

February 2022



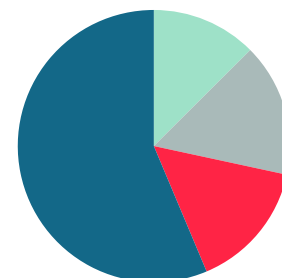
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	82	87	6.10%
Pending Listings	70	110	57.14%
New Listings	97	166	71.13%
Average List Price	172,088	258,478	50.20%
Average Sale Price	165,552	245,272	48.15%
Average Percent of Selling Price to List Price	94.91%	95.24%	0.34%
Average Days on Market to Sale	50.13	34.72	-30.74%
End of Month Inventory	505	391	-22.57%
Months Supply of Inventory	5.24	3.61	-31.15%



■ Closed (12.54%)
■ Pending (15.85%)
■ Other OffMarket (15.27%)
■ Active (56.34%)

Absorption: Last 12 months, an Average of **108** Sales/Month
Active Inventory as of February 28, 2022 = **391**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **22.57%** to 391 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 **3.61** 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 **48.15%** in February 2022 to \$245,272 versus the previous year at \$165,552.

Average Days on Market Shortens

The average number of **34.72** days that homes spent on the market before selling decreased by 15.41 days or **30.74%** in February 2022 compared to last year's same month at **50.13** DOM.

Sales Success for February 2022 is Positive

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

There were 166 New Listings in February 2022, up **71.13%** from last year at 97. Furthermore, there were 87 Closed Listings this month versus last year at 82, a **6.10%** increase.

Closed versus Listed trends yielded a **52.4%** ratio, down from previous year's, February 2021, at **84.5%**, a **38.00%** 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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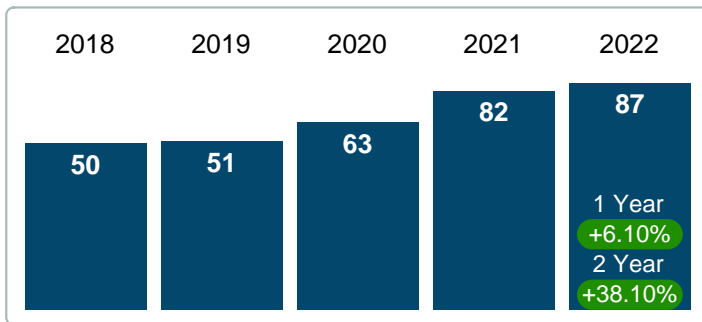
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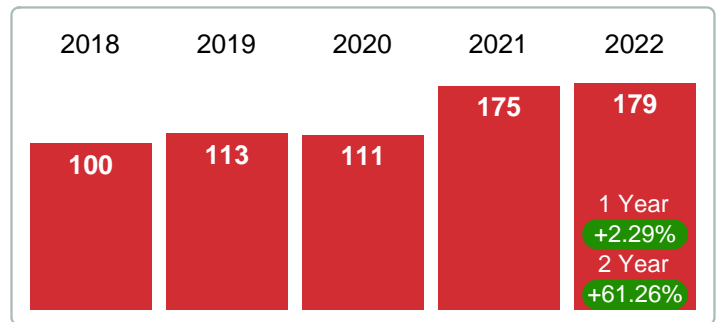
CLOSED LISTINGS

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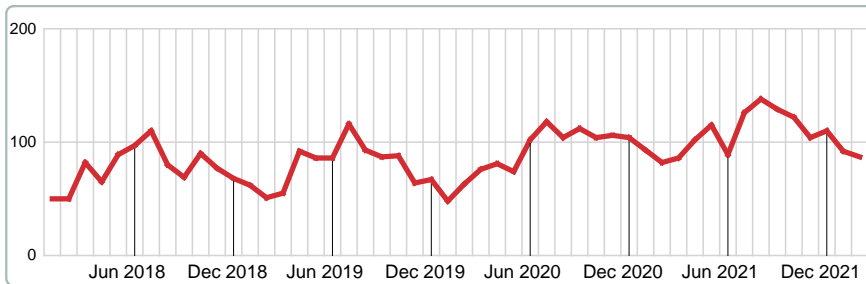
FEBRUARY



YEAR TO DATE (YTD)

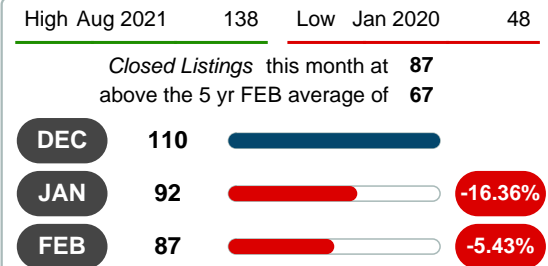


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 67



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	4	4.60%	39.5	4	0	0	0
\$25,001 - \$100,000	14	16.09%	35.4	9	5	0	0
\$100,001 - \$175,000	17	19.54%	40.9	9	5	2	1
\$175,001 - \$250,000	22	25.29%	15.0	5	13	4	0
\$250,001 - \$300,000	8	9.20%	41.0	2	3	3	0
\$300,001 - \$475,000	13	14.94%	56.8	3	5	4	1
\$475,001 and up	9	10.34%	30.7	3	5	1	0
Total Closed Units	87			35	36	14	2
Total Closed Volume	21,338,665	100%	34.7	6.39M	9.99M	4.36M	598.00K
Average Closed Price	\$245,272			\$182,603	\$277,388	\$311,686	\$299,000

