

April 2021



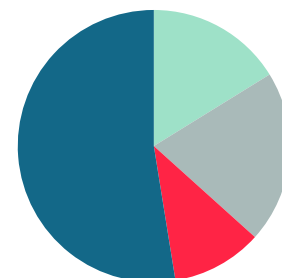
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	81	102	25.93%
Pending Listings	83	129	55.42%
New Listings	150	176	17.33%
Average List Price	269,566	220,567	-18.18%
Average Sale Price	253,516	210,136	-17.11%
Average Percent of Selling Price to List Price	96.77%	96.65%	-0.12%
Average Days on Market to Sale	35.95	42.69	18.74%
End of Month Inventory	722	331	-54.16%
Months Supply of Inventory	9.07	3.35	-63.08%



■ Closed (16.19%)
■ Pending (20.48%)
■ Other OffMarket (10.79%)
■ Active (52.54%)

Absorption: Last 12 months, an Average of **99** Sales/Month
Active Inventory as of April 30, 2021 = **331**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **54.16%** to 331 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **3.35** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.11%** in April 2021 to \$210,136 versus the previous year at \$253,516.

Average Days on Market Lengthens

The average number of **42.69** days that homes spent on the market before selling increased by 6.74 days or **18.74%** in April 2021 compared to last year's same month at **35.95** DOM.

Sales Success for April 2021 is Positive

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

There were 176 New Listings in April 2021, up **17.33%** from last year at 150. Furthermore, there were 102 Closed Listings this month versus last year at 81, a **25.93%** increase.

Closed versus Listed trends yielded a **58.0%** ratio, up from previous year's, April 2020, at **54.0%**, a **7.32%** 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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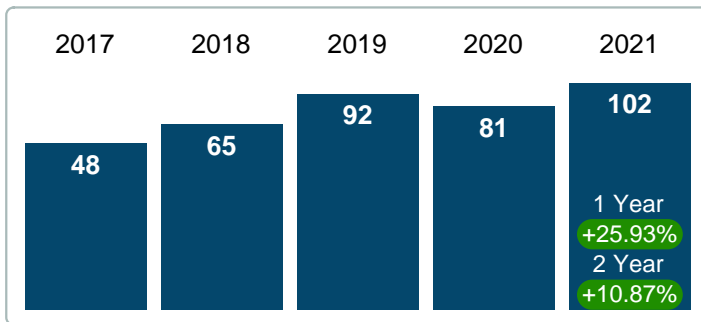
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



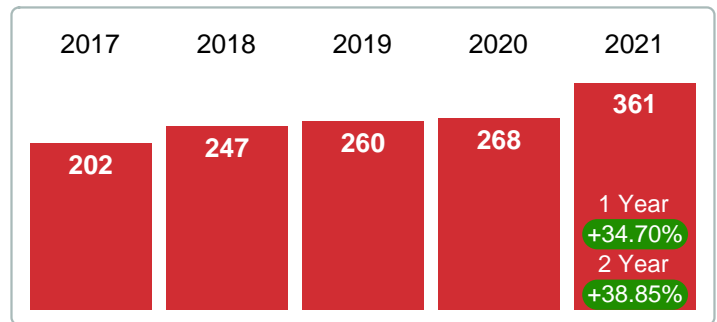
CLOSED LISTINGS

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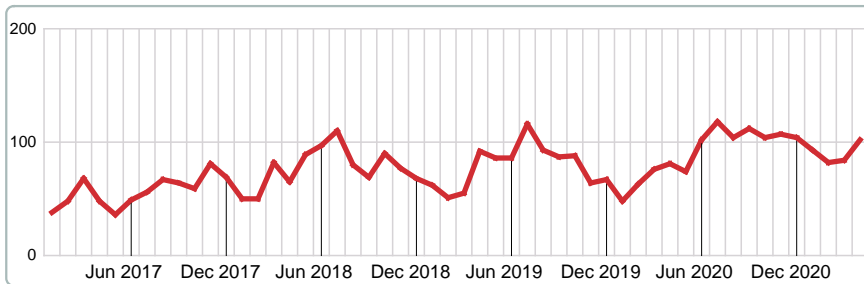
APRIL



YEAR TO DATE (YTD)

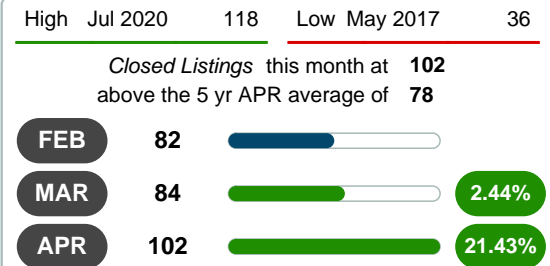


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.88%	57.7	5	1	0	0
\$25,001 - \$75,000	15	14.71%	81.9	15	0	0	0
\$75,001 - \$125,000	14	13.73%	43.9	8	6	0	0
\$125,001 - \$200,000	27	26.47%	16.5	4	17	5	1
\$200,001 - \$250,000	14	13.73%	18.9	1	10	3	0
\$250,001 - \$375,000	15	14.71%	34.0	3	4	6	2
\$375,001 and up	11	10.78%	85.9	2	4	1	4
Total Closed Units	102			38	42	15	7
Total Closed Volume	21,433,888	100%	42.7	4.64M	8.70M	3.64M	4.46M
Average Closed Price	\$210,136			\$122,185	\$207,051	\$242,647	\$636,429

