

August 2022



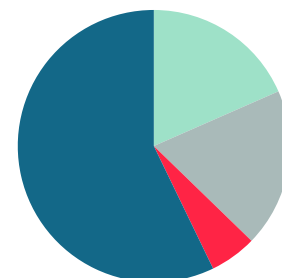
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	97	86	-11.34%
Pending Listings	87	88	1.15%
New Listings	116	120	3.45%
Average List Price	268,232	242,097	-9.74%
Average Sale Price	261,273	233,753	-10.53%
Average Percent of Selling Price to List Price	97.83%	95.62%	-2.26%
Average Days on Market to Sale	24.44	23.24	-4.91%
End of Month Inventory	315	267	-15.24%
Months Supply of Inventory	4.41	3.35	-23.93%



■ Closed (18.42%)
■ Pending (18.84%)
■ Other OffMarket (5.57%)
■ Active (57.17%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of August 31, 2022 = **267**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **15.24%** to 267 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 **3.35** 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 **10.53%** in August 2022 to \$233,753 versus the previous year at \$261,273.

Average Days on Market Shortens

The average number of **23.24** days that homes spent on the market before selling decreased by 1.20 days or **4.91%** in August 2022 compared to last year's same month at **24.44** DOM.

Sales Success for August 2022 is Positive

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

There were 120 New Listings in August 2022, up **3.45%** from last year at 116. Furthermore, there were 86 Closed Listings this month versus last year at 97, a **-11.34%** decrease.

Closed versus Listed trends yielded a **71.7%** ratio, down from previous year's, August 2021, at **83.6%**, a **14.30%** downswing. This will certainly create pressure on a decreasing Monthly 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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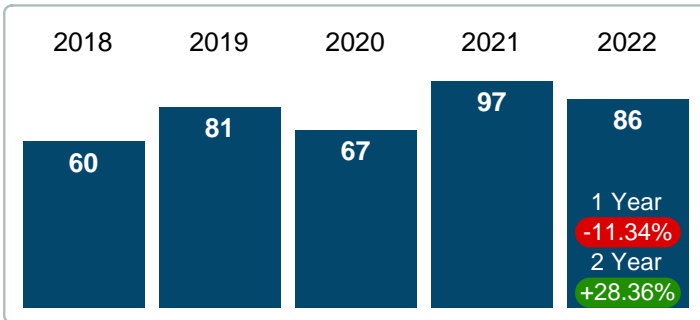
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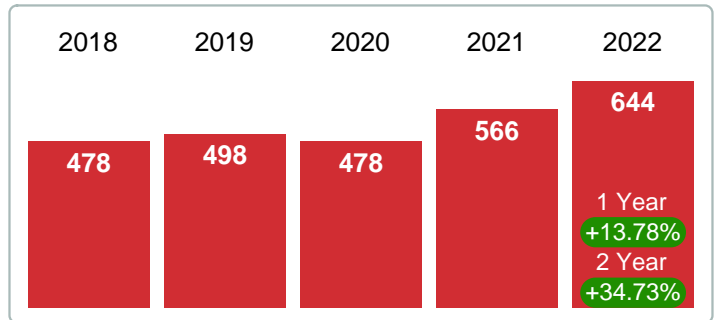
CLOSED LISTINGS

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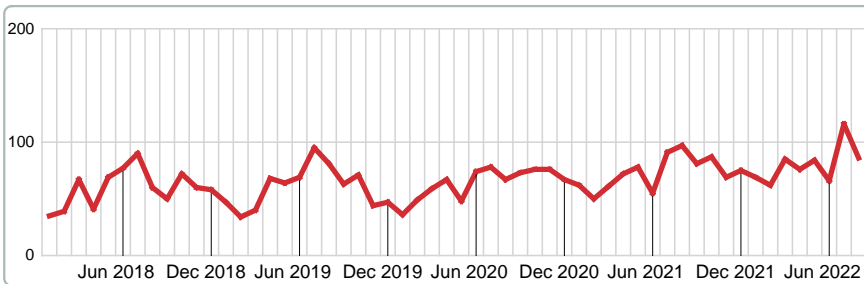
AUGUST



YEAR TO DATE (YTD)

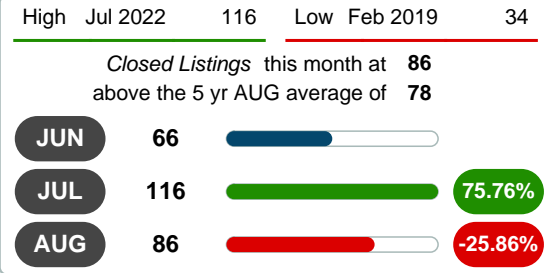


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 78



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	6	6.98%	48.2	2	4	0	0
\$75,001 - \$125,000	9	10.47%	30.8	5	4	0	0
\$125,001 - \$200,000	16	18.60%	20.3	6	9	1	0
\$200,001 - \$225,000	13	15.12%	20.0	0	11	2	0
\$225,001 - \$275,000	18	20.93%	8.6	1	14	3	0
\$275,001 - \$375,000	14	16.28%	34.4	1	11	2	0
\$375,001 and up	10	11.63%	21.4	0	6	4	0
Total Closed Units	86			15	59	12	0
Total Closed Volume	20,102,800	100%	23.2	2.04M	14.30M	3.77M	0.00B
Average Closed Price	\$233,753			\$135,700	\$242,307	\$314,267	\$0

