

# January 2022



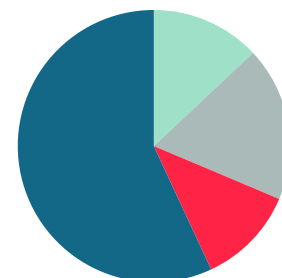
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	93	92	-1.08%
Pending Listings	97	130	34.02%
New Listings	125	147	17.60%
Average List Price	169,969	231,077	35.95%
Average Sale Price	161,881	220,761	36.37%
Average Percent of Selling Price to List Price	94.39%	94.27%	-0.12%
Average Days on Market to Sale	55.09	38.00	-31.02%
End of Month Inventory	531	403	-24.11%
Months Supply of Inventory	5.60	3.73	-33.37%



■ Closed (12.99%)  
■ Pending (18.36%)  
■ Other OffMarket (11.72%)  
■ Active (56.92%)

**Absorption:** Last 12 months, an Average of **108** Sales/Month  
**Active Inventory** as of January 31, 2022 = **403**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **24.11%** to 403 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 **3.73** 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 **36.37%** in January 2022 to \$220,761 versus the previous year at \$161,881.

#### Average Days on Market Shortens

The average number of **38.00** days that homes spent on the market before selling decreased by 17.09 days or **31.02%** in January 2022 compared to last year's same month at **55.09** DOM.

#### Sales Success for January 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 147 New Listings in January 2022, up **17.60%** from last year at 125. Furthermore, there were 92 Closed Listings this month versus last year at 93, a **-1.08%** decrease.

Closed versus Listed trends yielded a **62.6%** ratio, down from previous year's, January 2021, at **74.4%**, a **15.88%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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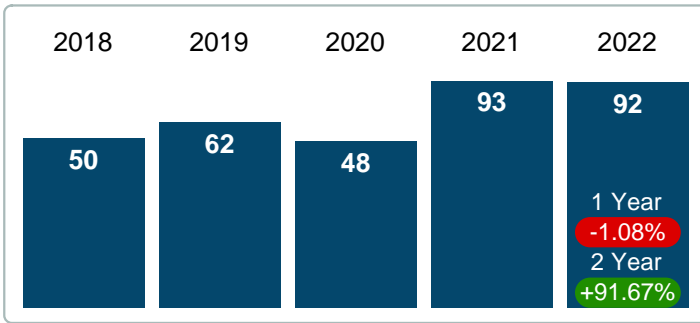
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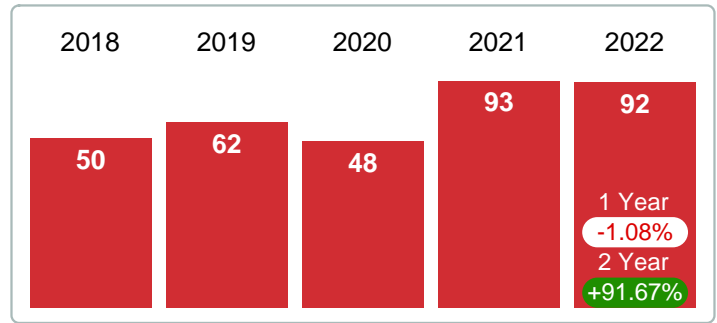
## CLOSED LISTINGS

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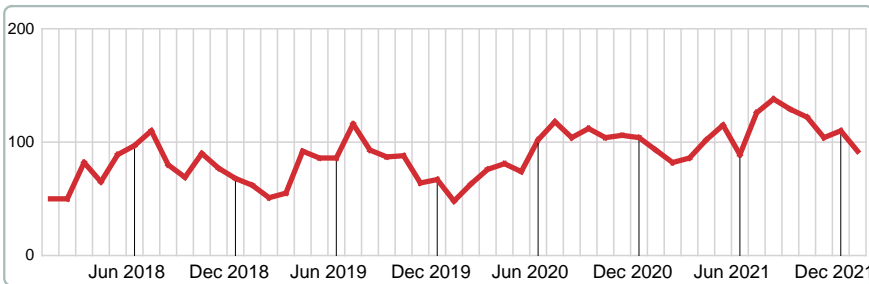
### JANUARY



### YEAR TO DATE (YTD)

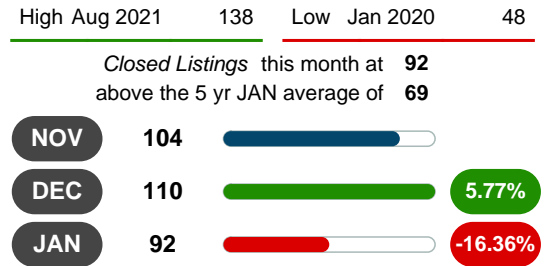


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 69



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.78%	30.8	9	0	0	0
\$50,001 - \$100,000	13	14.13%	36.9	8	5	0	0
\$100,001 - \$150,000	11	11.96%	37.4	4	7	0	0
\$150,001 - \$225,000	24	26.09%	27.6	3	19	1	1
\$225,001 - \$300,000	13	14.13%	24.2	1	6	5	1
\$300,001 - \$375,000	10	10.87%	64.1	1	6	1	2
\$375,001 and up	12	13.04%	59.1	5	6	1	0
<b>Total Closed Units</b>	<b>92</b>			<b>31</b>	<b>49</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>20,309,991</b>	<b>100%</b>	<b>38.0</b>	<b>5.23M</b>	<b>11.40M</b>	<b>2.55M</b>	<b>1.13M</b>
<b>Average Closed Price</b>	<b>\$220,761</b>			<b>\$168,650</b>	<b>\$232,578</b>	<b>\$319,313</b>	<b>\$282,750</b>

