

December 2021



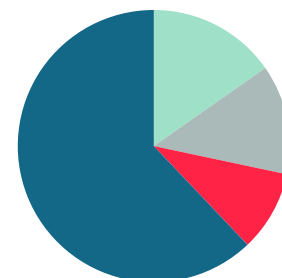
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	104	110	5.77%
Pending Listings	90	94	4.44%
New Listings	89	116	30.34%
Average List Price	225,237	172,279	-23.51%
Average Sale Price	222,323	176,963	-20.40%
Average Percent of Selling Price to List Price	96.05%	96.94%	0.92%
Average Days on Market to Sale	44.05	30.80	-30.08%
End of Month Inventory	544	447	-17.83%
Months Supply of Inventory	5.98	4.14	-30.76%



■ Closed (15.28%)
■ Pending (13.06%)
■ Other OffMarket (9.58%)
■ Active (62.08%)

Absorption: Last 12 months, an Average of **108** Sales/Month
Active Inventory as of December 31, 2021 = **447**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **17.83%** to 447 existing homes available for sale. Over the last 12 months this area has had an average of 108 closed sales per month. This represents an unsold inventory index of **4.14** 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 **20.40%** in December 2021 to \$176,963 versus the previous year at \$222,323.

Average Days on Market Shortens

The average number of **30.80** days that homes spent on the market before selling decreased by 13.25 days or **30.08%** in December 2021 compared to last year's same month at **44.05** DOM.

Sales Success for December 2021 is Positive

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

There were 116 New Listings in December 2021, up **30.34%** from last year at 89. Furthermore, there were 110 Closed Listings this month versus last year at 104, a **5.77%** increase.

Closed versus Listed trends yielded a **94.8%** ratio, down from previous year's, December 2020, at **116.9%**, a **18.85%** downswing. This will certainly create pressure on a decreasing 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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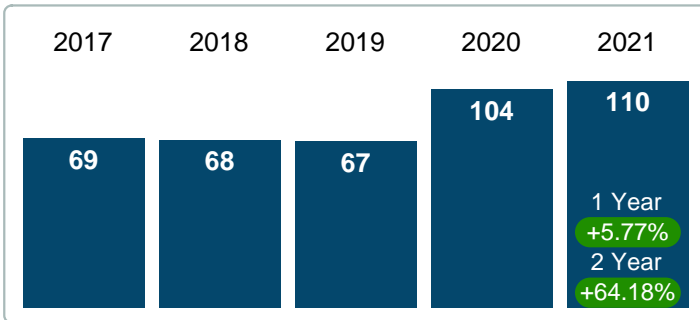
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



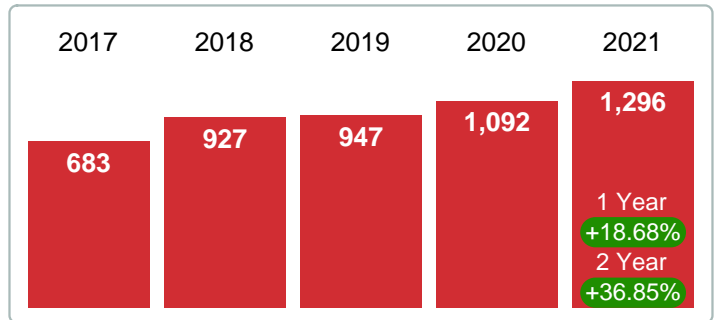
CLOSED LISTINGS

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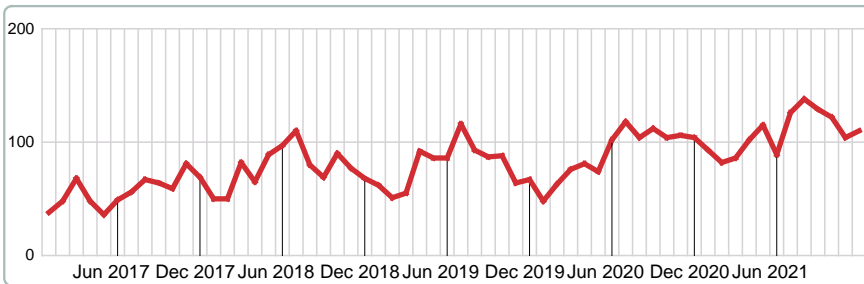
DECEMBER



YEAR TO DATE (YTD)