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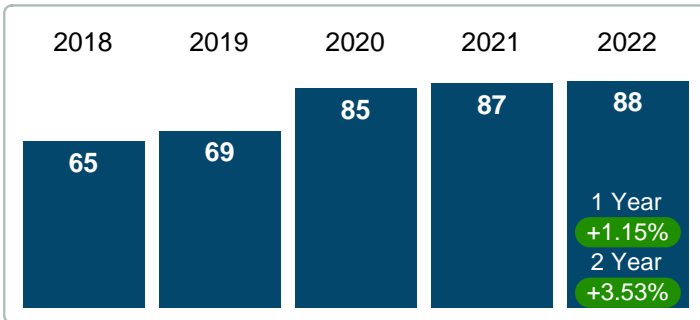
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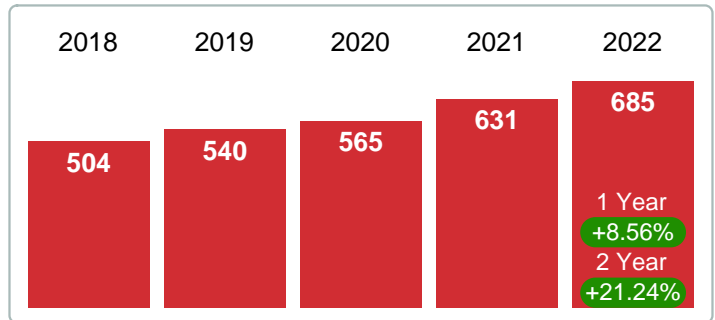
PENDING LISTINGS

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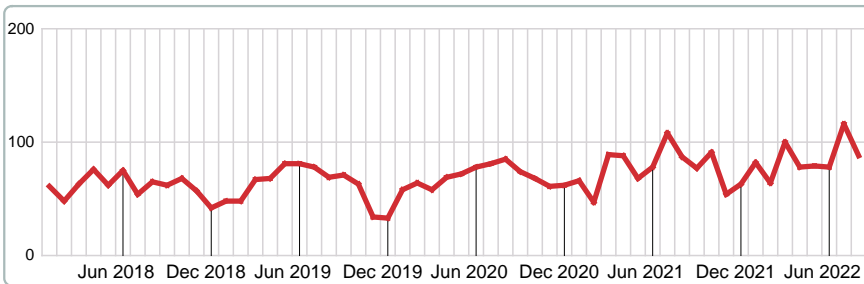
AUGUST



YEAR TO DATE (YTD)

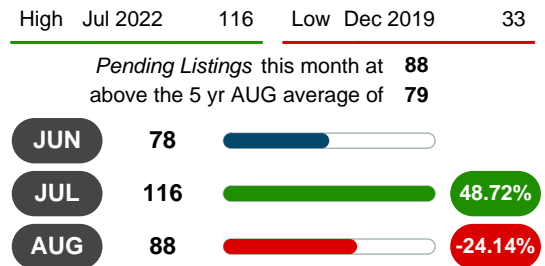


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 79



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	8	9.09%	55.5	4	2	1	1
\$100,001 - \$150,000	9	10.23%	40.3	4	5	0	0
\$150,001 - \$200,000	13	14.77%	37.3	1	9	3	0
\$200,001 - \$250,000	20	22.73%	25.2	3	12	5	0
\$250,001 - \$300,000	16	18.18%	24.2	0	13	3	0
\$300,001 - \$375,000	13	14.77%	40.8	2	9	2	0
\$375,001 and up	9	10.23%	39.4	0	3	5	1
Total Pending Units	88			14	53	19	2
Total Pending Volume	23,385,103	100%	7.9	2.32M	13.38M	7.02M	662.90K
Average Listing Price	\$236,323			\$165,724	\$252,510	\$369,423	\$331,450

