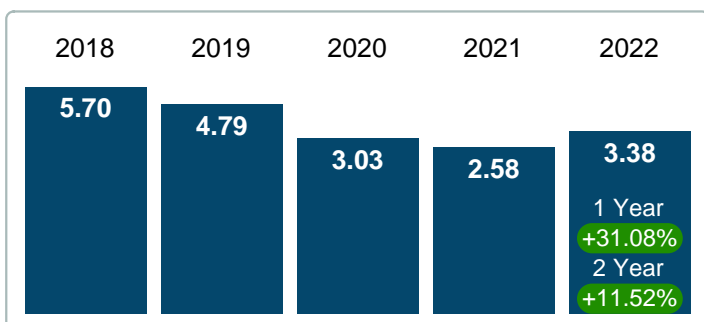
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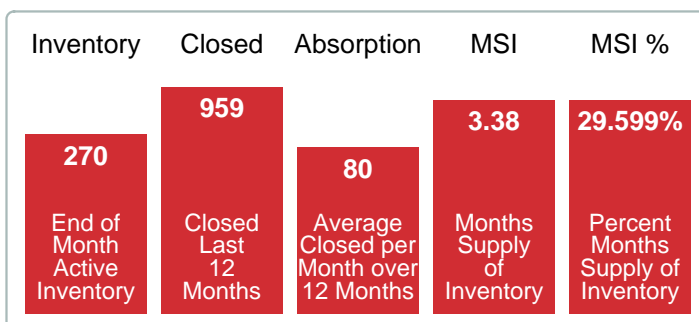
MONTHS SUPPLY of INVENTORY (MSI)

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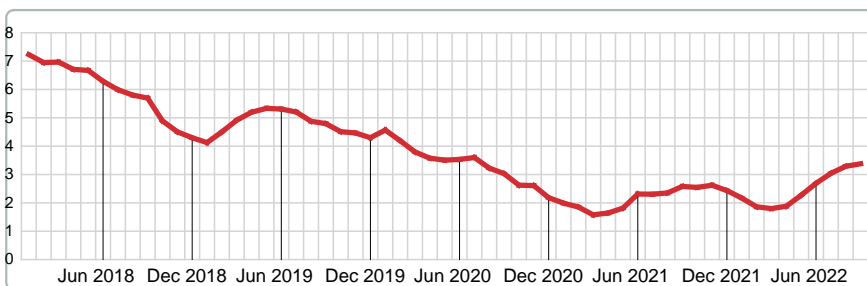
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

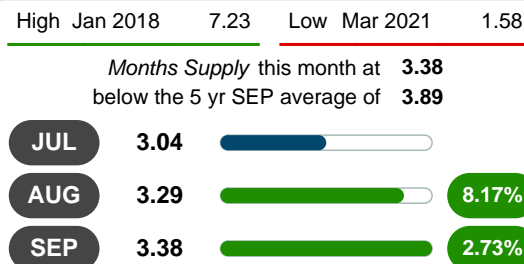


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.89



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	8.15%	3.07	3.53	2.75	4.00	0.00
\$100,001 - \$150,000	28	10.37%	2.65	3.43	2.21	3.43	0.00
\$150,001 - \$225,000	51	18.89%	2.24	5.50	1.72	3.16	0.00
\$225,001 - \$350,000	70	25.93%	2.66	3.43	3.11	1.91	1.20
\$350,001 - \$550,000	38	14.07%	4.43	0.00	5.56	4.71	2.40
\$550,001 - \$875,000	35	12.96%	10.77	36.00	9.00	15.00	4.00
\$875,001 and up	26	9.63%	20.80	0.00	16.80	20.00	18.00
Market Supply of Inventory (MSI)			3.38	4.13	3.02	3.92	3.77
Total Active Inventory by Units		100%	3.38	41	150	68	11

