

March 2022



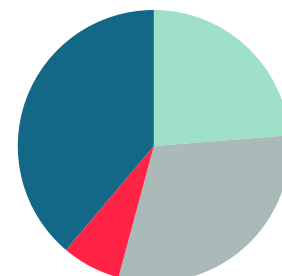
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	61	85	39.34%
Pending Listings	89	109	22.47%
New Listings	87	119	36.78%
Median List Price	177,500	225,000	26.76%
Median Sale Price	175,000	225,000	28.57%
Median Percent of Selling Price to List Price	97.48%	100.00%	2.58%
Median Days on Market to Sale	30.00	8.00	-73.33%
End of Month Inventory	226	139	-38.50%
Months Supply of Inventory	3.39	1.81	-46.64%



■ Closed (23.74%)
■ Pending (30.45%)
■ Other OffMarket (6.98%)
■ Active (38.83%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of March 31, 2022 = **139**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **38.50%** to 139 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **1.81** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **28.57%** in March 2022 to \$225,000 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 22.00 days or **73.33%** in March 2022 compared to last year's same month at **30.00** DOM.

Sales Success for March 2022 is Positive

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

There were 119 New Listings in March 2022, up **36.78%** from last year at 87. Furthermore, there were 85 Closed Listings this month versus last year at 61, a **39.34%** increase.

Closed versus Listed trends yielded a **71.4%** ratio, up from previous year's, March 2021, at **70.1%**, a **1.87%** upswing. 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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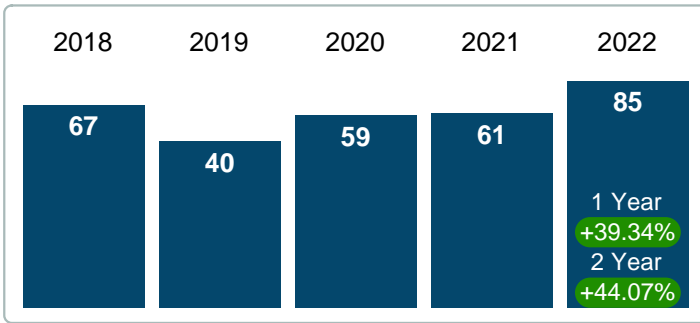
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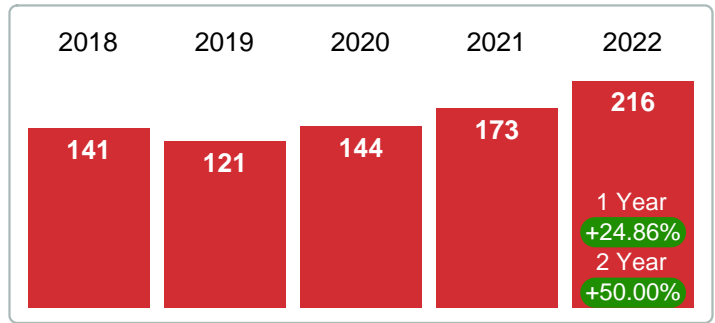
CLOSED LISTINGS

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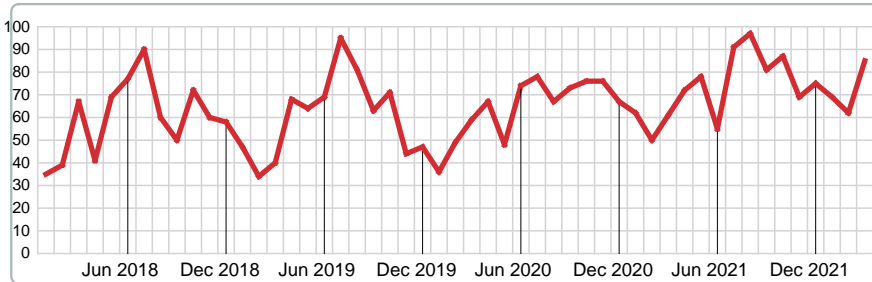
MARCH



YEAR TO DATE (YTD)

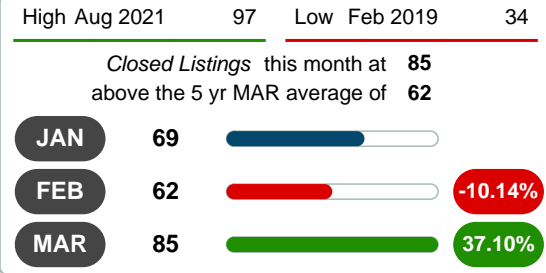


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	10.59%	2.0	3	6	0	0
\$125,001 - \$150,000	8	9.41%	9.0	0	3	5	0
\$150,001 - \$200,000	15	17.65%	9.0	4	9	2	0
\$200,001 - \$250,000	23	27.06%	18.0	0	19	3	1
\$250,001 - \$275,000	10	11.76%	3.5	0	7	2	1
\$275,001 - \$425,000	11	12.94%	8.0	1	6	4	0
\$425,001 and up	9	10.59%	67.0	0	3	2	4
Total Closed Units	85			8	53	18	6
Total Closed Volume	26,278,096	100%	8.0	1.35M	12.05M	5.90M	6.98M
Median Closed Price	\$225,000			\$160,000	\$215,000	\$242,500	\$775,000