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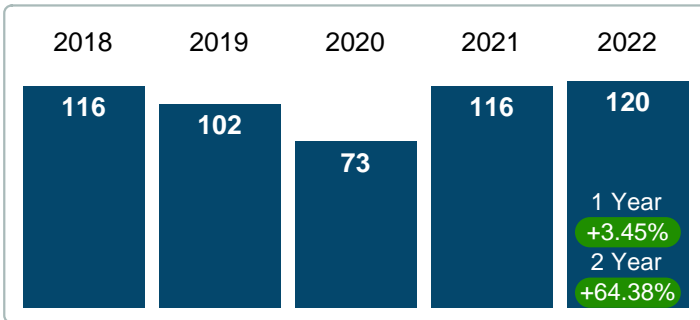
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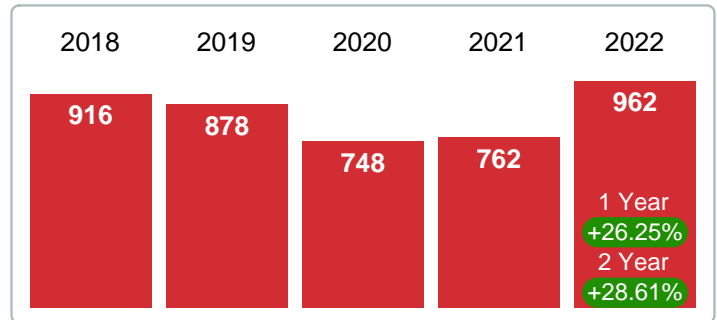
NEW LISTINGS

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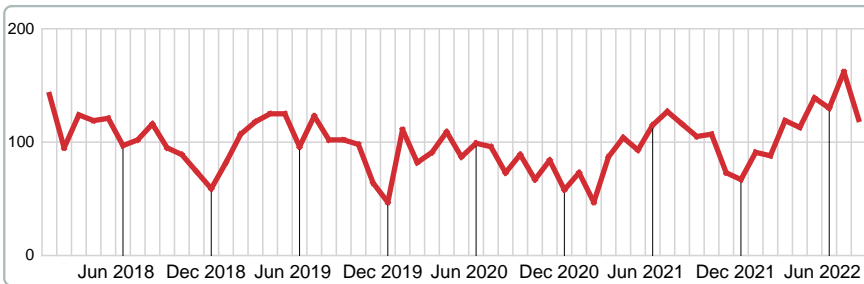
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

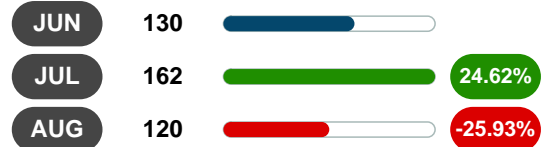


3 MONTHS

5 year AUG AVG = 105

High Jul 2022 162 Low Feb 2021 47

New Listings this month at 120
above the 5 yr AUG average of 105



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	11	9.17%	8	3	0	0
\$125,001 - \$175,000	12	10.00%	4	6	2	0
\$175,001 - \$225,000	18	15.00%	1	13	4	0
\$225,001 - \$325,000	30	25.00%	1	23	6	0
\$325,001 - \$475,000	22	18.33%	3	11	6	2
\$475,001 - \$675,000	13	10.83%	0	7	5	1
\$675,001 and up	14	11.67%	3	3	6	2
Total New Listed Units	120		20	66	29	5
Total New Listed Volume	52,673,363	100%	6.11M	20.77M	17.51M	8.29M
Average New Listed Listing Price	\$249,945		\$305,383	\$314,725	\$603,650	\$1,657,600

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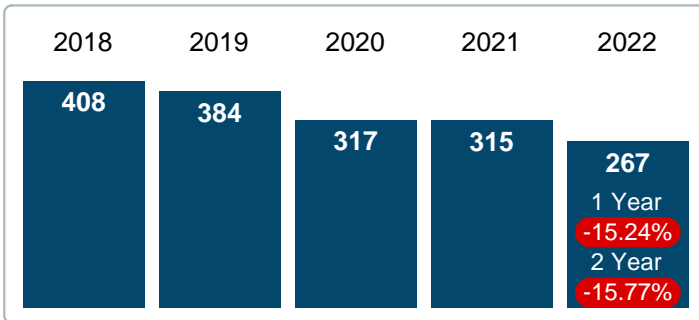
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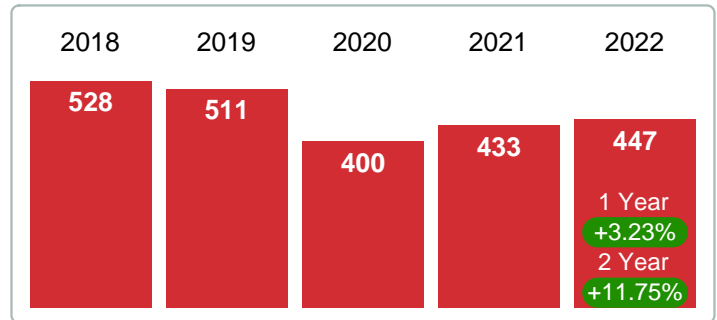
ACTIVE INVENTORY