# January 2022



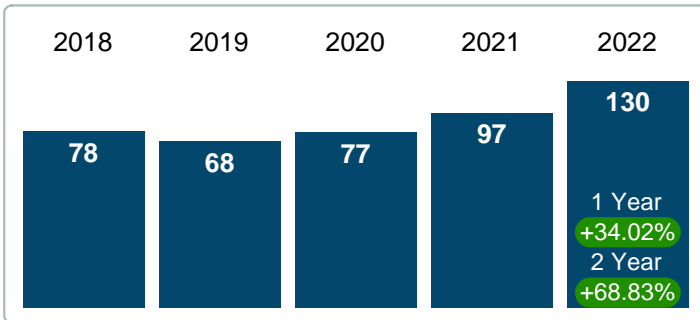
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



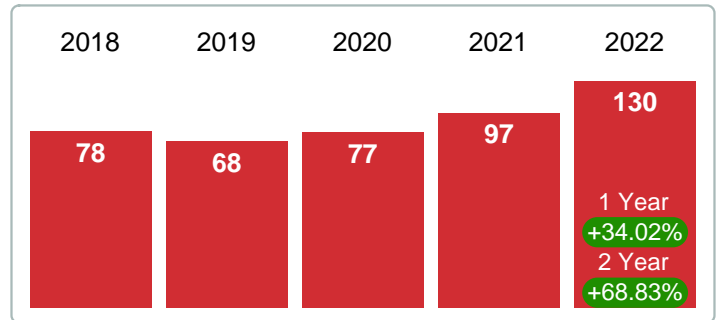
## PENDING LISTINGS

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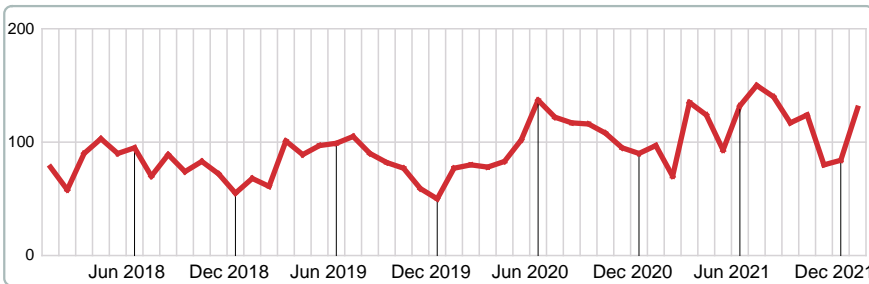
### JANUARY



### YEAR TO DATE (YTD)

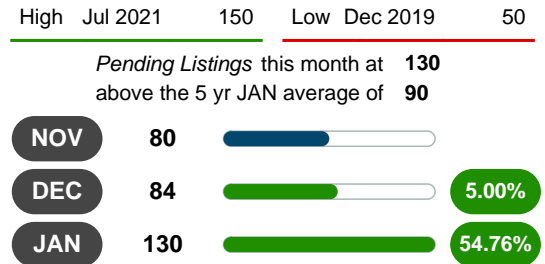


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 90



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	10.77%	45.6	13	1	0	0
\$50,001 - \$75,000	9	6.92%	47.2	7	2	0	0
\$75,001 - \$150,000	25	19.23%	59.8	10	10	4	1
\$150,001 - \$250,000	36	27.69%	41.4	9	20	6	1
\$250,001 - \$300,000	11	8.46%	42.2	2	5	3	1
\$300,001 - \$525,000	22	16.92%	76.0	6	9	7	0
\$525,001 and up	13	10.00%	87.8	4	4	3	2
<b>Total Pending Units</b>	<b>130</b>			<b>51</b>	<b>51</b>	<b>23</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>34,235,228</b>	<b>100%</b>	<b>30.1</b>	<b>9.50M</b>	<b>13.18M</b>	<b>9.65M</b>	<b>1.90M</b>
<b>Average Listing Price</b>	<b>\$226,786</b>			<b>\$186,279</b>	<b>\$258,504</b>	<b>\$419,717</b>	<b>\$379,560</b>