February 2022



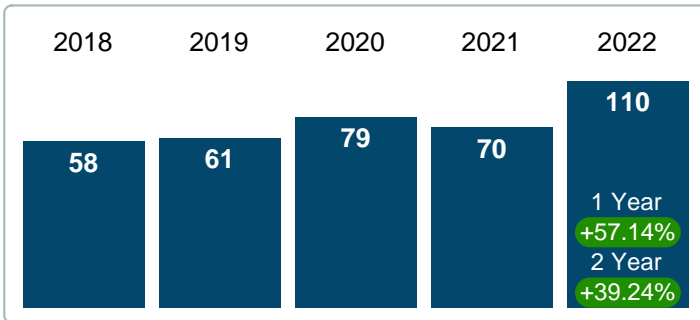
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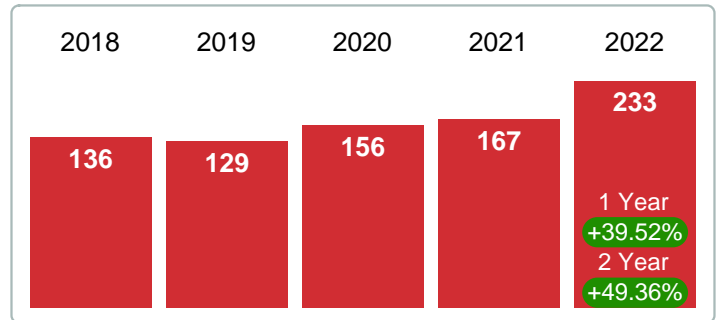
PENDING LISTINGS

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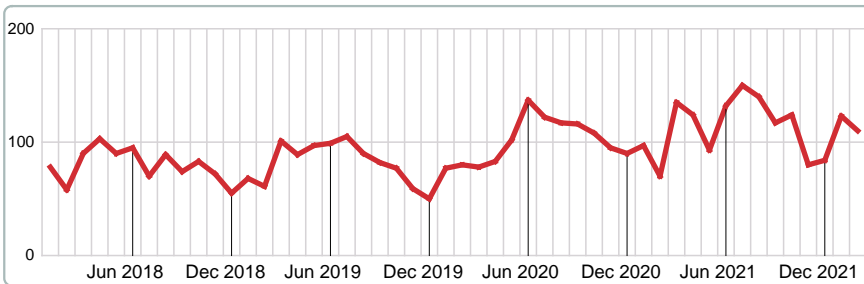
FEBRUARY



YEAR TO DATE (YTD)

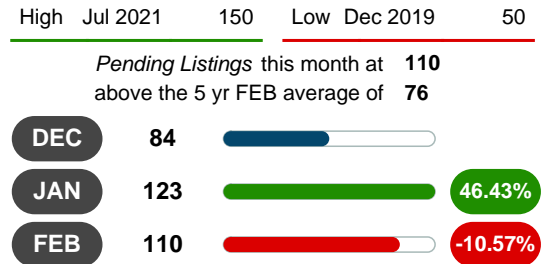


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 76



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.82%	29.0	2	0	0	0
\$25,001 - \$75,000	21	19.09%	70.5	19	2	0	0
\$75,001 - \$150,000	17	15.45%	52.5	11	5	1	0
\$150,001 - \$225,000	22	20.00%	36.9	6	13	2	1
\$225,001 - \$300,000	22	20.00%	33.3	2	15	4	1
\$300,001 - \$500,000	16	14.55%	71.0	8	6	2	0
\$500,001 and up	10	9.09%	59.2	4	3	1	2
Total Pending Units	110			52	44	10	4
Total Pending Volume	32,942,422	100%	18.2	11.48M	11.84M	3.61M	6.01M
Average Listing Price	\$310,339			\$220,758	\$269,152	\$361,141	\$1,502,225

February 2022



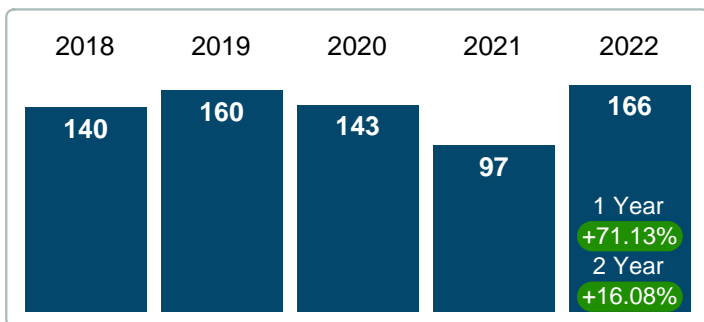
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



