

August 2021



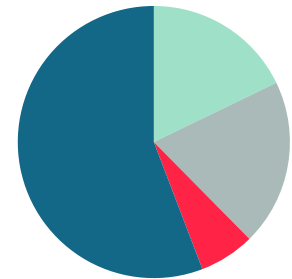
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	104	138	32.69%
Pending Listings	117	153	30.77%
New Listings	138	217	57.25%
Median List Price	159,450	189,900	19.10%
Median Sale Price	155,250	189,900	22.32%
Median Percent of Selling Price to List Price	96.22%	98.29%	2.15%
Median Days on Market to Sale	34.50	9.50	-72.46%
End of Month Inventory	685	432	-36.93%
Months Supply of Inventory	8.46	4.12	-51.23%



■ Closed (17.83%)
■ Pending (19.77%)
■ Other OffMarket (6.59%)
■ Active (55.81%)

Absorption: Last 12 months, an Average of **105** Sales/Month
Active Inventory as of August 31, 2021 = **432**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **36.93%** to 432 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **4.12** 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 **22.32%** in August 2021 to \$189,900 versus the previous year at \$155,250.

Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 25.00 days or **72.46%** in August 2021 compared to last year's same month at **34.50** DOM.

Sales Success for August 2021 is Positive

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

There were 217 New Listings in August 2021, up **57.25%** from last year at 138. Furthermore, there were 138 Closed Listings this month versus last year at 104, a **32.69%** increase.

Closed versus Listed trends yielded a **63.6%** ratio, down from previous year's, August 2020, at **75.4%**, a **15.62%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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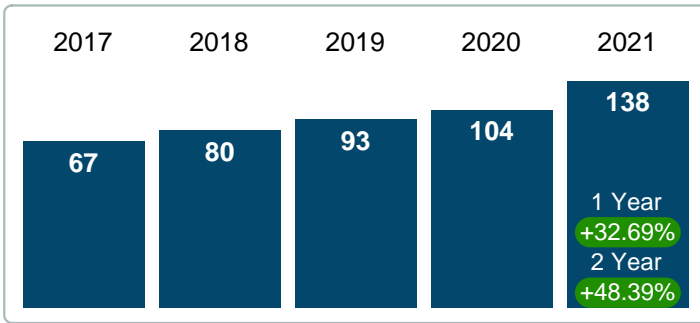
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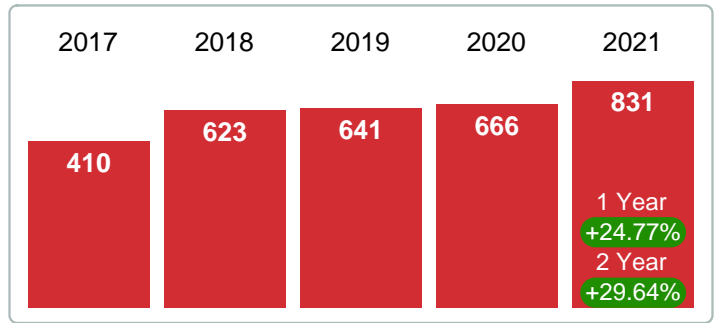
CLOSED LISTINGS

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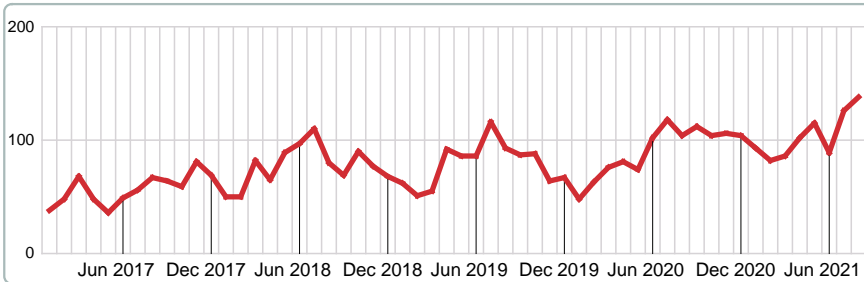
AUGUST



YEAR TO DATE (YTD)

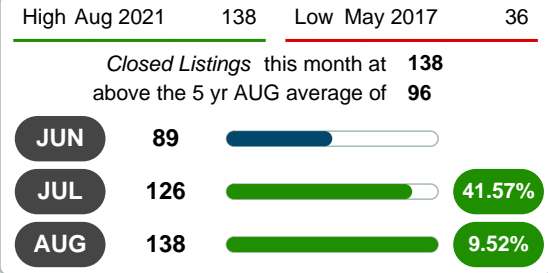


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 96



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	8.70%	89.0	11	0	0	1
\$25,001 - \$50,000	18	13.04%	23.0	18	0	0	0
\$50,001 - \$125,000	17	12.32%	11.0	11	4	2	0
\$125,001 - \$200,000	28	20.29%	5.0	6	21	0	1
\$200,001 - \$275,000	28	20.29%	4.5	1	20	7	0
\$275,001 - \$425,000	20	14.49%	11.0	2	10	6	2
\$425,001 and up	15	10.87%	46.0	2	7	3	3
Total Closed Units	138			51	62	18	7
Total Closed Volume	28,906,006	100%	9.5	4.80M	16.14M	5.29M	2.67M
Median Closed Price	\$189,900			\$45,000	\$217,500	\$269,500	\$392,000

