

# July 2022



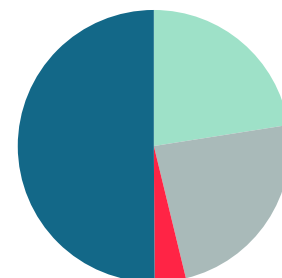
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	91	116	27.47%
Pending Listings	108	122	12.96%
New Listings	127	162	27.56%
Average List Price	236,245	295,090	24.91%
Average Sale Price	229,265	287,587	25.44%
Average Percent of Selling Price to List Price	96.47%	97.65%	1.23%
Average Days on Market to Sale	17.05	20.67	21.21%
End of Month Inventory	317	258	-18.61%
Months Supply of Inventory	4.59	3.20	-30.31%



■ Closed (22.52%)  
■ Pending (23.69%)  
■ Other OffMarket (3.69%)  
■ Active (50.10%)

**Absorption:** Last 12 months, an Average of **81** Sales/Month  
**Active Inventory** as of July 31, 2022 = **258**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2022 decreased **18.61%** to 258 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **3.20** 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 **25.44%** in July 2022 to \$287,587 versus the previous year at \$229,265.

#### Average Days on Market Lengthens

The average number of **20.67** days that homes spent on the market before selling increased by 3.62 days or **21.21%** in July 2022 compared to last year's same month at **17.05** DOM.

#### Sales Success for July 2022 is Positive

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

There were 162 New Listings in July 2022, up **27.56%** from last year at 127. Furthermore, there were 116 Closed Listings this month versus last year at 91, a **27.47%** increase.

Closed versus Listed trends yielded a **71.6%** ratio, down from previous year's, July 2021, at **71.7%**, a **0.07%** 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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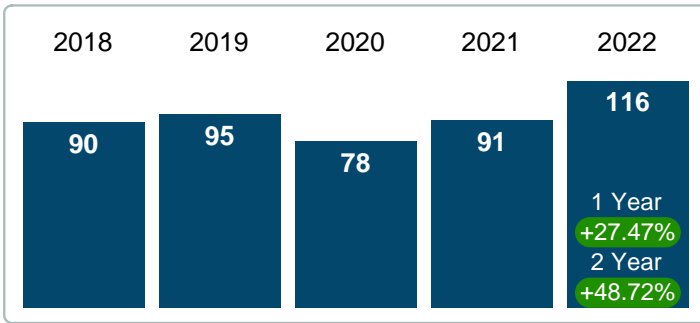
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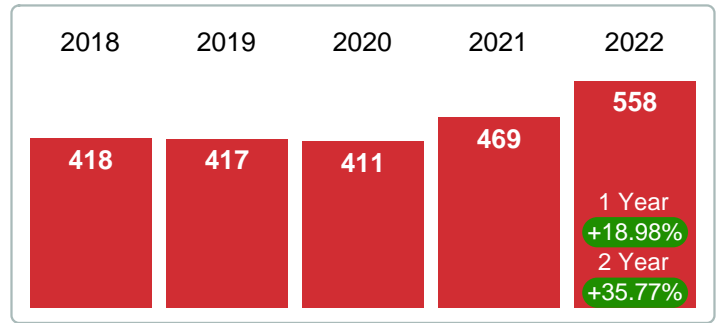
## CLOSED LISTINGS

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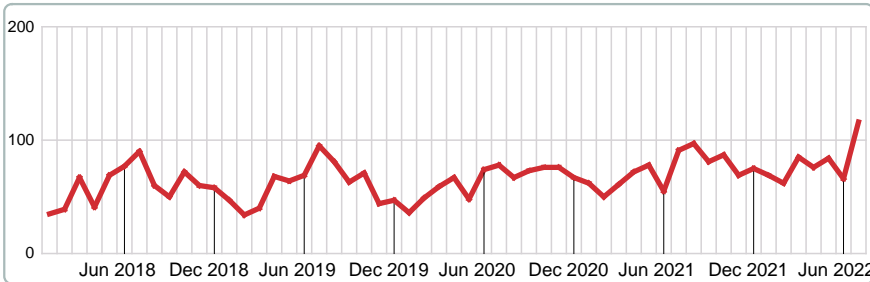
### JULY



### YEAR TO DATE (YTD)

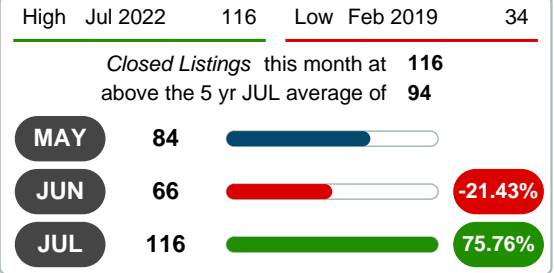


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 94



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	11	9.48%	40.3	3	8	0	0
\$150,001 - \$200,000	15	12.93%	16.8	2	12	1	0
\$200,001 - \$225,000	12	10.34%	28.8	0	8	4	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$300,000	50	43.10%	9.5	2	14	34	0
\$300,001 - \$450,000	16	13.79%	22.8	3	8	4	1
\$450,001 and up	12	10.34%	43.3	0	6	5	1
<b>Total Closed Units</b>	<b>116</b>			<b>10</b>	<b>56</b>	<b>48</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>33,360,040</b>	<b>100%</b>	<b>20.7</b>	<b>2.26M</b>	<b>15.10M</b>	<b>14.71M</b>	<b>1.29M</b>
<b>Average Closed Price</b>	<b>\$287,587</b>			<b>\$226,057</b>	<b>\$269,585</b>	<b>\$306,517</b>	<b>\$644,950</b>