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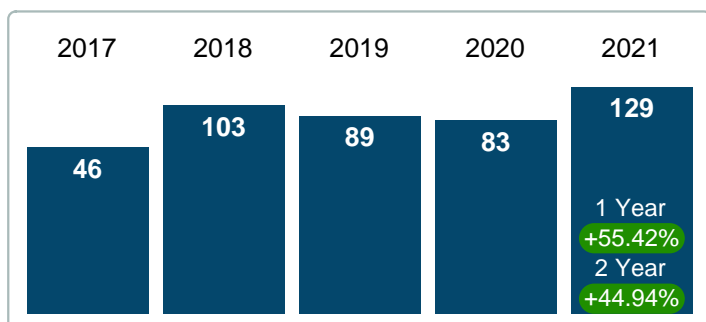
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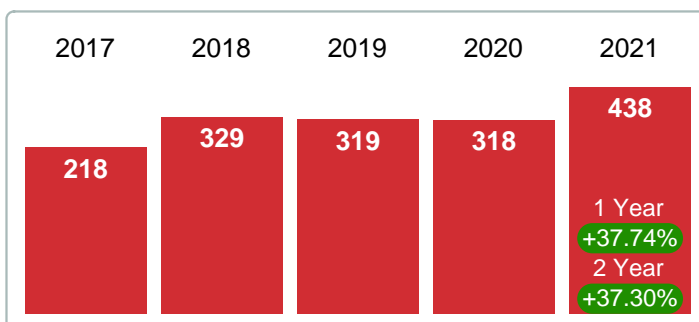
PENDING LISTINGS

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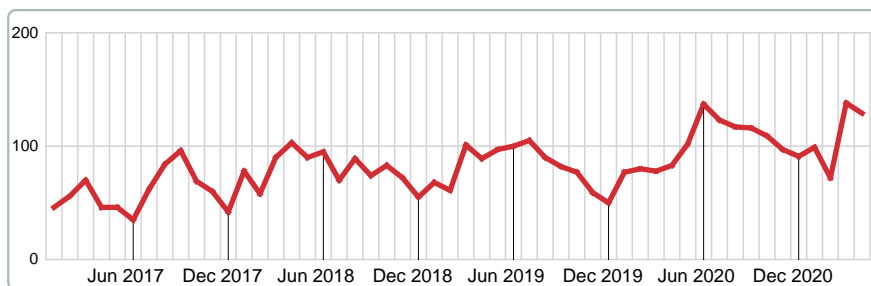
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 90

High Mar 2021 138 Low Jun 2017 35

Pending Listings this month at 129
above the 5 yr APR average of 90



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	6	4.65%	37.0	6	0	0	0
\$25,001 - \$100,000	22	17.05%	52.9	17	4	1	0
\$100,001 - \$150,000	14	10.85%	26.1	7	5	0	2
\$150,001 - \$200,000	33	25.58%	17.8	9	18	6	0
\$200,001 - \$275,000	24	18.60%	26.5	3	16	4	1
\$275,001 - \$325,000	12	9.30%	15.7	2	7	3	0
\$325,001 and up	18	13.95%	53.8	8	3	4	3
Total Pending Units	129			52	53	18	6
Total Pending Volume	26,546,567	100%	12.6	8.29M	11.32M	4.87M	2.06M
Average Listing Price	\$152,784			\$159,416	\$213,587	\$270,751	\$343,883

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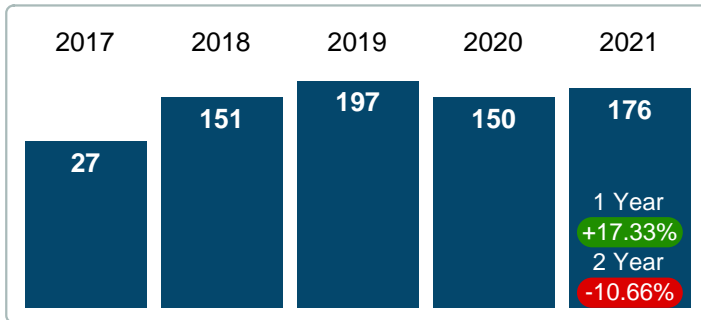
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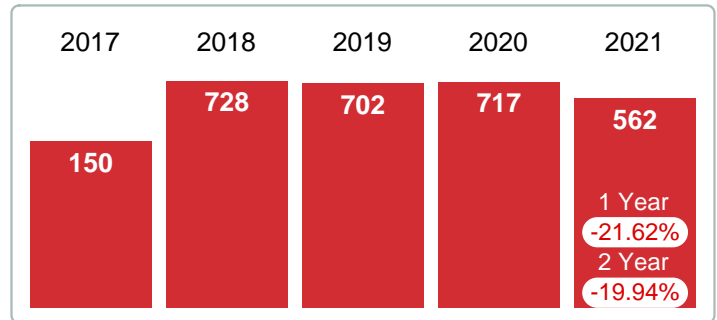
NEW LISTINGS