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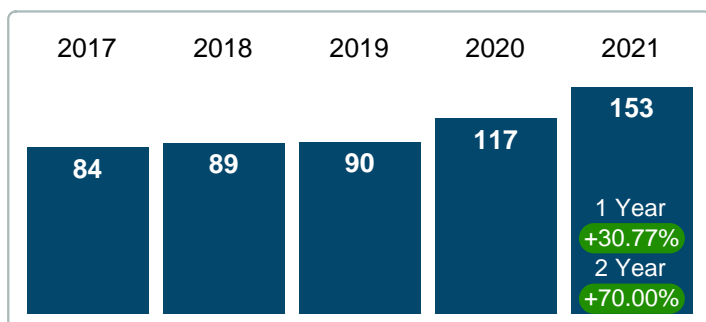
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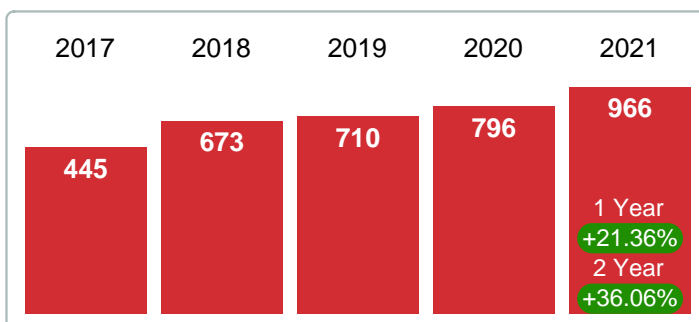
PENDING LISTINGS

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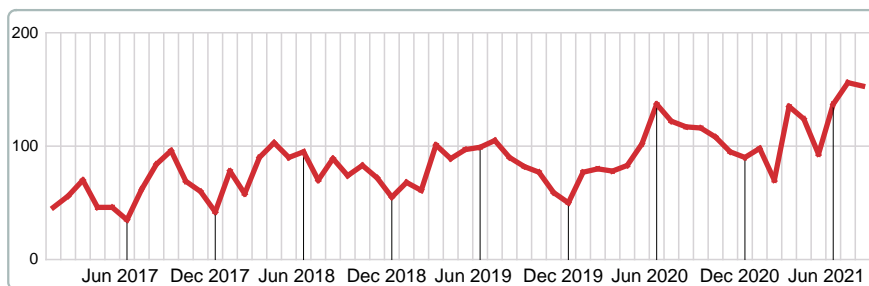
AUGUST



YEAR TO DATE (YTD)

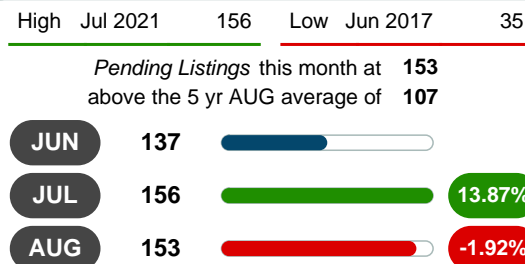


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 107



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	7.19%	9.0	11	0	0	0
\$25,001 - \$75,000	20	13.07%	10.5	19	1	0	0
\$75,001 - \$125,000	28	18.30%	11.5	12	15	1	0
\$125,001 - \$225,000	38	24.84%	21.5	12	22	4	0
\$225,001 - \$300,000	21	13.73%	16.0	5	12	4	0
\$300,001 - \$425,000	20	13.07%	11.0	7	9	3	1
\$425,001 and up	15	9.80%	27.0	6	5	2	2
Total Pending Units	153			72	64	14	3
Total Pending Volume	36,127,989	100%	12.0	14.29M	15.32M	4.32M	2.20M
Median Listing Price	\$169,900			\$96,950	\$198,500	\$284,700	\$450,000