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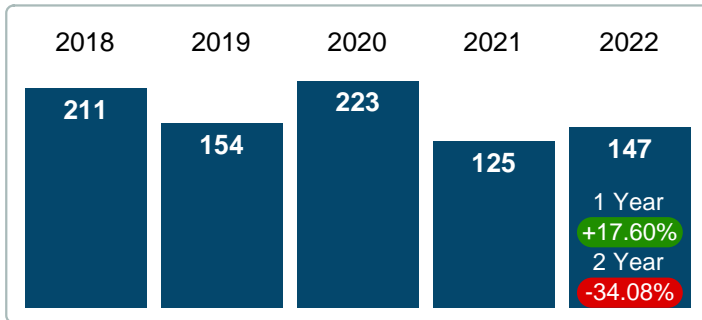
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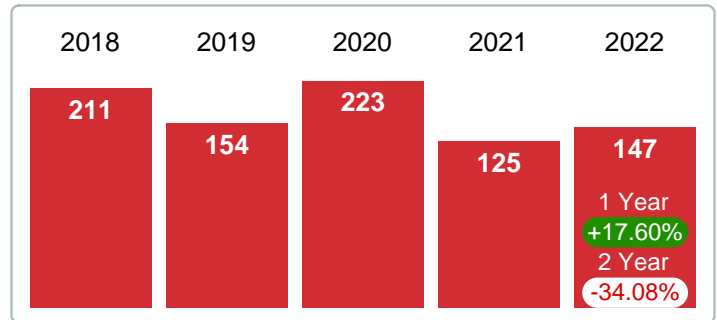
## NEW LISTINGS

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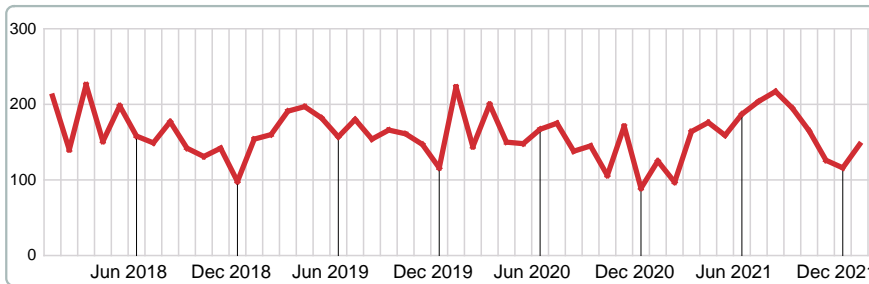
### JANUARY



### YEAR TO DATE (YTD)

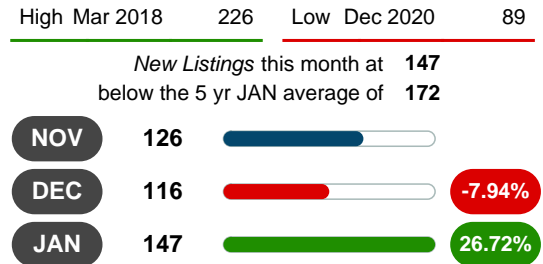


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 172



### 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	15	10.20%	15	0	0	0
\$25,001 - \$50,000	12	8.16%	11	1	0	0
\$50,001 - \$150,000	36	24.49%	21	12	3	0
\$150,001 - \$200,000	23	15.65%	11	10	2	0
\$200,001 - \$275,000	27	18.37%	2	17	6	2
\$275,001 - \$525,000	20	13.61%	7	7	6	0
\$525,001 and up	14	9.52%	5	5	3	1
<b>Total New Listed Units</b>	<b>147</b>		<b>72</b>	<b>52</b>	<b>20</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>39,190,334</b>	<b>100%</b>	<b>12.25M</b>	<b>15.18M</b>	<b>7.76M</b>	<b>4.00M</b>
<b>Average New Listed Listing Price</b>	<b>\$195,071</b>		<b>\$170,177</b>	<b>\$291,938</b>	<b>\$387,840</b>	<b>\$1,333,333</b>

# January 2022



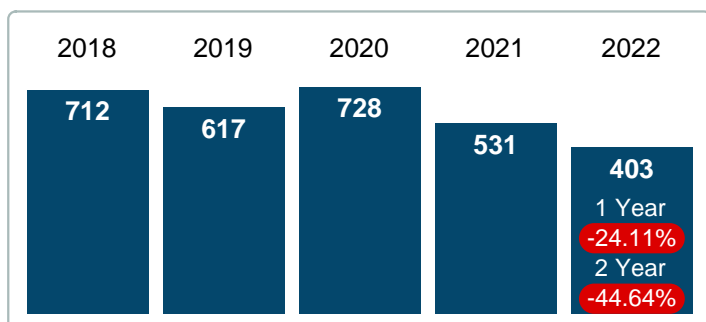
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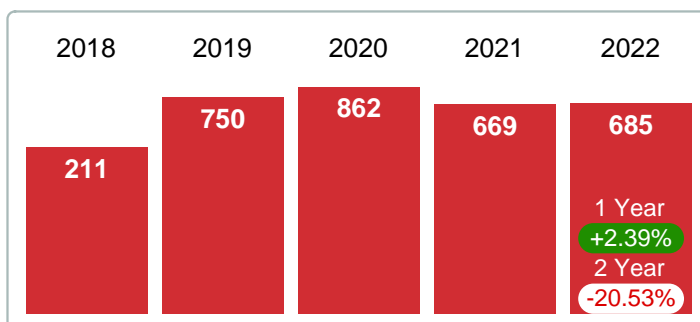
## ACTIVE INVENTORY