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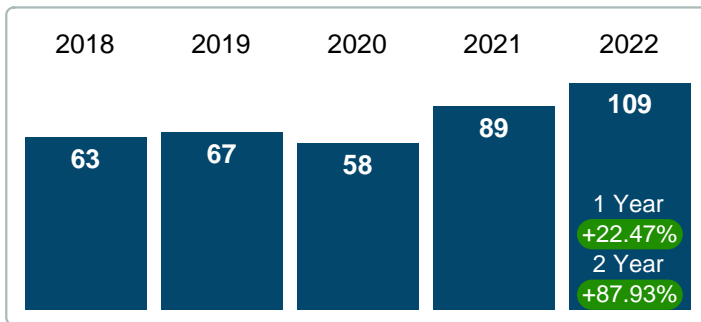
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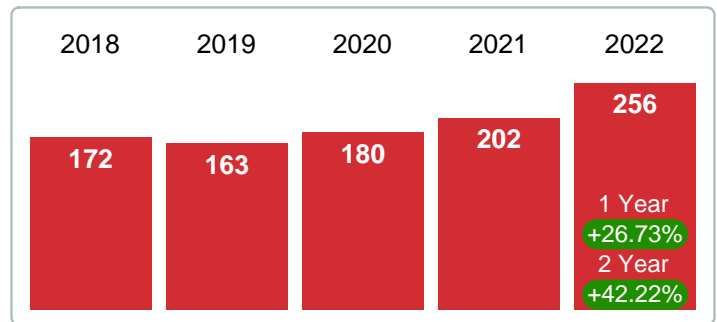
PENDING LISTINGS

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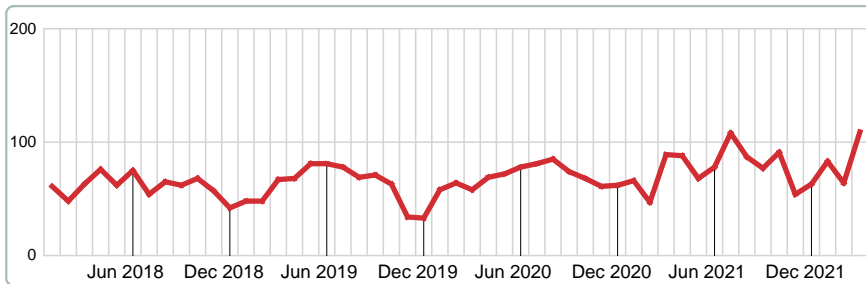
MARCH



YEAR TO DATE (YTD)

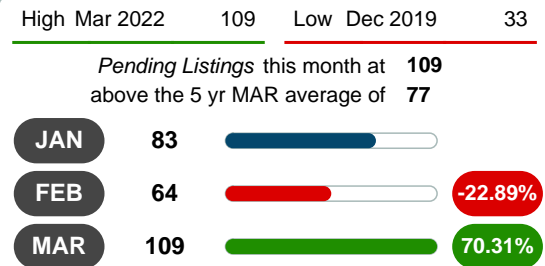


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 77



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	7.34%	2.5	4	4	0	0
\$100,001 - \$150,000	16	14.68%	23.0	8	8	0	0
\$150,001 - \$200,000	17	15.60%	19.0	0	13	4	0
\$200,001 - \$225,000	12	11.01%	1.0	0	9	2	1
\$225,001 - \$275,000	28	25.69%	4.5	0	24	4	0
\$275,001 - \$500,000	17	15.60%	8.0	1	12	3	1
\$500,001 and up	11	10.09%	45.0	1	4	4	2
Total Pending Units	109			14	74	17	4
Total Pending Volume	29,179,405	100%	8.0	2.27M	18.84M	6.26M	1.81M
Median Listing Price	\$230,000			\$127,000	\$231,300	\$255,000	\$402,500