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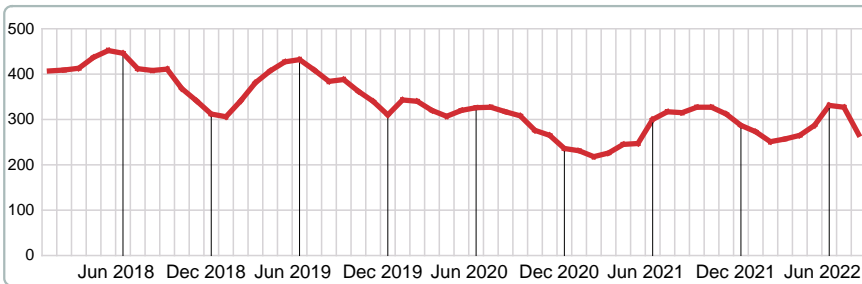
END OF AUGUST



ACTIVE DURING AUGUST

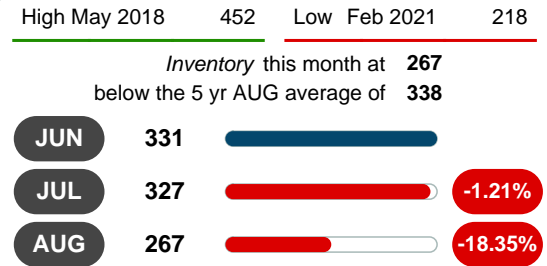


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 338



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	28	10.49%	162.4	14	13	0	1
\$125,001 - \$175,000	27	10.11%	146.0	7	15	5	0
\$175,001 - \$225,000	33	12.36%	55.9	4	21	8	0
\$225,001 - \$350,000	79	29.59%	64.1	4	49	23	3
\$350,001 - \$525,000	38	14.23%	60.1	2	21	12	3
\$525,001 - \$875,000	34	12.73%	61.7	1	16	13	4
\$875,001 and up	28	10.49%	90.3	4	8	10	6
Total Active Inventory by Units	267			36	143	71	17
Total Active Inventory by Volume	126,840,125	100%	83.5	10.16M	55.80M	43.60M	17.28M
Average Active Inventory Listing Price	\$475,057			\$282,226	\$390,210	\$614,121	\$1,016,312

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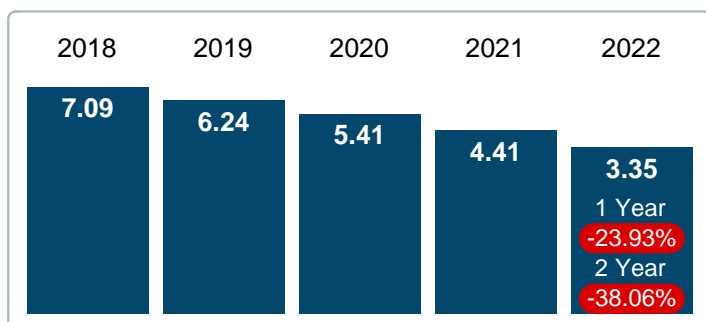
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



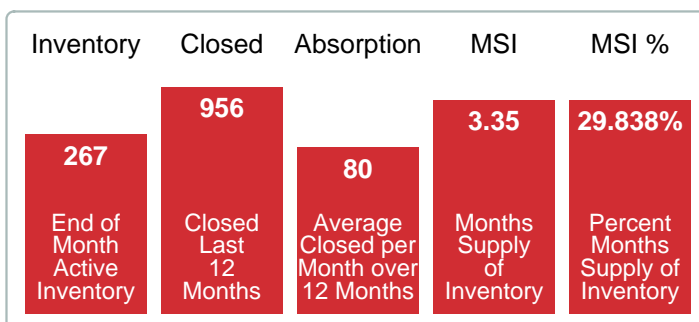
MONTHS SUPPLY of INVENTORY (MSI)

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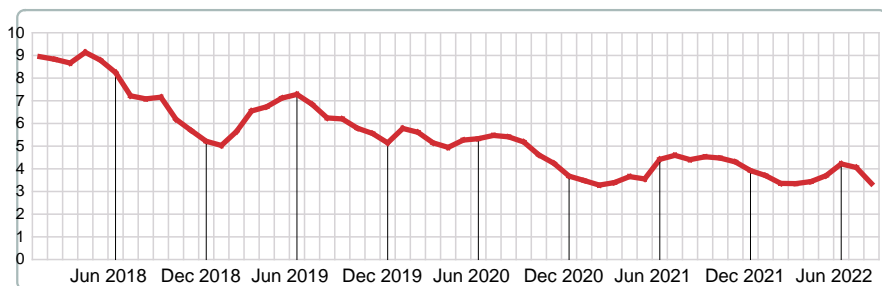
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