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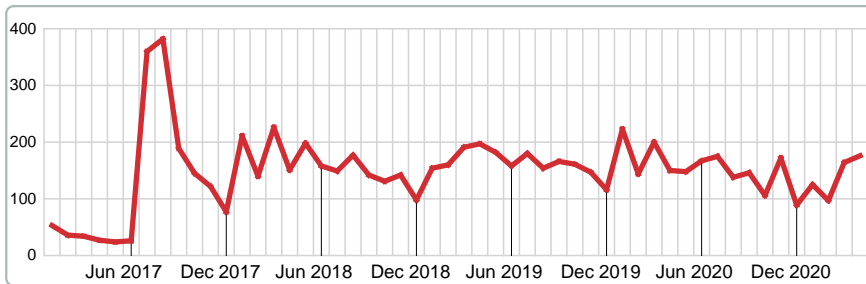
APRIL



YEAR TO DATE (YTD)

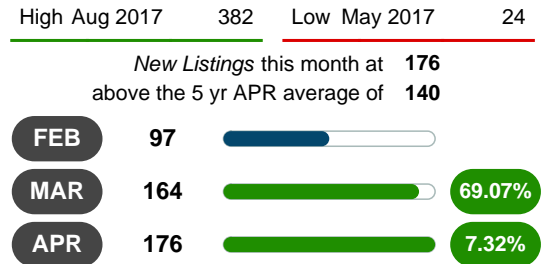


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 140



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	8.52%	15	0	0	0
\$50,001 - \$100,000	17	9.66%	11	5	1	0
\$100,001 - \$150,000	31	17.61%	20	8	2	1
\$150,001 - \$200,000	37	21.02%	14	18	5	0
\$200,001 - \$275,000	30	17.05%	3	22	4	1
\$275,001 - \$450,000	27	15.34%	8	12	6	1
\$450,001 and up	19	10.80%	11	4	2	2
Total New Listed Units	176		82	69	20	5
Total New Listed Volume	43,723,409	100%	20.14M	16.48M	5.30M	1.79M
Average New Listed Listing Price	\$183,457		\$245,659	\$238,862	\$265,171	\$358,880

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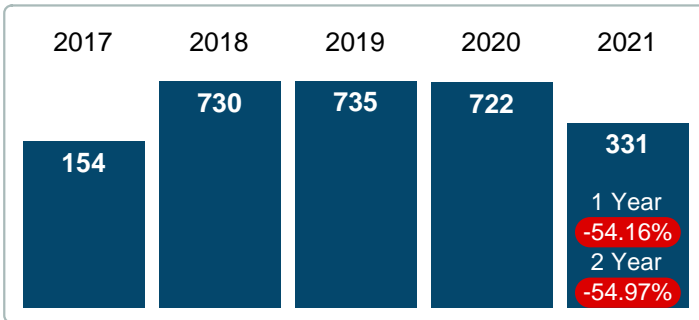
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



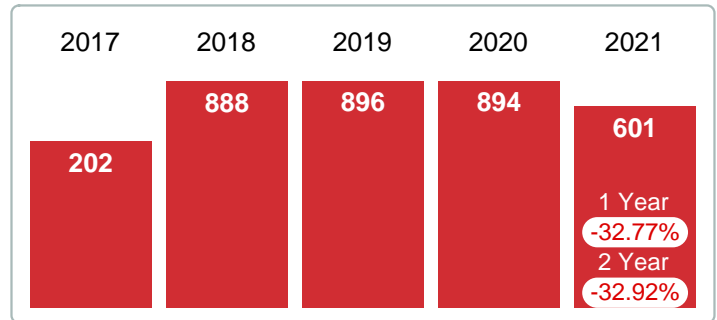
ACTIVE INVENTORY

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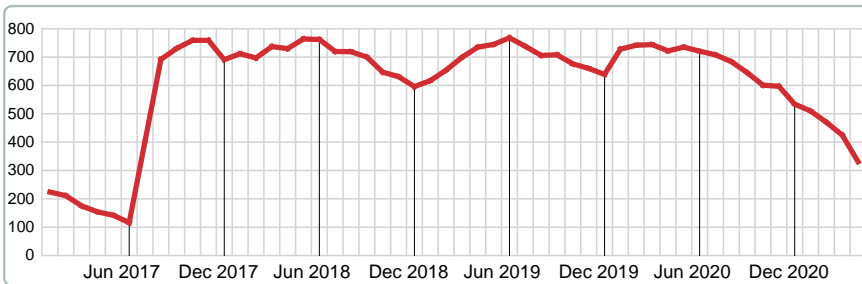
END OF APRIL