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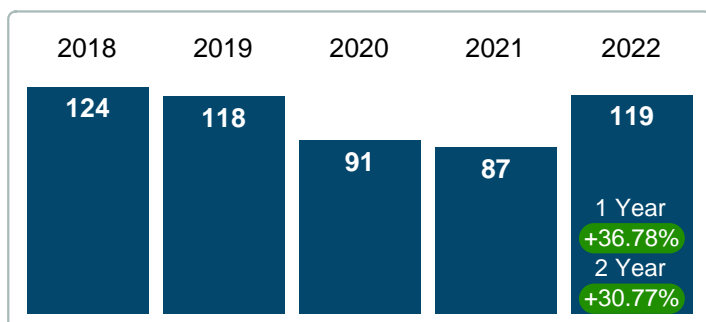
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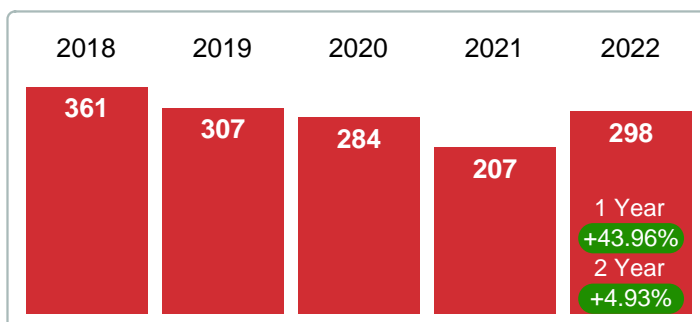
NEW LISTINGS

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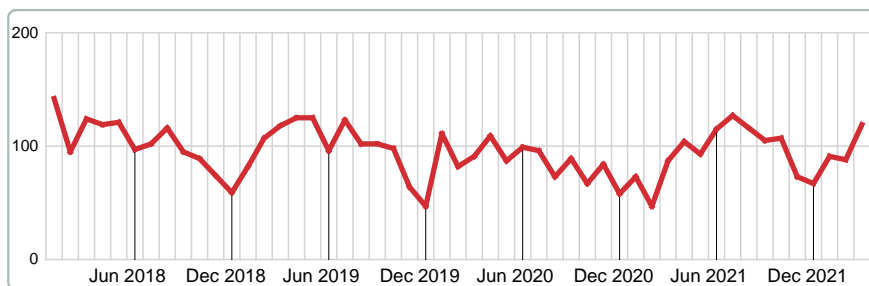
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 108

High Jan 2018 142 Low Feb 2021 47

New Listings this month at 119
above the 5 yr MAR average of 108



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	9.24%	4	7	0	0
\$100,001 - \$150,000	15	12.61%	6	8	1	0
\$150,001 - \$175,000	6	5.04%	2	4	0	0
\$175,001 - \$250,000	43	36.13%	1	41	1	0
\$250,001 - \$300,000	14	11.76%	0	9	5	0
\$300,001 - \$475,000	16	13.45%	0	14	1	1
\$475,001 and up	14	11.76%	1	6	3	4
Total New Listed Units	119		14	89	11	5
Total New Listed Volume	31,247,539	100%	2.24M	21.39M	4.21M	3.40M
Median New Listed Listing Price	\$225,000		\$132,450	\$220,000	\$292,900	\$765,000

March 2022



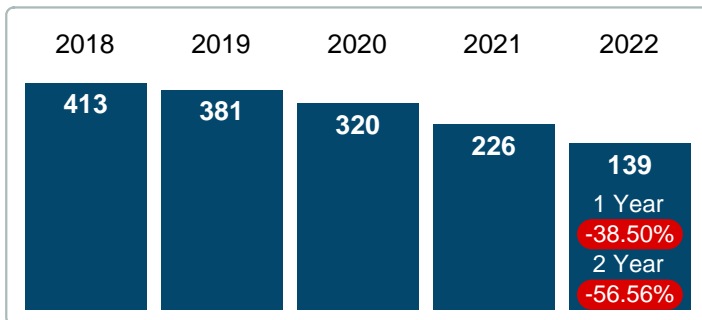
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



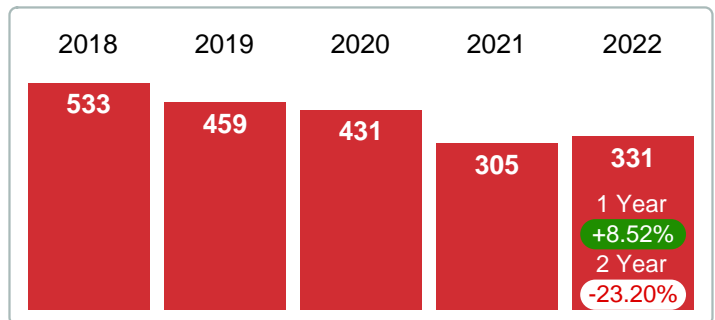
ACTIVE INVENTORY

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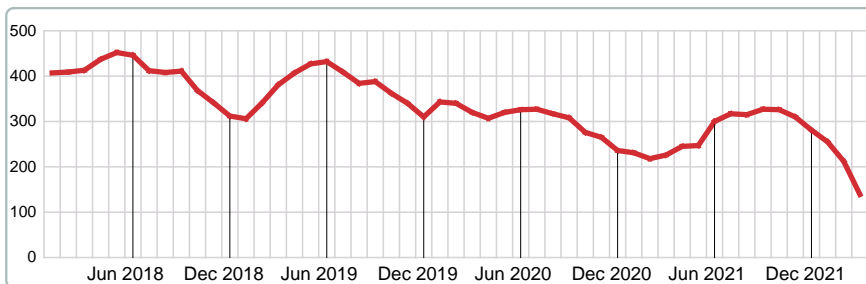
END OF MARCH