September 2022



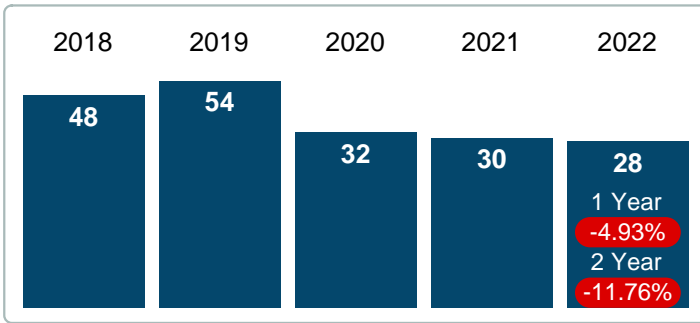
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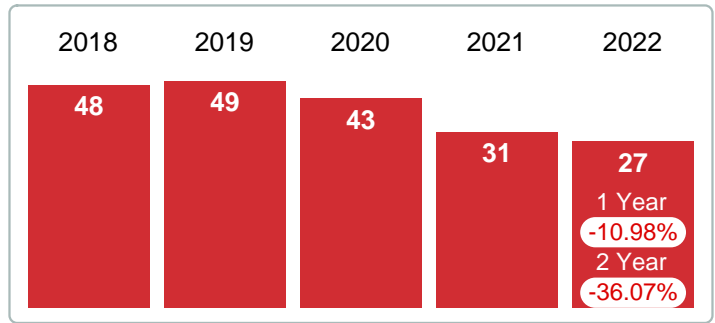
AVERAGE DAYS ON MARKET TO SALE

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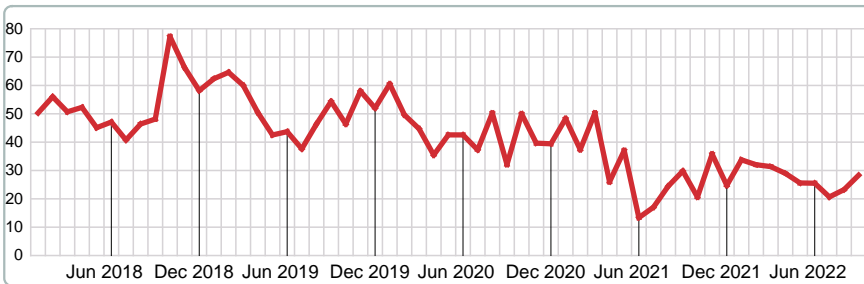
SEPTEMBER



YEAR TO DATE (YTD)

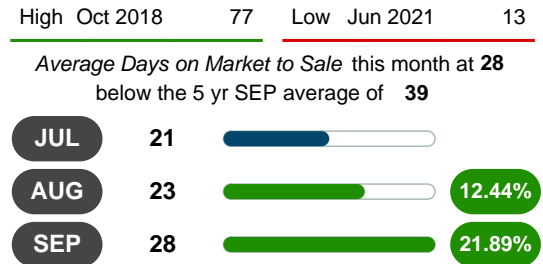


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 39



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	5.95%	42	67	9	51	17
\$100,001 - \$150,000	14.29%	21	26	19	20	0
\$150,001 - \$225,000	19.05%	32	0	28	46	0
\$225,001 - \$250,000	11.90%	26	31	27	19	0
\$250,001 - \$325,000	23.81%	16	0	20	10	9
\$325,001 - \$450,000	14.29%	30	0	80	13	0
\$450,001 and up	10.71%	53	12	77	113	5
Average Closed DOM		28	36	30	27	8
Total Closed Units	100%	84	7	46	26	5
Total Closed Volume		22,266,777	1.19M	11.28M	7.81M	1.98M

September 2022



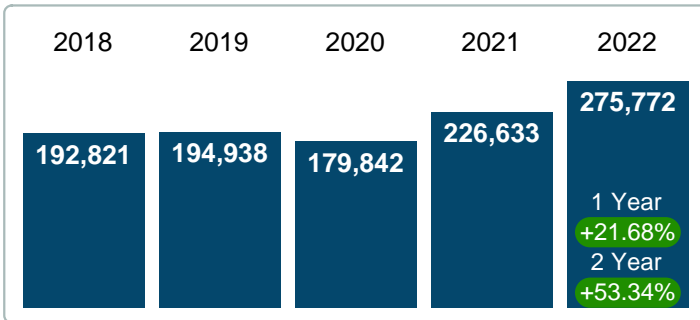
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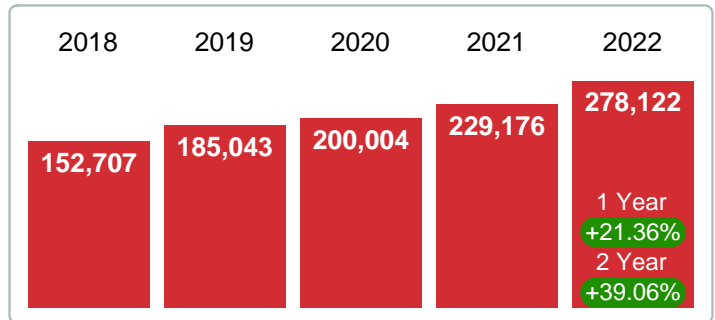
AVERAGE LIST PRICE AT CLOSING