ACTIVE DURING APRIL

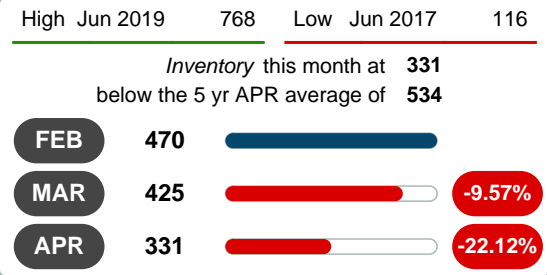


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 534



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	30	9.06%	86.9	30	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	94	28.40%	137.8	86	6	2	0
\$100,001 - \$225,000	75	22.66%	110.1	43	26	5	1
\$225,001 - \$400,000	56	16.92%	76.6	28	17	9	2
\$400,001 - \$625,000	39	11.78%	81.4	20	10	5	4
\$625,001 and up	37	11.18%	97.0	21	8	3	5
Total Active Inventory by Units	331			228	67	24	12
Total Active Inventory by Volume	105,180,508	100%	105.3	59.58M	22.25M	12.78M	10.57M
Average Active Inventory Listing Price	\$317,766			\$261,328	\$332,024	\$532,468	\$881,075

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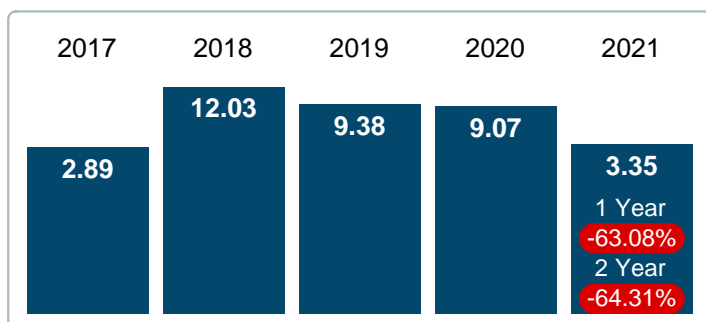
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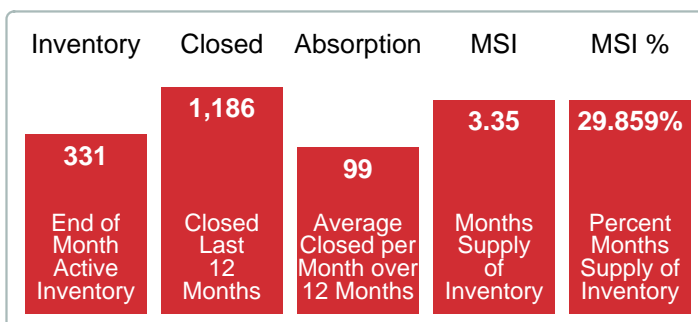
MONTHS SUPPLY of INVENTORY (MSI)

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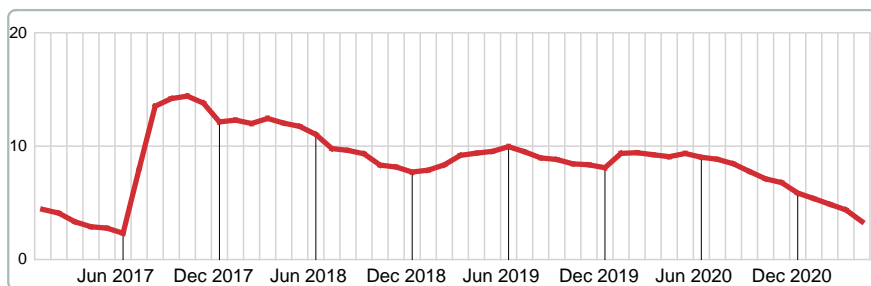
MSI FOR APRIL