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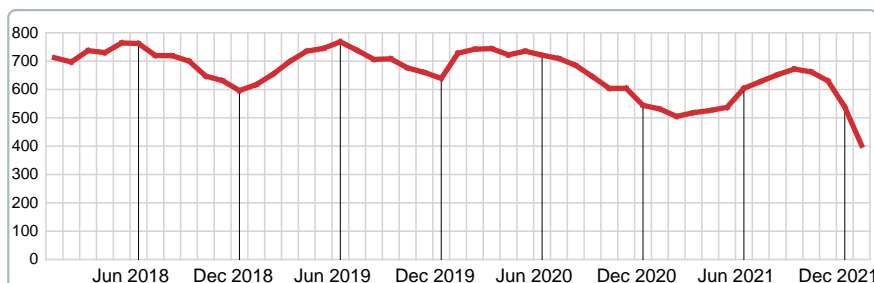
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

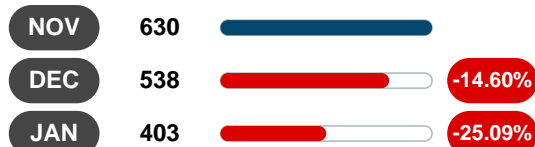


### 3 MONTHS

5 year JAN AVG = 598

High Jun 2019 768 Low Jan 2022 403

Inventory this month at **403**  
below the 5 yr JAN average of **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	23	5.71%	70.5	23	0	0	0
\$25,001 - \$50,000	57	14.14%	202.2	55	2	0	0
\$50,001 - \$125,000	71	17.62%	115.2	64	6	1	0
\$125,001 - \$250,000	99	24.57%	101.5	44	40	14	1
\$250,001 - \$425,000	61	15.14%	91.2	31	19	11	0
\$425,001 - \$825,000	51	12.66%	99.7	32	13	4	2
\$825,001 and up	41	10.17%	140.6	23	6	8	4
<b>Total Active Inventory by Units</b>	<b>403</b>			<b>272</b>	<b>86</b>	<b>38</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>153,168,645</b>	<b>100%</b>	<b>118.6</b>	<b>84.81M</b>	<b>33.95M</b>	<b>20.57M</b>	<b>13.85M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$380,071</b>			<b>\$311,788</b>	<b>\$394,743</b>	<b>\$541,297</b>	<b>\$1,977,857</b>

# January 2022



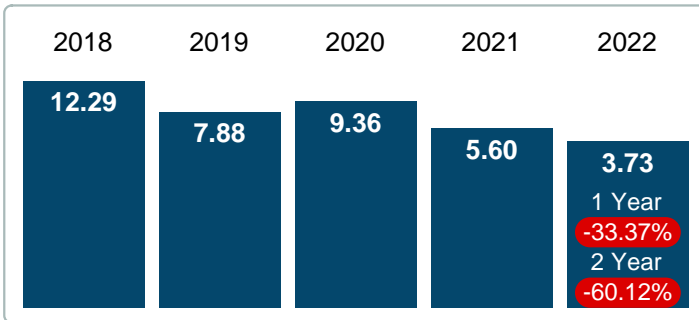
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



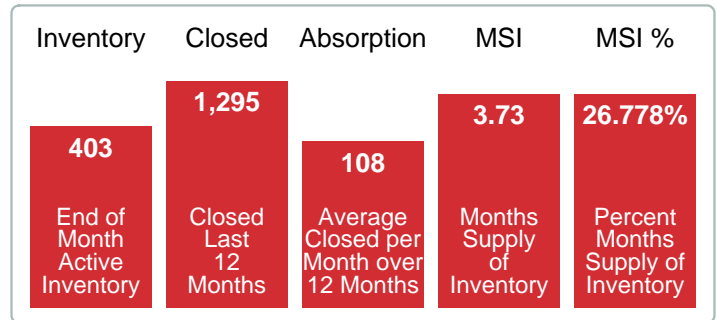
## MONTHS SUPPLY of INVENTORY (MSI)

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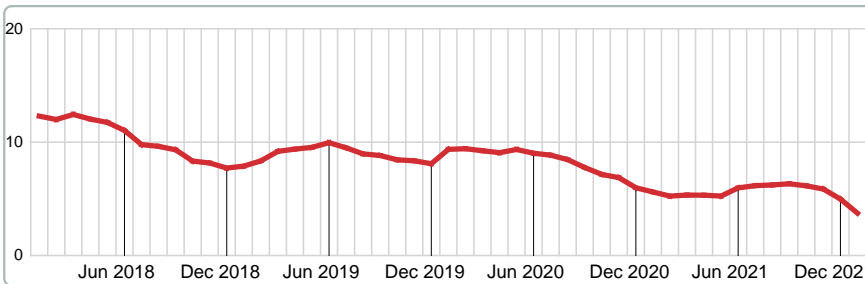
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022