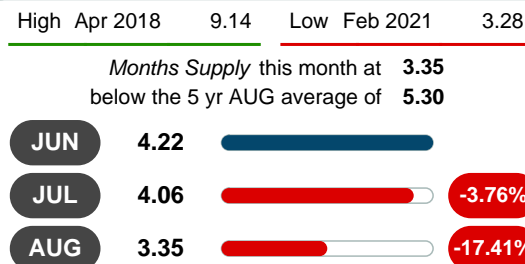


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.30



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
\$125,000 and less	28	10.49%	2.18	2.85	1.77	0.00	12.00
\$125,001 - \$175,000	27	10.11%	2.09	2.55	1.86	2.50	0.00
\$175,001 - \$225,000	33	12.36%	2.01	6.00	1.58	3.56	0.00
\$225,001 - \$350,000	79	29.59%	3.14	3.20	3.28	2.88	3.00
\$350,001 - \$525,000	38	14.23%	5.18	2.40	4.94	6.55	7.20
\$525,001 - \$875,000	34	12.73%	9.27	12.00	9.14	11.14	6.00
\$875,001 and up	28	10.49%	21.00	0.00	16.00	20.00	18.00
Market Supply of Inventory (MSI)			3.35	3.43	2.85	4.37	6.18
Total Active Inventory by Units		100%	3.35	36	143	71	17

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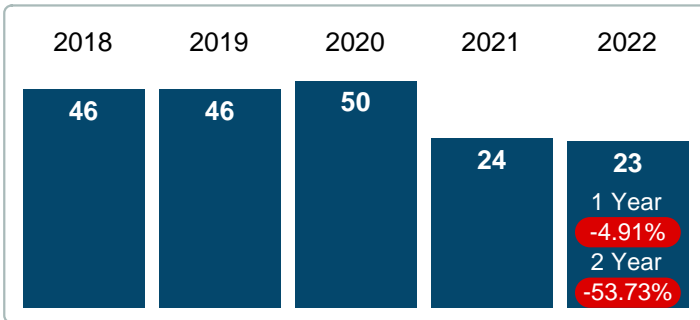
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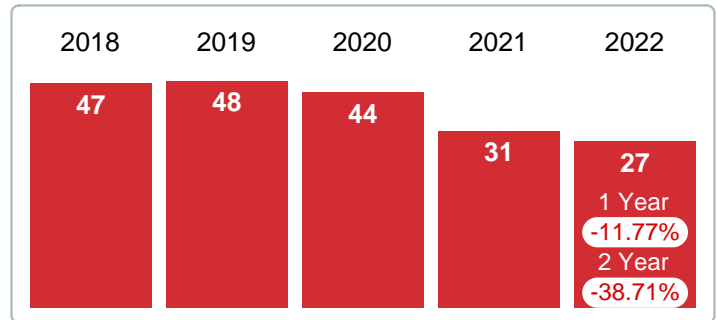
AVERAGE DAYS ON MARKET TO SALE

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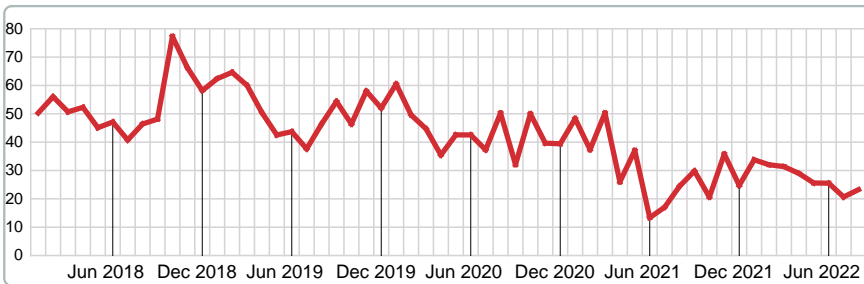
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 38

High Oct 2018 77 Low Jun 2021 13

Average Days on Market to Sale this month at 23 below the 5 yr AUG average of 38



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	6.98%	48	100	22	0	0
\$75,001 - \$125,000	10.47%	31	18	46	0	0
\$125,001 - \$200,000	18.60%	20	24	20	4	0
\$200,001 - \$225,000	15.12%	20	0	23	4	0
\$225,001 - \$275,000	20.93%	9	13	10	1	0
\$275,001 - \$375,000	16.28%	34	38	29	65	0
\$375,001 and up	11.63%	21	0	26	15	0
Average Closed DOM		23				
Total Closed Units	100%	23	15	59	12	0
Total Closed Volume		20,102,800	2.04M	14.30M	3.77M	0.00B