INDICATORS FOR APRIL 2021

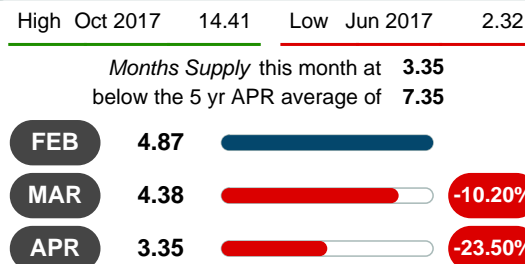


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.35



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	30	9.06%	3.96	4.24	0.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$100,000	94	28.40%	3.37	4.32	0.89	1.60	0.00
\$100,001 - \$225,000	75	22.66%	1.88	5.06	0.98	1.15	2.00
\$225,001 - \$400,000	56	16.92%	3.34	8.84	2.27	1.80	1.85
\$400,001 - \$625,000	39	11.78%	8.67	21.82	7.06	4.00	4.36
\$625,001 and up	37	11.18%	17.08	28.00	32.00	5.14	8.57
Market Supply of Inventory (MSI)			3.35	5.65	1.56	1.92	3.89
Total Active Inventory by Units		100%	331	228	67	24	12

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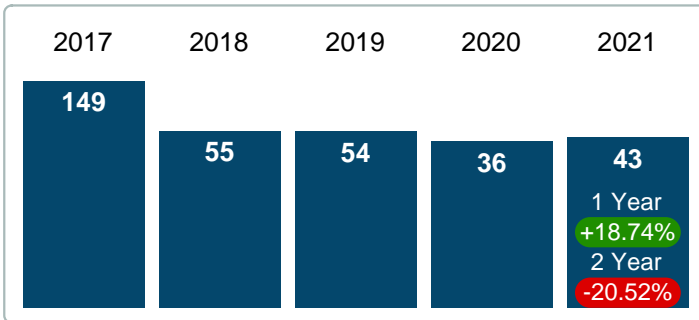
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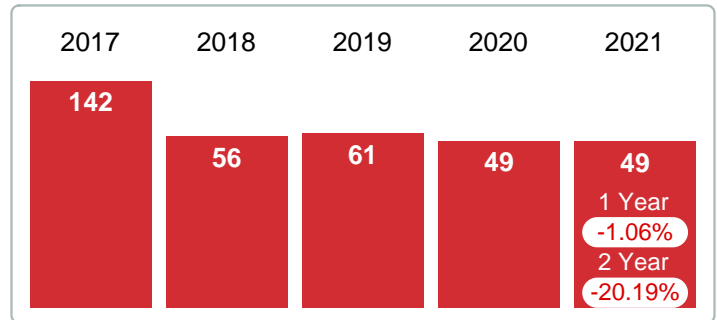
AVERAGE DAYS ON MARKET TO SALE

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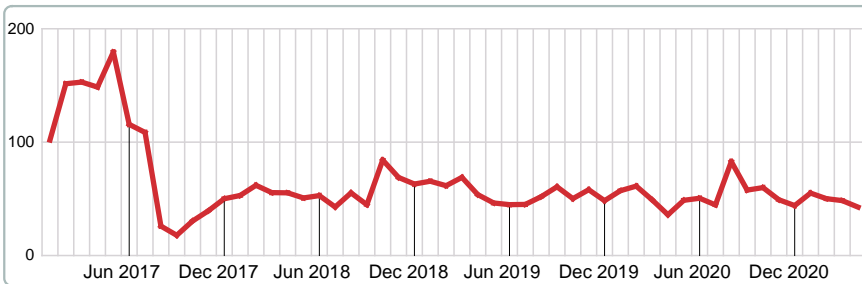
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

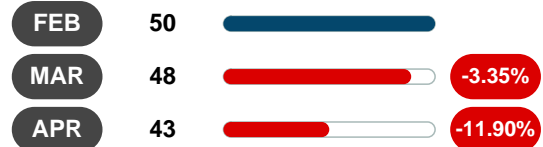


3 MONTHS

5 year APR AVG = 67

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 43 below the 5 yr APR average of 67



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	6	5.88%	58	69	2	0
\$25,001 - \$75,000	15	14.71%	82	82	0	0
\$75,001 - \$125,000	14	13.73%	44	54	30	0
\$125,001 - \$200,000	27	26.47%	17	29	9	32
\$200,001 - \$250,000	14	13.73%	19	18	11	44
\$250,001 - \$375,000	15	14.71%	34	4	8	58
\$375,001 and up	11	10.78%	86	189	55	24
Average Closed DOM		43		67	17	44
Total Closed Units		102	100%	43	38	42
Total Closed Volume		21,433,888		4.64M	8.70M	3.64M