### 5 YEAR MARKET ACTIVITY TRENDS

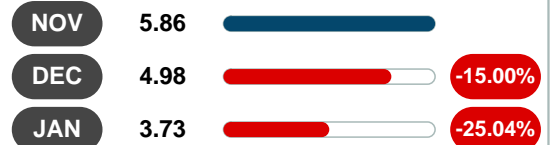


### 3 MONTHS

5 year JAN AVG = 7.78

High Mar 2018 12.44 Low Jan 2022 3.73

Months Supply this month at 3.73 below the 5 yr JAN average of 7.78



### 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	23	5.71%	2.94	3.10	0.00	0.00	0.00
\$25,001 - \$50,000	57	14.14%	5.95	6.47	2.18	0.00	0.00
\$50,001 - \$125,000	71	17.62%	3.19	4.83	0.75	1.00	0.00
\$125,001 - \$250,000	99	24.57%	2.43	5.93	1.49	2.43	1.50
\$250,001 - \$425,000	61	15.14%	3.21	9.30	2.13	2.03	0.00
\$425,001 - \$825,000	51	12.66%	6.95	10.97	6.00	3.69	1.71
\$825,001 and up	41	10.17%	32.80	55.20	12.00	96.00	16.00
Market Supply of Inventory (MSI)			3.73	6.29	1.80	2.81	2.00
Total Active Inventory by Units		100%	3.73	272	86	38	7

# January 2022



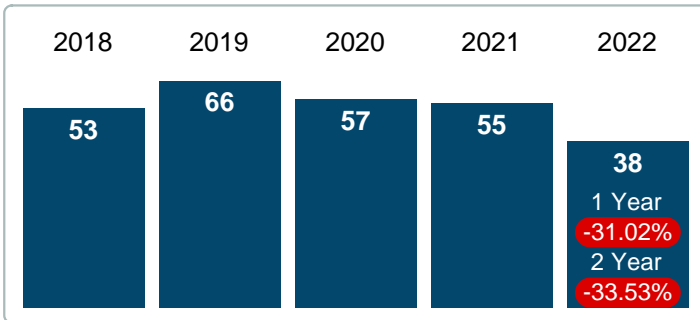
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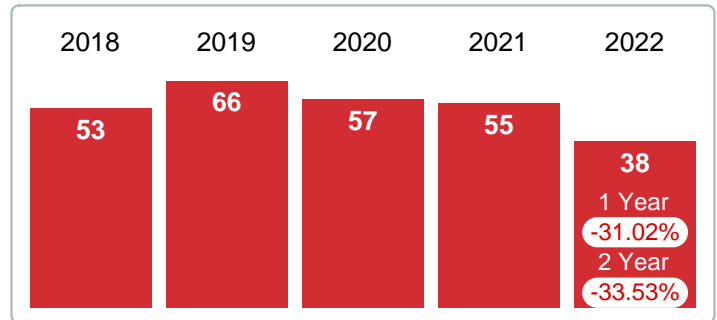
## AVERAGE DAYS ON MARKET TO SALE

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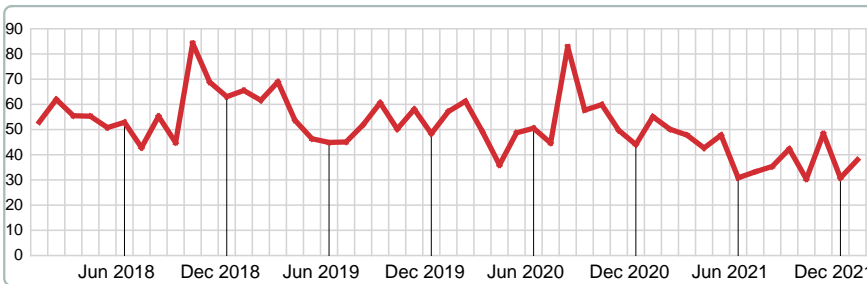
### JANUARY



### YEAR TO DATE (YTD)

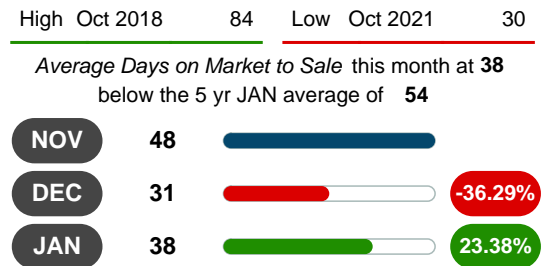


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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
\$50,000 and less	9.78%	31	31	0	0	0
\$50,001 - \$100,000	14.13%	37	45	24	0	0
\$100,001 - \$150,000	11.96%	37	59	25	0	0
\$150,001 - \$225,000	26.09%	28	21	23	42	126
\$225,001 - \$300,000	14.13%	24	47	14	23	70
\$300,001 - \$375,000	10.87%	64	145	65	2	51
\$375,001 and up	13.04%	59	72	52	39	0
<b>Average Closed DOM</b>		<b>38</b>	<b>48</b>	<b>31</b>	<b>25</b>	<b>75</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>92</b>	<b>31</b>	<b>49</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>20,309,991</b>	<b>5.23M</b>	<b>11.40M</b>	<b>2.55M</b>	<b>1.13M</b>