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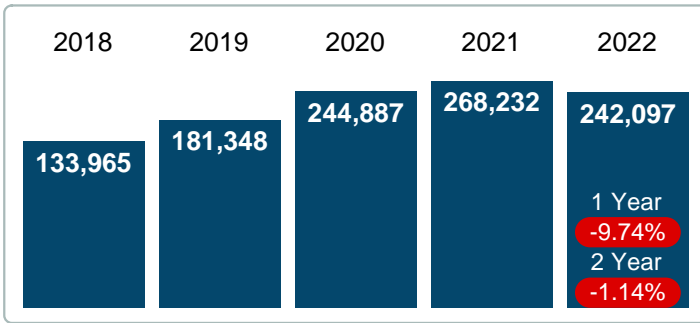
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



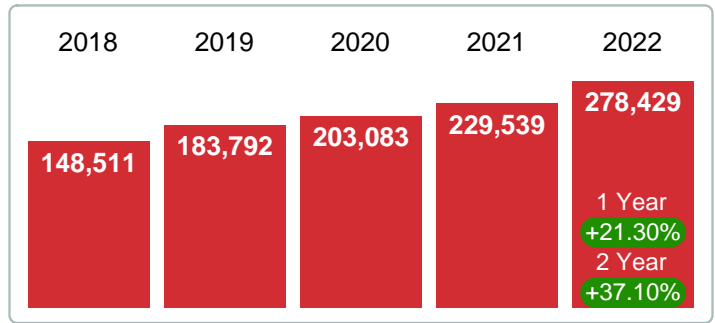
AVERAGE LIST PRICE AT CLOSING

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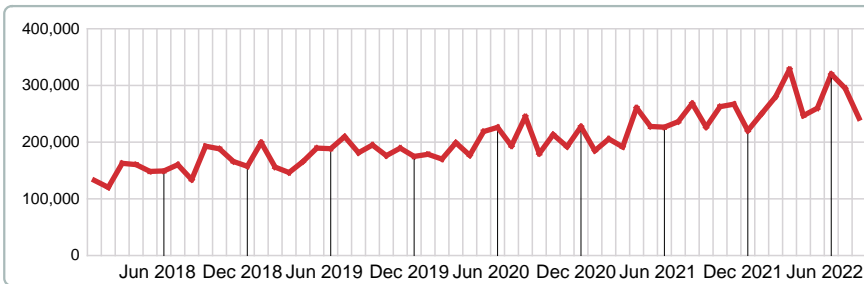
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

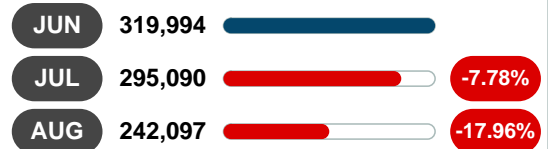


3 MONTHS

5 year AUG AVG = 214,106

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

Average List Price at Closing this month at **242,097**
above the 5 yr AUG average of **214,106**



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	5.81%	49,800	69,000	50,000	0	0
\$75,001 - \$125,000	10.47%	95,389	93,800	107,125	0	0
\$125,001 - \$200,000	16.28%	161,436	160,150	184,356	189,000	0
\$200,001 - \$225,000	16.28%	217,396	0	222,991	211,319	0
\$225,001 - \$275,000	23.26%	249,770	249,000	247,621	259,933	0
\$275,001 - \$375,000	15.12%	320,800	355,000	324,345	313,750	0
\$375,001 and up	12.79%	476,673	0	511,733	446,000	0
Average List Price		242,097	144,793	251,619	316,912	0
Total Closed Units	100%	242,097	15	59	12	0
Total Closed Volume		20,820,338	2.17M	14.85M	3.80M	0.00B

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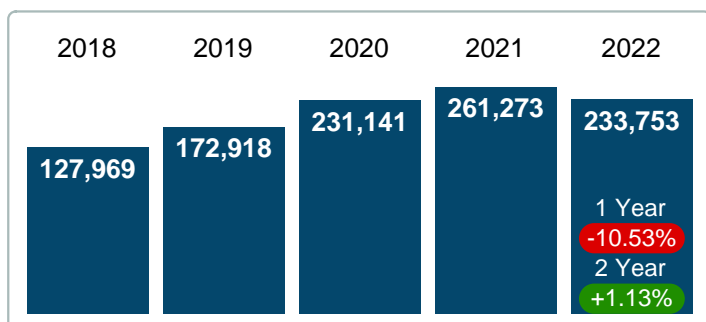
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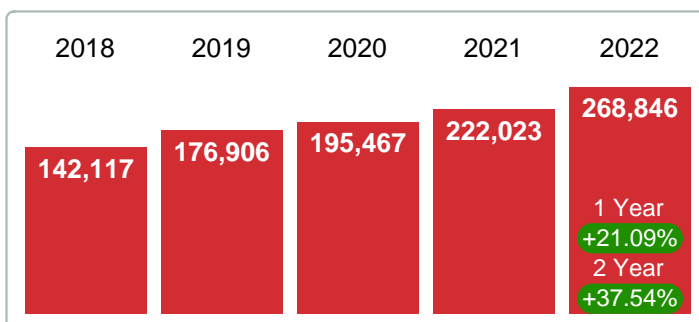
AVERAGE SOLD PRICE AT CLOSING