# July 2022



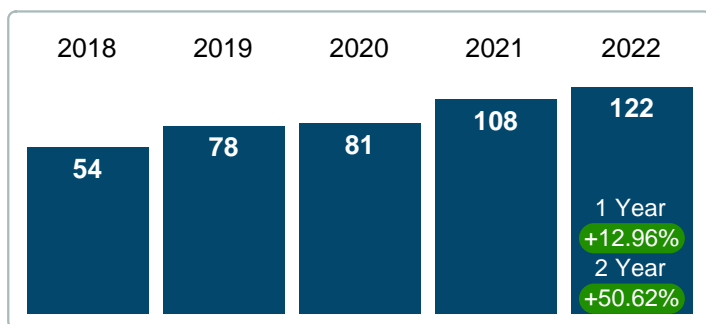
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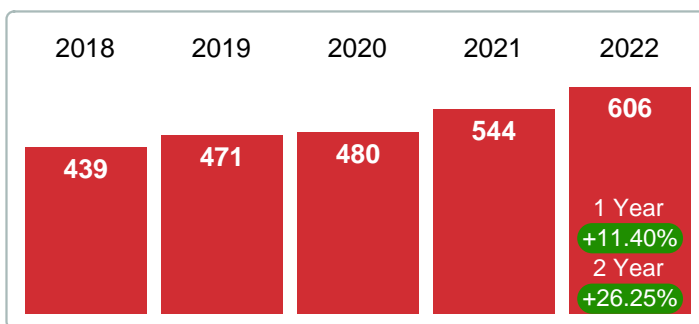
## PENDING LISTINGS

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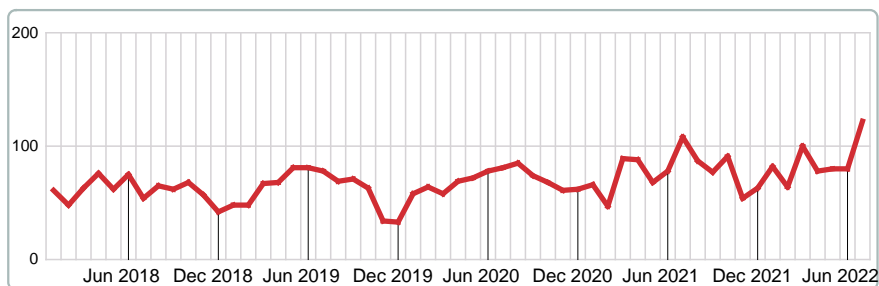
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 89

High Jul 2022 122 Low Dec 2019 33

Pending Listings this month at 122 above the 5 yr JUL average of 89

MAY	80	<div style="width: 80%;"></div>
JUN	80	<div style="width: 80%;"></div> 0.00%
JUL	122	<div style="width: 122%;"></div> 52.50%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	9.02%	40.1	4	7	0	0
\$125,001 - \$175,000	12	9.84%	36.4	7	5	0	0
\$175,001 - \$225,000	17	13.93%	20.8	1	11	5	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$350,000	53	43.44%	12.6	1	19	32	1
\$350,001 - \$475,000	12	9.84%	26.3	2	3	7	0
\$475,001 and up	17	13.93%	61.3	1	9	4	3
<b>Total Pending Units</b>	<b>122</b>			<b>16</b>	<b>54</b>	<b>48</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>37,892,200</b>	<b>100%</b>	<b>13.2</b>	<b>3.09M</b>	<b>19.20M</b>	<b>13.69M</b>	<b>1.91M</b>
<b>Average Listing Price</b>	<b>\$271,313</b>			<b>\$192,931</b>	<b>\$355,626</b>	<b>\$285,263</b>	<b>\$477,225</b>