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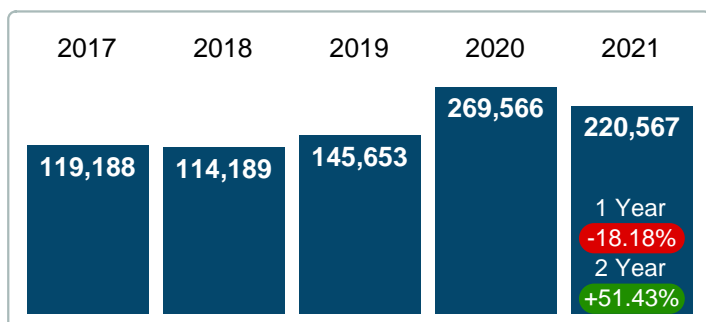
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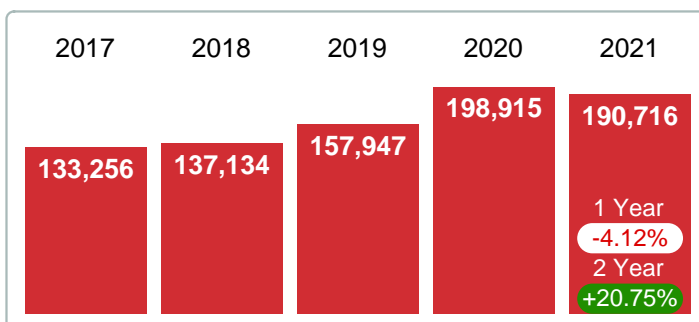
AVERAGE LIST PRICE AT CLOSING

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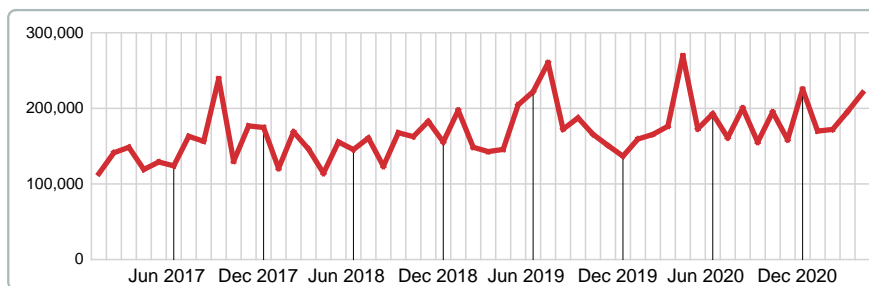
APRIL



YEAR TO DATE (YTD)

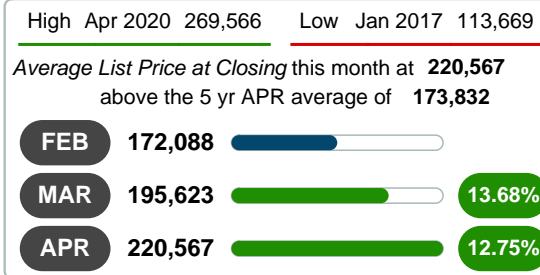


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 173,832



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	5	4.90%	18,000	19,200	20,000	0	0
\$25,001 - \$75,000	14	13.73%	47,850	56,193	0	0	0
\$75,001 - \$125,000	16	15.69%	106,953	109,344	106,250	0	0
\$125,001 - \$200,000	28	27.45%	164,037	171,250	164,379	155,760	139,900
\$200,001 - \$250,000	13	12.75%	225,646	225,000	221,850	228,267	0
\$250,001 - \$375,000	13	12.75%	305,338	319,667	300,150	301,633	385,000
\$375,001 and up	13	12.75%	656,215	596,200	499,850	445,000	1,031,000
Average List Price			220,567	128,291	211,201	247,893	719,129
Total Closed Units		100%	220,567	38	42	15	7
Total Closed Volume			22,497,792	4.88M	8.87M	3.72M	5.03M

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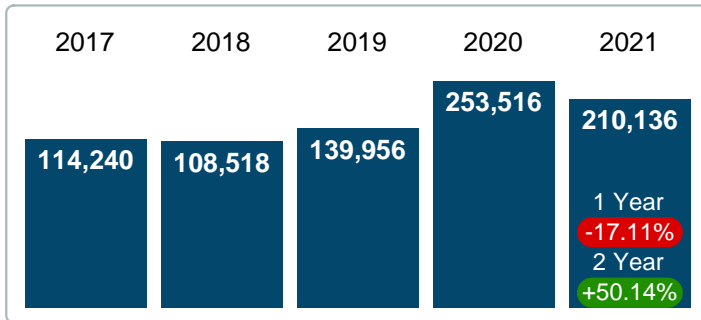
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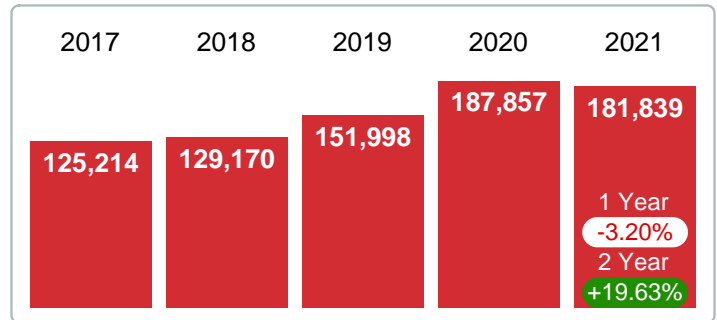
AVERAGE SOLD PRICE AT CLOSING