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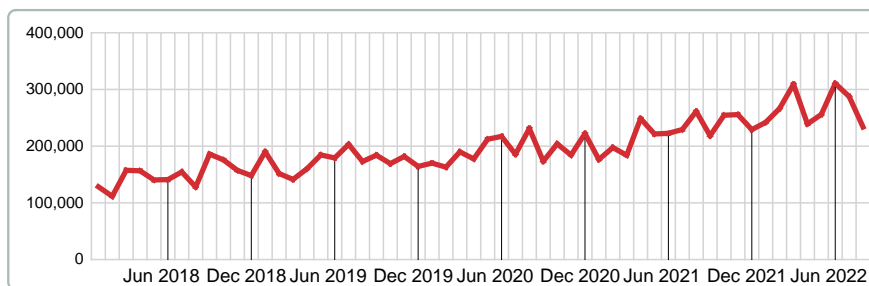
AUGUST



YEAR TO DATE (YTD)

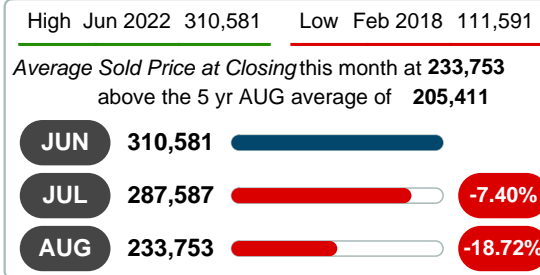


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 205,411



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	6.98%	43,333	45,000	42,500	0	0
\$75,001 - \$125,000	10.47%	92,389	87,900	98,000	0	0
\$125,001 - \$200,000	18.60%	166,119	153,667	171,878	189,000	0
\$200,001 - \$225,000	15.12%	214,108	0	214,864	209,950	0
\$225,001 - \$275,000	20.93%	247,506	249,000	244,379	261,600	0
\$275,001 - \$375,000	16.28%	316,179	335,000	316,727	303,750	0
\$375,001 and up	11.63%	468,840	0	486,400	442,500	0
Average Sold Price		233,753	135,700	242,307	314,267	0
Total Closed Units	100%	233,753	15	59	12	0
Total Closed Volume		20,102,800	2.04M	14.30M	3.77M	0.00B

August 2022



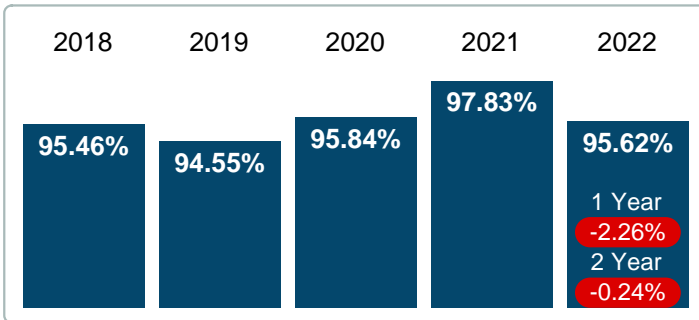
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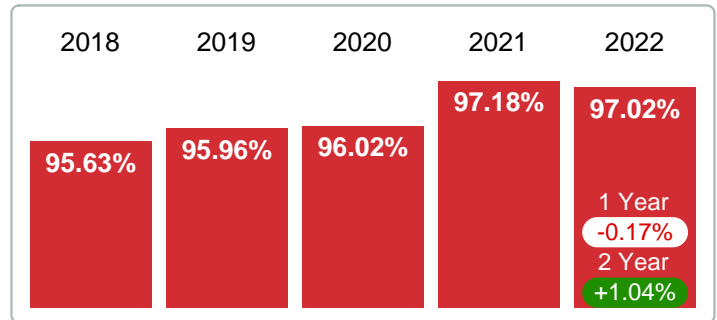
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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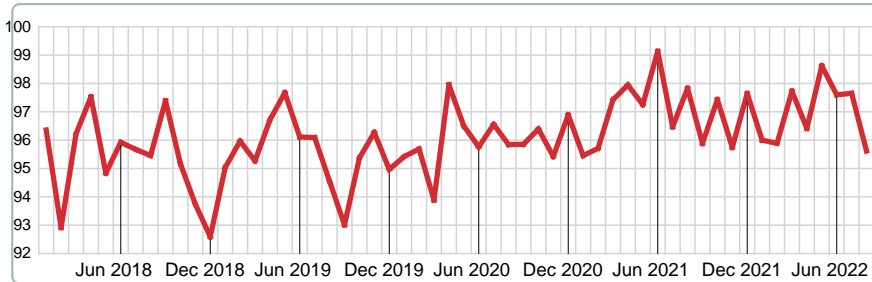
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