# July 2022



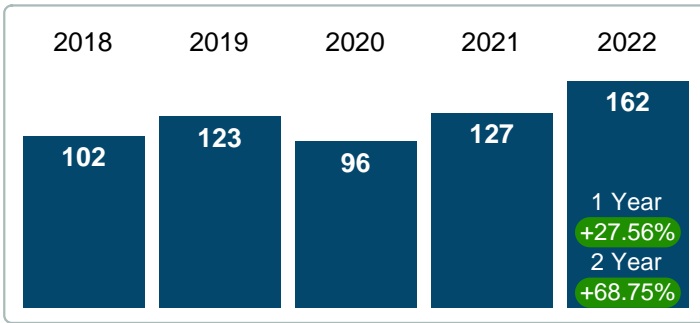
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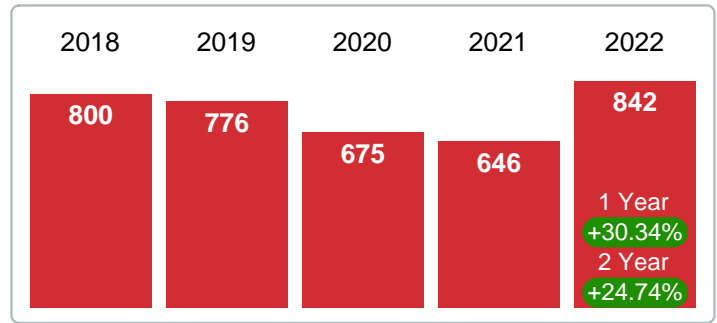
## NEW LISTINGS

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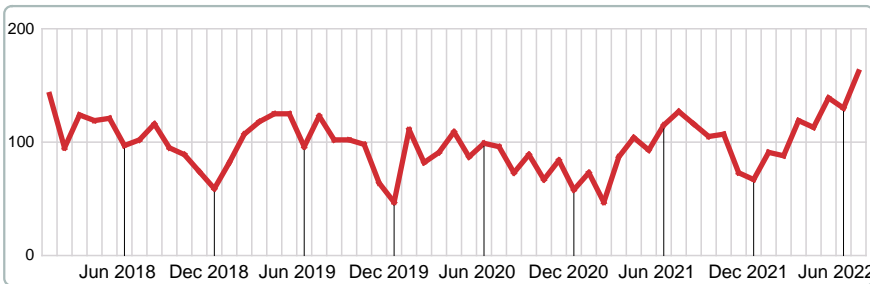
### JULY



### YEAR TO DATE (YTD)

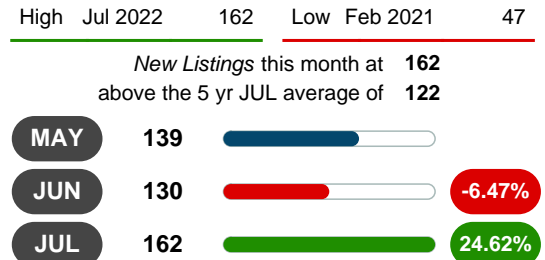


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 122



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	6.79%	6	4	0	1
\$100,001 - \$175,000	21	12.96%	6	14	1	0
\$175,001 - \$225,000	26	16.05%	3	13	10	0
\$225,001 - \$250,000	41	25.31%	3	9	29	0
\$250,001 - \$325,000	23	14.20%	1	17	3	2
\$325,001 - \$475,000	22	13.58%	1	8	13	0
\$475,001 and up	18	11.11%	3	5	5	5
<b>Total New Listed Units</b>	<b>162</b>		<b>23</b>	<b>70</b>	<b>61</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>46,932,499</b>	<b>100%</b>	<b>5.71M</b>	<b>17.90M</b>	<b>18.09M</b>	<b>5.22M</b>
<b>Average New Listed Listing Price</b>	<b>\$256,821</b>		<b>\$248,354</b>	<b>\$255,753</b>	<b>\$296,639</b>	<b>\$652,838</b>

# July 2022



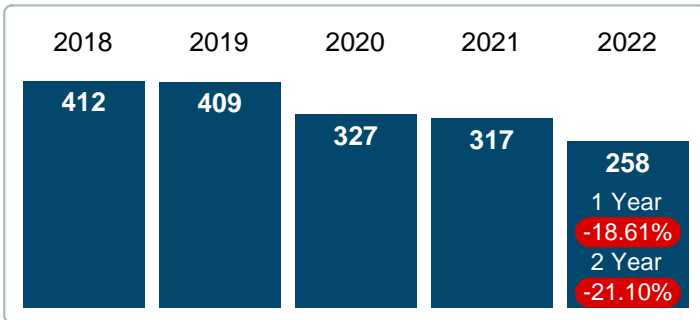
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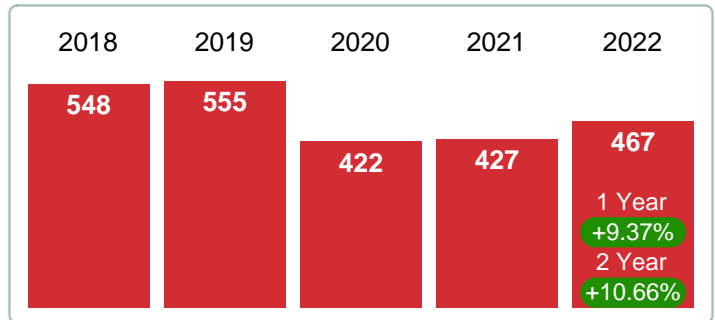
## ACTIVE INVENTORY