ACTIVE DURING MARCH

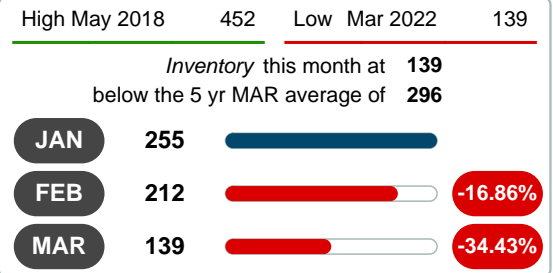


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 296



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	10.07%	45.5	5	8	1	0
\$125,001 - \$175,000	18	12.95%	31.0	7	10	1	0
\$175,001 - \$200,000	11	7.91%	27.0	0	11	0	0
\$200,001 - \$325,000	43	30.94%	39.0	3	25	13	2
\$325,001 - \$475,000	18	12.95%	56.0	4	9	5	0
\$475,001 - \$950,000	21	15.11%	31.0	1	10	5	5
\$950,001 and up	14	10.07%	83.0	1	2	7	4
Total Active Inventory by Units	139			21	75	32	11
Total Active Inventory by Volume	70,677,474	100%	44.0	5.56M	27.81M	23.21M	14.09M
Median Active Inventory Listing Price	\$285,000			\$165,000	\$220,000	\$332,500	\$765,000

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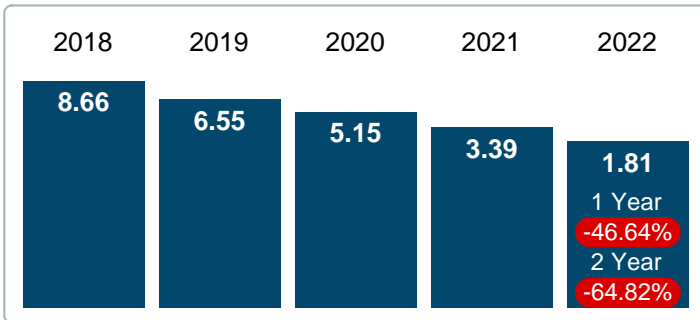
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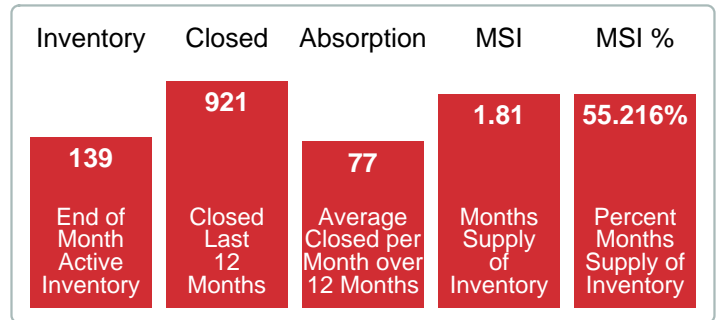
MONTHS SUPPLY of INVENTORY (MSI)

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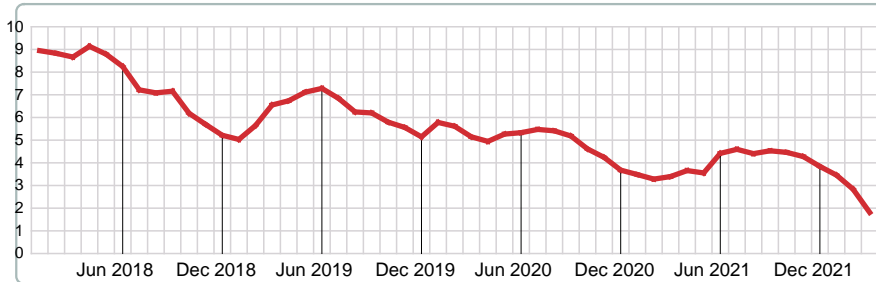
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