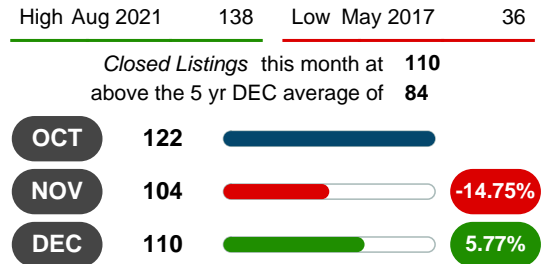


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 84



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	14	12.73%	82.5	14	0	0	0
\$25,001 - \$50,000	8	7.27%	4.5	5	3	0	0
\$50,001 - \$100,000	16	14.55%	27.9	11	5	0	0
\$100,001 - \$175,000	26	23.64%	24.1	10	14	2	0
\$175,001 - \$225,000	16	14.55%	12.1	2	12	2	0
\$225,001 - \$325,000	18	16.36%	39.1	1	12	4	1
\$325,001 and up	12	10.91%	19.0	1	7	4	0
Total Closed Units	110			44	53	12	1
Total Closed Volume	19,465,982	100%	30.8	3.61M	12.22M	3.36M	269.41K
Average Closed Price	\$176,963			\$82,158	\$230,572	\$280,107	\$269,410

December 2021



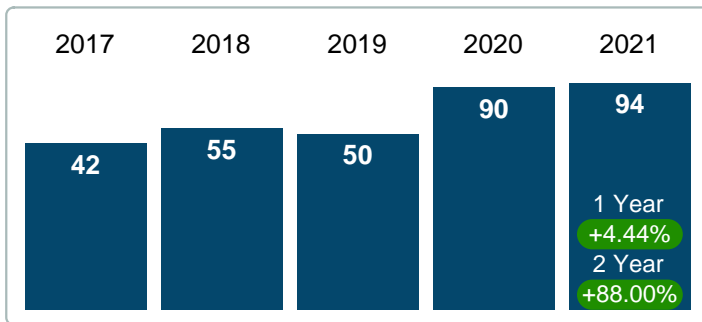
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



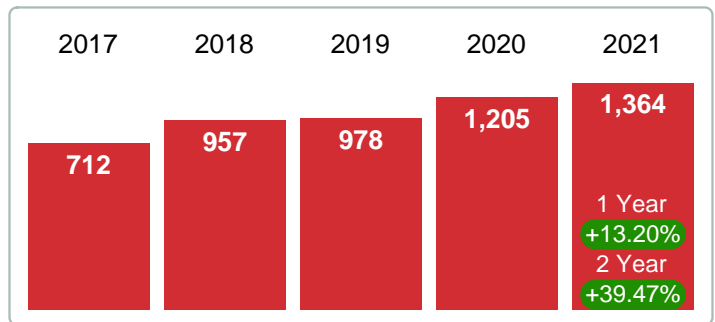
PENDING LISTINGS

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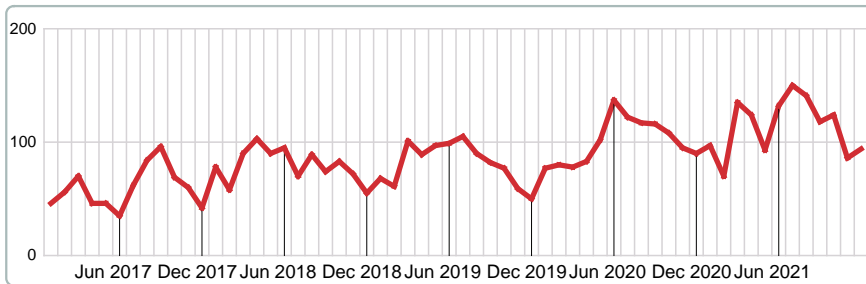
DECEMBER



YEAR TO DATE (YTD)

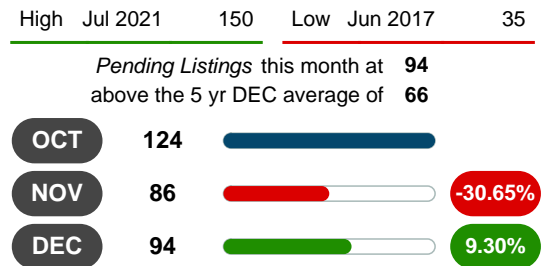


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	8.51%	70.9	8	0	0	0
\$60,001 - \$120,000	13	13.83%	47.0	9	4	0	0
\$120,001 - \$160,000	12	12.77%	66.0	4	7	1	0
\$160,001 - \$210,000	25	26.60%	46.0	3	17	5	0
\$210,001 - \$280,000	15	15.96%	47.6	3	9	2	1
\$280,001 - \$380,000	10	10.64%	57.9	2	2	5	1
\$380,001 and up	11	11.70%	61.5	3	6	1	1
Total Pending Units	94			32	45	14	3
Total Pending Volume	20,786,725	100%	15.2	5.06M	10.98M	3.77M	974.00K
Average Listing Price	\$133,718			\$158,185	\$244,068	\$269,122	\$324,667