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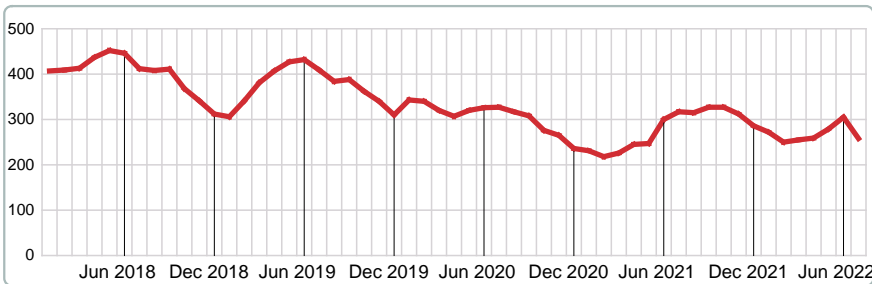
### END OF JULY



### ACTIVE DURING JULY

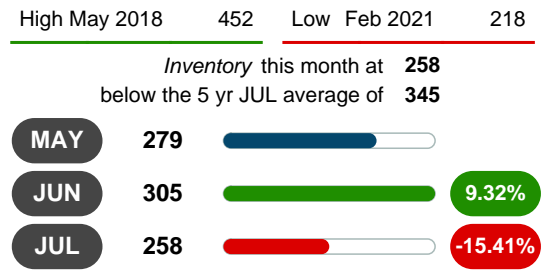


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 345



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	6.59%	221.3	8	7	1	1
\$100,001 - \$175,000	39	15.12%	121.3	17	20	2	0
\$175,001 - \$225,000	37	14.34%	34.9	3	24	10	0
\$225,001 - \$325,000	70	27.13%	51.9	8	43	17	2
\$325,001 - \$425,000	37	14.34%	54.2	2	21	13	1
\$425,001 - \$875,000	32	12.40%	65.3	1	16	12	3
\$875,001 and up	26	10.08%	97.7	2	7	11	6
<b>Total Active Inventory by Units</b>	<b>258</b>			<b>41</b>	<b>138</b>	<b>66</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>114,618,264</b>	<b>100%</b>	<b>77.7</b>	<b>8.89M</b>	<b>52.31M</b>	<b>42.00M</b>	<b>11.43M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$444,257</b>			<b>\$216,728</b>	<b>\$379,024</b>	<b>\$636,308</b>	<b>\$879,292</b>

# July 2022



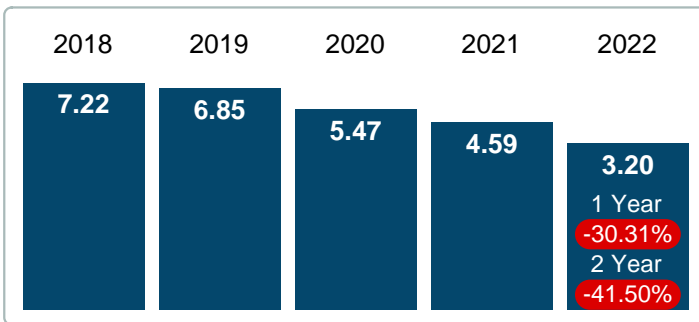
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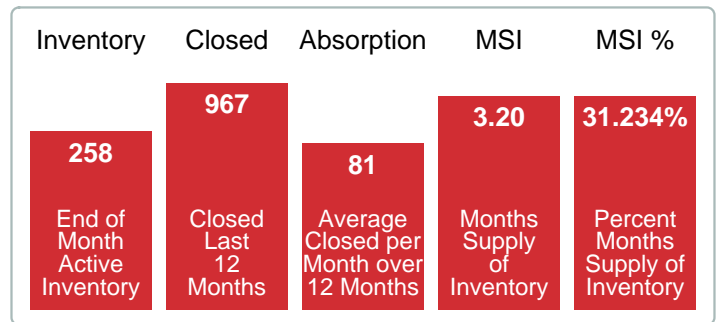
## MONTHS SUPPLY of INVENTORY (MSI)

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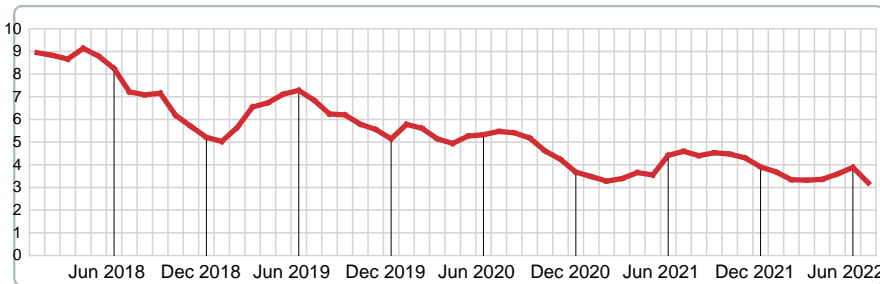
### MSI FOR JULY