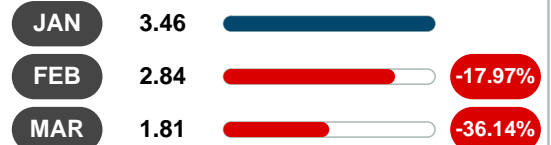


3 MONTHS

5 year MAR AVG = 5.11

High Apr 2018 9.14 Low Mar 2022 1.81

Months Supply this month at 1.81 below the 5 yr MAR average of 5.11



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	14	10.07%	0.99	1.00	1.00	1.09	0.00
\$125,001 - \$175,000	18	12.95%	1.29	2.71	1.15	0.43	0.00
\$175,001 - \$200,000	11	7.91%	1.36	0.00	1.69	0.00	0.00
\$200,001 - \$325,000	43	30.94%	1.57	3.60	1.32	2.00	1.85
\$325,001 - \$475,000	18	12.95%	2.30	5.33	2.40	1.94	0.00
\$475,001 - \$950,000	21	15.11%	4.58	6.00	4.00	5.45	5.00
\$950,001 and up	14	10.07%	15.27	0.00	4.80	84.00	9.60
Market Supply of Inventory (MSI)			1.81	2.19	1.54	2.19	2.87
Total Active Inventory by Units		100%	139	21	75	32	11

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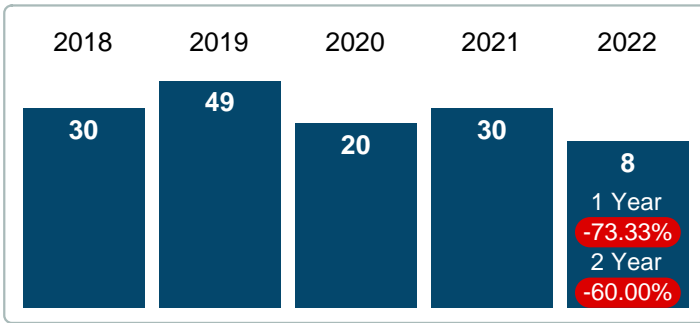
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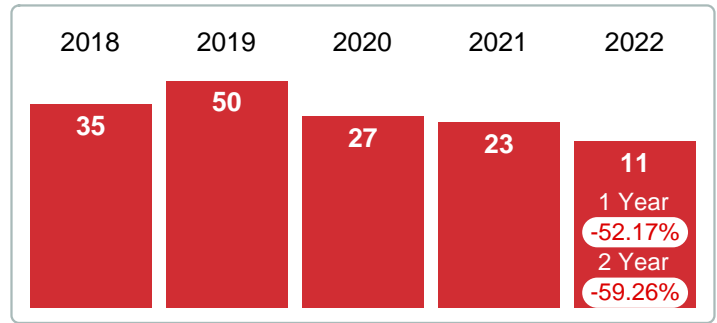
MEDIAN DAYS ON MARKET TO SALE

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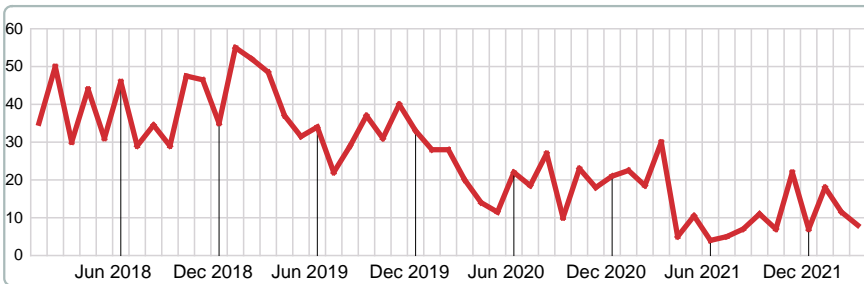
MARCH



YEAR TO DATE (YTD)

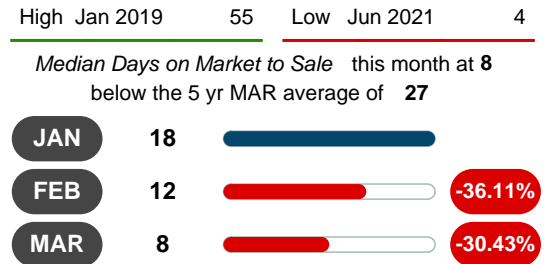


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 27



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10.59%	2	4	2	0	0
\$125,001 - \$150,000	9.41%	9	0	12	7	0
\$150,001 - \$200,000	17.65%	9	10	9	83	0
\$200,001 - \$250,000	27.06%	18	0	18	8	104
\$250,001 - \$275,000	11.76%	4	0	1	6	7
\$275,001 - \$425,000	12.94%	8	11	12	3	0
\$425,001 and up	10.59%	67	0	101	117	40
Median Closed DOM		8	8	8	8	40
Total Closed Units	100%	85	8	53	18	6
Total Closed Volume		26,278,096	1.35M	12.05M	5.90M	6.98M