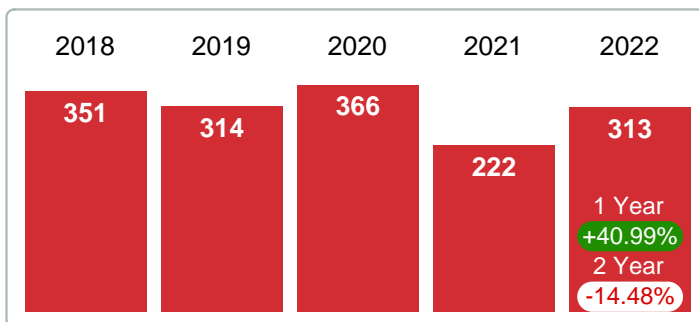
NEW LISTINGS

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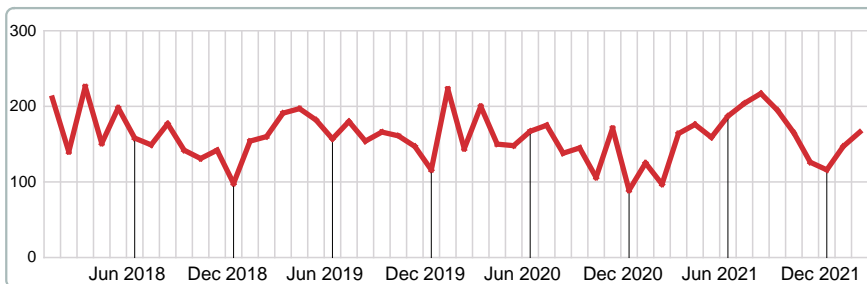
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 141

High Mar 2018 226 Low Dec 2020 89

New Listings this month at **166**
above the 5 yr FEB average of **141**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	3.61%	6	0	0	0
\$25,001 - \$50,000	24	14.46%	24	0	0	0
\$50,001 - \$125,000	28	16.87%	22	6	0	0
\$125,001 - \$225,000	38	22.89%	18	12	6	2
\$225,001 - \$350,000	31	18.67%	8	14	8	1
\$350,001 - \$775,000	22	13.25%	10	4	6	2
\$775,001 and up	17	10.24%	4	3	6	4
Total New Listed Units	166		92	39	26	9
Total New Listed Volume	57,257,687	100%	20.91M	11.46M	16.75M	8.15M
Average New Listed Listing Price	\$333,978		\$227,231	\$293,745	\$644,250	\$905,100

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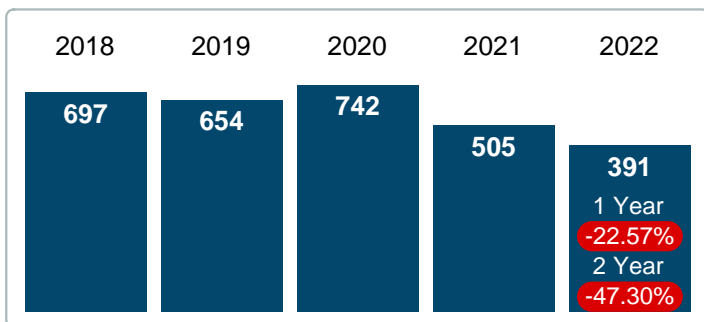
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



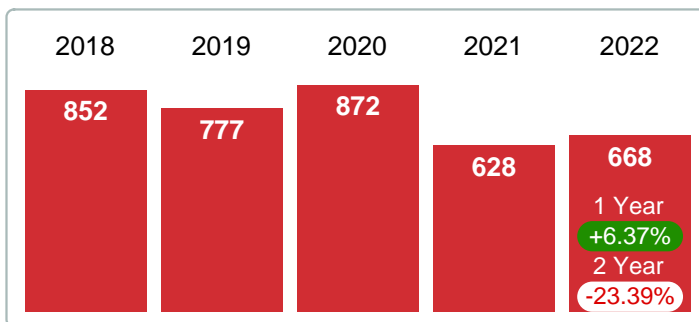
ACTIVE INVENTORY

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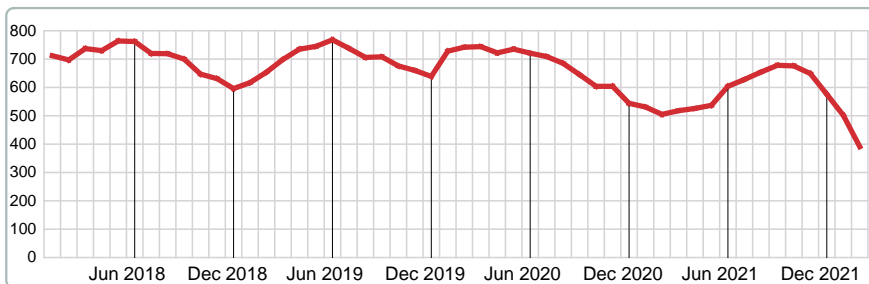
END OF FEBRUARY