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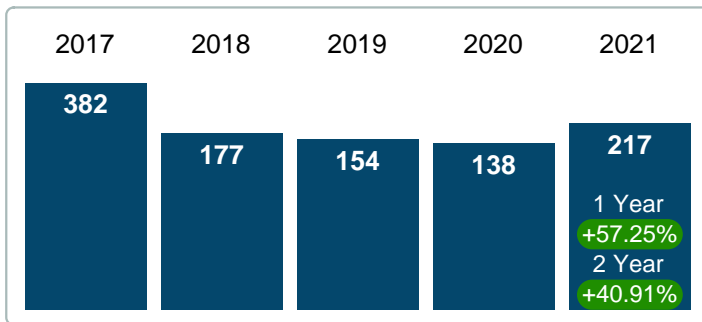
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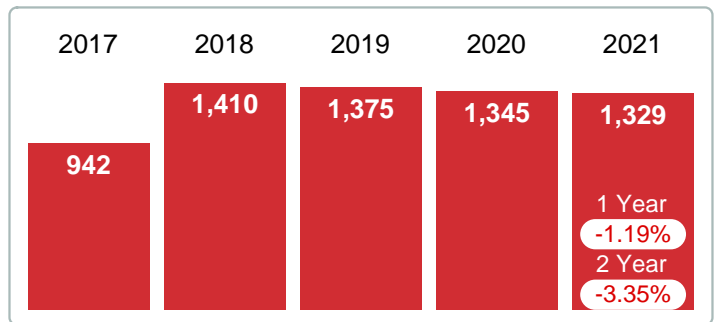
NEW LISTINGS

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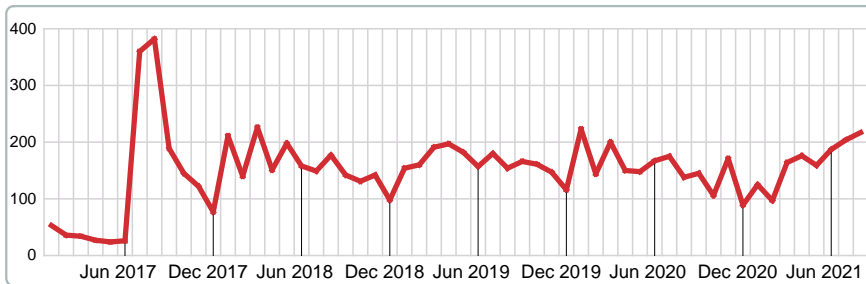
AUGUST



YEAR TO DATE (YTD)

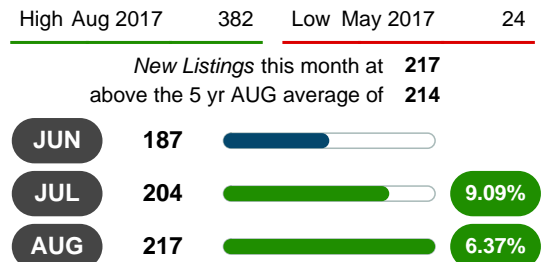


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 214



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	12	5.53%	12	0	0	0
\$25,001 - \$50,000	27	12.44%	24	3	0	0
\$50,001 - \$125,000	38	17.51%	26	11	1	0
\$125,001 - \$250,000	62	28.57%	20	31	11	0
\$250,001 - \$375,000	32	14.75%	7	14	10	1
\$375,001 - \$600,000	26	11.98%	14	6	3	3
\$600,001 and up	20	9.22%	11	5	2	2
Total New Listed Units	217		114	70	27	6
Total New Listed Volume	68,654,008	100%	33.75M	19.64M	10.01M	5.26M
Median New Listed Listing Price	\$194,900		\$109,000	\$200,750	\$289,000	\$462,500

August 2021



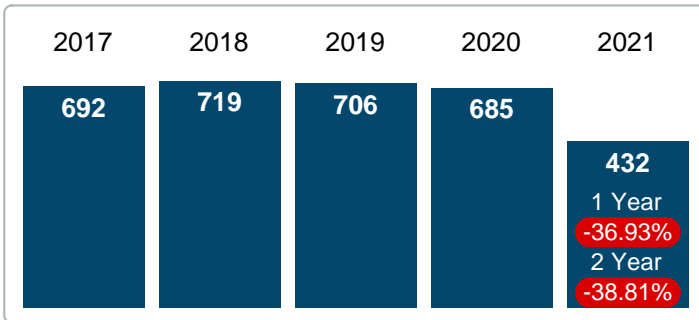
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



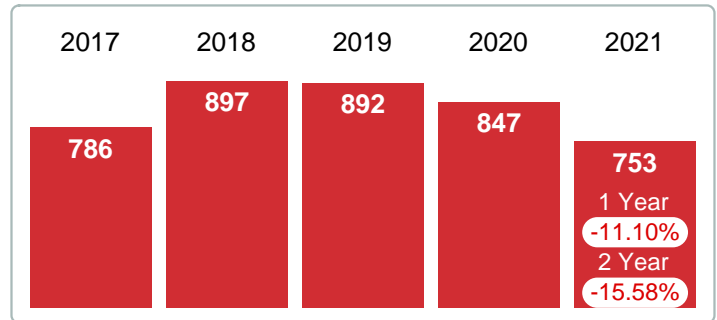
ACTIVE INVENTORY

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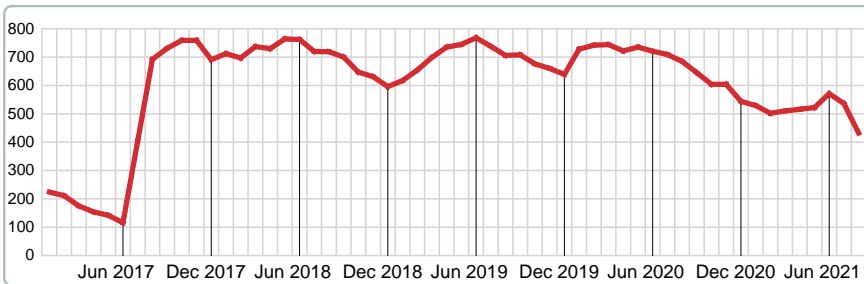
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