March 2022



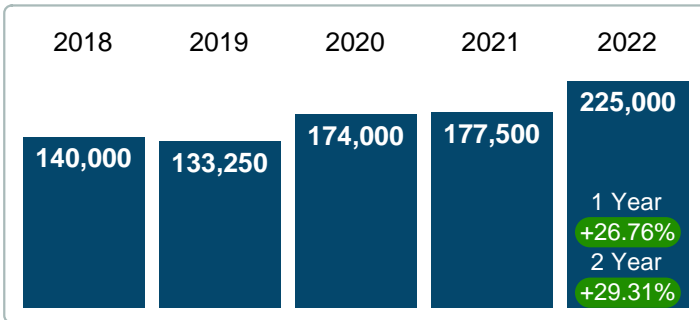
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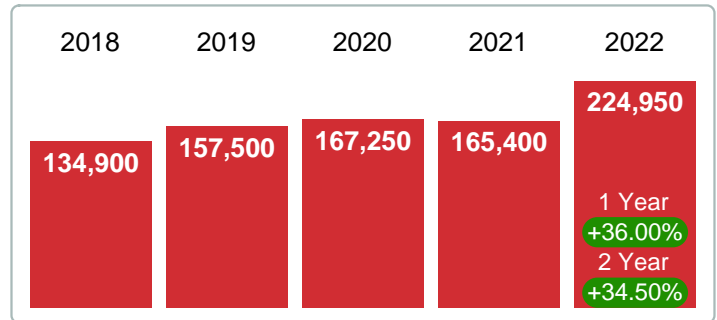
MEDIAN LIST PRICE AT CLOSING

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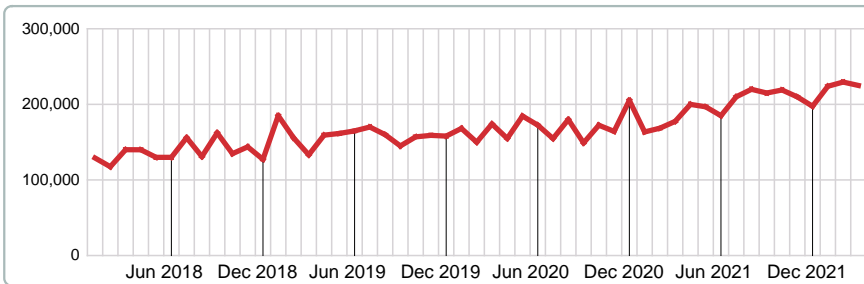
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

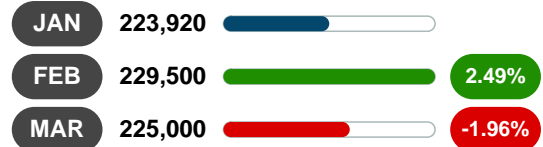


3 MONTHS

5 year MAR AVG = 169,950

High Feb 2022 229,500 Low Feb 2018 117,500

Median List Price at Closing this month at **225,000** above the 5 yr MAR average of **169,950**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10.59%	99,900	85,000	107,450	0	0
\$125,001 - \$150,000	9.41%	147,000	150,000	139,900	147,450	0
\$150,001 - \$200,000	17.65%	175,000	174,500	175,000	160,000	0
\$200,001 - \$250,000	24.71%	225,000	209,000	218,750	235,000	250,000
\$250,001 - \$275,000	11.76%	256,250	0	255,000	270,000	275,000
\$275,001 - \$425,000	15.29%	343,695	395,000	312,950	346,848	0
\$425,001 and up	10.59%	775,000	0	485,000	1,414,500	1,799,950
Median List Price		225,000	152,000	212,500	241,500	787,450
Total Closed Units		85	8	53	18	6
Total Closed Volume		27,908,895	1.39M	12.30M	6.52M	7.70M

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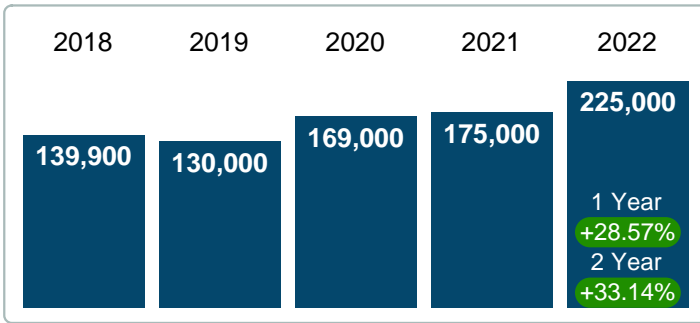
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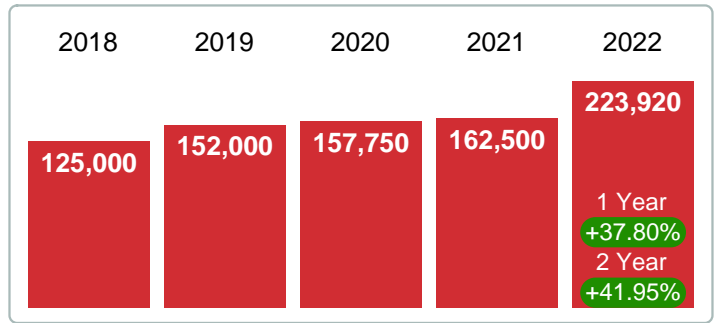
MEDIAN SOLD PRICE AT CLOSING