# January 2022



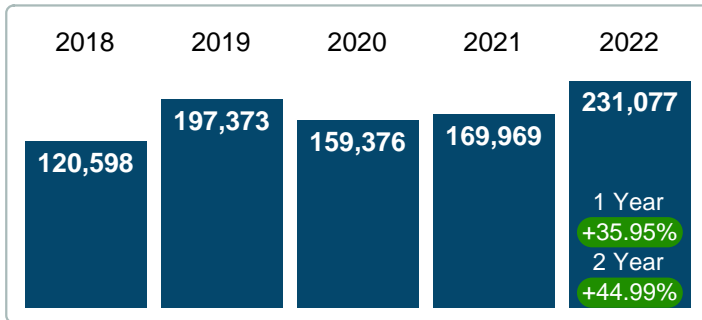
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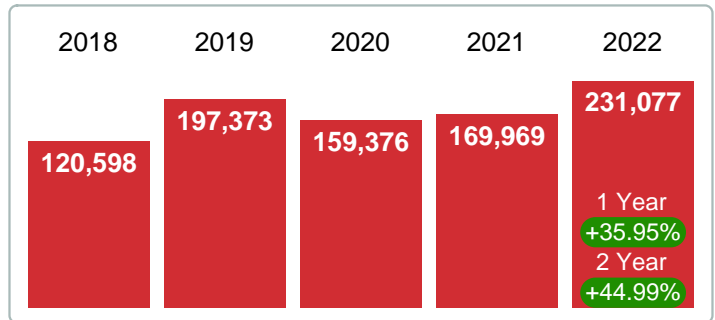
## AVERAGE LIST PRICE AT CLOSING

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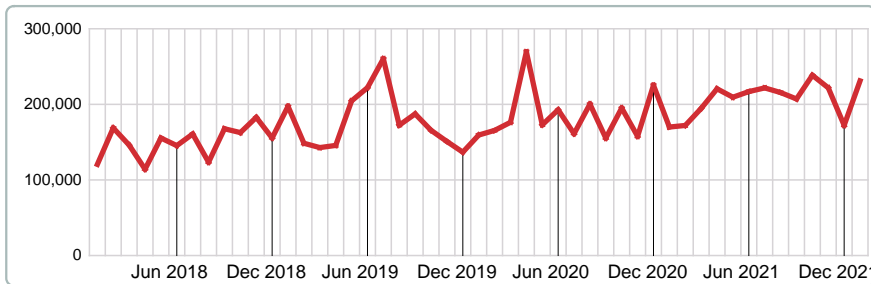
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

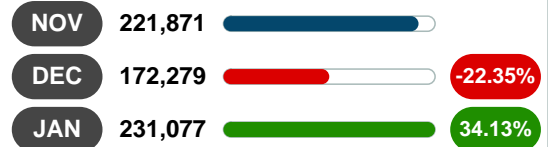


### 3 MONTHS

5 year JAN AVG = 175,679

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

Average List Price at Closing this month at **231,077**  
above the 5 yr JAN average of **175,679**



### 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
\$50,000 and less	8.70%	26,438	30,722	0	0	0
\$50,001 - \$100,000	11.96%	80,536	94,925	85,300	0	0
\$100,001 - \$150,000	10.87%	127,390	147,250	142,100	0	0
\$150,001 - \$225,000	27.17%	185,940	200,453	195,568	169,900	259,900
\$225,001 - \$300,000	15.22%	261,380	320,000	255,027	288,359	229,000
\$300,001 - \$375,000	11.96%	343,927	350,000	355,500	345,500	387,500
\$375,001 and up	14.13%	522,831	560,380	487,467	614,900	0
<b>Average List Price</b>		<b>231,077</b>	<b>183,812</b>	<b>239,285</b>	<b>321,512</b>	<b>315,975</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>231,077</b>	<b>31</b>	<b>49</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>21,259,103</b>	<b>5.70M</b>	<b>11.72M</b>	<b>2.57M</b>	<b>1.26M</b>



# January 2022



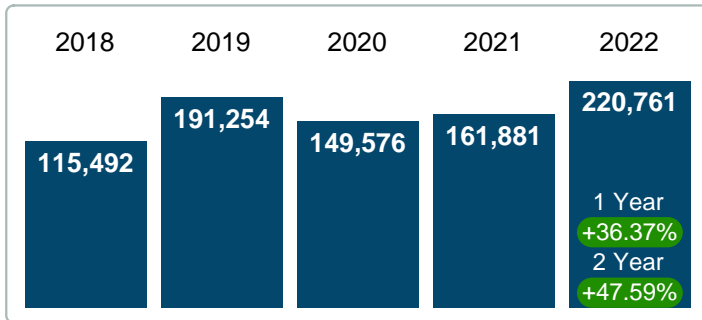
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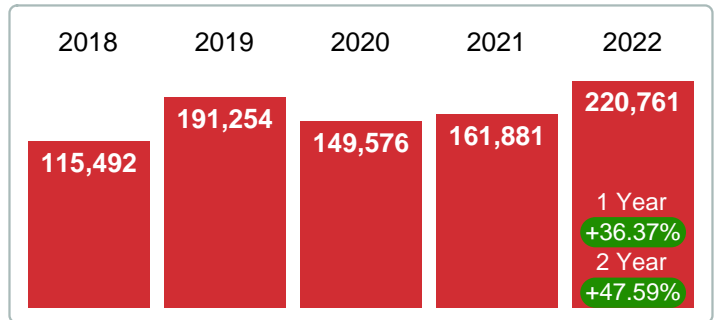
## AVERAGE SOLD PRICE AT CLOSING