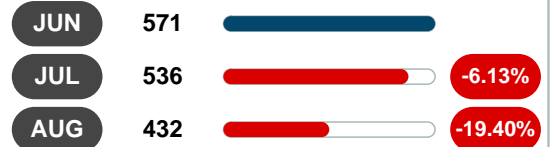


3 MONTHS

5 year AUG AVG = 647

High Jun 2019 768 Low Jun 2017 116

Inventory this month at 432
below the 5 yr AUG average of 647



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	19	4.40%	69.0	19	0	0	0
\$25,001 - \$50,000	65	15.05%	103.0	63	2	0	0
\$50,001 - \$125,000	68	15.74%	55.5	58	8	2	0
\$125,001 - \$275,000	118	27.31%	51.5	62	39	16	1
\$275,001 - \$425,000	62	14.35%	53.5	29	18	15	0
\$425,001 - \$875,000	56	12.96%	64.5	35	12	6	3
\$875,001 and up	44	10.19%	52.0	21	10	8	5
Total Active Inventory by Units	432			287	89	47	9
Total Active Inventory by Volume	169,238,203	100%	56.0	89.98M	38.23M	24.77M	16.25M
Median Active Inventory Listing Price	\$188,500			\$132,000	\$245,000	\$304,934	\$1,200,000

August 2021



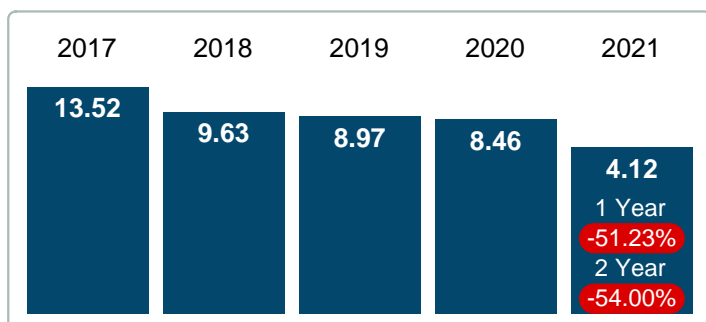
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



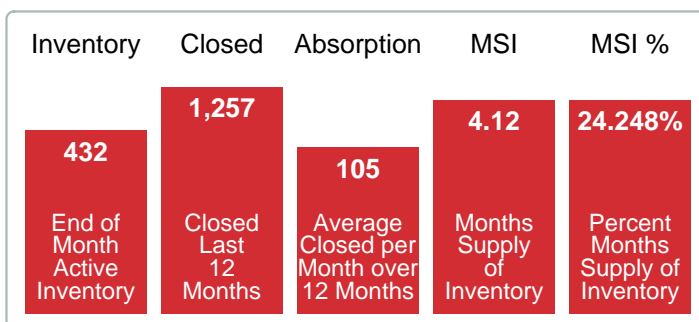
MONTHS SUPPLY of INVENTORY (MSI)

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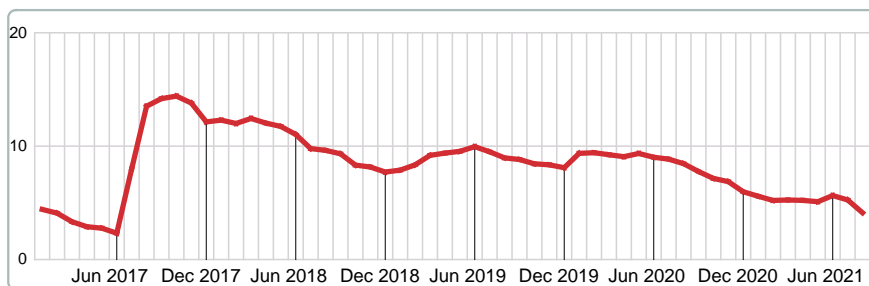
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

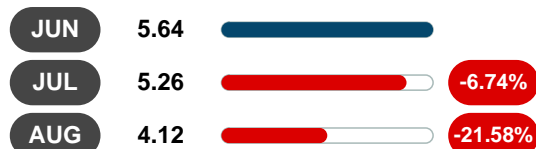


3 MONTHS

5 year AUG AVG = 8.94

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at 4.12 below the 5 yr AUG average of 8.94