ACTIVE DURING FEBRUARY

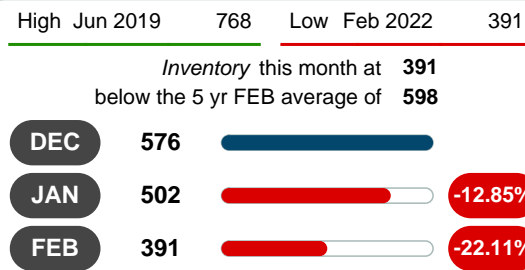


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 598



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	26	6.65%	72.3	26	0	0	0
\$25,001 - \$50,000	56	14.32%	161.4	54	2	0	0
\$50,001 - \$125,000	59	15.09%	97.1	54	5	0	0
\$125,001 - \$275,000	107	27.37%	105.7	48	39	18	2
\$275,001 - \$400,000	56	14.32%	101.1	31	15	9	1
\$400,001 - \$800,000	48	12.28%	101.6	29	8	9	2
\$800,001 and up	39	9.97%	120.0	21	5	8	5
Total Active Inventory by Units	391			263	74	44	10
Total Active Inventory by Volume	151,146,551	100%	110.4	81.57M	28.69M	27.52M	13.37M
Average Active Inventory Listing Price	\$386,564			\$310,148	\$387,725	\$625,434	\$1,336,700

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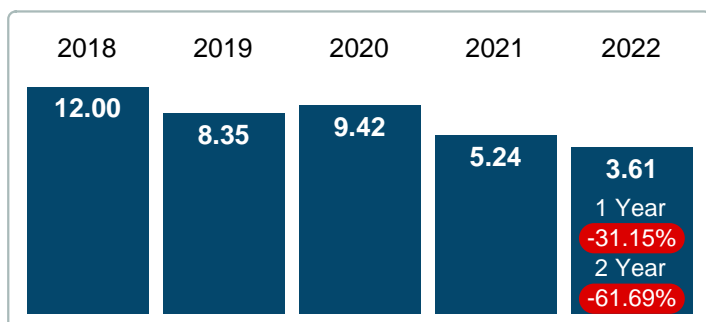
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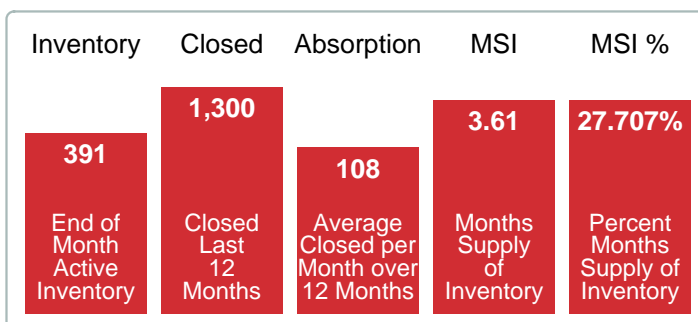
MONTHS SUPPLY of INVENTORY (MSI)

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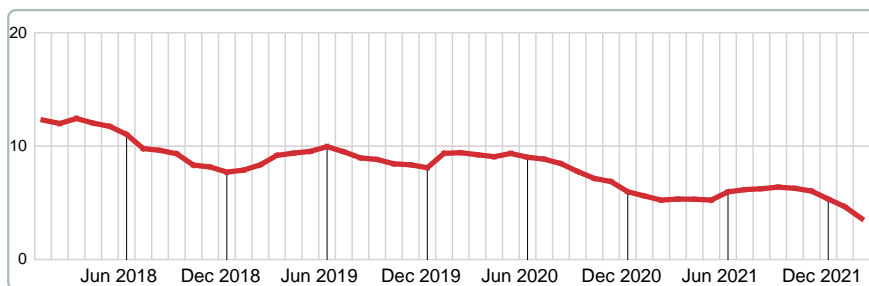
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