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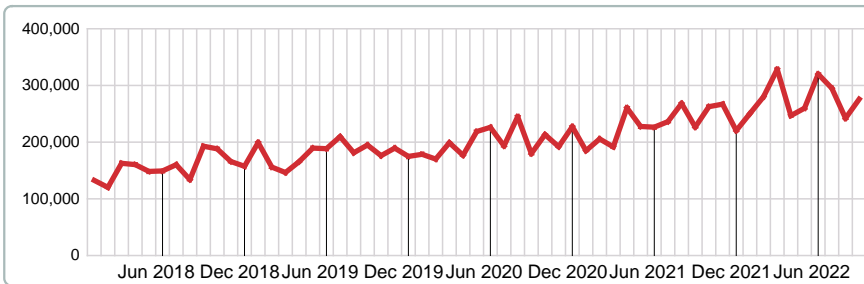
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

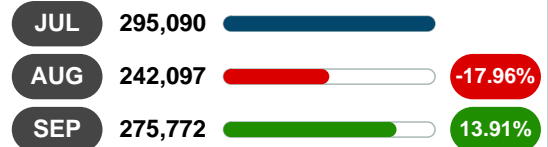


3 MONTHS

5 year SEP AVG = 214,001

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

Average List Price at Closing this month at **275,772** above the 5 yr SEP average of **214,001**



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	5.95%	63,960	57,950	70,000	60,000	73,900
\$100,001 - \$150,000	11.90%	125,820	122,967	136,038	165,000	0
\$150,001 - \$225,000	15.48%	196,008	0	213,333	208,475	0
\$225,001 - \$250,000	15.48%	241,285	249,000	246,843	242,000	0
\$250,001 - \$325,000	25.00%	276,737	0	284,940	269,457	299,000
\$325,001 - \$450,000	13.10%	352,206	0	406,667	372,462	0
\$450,001 and up	13.10%	565,118	499,000	561,333	672,250	554,633
Average List Price		275,772	176,114	255,858	312,529	407,360
Total Closed Units		84	7	46	26	5
Total Closed Volume		23,164,837	1.23M	11.77M	8.13M	2.04M

September 2022



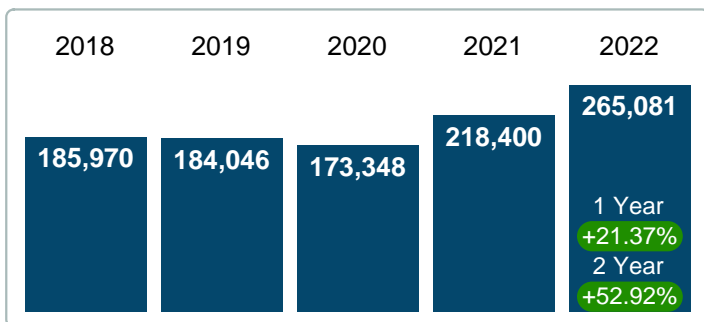
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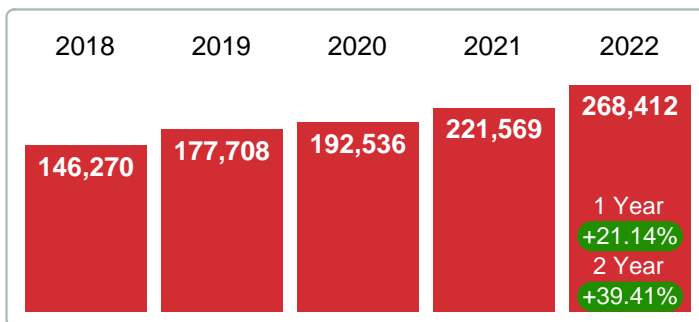
AVERAGE SOLD PRICE AT CLOSING

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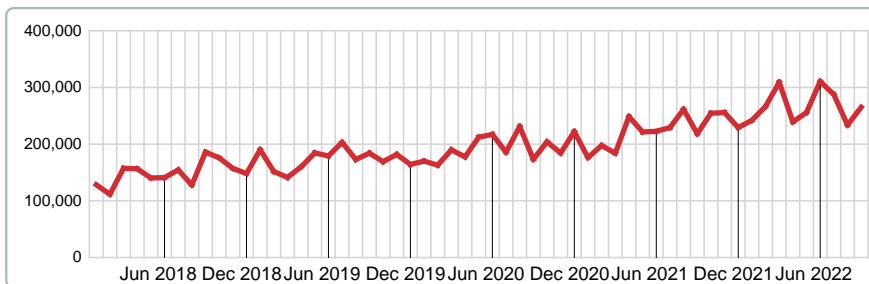
SEPTEMBER