December 2021



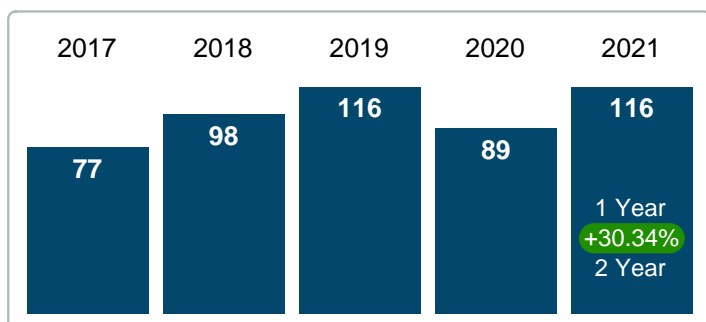
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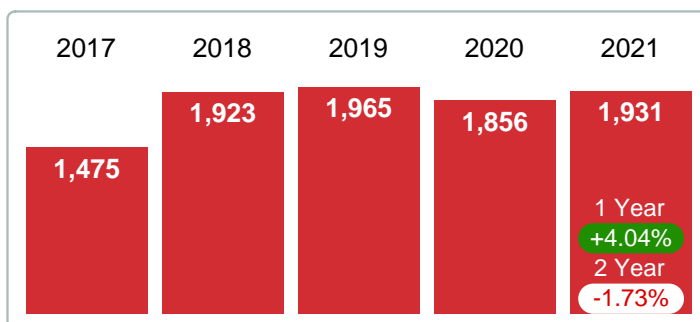
NEW LISTINGS

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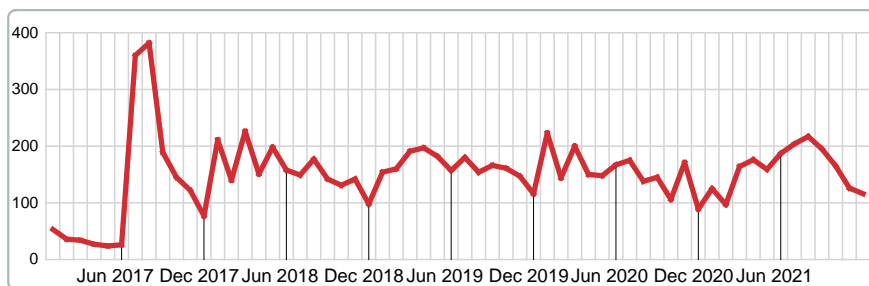
DECEMBER



YEAR TO DATE (YTD)

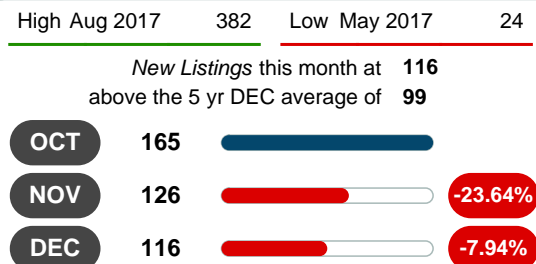


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	9.48%	11	0	0	0
\$40,001 - \$90,000	14	12.07%	11	3	0	0
\$90,001 - \$150,000	16	13.79%	9	5	2	0
\$150,001 - \$250,000	33	28.45%	10	19	3	1
\$250,001 - \$320,000	15	12.93%	2	8	5	0
\$320,001 - \$490,000	15	12.93%	7	3	5	0
\$490,001 and up	12	10.34%	5	5	2	0
Total New Listed Units	116		55	43	17	1
Total New Listed Volume	31,278,775	100%	13.20M	11.86M	6.06M	158.90K
Average New Listed Listing Price	\$127,603		\$240,040	\$275,783	\$356,412	\$158,900