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	19	4.40%	2.65	2.89	0.00	0.00	0.00
\$25,001 - \$50,000	65	15.05%	5.45	5.86	2.18	0.00	0.00
\$50,001 - \$125,000	68	15.74%	2.94	4.41	0.91	1.60	0.00
\$125,001 - \$275,000	118	27.31%	2.71	8.55	1.35	2.49	1.00
\$275,001 - \$425,000	62	14.35%	5.28	12.43	3.86	3.83	0.00
\$425,001 - \$875,000	56	12.96%	8.96	17.50	7.20	4.80	2.25
\$875,001 and up	44	10.19%	48.00	36.00	60.00	0.00	30.00
Market Supply of Inventory (MSI)			4.12	6.73	1.96	3.57	2.63
Total Active Inventory by Units		100%	432	287	89	47	9

August 2021



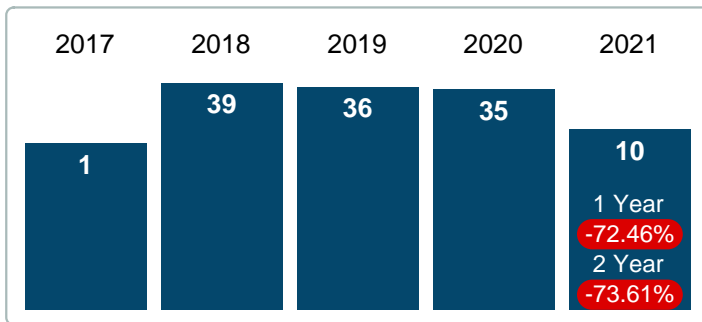
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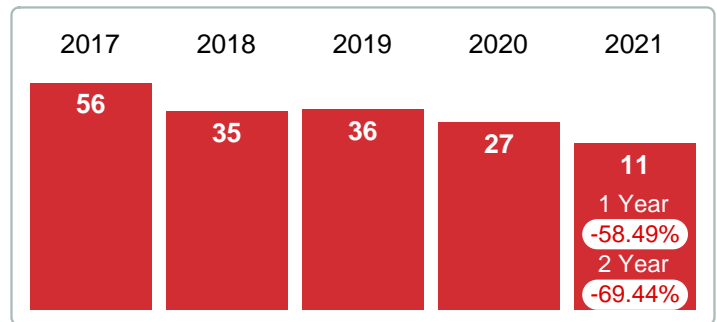
MEDIAN DAYS ON MARKET TO SALE

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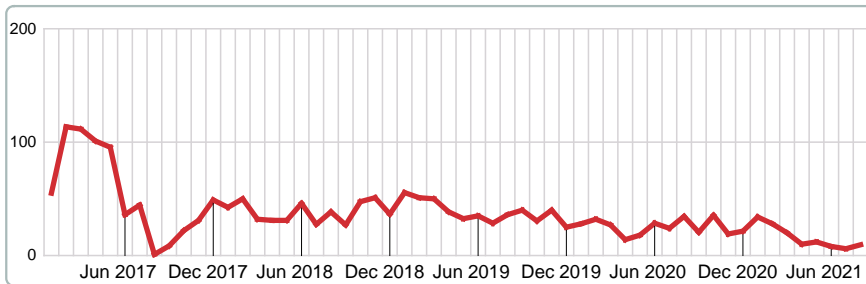
AUGUST



YEAR TO DATE (YTD)

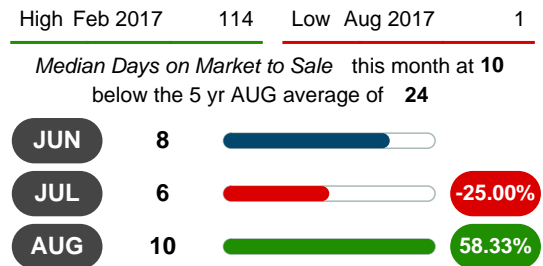


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 24



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
\$25,000 and less	8.70%	89	121	0	0	43
\$25,001 - \$50,000	13.04%	23	23	0	0	0
\$50,001 - \$125,000	12.32%	11	11	18	39	0
\$125,001 - \$200,000	20.29%	5	22	4	0	8
\$200,001 - \$275,000	20.29%	5	23	4	5	0
\$275,001 - \$425,000	14.49%	11	66	15	5	7
\$425,001 and up	10.87%	46	53	80	15	69
Median Closed DOM		10	16	6	9	32
Total Closed Units	100%	9.5	51	62	18	7
Total Closed Volume		28,906,006	4.80M	16.14M	5.29M	2.67M