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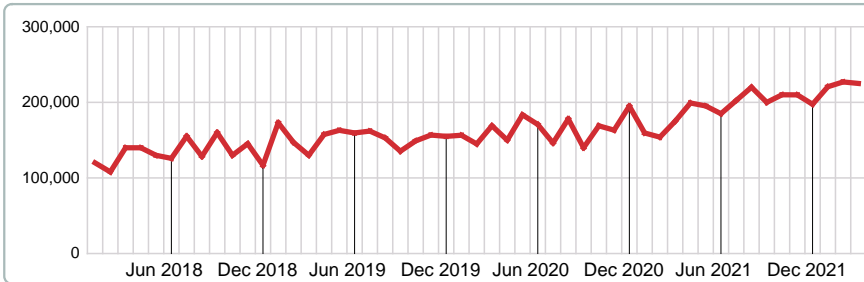
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

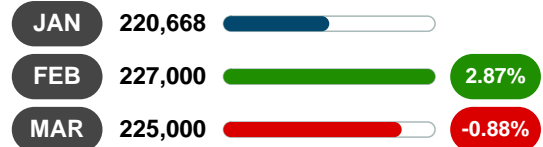


3 MONTHS

5 year MAR AVG = 167,780

High Feb 2022 227,000 Low Feb 2018 108,000

Median Sold Price at Closing this month at **225,000** above the 5 yr MAR average of **167,780**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10.59%	99,900	85,000	107,450	0	0
\$125,001 - \$150,000	9.41%	145,000	0	146,000	145,000	0
\$150,001 - \$200,000	17.65%	172,000	166,250	172,000	172,500	0
\$200,001 - \$250,000	27.06%	225,000	0	217,000	235,000	235,000
\$250,001 - \$275,000	11.76%	257,500	0	255,000	267,500	267,000
\$275,001 - \$425,000	12.94%	326,400	383,000	323,200	331,598	0
\$425,001 and up	10.59%	775,000	0	501,002	1,138,000	1,562,500
Median Sold Price		225,000	160,000	215,000	242,500	775,000
Total Closed Units		85	8	53	18	6
Total Closed Volume		26,278,096	1.35M	12.05M	5.90M	6.98M

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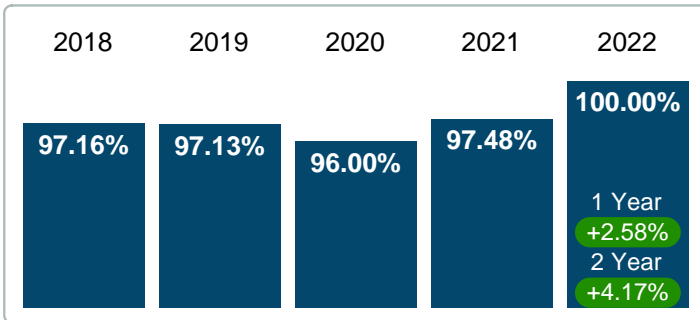
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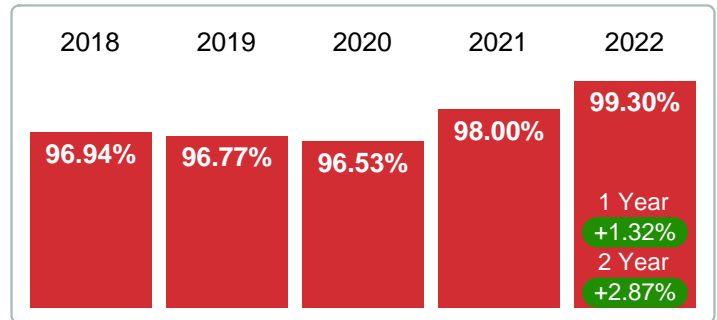
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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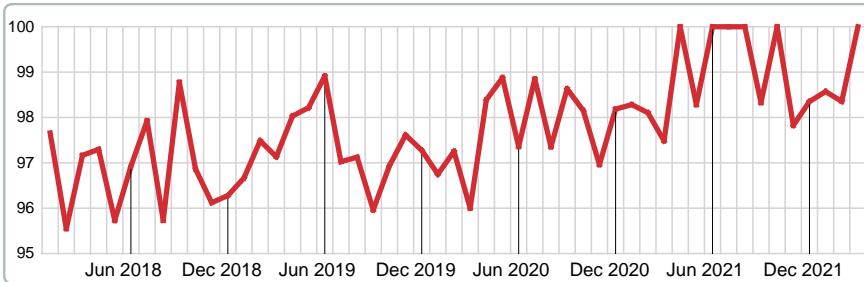
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