### INDICATORS FOR JULY 2022

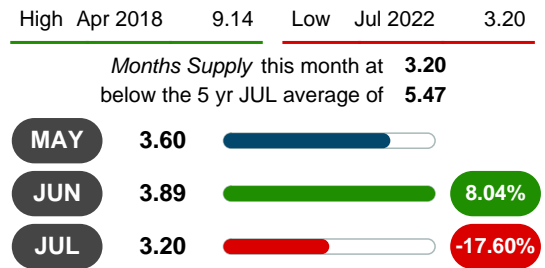


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.47



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	6.59%	2.24	2.53	1.71	4.00	12.00
\$100,001 - \$175,000	39	15.12%	2.12	4.00	1.75	0.80	0.00
\$175,001 - \$225,000	37	14.34%	2.20	5.14	1.72	4.62	0.00
\$225,001 - \$325,000	70	27.13%	3.13	7.38	3.37	2.24	2.18
\$325,001 - \$425,000	37	14.34%	5.16	3.00	5.04	6.50	3.00
\$425,001 - \$875,000	32	12.40%	4.63	3.00	4.47	6.86	2.40
\$875,001 and up	26	10.08%	19.50	0.00	14.00	22.00	18.00
Market Supply of Inventory (MSI)			3.20	4.07	2.74	3.94	3.90
Total Active Inventory by Units		100%	3.20	41	138	66	13

# July 2022



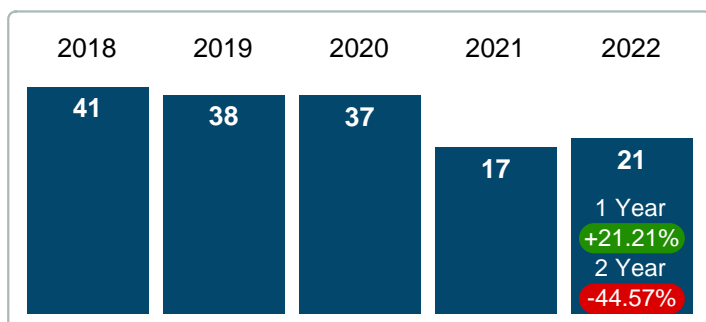
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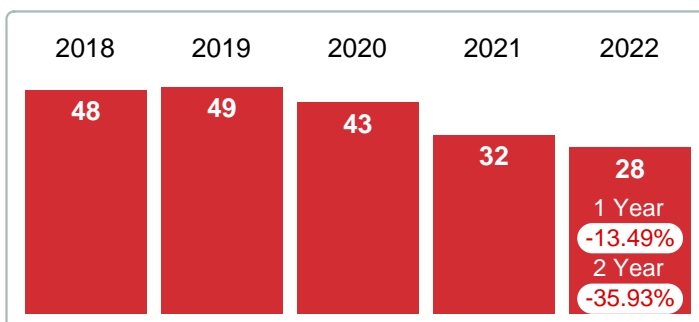
## AVERAGE DAYS ON MARKET TO SALE

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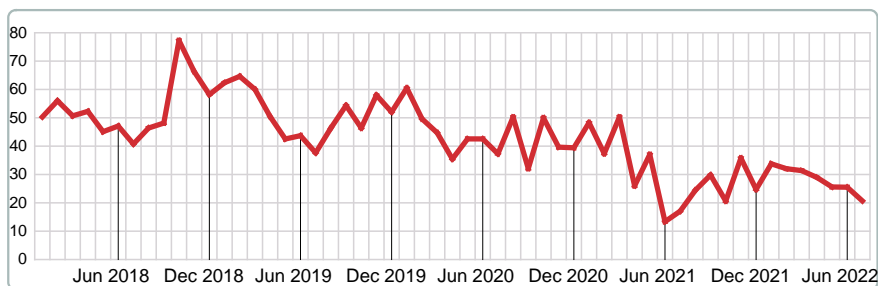
### JULY



### YEAR TO DATE (YTD)

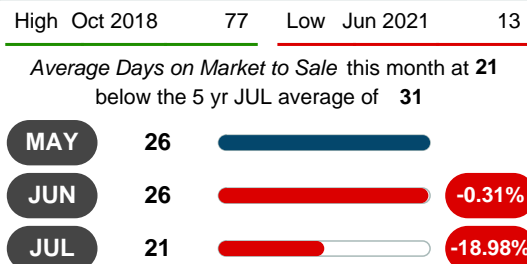


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 31



### 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
\$150,000 and less	9.48%	40	32	44	0	0
\$150,001 - \$200,000	12.93%	17	15	18	5	0
\$200,001 - \$225,000	10.34%	29	0	12	63	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$300,000	43.10%	9	21	26	2	0
\$300,001 - \$450,000	13.79%	23	38	26	10	1
\$450,001 and up	10.34%	43	0	71	13	33
Average Closed DOM		21	28	30	9	17
Total Closed Units	100%	21	10	56	48	2
Total Closed Volume		33,360,040	2.26M	15.10M	14.71M	1.29M