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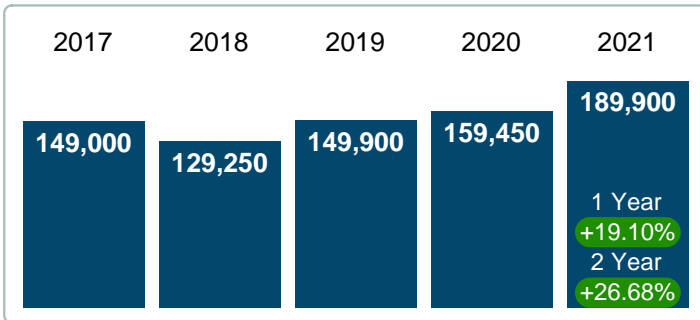
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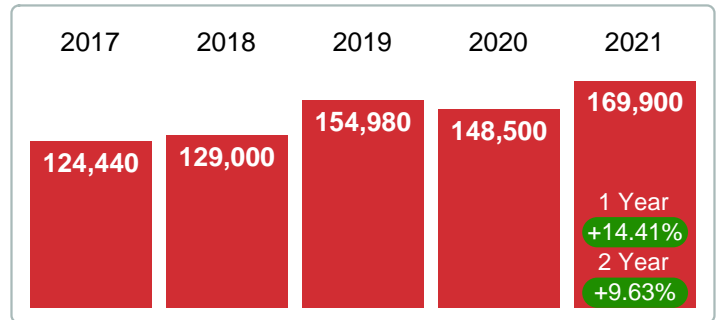
MEDIAN LIST PRICE AT CLOSING

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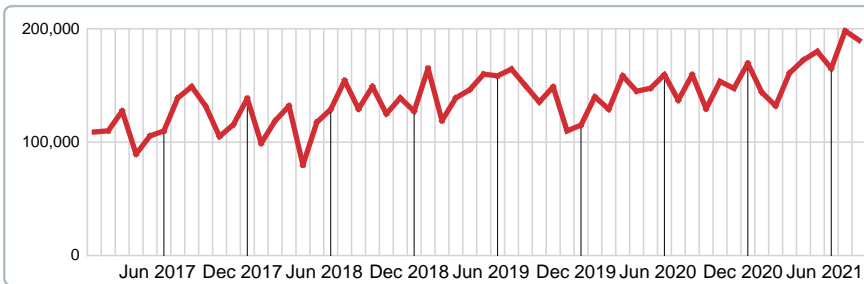
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

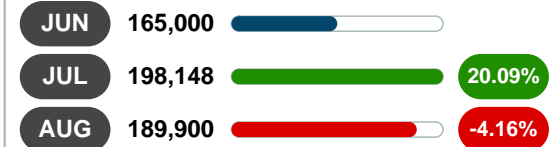


3 MONTHS

5 year AUG AVG = 155,500

High Jul 2021 198,148 Low Apr 2018 79,900

Median List Price at Closing this month at **189,900**
above the 5 yr AUG average of **155,500**



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
\$25,000 and less	8	24,900	24,900	0	0	0
\$25,001 - \$50,000	21	40,000	40,000	0	0	35,000
\$50,001 - \$125,000	17	70,000	69,500	64,900	109,500	0
\$125,001 - \$200,000	27	165,000	157,000	182,450	0	185,000
\$200,001 - \$275,000	30	227,000	250,000	218,700	240,000	0
\$275,001 - \$425,000	19	325,000	322,500	325,000	329,500	349,900
\$425,001 and up	16	572,500	676,375	572,500	489,900	650,000
Median List Price		189,900	45,000	214,500	267,500	399,900
Total Closed Units	138	100%	51	62	18	7
Total Closed Volume	29,754,342		5.00M	16.60M	5.40M	2.75M

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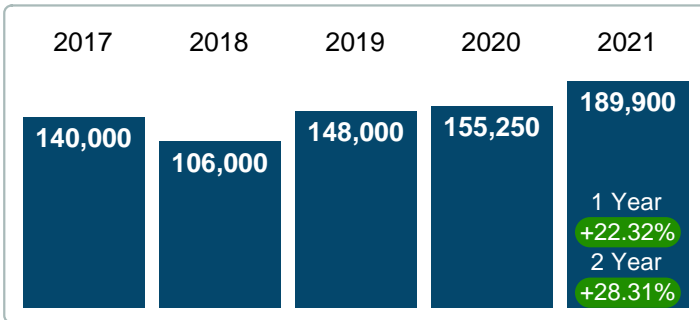
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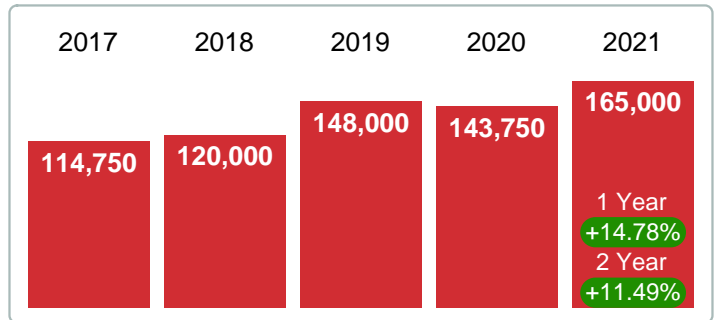
MEDIAN SOLD PRICE AT CLOSING