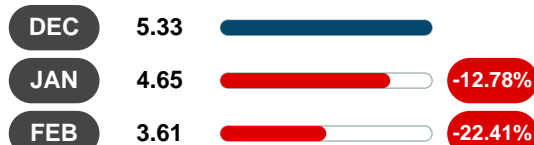


3 MONTHS

5 year FEB AVG = 7.72

High Mar 2018 12.44 Low Feb 2022 3.61

Months Supply this month at 3.61
below the 5 yr FEB average of 7.72



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	26	6.65%	3.35	3.55	0.00	0.00	0.00
\$25,001 - \$50,000	56	14.32%	6.28	6.82	2.40	0.00	0.00
\$50,001 - \$125,000	59	15.09%	2.78	4.24	0.67	0.00	0.00
\$125,001 - \$275,000	107	27.37%	2.30	5.49	1.33	2.45	2.00
\$275,001 - \$400,000	56	14.32%	4.00	11.63	2.40	2.12	1.20
\$400,001 - \$800,000	48	12.28%	5.65	9.41	2.82	6.75	1.60
\$800,001 and up	39	9.97%	27.53	50.40	8.57	48.00	20.00
Market Supply of Inventory (MSI)			3.61	6.13	1.55	3.11	2.86
Total Active Inventory by Units		100%	391	263	74	44	10

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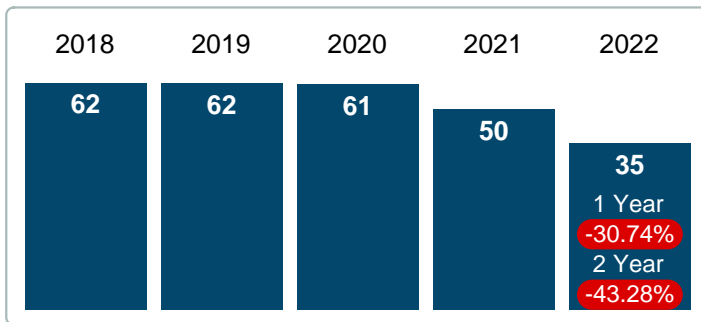
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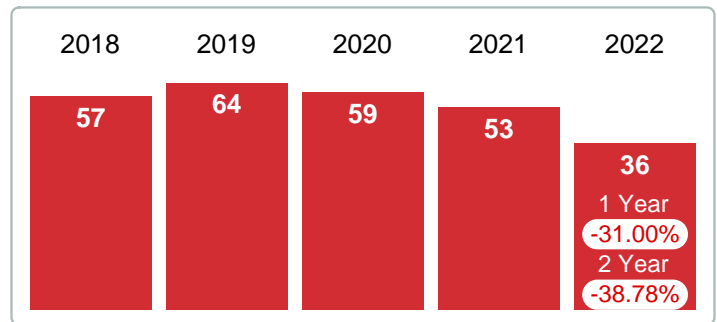
AVERAGE DAYS ON MARKET TO SALE

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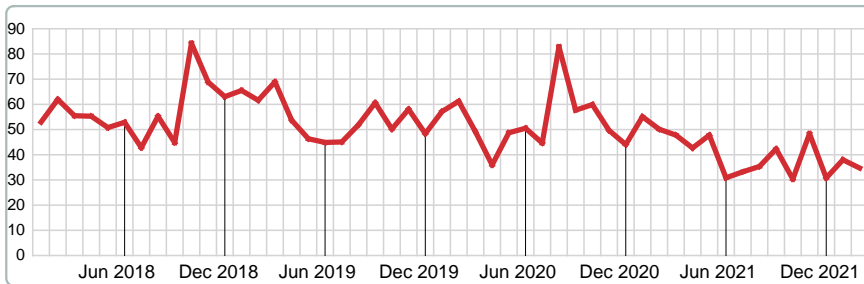
FEBRUARY



YEAR TO DATE (YTD)

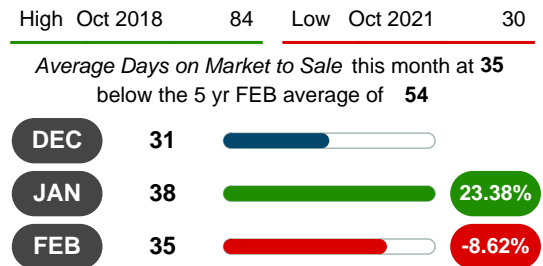


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 54



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	4.60%	40	40	0	0	0
\$25,001 - \$100,000	16.09%	35	52	5	0	0
\$100,001 - \$175,000	19.54%	41	43	47	36	1
\$175,001 - \$250,000	25.29%	15	20	16	6	0
\$250,001 - \$300,000	9.20%	41	56	12	61	0
\$300,001 - \$475,000	14.94%	57	36	74	44	81
\$475,001 and up	10.34%	31	59	4	80	0
Average Closed DOM		35	43	25	38	41
Total Closed Units	100%	87	35	36	14	2
Total Closed Volume		21,338,665	6.39M	9.99M	4.36M	598.00K