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

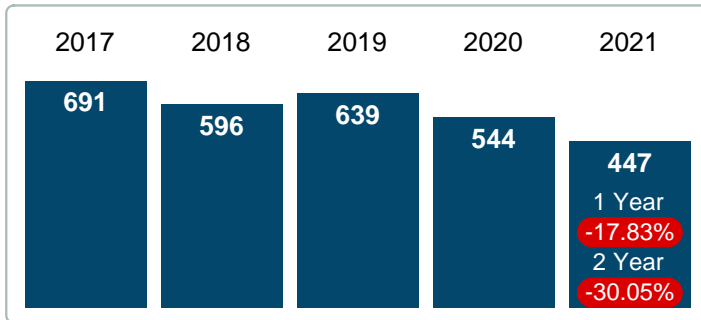


December 2021

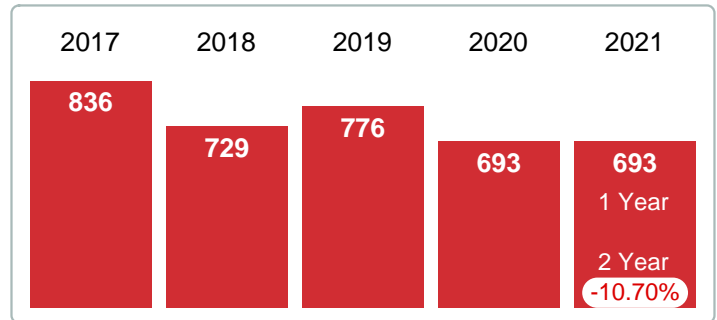
ACTIVE INVENTORY

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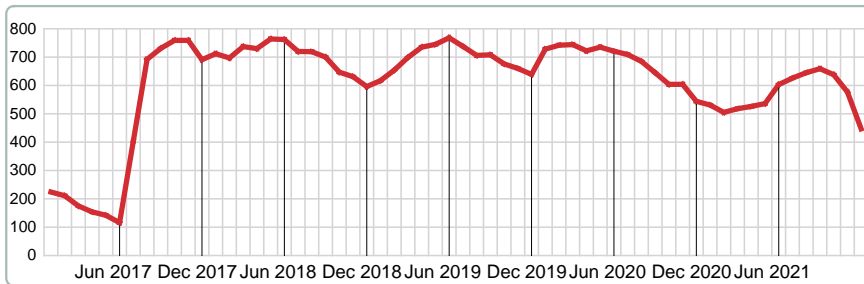
END OF DECEMBER



ACTIVE DURING DECEMBER

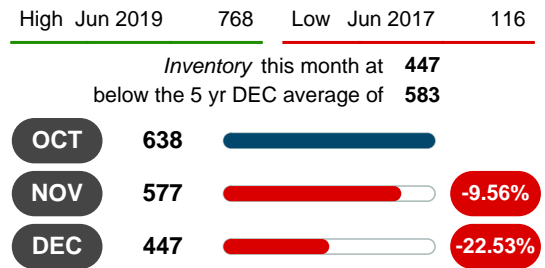


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 583



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	4.92%	102.3	22	0	0	0
\$25,001 - \$50,000	62	13.87%	183.8	59	3	0	0
\$50,001 - \$125,000	75	16.78%	109.7	67	7	1	0
\$125,001 - \$275,000	109	24.38%	99.5	53	38	13	5
\$275,001 - \$450,000	80	17.90%	88.7	40	21	17	2
\$450,001 - \$875,000	55	12.30%	93.5	30	16	5	4
\$875,001 and up	44	9.84%	144.2	25	6	9	4
Total Active Inventory by Units	447			296	91	45	15
Total Active Inventory by Volume	180,572,502	100%	114.8	96.37M	39.99M	29.34M	14.87M
Average Active Inventory Listing Price	\$403,965			\$325,575	\$439,468	\$652,093	\$991,113

December 2021



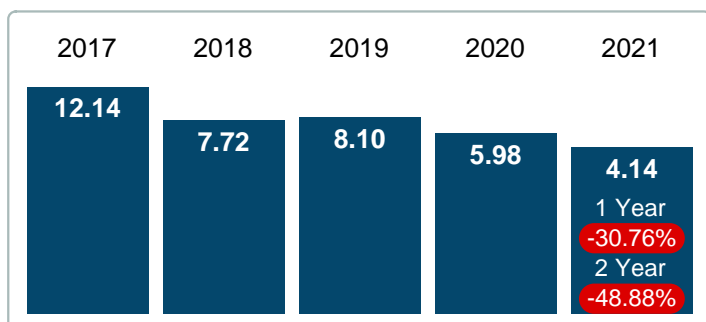
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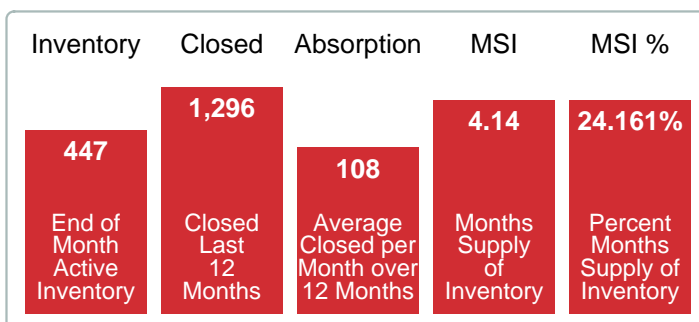
MONTHS SUPPLY of INVENTORY (MSI)

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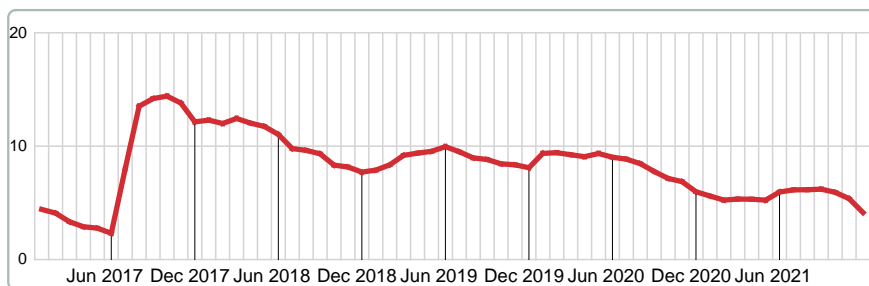
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 7.61