# July 2022



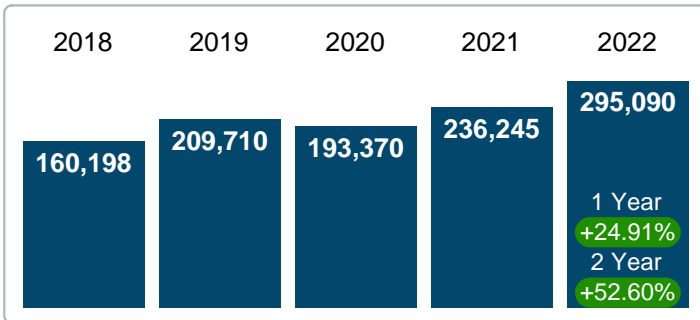
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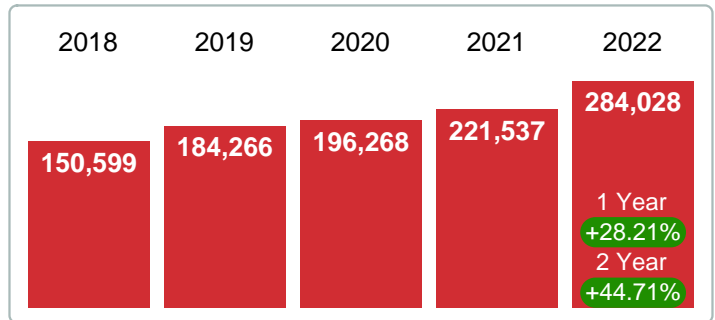
## AVERAGE LIST PRICE AT CLOSING

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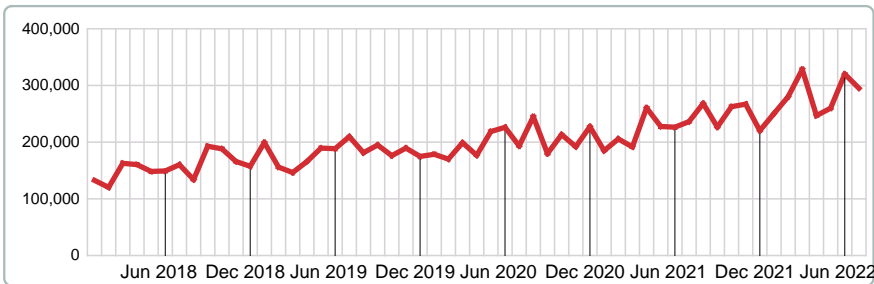
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

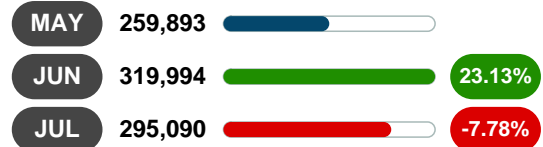


### 3 MONTHS

5 year JUL AVG = 218,923

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

Average List Price at Closing this month at **295,090** above the 5 yr JUL average of **218,923**



### 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
\$150,000 and less	10	8.62%	131,480	120,833	143,300	0
\$150,001 - \$200,000	13	11.21%	180,131	159,900	194,325	179,900
\$200,001 - \$225,000	11	9.48%	218,482	0	221,913	234,750
\$225,001 - \$225,000	0	0.00%	0	0	0	0
\$225,001 - \$300,000	54	46.55%	250,053	282,000	258,039	245,038
\$300,001 - \$450,000	15	12.93%	371,433	366,333	388,375	349,000
\$450,001 and up	13	11.21%	699,715	0	601,467	825,800
Average List Price		295,090		234,530	278,249	311,983
Total Closed Units	116	100%	295,090	10	56	48
Total Closed Volume	34,230,450			2.35M	15.58M	14.98M



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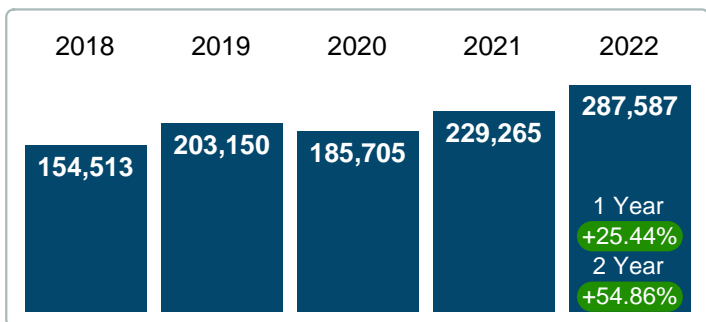
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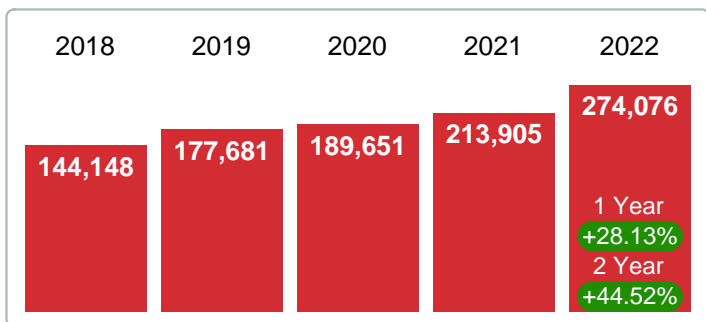
## AVERAGE SOLD PRICE AT CLOSING