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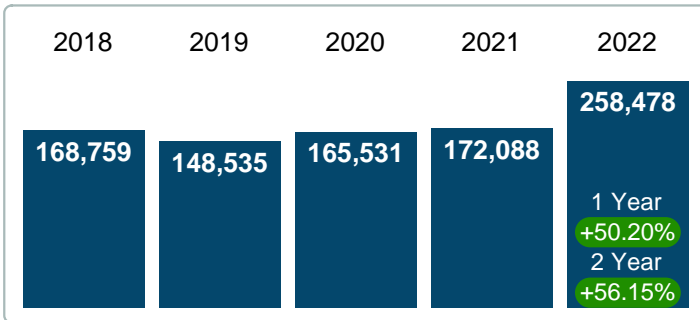
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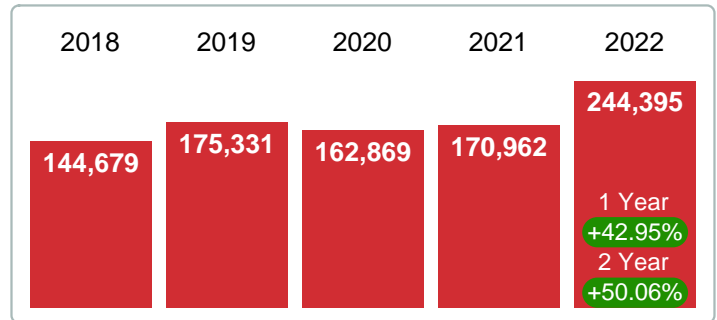
AVERAGE LIST PRICE AT CLOSING

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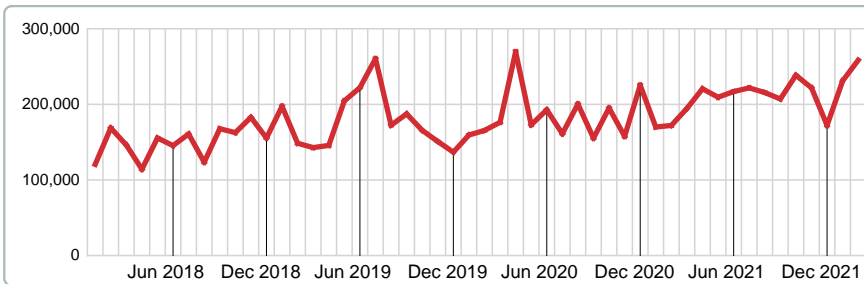
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

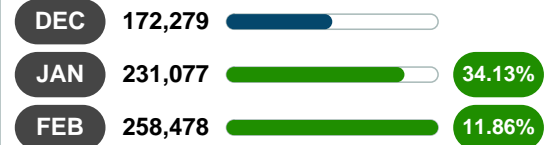


3 MONTHS

5 year FEB AVG = 182,678

High Apr 2020 269,566 Low Apr 2018 114,189

Average List Price at Closing this month at **258,478**
above the 5 yr FEB average of **182,678**



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	3.45%	25,000	35,000	0	0	0
\$25,001 - \$100,000	16.09%	63,207	54,044	90,700	0	0
\$100,001 - \$175,000	17.24%	152,087	152,656	169,700	181,500	158,900
\$175,001 - \$250,000	27.59%	219,272	233,325	217,115	235,245	0
\$250,001 - \$300,000	10.34%	279,831	280,000	279,667	289,633	0
\$300,001 - \$475,000	13.79%	366,941	412,133	372,601	333,473	529,999
\$475,001 and up	11.49%	706,208	603,333	708,016	1,152,000	0
Average List Price		258,478	193,524	287,961	332,769	344,450
Total Closed Units	100%	258,478	35	36	14	2
Total Closed Volume		22,487,579	6.77M	10.37M	4.66M	688.90K

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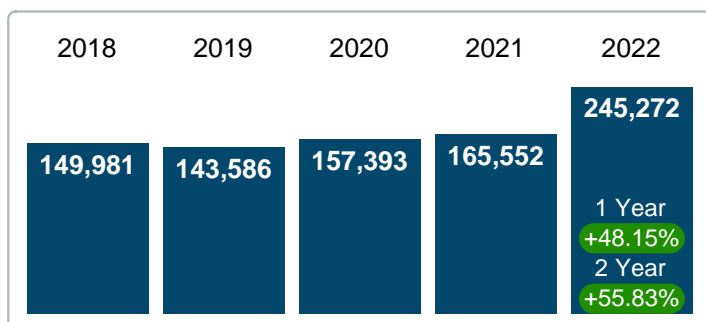
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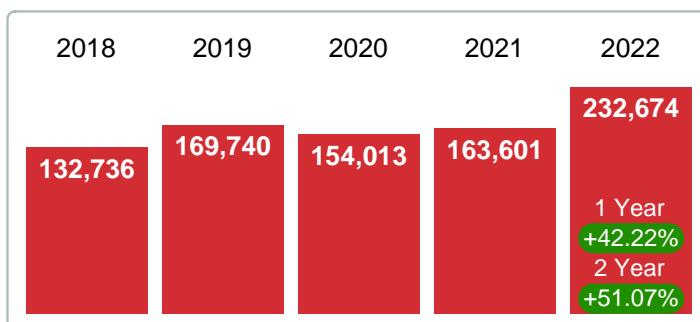
AVERAGE SOLD PRICE AT CLOSING