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at **4.14**
below the 5 yr DEC average of **7.61**



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
\$25,000 and less	22	4.92%	2.81	2.97	0.00	0.00	0.00
\$25,001 - \$50,000	62	13.87%	6.05	6.56	3.00	0.00	0.00
\$50,001 - \$125,000	75	16.78%	3.26	4.90	0.86	0.86	0.00
\$125,001 - \$275,000	109	24.38%	2.41	6.56	1.31	1.81	5.00
\$275,001 - \$450,000	80	17.90%	5.58	12.97	3.60	3.85	2.00
\$450,001 - \$875,000	55	12.30%	8.92	12.86	8.73	5.45	3.69
\$875,001 and up	44	9.84%	37.71	60.00	12.00	0.00	16.00
Market Supply of Inventory (MSI)			4.14	6.73	1.95	3.23	4.39
Total Active Inventory by Units		100%	447	296	91	45	15

December 2021



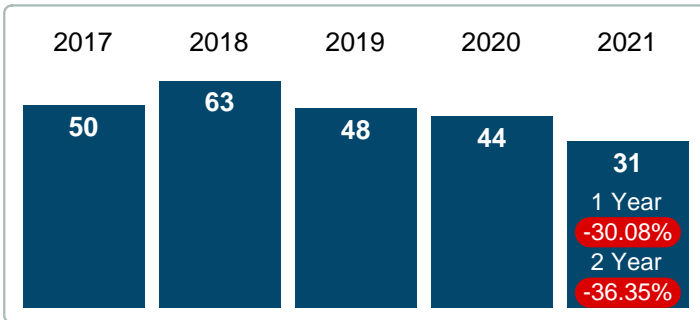
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



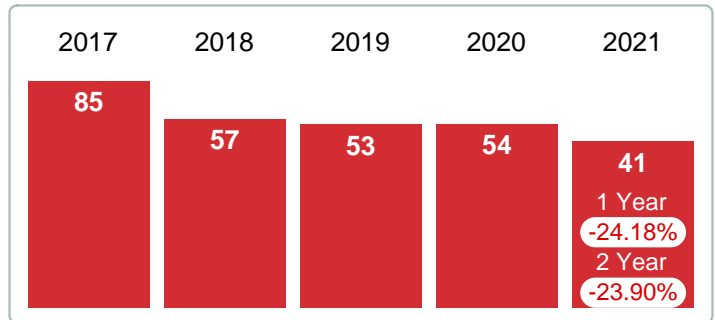
AVERAGE DAYS ON MARKET TO SALE

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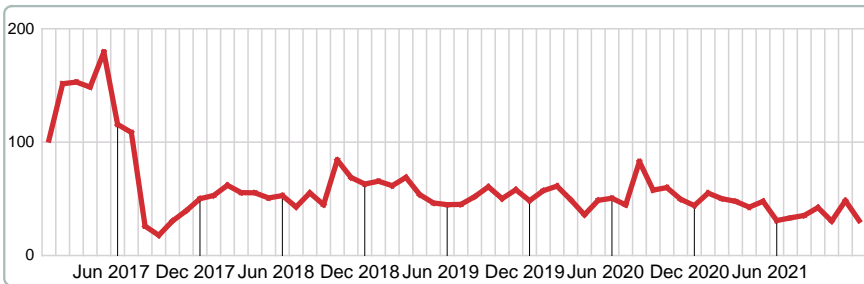
DECEMBER



YEAR TO DATE (YTD)

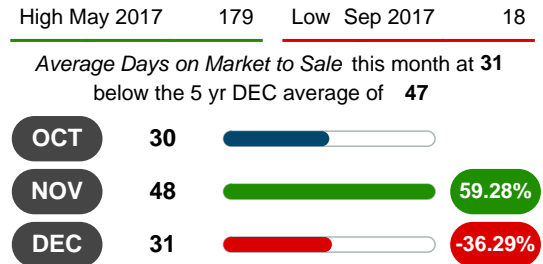


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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
\$25,000 and less	12.73%	83	83	0	0	0
\$25,001 - \$50,000	7.27%	5	4	6	0	0
\$50,001 - \$100,000	14.55%	28	18	49	0	0
\$100,001 - \$175,000	23.64%	24	36	17	15	0
\$175,001 - \$225,000	14.55%	12	23	9	23	0
\$225,001 - \$325,000	16.36%	39	7	52	19	3
\$325,001 and up	10.91%	19	2	22	18	0
Average Closed DOM		31	41	26	18	3
Total Closed Units	100%	31	44	53	12	1
Total Closed Volume		19,465,982	3.61M	12.22M	3.36M	269.41K