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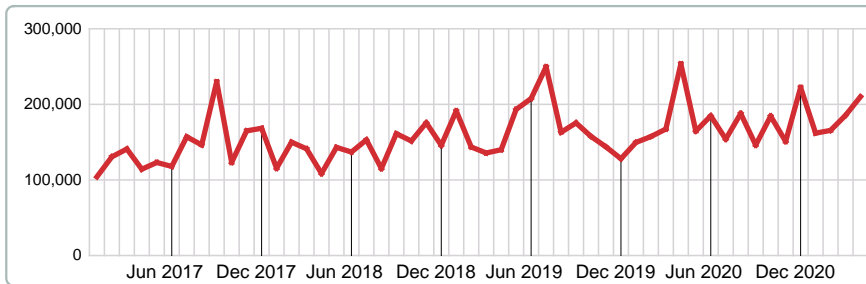
APRIL



YEAR TO DATE (YTD)

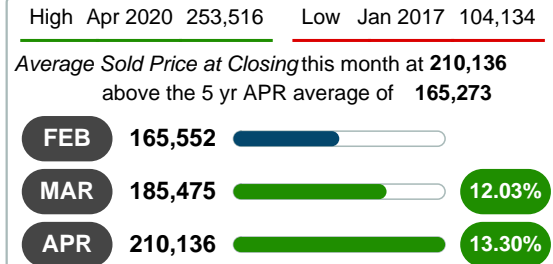


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 165,273



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	6	5.88%	18,583	18,300	20,000	0	
\$25,001 - \$75,000	15	14.71%	50,327	50,327	0	0	
\$75,001 - \$125,000	14	13.73%	103,768	106,031	100,750	0	
\$125,001 - \$200,000	27	26.47%	159,502	153,250	163,420	155,080	
\$200,001 - \$250,000	14	13.73%	227,100	232,000	226,260	228,267	
\$250,001 - \$375,000	15	14.71%	309,027	315,333	297,475	292,417	
\$375,001 and up	11	10.78%	635,763	578,698	460,250	425,000	
Average Sold Price		210,136		122,185	207,051	242,647	636,429
Total Closed Units		102	100%	210,136	38	42	15
Total Closed Volume		21,433,888		4.64M	8.70M	3.64M	4.46M

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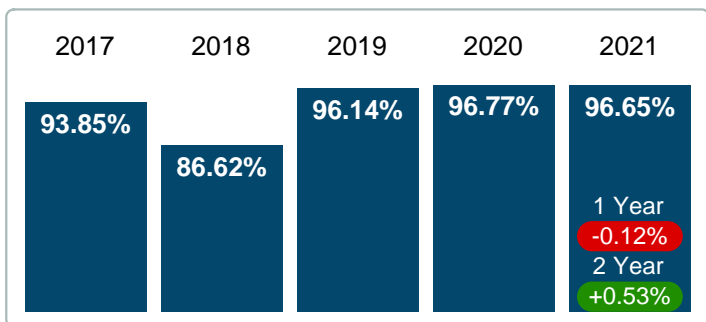
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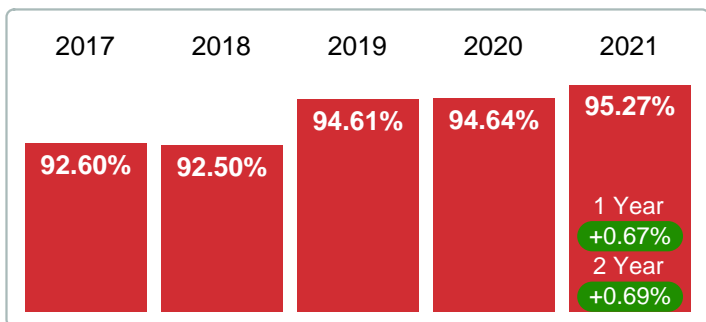
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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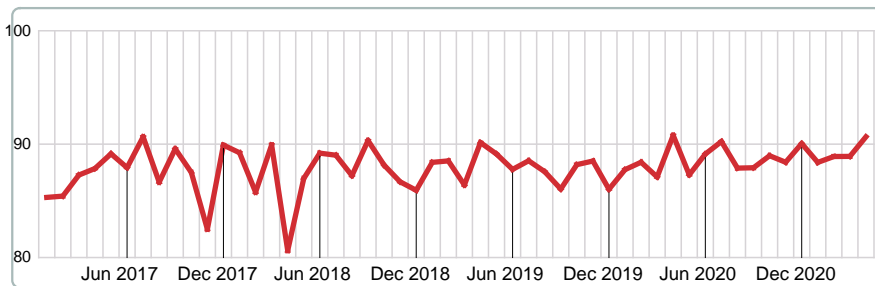
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