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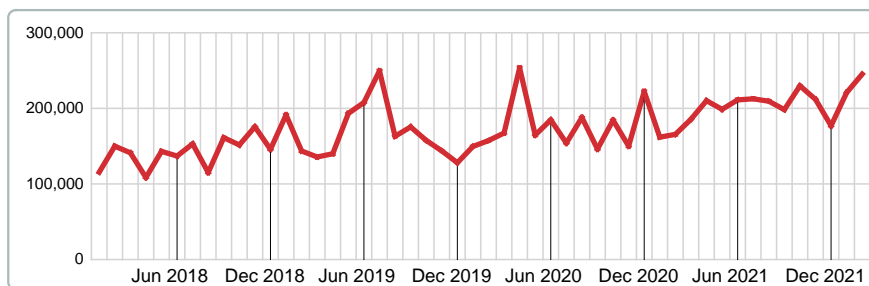
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

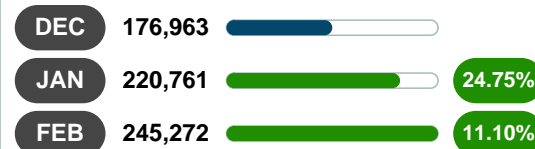


3 MONTHS

5 year FEB AVG = 172,357

High Apr 2020 253,516 Low Apr 2018 108,518

Average Sold Price at Closing this month at **245,272** above the 5 yr FEB average of **172,357**



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	4.60%	25,000	25,000	0	0	0
\$25,001 - \$100,000	16.09%	60,836	49,133	81,900	0	0
\$100,001 - \$175,000	19.54%	151,294	145,111	159,200	173,500	123,000
\$175,001 - \$250,000	25.29%	220,534	223,600	216,673	229,250	0
\$250,001 - \$300,000	9.20%	285,000	275,000	287,667	289,000	0
\$300,001 - \$475,000	14.94%	370,701	395,800	364,821	333,153	475,000
\$475,001 and up	10.34%	651,567	562,500	655,320	900,000	0
Average Sold Price		245,272	182,603	277,388	311,686	299,000
Total Closed Units	100%	245,272	35	36	14	2
Total Closed Volume		21,338,665	6.39M	9.99M	4.36M	598.00K

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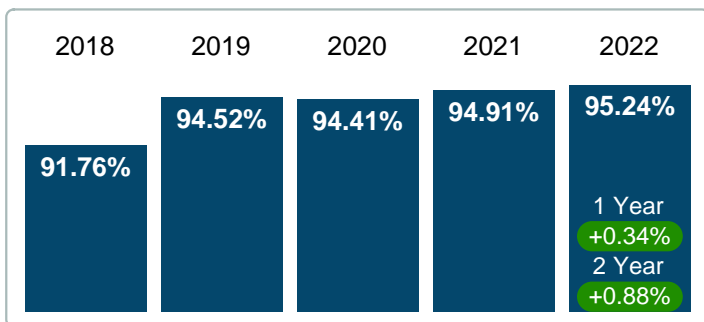
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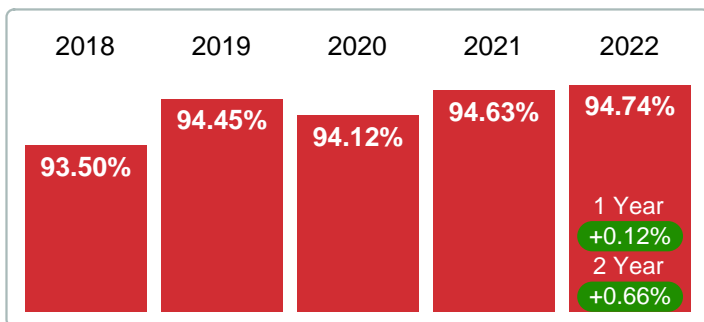
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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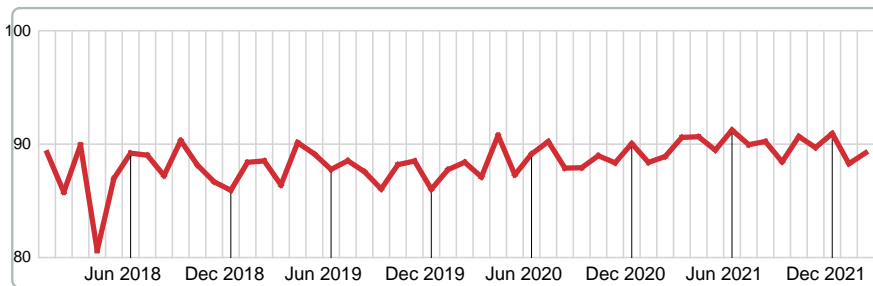
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