YEAR TO DATE (YTD)

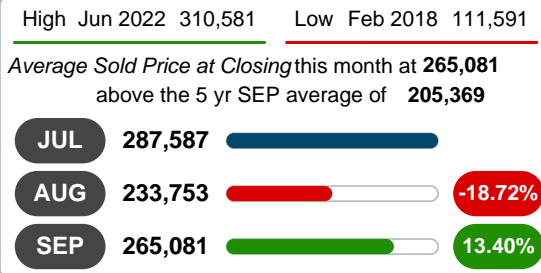


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 205,369



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	5	5.95%	56,300	50,750	70,000	45,000	65,000
\$100,001 - \$150,000	12	14.29%	125,360	121,633	123,677	150,000	0
\$150,001 - \$225,000	16	19.05%	199,219	0	199,250	199,125	0
\$225,001 - \$250,000	10	11.90%	240,040	236,000	242,057	235,000	0
\$250,001 - \$325,000	20	23.81%	275,925	0	278,908	267,086	302,000
\$325,001 - \$450,000	12	14.29%	360,847	0	359,667	361,240	0
\$450,001 and up	9	10.71%	560,489	487,000	570,000	616,250	538,300
Average Sold Price			265,081	169,914	245,233	300,568	396,380
Total Closed Units		100%	265,081	7	46	26	5
Total Closed Volume			22,266,777	1.19M	11.28M	7.81M	1.98M

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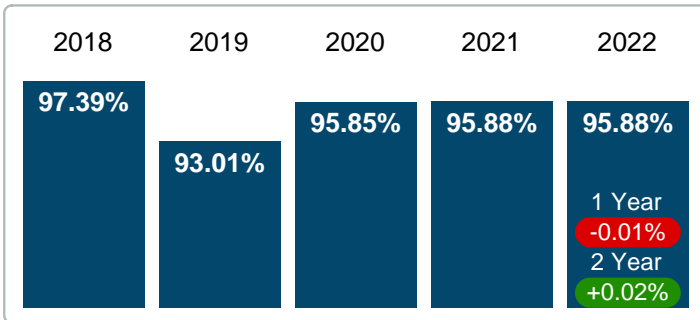
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



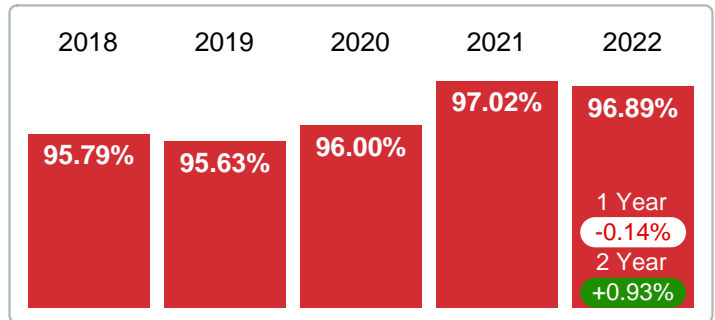
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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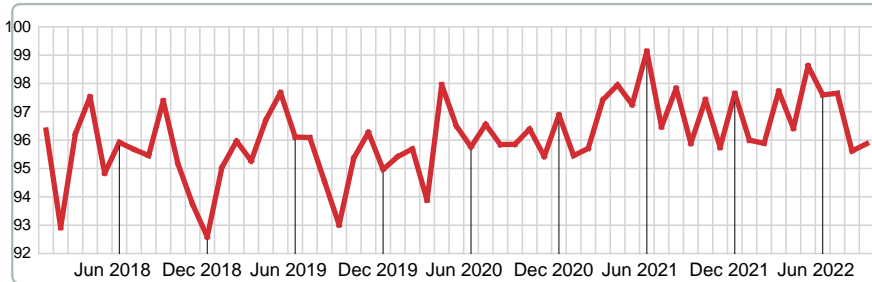
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

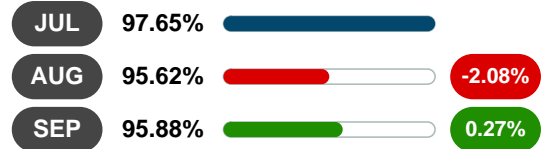


3 MONTHS

5 year SEP AVG = 95.60%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **95.88%** equal to 5 yr SEP average of **95.60%**