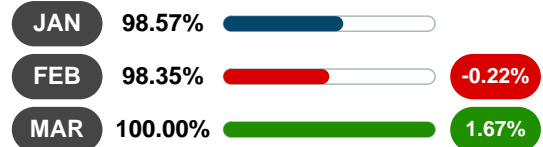


3 MONTHS

5 year MAR AVG = 97.56%

High Mar 2022 100.00% Low Feb 2018 95.55%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **97.56%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	10.59%	100.00%	93.05%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	8	9.41%	97.33%	0.00%	97.99%	96.67%	0.00%
\$150,001 - \$200,000	15	17.65%	98.32%	99.79%	98.29%	101.56%	0.00%
\$200,001 - \$250,000	23	27.06%	100.00%	0.00%	100.00%	100.00%	94.00%
\$250,001 - \$275,000	10	11.76%	100.00%	0.00%	100.00%	102.42%	97.09%
\$275,001 - \$425,000	11	12.94%	97.17%	96.96%	95.33%	100.00%	0.00%
\$425,001 and up	9	10.59%	97.77%	0.00%	100.00%	88.19%	94.43%
Median Sold/List Ratio		100.00%		96.33%	100.00%	100.00%	95.44%
Total Closed Units		85	100%	8	53	18	6
Total Closed Volume		26,278,096		1.35M	12.05M	5.90M	6.98M

March 2022



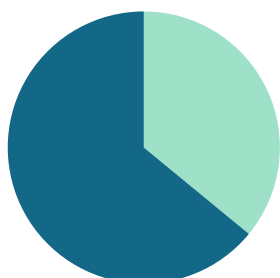
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

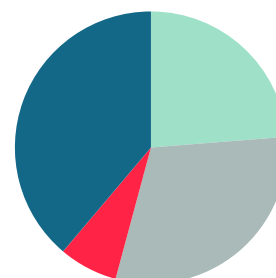


Inventory
 New Listings
119 = 35.95%
 Start Inventory
212
 Total Inventory Units
331
 Volume
\$129,590,374

Market Activity

Closed Sales
85 = 23.74%
 Pending Sales
109 = 30.45%
 Other Off Market
25 = 6.98%
 Active Inventory
139 = 38.83%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	61	85	39.34%	173	216	24.86%
Pending Sales	89	109	22.47%	202	256	26.73%
New Listings	87	119	36.78%	207	298	43.96%
Median List Price	177,500	225,000	26.76%	165,400	224,950	36.00%
Median Sale Price	175,000	225,000	28.57%	162,500	223,920	37.80%
Median Percent of Selling Price to List Price	97.48%	100.00%	2.58%	98.00%	99.30%	1.32%
Median Days on Market to Sale	30.00	8.00	-73.33%	23.00	11.00	-52.17%
Monthly Inventory	226	139	-38.50%	226	139	-38.50%
Months Supply of Inventory	3.39	1.81	-46.64%	3.39	1.81	-46.64%

Absorption: Last 12 months, an Average of **77** Sales/Month

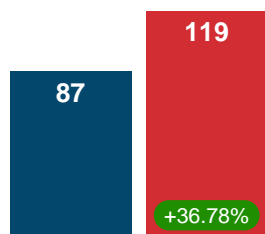
Inventory on March 31, 2022 = **139**

2021 **2022**

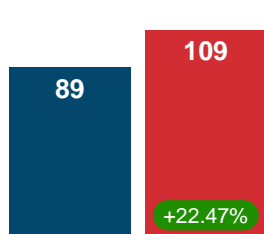
MARCH MARKET

MEDIAN PRICES

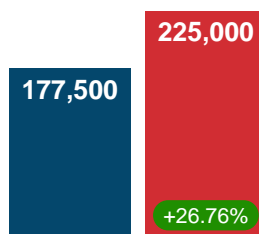
New Listings



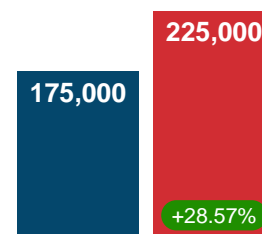
Pending Listings



List Price



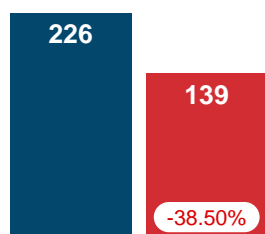
Sale Price



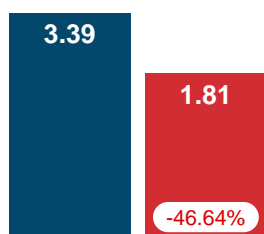
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

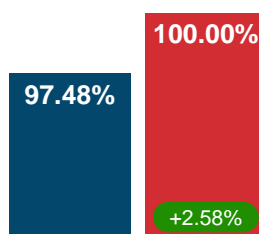
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