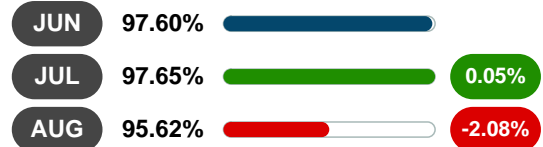


3 MONTHS

5 year AUG AVG = 95.86%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **95.62%** equal to 5 yr AUG average of **95.86%**



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	6	6.98%	80.67%	66.61%	87.70%	0.00%	0.00%
\$75,001 - \$125,000	9	10.47%	93.44%	95.15%	91.29%	0.00%	0.00%
\$125,001 - \$200,000	16	18.60%	95.10%	95.98%	93.98%	100.00%	0.00%
\$200,001 - \$225,000	13	15.12%	96.91%	0.00%	96.47%	99.34%	0.00%
\$225,001 - \$275,000	18	20.93%	99.14%	100.00%	98.75%	100.64%	0.00%
\$275,001 - \$375,000	14	16.28%	97.41%	94.37%	97.83%	96.64%	0.00%
\$375,001 and up	10	11.63%	96.83%	0.00%	95.16%	99.34%	0.00%
Average Sold/List Ratio		95.60%		91.95%	95.81%	99.27%	0.00%
Total Closed Units		86	100%	15	59	12	
Total Closed Volume		20,102,800		2.04M	14.30M	3.77M	0.00B

August 2022



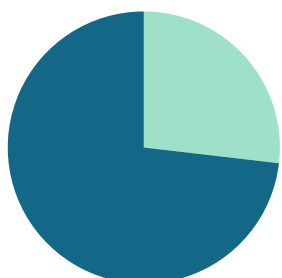
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

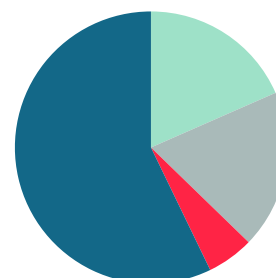


Inventory
 New Listings
120 = 26.85%
 Start Inventory
327
 Total Inventory Units
447
 Volume
\$183,782,228

Market Activity

Closed Sales
86 = 18.42%
 Pending Sales
88 = 18.84%
 Other Off Market
26 = 5.57%
 Active Inventory
267 = 57.17%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	97	86	-11.34%	566	644	13.78%
Pending Sales	87	88	1.15%	631	685	8.56%
New Listings	116	120	3.45%	762	962	26.25%
Average List Price	268,232	242,097	-9.74%	229,539	278,429	21.30%
Average Sale Price	261,273	233,753	-10.53%	222,023	268,846	21.09%
Average Percent of Selling Price to List Price	97.83%	95.62%	-2.26%	97.18%	97.02%	-0.17%
Average Days on Market to Sale	24.44	23.24	-4.91%	30.65	27.04	-11.77%
Monthly Inventory	315	267	-15.24%	315	267	-15.24%
Months Supply of Inventory	4.41	3.35	-23.93%	4.41	3.35	-23.93%

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

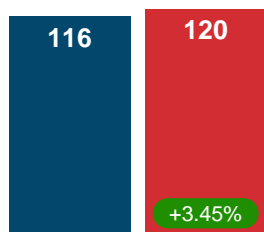
Inventory on August 31, 2022 = **267**

2021 **2022**

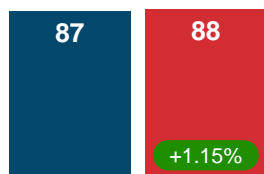
AUGUST MARKET

AVERAGE PRICES

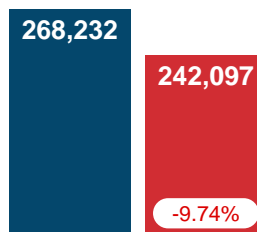
New Listings



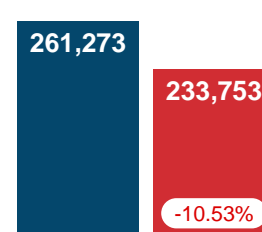
Pending Listings



List Price



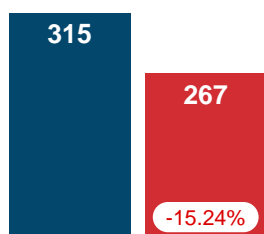
Sale Price



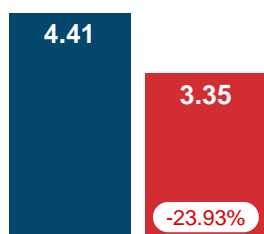
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

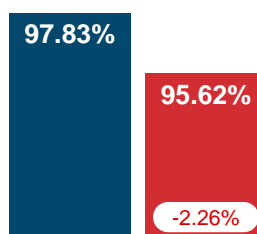
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