December 2021



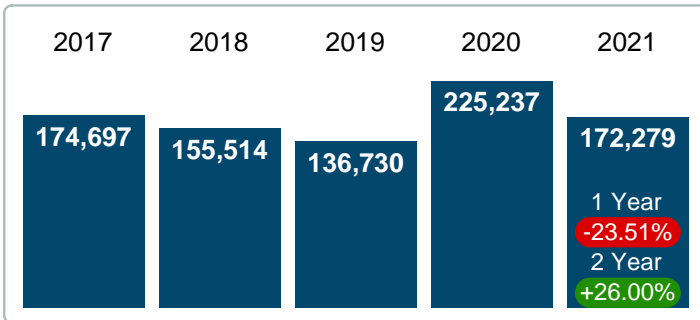
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



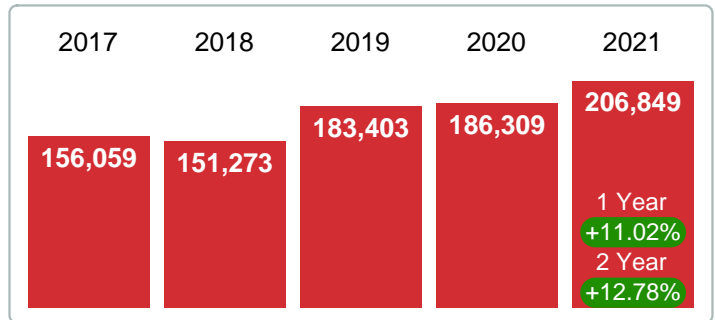
AVERAGE LIST PRICE AT CLOSING

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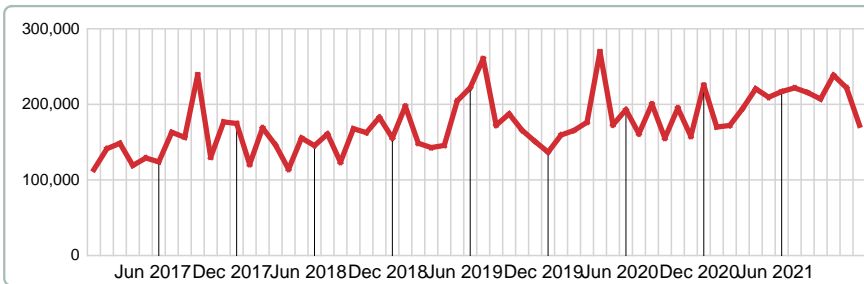
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

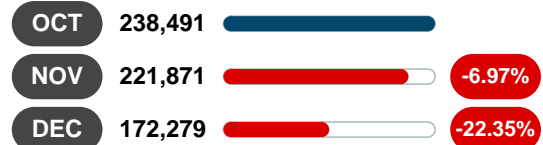


3 MONTHS

5 year DEC AVG = 172,891

High Apr 2020 269,566 Low Jan 2017 113,669

Average List Price at Closing this month at **172,279**
below the 5 yr DEC average of **172,891**



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
\$25,000 and less	14	12.73%	20,607	0	0	0
\$25,001 - \$50,000	7	6.36%	31,600	44,667	0	0
\$50,001 - \$100,000	15	13.64%	76,650	98,660	0	0
\$100,001 - \$175,000	22	20.00%	147,980	151,921	172,500	0
\$175,001 - \$225,000	21	19.09%	206,000	204,838	214,500	0
\$225,001 - \$325,000	18	16.36%	240,000	260,029	316,225	269,410
\$325,001 and up	13	11.82%	430,000	427,647	366,197	0
Average List Price		172,279	87,533	213,701	291,974	269,410
Total Closed Units		110	44	53	12	1
Total Closed Volume		18,950,676	3.85M	11.33M	3.50M	269.41K

December 2021



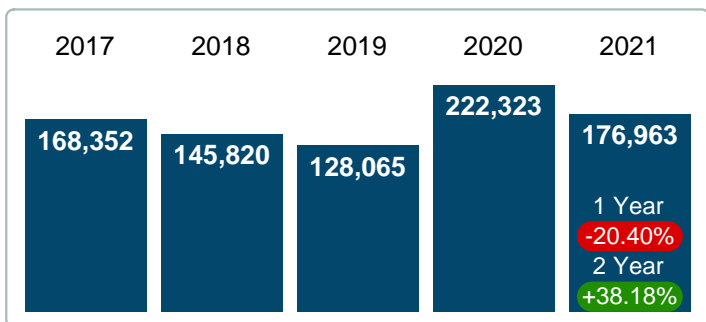
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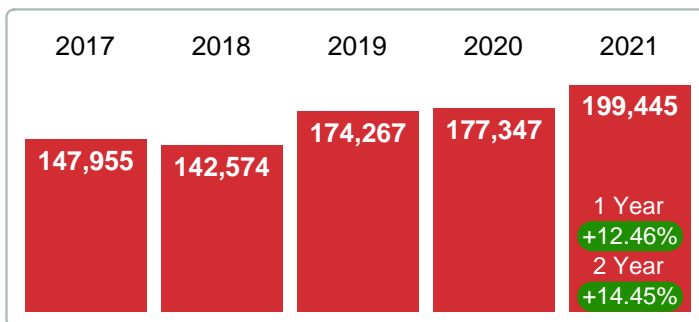
AVERAGE SOLD PRICE AT CLOSING