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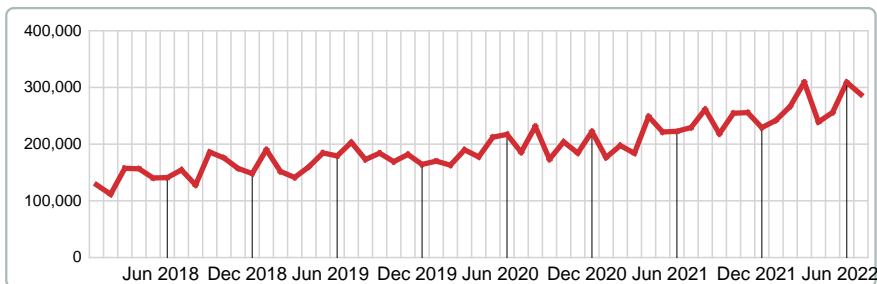
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 212,044

High Mar 2022 309,154    Low Feb 2018 111,591

Average Sold Price at Closing this month at **287,587**  
above the 5 yr JUL average of **212,044**

MAY	255,932	<div style="width: 80%;"></div>
JUN	309,066	<div style="width: 100%;"></div> <b>20.76%</b>
JUL	287,587	<div style="width: 85%;"></div> <b>-6.95%</b>

### 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
\$150,000 and less <b>11</b>	9.48%	124,627	114,833	128,300	0	0
\$150,001 - \$200,000 <b>15</b>	12.93%	183,358	165,035	186,700	179,900	0
\$200,001 - \$225,000 <b>12</b>	10.34%	216,942	0	216,913	217,000	0
\$225,001 - \$225,000 <b>0</b>	0.00%	0	0	0	0	0
\$225,001 - \$300,000 <b>50</b>	43.10%	248,503	265,000	251,561	246,274	0
\$300,001 - \$450,000 <b>16</b>	13.79%	365,994	352,000	373,375	340,750	449,900
\$450,001 and up <b>12</b>	10.34%	696,202	0	597,633	785,724	840,000
<b>Average Sold Price</b>		<b>287,587</b>	<b>226,057</b>	<b>269,585</b>	<b>306,517</b>	<b>644,950</b>
<b>Total Closed Units</b>		<b>116</b>	<b>10</b>	<b>56</b>	<b>48</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>33,360,040</b>	<b>2.26M</b>	<b>15.10M</b>	<b>14.71M</b>	<b>1.29M</b>

# July 2022



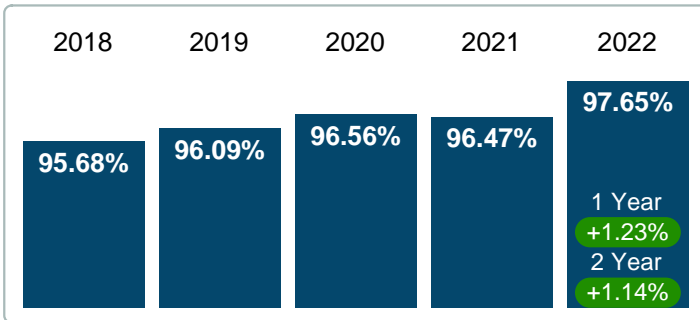
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



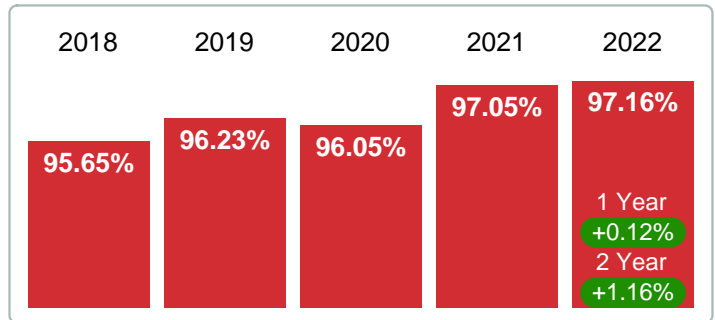
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

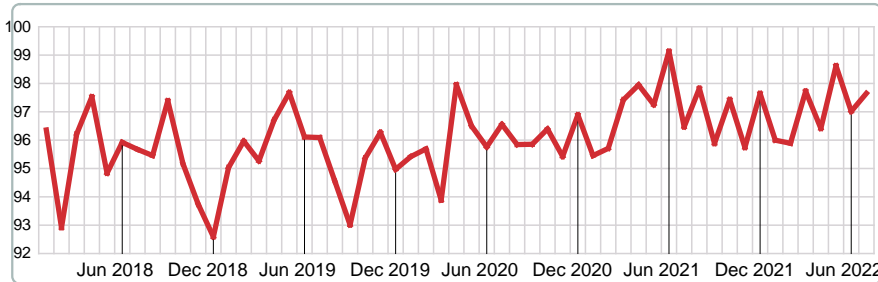
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