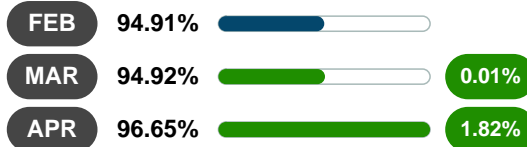


3 MONTHS

5 year APR AVG = 94.01%

High Apr 2020 96.77% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **96.65%** above the 5 yr APR average of **94.01%**



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	6	5.88%	96.63%	95.96%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	15	14.71%	91.35%	91.35%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	14	13.73%	96.36%	97.35%	95.05%	0.00%	0.00%
\$125,001 - \$200,000	27	26.47%	98.32%	90.43%	99.74%	99.48%	100.07%
\$200,001 - \$250,000	14	13.73%	101.78%	103.11%	102.19%	100.00%	0.00%
\$250,001 - \$375,000	15	14.71%	97.87%	98.80%	99.27%	96.83%	96.76%
\$375,001 and up	11	10.78%	91.96%	97.31%	92.02%	95.51%	88.35%
Average Sold/List Ratio		96.70%		94.33%	98.88%	98.26%	92.42%
Total Closed Units		102	100%	38	42	15	7
Total Closed Volume		21,433,888		4.64M	8.70M	3.64M	4.46M

April 2021



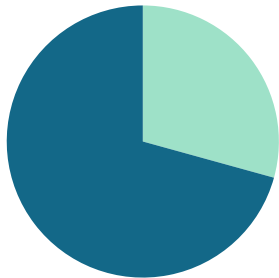
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

INVENTORY

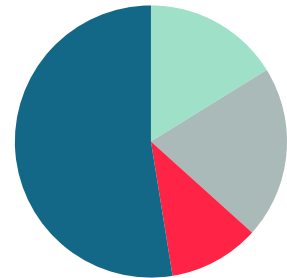


Inventory
 New Listings
176 = 29.28%
 Start Inventory
425
 Total Inventory Units
601
 Volume
\$165,020,741

Market Activity

Closed Sales
102 = 16.19%
 Pending Sales
129 = 20.48%
 Other Off Market
68 = 10.79%
 Active Inventory
331 = 52.54%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	81	102	25.93%	268	361	34.70%
Pending Sales	83	129	55.42%	318	438	37.74%
New Listings	150	176	17.33%	717	562	-21.62%
Average List Price	269,566	220,567	-18.18%	198,915	190,716	-4.12%
Average Sale Price	253,516	210,136	-17.11%	187,857	181,839	-3.20%
Average Percent of Selling Price to List Price	96.77%	96.65%	-0.12%	94.64%	95.27%	0.67%
Average Days on Market to Sale	35.95	42.69	18.74%	49.44	48.91	-1.06%
Monthly Inventory	722	331	-54.16%	722	331	-54.16%
Months Supply of Inventory	9.07	3.35	-63.08%	9.07	3.35	-63.08%

Absorption: Last 12 months, an Average of **99** Sales/Month

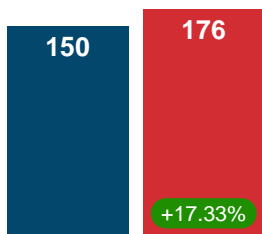
Inventory on April 30, 2021 = **331**

2020 **2021**

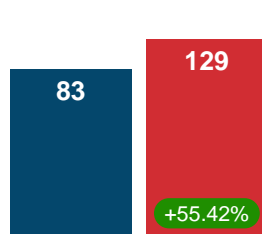
APRIL MARKET

AVERAGE PRICES

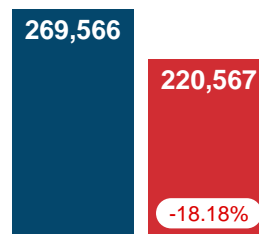
New Listings



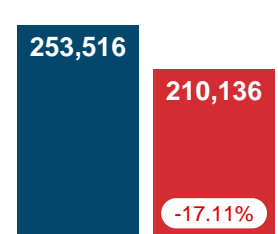
Pending Listings



List Price



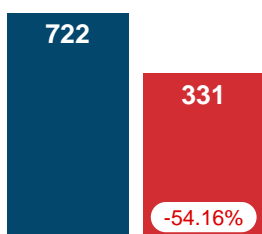
Sale Price



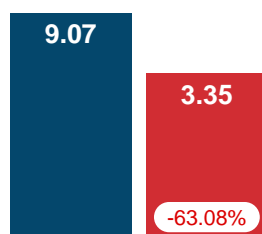
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

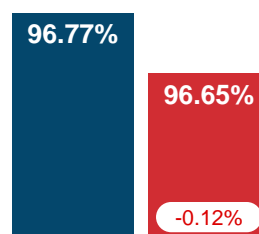
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