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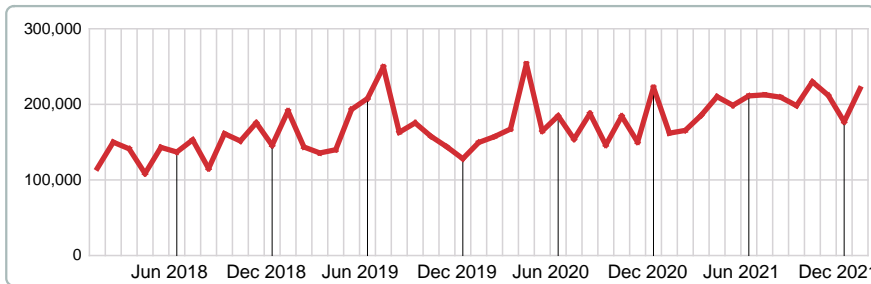
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

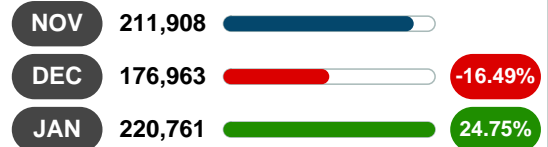


### 3 MONTHS

5 year JAN AVG = 167,793

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

Average Sold Price at Closing this month at **220,761**  
above the 5 yr JAN average of **167,793**



### 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
\$50,000 and less	9.78%	25,222	25,222	0	0	0
\$50,001 - \$100,000	14.13%	80,115	84,063	73,800	0	0
\$100,001 - \$150,000	11.96%	133,523	129,125	136,036	0	0
\$150,001 - \$225,000	26.09%	188,197	175,833	189,907	169,000	212,000
\$225,001 - \$300,000	14.13%	263,575	280,000	248,747	285,000	229,000
\$300,001 - \$375,000	10.87%	344,250	345,000	343,667	345,500	345,000
\$375,001 and up	13.04%	515,585	531,930	485,396	615,000	0
<b>Average Sold Price</b>		<b>220,761</b>	<b>168,650</b>	<b>232,578</b>	<b>319,313</b>	<b>282,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,761</b>	<b>31</b>	<b>49</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>20,309,991</b>	<b>5.23M</b>	<b>11.40M</b>	<b>2.55M</b>	<b>1.13M</b>

# January 2022



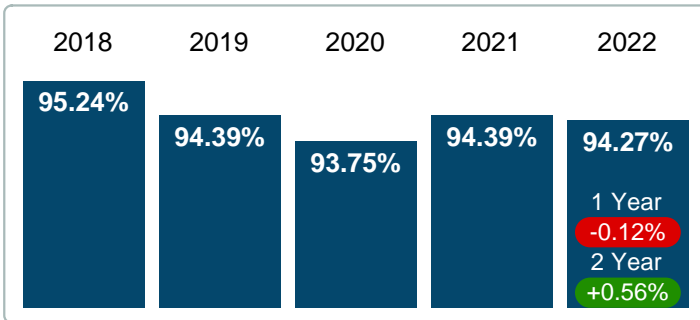
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



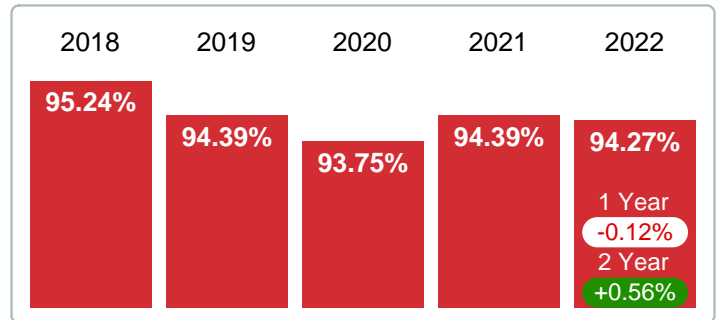
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

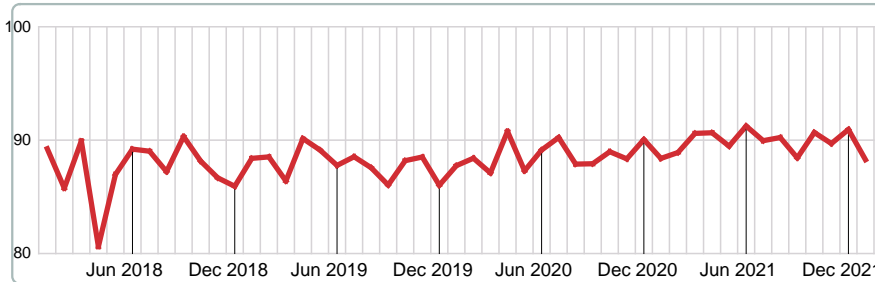
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