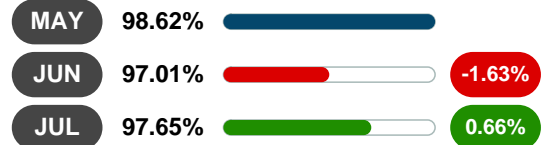


### 3 MONTHS

5 year JUL AVG = 96.49%

High Jun 2021 99.13% Low Dec 2018 92.59%

Average Sold/List Ratio this month at **97.65%** above the 5 yr JUL average of **96.49%**



### 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
\$150,000 and less	11	9.48%	91.69%	95.61%	90.22%	0.00%	0.00%
\$150,001 - \$200,000	15	12.93%	97.80%	103.14%	96.73%	100.00%	0.00%
\$200,001 - \$225,000	12	10.34%	96.43%	0.00%	97.86%	93.58%	0.00%
\$225,001 - \$225,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$300,000	50	43.10%	99.43%	94.31%	97.50%	100.53%	0.00%
\$300,001 - \$450,000	16	13.79%	97.07%	95.99%	96.85%	97.53%	100.20%
\$450,001 and up	12	10.34%	97.51%	0.00%	99.37%	95.67%	95.56%
Average Sold/List Ratio		97.70%		96.97%	96.45%	99.18%	97.88%
Total Closed Units		116	100%	10	56	48	2
Total Closed Volume		33,360,040		2.26M	15.10M	14.71M	1.29M

# July 2022



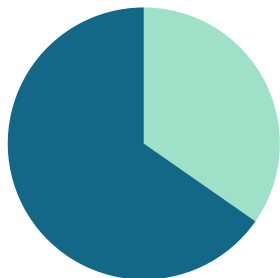
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

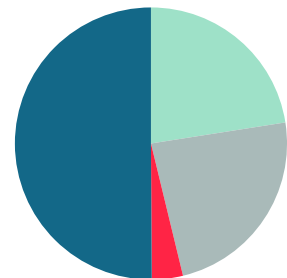


**Inventory**  
 New Listings  
**162 = 34.69%**  
 Start Inventory  
**305**  
 Total Inventory Units  
**467**  
 Volume  
**\$175,511,214**

### Market Activity

Closed Sales  
**116 = 22.52%**  
 Pending Sales  
**122 = 23.69%**  
 Other Off Market  
**19 = 3.69%**  
 Active Inventory  
**258 = 50.10%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	91	116	27.47%	469	558	18.98%
Pending Sales	108	122	12.96%	544	606	11.40%
New Listings	127	162	27.56%	646	842	30.34%
Average List Price	236,245	295,090	24.91%	221,537	284,028	28.21%
Average Sale Price	229,265	287,587	25.44%	213,905	274,076	28.13%
Average Percent of Selling Price to List Price	96.47%	97.65%	1.23%	97.05%	97.16%	0.12%
Average Days on Market to Sale	17.05	20.67	21.21%	31.94	27.63	-13.49%
Monthly Inventory	317	258	-18.61%	317	258	-18.61%
Months Supply of Inventory	4.59	3.20	-30.31%	4.59	3.20	-30.31%

**Absorption:** Last 12 months, an Average of **81** Sales/Month

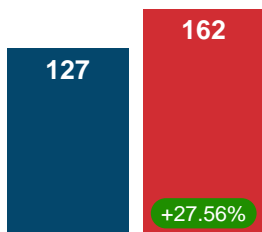
**Inventory** on July 31, 2022 = **258**

**2021** **2022**

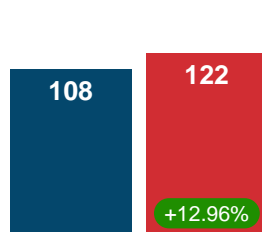
### JULY MARKET

### AVERAGE PRICES

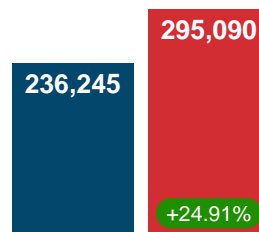
#### New Listings



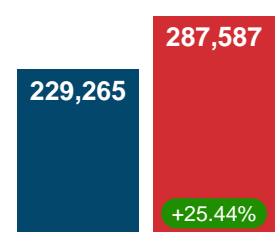
#### Pending Listings



#### List Price



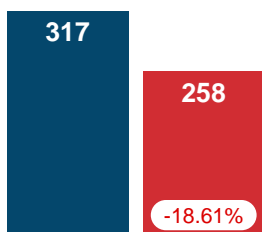
#### Sale Price



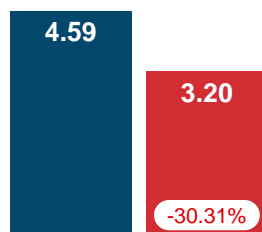
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

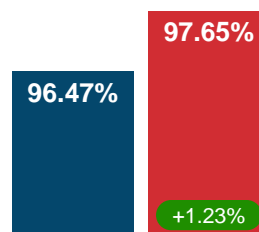
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