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	5	5.95%	87.64%	87.61%	100.00%	75.00%	87.96%
\$100,001 - \$150,000	12	14.29%	94.19%	98.78%	92.88%	90.91%	0.00%
\$150,001 - \$225,000	16	19.05%	94.12%	0.00%	93.63%	95.60%	0.00%
\$225,001 - \$250,000	10	11.90%	97.72%	94.78%	98.32%	97.10%	0.00%
\$250,001 - \$325,000	20	23.81%	98.60%	0.00%	97.90%	99.45%	101.00%
\$325,001 - \$450,000	12	14.29%	95.80%	0.00%	91.05%	97.38%	0.00%
\$450,001 and up	9	10.71%	97.83%	97.60%	102.44%	91.93%	97.23%
Average Sold/List Ratio		95.90%		94.85%	95.87%	96.11%	96.13%
Total Closed Units		84	100%	7	46	26	5
Total Closed Volume		22,266,777		1.19M	11.28M	7.81M	1.98M

September 2022



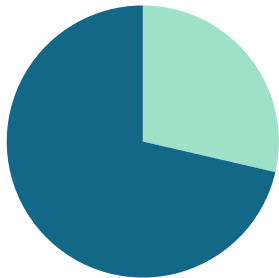
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

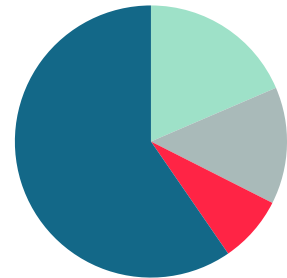


Inventory
 New Listings
105 = 28.61%
 Start Inventory
262
 Total Inventory Units
367
 Volume
\$151,948,150

Market Activity

Closed Sales
84 = 18.54%
 Pending Sales
63 = 13.91%
 Other Off Market
36 = 7.95%
 Active Inventory
270 = 59.60%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	81	84	3.70%	647	728	12.52%
Pending Sales	77	63	-18.18%	708	735	3.81%
New Listings	105	105	0.00%	867	1,066	22.95%
Average List Price	226,633	275,772	21.68%	229,176	278,122	21.36%
Average Sale Price	218,400	265,081	21.37%	221,569	268,412	21.14%
Average Percent of Selling Price to List Price	95.88%	95.88%	-0.01%	97.02%	96.89%	-0.14%
Average Days on Market to Sale	29.80	28.33	-4.93%	30.55	27.19	-10.98%
Monthly Inventory	186	270	45.16%	186	270	45.16%
Months Supply of Inventory	2.58	3.38	31.08%	2.58	3.38	31.08%

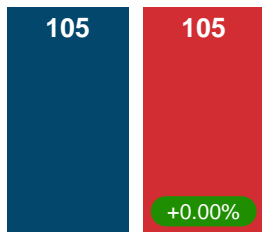
Absorption: Last 12 months, an Average of **80** Sales/Month

Inventory on September 30, 2022 = **270** 2021 2022

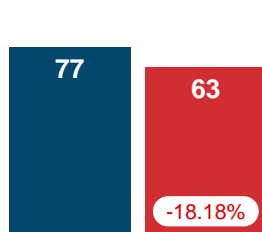
SEPTEMBER MARKET

AVERAGE PRICES

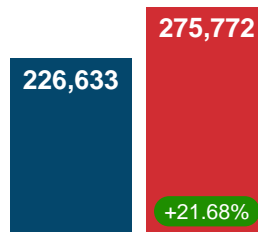
New Listings



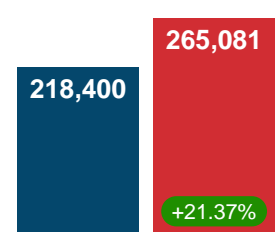
Pending Listings



List Price



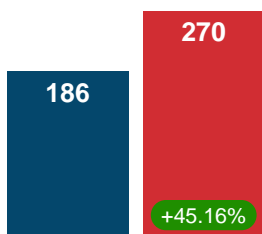
Sale Price



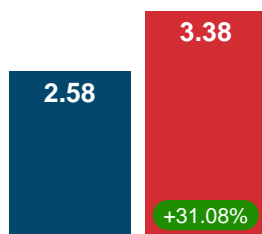
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

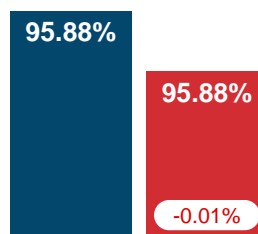
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