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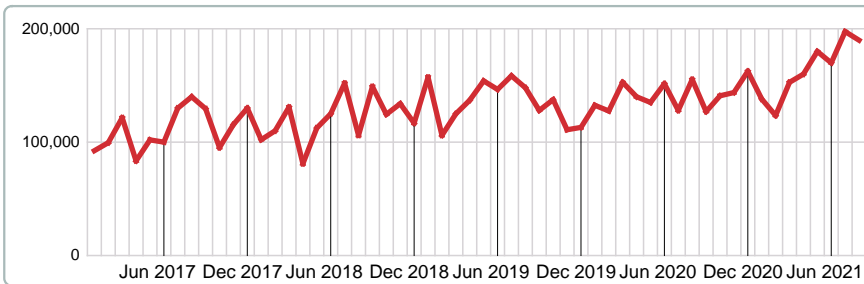
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

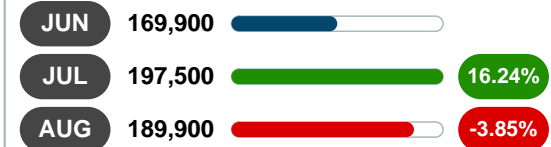


3 MONTHS

5 year AUG AVG = 147,830

High Jul 2021 197,500 Low Apr 2018 81,000

Median Sold Price at Closing this month at **189,900** above the 5 yr AUG average of **147,830**



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
\$25,000 and less	8.70%	22,250	22,000	0	0	25,000
\$25,001 - \$50,000	13.04%	39,250	39,250	0	0	0
\$50,001 - \$125,000	12.32%	65,000	60,980	91,450	100,000	0
\$125,001 - \$200,000	20.29%	168,750	145,000	180,000	0	162,000
\$200,001 - \$275,000	20.29%	228,300	230,000	221,500	236,000	0
\$275,001 - \$425,000	14.49%	320,000	330,000	320,000	324,500	345,950
\$425,001 and up	10.87%	560,000	661,375	560,000	479,500	625,000
Median Sold Price		189,900	45,000	217,500	269,500	392,000
Total Closed Units	100%	138	51	62	18	7
Total Closed Volume		28,906,006	4.80M	16.14M	5.29M	2.67M

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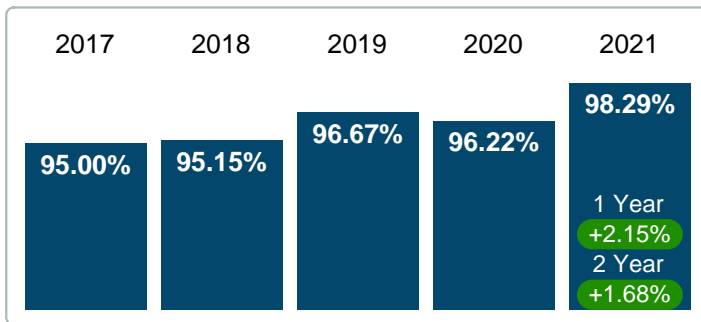
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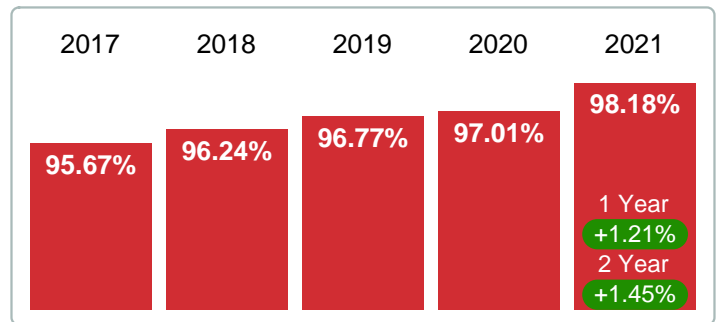
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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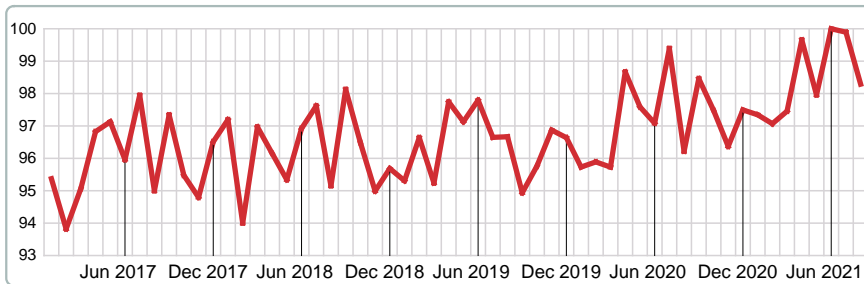
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