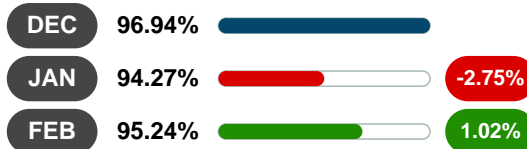


3 MONTHS

5 year FEB AVG = 94.17%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **95.24%**
above the 5 yr FEB average of **94.17%**



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	4	4.60%	84.62%	84.62%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	14	16.09%	91.51%	91.80%	90.99%	0.00%	0.00%
\$100,001 - \$175,000	17	19.54%	94.06%	95.50%	94.12%	95.72%	77.41%
\$175,001 - \$250,000	22	25.29%	98.47%	95.79%	99.74%	97.69%	0.00%
\$250,001 - \$300,000	8	9.20%	100.58%	98.25%	102.96%	99.77%	0.00%
\$300,001 - \$475,000	13	14.94%	97.51%	96.11%	97.93%	99.99%	89.62%
\$475,001 and up	9	10.34%	92.03%	93.65%	93.84%	78.13%	0.00%
Average Sold/List Ratio		95.20%		93.40%	96.94%	97.11%	83.51%
Total Closed Units		87	100%	35	36	14	2
Total Closed Volume		21,338,665		6.39M	9.99M	4.36M	598.00K

February 2022



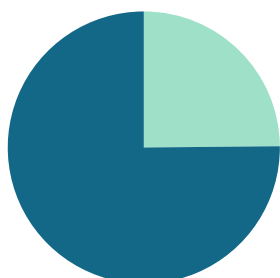
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

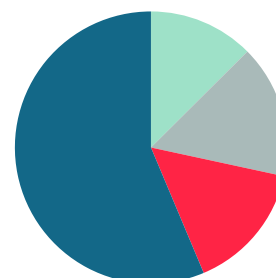


Inventory
 New Listings
166 = 24.85%
 Start Inventory
502
 Total Inventory Units
668
 Volume
\$231,096,164

Market Activity

Closed Sales
87 = 12.54%
 Pending Sales
110 = 15.85%
 Other Off Market
106 = 15.27%
 Active Inventory
391 = 56.34%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	82	87	6.10%	175	179	2.29%
Pending Sales	70	110	57.14%	167	233	39.52%
New Listings	97	166	71.13%	222	313	40.99%
Average List Price	172,088	258,478	50.20%	170,962	244,395	42.95%
Average Sale Price	165,552	245,272	48.15%	163,601	232,674	42.22%
Average Percent of Selling Price to List Price	94.91%	95.24%	0.34%	94.63%	94.74%	0.12%
Average Days on Market to Sale	50.13	34.72	-30.74%	52.77	36.41	-31.00%
Monthly Inventory	505	391	-22.57%	505	391	-22.57%
Months Supply of Inventory	5.24	3.61	-31.15%	5.24	3.61	-31.15%

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

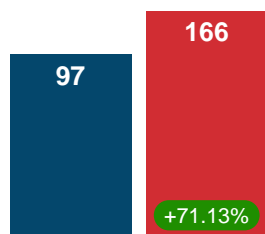
Inventory on February 28, 2022 = **391**

2021 **2022**

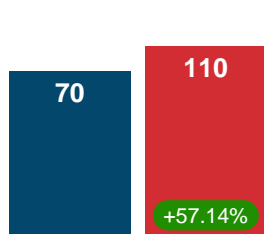
FEBRUARY MARKET

AVERAGE PRICES

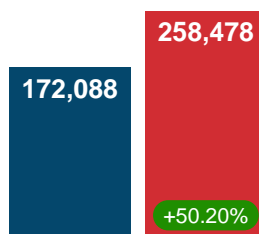
New Listings



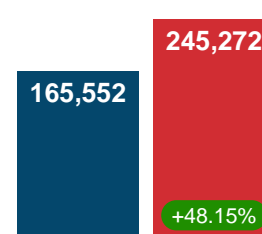
Pending Listings



List Price



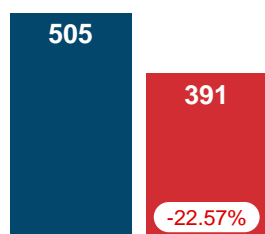
Sale Price



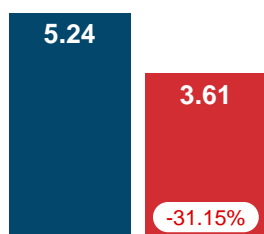
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

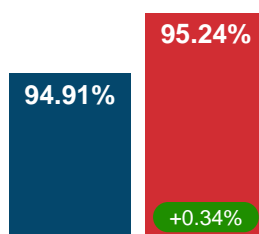
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