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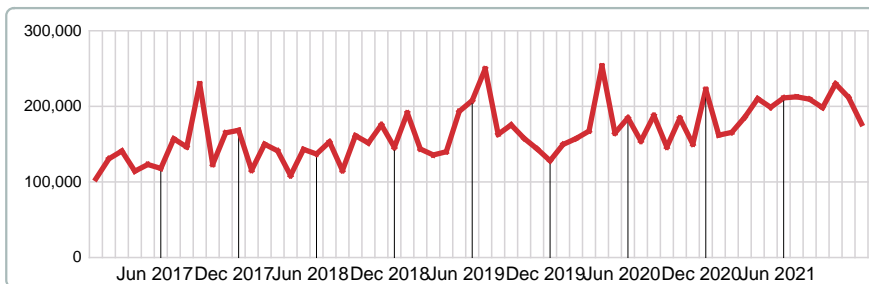
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

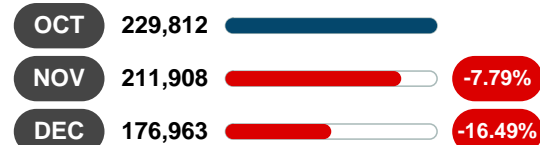


3 MONTHS

5 year DEC AVG = 168,305

High Apr 2020 253,516 Low Jan 2017 104,134

Average Sold Price at Closing this month at **176,963** above the 5 yr DEC average of **168,305**



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
\$25,000 and less	14	12.73%	19,857	0	0	0
\$25,001 - \$50,000	8	7.27%	31,600	35,612	0	0
\$50,001 - \$100,000	16	14.55%	70,586	86,800	0	0
\$100,001 - \$175,000	26	23.64%	131,850	145,743	165,000	0
\$175,001 - \$225,000	16	14.55%	206,000	202,754	187,000	0
\$225,001 - \$325,000	18	16.36%	242,000	256,296	298,125	269,410
\$325,001 and up	12	10.91%	430,000	590,071	366,197	0
Average Sold Price		176,963	82,158	230,572	280,107	269,410
Total Closed Units		110	44	53	12	1
Total Closed Volume		19,465,982	3.61M	12.22M	3.36M	269.41K

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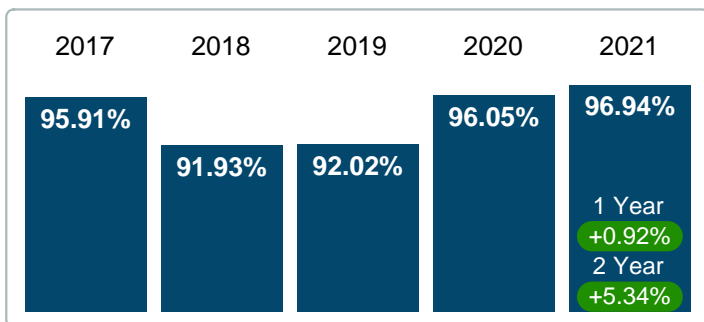
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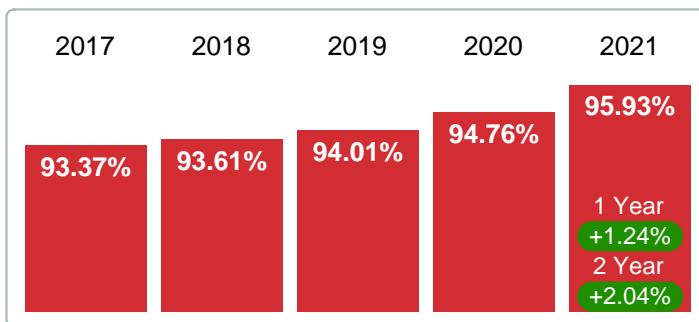
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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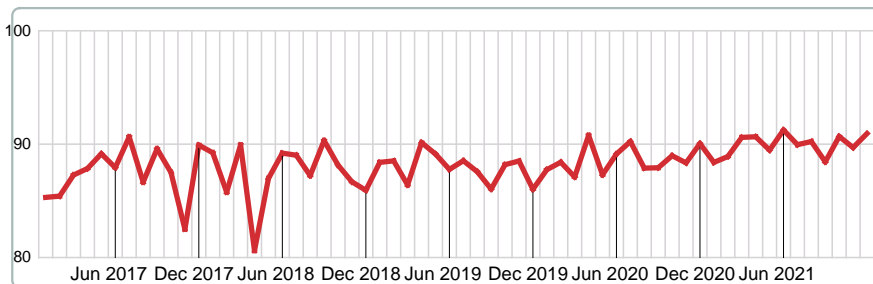
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