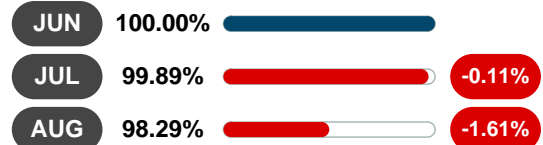


3 MONTHS

5 year AUG AVG = 96.27%

High Jun 2021 100.00% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **98.29%**
above the 5 yr AUG average of **96.27%**



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
\$25,000 and less	12	8.70%	84.34%	84.34%	0.00%	0.00%	71.43%
\$25,001 - \$50,000	18	13.04%	96.25%	96.25%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	17	12.32%	91.67%	91.67%	97.17%	93.06%	0.00%
\$125,001 - \$200,000	28	20.29%	100.00%	94.21%	100.00%	0.00%	87.57%
\$200,001 - \$275,000	28	20.29%	100.00%	92.00%	100.48%	99.56%	0.00%
\$275,001 - \$425,000	20	14.49%	98.33%	102.54%	97.45%	96.86%	99.01%
\$425,001 and up	15	10.87%	96.57%	97.93%	95.65%	97.88%	96.57%
Median Sold/List Ratio		98.29%		94.07%	100.00%	98.11%	96.57%
Total Closed Units		138	100%	51	62	18	7
Total Closed Volume		28,906,006		4.80M	16.14M	5.29M	2.67M

August 2021



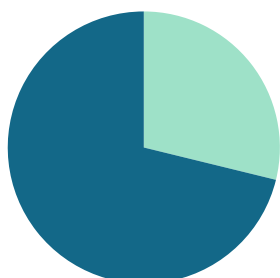
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

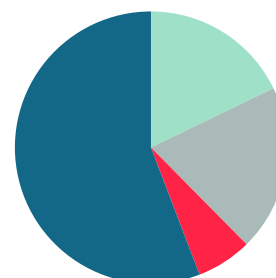


Inventory
 New Listings
217 = 28.82%
 Start Inventory
536
 Total Inventory Units
753
 Volume
\$247,134,300

Market Activity

Closed Sales
138 = 17.83%
 Pending Sales
153 = 19.77%
 Other Off Market
51 = 6.59%
 Active Inventory
432 = 55.81%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	104	138	32.69%	666	831	24.77%
Pending Sales	117	153	30.77%	796	966	21.36%
New Listings	138	217	57.25%	1,345	1,329	-1.19%
Median List Price	159,450	189,900	19.10%	148,500	169,900	14.41%
Median Sale Price	155,250	189,900	22.32%	143,750	165,000	14.78%
Median Percent of Selling Price to List Price	96.22%	98.29%	2.15%	97.01%	98.18%	1.21%
Median Days on Market to Sale	34.50	9.50	-72.46%	26.50	11.00	-58.49%
Monthly Inventory	685	432	-36.93%	685	432	-36.93%
Months Supply of Inventory	8.46	4.12	-51.23%	8.46	4.12	-51.23%

Absorption: Last 12 months, an Average of **105** Sales/Month

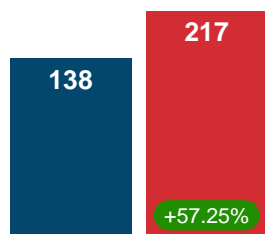
Inventory on August 31, 2021 = **432**

2020 **2021**

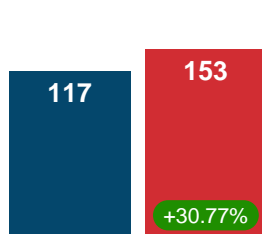
AUGUST MARKET

MEDIAN PRICES

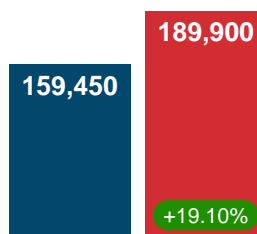
New Listings



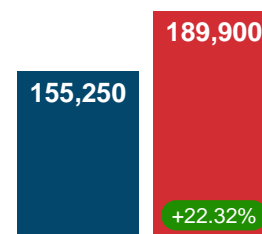
Pending Listings



List Price



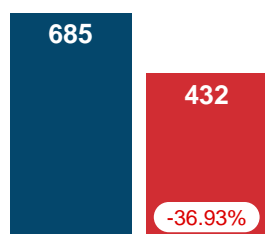
Sale Price



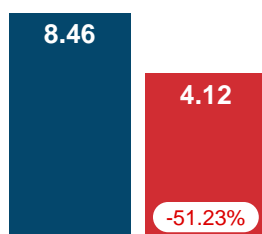
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

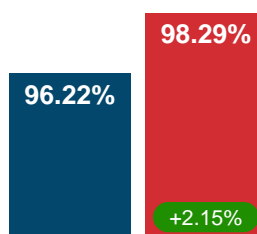
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