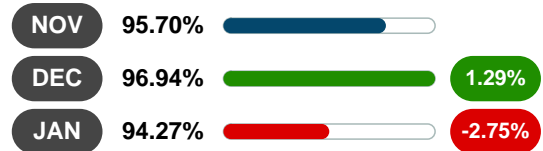


### 3 MONTHS

5 year JAN AVG = 94.41%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **94.27%**  
equal to 5 yr JAN average of **94.41%**



### 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
\$50,000 and less	9	9.78%	87.23%	87.23%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	13	14.13%	89.16%	91.03%	86.15%	0.00%	0.00%
\$100,001 - \$150,000	11	11.96%	93.62%	88.76%	96.40%	0.00%	0.00%
\$150,001 - \$225,000	24	26.09%	95.72%	90.51%	97.09%	99.47%	81.57%
\$225,001 - \$300,000	13	14.13%	97.60%	87.50%	97.78%	98.93%	100.00%
\$300,001 - \$375,000	10	10.87%	95.95%	98.57%	96.78%	100.00%	90.13%
\$375,001 and up	12	13.04%	97.80%	95.35%	99.48%	100.02%	0.00%
Average Sold/List Ratio		94.30%		90.41%	96.22%	99.27%	90.46%
Total Closed Units		92	100%	31	49	8	4
Total Closed Volume		20,309,991		5.23M	11.40M	2.55M	1.13M

# January 2022



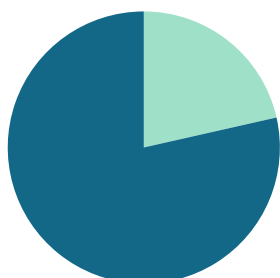
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

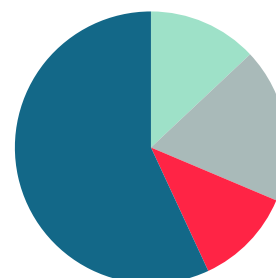


**Inventory**  
 New Listings  
**147 = 21.46%**  
 Start Inventory  
**538**  
 Total Inventory Units  
**685**  
 Volume  
**\$242,206,788**

### Market Activity

Closed Sales  
**92 = 12.99%**  
 Pending Sales  
**130 = 18.36%**  
 Other Off Market  
**83 = 11.72%**  
 Active Inventory  
**403 = 56.92%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	93	92	-1.08%	93	92	-1.08%
Pending Sales	97	130	34.02%	97	130	34.02%
New Listings	125	147	17.60%	125	147	17.60%
Average List Price	169,969	231,077	35.95%	169,969	231,077	35.95%
Average Sale Price	161,881	220,761	36.37%	161,881	220,761	36.37%
Average Percent of Selling Price to List Price	94.39%	94.27%	-0.12%	94.39%	94.27%	-0.12%
Average Days on Market to Sale	55.09	38.00	-31.02%	55.09	38.00	-31.02%
Monthly Inventory	531	403	-24.11%	531	403	-24.11%
Months Supply of Inventory	5.60	3.73	-33.37%	5.60	3.73	-33.37%

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

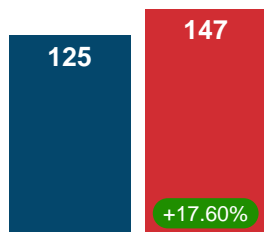
**Inventory** on January 31, 2022 = **403**

**2021** **2022**

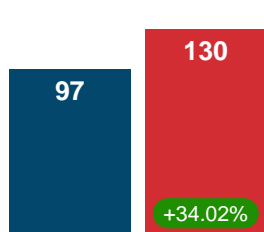
### JANUARY MARKET

### AVERAGE PRICES

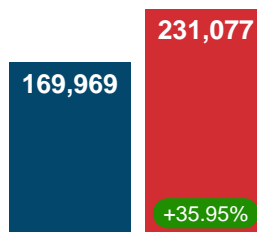
#### New Listings



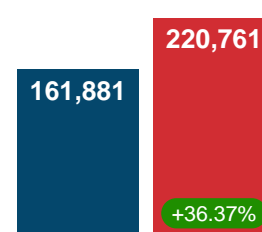
#### Pending Listings



#### List Price



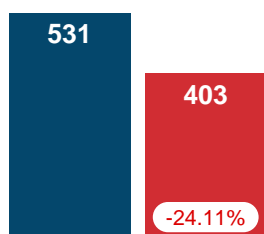
#### Sale Price



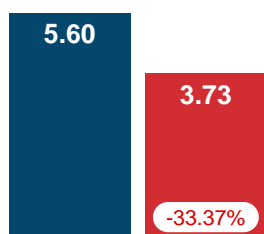
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

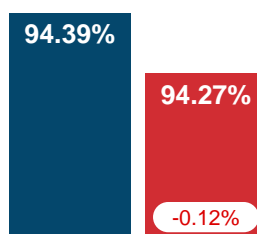
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