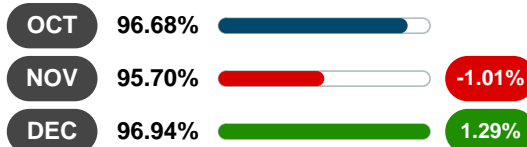


3 MONTHS

5 year DEC AVG = 94.57%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **96.94%** above the 5 yr DEC average of **94.57%**



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
\$25,000 and less	14	12.73%	96.03%	96.03%	0.00%	0.00%	0.00%
\$25,001 \$50,000	8	7.27%	93.48%	100.00%	82.62%	0.00%	0.00%
\$50,001 \$100,000	16	14.55%	91.14%	92.09%	89.04%	0.00%	0.00%
\$100,001 \$175,000	26	23.64%	94.08%	90.70%	96.25%	95.83%	0.00%
\$175,001 \$225,000	16	14.55%	97.96%	100.00%	99.11%	89.00%	0.00%
\$225,001 \$325,000	18	16.36%	98.10%	100.83%	98.71%	95.13%	100.00%
\$325,001 and up	12	10.91%	111.12%	100.00%	119.10%	99.93%	0.00%
Average Sold/List Ratio		96.90%		94.67%	99.02%	95.82%	100.00%
Total Closed Units		110	100%	44	53	12	1
Total Closed Volume		19,465,982		3.61M	12.22M	3.36M	269.41K

December 2021



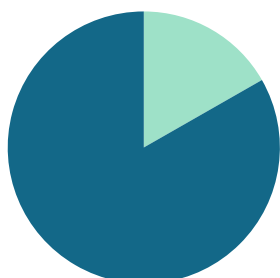
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY

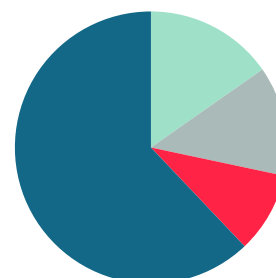


Inventory
 New Listings
116 = 16.74%
 Start Inventory
577
 Total Inventory Units
693
 Volume
\$237,114,852

Market Activity

Closed Sales
110 = 15.28%
 Pending Sales
94 = 13.06%
 Other Off Market
69 = 9.58%
 Active Inventory
447 = 62.08%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	104	110	5.77%	1,092	1,296	18.68%
Pending Sales	90	94	4.44%	1,205	1,364	13.20%
New Listings	89	116	30.34%	1,856	1,931	4.04%
Average List Price	225,237	172,279	-23.51%	186,309	206,849	11.02%
Average Sale Price	222,323	176,963	-20.40%	177,347	199,445	12.46%
Average Percent of Selling Price to List Price	96.05%	96.94%	0.92%	94.76%	95.93%	1.24%
Average Days on Market to Sale	44.05	30.80	-30.08%	53.51	40.57	-24.18%
Monthly Inventory	544	447	-17.83%	544	447	-17.83%
Months Supply of Inventory	5.98	4.14	-30.76%	5.98	4.14	-30.76%

Absorption: Last 12 months, an Average of **108** Sales/Month

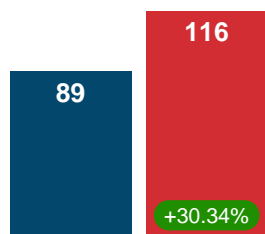
Inventory on December 31, 2021 = **447**

2020 **2021**

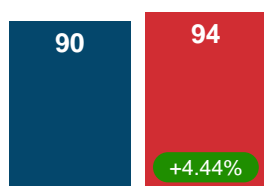
DECEMBER MARKET

AVERAGE PRICES

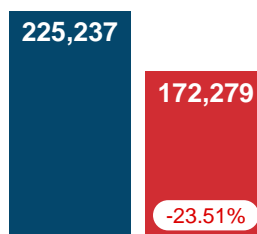
New Listings



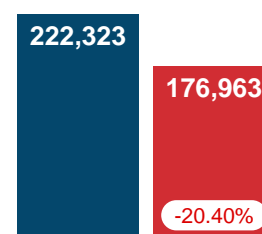
Pending Listings



List Price



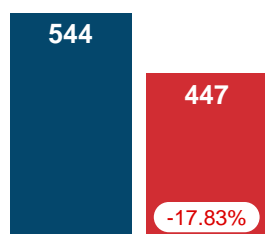
Sale Price



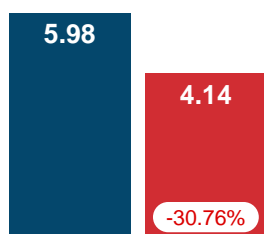
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

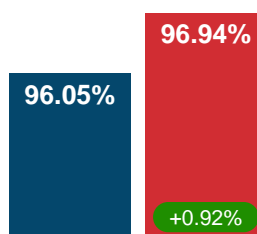
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

